



# December 2014

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

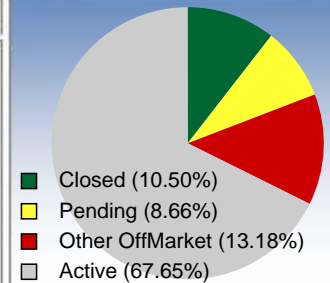


**Absorption:** Last 12 months, an Average of **1,119** Sales/Month

**Active Inventory** as of December 31, 2014 = **6,668**

	DECEMBER		
	2013	2014	+/- %
Closed Listings	1,003	1,035	3.19%
Pending Listings	707	854	20.79%
New Listings	1,466	1,480	0.95%
Median List Price	138,500	145,000	4.69%
Median Sale Price	133,872	140,500	4.95%
Median Percent of List Price to Selling Price	97.14%	97.89%	0.78%
Median Days on Market to Sale	50.00	39.00	-22.00%
End of Month Inventory	7,746	6,668	-13.92%
Months Supply of Inventory	7.18	5.96	-17.03%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jan 13, 2015

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 December 2014 decreased **13.92%** to 6,668 existing homes available for sale. Over the last 12 months this area has had an average of 1,119 closed sales per month. This represents an unsold inventory index of **5.96** 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 **4.95%** in December 2014 to \$140,500 versus the previous year at \$133,872.

### Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 11.00 days or **22.00%** in December 2014 compared to last year's same month at **50.00** DOM.

### Sales Success for December 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 1,480 New Listings in December 2014, up **0.95%** from last year at 1,466. Furthermore, there were 1,035 Closed Listings this month versus last year at 1,003, a **3.19%** increase.

Closed versus Listed trends yielded a **69.9%** ratio, up from last year's December 2014 at **68.4%**, a **2.21%** 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>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

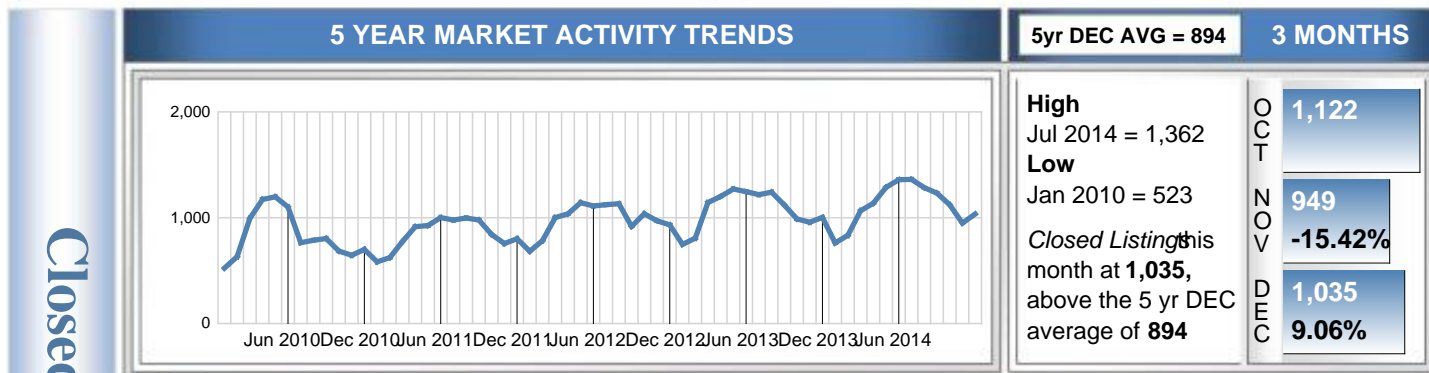
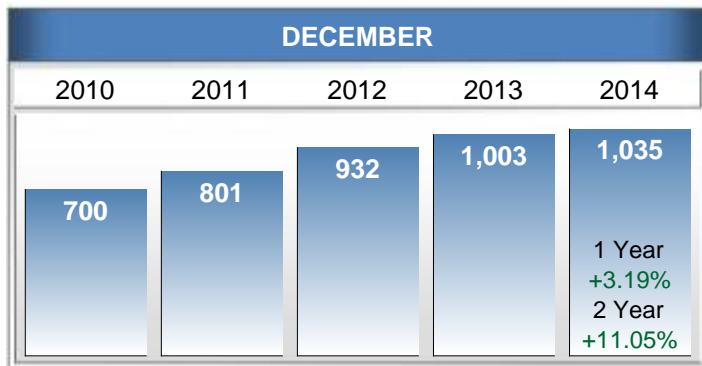
Closed Sales as of Jan 13, 2015



