



May 2015

Area Delimited by County Of Muskogee

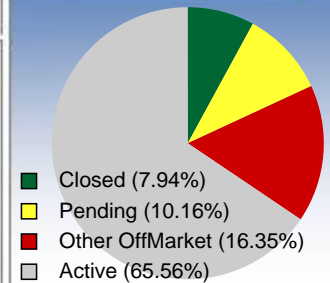


Absorption: Last 12 months, an Average of **47** Sales/Month

Active Inventory as of May 31, 2015 = **413**

	MAY		
	2014	2015	+/- %
Closed Listings	59	50	-15.25%
Pending Listings	51	64	25.49%
New Listings	100	122	22.00%
Average List Price	115,741	130,732	12.95%
Average Sale Price	110,357	124,192	-1.97%
Average Percent of List Price to Selling Price	95.90%	94.01%	-1.97%
Average Days on Market to Sale	53.42	61.40	14.93%
End of Month Inventory	440	413	-6.14%
Months Supply of Inventory	10.10	8.76	-13.27%

Market Activity



Report Produced on: Jun 22, 2015

Monthly Inventory Analysis

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 May 2015 decreased **6.14%** to 413 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 **8.76** 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 **12.54%** in May 2015 to \$124,192 versus the previous year at \$110,357.

Average Days on Market Lengthens

The average number of **61.40** days that homes spent on the market before selling increased by 7.98 days or **14.93%** in May 2015 compared to last year's same month at **53.42** DOM.

Sales Success for May 2015 is Positive

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

There were 122 New Listings in May 2015, up **22.00%** from last year at 100. Furthermore, there were 50 Closed Listings this month versus last year at 59, a **-15.25%** decrease.

Closed versus Listed trends yielded a **41.0%** ratio, down from last year's May 2015 at **59.0%**, a **30.54%** downswing. This will certainly create pressure on a decreasing 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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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

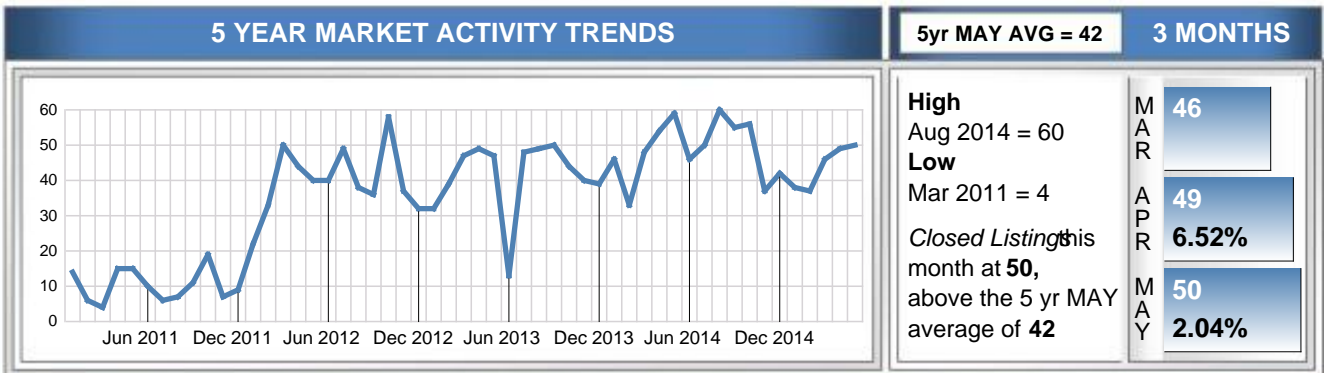
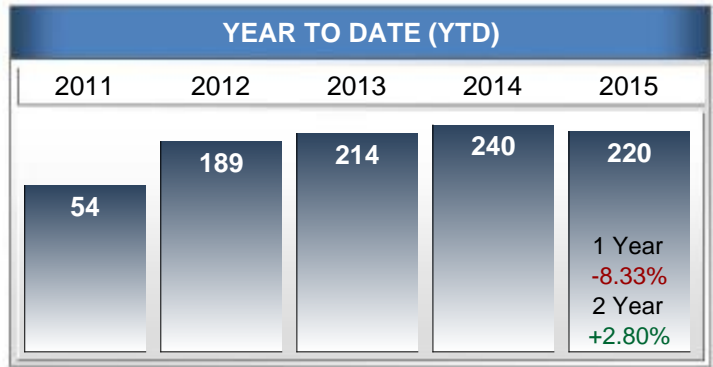
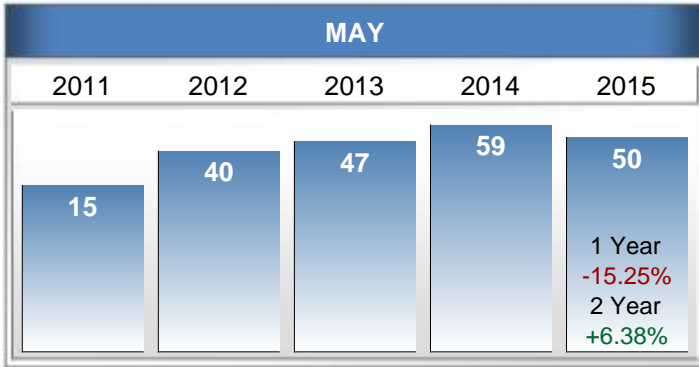
Closed Sales as of Jun 21, 2015



