



October 2013

Area Delimited by County Of Muskogee

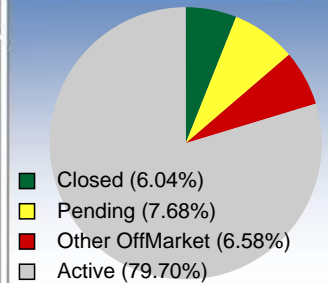


Absorption: Last 12 months, an Average of **42** Sales/Month

Active Inventory as of October 31, 2013 = **581**

	OCTOBER		
	2012	2013	+/- %
Closed Listings	64	44	-31.25%
Pending Listings	37	56	51.35%
New Listings	37	114	208.11%
Average List Price	110,911	101,918	-8.11%
Average Sale Price	103,800	98,250	-5.35%
Average Percent of List Price to Selling Price	94.62%	93.27%	-1.42%
Average Days on Market to Sale	16.03	46.18	188.07%
End of Month Inventory	200	581	190.50%
Months Supply of Inventory	5.25	13.83	163.41%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 13, 2013

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 October 2013 rose **190.50%** to 581 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **13.83** 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 **5.35%** in October 2013 to \$98,250 versus the previous year at \$103,800.

Average Days on Market Lengthens

The average number of **46.18** days that homes spent on the market before selling increased by 30.15 days or **188.07%** in October 2013 compared to last year's same month at **16.03** DOM.

Sales Success for October 2013 is Positive

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

There were 114 New Listings in October 2013, up **208.11%** from last year at 37. Furthermore, there were 44 Closed Listings this month versus last year at 64, a **-31.25%** decrease.

Closed versus Listed trends yielded a **38.6%** ratio, down from last year's October 2013 at **173.0%**, a **77.69%** 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?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

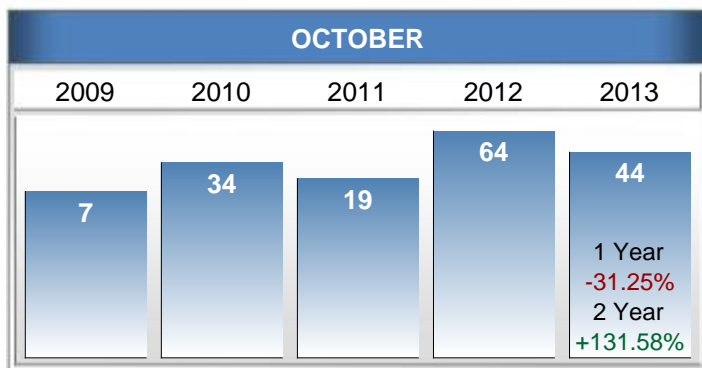
Closed Sales as of Nov 13, 2013



Closed Listings

Report Produced on: Nov 13, 2013

Area Delimited by County Of Muskogee



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	4	9.09%	103.0	2	1	0	1
\$10,001 - \$20,000	5	11.36%	16.0	1	3	1	0
\$20,001 - \$50,000	7	15.91%	49.1	2	5	0	0
\$50,001 - \$100,000	10	22.73%	34.3	2	8	0	0
\$100,001 - \$130,000	6	13.64%	45.0	0	6	0	0
\$130,001 - \$190,000	7	15.91%	44.7	0	5	2	0
\$190,001 and up	5	11.36%	54.0	0	1	4	0
Total Closed Units:	44		46.2	7	29	7	1
Total Closed Volume:	4,323,017			262.70K	2.58M	1.47M	5,000
Average Closed Price:	\$98,250			\$37,529	\$89,018	\$210,543	\$5,000

