



July 2014

Area Delimited by County Of Washington

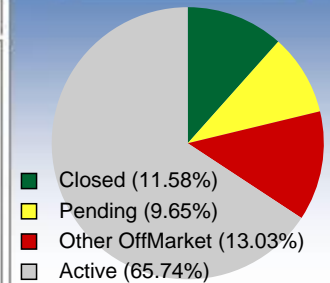


Absorption: Last 12 months, an Average of **75** Sales/Month

Active Inventory as of July 31, 2014 = **545**

	JULY		
	2013	2014	+/-%
Closed Listings	111	96	-13.51%
Pending Listings	85	80	-5.88%
New Listings	209	208	-0.48%
Median List Price	129,900	127,500	-1.85%
Median Sale Price	129,500	124,000	-4.25%
Median Percent of List Price to Selling Price	97.42%	98.52%	1.13%
Median Days on Market to Sale	39.00	19.50	-50.00%
End of Month Inventory	572	545	-4.72%
Months Supply of Inventory	7.84	7.24	-7.67%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 15, 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 July 2014 decreased **4.72%** to 545 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 **7.24** 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 **4.25%** in July 2014 to \$124,000 versus the previous year at \$129,500.

Median Days on Market Shortens

The median number of **19.50** days that homes spent on the market before selling decreased by 19.50 days or **50.00%** in July 2014 compared to last year's same month at **39.00** DOM.

Sales Success for July 2014 is Positive

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

There were 208 New Listings in July 2014, down **0.48%** from last year at 209. Furthermore, there were 96 Closed Listings this month versus last year at 111, a **-13.51%** decrease.

Closed versus Listed trends yielded a **46.2%** ratio, down from last year's July 2014 at **53.1%**, a **13.10%** 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

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?

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



Monthly Inventory Analysis

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July 2014

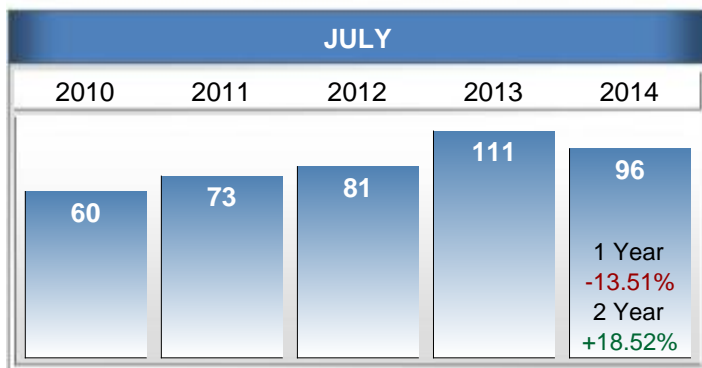
Closed Sales as of Aug 15, 2014



Closed Listings

Report Produced on: Aug 15, 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	6	6.25%	12.0	3	3	0	0
\$40,001 - \$60,000	10	10.42%	49.0	5	2	2	1
\$60,001 - \$80,000	15	15.63%	33.0	3	11	1	0
\$80,001 - \$160,000	30	31.25%	17.0	2	20	7	1
\$160,001 - \$220,000	12	12.50%	8.5	0	4	7	1
\$220,001 - \$310,000	13	13.54%	21.0	0	1	12	0
\$310,001 and up	10	10.42%	46.0	2	0	5	3
Total Closed Units:	96		19.5	15	41	34	6
Total Closed Volume:	14,842,335			1.55M	4.07M	7.50M	1.72M
Median Closed Price:	\$124,000			\$59,000	\$89,000	\$219,500	\$278,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2014

