



# May 2014

Area Delimited by County Of Washington

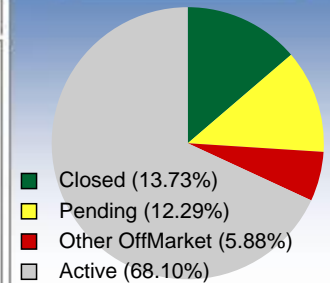


**Absorption:** Last 12 months, an Average of **77** Sales/Month

**Active Inventory** as of May 31, 2014 = **521**

	MAY		
	2013	2014	+/-%
Closed Listings	86	105	22.09%
Pending Listings	80	94	17.50%
New Listings	185	175	-5.41%
Average List Price	152,490	131,854	-13.53%
Average Sale Price	146,738	127,052	-13.42%
Average Percent of List Price to Selling Price	95.71%	95.72%	0.02%
Average Days on Market to Sale	56.49	48.38	-14.35%
End of Month Inventory	574	521	-9.23%
Months Supply of Inventory	8.16	6.79	-16.82%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 16, 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 May 2014 decreased **9.23%** to 521 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 **6.79** 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 **13.42%** in May 2014 to \$127,052 versus the previous year at \$146,738.

### Average Days on Market Shortens

The average number of **48.38** days that homes spent on the market before selling decreased by 8.11 days or **14.35%** in May 2014 compared to last year's same month at **56.49** DOM.

### Sales Success for May 2014 is Positive

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

There were 175 New Listings in May 2014, down **5.41%** from last year at 185. Furthermore, there were 105 Closed Listings this month versus last year at 86, a **22.09%** increase.

Closed versus Listed trends yielded a **60.0%** ratio, up from last year's May 2014 at **46.5%**, a **29.07%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## May 2014

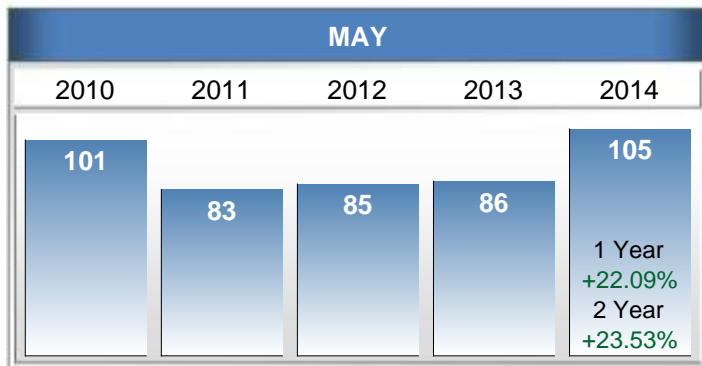
Closed Sales as of Jun 16, 2014



### Closed Listings

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	11	10.48%	40.5	6	5	0	0
\$30,001 \$50,000	11	10.48%	44.1	7	4	0	0
\$50,001 \$90,000	14	13.33%	59.0	3	10	1	0
\$90,001 \$130,000	27	25.71%	60.0	4	16	6	1
\$130,001 \$190,000	19	18.10%	44.5	1	13	5	0
\$190,001 \$240,000	12	11.43%	44.4	0	3	9	0
\$240,001 and up	11	10.48%	29.4	2	1	7	1
Total Closed Units: 105				23	52	28	2
Total Closed Volume: 13,340,475				1.71M	5.74M	5.40M	489.50K
Average Closed Price: \$127,052				\$74,374	\$110,410	\$192,823	\$244,750

