



July 2014

Area Delimited by County Of Muskogee

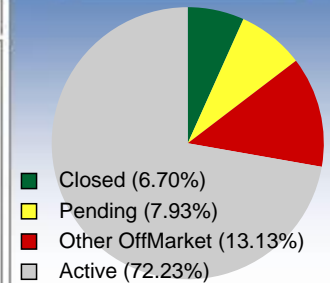


Absorption: Last 12 months, an Average of **47** Sales/Month

Active Inventory as of July 31, 2014 = **528**

	JULY		
	2013	2014	+/- %
Closed Listings	49	49	0.00%
Pending Listings	65	58	-10.77%
New Listings	267	145	-45.69%
Average List Price	121,205	103,674	-14.46%
Average Sale Price	116,219	99,642	-14.26%
Average Percent of List Price to Selling Price	95.49%	92.50%	-3.13%
Average Days on Market to Sale	24.84	60.61	144.04%
End of Month Inventory	511	528	3.33%
Months Supply of Inventory	12.22	11.35	-7.04%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 15, 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 July 2014 rose **3.33%** to 528 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 **11.35** 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 **14.26%** in July 2014 to \$99,642 versus the previous year at \$116,219.

Average Days on Market Lengthens

The average number of **60.61** days that homes spent on the market before selling increased by 35.78 days or **144.04%** in July 2014 compared to last year's same month at **24.84** DOM.

Sales Success for July 2014 is Positive

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

There were 145 New Listings in July 2014, down **45.69%** from last year at 267. Furthermore, there were 49 Closed Listings this month versus last year at 49, a **0.00%** decrease.

Closed versus Listed trends yielded a **33.8%** ratio, up from last year's July 2014 at **18.4%**, a **84.14%** upswing. 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

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July 2014

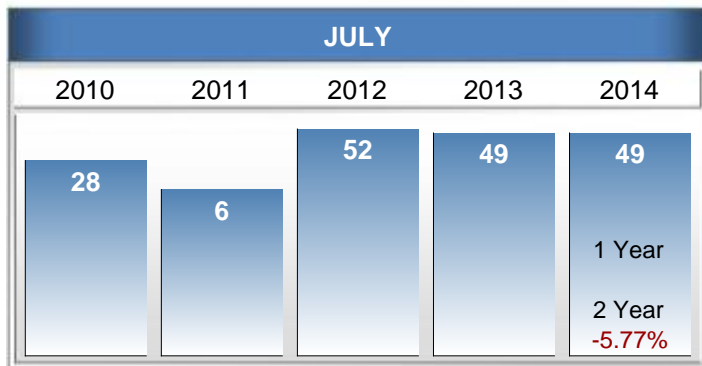
Closed Sales as of Aug 15, 2014



Closed Listings

Report Produced on: Aug 15, 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+
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$40,000	12	24.49%	68.6	10	2	0	0
\$40,001-\$70,000	6	12.24%	48.5	0	5	1	0
\$70,001-\$110,000	12	24.49%	73.7	1	10	0	1
\$110,001-\$150,000	7	14.29%	61.3	0	5	2	0
\$150,001-\$210,000	7	14.29%	40.3	1	3	3	0
\$210,001 and up	5	10.20%	52.2	1	1	3	0
Total Closed Units:	49		60.6	13	26	9	1
Total Closed Volume:	4,882,460			647.66K	2.60M	1.54M	92.00K
Average Closed Price:	\$99,642			\$49,820	\$100,048	\$171,283	\$92,000



