



December 2014

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

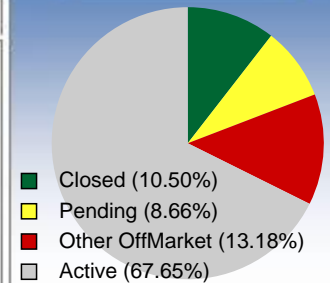


Absorption: Last 12 months, an Average of **1,119** Sales/Month

Active Inventory as of December 31, 2014 = **6,668**

	DECEMBER		
	2013	2014	+/- %
Closed Listings	1,003	1,035	3.19%
Pending Listings	707	854	20.79%
New Listings	1,466	1,480	0.95%
Average List Price	168,652	186,921	10.83%
Average Sale Price	160,719	181,145	12.71%
Average Percent of List Price to Selling Price	94.64%	96.61%	2.08%
Average Days on Market to Sale	60.93	54.55	-10.47%
End of Month Inventory	7,746	6,668	-13.92%
Months Supply of Inventory	7.18	5.96	-17.03%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2015

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 December 2014 decreased **13.92%** to 6,668 existing homes available for sale. Over the last 12 months this area has had an average of 1,119 closed sales per month. This represents an unsold inventory index of **5.96** 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 **12.71%** in December 2014 to \$181,145 versus the previous year at \$160,719.

Average Days on Market Shortens

The average number of **54.55** days that homes spent on the market before selling decreased by 6.38 days or **10.47%** in December 2014 compared to last year's same month at **60.93** DOM.

Sales Success for December 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 1,480 New Listings in December 2014, up **0.95%** from last year at 1,466. Furthermore, there were 1,035 Closed Listings this month versus last year at 1,003, a **3.19%** increase.

Closed versus Listed trends yielded a **69.9%** ratio, up from last year's December 2014 at **68.4%**, a **2.21%** upswing. 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®

December 2014

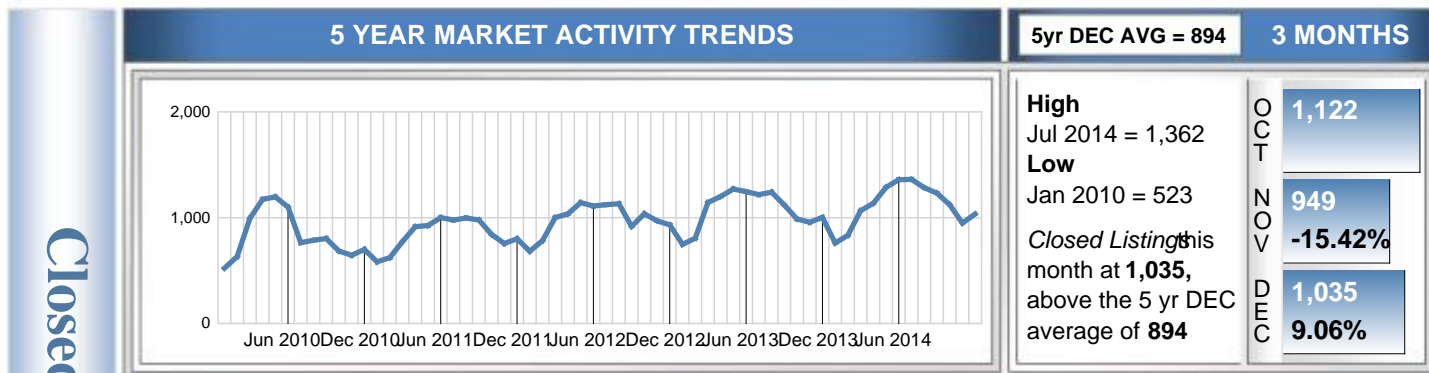
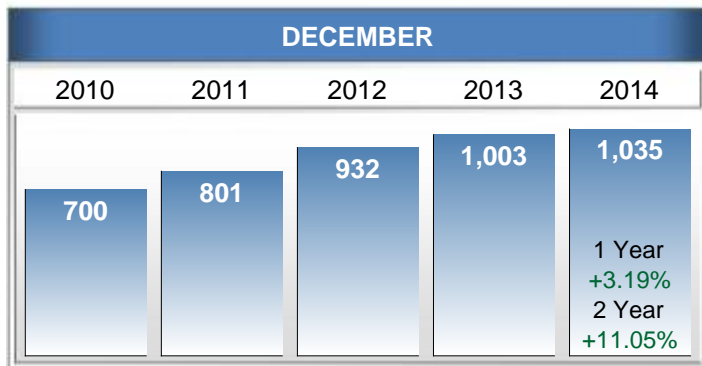
Closed Sales as of Jan 13, 2015