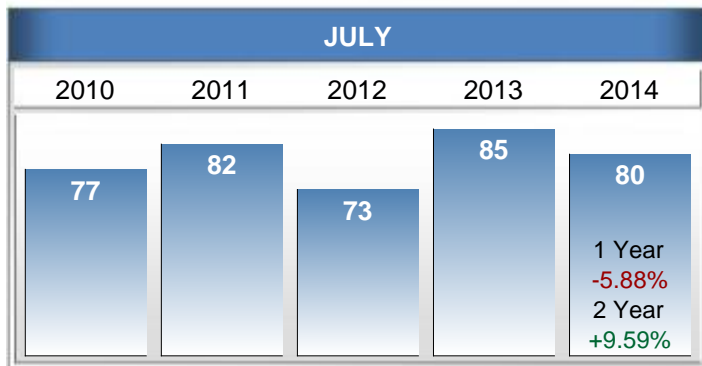
Pending Listings as of Aug 15, 2014



Pending Listings

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Pending Listings
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5yr JUL AVG = 79 **3 MONTHS**

High
Apr 2010 = 124
Low
Nov 2011 = 39

Pending Listings this month at **80**, above the 5 yr JUL average of **79**

MAY	93
JUN	84 -9.68%
JUL	80 -4.76%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	10	12.50%	21.0	5	4	0	1		
\$50,001 - \$60,000	8	10.00%	26.0	2	4	2	0		
\$60,001 - \$80,000	13	16.25%	38.0	6	7	0	0		
\$80,001 - \$130,000	21	26.25%	49.0	3	15	3	0		
\$130,001 - \$180,000	9	11.25%	38.0	1	4	4	0		
\$180,001 - \$230,000	8	10.00%	43.0	0	2	6	0		
\$230,001 and up	11	13.75%	52.0	1	1	9	0		
Total Pending Units:				80	38.0	18	37	24	1
Total Pending Volume:				10,335,050		1.50M	3.84M	4.95M	50.00K
Median Listing Price:				\$108,450		\$67,200	\$99,000	\$196,250	\$50,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2014

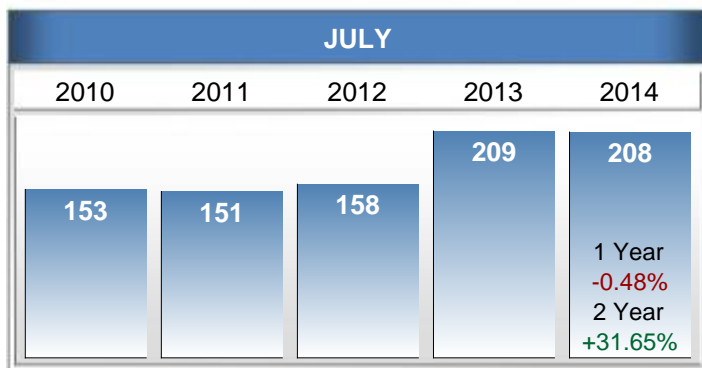
New Listings as of Aug 15, 2014



New Listings

Report Produced on: Aug 15, 2014

Area Delimited by County Of Washington



New Listings
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5yr JUL AVG = 176 **3 MONTHS**

High	Oct 2013 = 245
Low	Dec 2013 = 82
<i>New Listings</i> this month at 208 , above the 5 yr JUL average of 176	

MAY	175
JUN	126
JUL	208
-28.00%	
65.08%	

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	21	10.10%	18	3	0	0
\$30,001 - \$60,000	25	12.02%	21	4	0	0
\$60,001 - \$80,000	30	14.42%	20	10	0	0
\$80,001 - \$120,000	50	24.04%	12	33	5	0
\$120,001 - \$160,000	34	16.35%	7	19	8	0
\$160,001 - \$230,000	24	11.54%	5	8	11	0
\$230,001 and up	24	11.54%	3	2	15	4

Total New Listed Units:	208	86	79	39	4
Total New Listed Volume:	27,112,449	6.97M	9.04M	8.62M	2.48M
Median New Listed Listing Price:	\$108,450	\$70,625	\$112,000	\$194,900	\$574,950



