



August 2014

Area Delimited by County Of Muskogee

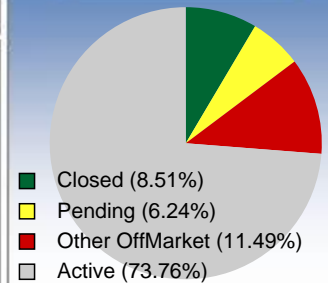


Absorption: Last 12 months, an Average of **47** Sales/Month

Active Inventory as of August 31, 2014 = **520**

	AUGUST		
	2013	2014	+/- %
Closed Listings	50	60	20.00%
Pending Listings	65	44	-32.31%
New Listings	125	116	-7.20%
Average List Price	105,181	89,452	-14.95%
Average Sale Price	100,827	86,181	-14.53%
Average Percent of List Price to Selling Price	93.28%	95.55%	2.43%
Average Days on Market to Sale	27.24	63.98	134.89%
End of Month Inventory	540	520	-3.70%
Months Supply of Inventory	12.66	10.97	-13.35%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 24, 2014

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

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2014 decreased **3.70%** to 520 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **10.97** 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 **14.53%** in August 2014 to \$86,181 versus the previous year at \$100,827.

Average Days on Market Lengthens

The average number of **63.98** days that homes spent on the market before selling increased by 36.74 days or **134.89%** in August 2014 compared to last year's same month at **27.24** DOM.

Sales Success for August 2014 is Positive

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

There were 116 New Listings in August 2014, down **7.20%** from last year at 125. Furthermore, there were 60 Closed Listings this month versus last year at 50, a **20.00%** increase.

Closed versus Listed trends yielded a **51.7%** ratio, up from last year's August 2014 at **40.0%**, a **29.31%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

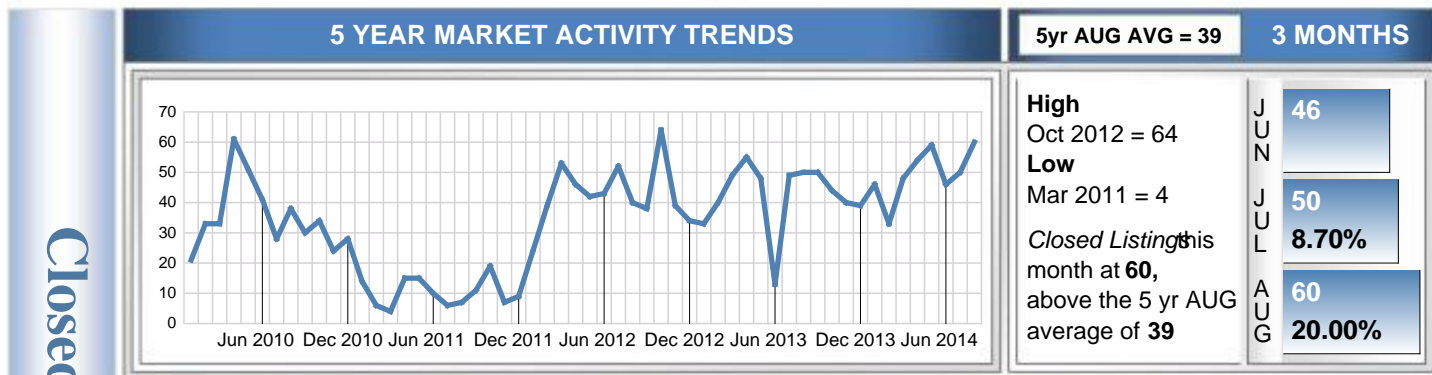
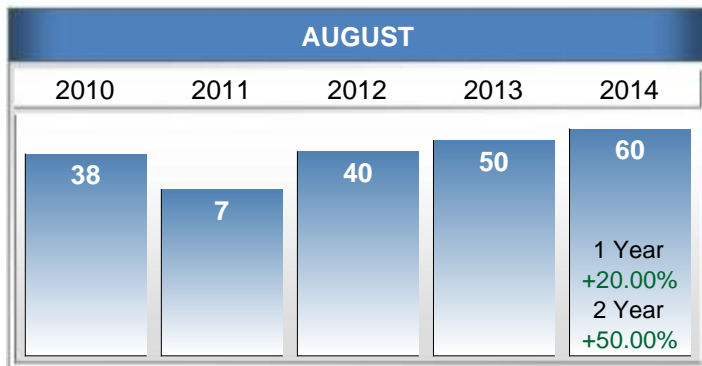
Closed Sales as of Sep 24, 2014



