



October 2014

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

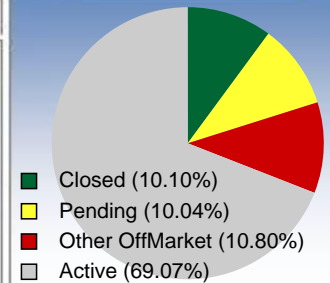


Absorption: Last 12 months, an Average of **1,116** Sales/Month

Active Inventory as of October 31, 2014 = **7,625**

	OCTOBER		
	2013	2014	+/- %
Closed Listings	988	1,115	12.85%
Pending Listings	1,024	1,108	8.20%
New Listings	2,144	2,028	-5.41%
Median List Price	134,500	148,000	10.04%
Median Sale Price	129,000	143,100	10.93%
Median Percent of List Price to Selling Price	97.61%	97.86%	0.25%
Median Days on Market to Sale	43.00	41.00	-4.65%
End of Month Inventory	8,886	7,625	-14.19%
Months Supply of Inventory	8.28	6.83	-17.43%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 17, 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 October 2014 decreased **14.19%** to 7,625 existing homes available for sale. Over the last 12 months this area has had an average of 1,116 closed sales per month. This represents an unsold inventory index of **6.83** 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 **10.93%** in October 2014 to \$143,100 versus the previous year at \$129,000.

Median Days on Market Shortens

The median number of **41.00** days that homes spent on the market before selling decreased by 2.00 days or **4.65%** in October 2014 compared to last year's same month at **43.00** DOM.

Sales Success for October 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 2,028 New Listings in October 2014, down **5.41%** from last year at 2,144. Furthermore, there were 1,115 Closed Listings this month versus last year at 988, a **12.85%** increase.

Closed versus Listed trends yielded a **55.0%** ratio, up from last year's October 2014 at **46.1%**, a **19.31%** 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®

October 2014

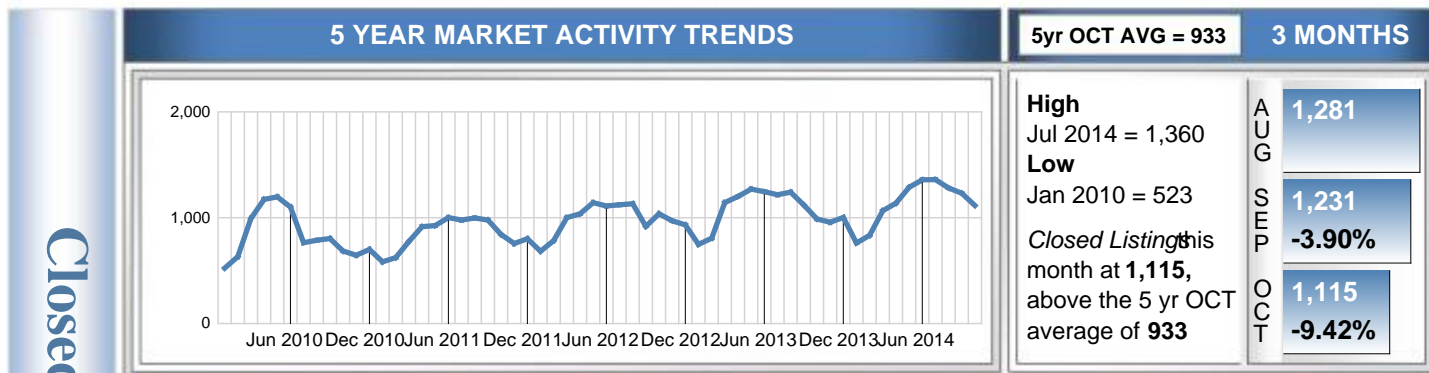
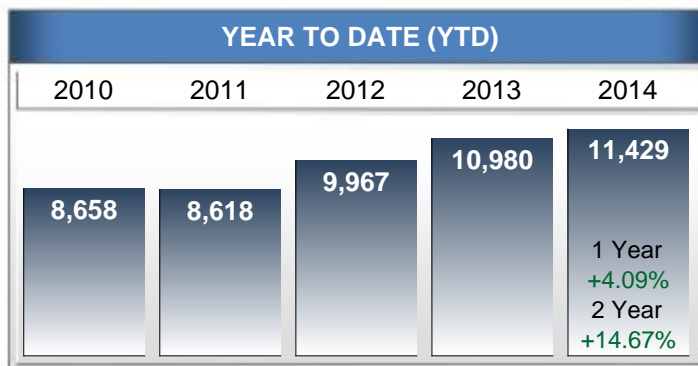
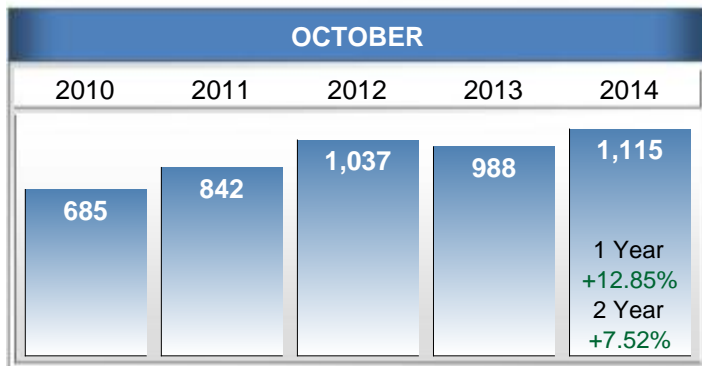
Closed Sales as of Nov 17, 2014



