



September 2013

Area Delimited by County Of Muskogee

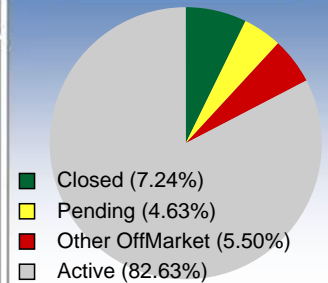


Absorption: Last 12 months, an Average of **44** Sales/Month

Active Inventory as of September 30, 2013 = **571**

	SEPTEMBER		
	2012	2013	+/- %
Closed Listings	38	50	31.58%
Pending Listings	58	32	-44.83%
New Listings	47	109	131.91%
Average List Price	130,711	96,789	-25.95%
Average Sale Price	123,522	93,270	-24.49%
Average Percent of List Price to Selling Price	92.18%	93.66%	1.61%
Average Days on Market to Sale	14.03	35.54	153.38%
End of Month Inventory	217	571	163.13%
Months Supply of Inventory	6.32	13.08	106.89%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 23, 2013

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 September 2013 rose **163.13%** to 571 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **13.08** 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 **24.49%** in September 2013 to \$93,270 versus the previous year at \$123,522.

Average Days on Market Lengthens

The average number of **35.54** days that homes spent on the market before selling increased by 21.51 days or **153.38%** in September 2013 compared to last year's same month at **14.03** DOM.

Sales Success for September 2013 is Positive

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

There were 109 New Listings in September 2013, up **131.91%** from last year at 47. Furthermore, there were 50 Closed Listings this month versus last year at 38, a **31.58%** increase.

Closed versus Listed trends yielded a **45.9%** ratio, down from last year's September 2013 at **80.9%**, a **43.26%** 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®

September 2013

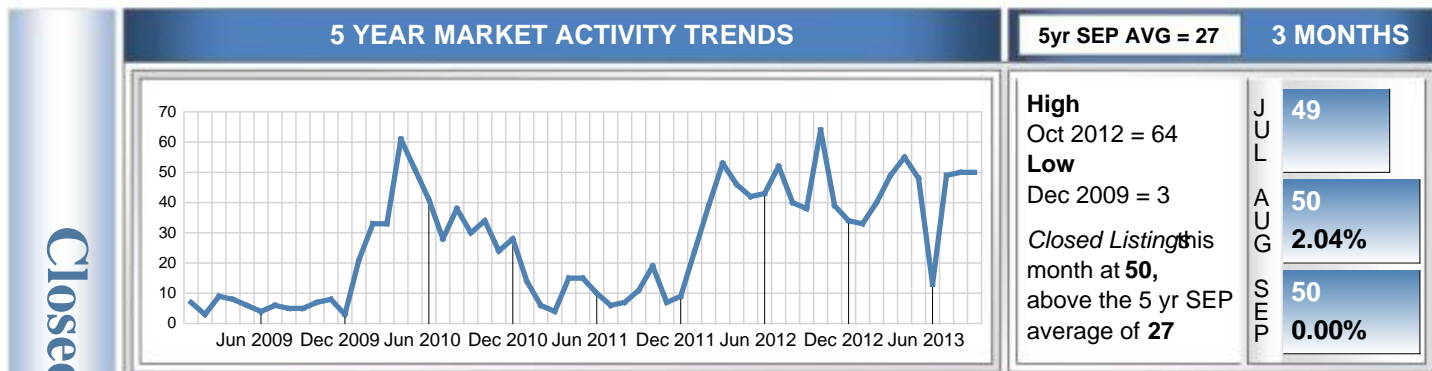
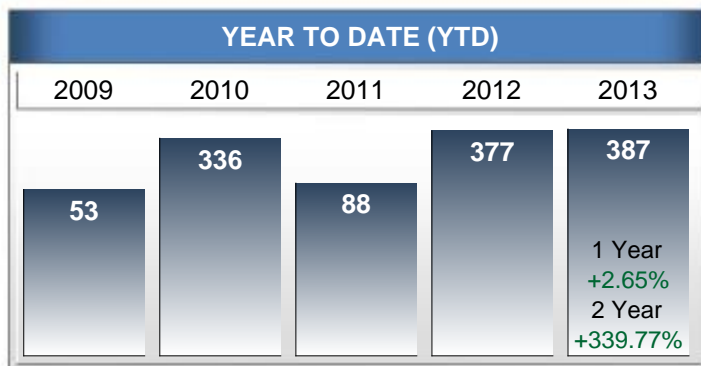
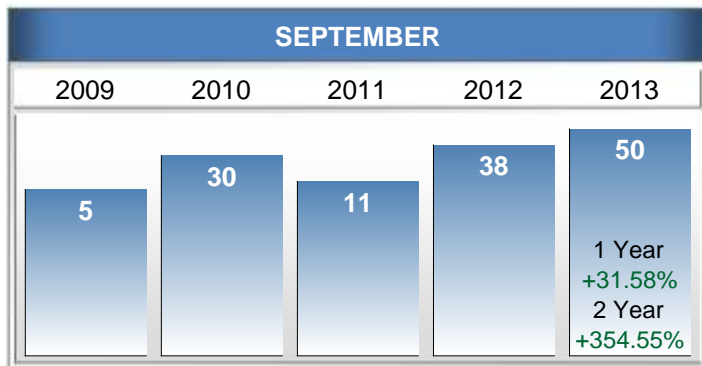
Closed Sales as of Oct 23, 2013