Closed Listings

Report Produced on: Sep 24, 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+
\$10,000 and less	3	5.00%	41.3	2	1	0	0
\$10,001 \$30,000	9	15.00%	51.7	5	2	2	0
\$30,001 \$50,000	11	18.33%	100.2	2	8	1	0
\$50,001 \$90,000	12	20.00%	49.1	3	8	1	0
\$90,001 \$120,000	10	16.67%	47.7	2	5	3	0
\$120,001 \$170,000	9	15.00%	47.1	1	7	1	0
\$170,001 and up	6	10.00%	109.7	0	2	2	2
Total Closed Units: 60				64.0			
Total Closed Volume: 5,170,880				721.40K 2.96M 958.57K 530.00K			
Average Closed Price: \$86,181				\$48,093 \$89,725 \$95,857 \$265,000			

Closed Listings

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

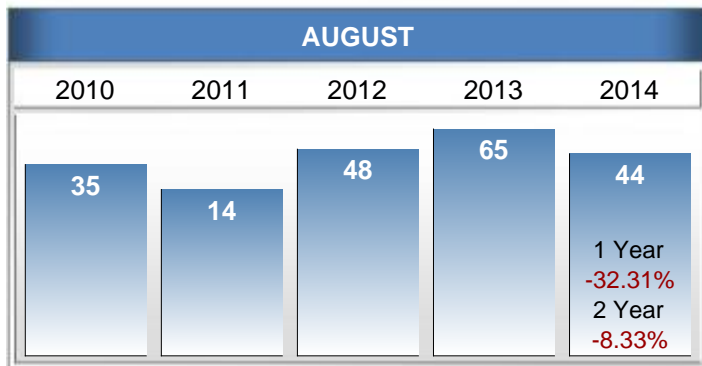
Pending Listings as of Sep 24, 2014



Pending Listings

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



Pending Listings

 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR



5yr AUG AVG = 41	3 MONTHS										
High Aug 2013 = 65 Low Jun 2011 = 3 <i>Pending Listing</i> this month at 44 , above the 5 yr AUG average of 41	<table border="1"> <tr> <td>JUN</td> <td>59</td> </tr> <tr> <td>JUL</td> <td>58</td> </tr> <tr> <td>AUG</td> <td>44</td> </tr> <tr> <td colspan="2">-1.69%</td> </tr> <tr> <td colspan="2">-24.14%</td> </tr> </table>	JUN	59	JUL	58	AUG	44	-1.69%		-24.14%	
JUN	59										
JUL	58										
AUG	44										
-1.69%											
-24.14%											

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	6.82%	39.3	1	1	1	0	
\$10,001 \$30,000	5	11.36%	47.8	3	2	0	0	
\$30,001 \$60,000	7	15.91%	56.6	5	1	1	0	
\$60,001 \$90,000	9	20.45%	51.3	0	8	1	0	
\$90,001 \$110,000	9	20.45%	41.9	0	8	1	0	
\$110,001 \$180,000	6	13.64%	54.0	1	3	2	0	
\$180,001 and up	5	11.36%	78.2	0	3	2	0	
Total Pending Units: 44 Total Pending Volume: 3,965,950 Average Listing Price: \$51,866				42.1	10	26	8	0.00B
					381.79K	2.56M	1.03M	\$0
					\$38,179	\$98,335	\$128,433	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

