



November 2014

Area Delimited by County Of Washington

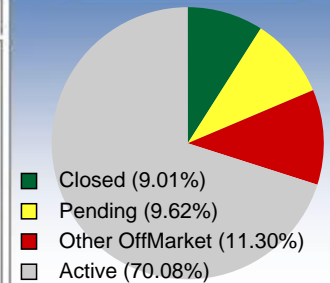


Absorption: Last 12 months, an Average of **76** Sales/Month

Active Inventory as of November 30, 2014 = **459**

	NOVEMBER		
	2013	2014	+/- %
Closed Listings	56	59	5.36%
Pending Listings	63	63	0.00%
New Listings	112	93	-16.96%
Average List Price	130,686	161,733	23.76%
Average Sale Price	124,603	155,660	24.92%
Average Percent of List Price to Selling Price	96.23%	96.58%	0.36%
Average Days on Market to Sale	53.68	54.36	1.26%
End of Month Inventory	675	459	-32.00%
Months Supply of Inventory	9.13	6.06	-33.65%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 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 November 2014 decreased **32.00%** to 459 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **6.06** 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 **24.92%** in November 2014 to \$155,660 versus the previous year at \$124,603.

Average Days on Market Lengthens

The average number of **54.36** days that homes spent on the market before selling increased by 0.68 days or **1.26%** in November 2014 compared to last year's same month at **53.68** DOM.

Sales Success for November 2014 is Positive

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

There were 93 New Listings in November 2014, down **16.96%** from last year at 112. Furthermore, there were 59 Closed Listings this month versus last year at 56, a **5.36%** increase.

Closed versus Listed trends yielded a **63.4%** ratio, up from last year's November 2014 at **50.0%**, a **26.88%** 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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November 2014

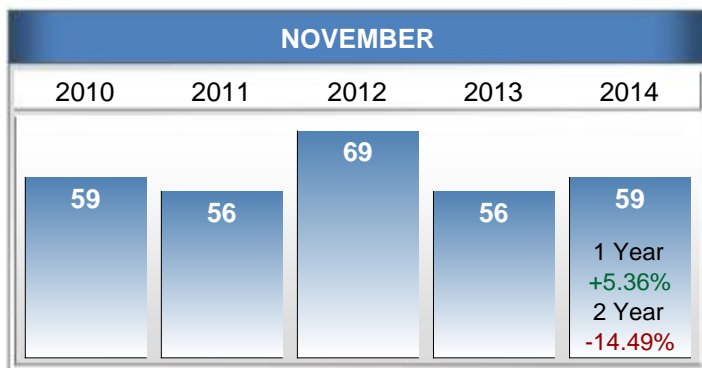
Closed Sales as of Dec 16, 2014



Closed Listings

Report Produced on: Dec 16, 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	1.69%	10.0	0	1	0	0
\$25,001 - \$50,000	5	8.47%	38.2	3	2	0	0
\$50,001 - \$75,000	10	16.95%	58.7	4	6	0	0
\$75,001 - \$125,000	17	28.81%	63.8	2	13	2	0
\$125,001 - \$175,000	12	20.34%	52.2	1	10	1	0
\$175,001 - \$275,000	9	15.25%	37.7	0	4	5	0
\$275,001 and up	5	8.47%	74.0	0	0	4	1
Total Closed Units: 59				10	36	12	1
Total Closed Volume: 9,183,948				760.95K	4.04M	4.02M	360.00K
Average Closed Price: \$155,660				\$76,095	\$112,336	\$334,908	\$360,000