Closed Listings

Report Produced on: Oct 23, 2013

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+
\$20,000 and less	6	12.00%	60.3	4	1	0	1
\$20,001 - \$40,000	4	8.00%	44.3	1	3	0	0
\$40,001 - \$60,000	8	16.00%	34.1	4	3	1	0
\$60,001 - \$90,000	8	16.00%	28.8	4	3	1	0
\$90,001 - \$130,000	11	22.00%	28.5	0	10	1	0
\$130,001 - \$160,000	6	12.00%	32.7	1	4	1	0
\$160,001 and up	7	14.00%	32.3	0	2	5	0
Total Closed Units:	50		35.5	14	26	9	1
Total Closed Volume:	4,663,499			704.85K	2.38M	1.57M	16.50K
Average Closed Price:	\$93,270			\$50,346	\$91,379	\$174,033	\$16,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

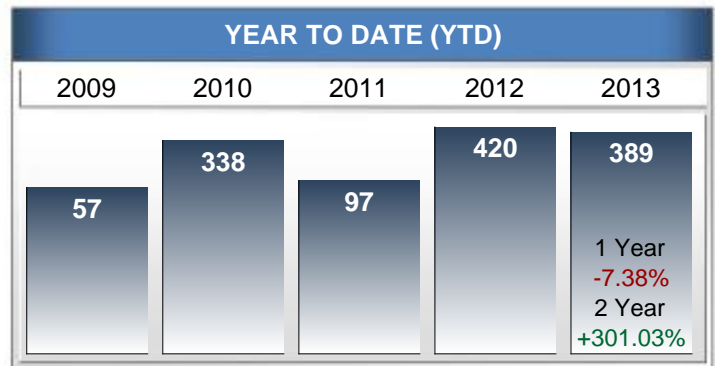
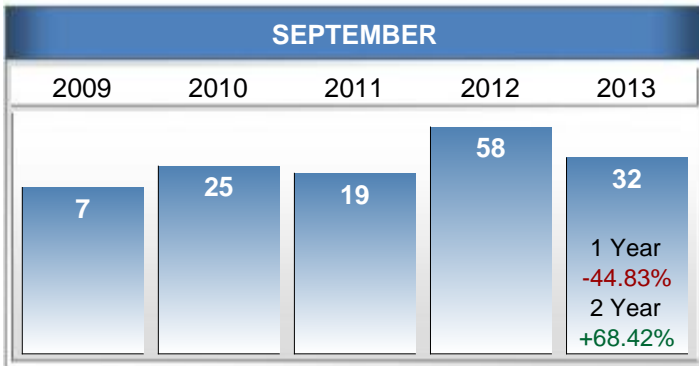
Pending Listings as of Oct 23, 2013



Pending Listings

Report Produced on: Oct 23, 2013

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	1	3.13%	86.0	0	0	0	1
\$10,001 \$30,000	5	15.63%	35.4	1	4	0	0
\$30,001 \$50,000	6	18.75%	44.8	2	2	2	0
\$50,001 \$100,000	6	18.75%	32.3	1	4	1	0
\$100,001 \$130,000	5	15.63%	48.4	0	4	1	0
\$130,001 \$170,000	5	15.63%	54.2	1	4	0	0
\$170,001 and up	4	12.50%	48.0	0	3	1	0
Total Pending Units: 32				39.6			
Total Pending Volume:		3,022,599		327.40K	2.11M	581.10K	8,000
Average Listing Price:		\$90,900		\$65,480	\$100,290	\$116,220	\$8,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