Monthly Inventory Analysis

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July 2014

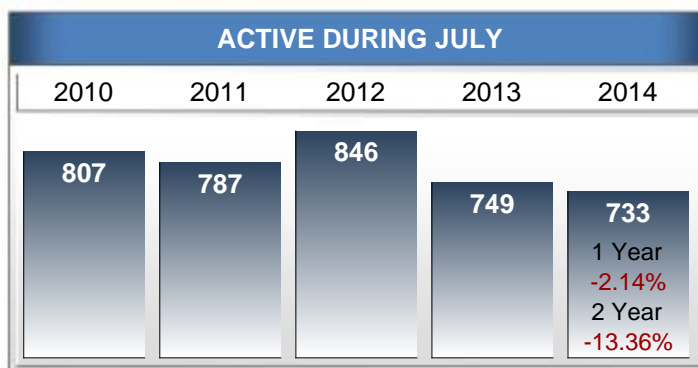
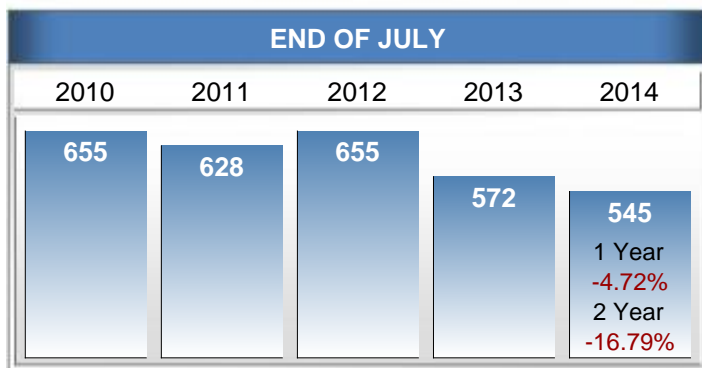
Active Inventory as of Aug 15, 2014



Active Inventory

Report Produced on: Aug 15, 2014

Area Delimited by County Of Washington



Active Inventory

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5yr JUL AVG = 611 **3 MONTHS**

High
Aug 2010 = 708

Low
Apr 2014 = 490

Inventory this month at **545**, below the 5 yr JUL average of **611**

MAY	527
JUN	525
JUL	545
-0.38%	
3.81%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	53	9.72%	65.0	47	6	0	0		
\$30,001 \$50,000	59	10.83%	73.0	45	13	1	0		
\$50,001 \$70,000	67	12.29%	108.0	44	23	0	0		
\$70,001 \$130,000	160	29.36%	45.0	51	90	18	1		
\$130,001 \$180,000	76	13.94%	66.0	11	42	21	2		
\$180,001 \$280,000	73	13.39%	59.0	5	25	41	2		
\$280,001 and up	57	10.46%	84.0	12	8	22	15		
Total Active Inventory by Units:				545	64.0	215	207	103	20
Total Active Inventory by Volume:				92,943,198		23.42M	26.43M	26.12M	16.98M
Median Active Inventory Listing Price:				\$107,500		\$62,000	\$116,000	\$215,000	\$344,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2014

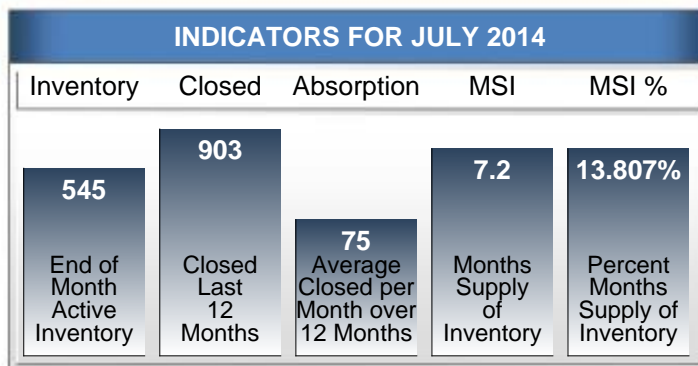
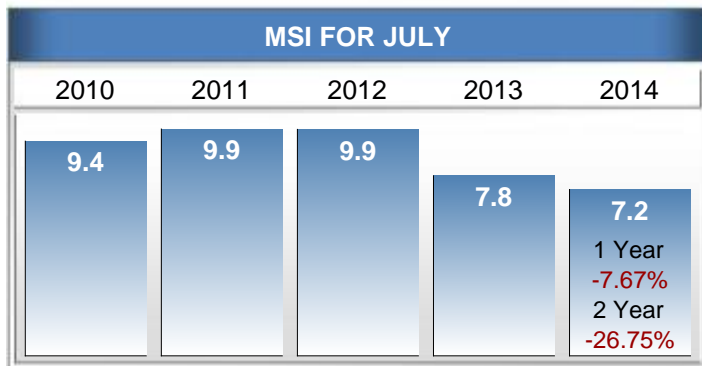
Active Inventory as of Aug 15, 2014