Closed Listings

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	32	3.09%	64.7	16	14	2	0	
\$25,001 - \$75,000	179	17.29%	52.3	76	93	8	2	
\$75,001 - \$100,000	129	12.46%	55.3	27	94	8	0	
\$100,001 - \$150,000	221	21.35%	54.6	18	160	41	2	
\$150,001 - \$225,000	235	22.71%	52.5	18	133	78	6	
\$225,001 - \$325,000	137	13.24%	56.2	9	49	72	7	
\$325,001 and up	102	9.86%	56.8	7	13	58	24	
Total Closed Units: 1,035				54.5	171	556	267	41
Total Closed Volume: 187,485,192					21.35M	76.06M	69.91M	20.16M
Average Closed Price: \$181,145					\$124,854	\$136,798	\$261,851	\$491,733

Closed Listings

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

Pending Listings as of Jan 13, 2015



Pending Listings

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Pending Listings
 Ready to Buy or Sell Real Estate?
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5yr DEC AVG = 711 **3 MONTHS**

High
Apr 2010 = 1,450

Low
Oct 2010 = 593

Pending Listing this month at **854**, above the 5 yr DEC average of **711**

OCT	1,080
NOV	885
DEC	854
	-18.06%
	-3.50%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	26	3.04%	61.1	16	10	0	0	
\$25,001 - \$75,000	156	18.27%	56.7	69	78	9	0	
\$75,001 - \$100,000	89	10.42%	64.8	21	59	9	0	
\$100,001 - \$150,000	191	22.37%	66.8	15	146	29	1	
\$150,001 - \$225,000	179	20.96%	59.7	20	88	68	3	
\$225,001 - \$325,000	126	14.75%	66.7	9	42	66	9	
\$325,001 and up	87	10.19%	62.9	6	13	49	19	
Total Pending Units: 854				54.1	156	436	230	32
Total Pending Volume: 156,612,074					17.55M	60.95M	60.85M	17.25M
Average Listing Price: \$208,124					\$112,511	\$139,802	\$264,578	\$539,179