Closed Listings

Report Produced on: Jun 22, 2015

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+
\$30,000 and less	5	10.00%	75.0	2	3	0	0
\$30,001 \$50,000	6	12.00%	79.8	5	1	0	0
\$50,001 \$70,000	6	12.00%	48.2	2	4	0	0
\$70,001 \$130,000	13	26.00%	53.8	1	10	1	1
\$130,001 \$160,000	8	16.00%	54.6	1	6	1	0
\$160,001 \$210,000	6	12.00%	73.7	0	4	2	0
\$210,001 and up	6	12.00%	58.2	0	2	3	1
Total Closed Units: 50				61.4			
Total Closed Volume: 6,209,579				598.50K 3.42M 1.88M 305.00K			
Average Closed Price: \$124,192				\$54,409 \$114,133 \$268,871 \$152,500			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

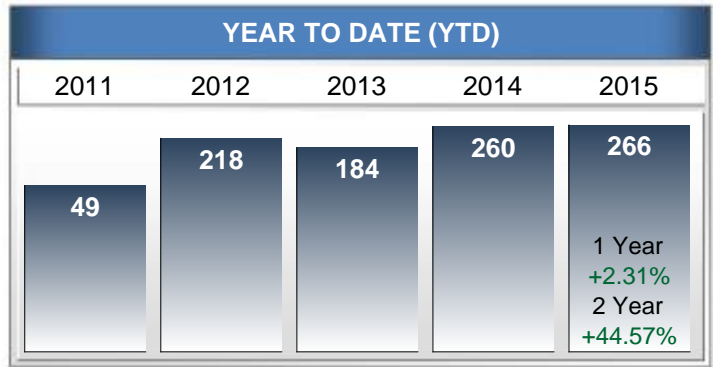
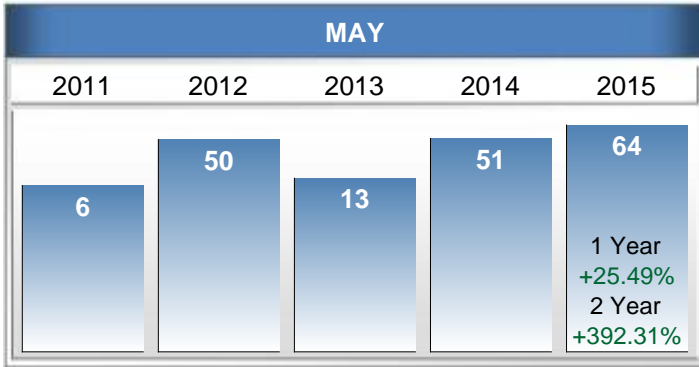
Pending Listings as of Jun 21, 2015



Pending Listings

Report Produced on: Jun 22, 2015

Area Delimited by County Of Muskogee



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	5	7.81%	20.4	2	1	2	0	
\$20,001 \$40,000	7	10.94%	64.7	5	2	0	0	
\$40,001 \$60,000	6	9.38%	77.5	0	6	0	0	
\$60,001 \$110,000	21	32.81%	61.9	3	17	1	0	
\$110,001 \$150,000	9	14.06%	55.8	0	7	2	0	
\$150,001 \$220,000	9	14.06%	53.2	2	5	2	0	
\$220,001 and up	7	10.94%	53.4	0	4	2	1	
Total Pending Units: 64				65.8	12	42	9	1
Total Pending Volume: 6,807,700					750.90K	4.59M	1.24M	230.00K
Average Listing Price: \$96,717					\$62,575	\$109,245	\$137,611	\$230,000

