



December 2013

Area Delimited by County Of Muskogee

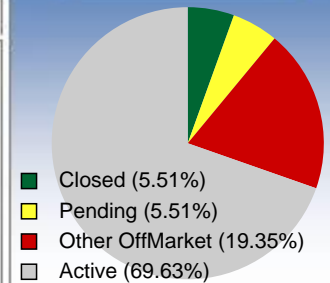


Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of December 31, 2013 = **493**

	DECEMBER		
	2012	2013	+/- %
Closed Listings	34	39	14.71%
Pending Listings	34	39	14.71%
New Listings	41	99	141.46%
Average List Price	93,536	63,417	-32.20%
Average Sale Price	80,669	60,457	-25.06%
Average Percent of List Price to Selling Price	92.87%	93.21%	0.37%
Average Days on Market to Sale	5.65	76.13	1,248.09%
End of Month Inventory	173	493	184.97%
Months Supply of Inventory	4.04	11.60	187.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2014

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2013 rose **184.97%** to 493 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **11.60** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **25.06%** in December 2013 to \$60,457 versus the previous year at \$80,669.

Average Days on Market Lengthens

The average number of **76.13** days that homes spent on the market before selling increased by 70.48 days or **1,248.09%** in December 2013 compared to last year's same month at **5.65** DOM.

Sales Success for December 2013 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 99 New Listings in December 2013, up **141.46%** from last year at 41. Furthermore, there were 39 Closed Listings this month versus last year at 34, a **14.71%** increase.

Closed versus Listed trends yielded a **39.4%** ratio, down from last year's December 2013 at **82.9%**, a **52.50%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

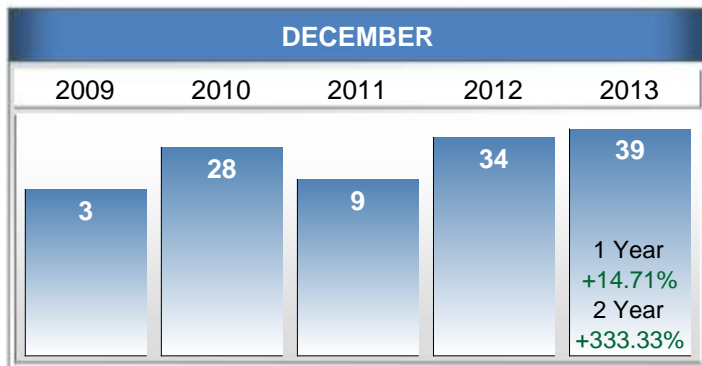
Closed Sales as of Jan 13, 2014



Closed Listings

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$10,000	5	12.82%	96.2	3	0	1	1	
\$10,001-\$30,000	7	17.95%	51.0	4	0	3	0	
\$30,001-\$60,000	11	28.21%	72.7	4	5	2	0	
\$60,001-\$80,000	6	15.38%	45.2	1	5	0	0	
\$80,001-\$140,000	6	15.38%	94.3	1	4	1	0	
\$140,001 and up	4	10.26%	123.5	1	2	1	0	
Total Closed Units: 39				76.1	14	16	8	1
Total Closed Volume: 2,357,816					551.98K	1.32M	478.98K	9,500
Average Closed Price: \$60,457					\$39,427	\$82,335	\$59,872	\$9,500