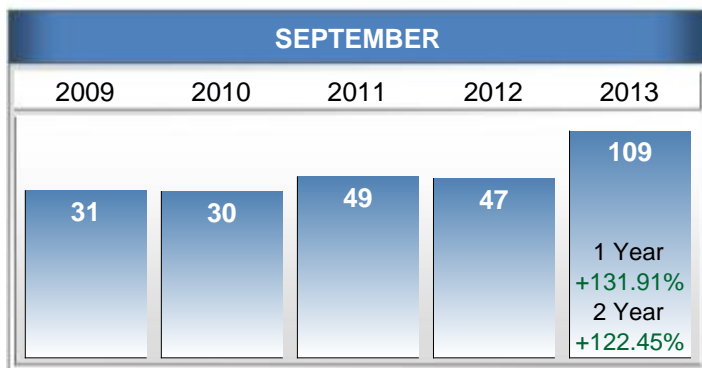
New Listings as of Oct 23, 2013



New Listings

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



New Listings

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	1.83%	2	0	0	0
\$10,001 \$30,000	21	19.27%	12	5	4	0
\$30,001 \$50,000	15	13.76%	7	6	1	1
\$50,001 \$90,000	29	26.61%	9	18	2	0
\$90,001 \$130,000	15	13.76%	1	12	2	0
\$130,001 \$200,000	17	15.60%	6	7	4	0
\$200,001 and up	10	9.17%	2	2	5	1
Total New Listed Units:			39	50	18	2
Total New Listed Volume:			2.82M	4.63M	2.95M	267.50K
Average New Listed Listing Price:			\$72,343	\$92,623	\$163,872	\$133,750



Monthly Inventory Analysis

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September 2013

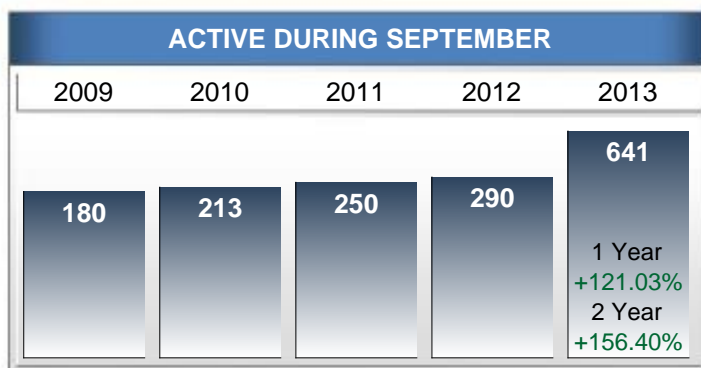
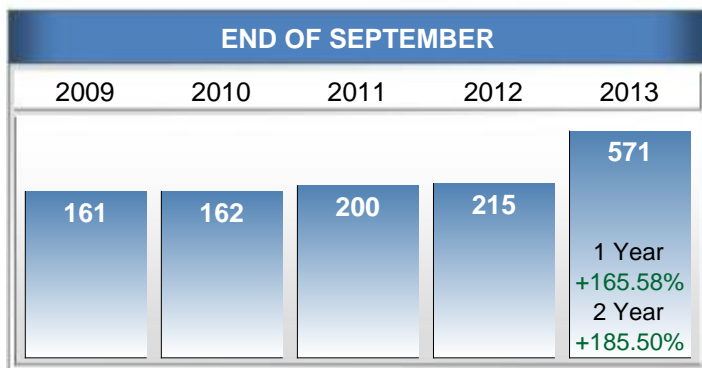
Active Inventory as of Oct 23, 2013



Active Inventory

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



Active Inventory

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5yr SEP AVG = 262 **3 MONTHS**

High
Sep 2013 = 571

Low
Jan 2009 = 104

Inventory this month at **571**, above the 5 yr SEP average of **262**

JUL	507
AUG	532
SEP	571
4.93%	
7.33%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	28	4.90%	74.1	27	1	0	0	
\$10,001 \$30,000	83	14.54%	67.1	57	12	14	0	
\$30,001 \$60,000	94	16.46%	69.4	48	35	8	3	
\$60,001 \$120,000	143	25.04%	67.8	30	97	16	0	
\$120,001 \$170,000	86	15.06%	74.4	26	50	8	2	
\$170,001 \$270,000	77	13.49%	69.9	16	37	21	3	
\$270,001 and up	60	10.51%	83.2	25	12	17	6	
Total Active Inventory by Units:			571	71.2	229	244	84	14
Total Active Inventory by Volume:			81,765,671		33.42M	29.71M	14.85M	3.79M
Average Active Inventory Listing Price:			\$143,197		\$145,941	\$121,751	\$176,801	\$270,471



