



# September 2014

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

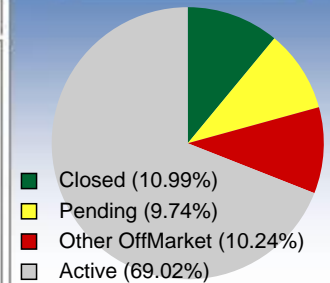


**Absorption:** Last 12 months, an Average of **1,105** Sales/Month

**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%
Median List Price	139,900	138,700	-0.86%
Median Sale Price	136,177	135,000	-0.86%
Median Percent of List Price to Selling Price	97.67%	97.77%	0.10%
Median Days on Market to Sale	37.00	36.00	-2.70%
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.

### 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 **0.86%** in September 2014 to \$135,000 versus the previous year at \$136,177.

### Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 1.00 days or **2.70%** in September 2014 compared to last year's same month at **37.00** DOM.

### Sales Success for September 2014 is Positive

Overall, with Median 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.

## 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2014

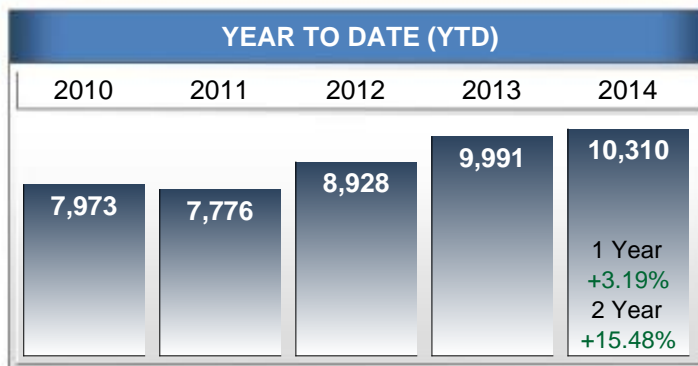
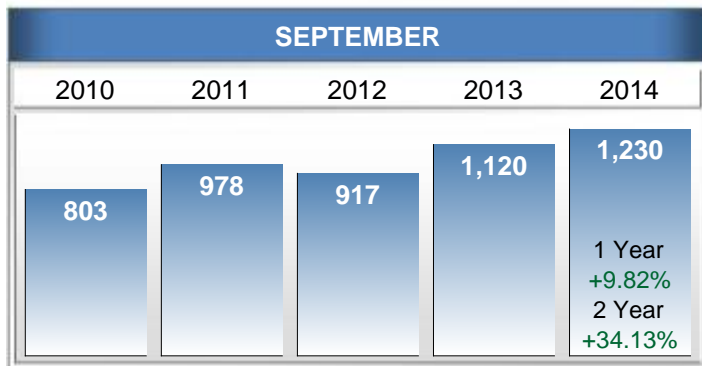
Closed Sales as of Oct 14, 2014



### 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 Listings this month at **1,230**, above the 5 yr SEP average of **1,010**

JUL	1,359
AUG	1,280
SEP	1,230
<b>-5.81%</b>	
<b>-3.91%</b>	

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	125	10.16%	37.0	79	42	4	0	
\$40,001 - \$70,000	129	10.49%	38.0	44	76	7	2	
\$70,001 - \$110,000	205	16.67%	39.0	41	142	22	0	
\$110,001 - \$150,000	266	21.63%	26.5	14	209	40	3	
\$150,001 - \$200,000	227	18.46%	32.0	13	140	69	5	
\$200,001 - \$280,000	153	12.44%	36.0	6	65	77	5	
\$280,001 and up	125	10.16%	54.0	3	30	76	16	
Total Closed Units: 1,230				36.0	200	704	295	31
Total Closed Volume: 191,461,525					14.78M	96.22M	68.78M	11.68M
Median Closed Price: \$135,000					\$53,500	\$129,000	\$205,900	\$305,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2014

