



# October 2014

Area Delimited by County Of Washington

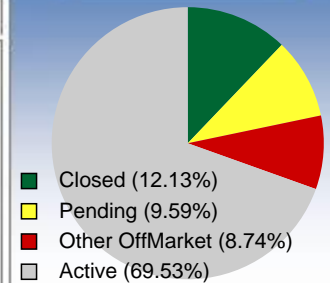


**Absorption:** Last 12 months, an Average of **76** Sales/Month

**Active Inventory** as of October 31, 2014 = **493**

	OCTOBER		
	2013	2014	+/- %
Closed Listings	83	86	3.61%
Pending Listings	68	68	0.00%
New Listings	245	136	-44.49%
Median List Price	127,500	114,000	-10.59%
Median Sale Price	120,000	112,000	-6.67%
Median Percent of List Price to Selling Price	97.53%	97.40%	-0.14%
Median Days on Market to Sale	59.00	41.00	-30.51%
End of Month Inventory	702	493	-29.77%
Months Supply of Inventory	9.36	6.53	-30.24%

## 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 **29.77%** to 493 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 **6.53** 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 **6.67%** in October 2014 to \$112,000 versus the previous year at \$120,000.

### Median Days on Market Shortens

The median number of **41.00** days that homes spent on the market before selling decreased by 18.00 days or **30.51%** in October 2014 compared to last year's same month at **59.00** DOM.

### Sales Success for October 2014 is Positive

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

There were 136 New Listings in October 2014, down **44.49%** from last year at 245. Furthermore, there were 86 Closed Listings this month versus last year at 83, a **3.61%** increase.

Closed versus Listed trends yielded a **63.2%** ratio, up from last year's October 2014 at **33.9%**, a **86.66%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## October 2014

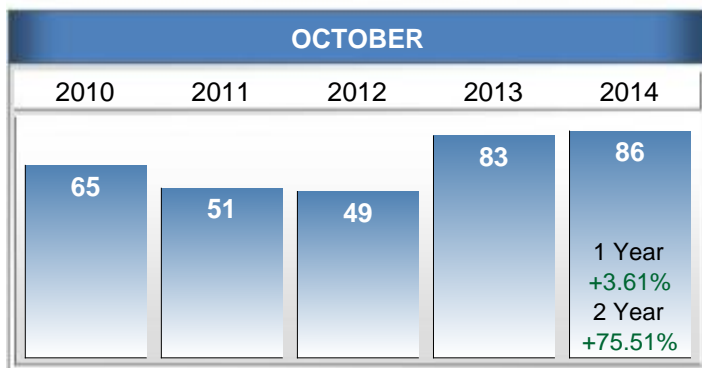
Closed Sales as of Nov 17, 2014



### Closed Listings

Report Produced on: Nov 17, 2014

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	7	8.14%	26.0	5	2	0	0
\$40,001 - \$60,000	9	10.47%	39.0	3	6	0	0
\$60,001 - \$80,000	14	16.28%	41.0	5	8	1	0
\$80,001 - \$120,000	16	18.60%	56.5	3	11	2	0
\$120,001 - \$160,000	19	22.09%	25.0	2	12	5	0
\$160,001 - \$220,000	12	13.95%	44.0	1	7	4	0
\$220,001 and up	9	10.47%	62.0	1	0	8	0
Total Closed Units: 86				20	46	20	
Total Closed Volume: 10,477,453				1.55M	4.87M	4.05M	0.00B
Median Closed Price: \$112,000				\$64,537	\$102,450	\$175,950	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