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

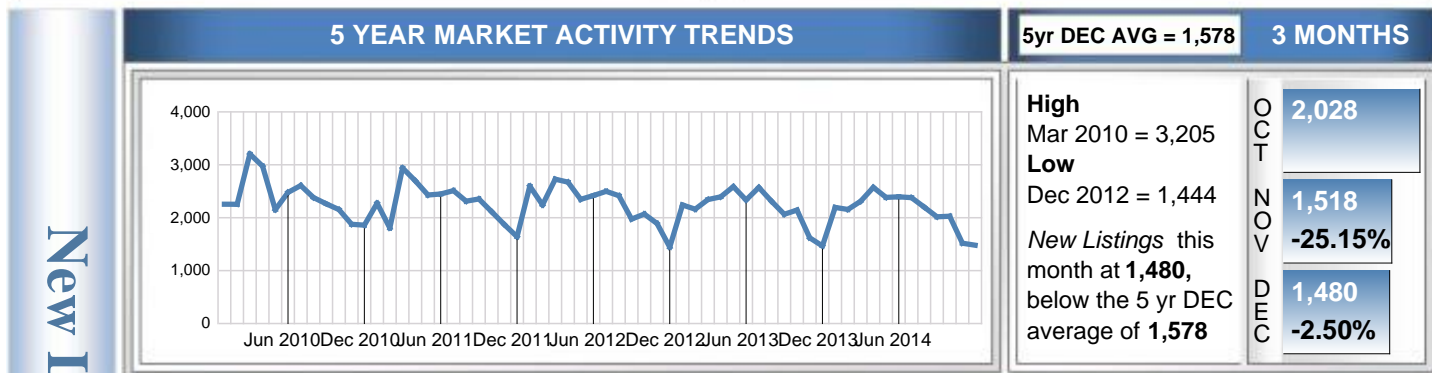
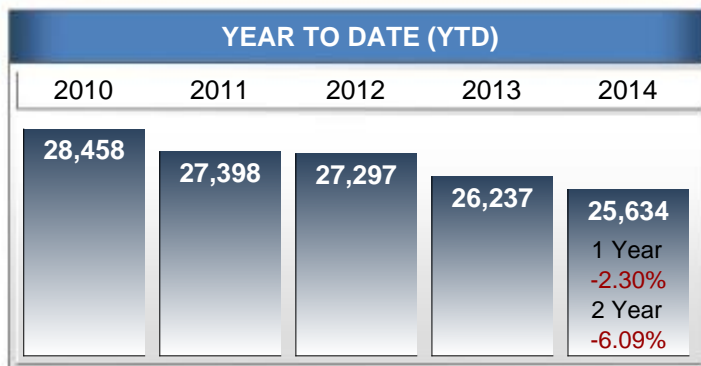
New Listings as of Jan 13, 2015



New Listings

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+	
\$25,000 and less	143	9.66%	123	17	1	2	
\$25,001 - \$50,000	182	12.30%	97	73	10	2	
\$50,001 - \$75,000	111	7.50%	46	59	4	2	
\$75,001 - \$175,000	482	32.57%	72	333	72	5	
\$175,001 - \$250,000	232	15.68%	8	103	112	9	
\$250,001 - \$375,000	172	11.62%	8	55	85	24	
\$375,001 and up	158	10.68%	26	16	76	40	
Total New Listed Units:			1,480	380	656	360	84
Total New Listed Volume:			296,695,202	43.96M	95.01M	111.39M	46.34M
Average New Listed Listing Price:			\$286,243	\$115,678	\$144,831	\$309,421	\$551,631



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

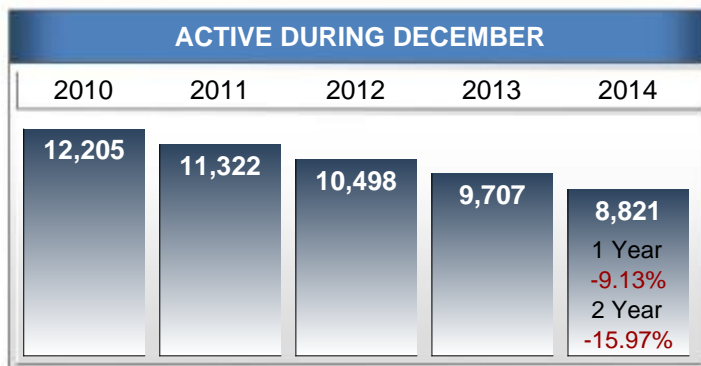
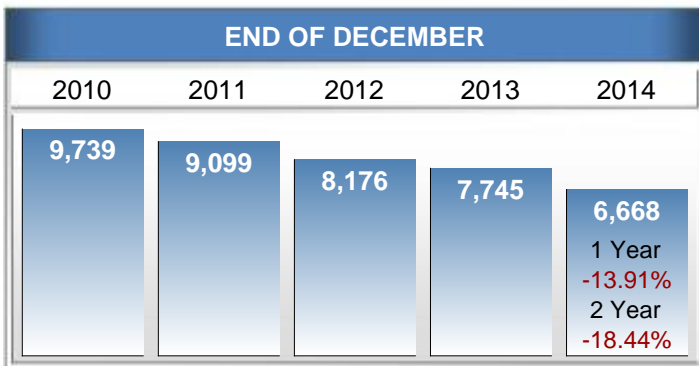
Active Inventory as of Jan 13, 2015



