



November 2014

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

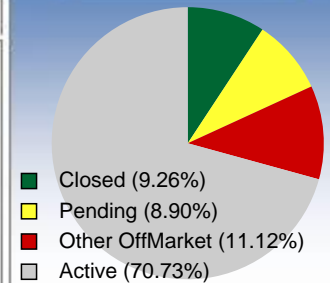


Absorption: Last 12 months, an Average of **1,116** Sales/Month

Active Inventory as of November 30, 2014 = **7,228**

	NOVEMBER		
	2013	2014	+/- %
Closed Listings	957	946	-1.15%
Pending Listings	908	909	0.11%
New Listings	1,620	1,519	-6.23%
Median List Price	136,900	140,000	2.26%
Median Sale Price	132,500	139,900	5.58%
Median Percent of List Price to Selling Price	97.48%	97.77%	0.29%
Median Days on Market to Sale	45.00	38.00	-15.56%
End of Month Inventory	8,241	7,228	-12.29%
Months Supply of Inventory	7.68	6.48	-15.69%

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 **12.29%** to 7,228 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 **6.48** 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 **5.58%** in November 2014 to \$139,900 versus the previous year at \$132,500.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 7.00 days or **15.56%** in November 2014 compared to last year's same month at **45.00** 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 1,519 New Listings in November 2014, down **6.23%** from last year at 1,620. Furthermore, there were 946 Closed Listings this month versus last year at 957, a **-1.15%** decrease.

Closed versus Listed trends yielded a **62.3%** ratio, up from last year's November 2014 at **59.1%**, a **5.42%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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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®

November 2014

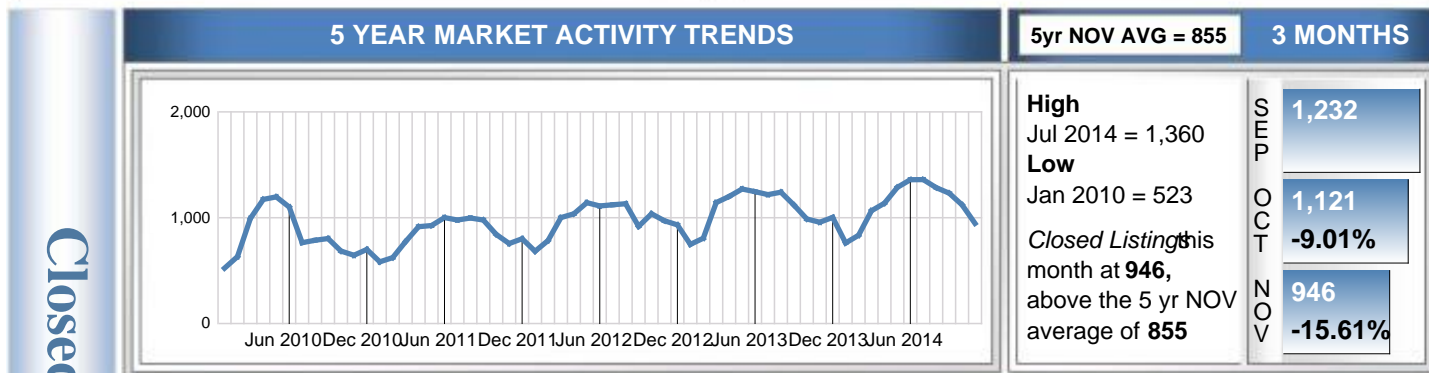
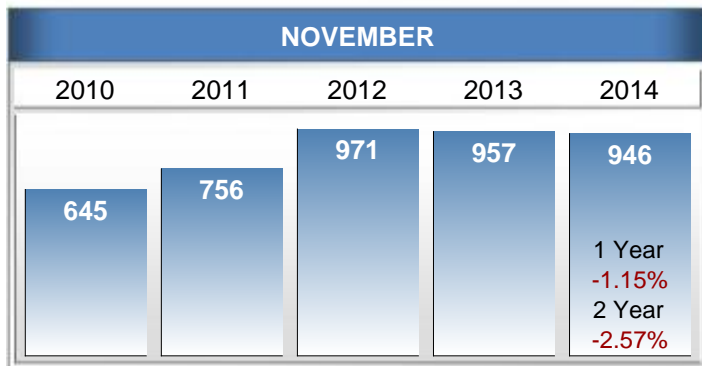
Closed Sales as of Dec 16, 2014



