



# October 2014

Area Delimited by County Of Washington

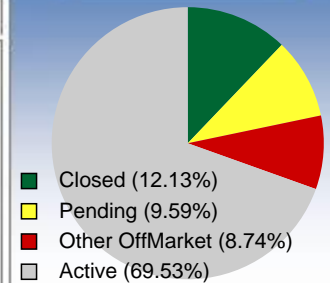


**Absorption:** Last 12 months, an Average of **76** Sales/Month

**Active Inventory** as of October 31, 2014 = **493**

	OCTOBER		
	2013	2014	+/-%
Closed Listings	83	86	3.61%
Pending Listings	68	68	0.00%
New Listings	245	136	-44.49%
Average List Price	141,722	128,256	-9.50%
Average Sale Price	135,910	121,831	-10.36%
Average Percent of List Price to Selling Price	95.94%	95.50%	-0.46%
Average Days on Market to Sale	66.49	54.52	-18.00%
End of Month Inventory	702	493	-29.77%
Months Supply of Inventory	9.36	6.53	-30.24%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Nov 17, 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 October 2014 decreased **29.77%** to 493 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 **6.53** MSI for this period.

### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **10.36%** in October 2014 to \$121,831 versus the previous year at \$135,910.

### Average Days on Market Shortens

The average number of **54.52** days that homes spent on the market before selling decreased by 11.97 days or **18.00%** in October 2014 compared to last year's same month at **66.49** DOM.

### Sales Success for October 2014 is Positive

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

There were 136 New Listings in October 2014, down **44.49%** from last year at 245. Furthermore, there were 86 Closed Listings this month versus last year at 83, a **3.61%** increase.

Closed versus Listed trends yielded a **63.2%** ratio, up from last year's October 2014 at **33.9%**, a **86.66%** 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®

## October 2014

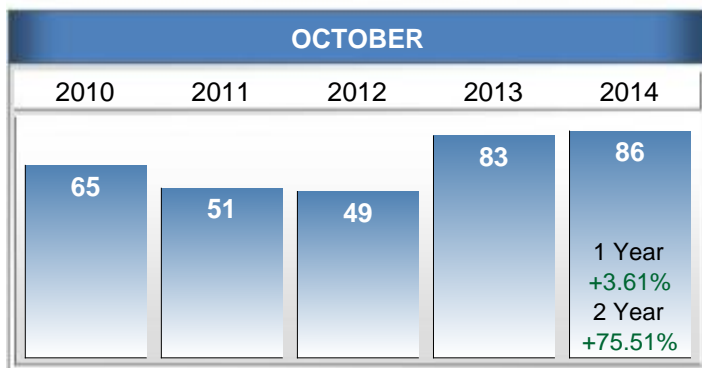
Closed Sales as of Nov 17, 2014



### Closed Listings

Report Produced on: Nov 17, 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+
\$40,000 and less	7	8.14%	36.0	5	2	0	0
\$40,001 - \$60,000	9	10.47%	39.6	3	6	0	0
\$60,001 - \$80,000	14	16.28%	55.1	5	8	1	0
\$80,001 - \$120,000	16	18.60%	66.2	3	11	2	0
\$120,001 - \$160,000	19	22.09%	50.9	2	12	5	0
\$160,001 - \$220,000	12	13.95%	62.3	1	7	4	0
\$220,001 and up	9	10.47%	59.3	1	0	8	0
<b>Total Closed Units:</b>	<b>86</b>		<b>54.5</b>	<b>20</b>	<b>46</b>	<b>20</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>10,477,453</b>			<b>1.55M</b>	<b>4.87M</b>	<b>4.05M</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$121,831</b>			<b>\$77,539</b>	<b>\$105,911</b>	<b>\$202,738</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