Monthly Inventory Analysis

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July 2014

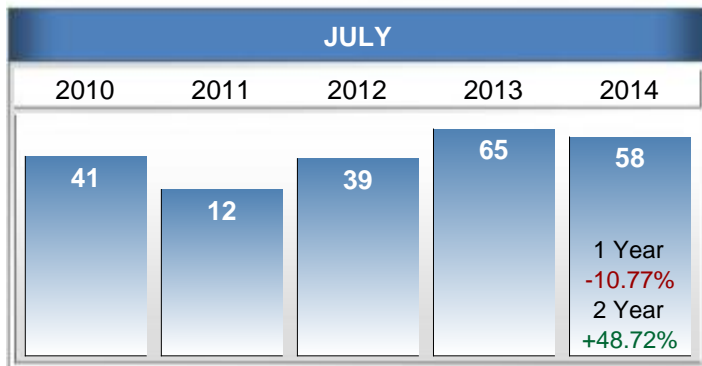
Pending Listings as of Aug 15, 2014



Pending Listings

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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	4	6.90%	27.8	3	1	0	0
\$10,001 - \$20,000	5	8.62%	38.6	3	1	1	0
\$20,001 - \$40,000	8	13.79%	90.1	4	2	2	0
\$40,001 - \$90,000	15	25.86%	68.9	0	14	1	0
\$90,001 - \$120,000	10	17.24%	59.4	1	7	2	0
\$120,001 - \$230,000	10	17.24%	76.5	0	7	3	0
\$230,001 and up	6	10.34%	86.0	0	2	2	2
Total Pending Units:	58		53.6	11	34	11	2
Total Pending Volume:	5,553,300			299.09K	3.33M	1.32M	604.50K
Average Listing Price:	\$74,456			\$27,190	\$98,071	\$119,573	\$302,250



Monthly Inventory Analysis

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July 2014

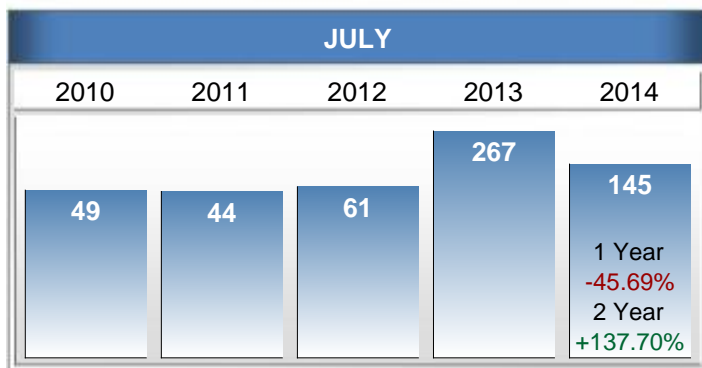
New Listings as of Aug 15, 2014



New Listings

Report Produced on: Aug 15, 2014

Area Delimited by County Of Muskogee



New Listings
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5yr JUL AVG = 113	3 MONTHS
High Jul 2013 = 267	MAY 100
Low Nov 2010 = 20	JUN 156
<i>New Listings</i> this month at 145 , above the 5 yr JUL average of 113	JUL 145
	56.00%
	-7.05%

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-\$30,000	29	20.00%	26	3	0	0
\$30,001-\$60,000	23	15.86%	16	7	0	0
\$60,001-\$90,000	27	18.62%	6	19	1	1
\$90,001-\$150,000	33	22.76%	7	22	4	0
\$150,001-\$250,000	18	12.41%	2	14	2	0
\$250,001 and up	15	10.34%	3	6	3	3
Total New Listed Units:	145		60	71	10	4
Total New Listed Volume:	17,603,445		4.50M	9.53M	2.28M	1.30M
Average New Listed Listing Price:	\$87,450		\$74,998	\$134,242	\$227,507	\$324,325



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2014

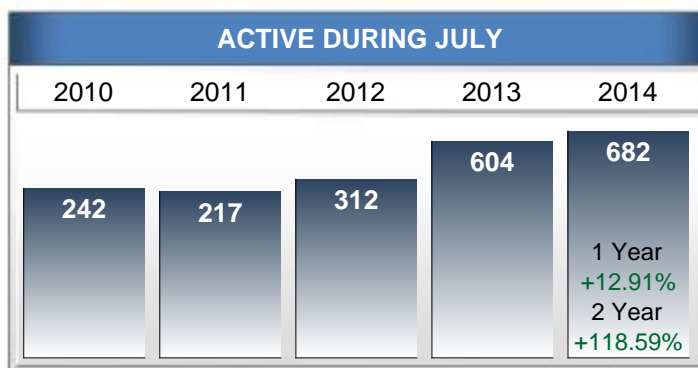
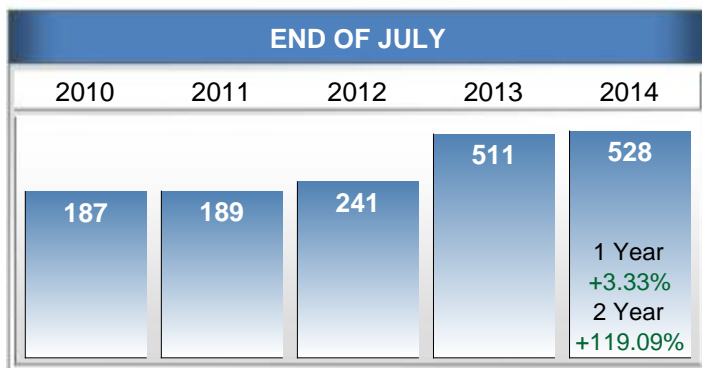
Active Inventory as of Aug 15, 2014



