



September 2014

Area Delimited by County Of Washington

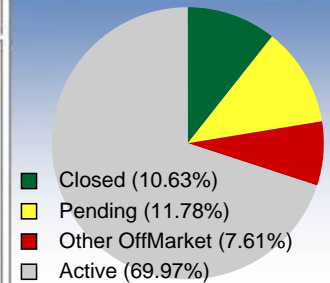


Absorption: Last 12 months, an Average of **75** Sales/Month

Active Inventory as of September 30, 2014 = **487**

	SEPTEMBER		
	2013	2014	+/- %
Closed Listings	58	74	27.59%
Pending Listings	71	82	15.49%
New Listings	119	109	-8.40%
Median List Price	114,000	122,950	7.85%
Median Sale Price	112,250	117,500	4.68%
Median Percent of List Price to Selling Price	97.61%	96.97%	-0.65%
Median Days on Market to Sale	33.50	43.50	29.85%
End of Month Inventory	590	487	-17.46%
Months Supply of Inventory	8.18	6.47	-20.84%

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 **17.46%** to 487 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **6.47** 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 **4.68%** in September 2014 to \$117,500 versus the previous year at \$112,250.

Median Days on Market Lengthens

The median number of **43.50** days that homes spent on the market before selling increased by 10.00 days or **29.85%** in September 2014 compared to last year's same month at **33.50** DOM.

Sales Success for September 2014 is Positive

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

There were 109 New Listings in September 2014, down **8.40%** from last year at 119. Furthermore, there were 74 Closed Listings this month versus last year at 58, a **27.59%** increase.

Closed versus Listed trends yielded a **67.9%** ratio, up from last year's September 2014 at **48.7%**, a **39.29%** 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.

Are You Ready to Buy or Sell Real Estate?

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

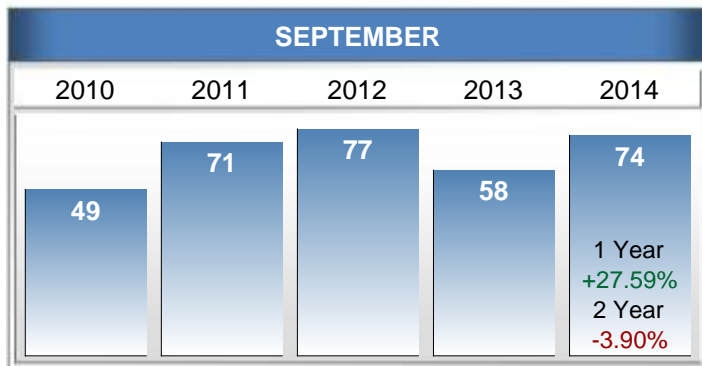
Closed Sales as of Oct 14, 2014



Closed Listings

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Closed Listings
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5yr SEP AVG = 66 **3 MONTHS**

High
Jul 2013 = 111
Low
Jan 2010 = 35

Closed Listing this month at **74**, above the 5 yr SEP average of **66**

JUL	96
AUG	73
SEP	74
-23.96%	
1.37%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	6	8.11%	28.5	3	3	0	0	
\$50,001 - \$70,000	9	12.16%	49.0	4	5	0	0	
\$70,001 - \$90,000	14	18.92%	19.0	2	9	3	0	
\$90,001 - \$140,000	16	21.62%	38.0	2	10	4	0	
\$140,001 - \$210,000	11	14.86%	53.0	1	2	6	2	
\$210,001 - \$320,000	10	13.51%	43.5	0	3	7	0	
\$320,001 and up	8	10.81%	51.5	0	3	4	1	
Total Closed Units: 74				43.5	12	35	24	3
Total Closed Volume: 11,230,170					952.40K	4.53M	4.99M	758.65K
Median Closed Price: \$117,500					\$65,200	\$95,000	\$192,000	\$197,000