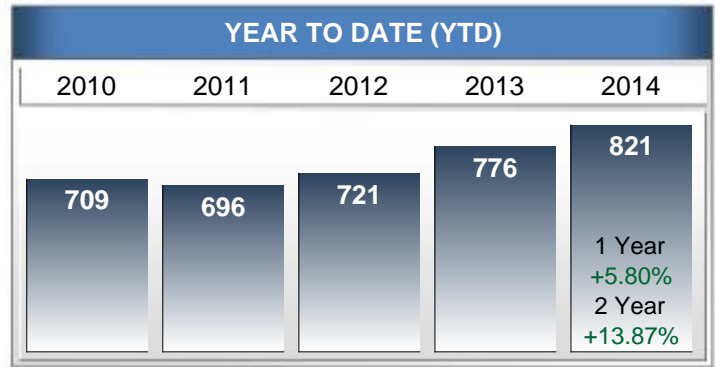
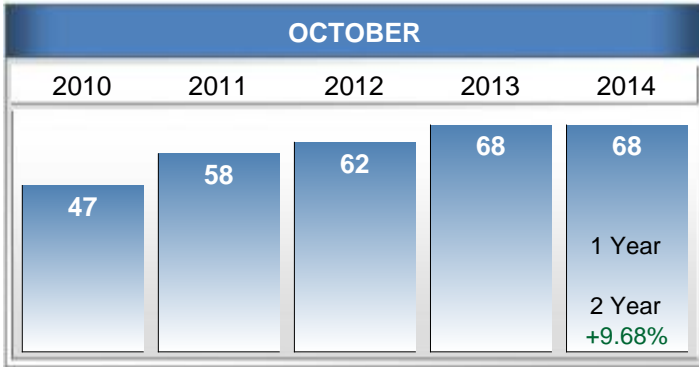
Pending Listings as of Nov 17, 2014



### Pending Listings

Report Produced on: Nov 17, 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+		
\$40,000 and less	2	2.94%	6.5	1	1	0	0		
\$40,001 \$60,000	7	10.29%	57.6	1	6	0	0		
\$60,001 \$80,000	13	19.12%	62.2	6	7	0	0		
\$80,001 \$120,000	18	26.47%	65.7	1	12	4	1		
\$120,001 \$150,000	11	16.18%	30.7	0	11	0	0		
\$150,001 \$200,000	10	14.71%	74.5	1	6	3	0		
\$200,001 and up	7	10.29%	57.3	0	1	4	2		
Total Pending Units:				68	44.1	10	44	11	3
Total Pending Volume:				8,191,775		807.13K	4.72M	1.86M	803.80K
Average Listing Price:				\$105,225		\$80,713	\$107,319	\$168,982	\$267,933



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

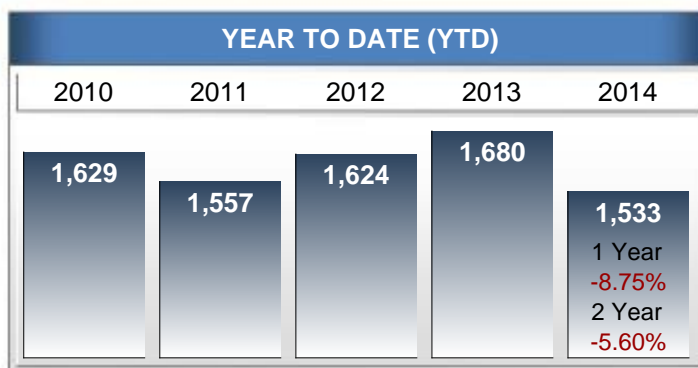
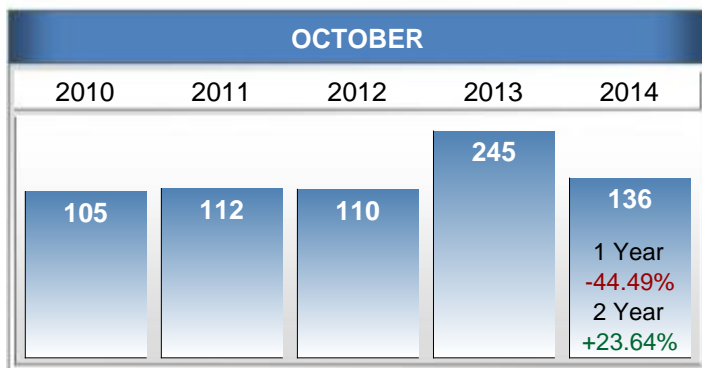
New Listings as of Nov 17, 2014



