



December 2014

Area Delimited by County Of Washington

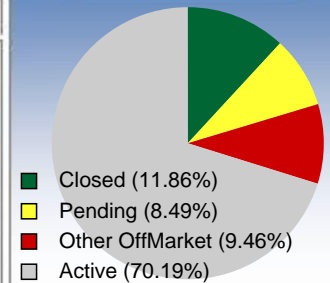


Absorption: Last 12 months, an Average of **77** Sales/Month

Active Inventory as of December 31, 2014 = **438**

| | DECEMBER | | |
|---|----------|---------|---------|
| | 2013 | 2014 | +/- % |
| Closed Listings | 64 | 74 | 15.63% |
| Pending Listings | 45 | 53 | 17.78% |
| New Listings | 82 | 87 | 6.10% |
| Median List Price | 120,000 | 111,200 | -7.33% |
| Median Sale Price | 116,250 | 108,500 | -6.67% |
| Median Percent of List Price to Selling Price | 96.53% | 97.43% | 0.93% |
| Median Days on Market to Sale | 36.00 | 42.50 | 18.06% |
| End of Month Inventory | 640 | 438 | -31.56% |
| Months Supply of Inventory | 8.74 | 5.72 | -34.54% |

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 **31.56%** to 438 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **5.72** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.67%** in December 2014 to \$108,500 versus the previous year at \$116,250.

Median Days on Market Lengthens

The median number of **42.50** days that homes spent on the market before selling increased by 6.50 days or **18.06%** in December 2014 compared to last year's same month at **36.00** DOM.

Sales Success for December 2014 is Positive

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

There were 87 New Listings in December 2014, up **6.10%** from last year at 82. Furthermore, there were 74 Closed Listings this month versus last year at 64, a **15.63%** increase.

Closed versus Listed trends yielded a **85.1%** ratio, up from last year's December 2014 at **78.0%**, a **8.98%** 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

| | |
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| Closed Listings | 1 |
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| Inventory | 4 |
| Months Supply of Inventory | 5 |
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| Median List Price at Closing | 7 |
| Median Sale Price at Closing | 8 |
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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?

Contact an experienced REALTOR®

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



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 County Of Washington



Closed Listings

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Contact an experienced REALTOR

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|------------------|--------|-------------|-----------------|------------------|------------------|------------------|
| \$20,000 and less | 4 | 5.41% | 3.5 | 2 | 2 | 0 | 0 |
| \$20,001 - \$40,000 | 12 | 16.22% | 64.0 | 7 | 4 | 1 | 0 |
| \$40,001 - \$80,000 | 11 | 14.86% | 32.0 | 2 | 9 | 0 | 0 |
| \$80,001 - \$110,000 | 13 | 17.57% | 96.0 | 1 | 8 | 3 | 1 |
| \$110,001 - \$150,000 | 17 | 22.97% | 18.0 | 0 | 14 | 3 | 0 |
| \$150,001 - \$220,000 | 10 | 13.51% | 43.0 | 1 | 3 | 6 | 0 |
| \$220,001 and up | 7 | 9.46% | 34.0 | 0 | 1 | 4 | 2 |
| Total Closed Units: | 74 | | 42.5 | 13 | 41 | 17 | 3 |
| Total Closed Volume: | 8,392,726 | | | 618.75K | 4.10M | 2.80M | 872.00K |
| Median Closed Price: | \$108,500 | | | \$37,000 | \$107,000 | \$172,500 | \$329,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

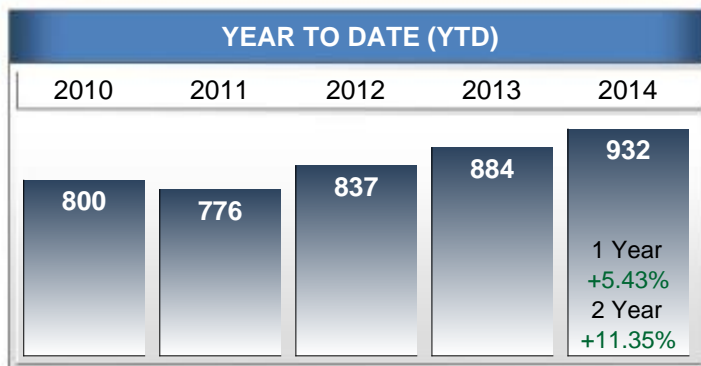
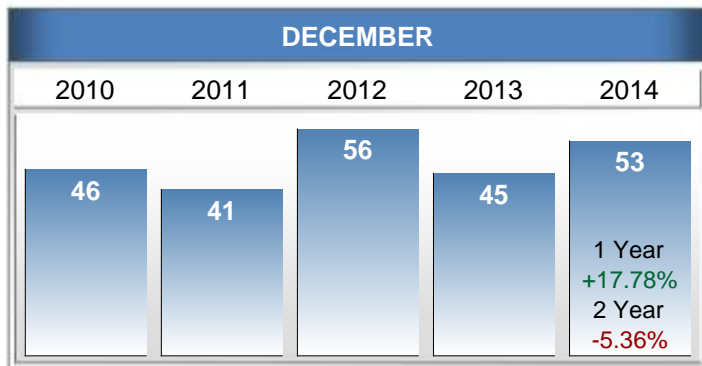
Pending Listings as of Jan 13, 2015



