



January 2015

Area Delimited by County Of Washington

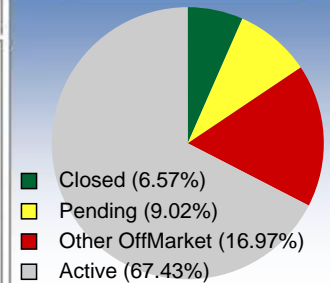


Absorption: Last 12 months, an Average of **76** Sales/Month

Active Inventory as of January 31, 2015 = **441**

| | JANUARY | | |
|---|---------|---------|---------|
| | 2014 | 2015 | +/- % |
| Closed Listings | 49 | 43 | -12.24% |
| Pending Listings | 70 | 59 | -15.71% |
| New Listings | 175 | 165 | -5.71% |
| Median List Price | 119,000 | 147,500 | 23.95% |
| Median Sale Price | 112,000 | 148,000 | 32.14% |
| Median Percent of List Price to Selling Price | 94.96% | 97.88% | 3.08% |
| Median Days on Market to Sale | 41.00 | 41.00 | 0.00% |
| End of Month Inventory | 627 | 441 | -29.67% |
| Months Supply of Inventory | 8.55 | 5.79 | -32.28% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 19, 2015

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 January 2015 decreased **29.67%** to 441 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 **5.79** 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 **32.14%** in January 2015 to \$148,000 versus the previous year at \$112,000.

Median Days on Market Shortens

The median number of **41.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in January 2015 compared to last year's same month at **41.00** DOM.

Sales Success for January 2015 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 165 New Listings in January 2015, down **5.71%** from last year at 175. Furthermore, there were 43 Closed Listings this month versus last year at 49, a **-12.24%** decrease.

Closed versus Listed trends yielded a **26.1%** ratio, down from last year's January 2015 at **28.0%**, a **6.93%** downswing. 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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| Closed Listings | 1 |
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| Inventory | 4 |
| Months Supply of Inventory | 5 |
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| Median Percent of List Price to Selling Price | 9 |
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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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

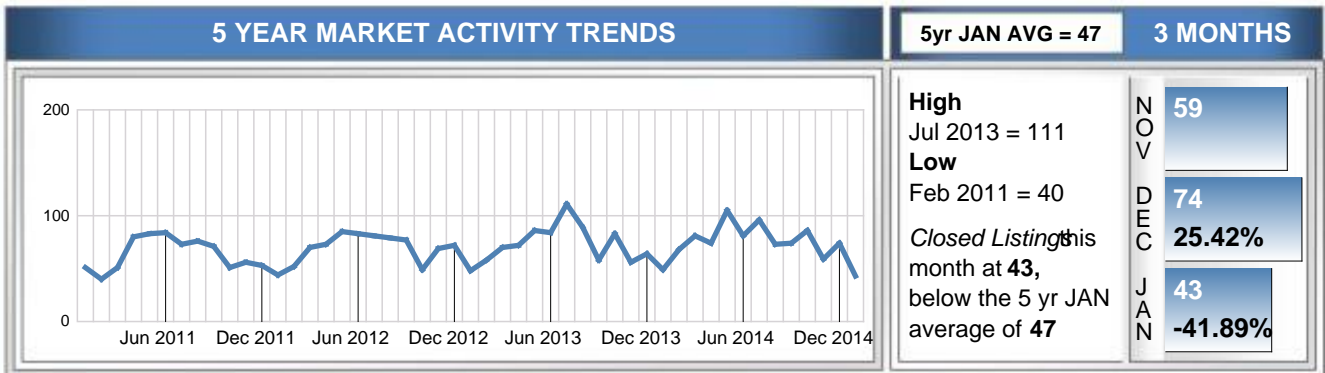
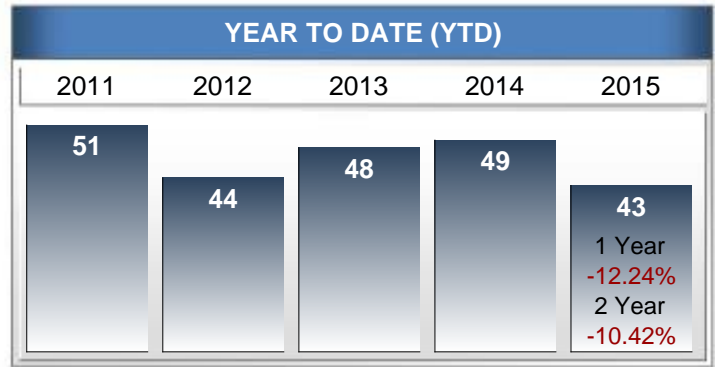
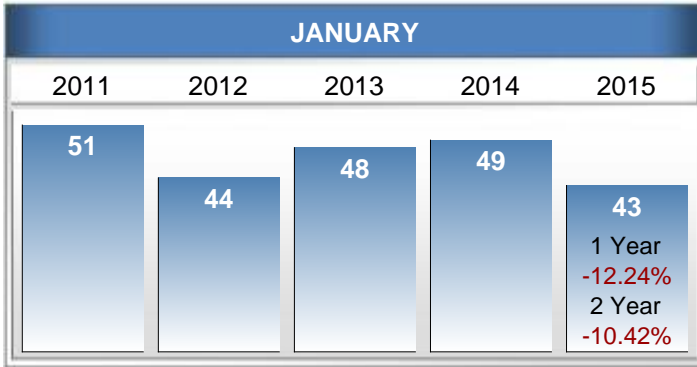
Closed Sales as of Feb 19, 2015



