



December 2014

Area Delimited by County Of Washington

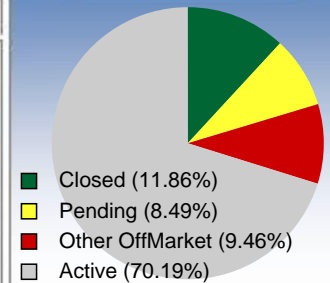


Absorption: Last 12 months, an Average of 77 Sales/Month

Active Inventory as of December 31, 2014 = 438

	DECEMBER		
	2013	2014	+/- %
Closed Listings	64	74	15.63%
Pending Listings	45	53	17.78%
New Listings	82	87	6.10%
Average List Price	149,972	117,320	-21.77%
Average Sale Price	144,644	113,415	-21.59%
Average Percent of List Price to Selling Price	95.00%	95.51%	0.54%
Average Days on Market to Sale	53.30	57.46	7.81%
End of Month Inventory	640	438	-31.56%
Months Supply of Inventory	8.74	5.72	-34.54%

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 **31.56%** to 438 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **5.72** 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 **21.59%** in December 2014 to \$113,415 versus the previous year at \$144,644.

Average Days on Market Lengthens

The average number of **57.46** days that homes spent on the market before selling increased by 4.16 days or **7.81%** in December 2014 compared to last year's same month at **53.30** DOM.

Sales Success for December 2014 is Positive

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

There were 87 New Listings in December 2014, up **6.10%** from last year at 82. Furthermore, there were 74 Closed Listings this month versus last year at 64, a **15.63%** increase.

Closed versus Listed trends yielded a **85.1%** ratio, up from last year's December 2014 at **78.0%**, a **8.98%** 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®

December 2014

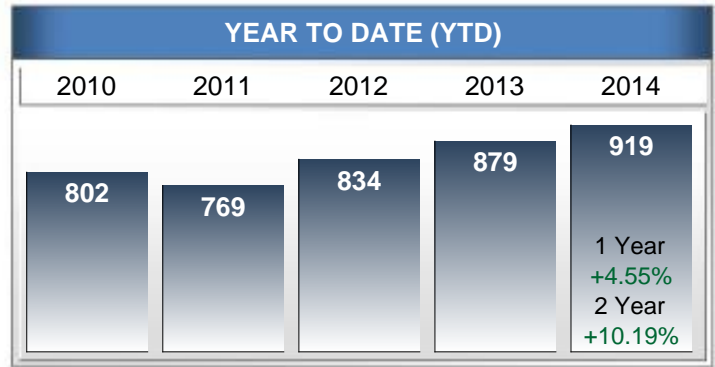
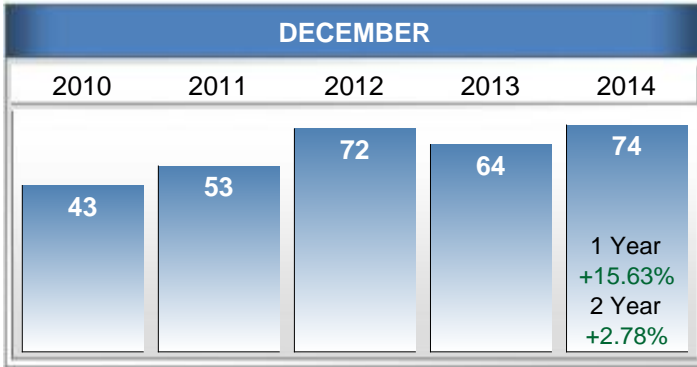
Closed Sales as of Jan 13, 2015



Closed Listings

Report Produced on: Jan 13, 2015

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	5.41%	24.0	2	2	0	0
\$20,001 \$40,000	12	16.22%	63.3	7	4	1	0
\$40,001 \$80,000	11	14.86%	56.4	2	9	0	0
\$80,001 \$110,000	13	17.57%	86.5	1	8	3	1
\$110,001 \$150,000	17	22.97%	50.4	0	14	3	0
\$150,001 \$220,000	10	13.51%	54.1	1	3	6	0
\$220,001 and up	7	9.46%	36.3	0	1	4	2
Total Closed Units:	74		57.5	13	41	17	3
Total Closed Volume:	8,392,726			618.75K	4.10M	2.80M	872.00K
Average Closed Price:	\$113,415			\$47,596	\$100,073	\$164,647	\$290,667



