



January 2014

Area Delimited by County Of Muskogee

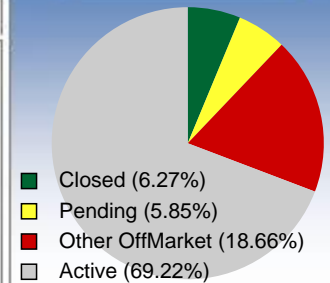


Absorption: Last 12 months, an Average of **44** Sales/Month

Active Inventory as of January 31, 2014 = **497**

	JANUARY		
	2013	2014	+/- %
Closed Listings	33	45	36.36%
Pending Listings	46	42	-8.70%
New Listings	51	174	241.18%
Average List Price	100,253	100,196	-0.06%
Average Sale Price	93,159	97,605	4.77%
Average Percent of List Price to Selling Price	91.18%	106.22%	16.50%
Average Days on Market to Sale	6.82	71.89	954.37%
End of Month Inventory	144	497	245.14%
Months Supply of Inventory	3.30	11.43	245.80%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 14, 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 January 2014 rose **245.14%** to 497 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 **11.43** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.77%** in January 2014 to \$97,605 versus the previous year at \$93,159.

Average Days on Market Lengthens

The average number of **71.89** days that homes spent on the market before selling increased by 65.07 days or **954.37%** in January 2014 compared to last year's same month at **6.82** DOM.

Sales Success for January 2014 is Positive

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

There were 174 New Listings in January 2014, up **241.18%** from last year at 51. Furthermore, there were 45 Closed Listings this month versus last year at 33, a **36.36%** increase.

Closed versus Listed trends yielded a **25.9%** ratio, down from last year's January 2014 at **64.7%**, a **60.03%** 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.

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

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January 2014

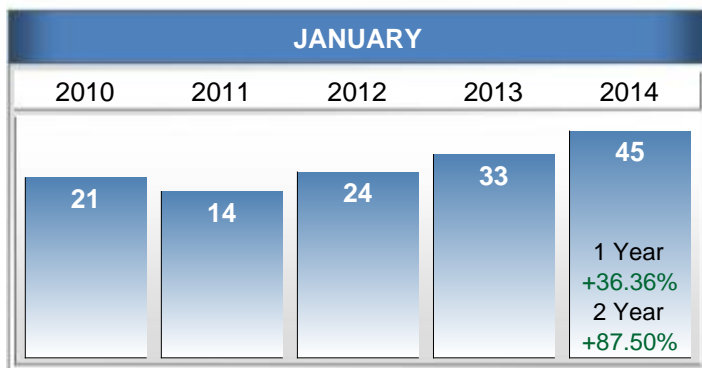
Closed Sales as of Feb 14, 2014



Closed Listings

Report Produced on: Feb 14, 2014

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	6.67%	53.0	2	0	1	0
\$10,001 - \$40,000	7	15.56%	78.3	3	4	0	0
\$40,001 - \$60,000	6	13.33%	68.0	2	3	1	0
\$60,001 - \$110,000	13	28.89%	76.6	1	12	0	0
\$110,001 - \$140,000	5	11.11%	69.4	1	2	2	0
\$140,001 - \$180,000	6	13.33%	47.3	1	5	0	0
\$180,001 and up	5	11.11%	98.6	0	1	4	0
Total Closed Units:	45		71.9	10	27	8	0.00B
Total Closed Volume:	4,392,210			545.50K	2.48M	1.37M	0.00B
Average Closed Price:	\$97,605			\$54,550	\$91,771	\$171,113	\$0