Closed Listings

Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



Closed Listings

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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 | 4 | 9.30% | 64.5 | 0 | 4 | 0 | 0 |
| \$40,001 - \$70,000 | 7 | 16.28% | 30.0 | 2 | 2 | 2 | 1 |
| \$70,001 - \$90,000 | 4 | 9.30% | 95.5 | 0 | 3 | 1 | 0 |
| \$90,001 - \$170,000 | 11 | 25.58% | 56.0 | 0 | 10 | 1 | 0 |
| \$170,001 - \$220,000 | 7 | 16.28% | 64.0 | 1 | 3 | 3 | 0 |
| \$220,001 - \$360,000 | 6 | 13.95% | 1.5 | 0 | 1 | 4 | 1 |
| \$360,001 and up | 4 | 9.30% | 9.0 | 1 | 1 | 1 | 1 |
| Total Closed Units: | 43 | | 41.0 | 4 | 24 | 12 | 3 |
| Total Closed Volume: | 7,192,980 | | | 675.88K | 3.06M | 2.65M | 807.00K |
| Median Closed Price: | \$148,000 | | | \$123,750 | \$113,800 | \$196,700 | \$240,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

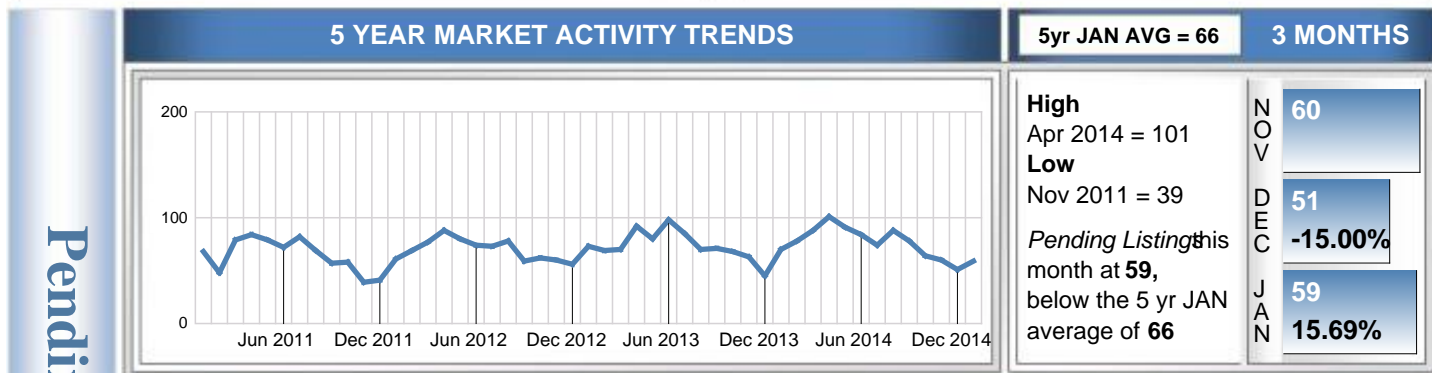
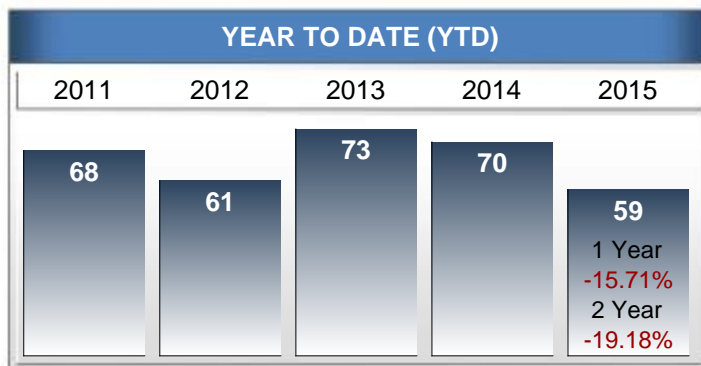
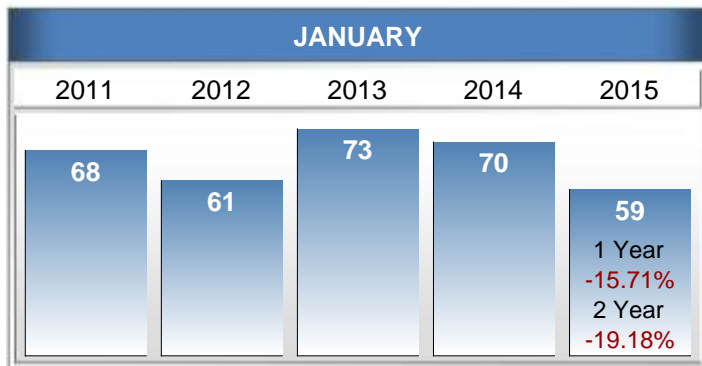
Pending Listings as of Feb 19, 2015