Monthly Inventory Analysis

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November 2014

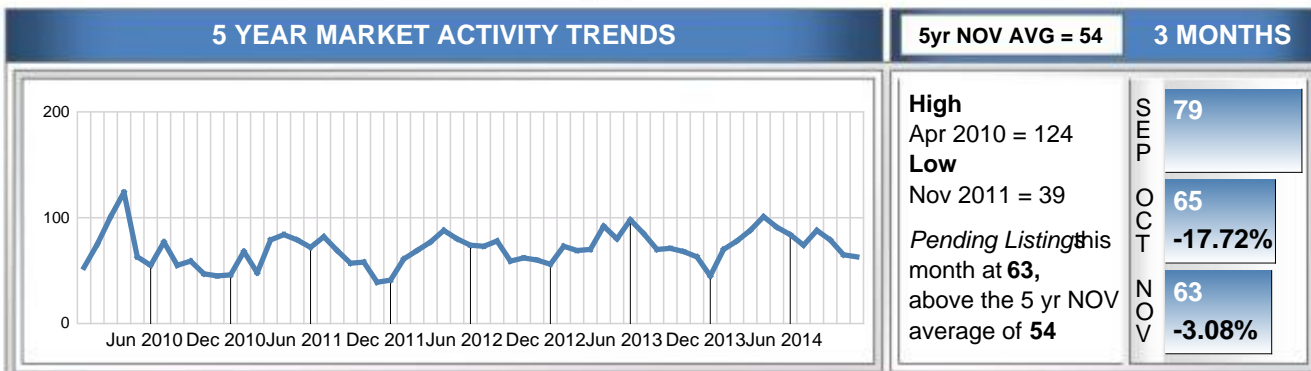
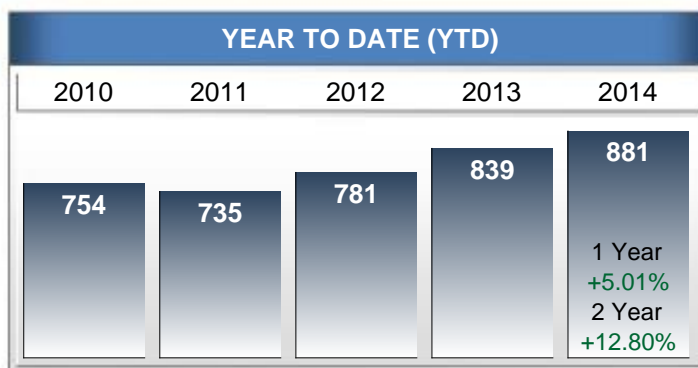
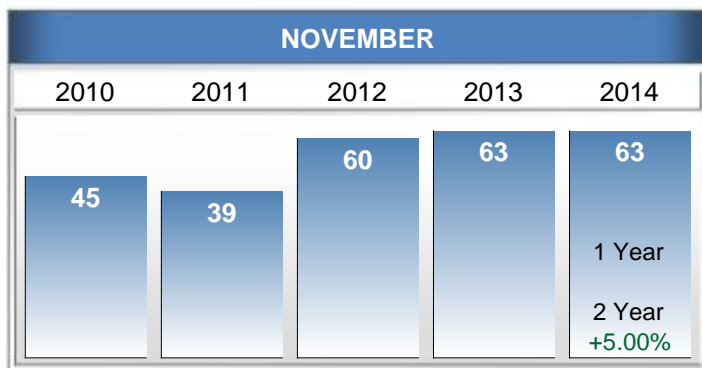
Pending Listings as of Dec 16, 2014



Pending Listings

Report Produced on: Dec 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	2	3.17%	12.5	1	1	0	0		
\$20,001 \$40,000	11	17.46%	51.0	7	4	0	0		
\$40,001 \$80,000	10	15.87%	60.8	2	7	0	1		
\$80,001 \$120,000	15	23.81%	74.5	1	13	1	0		
\$120,001 \$160,000	9	14.29%	62.1	1	7	1	0		
\$160,001 \$230,000	9	14.29%	61.6	1	0	8	0		
\$230,001 and up	7	11.11%	40.7	0	1	4	2		
Total Pending Units:				63	33.3	13	33	14	3
Total Pending Volume:				8,437,150		733.60K	3.13M	3.51M	1.06M
Average Listing Price:				\$74,975		\$56,431	\$94,945	\$250,468	\$354,600