### Closed Listings

Report Produced on: Jan 13, 2015

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



#### 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	95	9.18%	41.0	55	35	5	0	
\$40,001 - \$70,000	101	9.76%	31.0	33	62	4	2	
\$70,001 - \$110,000	184	17.78%	35.0	37	137	9	1	
\$110,001 - \$170,000	271	26.18%	41.0	22	178	69	2	
\$170,001 - \$230,000	154	14.88%	43.5	8	87	54	5	
\$230,001 - \$320,000	124	11.98%	40.0	9	44	64	7	
\$320,001 and up	106	10.24%	42.0	7	13	62	24	
Total Closed Units: 1,035				39.0	171	556	267	41
Total Closed Volume: 187,485,192					21.35M	76.06M	69.91M	20.16M
Median Closed Price: \$140,500					\$70,000	\$123,950	\$218,000	\$390,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

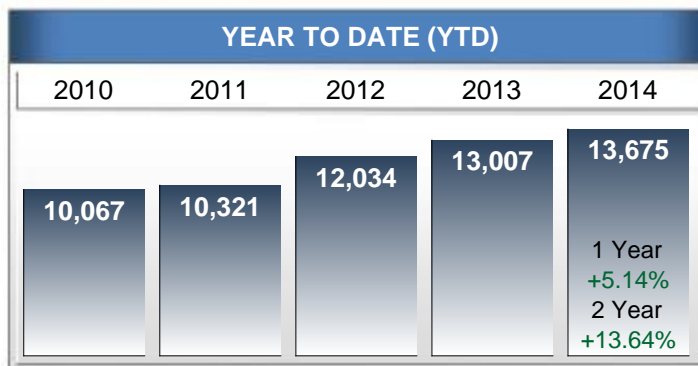
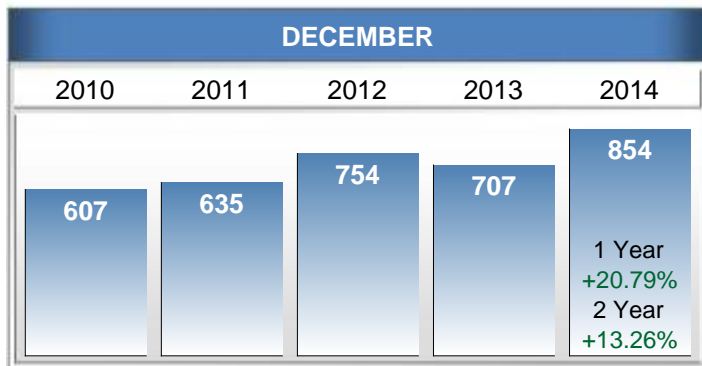
Pending Listings as of Jan 13, 2015



### Pending Listings

Report Produced on: Jan 13, 2015

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



**Pending Listings**  
  
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<b>5yr DEC AVG = 711</b>	<b>3 MONTHS</b>										
<b>High</b> Apr 2010 = 1,450 <b>Low</b> Oct 2010 = 593 <i>Pending Listing</i> this month at <b>854</b> , above the 5 yr DEC average of <b>711</b>	<table border="1"> <tr> <td>OCT</td> <td>1,080</td> </tr> <tr> <td>NOV</td> <td>885</td> </tr> <tr> <td>DEC</td> <td>854</td> </tr> <tr> <td colspan="2"><b>-18.06%</b></td> </tr> <tr> <td colspan="2"><b>-3.50%</b></td> </tr> </table>	OCT	1,080	NOV	885	DEC	854	<b>-18.06%</b>		<b>-3.50%</b>	
OCT	1,080										
NOV	885										
DEC	854										
<b>-18.06%</b>											
<b>-3.50%</b>											

#### 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	74	8.67%	29.5	44	28	2	0	
\$40,001 - \$70,000	91	10.66%	39.0	35	50	6	0	
\$70,001 - \$110,000	135	15.81%	54.0	30	88	17	0	
\$110,001 - \$160,000	191	22.37%	50.0	16	142	32	1	
\$160,001 - \$230,000	161	18.85%	46.0	17	78	63	3	
\$230,001 - \$330,000	117	13.70%	62.0	9	37	62	9	
\$330,001 and up	85	9.95%	48.0	5	13	48	19	
Total Pending Units: 854				48.0	156	436	230	32
Total Pending Volume: 156,612,074					17.55M	60.95M	60.85M	17.25M
Median Listing Price: \$142,500					\$69,950	\$125,450	\$225,950	\$384,700



