



September 2014

Area Delimited by County Of Washington

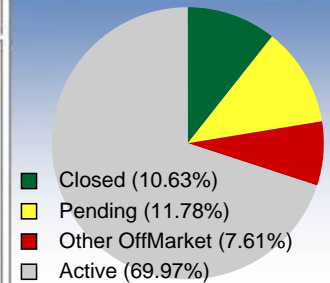


Absorption: Last 12 months, an Average of **75** Sales/Month

Active Inventory as of September 30, 2014 = **487**

	SEPTEMBER		
	2013	2014	+/- %
Closed Listings	58	74	27.59%
Pending Listings	71	82	15.49%
New Listings	119	109	-8.40%
Average List Price	121,623	158,059	29.96%
Average Sale Price	117,988	151,759	28.62%
Average Percent of List Price to Selling Price	94.96%	95.75%	0.83%
Average Days on Market to Sale	51.64	51.85	0.41%
End of Month Inventory	590	487	-17.46%
Months Supply of Inventory	8.18	6.47	-20.84%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 14, 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 September 2014 decreased **17.46%** to 487 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **6.47** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **28.62%** in September 2014 to \$151,759 versus the previous year at \$117,988.

Average Days on Market Lengthens

The average number of **51.85** days that homes spent on the market before selling increased by 0.21 days or **0.41%** in September 2014 compared to last year's same month at **51.64** DOM.

Sales Success for September 2014 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 109 New Listings in September 2014, down **8.40%** from last year at 119. Furthermore, there were 74 Closed Listings this month versus last year at 58, a **27.59%** increase.

Closed versus Listed trends yielded a **67.9%** ratio, up from last year's September 2014 at **48.7%**, a **39.29%** 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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®

September 2014

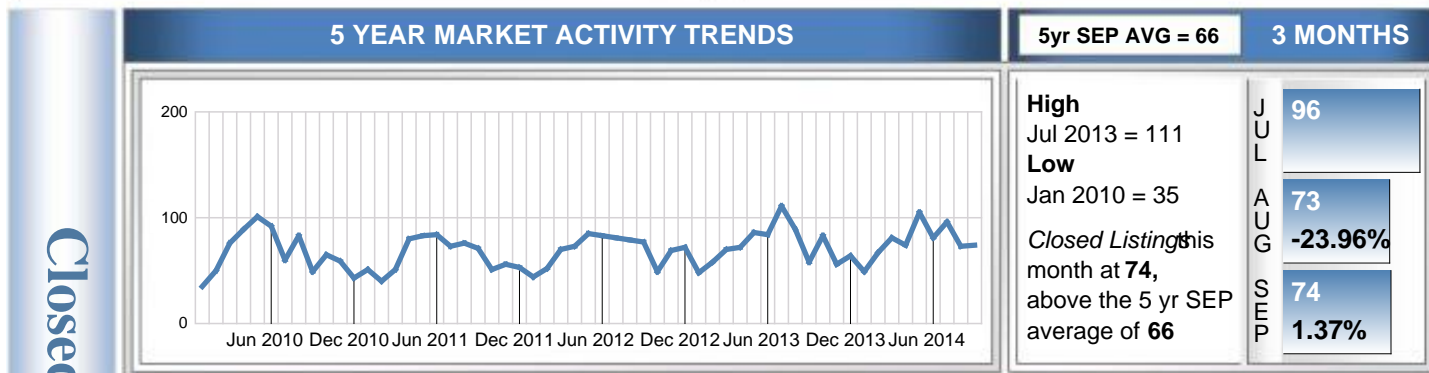
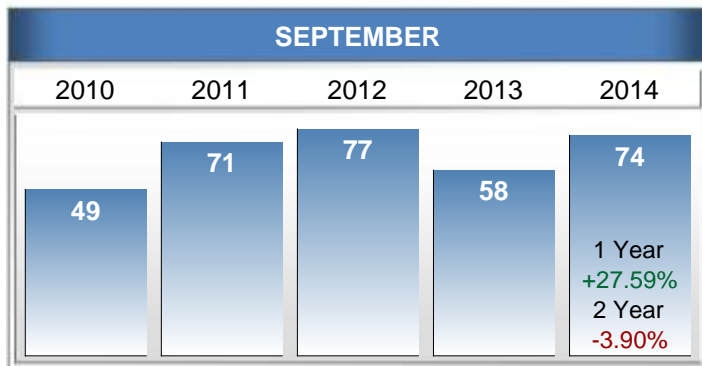
Closed Sales as of Oct 14, 2014