Monthly Inventory Analysis

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November 2014

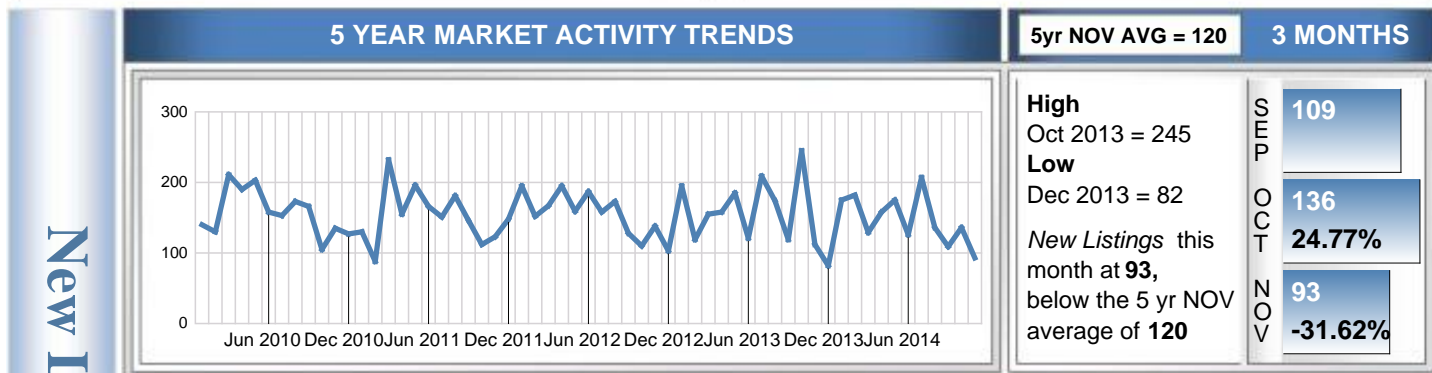
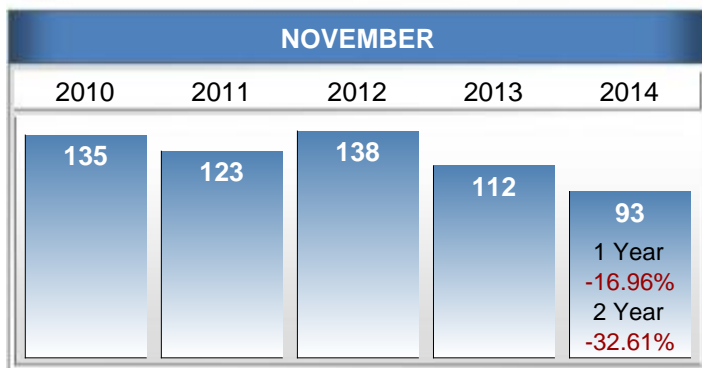
New Listings as of Dec 16, 2014



New Listings

Report Produced on: Dec 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+
\$30,000 and less	8	8.60%	7	1	0	0
\$30,001 \$50,000	12	12.90%	9	3	0	0
\$50,001 \$80,000	9	9.68%	0	7	2	0
\$80,001 \$130,000	26	27.96%	7	17	2	0
\$130,001 \$170,000	16	17.20%	2	8	6	0
\$170,001 \$260,000	10	10.75%	2	5	3	0
\$260,001 and up	12	12.90%	1	0	6	5
Total New Listed Units:			28	41	19	5
Total New Listed Volume:			3.76M	4.71M	4.07M	1.93M
Average New Listed Listing Price:			\$134,238	\$114,980	\$214,421	\$385,860



Monthly Inventory Analysis

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November 2014

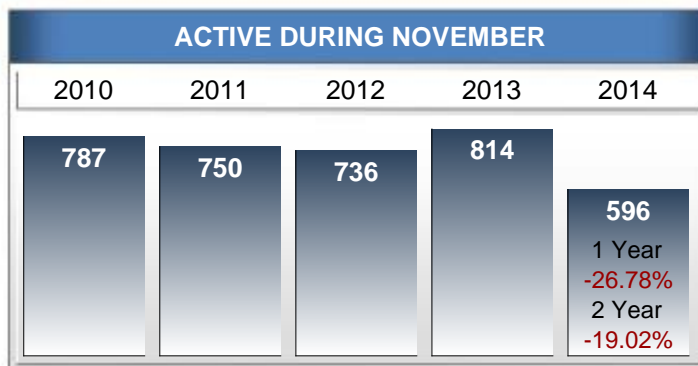
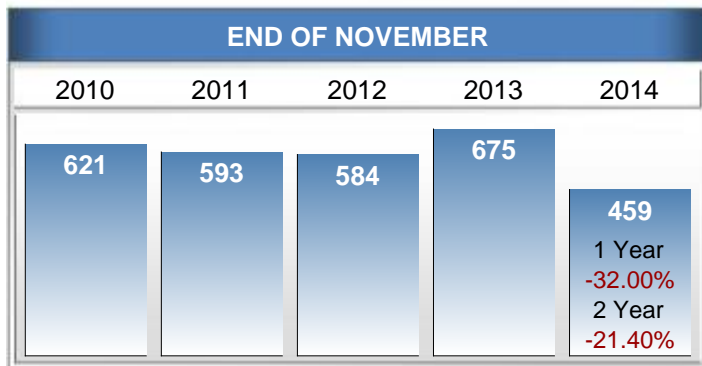
Active Inventory as of Dec 16, 2014



Active Inventory

Report Produced on: Dec 16, 2014

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Active Inventory

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5yr NOV AVG = 586 **3 MONTHS**