Closed Listings

Report Produced on: Nov 17, 2014

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



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	100	8.97%	38.0	68	31	1	0	
\$40,001 - \$70,000	113	10.13%	38.0	38	67	7	1	
\$70,001 - \$110,000	164	14.71%	45.0	26	123	14	1	
\$110,001 - \$170,000	322	28.88%	39.0	19	244	52	7	
\$170,001 - \$220,000	150	13.45%	36.5	8	69	69	4	
\$220,001 - \$320,000	150	13.45%	54.0	5	57	73	15	
\$320,001 and up	116	10.40%	40.5	3	23	75	15	
Total Closed Units: 1,115				41.0	167	614	291	43
Total Closed Volume: 193,095,614					14.86M	87.51M	75.04M	15.69M
Median Closed Price: \$143,100					\$55,133	\$130,000	\$225,000	\$290,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

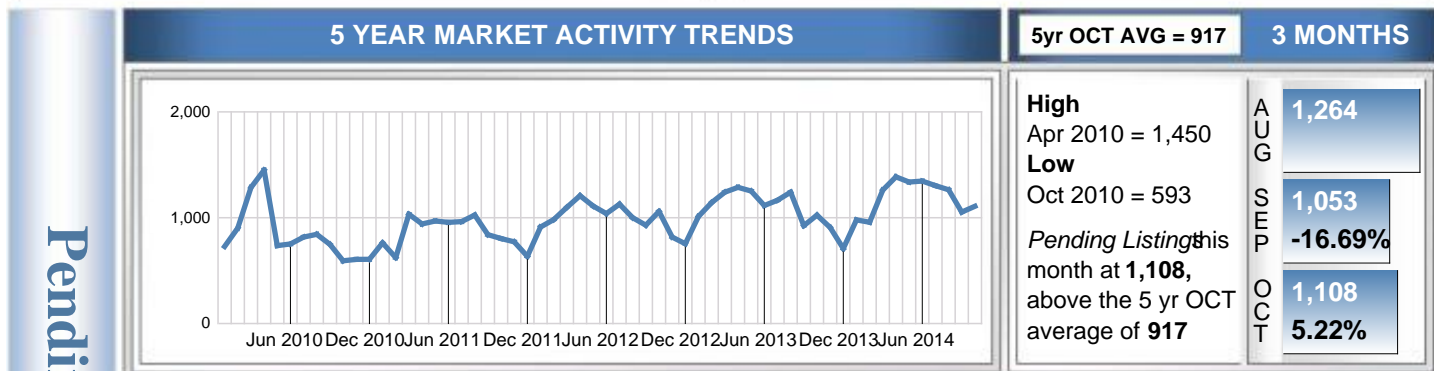
Pending Listings as of Nov 17, 2014



Pending Listings

Report Produced on: Nov 17, 2014

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



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			%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	105		9.48%	34.0	64	32	7	2	
\$40,001 \$70,000	130		11.73%	34.0	60	61	7	2	
\$70,001 \$110,000	169		15.25%	39.0	23	128	18	0	
\$110,001 \$160,000	271		24.46%	36.0	21	200	45	5	
\$160,001 \$220,000	174		15.70%	35.0	11	102	60	1	
\$220,001 \$310,000	142		12.82%	49.5	5	57	71	9	
\$310,001 and up	117		10.56%	56.0	10	19	65	23	
Total Pending Units: 1,108					41.0	194	599	273	42
Total Pending Volume: 193,280,646						18.25M	84.78M	69.11M	21.14M
Median Listing Price: \$136,950						\$59,250	\$129,000	\$220,000	\$324,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