Closed Listings

Report Produced on: Dec 16, 2014

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



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	83	8.77%	27.0	51	26	5	1	
\$40,001 - \$70,000	111	11.73%	48.0	51	49	9	2	
\$70,001 - \$110,000	144	15.22%	43.5	23	101	18	2	
\$110,001 - \$160,000	237	25.05%	33.0	29	178	28	2	
\$160,001 - \$220,000	154	16.28%	31.5	5	90	55	4	
\$220,001 - \$320,000	120	12.68%	46.0	5	50	55	10	
\$320,001 and up	97	10.25%	60.0	7	18	55	17	
Total Closed Units: 946				38.0	171	512	225	38
Total Closed Volume: 165,102,510					15.23M	74.80M	59.05M	16.03M
Median Closed Price: \$139,900					\$55,500	\$130,000	\$218,000	\$318,250

Closed Listings

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

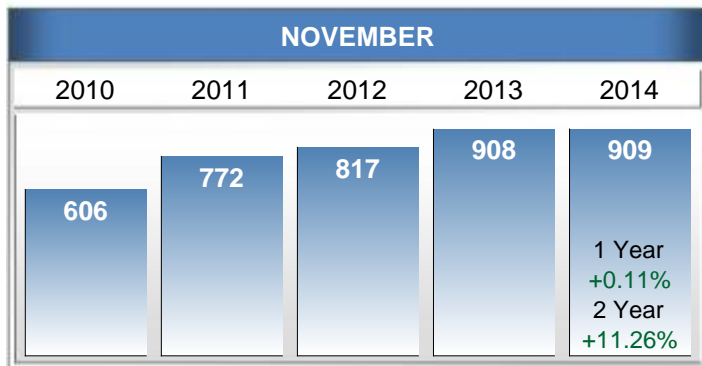
Pending Listings as of Dec 16, 2014



Pending Listings

Report Produced on: Dec 16, 2014

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



Pending Listings

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5yr NOV AVG = 802	3 MONTHS										
High Apr 2010 = 1,450 Low Oct 2010 = 593 <i>Pending Listing</i> this month at 909 , above the 5 yr NOV average of 802	<table border="1"> <tr> <td>SEP</td> <td>1,048</td> </tr> <tr> <td>OCT</td> <td>1,083</td> </tr> <tr> <td>NOV</td> <td>3.34%</td> </tr> <tr> <td></td> <td>909</td> </tr> <tr> <td></td> <td>-16.07%</td> </tr> </table>	SEP	1,048	OCT	1,083	NOV	3.34%		909		-16.07%
SEP	1,048										
OCT	1,083										
NOV	3.34%										
	909										
	-16.07%										

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	84	9.24%	33.0	47	33	3	1	
\$40,001 \$80,000	118	12.98%	39.0	41	69	5	3	
\$80,001 \$110,000	119	13.09%	48.0	28	86	4	1	
\$110,001 \$160,000	220	24.20%	45.0	16	162	40	2	
\$160,001 \$220,000	159	17.49%	44.0	10	87	58	4	
\$220,001 \$310,000	117	12.87%	41.0	9	41	53	14	
\$310,001 and up	92	10.12%	38.5	5	19	52	16	
Total Pending Units: 909 Total Pending Volume: 158,970,011 Median Listing Price: \$142,500				42.0	156	497	215	41
					18.97M	70.36M	55.05M	14.59M
					\$67,200	\$129,900	\$215,000	\$274,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