Closed Listings

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Monthly Inventory Analysis

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December 2013

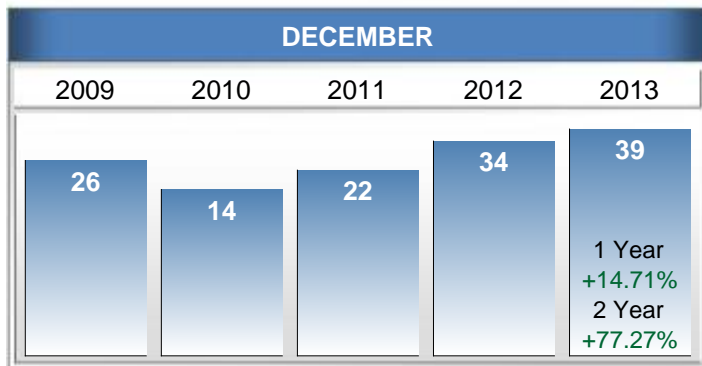
Pending Listings as of Jan 13, 2014



Pending Listings

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Pending Listings
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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	7.69%	58.3	0	1	2	0
\$10,001 \$30,000	5	12.82%	121.8	5	0	0	0
\$30,001 \$70,000	6	15.38%	91.7	0	5	1	0
\$70,001 \$130,000	9	23.08%	98.4	1	7	1	0
\$130,001 \$150,000	6	15.38%	116.7	1	4	1	0
\$150,001 \$190,000	4	10.26%	63.3	1	3	0	0
\$190,001 and up	6	15.38%	61.5	1	0	5	0
Total Pending Units: 39				123.1			
Total Pending Volume: 4,566,529				9 20 10			
Average Listing Price: \$60,675				1.29M 1.93M 1.35M 0.00B			
				\$143,111 \$96,350 \$135,153 \$0			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

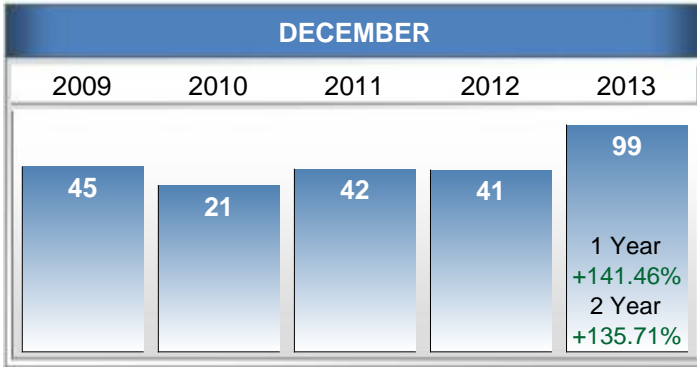
New Listings as of Jan 13, 2014



New Listings

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	10	10.10%	7	3	0	0
\$20,001 \$30,000	14	14.14%	11	3	0	0
\$30,001 \$40,000	10	10.10%	7	1	2	0
\$40,001 \$130,000	27	27.27%	10	14	2	1
\$130,001 \$160,000	12	12.12%	5	6	1	0
\$160,001 \$290,000	16	16.16%	5	8	3	0
\$290,001 and up	10	10.10%	8	1	0	1
Total New Listed Units:			53	36	8	2
Total New Listed Volume:			7.95M	4.11M	1.07M	482.00K
Average New Listed Listing Price:			\$149,977	\$114,211	\$134,216	\$241,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

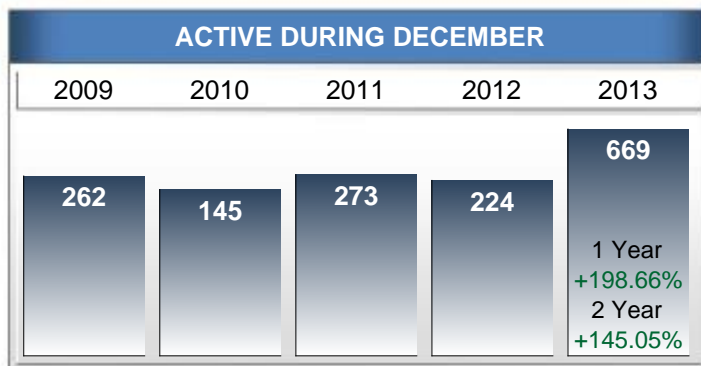
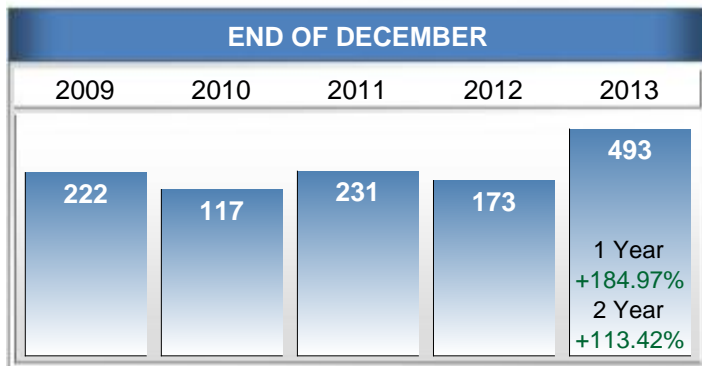
Active Inventory as of Jan 13, 2014