Monthly Inventory Analysis

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January 2014

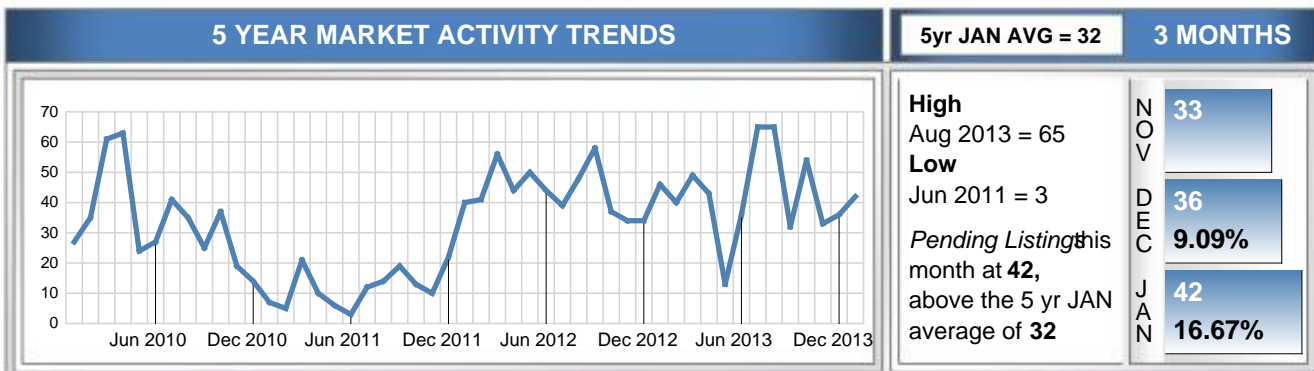
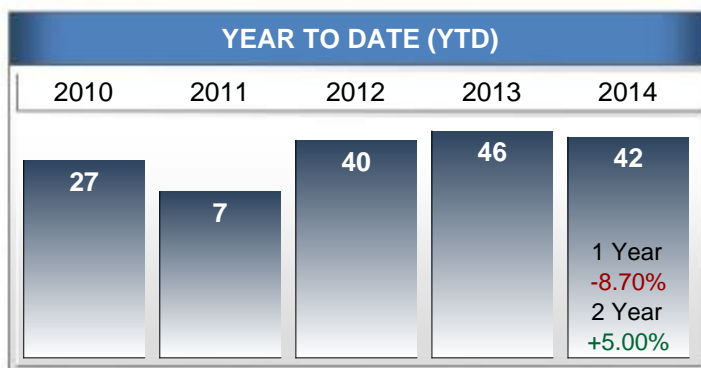
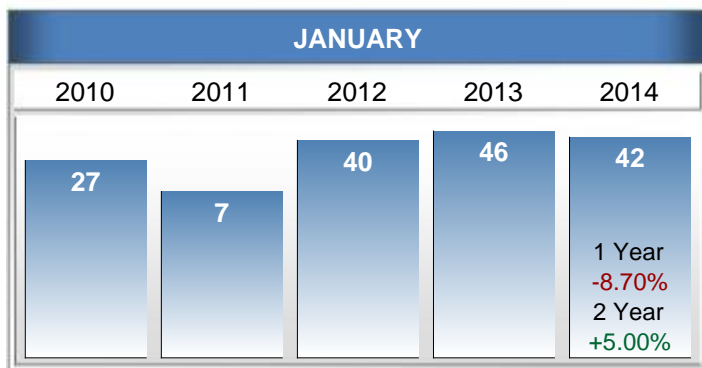
Pending Listings as of Feb 14, 2014



Pending Listings

Report Produced on: Feb 14, 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	1	2.38%	5.0	1	0	0	0
\$10,001 - \$20,000	6	14.29%	47.2	4	1	1	0
\$20,001 - \$70,000	8	19.05%	22.6	3	4	1	0
\$70,001 - \$110,000	11	26.19%	101.7	1	7	2	1
\$110,001 - \$120,000	4	9.52%	62.8	0	4	0	0
\$120,001 - \$200,000	7	16.67%	80.7	1	4	2	0
\$200,001 and up	5	11.90%	56.0	2	2	1	0
Total Pending Units: 42				30.5			
Total Pending Volume: 4,145,899				864.50K 2.31M 868.30K 99.90K			
Average Listing Price: \$61,067				\$72,042 \$105,145 \$124,043 \$99,900			