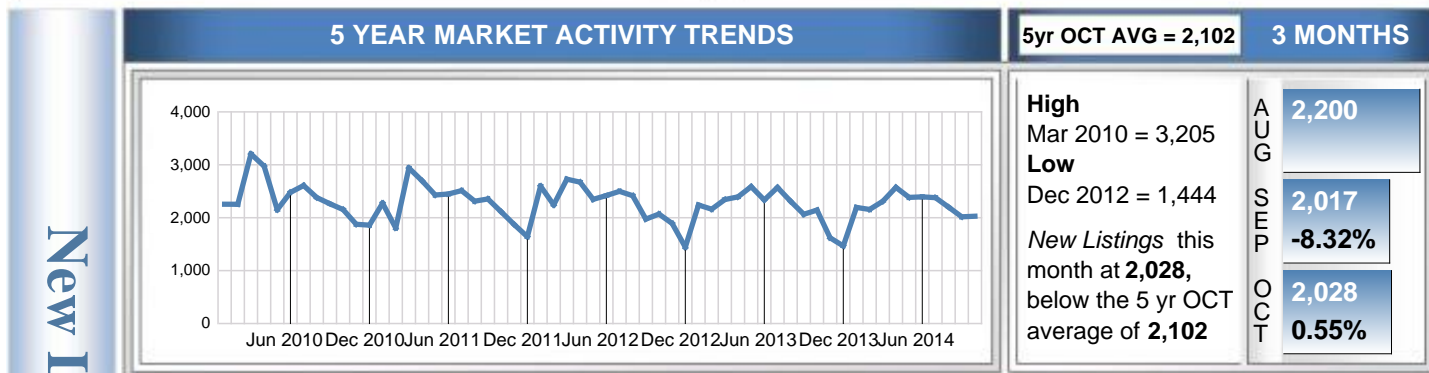
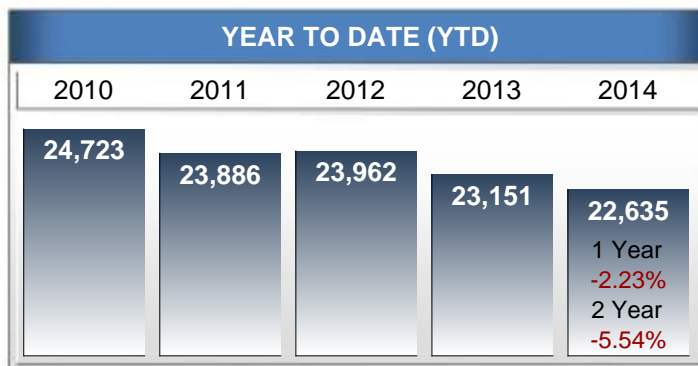
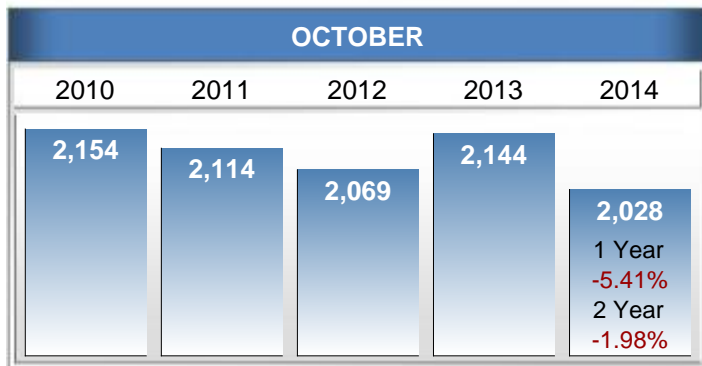
New Listings as of Nov 17, 2014