Monthly Inventory Analysis

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September 2014

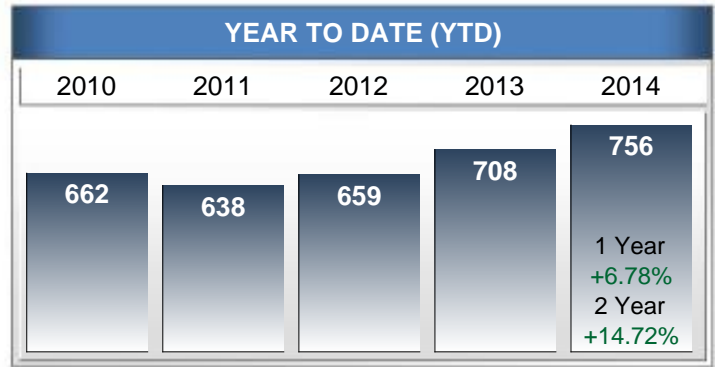
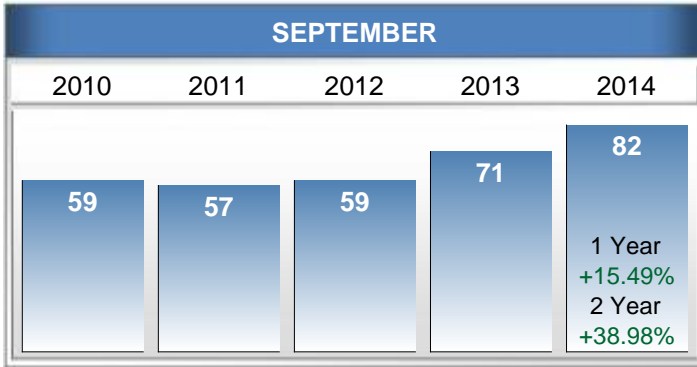
Pending Listings as of Oct 14, 2014



Pending Listings

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



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	5	6.10%	43.0	3	2	0	0
\$40,001 - \$60,000	12	14.63%	49.0	4	7	0	1
\$60,001 - \$80,000	10	12.20%	50.5	3	6	1	0
\$80,001 - \$140,000	22	26.83%	47.5	3	13	6	0
\$140,001 - \$220,000	14	17.07%	73.5	2	8	4	0
\$220,001 - \$310,000	10	12.20%	47.5	2	2	6	0
\$310,001 and up	9	10.98%	12.0	1	0	8	0
Total Pending Units: 82				47.5			
Total Pending Volume: 13,404,290				2.12M 4.07M 7.16M 59.90K			
Median Listing Price: \$120,700				\$72,500 \$94,000 \$235,000 \$59,900			

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

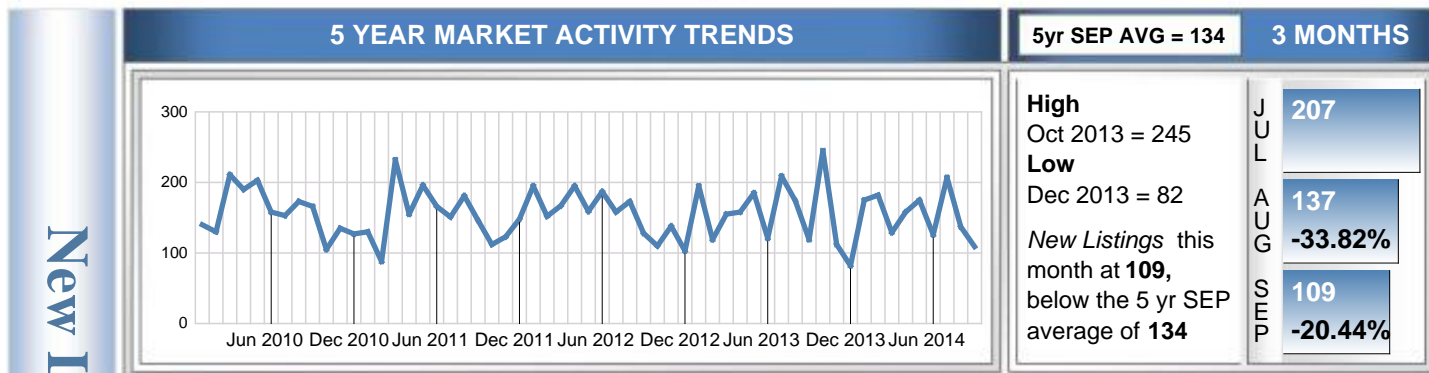
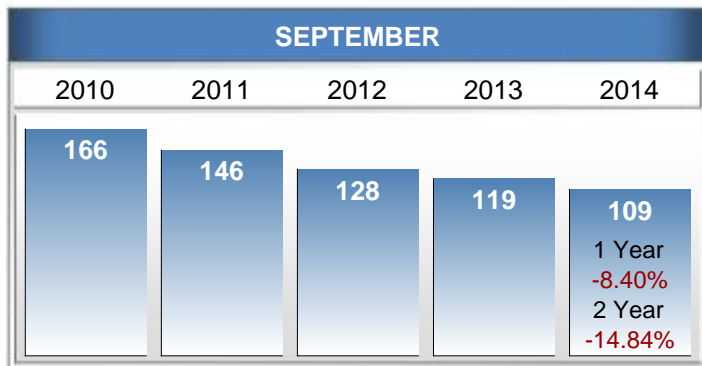
New Listings as of Oct 14, 2014



