



November 2014

Area Delimited by County Of Washington

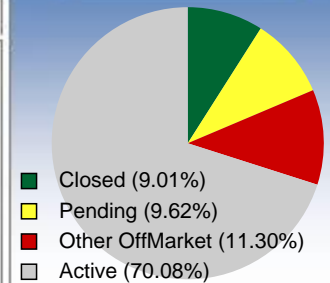


Absorption: Last 12 months, an Average of **76** Sales/Month

Active Inventory as of November 30, 2014 = **459**

	NOVEMBER		
	2013	2014	+/- %
Closed Listings	56	59	5.36%
Pending Listings	63	63	0.00%
New Listings	112	93	-16.96%
Median List Price	117,500	124,900	6.30%
Median Sale Price	113,750	119,000	4.62%
Median Percent of List Price to Selling Price	97.87%	97.74%	-0.13%
Median Days on Market to Sale	31.00	29.00	-6.45%
End of Month Inventory	675	459	-32.00%
Months Supply of Inventory	9.13	6.06	-33.65%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 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 November 2014 decreased **32.00%** to 459 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **6.06** 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 **4.62%** in November 2014 to \$119,000 versus the previous year at \$113,750.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 2.00 days or **6.45%** in November 2014 compared to last year's same month at **31.00** DOM.

Sales Success for November 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 93 New Listings in November 2014, down **16.96%** from last year at 112. Furthermore, there were 59 Closed Listings this month versus last year at 56, a **5.36%** increase.

Closed versus Listed trends yielded a **63.4%** ratio, up from last year's November 2014 at **50.0%**, a **26.88%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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®

November 2014

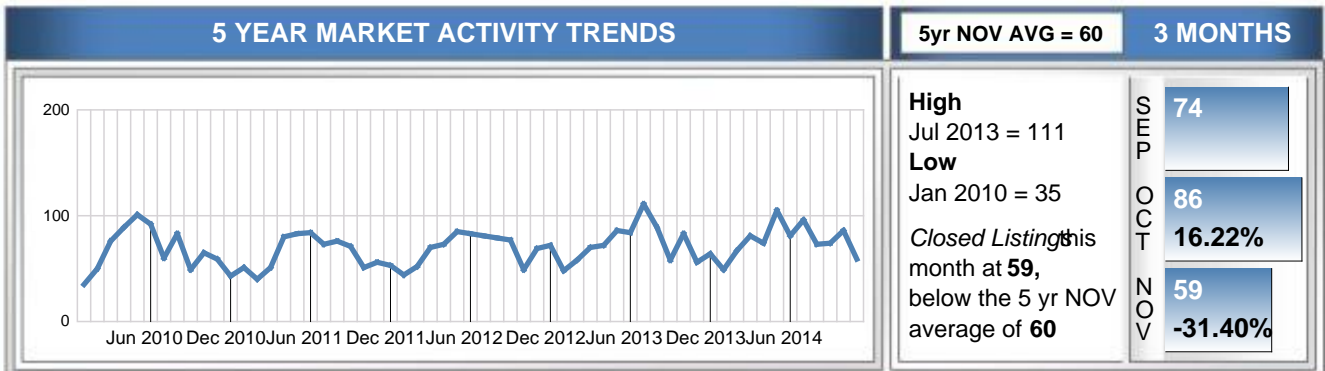
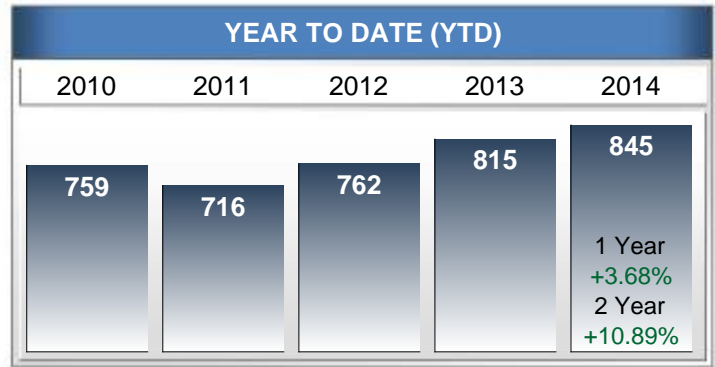
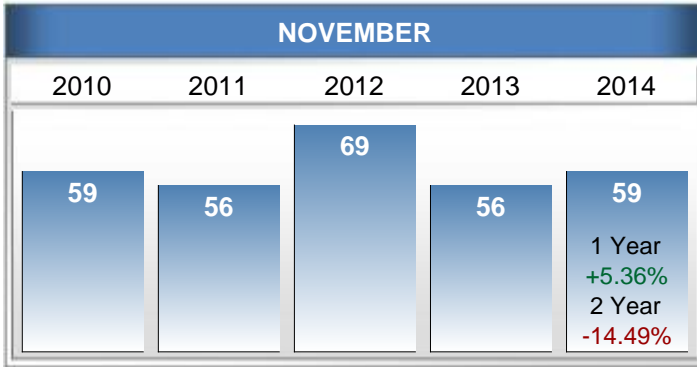
Closed Sales as of Dec 16, 2014