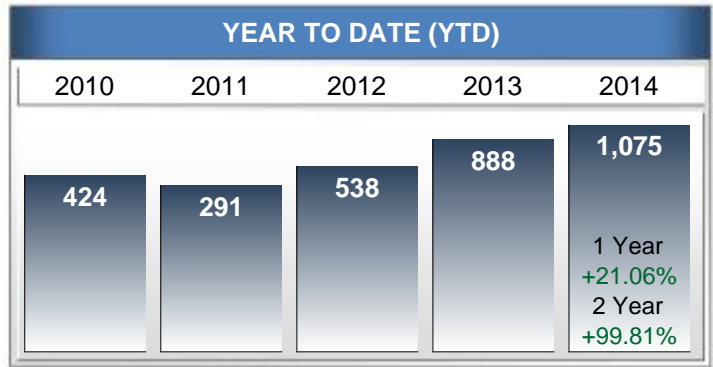
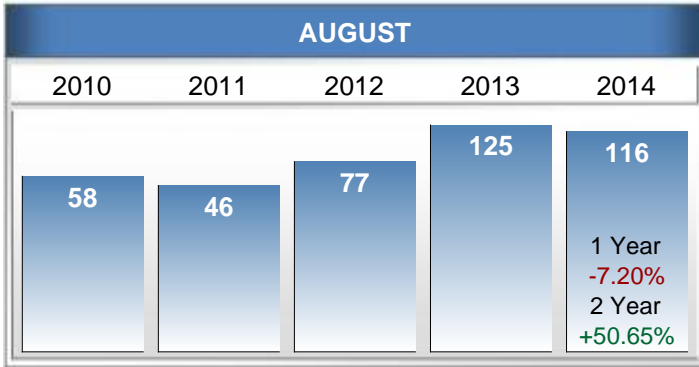
New Listings as of Sep 24, 2014



New Listings

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



New Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$20,000	22	18.97%	21	0	1	0
\$20,001-\$60,000	19	16.38%	14	4	1	0
\$60,001-\$120,000	28	24.14%	5	21	2	0
\$120,001-\$170,000	18	15.52%	4	10	3	1
\$170,001-\$280,000	17	14.66%	1	8	7	1
\$280,001 and up	12	10.34%	4	4	4	0
Total New Listed Units:	116		49	47	18	2
Total New Listed Volume:	14,828,679		3.49M	6.63M	4.31M	399.80K
Average New Listed Listing Price:	\$36,700		\$71,295	\$141,015	\$239,317	\$199,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

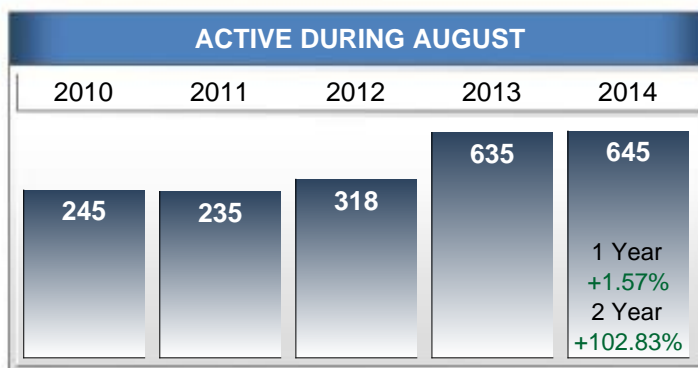
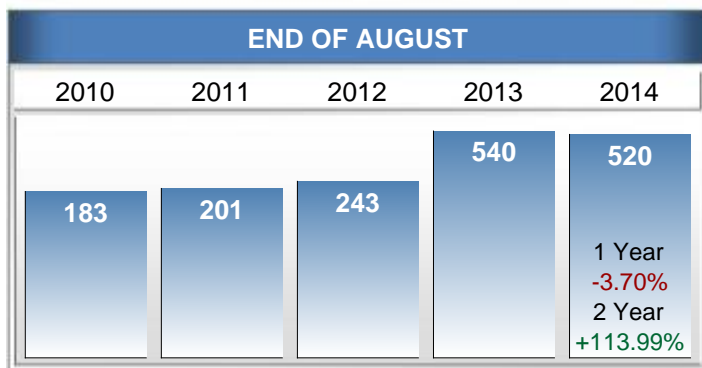
Active Inventory as of Sep 24, 2014



Active Inventory

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr AUG AVG = 337 **3 MONTHS**

