



# August 2014

Area Delimited by County Of Washington

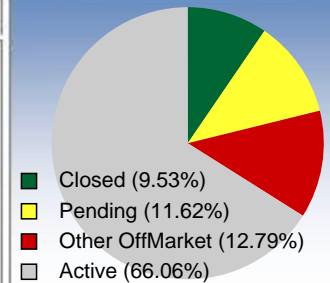


**Absorption:** Last 12 months, an Average of **74** Sales/Month

**Active Inventory** as of August 31, 2014 = **506**

	AUGUST		
	2013	2014	+/- %
Closed Listings	89	73	-17.98%
Pending Listings	70	89	27.14%
New Listings	174	137	-21.26%
Median List Price	114,900	125,000	8.79%
Median Sale Price	110,950	121,000	9.06%
Median Percent of List Price to Selling Price	97.11%	98.49%	1.42%
Median Days on Market to Sale	40.00	37.00	-7.50%
End of Month Inventory	615	506	-17.72%
Months Supply of Inventory	8.34	6.85	-17.91%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 15, 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 August 2014 decreased **17.72%** to 506 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **6.85** 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 **9.06%** in August 2014 to \$121,000 versus the previous year at \$110,950.

### Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 3.00 days or **7.50%** in August 2014 compared to last year's same month at **40.00** DOM.

### Sales Success for August 2014 is Positive

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

There were 137 New Listings in August 2014, down **21.26%** from last year at 174. Furthermore, there were 73 Closed Listings this month versus last year at 89, a **-17.98%** decrease.

Closed versus Listed trends yielded a **53.3%** ratio, up from last year's August 2014 at **51.1%**, a **4.17%** 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®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

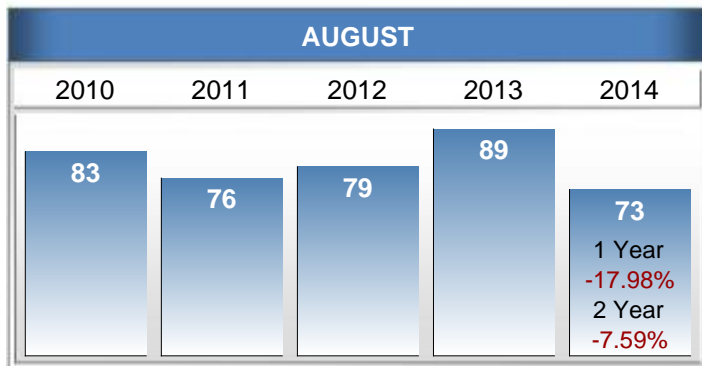
Closed Sales as of Sep 15, 2014



### Closed Listings

Report Produced on: Sep 15, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	4	5.48%	7.0	2	2	0	0
\$40,001 - \$80,000	12	16.44%	31.0	5	7	0	0
\$80,001 - \$110,000	12	16.44%	32.5	1	10	1	0
\$110,001 - \$140,000	15	20.55%	15.0	1	11	3	0
\$140,001 - \$200,000	13	17.81%	49.0	1	7	5	0
\$200,001 - \$270,000	9	12.33%	52.0	0	5	4	0
\$270,001 and up	8	10.96%	44.5	0	2	5	1
<b>Total Closed Units:</b>	<b>73</b>		<b>37.0</b>	<b>10</b>	<b>44</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>10,999,315</b>			<b>770.47K</b>	<b>5.62M</b>	<b>3.91M</b>	<b>700.00K</b>
<b>Median Closed Price:</b>	<b>\$121,000</b>			<b>\$66,585</b>	<b>\$114,950</b>	<b>\$213,000</b>	<b>\$700,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