Closed Listings

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



Closed Listings

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

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	3	5.08%	10.0	1	2	0	0
\$40,001 \$70,000	10	16.95%	58.0	5	5	0	0
\$70,001 \$90,000	9	15.25%	40.0	1	7	1	0
\$90,001 \$130,000	13	22.03%	70.0	2	10	1	0
\$130,001 \$170,000	9	15.25%	28.0	1	7	1	0
\$170,001 \$270,000	9	15.25%	27.0	0	5	4	0
\$270,001 and up	6	10.17%	50.0	0	0	5	1
Total Closed Units:	59		29.0	10	36	12	1
Total Closed Volume:	9,183,948			760.95K	4.04M	4.02M	360.00K
Median Closed Price:	\$119,000			\$64,250	\$116,750	\$237,500	\$360,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

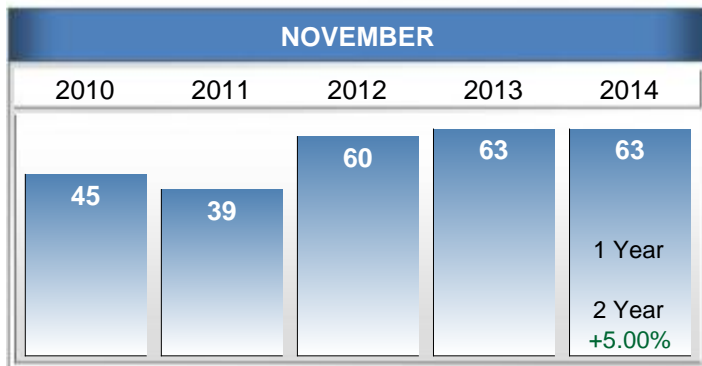
Pending Listings as of Dec 16, 2014



Pending Listings

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



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



5yr NOV AVG = 54	3 MONTHS
High Apr 2010 = 124	SEP 79
Low Nov 2011 = 39	OCT 65
<i>Pending Listing</i> this month at 63 , above the 5 yr NOV average of 54	NOV 63
	-17.72%
	-3.08%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	2	3.17%	12.5	1	1	0	0	
\$20,001 \$40,000	11	17.46%	25.0	7	4	0	0	
\$40,001 \$80,000	10	15.87%	30.0	2	7	0	1	
\$80,001 \$120,000	15	23.81%	81.0	1	13	1	0	
\$120,001 \$160,000	9	14.29%	74.0	1	7	1	0	
\$160,001 \$230,000	9	14.29%	64.0	1	0	8	0	
\$230,001 and up	7	11.11%	16.0	0	1	4	2	
Total Pending Units: 63				39.0	13	33	14	3
Total Pending Volume: 8,437,150					733.60K	3.13M	3.51M	1.06M
Median Listing Price: \$112,500					\$38,000	\$104,900	\$201,175	\$489,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