High
Aug 2010 = 708

Low
Nov 2014 = 459

Inventory this month at **459**, below the 5 yr NOV average of **586**

SEP	493
OCT	503
NOV	459
2.03%	
-8.75%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	45	9.80%	76.0	45	0	0	0
\$25,001 \$50,000	53	11.55%	96.5	41	11	1	0
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 \$125,000	183	39.87%	95.6	88	79	16	0
\$125,001 \$175,000	76	16.56%	82.0	7	49	20	0
\$175,001 \$250,000	50	10.89%	77.9	6	15	28	1
\$250,001 and up	52	11.33%	97.9	8	8	22	14
Total Active Inventory by Units:		459	89.9	195	162	87	15
Total Active Inventory by Volume:		77,713,606		22.09M	21.08M	18.82M	15.72M
Average Active Inventory Listing Price:		\$169,311		\$113,263	\$130,124	\$216,364	\$1,048,240



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

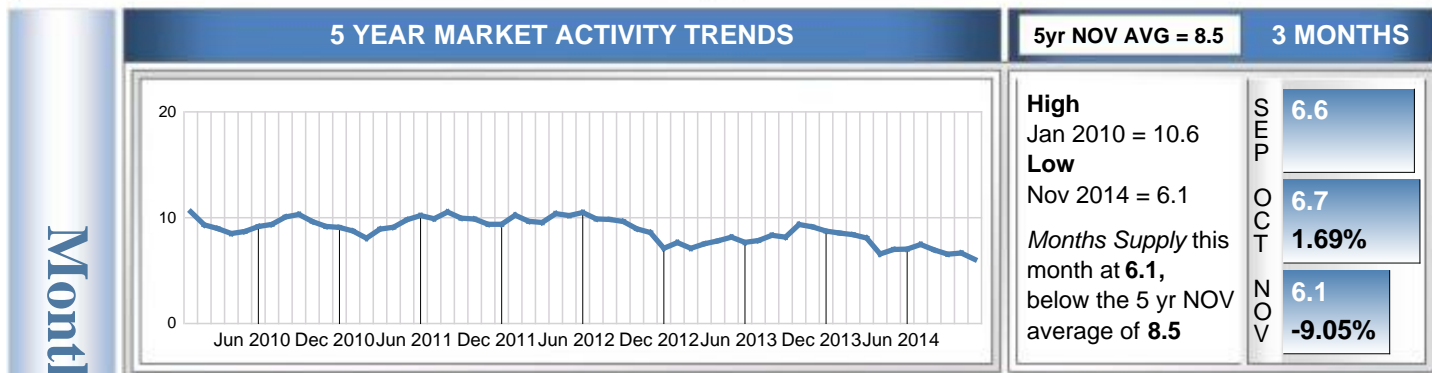
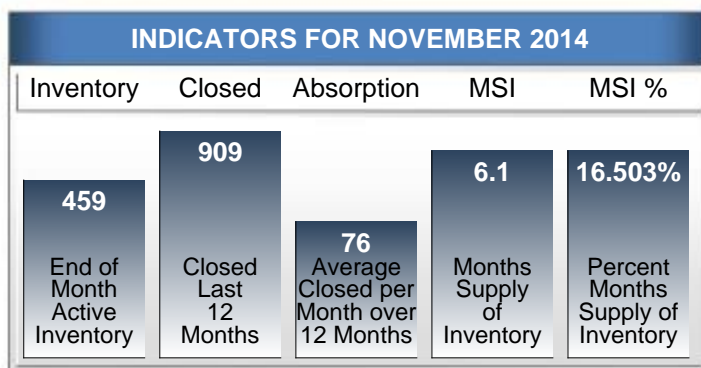
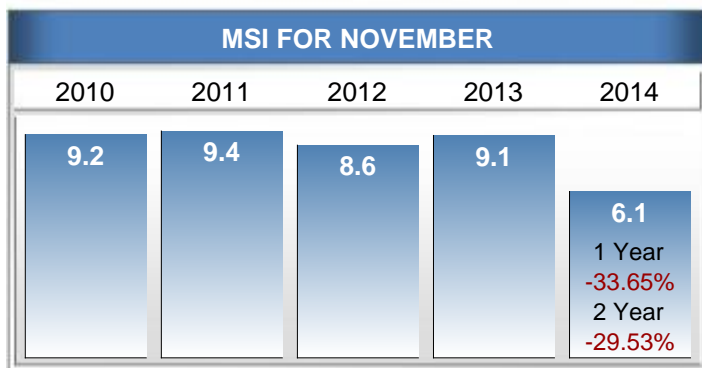
Active Inventory as of Dec 16, 2014