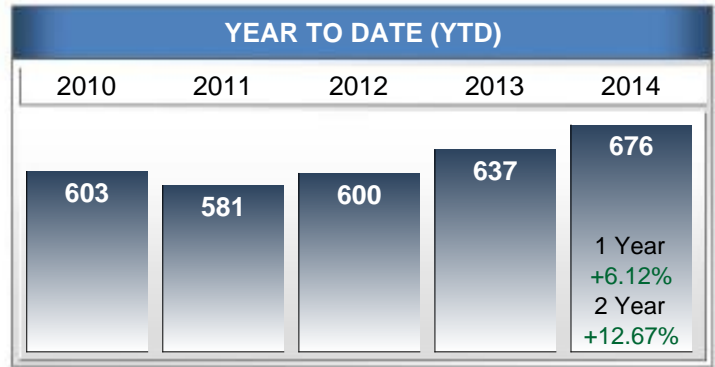
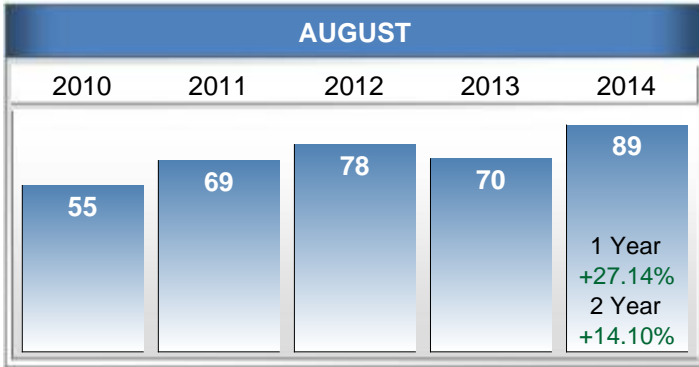
Pending Listings as of Sep 15, 2014



### Pending Listings

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



**Pending Listings**  
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<b>5yr AUG AVG = 72</b>	<b>3 MONTHS</b>										
<b>High</b> Apr 2010 = 124 <b>Low</b> Nov 2011 = 39 <i>Pending Listing</i> this month at <b>89</b> , above the 5 yr AUG average of <b>72</b>	<table border="1"> <tr> <td>JUN</td> <td>84</td> </tr> <tr> <td>JUL</td> <td>75</td> </tr> <tr> <td colspan="2"><b>-10.71%</b></td> </tr> <tr> <td>AUG</td> <td>89</td> </tr> <tr> <td colspan="2"><b>18.67%</b></td> </tr> </table>	JUN	84	JUL	75	<b>-10.71%</b>		AUG	89	<b>18.67%</b>	
JUN	84										
JUL	75										
<b>-10.71%</b>											
AUG	89										
<b>18.67%</b>											

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	6.74%	68.5	4	2	0	0
\$30,001 \$70,000	11	12.36%	27.0	4	6	1	0
\$70,001 \$90,000	12	13.48%	33.0	2	9	1	0
\$90,001 \$140,000	27	30.34%	22.0	3	20	4	0
\$140,001 \$210,000	11	12.36%	51.0	0	4	6	1
\$210,001 \$330,000	13	14.61%	15.0	1	4	7	1
\$330,001 and up	9	10.11%	49.0	0	3	5	1
Total Pending Units: 89				30.0			
Total Pending Volume: 13,234,641				1.14M 6.16M 5.14M 791.00K			
Median Listing Price: \$119,000				\$63,000 \$101,750 \$194,950 \$225,000			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

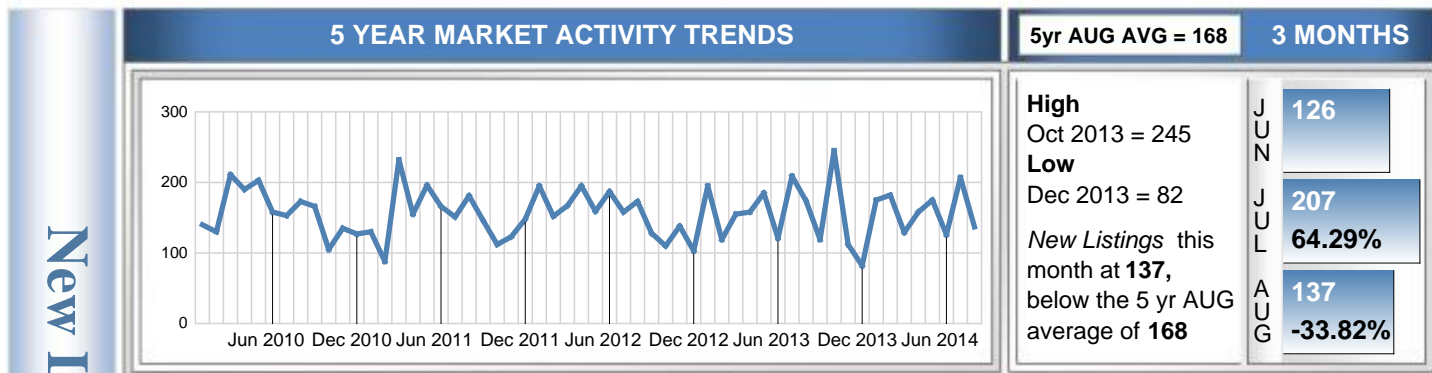
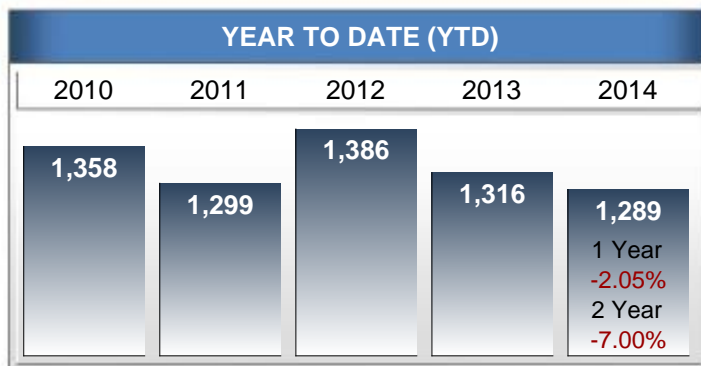
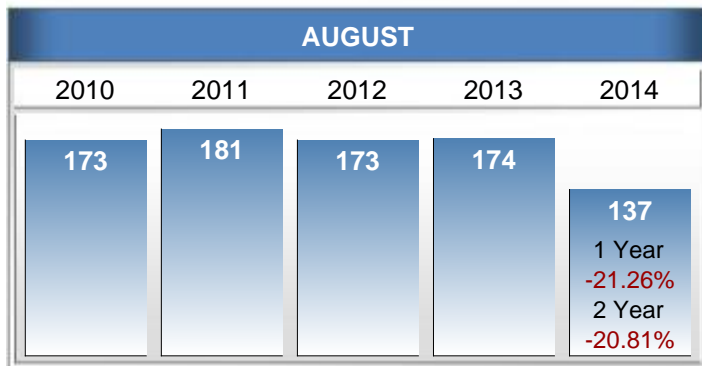
New Listings as of Sep 15, 2014