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

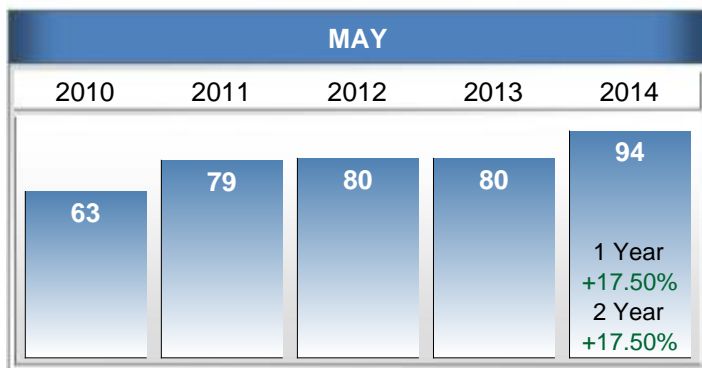
Pending Listings as of Jun 16, 2014



### Pending Listings

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



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

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	8	8.51%	57.8	3	5	0	0
\$50,001 - \$75,000	7	7.45%	36.0	3	4	0	0
\$75,001 - \$125,000	21	22.34%	41.9	2	18	1	0
\$125,001 - \$175,000	16	17.02%	38.4	1	6	8	1
\$175,001 - \$225,000	14	14.89%	32.9	1	9	4	0
\$225,001 - \$325,000	18	19.15%	35.2	0	1	16	1
\$325,001 and up	10	10.64%	58.5	2	0	5	3
Total Pending Units: 94				60.5			
Total Pending Volume: 16,756,899				1.81M    5.08M    8.28M    1.59M			
Average Listing Price: \$150,687				\$151,108    \$118,130    \$243,429    \$317,480			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

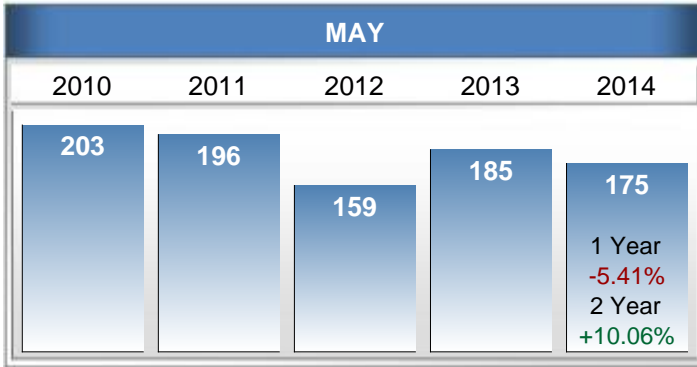
New Listings as of Jun 16, 2014



### New Listings

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



New Listings

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

#### 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	17	9.71%	10	6	1	0
\$50,001 - \$70,000	21	12.00%	12	9	0	0
\$70,001 - \$90,000	24	13.71%	4	16	3	1
\$90,001 - \$150,000	46	26.29%	8	30	7	1
\$150,001 - \$210,000	24	13.71%	1	14	9	0
\$210,001 - \$310,000	25	14.29%	1	6	16	2
\$310,001 and up	18	10.29%	2	3	9	4
<b>Total New Listed Units:</b>	175		38	84	45	8
<b>Total New Listed Volume:</b>	29,547,492		5.49M	10.93M	10.80M	2.33M
<b>Average New Listed Listing Price:</b>	\$118,000		\$144,448	\$130,153	\$240,008	\$290,663



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

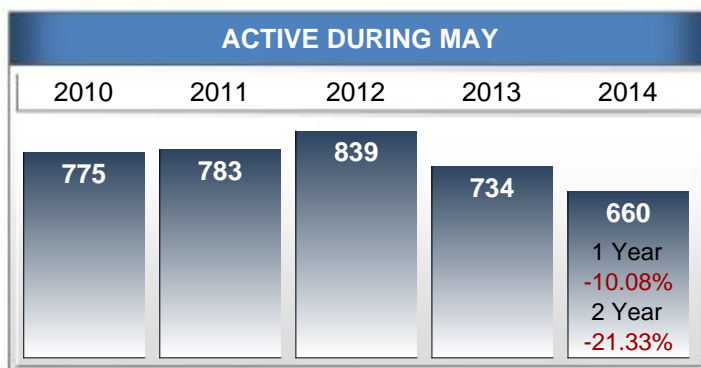
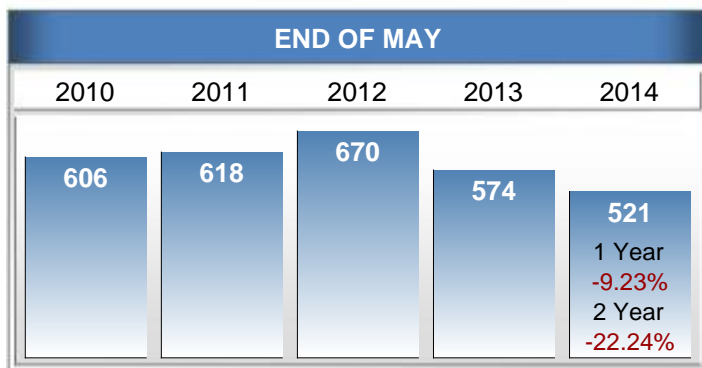
Active Inventory as of Jun 16, 2014