Active Inventory

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr DEC AVG = 8,285 **3 MONTHS**

High
Aug 2010 = 11,134
Low
Dec 2014 = 6,668

Inventory this month at **6,668**, below the 5 yr DEC average of **8,285**

OCT	7,831
NOV	7,341
DEC	6,668
	-9.17%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	563	8.44%	91.9	517	39	4	3	
\$25,001 \$50,000	684	10.26%	103.3	507	154	19	4	
\$50,001 \$100,000	1,193	17.89%	91.0	498	608	79	8	
\$100,001 \$175,000	1,652	24.78%	88.3	273	1,071	283	25	
\$175,001 \$250,000	1,016	15.24%	88.5	91	458	419	48	
\$250,001 \$400,000	870	13.05%	89.0	97	216	461	96	
\$400,001 and up	690	10.35%	87.6	123	81	317	169	
Total Active Inventory by Units:			6,668	90.7	2,106	2,627	1,582	353
Total Active Inventory by Volume:			1,443,874,340		322.15M	409.82M	497.98M	213.92M
Average Active Inventory Listing Price:			\$216,538		\$152,967	\$156,004	\$314,779	\$606,015



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

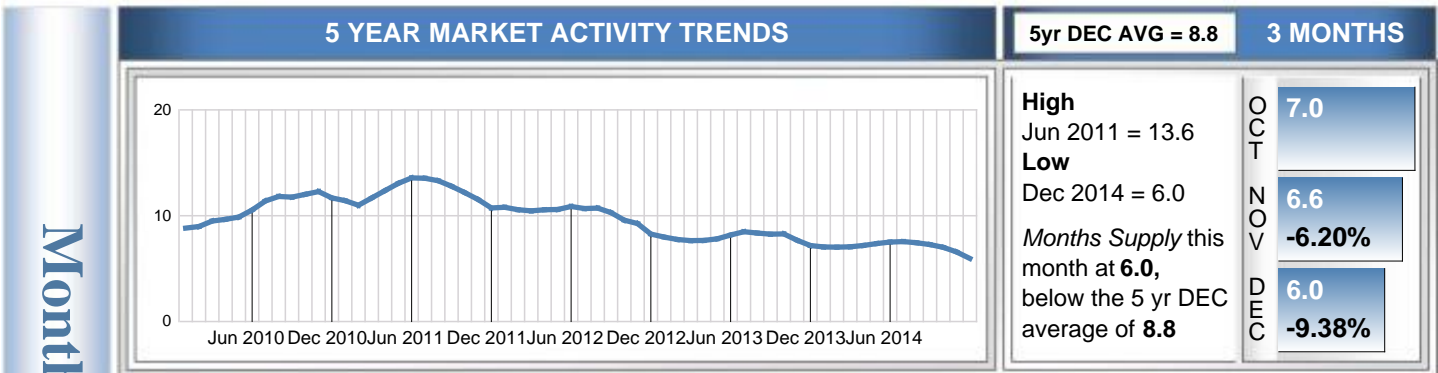
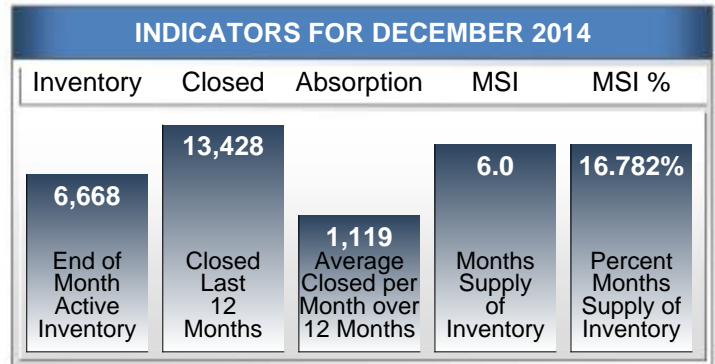
Active Inventory as of Jan 13, 2015



