



April 2014

Area Delimited by County Of Muskogee

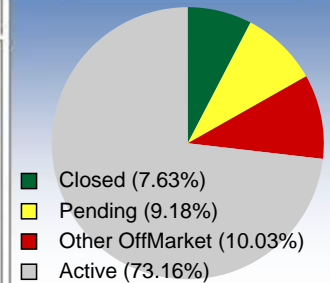


Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of April 30, 2014 = **518**

	APRIL		
	2013	2014	+/- %
Closed Listings	55	54	-1.82%
Pending Listings	43	65	51.16%
New Listings	41	147	258.54%
Average List Price	130,045	111,423	-14.32%
Average Sale Price	117,178	99,982	-14.68%
Average Percent of List Price to Selling Price	94.98%	92.48%	-2.64%
Average Days on Market to Sale	6.64	65.13	881.40%
End of Month Inventory	112	518	362.50%
Months Supply of Inventory	2.54	12.09	376.00%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 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 April 2014 rose **362.50%** to 518 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 **12.09** 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 **14.68%** in April 2014 to \$99,982 versus the previous year at \$117,178.

Average Days on Market Lengthens

The average number of **65.13** days that homes spent on the market before selling increased by 58.49 days or **881.40%** in April 2014 compared to last year's same month at **6.64** DOM.

Sales Success for April 2014 is Positive

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

There were 147 New Listings in April 2014, up **258.54%** from last year at 41. Furthermore, there were 54 Closed Listings this month versus last year at 55, a **-1.82%** decrease.

Closed versus Listed trends yielded a **36.7%** ratio, down from last year's April 2014 at **134.1%**, a **72.62%** downswing. This will certainly create pressure on an increasing 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®

April 2014

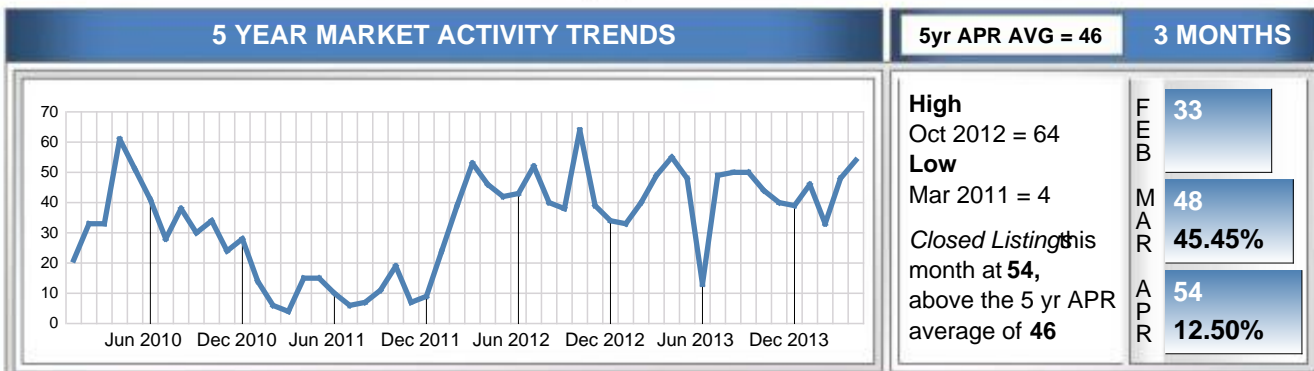
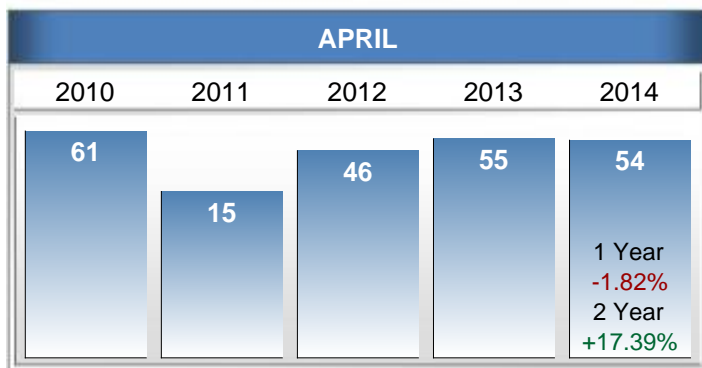
Closed Sales as of May 13, 2014