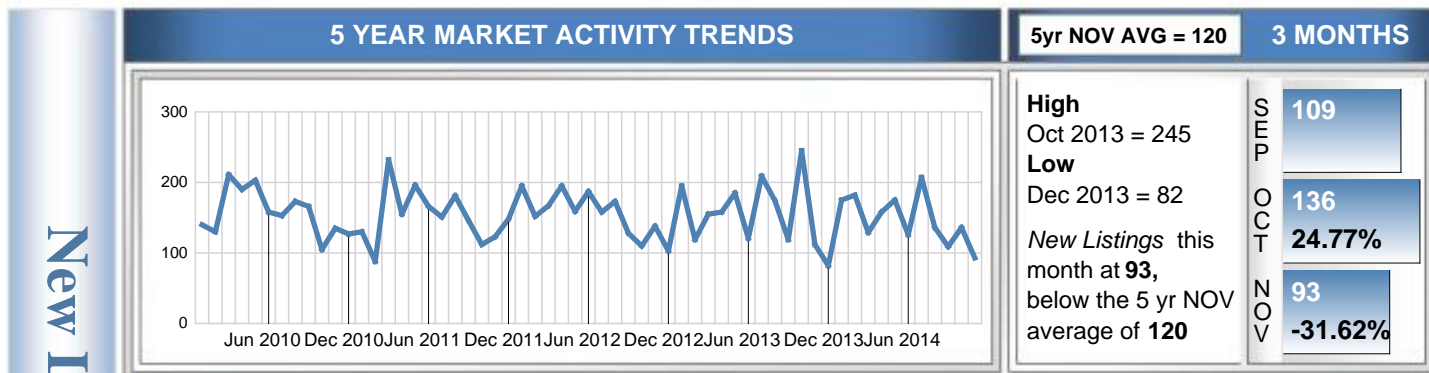
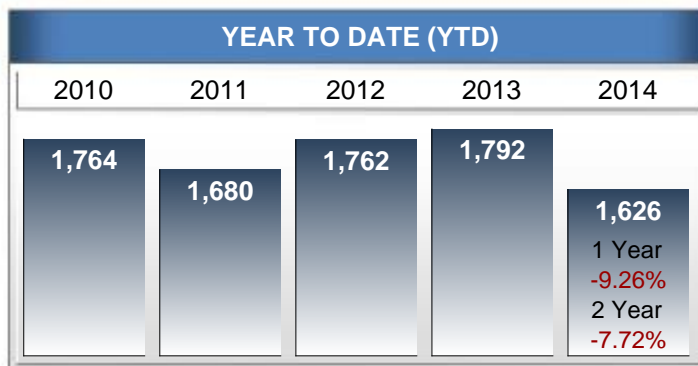
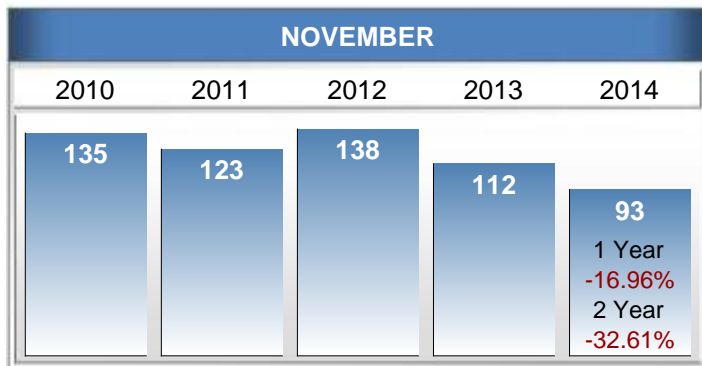
New Listings as of Dec 16, 2014



New Listings

Report Produced on: Dec 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+
\$30,000 and less	8	8.60%	7	1	0	0
\$30,001 - \$50,000	12	12.90%	9	3	0	0
\$50,001 - \$80,000	9	9.68%	0	7	2	0
\$80,001 - \$130,000	26	27.96%	7	17	2	0
\$130,001 - \$170,000	16	17.20%	2	8	6	0
\$170,001 - \$260,000	10	10.75%	2	5	3	0
\$260,001 and up	12	12.90%	1	0	6	5
Total New Listed Units:			28	41	19	5
Total New Listed Volume:			3.76M	4.71M	4.07M	1.93M
Median New Listed Listing Price:			\$48,689	\$110,000	\$155,000	\$379,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