Pending Listings

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Pending Listings
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| | | | | | | | | | | | |
|--|--|-----|----|-----|----|-----|----|--------|--|---------|--|
| 5yr DEC AVG = 48 | 3 MONTHS | | | | | | | | | | |
| High Apr 2010 = 124 Low Nov 2011 = 39 <i>Pending Listing</i> this month at 53 , above the 5 yr DEC average of 48 | <table border="1"> <tr> <td>OCT</td> <td>65</td> </tr> <tr> <td>NOV</td> <td>61</td> </tr> <tr> <td>DEC</td> <td>53</td> </tr> <tr> <td colspan="2">-6.15%</td> </tr> <tr> <td colspan="2">-13.11%</td> </tr> </table> | OCT | 65 | NOV | 61 | DEC | 53 | -6.15% | | -13.11% | |
| OCT | 65 | | | | | | | | | | |
| NOV | 61 | | | | | | | | | | |
| DEC | 53 | | | | | | | | | | |
| -6.15% | | | | | | | | | | | |
| -13.11% | | | | | | | | | | | |

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|----|--------|------|--|--------|--------|---------|
| \$30,000 and less | 5 | 9.43% | 6.0 | 3 | 2 | 0 | 0 |
| \$30,001 \$60,000 | 6 | 11.32% | 8.0 | 3 | 3 | 0 | 0 |
| \$60,001 \$90,000 | 6 | 11.32% | 30.0 | 0 | 5 | 1 | 0 |
| \$90,001 \$140,000 | 14 | 26.42% | 72.0 | 0 | 9 | 5 | 0 |
| \$140,001 \$170,000 | 7 | 13.21% | 50.0 | 1 | 4 | 2 | 0 |
| \$170,001 \$230,000 | 10 | 18.87% | 30.0 | 1 | 4 | 5 | 0 |
| \$230,001 and up | 5 | 9.43% | 6.0 | 0 | 2 | 1 | 2 |
| Total Pending Units: 53 | | | | 37.0 | | | |
| Total Pending Volume: 7,368,590 | | | | 544.29K 3.77M 2.31M 744.90K | | | |
| Median Listing Price: \$119,900 | | | | \$45,500 \$110,000 \$168,250 \$372,450 | | | |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

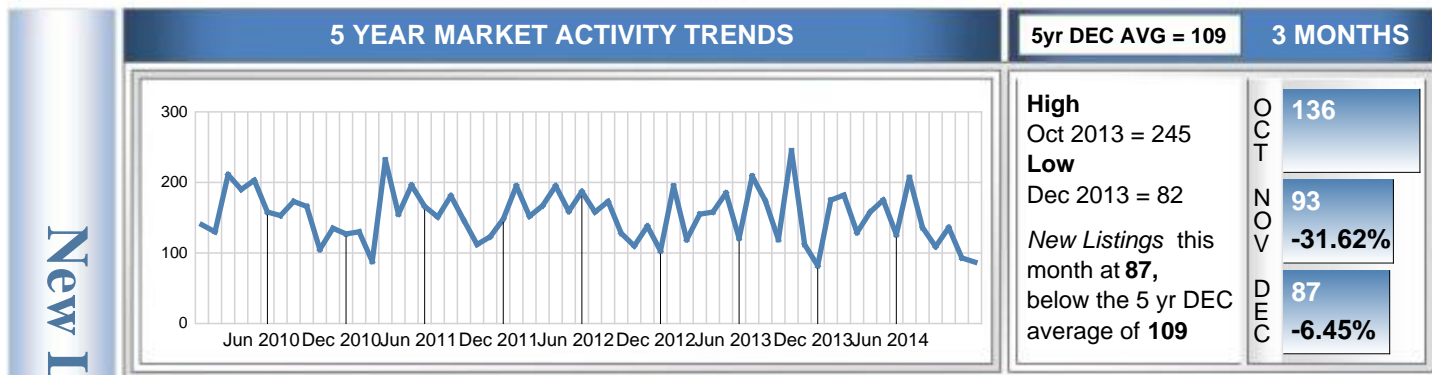
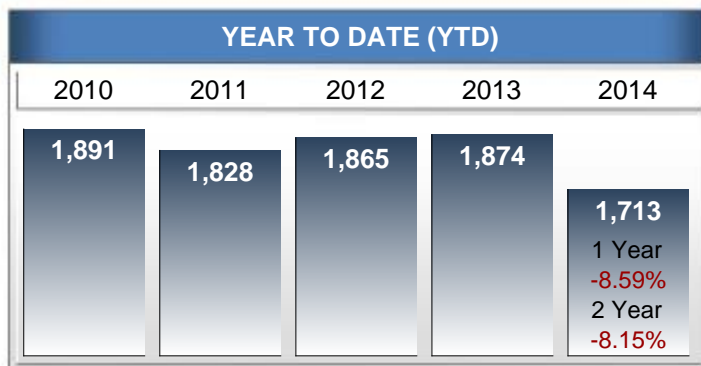
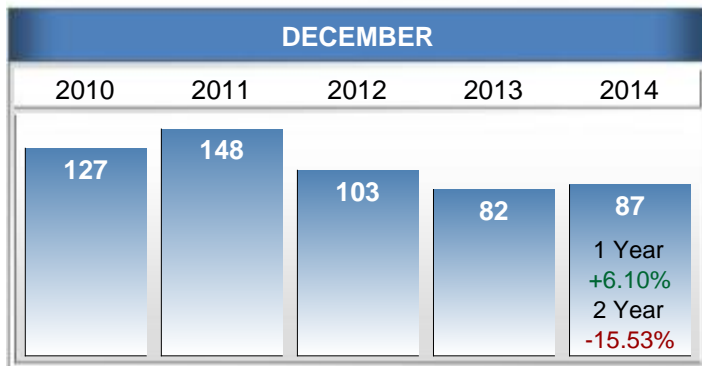
New Listings as of Jan 13, 2015