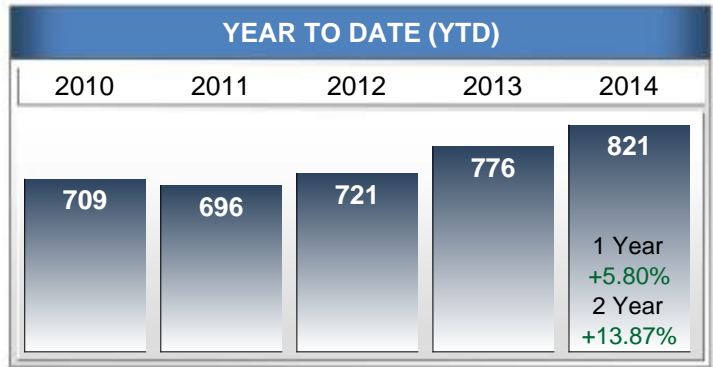
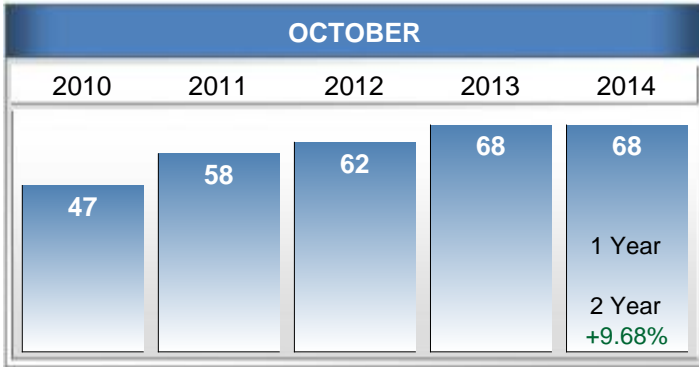
Pending Listings as of Nov 17, 2014



### Pending Listings

Report Produced on: Nov 17, 2014

Area Delimited by 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+
\$40,000 and less	2	2.94%	6.5	1	1	0	0
\$40,001 - \$60,000	7	10.29%	51.0	1	6	0	0
\$60,001 - \$80,000	13	19.12%	32.0	6	7	0	0
\$80,001 - \$120,000	18	26.47%	66.0	1	12	4	1
\$120,001 - \$150,000	11	16.18%	18.0	0	11	0	0
\$150,001 - \$200,000	10	14.71%	72.0	1	6	3	0
\$200,001 and up	7	10.29%	32.0	0	1	4	2
<b>Total Pending Units:</b>	<b>68</b>		<b>37.0</b>	<b>10</b>	<b>44</b>	<b>11</b>	<b>3</b>
<b>Total Pending Volume:</b>	<b>8,191,775</b>			<b>807.13K</b>	<b>4.72M</b>	<b>1.86M</b>	<b>803.80K</b>
<b>Median Listing Price:</b>	<b>\$104,950</b>			<b>\$70,750</b>	<b>\$99,700</b>	<b>\$159,900</b>	<b>\$339,000</b>



# Monthly Inventory Analysis

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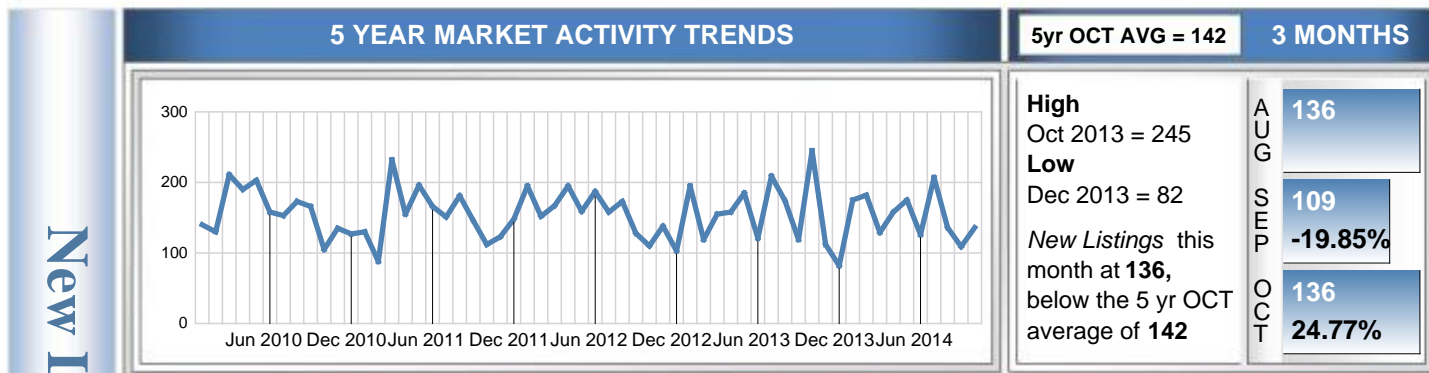
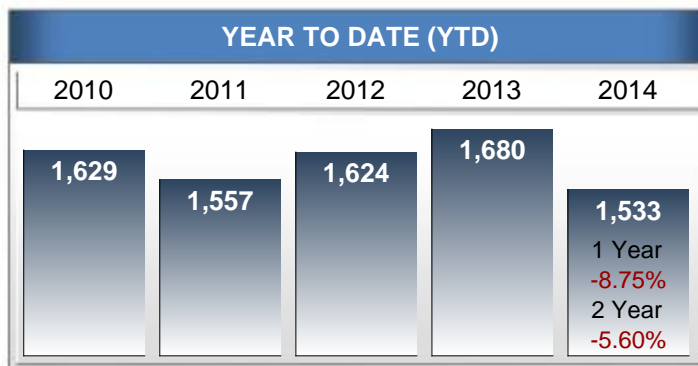
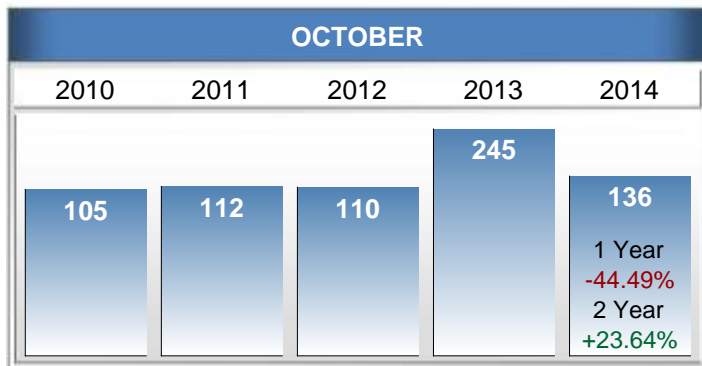
New Listings as of Nov 17, 2014