Closed Listings

Report Produced on: Oct 14, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	6	8.11%	51.2	3	3	0	0
\$50,001 - \$75,000	10	13.51%	56.9	4	6	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	25	33.78%	40.8	3	15	7	0
\$125,001 - \$200,000	12	16.22%	58.7	1	4	5	2
\$200,001 - \$300,000	13	17.57%	55.6	1	4	8	0
\$300,001 and up	8	10.81%	64.4	0	3	4	1
Total Closed Units: 74				51.9			
Total Closed Volume: 11,230,170				952.40K 4.53M 4.99M 758.65K			
Average Closed Price: \$151,759				\$79,367 \$129,449 \$207,850 \$252,882			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

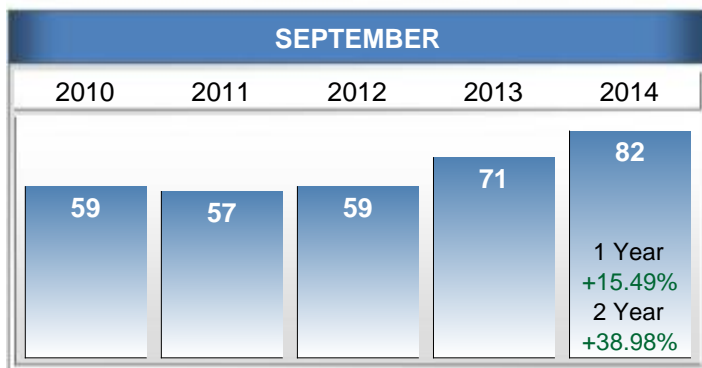
Pending Listings as of Oct 14, 2014



Pending Listings

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



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



5yr SEP AVG = 66 **3 MONTHS**

High
Apr 2010 = 124

Low
Nov 2011 = 39

Pending Listing this month at **82**, above the 5 yr SEP average of **66**

JUL	74
AUG	88
SEP	82
18.92%	
-6.82%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	2	2.44%	4.5	1	1	0	0
\$25,001 - \$50,000	10	12.20%	64.5	5	5	0	0
\$50,001 - \$75,000	13	15.85%	65.1	4	7	1	1
\$75,001 - \$125,000	18	21.95%	68.8	3	11	4	0
\$125,001 - \$225,000	21	25.61%	62.0	2	13	6	0
\$225,001 - \$300,000	9	10.98%	53.8	2	1	6	0
\$300,001 and up	9	10.98%	57.0	1	0	8	0
Total Pending Units: 82				18	38	25	1
Total Pending Volume: 13,404,290				2.12M	4.07M	7.16M	59.90K
Average Listing Price: \$262,150				\$117,613	\$107,089	\$286,318	\$59,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

