



September 2014

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

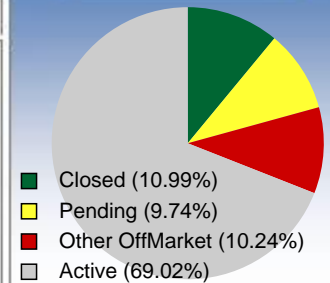


Absorption: Last 12 months, an Average of **1,105** Sales/Month

Active Inventory as of September 30, 2014 = **7,728**

	SEPTEMBER		
	2013	2014	+/- %
Closed Listings	1,120	1,230	9.82%
Pending Listings	926	1,091	17.82%
New Listings	2,065	2,017	-2.32%
Average List Price	166,649	160,829	-3.49%
Average Sale Price	161,447	155,660	-3.58%
Average Percent of List Price to Selling Price	96.45%	96.90%	0.47%
Average Days on Market to Sale	53.38	49.26	-7.73%
End of Month Inventory	8,892	7,728	-13.09%
Months Supply of Inventory	8.25	7.00	-15.23%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 14, 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 September 2014 decreased **13.09%** to 7,728 existing homes available for sale. Over the last 12 months this area has had an average of 1,105 closed sales per month. This represents an unsold inventory index of **7.00** 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 **3.58%** in September 2014 to \$155,660 versus the previous year at \$161,447.

Average Days on Market Shortens

The average number of **49.26** days that homes spent on the market before selling decreased by 4.13 days or **7.73%** in September 2014 compared to last year's same month at **53.38** DOM.

Sales Success for September 2014 is Positive

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

There were 2,017 New Listings in September 2014, down **2.32%** from last year at 2,065. Furthermore, there were 1,230 Closed Listings this month versus last year at 1,120, a **9.82%** increase.

Closed versus Listed trends yielded a **61.0%** ratio, up from last year's September 2014 at **54.2%**, a **12.43%** 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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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

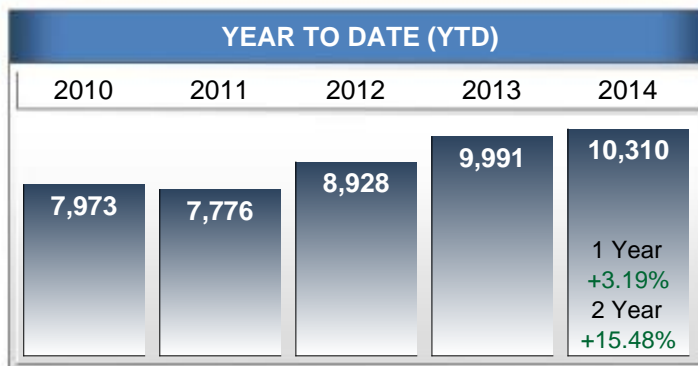
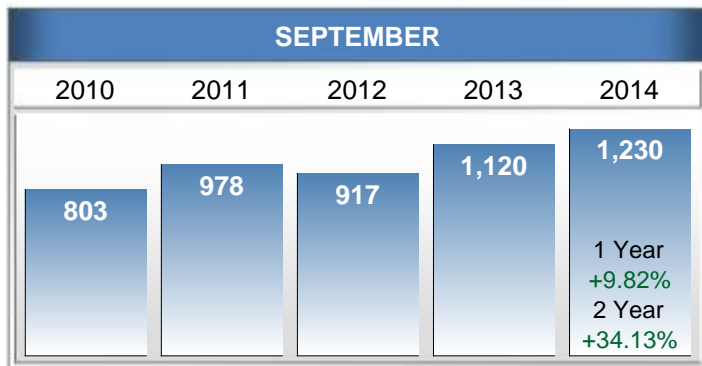
Closed Sales as of Oct 14, 2014



Closed Listings

Report Produced on: Oct 14, 2014

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



Closed Listings
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5yr SEP AVG = 1,010 **3 MONTHS**