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

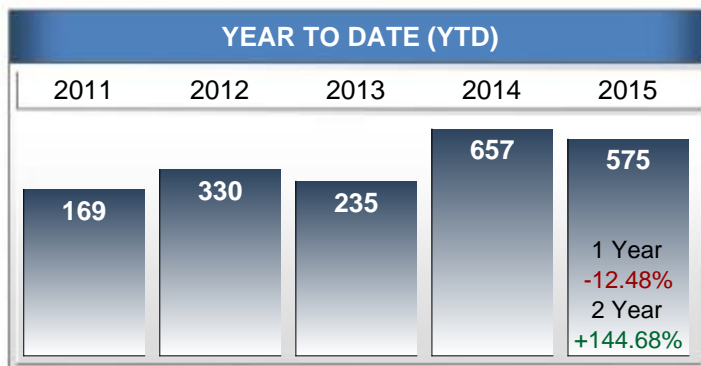
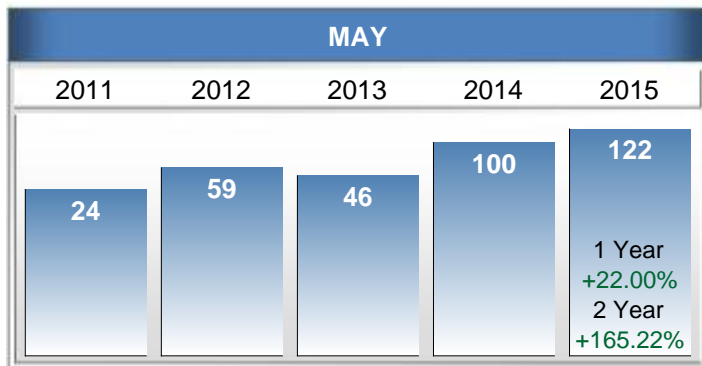
New Listings as of Jun 21, 2015



New Listings

Report Produced on: Jun 22, 2015

Area Delimited by County Of Muskogee



New Listings
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5yr MAY AVG = 70 **3 MONTHS**

High
Jul 2013 = 263

Low
Feb 2011 = 22

New Listings this month at **122**, above the 5 yr MAY average of **70**

M A R	103
A P R	109
M A Y	122
5.83%	
11.93%	

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	8	6.56%	6	1	1	0
\$20,001 \$50,000	19	15.57%	14	5	0	0
\$50,001 \$70,000	19	15.57%	9	9	0	1
\$70,001 \$130,000	29	23.77%	5	22	2	0
\$130,001 \$180,000	19	15.57%	2	13	3	1
\$180,001 \$290,000	16	13.11%	2	5	9	0
\$290,001 and up	12	9.84%	5	3	4	0
Total New Listed Units:			43	58	19	2
Total New Listed Volume:			4.20M	7.25M	5.40M	220.00K
Average New Listed Listing Price:			\$97,587	\$125,071	\$284,011	\$110,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

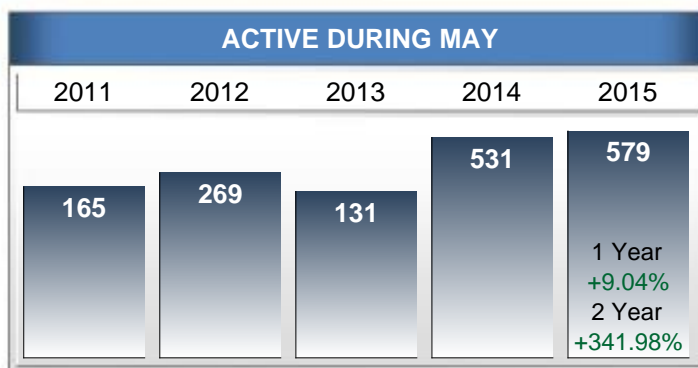
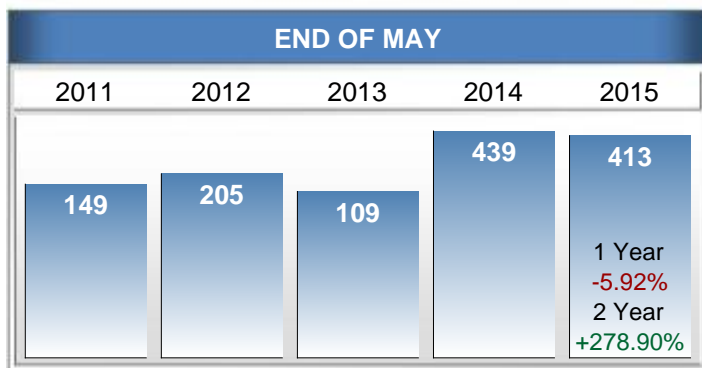
Active Inventory as of Jun 21, 2015