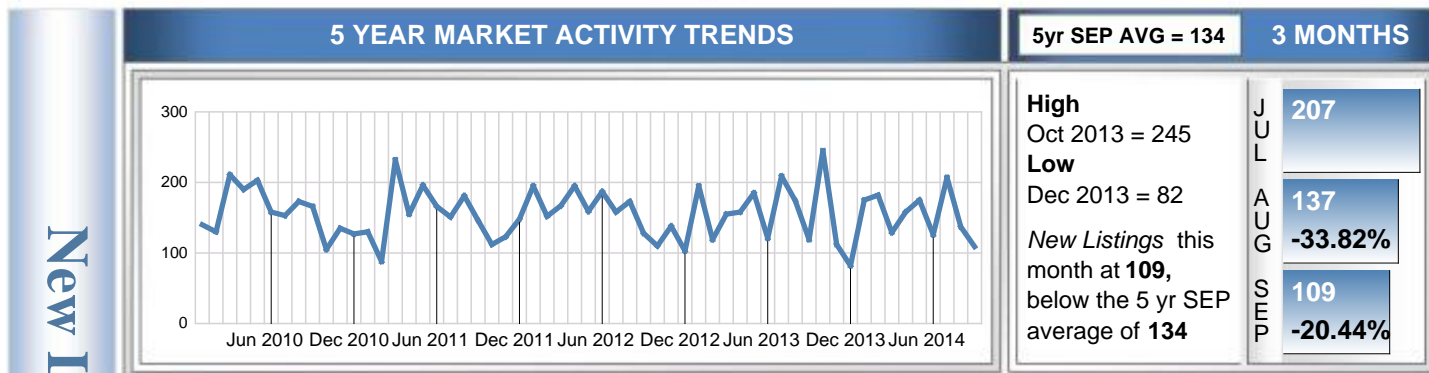
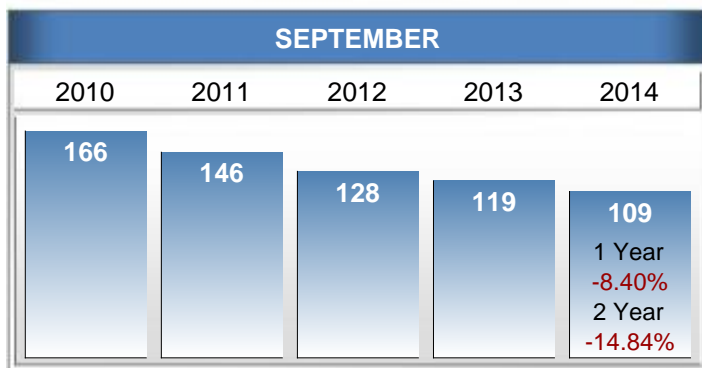
New Listings as of Oct 14, 2014



New Listings

Report Produced on: Oct 14, 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+
\$40,000 and less	5	4.59%	4	1	0	0
\$40,001 \$60,000	11	10.09%	6	4	0	1
\$60,001 \$90,000	24	22.02%	9	14	0	1
\$90,001 \$150,000	26	23.85%	1	20	5	0
\$150,001 \$220,000	19	17.43%	3	4	11	1
\$220,001 \$310,000	12	11.01%	0	3	9	0
\$310,001 and up	12	11.01%	5	1	5	1
Total New Listed Units:			28	47	30	4
Total New Listed Volume:			5.90M	5.85M	6.77M	668.80K
Average New Listed Listing Price:			\$210,648	\$124,416	\$225,782	\$167,200



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

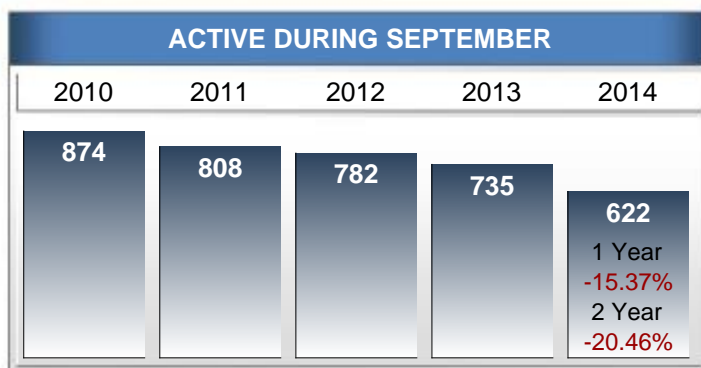
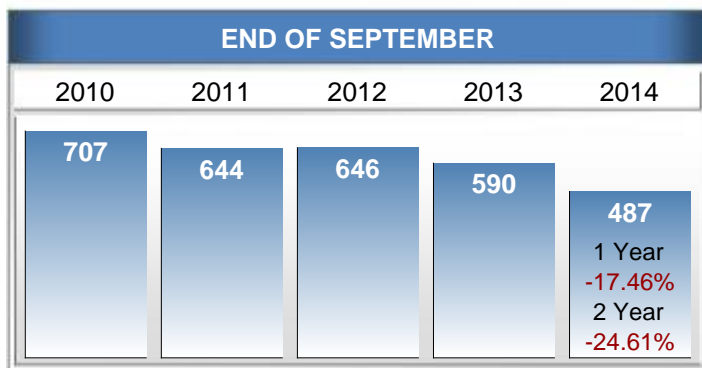
Active Inventory as of Oct 14, 2014