New Listings

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



New Listings

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Contact an experienced REALTOR

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 | 3 | 3.45% | 3 | 0 | 0 | 0 |
| \$20,001 \$50,000 | 14 | 16.09% | 11 | 2 | 1 | 0 |
| \$50,001 \$70,000 | 14 | 16.09% | 6 | 8 | 0 | 0 |
| \$70,001 \$130,000 | 21 | 24.14% | 3 | 15 | 3 | 0 |
| \$130,001 \$190,000 | 14 | 16.09% | 4 | 7 | 3 | 0 |
| \$190,001 \$310,000 | 12 | 13.79% | 0 | 1 | 10 | 1 |
| \$310,001 and up | 9 | 10.34% | 0 | 3 | 5 | 1 |
| Total New Listed Units: | 87 | | 27 | 36 | 22 | 2 |
| Total New Listed Volume: | 11,777,926 | | 1.67M | 4.41M | 5.12M | 567.50K |
| Median New Listed Listing Price: | \$99,900 | | \$50,000 | \$103,450 | \$222,250 | \$283,750 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

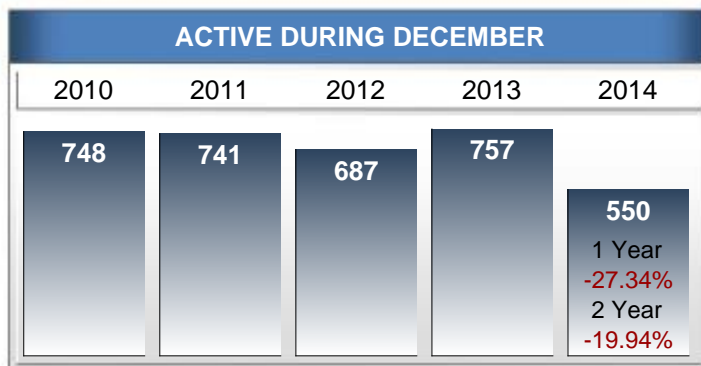
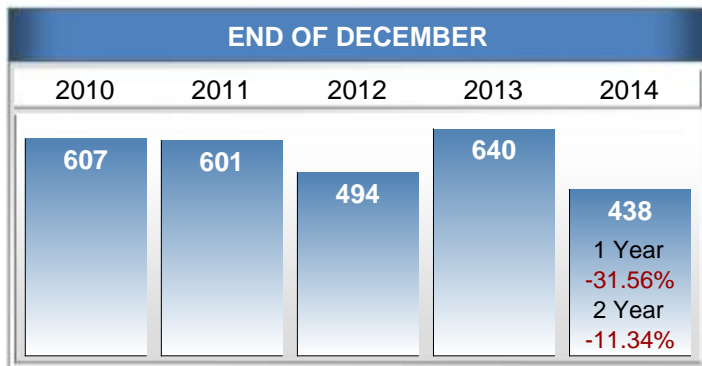
Active Inventory as of Jan 13, 2015



Active Inventory

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr DEC AVG = 556 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2014 = 438