### New Listings

Report Produced on: Nov 17, 2014

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	24	17.65%	23	1	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0
\$20,001 - \$70,000	22	16.18%	13	8	1	0
\$70,001 - \$140,000	37	27.21%	7	25	5	0
\$140,001 - \$190,000	21	15.44%	1	13	7	0
\$190,001 - \$300,000	18	13.24%	1	3	13	1
\$300,001 and up	14	10.29%	1	1	6	6
Total New Listed Units:			46	51	32	7
Total New Listed Volume:			2.72M	6.39M	7.18M	2.67M
Median New Listed Listing Price:			\$21,000	\$119,900	\$214,950	\$345,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

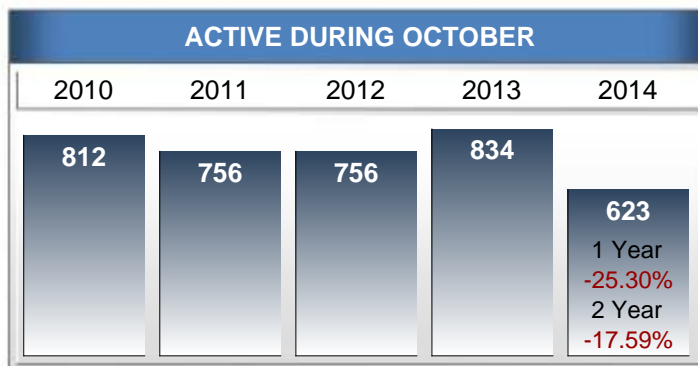
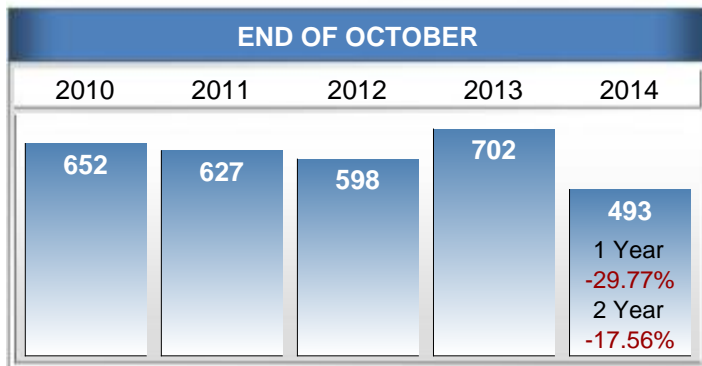
Active Inventory as of Nov 17, 2014