### New Listings

Report Produced on: Nov 17, 2014

Area Delimited by County Of Washington



New Listings

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<b>5yr OCT AVG = 142</b>	<b>3 MONTHS</b>
<b>High</b> Oct 2013 = 245 <b>Low</b> Dec 2013 = 82 <i>New Listings</i> this month at <b>136</b> , below the 5 yr OCT average of <b>142</b>	<b>AUG</b> 136 <b>SEP</b> 109 <b>OCT</b> 136 <b>-19.85%</b> <b>24.77%</b>

#### 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	24	17.65%	23	1	0	0	
\$20,001 - \$20,000	0	0.00%	0	0	0	0	
\$20,001 - \$70,000	22	16.18%	13	8	1	0	
\$70,001 - \$140,000	37	27.21%	7	25	5	0	
\$140,001 - \$190,000	21	15.44%	1	13	7	0	
\$190,001 - \$300,000	18	13.24%	1	3	13	1	
\$300,001 and up	14	10.29%	1	1	6	6	
Total New Listed Units:			136	46	51	32	7
Total New Listed Volume:			18,961,175	2.72M	6.39M	7.18M	2.67M
Average New Listed Listing Price:			\$96,940	\$59,217	\$125,372	\$224,295	\$380,829



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

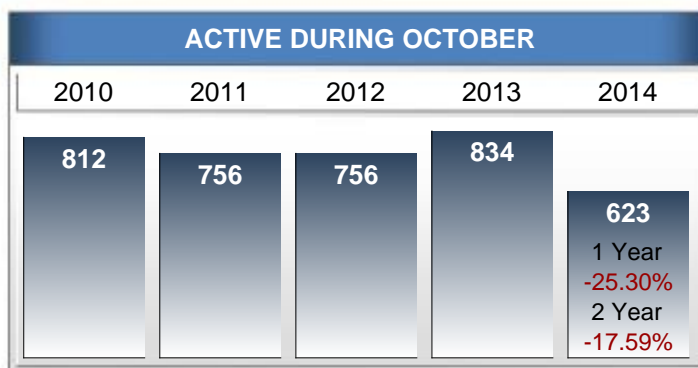
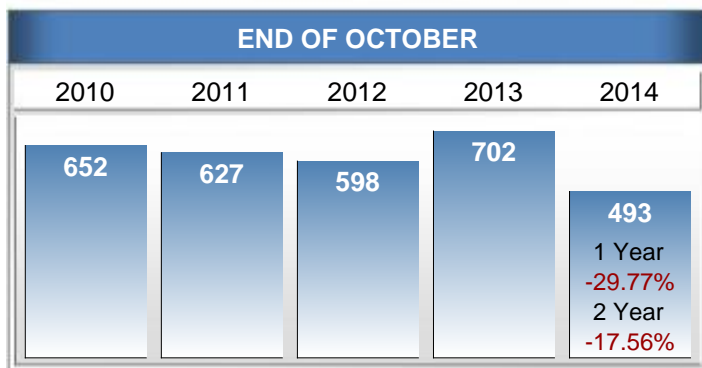
Active Inventory as of Nov 17, 2014



### Active Inventory

Report Produced on: Nov 17, 2014

Area Delimited by County Of Washington



Active Inventory

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**5yr OCT AVG = 614**      **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Sep 2014 = 488

*Inventory* this month at **493**, below the 5 yr OCT average of **614**

AUG	511
SEP	488
OCT	493
<b>-4.50%</b>	
<b>1.02%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	46	9.33%	57.0	45	1	0	0		
\$25,001 \$50,000	63	12.78%	90.3	45	16	1	1		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	191	38.74%	86.3	97	80	14	0		
\$125,001 \$175,000	77	15.62%	85.0	7	53	17	0		
\$175,001 \$275,000	66	13.39%	73.7	5	13	47	1		
\$275,001 and up	50	10.14%	95.1	8	11	17	14		
Total Active Inventory by Units:				493	83.1	207	174	96	16
Total Active Inventory by Volume:				83,922,377		23.24M	22.91M	21.97M	15.81M
Average Active Inventory Listing Price:				\$170,228		\$112,262	\$131,661	\$228,830	\$987,970