Inventory this month at 438, below the 5 yr DEC average of 556

| | |
|-----|--------|
| OCT | 505 |
| NOV | 463 |
| DEC | 438 |
| | -5.40% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-----|--------|-------|------------|--------|----------|-----------|-----------|-----------|
| \$20,000 and less | 28 | 6.39% | 91.0 | 28 | 0 | 0 | 0 | | |
| \$20,001 \$50,000 | 69 | 15.75% | 112.0 | 60 | 7 | 2 | 0 | | |
| \$50,001 \$70,000 | 60 | 13.70% | 132.5 | 40 | 18 | 2 | 0 | | |
| \$70,001 \$120,000 | 106 | 24.20% | 98.5 | 44 | 52 | 10 | 0 | | |
| \$120,001 \$170,000 | 71 | 16.21% | 105.0 | 9 | 46 | 16 | 0 | | |
| \$170,001 \$290,000 | 60 | 13.70% | 79.0 | 6 | 13 | 38 | 3 | | |
| \$290,001 and up | 44 | 10.05% | 79.0 | 8 | 6 | 19 | 11 | | |
| Total Active Inventory by Units: | | | | 438 | 91.0 | 195 | 142 | 87 | 14 |
| Total Active Inventory by Volume: | | | | 75,286,324 | | 21.93M | 18.02M | 20.09M | 15.25M |
| Median Active Inventory Listing Price: | | | | \$95,000 | | \$57,750 | \$115,000 | \$200,000 | \$355,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

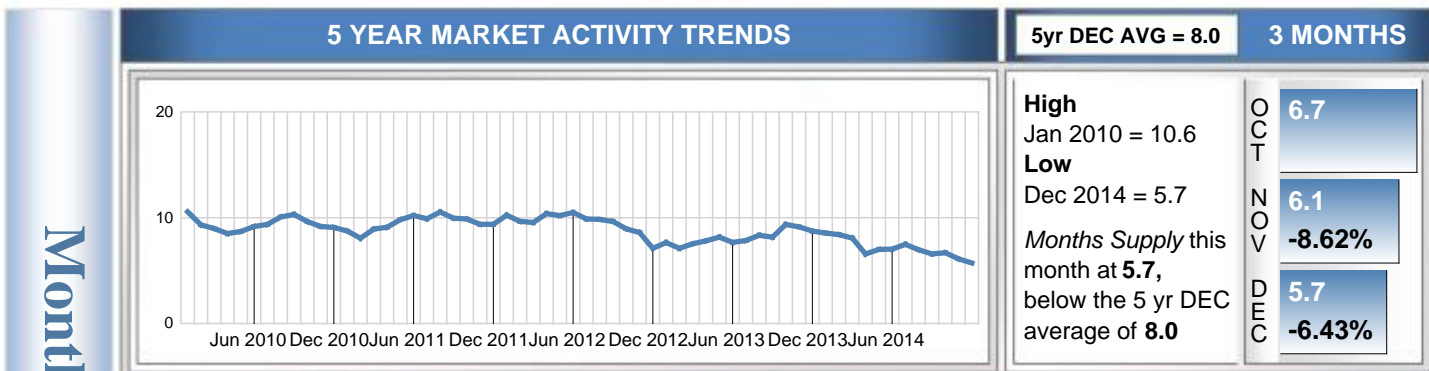
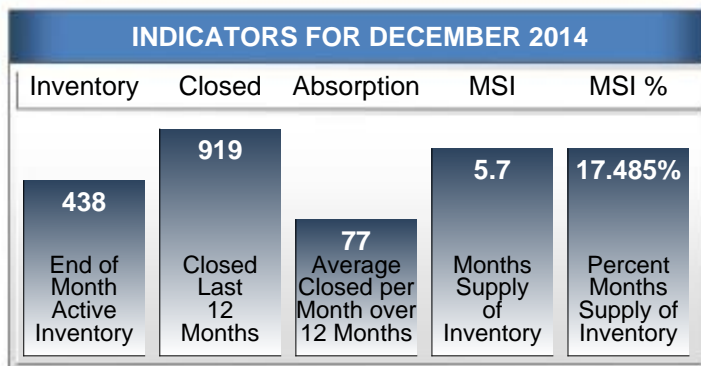
Active Inventory as of Jan 13, 2015



Months Supply of Inventory

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Months Supply

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Contact an experienced REALTOR

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 | 28 | 6.39% | 9.1 | 12.9 | 0.0 | 0.0 | 0.0 |
| \$20,001 \$50,000 | 69 | 15.75% | 8.0 | 15.7 | 1.6 | 8.0 | 0.0 |
| \$50,001 \$70,000 | 60 | 13.70% | 8.5 | 13.7 | 4.7 | 6.0 | 0.0 |
| \$70,001 \$120,000 | 106 | 24.20% | 5.0 | 14.7 | 3.5 | 3.5 | 0.0 |
| \$120,001 \$170,000 | 71 | 16.21% | 4.8 | 8.3 | 5.4 | 3.3 | 0.0 |
| \$170,001 \$290,000 | 60 | 13.70% | 3.9 | 14.4 | 2.4 | 4.1 | 5.1 |
| \$290,001 and up | 44 | 10.05% | 6.8 | 32.0 | 10.3 | 4.8 | 6.6 |
| MSI: | | | 5.7 | 14.3 | 3.7 | 4.0 | 5.1 |
| Total Active Inventory: | | | 438 | 195 | 142 | 87 | 14 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

