



# August 2014

Area Delimited by County Of Washington

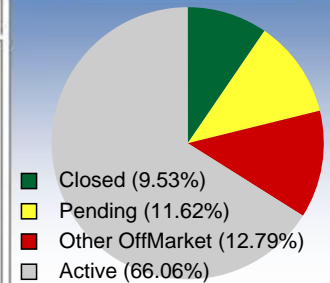


**Absorption:** Last 12 months, an Average of **74** Sales/Month

**Active Inventory** as of August 31, 2014 = **506**

	AUGUST		
	2013	2014	+/- %
Closed Listings	89	73	-17.98%
Pending Listings	70	89	27.14%
New Listings	174	137	-21.26%
Average List Price	132,069	155,440	17.70%
Average Sale Price	127,101	150,676	18.55%
Average Percent of List Price to Selling Price	91.62%	96.70%	5.54%
Average Days on Market to Sale	54.40	45.70	-16.00%
End of Month Inventory	615	506	-17.72%
Months Supply of Inventory	8.34	6.85	-17.91%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 15, 2014

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 August 2014 decreased **17.72%** to 506 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **6.85** 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 **18.55%** in August 2014 to \$150,676 versus the previous year at \$127,101.

### Average Days on Market Shortens

The average number of **45.70** days that homes spent on the market before selling decreased by 8.71 days or **16.00%** in August 2014 compared to last year's same month at **54.40** DOM.

### Sales Success for August 2014 is Positive

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

There were 137 New Listings in August 2014, down **21.26%** from last year at 174. Furthermore, there were 73 Closed Listings this month versus last year at 89, a **-17.98%** decrease.

Closed versus Listed trends yielded a **53.3%** ratio, up from last year's August 2014 at **51.1%**, a **4.17%** upswing. This will certainly create pressure on a decreasing 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## August 2014

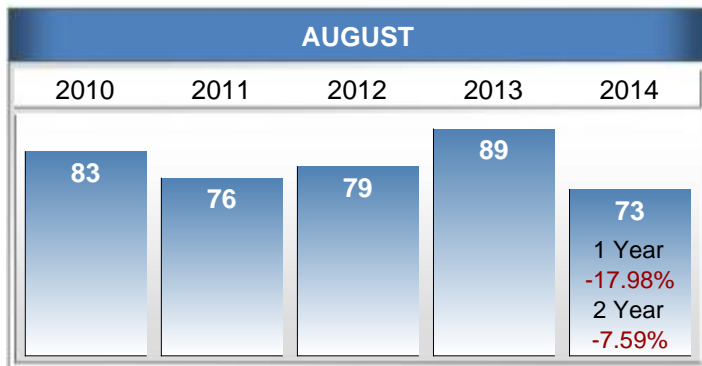
Closed Sales as of Sep 15, 2014



### Closed Listings

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



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+
\$25,000 and less	1	1.37%	10.0	0	1	0	0
\$25,001 - \$75,000	14	19.18%	36.4	7	7	0	0
\$75,001 - \$100,000	9	12.33%	63.6	0	8	1	0
\$100,001 - \$125,000	15	20.55%	25.6	1	12	2	0
\$125,001 - \$200,000	17	23.29%	54.2	2	9	6	0
\$200,001 - \$275,000	9	12.33%	54.9	0	5	4	0
\$275,001 and up	8	10.96%	55.6	0	2	5	1
<b>Total Closed Units:</b>	<b>73</b>		<b>45.7</b>	<b>10</b>	<b>44</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>10,999,315</b>			<b>770.47K</b>	<b>5.62M</b>	<b>3.91M</b>	<b>700.00K</b>
<b>Average Closed Price:</b>	<b>\$150,676</b>			<b>\$77,047</b>	<b>\$127,651</b>	<b>\$217,344</b>	<b>\$700,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