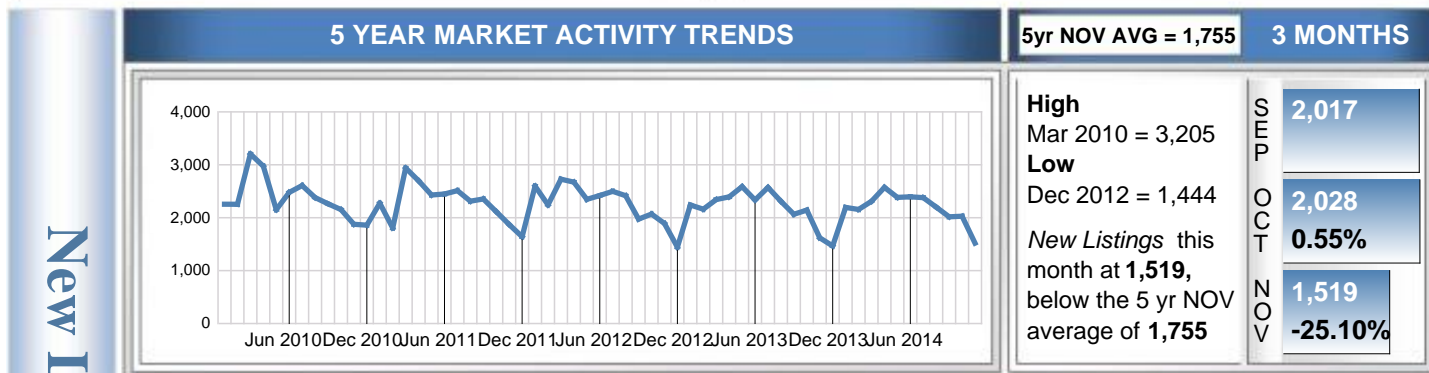
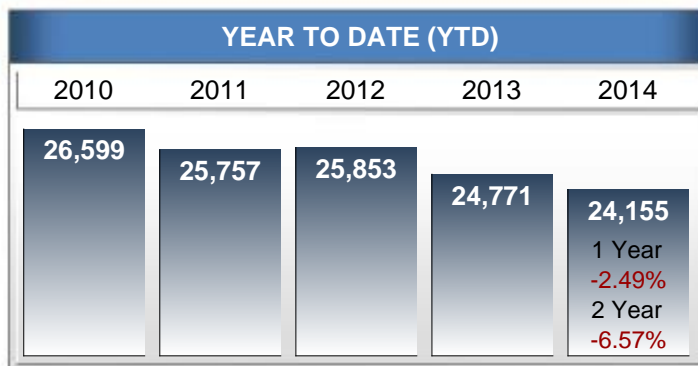
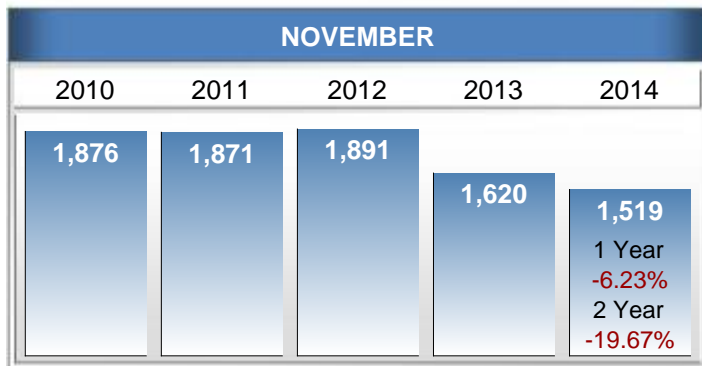
New Listings as of Dec 16, 2014



New Listings

Report Produced on: Dec 16, 2014

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



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+
\$40,000 and less	148	9.74%	114	30	3	1
\$40,001 \$70,000	152	10.01%	60	81	10	1
\$70,001 \$120,000	272	17.91%	63	181	26	2
\$120,001 \$180,000	375	24.69%	49	242	80	4
\$180,001 \$260,000	227	14.94%	17	97	102	11
\$260,001 \$420,000	193	12.71%	16	50	108	19
\$420,001 and up	152	10.01%	17	24	65	46
Total New Listed Units:			336	705	394	84
Total New Listed Volume:			48.05M	110.14M	116.62M	54.49M
Median New Listed Listing Price:			\$65,000	\$135,000	\$239,900	\$472,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

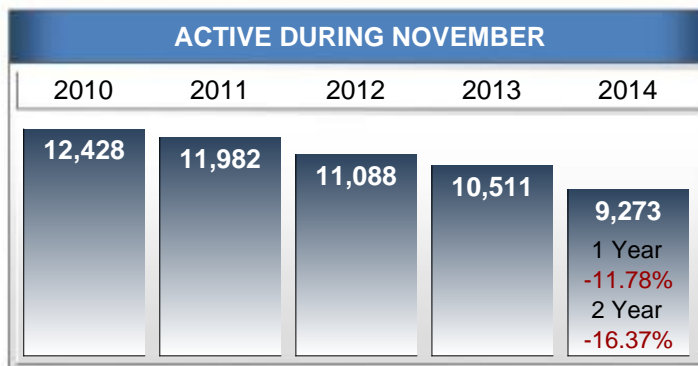
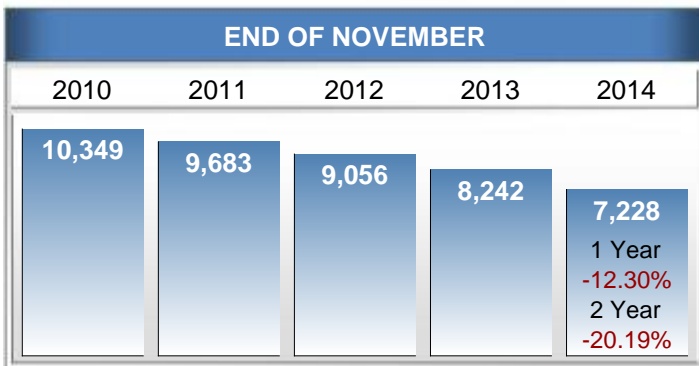
Active Inventory as of Dec 16, 2014