High
Oct 2013 = 596

Low
Apr 2013 = 112

Inventory this month at **520**, above the 5 yr AUG average of **337**

JUN	538
JUL	529
AUG	520
-1.67%	
-1.70%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	43	8.27%	65.0	42	1	0	0		
\$20,001 \$40,000	76	14.62%	94.2	57	16	3	0		
\$40,001 \$60,000	60	11.54%	83.2	30	26	3	1		
\$60,001 \$110,000	133	25.58%	81.5	31	91	10	1		
\$110,001 \$170,000	92	17.69%	81.5	19	57	14	2		
\$170,001 \$280,000	63	12.12%	78.6	9	30	19	5		
\$280,001 and up	53	10.19%	82.9	26	11	11	5		
Total Active Inventory by Units:				520	82.0	214	232	60	14
Total Active Inventory by Volume:				75,666,178		30.93M	28.28M	12.98M	3.48M
Average Active Inventory Listing Price:				\$145,512		\$144,550	\$121,877	\$216,273	\$248,621



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

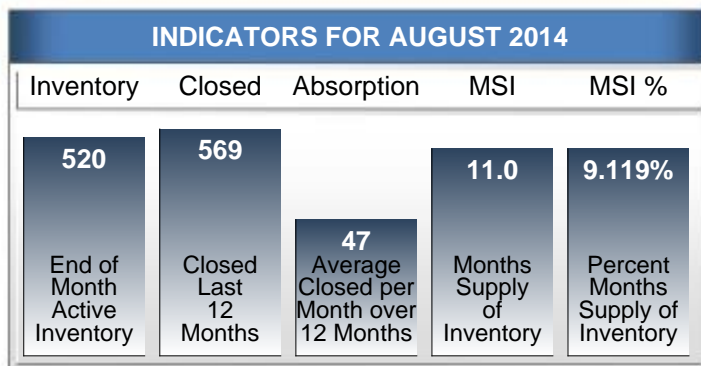
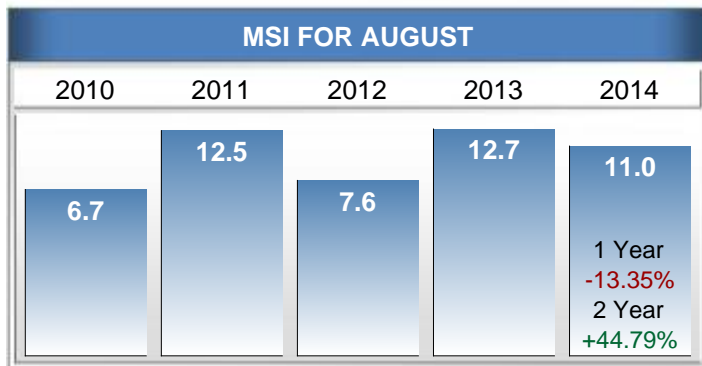
Active Inventory as of Sep 24, 2014



Months Supply of Inventory

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



Months Supply
Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr AUG AVG = 10.1		3 MONTHS	
High	Jan 2010 = 31.9	JUN	11.6
Low	Apr 2013 = 2.5	JUL	11.4
<i>Months Supply</i> this month at 11.0 , above the 5 yr AUG average of 10.1		AUG	-3.43%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	43	8.27%	6.1	11.2	0.5	0.0	0.0	
\$20,001 \$40,000	76	14.62%	12.5	23.6	5.8	3.6	0.0	
\$40,001 \$60,000	60	11.54%	12.0	22.5	9.2	4.0	12.0	
\$60,001 \$110,000	133	25.58%	10.0	16.9	9.0	8.6	6.0	
\$110,001 \$170,000	92	17.69%	9.5	28.5	7.9	8.4	24.0	
\$170,001 \$280,000	63	12.12%	12.0	13.5	16.4	7.1	60.0	
\$280,001 and up	53	10.19%	53.0	156.0	44.0	22.0	60.0	
MSI:	11.0			19.8	8.6	6.9	16.8	
Total Active Inventory:	520			214	232	60	14	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