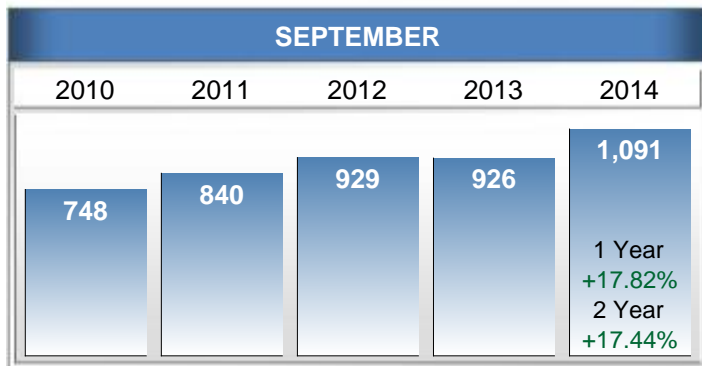
Pending Listings as of Oct 14, 2014



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

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	98	8.98%	49.5	62	31	4	1
\$40,001 - \$80,000	130	11.92%	42.0	45	77	6	2
\$80,001 - \$120,000	173	15.86%	43.0	27	131	15	0
\$120,001 - \$170,000	254	23.28%	42.5	21	183	45	5
\$170,001 - \$230,000	191	17.51%	42.0	13	91	79	8
\$230,001 - \$330,000	134	12.28%	47.5	3	55	63	13
\$330,001 and up	111	10.17%	54.0	7	23	71	10
Total Pending Units:		1,091	44.0	178	591	283	39
Total Pending Volume:		196,846,617		17.25M	89.11M	78.00M	12.48M
Median Listing Price:		\$149,180		\$65,000	\$134,900	\$224,900	\$280,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2014

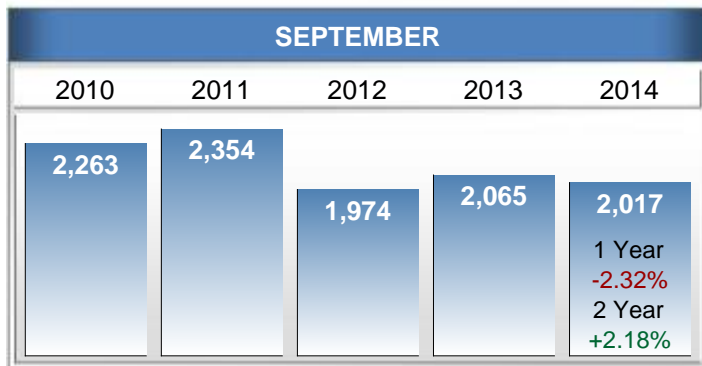
New Listings as of Oct 14, 2014



### 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
Median New Listed Listing Price:			\$65,000	\$139,900	\$246,250	\$351,200