Months Supply of Inventory

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	229		3.43%	7.1	9.4	2.5	3.2	36.0
\$20,001 \$60,000	1,248		18.72%	8.5	13.4	3.8	3.8	4.8
\$60,001 \$100,000	963		14.44%	5.5	9.1	4.5	4.2	3.8
\$100,001 \$170,000	1,565		23.47%	4.2	8.9	3.7	4.0	5.5
\$170,001 \$250,000	1,103		16.54%	5.4	9.3	5.0	5.1	6.7
\$250,001 \$410,000	881		13.21%	6.6	17.8	6.0	6.0	6.6
\$410,001 and up	679		10.18%	12.8	41.8	8.9	11.4	11.9
MSI:				6.0	11.6	4.3	5.6	8.1
Total Active Inventory:				6,668	2,106	2,627	1,582	353



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

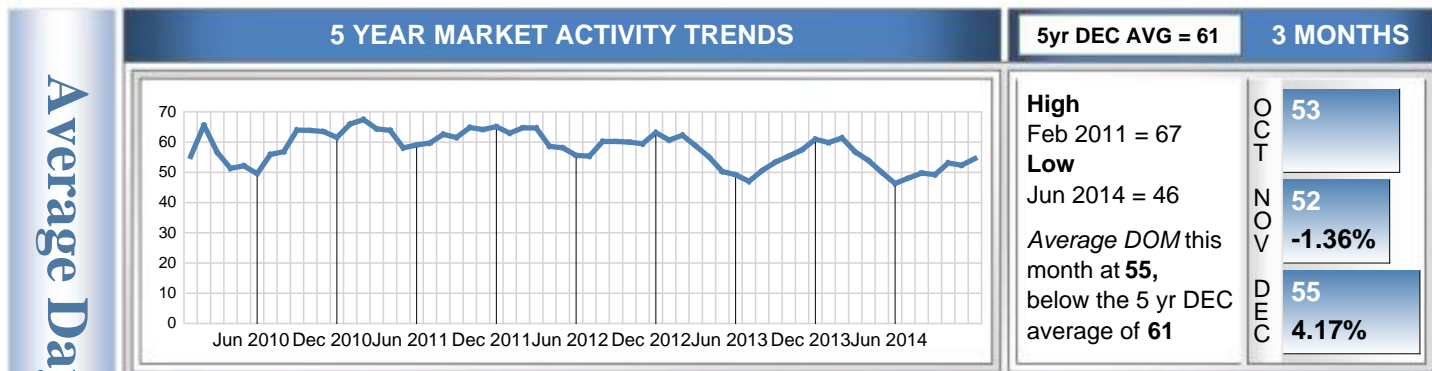
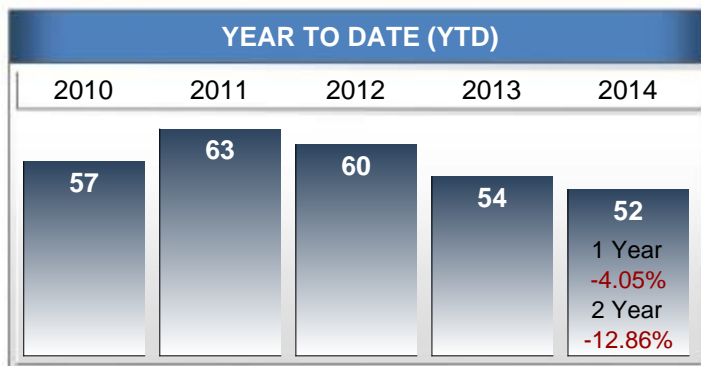
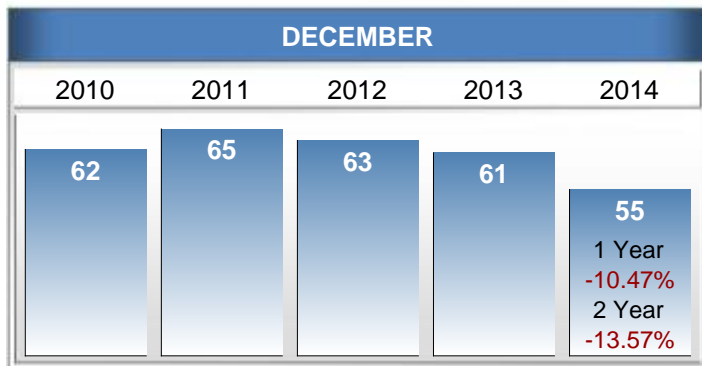
Closed Sales as of Jan 13, 2015