### New Listings

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



New Listings

Ready to Buy or Sell Real Estate?  
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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+
\$50,000 and less	18	13.14%	11	7	0	0
\$50,001 \$60,000	13	9.49%	10	3	0	0
\$60,001 \$70,000	19	13.87%	16	2	1	0
\$70,001 \$120,000	29	21.17%	8	17	4	0
\$120,001 \$160,000	27	19.71%	1	22	4	0
\$160,001 \$220,000	16	11.68%	1	9	6	0
\$220,001 and up	15	10.95%	1	4	10	0
Total New Listed Units:			48	64	25	0.00B
Total New Listed Volume:			6.63M	8.49M	5.85M	0.00B
Median New Listed Listing Price:			\$62,000	\$124,450	\$199,000	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

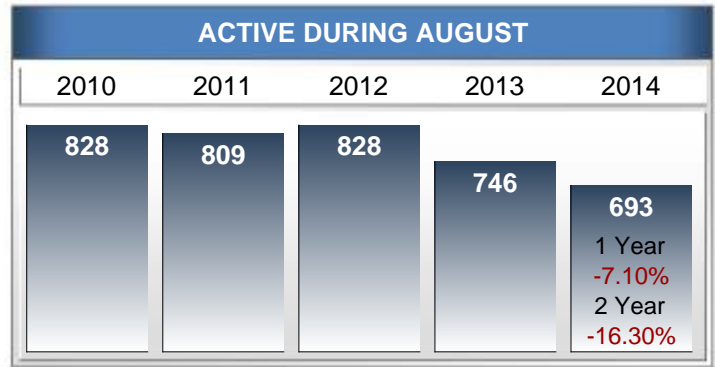
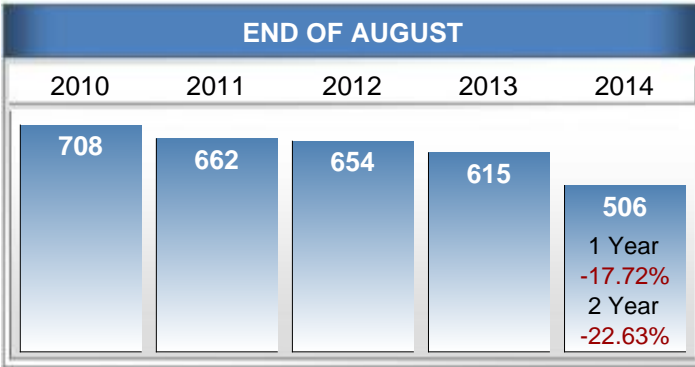
Active Inventory as of Sep 15, 2014