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

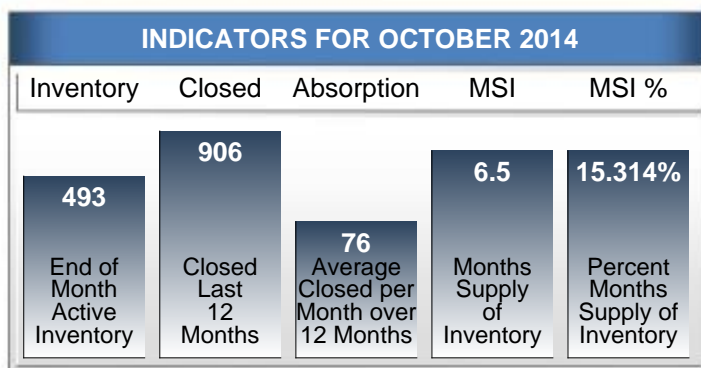
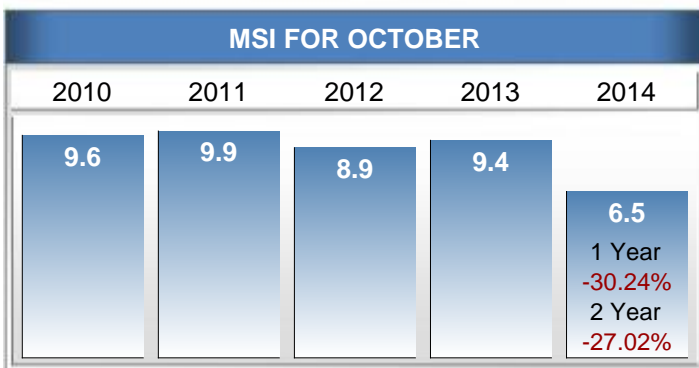
Active Inventory as of Nov 17, 2014



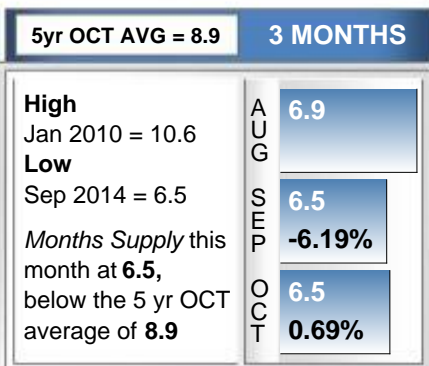
### Months Supply of Inventory

Report Produced on: Nov 17, 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	27	5.48%	7.4	9.8	1.0	0.0	0.0
\$20,001 \$50,000	82	16.63%	10.5	19.2	3.8	6.0	12.0
\$50,001 \$70,000	61	12.37%	8.4	15.0	4.0	2.0	0.0
\$70,001 \$120,000	119	24.14%	6.0	15.6	4.3	4.1	0.0
\$120,001 \$180,000	94	19.07%	5.7	12.0	6.3	4.1	2.0
\$180,001 \$280,000	60	12.17%	4.4	10.0	2.9	5.2	0.0
\$280,001 and up	50	10.14%	7.3	24.0	16.5	4.2	8.0
MSI:	6.5			15.0	4.7	4.5	5.2
Total Active Inventory:	493			207	174	96	16



