



# May 2014

Area Delimited by County Of Washington

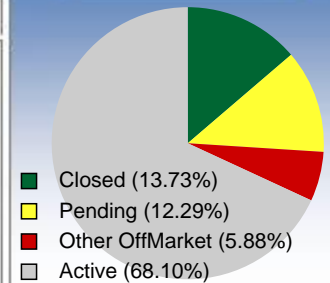


**Absorption:** Last 12 months, an Average of **77** Sales/Month

**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%
Median List Price	135,000	125,000	-7.41%
Median Sale Price	132,000	122,000	-7.58%
Median Percent of List Price to Selling Price	97.19%	97.67%	0.50%
Median Days on Market to Sale	37.00	25.00	-32.43%
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.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **7.58%** in May 2014 to \$122,000 versus the previous year at \$132,000.

### Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 12.00 days or **32.43%** in May 2014 compared to last year's same month at **37.00** DOM.

### Sales Success for May 2014 is Positive

Overall, with Median 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

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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?

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**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

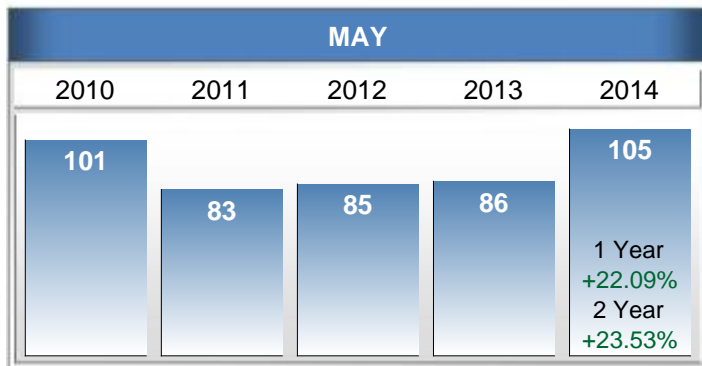
Closed Sales as of Jun 16, 2014



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	11	10.48%	24.0	6	5	0	0
\$30,001 \$50,000	11	10.48%	15.0	7	4	0	0
\$50,001 \$90,000	14	13.33%	31.5	3	10	1	0
\$90,001 \$130,000	27	25.71%	30.0	4	16	6	1
\$130,001 \$190,000	19	18.10%	24.0	1	13	5	0
\$190,001 \$240,000	12	11.43%	14.0	0	3	9	0
\$240,001 and up	11	10.48%	27.0	2	1	7	1
Total Closed Units: 105				25.0			
Total Closed Volume: 13,340,475				23 52 28 2			
Median Closed Price: \$122,000				1.71M 5.74M 5.40M 489.50K			
				\$44,900 \$112,000 \$203,750 \$244,750			

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

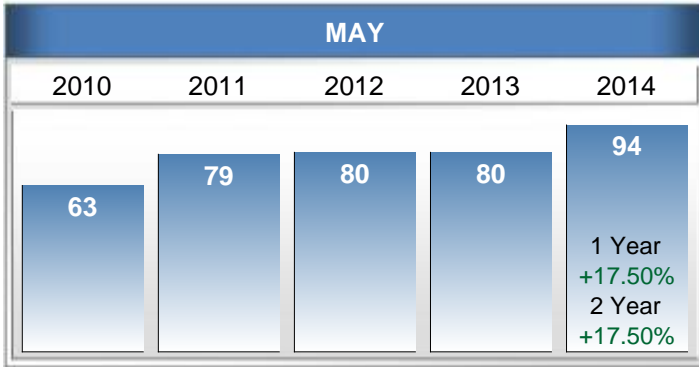
Pending Listings as of Jun 16, 2014



### Pending Listings

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



Pending Listings

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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	8	8.51%	45.5	3	5	0	0
\$50,001 - \$75,000	7	7.45%	8.0	3	4	0	0
\$75,001 - \$125,000	21	22.34%	15.0	2	18	1	0
\$125,001 - \$175,000	16	17.02%	27.0	1	6	8	1
\$175,001 - \$225,000	14	14.89%	17.5	1	9	4	0
\$225,001 - \$325,000	18	19.15%	20.5	0	1	16	1
\$325,001 and up	10	10.64%	24.0	2	0	5	3
Total Pending Units: 94				22.0			
Total Pending Volume: 16,756,899				1.81M    5.08M    8.28M    1.59M			
Median Listing Price: \$159,900				\$74,900    \$108,400    \$243,200    \$340,000			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