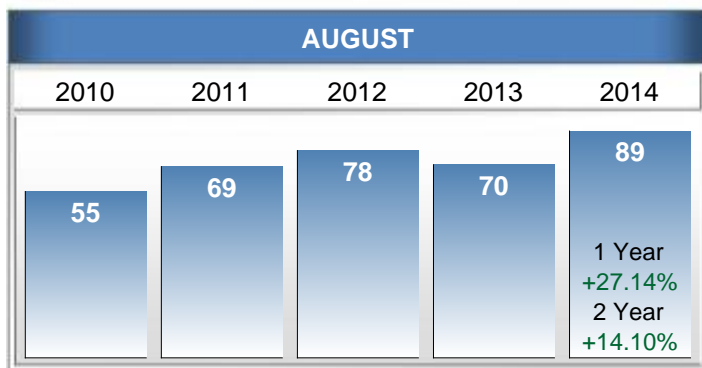
Pending Listings as of Sep 15, 2014



### Pending Listings

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



**Pending Listings**  
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<b>5yr AUG AVG = 72</b>	<b>3 MONTHS</b>										
<b>High</b> Apr 2010 = 124 <b>Low</b> Nov 2011 = 39 <i>Pending Listing</i> this month at <b>89</b> , above the 5 yr AUG average of <b>72</b>	<table border="1"> <tr> <td>JUN</td> <td>84</td> </tr> <tr> <td>JUL</td> <td>75</td> </tr> <tr> <td>AUG</td> <td>89</td> </tr> <tr> <td colspan="2" style="text-align: center;">-10.71%</td> </tr> <tr> <td colspan="2" style="text-align: center;">18.67%</td> </tr> </table>	JUN	84	JUL	75	AUG	89	-10.71%		18.67%	
JUN	84										
JUL	75										
AUG	89										
-10.71%											
18.67%											

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	6	6.74%	77.0	4	2	0	0	
\$30,001 - \$70,000	11	12.36%	40.1	4	6	1	0	
\$70,001 - \$90,000	12	13.48%	52.7	2	9	1	0	
\$90,001 - \$140,000	27	30.34%	47.4	3	20	4	0	
\$140,001 - \$210,000	11	12.36%	69.9	0	4	6	1	
\$210,001 - \$330,000	13	14.61%	43.1	1	4	7	1	
\$330,001 and up	9	10.11%	47.6	0	3	5	1	
Total Pending Units: 89 Total Pending Volume: 13,234,641 Average Listing Price: \$126,644				39.3	14	48	24	3
					1.14M	6.16M	5.14M	791.00K
					\$81,771	\$128,401	\$213,983	\$263,666



# Monthly Inventory Analysis

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## August 2014

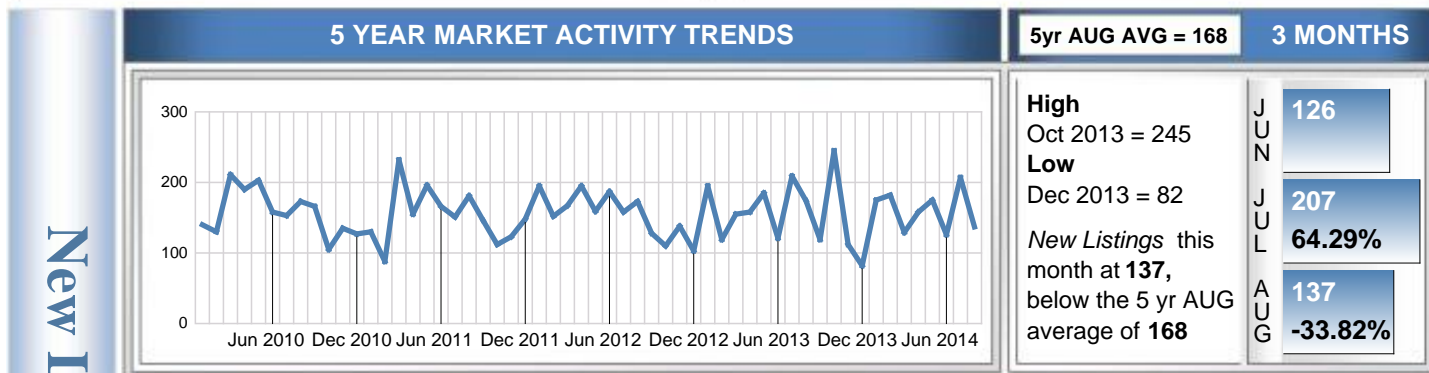
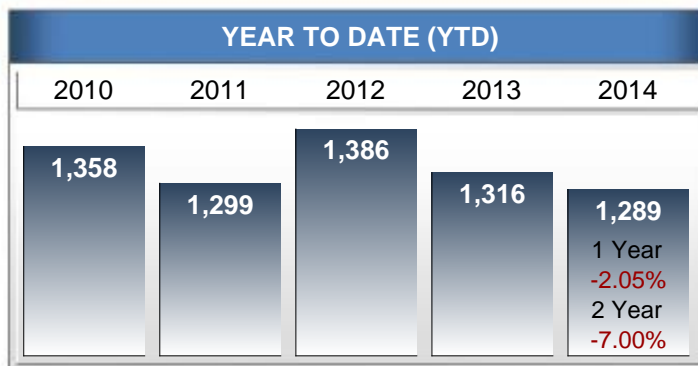
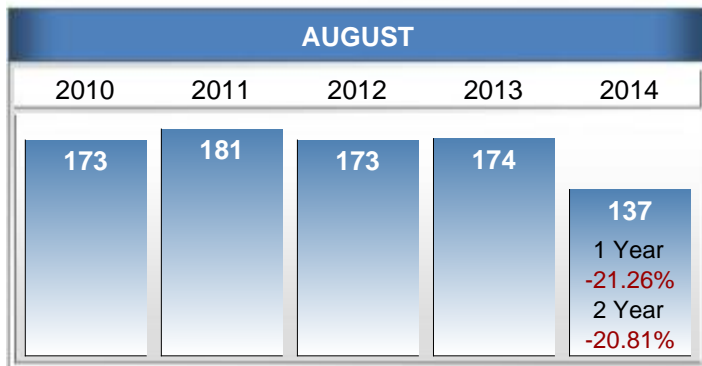
New Listings as of Sep 15, 2014