Months Supply of Inventory

Report Produced on: Aug 15, 2014

Area Delimited by County Of Washington



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+
\$30,000 and less	53	9.72%	7.1	11.5	1.9	0.0	0.0
\$30,001 \$50,000	59	10.83%	11.2	19.3	4.9	6.0	0.0
\$50,001 \$70,000	67	12.29%	10.3	18.9	6.4	0.0	0.0
\$70,001 \$130,000	160	29.36%	6.6	16.5	5.4	4.4	4.0
\$130,001 \$180,000	76	13.94%	6.3	18.9	6.7	4.5	3.4
\$180,001 \$280,000	73	13.39%	5.4	12.0	6.3	4.9	3.4
\$280,001 and up	57	10.46%	8.9	28.8	19.2	6.0	7.8
MSI:			7.2	16.2	5.6	4.7	5.9
Total Active Inventory:			545	215	207	103	20



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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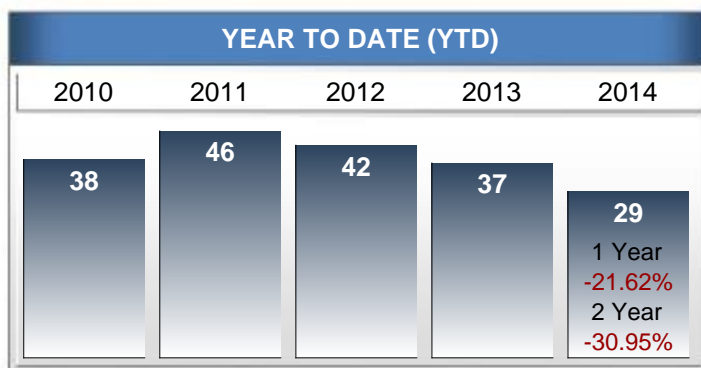
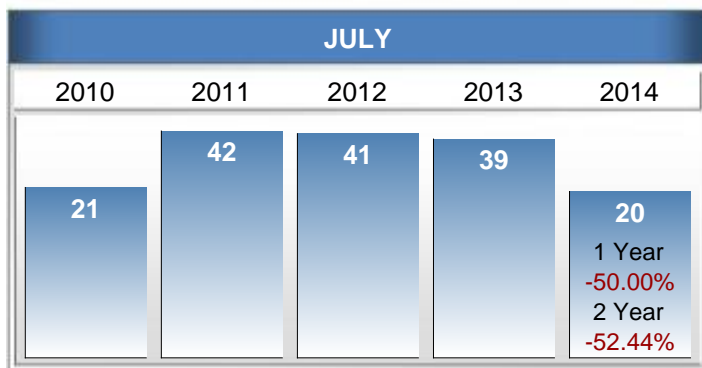
Closed Sales as of Aug 15, 2014



Median Days on Market to Sale

Report Produced on: Aug 15, 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	6			6.25%	12.0	1.0	13.0	0.0	0.0
\$40,001 \$60,000	10			10.42%	49.0	35.0	35.0	62.0	116.0
\$60,001 \$80,000	15			15.63%	33.0	8.0	33.0	111.0	0.0
\$80,001 \$160,000	30			31.25%	17.0	89.5	19.5	15.0	29.0
\$160,001 \$220,000	12			12.50%	8.5	0.0	7.0	9.0	7.0
\$220,001 \$310,000	13			13.54%	21.0	0.0	22.0	17.5	0.0
\$310,001 and up	10			10.42%	46.0	168.0	0.0	15.0	15.0
Median Closed DOM:	19.5					25.0	20.0	16.5	22.0
Total Closed Units:	96					15	41	34	6
Total Closed Volume:	14,842,335					1.55M	4.07M	7.50M	1.72M