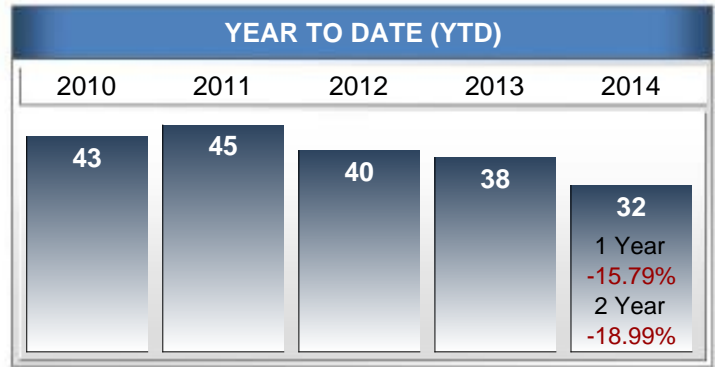
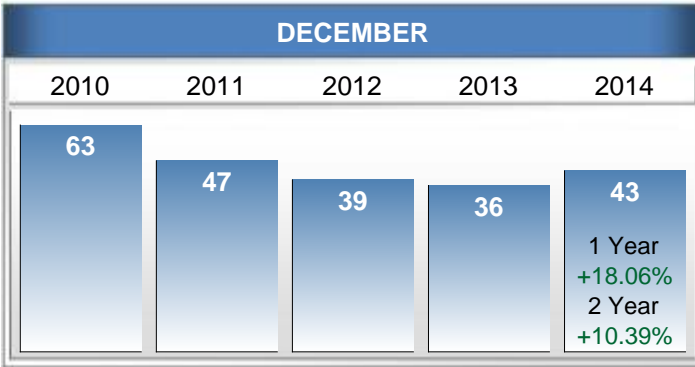
Closed Sales as of Jan 13, 2015



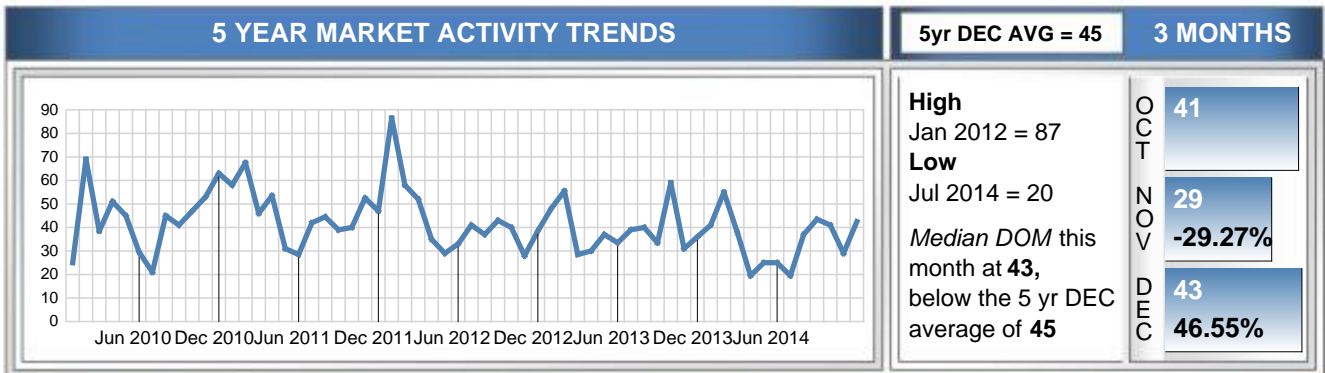
Median Days on Market to Sale

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Median Days on Market



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Days on Market to Sale by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|-----------|--------|------|---------|--------|--------|---------|
| \$20,000 and less | 4 | 5.41% | 3.5 | 3.5 | 44.5 | 0.0 | 0.0 |
| \$20,001 \$40,000 | 12 | 16.22% | 64.0 | 61.0 | 52.0 | 88.0 | 0.0 |
| \$40,001 \$80,000 | 11 | 14.86% | 32.0 | 74.0 | 32.0 | 0.0 | 0.0 |
| \$80,001 \$110,000 | 13 | 17.57% | 96.0 | 82.0 | 98.5 | 118.0 | 21.0 |
| \$110,001 \$150,000 | 17 | 22.97% | 18.0 | 0.0 | 17.5 | 81.0 | 0.0 |
| \$150,001 \$220,000 | 10 | 13.51% | 43.0 | 64.0 | 49.0 | 32.0 | 0.0 |
| \$220,001 and up | 7 | 9.46% | 34.0 | 0.0 | 71.0 | 38.0 | 19.0 |
| Median Closed DOM: | 42.5 | | | 61.0 | 49.0 | 42.0 | 21.0 |
| Total Closed Units: | 74 | | | 13 | 41 | 17 | 3 |
| Total Closed Volume: | 8,392,726 | | | 618.75K | 4.10M | 2.80M | 872.00K |