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

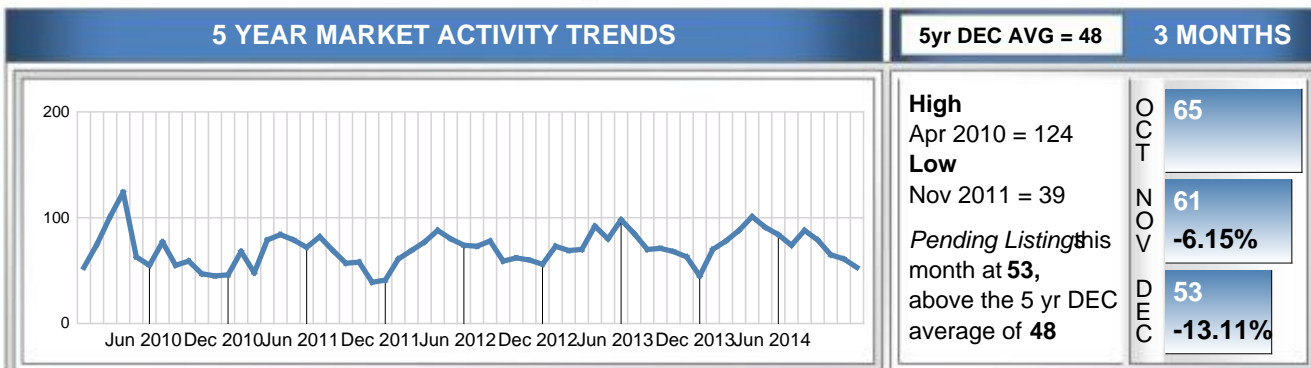
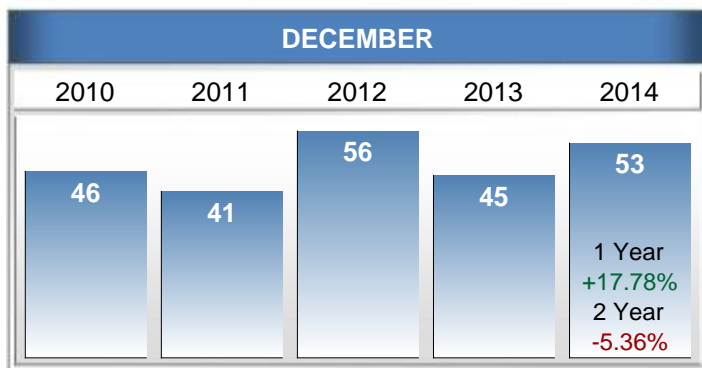
Pending Listings as of Jan 13, 2015



Pending Listings

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	5	9.43%	8.0	3	2	0	0		
\$30,001 \$60,000	6	11.32%	16.5	3	3	0	0		
\$60,001 \$90,000	6	11.32%	36.7	0	5	1	0		
\$90,001 \$140,000	14	26.42%	82.1	0	9	5	0		
\$140,001 \$170,000	7	13.21%	59.3	1	4	2	0		
\$170,001 \$230,000	10	18.87%	53.8	1	4	5	0		
\$230,001 and up	5	9.43%	51.4	0	2	1	2		
Total Pending Units:				53	47.6	8	29	14	2
Total Pending Volume:				7,368,590		544.29K	3.77M	2.31M	744.90K
Average Listing Price:				\$87,271		\$68,036	\$129,967	\$165,025	\$372,450