Active Inventory

Report Produced on: Jun 22, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr MAY AVG = 263 **3 MONTHS**

High
Oct 2013 = 497

Low
Apr 2013 = 94

Inventory this month at 413, above the 5 yr MAY average of 263

MAR	453
APR	458
MAY	413
1.10%	
-9.83%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$25,000	60	14.53%	93.1	52	7	1	0	
\$25,001-\$50,000	56	13.56%	87.2	38	16	1	1	
\$50,001-\$125,000	125	30.27%	72.1	43	72	9	1	
\$125,001-\$175,000	59	14.29%	81.3	11	36	11	1	
\$175,001-\$350,000	72	17.43%	70.1	13	32	27	0	
\$350,001 and up	41	9.93%	86.3	22	8	10	1	
Total Active Inventory by Units:			413	79.6	179	171	59	4
Total Active Inventory by Volume:			68,473,663		29.28M	23.77M	14.38M	1.05M
Average Active Inventory Listing Price:			\$165,796		\$163,568	\$138,984	\$243,709	\$262,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

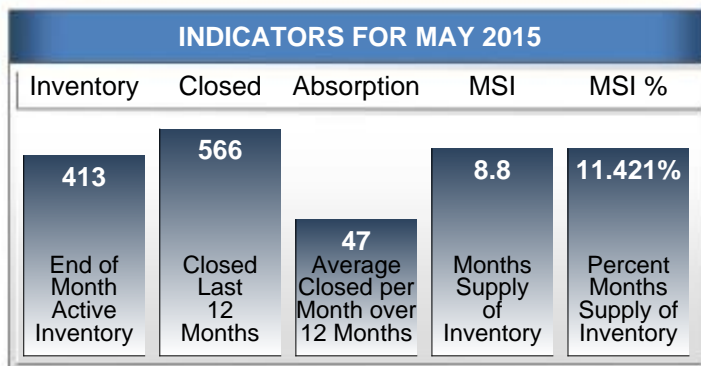
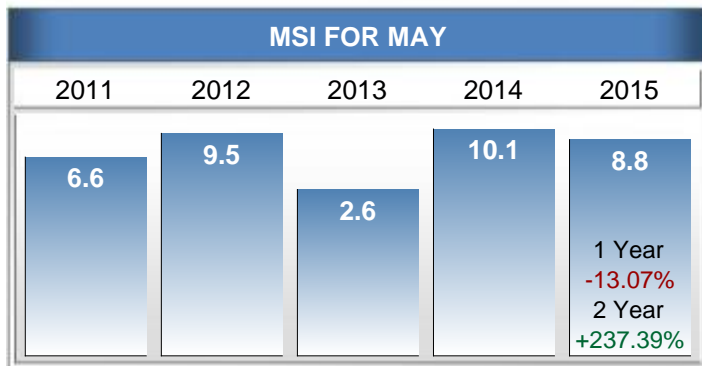
Active Inventory as of Jun 21, 2015