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

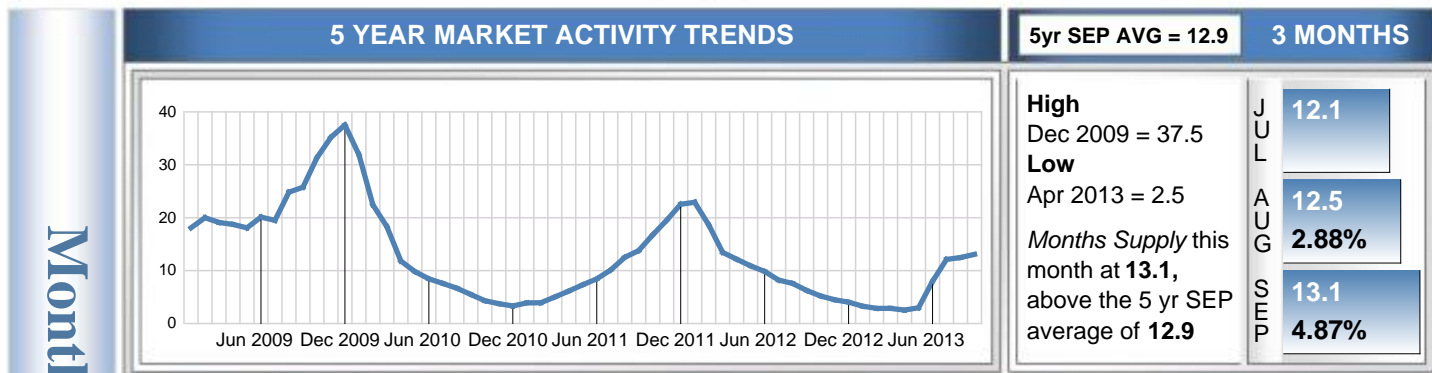
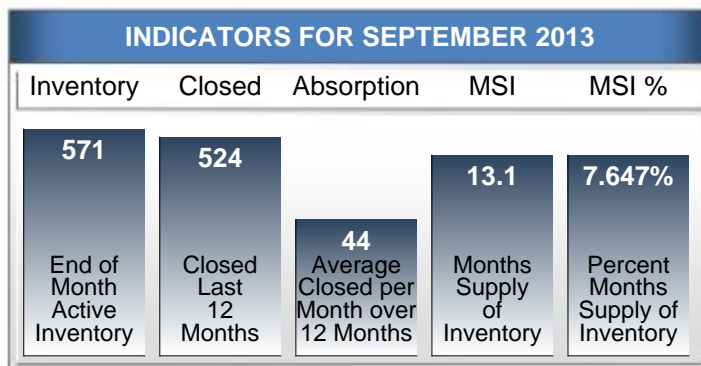
Active Inventory as of Oct 23, 2013



Months Supply of Inventory

Report Produced on: Oct 23, 2013

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	28	4.90%	12.0	15.4	2.4	0.0	0.0
\$10,001 \$30,000	83	14.54%	10.4	11.4	4.4	84.0	0.0
\$30,001 \$60,000	94	16.46%	13.9	16.5	10.5	19.2	36.0
\$60,001 \$120,000	143	25.04%	10.4	13.8	9.6	11.3	0.0
\$120,001 \$170,000	86	15.06%	12.3	28.4	10.7	5.6	0.0
\$170,001 \$270,000	77	13.49%	18.5	48.0	15.9	14.8	36.0
\$270,001 and up	60	10.51%	36.0	150.0	72.0	14.6	36.0
MSI:			13.1	17.3	10.3	13.8	24.0
Total Active Inventory:			571	229	244	84	14