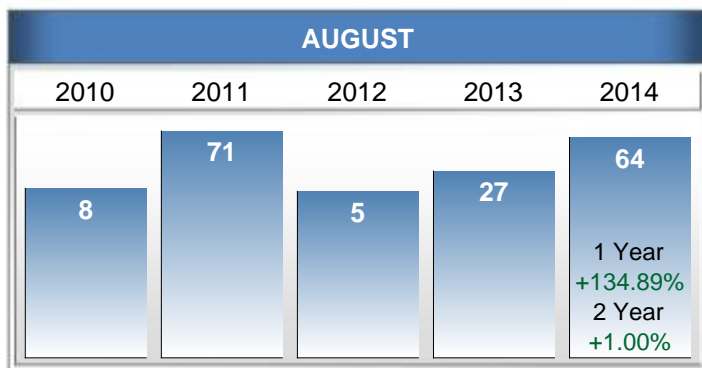
Closed Sales as of Sep 24, 2014



Average Days on Market to Sale

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



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+
\$10,000 and less	3	5.00%	41.3	29.5	65.0	0.0	0.0
\$10,001 \$30,000	9	15.00%	51.7	57.2	43.5	46.0	0.0
\$30,001 \$50,000	11	18.33%	100.2	105.0	108.6	23.0	0.0
\$50,001 \$90,000	12	20.00%	49.1	80.0	34.8	71.0	0.0
\$90,001 \$120,000	10	16.67%	47.7	22.5	68.6	29.7	0.0
\$120,001 \$170,000	9	15.00%	47.1	23.0	56.9	3.0	0.0
\$170,001 and up	6	10.00%	109.7	0.0	62.5	140.0	126.5
Average Closed DOM: 64.0				57.5	65.6	55.8	126.5
Total Closed Units: 60				15	33	10	2
Total Closed Volume: 5,170,880				721.40K	2.96M	958.57K	530.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

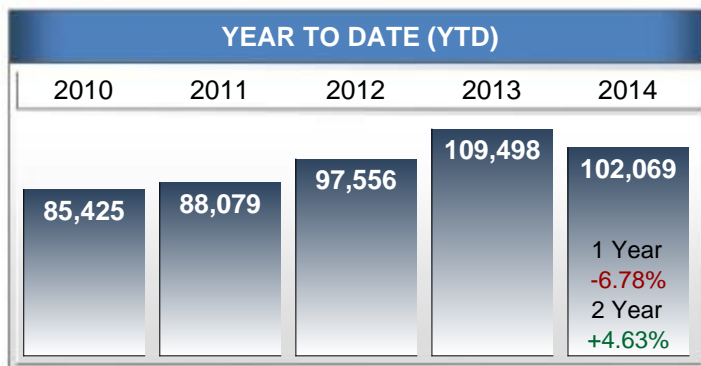
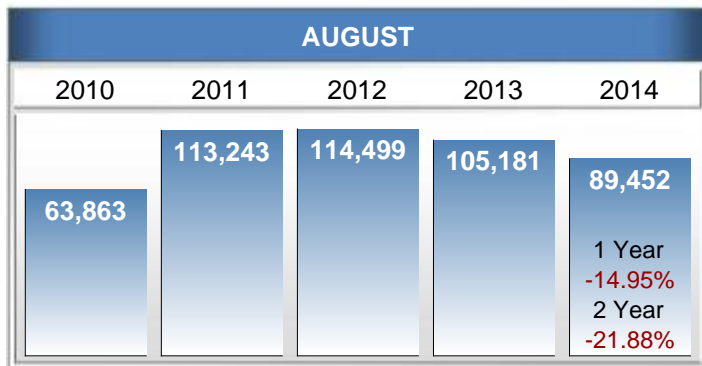
Closed Sales as of Sep 24, 2014



Average List Price at Closing

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



Average List Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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+
\$10,000 and less	3	5.00%	9,900	9,900	9,900	0	0
\$10,001 \$30,000	9	15.00%	22,378	22,900	23,950	19,500	0
\$30,001 \$50,000	10	16.67%	41,786	37,450	45,270	36,700	0
\$50,001 \$90,000	13	21.67%	75,523	79,967	78,025	81,900	0
\$90,001 \$120,000	9	15.00%	104,096	91,950	110,380	101,322	0
\$120,001 \$170,000	10	16.67%	137,820	145,000	137,314	149,000	0
\$170,001 and up	6	10.00%	236,883	0	244,450	186,250	279,950
Average List Price:	\$89,452			\$51,867	\$92,308	\$98,307	\$279,950
Total Closed Units:	60			15	33	10	2
Total List Volume:	5,367,124			778.00K	3.05M	983.07K	559.90K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