New Listings

Report Produced on: Nov 17, 2014

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



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+
\$40,000 and less	181	8.93%	136	40	5	0
\$40,001 - \$70,000	250	12.33%	130	102	17	1
\$70,001 - \$100,000	281	13.86%	95	164	19	3
\$100,001 - \$170,000	535	26.38%	57	385	86	7
\$170,001 - \$240,000	320	15.78%	24	163	122	11
\$240,001 - \$370,000	244	12.03%	29	71	119	25
\$370,001 and up	217	10.70%	34	28	110	45
Total New Listed Units:	2,028		505	953	478	92
Total New Listed Volume:	415,845,443		71.25M	140.76M	142.02M	61.82M
Median New Listed Listing Price:	\$139,700		\$67,500	\$127,500	\$234,900	\$367,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

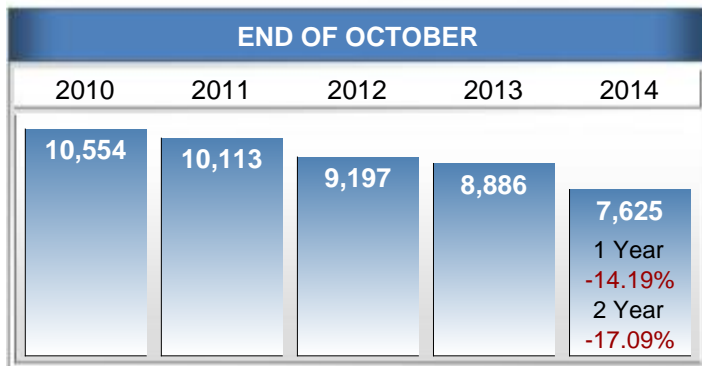
Active Inventory as of Nov 17, 2014



Active Inventory

Report Produced on: Nov 17, 2014

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



Active Inventory

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



5yr OCT AVG = 9,275	3 MONTHS
High Aug 2010 = 11,134	AUG 8,062
Low Mar 2014 = 7,590	SEP 7,898
<i>Inventory</i> this month at 7,625 , below the 5 yr OCT average of 9,275	OCT 7,625
	-2.03%
	-3.46%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	327	4.29%	96.0	283	38	6	0		
\$20,001 - \$60,000	1,360	17.84%	88.0	1,058	268	28	6		
\$60,001 - \$100,000	1,161	15.23%	78.0	451	612	86	12		
\$100,001 - \$170,000	1,800	23.61%	70.0	285	1,164	325	26		
\$170,001 - \$250,000	1,228	16.10%	67.0	131	565	482	50		
\$250,001 - \$400,000	990	12.98%	77.0	127	226	526	111		
\$400,001 and up	759	9.95%	84.0	130	95	360	174		
Total Active Inventory by Units:				7,625	78.0	2,465	2,968	1,813	379
Total Active Inventory by Volume:				1,617,741,538		369.91M	465.27M	564.42M	218.14M
Median Active Inventory Listing Price:				\$139,900		\$54,900	\$134,900	\$249,500	\$369,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

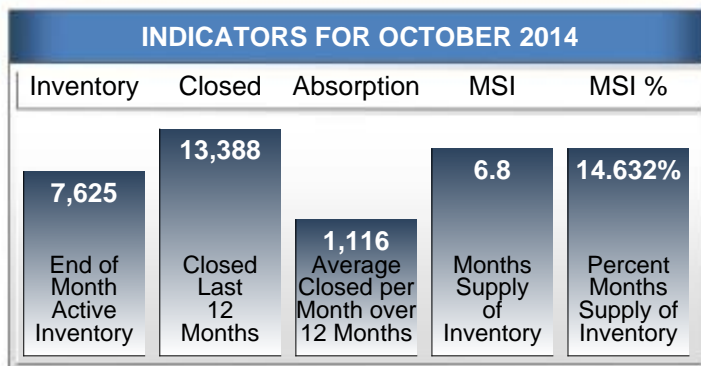
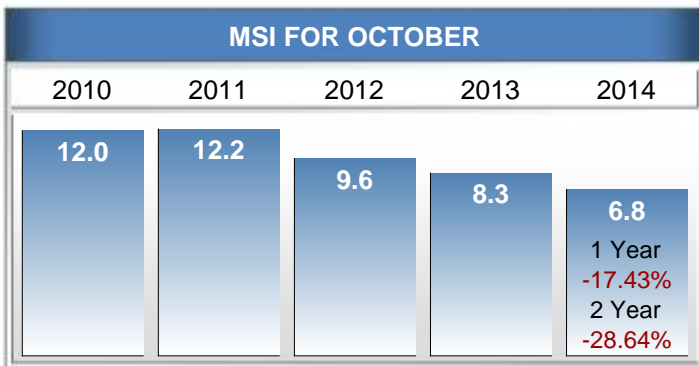
Active Inventory as of Nov 17, 2014