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

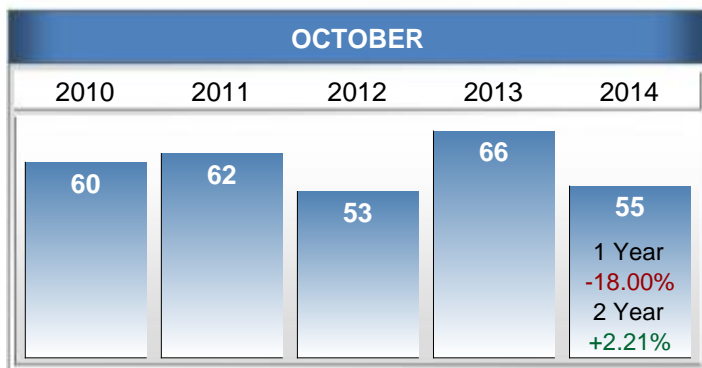
Closed Sales as of Nov 17, 2014



### Average Days on Market to Sale

Report Produced on: Nov 17, 2014

Area Delimited by County Of Washington



Average Days on Market

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<b>5yr OCT AVG = 59</b>	<b>3 MONTHS</b>										
<b>High</b> Feb 2011 = 79 <b>Low</b> Apr 2014 = 38 <i>Average DOM</i> this month at <b>55</b> , below the 5 yr OCT average of <b>59</b>	<table border="1"> <tr> <td>AUG</td> <td>46</td> </tr> <tr> <td>SEP</td> <td>52</td> </tr> <tr> <td colspan="2"><b>13.46%</b></td> </tr> <tr> <td>OCT</td> <td>55</td> </tr> <tr> <td colspan="2"><b>5.15%</b></td> </tr> </table>	AUG	46	SEP	52	<b>13.46%</b>		OCT	55	<b>5.15%</b>	
AUG	46										
SEP	52										
<b>13.46%</b>											
OCT	55										
<b>5.15%</b>											

#### 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+
\$40,000 and less	7	8.14%	36.0	16.4	85.0	0.0	0.0
\$40,001 - \$60,000	9	10.47%	39.6	21.3	48.7	0.0	0.0
\$60,001 - \$80,000	14	16.28%	55.1	55.8	56.3	43.0	0.0
\$80,001 - \$120,000	16	18.60%	66.2	17.3	84.5	38.5	0.0
\$120,001 - \$160,000	19	22.09%	50.9	81.0	31.9	84.6	0.0
\$160,001 - \$220,000	12	13.95%	62.3	149.0	48.1	65.5	0.0
\$220,001 and up	9	10.47%	59.3	73.0	0.0	57.6	0.0
Average Closed DOM: 54.5				43.1	55.7	63.3	0.0
Total Closed Units: 86				20	46	20	
Total Closed Volume: 10,477,453				1.55M	4.87M	4.05M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

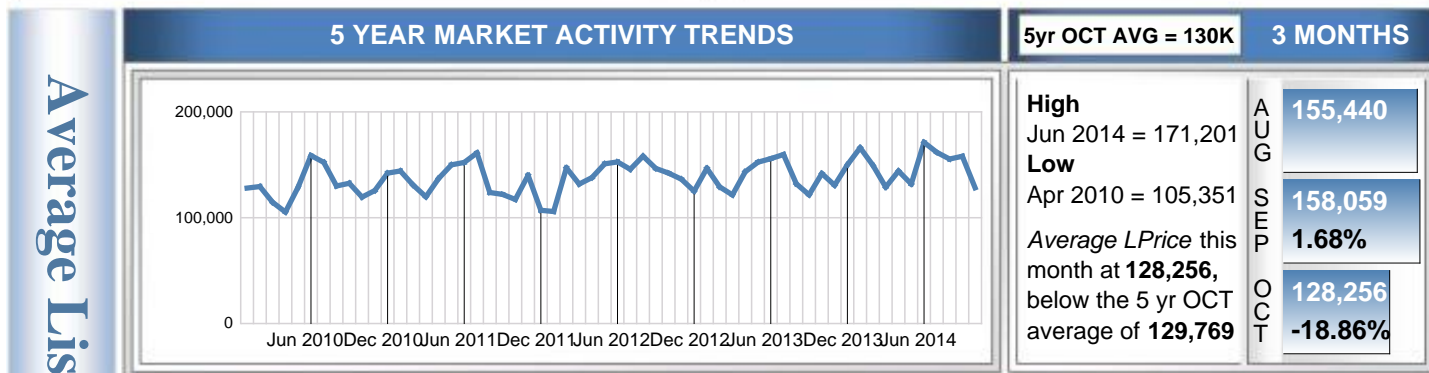
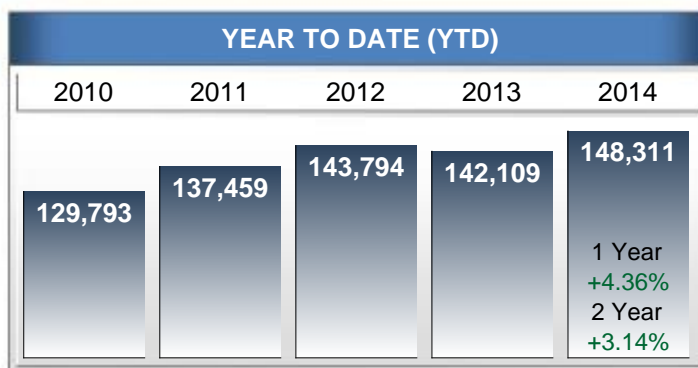
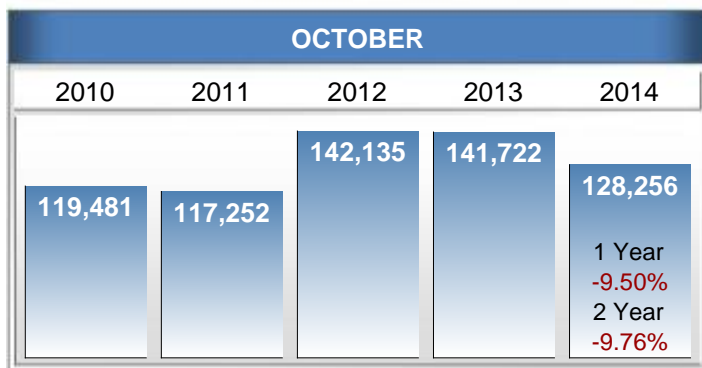
Closed Sales as of Nov 17, 2014