New Listings

Report Produced on: Oct 14, 2014

Area Delimited by 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	5	4.59%	4	1	0	0
\$40,001 - \$60,000	11	10.09%	6	4	0	1
\$60,001 - \$90,000	24	22.02%	9	14	0	1
\$90,001 - \$150,000	26	23.85%	1	20	5	0
\$150,001 - \$220,000	19	17.43%	3	4	11	1
\$220,001 - \$310,000	12	11.01%	0	3	9	0
\$310,001 and up	12	11.01%	5	1	5	1
Total New Listed Units:	109		28	47	30	4
Total New Listed Volume:	19,187,940		5.90M	5.85M	6.77M	668.80K
Median New Listed Listing Price:	\$125,000		\$69,900	\$103,500	\$214,950	\$134,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

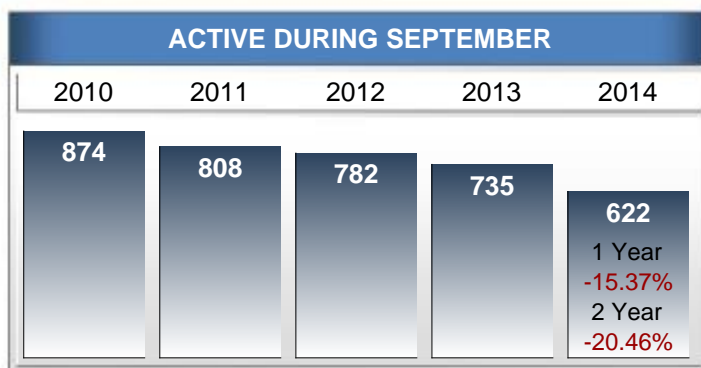
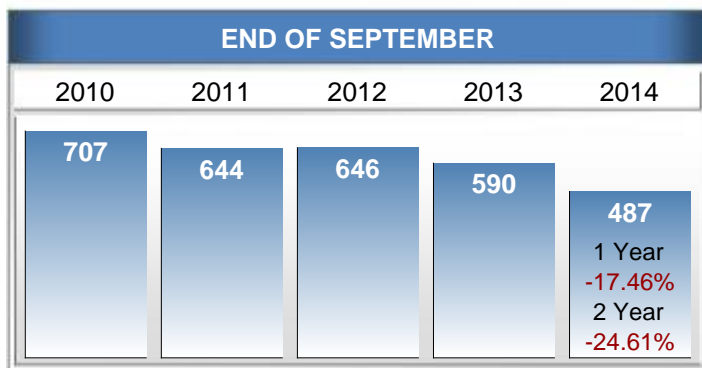
Active Inventory as of Oct 14, 2014