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2014

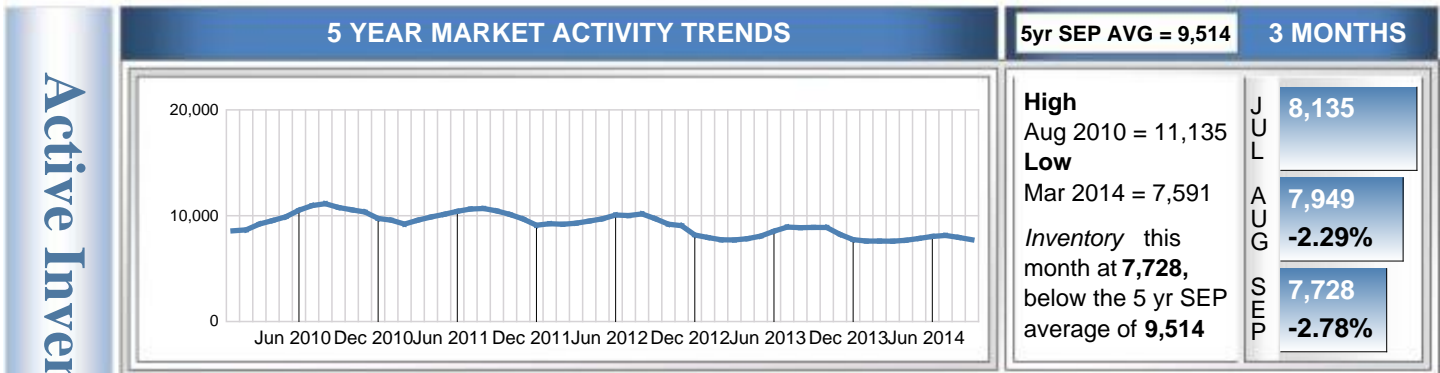
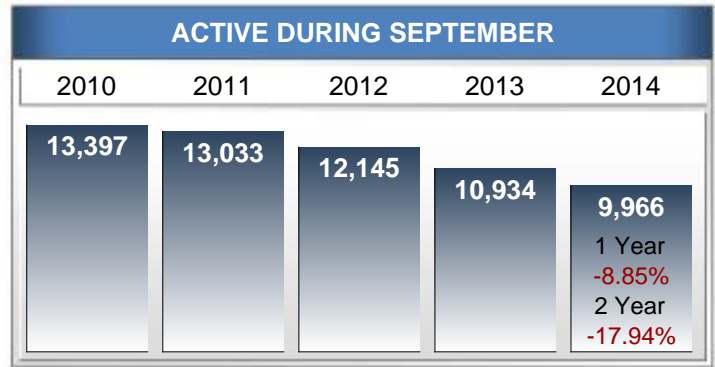
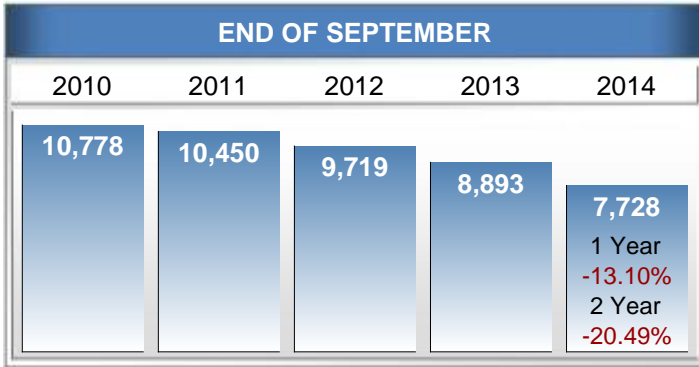
Active Inventory as of Oct 14, 2014



### 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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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	390	5.05%	104.5	340	40	8	2		
\$20,001 - \$60,000	1,362	17.62%	78.0	1,065	266	27	4		
\$60,001 - \$100,000	1,125	14.56%	76.0	432	601	79	13		
\$100,001 - \$170,000	1,812	23.45%	67.0	287	1,178	323	24		
\$170,001 - \$250,000	1,235	15.98%	64.0	138	565	487	45		
\$250,001 - \$400,000	1,039	13.44%	73.0	113	246	565	115		
\$400,001 and up	765	9.90%	82.0	131	97	352	185		
Total Active Inventory by Units:				7,728	73.0	2,506	2,993	1,841	388
Total Active Inventory by Volume:				1,623,984,050		359.09M	475.91M	568.94M	220.03M
Median Active Inventory Listing Price:				\$139,900		\$52,000	\$135,000	\$250,000	\$378,775