Active Inventory

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Active Inventory

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



5yr SEP AVG = 615		3 MONTHS	
High	Aug 2010 = 708	JUL	561
Low	Sep 2014 = 487	AUG	513
Inventory this month at 487, below the 5 yr SEP average of 615		SEP	487
			-5.07%
			-8.56%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	20	4.11%	90.6	20	0	0	0
\$25,001 \$50,000	61	12.53%	75.7	45	16	0	0
\$50,001 \$75,000	95	19.51%	76.7	67	27	1	0
\$75,001 \$125,000	116	23.82%	81.8	32	69	14	1
\$125,001 \$175,000	82	16.84%	87.8	10	55	16	1
\$175,001 \$250,000	57	11.70%	74.3	5	15	36	1
\$250,001 and up	56	11.50%	103.8	9	12	24	11
Total Active Inventory by Units:		487	83.1	188	194	91	14
Total Active Inventory by Volume:		85,088,132		24.15M	25.22M	20.92M	14.79M
Average Active Inventory Listing Price:		\$174,719		\$128,469	\$130,000	\$229,923	\$1,056,652



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

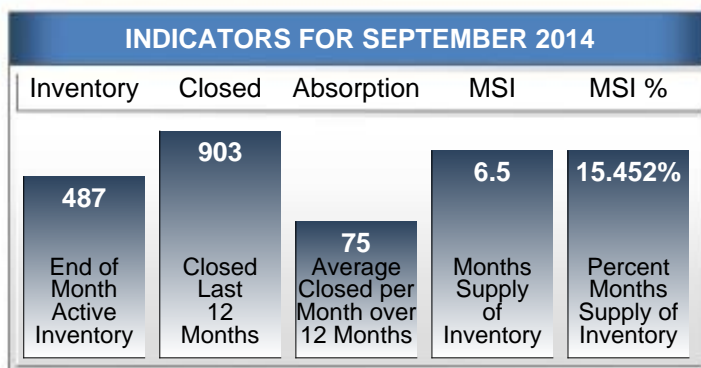
Active Inventory as of Oct 14, 2014



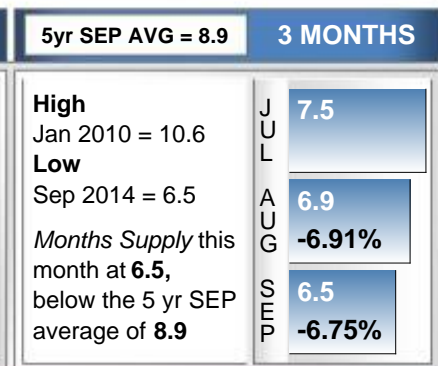
Months Supply of Inventory

Report Produced on: Oct 14, 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+
\$30,000 and less	38	7.80%	6.4	10.7	1.5	0.0	0.0
\$30,001 - \$60,000	72	14.78%	8.1	12.0	5.3	0.0	0.0
\$60,001 - \$80,000	72	14.78%	8.8	25.5	3.6	1.7	0.0
\$80,001 - \$130,000	121	24.85%	6.0	12.8	5.3	4.2	12.0
\$130,001 - \$170,000	66	13.55%	7.1	13.7	8.9	4.1	2.4
\$170,001 - \$270,000	69	14.17%	4.7	18.0	3.8	5.0	1.5
\$270,001 and up	49	10.06%	6.0	21.6	11.0	3.7	5.7
MSI:	6.5			14.5	5.2	4.2	4.3
Total Active Inventory:	487			188	194	91	14