Closed Listings

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Monthly Inventory Analysis

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October 2013

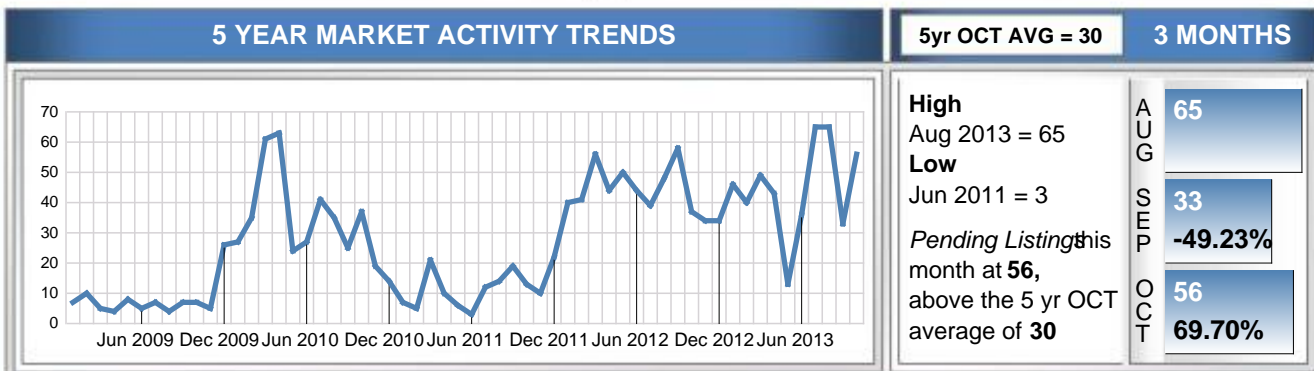
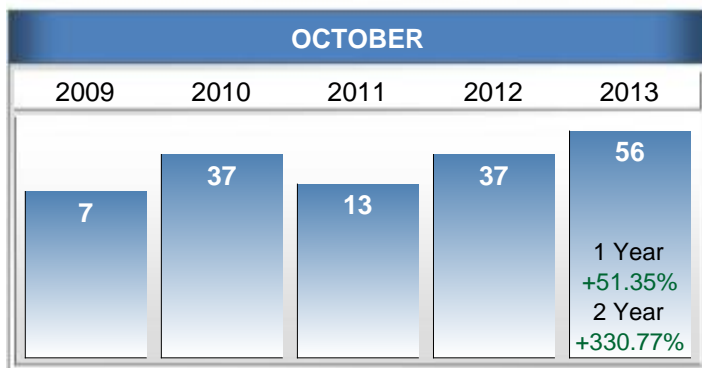
Pending Listings as of Nov 13, 2013



Pending Listings

Report Produced on: Nov 13, 2013

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+
\$10,000 and less	1	1.79%	55.0	1	0	0	0
\$10,001 \$30,000	12	21.43%	60.2	6	3	3	0
\$30,001 \$60,000	8	14.29%	27.5	2	6	0	0
\$60,001 \$90,000	12	21.43%	69.8	1	9	2	0
\$90,001 \$120,000	9	16.07%	52.4	3	5	1	0
\$120,001 \$180,000	8	14.29%	64.9	1	6	1	0
\$180,001 and up	6	10.71%	56.5	1	3	2	0
Total Pending Units: 56				62.9			
Total Pending Volume: 5,187,000				965.70K 3.25M 974.90K 0.00B			
Average Listing Price: \$97,336				\$64,380 \$101,450 \$108,322 \$0			