Months Supply of Inventory

Report Produced on: Nov 17, 2014

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



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	327	4.29%	8.9	11.0	3.7	7.2	0.0
\$20,001 - \$60,000	1,360	17.84%	9.2	15.3	3.9	3.2	8.0
\$60,001 - \$100,000	1,161	15.23%	6.6	11.3	5.2	5.3	6.9
\$100,001 - \$170,000	1,800	23.61%	4.9	10.5	4.3	5.0	5.5
\$170,001 - \$250,000	1,228	16.10%	6.0	11.2	5.7	5.6	6.4
\$250,001 - \$400,000	990	12.98%	7.7	26.3	6.6	6.9	7.9
\$400,001 and up	759	9.95%	14.3	45.9	10.3	13.6	12.1
MSI:			6.8	13.6	4.8	6.5	8.7
Total Active Inventory:			7,625	2,465	2,968	1,813	379



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

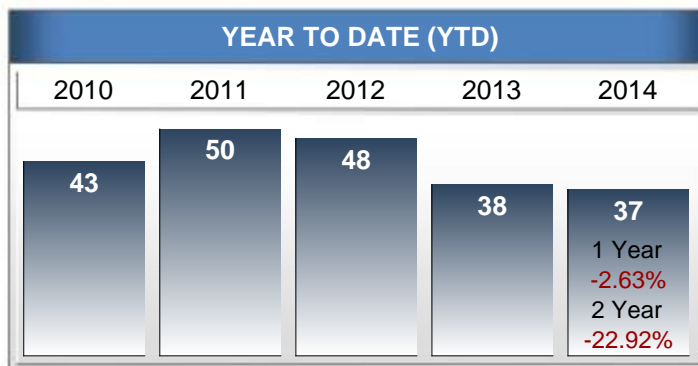
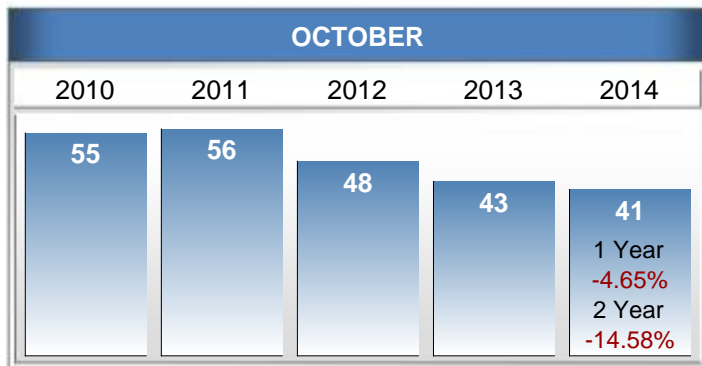
Closed Sales as of Nov 17, 2014



Median Days on Market to Sale

Report Produced on: Nov 17, 2014

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



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	100	8.97%	38.0	44.5	32.0	55.0	0.0
\$40,001 - \$70,000	113	10.13%	38.0	53.0	23.0	22.0	29.0
\$70,001 - \$110,000	164	14.71%	45.0	49.0	45.0	37.5	25.0
\$110,001 - \$170,000	322	28.88%	39.0	43.0	36.0	35.5	70.0
\$170,001 - \$220,000	150	13.45%	36.5	59.5	27.0	43.0	40.0
\$220,001 - \$320,000	150	13.45%	54.0	33.0	52.0	60.0	47.0
\$320,001 and up	116	10.40%	40.5	42.0	30.0	38.0	83.0
Median Closed DOM: 41.0				46.0	37.0	43.0	63.0
Total Closed Units: 1,115				167	614	291	43
Total Closed Volume: 193,095,614				14.86M	87.51M	75.04M	15.69M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