### New Listings

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



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+
\$50,000 and less	18	13.14%	11	7	0	0
\$50,001 - \$60,000	13	9.49%	10	3	0	0
\$60,001 - \$70,000	19	13.87%	16	2	1	0
\$70,001 - \$120,000	29	21.17%	8	17	4	0
\$120,001 - \$160,000	27	19.71%	1	22	4	0
\$160,001 - \$220,000	16	11.68%	1	9	6	0
\$220,001 and up	15	10.95%	1	4	10	0
<b>Total New Listed Units:</b>	<b>137</b>		<b>48</b>	<b>64</b>	<b>25</b>	<b>0.00B</b>
<b>Total New Listed Volume:</b>	<b>20,965,950</b>		<b>6.63M</b>	<b>8.49M</b>	<b>5.85M</b>	<b>\$0</b>
<b>Average New Listed Listing Price:</b>	<b>\$62,450</b>		<b>\$138,079</b>	<b>\$132,607</b>	<b>\$234,052</b>	<b>\$0</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

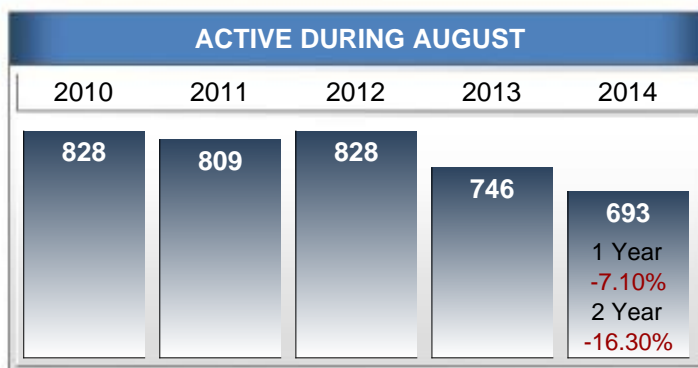
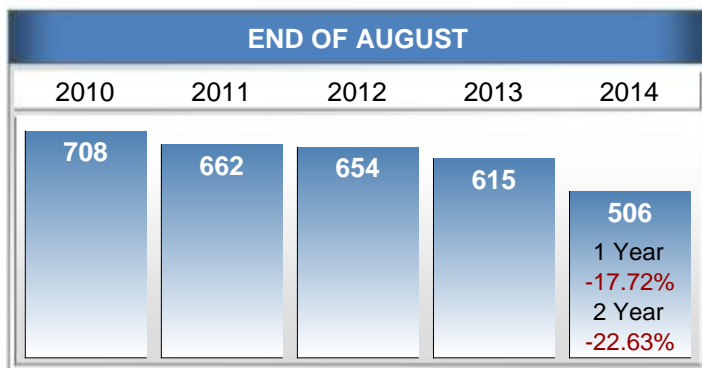
Active Inventory as of Sep 15, 2014



### Active Inventory

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



Active Inventory

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**5yr AUG AVG = 629**     **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Dec 2012 = 493