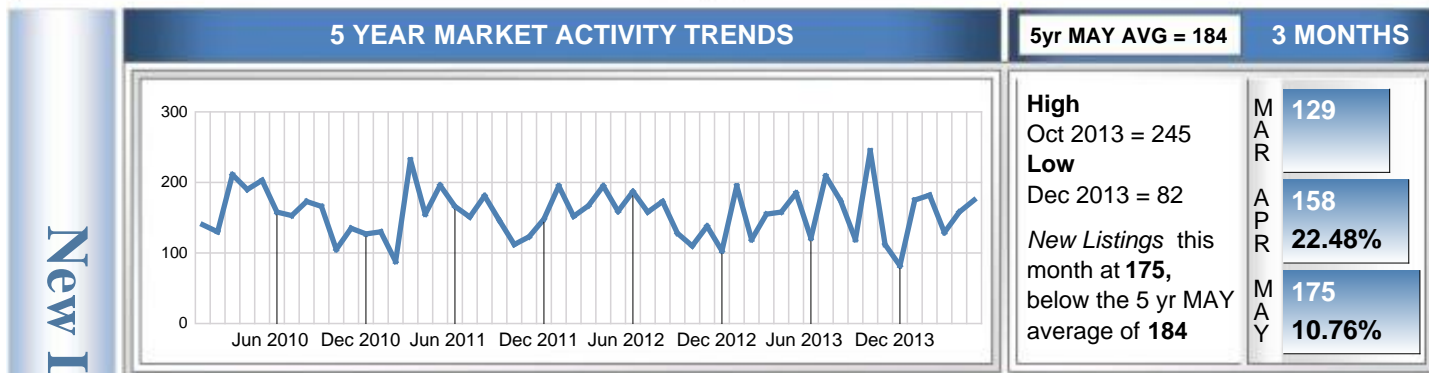
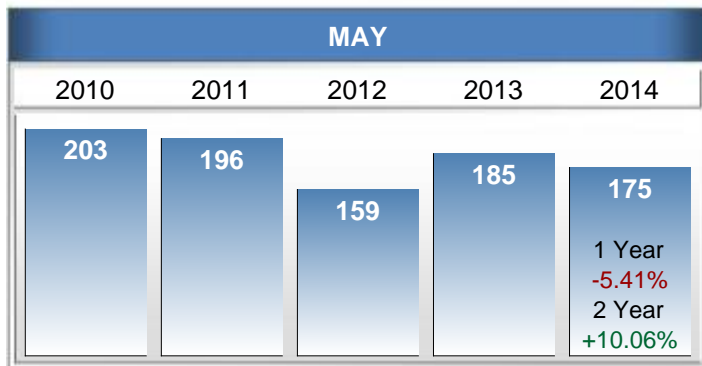
New Listings as of Jun 16, 2014



### New Listings

Report Produced on: Jun 16, 2014

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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+
\$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

Total New Listed Units:	175	38	84	45	8
Total New Listed Volume:	29,547,492	5.49M	10.93M	10.80M	2.33M
Median New Listed Listing Price:	\$126,900	\$67,500	\$113,500	\$216,750	\$312,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