Active Inventory

Report Produced on: Aug 15, 2014

Area Delimited by County Of Muskogee



Active Inventory

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5yr JUL AVG = 331 **3 MONTHS**

High
Oct 2013 = 596

Low
Apr 2013 = 112

Inventory this month at **528**, above the 5 yr JUL average of **331**

MAY	524
JUN	537
JUL	528
2.48%	
JUL	-1.68%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	52	9.85%	72.3	48	4	0	0
\$20,001 \$30,000	32	6.06%	81.0	25	5	2	0
\$30,001 \$60,000	106	20.08%	77.0	59	43	4	0
\$60,001 \$110,000	138	26.14%	67.0	30	92	14	2
\$110,001 \$160,000	79	14.96%	80.5	18	49	12	0
\$160,001 \$280,000	66	12.50%	74.7	12	32	17	5
\$280,001 and up	55	10.42%	88.5	29	11	11	4
Total Active Inventory by Units:		528	75.6	221	236	60	11
Total Active Inventory by Volume:		76,194,644		34.31M	27.36M	11.74M	2.78M
Average Active Inventory Listing Price:		\$144,308		\$155,257	\$115,926	\$195,698	\$252,936



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2014

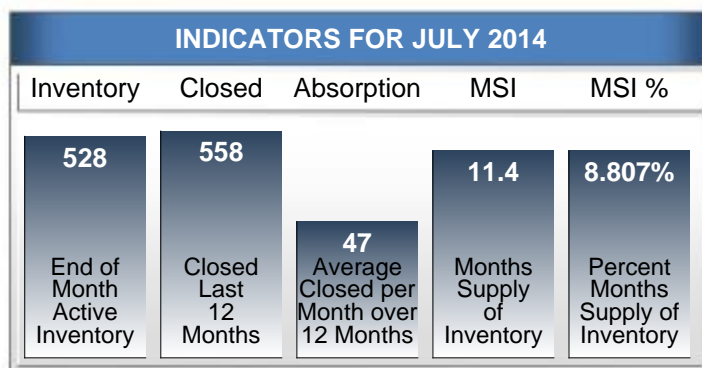
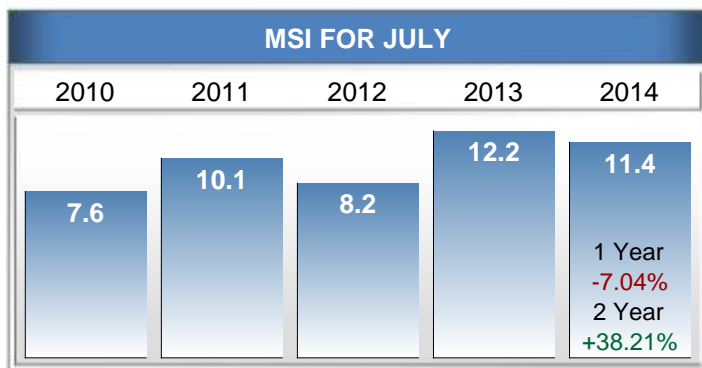
Active Inventory as of Aug 15, 2014



Months Supply of Inventory

Report Produced on: Aug 15, 2014

Area Delimited by County Of Muskogee



Months Supply
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5yr JUL AVG = 9.9	3 MONTHS
High Jan 2010 = 31.9 Low Apr 2013 = 2.5 <i>Months Supply</i> this month at 11.4 , above the 5 yr JUL average of 9.9	M A Y 12.0 J U N -3.58% J U L -1.68%

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	52		9.85%	7.4	12.8	2.1	0.0	0.0
\$20,001 \$30,000	32		6.06%	10.4	16.7	4.0	8.0	0.0
\$30,001 \$60,000	106		20.08%	14.3	25.3	11.0	3.7	0.0
\$60,001 \$110,000	138		26.14%	10.7	21.2	8.8	15.3	12.0
\$110,001 \$160,000	79		14.96%	9.1	24.0	7.6	8.5	0.0
\$160,001 \$280,000	66		12.50%	10.4	18.0	13.2	5.2	0.0
\$280,001 and up	55		10.42%	50.8	174.0	44.0	16.5	0.0
MSI:		11.4			20.9	8.9	6.9	16.5
Total Active Inventory:		528			221	236	60	11