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2014

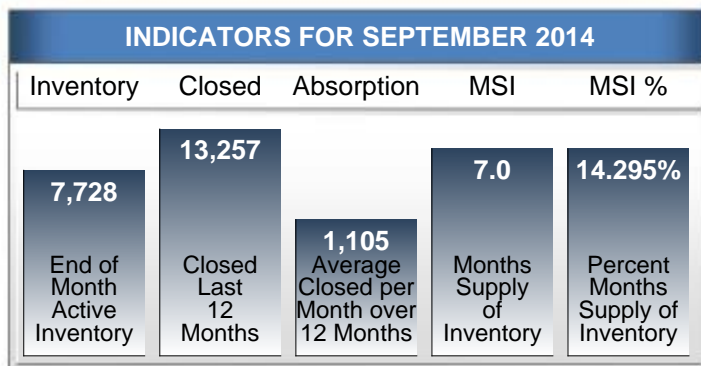
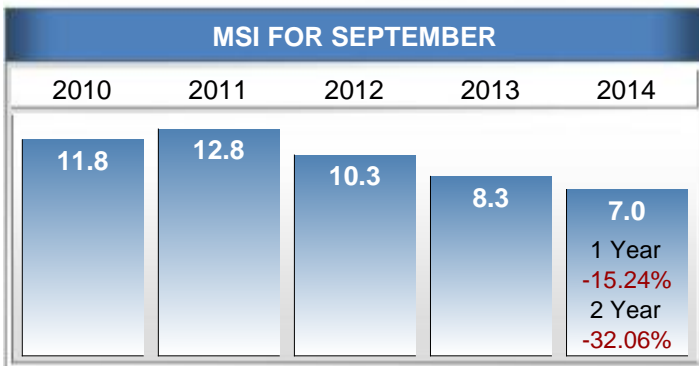
Active Inventory as of Oct 14, 2014



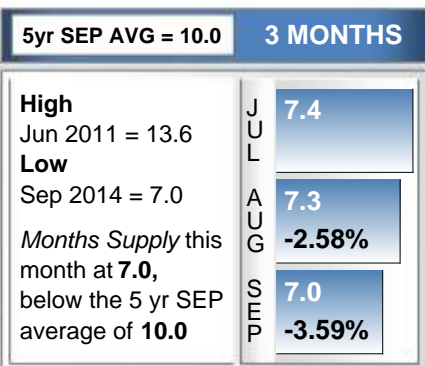
### Months Supply of Inventory

Report Produced on: Oct 14, 2014

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

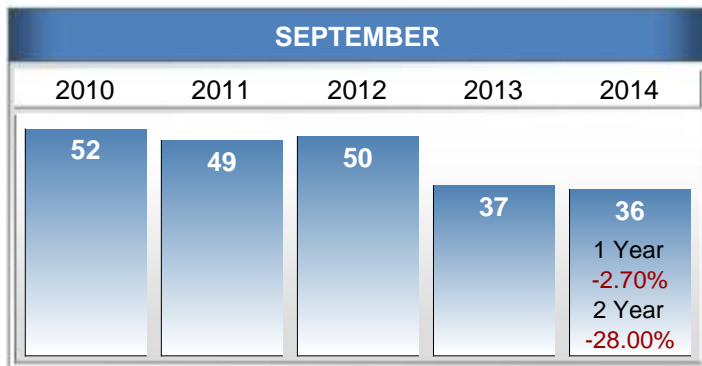
Closed Sales as of Oct 14, 2014



### Median Days on Market to Sale

Report Produced on: Oct 14, 2014

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



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+
\$40,000 and less	125			10.16%	37.0	38.0	28.0	16.5	0.0
\$40,001 - \$70,000	129			10.49%	38.0	38.5	39.0	11.0	60.5
\$70,001 - \$110,000	205			16.67%	39.0	54.0	40.0	21.0	0.0
\$110,001 - \$150,000	266			21.63%	26.5	24.0	25.0	45.0	18.0
\$150,001 - \$200,000	227			18.46%	32.0	61.0	31.5	29.0	3.0
\$200,001 - \$280,000	153			12.44%	36.0	29.5	23.0	37.0	60.0
\$280,001 and up	125			10.16%	54.0	13.0	39.5	50.0	80.5
Median Closed DOM:	36.0					39.0	31.5	38.0	69.0
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