Active Inventory

Report Produced on: Dec 16, 2014

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



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr NOV AVG = 8,912	3 MONTHS
High Aug 2010 = 11,135	SEP 7,985
Low Nov 2014 = 7,228	OCT 7,754
<i>Inventory</i> this month at 7,228 , below the 5 yr NOV average of 8,912	NOV 7,228
	-2.89%
	-6.78%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	296	4.10%	109.5	258	32	4	2		
\$20,001 \$60,000	1,325	18.33%	101.0	1,021	267	32	5		
\$60,001 \$100,000	1,075	14.87%	74.0	421	572	75	7		
\$100,001 \$170,000	1,715	23.73%	72.0	278	1,097	315	25		
\$170,001 \$250,000	1,150	15.91%	79.0	125	516	464	45		
\$250,001 \$400,000	941	13.02%	82.0	115	216	505	105		
\$400,001 and up	726	10.04%	74.0	117	88	351	170		
Total Active Inventory by Units:				7,228	81.0	2,335	2,788	1,746	359
Total Active Inventory by Volume:				1,534,506,287		340.75M	433.65M	545.76M	214.34M
Median Active Inventory Listing Price:				\$139,900		\$54,000	\$133,250	\$249,900	\$379,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

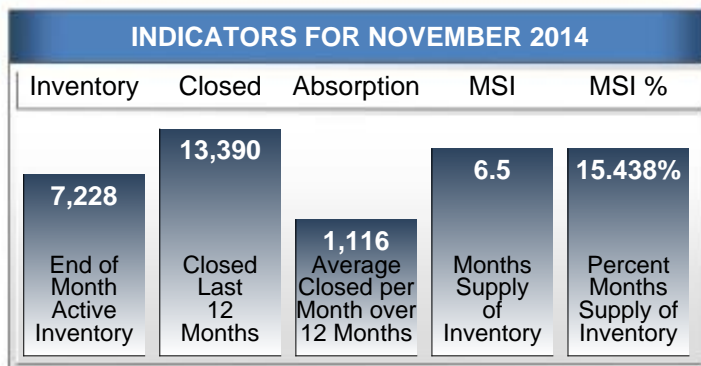
Active Inventory as of Dec 16, 2014



Months Supply of Inventory

Report Produced on: Dec 16, 2014

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



Months Supply
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5yr NOV AVG = 9.4	3 MONTHS
High Jun 2011 = 13.6 Low Nov 2014 = 6.5 <i>Months Supply</i> this month at 6.5 , below the 5 yr NOV average of 9.4	S E P 7.2 O C T 6.9 -3.86% N O V 6.5 -6.71%

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	296		4.10%	8.0	10.0	3.3	3.7	24.0
\$20,001 \$60,000	1,325		18.33%	9.1	14.4	4.0	4.0	6.0
\$60,001 \$100,000	1,075		14.87%	6.2	10.7	4.9	4.6	3.5
\$100,001 \$170,000	1,715		23.73%	4.6	10.1	4.0	4.8	5.5
\$170,001 \$250,000	1,150		15.91%	5.6	11.1	5.2	5.4	5.9
\$250,001 \$400,000	941		13.02%	7.3	22.3	6.3	6.7	7.3
\$400,001 and up	726		10.04%	13.3	37.9	9.3	12.8	11.7
MSI:		6.5			12.8	4.6	6.2	8.1
Total Active Inventory:		7,228			2,335	2,788	1,746	359