Active Inventory

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Active Inventory

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5yr SEP AVG = 615	3 MONTHS										
High Aug 2010 = 708 Low Sep 2014 = 487 <i>Inventory</i> this month at 487 , below the 5 yr SEP average of 615	<table border="1"> <tr> <td>JUL</td> <td>561</td> </tr> <tr> <td>AUG</td> <td>513</td> </tr> <tr> <td>SEP</td> <td>487</td> </tr> <tr> <td colspan="2">-8.56%</td> </tr> <tr> <td colspan="2">-5.07%</td> </tr> </table>	JUL	561	AUG	513	SEP	487	-8.56%		-5.07%	
JUL	561										
AUG	513										
SEP	487										
-8.56%											
-5.07%											

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	38	7.80%	74.0	34	4	0	0	
\$30,001 \$60,000	72	14.78%	69.0	49	23	0	0	
\$60,001 \$80,000	72	14.78%	74.0	51	20	1	0	
\$80,001 \$130,000	121	24.85%	77.0	31	73	16	1	
\$130,001 \$170,000	66	13.55%	77.0	8	43	14	1	
\$170,001 \$270,000	69	14.17%	85.0	6	20	42	1	
\$270,001 and up	49	10.06%	90.0	9	11	18	11	
Total Active Inventory by Units:			487	75.0	188	194	91	14
Total Active Inventory by Volume:			85,088,132		24.15M	25.22M	20.92M	14.79M
Median Active Inventory Listing Price:			\$109,900		\$62,000	\$119,000	\$200,000	\$336,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

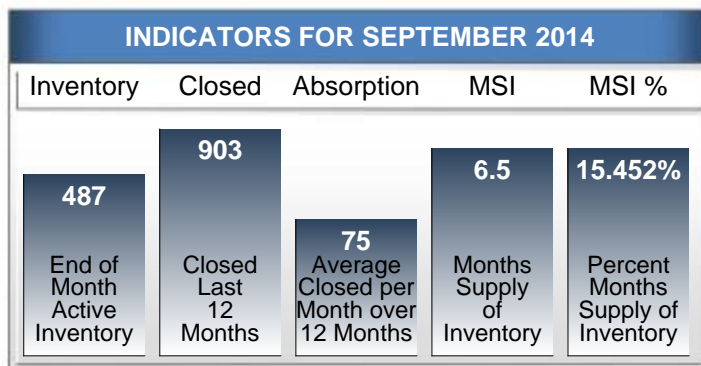
Active Inventory as of Oct 14, 2014



Months Supply of Inventory

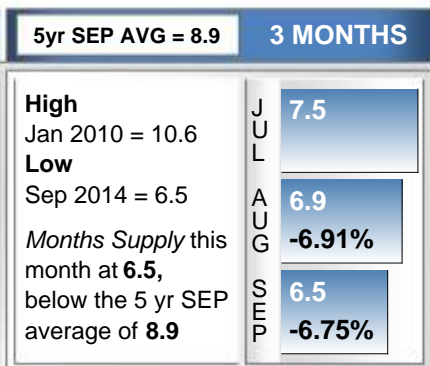
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Area Delimited by County Of Washington



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	38	7.80%	6.4	10.7	1.5	0.0	0.0
\$30,001 \$60,000	72	14.78%	8.1	12.0	5.3	0.0	0.0
\$60,001 \$80,000	72	14.78%	8.8	25.5	3.6	1.7	0.0
\$80,001 \$130,000	121	24.85%	6.0	12.8	5.3	4.2	12.0
\$130,001 \$170,000	66	13.55%	7.1	13.7	8.9	4.1	2.4
\$170,001 \$270,000	69	14.17%	4.7	18.0	3.8	5.0	1.5
\$270,001 and up	49	10.06%	6.0	21.6	11.0	3.7	5.7
MSI:	6.5			14.5	5.2	4.2	4.3
Total Active Inventory:	487			188	194	91	14