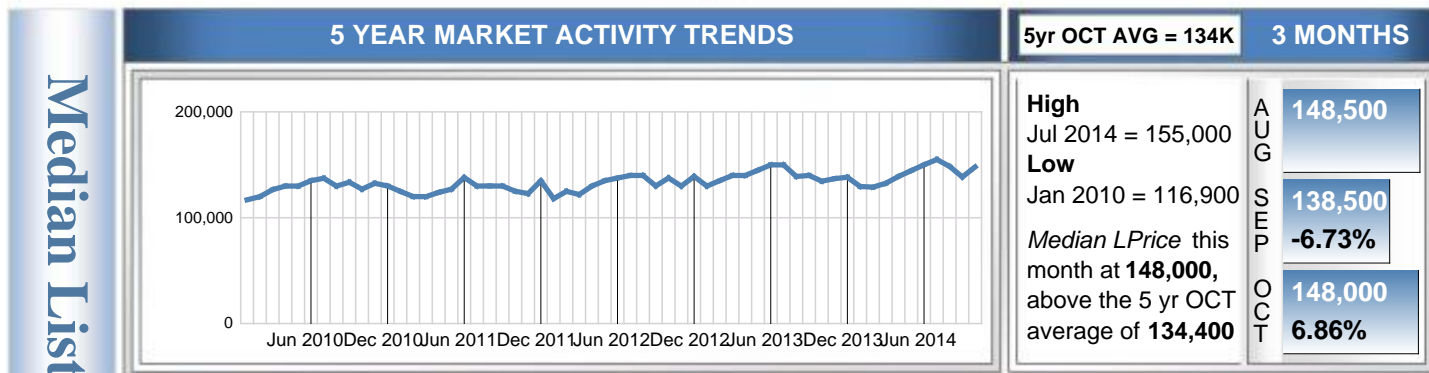
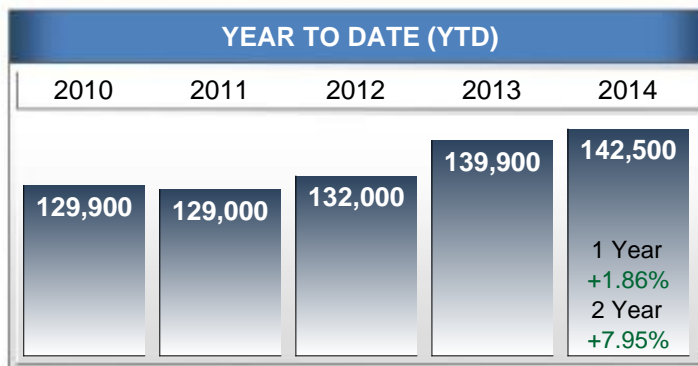
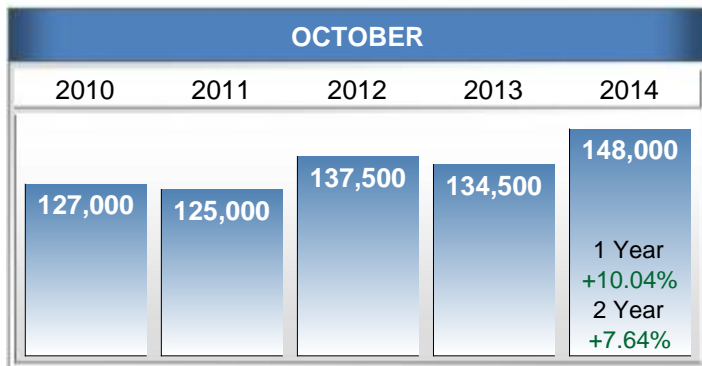
Closed Sales as of Nov 17, 2014



Median List Price at Closing

Report Produced on: Nov 17, 2014

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



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	91		8.16%	26,500	25,900	29,300	32,450	0
\$40,001 - \$70,000	112		10.04%	59,500	59,000	58,500	61,500	66,000
\$70,001 - \$110,000	153		13.72%	89,900	87,000	89,900	97,900	0
\$110,001 - \$170,000	322		28.88%	139,900	135,000	138,900	148,000	142,450
\$170,001 - \$220,000	161		14.44%	190,000	184,450	189,950	192,500	191,900
\$220,001 - \$320,000	155		13.90%	270,000	245,000	269,000	270,000	284,000
\$320,001 and up	121		10.85%	394,500	700,000	374,462	396,750	469,900
Median List Price:		\$148,000			\$60,000	\$132,950	\$229,500	\$294,900
Total Closed Units:		1,115			167	614	291	43
Total List Volume:		198,959,096			15.81M	90.03M	77.01M	16.10M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