Closed Listings

Report Produced on: May 13, 2014

Area Delimited by County Of Muskogee



Closed Listings

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

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-\$20,000	10	18.52%	60.9	6	3	1	0
\$20,001-\$40,000	8	14.81%	33.0	6	1	1	0
\$40,001-\$120,000	15	27.78%	67.9	1	10	3	1
\$120,001-\$150,000	9	16.67%	94.7	0	8	1	0
\$150,001-\$210,000	7	12.96%	55.0	0	5	2	0
\$210,001 and up	5	9.26%	77.8	2	0	3	0
Total Closed Units:	54		65.1	15	27	11	1
Total Closed Volume:	5,399,007			836.81K	2.85M	1.66M	49.00K
Average Closed Price:	\$99,982			\$55,787	\$105,615	\$151,055	\$49,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

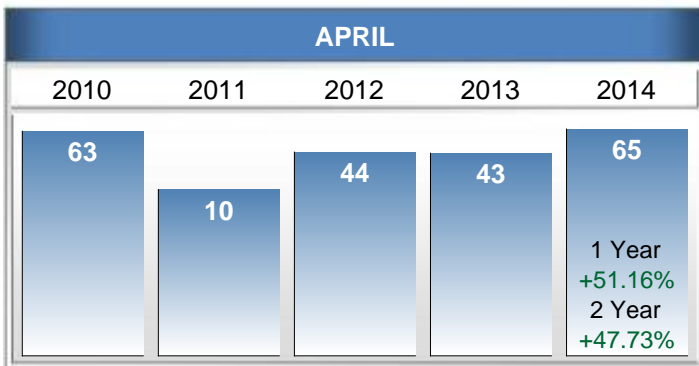
Pending Listings as of May 13, 2014



Pending Listings

Report Produced on: May 13, 2014

Area Delimited by County Of Muskogee



5yr APR AVG = 45 **3 MONTHS**

High
Apr 2014 = 65

Low
Jun 2011 = 3

Pending Listing this month at **65**, above the 5 yr APR average of **45**

FEB	48
MAR	59
APR	22.92%
MAY	65
JUN	10.17%

Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	4	6.15%	27.5	2	1	1	0	
\$20,001 - \$40,000	10	15.38%	44.4	7	1	1	1	
\$40,001 - \$60,000	9	13.85%	48.8	2	3	3	1	
\$60,001 - \$100,000	17	26.15%	77.8	3	12	1	1	
\$100,001 - \$140,000	10	15.38%	62.2	0	9	1	0	
\$140,001 - \$180,000	8	12.31%	86.8	1	3	3	1	
\$180,001 and up	7	10.77%	37.6	1	1	5	0	
Total Pending Units: 65				72.4	16	30	15	4
Total Pending Volume: 6,640,999					911.60K	3.27M	2.12M	337.90K
Average Listing Price: \$77,525					\$56,975	\$109,157	\$141,120	\$84,475