### Active Inventory

Report Produced on: Nov 17, 2014

Area Delimited by County Of Washington



Active Inventory

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<b>5yr OCT AVG = 614</b>	<b>3 MONTHS</b>
<b>High</b> Aug 2010 = 708	<b>AUG</b> 511
<b>Low</b> Sep 2014 = 488	<b>SEP</b> 488
<i>Inventory</i> this month at <b>493</b> , below the 5 yr OCT average of <b>614</b>	<b>OCT</b> 493
	<b>-4.50%</b>
	<b>1.02%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	27	5.48%	30.0	26	1	0	0		
\$20,001 \$50,000	82	16.63%	100.0	64	16	1	1		
\$50,001 \$70,000	61	12.37%	72.0	45	15	1	0		
\$70,001 \$120,000	119	24.14%	95.0	48	60	11	0		
\$120,001 \$180,000	94	19.07%	87.5	11	59	23	1		
\$180,001 \$280,000	60	12.17%	61.5	5	12	43	0		
\$280,001 and up	50	10.14%	62.0	8	11	17	14		
Total Active Inventory by Units:				493	77.0	207	174	96	16
Total Active Inventory by Volume:				83,922,377		23.24M	22.91M	21.97M	15.81M
Median Active Inventory Listing Price:				\$99,900		\$58,000	\$119,000	\$199,250	\$339,950





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

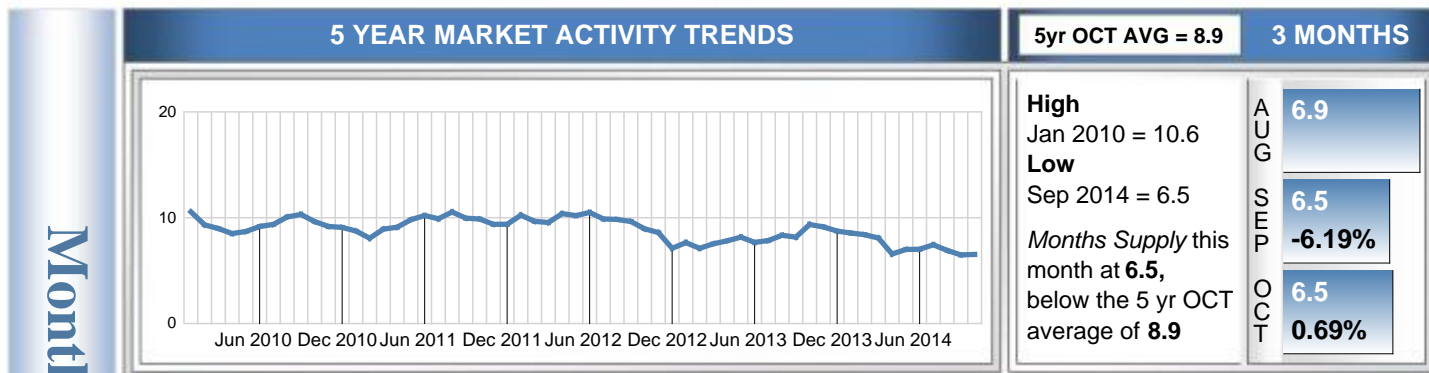
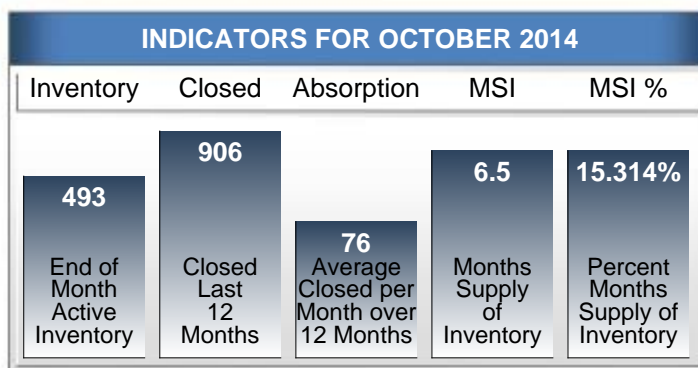
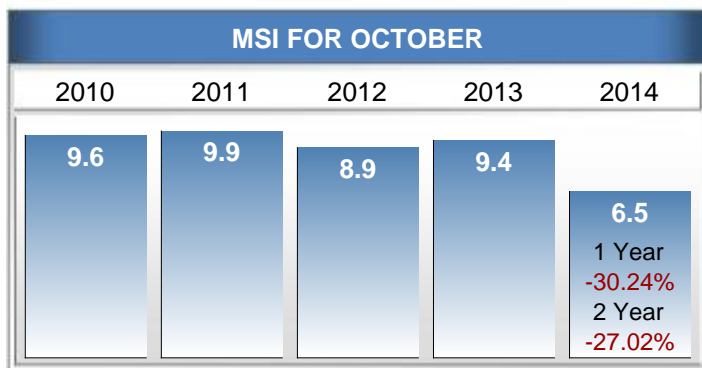
Active Inventory as of Nov 17, 2014