Monthly Inventory Analysis

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September 2014

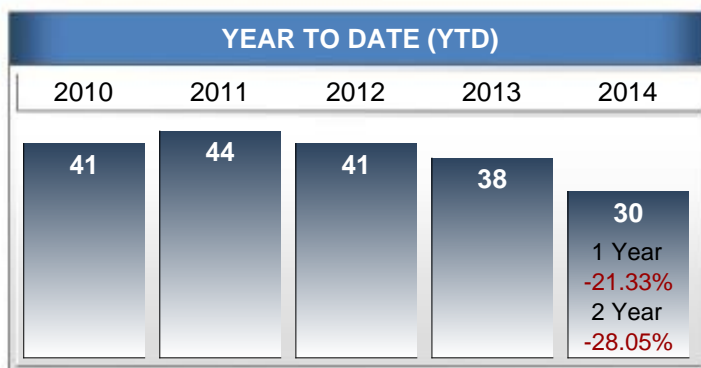
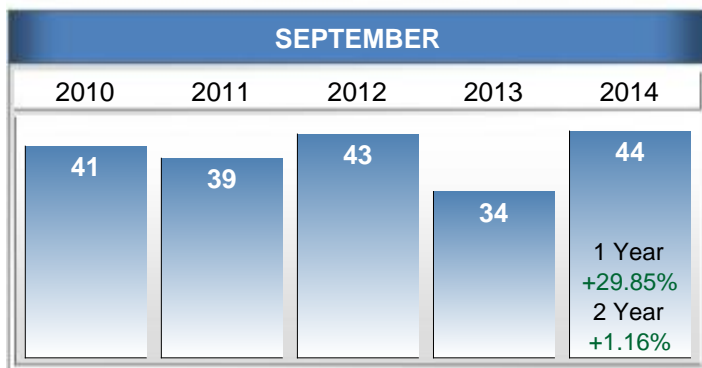
Closed Sales as of Oct 14, 2014



Median Days on Market to Sale

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



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+
\$50,000 and less	6	8.11%	28.5	75.0	8.0	0.0	0.0
\$50,001 - \$70,000	9	12.16%	49.0	91.0	27.0	0.0	0.0
\$70,001 - \$90,000	14	18.92%	19.0	34.5	14.0	46.0	0.0
\$90,001 - \$140,000	16	21.62%	38.0	100.5	19.5	95.5	0.0
\$140,001 - \$210,000	11	14.86%	53.0	124.0	88.0	27.5	64.0
\$210,001 - \$320,000	10	13.51%	43.5	0.0	55.0	43.0	0.0
\$320,001 and up	8	10.81%	51.5	0.0	54.0	47.5	49.0
Median Closed DOM:	43.5			73.0	21.0	45.0	51.0
Total Closed Units:	74			12	35	24	3
Total Closed Volume:	11,230,170			952.40K	4.53M	4.99M	758.65K