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

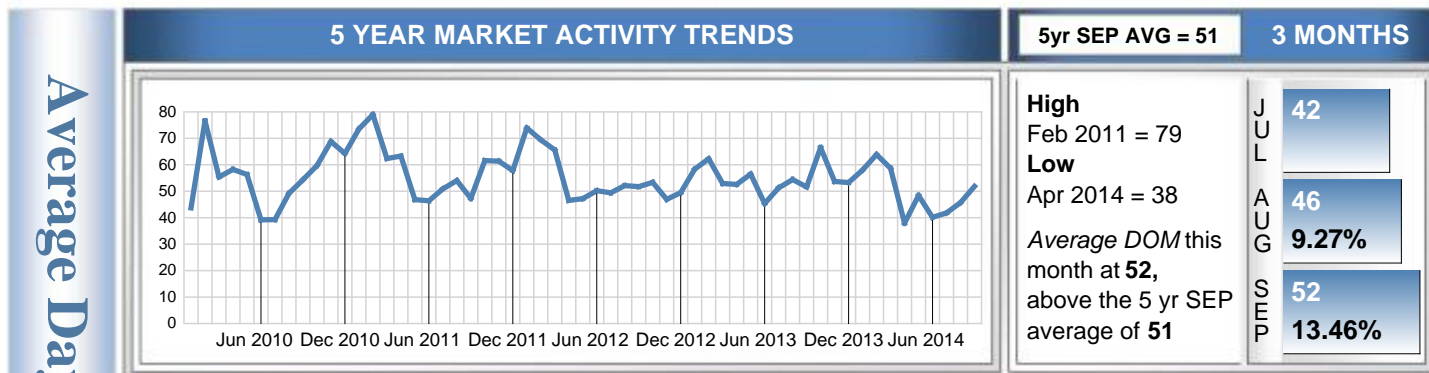
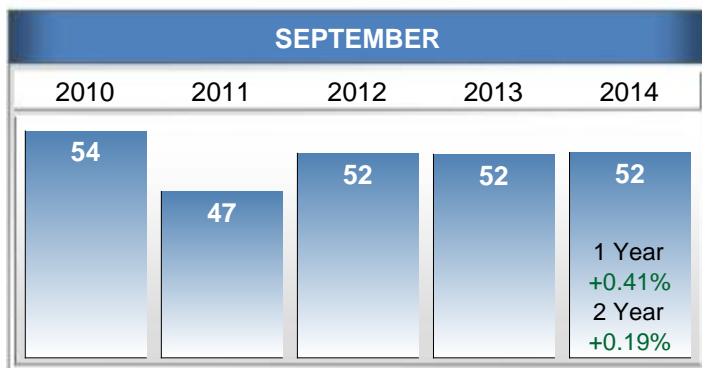
Closed Sales as of Oct 14, 2014



Average Days on Market to Sale

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Average Days on Market

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

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	6	8.11%	51.2	81.7	20.7	0.0	0.0
\$50,001 - \$75,000	10	13.51%	56.9	85.0	38.2	0.0	0.0
\$75,001 - \$75,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$75,001 - \$125,000	25	33.78%	40.8	33.7	26.3	74.9	0.0
\$125,001 - \$200,000	12	16.22%	58.7	169.0	30.5	57.0	64.0
\$200,001 - \$300,000	13	17.57%	55.6	124.0	59.0	45.4	0.0
\$300,001 and up	8	10.81%	64.4	0.0	68.0	65.5	49.0
Average Closed DOM: 51.9				81.6	35.6	59.8	59.0
Total Closed Units: 74				12	35	24	3
Total Closed Volume: 11,230,170				952.40K	4.53M	4.99M	758.65K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