High
Jul 2014 = 1,359

Low
Jan 2010 = 523

Closed Listing this month at **1,230**, above the 5 yr SEP average of **1,010**

JUL	1,359
AUG	1,280
SEP	1,230
-5.81%	
-3.91%	

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	60	4.88%	48.4	40	18	2	0
\$25,001 - \$75,000	216	17.56%	48.7	92	112	10	2
\$75,001 - \$100,000	136	11.06%	54.1	26	97	13	0
\$100,001 - \$150,000	313	25.45%	46.0	20	242	48	3
\$150,001 - \$200,000	227	18.46%	45.4	13	140	69	5
\$200,001 - \$275,000	148	12.03%	48.0	6	62	75	5
\$275,001 and up	130	10.57%	61.6	3	33	78	16
Total Closed Units: 1,230				200	704	295	31
Total Closed Volume: 191,461,525				14.78M	96.22M	68.78M	11.68M
Average Closed Price: \$155,660				\$73,911	\$136,672	\$233,167	\$376,712



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

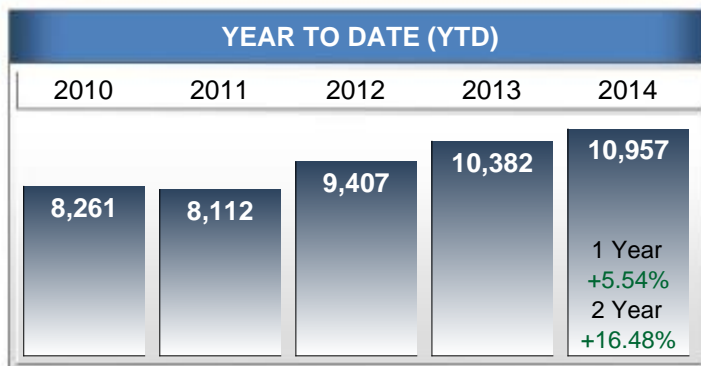
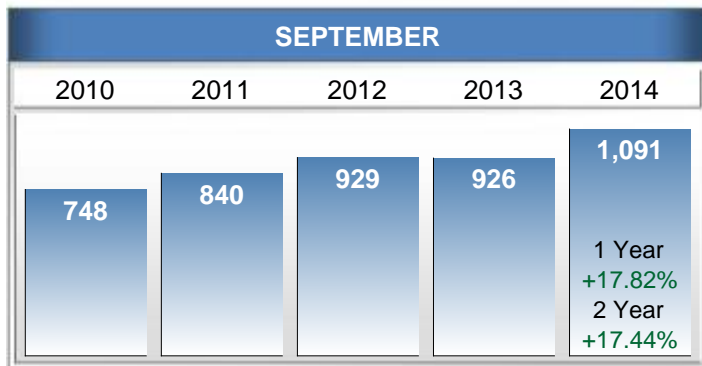
Pending Listings as of Oct 14, 2014



Pending Listings

Report Produced on: Oct 14, 2014

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



Pending Listings
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5yr SEP AVG = 907		3 MONTHS	
High	Apr 2010 = 1,450	JUL	1,305
Low	Oct 2010 = 593	AUG	1,279
<i>Pending Listings</i> this month at 1,091 , above the 5 yr SEP average of 907		SEP	1,091
			-1.99%
			-14.70%

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	98	8.98%	59.2	62	31	4	1	
\$40,001 - \$80,000	130	11.92%	55.9	45	77	6	2	
\$80,001 - \$120,000	173	15.86%	58.3	27	131	15	0	
\$120,001 - \$170,000	254	23.28%	55.3	21	183	45	5	
\$170,001 - \$230,000	191	17.51%	54.1	13	91	79	8	
\$230,001 - \$330,000	134	12.28%	56.6	3	55	63	13	
\$330,001 and up	111	10.17%	66.0	7	23	71	10	
Total Pending Units: 1,091				51.4	178	591	283	39
Total Pending Volume: 196,846,617					17.25M	89.11M	78.00M	12.48M
Average Listing Price: \$132,459					\$96,932	\$150,778	\$275,628	\$319,997



