



# April 2015

Area Delimited by County Of Muskogee

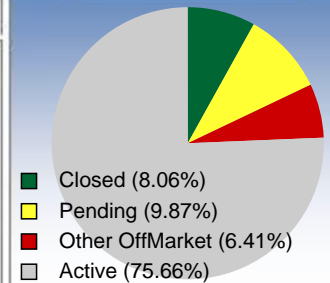


**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Active Inventory** as of April 30, 2015 = **460**

	APRIL		
	2014	2015	+/- %
Closed Listings	54	49	-9.26%
Pending Listings	62	60	-3.23%
New Listings	146	109	-25.34%
Median List Price	96,450	94,500	-2.02%
Median Sale Price	92,250	95,000	2.98%
Median Percent of List Price to Selling Price	96.27%	97.44%	1.21%
Median Days on Market to Sale	44.50	55.00	23.60%
End of Month Inventory	439	460	4.78%
Months Supply of Inventory	10.31	9.60	-6.88%

### Market Activity



# Monthly Inventory Analysis

Report Produced on: May 14, 2015

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 2015 rose **4.78%** to 460 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **9.60** MSI for this period.

### Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **2.98%** in April 2015 to \$95,000 versus the previous year at \$92,250.

### Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 10.50 days or **23.60%** in April 2015 compared to last year's same month at **44.50** DOM.

### Sales Success for April 2015 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 109 New Listings in April 2015, down **25.34%** from last year at 146. Furthermore, there were 49 Closed Listings this month versus last year at 54, a **-9.26%** decrease.

Closed versus Listed trends yielded a **45.0%** ratio, up from last year's April 2015 at **37.0%**, a **21.54%** upswing. 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

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

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2015

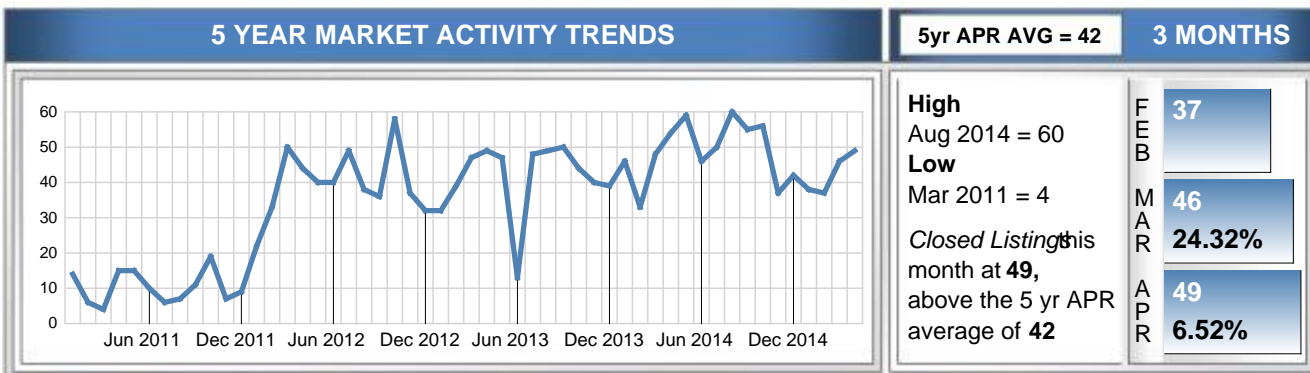
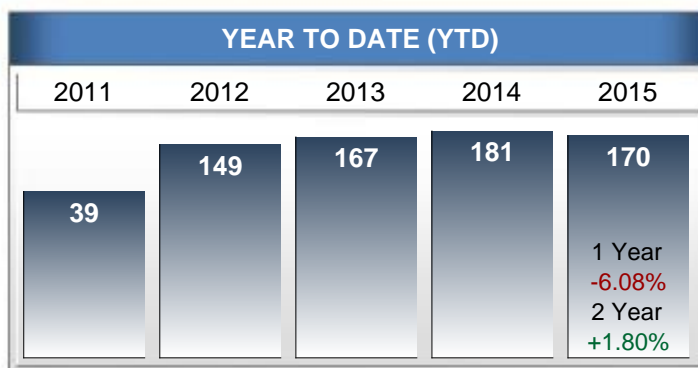
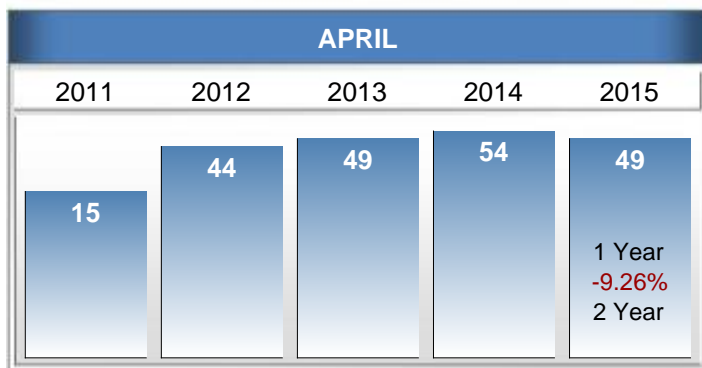
Closed Sales as of May 14, 2015