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

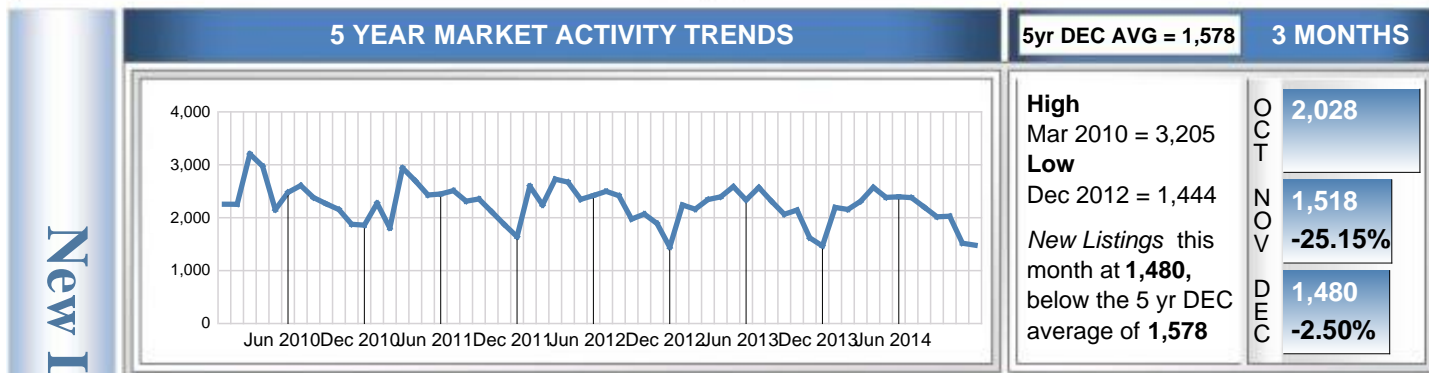
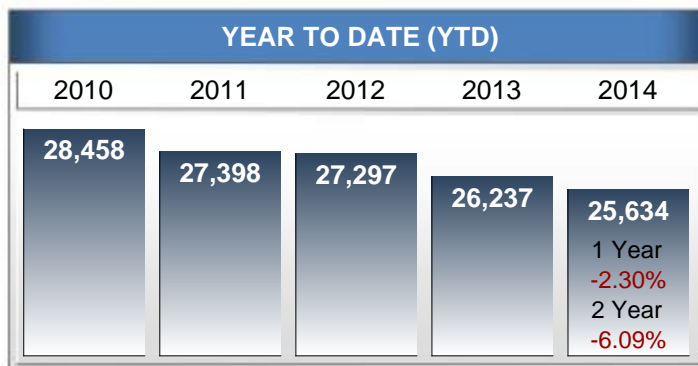
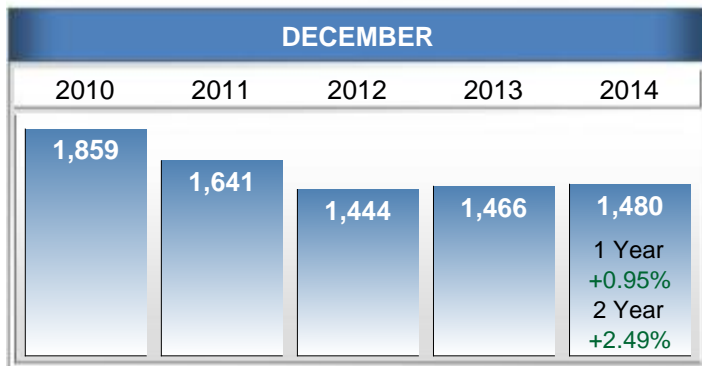
New Listings as of Jan 13, 2015



### New Listings

Report Produced on: Jan 13, 2015

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+
\$20,000 and less	43	2.91%	33	7	1	2
\$20,001 \$50,000	282	19.05%	187	83	10	2
\$50,001 \$90,000	187	12.64%	67	104	13	3
\$90,001 \$170,000	382	25.81%	49	273	57	3
\$170,001 \$250,000	256	17.30%	10	118	118	10
\$250,001 \$390,000	179	12.09%	10	57	88	24
\$390,001 and up	151	10.20%	24	14	73	40
Total New Listed Units:			380	656	360	84
Total New Listed Volume:			43.96M	95.01M	111.39M	46.34M
Median New Listed Listing Price:			\$42,000	\$129,000	\$237,250	\$360,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