Average Days on Market to Sale

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	32	3.09%	64.7	55.3	72.2	87.5	0.0
\$25,001 - \$75,000	179	17.29%	52.3	51.2	49.5	77.1	124.5
\$75,001 - \$100,000	129	12.46%	55.3	54.4	56.5	44.6	0.0
\$100,001 - \$150,000	221	21.35%	54.6	41.0	55.3	59.8	16.5
\$150,001 - \$225,000	235	22.71%	52.5	46.6	46.8	60.8	85.8
\$225,001 - \$325,000	137	13.24%	56.2	66.8	52.3	56.2	70.1
\$325,001 and up	102	9.86%	56.8	30.6	55.0	62.6	51.7
Average Closed DOM: 54.5				50.5	52.7	60.0	61.7
Total Closed Units: 1,035				171	556	267	41
Total Closed Volume: 187,485,192				21.35M	76.06M	69.91M	20.16M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

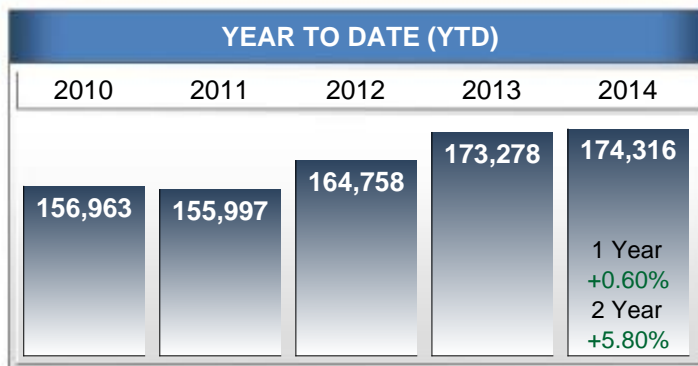
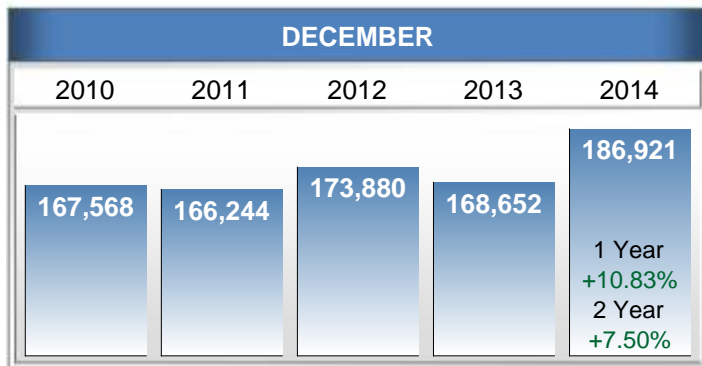
Closed Sales as of Jan 13, 2015



Average List Price at Closing

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

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5yr DEC AVG = 173K	3 MONTHS
High Jun 2013 = 188,655	OCT 178,567
Low Jan 2012 = 143,567	NOV 182,373
Average LPrice this month at 186,921 , above the 5 yr DEC average of 172,653	DEC 186,921
	2.13%
	2.49%