Monthly Inventory Analysis

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January 2014

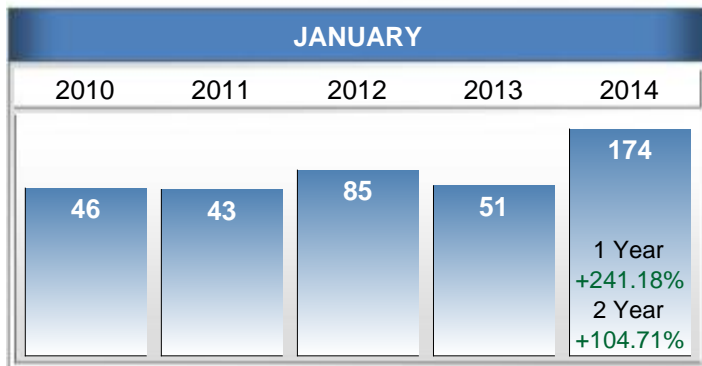
New Listings as of Feb 14, 2014



New Listings

Report Produced on: Feb 14, 2014

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	17	9.77%	17	0	0	0
\$10,001 - \$30,000	20	11.49%	13	6	1	0
\$30,001 - \$50,000	19	10.92%	11	5	3	0
\$50,001 - \$110,000	52	29.89%	11	36	4	1
\$110,001 - \$130,000	19	10.92%	5	13	1	0
\$130,001 - \$180,000	25	14.37%	4	14	5	2
\$180,001 and up	22	12.64%	3	11	5	3
Total New Listed Units:	174		64	85	19	6
Total New Listed Volume:	18,874,989		4.53M	9.99M	2.69M	1.67M
Average New Listed Listing Price:	\$87,500		\$70,776	\$117,531	\$141,437	\$277,983



Monthly Inventory Analysis

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January 2014

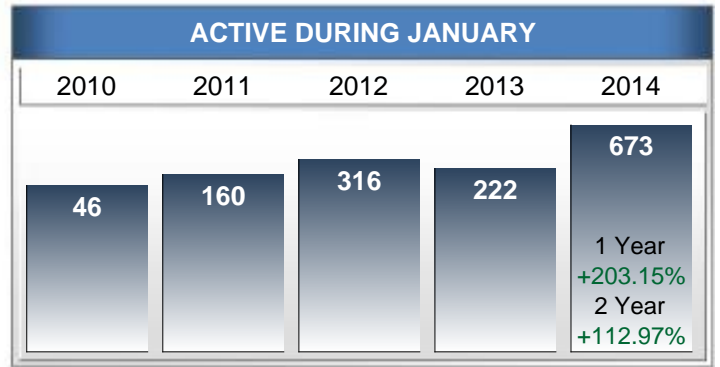
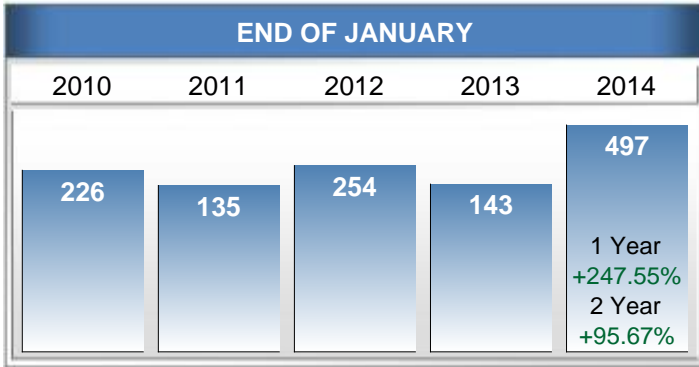
Active Inventory as of Feb 14, 2014