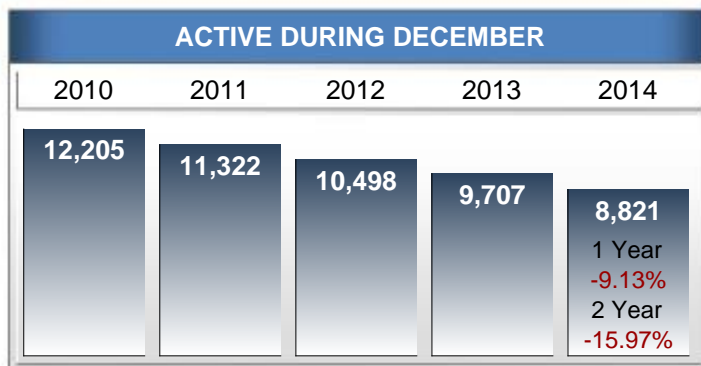
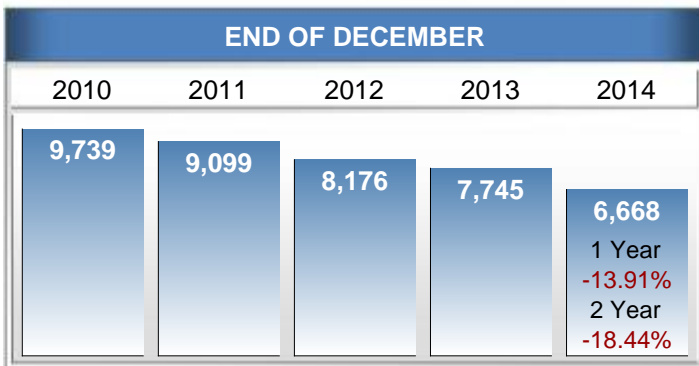
Active Inventory as of Jan 13, 2015



### Active Inventory

Report Produced on: Jan 13, 2015

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



Active Inventory

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5yr DEC AVG = 8,285	3 MONTHS
<b>High</b> Aug 2010 = 11,134	<b>OCT</b> 7,831
<b>Low</b> Dec 2014 = 6,668	<b>NOV</b> 7,341
<i>Inventory</i> this month at <b>6,668</b> , below the 5 yr DEC average of <b>8,285</b>	<b>DEC</b> <b>-9.17%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	229	3.43%	90.0	197	25	4	3		
\$20,001 \$60,000	1,248	18.72%	90.5	957	258	29	4		
\$60,001 \$100,000	963	14.44%	84.0	368	518	69	8		
\$100,001 \$170,000	1,565	23.47%	83.0	257	1,021	263	24		
\$170,001 \$250,000	1,103	16.54%	84.0	107	508	439	49		
\$250,001 \$410,000	881	13.21%	82.0	98	219	468	96		
\$410,001 and up	679	10.18%	79.0	122	78	310	169		
Total Active Inventory by Units:				6,668	84.0	2,106	2,627	1,582	353
Total Active Inventory by Volume:				1,443,874,340		322.15M	409.82M	497.98M	213.92M
Median Active Inventory Listing Price:				\$140,000		\$54,000	\$135,000	\$249,900	\$379,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

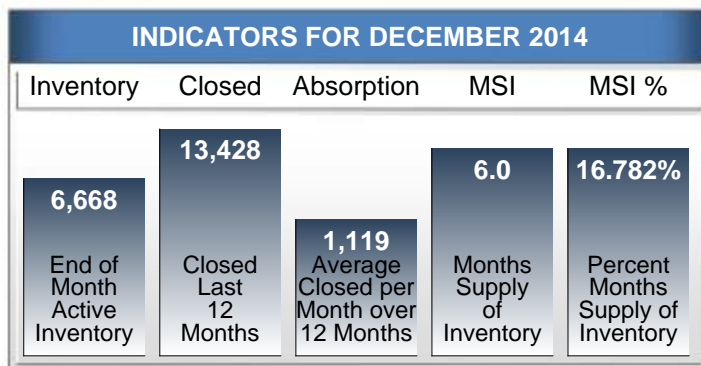
Active Inventory as of Jan 13, 2015



### Months Supply of Inventory

Report Produced on: Jan 13, 2015

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



Months Supply

Ready to Buy or Sell Real Estate?  
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5yr DEC AVG = 8.8	3 MONTHS
<b>High</b> Jun 2011 = 13.6 <b>Low</b> Dec 2014 = 6.0 <i>Months Supply</i> this month at <b>6.0</b> , below the 5 yr DEC average of <b>8.8</b>	<b>OCT</b> 7.0 <b>NOV</b> 6.6 <b>DEC</b> 6.0 <b>-9.38%</b>