Pending Listings

Report Produced on: Feb 19, 2015

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+ |
|---|------------------|--------|-------------|-----------------|-----------------|------------------|------------------|
| \$20,000 and less | 4 | 6.78% | 43.5 | 3 | 1 | 0 | 0 |
| \$20,001 - \$60,000 | 8 | 13.56% | 38.0 | 3 | 5 | 0 | 0 |
| \$60,001 - \$90,000 | 10 | 16.95% | 54.0 | 0 | 8 | 2 | 0 |
| \$90,001 - \$130,000 | 12 | 20.34% | 27.0 | 0 | 9 | 3 | 0 |
| \$130,001 - \$160,000 | 10 | 16.95% | 35.5 | 2 | 3 | 5 | 0 |
| \$160,001 - \$230,000 | 9 | 15.25% | 23.0 | 1 | 5 | 3 | 0 |
| \$230,001 and up | 6 | 10.17% | 20.0 | 0 | 0 | 5 | 1 |
| Total Pending Units: | 59 | | 35.0 | 9 | 31 | 18 | 1 |
| Total Pending Volume: | 7,467,158 | | | 621.80K | 3.19M | 3.19M | 460.00K |
| Median Listing Price: | \$115,500 | | | \$45,000 | \$94,500 | \$154,450 | \$460,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

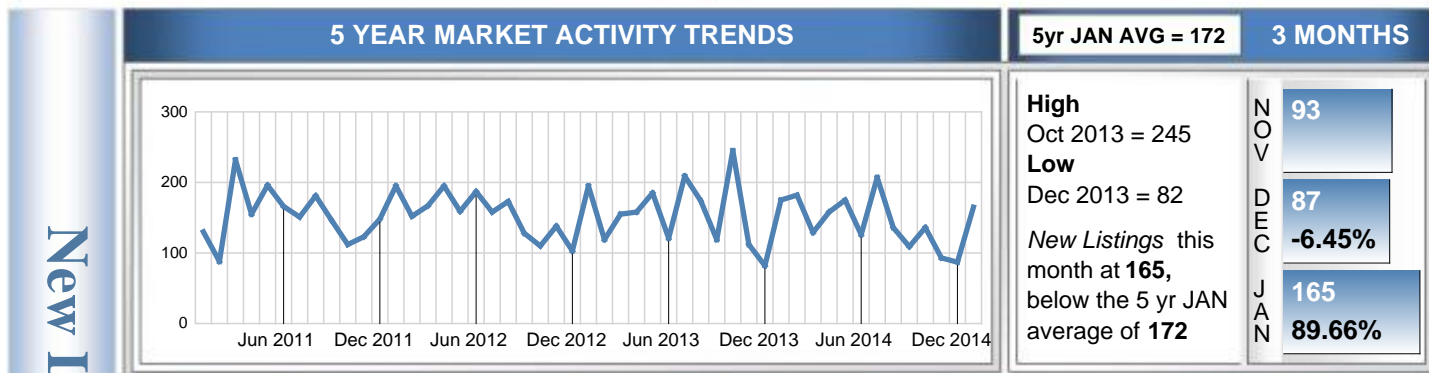
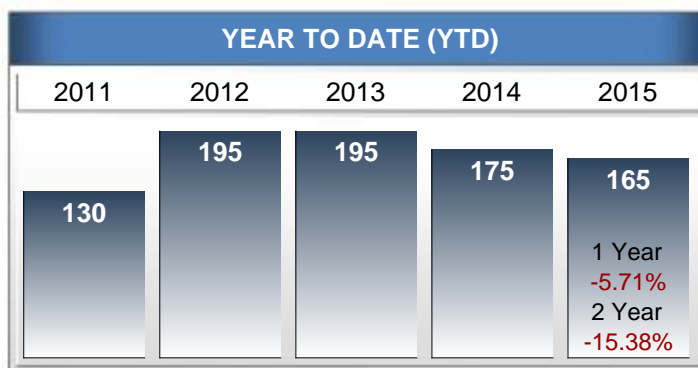
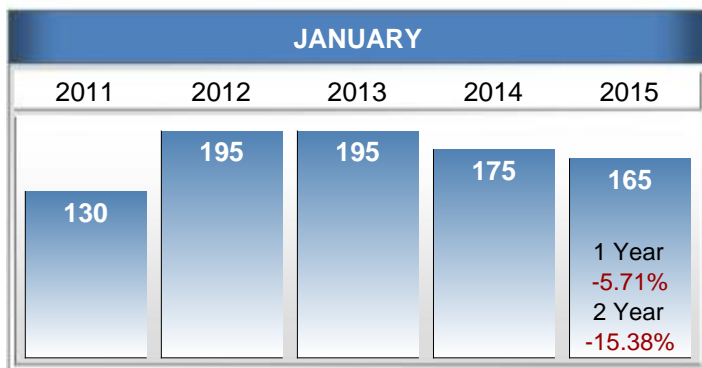
New Listings as of Feb 19, 2015



New Listings

Report Produced on: Feb 19, 2015

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 | 19 | 11.52% | 14 | 5 | 0 | 0 |
| \$30,001 - \$50,000 | 21 | 12.73% | 14 | 7 | 0 | 0 |
| \$50,001 - \$70,000 | 14 | 8.48% | 7 | 7 | 0 | 0 |
| \$70,001 - \$120,000 | 43 | 26.06% | 24 | 18 | 1 | 0 |
| \$120,001 - \$160,000 | 29 | 17.58% | 5 | 14 | 9 | 1 |
| \$160,001 - \$270,000 | 21 | 12.73% | 2 | 6 | 13 | 0 |
| \$270,001 and up | 18 | 10.91% | 5 | 3 | 9 | 1 |
| Total New Listed Units: | | | 71 | 60 | 32 | 2 |
| Total New Listed Volume: | | | 9.96M | 7.06M | 7.30M | 705.00K |
| Median New Listed Listing Price: | | | \$72,500 | \$109,900 | \$239,900 | \$352,500 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