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

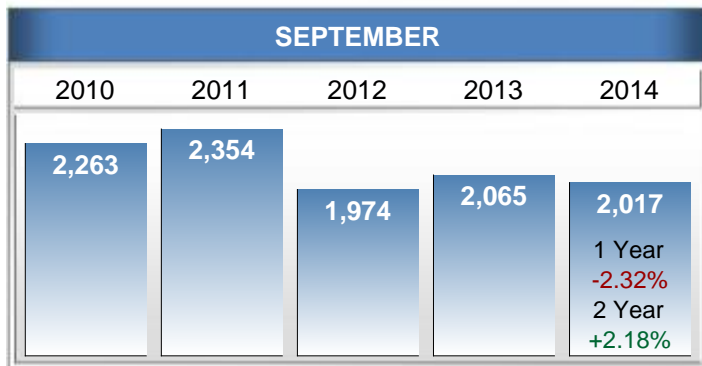
New Listings as of Oct 14, 2014



New Listings

Report Produced on: Oct 14, 2014

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+
\$40,000 and less	208	10.31%	161	41	6	0
\$40,001 - \$70,000	216	10.71%	123	88	4	1
\$70,001 - \$110,000	278	13.78%	82	175	21	0
\$110,001 - \$170,000	493	24.44%	72	338	79	4
\$170,001 - \$250,000	369	18.29%	37	182	138	12
\$250,001 - \$390,000	249	12.35%	24	73	128	24
\$390,001 and up	204	10.11%	31	30	106	37
Total New Listed Units:			530	927	482	78
Total New Listed Volume:			102.42M	144.63M	149.56M	41.53M
Average New Listed Listing Price:			\$193,240	\$156,023	\$310,292	\$532,409



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

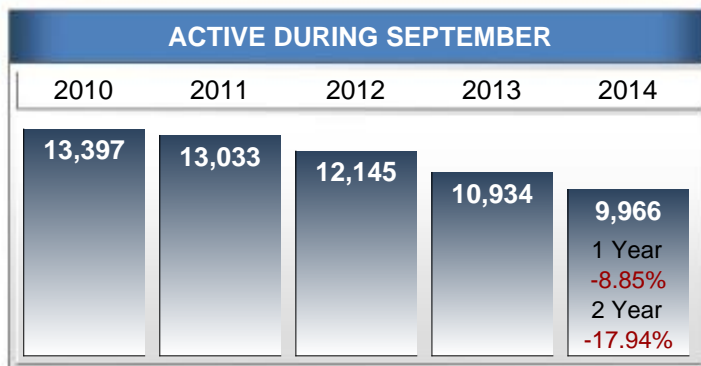
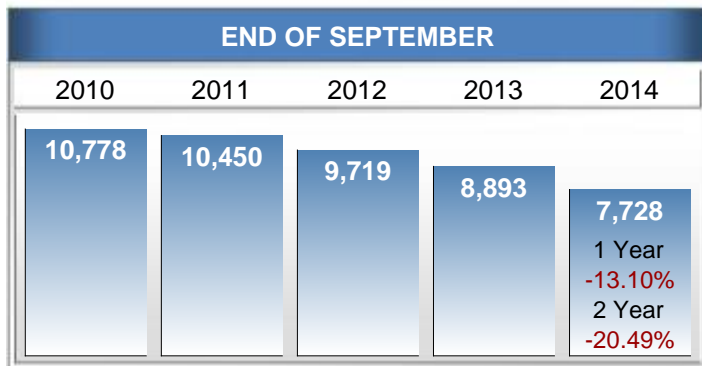
Active Inventory as of Oct 14, 2014



Active Inventory

Report Produced on: Oct 14, 2014

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



Active Inventory

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5yr SEP AVG = 9,514	3 MONTHS
High Aug 2010 = 11,135	JUL 8,135
Low Mar 2014 = 7,591	AUG 7,949
<i>Inventory</i> this month at 7,728 , below the 5 yr SEP average of 9,514	SEP 7,728
	-2.29%
	-2.78%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	730	9.45%	89.0	666	52	10	2		
\$25,001 - \$50,000	732	9.47%	92.2	578	134	17	3		
\$50,001 - \$100,000	1,415	18.31%	85.7	593	721	87	14		
\$100,001 - \$175,000	1,900	24.59%	76.0	303	1,225	346	26		
\$175,001 - \$250,000	1,147	14.84%	75.1	122	518	464	43		
\$250,001 - \$400,000	1,039	13.44%	81.2	113	246	565	115		
\$400,001 and up	765	9.90%	87.4	131	97	352	185		
Total Active Inventory by Units:				7,728	82.2	2,506	2,993	1,841	388
Total Active Inventory by Volume:				1,623,984,050		359.09M	475.91M	568.94M	220.03M
Average Active Inventory Listing Price:				\$210,143		\$143,294	\$159,009	\$309,040	\$567,094