Monthly Inventory Analysis

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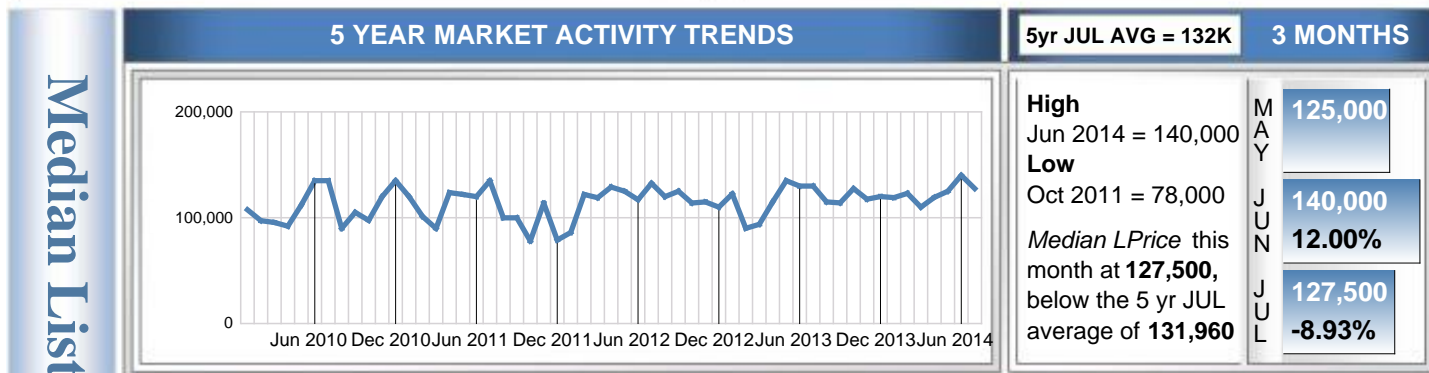
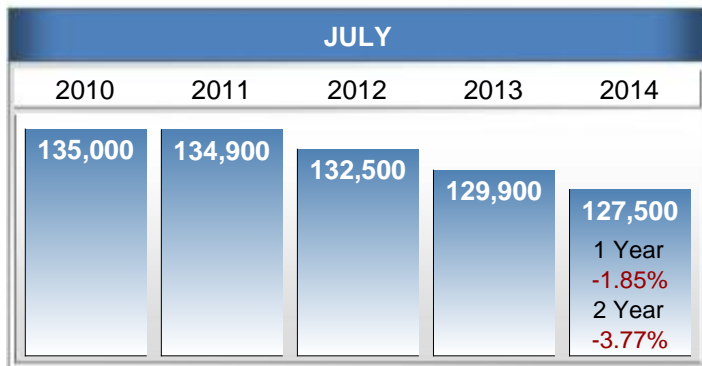
Closed Sales as of Aug 15, 2014



Median List Price at Closing

Report Produced on: Aug 15, 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	5		5.21%	29,700	32,000	29,700	0	0
\$40,001 \$60,000	9		9.38%	57,000	50,000	57,500	59,700	50,000
\$60,001 \$80,000	12		12.50%	69,450	69,000	72,000	0	0
\$80,001 \$160,000	34		35.42%	108,500	90,750	100,000	132,000	147,500
\$160,001 \$220,000	13		13.54%	182,000	210,000	179,950	192,500	219,176
\$220,001 \$310,000	12		12.50%	250,000	0	235,000	250,000	0
\$310,001 and up	11		11.46%	420,000	490,000	0	387,000	479,000
Median List Price:		\$127,500			\$64,900	\$89,000	\$221,500	\$282,038
Total Closed Units:		96			15	41	34	6
Total List Volume:		15,530,901			1.91M	4.20M	7.64M	1.79M