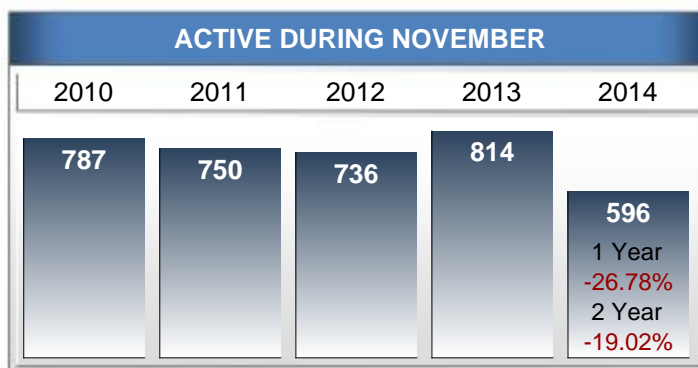
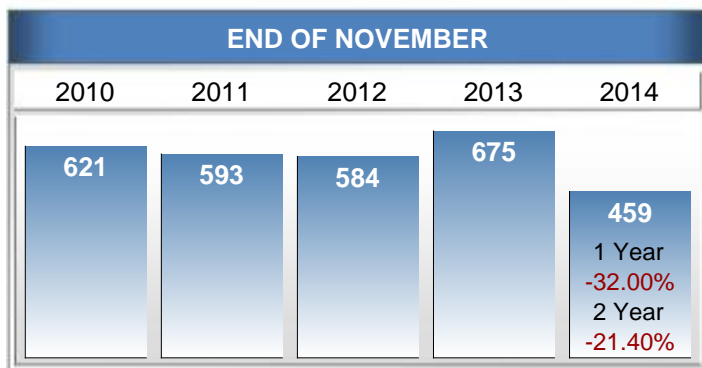
Active Inventory as of Dec 16, 2014



Active Inventory

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



Active Inventory

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



5yr NOV AVG = 586 **3 MONTHS**

High
Aug 2010 = 708

Low
Nov 2014 = 459

Inventory this month at **459**, below the 5 yr NOV average of **586**

SEP	493
OCT	503
NOV	459
2.03%	
-8.75%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	28	6.10%	60.0	28	0	0	0		
\$20,001 \$50,000	70	15.25%	120.0	58	11	1	0		
\$50,001 \$70,000	57	12.42%	102.0	40	15	2	0		
\$70,001 \$120,000	116	25.27%	99.0	46	58	12	0		
\$120,001 \$170,000	81	17.65%	96.0	8	52	21	0		
\$170,001 \$260,000	57	12.42%	62.0	7	18	31	1		
\$260,001 and up	50	10.89%	66.0	8	8	20	14		
Total Active Inventory by Units:				459	89.0	195	162	87	15
Total Active Inventory by Volume:				77,713,606		22.09M	21.08M	18.82M	15.72M
Median Active Inventory Listing Price:				\$98,000		\$58,000	\$119,700	\$189,000	\$365,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

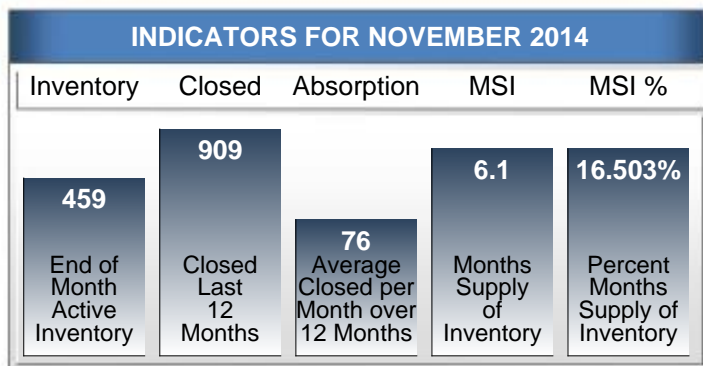
Active Inventory as of Dec 16, 2014



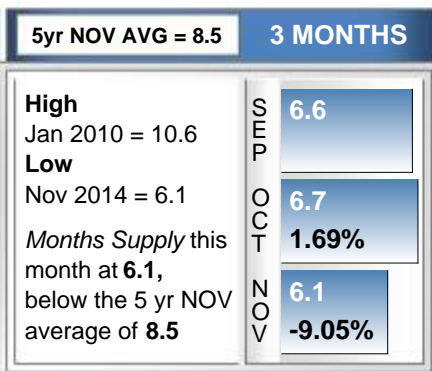
Months Supply of Inventory

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



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



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	6.10%	8.4	11.2	0.0	0.0	0.0	
\$20,001 \$50,000	70	15.25%	9.0	17.0	2.7	6.0	0.0	
\$50,001 \$70,000	57	12.42%	7.8	13.0	3.9	4.8	0.0	
\$70,001 \$120,000	116	25.27%	5.8	14.9	4.0	4.5	0.0	
\$120,001 \$170,000	81	17.65%	5.6	8.0	6.4	4.1	0.0	
\$170,001 \$260,000	57	12.42%	4.2	28.0	3.5	4.1	2.0	
\$260,001 and up	50	10.89%	5.5	16.0	8.0	3.5	7.3	
MSI:	6.1			14.1	4.3	4.0	5.1	
Total Active Inventory:	459			195	162	87	15	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