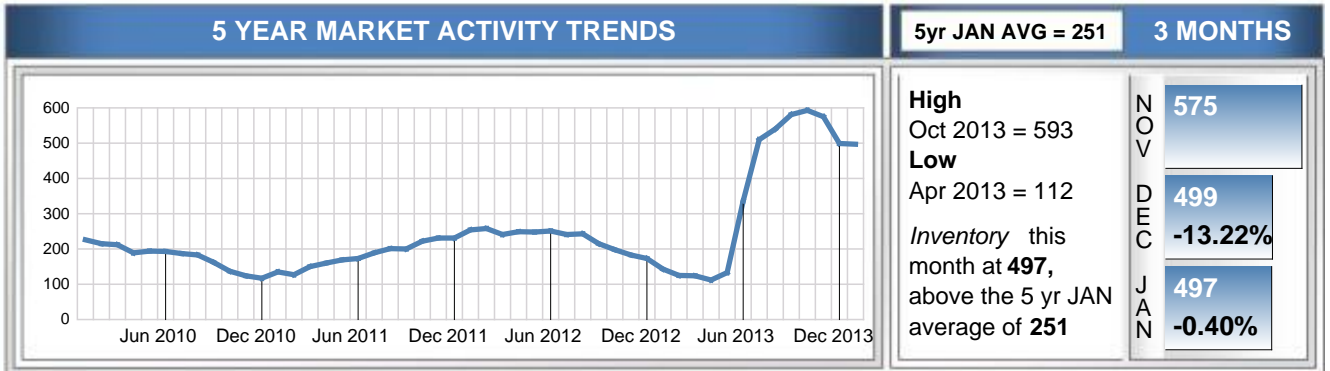
Active Inventory

Report Produced on: Feb 14, 2014

Area Delimited by County Of Muskogee



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	50	10.06%	71.3	40	9	1	0
\$20,001 \$30,000	34	6.84%	63.2	23	7	3	1
\$30,001 \$60,000	93	18.71%	74.6	54	28	10	1
\$60,001 \$120,000	129	25.96%	74.9	30	89	9	1
\$120,001 \$160,000	69	13.88%	69.2	18	41	8	2
\$160,001 \$270,000	70	14.08%	77.8	13	40	16	1
\$270,001 and up	52	10.46%	85.9	27	8	11	6
Total Active Inventory by Units:		497	74.5	205	222	58	12
Total Active Inventory by Volume:		68,680,033		29.24M	26.07M	10.10M	3.27M
Average Active Inventory Listing Price:		\$138,189		\$142,620	\$117,419	\$174,208	\$272,658

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2014

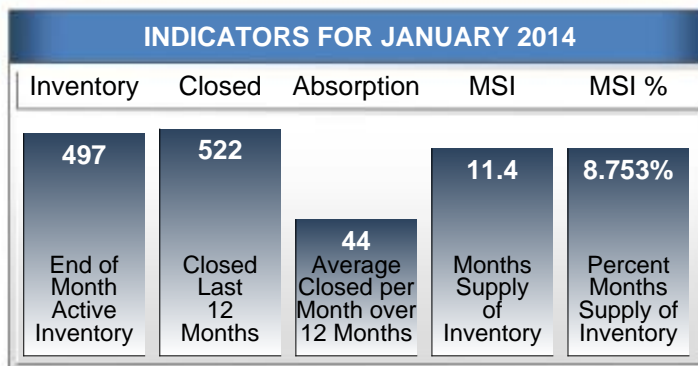
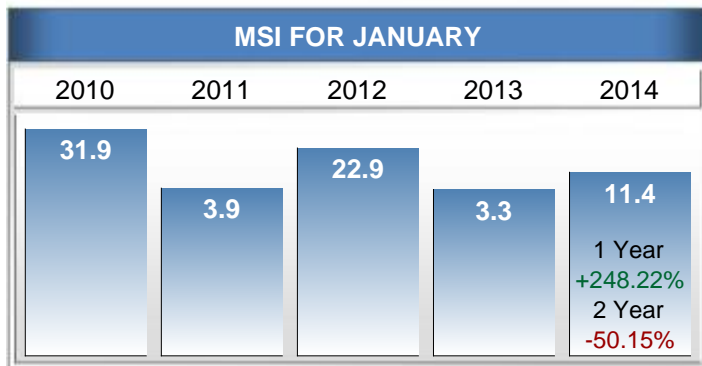
Active Inventory as of Feb 14, 2014