### Months Supply of Inventory

Report Produced on: Nov 17, 2014

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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+
\$20,000 and less	27	5.48%	7.4	9.8	1.0	0.0	0.0
\$20,001 \$50,000	82	16.63%	10.5	19.2	3.8	6.0	12.0
\$50,001 \$70,000	61	12.37%	8.4	15.0	4.0	2.0	0.0
\$70,001 \$120,000	119	24.14%	6.0	15.6	4.3	4.1	0.0
\$120,001 \$180,000	94	19.07%	5.7	12.0	6.3	4.1	2.0
\$180,001 \$280,000	60	12.17%	4.4	10.0	2.9	5.2	0.0
\$280,001 and up	50	10.14%	7.3	24.0	16.5	4.2	8.0
MSI:	6.5			15.0	4.7	4.5	5.2
Total Active Inventory:	493			207	174	96	16



# Monthly Inventory Analysis

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## October 2014

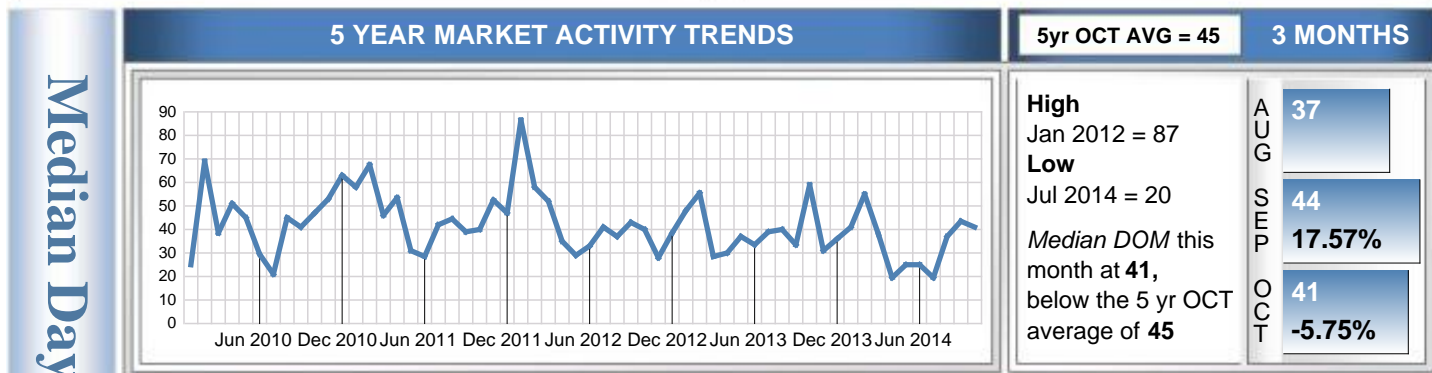
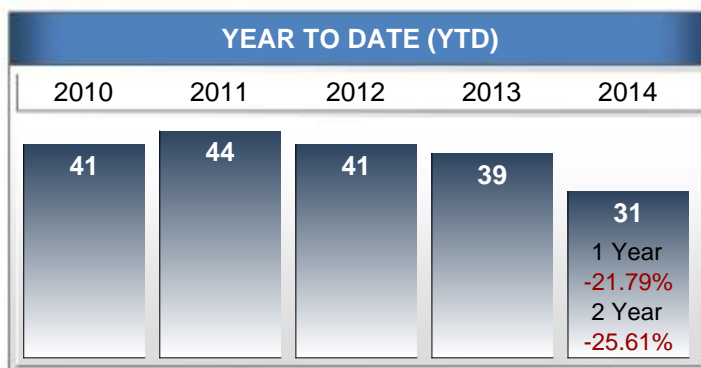
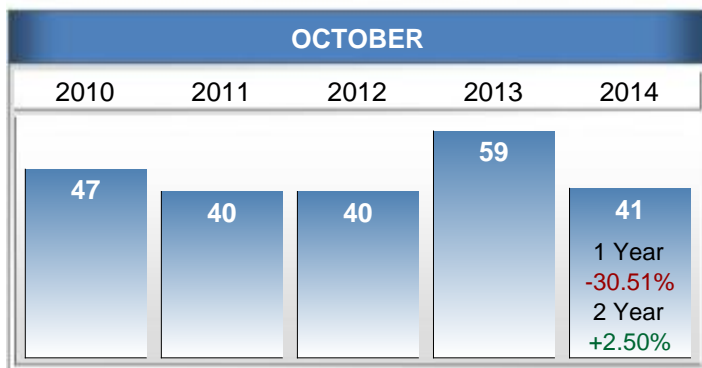
Closed Sales as of Nov 17, 2014