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

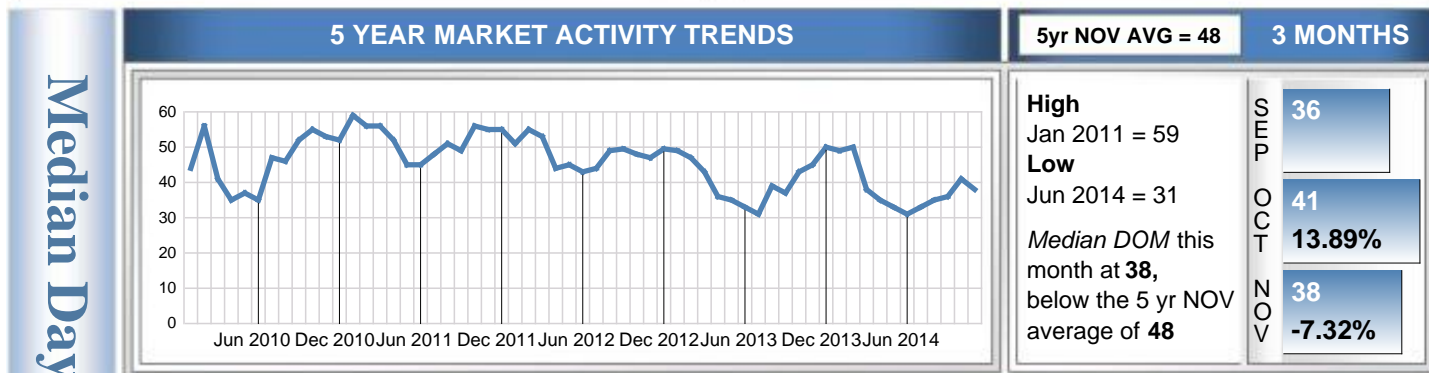
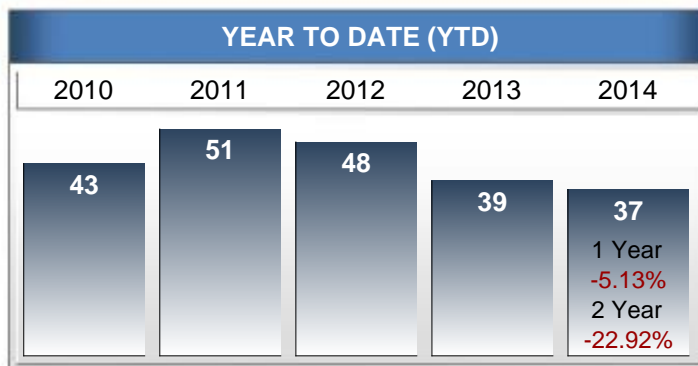
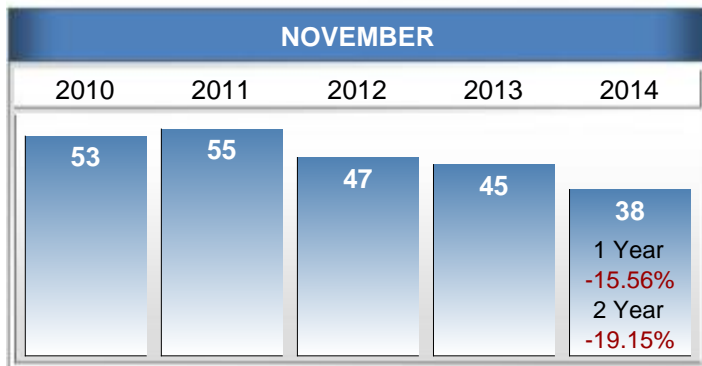
Closed Sales as of Dec 16, 2014



Median Days on Market to Sale

Report Produced on: Dec 16, 2014

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



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	83	8.77%	27.0	34.0	24.5	9.0	51.0		
\$40,001 - \$70,000	111	11.73%	48.0	70.0	26.0	12.0	73.0		
\$70,001 - \$110,000	144	15.22%	43.5	50.0	37.0	77.5	62.5		
\$110,001 - \$160,000	237	25.05%	33.0	30.0	33.0	38.0	22.0		
\$160,001 - \$220,000	154	16.28%	31.5	16.0	34.0	27.0	94.5		
\$220,001 - \$320,000	120	12.68%	46.0	24.0	46.5	47.0	38.0		
\$320,001 and up	97	10.25%	60.0	81.0	32.5	60.0	61.0		
Median Closed DOM:	38.0			41.0	35.0	43.0	56.0		
Total Closed Units:	946			171	512	225	38		
Total Closed Volume:	165,102,510			15.23M	74.80M	59.05M	16.03M		