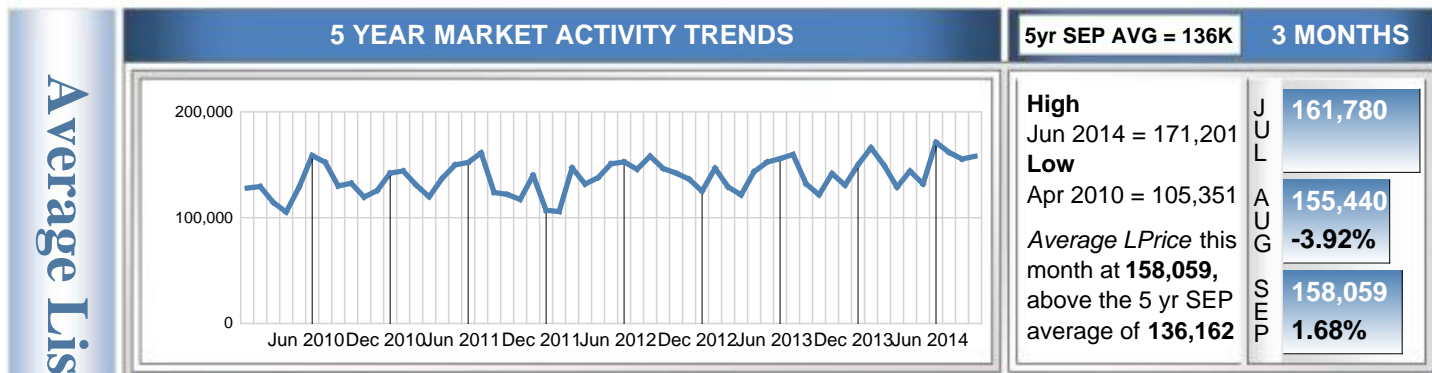
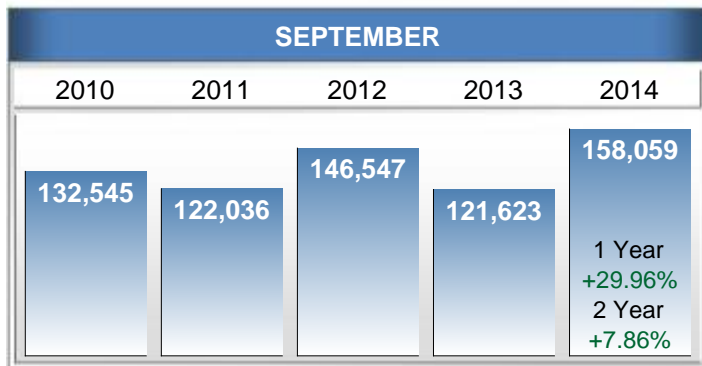
Closed Sales as of Oct 14, 2014



Average List Price at Closing

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Average List Price

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

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	5	6.76%	29,960	34,300	32,967	0	0
\$50,001 - \$75,000	10	13.51%	64,800	69,575	67,367	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	24	32.43%	97,467	91,933	97,680	112,371	0
\$125,001 - \$200,000	13	17.57%	151,511	138,000	140,436	159,000	212,500
\$200,001 - \$300,000	14	18.92%	244,143	289,000	232,200	246,900	0
\$300,001 and up	8	10.81%	396,463	0	401,600	400,225	366,000
Average List Price:	\$158,059			\$90,333	\$133,247	\$214,904	\$263,666
Total Closed Units:	74			12	35	24	3
Total List Volume:	11,696,341			1.08M	4.66M	5.16M	791.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