### Median Days on Market to Sale

Report Produced on: Nov 17, 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+
\$40,000 and less	7	8.14%	26.0	9.0	85.0	0.0	0.0
\$40,001 - \$60,000	9	10.47%	39.0	4.0	41.5	0.0	0.0
\$60,001 - \$80,000	14	16.28%	41.0	16.0	48.0	43.0	0.0
\$80,001 - \$120,000	16	18.60%	56.5	14.0	87.0	38.5	0.0
\$120,001 - \$160,000	19	22.09%	25.0	81.0	12.0	75.0	0.0
\$160,001 - \$220,000	12	13.95%	44.0	149.0	27.0	68.5	0.0
\$220,001 and up	9	10.47%	62.0	73.0	0.0	35.5	0.0
Median Closed DOM:	41.0			15.5	44.0	63.0	0.0
Total Closed Units:	86			20	46	20	
Total Closed Volume:	10,477,453			1.55M	4.87M	4.05M	0.00B



# Monthly Inventory Analysis

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## October 2014

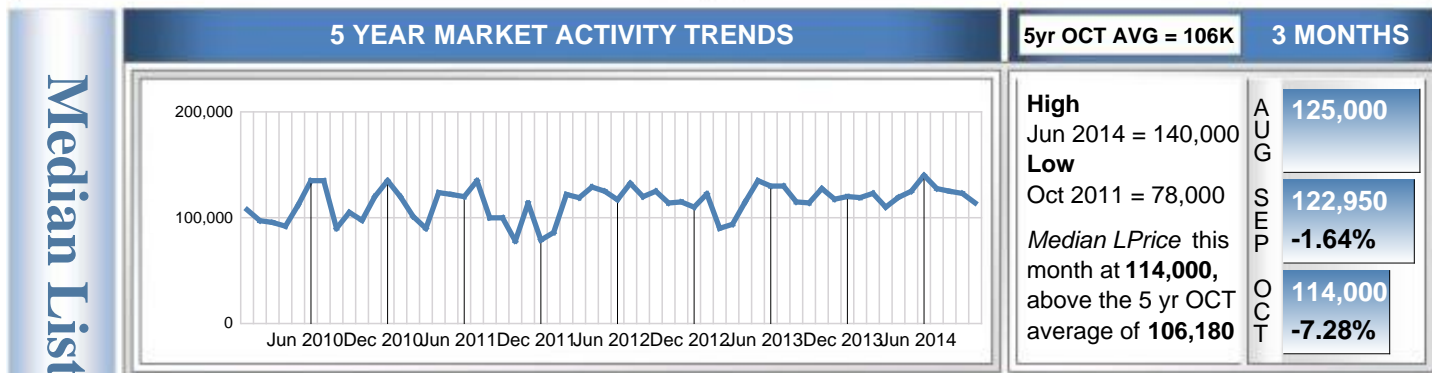
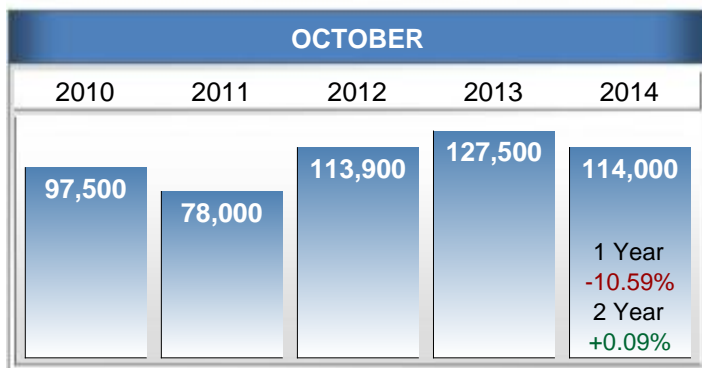
Closed Sales as of Nov 17, 2014