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

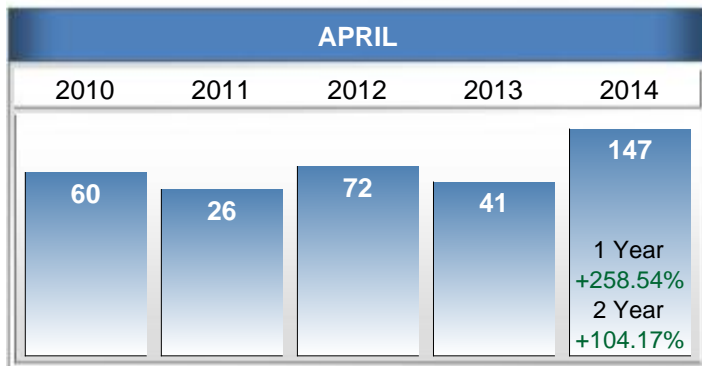
New Listings as of May 13, 2014



New Listings

Report Produced on: May 13, 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+
\$20,000 and less	13	8.84%	8	4	1	0
\$20,001 - \$30,000	16	10.88%	12	3	1	0
\$30,001 - \$50,000	23	15.65%	14	9	0	0
\$50,001 - \$110,000	39	26.53%	14	20	4	1
\$110,001 - \$170,000	21	14.29%	4	11	6	0
\$170,001 - \$290,000	19	12.93%	2	5	11	1
\$290,001 and up	16	10.88%	9	3	3	1
Total New Listed Units:	147		63	55	26	3
Total New Listed Volume:	21,489,314		10.27M	5.82M	4.73M	669.90K
Average New Listed Listing Price:	\$0		\$162,989	\$105,796	\$182,012	\$223,300



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

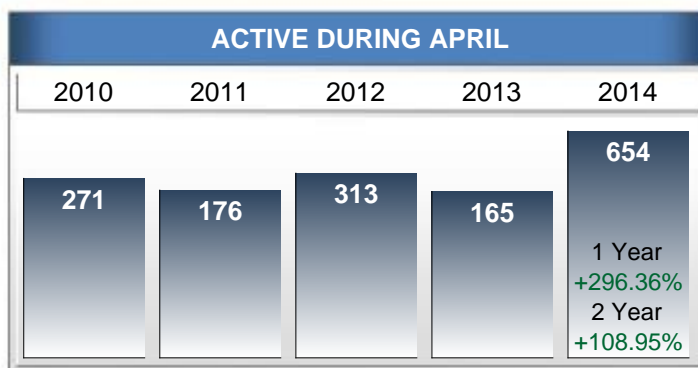
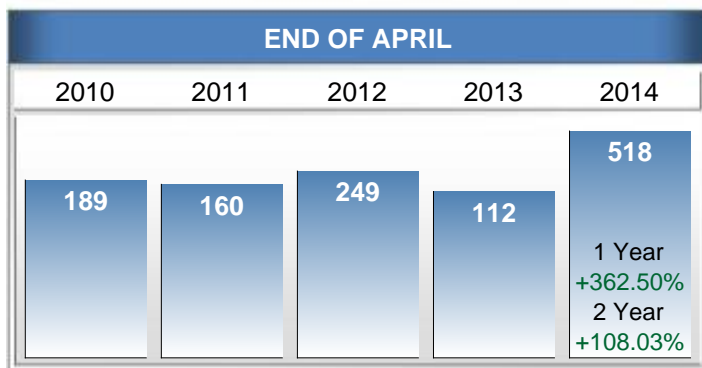
Active Inventory as of May 13, 2014



Active Inventory

Report Produced on: May 13, 2014

Area Delimited by County Of Muskogee



Active Inventory

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



5yr APR AVG = 246 **3 MONTHS**

High
Oct 2013 = 596

Low
Apr 2013 = 112

Inventory this month at **518**, above the 5 yr APR average of **246**

FEB	503
MAR	507
APR	518
0.80%	
2.17%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	53	10.23%	77.5	45	7	1	0	
\$20,001 - \$30,000	41	7.92%	72.7	31	8	2	0	
\$30,001 - \$60,000	88	16.99%	74.4	54	28	6	0	
\$60,001 - \$120,000	139	26.83%	71.8	36	84	18	1	
\$120,001 - \$160,000	73	14.09%	81.7	17	45	10	1	
\$160,001 - \$290,000	72	13.90%	74.5	13	32	25	2	
\$290,001 and up	52	10.04%	67.6	28	7	9	8	
Total Active Inventory by Units:			518	74.3	224	211	71	12
Total Active Inventory by Volume:			74,636,411		32.84M	24.66M	13.20M	3.94M
Average Active Inventory Listing Price:			\$144,086		\$146,592	\$116,873	\$185,869	\$328,567