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Monthly Inventory Analysis

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December 2014

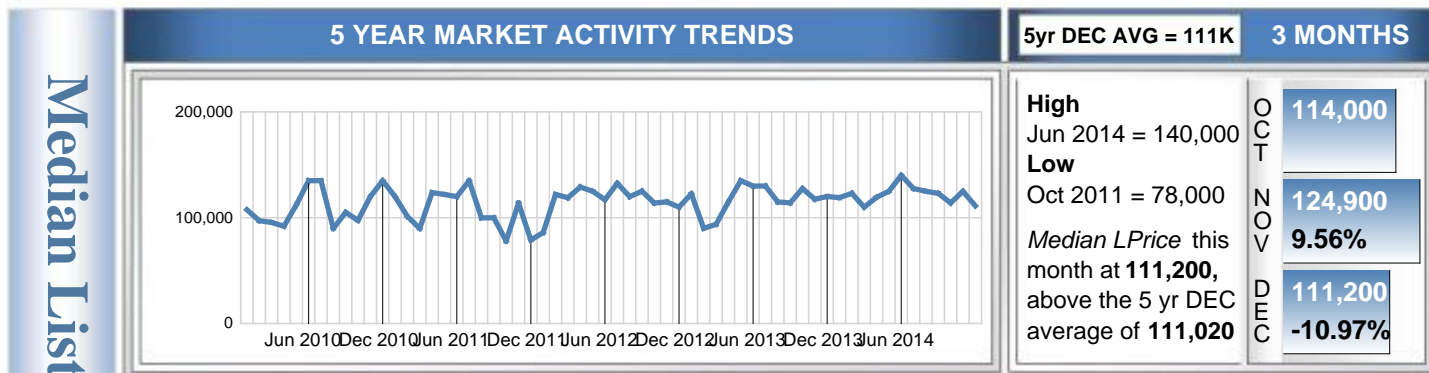
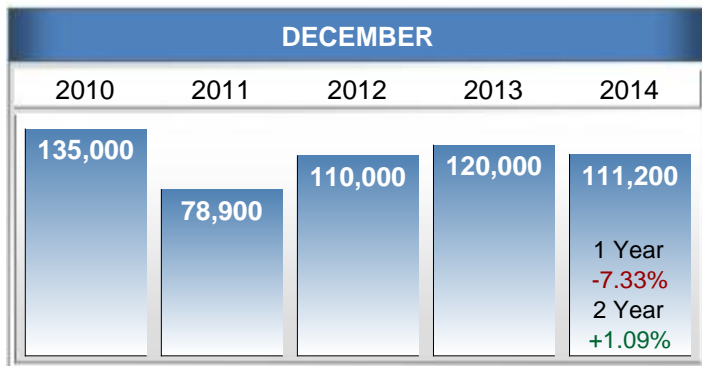
Closed Sales as of Jan 13, 2015



Median List Price at Closing

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median List Price at Closing by Price Range | | | % | MLS | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|----|-----------|--------|---------|----------|-----------|-----------|-----------|
| \$20,000 and less | 3 | | 4.05% | 15,000 | 17,000 | 12,500 | 0 | 0 |
| \$20,001 \$40,000 | 11 | | 14.86% | 32,000 | 35,000 | 29,900 | 0 | 0 |
| \$40,001 \$80,000 | 11 | | 14.86% | 52,000 | 42,900 | 59,900 | 43,000 | 0 |
| \$80,001 \$110,000 | 12 | | 16.22% | 99,500 | 105,000 | 99,500 | 93,000 | 84,900 |
| \$110,001 \$150,000 | 20 | | 27.03% | 122,450 | 0 | 125,000 | 119,900 | 0 |
| \$150,001 \$220,000 | 9 | | 12.16% | 179,000 | 163,000 | 180,450 | 184,450 | 0 |
| \$220,001 and up | 8 | | 10.81% | 238,700 | 0 | 237,850 | 234,750 | 414,000 |
| Median List Price: | | \$111,200 | | | \$39,500 | \$106,000 | \$174,000 | \$339,000 |
| Total Closed Units: | | 74 | | | 13 | 41 | 17 | 3 |
| Total List Volume: | | 8,681,700 | | | 664.10K | 4.23M | 2.88M | 912.90K |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