Months Supply of Inventory

Report Produced on: Dec 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+
\$20,000 and less	28	6.10%	8.4	11.2	0.0	0.0	0.0
\$20,001 \$50,000	70	15.25%	9.0	17.0	2.7	6.0	0.0
\$50,001 \$70,000	57	12.42%	7.8	13.0	3.9	4.8	0.0
\$70,001 \$120,000	116	25.27%	5.8	14.9	4.0	4.5	0.0
\$120,001 \$170,000	81	17.65%	5.6	8.0	6.4	4.1	0.0
\$170,001 \$260,000	57	12.42%	4.2	28.0	3.5	4.1	2.0
\$260,001 and up	50	10.89%	5.5	16.0	8.0	3.5	7.3
MSI:	6.1			14.1	4.3	4.0	5.1
Total Active Inventory:	459			195	162	87	15



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

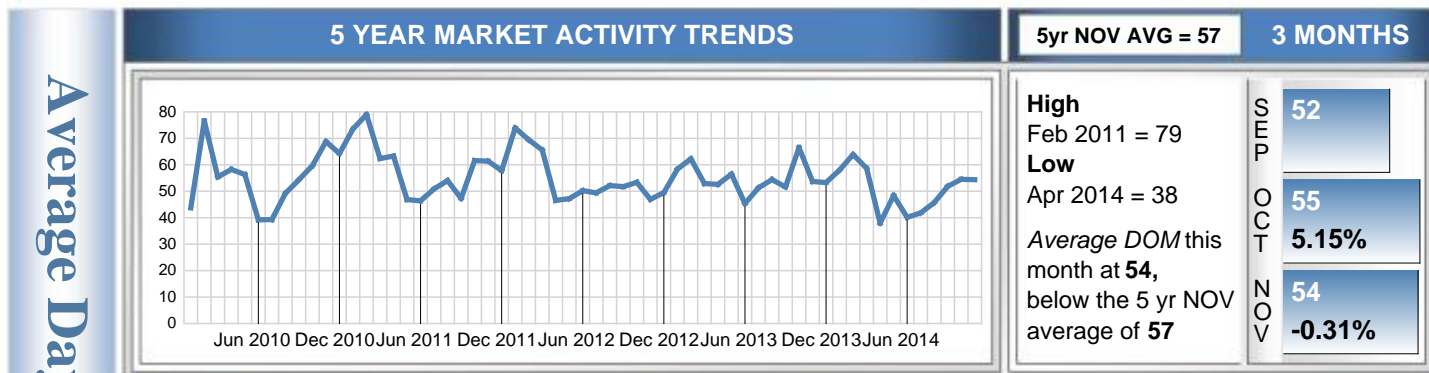
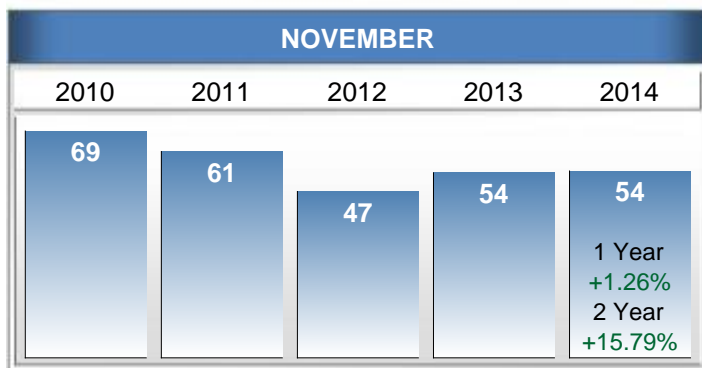
Closed Sales as of Dec 16, 2014



Average Days on Market to Sale

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



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	1	1.69%	10.0	0.0	10.0	0.0	0.0
\$25,001 \$50,000	5	8.47%	38.2	49.7	21.0	0.0	0.0
\$50,001 \$75,000	10	16.95%	58.7	72.0	49.8	0.0	0.0
\$75,001 \$125,000	17	28.81%	63.8	65.5	60.1	86.0	0.0
\$125,001 \$175,000	12	20.34%	52.2	29.0	53.5	62.0	0.0
\$175,001 \$275,000	9	15.25%	37.7	0.0	61.8	18.4	0.0
\$275,001 and up	5	8.47%	74.0	0.0	0.0	66.0	106.0
Average Closed DOM: 54.4				59.7	53.2	49.2	106.0
Total Closed Units: 59				10	36	12	1
Total Closed Volume: 9,183,948				760.95K	4.04M	4.02M	360.00K