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

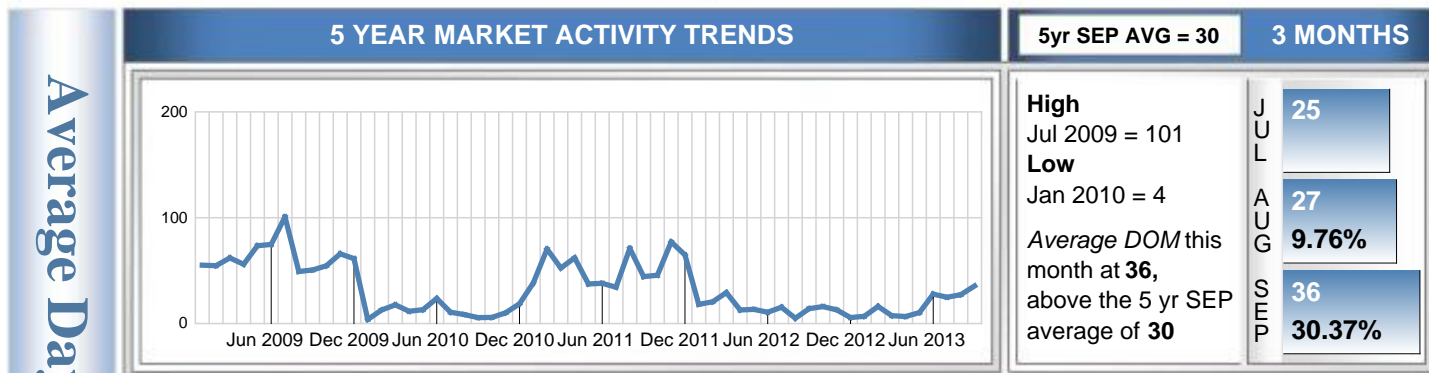
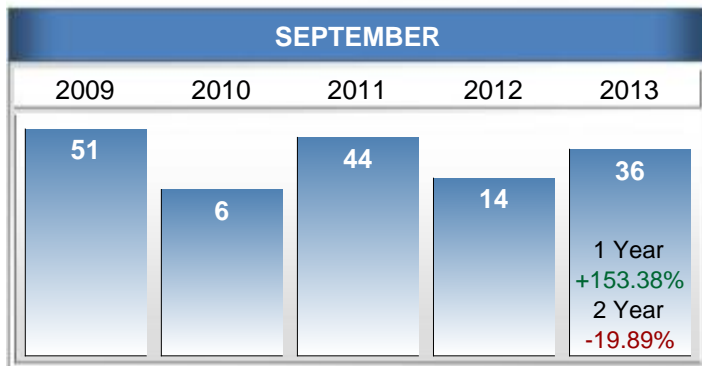
Closed Sales as of Oct 23, 2013



Average Days on Market to Sale

Report Produced on: Oct 23, 2013

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+
\$20,000 and less	6	12.00%	60.3	69.0	51.0	0.0	35.0
\$20,001 \$40,000	4	8.00%	44.3	14.0	54.3	0.0	0.0
\$40,001 \$60,000	8	16.00%	34.1	24.8	39.3	56.0	0.0
\$60,001 \$90,000	8	16.00%	28.8	21.5	30.3	53.0	0.0
\$90,001 \$130,000	11	22.00%	28.5	0.0	29.1	22.0	0.0
\$130,001 \$160,000	6	12.00%	32.7	4.0	43.0	20.0	0.0
\$160,001 and up	7	14.00%	32.3	0.0	38.5	29.8	0.0
Average Closed DOM: 35.5				34.2	37.0	33.3	35.0
Total Closed Units: 50				14	26	9	1
Total Closed Volume: 4,663,499				704.85K	2.38M	1.57M	16.50K