### Active Inventory

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



Active Inventory

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



**5yr MAY AVG = 598**      **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Apr 2014 = 485

*Inventory* this month at **521**, below the 5 yr MAY average of **598**

MAR	601
APR	485
MAY	521
-19.30%	
7.42%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	29	5.57%	92.1	27	2	0	0	
\$25,001 - \$50,000	75	14.40%	98.6	65	9	1	0	
\$50,001 - \$75,000	84	16.12%	78.4	51	29	3	1	
\$75,001 - \$125,000	121	23.22%	74.4	41	64	15	1	
\$125,001 - \$175,000	85	16.31%	65.2	13	47	21	4	
\$175,001 - \$300,000	74	14.20%	58.4	6	21	43	4	
\$300,001 and up	53	10.17%	86.8	9	6	25	13	
Total Active Inventory by Units:			521	77.0	212	178	108	23
Total Active Inventory by Volume:			90,141,365		22.48M	22.31M	27.72M	17.63M
Average Active Inventory Listing Price:			\$173,016		\$106,047	\$125,359	\$256,634	\$766,487





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

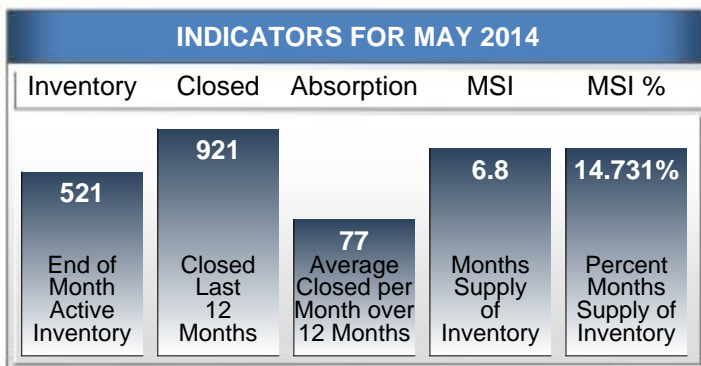
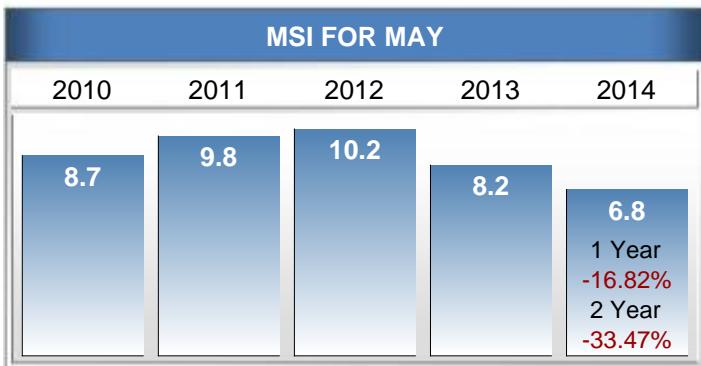
Active Inventory as of Jun 16, 2014



### Months Supply of Inventory

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



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



**5yr MAY AVG = 8.7**     **3 MONTHS**

**High**  
Jan 2010 = 10.6

**Low**  
Apr 2014 = 6.5

Months Supply this month at **6.8**, below the 5 yr MAY average of **8.7**

M A R	8.0
A P R	6.5
M A Y	6.8
<b>-19.48%</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+
\$30,000 and less	49	9.40%	6.3	10.4	1.2	0.0	0.0
\$30,001 \$50,000	55	10.56%	9.7	19.4	2.2	0.0	0.0
\$50,001 \$70,000	73	14.01%	10.6	18.2	6.6	2.4	0.0
\$70,001 \$130,000	147	28.21%	6.1	14.1	5.0	4.4	4.0
\$130,001 \$180,000	72	13.82%	5.7	22.0	5.6	4.1	8.0
\$180,001 \$310,000	72	13.82%	4.8	14.4	4.7	4.5	4.4
\$310,001 and up	53	10.17%	11.0	21.6	36.0	8.8	9.2
MSI:	6.8			15.1	4.8	4.9	7.5
Total Active Inventory:	521			212	178	108	23