Monthly Inventory Analysis

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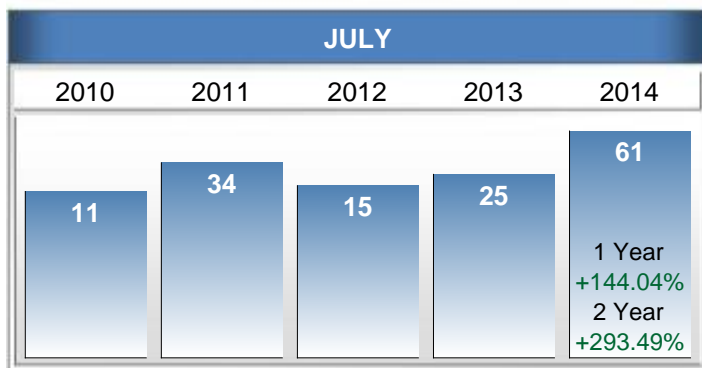
Closed Sales as of Aug 15, 2014



Average Days on Market to Sale

Report Produced on: Aug 15, 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+
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$40,000	12	24.49%	68.6	67.8	72.5	0.0	0.0
\$40,001-\$70,000	6	12.24%	48.5	0.0	50.0	41.0	0.0
\$70,001-\$110,000	12	24.49%	73.7	152.0	72.6	0.0	6.0
\$110,001-\$150,000	7	14.29%	61.3	0.0	64.6	53.0	0.0
\$150,001-\$210,000	7	14.29%	40.3	5.0	8.3	84.0	0.0
\$210,001 and up	5	10.20%	52.2	60.0	37.0	54.7	0.0
Average Closed DOM: 60.6				68.8	57.9	62.6	6.0
Total Closed Units: 49				13	26	9	1
Total Closed Volume: 4,882,460				647.66K	2.60M	1.54M	92.00K



Monthly Inventory Analysis

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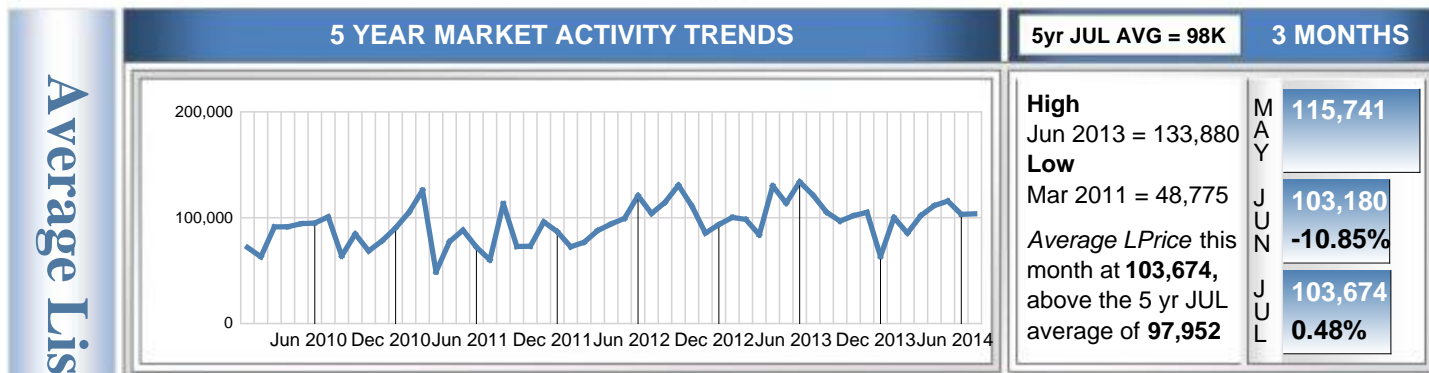
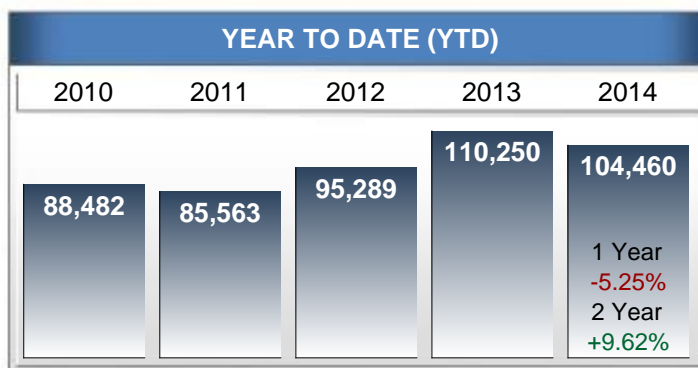
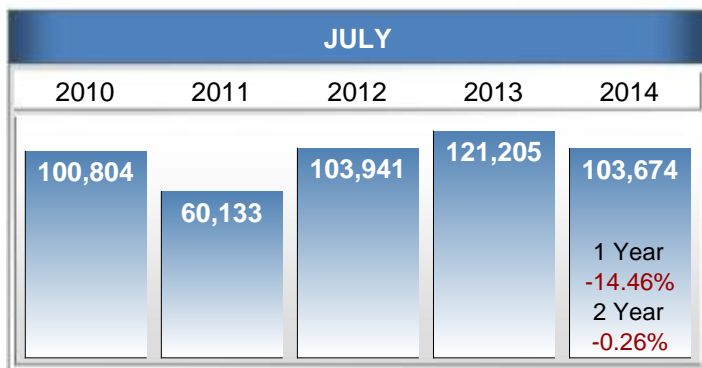
Closed Sales as of Aug 15, 2014