### Active Inventory

Report Produced on: Sep 15, 2014

Area Delimited by County Of Washington



Active Inventory

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**5yr AUG AVG = 629**      **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Dec 2012 = 493

*Inventory* this month at **506**, below the 5 yr AUG average of **629**

JUN	534
JUL	556
AUG	506

4.12% change from July

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	37	7.31%	44.0	33	4	0	0		
\$30,001 - \$50,000	49	9.68%	44.0	35	14	0	0		
\$50,001 - \$70,000	72	14.23%	47.0	48	23	1	0		
\$70,001 - \$130,000	151	29.84%	53.0	52	79	20	0		
\$130,001 - \$180,000	77	15.22%	59.0	9	52	14	2		
\$180,001 - \$280,000	69	13.64%	76.0	6	22	41	0		
\$280,001 and up	51	10.08%	96.0	11	7	21	12		
Total Active Inventory by Units:				506	59.0	194	201	97	14
Total Active Inventory by Volume:				91,154,272		25.79M	25.86M	24.40M	15.10M
Median Active Inventory Listing Price:				\$109,900		\$62,000	\$119,900	\$210,000	\$349,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

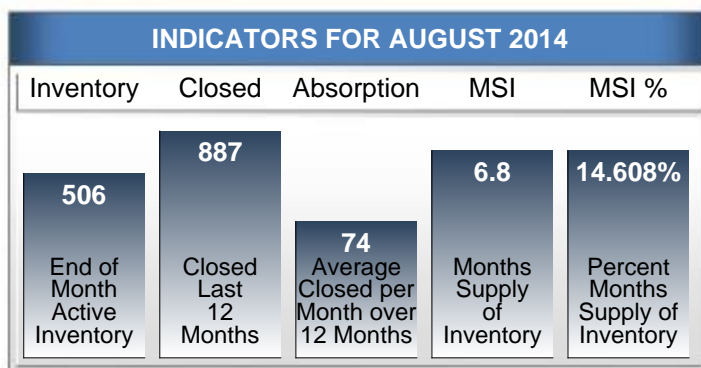
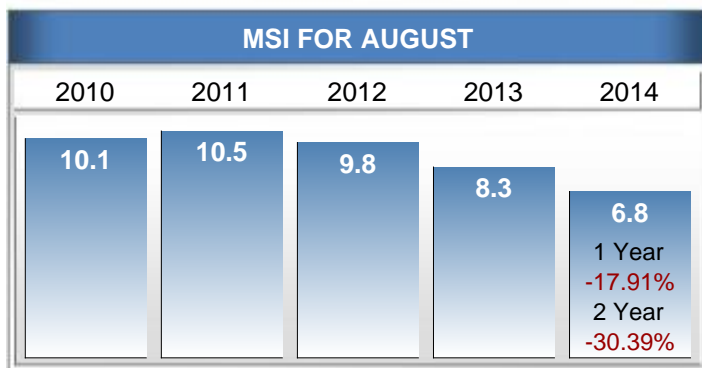
Active Inventory as of Sep 15, 2014



### Months Supply of Inventory

Report Produced on: Sep 15, 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+
\$30,000 and less	37	7.31%	5.9	10.4	1.4	0.0	0.0
\$30,001 \$50,000	49	9.68%	8.8	14.0	4.9	0.0	0.0
\$50,001 \$70,000	72	14.23%	11.1	19.9	6.6	1.7	0.0
\$70,001 \$130,000	151	29.84%	6.3	16.9	4.7	5.0	0.0
\$130,001 \$180,000	77	15.22%	6.6	13.5	8.3	3.2	4.0
\$180,001 \$280,000	69	13.64%	5.1	18.0	5.2	4.9	0.0
\$280,001 and up	51	10.08%	8.2	33.0	16.8	5.6	6.9
MSI:	6.8			15.5	5.4	4.5	4.5
Total Active Inventory:	506			194	201	97	14