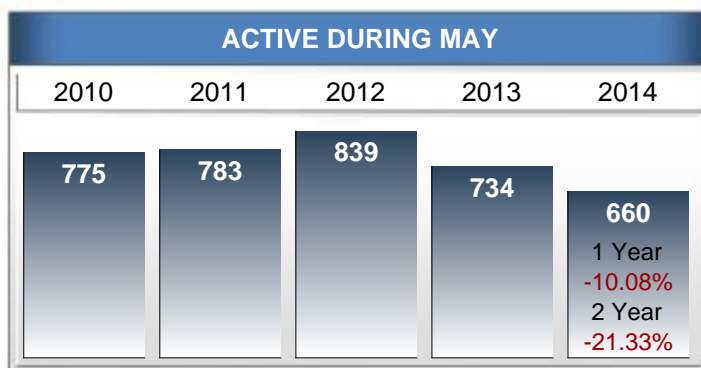
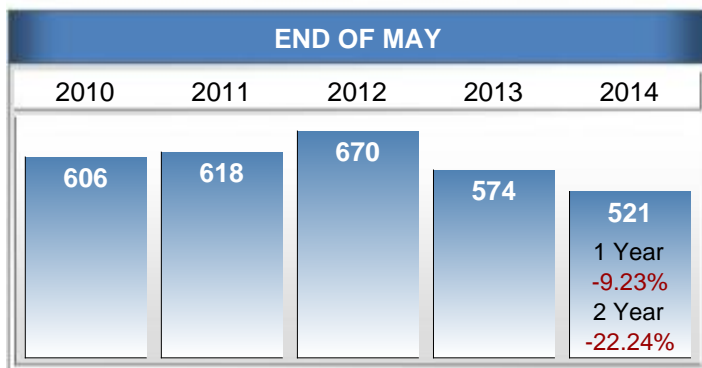
Active Inventory as of Jun 16, 2014



### Active Inventory

Report Produced on: Jun 16, 2014

Area Delimited by County Of Washington



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	49	9.40%	108.0	45	4	0	0
\$30,001 \$50,000	55	10.56%	108.0	47	7	1	0
\$50,001 \$70,000	73	14.01%	94.0	47	23	2	1
\$70,001 \$130,000	147	28.21%	60.0	47	81	18	1
\$130,001 \$180,000	72	13.82%	53.5	11	37	20	4
\$180,001 \$310,000	72	13.82%	42.0	6	20	42	4
\$310,001 and up	53	10.17%	73.0	9	6	25	13
Total Active Inventory by Units:				212	178	108	23
Total Active Inventory by Volume:				22.48M	22.31M	27.72M	17.63M
Median Active Inventory Listing Price:				\$57,875	\$109,900	\$215,000	\$325,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

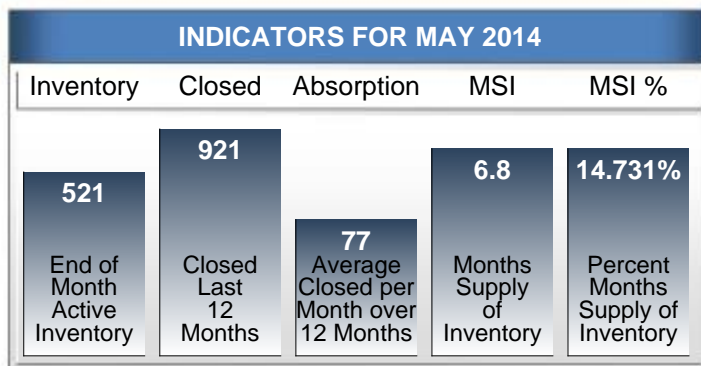
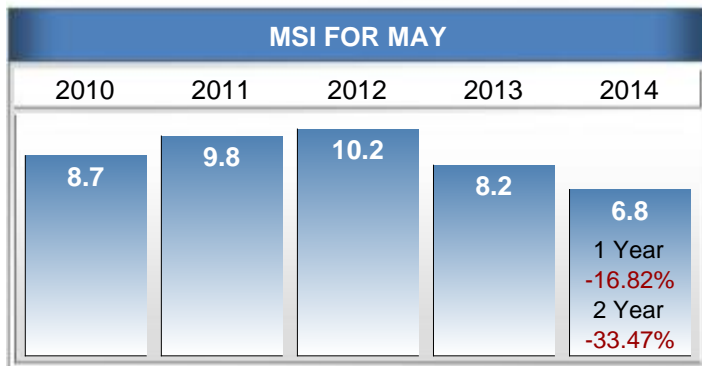
Active Inventory as of Jun 16, 2014



### Months Supply of Inventory

Report Produced on: Jun 16, 2014

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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	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