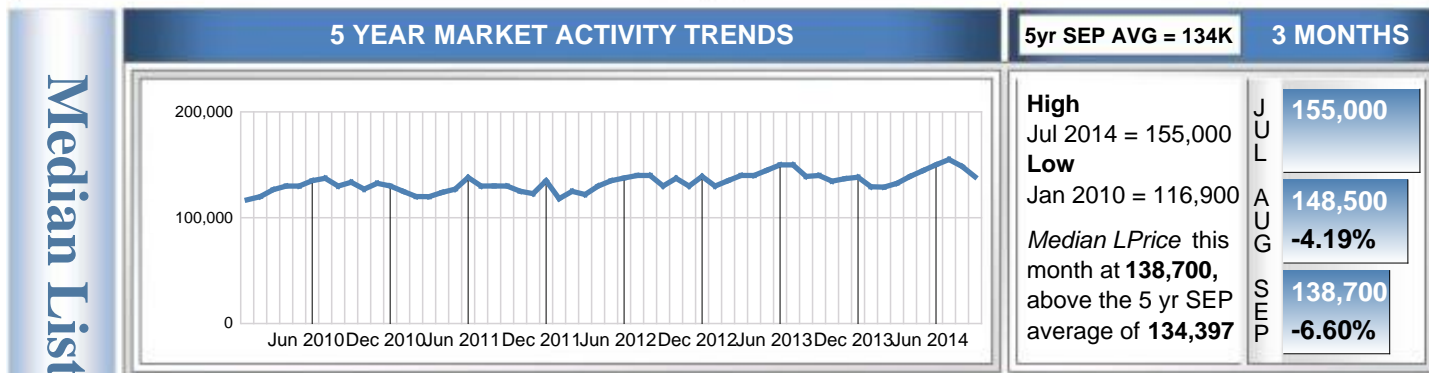
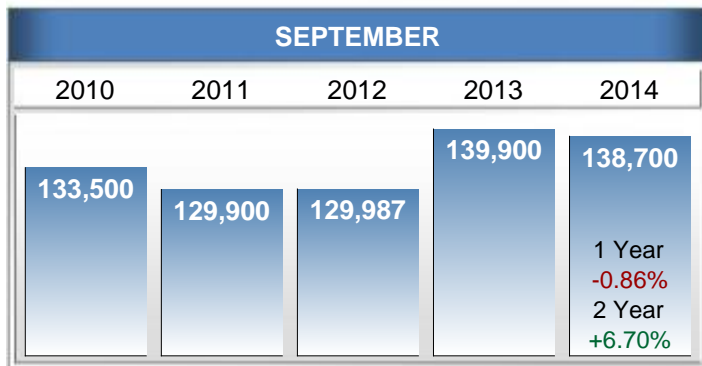
Closed Sales as of Oct 14, 2014



### Median List Price at Closing

Report Produced on: Oct 14, 2014

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



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+
\$40,000 and less	111		9.02%	26,500	25,200	27,900	27,450	0
\$40,001 \$70,000	138		11.22%	58,000	55,000	59,825	49,900	67,450
\$70,001 \$110,000	193		15.69%	90,000	88,500	90,000	94,500	0
\$110,001 \$150,000	270		21.95%	133,700	124,900	133,500	134,950	139,200
\$150,001 \$200,000	226		18.37%	174,000	179,450	172,168	171,500	188,400
\$200,001 \$280,000	166		13.50%	234,900	225,000	229,450	236,160	246,200
\$280,001 and up	126		10.24%	398,399	500,000	379,000	387,200	559,000
Median List Price:	\$138,700				\$58,250	\$130,000	\$215,000	\$319,900
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