Active Inventory

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Active Inventory

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5yr DEC AVG = 247	3 MONTHS
High Oct 2013 = 590	OCT 590
Low Jan 2009 = 104	NOV 570
<i>Inventory this month at 493, above the 5 yr DEC average of 247</i>	DEC 493
	NOV -3.39%
	DEC -13.51%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	23	4.67%	148.6	22	1	0	0
\$10,001 \$30,000	65	13.18%	82.7	44	13	8	0
\$30,001 \$60,000	86	17.44%	88.5	45	29	10	2
\$60,001 \$120,000	122	24.75%	96.9	34	80	7	1
\$120,001 \$180,000	85	17.24%	97.0	23	51	11	0
\$180,001 \$290,000	61	12.37%	93.4	16	25	18	2
\$290,001 and up	51	10.34%	91.8	29	7	11	4
Total Active Inventory by Units:		493	95.0	213	206	65	9
Total Active Inventory by Volume:		73,829,867		34.34M	24.59M	12.23M	2.67M
Average Active Inventory Listing Price:		\$149,756		\$161,212	\$119,353	\$188,188	\$296,967



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

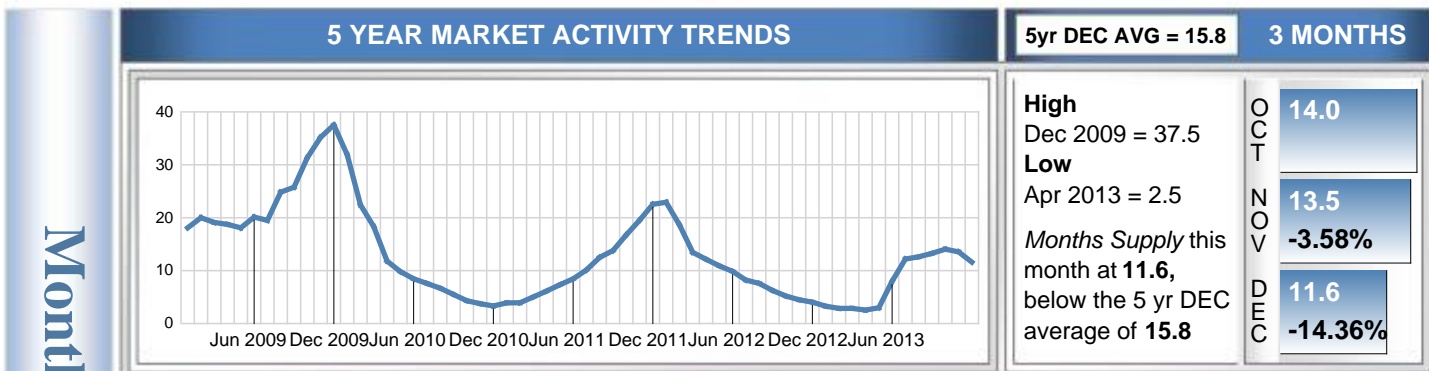
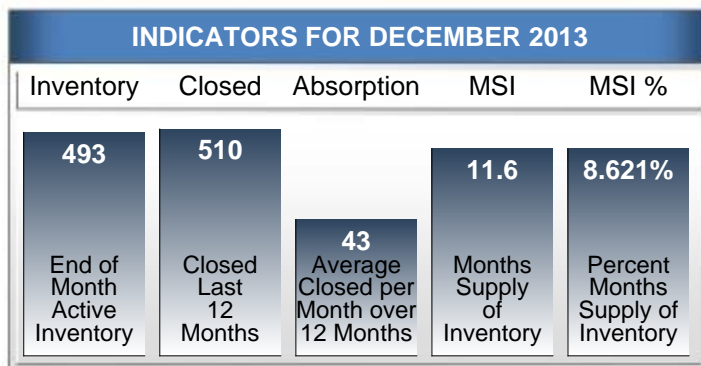
Active Inventory as of Jan 13, 2014



Months Supply of Inventory

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	23		4.67%	10.2	13.9	2.4	0.0	0.0
\$10,001 \$30,000	65		13.18%	8.9	10.4	5.4	13.7	0.0
\$30,001 \$60,000	86		17.44%	12.4	16.9	7.7	24.0	24.0
\$60,001 \$120,000	122		24.75%	9.2	19.4	7.8	6.0	12.0
\$120,001 \$180,000	85		17.24%	11.6	30.7	10.0	7.3	0.0
\$180,001 \$290,000	61		12.37%	15.6	64.0	13.6	10.8	12.0
\$290,001 and up	51		10.34%	34.0	174.0	28.0	10.2	0.0
MSI:		11.6			18.7	8.6	10.0	15.4
Total Active Inventory:		493			213	206	65	9