Monthly Inventory Analysis

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November 2014

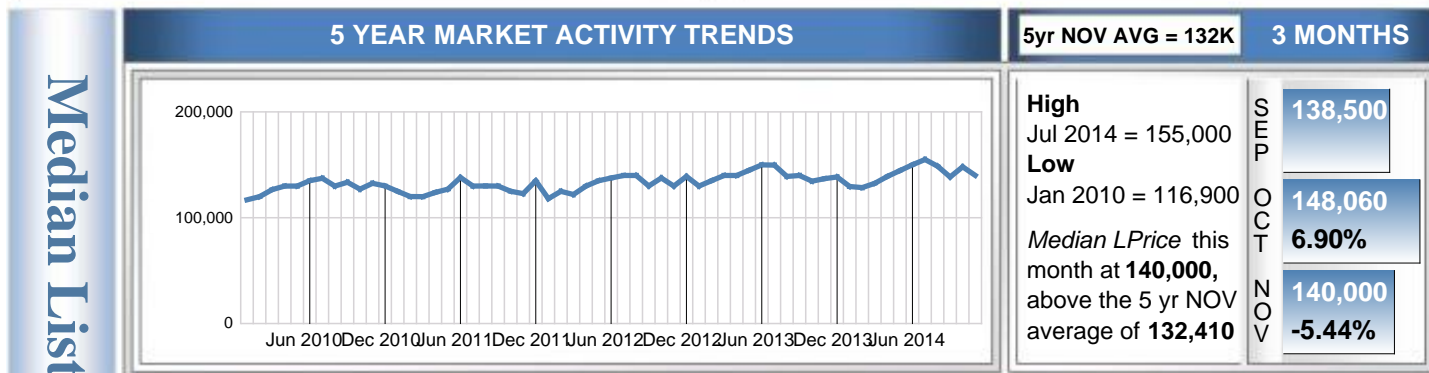
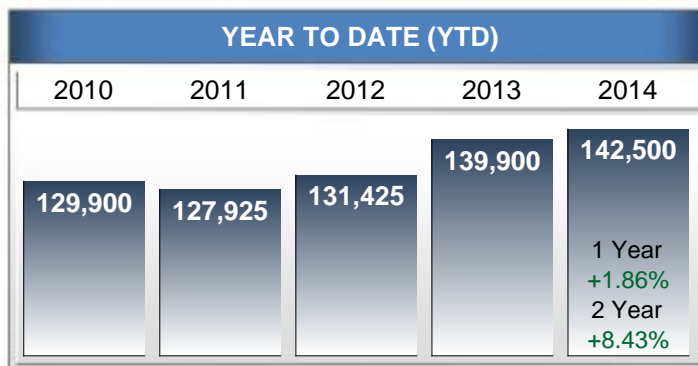
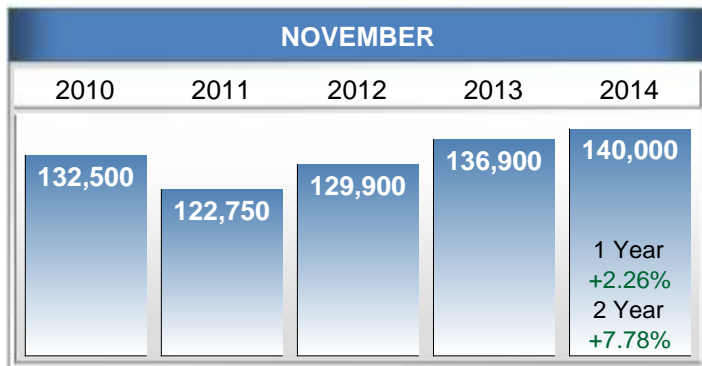
Closed Sales as of Dec 16, 2014



Median List Price at Closing

Report Produced on: Dec 16, 2014

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



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	74		7.82%	26,200	26,500	26,900	17,900	33,000
\$40,001 - \$70,000	111		11.73%	57,000	55,000	57,000	65,500	59,900
\$70,001 - \$110,000	132		13.95%	93,000	91,000	93,000	96,000	0
\$110,001 - \$160,000	245		25.90%	135,000	137,000	134,250	144,000	124,000
\$160,001 - \$220,000	160		16.91%	186,450	175,000	186,000	189,000	182,450
\$220,001 - \$320,000	121		12.79%	254,900	267,450	253,900	258,000	252,450
\$320,001 and up	103		10.89%	420,000	438,900	409,950	400,000	494,800
Median List Price:	\$140,000				\$60,000	\$134,950	\$220,000	\$324,900
Total Closed Units:	946				171	512	225	38
Total List Volume:	172,827,485				16.20M	77.12M	61.59M	17.91M