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

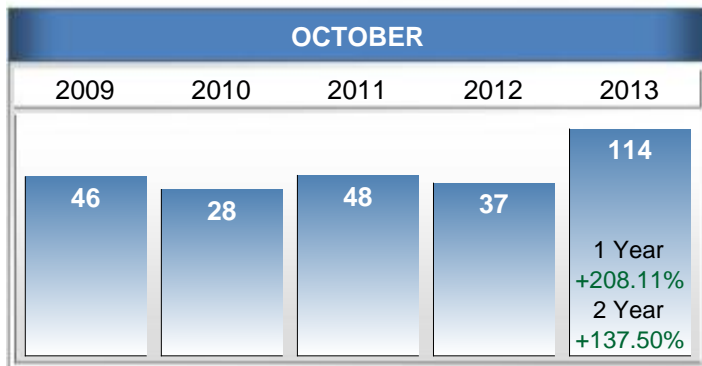
New Listings as of Nov 13, 2013



New Listings

Report Produced on: Nov 13, 2013

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	8	7.02%	6	1	1	0	
\$20,001 \$50,000	18	15.79%	11	6	1	0	
\$50,001 \$60,000	11	9.65%	4	5	2	0	
\$60,001 \$120,000	33	28.95%	14	18	1	0	
\$120,001 \$190,000	18	15.79%	3	11	4	0	
\$190,001 \$390,000	14	12.28%	2	5	6	1	
\$390,001 and up	12	10.53%	9	1	2	0	
Total New Listed Units:			114	49	47	17	1
Total New Listed Volume:			19,963,950	10.42M	5.79M	3.48M	275.00K
Average New Listed Listing Price:			\$112,500	\$212,569	\$123,269	\$204,671	\$275,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

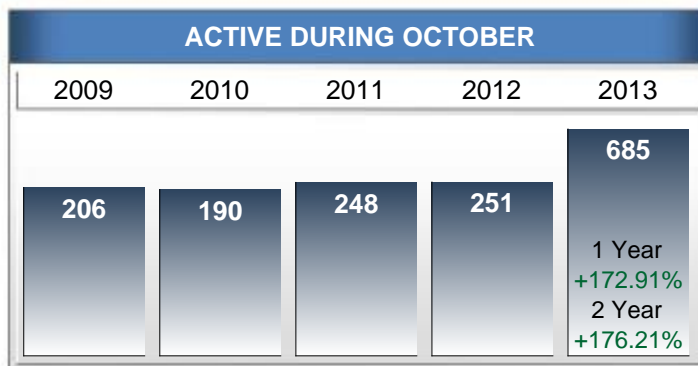
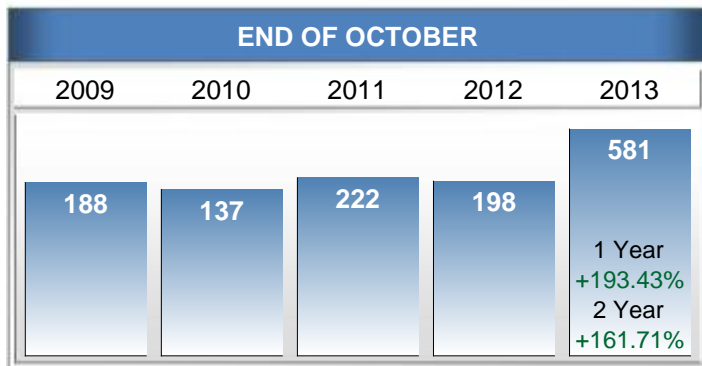
Active Inventory as of Nov 13, 2013



Active Inventory

Report Produced on: Nov 13, 2013

Area Delimited by County Of Muskogee



Active Inventory

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5yr OCT AVG = 265	3 MONTHS
High Oct 2013 = 581	AUG 533
Low Jan 2009 = 104	SEP 571
<i>Inventory</i> this month at 581 , above the 5 yr OCT average of 265	OCT 581
	7.13%
	1.75%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	29	4.99%	101.1	28	1	0	0
\$10,001 \$30,000	79	13.60%	86.6	56	11	12	0
\$30,001 \$60,000	102	17.56%	81.8	53	36	10	3
\$60,001 \$120,000	143	24.61%	80.2	37	93	13	0
\$120,001 \$180,000	97	16.70%	94.0	27	56	12	2
\$180,001 \$280,000	70	12.05%	83.1	14	31	22	3
\$280,001 and up	61	10.50%	79.9	27	12	17	5
Total Active Inventory by Units:		581	85.0	242	240	86	13
Total Active Inventory by Volume:		84,056,031		34.79M	29.82M	15.90M	3.54M
Average Active Inventory Listing Price:		\$144,675		\$143,762	\$124,261	\$184,897	\$272,458