Report Produced on: May 14, 2015

### Closed Listings

Area Delimited by County Of Muskogee



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	8.16%	75.0	2	2	0	0
\$20,001 \$40,000	6	12.24%	39.0	4	1	0	1
\$40,001 \$70,000	6	12.24%	30.0	3	3	0	0
\$70,001 \$100,000	14	28.57%	57.0	2	12	0	0
\$100,001 \$130,000	7	14.29%	40.0	1	5	1	0
\$130,001 \$230,000	7	14.29%	66.0	2	3	2	0
\$230,001 and up	5	10.20%	33.0	1	2	1	1
<b>Total Closed Units:</b>	<b>49</b>		<b>55.0</b>	<b>15</b>	<b>28</b>	<b>4</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>5,469,492</b>			<b>1.16M</b>	<b>2.97M</b>	<b>875.10K</b>	<b>459.25K</b>
<b>Median Closed Price:</b>	<b>\$95,000</b>			<b>\$56,000</b>	<b>\$95,000</b>	<b>\$183,100</b>	<b>\$229,625</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2015

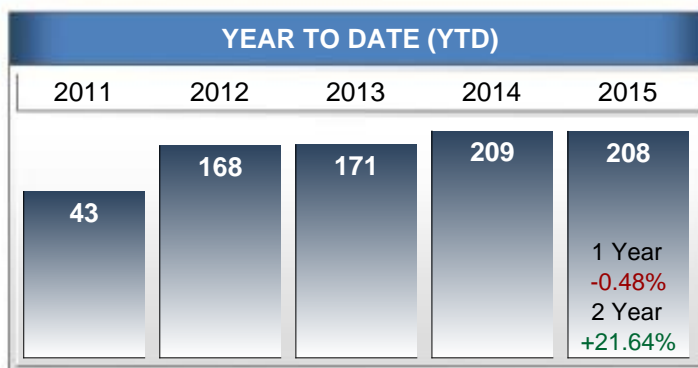
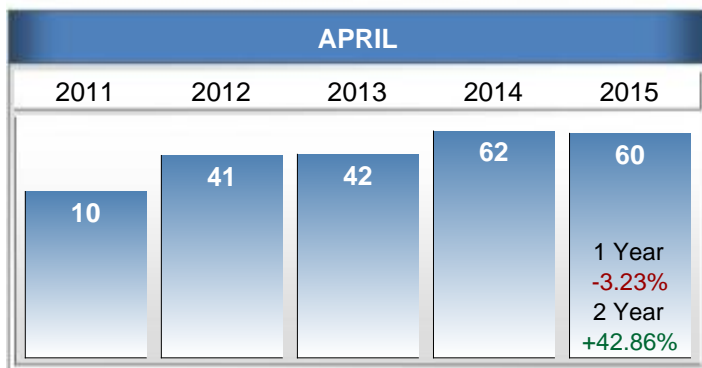
Pending Listings as of May 14, 2015



### Pending Listings

Report Produced on: May 14, 2015

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	6	10.00%	75.0	3	3	0	0	
\$30,001 \$60,000	6	10.00%	75.5	4	2	0	0	
\$60,001 \$80,000	7	11.67%	100.0	2	4	1	0	
\$80,001 \$130,000	18	30.00%	38.5	0	16	1	1	
\$130,001 \$160,000	7	11.67%	10.0	0	7	0	0	
\$160,001 \$210,000	8	13.33%	43.0	1	6	1	0	
\$210,001 and up	8	13.33%	52.0	1	2	5	0	
Total Pending Units: 60				54.5	11	40	8	1
Total Pending Volume: 7,519,600					917.70K	4.73M	1.79M	89.00K
Median Listing Price: \$113,450					\$43,500	\$118,700	\$214,950	\$89,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2015