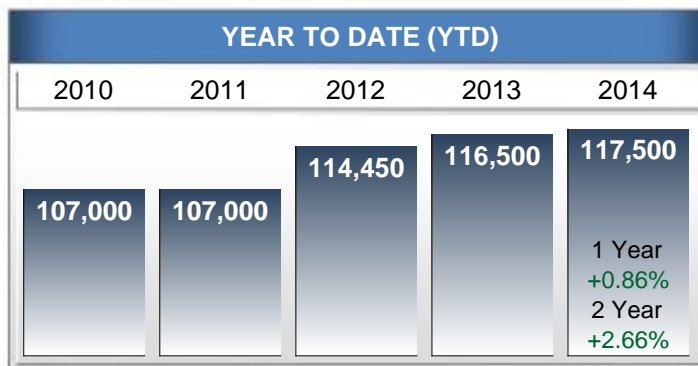
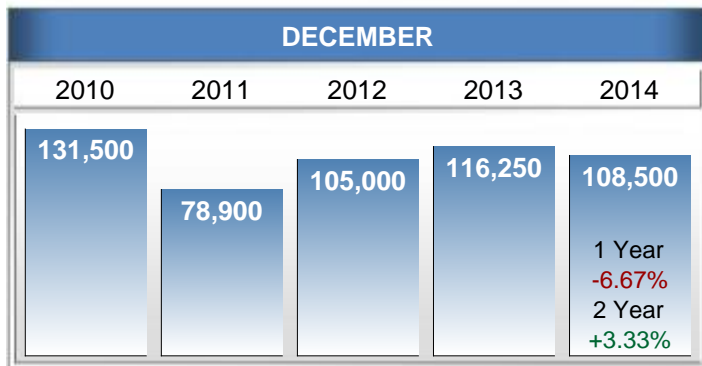
Closed Sales as of Jan 13, 2015



Median Sold Price at Closing

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Sold Price at Closing by Price Range | | | % | M\$\$ | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|-----------|--|--------|---------|----------|-----------|-----------|-----------|
| \$20,000 and less | 4 | | 5.41% | 15,000 | 15,000 | 13,500 | 0 | 0 |
| \$20,001 - \$40,000 | 12 | | 16.22% | 30,000 | 31,500 | 24,838 | 25,000 | 0 |
| \$40,001 - \$80,000 | 11 | | 14.86% | 60,000 | 52,500 | 64,000 | 0 | 0 |
| \$80,001 - \$110,000 | 13 | | 17.57% | 100,000 | 100,000 | 104,000 | 99,500 | 91,000 |
| \$110,001 - \$150,000 | 17 | | 22.97% | 122,000 | 0 | 123,000 | 120,000 | 0 |
| \$150,001 - \$220,000 | 10 | | 13.51% | 182,000 | 152,500 | 199,000 | 182,000 | 0 |
| \$220,001 and up | 7 | | 9.46% | 232,900 | 0 | 232,900 | 230,500 | 390,500 |
| Median Closed Price: | \$108,500 | | | | \$37,000 | \$107,000 | \$172,500 | \$329,000 |
| Total Closed Units: | 74 | | | | 13 | 41 | 17 | 3 |
| Total Closed Volume: | 8,392,726 | | | | 618.75K | 4.10M | 2.80M | 872.00K |