Monthly Inventory Analysis

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September 2013

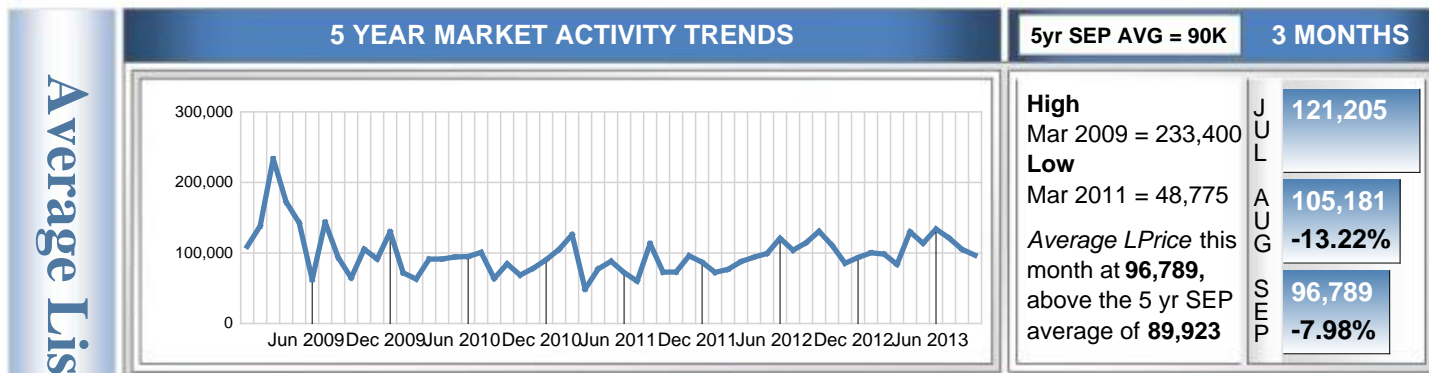
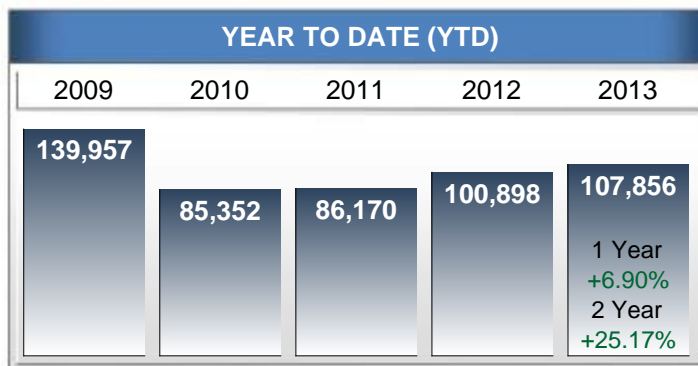
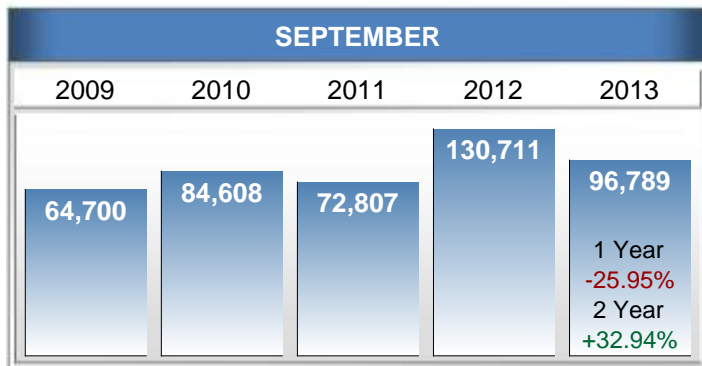
Closed Sales as of Oct 23, 2013



Average List Price at Closing

Report Produced on: Oct 23, 2013

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+
\$20,000 and less	6	12.00%	16,333	14,625	20,000	0	19,500
\$20,001 - \$40,000	4	8.00%	32,225	39,900	29,667	0	0
\$40,001 - \$60,000	8	16.00%	51,094	50,950	54,717	49,900	0
\$60,001 - \$90,000	7	14.00%	74,043	76,850	76,133	72,900	0
\$90,001 - \$130,000	12	24.00%	99,725	0	99,220	105,000	0
\$130,001 - \$160,000	6	12.00%	152,767	160,000	149,175	159,900	0
\$160,001 and up	7	14.00%	224,600	0	186,950	239,660	0
Average List Price:	\$96,789			\$54,971	\$94,783	\$176,222	\$19,500
Total Closed Units:	50			14	26	9	1
Total List Volume:	4,839,450			769.60K	2.46M	1.59M	19.50K