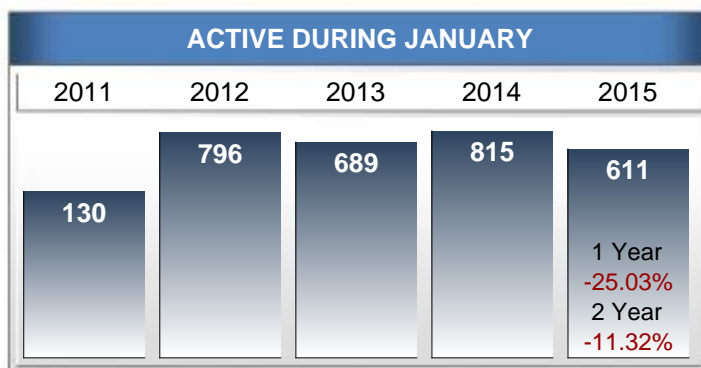
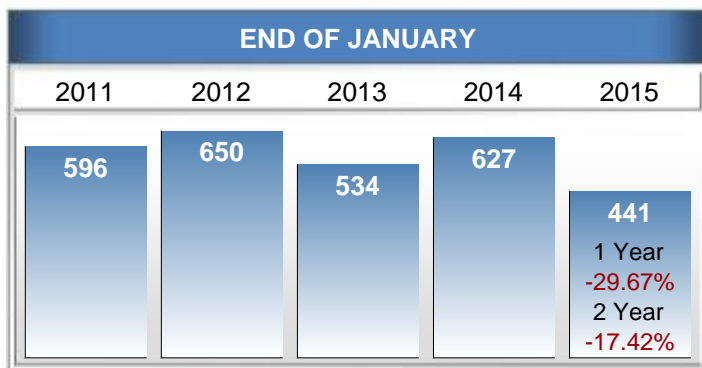
Active Inventory as of Feb 19, 2015



Active Inventory

Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr JAN AVG = 570 **3 MONTHS**

High
Oct 2013 = 702

Low
Jan 2015 = 441

Inventory this month at **441**, below the 5 yr JAN average of **570**

| | |
|---|--------|
| N | 469 |
| O | |
| V | |
| D | 446 |
| E | -4.90% |
| C | |
| J | 441 |
| A | -1.12% |
| N | |

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 | 6.35% | 122.0 | 27 | 1 | 0 | 0 | | |
| \$20,001 \$50,000 | 73 | 16.55% | 32.0 | 58 | 13 | 2 | 0 | | |
| \$50,001 \$70,000 | 62 | 14.06% | 132.5 | 42 | 19 | 1 | 0 | | |
| \$70,001 \$120,000 | 100 | 22.68% | 62.0 | 43 | 50 | 7 | 0 | | |
| \$120,001 \$180,000 | 74 | 16.78% | 69.5 | 11 | 43 | 18 | 2 | | |
| \$180,001 \$280,000 | 55 | 12.47% | 76.0 | 3 | 12 | 39 | 1 | | |
| \$280,001 and up | 49 | 11.11% | 93.0 | 11 | 9 | 19 | 10 | | |
| Total Active Inventory by Units: | | | | 441 | 75.0 | 195 | 147 | 86 | 13 |
| Total Active Inventory by Volume: | | | | 78,385,241 | | 24.74M | 19.29M | 20.38M | 13.98M |
| Median Active Inventory Listing Price: | | | | \$95,000 | | \$58,000 | \$112,500 | \$229,900 | \$334,900 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

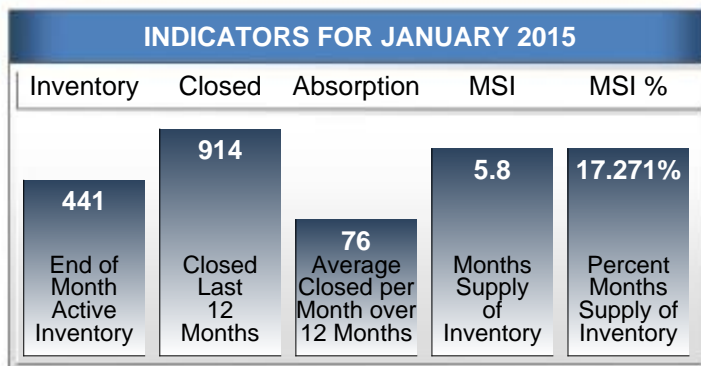
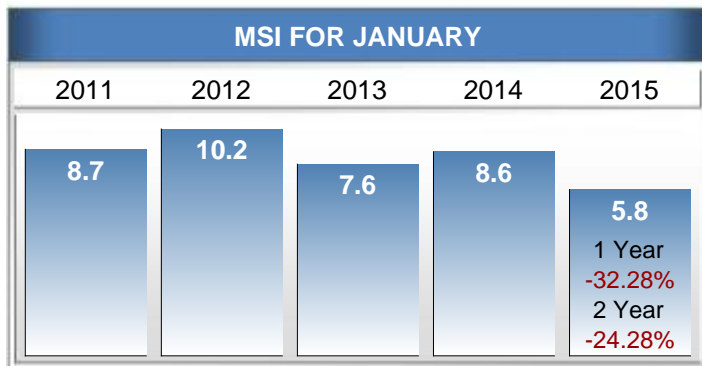
Active Inventory as of Feb 19, 2015