Monthly Inventory Analysis

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September 2014

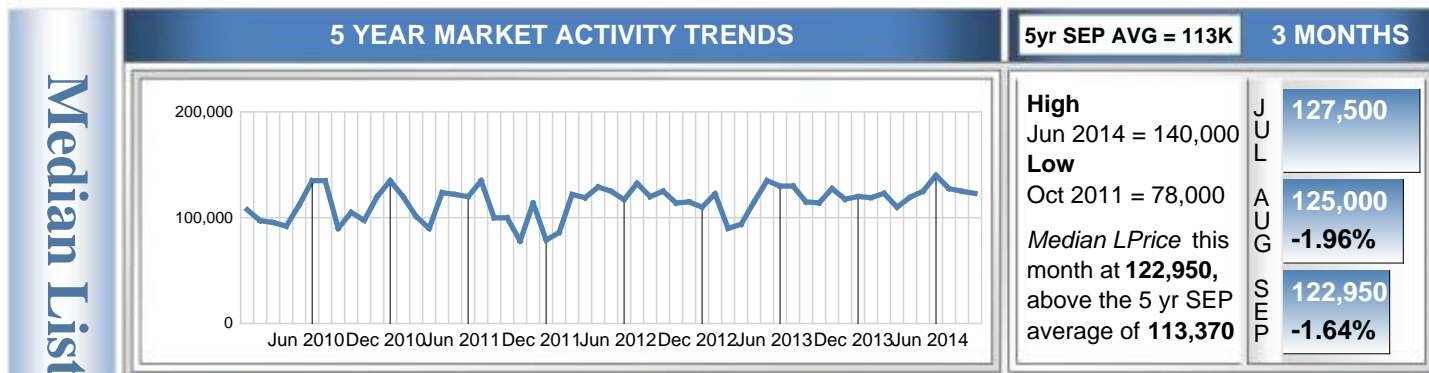
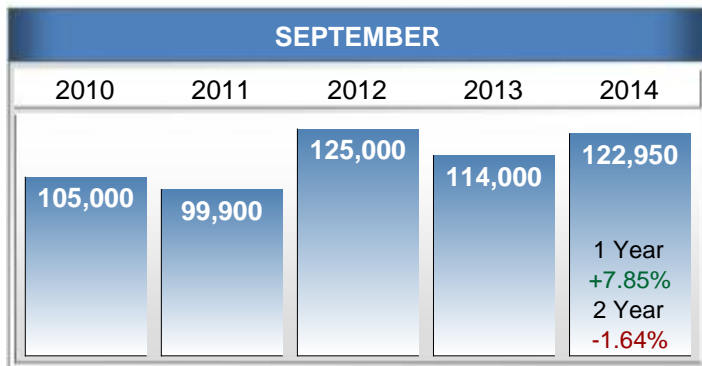
Closed Sales as of Oct 14, 2014



Median List Price at Closing

Report Produced on: Oct 14, 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+
\$50,000 and less	5		6.76%	31,000	25,450	35,000	0	0
\$50,001 - \$70,000	9		12.16%	64,900	60,950	64,900	0	0
\$70,001 - \$90,000	12		16.22%	79,950	79,900	79,500	83,400	0
\$90,001 - \$140,000	18		24.32%	119,450	127,450	113,250	122,400	0