Monthly Inventory Analysis

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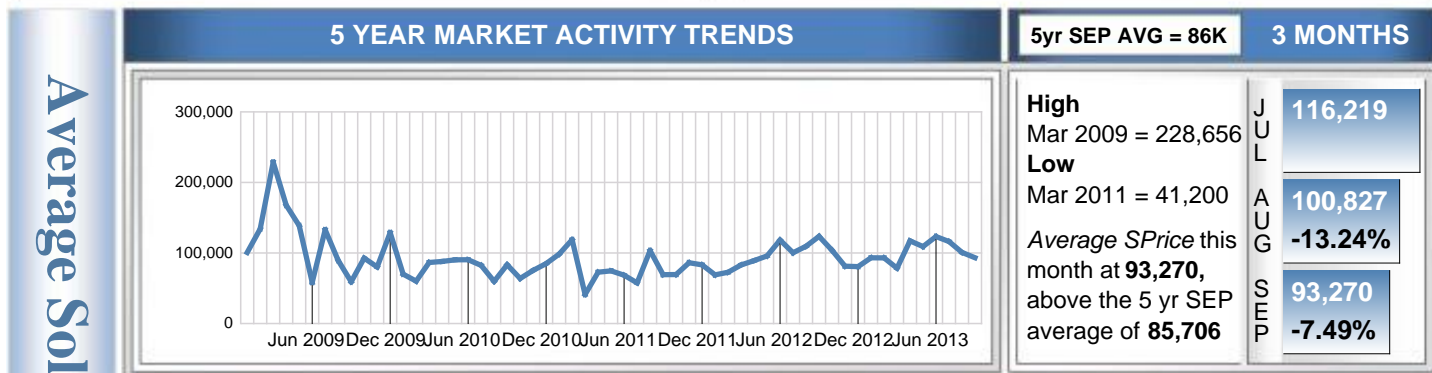
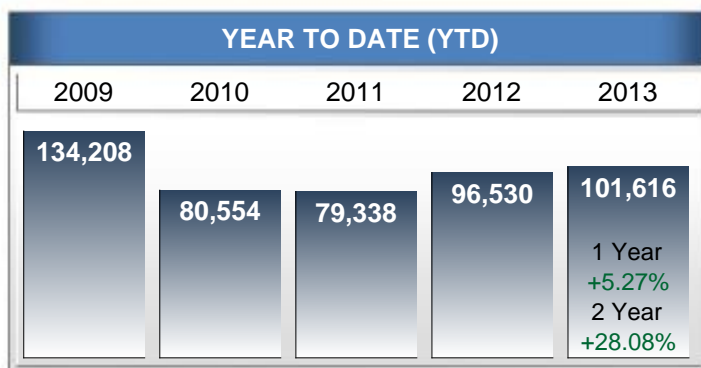
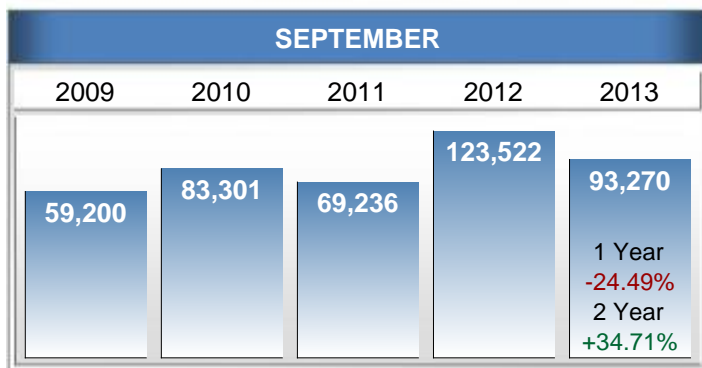
Closed Sales as of Oct 23, 2013



Average Sold Price at Closing

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



Average Sold Price

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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+
\$20,000 and less	6	12.00%	12,625	9,813	20,000	0	16,500
\$20,001 \$40,000	4	8.00%	29,100	38,500	25,967	0	0
\$40,001 \$60,000	8	16.00%	47,962	49,025	48,200	42,999	0
\$60,001 \$90,000	8	16.00%	74,675	74,750	75,167	72,900	0
\$90,001 \$130,000	11	22.00%	97,086	0	96,295	105,000	0
\$130,001 \$160,000	6	12.00%	145,317	132,000	145,975	156,000	0
\$160,001 and up	7	14.00%	221,486	0	180,500	237,880	0
Average Closed Price:	\$93,270			\$50,346	\$91,379	\$174,033	\$16,500
Total Closed Units:	50			14	26	9	1
Total Closed Volume:	4,663,499			704.85K	2.38M	1.57M	16.50K