Months Supply of Inventory

Report Produced on: Feb 14, 2014

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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+
\$20,000 and less	50	10.06%	7.7	10.2	5.1	1.7	0.0
\$20,001 \$30,000	34	6.84%	11.0	13.1	6.0	18.0	0.0
\$30,001 \$60,000	93	18.71%	12.8	19.6	7.1	20.0	12.0
\$60,001 \$120,000	129	25.96%	9.7	18.9	8.5	7.7	12.0
\$120,001 \$160,000	69	13.88%	10.5	19.6	9.1	6.9	0.0
\$160,001 \$270,000	70	14.08%	13.5	52.0	15.0	7.4	12.0
\$270,001 and up	52	10.46%	31.2	162.0	32.0	9.4	72.0
MSI:			11.4	18.1	9.0	8.4	20.6
Total Active Inventory:			497	205	222	58	12



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2014

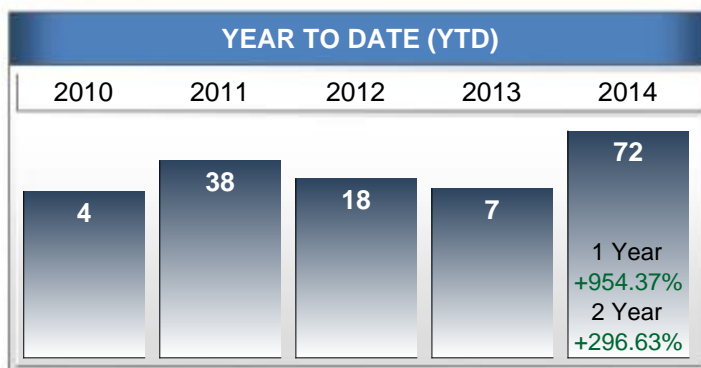
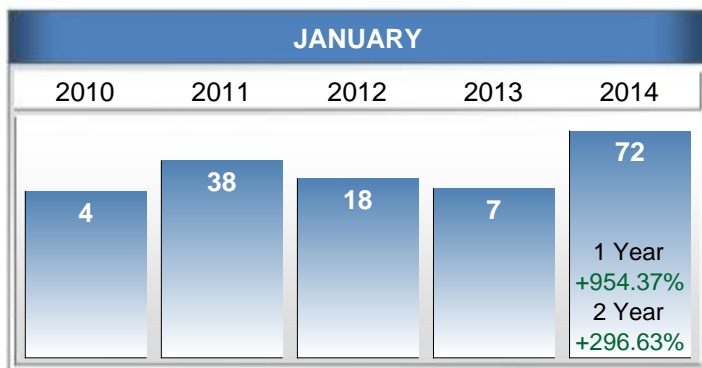
Closed Sales as of Feb 14, 2014



Average Days on Market to Sale

Report Produced on: Feb 14, 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+
\$10,000 and less	3	6.67%	53.0	40.0	0.0	79.0	0.0
\$10,001 - \$40,000	7	15.56%	78.3	81.0	76.3	0.0	0.0
\$40,001 - \$60,000	6	13.33%	68.0	41.0	57.7	153.0	0.0
\$60,001 - \$110,000	13	28.89%	76.6	69.0	77.3	0.0	0.0
\$110,001 - \$140,000	5	11.11%	69.4	9.0	70.0	99.0	0.0
\$140,001 - \$180,000	6	13.33%	47.3	5.0	55.8	0.0	0.0
\$180,001 and up	5	11.11%	98.6	0.0	136.0	89.3	0.0
Average Closed DOM: 71.9				48.8	72.6	98.4	0.0
Total Closed Units: 45				10	27	8	
Total Closed Volume: 4,392,210				545.50K	2.48M	1.37M	0.00B