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

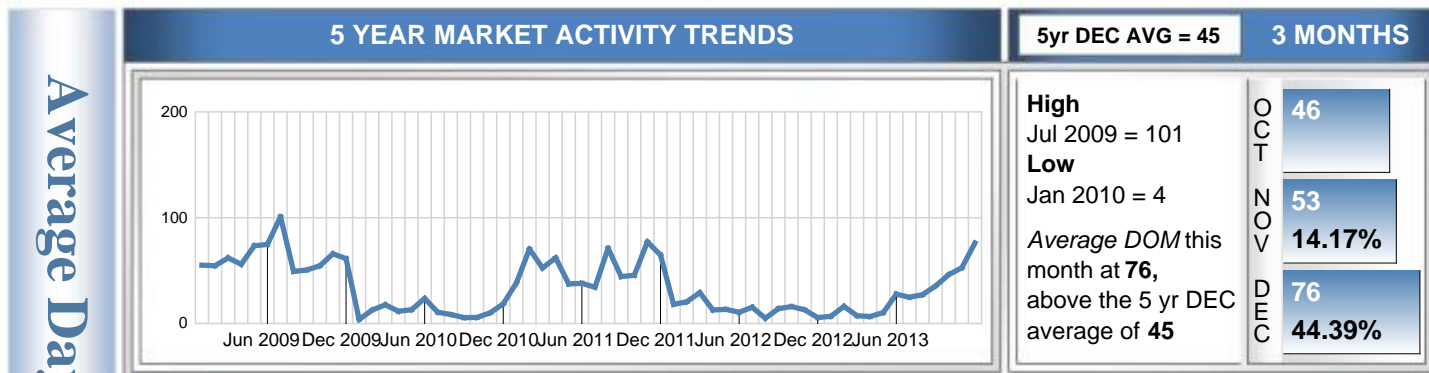
Closed Sales as of Jan 13, 2014



Average Days on Market to Sale

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$10,000	5	12.82%	96.2	106.3	0.0	78.0	84.0
\$10,001-\$30,000	7	17.95%	51.0	73.8	0.0	20.7	0.0
\$30,001-\$60,000	11	28.21%	72.7	96.0	73.8	23.5	0.0
\$60,001-\$80,000	6	15.38%	45.2	50.0	44.2	0.0	0.0
\$80,001-\$140,000	6	15.38%	94.3	104.0	84.0	126.0	0.0
\$140,001 and up	4	10.26%	123.5	175.0	91.5	136.0	0.0
Average Closed DOM:				94.8	69.3	56.1	84.0
Total Closed Units:				14	16	8	1
Total Closed Volume:				551.98K	1.32M	478.98K	9,500