# Monthly Inventory Analysis

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## August 2014

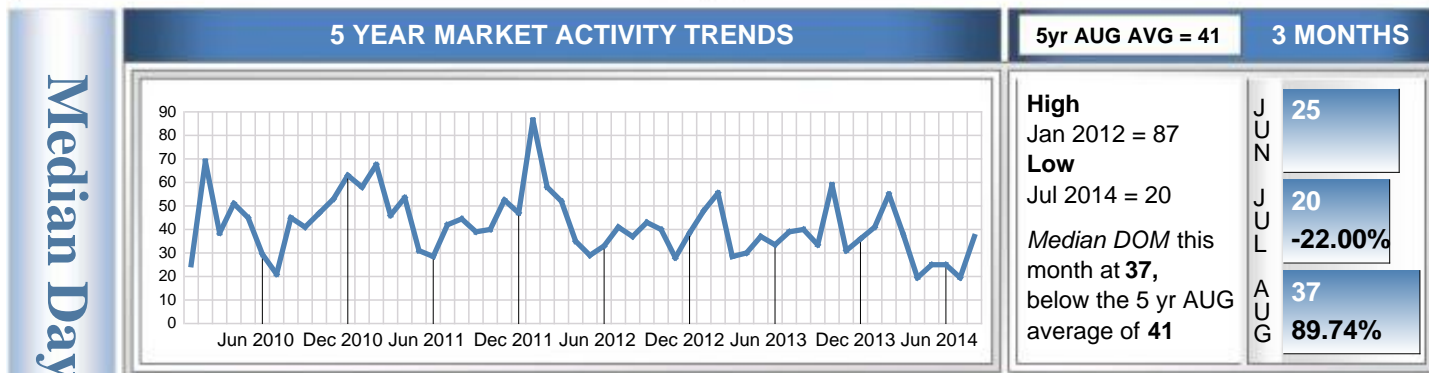
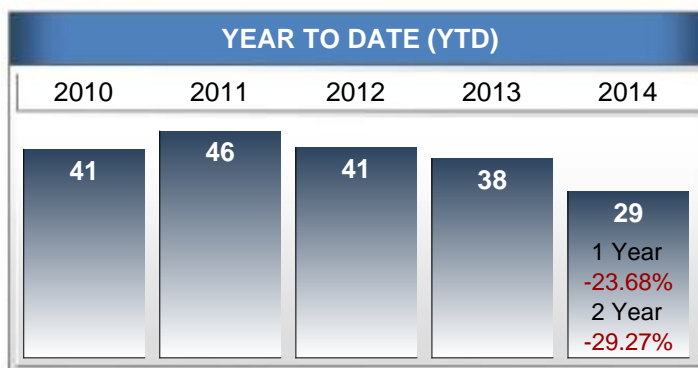
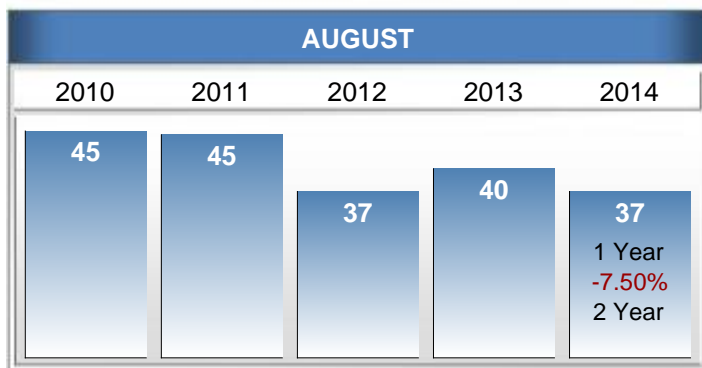
Closed Sales as of Sep 15, 2014



### Median Days on Market to Sale

Report Produced on: Sep 15, 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+
\$40,000 and less	4			5.48%	7.0	59.5	7.0	0.0	0.0
\$40,001 - \$80,000	12			16.44%	31.0	39.0	27.0	0.0	0.0
\$80,001 - \$110,000	12			16.44%	32.5	3.0	32.5	64.0	0.0
\$110,001 - \$140,000	15			20.55%	15.0	5.0	15.0	38.0	0.0
\$140,001 - \$200,000	13			17.81%	49.0	10.0	49.0	54.0	0.0
\$200,001 - \$270,000	9			12.33%	52.0	0.0	38.0	63.0	0.0
\$270,001 and up	8			10.96%	44.5	0.0	5.0	52.0	145.0
Median Closed DOM:					37.0	28.0	16.5	53.0	145.0
Total Closed Units:					73	10	44	18	1
Total Closed Volume:					10,999,315	770.47K	5.62M	3.91M	700.00K