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	27	2.61%	15,511	21,363	14,454	22,000	0
\$25,001 \$75,000	172	16.62%	49,596	47,370	55,269	61,200	69,900
\$75,001 \$100,000	137	13.24%	88,336	90,678	89,948	90,575	0
\$100,001 \$150,000	213	20.58%	128,195	125,389	128,246	139,062	122,450
\$150,001 \$225,000	233	22.51%	182,655	180,757	185,665	188,310	207,883
\$225,001 \$325,000	143	13.82%	268,793	302,417	269,965	277,712	286,633
\$325,001 and up	110	10.63%	582,825	1,125,700	469,262	521,415	712,427
Average List Price:	\$186,921			\$131,594	\$140,897	\$269,233	\$505,773
Total Closed Units:	1,035			171	556	267	41
Total List Volume:	193,463,383			22.50M	78.34M	71.89M	20.74M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

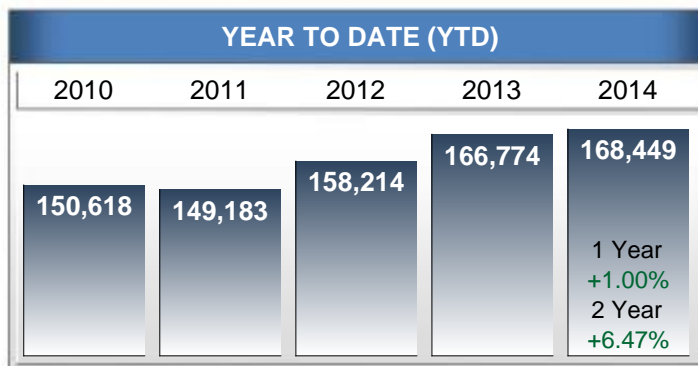
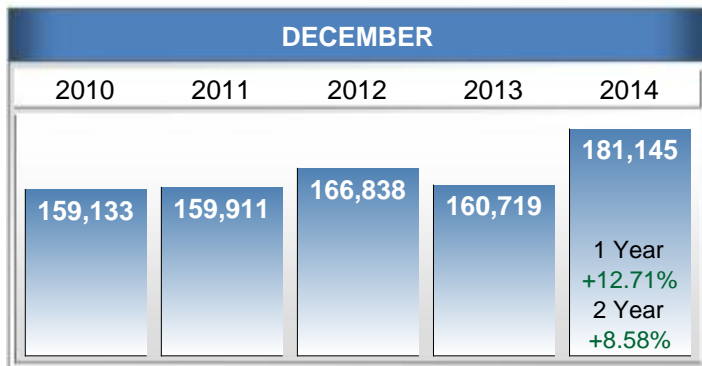
Closed Sales as of Jan 13, 2015



Average Sold Price at Closing

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average Sold Price

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5yr DEC AVG = 166K	3 MONTHS
High Jun 2013 = 182,527	OCT 173,199
Low Nov 2011 = 137,325	NOV 174,201
<i>Average SPrice</i> this month at 181,145 , above the 5 yr DEC average of 165,549	DEC 181,145
	0.58%
	3.99%

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	32	3.09%	15,182	17,881	12,088	15,250	0
\$25,001 \$75,000	179	17.29%	49,238	45,029	52,071	52,525	64,250
\$75,001 \$100,000	129	12.46%	86,914	86,967	86,987	85,885	0
\$100,001 \$150,000	221	21.35%	126,485	120,028	124,947	135,701	118,750
\$150,001 \$225,000	235	22.71%	181,554	172,236	181,052	183,009	201,717
\$225,001 \$325,000	137	13.24%	268,645	281,150	263,438	269,561	279,590
\$325,001 and up	102	9.86%	583,835	1,071,786	453,194	509,130	692,818
Average Closed Price:	\$181,145			\$124,854	\$136,798	\$261,851	\$491,733
Total Closed Units:	1,035			171	556	267	41
Total Closed Volume:	187,485,192			21.35M	76.06M	69.91M	20.16M