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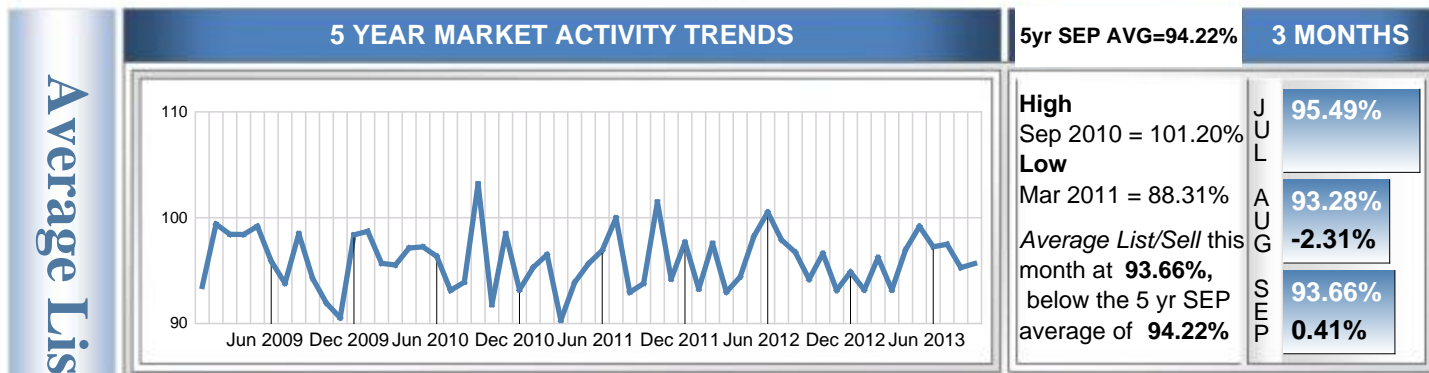
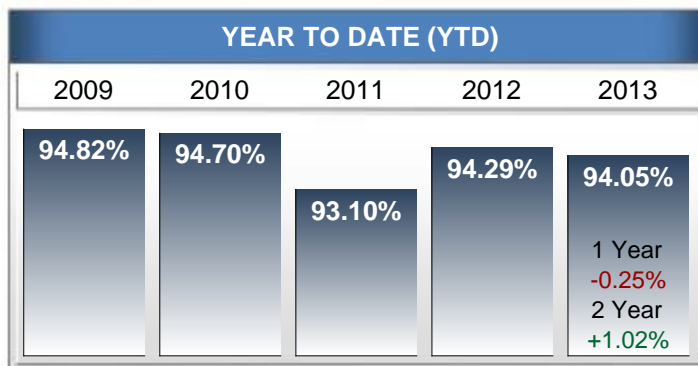
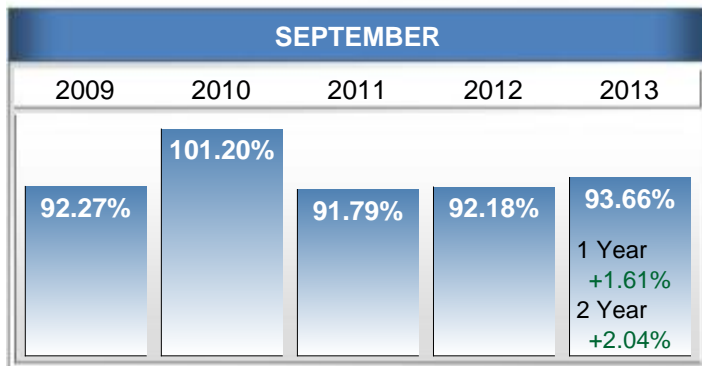
Closed Sales as of Oct 23, 2013



Average Percent of List Price to Selling Price

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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+
\$20,000 and less	6	12.00%	75.87%	67.65%	100.00%	0.00%	84.62%
\$20,001 \$40,000	4	8.00%	90.24%	96.49%	88.15%	0.00%	0.00%
\$40,001 \$60,000	8	16.00%	92.55%	97.46%	88.13%	86.17%	0.00%
\$60,001 \$90,000	8	16.00%	99.00%	98.85%	98.86%	100.00%	0.00%
\$90,001 \$130,000	11	22.00%	97.42%	0.00%	97.16%	100.00%	0.00%
\$130,001 \$160,000	6	12.00%	95.29%	82.50%	97.92%	97.56%	0.00%
\$160,001 and up	7	14.00%	98.75%	0.00%	96.55%	99.63%	0.00%
Average List/Sell Ratio: 93.70%				88.20%	95.46%	97.99%	84.62%
Total Closed Units: 50				14	26	9	1
Total Closed Volume: 4,663,499				704.85K	2.38M	1.57M	16.50K



Monthly Inventory Analysis

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September 2013

Inventory as of Oct 23, 2013



Market Summary

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Absorption: Last 12 months, an Average of 44 Sales/Month

Active Inventory as of September 30, 2013 = 571

	SEPTEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	38	50	31.58%	377	387	2.65%
Pending Sales	58	32	-44.83%	420	389	-7.38%
New Listings	47	109	131.91%	585	997	70.43%
Average List Price	130,711	96,789	-25.95%	100,898	107,856	6.90%
Average Sale Price	123,522	93,270	-24.49%	96,530	101,616	5.27%
Average Percent of List Price to Selling Price	92.18%	93.66%	1.61%	94.29%	94.05%	-0.25%
Average Days on Market to Sale	14.03	35.54	153.38%	15.73	17.61	11.96%
Monthly Inventory	217	571	163.13%	217	571	163.13%
Months Supply of Inventory	6.32	13.08	106.89%	6.32	13.08	106.89%

