



June 2014

Area Delimited by County Of Washington

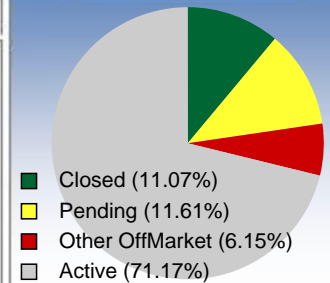


Absorption: Last 12 months, an Average of **77** Sales/Month

Active Inventory as of June 30, 2014 = **521**

	JUNE		
	2013	2014	+/-%
Closed Listings	84	81	-3.57%
Pending Listings	98	85	-13.27%
New Listings	121	126	4.13%
Median List Price	129,900	140,000	7.78%
Median Sale Price	124,975	140,000	12.02%
Median Percent of List Price to Selling Price	96.90%	97.31%	0.42%
Median Days on Market to Sale	33.50	25.00	-25.37%
End of Month Inventory	540	521	-3.52%
Months Supply of Inventory	7.67	6.81	-11.19%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 16, 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 June 2014 decreased **3.52%** to 521 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 **6.81** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **12.02%** in June 2014 to \$140,000 versus the previous year at \$124,975.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 8.50 days or **25.37%** in June 2014 compared to last year's same month at **33.50** DOM.

Sales Success for June 2014 is Positive

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

There were 126 New Listings in June 2014, up **4.13%** from last year at 121. Furthermore, there were 81 Closed Listings this month versus last year at 84, a **-3.57%** decrease.

Closed versus Listed trends yielded a **64.3%** ratio, down from last year's June 2014 at **69.4%**, a **7.40%** 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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June 2014

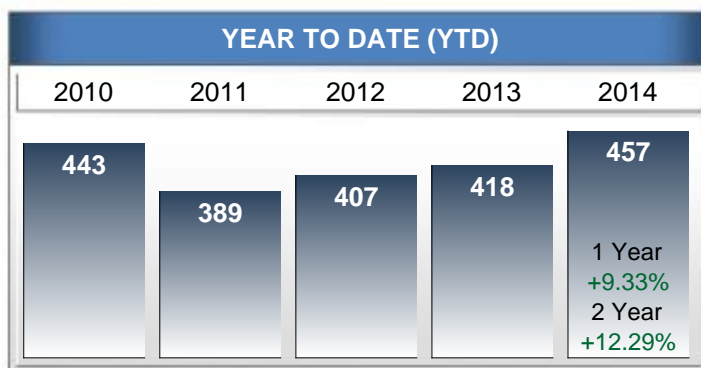
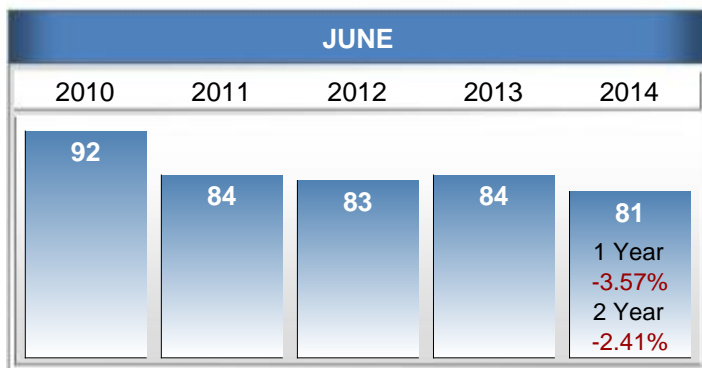
Closed Sales as of Jul 16, 2014



Report Produced on: Jul 16, 2014

Closed Listings

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	6	7.41%	30.5	4	2	0	0		
\$30,001 - \$80,000	12	14.81%	32.5	4	8	0	0		
\$80,001 - \$110,000	11	13.58%	34.0	0	10	1	0		
\$110,001 - \$170,000	18	22.22%	22.5	2	7	9	0		
\$170,001 - \$240,000	14	17.28%	20.0	0	9	5	0		
\$240,001 - \$300,000	11	13.58%	20.0	0	1	9	1		
\$300,001 and up	9	11.11%	49.0	0	1	5	3		
Total Closed Units:				81	25.0	10	38	29	4
Total Closed Volume:				13,316,233		484.07K	4.79M	6.66M	1.39M
Median Closed Price:				\$140,000		\$36,300	\$108,500	\$227,000	\$355,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