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

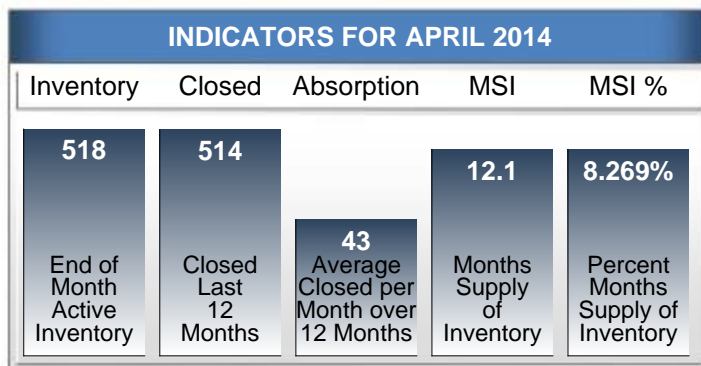
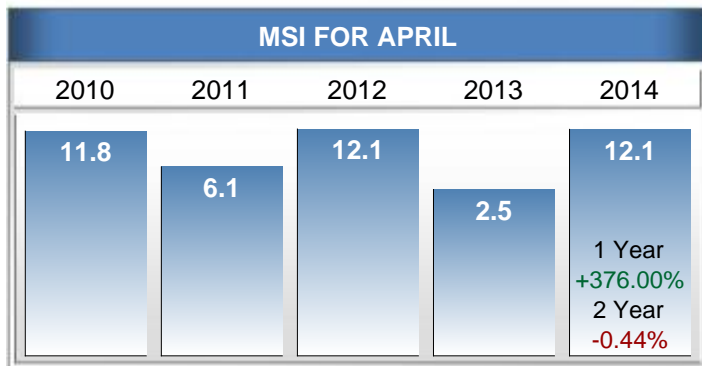
Active Inventory as of May 13, 2014



Months Supply of Inventory

Report Produced on: May 13, 2014

Area Delimited by County Of Muskogee



Months Supply

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

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	53	10.23%	8.0	12.0	4.0	1.1	0.0
\$20,001 \$30,000	41	7.92%	15.4	21.9	8.0	8.0	0.0
\$30,001 \$60,000	88	16.99%	12.6	24.0	7.1	9.0	0.0
\$60,001 \$120,000	139	26.83%	10.7	27.0	8.1	15.4	6.0
\$120,001 \$160,000	73	14.09%	11.1	20.4	9.5	10.0	0.0
\$160,001 \$290,000	72	13.90%	12.5	39.0	11.6	9.7	24.0
\$290,001 and up	52	10.04%	44.6	112.0	42.0	12.0	0.0
MSI:			12.1	22.0	8.6	9.7	18.0
Total Active Inventory:			518	224	211	71	12