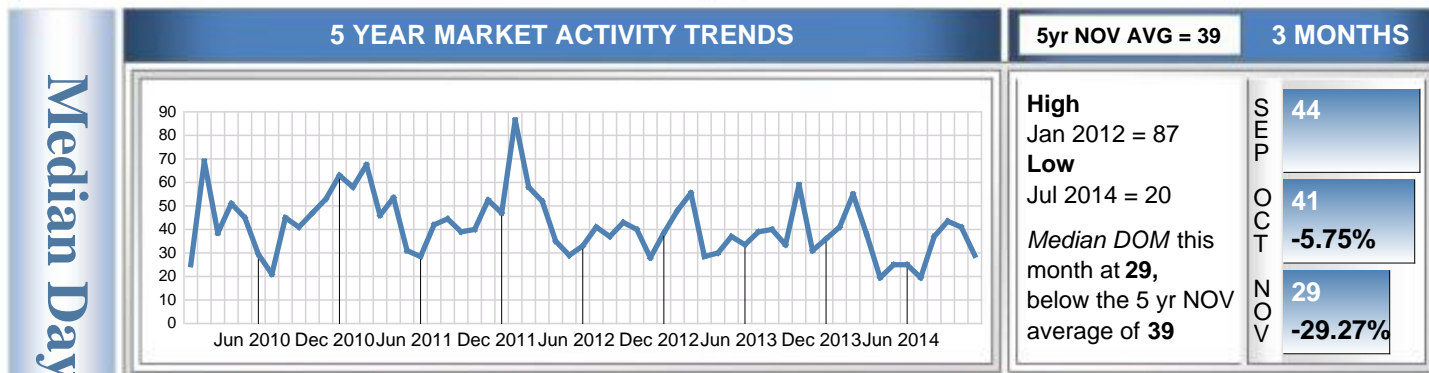
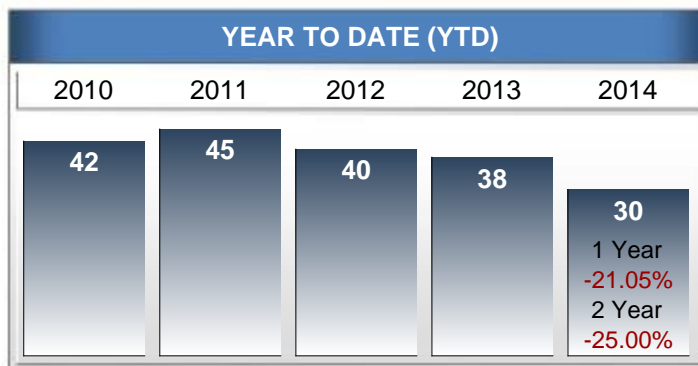
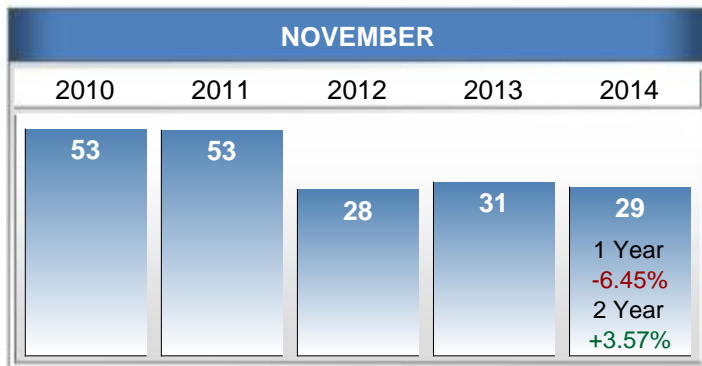
Closed Sales as of Dec 16, 2014



Median Days on Market to Sale

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



Median Days on Market

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

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	3	5.08%	10.0	1.0	11.5	0.0	0.0
\$40,001 \$70,000	10	16.95%	58.0	87.0	29.0	0.0	0.0
\$70,001 \$90,000	9	15.25%	40.0	40.0	60.0	29.0	0.0
\$90,001 \$130,000	13	22.03%	70.0	65.5	62.5	143.0	0.0
\$130,001 \$170,000	9	15.25%	28.0	29.0	19.0	62.0	0.0
\$170,001 \$270,000	9	15.25%	27.0	0.0	82.0	20.0	0.0
\$270,001 and up	6	10.17%	50.0	0.0	0.0	23.0	106.0
Median Closed DOM:	29.0			34.5	42.0	25.0	106.0
Total Closed Units:	59			10	36	12	1
Total Closed Volume:	9,183,948			760.95K	4.04M	4.02M	360.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