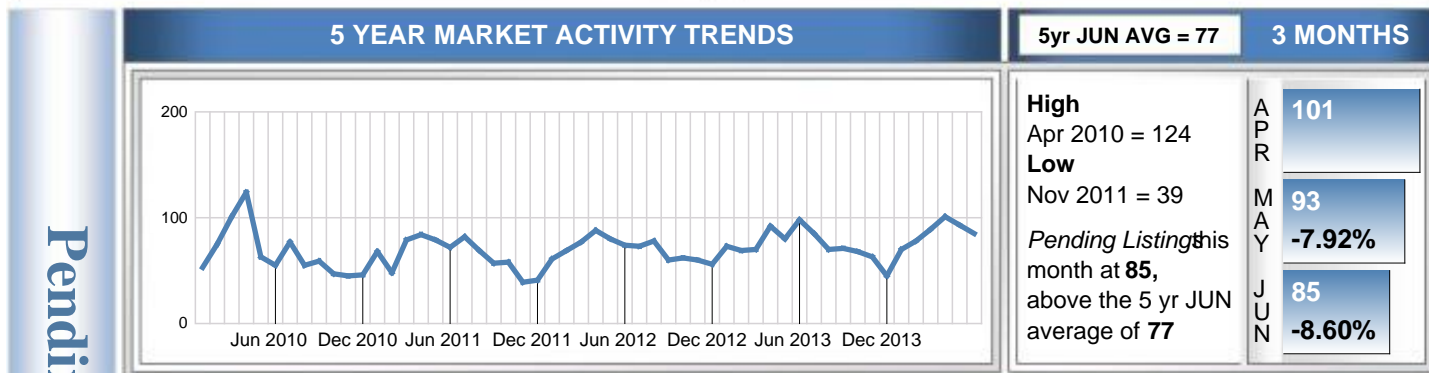
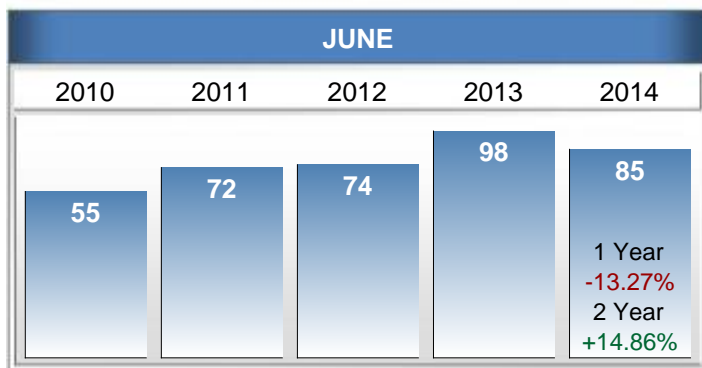
Pending Listings as of Jul 16, 2014



Pending Listings

Report Produced on: Jul 16, 2014

Area Delimited by County Of Washington



Pending Listings
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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	7	8.24%	13.0	6	1	0	0		
\$50,001 - \$80,000	10	11.76%	28.5	3	6	0	1		
\$80,001 - \$90,000	10	11.76%	35.0	0	7	3	0		
\$90,001 - \$150,000	26	30.59%	28.5	1	20	4	1		
\$150,001 - \$220,000	10	11.76%	8.5	0	4	5	1		
\$220,001 - \$310,000	13	15.29%	6.0	0	2	11	0		
\$310,001 and up	9	10.59%	107.0	0	1	5	3		
Total Pending Units:				85	28.0	10	41	28	6
Total Pending Volume:				13,849,811		432.10K	4.98M	6.31M	2.13M
Median Listing Price:				\$125,000		\$48,450	\$100,000	\$229,500	\$282,038