Months Supply of Inventory

Report Produced on: Jun 22, 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	4.60%	12.7	16.6	0.0	6.0	0.0	
\$10,001 \$30,000	52	12.59%	7.2	12.9	3.0	0.0	0.0	
\$30,001 \$60,000	66	15.98%	9.3	16.4	5.5	2.4	0.0	
\$60,001 \$130,000	112	27.12%	6.0	11.6	4.8	8.0	4.0	
\$130,001 \$190,000	65	15.74%	8.7	14.7	9.2	5.0	12.0	
\$190,001 \$350,000	58	14.04%	14.2	26.0	15.0	14.3	0.0	
\$350,001 and up	41	9.93%	35.1	33.0	0.0	40.0	4.0	
MSI:	8.8			15.6	6.2	8.6	3.2	
Total Active Inventory:	413			179	171	59	4	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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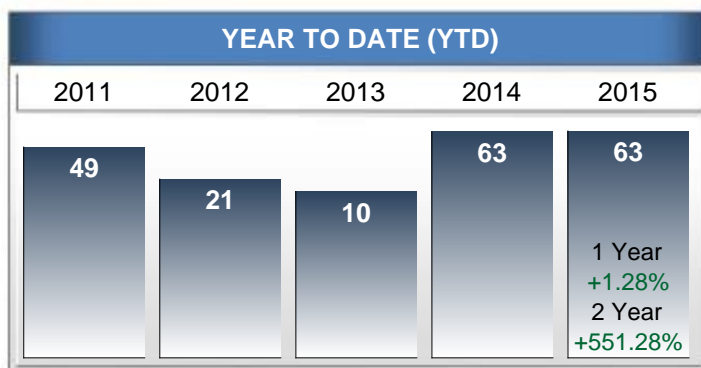
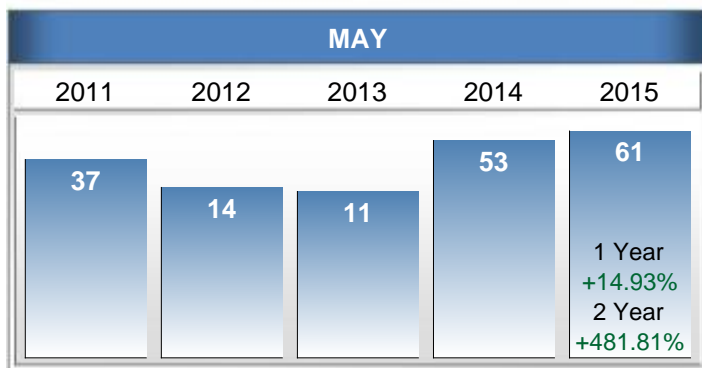
Closed Sales as of Jun 21, 2015



Average Days on Market to Sale

Report Produced on: Jun 22, 2015

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+
\$30,000 and less	5	10.00%	75.0	75.5	74.7	0.0	0.0
\$30,001 \$50,000	6	12.00%	79.8	87.4	42.0	0.0	0.0
\$50,001 \$70,000	6	12.00%	48.2	61.0	41.8	0.0	0.0
\$70,001 \$130,000	13	26.00%	53.8	109.0	48.6	4.0	100.0
\$130,001 \$160,000	8	16.00%	54.6	32.0	60.8	40.0	0.0
\$160,001 \$210,000	6	12.00%	73.7	0.0	74.3	72.5	0.0
\$210,001 and up	6	12.00%	58.2	0.0	43.0	54.0	101.0
Average Closed DOM: 61.4				77.4	55.6	50.1	100.5
Total Closed Units: 50				11	30	7	2
Total Closed Volume: 6,209,579				598.50K	3.42M	1.88M	305.00K