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

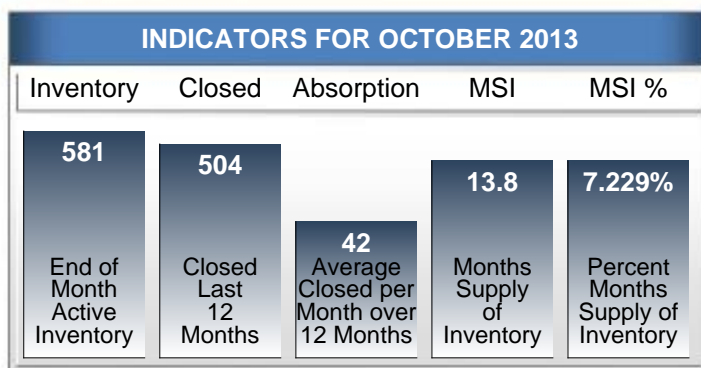
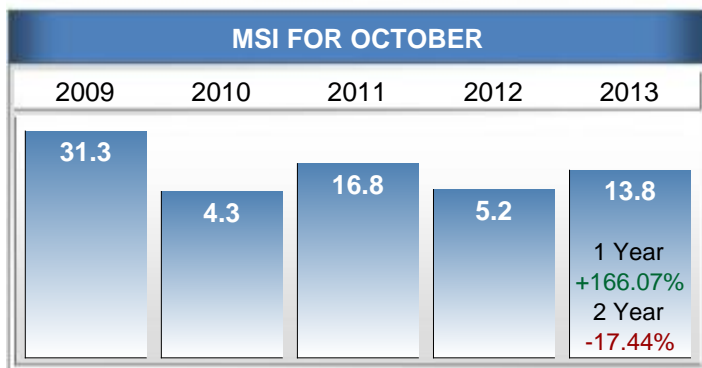
Active Inventory as of Nov 13, 2013



Months Supply of Inventory

Report Produced on: Nov 13, 2013

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	29	4.99%	12.9	17.7	2.0	0.0	0.0
\$10,001 \$30,000	79	13.60%	10.8	12.9	4.1	48.0	0.0
\$30,001 \$60,000	102	17.56%	15.3	18.7	10.5	30.0	36.0
\$60,001 \$120,000	143	24.61%	10.8	18.5	9.3	11.1	0.0
\$120,001 \$180,000	97	16.70%	13.5	36.0	11.4	8.0	0.0
\$180,001 \$280,000	70	12.05%	19.1	56.0	16.2	15.5	36.0
\$280,001 and up	61	10.50%	36.6	324.0	72.0	12.8	60.0
MSI:			13.8	20.5	10.2	14.3	22.3
Total Active Inventory:			581	242	240	86	13