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

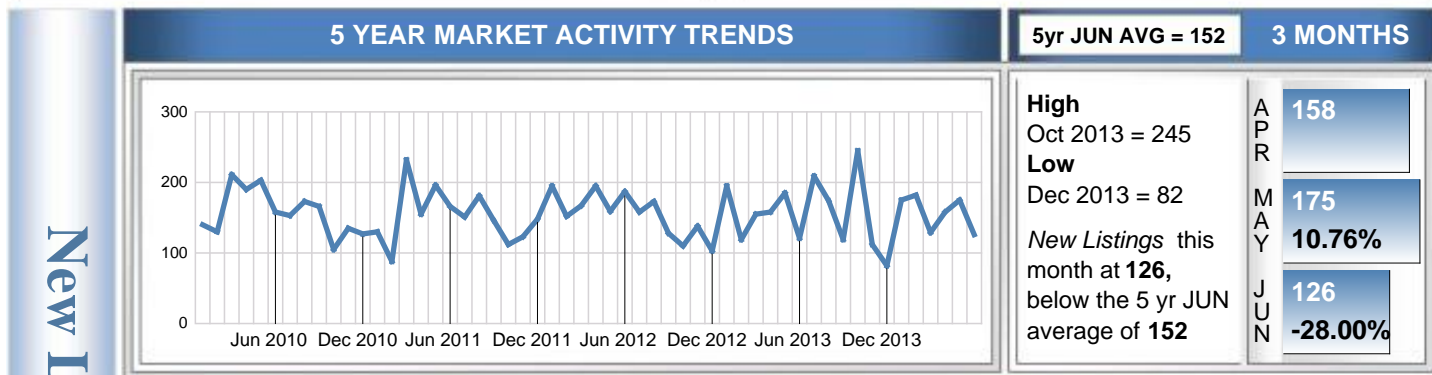
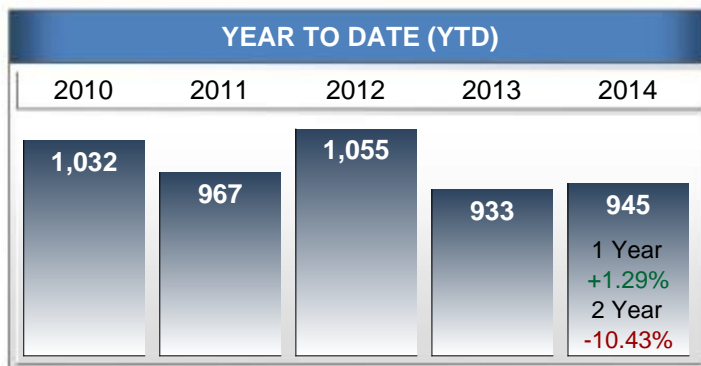
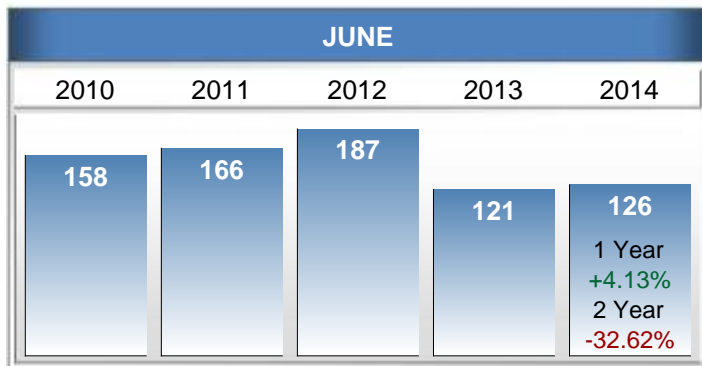
New Listings as of Jul 16, 2014



New Listings

Report Produced on: Jul 16, 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+
\$40,000 and less	13	10.32%	7	6	0	0
\$40,001 \$60,000	16	12.70%	6	10	0	0
\$60,001 \$70,000	11	8.73%	6	5	0	0
\$70,001 \$130,000	35	27.78%	8	21	6	0
\$130,001 \$190,000	21	16.67%	0	14	7	0
\$190,001 \$260,000	17	13.49%	1	6	8	2
\$260,001 and up	13	10.32%	0	5	6	2
Total New Listed Units:			28	67	27	4
Total New Listed Volume:			1.85M	8.63M	5.48M	1.15M
Median New Listed Listing Price:			\$69,000	\$109,900	\$192,500	\$282,000