### Average List Price at Closing

Report Produced on: Nov 17, 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+
\$40,000 and less	6	6.98%	27,067	24,500	40,950	0	0
\$40,001 - \$60,000	10	11.63%	49,630	50,800	51,900	0	0
\$60,001 - \$80,000	12	13.95%	71,892	71,780	71,813	96,000	0
\$80,001 - \$120,000	20	23.26%	100,215	92,000	103,300	88,950	0
\$120,001 - \$160,000	16	18.60%	135,825	129,950	136,058	136,700	0
\$160,001 - \$220,000	11	12.79%	182,550	300,000	188,914	186,413	0
\$220,001 and up	11	12.79%	302,100	289,500	0	313,575	0
<b>Average List Price:</b>		\$128,256		\$87,960	\$109,983	\$210,583	\$0
<b>Total Closed Units:</b>		86		20	46	20	
<b>Total List Volume:</b>		11,030,050		1.76M	5.06M	4.21M	0.00B





# Monthly Inventory Analysis

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## October 2014

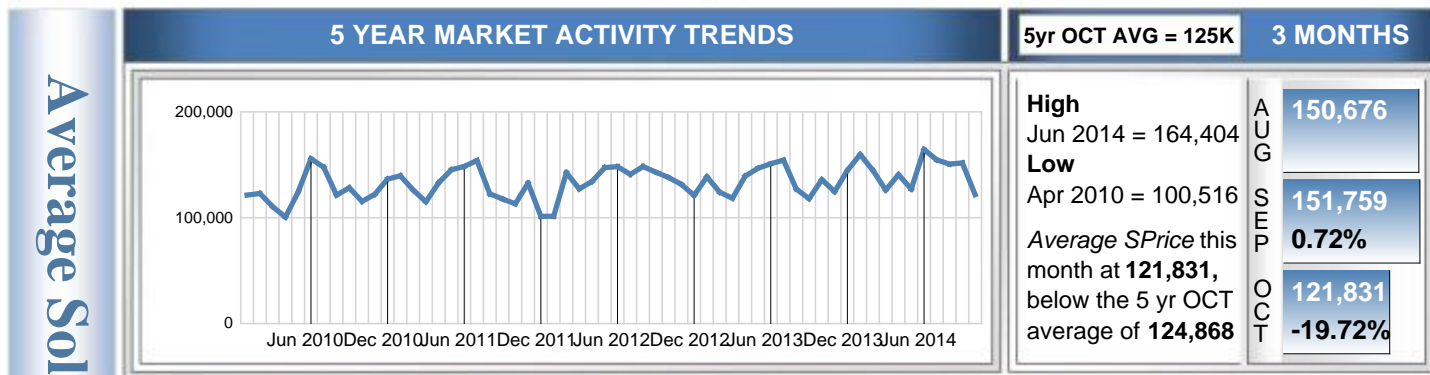
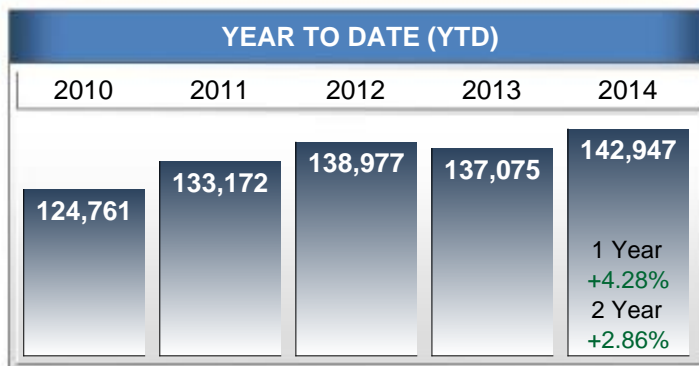
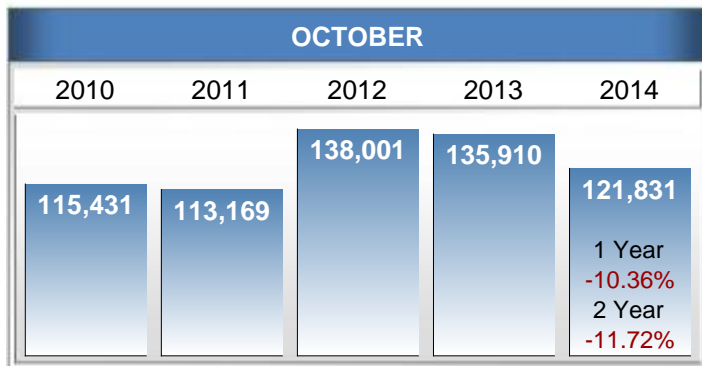
Closed Sales as of Nov 17, 2014