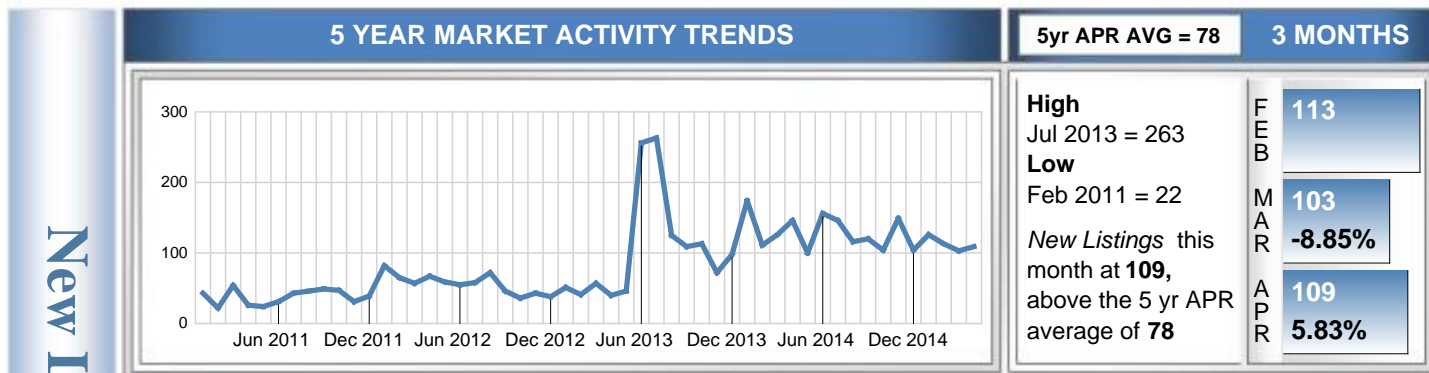
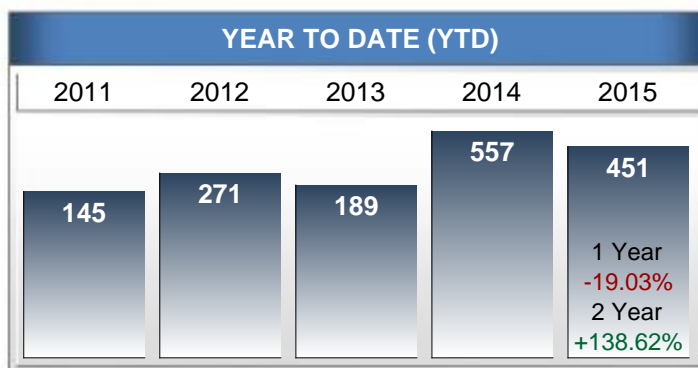
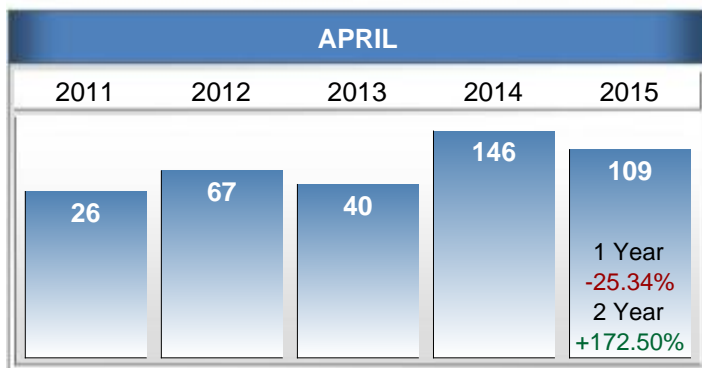
New Listings as of May 14, 2015



### New Listings

Report Produced on: May 14, 2015

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+	
\$20,000 and less	7	6.42%	7	0	0	0	
\$20,001 \$50,000	16	14.68%	9	7	0	0	
\$50,001 \$90,000	13	11.93%	5	5	3	0	
\$90,001 \$140,000	32	29.36%	7	19	6	0	
\$140,001 \$200,000	16	14.68%	1	13	2	0	
\$200,001 \$350,000	15	13.76%	2	7	6	0	
\$350,001 and up	10	9.17%	6	1	2	1	
Total New Listed Units:			109	37	52	19	1
Total New Listed Volume:			17,498,720	5.98M	7.16M	3.71M	650.00K
Median New Listed Listing Price:			\$116,600	\$69,500	\$129,900	\$179,900	\$650,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2015