*Inventory* this month at **506**, below the 5 yr AUG average of **629**

JUN	534
JUL	556
AUG	506

**4.12%**

**-8.99%**

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	21	4.15%	65.6	21	0	0	0
\$25,001 \$50,000	65	12.85%	68.1	47	18	0	0
\$50,001 \$75,000	85	16.80%	64.7	52	31	2	0
\$75,001 \$125,000	126	24.90%	63.7	47	64	15	0
\$125,001 \$175,000	84	16.60%	75.5	9	56	17	2
\$175,001 \$275,000	72	14.23%	74.1	7	24	41	0
\$275,001 and up	53	10.47%	113.6	11	8	22	12
Total Active Inventory by Units:		506	73.2	194	201	97	14
Total Active Inventory by Volume:		91,154,272		25.79M	25.86M	24.40M	15.10M
Average Active Inventory Listing Price:		\$180,147		\$132,958	\$128,654	\$251,568	\$1,078,495



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

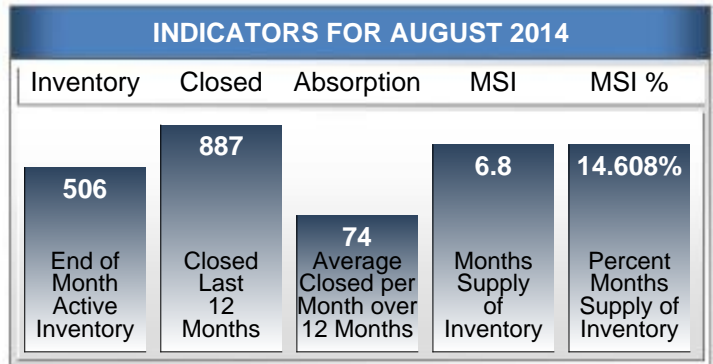
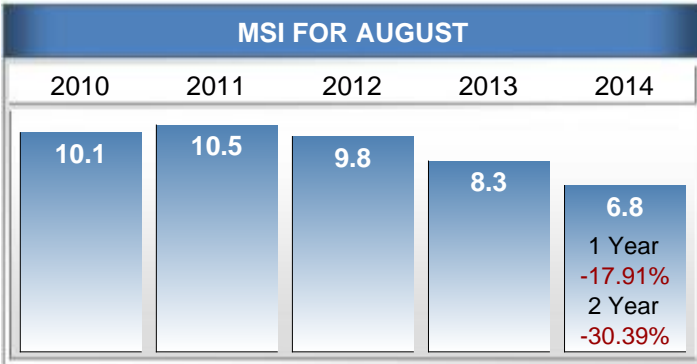
Active Inventory as of Sep 15, 2014



### Months Supply of Inventory

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



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+
\$30,000 and less	37	7.31%	5.9	10.4	1.4	0.0	0.0
\$30,001 \$50,000	49	9.68%	8.8	14.0	4.9	0.0	0.0
\$50,001 \$70,000	72	14.23%	11.1	19.9	6.6	1.7	0.0
\$70,001 \$130,000	151	29.84%	6.3	16.9	4.7	5.0	0.0
\$130,001 \$180,000	77	15.22%	6.6	13.5	8.3	3.2	4.0
\$180,001 \$280,000	69	13.64%	5.1	18.0	5.2	4.9	0.0
\$280,001 and up	51	10.08%	8.2	33.0	16.8	5.6	6.9
MSI:	6.8			15.5	5.4	4.5	4.5
Total Active Inventory:	506			194	201	97	14