### Average Sold Price at Closing

Report Produced on: Nov 17, 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+
\$40,000 and less	7		8.14%	26,471	22,460	36,500	0	0
\$40,001 \$60,000	9		10.47%	49,194	47,583	50,000	0	0
\$60,001 \$80,000	14		16.28%	70,263	69,545	70,695	70,400	0
\$80,001 \$120,000	16		18.60%	95,473	89,000	99,032	85,610	0
\$120,001 \$160,000	19		22.09%	131,316	132,000	130,708	132,500	0
\$160,001 \$220,000	12		13.95%	182,979	185,000	182,214	183,812	0
\$220,001 and up	9		10.47%	294,156	232,000	0	301,925	0
Average Closed Price:	\$121,831				\$77,539	\$105,911	\$202,738	\$0
Total Closed Units:	86				20	46	20	
Total Closed Volume:	10,477,453				1.55M	4.87M	4.05M	0.00B



# Monthly Inventory Analysis

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## October 2014

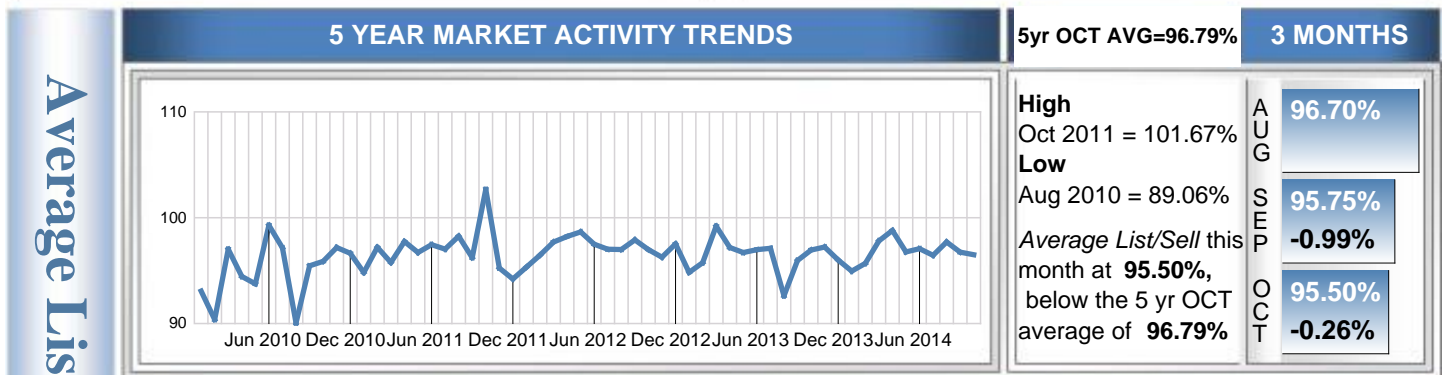
Closed Sales as of Nov 17, 2014



### Average Percent of List Price to Selling Price

Report Produced on: Nov 17, 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+
\$40,000 and less	7	8.14%	89.98%	90.33%	89.10%	0.00%	0.00%
\$40,001 \$60,000	9	10.47%	96.22%	93.91%	97.37%	0.00%	0.00%
\$60,001 \$80,000	14	16.28%	96.44%	96.86%	99.06%	73.33%	0.00%
\$80,001 \$120,000	16	18.60%	96.17%	96.80%	95.98%	96.23%	0.00%