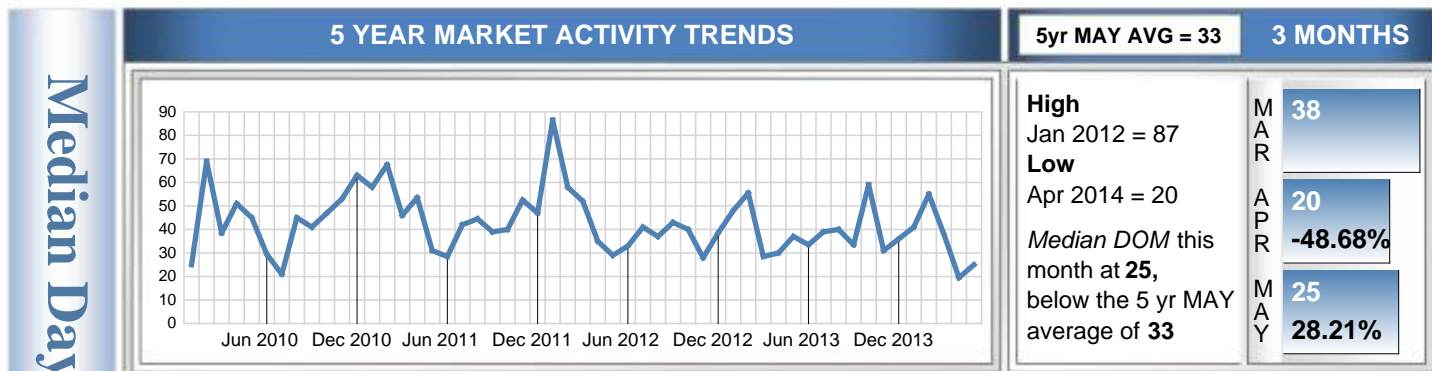
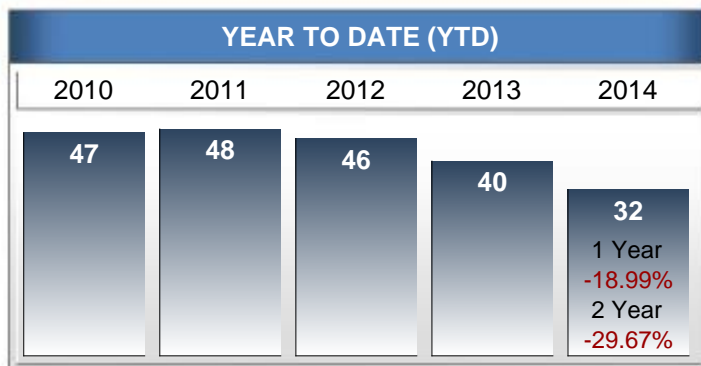
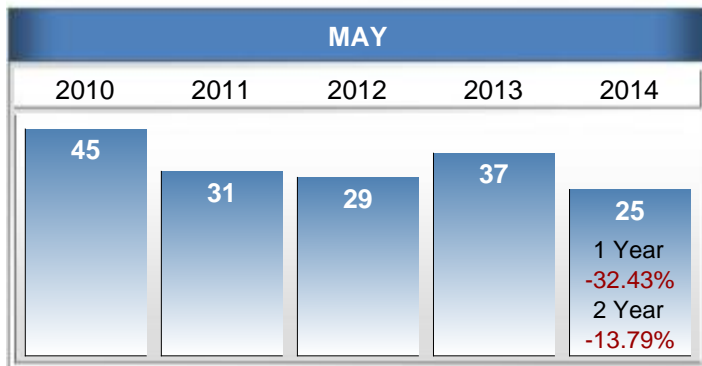
Closed Sales as of Jun 16, 2014



### Median Days on Market to Sale

Report Produced on: Jun 16, 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+
\$30,000 and less	11			10.48%	24.0	17.5	34.0	0.0	0.0
\$30,001 \$50,000	11			10.48%	15.0	8.0	81.5	0.0	0.0
\$50,001 \$90,000	14			13.33%	31.5	41.0	30.0	32.0	0.0
\$90,001 \$130,000	27			25.71%	30.0	58.5	35.0	24.0	13.0
\$130,001 \$190,000	19			18.10%	24.0	143.0	31.0	14.0	0.0
\$190,001 \$240,000	12			11.43%	14.0	0.0	16.0	13.0	0.0
\$240,001 and up	11			10.48%	27.0	16.5	16.0	37.0	6.0
Median Closed DOM:	25.0					15.0	34.0	21.0	9.5
Total Closed Units:	105					23	52	28	2
Total Closed Volume:	13,340,475					1.71M	5.74M	5.40M	489.50K