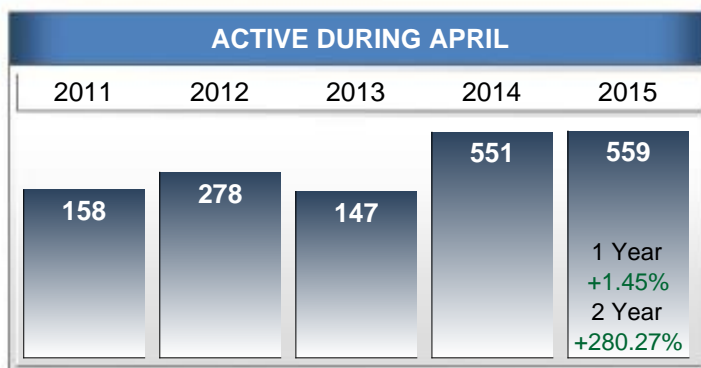
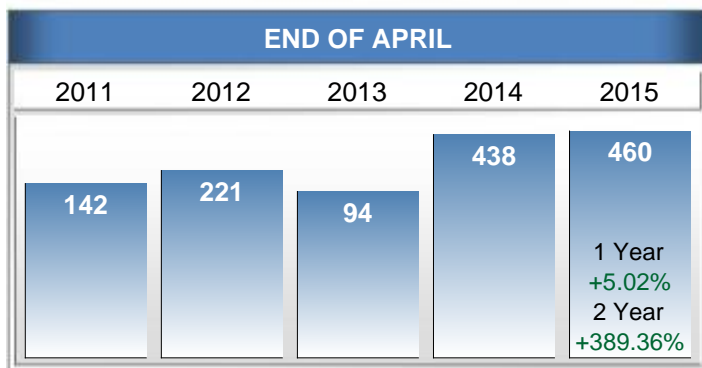
Active Inventory as of May 14, 2015



### Active Inventory

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



Active Inventory

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**5yr APR AVG = 271**      **3 MONTHS**

**High**  
Oct 2013 = 497

**Low**  
Apr 2013 = 94

*Inventory* this month at **460**, above the 5 yr APR average of **271**

FEB	470
MAR	451
APR	<b>-4.04%</b>
MAY	460
JUN	<b>2.00%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	19	4.13%	84.0	18	0	1	0		
\$10,001 - \$30,000	85	18.48%	139.0	77	7	1	0		
\$30,001 - \$50,000	56	12.17%	112.0	38	14	3	1		
\$50,001 - \$110,000	114	24.78%	86.0	45	60	9	0		
\$110,001 - \$170,000	75	16.30%	77.0	21	42	12	0		
\$170,001 - \$300,000	65	14.13%	59.0	8	34	22	1		
\$300,001 and up	46	10.00%	66.0	26	7	11	2		
Total Active Inventory by Units:				460	86.5	233	164	59	4
Total Active Inventory by Volume:				167,277,604		130.05M	23.20M	12.32M	1.71M
Median Active Inventory Listing Price:				\$80,950		\$39,500	\$113,450	\$189,900	\$440,000





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2015

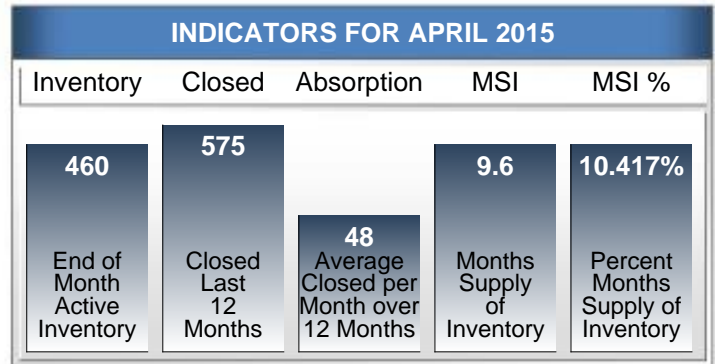
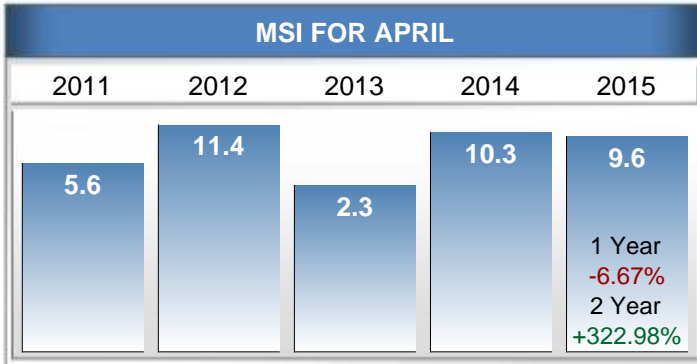
Active Inventory as of May 14, 2015