#### 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	229		3.43%	7.1	9.4	2.5	3.2	36.0
\$20,001 \$60,000	1,248		18.72%	8.5	13.4	3.8	3.8	4.8
\$60,001 \$100,000	963		14.44%	5.5	9.1	4.5	4.2	3.8
\$100,001 \$170,000	1,565		23.47%	4.2	8.9	3.7	4.0	5.5
\$170,001 \$250,000	1,103		16.54%	5.4	9.3	5.0	5.1	6.7
\$250,001 \$410,000	881		13.21%	6.6	17.8	6.0	6.0	6.6
\$410,001 and up	679		10.18%	12.8	41.8	8.9	11.4	11.9
MSI:	6.0				11.6	4.3	5.6	8.1
Total Active Inventory:	6,668				2,106	2,627	1,582	353



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

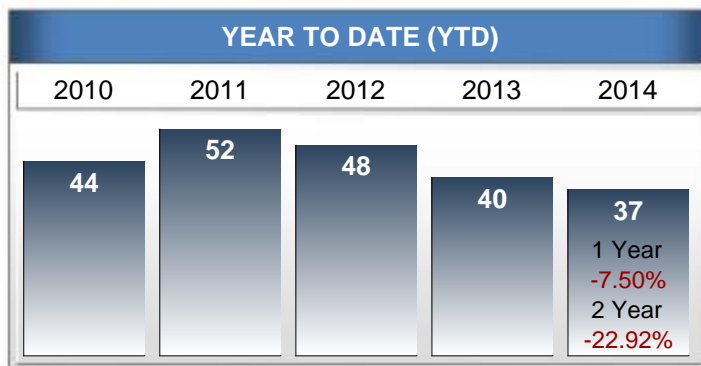
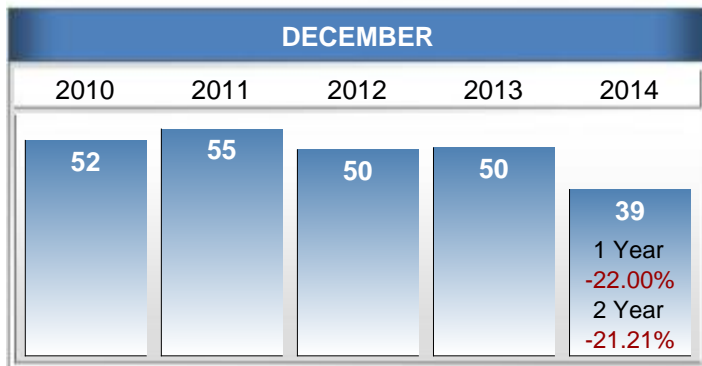
Closed Sales as of Jan 13, 2015



### Median Days on Market to Sale

Report Produced on: Jan 13, 2015

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	95	9.18%	41.0	34.0	48.0	93.0	0.0		
\$40,001 \$70,000	101	9.76%	31.0	28.0	27.5	85.0	124.5		
\$70,001 \$110,000	184	17.78%	35.0	47.0	33.0	31.0	7.0		
\$110,001 \$170,000	271	26.18%	41.0	33.0	39.0	53.0	82.5		
\$170,001 \$230,000	154	14.88%	43.5	21.0	39.0	53.5	59.0		
\$230,001 \$320,000	124	11.98%	40.0	41.0	34.0	40.5	64.0		
\$320,001 and up	106	10.24%	42.0	15.0	29.0	46.5	35.0		
Median Closed DOM:	39.0			35.0	36.0	50.0	54.0		
Total Closed Units:	1,035			171	556	267	41		
Total Closed Volume:	187,485,192			21.35M	76.06M	69.91M	20.16M		