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## May 2014

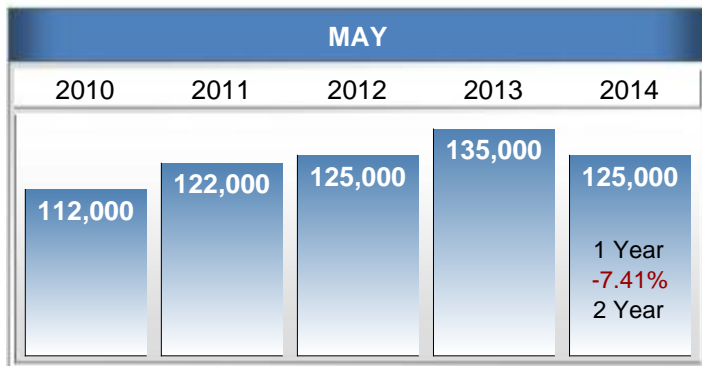
Closed Sales as of Jun 16, 2014



### Median List Price at Closing

Report Produced on: Jun 16, 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+
\$30,000 and less	9		8.57%	20,000	20,000	14,000	0	0
\$30,001 \$50,000	11		10.48%	44,000	44,450	33,500	0	0
\$50,001 \$90,000	19		18.10%	70,000	69,900	73,000	55,000	0
\$90,001 \$130,000	23		21.90%	122,500	115,000	123,250	128,250	0
\$130,001 \$190,000	17		16.19%	156,000	162,900	156,000	156,450	139,000
\$190,001 \$240,000	14		13.33%	209,950	0	200,500	210,750	0
\$240,001 and up	12		11.43%	269,950	325,000	269,500	269,000	359,500
Median List Price:	\$125,000				\$46,000	\$114,500	\$207,400	\$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

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## May 2014

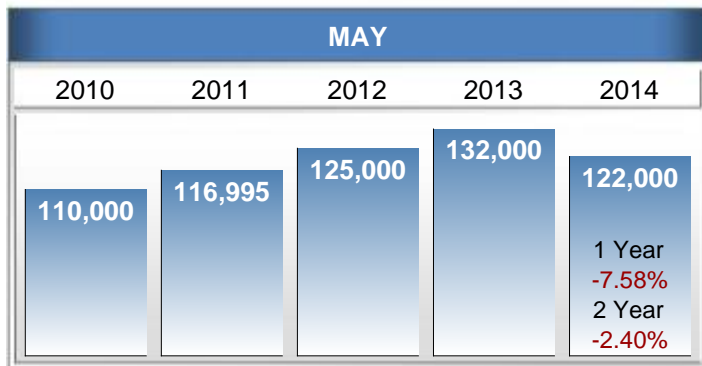
Closed Sales as of Jun 16, 2014



### Median Sold Price at Closing

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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+
\$30,000 and less	11		10.48%	17,500	17,500	21,000	0	0
\$30,001 \$50,000	11		10.48%	37,954	34,000	42,500	0	0
\$50,001 \$90,000	14		13.33%	65,000	67,000	65,000	59,000	0
\$90,001 \$130,000	27		25.71%	115,000	107,000	115,500	125,500	130,000
\$130,001 \$190,000	19		18.10%	160,000	160,000	155,000	169,950	0
\$190,001 \$240,000	12		11.43%	216,250	0	216,000	216,500	0
\$240,001 and up	11		10.48%	268,000	271,850	277,000	264,000	359,500
Median Closed Price:	\$122,000				\$44,900	\$112,000	\$203,750	\$244,750
Total Closed Units:	105				23	52	28	2
Total Closed Volume:	13,340,475				1.71M	5.74M	5.40M	489.50K