# Monthly Inventory Analysis

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## August 2014

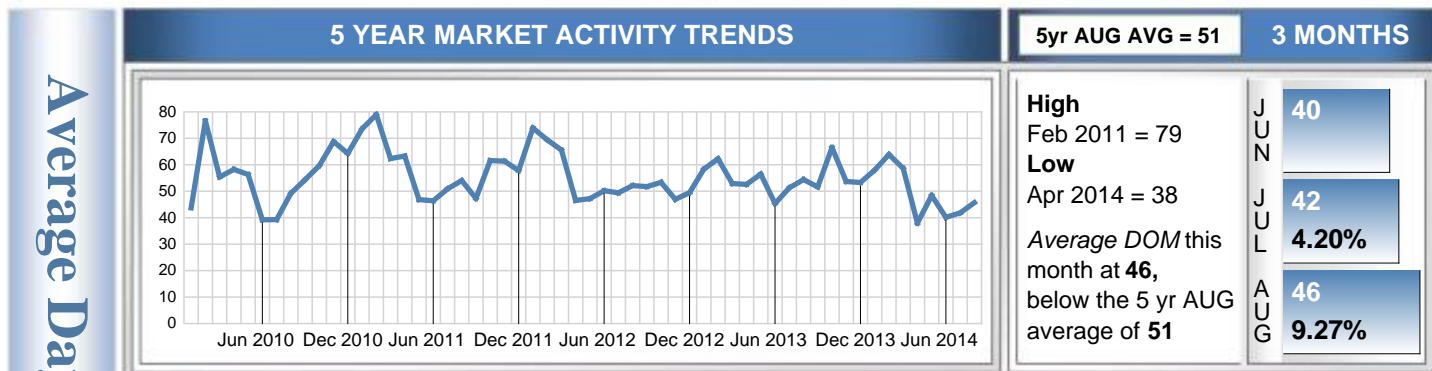
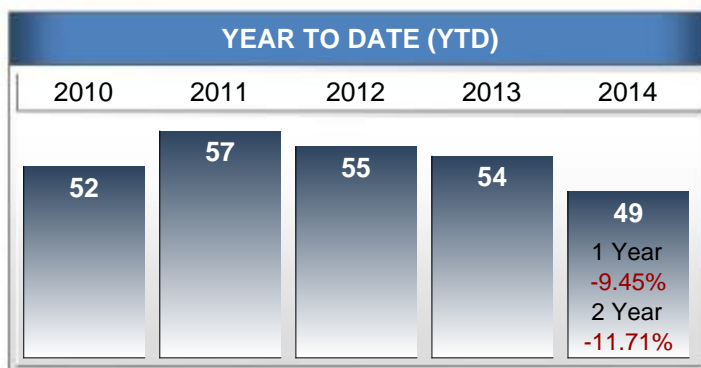
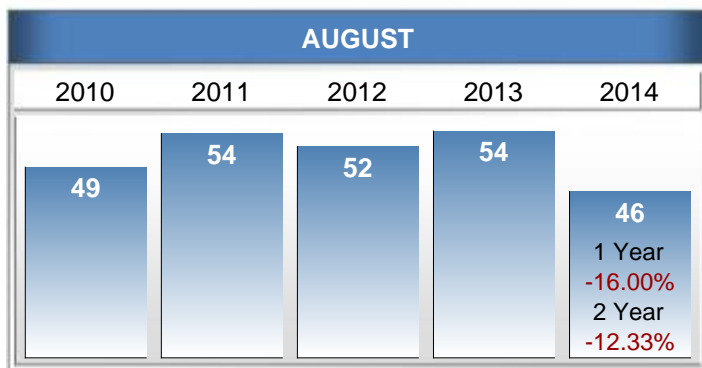
Closed Sales as of Sep 15, 2014



### Average Days on Market to Sale

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



Average Days on Market

Ready to Buy or Sell Real Estate?  
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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+
\$25,000 and less	1	1.37%	10.0	0.0	10.0	0.0	0.0
\$25,001 - \$75,000	14	19.18%	36.4	44.4	28.3	0.0	0.0
\$75,001 - \$100,000	9	12.33%	63.6	0.0	63.5	64.0	0.0
\$100,001 - \$125,000	15	20.55%	25.6	3.0	23.8	47.5	0.0
\$125,001 - \$200,000	17	23.29%	54.2	7.5	66.4	51.5	0.0
\$200,001 - \$275,000	9	12.33%	54.9	0.0	45.8	66.3	0.0
\$275,001 and up	8	10.96%	55.6	0.0	5.0	58.0	145.0
Average Closed DOM: 45.7				32.9	41.8	56.8	145.0
Total Closed Units: 73				10	44	18	1
Total Closed Volume: 10,999,315				770.47K	5.62M	3.91M	700.00K