Monthly Inventory Analysis

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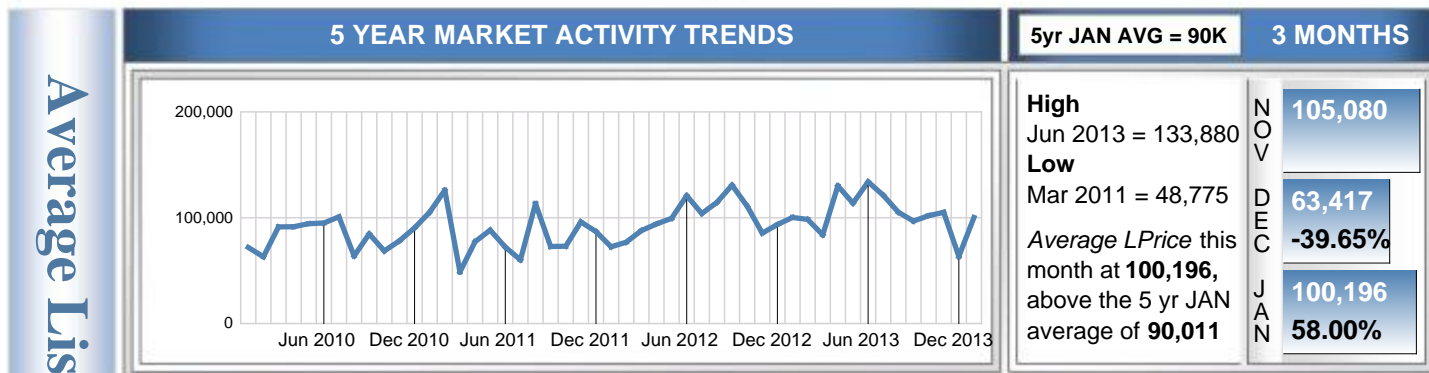
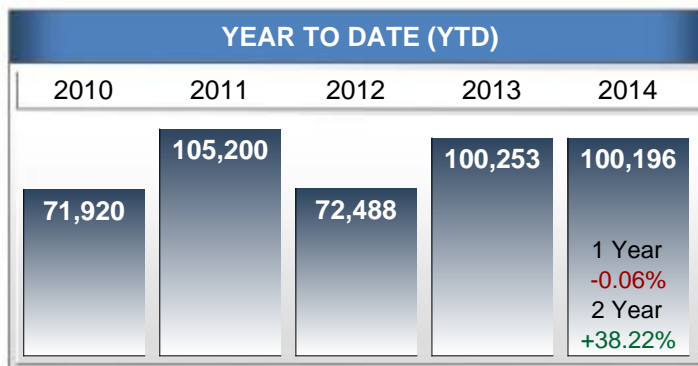
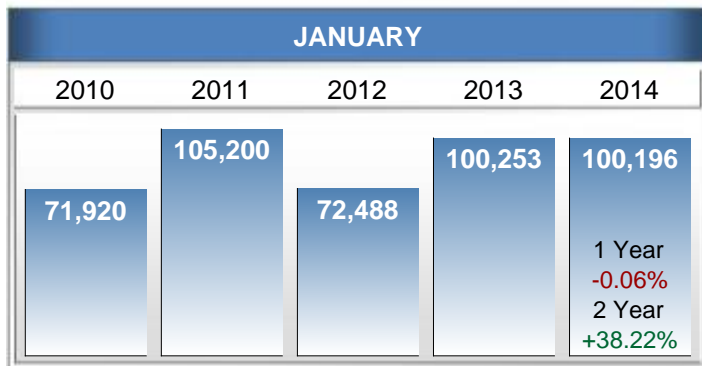
Closed Sales as of Feb 14, 2014