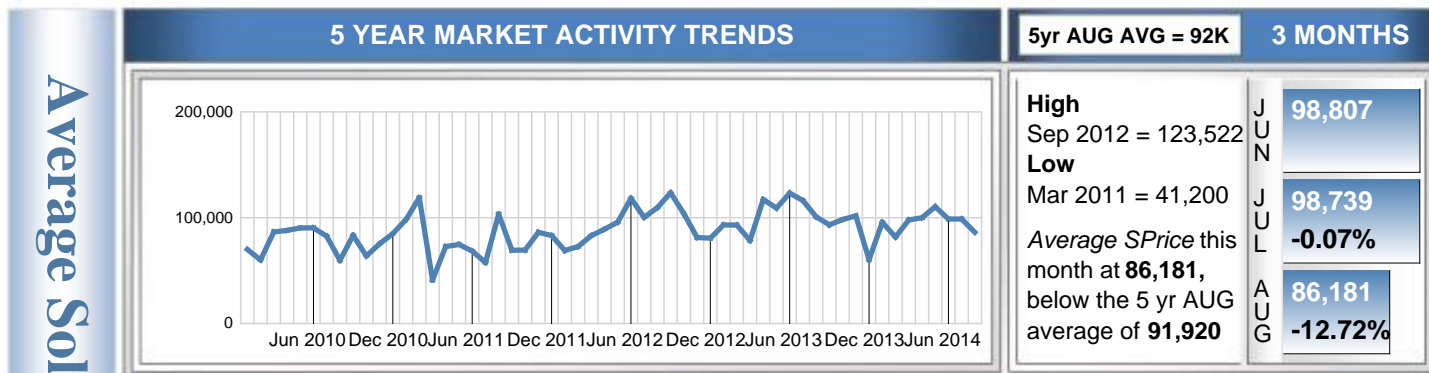
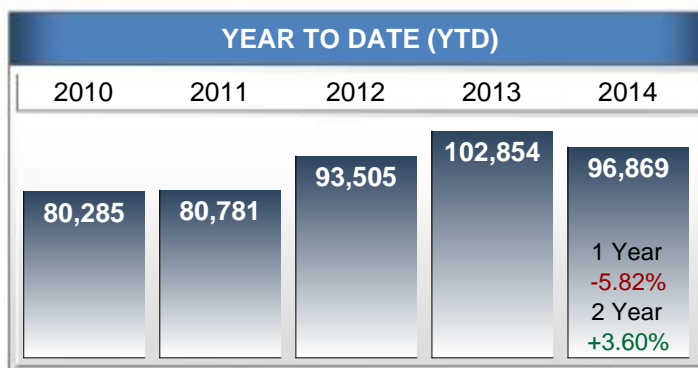
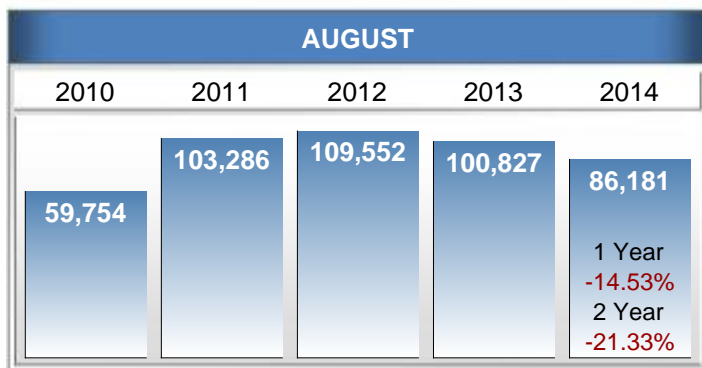
Closed Sales as of Sep 24, 2014



Average Sold Price at Closing

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



Average Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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+
\$10,000 and less	3		5.00%	8,400	8,000	9,200	0	0
\$10,001 \$30,000	9		15.00%	20,272	20,700	22,475	17,000	0
\$30,001 \$50,000	11		18.33%	41,192	35,000	43,302	36,700	0
\$50,001 \$90,000	12		20.00%	76,196	71,300	77,113	83,550	0
\$90,001 \$120,000	10		16.67%	100,782	91,500	105,300	99,438	0
\$120,001 \$170,000	9		15.00%	135,061	135,000	134,793	137,000	0
\$170,001 and up	6		10.00%	228,733	0	236,700	184,500	265,000
Average Closed Price:		\$86,181			\$48,093	\$89,725	\$95,857	\$265,000
Total Closed Units:		60			15	33	10	2
Total Closed Volume:		5,170,880			721.40K	2.96M	958.57K	530.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