Monthly Inventory Analysis

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December 2014

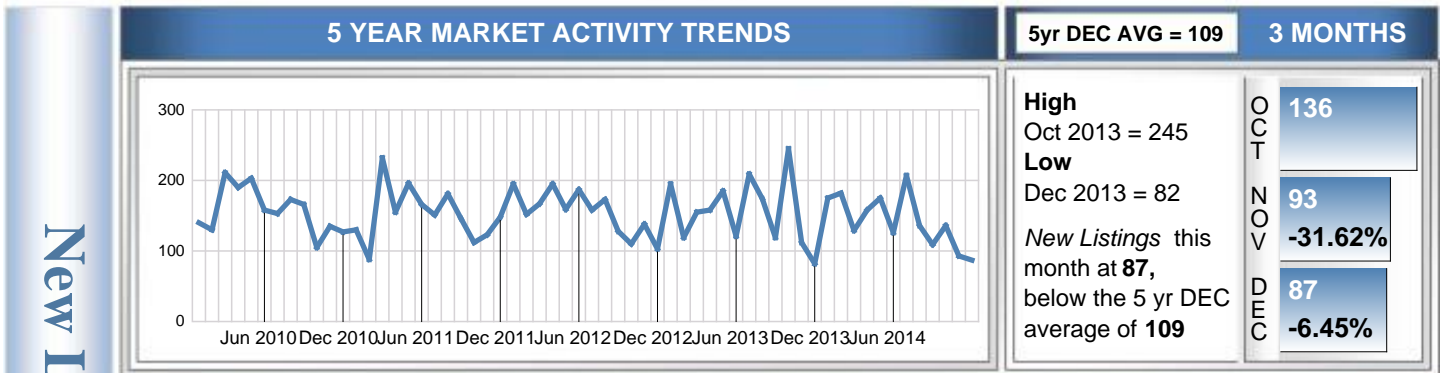
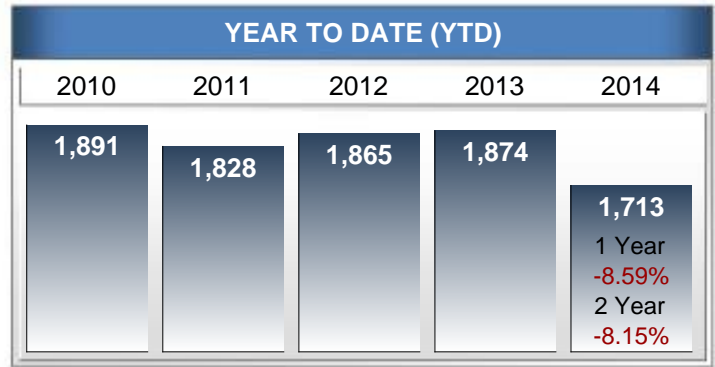
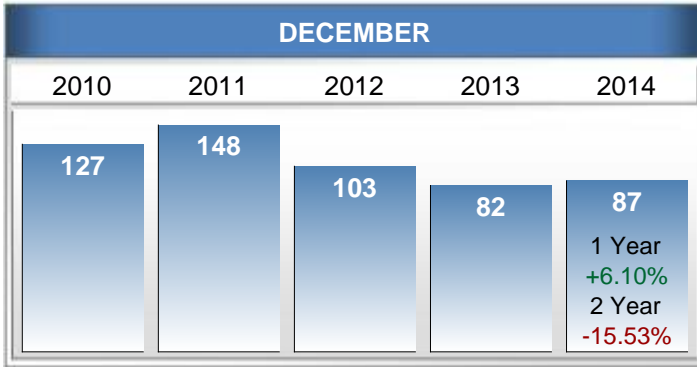
New Listings as of Jan 13, 2015



New Listings

Report Produced on: Jan 13, 2015

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+
\$20,000 and less	3	3.45%	3	0	0	0
\$20,001 \$50,000	14	16.09%	11	2	1	0
\$50,001 \$70,000	14	16.09%	6	8	0	0
\$70,001 \$130,000	21	24.14%	3	15	3	0
\$130,001 \$190,000	14	16.09%	4	7	3	0
\$190,001 \$310,000	12	13.79%	0	1	10	1
\$310,001 and up	9	10.34%	0	3	5	1
Total New Listed Units:	87		27	36	22	2
Total New Listed Volume:	11,777,926		1.67M	4.41M	5.12M	567.50K
Average New Listed Listing Price:	\$49,333		\$62,033	\$122,547	\$232,903	\$283,750



Monthly Inventory Analysis

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December 2014

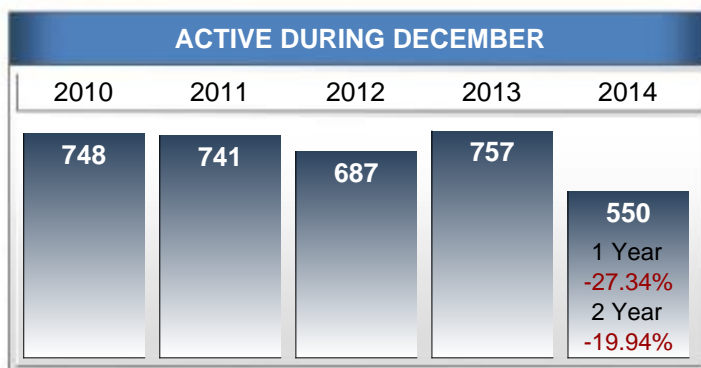
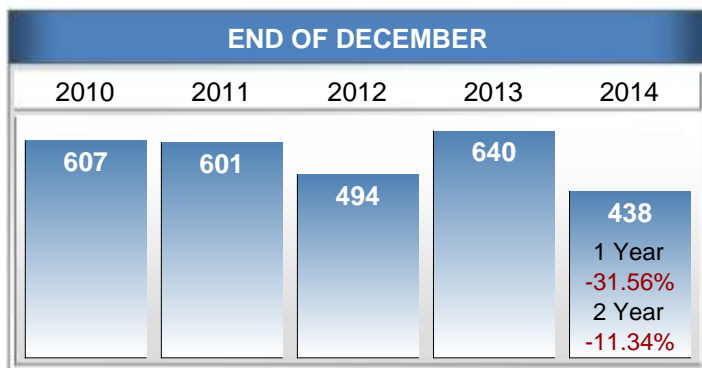
Active Inventory as of Jan 13, 2015