Monthly Inventory Analysis

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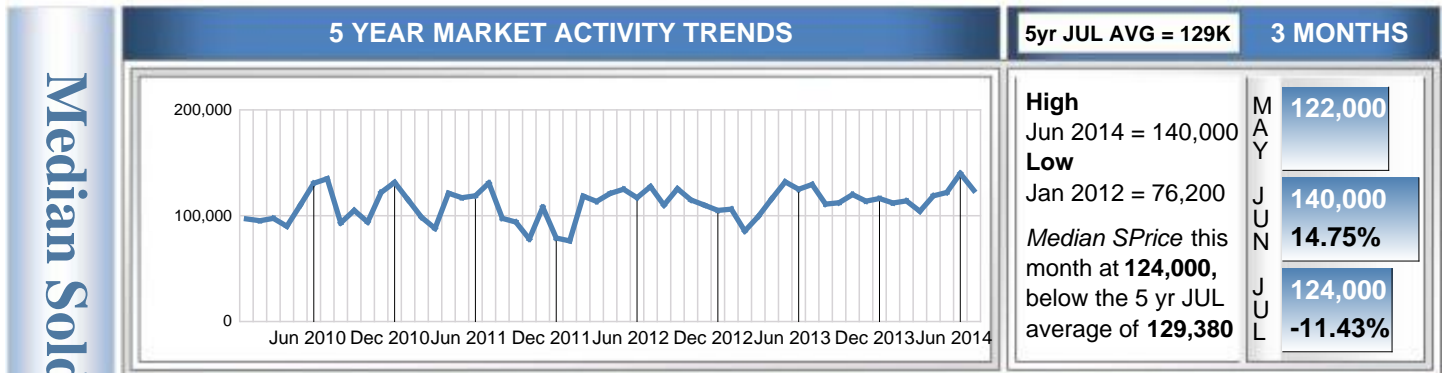
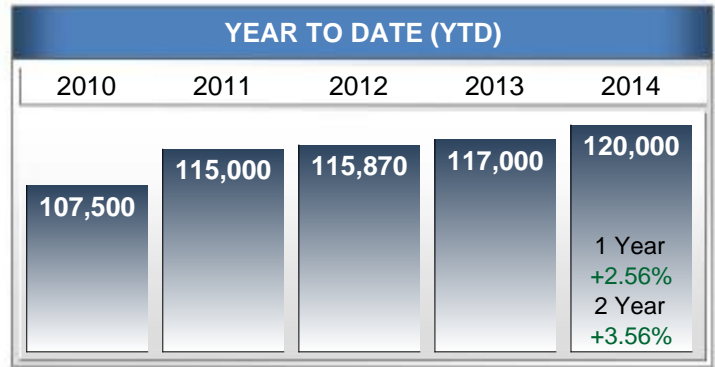
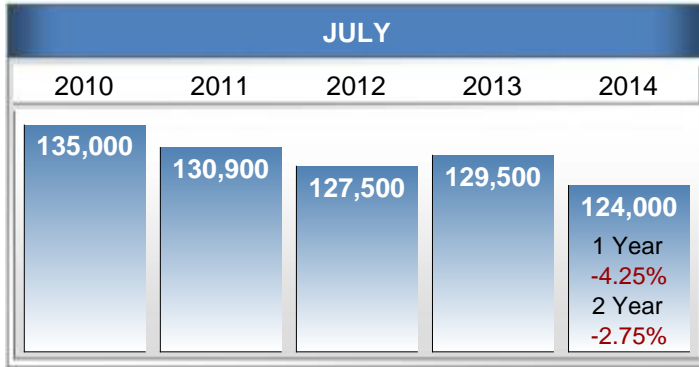
Closed Sales as of Aug 15, 2014



Median Sold Price at Closing

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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			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6		6.25%	29,000	40,000	27,000	0	0
\$40,001 \$60,000	10		10.42%	50,375	50,750	57,000	45,250	50,000
\$60,001 \$80,000	15		15.63%	70,000	70,000	68,000	70,000	0
\$80,001 \$160,000	30		31.25%	118,503	126,030	100,000	127,000	140,000
\$160,001 \$220,000	12		12.50%	178,950	0	176,500	182,500	215,000
\$220,001 \$310,000	13		13.54%	252,000	0	232,000	253,500	0
\$310,001 and up	10		10.42%	421,912	366,471	0	425,000	462,000
Median Closed Price:	\$124,000				\$59,000	\$89,000	\$219,500	\$278,950
Total Closed Units:	96				15	41	34	6
Total Closed Volume:	14,842,335				1.55M	4.07M	7.50M	1.72M