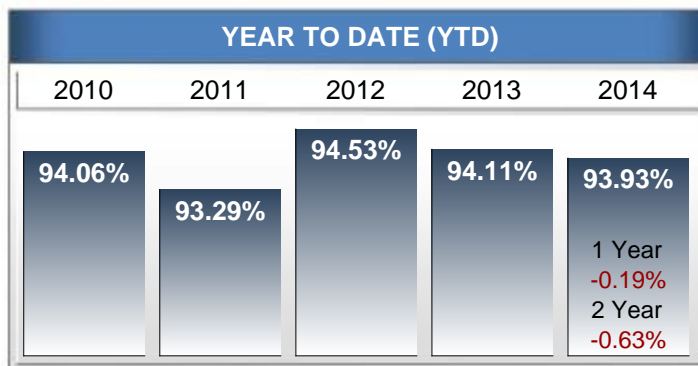
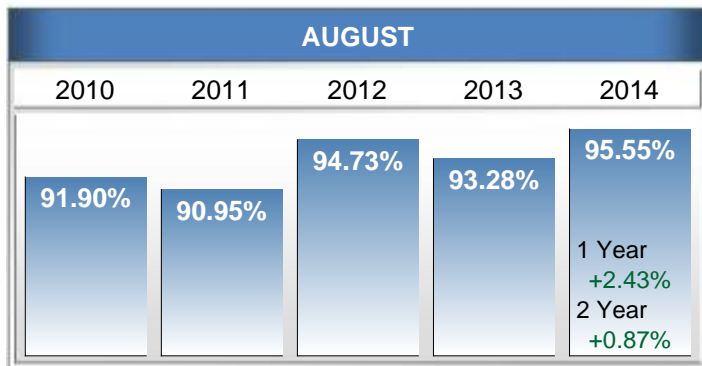
Closed Sales as of Sep 24, 2014



Average Percent of List Price to Selling Price

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr AUG AVG=93.28%		3 MONTHS	
High	Sep 2010 = 101.20%	JUN	93.32%
Low	Mar 2011 = 88.31%	JUL	92.53%
Average List/Sell this month at 95.55% , above the 5 yr AUG average of 93.28%		AUG	95.55%
			3.26%

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

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	5.00%	84.85%	80.81%	92.93%	0.00%	0.00%
\$10,001 \$30,000	9	15.00%	90.48%	91.17%	93.41%	85.83%	0.00%
\$30,001 \$50,000	11	18.33%	95.65%	93.16%	95.72%	100.00%	0.00%
\$50,001 \$90,000	12	20.00%	98.94%	92.96%	100.79%	102.01%	0.00%
\$90,001 \$120,000	10	16.67%	97.18%	99.57%	95.66%	98.11%	0.00%
\$120,001 \$170,000	9	15.00%	96.88%	93.10%	98.13%	91.95%	0.00%
\$170,001 and up	6	10.00%	96.88%	0.00%	96.97%	99.07%	94.60%
Average List/Sell Ratio:	95.60%			91.66%	97.30%	95.81%	94.60%
Total Closed Units:	60			15	33	10	2
Total Closed Volume:	5,170,880			721.40K	2.96M	958.57K	530.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

Inventory as of Sep 24, 2014



Market Summary

Report Produced on: Sep 24, 2014

Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 47 Sales/Month

Active Inventory as of August 31, 2014 = 520

	AUGUST			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	50	60	20.00%	337	396	17.51%
Pending Sales	65	44	-32.31%	356	416	16.85%
New Listings	125	116	-7.20%	888	1,075	21.06%
Average List Price	105,181	89,452	-14.95%	109,498	102,069	-6.78%
Average Sale Price	100,827	86,181	-14.53%	102,854	96,869	-5.82%
Average Percent of List Price to Selling Price	93.28%	95.55%	2.43%	94.11%	93.93%	-0.19%
Average Days on Market to Sale	27.24	63.98	134.89%	14.94	61.60	312.22%
Monthly Inventory	540	520	-3.70%	540	520	-3.70%
Months Supply of Inventory	12.66	10.97	-13.35%	12.66	10.97	-13.35%