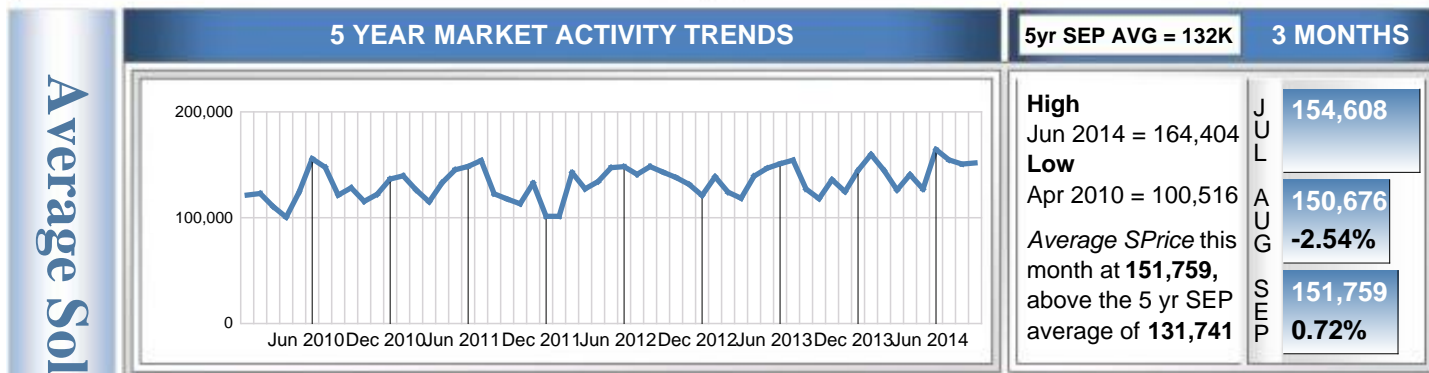
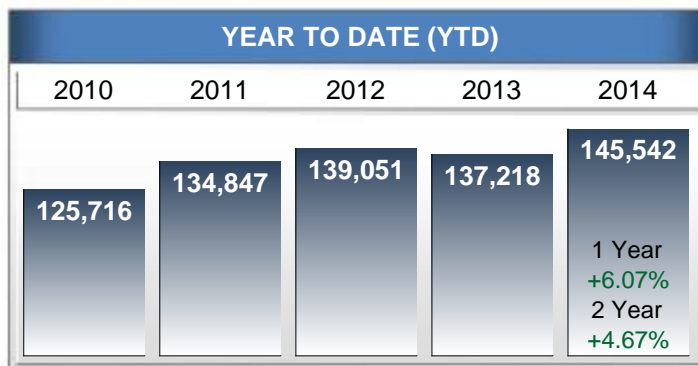
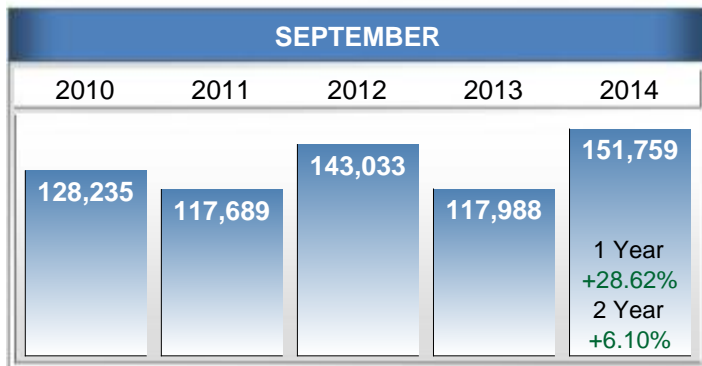
Closed Sales as of Oct 14, 2014



Average Sold Price at Closing

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Average Sold Price

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

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	6	8.11%	32,350	31,333	33,367	0	0
\$50,001 - \$75,000	10	13.51%	62,830	61,850	63,483	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	25	33.78%	96,617	91,667	95,495	101,143	0
\$125,001 - \$200,000	12	16.22%	152,950	126,000	134,475	155,900	196,000
\$200,001 - \$300,000	13	17.57%	234,215	210,000	222,725	242,988	0
\$300,001 and up	8	10.81%	389,018	0	396,167	389,250	366,645
Average Closed Price:	\$151,759			\$79,367	\$129,449	\$207,850	\$252,882
Total Closed Units:	74			12	35	24	3
Total Closed Volume:	11,230,170			952.40K	4.53M	4.99M	758.65K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