Months Supply of Inventory

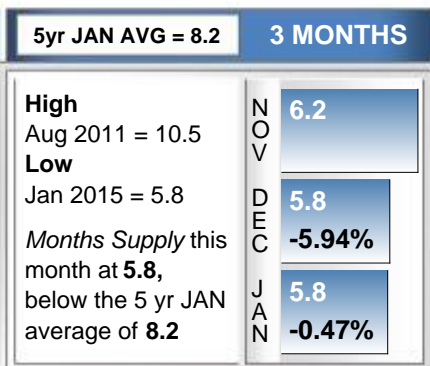
Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



Months Supply

Ready to Buy or Sell Real Estate?
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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 | 28 | 6.35% | 10.5 | 15.4 | 1.1 | 0.0 | 0.0 |
| \$20,001 \$50,000 | 73 | 16.55% | 8.3 | 15.5 | 2.8 | 8.0 | 0.0 |
| \$50,001 \$70,000 | 62 | 14.06% | 9.0 | 16.3 | 5.0 | 2.0 | 0.0 |
| \$70,001 \$120,000 | 100 | 22.68% | 4.8 | 14.7 | 3.3 | 2.7 | 0.0 |
| \$120,001 \$180,000 | 74 | 16.78% | 4.4 | 10.2 | 4.2 | 3.3 | 6.0 |
| \$180,001 \$280,000 | 55 | 12.47% | 4.1 | 6.0 | 3.1 | 4.6 | 1.7 |
| \$280,001 and up | 49 | 11.11% | 7.5 | 33.0 | 13.5 | 4.9 | 6.3 |
| MSI: | | | 5.8 | 15.1 | 3.7 | 4.1 | 4.6 |
| Total Active Inventory: | | | 441 | 195 | 147 | 86 | 13 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

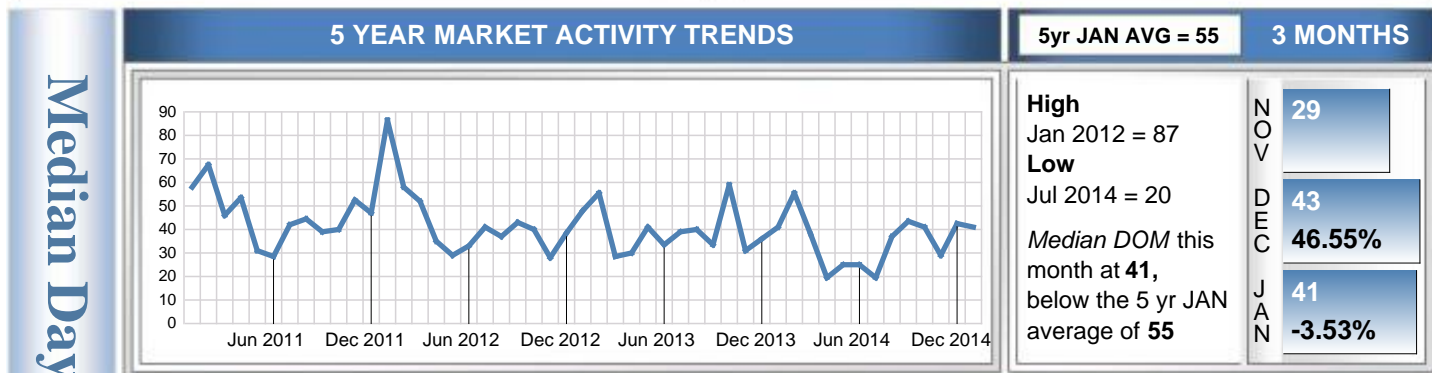
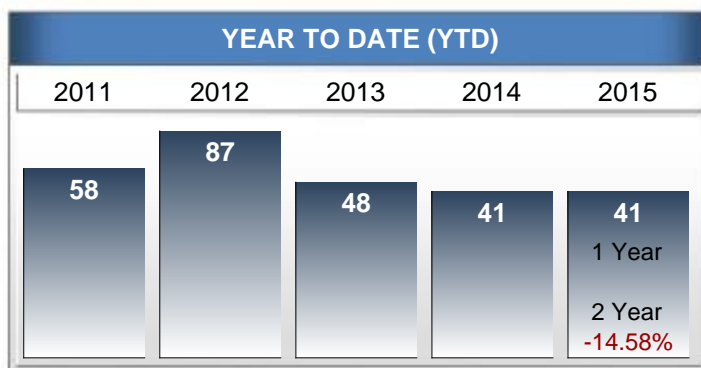
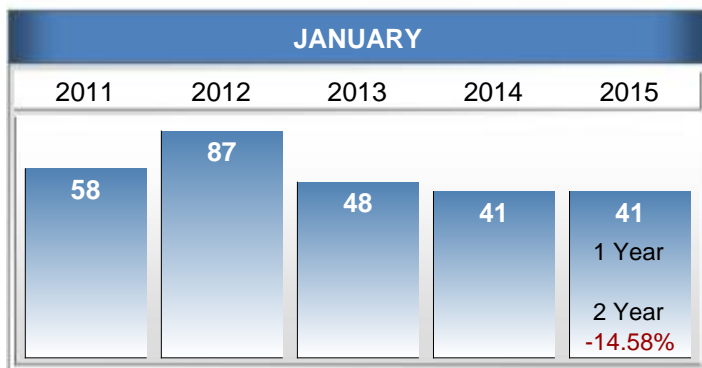
Closed Sales as of Feb 19, 2015