Monthly Inventory Analysis

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December 2014

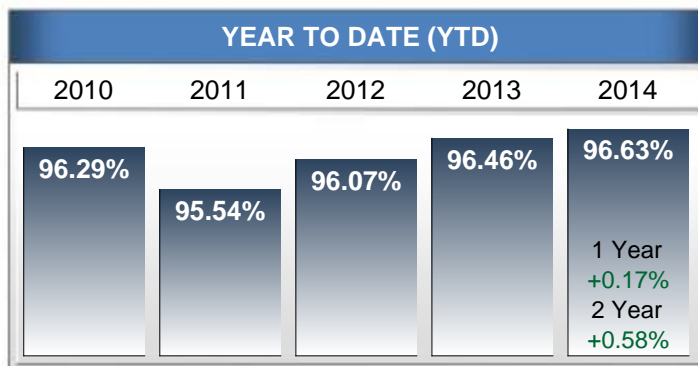
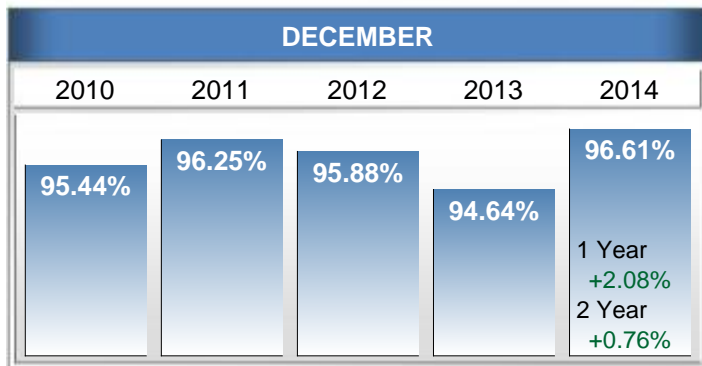
Closed Sales as of Jan 13, 2015



Average Percent of List Price to Selling Price

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List/Sell Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	32	3.09%	86.17%	87.89%	86.40%	70.83%	0.00%
\$25,001 - \$75,000	179	17.29%	95.06%	96.04%	94.78%	89.80%	91.92%
\$75,001 - \$100,000	129	12.46%	97.00%	97.30%	97.05%	95.36%	0.00%
\$100,001 - \$150,000	221	21.35%	97.58%	96.60%	97.63%	97.78%	98.86%
\$150,001 - \$225,000	235	22.71%	97.42%	95.66%	97.69%	97.38%	97.33%
\$225,001 - \$325,000	137	13.24%	97.17%	93.28%	97.64%	97.30%	97.63%
\$325,001 and up	102	9.86%	97.36%	94.91%	97.88%	97.77%	96.78%
Average List/Sell Ratio: 96.60%				95.30%	96.79%	97.02%	96.87%
Total Closed Units: 1,035				171	556	267	41
Total Closed Volume: 187,485,192				21.35M	76.06M	69.91M	20.16M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

Inventory as of Jan 13, 2015



Market Summary

Report Produced on: Jan 13, 2015

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Absorption: Last 12 months, an Average of **1,119** Sales/Month

Active Inventory as of December 31, 2014 = **6,668**

	DECEMBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	1,003	1,035	3.19%	12,942	13,428	3.76%
Pending Sales	707	854	20.79%	13,007	13,675	5.14%
New Listings	1,466	1,480	0.95%	26,237	25,634	-2.30%
Average List Price	168,652	186,921	10.83%	173,278	174,316	0.60%
Average Sale Price	160,719	181,145	12.71%	166,774	168,449	1.00%
Average Percent of List Price to Selling Price	94.64%	96.61%	2.08%	96.46%	96.63%	0.17%
Average Days on Market to Sale	60.93	54.55	-10.47%	54.46	52.25	-4.05%
Monthly Inventory	7,746	6,668	-13.92%	7,746	6,668	-13.92%
Months Supply of Inventory	7.18	5.96	-17.03%	7.18	5.96	-17.03%