Average List Price at Closing

Report Produced on: Aug 15, 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+
\$0 and less	0		0.00%	0	0	0	0	0
\$1-\$40,000	11		22.45%	13,990	18,440	8,745	0	0
\$40,001-\$70,000	6		12.24%	51,150	0	58,380	42,000	0
\$70,001-\$110,000	13		26.53%	88,542	77,000	90,905	0	90,000
\$110,001-\$150,000	6		12.24%	132,950	0	136,760	134,450	0
\$150,001-\$210,000	8		16.33%	175,075	189,900	163,967	187,933	0
\$210,001 and up	5		10.20%	253,980	245,000	299,500	241,800	0
Average List Price:	\$103,674				\$53,562	\$103,602	\$177,789	\$90,000
Total Closed Units:	49				13	26	9	1
Total List Volume:	5,080,040				696.30K	2.69M	1.60M	90.00K



Monthly Inventory Analysis

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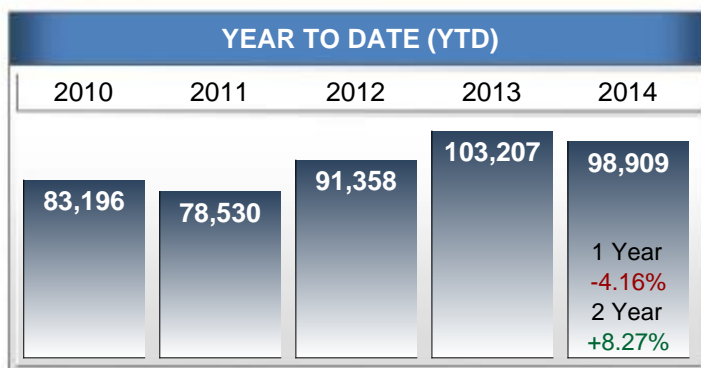
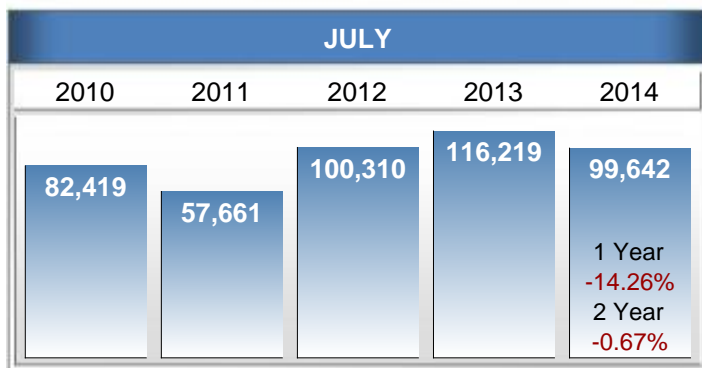
Closed Sales as of Aug 15, 2014