\$140,001 - \$210,000	9		12.16%	159,943	0	184,922	152,500	199,999
\$210,001 - \$320,000	13		17.57%	239,900	289,000	239,900	237,500	225,000
\$320,001 and up	8		10.81%	383,000	0	409,900	369,950	366,000
Median List Price:		\$122,950			\$74,450	\$99,900	\$194,950	\$225,000
Total Closed Units:		74			12	35	24	3
Total List Volume:		11,696,341			1.08M	4.66M	5.16M	791.00K



Monthly Inventory Analysis

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September 2014

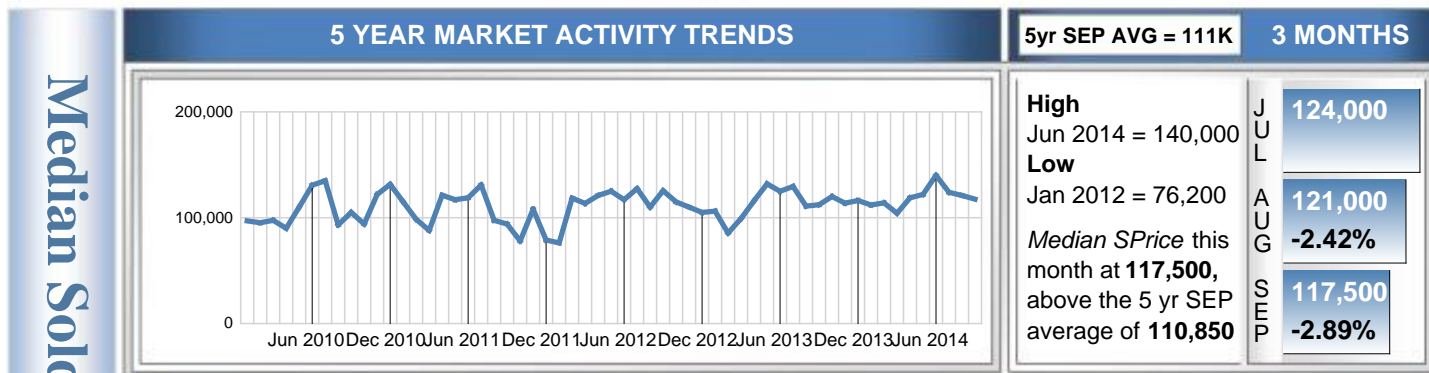
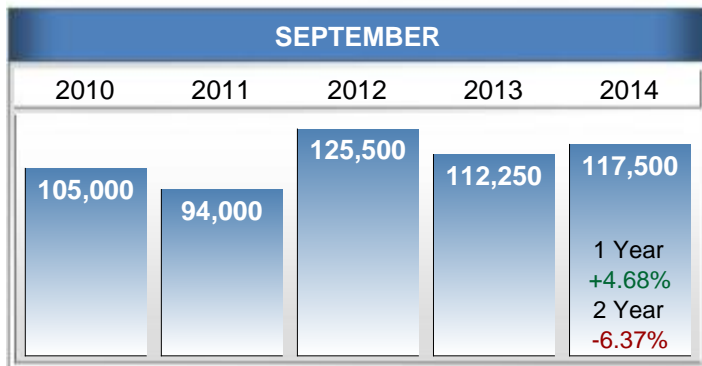
Closed Sales as of Oct 14, 2014