### Median List Price at Closing

Report Produced on: Nov 17, 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+
\$40,000 and less	6		6.98%	25,000	20,000	39,900	0	0
\$40,001 - \$60,000	10		11.63%	50,000	50,000	50,000	0	0
\$60,001 - \$80,000	12		13.95%	71,250	70,000	72,500	0	0
\$80,001 - \$120,000	20		23.26%	95,500	93,500	99,900	89,900	0
\$120,001 - \$160,000	16		18.60%	134,950	140,000	134,950	133,000	0
\$160,001 - \$220,000	11		12.79%	174,500	0	174,000	179,500	0
\$220,001 and up	11		12.79%	300,000	294,750	225,000	313,900	0
Median List Price:		\$114,000			\$70,000	\$109,950	\$179,500	\$0
Total Closed Units:		86			20	46	20	
Total List Volume:		11,030,050			1.76M	5.06M	4.21M	0.00B





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## October 2014

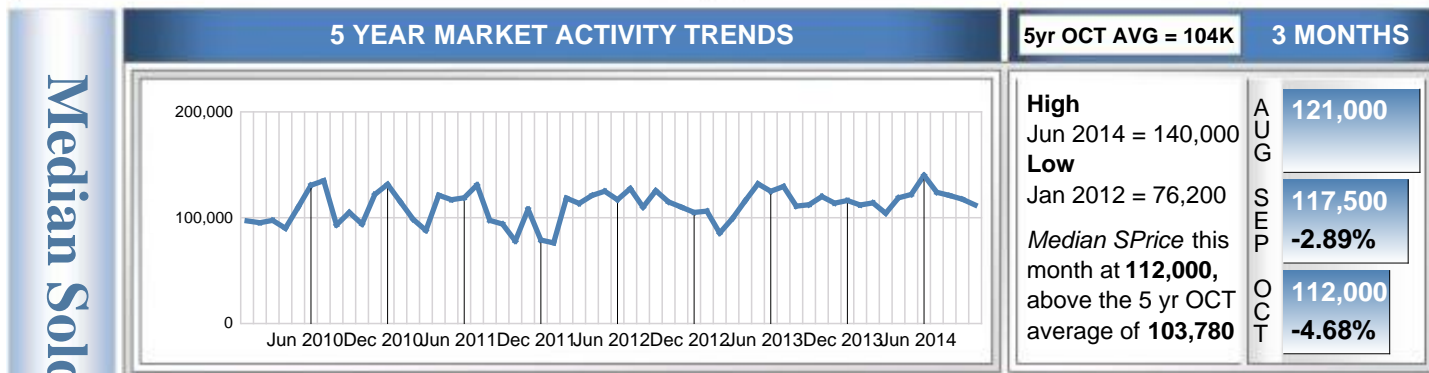
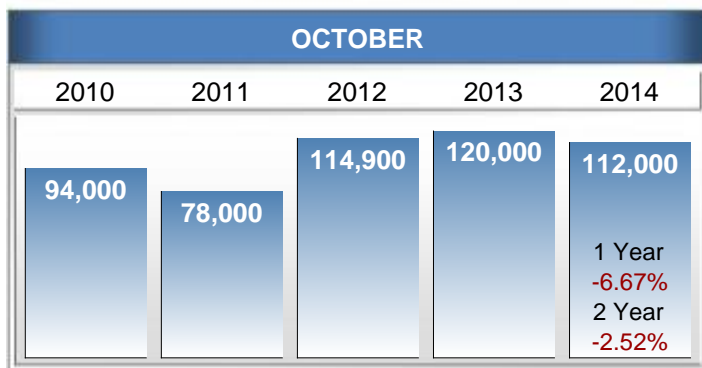
Closed Sales as of Nov 17, 2014