\$120,001 \$160,000	19	22.09%	97.22%	101.71%	96.39%	97.39%	0.00%
\$160,001 \$220,000	12	13.95%	94.28%	61.67%	96.53%	98.48%	0.00%
\$220,001 and up	9	10.47%	94.46%	80.14%	0.00%	96.25%	0.00%
Average List/Sell Ratio: 95.50%				92.67%	96.59%	95.83%	0.00%
Total Closed Units: 86				20	46	20	
Total Closed Volume: 10,477,453				1.55M	4.87M	4.05M	0.00B



# Monthly Inventory Analysis

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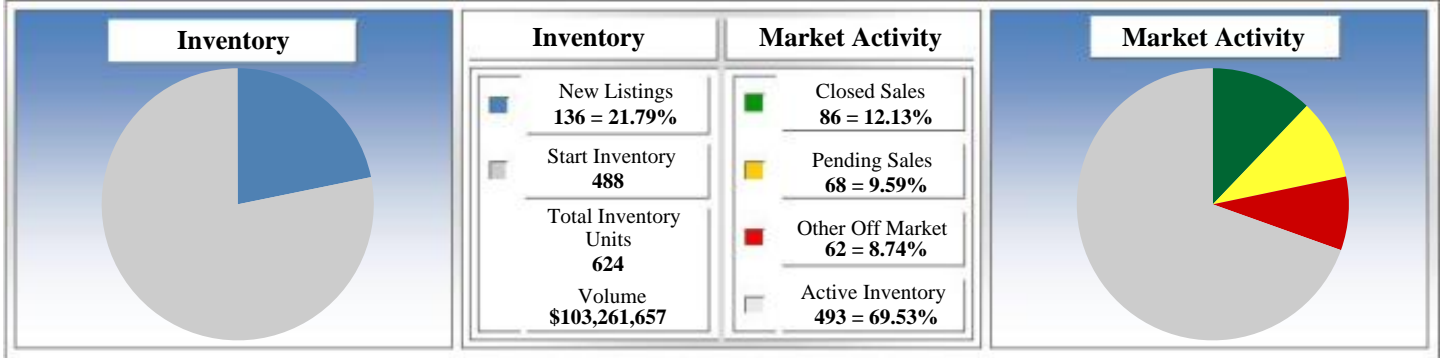
Inventory as of Nov 17, 2014



### Market Summary

Report Produced on: Nov 17, 2014

Area Delimited by County Of Washington



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

**Active Inventory** as of October 31, 2014 = 493

	OCTOBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	83	86	3.61%	759	786	3.56%
Pending Sales	68	68	0.00%	776	821	5.80%
New Listings	245	136	-44.49%	1,680	1,533	-8.75%
Average List Price	141,722	128,256	-9.50%	142,109	148,311	4.36%
Average Sale Price	135,910	121,831	-10.36%	137,075	142,947	4.28%
Average Percent of List Price to Selling Price	95.94%	95.50%	-0.46%	95.37%	95.91%	0.56%
Average Days on Market to Sale	66.49	54.52	-18.00%	54.83	49.48	-9.76%
Monthly Inventory	702	493	-29.77%	702	493	-29.77%
Months Supply of Inventory	9.36	6.53	-30.24%	9.36	6.53	-30.24%