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

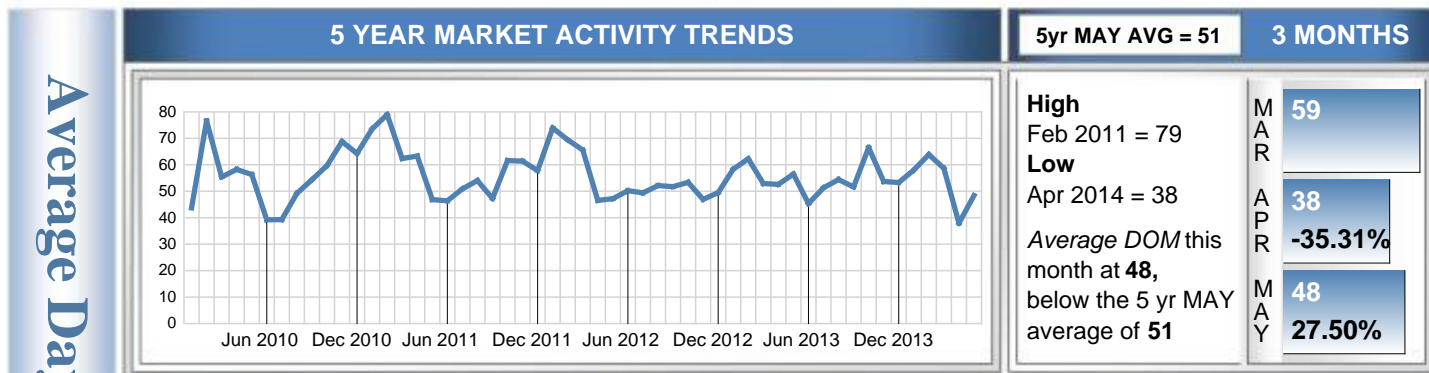
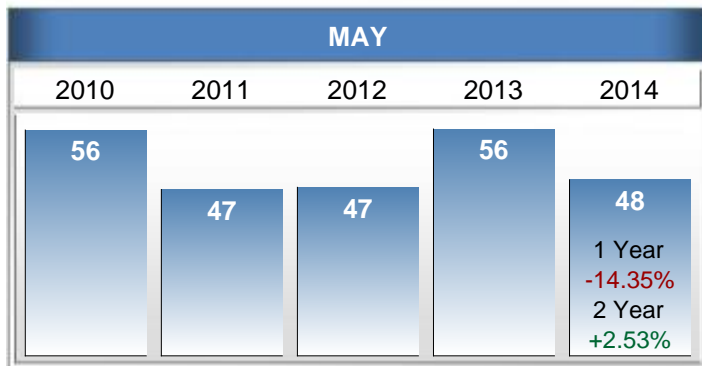
Closed Sales as of Jun 16, 2014



### Average Days on Market to Sale

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



Average Days on Market

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

#### 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+
\$30,000 and less	11	10.48%	40.5	37.8	43.8	0.0	0.0
\$30,001 \$50,000	11	10.48%	44.1	14.9	95.3	0.0	0.0
\$50,001 \$90,000	14	13.33%	59.0	61.0	61.1	32.0	0.0
\$90,001 \$130,000	27	25.71%	60.0	69.0	66.0	46.0	13.0
\$130,001 \$190,000	19	18.10%	44.5	143.0	45.5	22.2	0.0
\$190,001 \$240,000	12	11.43%	44.4	0.0	61.0	38.9	0.0
\$240,001 and up	11	10.48%	29.4	16.5	16.0	38.3	6.0
Average Closed DOM: 48.4				42.0	58.8	37.0	9.5
Total Closed Units: 105				23	52	28	2
Total Closed Volume: 13,340,475				1.71M	5.74M	5.40M	489.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