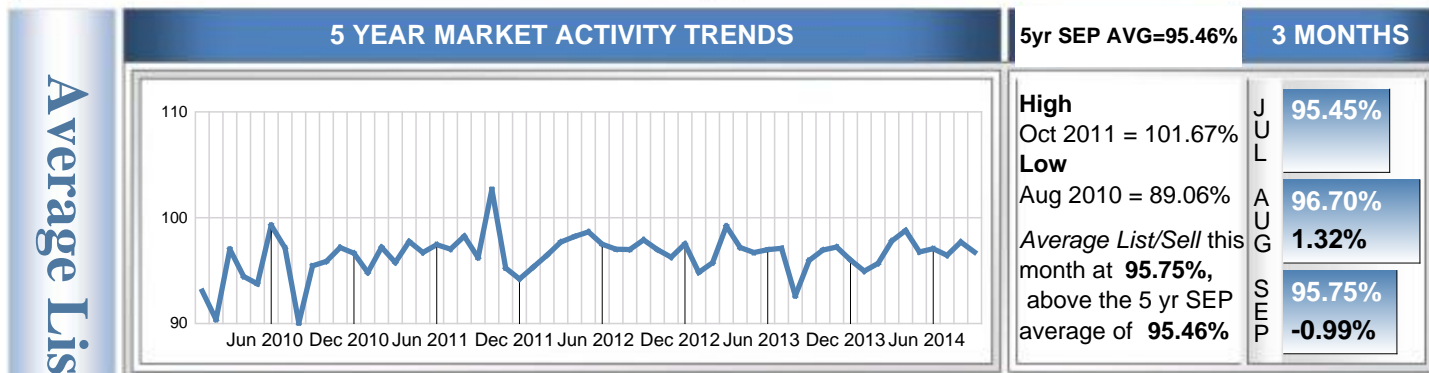
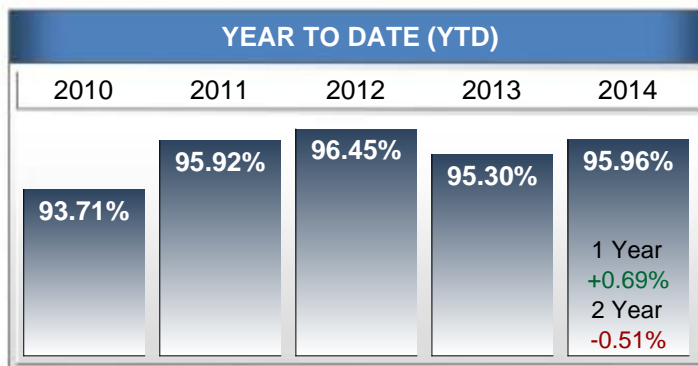
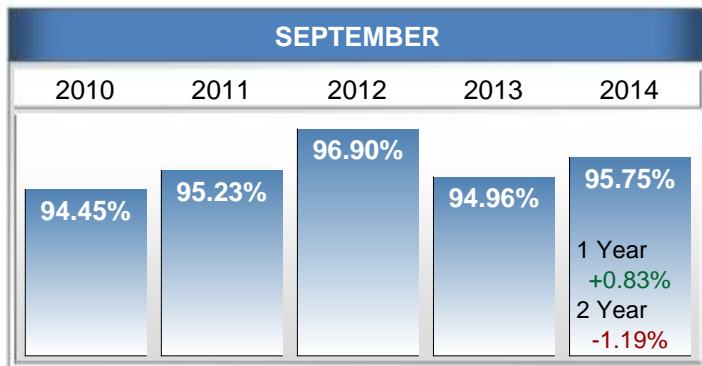
Closed Sales as of Oct 14, 2014



Average Percent of List Price to Selling Price

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Average List/Sell Price

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

AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	6	8.11%	95.59%	89.26%	101.92%	0.00%	0.00%
\$50,001 - \$75,000	10	13.51%	92.57%	89.95%	94.31%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	25	33.78%	96.25%	99.92%	98.15%	90.59%	0.00%
\$125,001 - \$200,000	12	16.22%	95.84%	91.30%	95.92%	98.01%	92.53%
\$200,001 - \$300,000	13	17.57%	95.73%	72.66%	96.04%	98.45%	0.00%
\$300,001 and up	8	10.81%	98.16%	0.00%	98.58%	97.35%	100.18%
Average List/Sell Ratio: 95.70%				90.94%	97.36%	95.88%	95.08%
Total Closed Units: 74				12	35	24	3
Total Closed Volume: 11,230,170				952.40K	4.53M	4.99M	758.65K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

Inventory as of Oct 14, 2014



Market Summary

Report Produced on: Oct 14, 2014

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 75 Sales/Month

Active Inventory as of September 30, 2014 = 487

	SEPTEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	58	74	27.59%	676	700	3.55%
Pending Sales	71	82	15.49%	708	756	6.78%
New Listings	119	109	-8.40%	1,435	1,398	-2.58%
Average List Price	121,623	158,059	29.96%	142,157	150,775	6.06%
Average Sale Price	117,988	151,759	28.62%	137,218	145,542	6.07%
Average Percent of List Price to Selling Price	94.96%	95.75%	0.83%	95.30%	95.96%	0.69%
Average Days on Market to Sale	51.64	51.85	0.41%	53.40	48.86	-8.51%
Monthly Inventory	590	487	-17.46%	590	487	-17.46%
Months Supply of Inventory	8.18	6.47	-20.84%	8.18	6.47	-20.84%