Monthly Inventory Analysis

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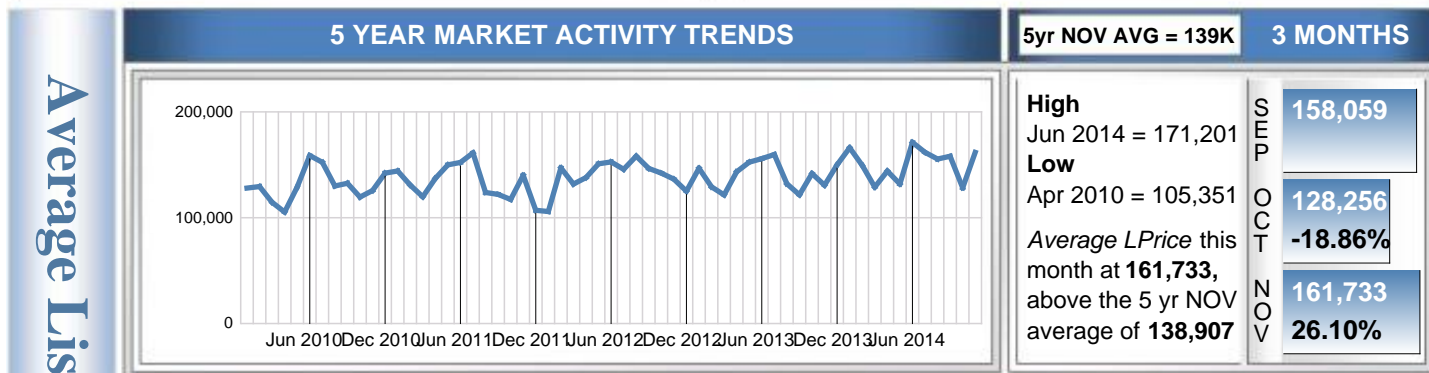
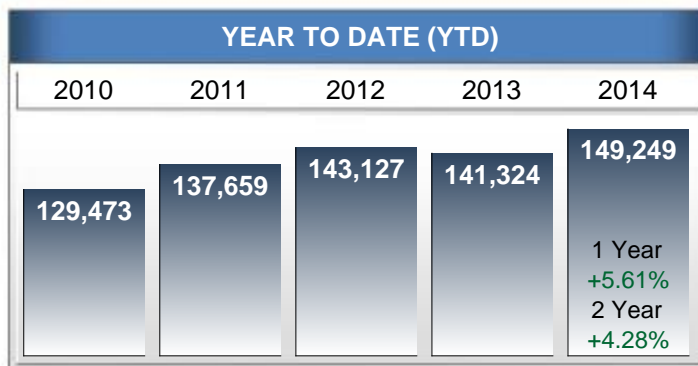
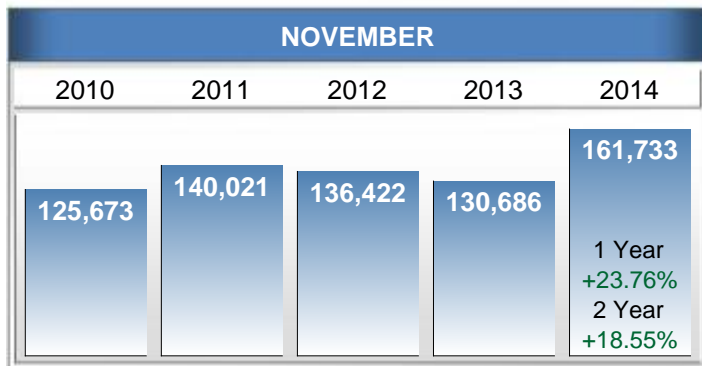
Closed Sales as of Dec 16, 2014



Average List Price at Closing

Report Produced on: Dec 16, 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	1.69%	16,900	0	16,900	0	0
\$25,001 \$50,000	5	8.47%	41,360	44,933	36,000	0	0
\$50,001 \$75,000	8	13.56%	66,650	70,975	68,450	0	0
\$75,001 \$125,000	17	28.81%	99,465	109,750	103,546	109,900	0
\$125,001 \$175,000	13	22.03%	143,892	159,000	147,730	159,900	0
\$175,001 \$275,000	9	15.25%	212,339	0	211,288	232,860	0
\$275,001 and up	6	10.17%	552,133	0	0	663,250	379,900
Average List Price:	\$161,733			\$79,720	\$115,782	\$349,750	\$379,900
Total Closed Units:	59			10	36	12	1
Total List Volume:	9,542,250			797.20K	4.17M	4.20M	379.90K