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

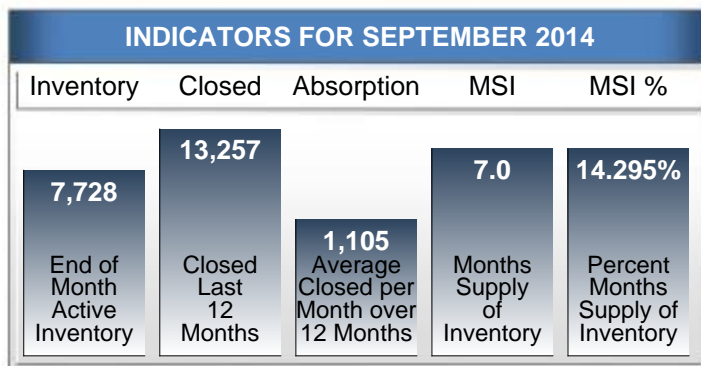
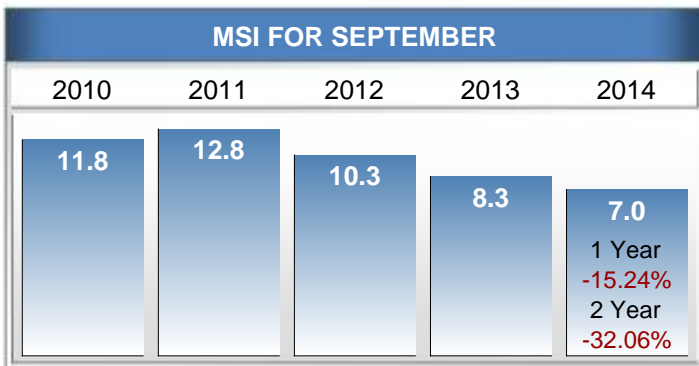
Active Inventory as of Oct 14, 2014



Months Supply of Inventory

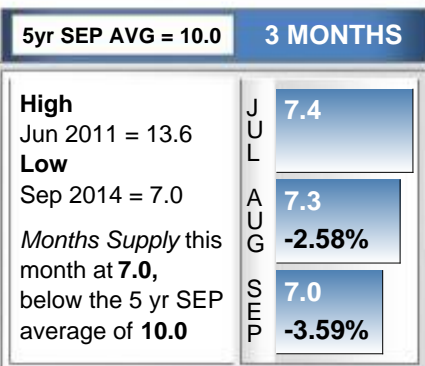
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	390		5.05%	10.4	13.3	3.8	6.4	24.0
\$20,001 \$60,000	1,362		17.62%	9.3	15.7	3.9	2.7	5.3
\$60,001 \$100,000	1,125		14.56%	6.4	10.7	5.0	5.0	7.4
\$100,001 \$170,000	1,812		23.45%	5.0	10.6	4.4	5.0	5.3
\$170,001 \$250,000	1,235		15.98%	6.1	11.7	5.8	5.8	5.5
\$250,001 \$400,000	1,039		13.44%	8.5	22.6	7.6	7.8	8.7
\$400,001 and up	765		9.90%	14.5	44.9	11.0	13.5	12.4
MSI:		7.0			13.9	4.9	6.7	8.9
Total Active Inventory:		7,728			2,506	2,993	1,841	388