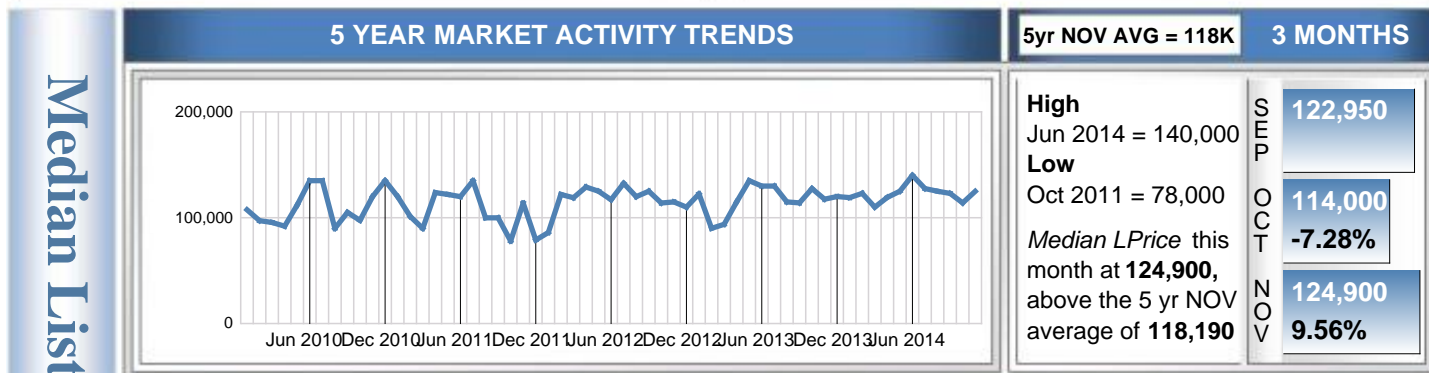
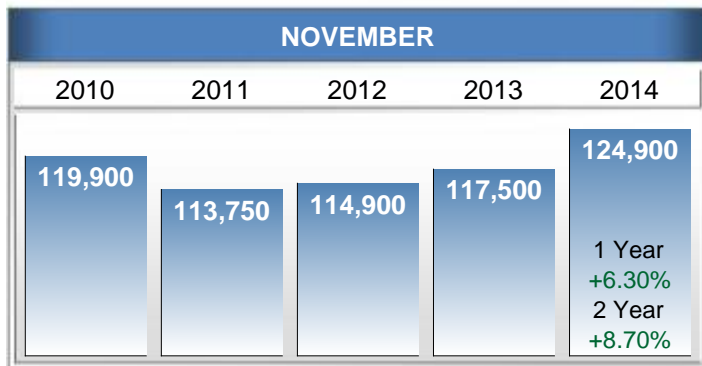
Closed Sales as of Dec 16, 2014



Median List Price at Closing

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



Median List Price

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

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	3	5.08%	26,000	38,000	21,450	0	0
\$40,001 - \$70,000	9	15.25%	59,900	58,700	59,900	0	0
\$70,001 - \$90,000	10	16.95%	83,250	73,700	85,000	89,900	0
\$90,001 - \$130,000	11	18.64%	119,900	109,750	118,200	129,900	0
\$130,001 - \$170,000	11	18.64%	145,000	159,000	144,500	159,900	0
\$170,001 - \$270,000	9	15.25%	209,900	0	183,900	219,950	0
\$270,001 and up	6	10.17%	362,450	0	0	345,000	379,900
Median List Price:	\$124,900			\$70,750	\$118,200	\$237,500	\$379,900
Total Closed Units:	59			10	36	12	1
Total List Volume:	9,542,250			797.20K	4.17M	4.20M	379.90K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