Monthly Inventory Analysis

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May 2015

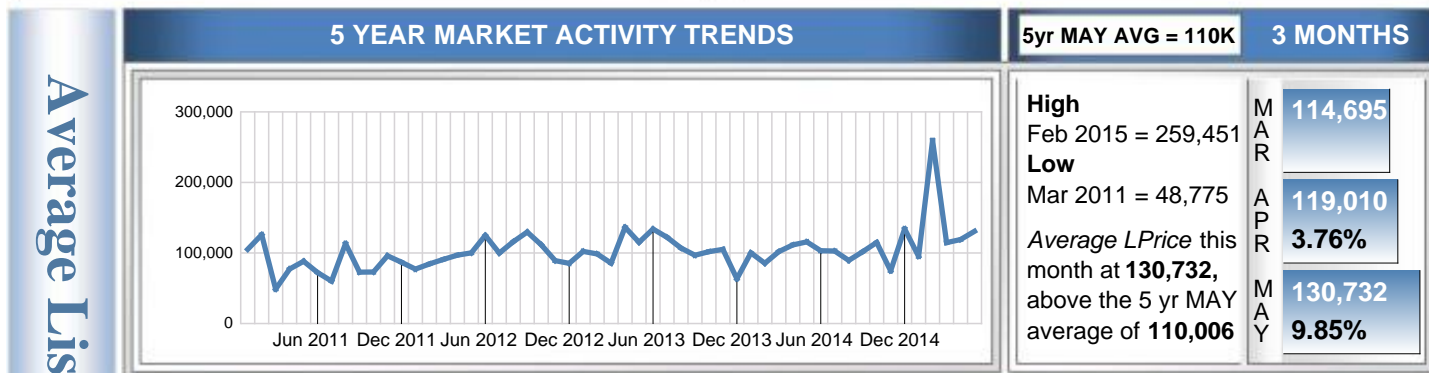
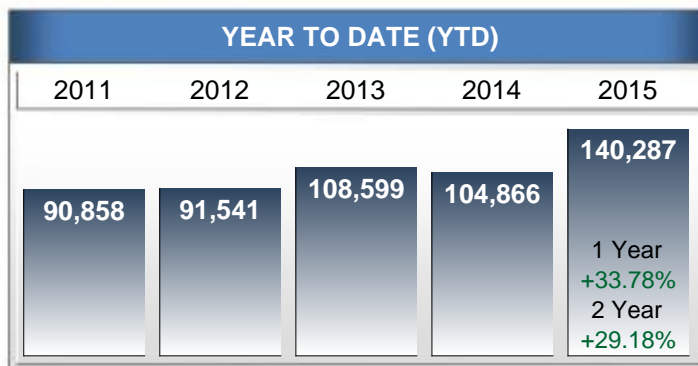
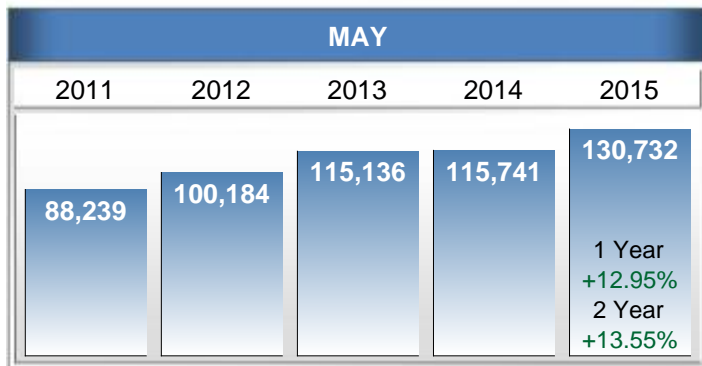
Closed Sales as of Jun 21, 2015



Average List Price at Closing

Report Produced on: Jun 22, 2015

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+
\$30,000 and less	4		8.00%	28,725	27,500	30,800	0	0
\$30,001 \$50,000	7		14.00%	39,371	42,280	31,700	0	0
\$50,001 \$70,000	4		8.00%	66,075	74,700	72,925	0	0
\$70,001 \$130,000	14		28.00%	100,857	70,000	110,520	105,000	89,000
\$130,001 \$160,000	8		16.00%	144,550	164,900	144,233	157,000	0
\$160,001 \$210,000	6		12.00%	177,267	0	177,200	202,400	0
\$210,001 and up	7		14.00%	321,400	0	245,000	438,300	230,000
Average List Price:		\$130,732			\$59,155	\$119,507	\$283,100	\$159,500
Total Closed Units:		50			11	30	7	2
Total List Volume:		6,536,600			650.70K	3.59M	1.98M	319.00K