# Monthly Inventory Analysis

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## August 2014

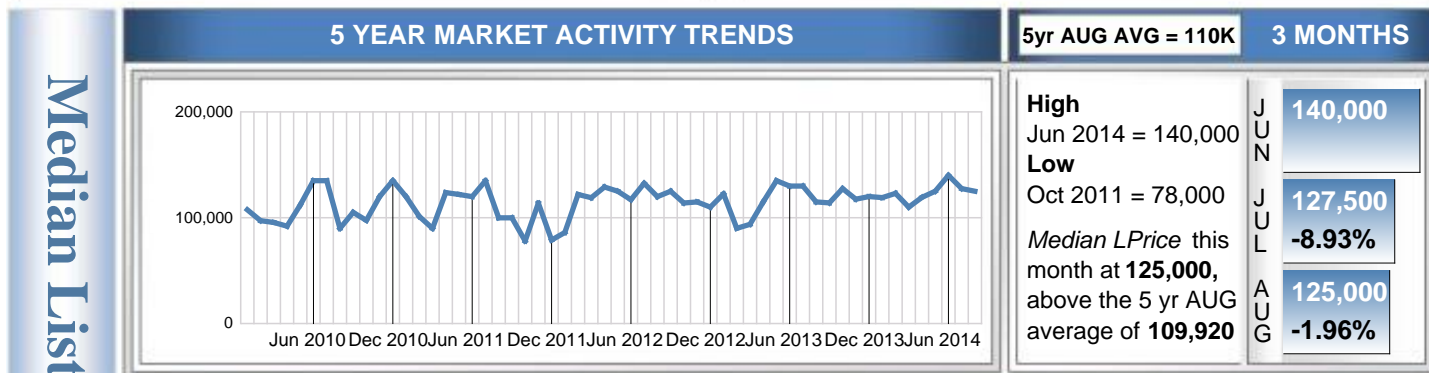
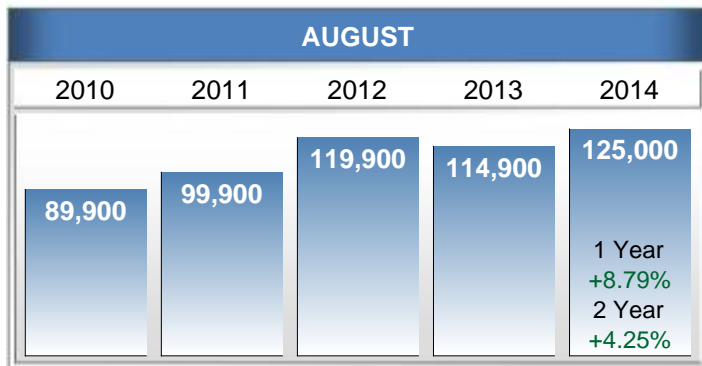
Closed Sales as of Sep 15, 2014



### Median List Price at Closing

Report Produced on: Sep 15, 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+
\$40,000 and less	4		5.48%	34,500	34,500	28,950	0	0
\$40,001 - \$80,000	11		15.07%	59,000	64,500	58,250	0	0
\$80,001 - \$110,000	10		13.70%	99,250	0	99,000	105,000	0
\$110,001 - \$140,000	18		24.66%	119,500	121,500	119,500	130,000	0
\$140,001 - \$200,000	13		17.81%	169,000	169,000	166,900	189,900	0
\$200,001 - \$270,000	9		12.33%	239,900	0	225,000	245,450	0
\$270,001 and up	8		10.96%	323,950	0	329,750	315,000	795,000
Median List Price:		\$125,000			\$67,200	\$119,000	\$219,950	\$795,000
Total Closed Units:		73			10	44	18	1
Total List Volume:		11,347,150			794.20K	5.77M	3.99M	795.00K