Monthly Inventory Analysis

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June 2014

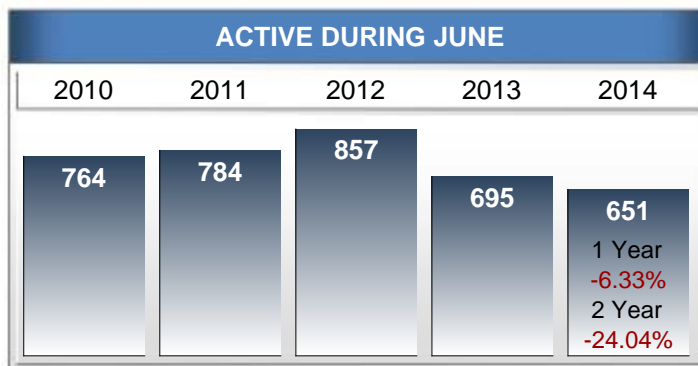
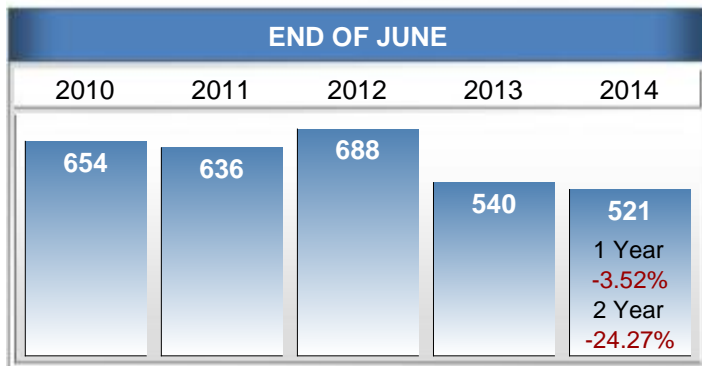
Active Inventory as of Jul 16, 2014



Active Inventory

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Area Delimited by County Of Washington



Active Inventory

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5yr JUN AVG = 608 **3 MONTHS**

High
Aug 2010 = 708

Low
Apr 2014 = 488

Inventory this month at **521**, below the 5 yr JUN average of **608**

A P R	488
M A Y	525
J U N	521
7.58%	
-0.76%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	49	9.40%	138.0	44	5	0	0
\$30,001 \$50,000	61	11.71%	129.0	47	13	1	0
\$50,001 \$70,000	79	15.16%	88.0	49	28	2	0
\$70,001 \$120,000	116	22.26%	74.5	47	57	11	1
\$120,001 \$180,000	90	17.27%	79.0	14	46	27	3
\$180,001 \$280,000	72	13.82%	53.0	5	26	38	3
\$280,001 and up	54	10.36%	66.0	11	8	23	12

Total Active Inventory by Units:	521	80.0	217	183	102	19
Total Active Inventory by Volume:	87,238,748		22.99M	23.20M	25.82M	15.24M
Median Active Inventory Listing Price:	\$95,000		\$62,000	\$109,900	\$212,450	\$310,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

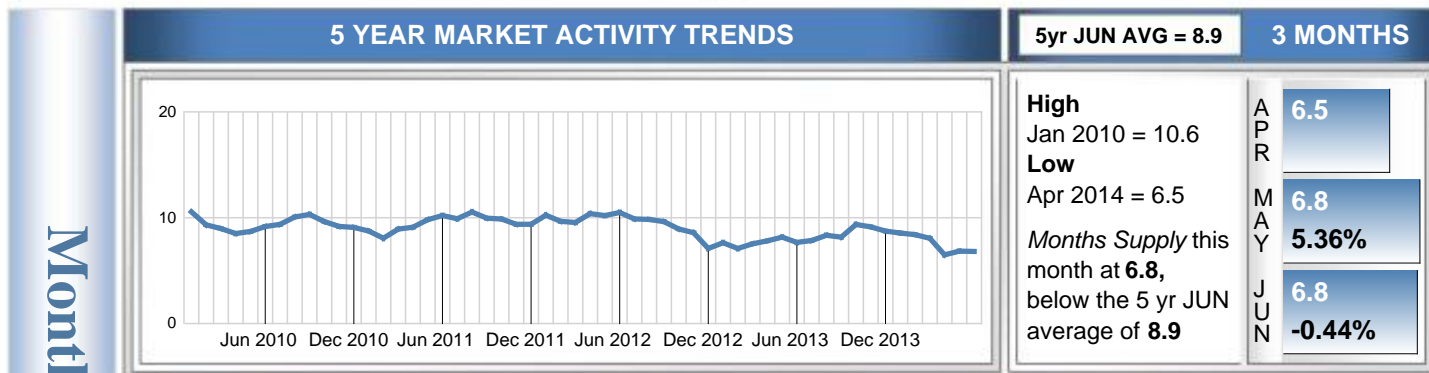
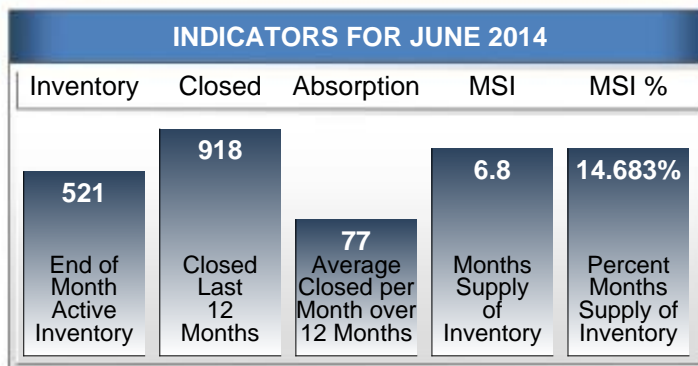
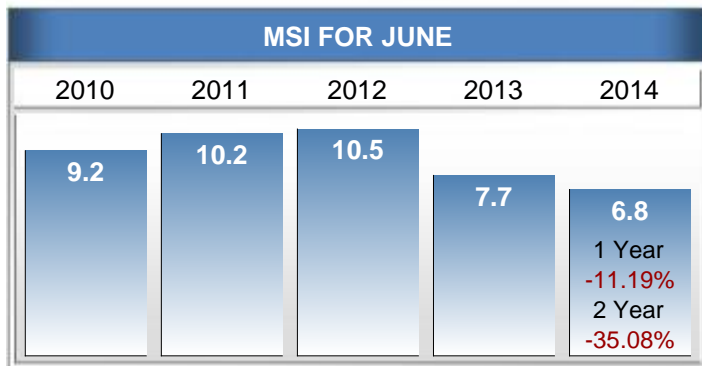
Active Inventory as of Jul 16, 2014