Monthly Inventory Analysis

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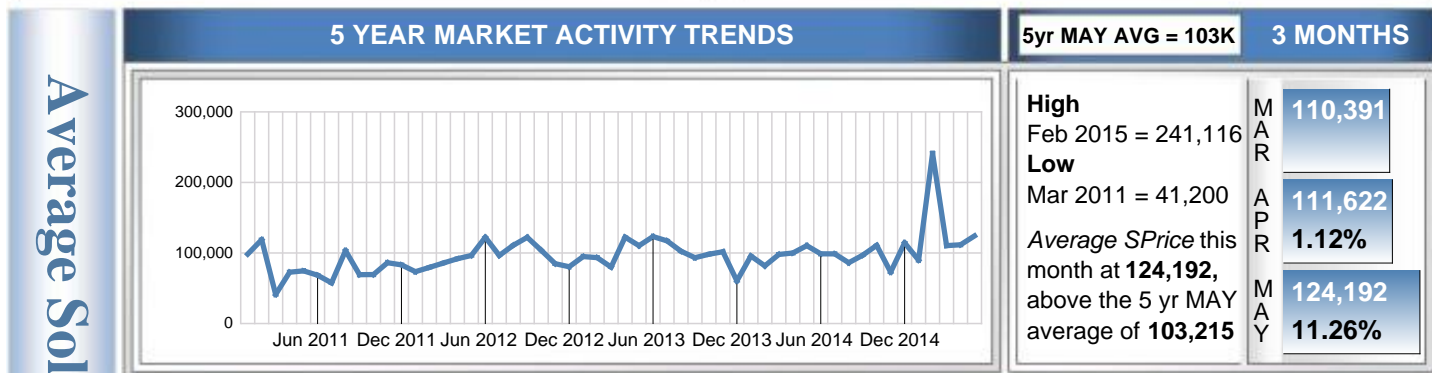
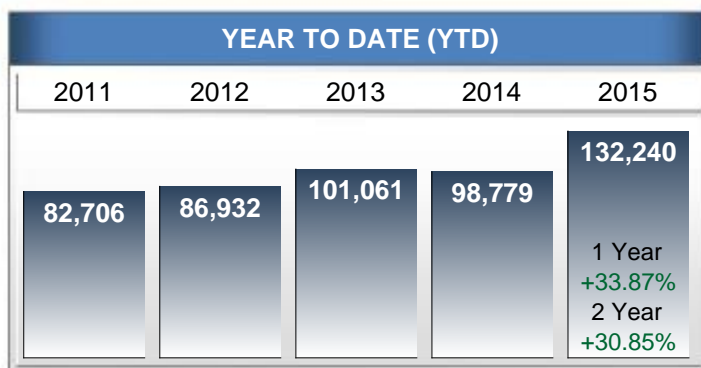
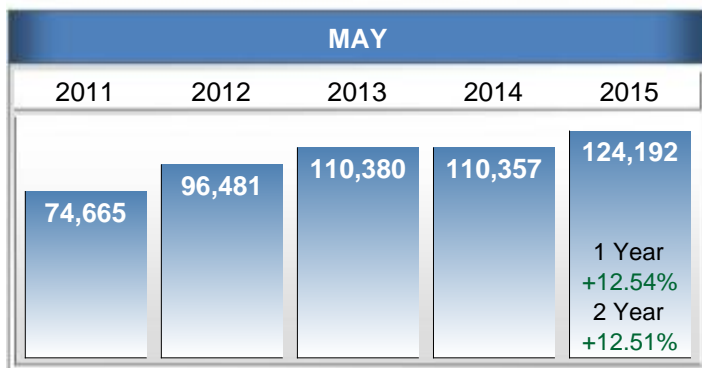
Closed Sales as of Jun 21, 2015



Average Sold Price at Closing

Report Produced on: Jun 22, 2015

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+
\$30,000 and less	5	10.00%	25,780	24,250	26,800	0	0
\$30,001 \$50,000	6	12.00%	37,583	38,600	32,500	0	0
\$50,001 \$70,000	6	12.00%	64,363	66,500	63,295	0	0
\$70,001 \$130,000	13	26.00%	100,115	74,000	104,750	105,000	75,000
\$130,001 \$160,000	8	16.00%	145,125	150,000	142,500	156,000	0
\$160,001 \$210,000	6	12.00%	180,233	0	172,850	195,000	0
\$210,001 and up	6	12.00%	320,850	0	232,000	410,367	230,000
Average Closed Price: \$124,192				\$54,409	\$114,133	\$268,871	\$152,500
Total Closed Units: 50				11	30	7	2
Total Closed Volume: 6,209,579				598.50K	3.42M	1.88M	305.00K