Active Inventory

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr DEC AVG = 556 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2014 = 438

Inventory this month at **438**, below the 5 yr DEC average of **556**

OCT	505
NOV	463
DEC	438
-8.32%	
-5.40%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$50,000	97	22.15%	98.3	88	7	2	0	
\$50,001-\$50,000	0	0.00%	0.0	0	0	0	0	
\$50,001-\$125,000	173	39.50%	101.1	86	75	12	0	
\$125,001-\$175,000	68	15.53%	98.0	8	43	17	0	
\$175,001-\$275,000	53	12.10%	86.0	5	11	36	1	
\$275,001 and up	47	10.73%	102.9	8	6	20	13	
Total Active Inventory by Units:			438	98.4	195	142	87	14
Total Active Inventory by Volume:			75,286,324		21.93M	18.02M	20.09M	15.25M
Average Active Inventory Listing Price:			\$171,887		\$112,463	\$126,887	\$230,872	\$1,089,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

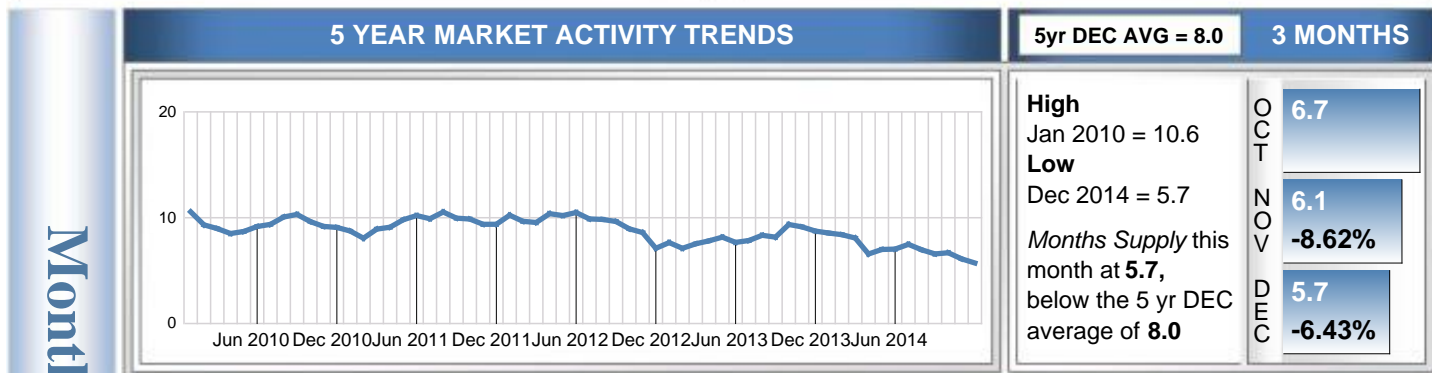
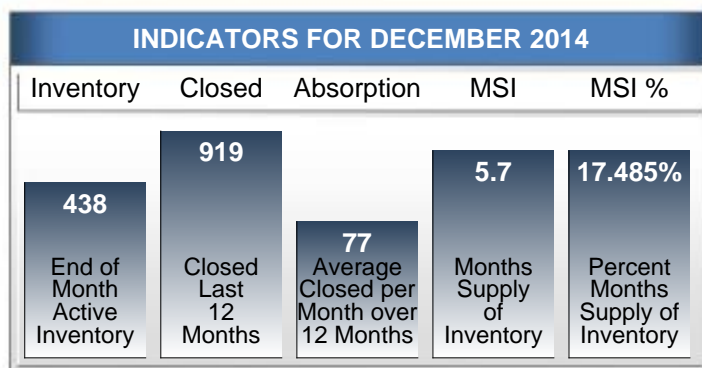
Active Inventory as of Jan 13, 2015



Months Supply of Inventory

Report Produced on: Jan 13, 2015

Area Delimited by 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+
\$20,000 and less	28	6.39%	9.1	12.9	0.0	0.0	0.0	
\$20,001 \$50,000	69	15.75%	8.0	15.7	1.6	8.0	0.0	
\$50,001 \$70,000	60	13.70%	8.5	13.7	4.7	6.0	0.0	
\$70,001 \$120,000	106	24.20%	5.0	14.7	3.5	3.5	0.0	
\$120,001 \$170,000	71	16.21%	4.8	8.3	5.4	3.3	0.0	
\$170,001 \$290,000	60	13.70%	3.9	14.4	2.4	4.1	5.1	
\$290,001 and up	44	10.05%	6.8	32.0	10.3	4.8	6.6	
MSI:	5.7			14.3	3.7	4.0	5.1	
Total Active Inventory:	438			195	142	87	14	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