Monthly Inventory Analysis

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November 2014

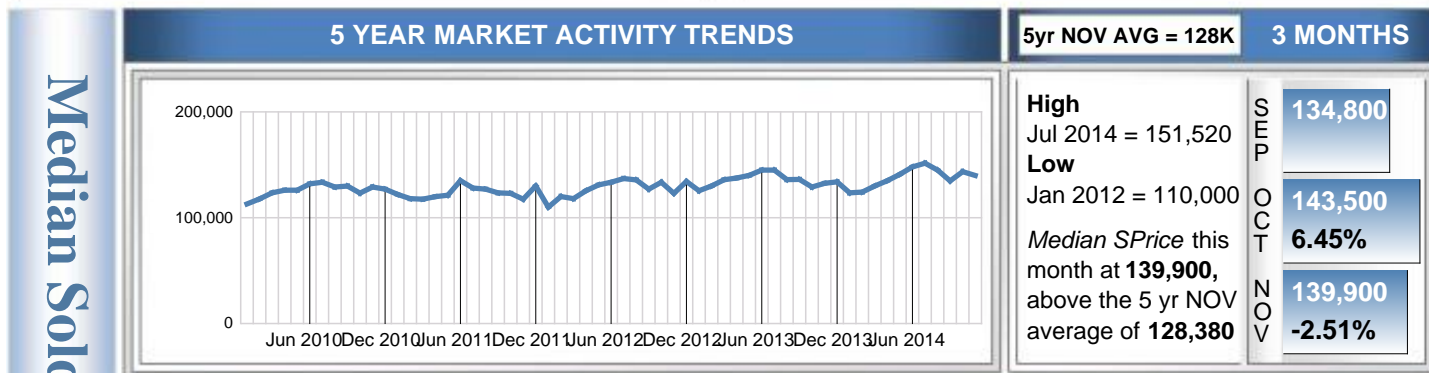
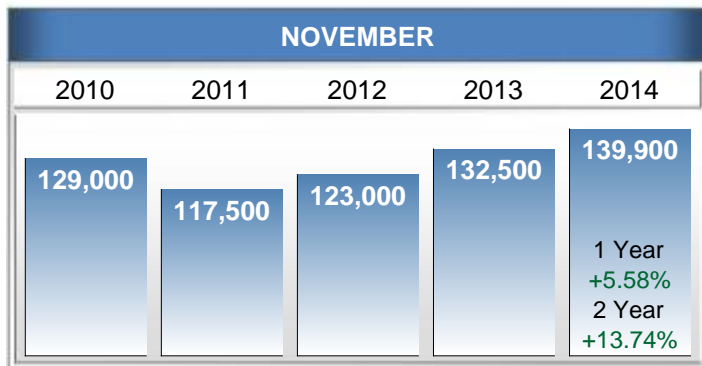
Closed Sales as of Dec 16, 2014



Median Sold Price at Closing

Report Produced on: Dec 16, 2014

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



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	83	8.77%	26,000	27,000	26,750	16,000	31,541
\$40,001 - \$70,000	111	11.73%	56,000	52,000	63,100	64,847	67,551
\$70,001 - \$110,000	144	15.22%	94,000	90,000	94,349	95,250	85,500
\$110,001 - \$160,000	237	25.05%	135,000	132,500	134,000	149,200	138,250
\$160,001 - \$220,000	154	16.28%	185,000	185,000	185,000	185,000	184,000
\$220,001 - \$320,000	120	12.68%	253,861	243,000	253,000	253,721	272,950
\$320,001 and up	97	10.25%	405,000	400,000	400,500	393,000	530,300
Median Closed Price:	\$139,900			\$55,500	\$130,000	\$218,000	\$318,250
Total Closed Units:	946			171	512	225	38
Total Closed Volume:	165,102,510			15.23M	74.80M	59.05M	16.03M