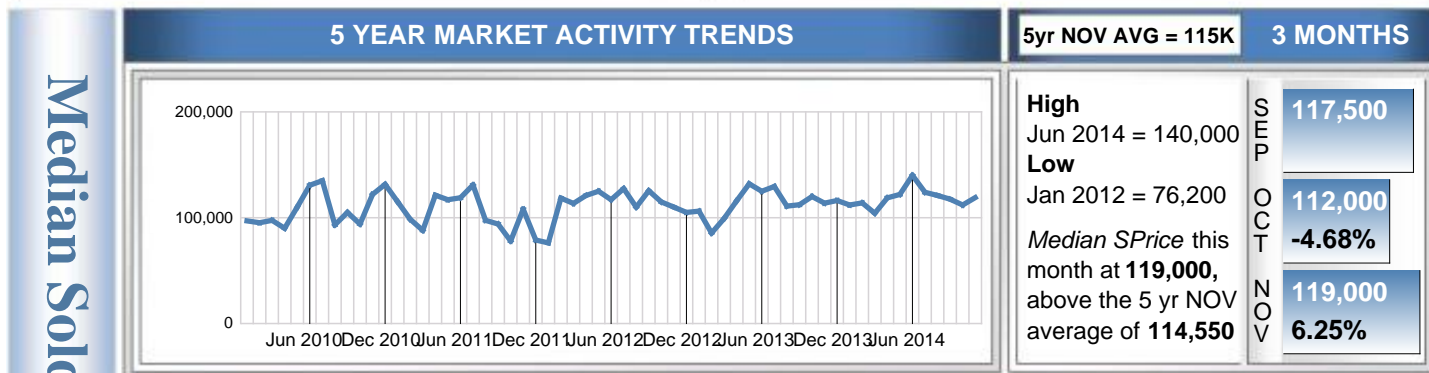
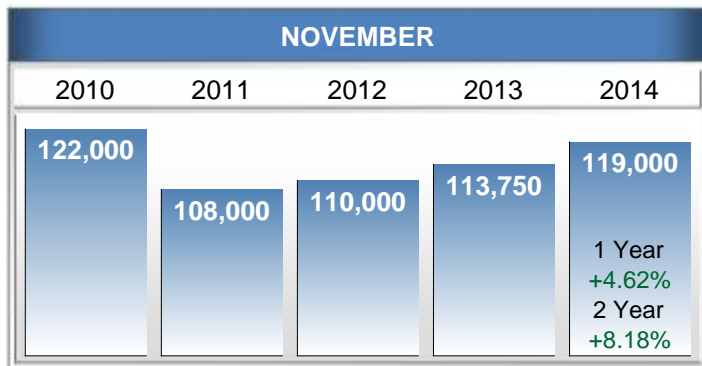
Closed Sales as of Dec 16, 2014



Median Sold Price at Closing

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



Median Sold Price

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

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+
\$40,000 and less	3	5.08%	26,000	38,000	19,750	0	0
\$40,001 - \$70,000	10	16.95%	59,950	60,000	59,900	0	0
\$70,001 - \$90,000	9	15.25%	84,000	74,900	84,000	86,900	0
\$90,001 - \$130,000	13	22.03%	118,500	109,750	118,000	125,000	0
\$130,001 - \$170,000	9	15.25%	142,000	147,000	142,000	155,000	0
\$170,001 - \$270,000	9	15.25%	205,000	0	183,500	217,500	0
\$270,001 and up	6	10.17%	348,000	0	0	336,000	360,000
Median Closed Price:	\$119,000			\$64,250	\$116,750	\$237,500	\$360,000
Total Closed Units:	59			10	36	12	1
Total Closed Volume:	9,183,948			760.95K	4.04M	4.02M	360.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