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

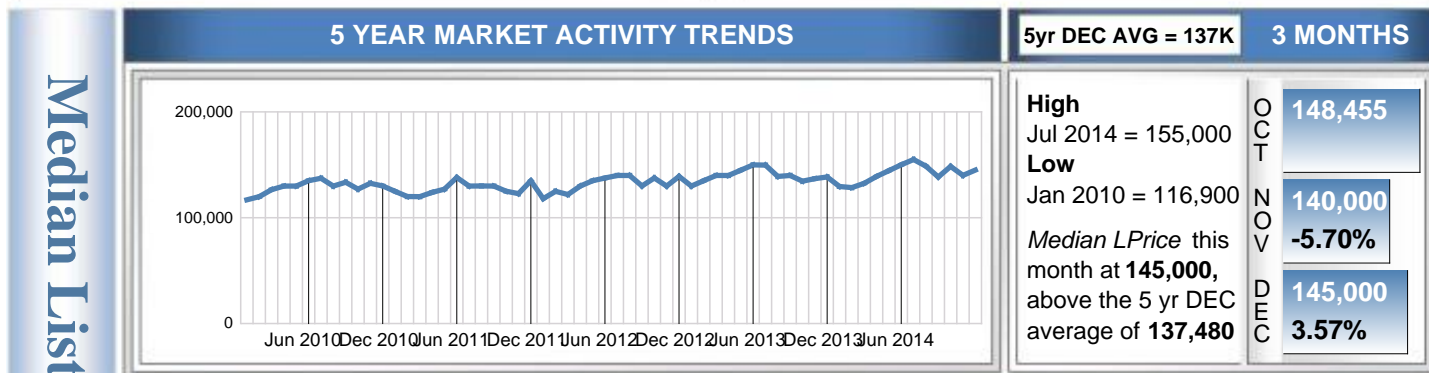
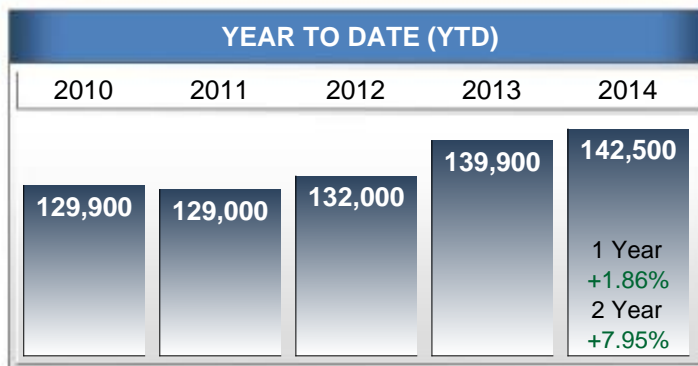
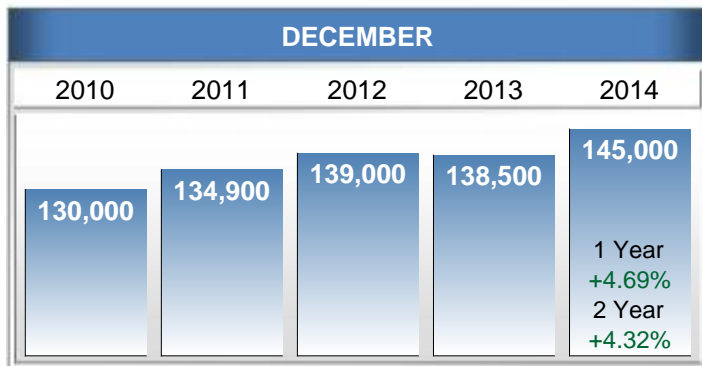
Closed Sales as of Jan 13, 2015



### Median List Price at Closing

Report Produced on: Jan 13, 2015

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



Median List Price

Ready to Buy or Sell Real Estate?  
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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	87		8.41%	30,000	32,000	27,750	35,000	0
\$40,001 \$70,000	99		9.57%	57,000	50,000	57,900	63,450	69,900
\$70,001 \$110,000	180		17.39%	89,900	89,700	89,950	89,500	99,900
\$110,001 \$170,000	268		25.89%	140,873	145,000	139,000	149,900	157,000
\$170,001 \$230,000	156		15.07%	194,900	194,950	189,950	198,900	199,900
\$230,001 \$320,000	134		12.95%	270,000	297,225	269,500	269,900	275,000
\$320,001 and up	111		10.72%	450,000	424,950	449,900	420,000	585,000
Median List Price:	\$145,000				\$69,900	\$125,000	\$229,000	\$399,900
Total Closed Units:	1,035				171	556	267	41
Total List Volume:	193,463,383				22.50M	78.34M	71.89M	20.74M