### Median Sold Price at Closing

Report Produced on: Nov 17, 2014

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+
\$40,000 and less	7		8.14%	30,000	19,500	36,500	0	0
\$40,001 \$60,000	9		10.47%	49,500	49,500	49,000	0	0
\$60,001 \$80,000	14		16.28%	70,180	65,324	71,230	70,400	0
\$80,001 \$120,000	16		18.60%	89,475	85,000	92,500	85,610	0
\$120,001 \$160,000	19		22.09%	130,000	132,000	128,250	130,000	0
\$160,001 \$220,000	12		13.95%	179,250	185,000	178,500	175,950	0
\$220,001 and up	9		10.47%	295,000	232,000	0	302,500	0
Median Closed Price:	\$112,000				\$64,537	\$102,450	\$175,950	\$0
Total Closed Units:	86				20	46	20	
Total Closed Volume:	10,477,453				1.55M	4.87M	4.05M	0.00B



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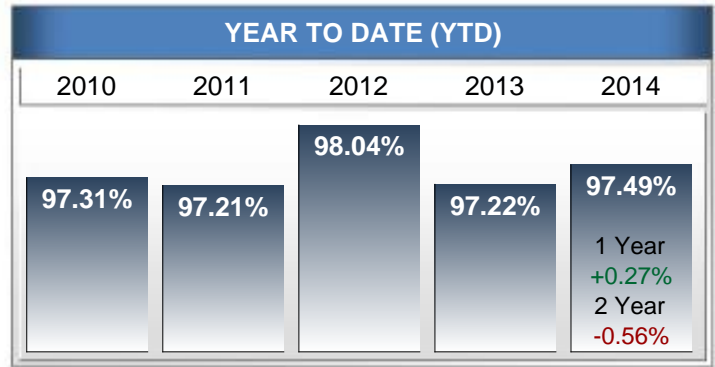
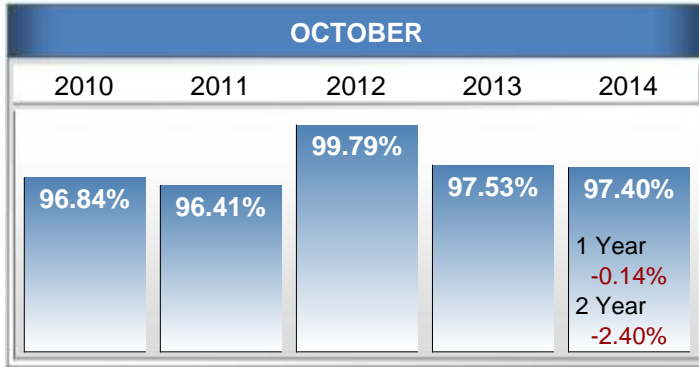
Closed Sales as of Nov 17, 2014



### Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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+
\$40,000 and less	7	8.14%	90.48%	97.50%	89.10%	0.00%	0.00%
\$40,001 \$60,000	9	10.47%	93.88%	89.64%	96.94%	0.00%	0.00%
\$60,001 \$80,000	14	16.28%	99.37%	98.75%	100.00%	73.33%	0.00%
\$80,001 \$120,000	16	18.60%	97.04%	95.51%	97.58%	96.23%	0.00%
\$120,001 \$160,000	19	22.09%	98.59%	101.71%	97.63%	100.00%	0.00%
\$160,001 \$220,000	12	13.95%	97.34%	61.67%	97.28%	99.32%	0.00%
\$220,001 and up	9	10.47%	95.56%	80.14%	0.00%	95.63%	0.00%
Median List/Sell Ratio:	97.40%			96.50%	97.40%	97.99%	0.00%
Total Closed Units:	86			20	46	20	
Total Closed Volume:	10,477,453			1.55M	4.87M	4.05M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2014

Inventory as of Nov 17, 2014



### Market Summary

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

**Active Inventory** as of October 31, 2014 = 493

	OCTOBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	83	86	3.61%	759	786	3.56%
Pending Sales	68	68	0.00%	776	821	5.80%
New Listings	245	136	-44.49%	1,680	1,533	-8.75%
Median List Price	127,500	114,000	-10.59%	119,000	123,250	3.57%
Median Sale Price	120,000	112,000	-6.67%	116,500	119,000	2.15%
Median Percent of List Price to Selling Price	97.53%	97.40%	-0.14%	97.22%	97.49%	0.27%
Median Days on Market to Sale	59.00	41.00	-30.51%	39.00	30.50	-21.79%
Monthly Inventory	702	493	-29.77%	702	493	-29.77%
Months Supply of Inventory	9.36	6.53	-30.24%	9.36	6.53	-30.24%