Monthly Inventory Analysis

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December 2013

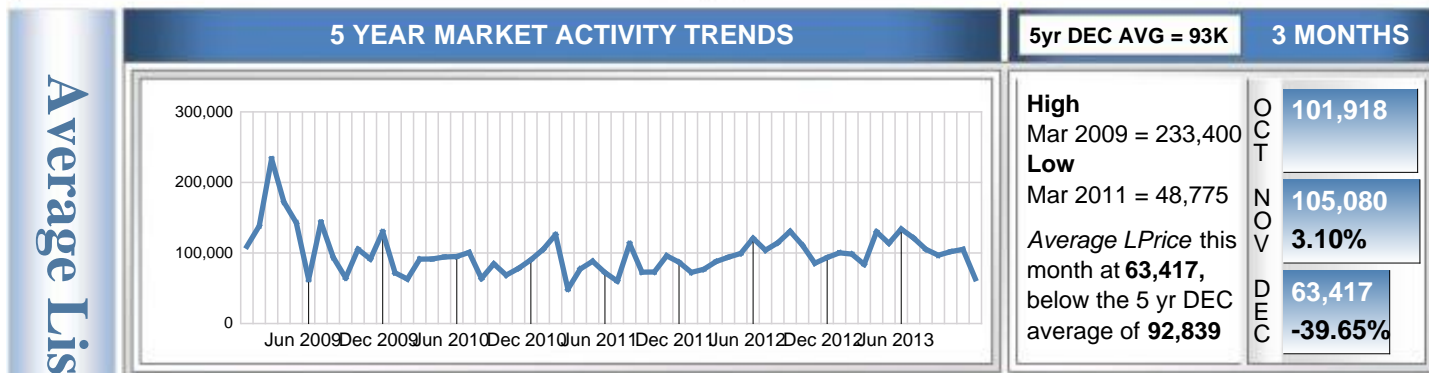
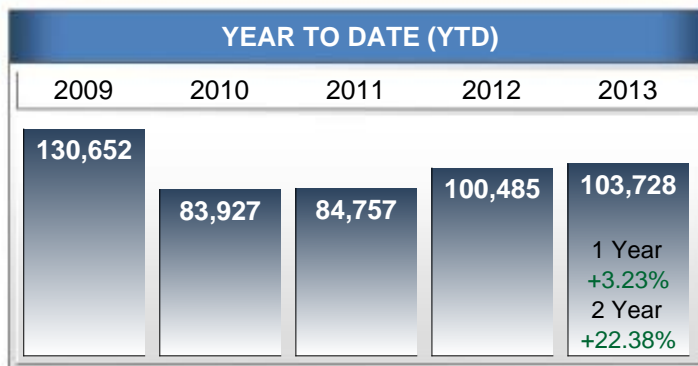
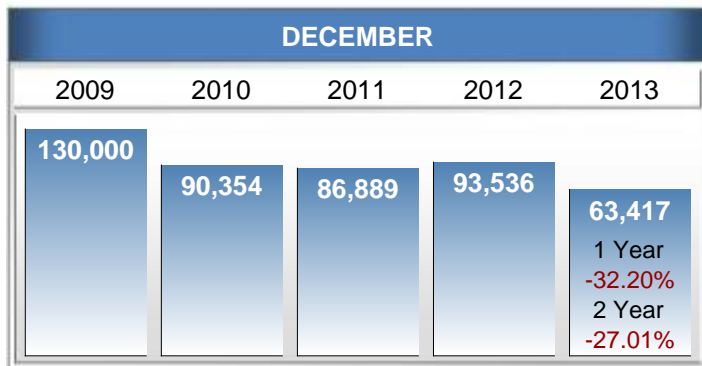
Closed Sales as of Jan 13, 2014



Average List Price at Closing

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Average List Price

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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$10,000	4	10.26%	7,975	9,300	0	9,000	9,500
\$10,001 \$30,000	8	20.51%	18,937	19,250	0	20,000	0
\$30,001 \$60,000	10	25.64%	43,326	46,225	44,792	43,500	0
\$60,001 \$80,000	7	17.95%	70,614	65,000	73,340	0	0
\$80,001 \$140,000	6	15.38%	104,600	84,000	110,925	99,900	0
\$140,001 and up	4	10.26%	183,675	145,000	169,900	249,900	0
Average List Price:	\$63,417			\$41,700	\$85,885	\$63,225	\$9,500
Total Closed Units:	39			14	16	8	1
Total List Volume:	2,473,259			583.80K	1.37M	505.80K	9,500



Monthly Inventory Analysis

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December 2013

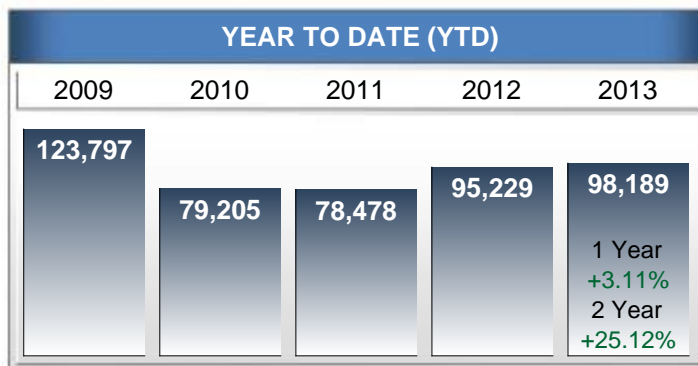
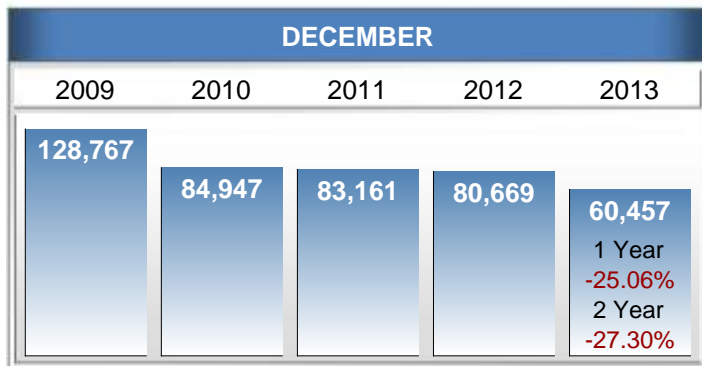
Closed Sales as of Jan 13, 2014