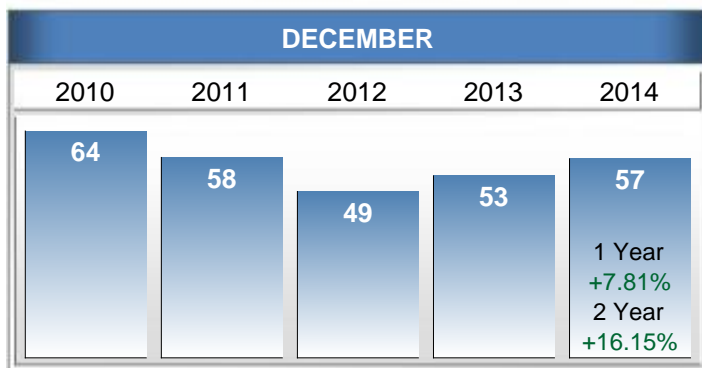
Closed Sales as of Jan 13, 2015



Average Days on Market to Sale

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Average Days on Market

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5yr DEC AVG = 56	3 MONTHS										
High Feb 2011 = 79 Low Apr 2014 = 38 <i>Average DOM</i> this month at 57 , above the 5 yr DEC average of 56	<table border="1"> <tr> <td>OCT</td> <td>55</td> </tr> <tr> <td>NOV</td> <td>54</td> </tr> <tr> <td>DEC</td> <td>57</td> </tr> <tr> <td colspan="2">-0.31%</td> </tr> <tr> <td colspan="2">5.71%</td> </tr> </table>	OCT	55	NOV	54	DEC	57	-0.31%		5.71%	
OCT	55										
NOV	54										
DEC	57										
-0.31%											
5.71%											

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+
\$20,000 and less	4	5.41%	24.0	3.5	44.5	0.0	0.0
\$20,001 \$40,000	12	16.22%	63.3	60.4	62.3	88.0	0.0
\$40,001 \$80,000	11	14.86%	56.4	74.0	52.4	0.0	0.0
\$80,001 \$110,000	13	17.57%	86.5	82.0	90.5	99.0	21.0
\$110,001 \$150,000	17	22.97%	50.4	0.0	45.1	75.0	0.0
\$150,001 \$220,000	10	13.51%	54.1	64.0	79.3	39.8	0.0
\$220,001 and up	7	9.46%	36.3	0.0	71.0	36.3	19.0
Average Closed DOM: 57.5				55.7	60.4	58.5	19.7
Total Closed Units: 74				13	41	17	3
Total Closed Volume: 8,392,726				618.75K	4.10M	2.80M	872.00K