Months Supply of Inventory

Report Produced on: Jul 16, 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	49	9.40%	6.4	10.0	1.6	0.0	0.0
\$30,001 \$50,000	61	11.71%	10.9	20.1	4.0	0.0	0.0
\$50,001 \$70,000	79	15.16%	12.8	21.8	8.4	3.4	0.0
\$70,001 \$120,000	116	22.26%	5.9	15.2	4.2	4.1	6.0
\$120,001 \$180,000	90	17.27%	5.1	16.8	4.8	4.2	5.1
\$180,001 \$280,000	72	13.82%	5.2	12.0	6.4	4.3	5.1
\$280,001 and up	54	10.36%	8.6	33.0	19.2	6.3	6.5
MSI:			6.8	15.9	4.9	4.6	6.0
Total Active Inventory:			521	217	183	102	19



Monthly Inventory Analysis

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June 2014

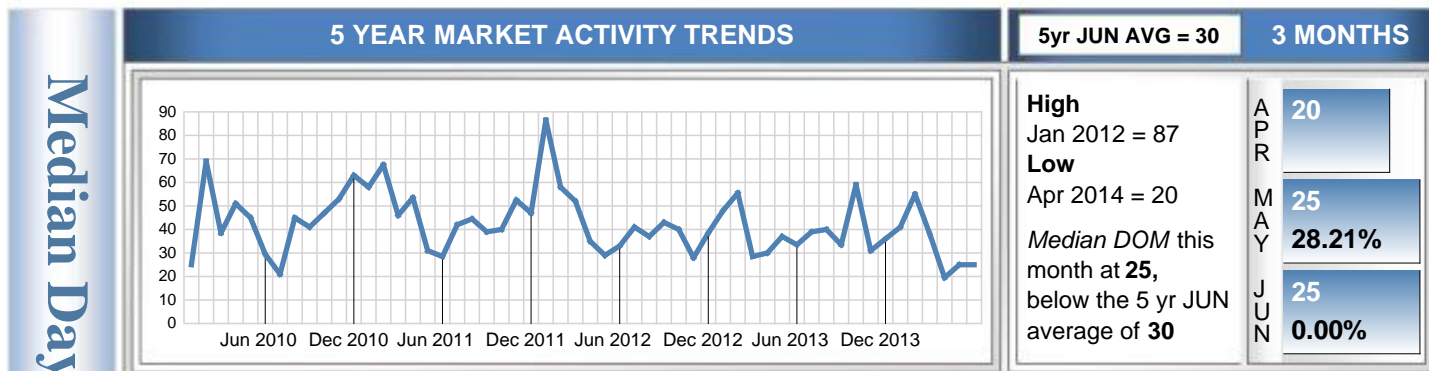
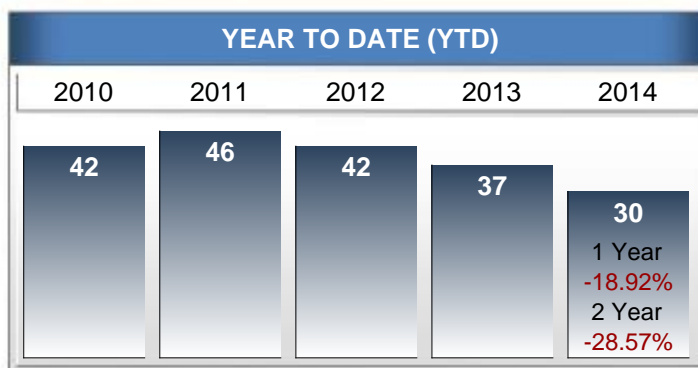
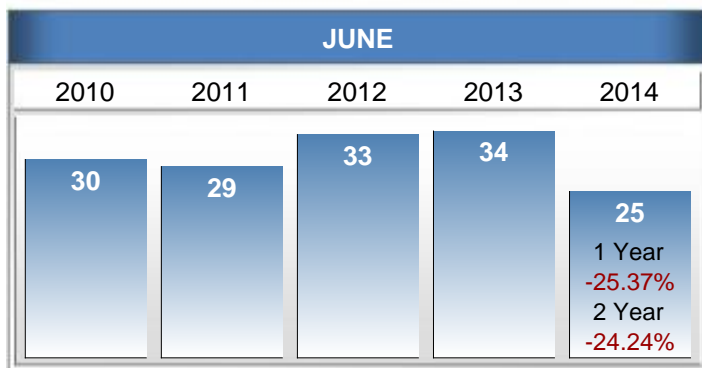
Closed Sales as of Jul 16, 2014