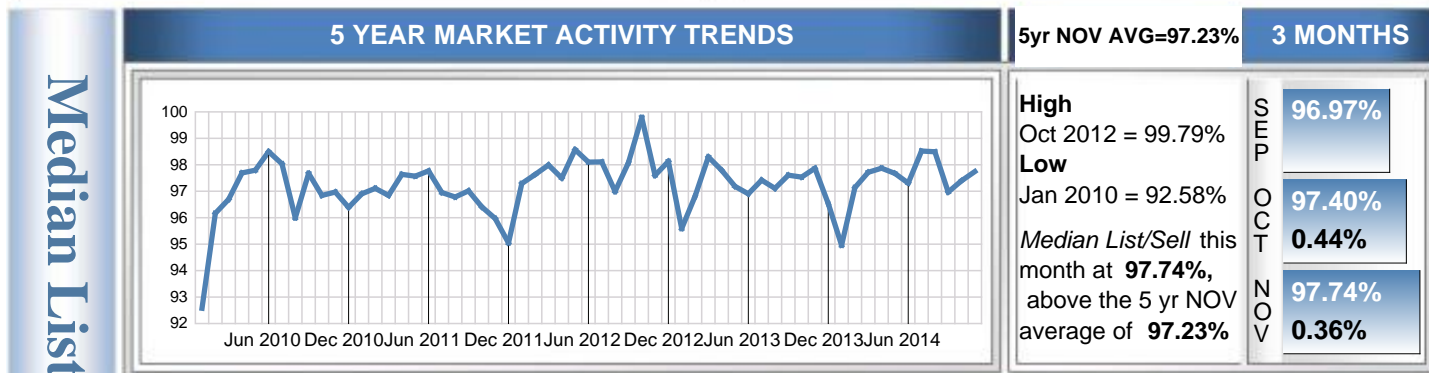
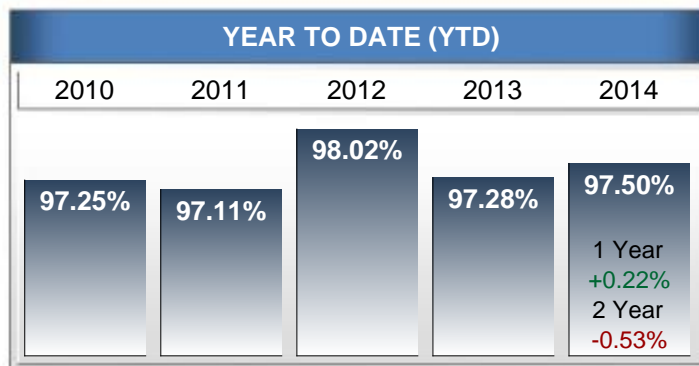
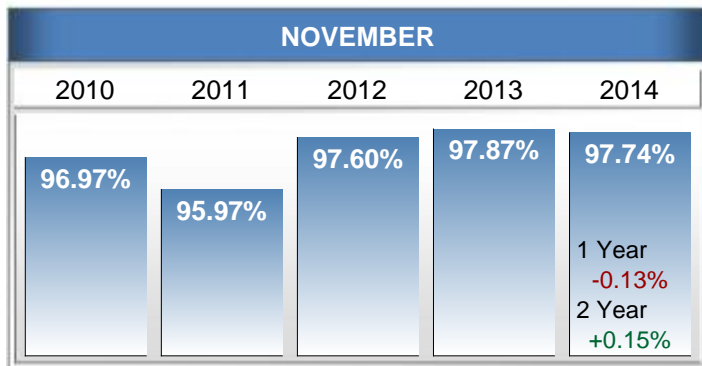
Closed Sales as of Dec 16, 2014



Median Percent of List Price to Selling Price

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



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	3	5.08%	100.00%	100.00%	89.94%	0.00%	0.00%
\$40,001 - \$70,000	10	16.95%	96.05%	92.03%	100.00%	0.00%	0.00%
\$70,001 - \$90,000	9	15.25%	98.73%	100.00%	98.73%	96.66%	0.00%
\$90,001 - \$130,000	13	22.03%	97.92%	100.00%	97.33%	96.23%	0.00%
\$130,001 - \$170,000	9	15.25%	96.94%	92.45%	97.93%	96.94%	0.00%
\$170,001 - \$270,000	9	15.25%	97.74%	0.00%	97.63%	98.87%	0.00%
\$270,001 and up	6	10.17%	96.91%	0.00%	0.00%	97.39%	94.76%
Median List/Sell Ratio:	97.74%			96.05%	98.00%	97.53%	94.76%
Total Closed Units:	59			10	36	12	1
Total Closed Volume:	9,183,948			760.95K	4.04M	4.02M	360.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

Inventory as of Dec 16, 2014



Market Summary

Report Produced on: Dec 16, 2014

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 76 Sales/Month

Active Inventory as of November 30, 2014 = 459

	NOVEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	56	59	5.36%	815	845	3.68%
Pending Sales	63	63	0.00%	839	881	5.01%
New Listings	112	93	-16.96%	1,792	1,626	-9.26%
Median List Price	117,500	124,900	6.30%	119,000	123,500	3.78%
Median Sale Price	113,750	119,000	4.62%	116,500	119,000	2.15%
Median Percent of List Price to Selling Price	97.87%	97.74%	-0.13%	97.28%	97.50%	0.22%
Median Days on Market to Sale	31.00	29.00	-6.45%	38.00	30.00	-21.05%
Monthly Inventory	675	459	-32.00%	675	459	-32.00%
Months Supply of Inventory	9.13	6.06	-33.65%	9.13	6.06	-33.65%