# Monthly Inventory Analysis

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## August 2014

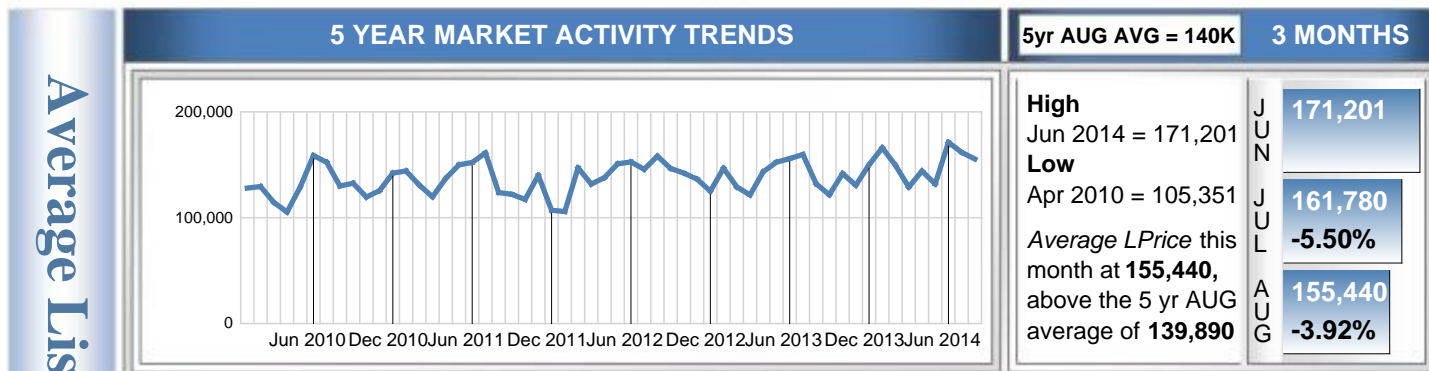
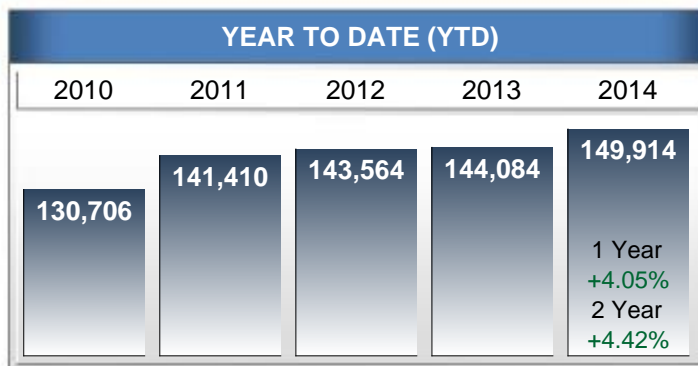
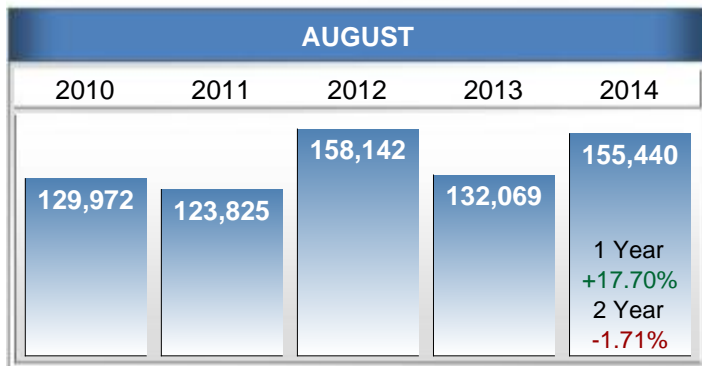
Closed Sales as of Sep 15, 2014



### Average List Price at Closing

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



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+
\$25,000 and less	1	1.37%	19,900	0	19,900	0	0
\$25,001 - \$75,000	12	16.44%	50,975	54,600	56,343	0	0
\$75,001 - \$100,000	9	12.33%	89,567	0	95,775	105,000	0
\$100,001 - \$125,000	16	21.92%	116,669	115,000	117,225	122,500	0
\$125,001 - \$200,000	18	24.66%	158,642	148,500	155,078	172,142	0
\$200,001 - \$275,000	9	12.33%	235,956	0	225,260	249,325	0
\$275,001 and up	8	10.96%	382,950	0	329,750	321,820	795,000
Average List Price:	\$155,440			\$79,420	\$131,107	\$221,625	\$795,000
Total Closed Units:	73			10	44	18	1
Total List Volume:	11,347,150			794.20K	5.77M	3.99M	795.00K