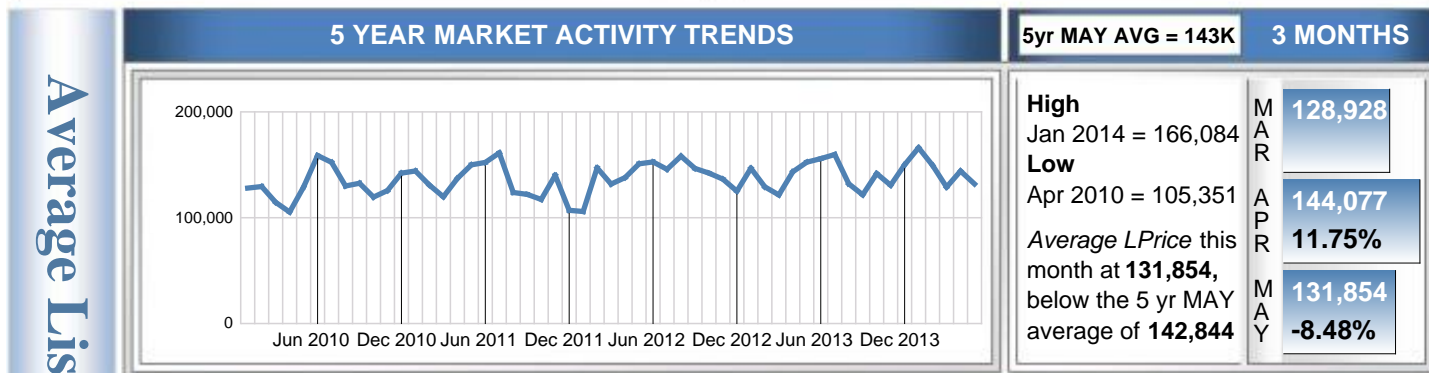
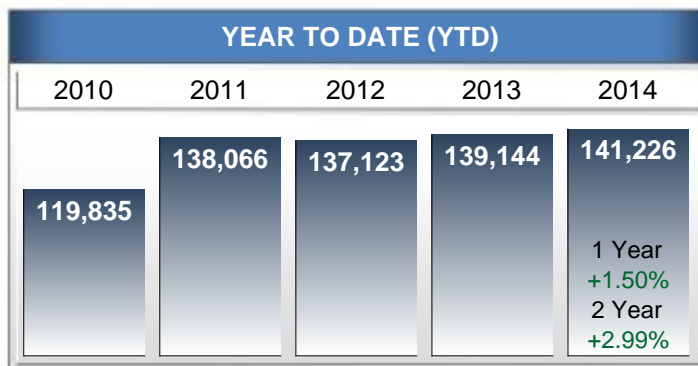
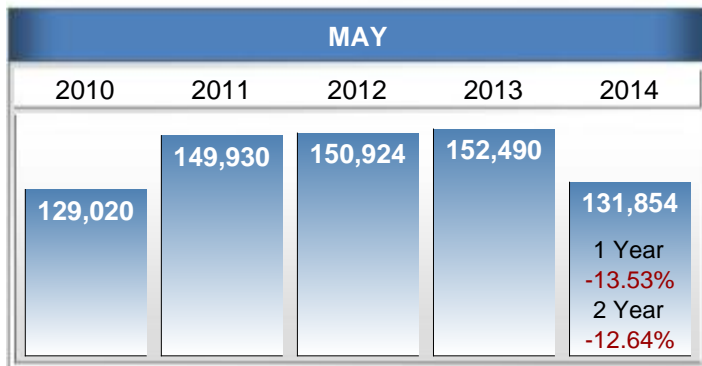
Closed Sales as of Jun 16, 2014



### Average List Price at Closing

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



Average List Price

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

#### 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+
\$30,000 and less	9	8.57%	19,633	21,917	23,140	0	0
\$30,001 \$50,000	11	10.48%	39,936	42,414	46,700	0	0
\$50,001 \$90,000	19	18.10%	71,295	68,133	71,580	55,000	0
\$90,001 \$130,000	23	21.90%	119,070	107,625	115,825	122,833	139,000
\$130,001 \$190,000	17	16.19%	157,788	162,900	163,546	167,560	0
\$190,001 \$240,000	14	13.33%	213,914	0	223,667	218,867	0
\$240,001 and up	12	11.43%	288,192	325,000	292,000	272,829	359,500
Average List Price:	\$131,854			\$81,574	\$114,627	\$196,764	\$249,250
Total Closed Units:	105			23	52	28	2
Total List Volume:	13,844,700			1.88M	5.96M	5.51M	498.50K