Average List Price at Closing

Report Produced on: Feb 14, 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+
\$10,000 and less	3	6.67%	9,800	10,700	0	9,500	0
\$10,001 - \$40,000	8	17.78%	24,100	21,500	29,200	0	0
\$40,001 - \$60,000	6	13.33%	48,767	51,000	46,900	49,900	0
\$60,001 - \$110,000	12	26.67%	89,900	109,000	81,650	0	0
\$110,001 - \$140,000	5	11.11%	133,920	125,000	133,450	139,900	0
\$140,001 - \$180,000	6	13.33%	156,817	169,000	153,960	0	0
\$180,001 and up	5	11.11%	260,940	0	240,000	266,175	0
Average List Price:	\$100,196			\$59,090	\$93,111	\$175,488	\$0
Total Closed Units:	45			10	27	8	
Total List Volume:	4,508,800			590.90K	2.51M	1.40M	0.00B



Monthly Inventory Analysis

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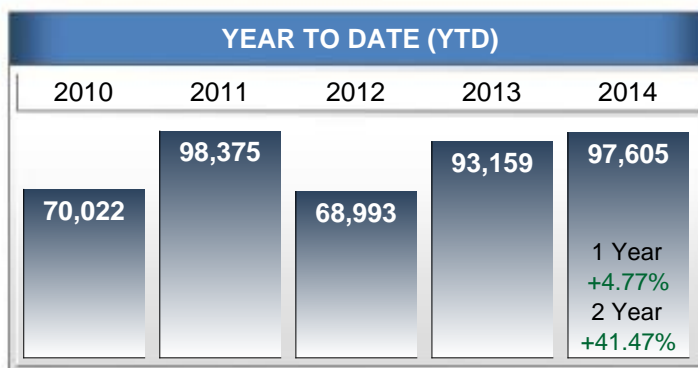
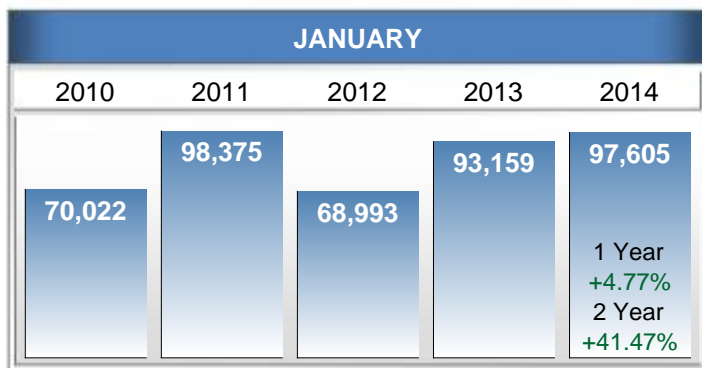
Closed Sales as of Feb 14, 2014



Average Sold Price at Closing

Report Produced on: Feb 14, 2014

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+
\$10,000 and less	3		6.67%	8,000	7,500	0	9,000	0
\$10,001 \$40,000	7		15.56%	22,629	15,333	28,100	0	0
\$40,001 \$60,000	6		13.33%	46,002	45,250	46,503	46,000	0
\$60,001 \$110,000	13		28.89%	84,531	109,000	82,492	0	0
\$110,001 \$140,000	5		11.11%	130,200	125,000	130,500	132,500	0
\$140,001 \$180,000	6		13.33%	154,167	160,000	153,000	0	0
\$180,001 and up	5		11.11%	251,780	0	210,000	262,225	0
Average Closed Price:		\$97,605			\$54,550	\$91,771	\$171,113	\$0
Total Closed Units:		45			10	27	8	
Total Closed Volume:		4,392,210			545.50K	2.48M	1.37M	0.00B