Monthly Inventory Analysis

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December 2014

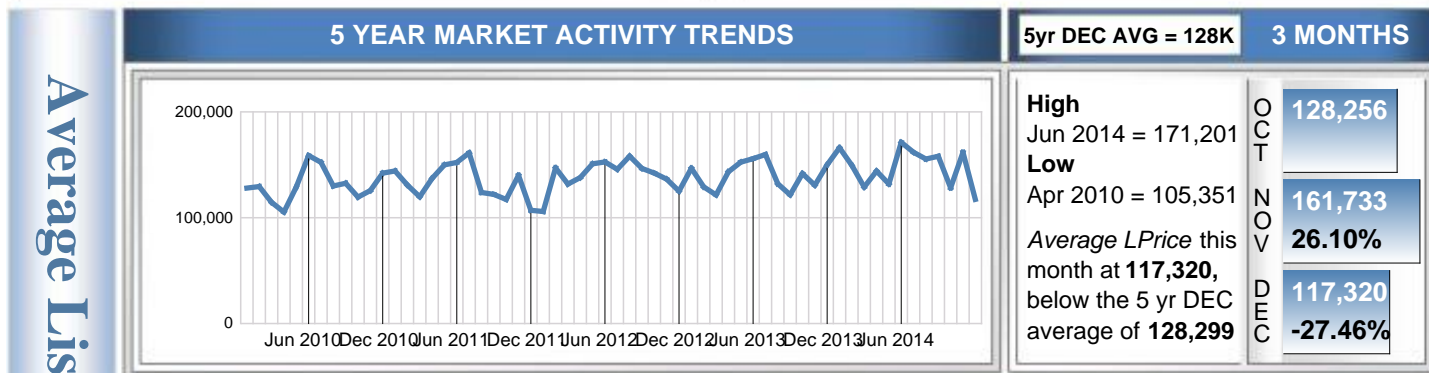
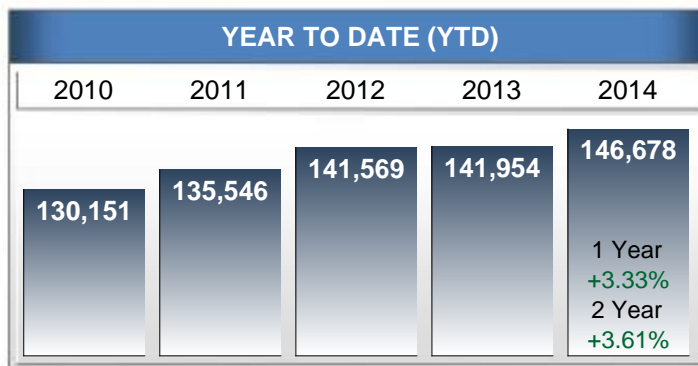
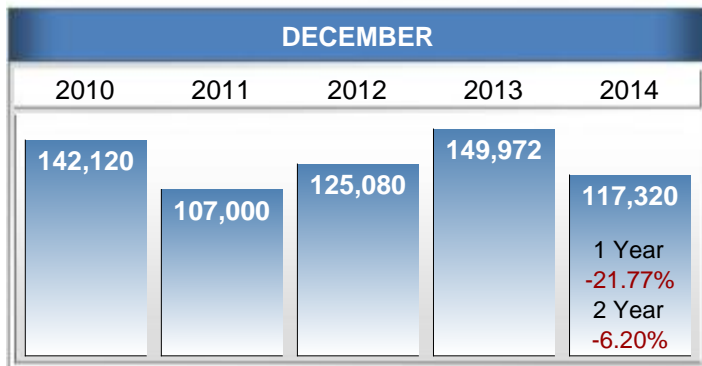
Closed Sales as of Jan 13, 2015



Average List Price at Closing

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



Average List Price

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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+
\$20,000 and less	3	4.05%	15,500	17,000	22,750	0	0
\$20,001 \$40,000	11	14.86%	32,191	36,271	27,525	43,000	0
\$40,001 \$80,000	11	14.86%	56,127	54,100	66,133	0	0
\$80,001 \$110,000	12	16.22%	97,300	105,000	106,525	108,800	84,900
\$110,001 \$150,000	20	27.03%	127,565	0	127,550	130,933	0
\$150,001 \$220,000	9	12.16%	181,856	163,000	200,267	185,467	0
\$220,001 and up	8	10.81%	288,513	0	235,800	251,100	414,000
Average List Price:	\$117,320			\$51,085	\$103,056	\$169,376	\$304,300
Total Closed Units:	74			13	41	17	3
Total List Volume:	8,681,700			664.10K	4.23M	2.88M	912.90K