### Months Supply of Inventory

Report Produced on: May 14, 2015

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	19	4.13%	12.7	16.6	0.0	6.0	0.0
\$10,001 \$30,000	85	18.48%	11.6	22.0	2.5	1.3	0.0
\$30,001 \$50,000	56	12.17%	10.2	21.7	4.3	6.0	0.0
\$50,001 \$110,000	114	24.78%	6.7	14.6	4.7	8.3	0.0
\$110,001 \$170,000	75	16.30%	8.7	25.2	6.8	7.6	0.0
\$170,001 \$300,000	65	14.13%	10.0	10.7	15.1	7.3	2.0
\$300,001 and up	46	10.00%	34.5	34.7	28.0	132.0	8.0
MSI:	9.6			19.8	5.9	8.2	3.4
Total Active Inventory:	460			233	164	59	4



# Monthly Inventory Analysis

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## April 2015

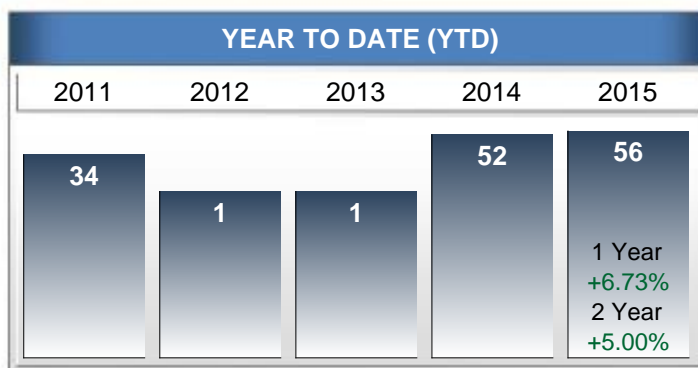
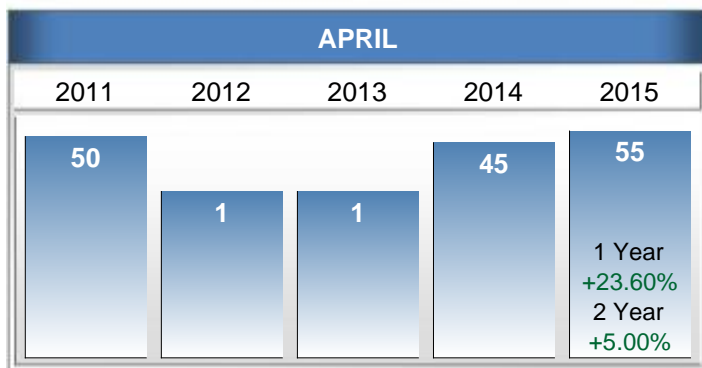
Closed Sales as of May 14, 2015



### Median Days on Market to Sale

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



**5yr APR AVG = 30**      **3 MONTHS**

**High**  
Aug 2011 = 92

**Low**  
May 2013 = 1

Median DOM this month at **55**, above the 5 yr APR average of **30**

FEB	51
MAR	62
APR	<b>21.57%</b>
MAY	55
JUN	-11.29%

Median Days on Market

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#### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range			%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4		8.16%	75.0	65.0	89.5	0.0	0.0
\$20,001 \$40,000	6		12.24%	39.0	69.0	7.0	0.0	29.0
\$40,001 \$70,000	6		12.24%	30.0	55.0	29.0	0.0	0.0
\$70,001 \$100,000	14		28.57%	57.0	96.5	45.0	0.0	0.0
\$100,001 \$130,000	7		14.29%	40.0	13.0	55.0	33.0	0.0
\$130,001 \$230,000	7		14.29%	66.0	40.0	66.0	74.5	0.0
\$230,001 and up	5		10.20%	33.0	112.0	60.5	1.0	33.0
Median Closed DOM:	55.0				65.0	52.5	35.0	31.0
Total Closed Units:	49				15	28	4	2
Total Closed Volume:	5,469,492				1.16M	2.97M	875.10K	459.25K