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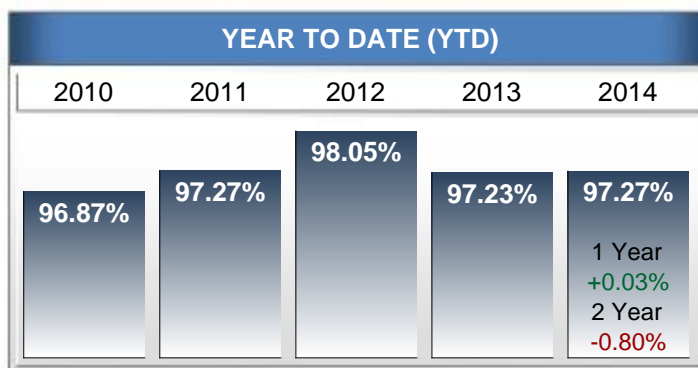
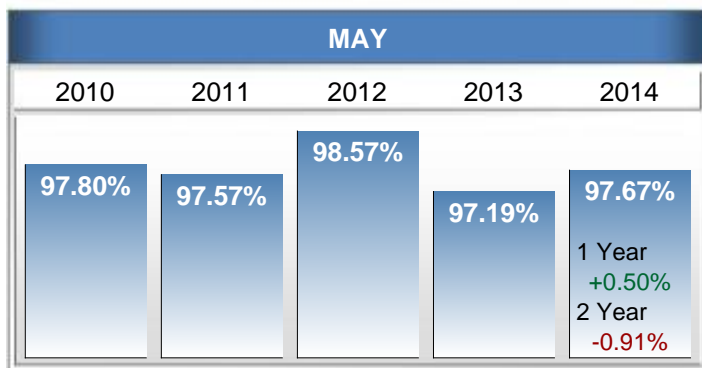
Closed Sales as of Jun 16, 2014



### 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+
\$30,000 and less	11	10.48%	95.00%	90.15%	95.24%	0.00%	0.00%
\$30,001 \$50,000	11	10.48%	94.12%	94.12%	89.08%	0.00%	0.00%
\$50,001 \$90,000	14	13.33%	98.15%	100.00%	95.85%	107.27%	0.00%
\$90,001 \$130,000	27	25.71%	97.67%	94.81%	98.01%	98.84%	93.53%
\$130,001 \$190,000	19	18.10%	97.73%	98.22%	97.71%	98.38%	0.00%
\$190,001 \$240,000	12	11.43%	97.96%	0.00%	97.56%	98.25%	0.00%
\$240,001 and up	11	10.48%	98.14%	85.75%	94.86%	98.14%	100.00%
Median List/Sell Ratio:	97.67%			95.45%	97.34%	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



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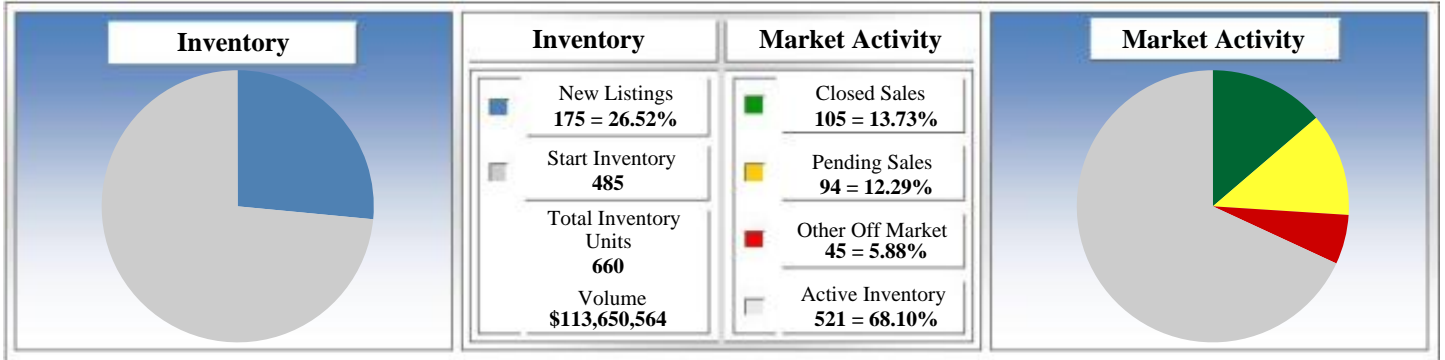
Inventory as of Jun 16, 2014



### Market Summary

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**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%
Median List Price	135,000	125,000	-7.41%	112,350	119,700	6.54%
Median Sale Price	132,000	122,000	-7.58%	106,750	117,000	9.60%
Median Percent of List Price to Selling Price	97.19%	97.67%	0.50%	97.23%	97.27%	0.03%
Median Days on Market to Sale	37.00	25.00	-32.43%	39.50	32.00	-18.99%
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%