# Monthly Inventory Analysis

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## August 2014

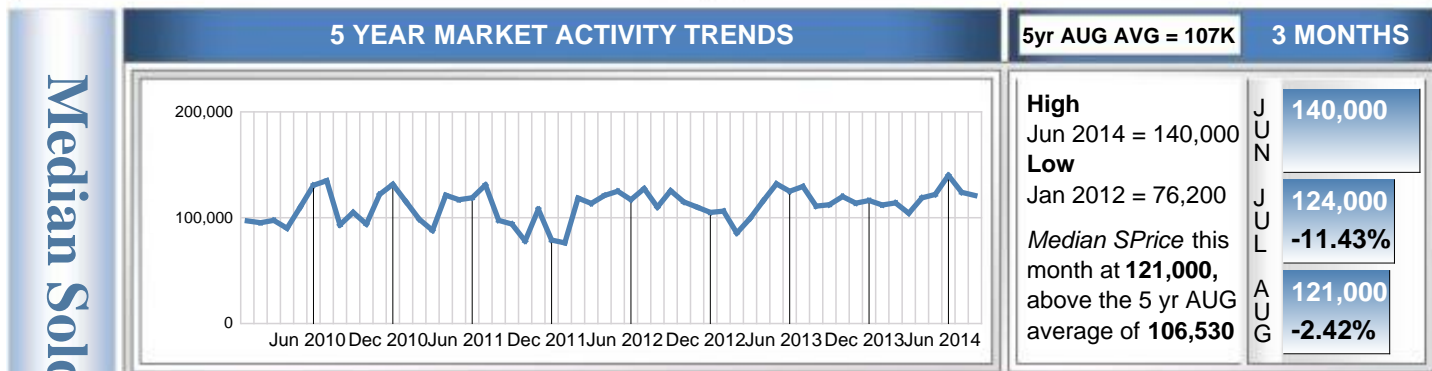
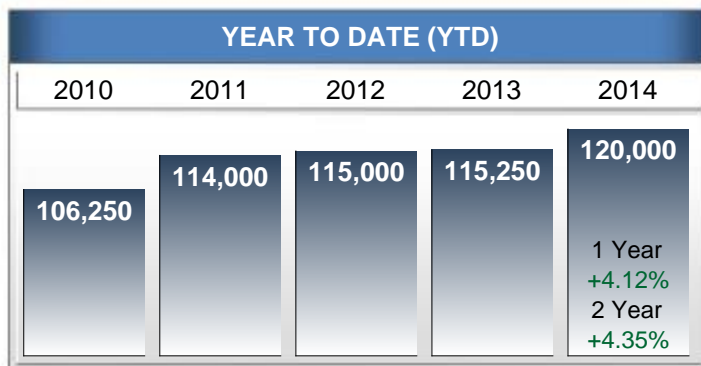
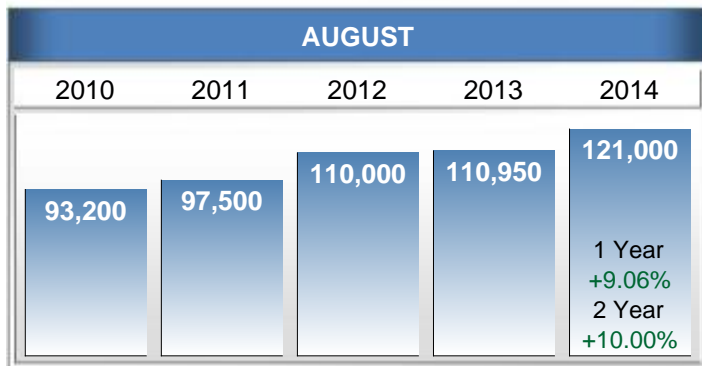
Closed Sales as of Sep 15, 2014



### Median Sold Price at Closing

Report Produced on: Sep 15, 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\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	4		5.48%	31,950	31,950	27,148	0	0
\$40,001 - \$80,000	12		16.44%	56,750	66,500	55,000	0	0
\$80,001 - \$110,000	12		16.44%	97,500	110,000	97,500	92,000	0
\$110,001 - \$140,000	15		20.55%	119,000	126,500	119,000	125,000	0
\$140,001 - \$200,000	13		17.81%	166,900	169,000	159,900	189,900	0
\$200,001 - \$270,000	9		12.33%	231,000	0	214,900	247,500	0
\$270,001 and up	8		10.96%	325,500	0	329,000	315,000	700,000
Median Closed Price:	\$121,000				\$66,585	\$114,950	\$213,000	\$700,000
Total Closed Units:	73				10	44	18	1
Total Closed Volume:	10,999,315				770.47K	5.62M	3.91M	700.00K