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

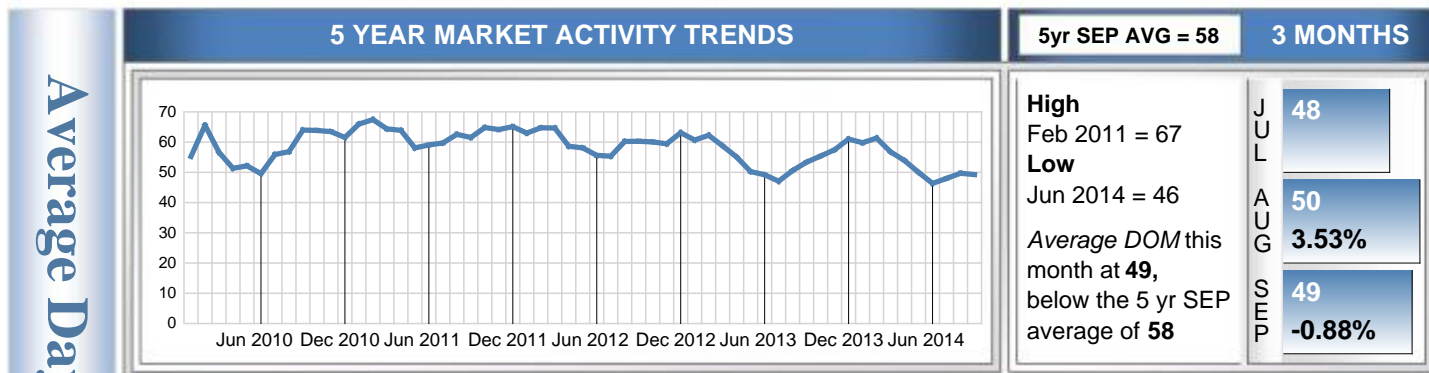
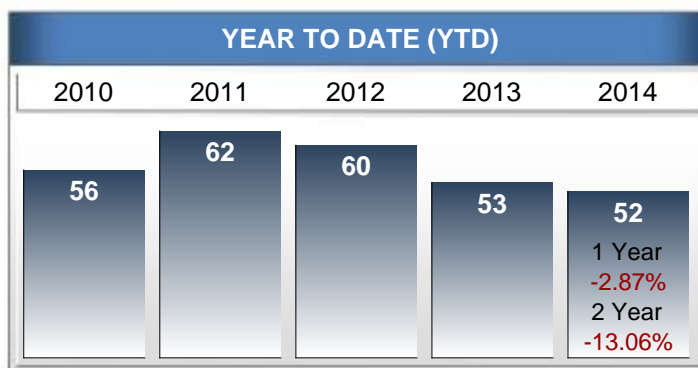
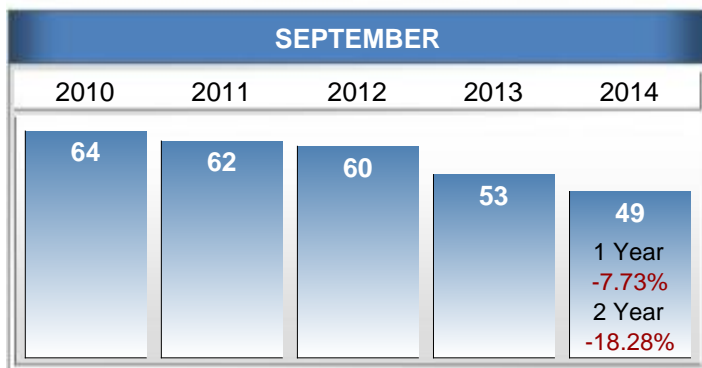
Closed Sales as of Oct 14, 2014



Average Days on Market to Sale

Report Produced on: Oct 14, 2014

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	60	4.88%	48.4	52.9	37.6	56.5	0.0
\$25,001 - \$75,000	216	17.56%	48.7	51.4	48.8	20.2	60.5
\$75,001 - \$100,000	136	11.06%	54.1	55.3	55.4	41.8	0.0
\$100,001 - \$150,000	313	25.45%	46.0	42.0	45.5	51.0	35.7
\$150,001 - \$200,000	227	18.46%	45.4	63.1	44.7	45.5	17.2
\$200,001 - \$275,000	148	12.03%	48.0	36.0	44.3	50.9	63.2
\$275,001 and up	130	10.57%	61.6	56.0	52.2	60.5	87.3
Average Closed DOM: 49.3				51.6	47.2	50.8	65.4
Total Closed Units: 1,230				200	704	295	31
Total Closed Volume: 191,461,525				14.78M	96.22M	68.78M	11.68M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