Average Sold Price at Closing

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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+
\$0 and less	0		0.00%	0	0	0	0	0
\$1 \$40,000	12		24.49%	12,867	14,070	6,850	0	0
\$40,001 \$70,000	6		12.24%	53,667	0	55,900	42,500	0
\$70,001 \$110,000	12		24.49%	87,429	77,000	88,015	0	92,000
\$110,001 \$150,000	7		14.29%	132,414	0	132,980	131,000	0
\$150,001 \$210,000	7		14.29%	172,436	185,000	161,000	179,683	0
\$210,001 and up	5		10.20%	244,592	244,960	280,000	232,667	0
Average Closed Price:	\$99,642				\$49,820	\$100,048	\$171,283	\$92,000
Total Closed Units:	49				13	26	9	1
Total Closed Volume:	4,882,460				647.66K	2.60M	1.54M	92.00K



Monthly Inventory Analysis

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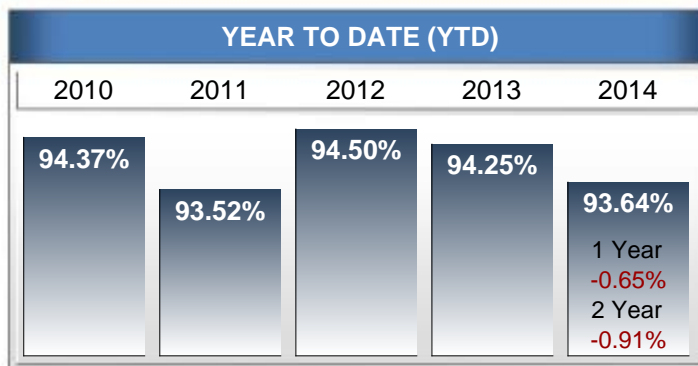
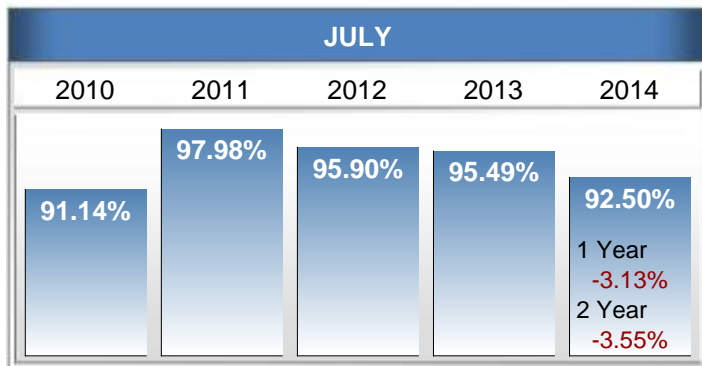
Closed Sales as of Aug 15, 2014



Average Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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 \$40,000	12	24.49%	78.34%	77.74%	81.36%	0.00%	0.00%
\$40,001 \$70,000	6	12.24%	96.59%	0.00%	95.67%	101.19%	0.00%
\$70,001 \$110,000	12	24.49%	97.65%	100.00%	96.96%	0.00%	102.22%
\$110,001 \$150,000	7	14.29%	97.19%	0.00%	97.21%	97.12%	0.00%
\$150,001 \$210,000	7	14.29%	96.92%	97.42%	98.19%	95.48%	0.00%
\$210,001 and up	5	10.20%	96.47%	99.98%	93.49%	96.29%	0.00%
Average List/Sell Ratio: 92.50%				82.68%	95.57%	96.75%	102.22%
Total Closed Units: 49				13	26	9	1
Total Closed Volume: 4,882,460				647.66K	2.60M	1.54M	92.00K

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Monthly Inventory Analysis

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July 2014

Inventory as of Aug 15, 2014



Market Summary

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

Active Inventory as of July 31, 2014 = 528

	JULY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	49	49	0.00%	287	335	16.72%
Pending Sales	65	58	-10.77%	291	372	27.84%
New Listings	267	145	-45.69%	763	959	25.69%
Average List Price	121,205	103,674	-14.46%	110,250	104,460	-5.25%
Average Sale Price	116,219	99,642	-14.26%	103,207	98,909	-4.16%
Average Percent of List Price to Selling Price	95.49%	92.50%	-3.13%	94.25%	93.64%	-0.65%
Average Days on Market to Sale	24.84	60.61	144.04%	12.80	61.34	379.15%
Monthly Inventory	511	528	3.33%	511	528	3.33%
Months Supply of Inventory	12.22	11.35	-7.04%	12.22	11.35	-7.04%