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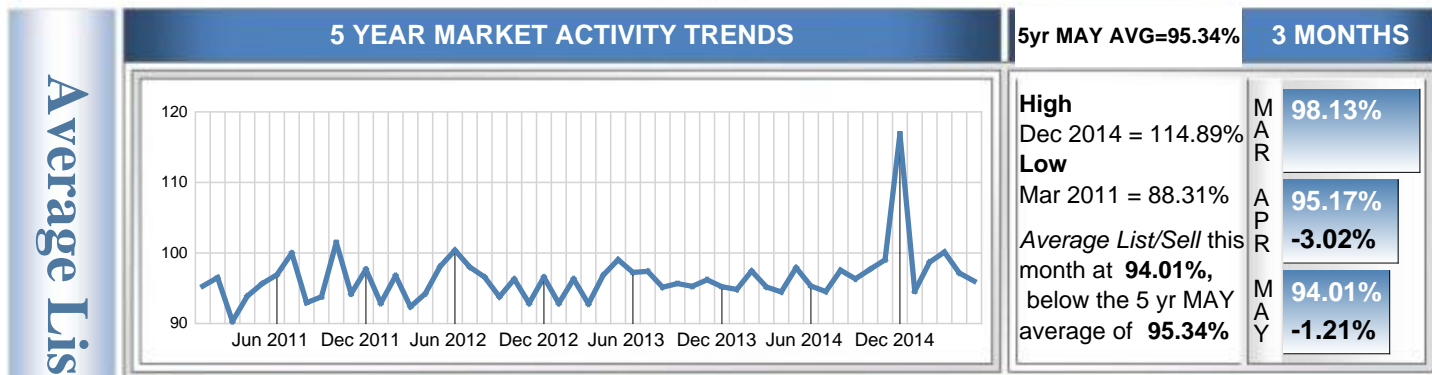
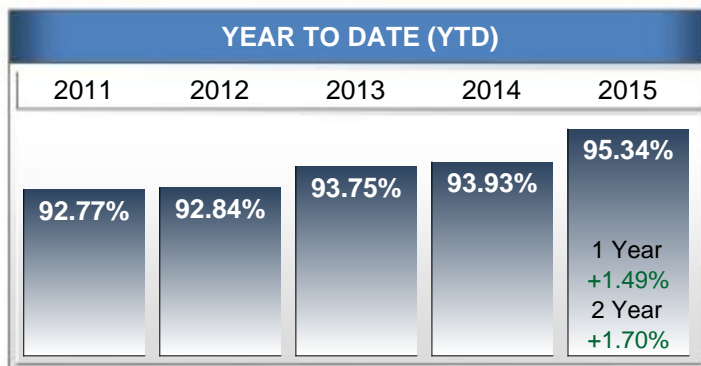
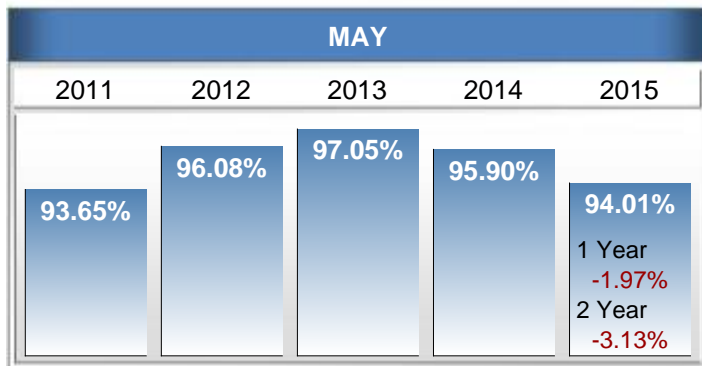
Closed Sales as of Jun 21, 2015



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+
\$30,000 and less	5	10.00%	87.42%	88.17%	86.92%	0.00%	0.00%
\$30,001 \$50,000	6	12.00%	93.04%	91.15%	102.52%	0.00%	0.00%
\$50,001 \$70,000	6	12.00%	88.12%	89.22%	87.56%	0.00%	0.00%
\$70,001 \$130,000	13	26.00%	95.01%	105.71%	94.52%	100.00%	84.27%
\$130,001 \$160,000	8	16.00%	97.87%	90.96%	98.78%	99.36%	0.00%
\$160,001 \$210,000	6	12.00%	97.08%	0.00%	97.50%	96.25%	0.00%
\$210,001 and up	6	12.00%	96.01%	0.00%	95.27%	95.16%	100.00%
Average List/Sell Ratio: 94.00%				91.56%	94.40%	96.77%	92.13%
Total Closed Units: 50				11	30	7	2
Total Closed Volume: 6,209,579				598.50K	3.42M	1.88M	305.00K

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Monthly Inventory Analysis

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May 2015

Inventory as of Jun 21, 2015



Market Summary

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

Active Inventory as of May 31, 2015 = 413

	MAY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	59	50	-15.25%	240	220	-8.33%
Pending Sales	51	64	25.49%	260	266	2.31%
New Listings	100	122	22.00%	657	575	-12.48%
Average List Price	115,741	130,732	12.95%	104,866	140,287	33.78%
Average Sale Price	110,357	124,192	12.54%	98,779	132,240	33.87%
Average Percent of List Price to Selling Price	95.90%	94.01%	-1.97%	93.93%	95.34%	1.49%
Average Days on Market to Sale	53.42	61.40	14.93%	62.65	63.45	1.28%
Monthly Inventory	440	413	-6.14%	440	413	-6.14%
Months Supply of Inventory	10.10	8.76	-13.27%	10.10	8.76	-13.27%