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

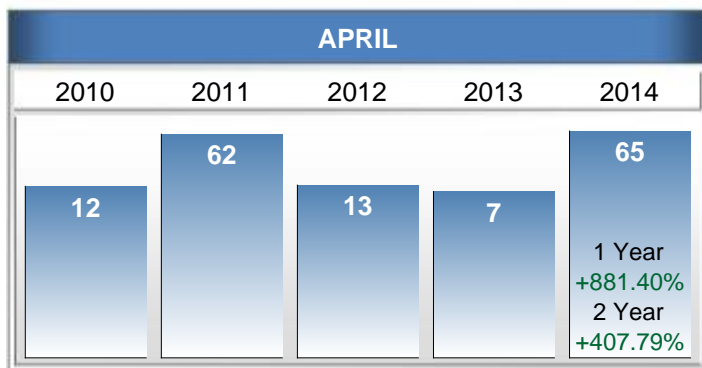
Closed Sales as of May 13, 2014



Average Days on Market to Sale

Report Produced on: May 13, 2014

Area Delimited by County Of Muskogee



Average Days on Market

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

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-\$20,000	10	18.52%	60.9	62.5	75.0	9.0	0.0
\$20,001-\$40,000	8	14.81%	33.0	31.7	64.0	10.0	0.0
\$40,001-\$120,000	15	27.78%	67.9	26.0	63.1	86.3	102.0
\$120,001-\$150,000	9	16.67%	94.7	0.0	102.0	36.0	0.0
\$150,001-\$210,000	7	12.96%	55.0	0.0	69.8	18.0	0.0
\$210,001 and up	5	9.26%	77.8	97.0	0.0	65.0	0.0
Average Closed DOM: 65.1				52.3	77.2	49.5	102.0
Total Closed Units: 54				15	27	11	1
Total Closed Volume: 5,399,007				836.81K	2.85M	1.66M	49.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

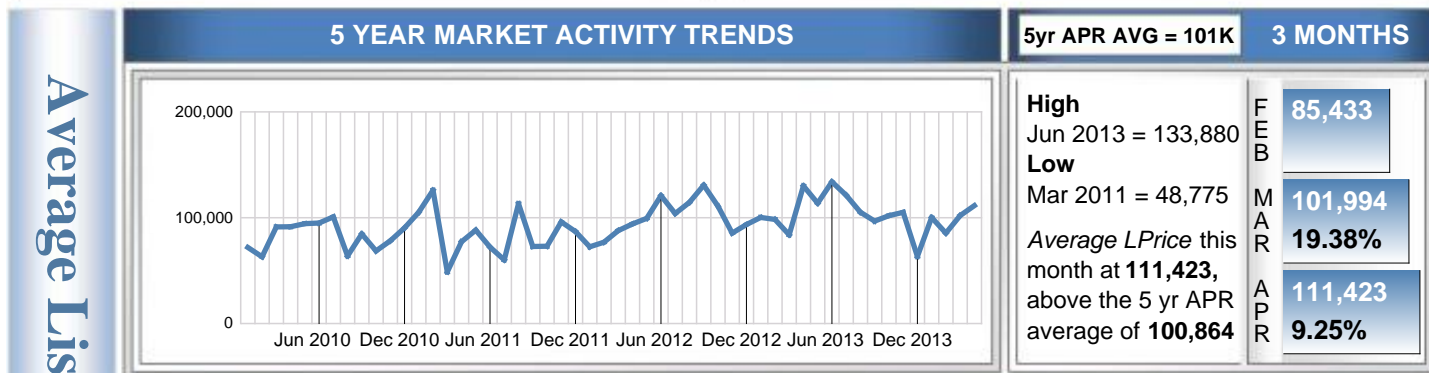
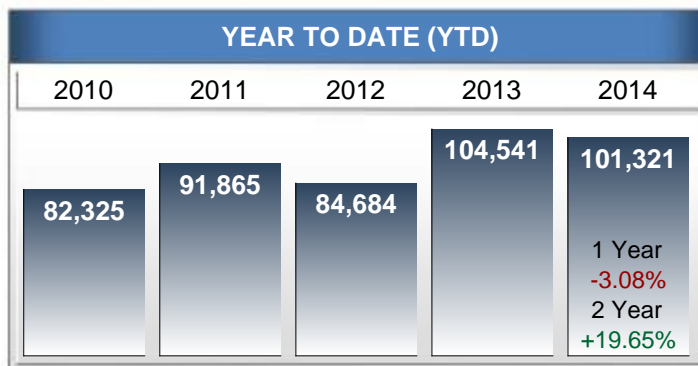
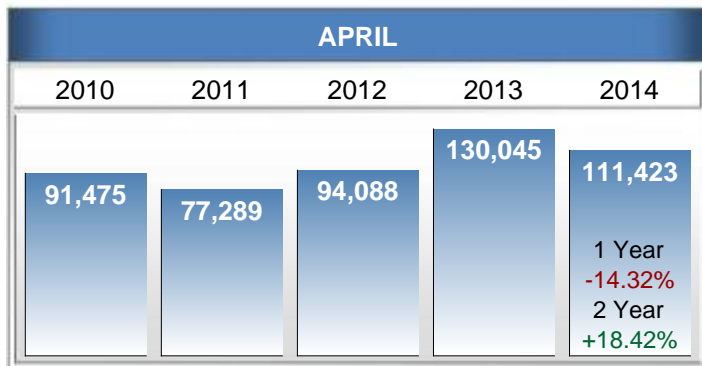
Closed Sales as of May 13, 2014