Average Sold Price at Closing

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Average Sold Price

Ready to Buy or Sell Real Estate?
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5yr DEC AVG = 88K	3 MONTHS
High Mar 2009 = 228,656	OCT 98,250
Low Mar 2011 = 41,200	NOV 101,759
Average SPrice this month at 60,457 , below the 5 yr DEC average of 87,600	DEC 3.57%
	DEC 60,457
	DEC -40.59%

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0		0.00%	0	0	0	0	0
\$1 \$10,000	5		12.82%	8,000	7,167	0	9,000	9,500
\$10,001 \$30,000	7		17.95%	17,426	16,500	0	18,660	0
\$30,001 \$60,000	11		28.21%	40,858	43,444	39,732	38,500	0
\$60,001 \$80,000	6		15.38%	68,267	64,700	68,980	0	0
\$80,001 \$140,000	6		15.38%	103,467	84,000	109,450	99,000	0
\$140,001 and up	4		10.26%	179,000	142,000	168,000	238,000	0
Average Closed Price:	\$60,457				\$39,427	\$82,335	\$59,872	\$9,500
Total Closed Units:	39				14	16	8	1
Total Closed Volume:	2,357,816				551.98K	1.32M	478.98K	9,500



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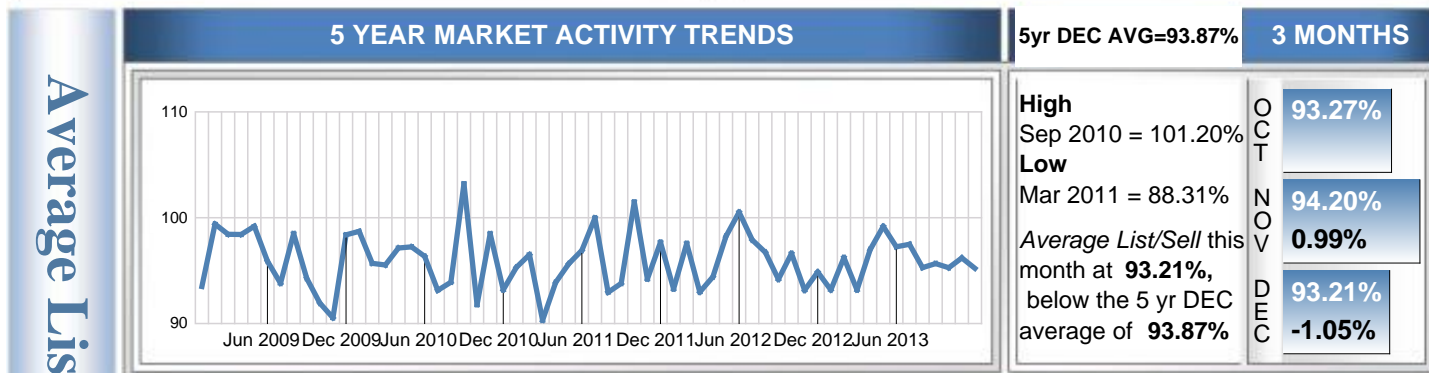
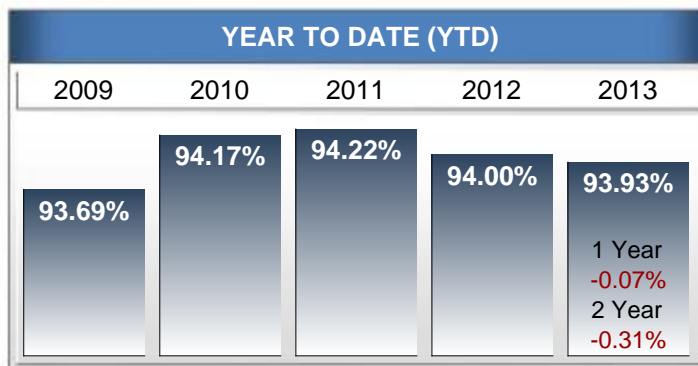
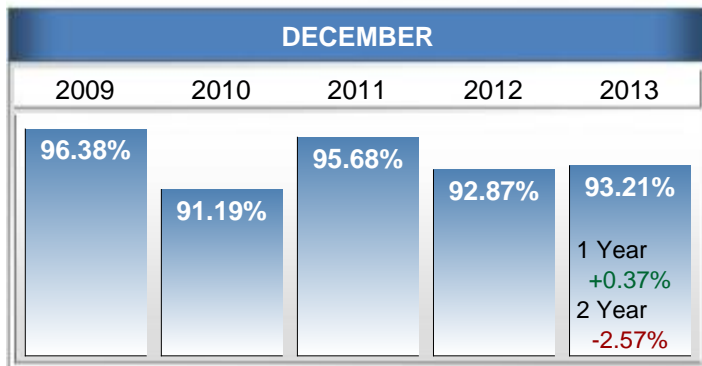
Closed Sales as of Jan 13, 2014