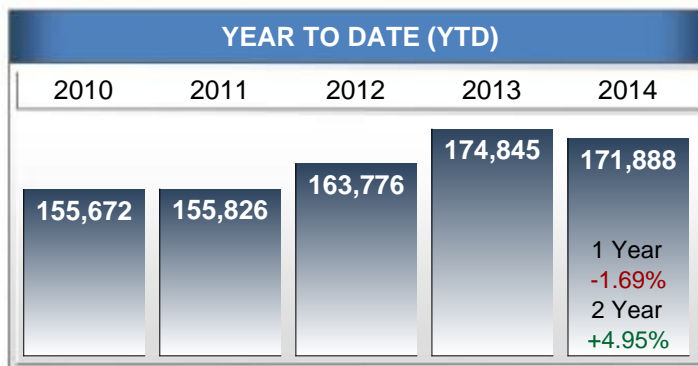
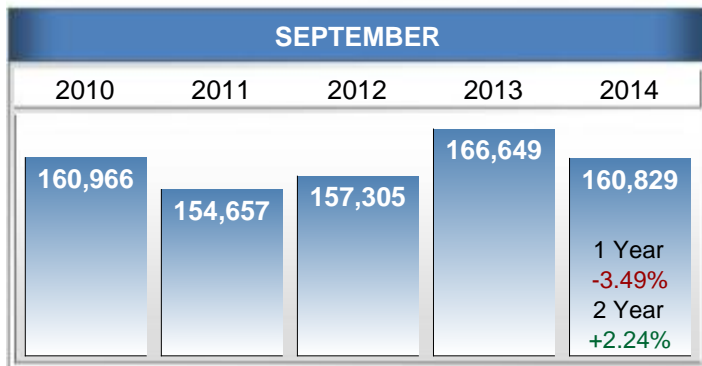
Closed Sales as of Oct 14, 2014



Average List Price at Closing

Report Produced on: Oct 14, 2014

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



Average List Price

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5yr SEP AVG = 160K		3 MONTHS	
High	Jun 2013 = 188,655	JUL	185,287
Low	Jan 2012 = 143,567	AUG	179,447
Average LPrice this month at 160,829 , above the 5 yr SEP average of 160,081		SEP	160,829
			-10.37%

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	52	4.23%	17,178	20,408	15,817	25,325	0
\$25,001 \$75,000	210	17.07%	51,340	50,210	58,077	48,940	67,450
\$75,001 \$100,000	145	11.79%	89,750	93,223	90,781	92,838	0
\$100,001 \$150,000	305	24.80%	129,408	133,780	130,009	133,560	151,133
\$150,001 \$200,000	226	18.37%	174,503	185,177	174,854	179,572	190,160
\$200,001 \$275,000	156	12.68%	234,351	233,083	234,709	241,442	258,420
\$275,001 and up	136	11.06%	424,012	528,333	384,088	412,375	592,356
Average List Price:	\$160,829			\$79,629	\$140,289	\$240,074	\$397,061
Total Closed Units:	1,230			200	704	295	31
Total List Volume:	197,820,093			15.93M	98.76M	70.82M	12.31M