Average List Price at Closing

Report Produced on: May 13, 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+
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$20,000	11	20.37%	13,423	15,150	9,950	6,900	0
\$20,001 \$40,000	6	11.11%	33,367	31,317	39,900	39,900	0
\$40,001 \$120,000	15	27.78%	80,780	79,900	89,100	89,267	53,000
\$120,001 \$150,000	8	14.81%	135,788	0	141,275	139,500	0
\$150,001 \$210,000	8	14.81%	165,513	0	170,840	186,950	0
\$210,001 and up	6	11.11%	341,150	450,000	0	310,667	0
Average List Price:	\$111,423			\$83,913	\$109,080	\$160,000	\$53,000
Total Closed Units:	54			15	27	11	1
Total List Volume:	6,016,849			1.26M	2.95M	1.76M	53.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

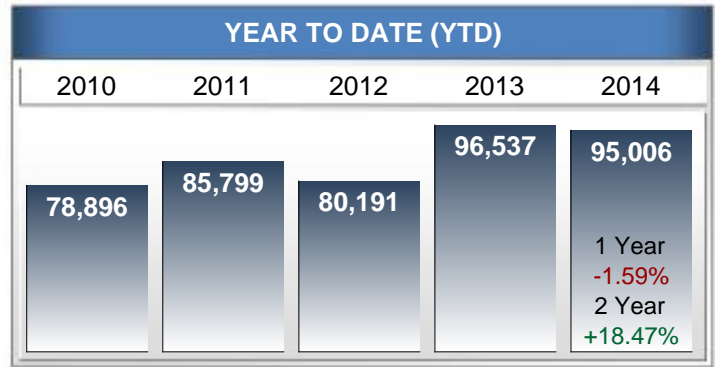
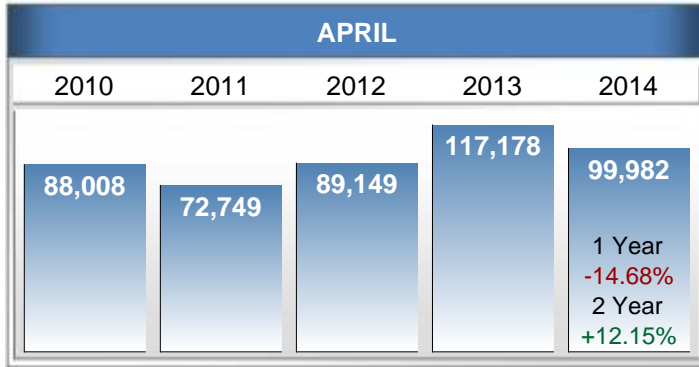
Closed Sales as of May 13, 2014



Average Sold Price at Closing

Report Produced on: May 13, 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+
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$20,000	10	18.52%	9,980	11,000	8,967	6,900	0
\$20,001 \$40,000	8	14.81%	30,163	28,583	38,000	31,800	0
\$40,001 \$120,000	15	27.78%	82,287	74,307	85,160	86,467	49,000
\$120,001 \$150,000	9	16.67%	137,300	0	137,838	133,000	0
\$150,001 \$210,000	7	12.96%	171,629	0	166,480	184,500	0
\$210,001 and up	5	9.26%	277,300	262,500	0	287,167	0
Average Closed Price:	\$99,982			\$55,787	\$105,615	\$151,055	\$49,000
Total Closed Units:	54			15	27	11	1
Total Closed Volume:	5,399,007			836.81K	2.85M	1.66M	49.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