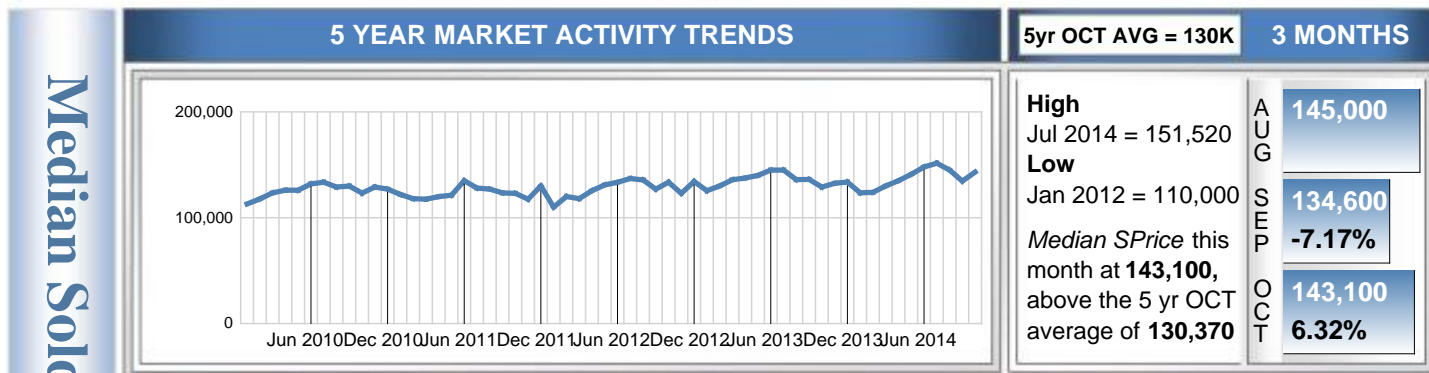
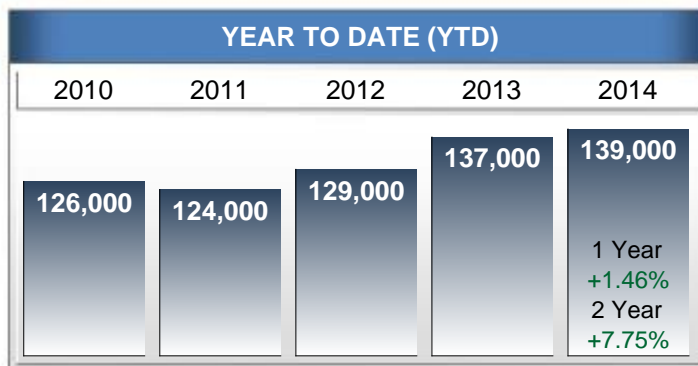
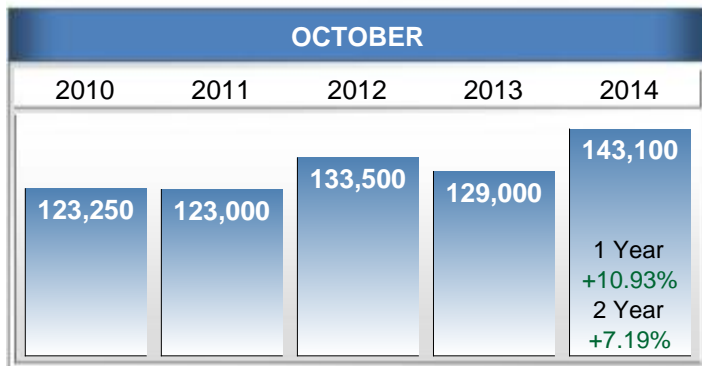
Closed Sales as of Nov 17, 2014



Median Sold Price at Closing

Report Produced on: Nov 17, 2014

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



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	100		8.97%	26,500	24,376	29,900	35,000	0
\$40,001 \$70,000	113		10.13%	58,000	58,000	56,600	61,111	62,700
\$70,001 \$110,000	164		14.71%	90,500	86,450	91,000	89,500	107,900
\$110,001 \$170,000	322		28.88%	140,000	140,000	139,900	146,250	143,100
\$170,001 \$220,000	150		13.45%	191,250	201,250	190,000	192,000	188,500
\$220,001 \$320,000	150		13.45%	268,750	254,000	265,000	271,250	286,500
\$320,001 and up	116		10.40%	394,914	673,000	372,500	389,900	450,000
Median Closed Price:	\$143,100				\$55,133	\$130,000	\$225,000	\$290,000
Total Closed Units:	1,115				167	614	291	43
Total Closed Volume:	193,095,614				14.86M	87.51M	75.04M	15.69M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