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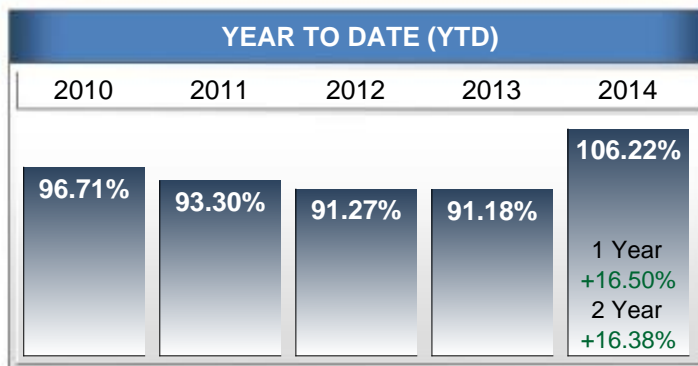
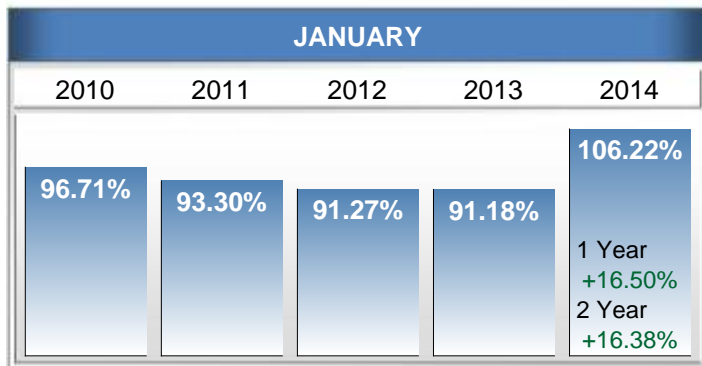
Closed Sales as of Feb 14, 2014



Average Percent of List Price to Selling Price

Report Produced on: Feb 14, 2014

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$10,000 and less	3	6.67%	78.34%	70.14%	0.00%	94.74%	0.00%
\$10,001 \$40,000	7	15.56%	85.73%	71.41%	96.47%	0.00%	0.00%
\$40,001 \$60,000	6	13.33%	94.66%	88.94%	99.30%	92.18%	0.00%
\$60,001 \$110,000	13	28.89%	139.99%	100.00%	143.33%	0.00%	0.00%
\$110,001 \$140,000	5	11.11%	96.99%	100.00%	97.76%	94.71%	0.00%
\$140,001 \$180,000	6	13.33%	98.69%	94.67%	99.49%	0.00%	0.00%
\$180,001 and up	5	11.11%	95.97%	0.00%	87.50%	98.08%	0.00%
Average List/Sell Ratio: 106.20%				82.71%	117.93%	96.08%	0.00%
Total Closed Units: 45				10	27	8	
Total Closed Volume: 4,392,210				545.50K	2.48M	1.37M	0.00B



Monthly Inventory Analysis

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Inventory as of Feb 14, 2014



Market Summary

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

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	JANUARY			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
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Pending Sales	46	42	-8.70%	46	42	-8.70%
New Listings	51	174	241.18%	51	174	241.18%
Average List Price	100,253	100,196	-0.06%	100,253	100,196	-0.06%
Average Sale Price	93,159	97,605	4.77%	93,159	97,605	4.77%
Average Percent of List Price to Selling Price	91.18%	106.22%	16.50%	91.18%	106.22%	16.50%
Average Days on Market to Sale	6.82	71.89	954.37%	6.82	71.89	954.37%
Monthly Inventory	144	497	245.14%	144	497	245.14%
Months Supply of Inventory	3.30	11.43	245.80%	3.30	11.43	245.80%