Monthly Inventory Analysis

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September 2014

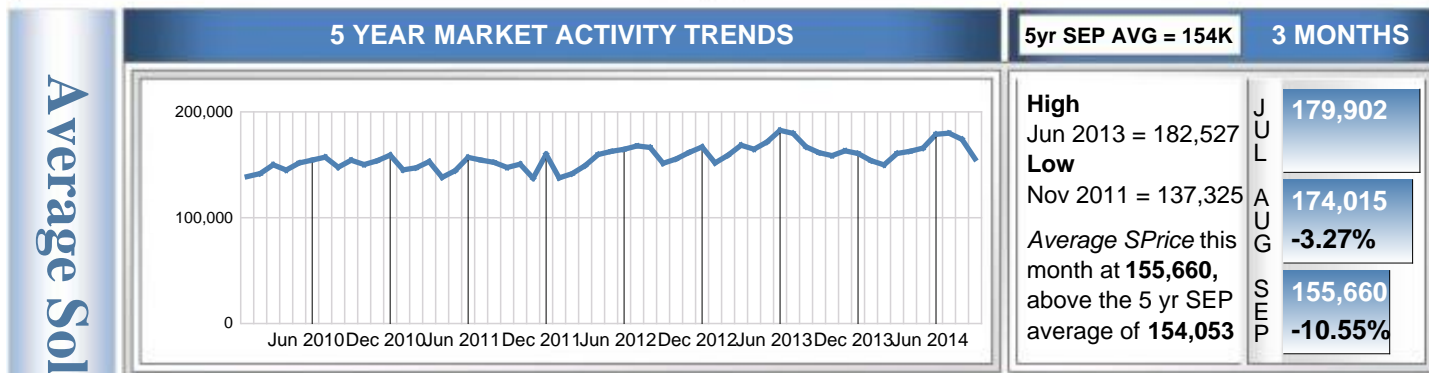
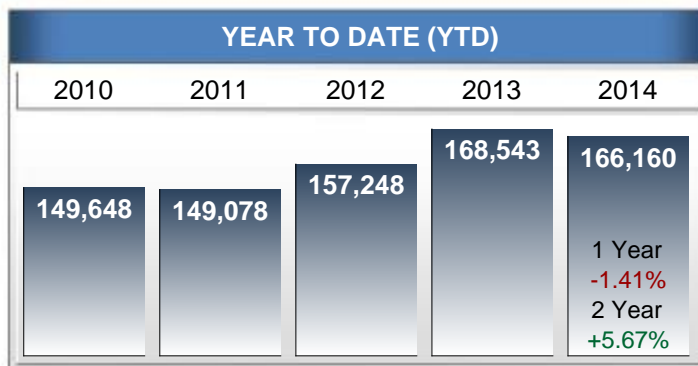
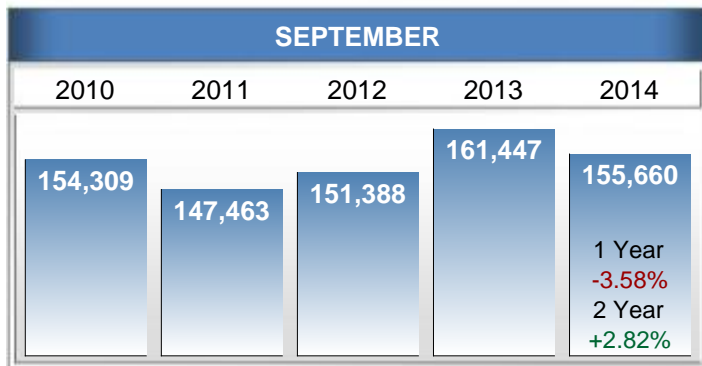
Closed Sales as of Oct 14, 2014



Average Sold Price at Closing

Report Produced on: Oct 14, 2014

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



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	60	4.88%	16,470	17,775	13,117	20,550	0
\$25,001 - \$75,000	216	17.56%	51,189	47,093	54,551	49,068	61,925
\$75,001 - \$100,000	136	11.06%	88,761	89,904	88,383	89,292	0
\$100,001 - \$150,000	313	25.45%	127,534	128,451	127,319	127,791	134,667
\$150,001 - \$200,000	227	18.46%	173,306	179,692	171,192	175,381	187,247
\$200,001 - \$275,000	148	12.03%	232,710	213,510	231,265	234,354	249,000
\$275,001 and up	130	10.57%	412,656	405,000	369,136	401,023	560,563
Average Closed Price:	\$155,660			\$73,911	\$136,672	\$233,167	\$376,712
Total Closed Units:	1,230			200	704	295	31
Total Closed Volume:	191,461,525			14.78M	96.22M	68.78M	11.68M