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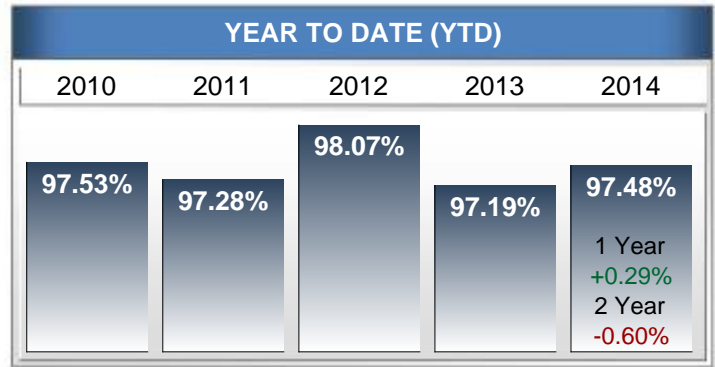
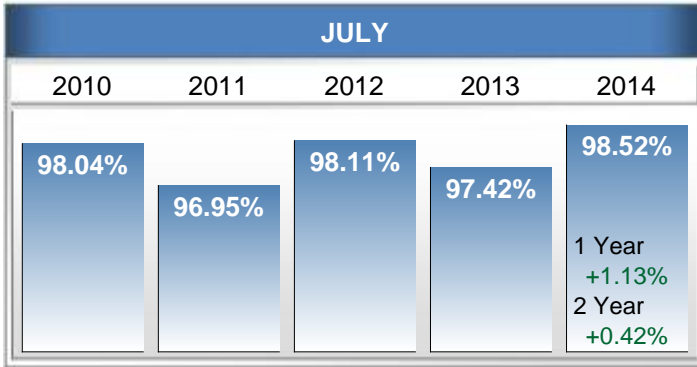
Closed Sales as of Aug 15, 2014



Median Percent of List Price to Selling Price

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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	6	6.25%	95.83%	91.67%	100.00%	0.00%	0.00%
\$40,001 \$60,000	10	10.42%	91.95%	90.91%	93.83%	75.78%	100.00%
\$60,001 \$80,000	15	15.63%	97.56%	99.13%	97.56%	72.16%	0.00%
\$80,001 \$160,000	30	31.25%	99.12%	86.62%	100.00%	98.71%	94.92%
\$160,001 \$220,000	12	12.50%	98.18%	0.00%	98.90%	98.26%	98.09%
\$220,001 \$310,000	13	13.54%	99.23%	0.00%	98.72%	99.61%	0.00%
\$310,001 and up	10	10.42%	96.61%	74.79%	0.00%	99.15%	96.45%
Median List/Sell Ratio:	98.52%			90.91%	99.41%	98.85%	97.27%
Total Closed Units:	96			15	41	34	6
Total Closed Volume:	14,842,335			1.55M	4.07M	7.50M	1.72M



Monthly Inventory Analysis

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July 2014

Inventory as of Aug 15, 2014



Market Summary

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

Active Inventory as of July 31, 2014 = 545

	JULY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	111	96	-13.51%	529	553	4.54%
Pending Sales	85	80	-5.88%	567	595	4.94%
New Listings	209	208	-0.48%	1,142	1,153	0.96%
Median List Price	129,900	127,500	-1.85%	119,000	125,000	5.04%
Median Sale Price	129,500	124,000	-4.25%	117,000	120,000	2.56%
Median Percent of List Price to Selling Price	97.42%	98.52%	1.13%	97.19%	97.48%	0.29%
Median Days on Market to Sale	39.00	19.50	-50.00%	37.00	29.00	-21.62%
Monthly Inventory	572	545	-4.72%	572	545	-4.72%
Months Supply of Inventory	7.84	7.24	-7.67%	7.84	7.24	-7.67%