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## August 2014

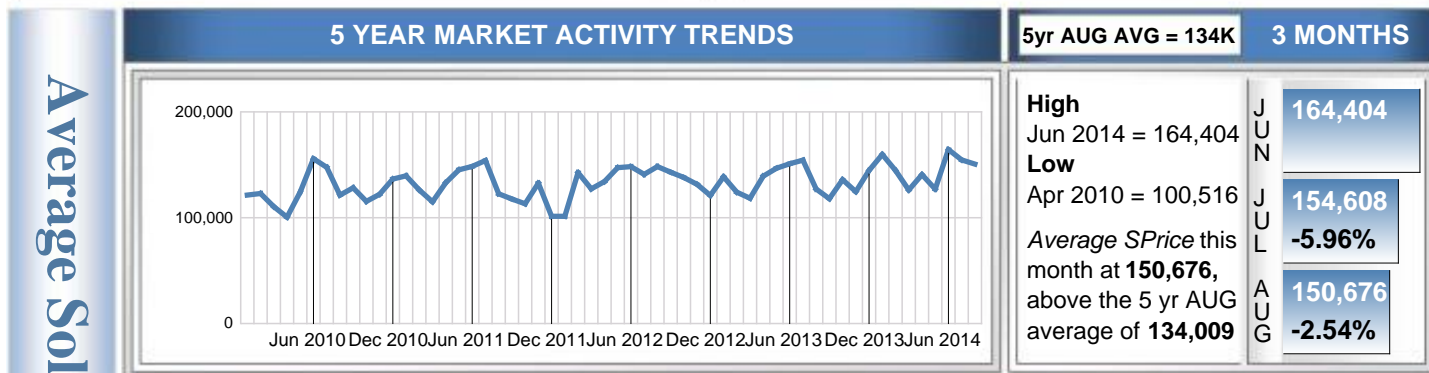
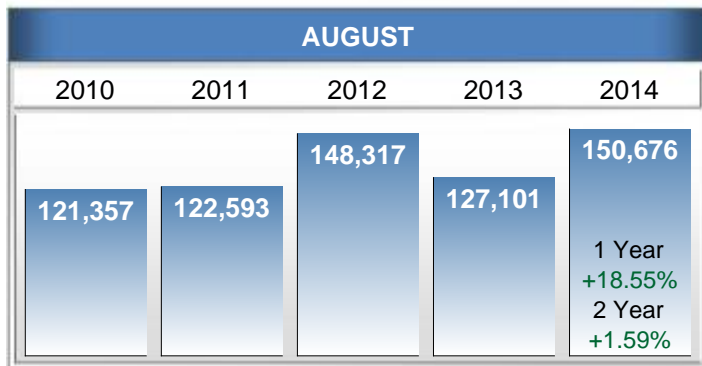
Closed Sales as of Sep 15, 2014



### Average Sold Price at Closing

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



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+
\$25,000 and less	1	1.37%	16,000	0	16,000	0	0
\$25,001 - \$75,000	14	19.18%	52,369	52,139	52,599	0	0
\$75,001 - \$100,000	9	12.33%	91,644	0	91,600	92,000	0
\$100,001 - \$125,000	15	20.55%	114,703	110,000	114,504	118,250	0
\$125,001 - \$200,000	17	23.29%	157,506	147,750	151,589	169,633	0
\$200,001 - \$275,000	9	12.33%	232,689	0	220,660	247,725	0
\$275,001 and up	8	10.96%	366,625	0	329,000	315,000	700,000
Average Closed Price:	\$150,676			\$77,047	\$127,651	\$217,344	\$700,000
Total Closed Units:	73			10	44	18	1
Total Closed Volume:	10,999,315			770.47K	5.62M	3.91M	700.00K