Data from the Greater Tulsa Association of REALTORS®

## September 2014

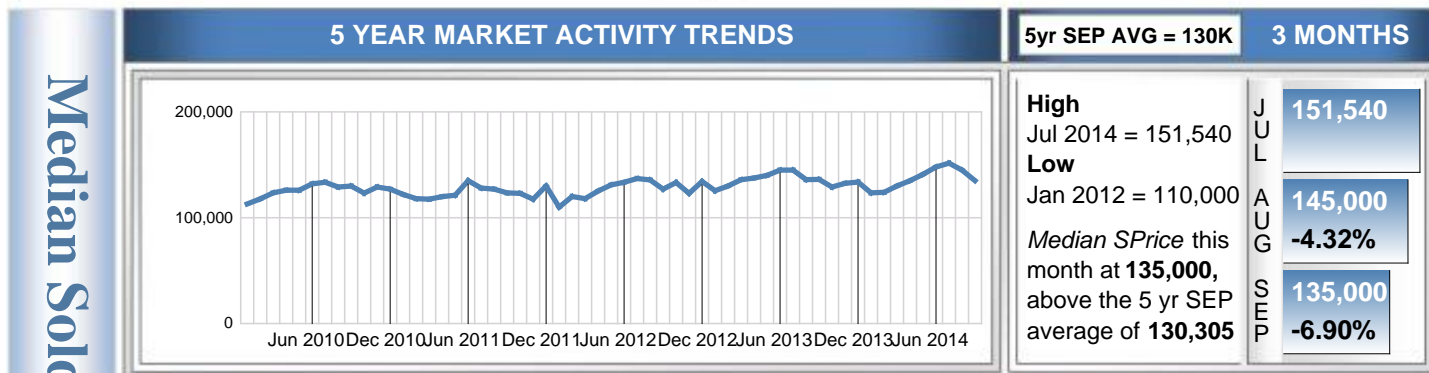
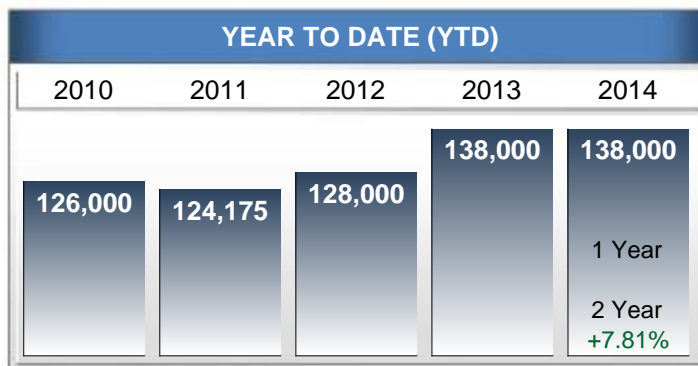
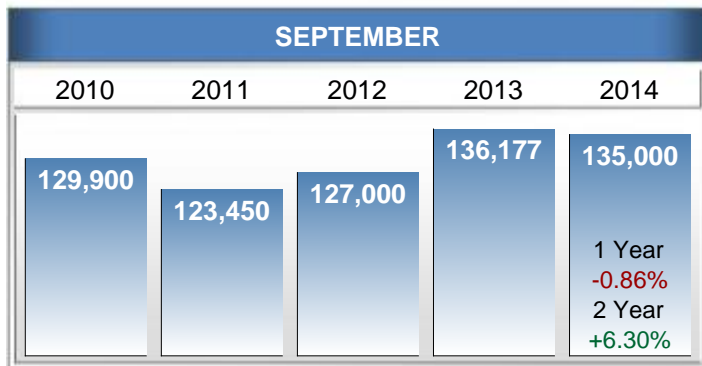
Closed Sales as of Oct 14, 2014