Median Days on Market to Sale

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Median Days on Market

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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+
\$30,000 and less	6			7.41%	30.5	28.0	31.5	0.0	0.0
\$30,001 - \$80,000	12			14.81%	32.5	67.0	27.5	0.0	0.0
\$80,001 - \$110,000	11			13.58%	34.0	0.0	22.5	66.0	0.0
\$110,001 - \$170,000	18			22.22%	22.5	50.0	8.0	37.0	0.0
\$170,001 - \$240,000	14			17.28%	20.0	0.0	20.0	20.0	0.0
\$240,001 - \$300,000	11			13.58%	20.0	0.0	161.0	19.0	141.0
\$300,001 and up	9			11.11%	49.0	0.0	3.0	70.0	43.0
Median Closed DOM:	25.0					53.5	21.5	25.0	70.0
Total Closed Units:	81					10	38	29	4
Total Closed Volume:	13,316,233					484.07K	4.79M	6.66M	1.39M



Monthly Inventory Analysis

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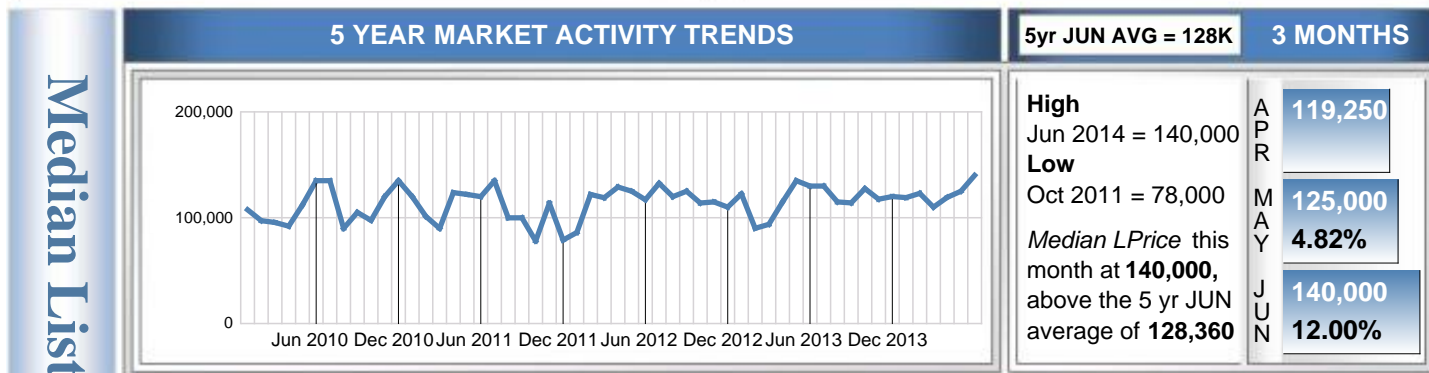
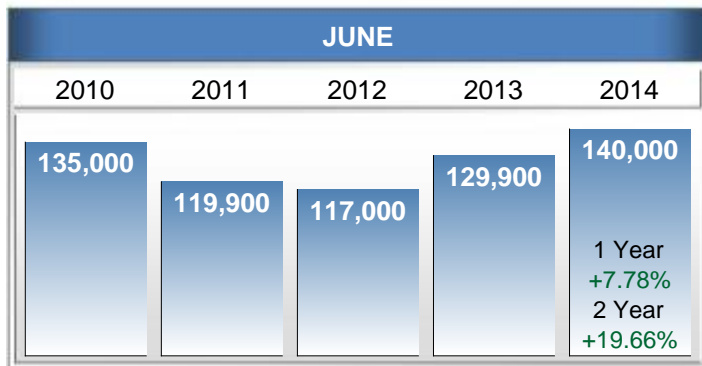
Closed Sales as of Jul 16, 2014