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

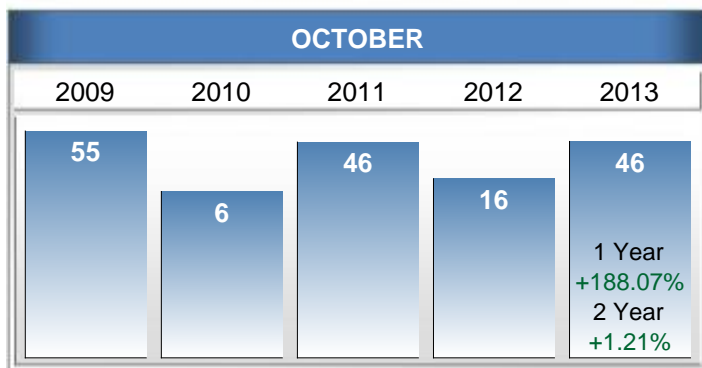
Closed Sales as of Nov 13, 2013



Average Days on Market to Sale

Report Produced on: Nov 13, 2013

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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	4	9.09%	103.0	100.5	125.0	0.0	86.0
\$10,001 \$20,000	5	11.36%	16.0	22.0	11.3	24.0	0.0
\$20,001 \$50,000	7	15.91%	49.1	47.0	50.0	0.0	0.0
\$50,001 \$100,000	10	22.73%	34.3	2.0	42.4	0.0	0.0
\$100,001 \$130,000	6	13.64%	45.0	0.0	45.0	0.0	0.0
\$130,001 \$190,000	7	15.91%	44.7	0.0	34.8	69.5	0.0
\$190,001 and up	5	11.36%	54.0	0.0	33.0	59.3	0.0
Average Closed DOM: 46.2				45.9	42.2	57.1	86.0
Total Closed Units: 44				7	29	7	1
Total Closed Volume: 4,323,017				262.70K	2.58M	1.47M	5,000



Monthly Inventory Analysis

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October 2013

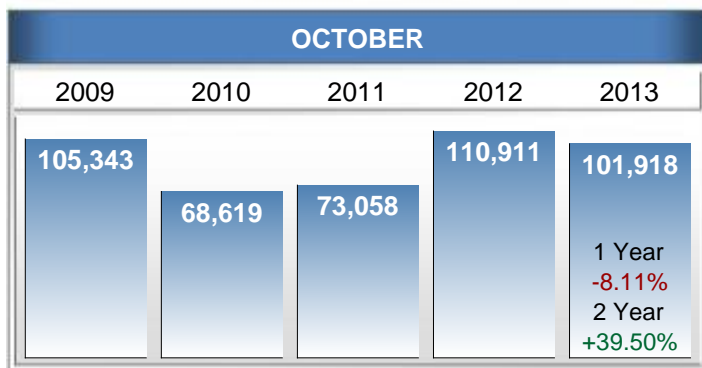
Closed Sales as of Nov 13, 2013



Average List Price at Closing

Report Produced on: Nov 13, 2013

Area Delimited by County Of Muskogee



Average List Price

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5yr OCT AVG = 92K	3 MONTHS
High Mar 2009 = 233,400	AUG 105,181
Low Mar 2011 = 48,775	SEP 96,789
Average LPrice this month at 101,918 , above the 5 yr OCT average of 91,970	OCT 101,918
	-7.98%
	5.30%

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	1	2.27%	8,000	12,500	11,000	0	8,000
\$10,001 \$20,000	8	18.18%	15,275	20,000	17,100	14,900	0
\$20,001 \$50,000	5	11.36%	39,040	44,950	45,240	0	0
\$50,001 \$100,000	12	27.27%	76,300	76,250	80,275	0	0
\$100,001 \$130,000	7	15.91%	115,557	0	119,700	0	0
\$130,001 \$190,000	5	11.36%	165,380	0	159,560	159,400	0
\$190,001 and up	6	13.64%	267,933	0	239,900	292,175	0
Average List Price:	\$101,918			\$41,057	\$92,641	\$214,629	\$8,000
Total Closed Units:	44			7	29	7	1
Total List Volume:	4,484,400			287.40K	2.69M	1.50M	8,000