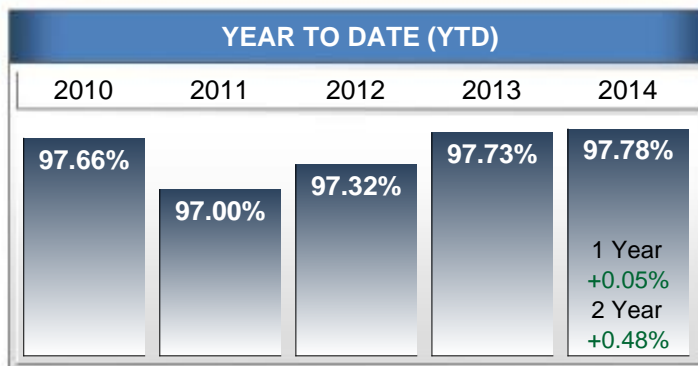
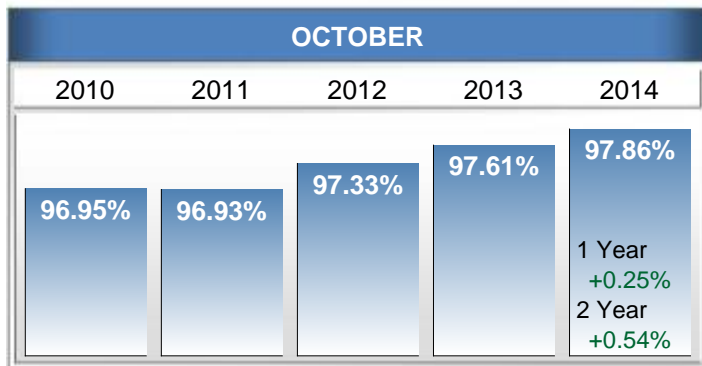
Closed Sales as of Nov 17, 2014



Median Percent of List Price to Selling Price

Report Produced on: Nov 17, 2014

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	100	8.97%	92.28%	90.06%	97.74%	87.72%	0.00%
\$40,001 - \$70,000	113	10.13%	95.38%	93.72%	95.74%	100.00%	95.00%
\$70,001 - \$110,000	164	14.71%	96.97%	94.25%	97.37%	97.53%	85.70%
\$110,001 - \$170,000	322	28.88%	98.70%	95.56%	98.72%	98.69%	100.00%
\$170,001 - \$220,000	150	13.45%	98.34%	96.25%	98.31%	98.55%	99.48%
\$220,001 - \$320,000	150	13.45%	98.30%	98.07%	97.86%	98.37%	99.06%
\$320,001 and up	116	10.40%	97.14%	96.14%	97.08%	97.43%	96.98%
Median List/Sell Ratio:	97.86%			93.55%	98.12%	98.32%	98.97%
Total Closed Units:	1,115			167	614	291	43
Total Closed Volume:	193,095,614			14.86M	87.51M	75.04M	15.69M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

Inventory as of Nov 17, 2014



Market Summary

Report Produced on: Nov 17, 2014

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



Absorption: Last 12 months, an Average of **1,116** Sales/Month

Active Inventory as of October 31, 2014 = **7,625**

	OCTOBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	988	1,115	12.85%	10,980	11,429	4.09%
Pending Sales	1,024	1,108	8.20%	11,405	11,994	5.16%
New Listings	2,144	2,028	-5.41%	23,151	22,635	-2.23%
Median List Price	134,500	148,000	10.04%	139,900	142,500	1.86%
Median Sale Price	129,000	143,100	10.93%	137,000	139,000	1.46%
Median Percent of List Price to Selling Price	97.61%	97.86%	0.25%	97.73%	97.78%	0.05%
Median Days on Market to Sale	43.00	41.00	-4.65%	38.00	37.00	-2.63%
Monthly Inventory	8,886	7,625	-14.19%	8,886	7,625	-14.19%
Months Supply of Inventory	8.28	6.83	-17.43%	8.28	6.83	-17.43%