Median Sold Price at Closing

Report Produced on: Oct 14, 2014

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+
\$50,000 and less	6		8.11%	31,250	27,500	35,000	0	0
\$50,001 - \$70,000	9		12.16%	62,500	61,750	62,500	0	0
\$70,001 - \$90,000	14		18.92%	82,500	80,000	84,275	79,000	0
\$90,001 - \$140,000	16		21.62%	117,500	120,500	118,000	117,000	0
\$140,001 - \$210,000	11		14.86%	175,000	210,000	179,950	156,000	196,000
\$210,001 - \$320,000	10		13.51%	235,000	0	225,000	240,000	0
\$320,001 and up	8		10.81%	380,823	0	399,000	365,500	366,645
Median Closed Price:		\$117,500			\$65,200	\$95,000	\$192,000	\$197,000
Total Closed Units:		74			12	35	24	3
Total Closed Volume:		11,230,170			952.40K	4.53M	4.99M	758.65K



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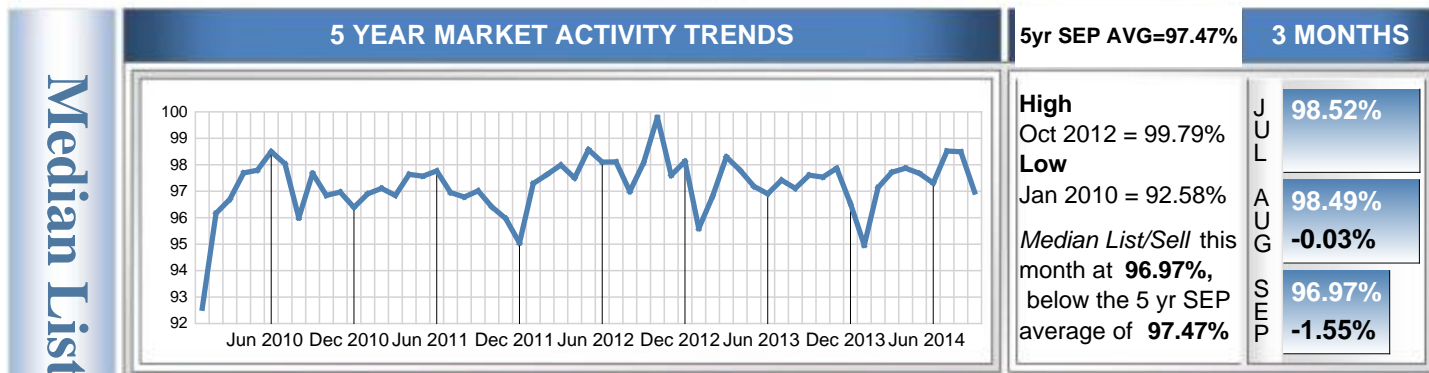
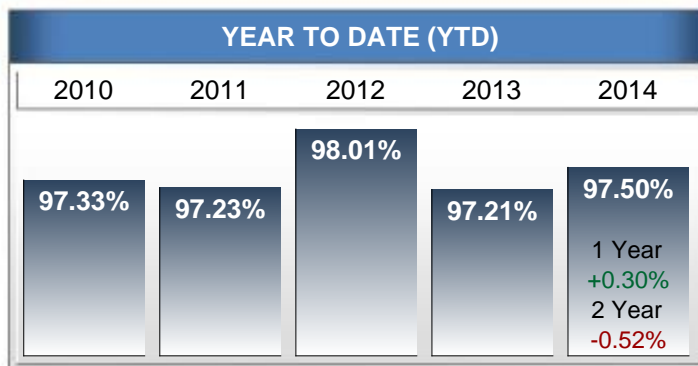
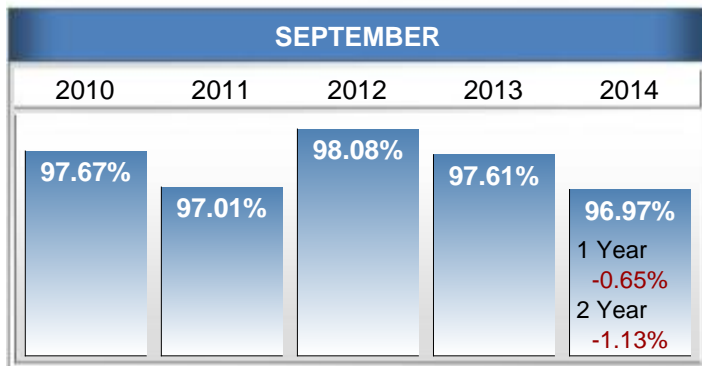
Closed Sales as of Oct 14, 2014



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+
\$50,000 and less	6	8.11%	98.08%	88.71%	100.23%	0.00%	0.00%
\$50,001 \$70,000	9	12.16%	93.49%	91.45%	95.90%	0.00%	0.00%
\$70,001 \$90,000	14	18.92%	100.00%	100.69%	100.00%	90.69%	0.00%
\$90,001 \$140,000	16	21.62%	95.55%	94.84%	96.35%	93.64%	0.00%
\$140,001 \$210,000	11	14.86%	97.25%	72.66%	96.89%	97.66%	92.53%
\$210,001 \$320,000	10	13.51%	98.42%	0.00%	94.14%	98.49%	0.00%
\$320,001 and up	8	10.81%	98.58%	0.00%	98.41%	97.47%	100.18%
Median List/Sell Ratio:	96.97%			92.40%	97.34%	97.11%	97.50%
Total Closed Units:	74			12	35	24	3
Total Closed Volume:	11,230,170			952.40K	4.53M	4.99M	758.65K



Monthly Inventory Analysis

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September 2014

Inventory as of Oct 14, 2014



Market Summary

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Absorption: Last 12 months, an Average of 75 Sales/Month

Active Inventory as of September 30, 2014 = 487

	SEPTEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	58	74	27.59%	676	700	3.55%
Pending Sales	71	82	15.49%	708	756	6.78%
New Listings	119	109	-8.40%	1,435	1,398	-2.58%
Median List Price	114,000	122,950	7.85%	119,000	124,950	5.00%
Median Sale Price	112,250	117,500	4.68%	115,250	120,000	4.12%
Median Percent of List Price to Selling Price	97.61%	96.97%	-0.65%	97.21%	97.50%	0.30%
Median Days on Market to Sale	33.50	43.50	29.85%	37.50	29.50	-21.33%
Monthly Inventory	590	487	-17.46%	590	487	-17.46%
Months Supply of Inventory	8.18	6.47	-20.84%	8.18	6.47	-20.84%