# Monthly Inventory Analysis

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## December 2014

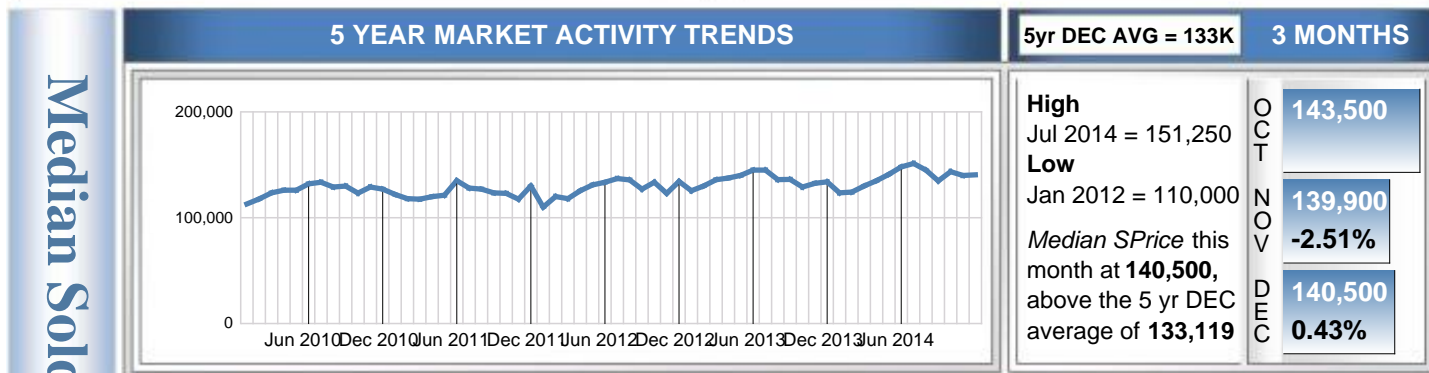
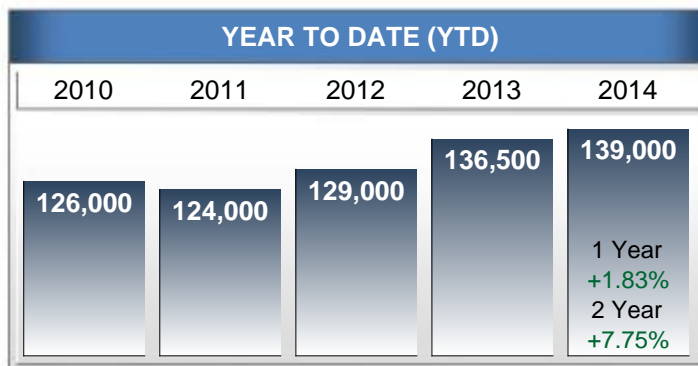
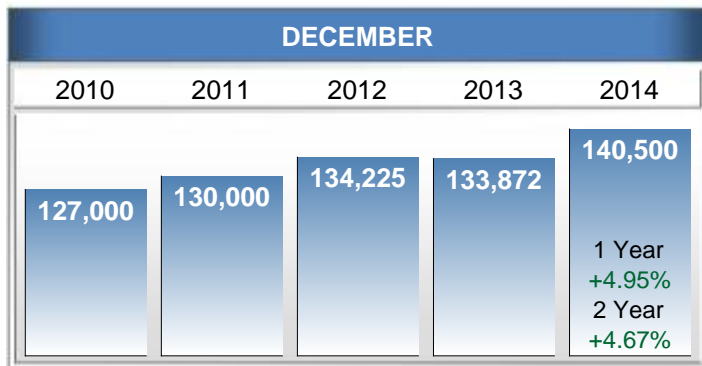
Closed Sales as of Jan 13, 2015



### Median Sold Price at Closing

Report Produced on: Jan 13, 2015

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	<b>95</b>		9.18%	29,900	32,000	26,200	35,000	0
\$40,001 \$70,000	<b>101</b>		9.76%	56,500	56,000	55,750	58,900	64,250
\$70,001 \$110,000	<b>184</b>		17.78%	88,500	87,900	89,000	80,000	109,000
\$110,001 \$170,000	<b>271</b>		26.18%	140,000	144,500	137,500	148,000	147,750
\$170,001 \$230,000	<b>154</b>		14.88%	194,000	186,750	190,000	195,250	217,000
\$230,001 \$320,000	<b>124</b>		11.98%	270,000	285,000	267,000	269,500	290,000
\$320,001 and up	<b>106</b>		10.24%	445,750	575,000	435,000	412,500	577,500
Median Closed Price:	\$140,500				\$70,000	\$123,950	\$218,000	\$390,000
Total Closed Units:	1,035				171	556	267	41
Total Closed Volume:	187,485,192				21.35M	76.06M	69.91M	20.16M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