Monthly Inventory Analysis

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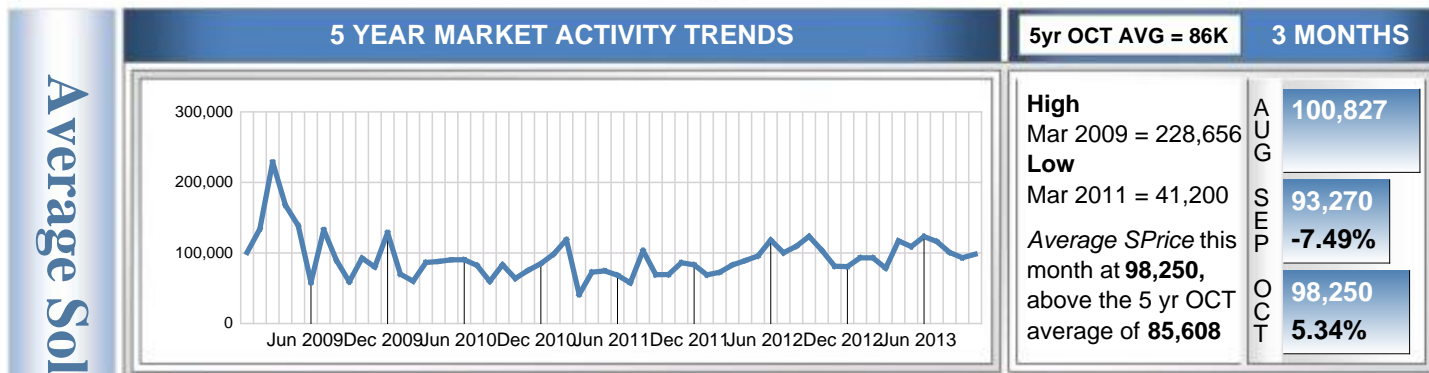
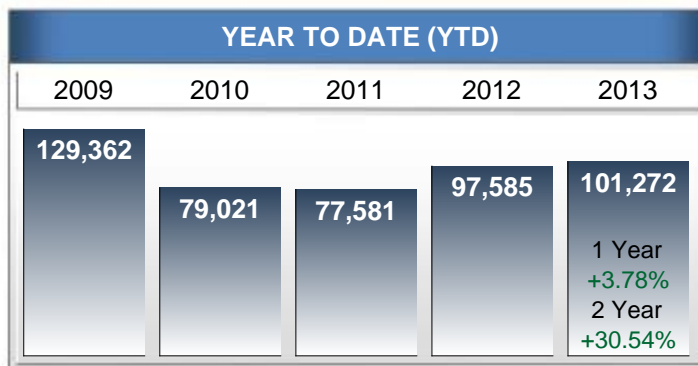
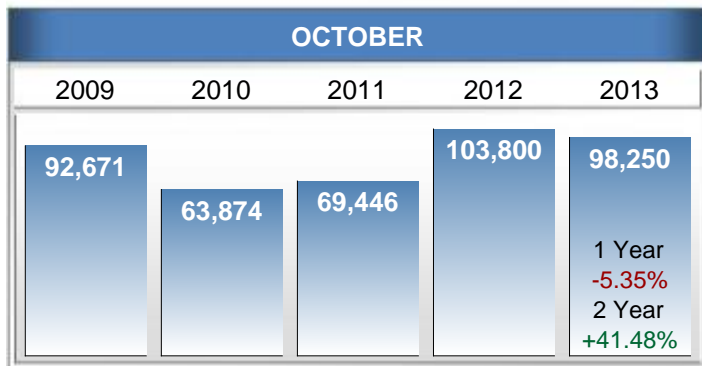
Closed Sales as of Nov 13, 2013



Average Sold Price at Closing

Report Produced on: Nov 13, 2013

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	4		9.09%	6,000	5,500	8,000	0	5,000
\$10,001 \$20,000	5		11.36%	17,620	18,000	18,067	15,900	0
\$20,001 \$50,000	7		15.91%	40,271	40,600	40,140	0	0
\$50,001 \$100,000	10		22.73%	76,880	76,250	77,038	0	0
\$100,001 \$130,000	6		13.64%	117,083	0	117,083	0	0
\$130,001 \$190,000	7		15.91%	152,131	0	151,983	152,500	0
\$190,001 and up	5		11.36%	278,560	0	239,900	288,225	0
Average Closed Price:		\$98,250			\$37,529	\$89,018	\$210,543	\$5,000
Total Closed Units:		44			7	29	7	1
Total Closed Volume:		4,323,017			262.70K	2.58M	1.47M	5,000