Median Days on Market to Sale

Report Produced on: Feb 19, 2015

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 | 4 | | 9.30% | 64.5 | 0.0 | 64.5 | 0.0 | 0.0 |
| \$40,001 \$70,000 | 7 | | 16.28% | 30.0 | 16.0 | 42.0 | 98.0 | 33.0 |
| \$70,001 \$90,000 | 4 | | 9.30% | 95.5 | 0.0 | 109.0 | 82.0 | 0.0 |
| \$90,001 \$170,000 | 11 | | 25.58% | 56.0 | 0.0 | 55.0 | 91.0 | 0.0 |
| \$170,001 \$220,000 | 7 | | 16.28% | 64.0 | 84.0 | 29.0 | 168.0 | 0.0 |
| \$220,001 \$360,000 | 6 | | 13.95% | 1.5 | 0.0 | 2.0 | 1.0 | 6.0 |
| \$360,001 and up | 4 | | 9.30% | 9.0 | 12.0 | 79.0 | 1.0 | 6.0 |
| Median Closed DOM: | | | | 41.0 | 19.5 | 54.0 | 71.5 | 6.0 |
| Total Closed Units: | | | | 43 | 4 | 24 | 12 | 3 |
| Total Closed Volume: | | | | 7,192,980 | 675.88K | 3.06M | 2.65M | 807.00K |



Monthly Inventory Analysis

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January 2015

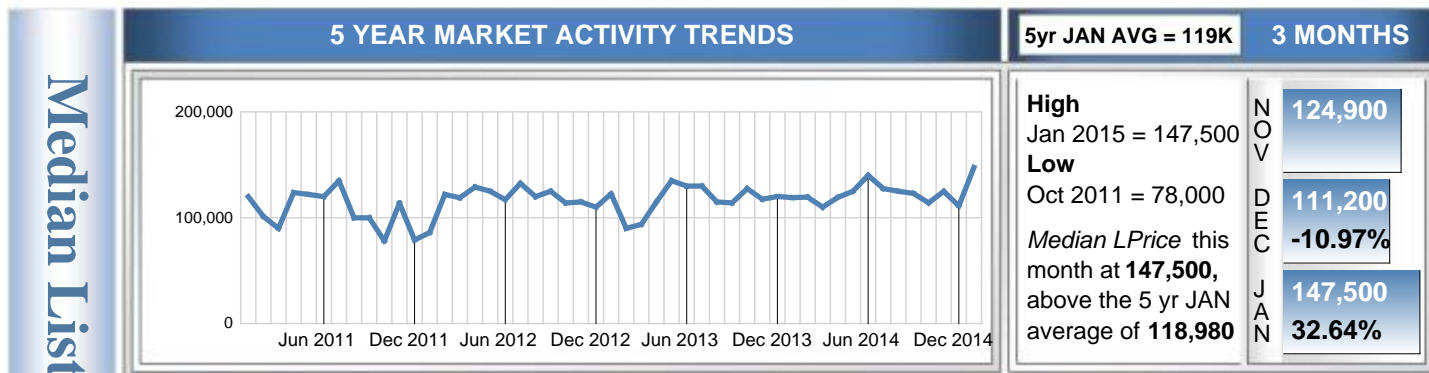
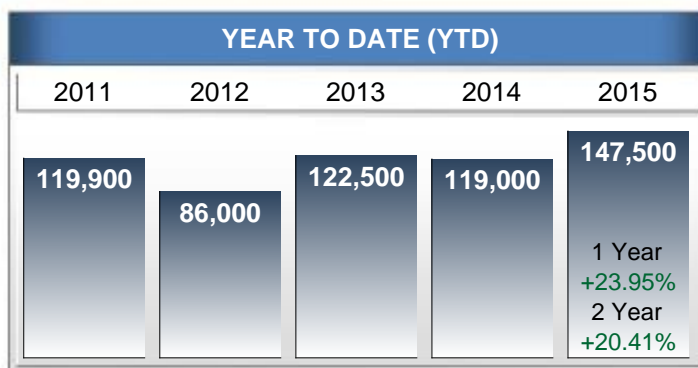
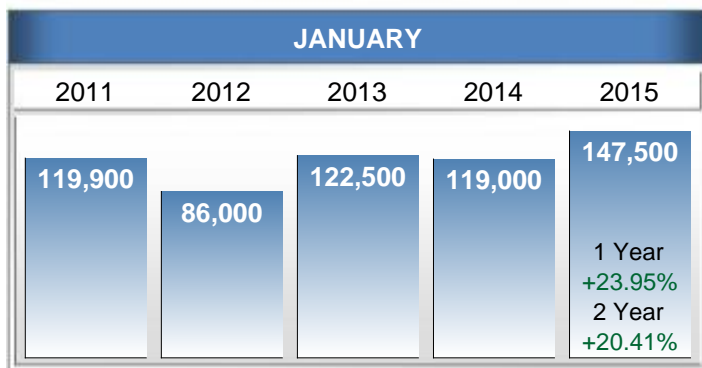
Closed Sales as of Feb 19, 2015