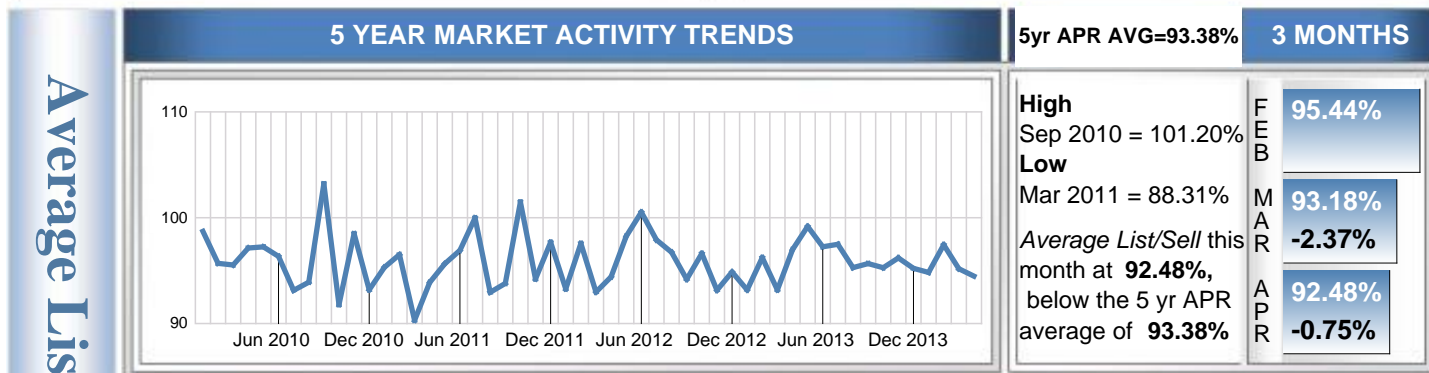
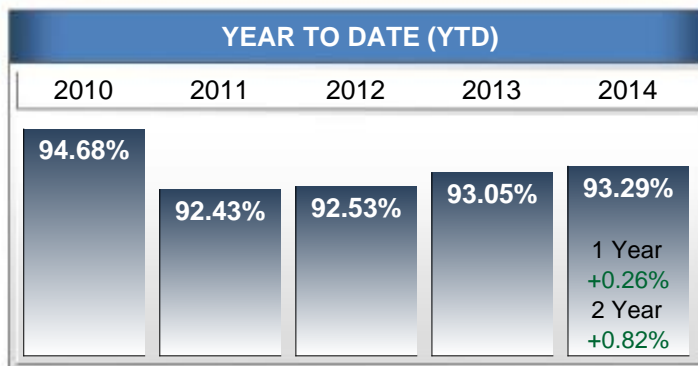
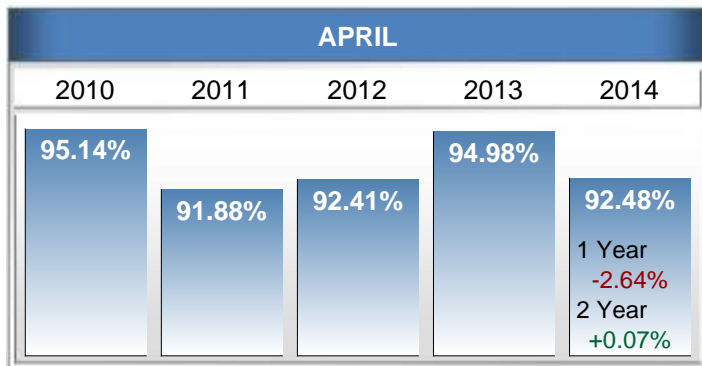
Closed Sales as of May 13, 2014