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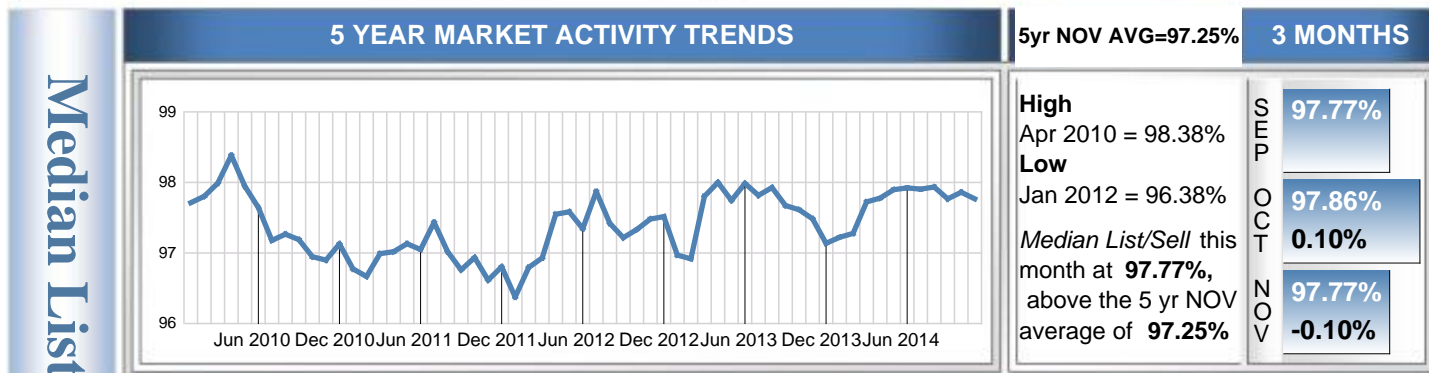
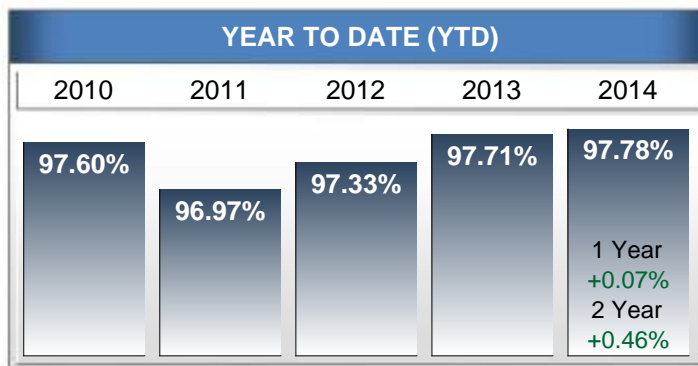
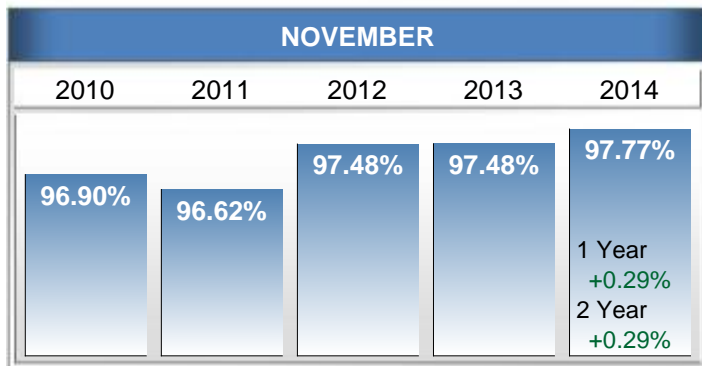
Closed Sales as of Dec 16, 2014



Median Percent of List Price to Selling Price

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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	83	8.77%	90.28%	90.28%	89.47%	86.59%	95.58%
\$40,001 - \$70,000	111	11.73%	94.57%	94.07%	93.65%	95.51%	116.00%
\$70,001 - \$110,000	144	15.22%	96.93%	97.89%	97.13%	92.67%	100.93%
\$110,001 - \$160,000	237	25.05%	98.57%	98.04%	98.65%	99.34%	98.99%
\$160,001 - \$220,000	154	16.28%	98.50%	94.29%	97.95%	98.98%	100.81%
\$220,001 - \$320,000	120	12.68%	98.25%	97.20%	98.35%	98.25%	97.62%
\$320,001 and up	97	10.25%	97.22%	95.24%	96.96%	97.22%	97.31%
Median List/Sell Ratio:	97.77%			95.00%	97.88%	98.18%	97.73%
Total Closed Units:	946			171	512	225	38
Total Closed Volume:	165,102,510			15.23M	74.80M	59.05M	16.03M



Monthly Inventory Analysis

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November 2014

Inventory as of Dec 16, 2014



Market Summary

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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 November 30, 2014 = 7,228

	NOVEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	957	946	-1.15%	11,939	12,387	3.75%
Pending Sales	908	909	0.11%	12,302	12,855	4.50%
New Listings	1,620	1,519	-6.23%	24,771	24,155	-2.49%
Median List Price	136,900	140,000	2.26%	139,900	142,500	1.86%
Median Sale Price	132,500	139,900	5.58%	136,500	139,000	1.83%
Median Percent of List Price to Selling Price	97.48%	97.77%	0.29%	97.71%	97.78%	0.07%
Median Days on Market to Sale	45.00	38.00	-15.56%	39.00	37.00	-5.13%
Monthly Inventory	8,241	7,228	-12.29%	8,241	7,228	-12.29%
Months Supply of Inventory	7.68	6.48	-15.69%	7.68	6.48	-15.69%