# Monthly Inventory Analysis

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## April 2015

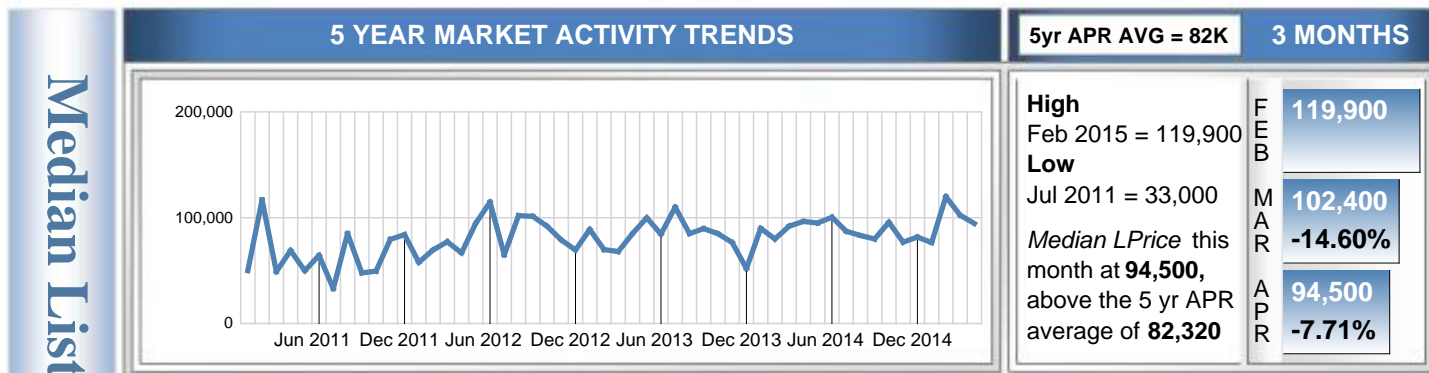
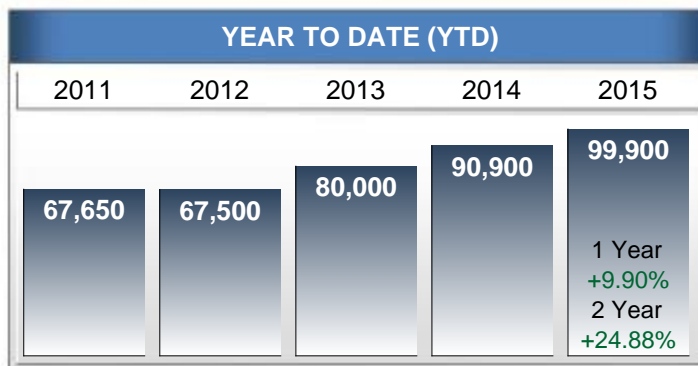
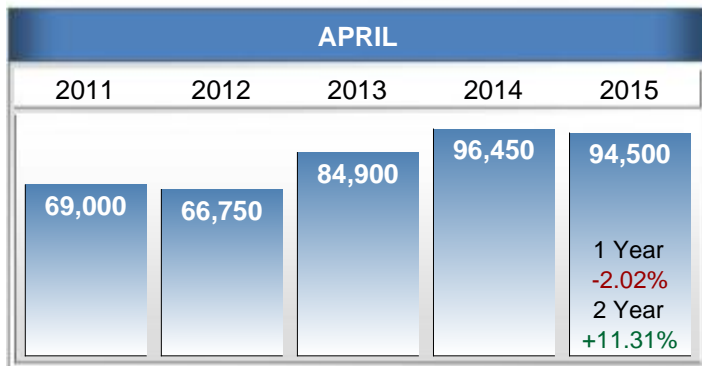
Closed Sales as of May 14, 2015



### Median List Price at Closing

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



Median List Price

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#### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3		6.12%	12,500	12,500	15,750	0	0
\$20,001 \$40,000	7		14.29%	31,500	32,500	22,900	0	30,500
\$40,001 \$70,000	6		12.24%	59,750	57,000	65,000	0	0
\$70,001 \$100,000	13		26.53%	89,900	91,250	89,900	0	0
\$100,001 \$130,000	7		14.29%	109,900	109,900	105,000	119,900	0
\$130,001 \$230,000	8		16.33%	182,000	166,000	171,950	187,450	0
\$230,001 and up	5		10.20%	329,500	325,000	299,700	489,000	475,000
Median List Price:		\$94,500			\$57,000	\$96,700	\$187,450	\$252,750
Total Closed Units:		49			15	28	4	2
Total List Volume:		5,831,500			1.28M	3.06M	983.80K	505.50K