Median List Price at Closing

Report Produced on: Feb 19, 2015

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 | 2 | | 4.65% | 25,000 | 0 | 25,000 | 0 | 0 |
| \$40,001 \$70,000 | 7 | | 16.28% | 49,900 | 53,000 | 47,450 | 0 | 49,900 |
| \$70,001 \$90,000 | 4 | | 9.30% | 74,950 | 0 | 81,200 | 74,950 | 0 |
| \$90,001 \$170,000 | 13 | | 30.23% | 125,000 | 0 | 125,000 | 130,200 | 0 |
| \$170,001 \$220,000 | 7 | | 16.28% | 189,000 | 187,500 | 189,000 | 198,900 | 0 |
| \$220,001 \$360,000 | 5 | | 11.63% | 245,000 | 0 | 0 | 261,500 | 245,000 |
| \$360,001 and up | 5 | | 11.63% | 450,000 | 404,740 | 407,500 | 700,000 | 524,900 |
| Median List Price: | | \$147,500 | | | \$121,750 | \$116,250 | \$200,625 | \$245,000 |
| Total Closed Units: | | 43 | | | 4 | 24 | 12 | 3 |
| Total List Volume: | | 7,454,539 | | | 698.24K | 3.20M | 2.74M | 819.80K |



Monthly Inventory Analysis

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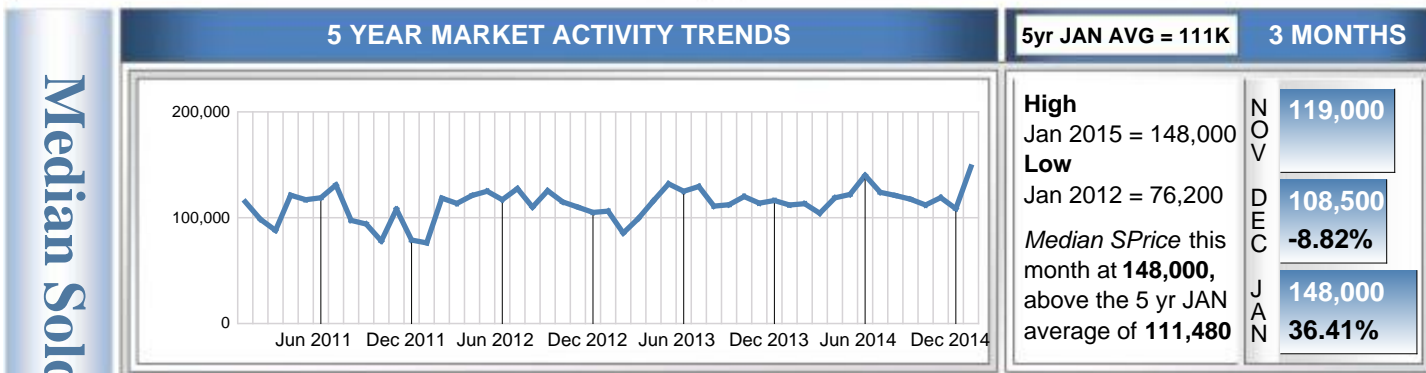
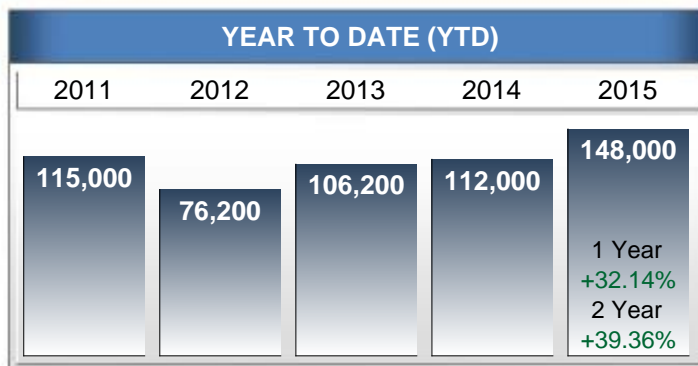
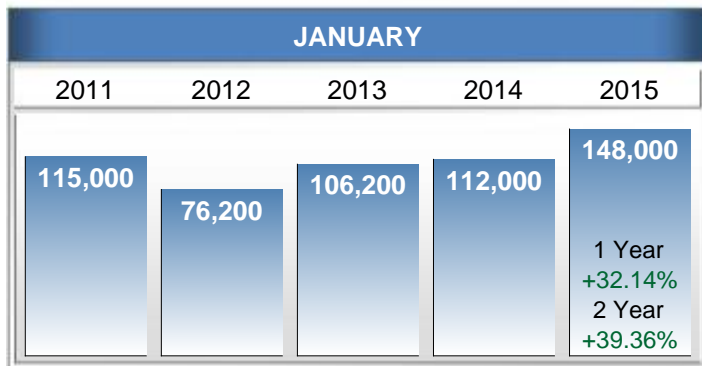
Closed Sales as of Feb 19, 2015