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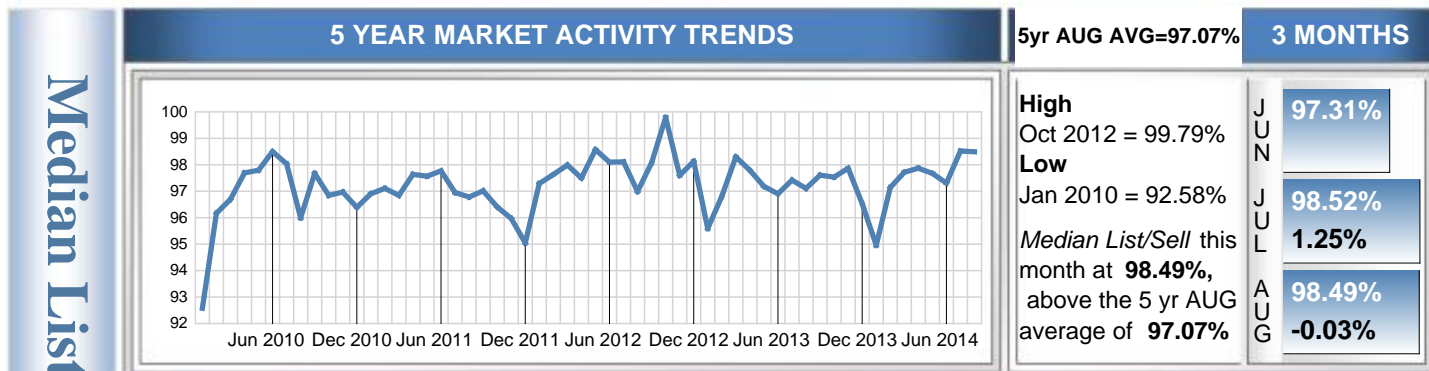
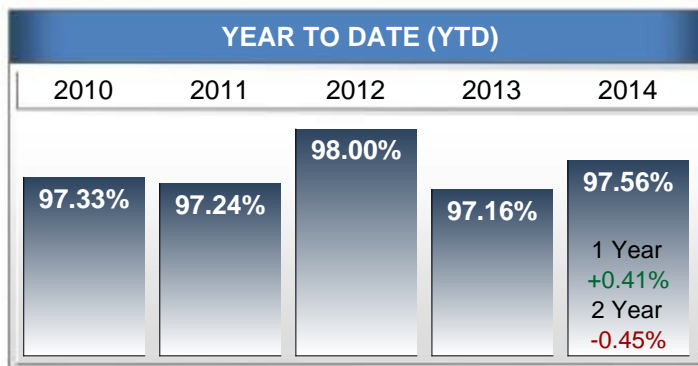
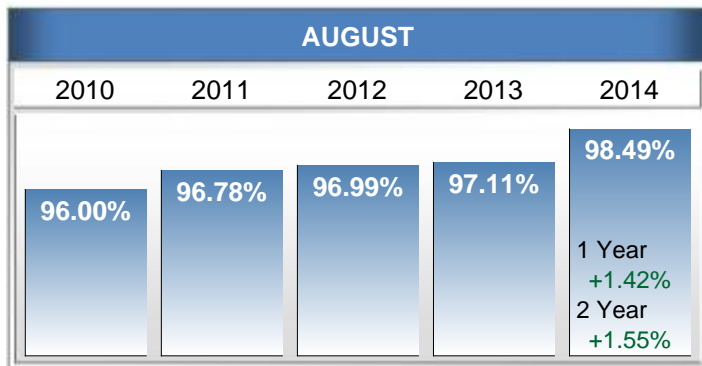
Closed Sales as of Sep 15, 2014



### Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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	4	5.48%	92.50%	92.50%	90.59%	0.00%	0.00%
\$40,001 - \$80,000	12	16.44%	94.62%	95.38%	91.67%	0.00%	0.00%
\$80,001 - \$110,000	12	16.44%	97.24%	95.65%	98.66%	87.62%	0.00%
\$110,001 - \$140,000	15	20.55%	97.28%	98.83%	98.08%	96.60%	0.00%
\$140,001 - \$200,000	13	17.81%	99.44%	100.00%	98.62%	99.81%	0.00%
\$200,001 - \$270,000	9	12.33%	100.00%	0.00%	100.00%	98.15%	0.00%
\$270,001 and up	8	10.96%	99.09%	0.00%	99.75%	98.68%	88.05%
Median List/Sell Ratio:	98.49%			97.24%	98.72%	97.23%	88.05%
Total Closed Units:	73			10	44	18	1
Total Closed Volume:	10,999,315			770.47K	5.62M	3.91M	700.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2014

Inventory as of Sep 15, 2014



### Market Summary

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**Absorption:** Last 12 months, an Average of 74 Sales/Month

**Active Inventory** as of August 31, 2014 = 506

	AUGUST			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	89	73	-17.98%	618	626	1.29%
Pending Sales	70	89	27.14%	637	676	6.12%
New Listings	174	137	-21.26%	1,316	1,289	-2.05%
Median List Price	114,900	125,000	8.79%	119,000	125,000	5.04%
Median Sale Price	110,950	121,000	9.06%	115,250	120,000	4.12%
Median Percent of List Price to Selling Price	97.11%	98.49%	1.42%	97.16%	97.56%	0.41%
Median Days on Market to Sale	40.00	37.00	-7.50%	38.00	29.00	-23.68%
Monthly Inventory	615	506	-17.72%	615	506	-17.72%
Months Supply of Inventory	8.34	6.85	-17.91%	8.34	6.85	-17.91%