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

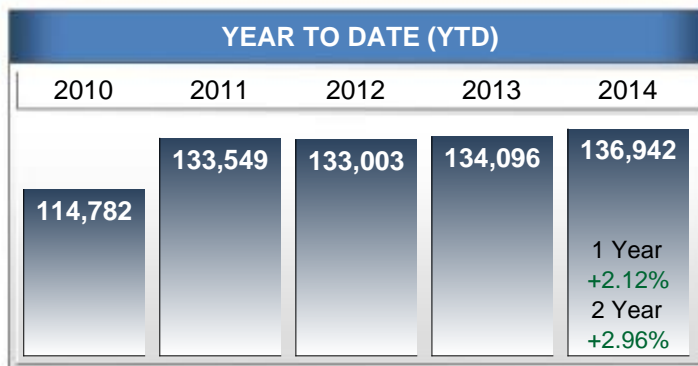
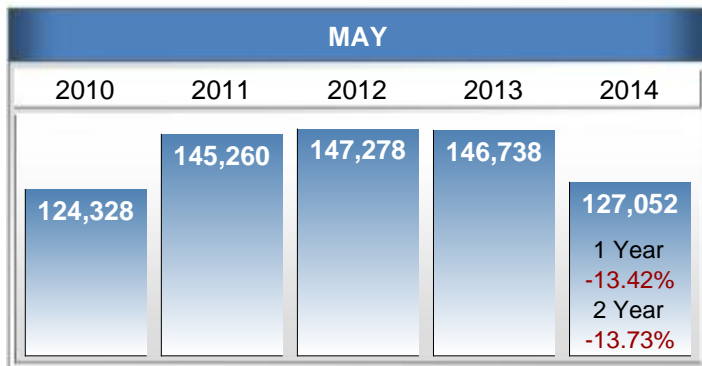
Closed Sales as of Jun 16, 2014



### Average Sold Price at Closing

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



Average Sold Price

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

#### 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+
\$30,000 and less	11		10.48%	19,536	18,667	20,580	0	0
\$30,001 \$50,000	11		10.48%	38,264	36,986	40,500	0	0
\$50,001 \$90,000	14		13.33%	67,541	68,000	68,258	59,000	0
\$90,001 \$130,000	27		25.71%	113,985	108,000	112,331	119,717	130,000
\$130,001 \$190,000	19		18.10%	159,329	160,000	158,908	160,290	0
\$190,001 \$240,000	12		11.43%	216,671	0	217,917	216,256	0
\$240,001 and up	11		10.48%	277,655	271,850	277,000	267,714	359,500
Average Closed Price:	\$127,052				\$74,374	\$110,410	\$192,823	\$244,750
Total Closed Units:	105				23	52	28	2
Total Closed Volume:	13,340,475				1.71M	5.74M	5.40M	489.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

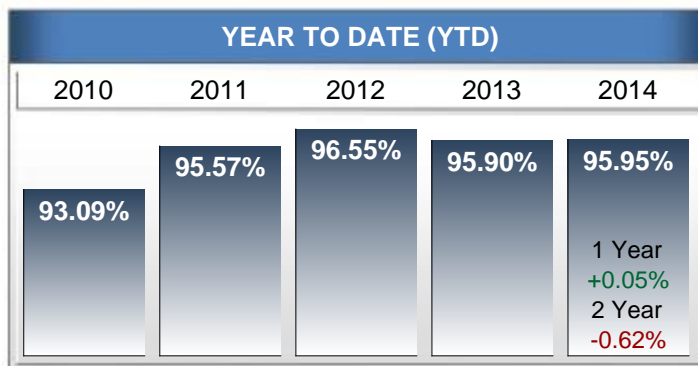
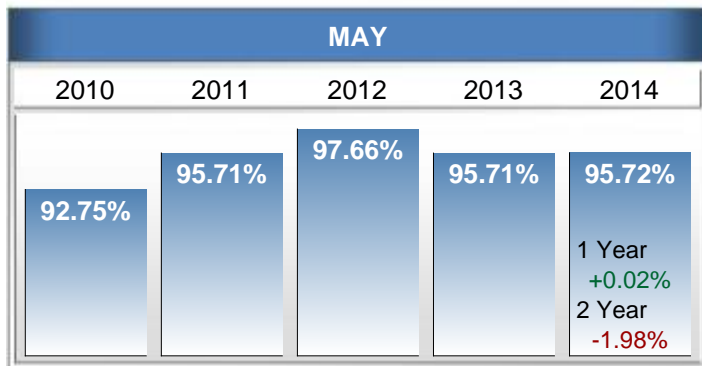
Closed Sales as of Jun 16, 2014