Average Percent of List Price to Selling Price

Report Produced on: May 13, 2014

Area Delimited by County Of Muskogee



Average List/Sell Price

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

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+
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$20,000	10	18.52%	84.49%	69.43%	109.43%	100.00%	0.00%
\$20,001-\$40,000	8	14.81%	91.99%	93.49%	95.24%	79.70%	0.00%
\$40,001-\$120,000	15	27.78%	95.63%	93.00%	95.55%	97.82%	92.45%
\$120,001-\$150,000	9	16.67%	97.44%	0.00%	97.70%	95.34%	0.00%
\$150,001-\$210,000	7	12.96%	97.85%	0.00%	97.45%	98.86%	0.00%
\$210,001 and up	5	9.26%	83.34%	68.08%	0.00%	93.51%	0.00%
Average List/Sell Ratio: 92.50%				80.45%	98.07%	95.16%	92.45%
Total Closed Units: 54				15	27	11	1
Total Closed Volume: 5,399,007				836.81K	2.85M	1.66M	49.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

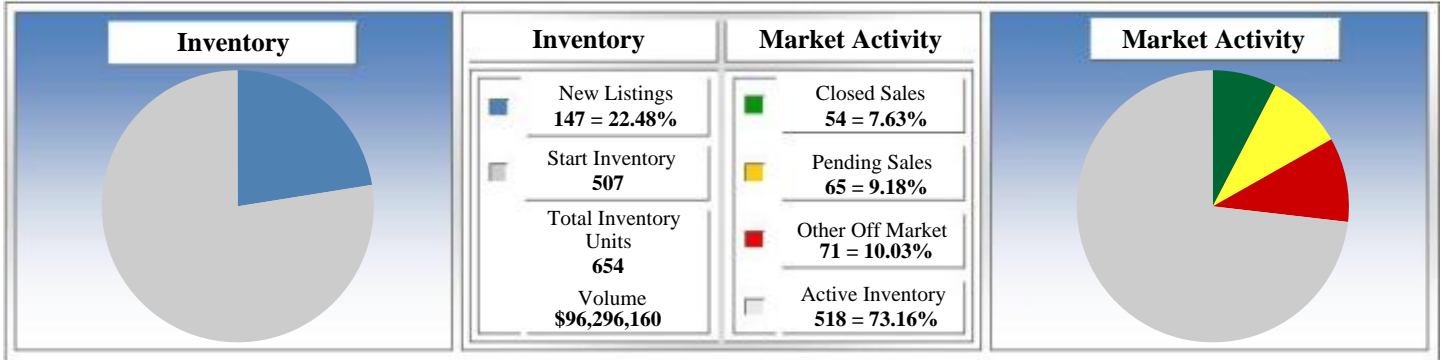
Inventory as of May 13, 2014



Market Summary

Report Produced on: May 13, 2014

Area Delimited by County Of Muskogee



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

Active Inventory as of April 30, 2014 = 518

Closed Sales	55	54	-1.82%	177	181	2.26%
Pending Sales	43	65	51.16%	178	213	19.66%
New Listings	41	147	258.54%	194	559	188.14%
Average List Price	130,045	111,423	-14.32%	104,541	101,321	-3.08%
Average Sale Price	117,178	99,982	-14.68%	96,537	95,006	-1.59%
Average Percent of List Price to Selling Price	94.98%	92.48%	-2.64%	93.05%	93.29%	0.26%
Average Days on Market to Sale	6.64	65.13	881.40%	9.03	65.67	626.91%
Monthly Inventory	112	518	362.50%	112	518	362.50%
Months Supply of Inventory	2.54	12.09	376.00%	2.54	12.09	376.00%

	APRIL			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	55	54	-1.82%	177	181	2.26%
Pending Sales	43	65	51.16%	178	213	19.66%
New Listings	41	147	258.54%	194	559	188.14%
Average List Price	130,045	111,423	-14.32%	104,541	101,321	-3.08%
Average Sale Price	117,178	99,982	-14.68%	96,537	95,006	-1.59%
Average Percent of List Price to Selling Price	94.98%	92.48%	-2.64%	93.05%	93.29%	0.26%
Average Days on Market to Sale	6.64	65.13	881.40%	9.03	65.67	626.91%
Monthly Inventory	112	518	362.50%	112	518	362.50%
Months Supply of Inventory	2.54	12.09	376.00%	2.54	12.09	376.00%