# Monthly Inventory Analysis

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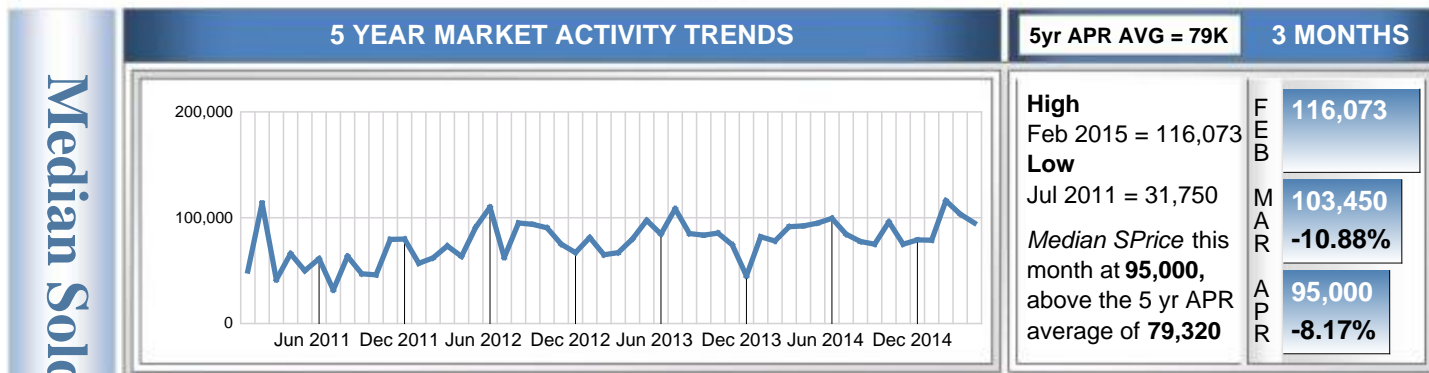
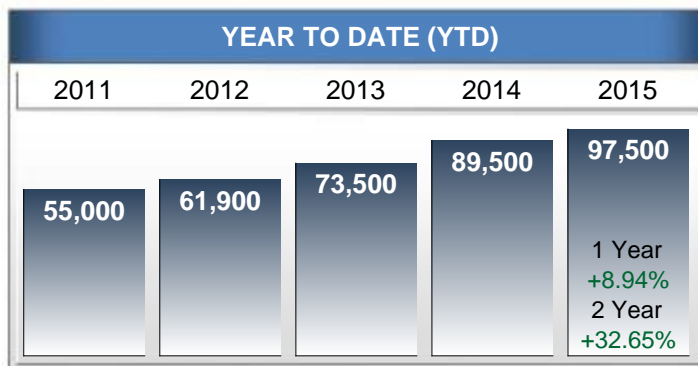
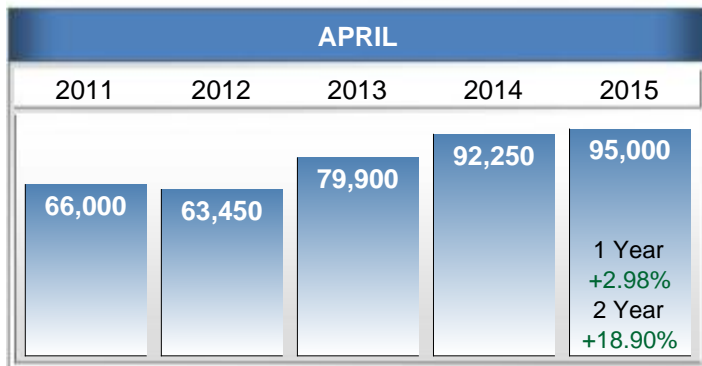
Closed Sales as of May 14, 2015



### Median Sold Price at Closing

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



Median Sold Price

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#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4		8.16%	13,750	16,250	13,500	0	0
\$20,001 \$40,000	6		12.24%	29,150	30,750	20,251	0	24,500
\$40,001 \$70,000	6		12.24%	59,250	56,000	65,250	0	0
\$70,001 \$100,000	14		28.57%	88,500	85,000	88,500	0	0
\$100,001 \$130,000	7		14.29%	110,000	107,900	110,000	119,900	0
\$130,001 \$230,000	7		14.29%	181,000	167,250	165,000	183,100	0
\$230,001 and up	5		10.20%	320,000	236,000	290,000	389,000	434,750
Median Closed Price:	\$95,000				\$56,000	\$95,000	\$183,100	\$229,625
Total Closed Units:	49				15	28	4	2
Total Closed Volume:	5,469,492				1.16M	2.97M	875.10K	459.25K