Average Percent of List Price to Selling Price

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Average List/Sell Price

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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$10,000	5	12.82%	88.98%	81.64%	0.00%	100.00%	100.00%
\$10,001 \$30,000	7	17.95%	90.27%	88.60%	0.00%	92.50%	0.00%
\$30,001 \$60,000	11	28.21%	91.39%	93.58%	90.61%	88.98%	0.00%
\$60,001 \$80,000	6	15.38%	94.96%	99.54%	94.05%	0.00%	0.00%
\$80,001 \$140,000	6	15.38%	98.74%	100.00%	98.33%	99.10%	0.00%
\$140,001 and up	4	10.26%	97.75%	97.93%	98.91%	95.24%	0.00%
Average List/Sell Ratio: 93.20%				90.79%	94.65%	93.72%	100.00%
Total Closed Units: 39				14	16	8	1
Total Closed Volume: 2,357,816				551.98K	1.32M	478.98K	9,500



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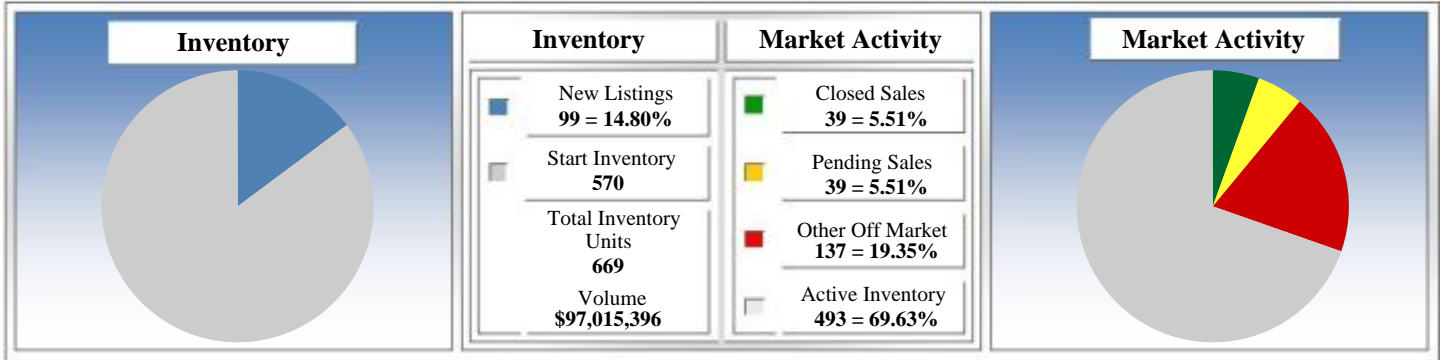
Inventory as of Jan 13, 2014



Market Summary

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Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of December 31, 2013 = **493**

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

	DECEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	34	39	14.71%	514	510	-0.78%
Pending Sales	34	39	14.71%	525	517	-1.52%
New Listings	41	99	141.46%	707	1,281	81.19%
Average List Price	93,536	63,417	-32.20%	100,485	103,728	3.23%
Average Sale Price	80,669	60,457	-25.06%	95,229	98,189	3.11%
Average Percent of List Price to Selling Price	92.87%	93.21%	0.37%	94.00%	93.93%	-0.07%
Average Days on Market to Sale	5.65	76.13	1,248.09%	14.89	27.30	83.42%
Monthly Inventory	173	493	184.97%	173	493	184.97%
Months Supply of Inventory	4.04	11.60	187.21%	4.04	11.60	187.21%