Monthly Inventory Analysis

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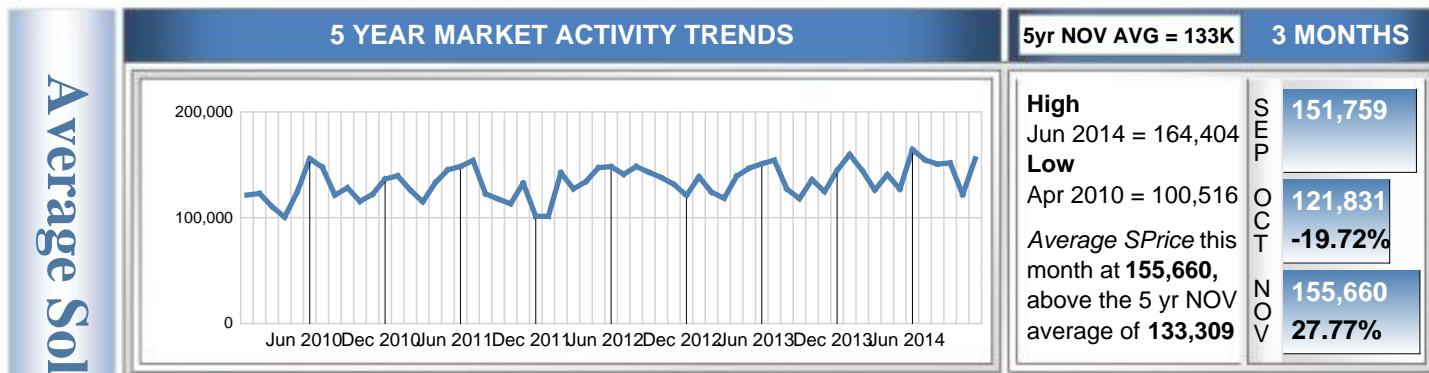
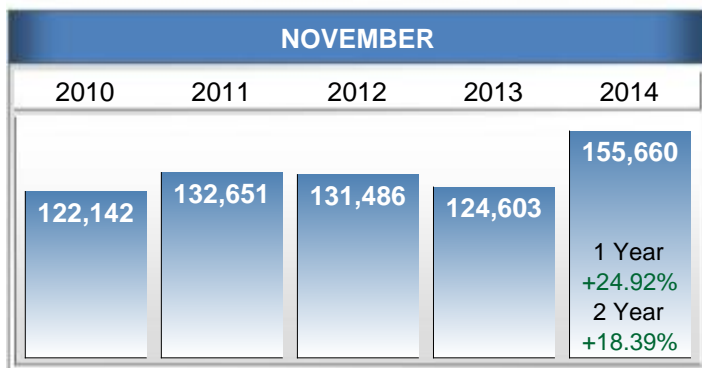
Closed Sales as of Dec 16, 2014



Average Sold Price at Closing

Report Produced on: Dec 16, 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		1.69%	13,500	0	13,500	0	0
\$25,001 \$50,000	5		8.47%	40,610	43,683	36,000	0	0
\$50,001 \$75,000	10		16.95%	65,920	65,850	65,967	0	0
\$75,001 \$125,000	17		28.81%	102,635	109,750	101,031	105,950	0
\$125,001 \$175,000	12		20.34%	143,617	147,000	142,140	155,000	0
\$175,001 \$275,000	9		15.25%	219,778	0	207,000	230,000	0
\$275,001 and up	5		8.47%	572,400	0	0	625,500	360,000
Average Closed Price:		\$155,660			\$76,095	\$112,336	\$334,908	\$360,000
Total Closed Units:		59			10	36	12	1
Total Closed Volume:		9,183,948			760.95K	4.04M	4.02M	360.00K