# Monthly Inventory Analysis

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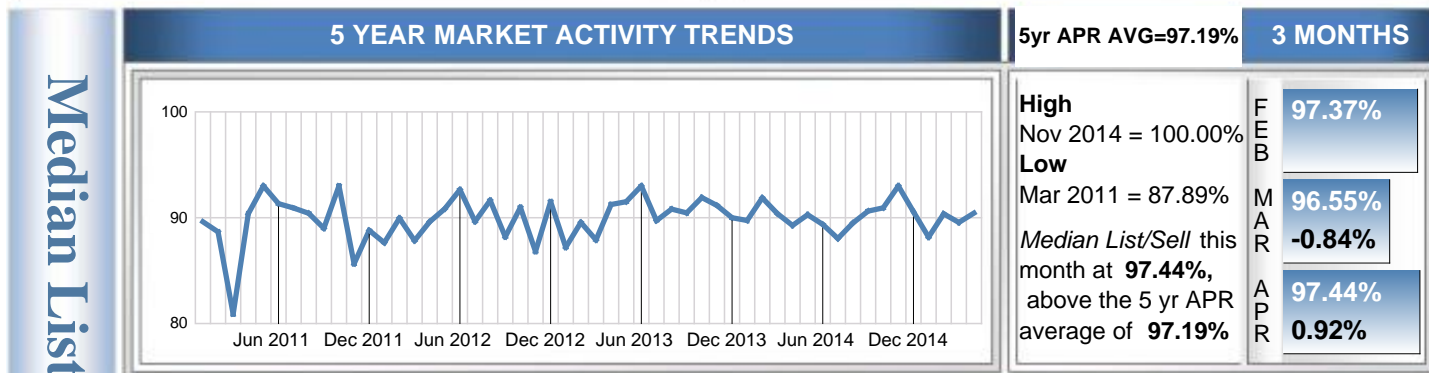
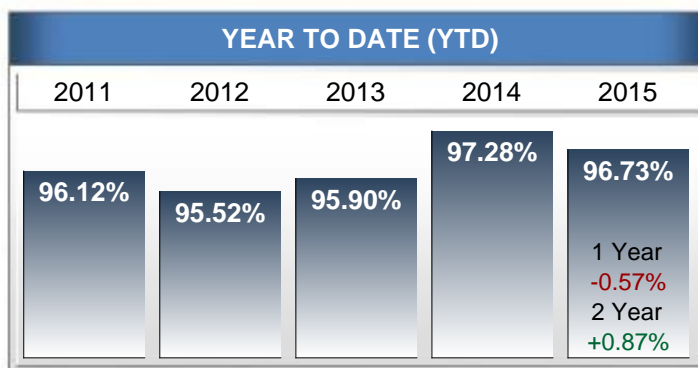
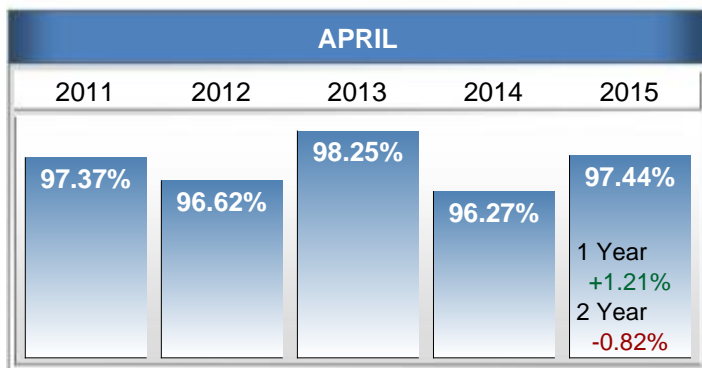
Closed Sales as of May 14, 2015



### Median Percent of List Price to Selling Price

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



Median List/Sell Price

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

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	8.16%	92.44%	94.44%	80.75%	0.00%	0.00%
\$20,001 \$40,000	6	12.24%	90.16%	90.00%	106.58%	0.00%	80.33%
\$40,001 \$70,000	6	12.24%	100.00%	100.00%	100.00%	0.00%	0.00%
\$70,001 \$100,000	14	28.57%	97.29%	92.84%	98.37%	0.00%	0.00%
\$100,001 \$130,000	7	14.29%	98.18%	98.18%	98.10%	100.00%	0.00%
\$130,001 \$230,000	7	14.29%	100.00%	100.63%	97.27%	97.71%	0.00%
\$230,001 and up	5	10.20%	91.53%	72.62%	96.72%	79.55%	91.53%
Median List/Sell Ratio:	97.44%			98.25%	97.21%	97.66%	85.93%
Total Closed Units:	49			15	28	4	2
Total Closed Volume:	5,469,492			1.16M	2.97M	875.10K	459.25K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2015

Inventory as of May 14, 2015



### Market Summary

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



**Absorption:** Last 12 months, an Average of 48 Sales/Month

**Active Inventory** as of April 30, 2015 = 460

	APRIL			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	54	49	-9.26%	181	170	-6.08%
Pending Sales	62	60	-3.23%	209	208	-0.48%
New Listings	146	109	-25.34%	557	451	-19.03%
Median List Price	96,450	94,500	-2.02%	90,900	99,900	9.90%
Median Sale Price	92,250	95,000	2.98%	89,500	97,500	8.94%
Median Percent of List Price to Selling Price	96.27%	97.44%	1.21%	97.28%	96.73%	-0.57%
Median Days on Market to Sale	44.50	55.00	23.60%	52.00	55.50	6.73%
Monthly Inventory	439	460	4.78%	439	460	4.78%
Months Supply of Inventory	10.31	9.60	-6.88%	10.31	9.60	-6.88%