### Median Sold Price at Closing

Report Produced on: Oct 14, 2014

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



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		%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	125	10.16%	26,550	25,000	30,500	25,280	0
\$40,001 - \$70,000	129	10.49%	56,000	54,500	57,000	47,324	61,925
\$70,001 - \$110,000	205	16.67%	90,500	88,500	90,450	96,900	0
\$110,001 - \$150,000	266	21.63%	131,000	139,950	130,000	132,935	138,000
\$150,001 - \$200,000	227	18.46%	170,000	180,000	168,750	175,000	195,000
\$200,001 - \$280,000	153	12.44%	231,900	211,750	226,000	234,900	248,000
\$280,001 and up	125	10.16%	379,900	400,000	346,500	373,750	580,000
Median Closed Price:	\$135,000			\$53,500	\$129,000	\$205,900	\$305,000
Total Closed Units:	1,230			200	704	295	31
Total Closed Volume:	191,461,525			14.78M	96.22M	68.78M	11.68M



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## September 2014

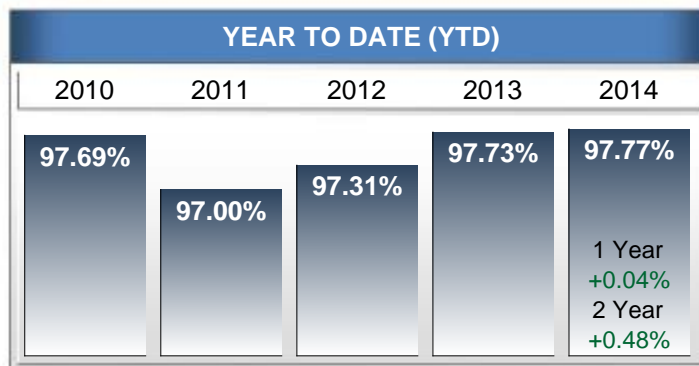
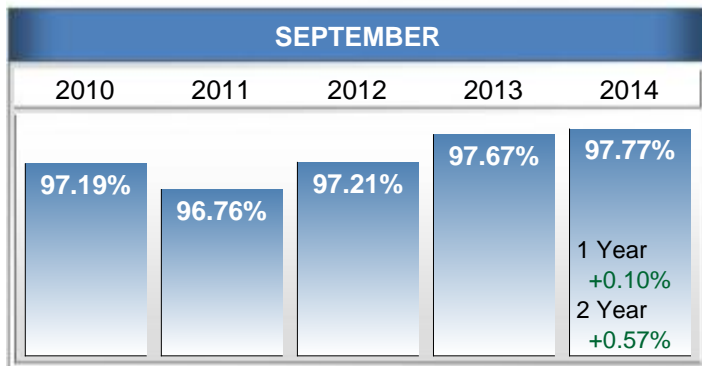
Closed Sales as of Oct 14, 2014



### Median Percent of List Price to Selling Price

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



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+
\$40,000 and less	125	10.16%	92.14%	92.14%	92.56%	91.57%	0.00%
\$40,001 \$70,000	129	10.49%	94.20%	94.40%	94.01%	97.62%	91.50%
\$70,001 \$110,000	205	16.67%	98.03%	95.90%	98.11%	98.14%	0.00%
\$110,001 \$150,000	266	21.63%	98.55%	98.40%	98.73%	97.82%	91.92%
\$150,001 \$200,000	227	18.46%	98.79%	97.01%	98.75%	98.80%	100.00%
\$200,001 \$280,000	153	12.44%	97.91%	93.43%	98.36%	97.77%	98.11%
\$280,001 and up	125	10.16%	96.85%	75.29%	96.55%	97.28%	95.87%
Median List/Sell Ratio:	97.77%			94.76%	98.14%	97.83%	96.17%
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%
Median List Price	139,900	138,700	-0.86%	140,000	142,000	1.43%
Median Sale Price	136,177	135,000	-0.86%	138,000	138,000	0.00%
Median Percent of List Price to Selling Price	97.67%	97.77%	0.10%	97.73%	97.77%	0.04%
Median Days on Market to Sale	37.00	36.00	-2.70%	37.00	37.00	0.00%
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%