Monthly Inventory Analysis

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September 2014

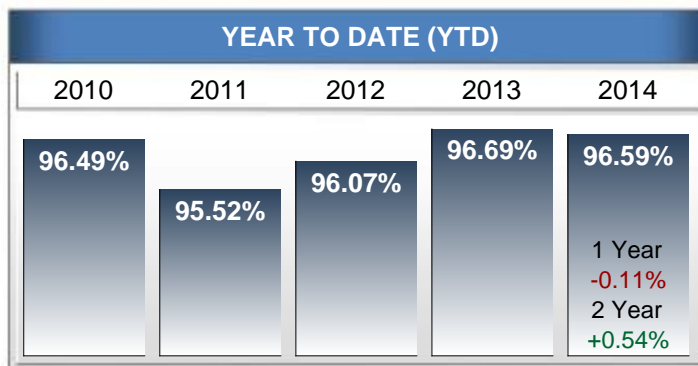
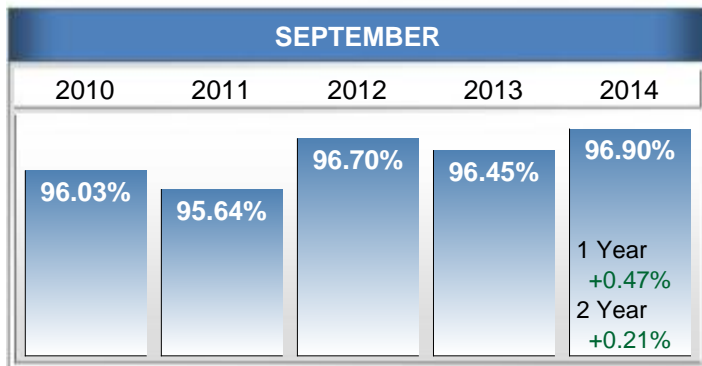
Closed Sales as of Oct 14, 2014



Average Percent of List Price to Selling Price

Report Produced on: Oct 14, 2014

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



Average List/Sell Price

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5yr SEP AVG=96.34%	3 MONTHS
High Jul 2010 = 97.66% Low Dec 2013 = 94.65% Average List/Sell this month at 96.90% , above the 5 yr SEP average of 96.34%	JUL 96.69% AUG 96.86% SEP 96.90% 0.17% 0.04%

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	60	4.88%	89.82%	88.46%	93.82%	81.15%	0.00%
\$25,001 - \$75,000	216	17.56%	95.30%	96.09%	94.23%	100.88%	91.50%
\$75,001 - \$100,000	136	11.06%	98.97%	96.93%	99.81%	96.80%	0.00%
\$100,001 - \$150,000	313	25.45%	97.58%	96.24%	98.07%	96.15%	89.74%
\$150,001 - \$200,000	227	18.46%	97.96%	97.14%	98.07%	97.84%	98.41%
\$200,001 - \$275,000	148	12.03%	97.58%	92.34%	98.67%	97.17%	96.62%
\$275,001 and up	130	10.57%	96.41%	76.59%	96.49%	97.42%	95.04%
Average List/Sell Ratio: 96.90%				94.35%	97.57%	97.23%	95.10%
Total Closed Units: 1,230				200	704	295	31
Total Closed Volume: 191,461,525				14.78M	96.22M	68.78M	11.68M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

Inventory as of Oct 14, 2014



Market Summary

Report Produced on: Oct 14, 2014

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



Absorption: Last 12 months, an Average of **1,105** Sales/Month

Active Inventory as of September 30, 2014 = **7,728**

	SEPTEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	1,120	1,230	9.82%	9,991	10,310	3.19%
Pending Sales	926	1,091	17.82%	10,382	10,957	5.54%
New Listings	2,065	2,017	-2.32%	21,007	20,607	-1.90%
Average List Price	166,649	160,829	-3.49%	174,845	171,888	-1.69%
Average Sale Price	161,447	155,660	-3.58%	168,543	166,160	-1.41%
Average Percent of List Price to Selling Price	96.45%	96.90%	0.47%	96.69%	96.59%	-0.11%
Average Days on Market to Sale	53.38	49.26	-7.73%	53.43	51.89	-2.87%
Monthly Inventory	8,892	7,728	-13.09%	8,892	7,728	-13.09%
Months Supply of Inventory	8.25	7.00	-15.23%	8.25	7.00	-15.23%