Monthly Inventory Analysis

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December 2014

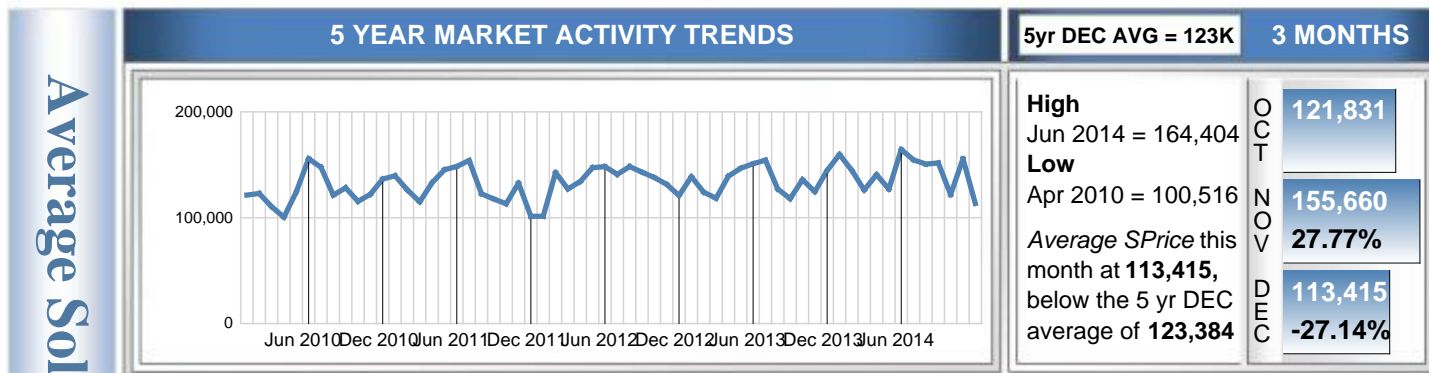
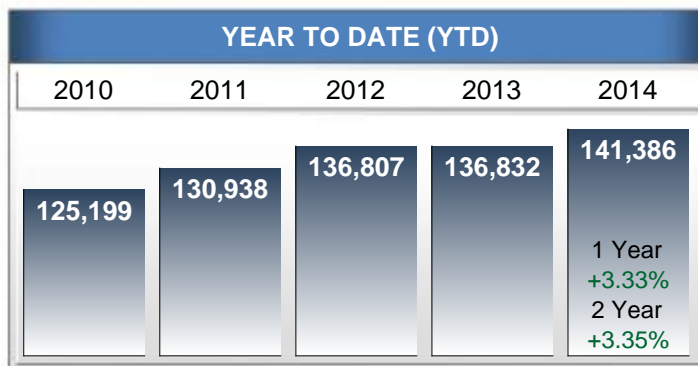
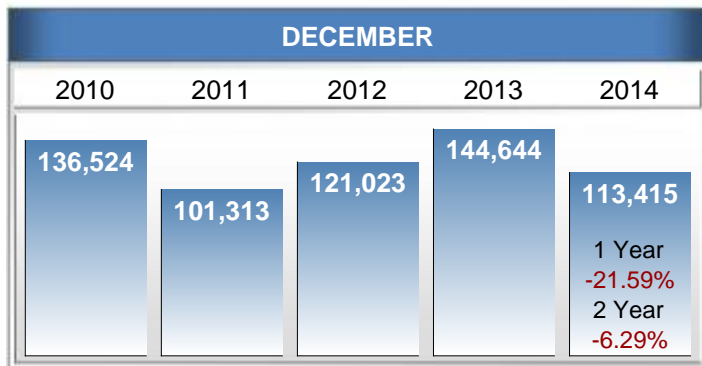
Closed Sales as of Jan 13, 2015



Average Sold Price at Closing

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



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+
\$20,000 and less	4	5.41%	14,250	15,000	13,500	0	0
\$20,001 \$40,000	12	16.22%	30,244	33,036	26,669	25,000	0
\$40,001 \$80,000	11	14.86%	61,500	52,500	63,500	0	0
\$80,001 \$110,000	13	17.57%	100,808	100,000	102,375	100,167	91,000
\$110,001 \$150,000	17	22.97%	126,794	0	126,750	127,000	0
\$150,001 \$220,000	10	13.51%	183,540	152,500	190,467	185,250	0
\$220,001 and up	7	9.46%	284,986	0	232,900	245,250	390,500
Average Closed Price:	\$113,415			\$47,596	\$100,073	\$164,647	\$290,667
Total Closed Units:	74			13	41	17	3
Total Closed Volume:	8,392,726			618.75K	4.10M	2.80M	872.00K