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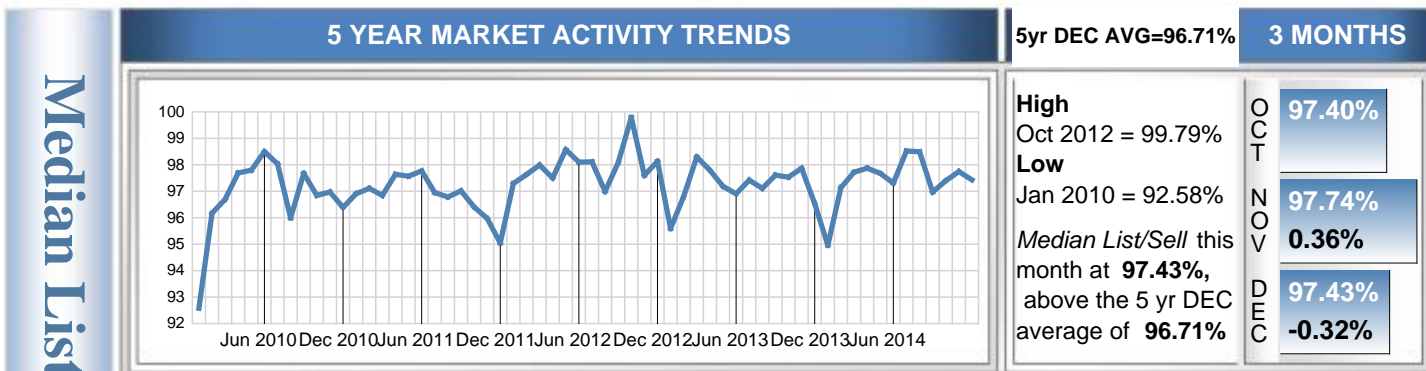
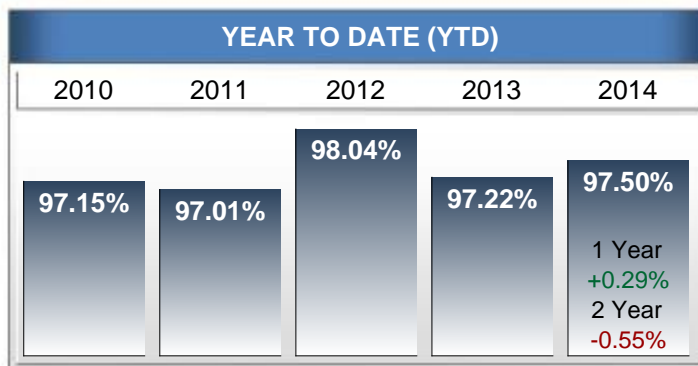
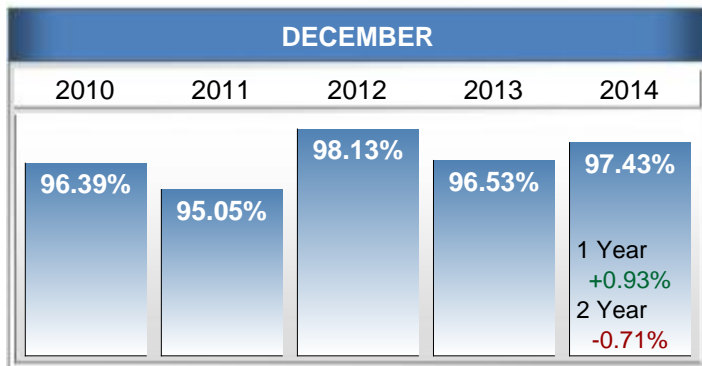
Closed Sales as of Jan 13, 2015



Median Percent of List Price to Selling Price

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Median List/Sell Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median L/S % by Price Range | | % | ML/S% | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|-----------|--------|--------|---------|--------|--------|---------|
| \$20,000 and less | 4 | 5.41% | 87.47% | 89.47% | 70.73% | 0.00% | 0.00% |
| \$20,001 \$40,000 | 12 | 16.22% | 93.16% | 92.66% | 98.96% | 58.14% | 0.00% |
| \$40,001 \$80,000 | 11 | 14.86% | 96.24% | 99.39% | 96.24% | 0.00% | 0.00% |
| \$80,001 \$110,000 | 13 | 17.57% | 97.36% | 95.24% | 97.56% | 91.74% | 107.18% |
| \$110,001 \$150,000 | 17 | 22.97% | 98.31% | 0.00% | 99.30% | 96.73% | 0.00% |
| \$150,001 \$220,000 | 10 | 13.51% | 97.75% | 93.56% | 96.60% | 99.71% | 0.00% |
| \$220,001 and up | 7 | 9.46% | 97.05% | 0.00% | 98.77% | 97.87% | 94.74% |
| Median List/Sell Ratio: | 97.43% | | | 93.56% | 97.92% | 97.12% | 97.05% |
| Total Closed Units: | 74 | | | 13 | 41 | 17 | 3 |
| Total Closed Volume: | 8,392,726 | | | 618.75K | 4.10M | 2.80M | 872.00K |



Monthly Inventory Analysis

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December 2014

Inventory as of Jan 13, 2015



Market Summary

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 77 Sales/Month

Active Inventory as of December 31, 2014 = 438

| | DECEMBER | | | Year To Date | | |
|---|----------|---------|---------|--------------|---------|---------|
| | 2013 | 2014 | +/- % | 2013 | 2014 | +/- % |
| Closed Sales | 64 | 74 | 15.63% | 879 | 919 | 4.55% |
| Pending Sales | 45 | 53 | 17.78% | 884 | 932 | 5.43% |
| New Listings | 82 | 87 | 6.10% | 1,874 | 1,713 | -8.59% |
| Median List Price | 120,000 | 111,200 | -7.33% | 119,500 | 119,900 | 0.33% |
| Median Sale Price | 116,250 | 108,500 | -6.67% | 116,500 | 117,500 | 0.86% |
| Median Percent of List Price to Selling Price | 96.53% | 97.43% | 0.93% | 97.22% | 97.50% | 0.29% |
| Median Days on Market to Sale | 36.00 | 42.50 | 18.06% | 38.00 | 32.00 | -15.79% |
| Monthly Inventory | 640 | 438 | -31.56% | 640 | 438 | -31.56% |
| Months Supply of Inventory | 8.74 | 5.72 | -34.54% | 8.74 | 5.72 | -34.54% |