Median List Price at Closing

Report Produced on: Jul 16, 2014

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+
\$30,000 and less	5		6.17%	11,000	8,950	25,000	0	0
\$30,001 - \$80,000	10		12.35%	48,000	46,450	48,000	0	0
\$80,001 - \$110,000	12		14.81%	92,450	0	92,450	0	0
\$110,001 - \$170,000	19		23.46%	134,900	125,950	119,900	139,950	0
\$170,001 - \$240,000	15		18.52%	187,500	0	185,000	209,000	0
\$240,001 - \$300,000	11		13.58%	269,000	0	264,900	269,000	269,900
\$300,001 and up	9		11.11%	389,000	0	360,000	389,000	445,000
Median List Price:		\$140,000			\$37,700	\$111,575	\$229,500	\$392,500
Total Closed Units:		81			10	38	29	4
Total List Volume:		13,867,260			508.10K	4.91M	6.91M	1.54M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

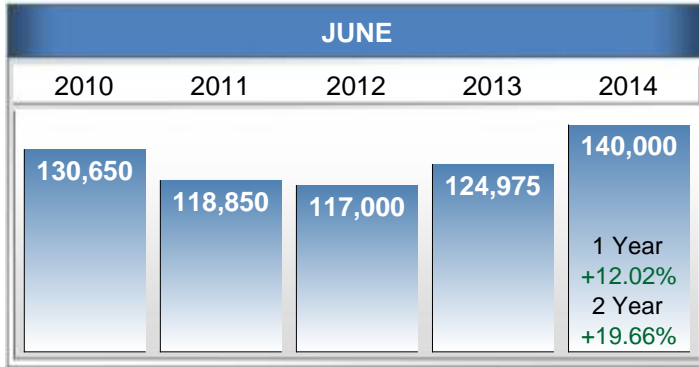
Closed Sales as of Jul 16, 2014



Median Sold Price at Closing

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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+
\$30,000 and less	6		7.41%	14,734	9,762	25,251	0	0
\$30,001 - \$80,000	12		14.81%	61,718	42,500	74,713	0	0
\$80,001 - \$110,000	11		13.58%	94,900	0	94,450	104,000	0
\$110,001 - \$170,000	18		22.22%	132,750	124,250	122,000	140,000	0
\$170,001 - \$240,000	14		17.28%	185,250	0	185,000	204,500	0
\$240,001 - \$300,000	11		13.58%	265,000	0	260,000	267,500	263,000
\$300,001 and up	9		11.11%	361,000	0	347,500	361,000	400,000
Median Closed Price:	\$140,000				\$36,300	\$108,500	\$227,000	\$355,000
Total Closed Units:	81				10	38	29	4
Total Closed Volume:	13,316,233				484.07K	4.79M	6.66M	1.39M



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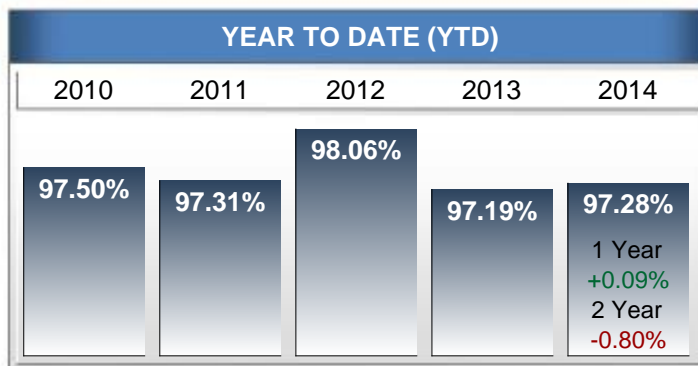
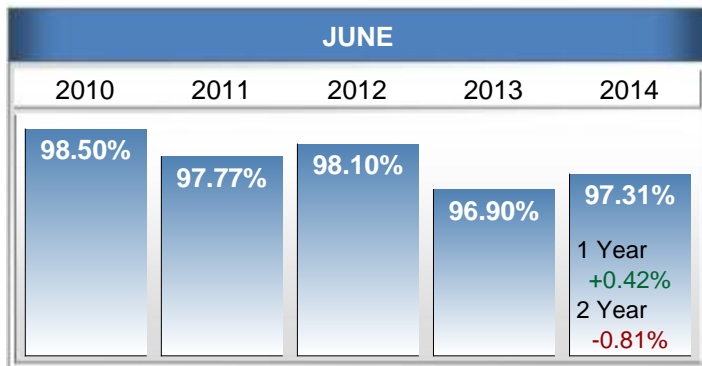
Closed Sales as of Jul 16, 2014