### Average Percent of List Price to Selling Price

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



Average List/Sell Price

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



<b>5yr MAY AVG=95.51%</b>	<b>3 MONTHS</b>
<b>High</b> Oct 2011 = 101.67%	<b>MAY</b> 96.80%
<b>Low</b> Aug 2010 = 89.06%	<b>APR</b> 97.79%
<i>Average List/Sell</i> this month at <b>95.72%</b> , above the 5 yr MAY average of <b>95.51%</b>	<b>1.02%</b>
	<b>MAY</b> 95.72%
	<b>-2.11%</b>

#### 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+
\$30,000 and less	11	10.48%	89.18%	86.07%	92.92%	0.00%	0.00%
\$30,001 \$50,000	11	10.48%	89.14%	89.61%	88.32%	0.00%	0.00%
\$50,001 \$90,000	14	13.33%	97.49%	99.77%	95.83%	107.27%	0.00%
\$90,001 \$130,000	27	25.71%	97.85%	101.95%	97.16%	97.70%	93.53%
\$130,001 \$190,000	19	18.10%	97.17%	98.22%	97.39%	96.37%	0.00%
\$190,001 \$240,000	12	11.43%	98.62%	0.00%	97.48%	99.00%	0.00%
\$240,001 and up	11	10.48%	95.73%	85.75%	94.86%	98.09%	100.00%
Average List/Sell Ratio: 95.70%				92.20%	95.85%	98.32%	96.76%
Total Closed Units: 105				23	52	28	2
Total Closed Volume: 13,340,475				1.71M	5.74M	5.40M	489.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

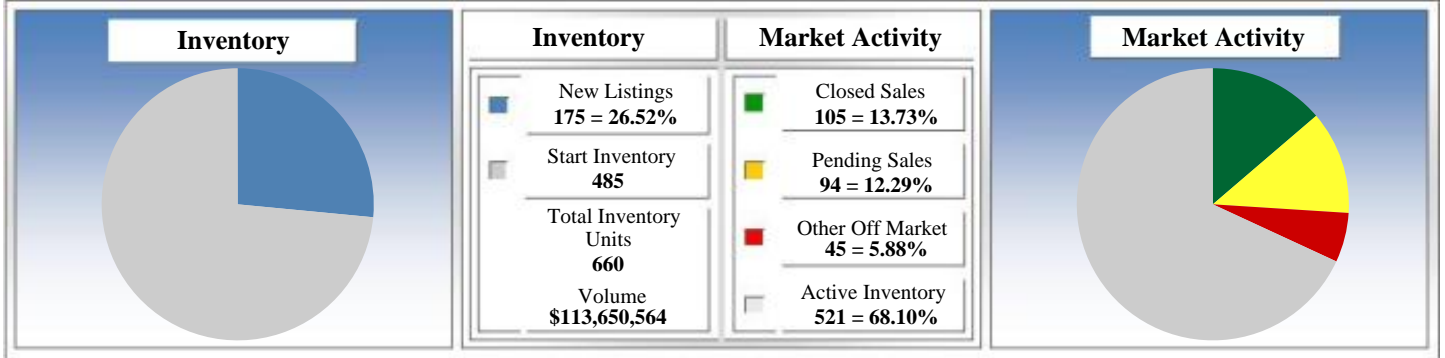
Inventory as of Jun 16, 2014



### Market Summary

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



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

**Active Inventory** as of May 31, 2014 = 521

	MAY			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	86	105	22.09%	334	376	12.57%
Pending Sales	80	94	17.50%	384	431	12.24%
New Listings	185	175	-5.41%	812	819	0.86%
Average List Price	152,490	131,854	-13.53%	139,144	141,226	1.50%
Average Sale Price	146,738	127,052	-13.42%	134,096	136,942	2.12%
Average Percent of List Price to Selling Price	95.71%	95.72%	0.02%	95.90%	95.95%	0.05%
Average Days on Market to Sale	56.49	48.38	-14.35%	56.17	52.56	-6.43%
Monthly Inventory	574	521	-9.23%	574	521	-9.23%
Months Supply of Inventory	8.16	6.79	-16.82%	8.16	6.79	-16.82%