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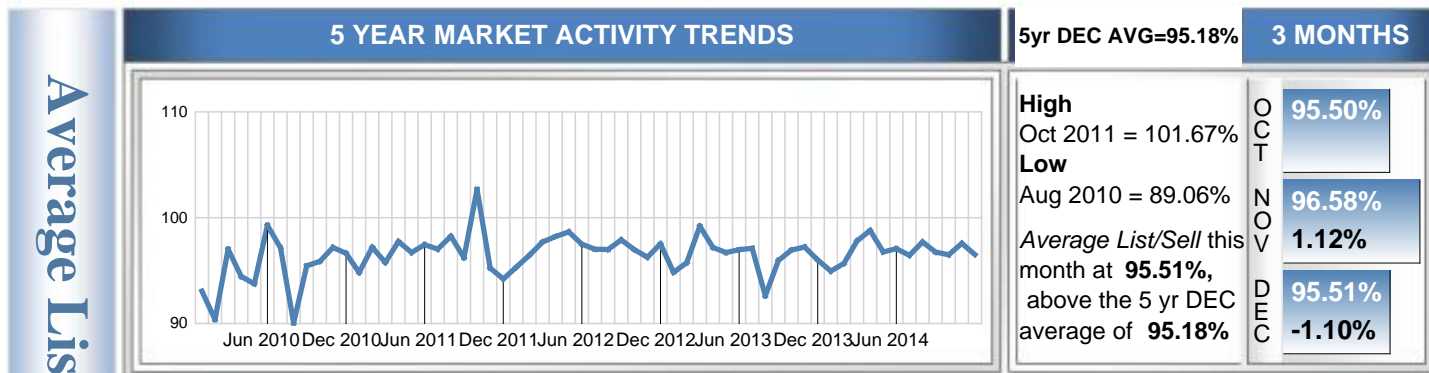
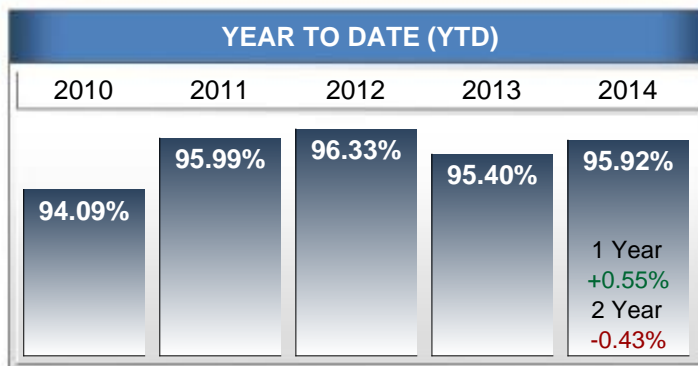
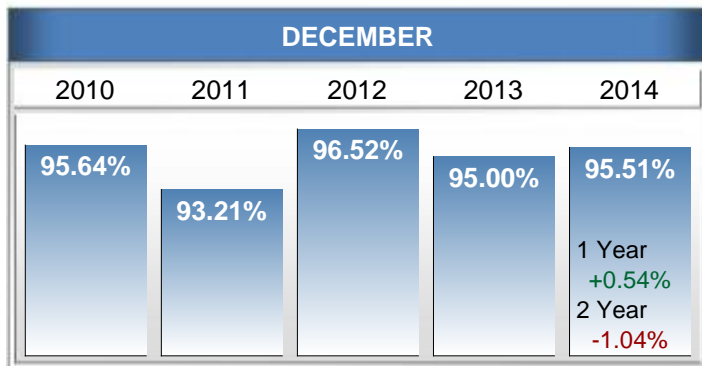
Closed Sales as of Jan 13, 2015



Average Percent of List Price to Selling Price

Report Produced on: Jan 13, 2015

Area Delimited by County Of Washington



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+	
\$20,000 and less	4	5.41%	80.10%	89.47%	70.73%	0.00%	0.00%	
\$20,001 \$40,000	12	16.22%	90.23%	90.91%	97.07%	58.14%	0.00%	
\$40,001 \$80,000	11	14.86%	97.43%	99.39%	96.99%	0.00%	0.00%	
\$80,001 \$110,000	13	17.57%	96.15%	95.24%	96.29%	92.42%	107.18%	
\$110,001 \$150,000	17	22.97%	99.11%	0.00%	99.55%	97.04%	0.00%	
\$150,001 \$220,000	10	13.51%	97.87%	93.56%	95.56%	99.75%	0.00%	
\$220,001 and up	7	9.46%	97.08%	0.00%	98.77%	97.82%	94.74%	
Average List/Sell Ratio:				95.50%	92.53%	96.39%	95.08%	98.89%
Total Closed Units:				74	13	41	17	3
Total Closed Volume:				8,392,726	618.75K	4.10M	2.80M	872.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

Inventory as of Jan 13, 2015



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 77 Sales/Month

Active Inventory as of December 31, 2014 = 438

Closed Sales	64	74	15.63%	879	919	4.55%
Pending Sales	45	53	17.78%	884	932	5.43%
New Listings	82	87	6.10%	1,874	1,713	-8.59%
Average List Price	149,972	117,320	-21.77%	141,954	146,678	3.33%
Average Sale Price	144,644	113,415	-21.59%	136,832	141,386	3.33%
Average Percent of List Price to Selling Price	95.00%	95.51%	0.54%	95.40%	95.92%	0.55%
Average Days on Market to Sale	53.30	57.46	7.81%	54.65	50.43	-7.71%
Monthly Inventory	640	438	-31.56%	640	438	-31.56%
Months Supply of Inventory	8.74	5.72	-34.54%	8.74	5.72	-34.54%

	DECEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	64	74	15.63%	879	919	4.55%
Pending Sales	45	53	17.78%	884	932	5.43%
New Listings	82	87	6.10%	1,874	1,713	-8.59%
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Average Sale Price	144,644	113,415	-21.59%	136,832	141,386	3.33%
Average Percent of List Price to Selling Price	95.00%	95.51%	0.54%	95.40%	95.92%	0.55%
Average Days on Market to Sale	53.30	57.46	7.81%	54.65	50.43	-7.71%
Monthly Inventory	640	438	-31.56%	640	438	-31.56%
Months Supply of Inventory	8.74	5.72	-34.54%	8.74	5.72	-34.54%