Median Percent of List Price to Selling Price

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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+
\$30,000 and less	6	7.41%	85.86%	89.86%	84.20%	0.00%	0.00%
\$30,001 - \$80,000	12	14.81%	94.21%	93.30%	94.61%	0.00%	0.00%
\$80,001 - \$110,000	11	13.58%	98.95%	0.00%	99.47%	74.34%	0.00%
\$110,001 - \$170,000	18	22.22%	97.42%	98.87%	98.32%	97.27%	0.00%
\$170,001 - \$240,000	14	17.28%	98.82%	0.00%	98.86%	97.87%	0.00%
\$240,001 - \$300,000	11	13.58%	98.15%	0.00%	98.15%	100.00%	97.44%
\$300,001 and up	9	11.11%	93.26%	0.00%	96.53%	94.18%	91.18%
Median List/Sell Ratio:	97.31%			95.36%	97.96%	97.31%	92.22%
Total Closed Units:	81			10	38	29	4
Total Closed Volume:	13,316,233			484.07K	4.79M	6.66M	1.39M



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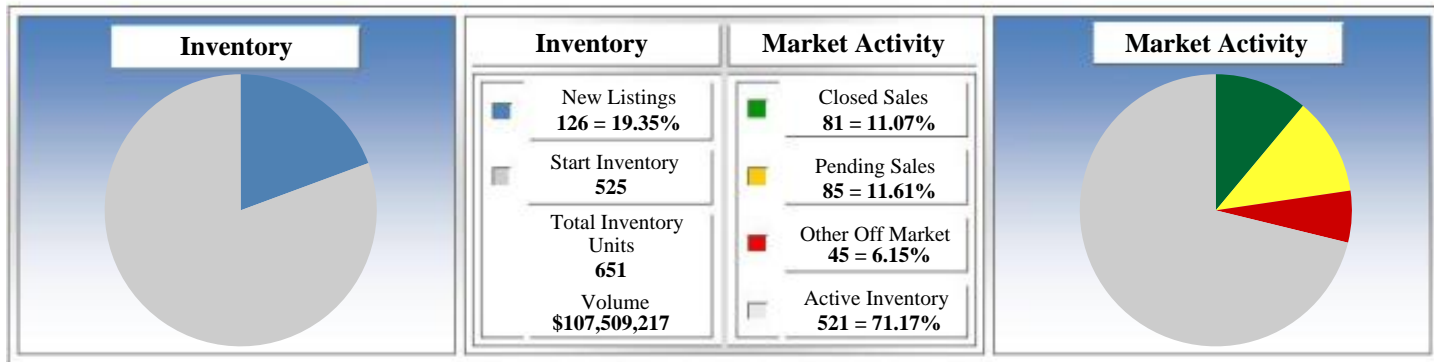
Inventory as of Jul 16, 2014



Market Summary

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

Active Inventory as of June 30, 2014 = 521

	JUNE			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	84	81	-3.57%	418	457	9.33%
Pending Sales	98	85	-13.27%	482	516	7.05%
New Listings	121	126	4.13%	933	945	1.29%
Median List Price	129,900	140,000	7.78%	115,000	124,900	8.61%
Median Sale Price	124,975	140,000	12.02%	112,000	120,000	7.14%
Median Percent of List Price to Selling Price	96.90%	97.31%	0.42%	97.19%	97.28%	0.09%
Median Days on Market to Sale	33.50	25.00	-25.37%	37.00	30.00	-18.92%
Monthly Inventory	540	521	-3.52%	540	521	-3.52%
Months Supply of Inventory	7.67	6.81	-11.19%	7.67	6.81	-11.19%