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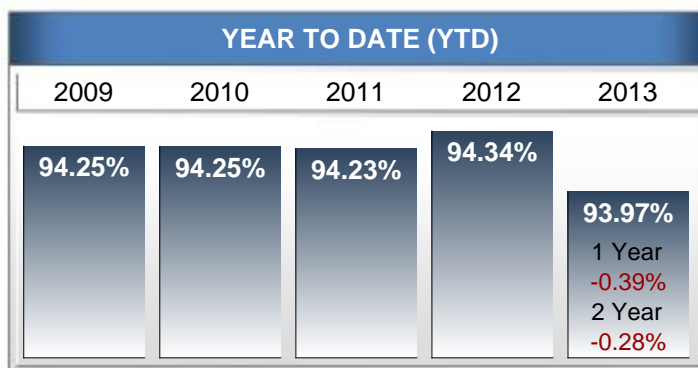
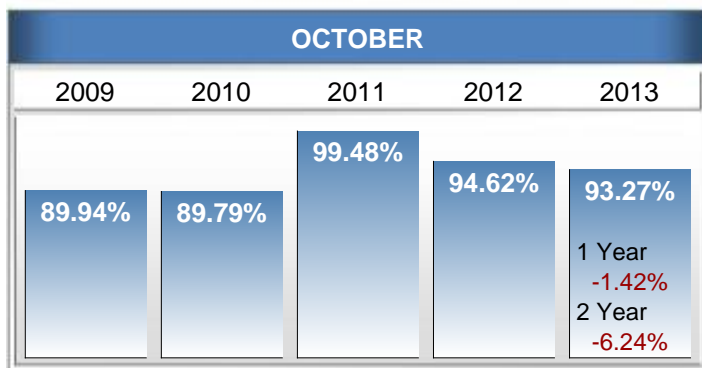
Closed Sales as of Nov 13, 2013



Average Percent of List Price to Selling Price

Report Produced on: Nov 13, 2013

Area Delimited by County Of Muskogee



Average List/Sell Price

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Contact an experienced REALTOR

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	4	9.09%	55.81%	44.00%	72.73%	0.00%	62.50%	
\$10,001 \$20,000	5	11.36%	102.73%	90.00%	105.65%	106.71%	0.00%	
\$20,001 \$50,000	7	15.91%	89.94%	90.06%	89.89%	0.00%	0.00%	
\$50,001 \$100,000	10	22.73%	96.55%	100.00%	95.68%	0.00%	0.00%	
\$100,001 \$130,000	6	13.64%	97.99%	0.00%	97.99%	0.00%	0.00%	
\$130,001 \$190,000	7	15.91%	98.47%	0.00%	99.20%	96.63%	0.00%	
\$190,001 and up	5	11.36%	98.99%	0.00%	100.00%	98.74%	0.00%	
Average List/Sell Ratio:				93.30%	79.73%	96.16%	99.27%	62.50%
Total Closed Units:				44	7	29	7	1
Total Closed Volume:				4,323,017	262.70K	2.58M	1.47M	5,000



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Inventory as of Nov 13, 2013



Market Summary

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Absorption: Last 12 months, an Average of 42 Sales/Month

Active Inventory as of October 31, 2013 = 581

	OCTOBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	64	44	-31.25%	441	431	-2.27%
Pending Sales	37	56	51.35%	457	446	-2.41%
New Listings	37	114	208.11%	622	1,111	78.62%
Average List Price	110,911	101,918	-8.11%	102,351	107,250	4.79%
Average Sale Price	103,800	98,250	-5.35%	97,585	101,272	3.78%
Average Percent of List Price to Selling Price	94.62%	93.27%	-1.42%	94.34%	93.97%	-0.39%
Average Days on Market to Sale	16.03	46.18	188.07%	15.77	20.52	30.14%
Monthly Inventory	200	581	190.50%	200	581	190.50%
Months Supply of Inventory	5.25	13.83	163.41%	5.25	13.83	163.41%