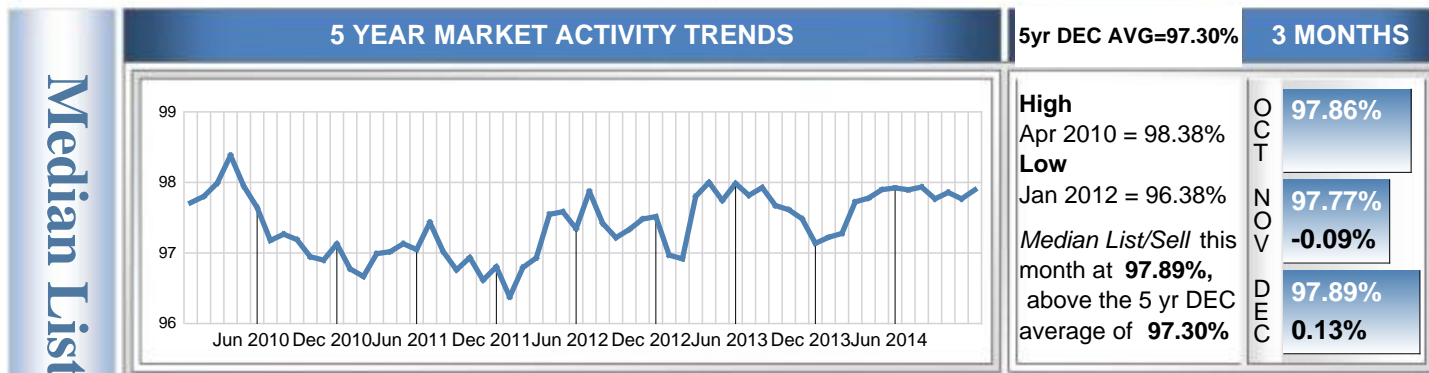
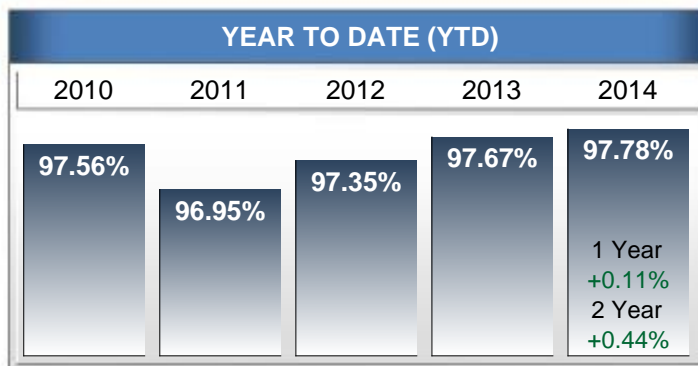
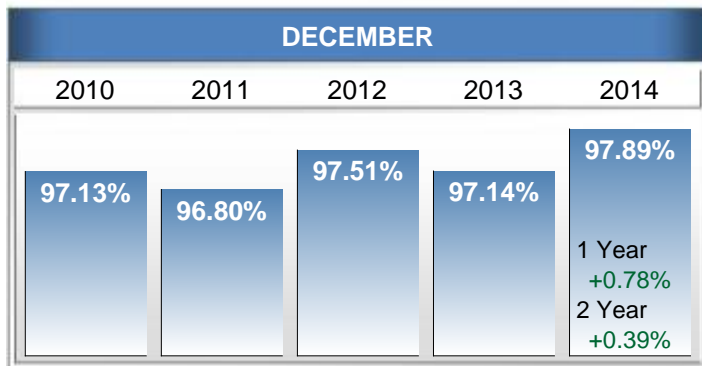
Closed Sales as of Jan 13, 2015



### Median Percent of List Price to Selling Price

Report Produced on: Jan 13, 2015

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	95	9.18%	93.75%	98.44%	90.00%	92.50%	0.00%
\$40,001 \$70,000	101	9.76%	95.00%	94.74%	95.83%	91.98%	91.92%
\$70,001 \$110,000	184	17.78%	97.81%	96.20%	97.99%	97.04%	109.11%
\$110,001 \$170,000	271	26.18%	98.46%	97.87%	98.41%	98.64%	93.72%
\$170,001 \$230,000	154	14.88%	97.66%	96.20%	97.90%	97.33%	97.11%
\$230,001 \$320,000	124	11.98%	98.24%	93.94%	98.54%	98.34%	97.53%
\$320,001 and up	106	10.24%	97.90%	95.83%	98.10%	97.95%	97.27%
Median List/Sell Ratio:	97.89%			96.30%	98.04%	98.09%	97.11%
Total Closed Units:	1,035			171	556	267	41
Total Closed Volume:	187,485,192			21.35M	76.06M	69.91M	20.16M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2014

Inventory as of Jan 13, 2015



### Market Summary

Report Produced on: Jan 13, 2015

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



**Absorption:** Last 12 months, an Average of 1,119 Sales/Month

**Active Inventory** as of December 31, 2014 = 6,668

	DECEMBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	1,003	1,035	3.19%	12,942	13,428	3.76%
Pending Sales	707	854	20.79%	13,007	13,675	5.14%
New Listings	1,466	1,480	0.95%	26,237	25,634	-2.30%
Median List Price	138,500	145,000	4.69%	139,900	142,500	1.86%
Median Sale Price	133,872	140,500	4.95%	136,500	139,000	1.83%
Median Percent of List Price to Selling Price	97.14%	97.89%	0.78%	97.67%	97.78%	0.11%
Median Days on Market to Sale	50.00	39.00	-22.00%	40.00	37.00	-7.50%
Monthly Inventory	7,746	6,668	-13.92%	7,746	6,668	-13.92%
Months Supply of Inventory	7.18	5.96	-17.03%	7.18	5.96	-17.03%