Median Sold Price at Closing

Report Produced on: Feb 19, 2015

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 | 4 | | 9.30% | 28,500 | 0 | 28,500 | 0 | 0 |
| \$40,001 \$70,000 | 7 | | 16.28% | 55,000 | 51,250 | 56,000 | 70,000 | 49,000 |
| \$70,001 \$90,000 | 4 | | 9.30% | 80,000 | 0 | 80,000 | 80,000 | 0 |
| \$90,001 \$170,000 | 11 | | 25.58% | 125,000 | 0 | 122,500 | 166,500 | 0 |
| \$170,001 \$220,000 | 7 | | 16.28% | 192,500 | 192,500 | 185,000 | 195,000 | 0 |
| \$220,001 \$360,000 | 6 | | 13.95% | 261,500 | 0 | 360,000 | 259,000 | 240,000 |
| \$360,001 and up | 4 | | 9.30% | 459,000 | 380,881 | 400,000 | 655,000 | 518,000 |
| Median Closed Price: | \$148,000 | | | | \$123,750 | \$113,800 | \$196,700 | \$240,000 |
| Total Closed Units: | 43 | | | | 4 | 24 | 12 | 3 |
| Total Closed Volume: | 7,192,980 | | | | 675.88K | 3.06M | 2.65M | 807.00K |



Monthly Inventory Analysis

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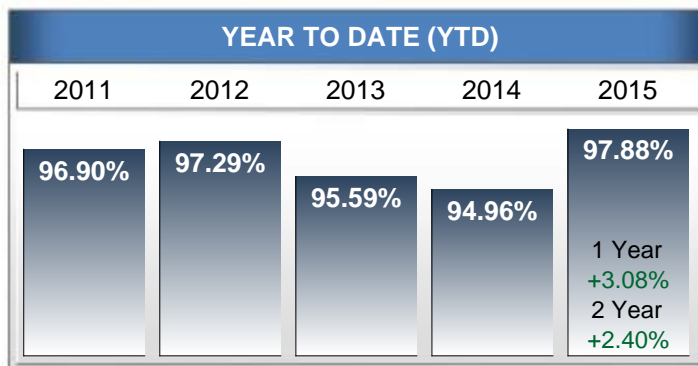
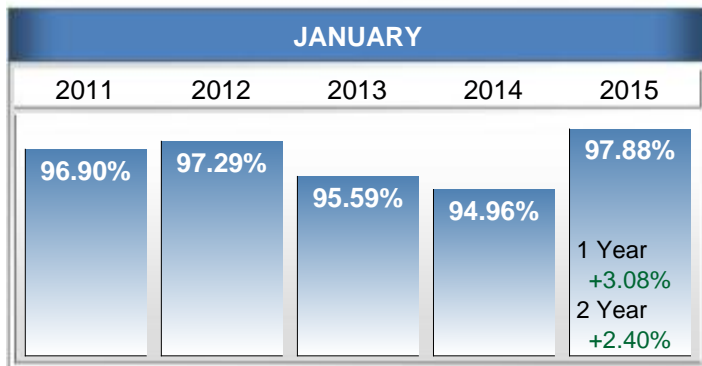
Closed Sales as of Feb 19, 2015



Median Percent of List Price to Selling Price

Report Produced on: Feb 19, 2015

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 | 4 | 9.30% | 78.33% | 0.00% | 78.33% | 0.00% | 0.00% |
| \$40,001 \$70,000 | 7 | 16.28% | 95.00% | 96.61% | 93.02% | 93.40% | 98.20% |
| \$70,001 \$90,000 | 4 | 9.30% | 91.86% | 0.00% | 94.74% | 86.11% | 0.00% |
| \$90,001 \$170,000 | 11 | 25.58% | 100.00% | 0.00% | 100.00% | 99.40% | 0.00% |
| \$170,001 \$220,000 | 7 | 16.28% | 99.75% | 102.67% | 99.48% | 99.75% | 0.00% |
| \$220,001 \$360,000 | 6 | 13.95% | 98.45% | 0.00% | 98.63% | 99.13% | 97.96% |
| \$360,001 and up | 4 | 9.30% | 93.84% | 94.11% | 88.89% | 93.57% | 98.69% |
| Median List/Sell Ratio: | 97.88% | | | 96.61% | 96.55% | 97.50% | 98.20% |
| Total Closed Units: | 43 | | | 4 | 24 | 12 | 3 |
| Total Closed Volume: | 7,192,980 | | | 675.88K | 3.06M | 2.65M | 807.00K |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

Inventory as of Feb 19, 2015



Market Summary

Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



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

Active Inventory as of January 31, 2015 = 441

| | JANUARY | | | Year To Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2014 | 2015 | +/- % | 2014 | 2015 | +/- % |
| Closed Sales | 49 | 43 | -12.24% | 49 | 43 | -12.24% |
| Pending Sales | 70 | 59 | -15.71% | 70 | 59 | -15.71% |
| New Listings | 175 | 165 | -5.71% | 175 | 165 | -5.71% |
| Median List Price | 119,000 | 147,500 | 23.95% | 119,000 | 147,500 | 23.95% |
| Median Sale Price | 112,000 | 148,000 | 32.14% | 112,000 | 148,000 | 32.14% |
| Median Percent of List Price to Selling Price | 94.96% | 97.88% | 3.08% | 94.96% | 97.88% | 3.08% |
| Median Days on Market to Sale | 41.00 | 41.00 | 0.00% | 41.00 | 41.00 | 0.00% |
| Monthly Inventory | 627 | 441 | -29.67% | 627 | 441 | -29.67% |
| Months Supply of Inventory | 8.55 | 5.79 | -32.28% | 8.55 | 5.79 | -32.28% |