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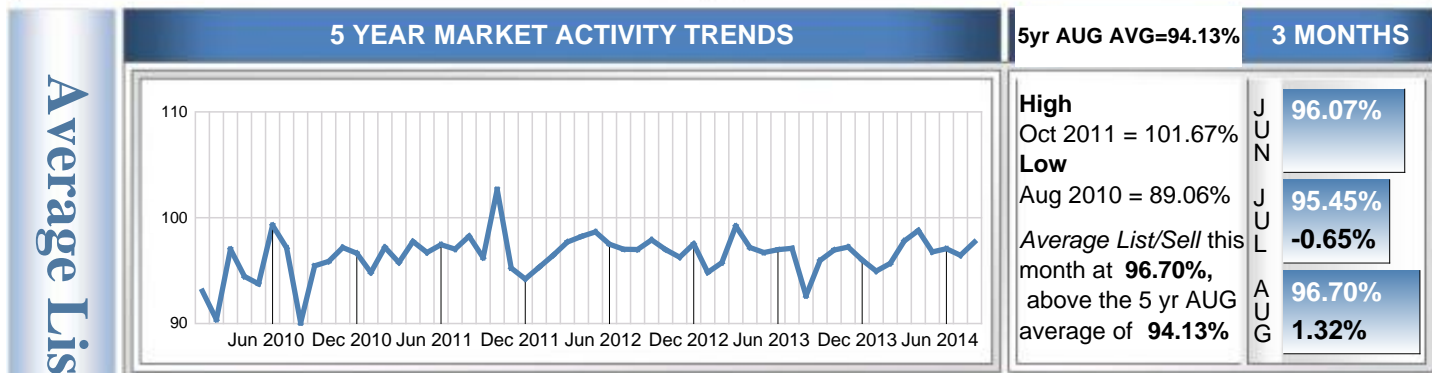
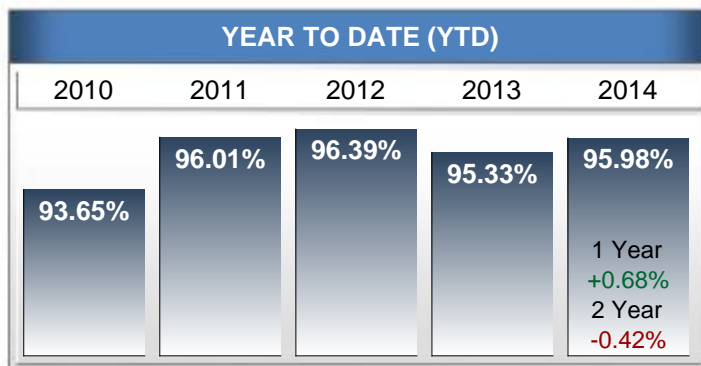
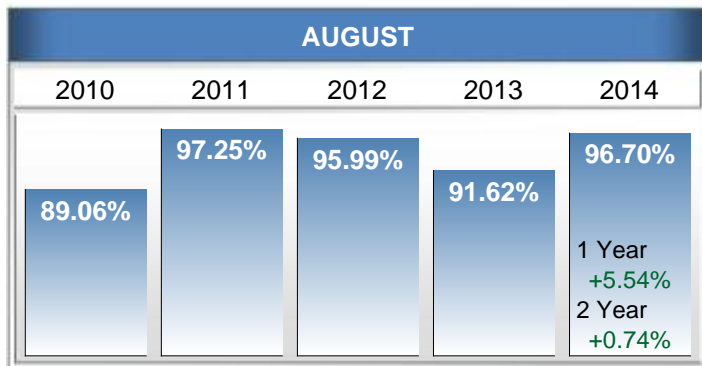
Closed Sales as of Sep 15, 2014



### Average Percent of List Price to Selling Price

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



Average List/Sell Price

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#### 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+	
\$25,000 and less	1	1.37%	80.40%	0.00%	80.40%	0.00%	0.00%	
\$25,001 - \$75,000	14	19.18%	94.57%	95.01%	94.12%	0.00%	0.00%	
\$75,001 - \$100,000	9	12.33%	95.57%	0.00%	96.56%	87.62%	0.00%	
\$100,001 - \$125,000	15	20.55%	97.41%	95.65%	97.70%	96.56%	0.00%	
\$125,001 - \$200,000	17	23.29%	98.17%	99.41%	97.71%	98.45%	0.00%	
\$200,001 - \$275,000	9	12.33%	98.60%	0.00%	97.97%	99.40%	0.00%	
\$275,001 and up	8	10.96%	97.17%	0.00%	99.75%	97.96%	88.05%	
Average List/Sell Ratio:				96.70%	95.96%	96.66%	97.71%	88.05%
Total Closed Units:				73	10	44	18	1
Total Closed Volume:				10,999,315	770.47K	5.62M	3.91M	700.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

Inventory as of Sep 15, 2014



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 74 Sales/Month

**Active Inventory** as of August 31, 2014 = 506

	AUGUST			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	89	73	-17.98%	618	626	1.29%
Pending Sales	70	89	27.14%	637	676	6.12%
New Listings	174	137	-21.26%	1,316	1,289	-2.05%
Average List Price	132,069	155,440	17.70%	144,084	149,914	4.05%
Average Sale Price	127,101	150,676	18.55%	139,023	144,807	4.16%
Average Percent of List Price to Selling Price	91.62%	96.70%	5.54%	95.33%	95.98%	0.68%
Average Days on Market to Sale	54.40	45.70	-16.00%	53.57	48.50	-9.45%
Monthly Inventory	615	506	-17.72%	615	506	-17.72%
Months Supply of Inventory	8.34	6.85	-17.91%	8.34	6.85	-17.91%