Monthly Inventory Analysis

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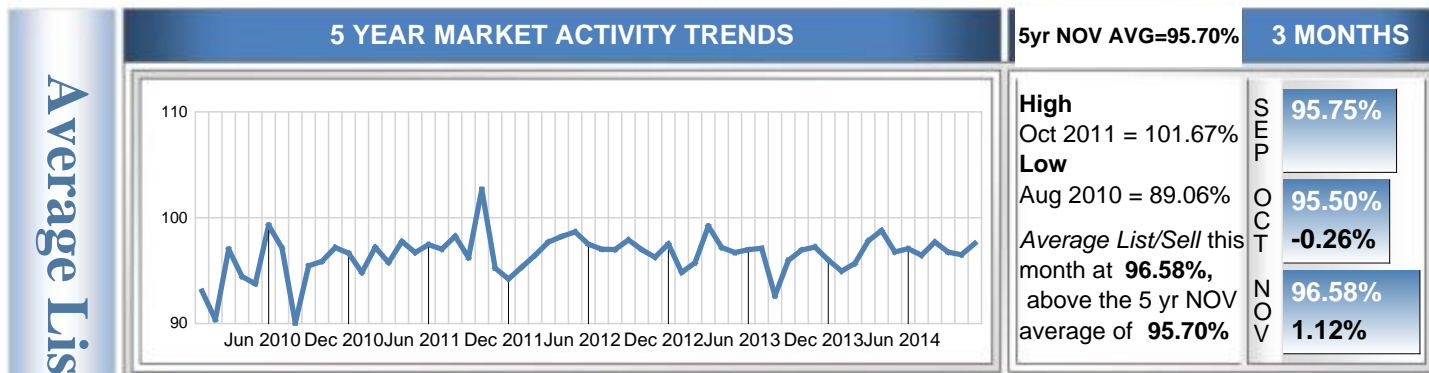
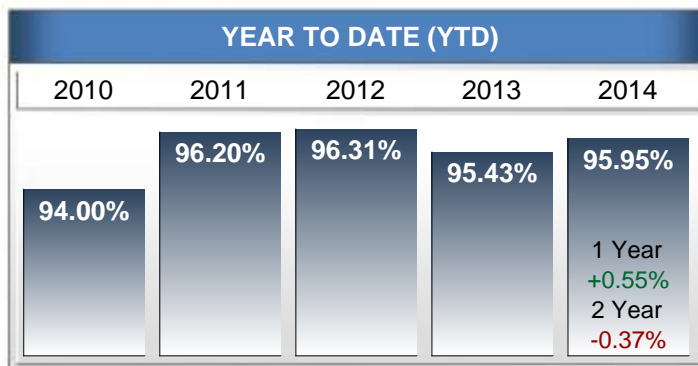
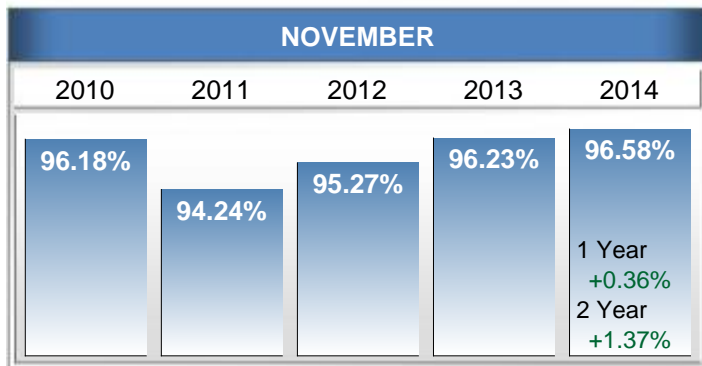
Closed Sales as of Dec 16, 2014



Average Percent of List Price to Selling Price

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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	1.69%	79.88%	0.00%	79.88%	0.00%	0.00%	
\$25,001 \$50,000	5	8.47%	98.42%	97.37%	100.00%	0.00%	0.00%	
\$50,001 \$75,000	10	16.95%	95.30%	92.64%	97.08%	0.00%	0.00%	
\$75,001 \$125,000	17	28.81%	97.79%	100.00%	97.65%	96.45%	0.00%	
\$125,001 \$175,000	12	20.34%	96.02%	92.45%	96.29%	96.94%	0.00%	
\$175,001 \$275,000	9	15.25%	98.47%	0.00%	98.14%	98.73%	0.00%	
\$275,001 and up	5	8.47%	94.41%	0.00%	0.00%	94.32%	94.76%	
Average List/Sell Ratio:				96.60%	95.51%	96.87%	96.73%	94.76%
Total Closed Units:				59	10	36	12	1
Total Closed Volume:				9,183,948	760.95K	4.04M	4.02M	360.00K



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Inventory as of Dec 16, 2014



Market Summary

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Absorption: Last 12 months, an Average of 76 Sales/Month

Active Inventory as of November 30, 2014 = 459

	NOVEMBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	56	59	5.36%	815	845	3.68%
Pending Sales	63	63	0.00%	839	881	5.01%
New Listings	112	93	-16.96%	1,792	1,626	-9.26%
Average List Price	130,686	161,733	23.76%	141,324	149,249	5.61%
Average Sale Price	124,603	155,660	24.92%	136,218	143,835	5.59%
Average Percent of List Price to Selling Price	96.23%	96.58%	0.36%	95.43%	95.95%	0.55%
Average Days on Market to Sale	53.68	54.36	1.26%	54.75	49.82	-9.01%
Monthly Inventory	675	459	-32.00%	675	459	-32.00%
Months Supply of Inventory	9.13	6.06	-33.65%	9.13	6.06	-33.65%

