



June 2014

Area Delimited by County Of Washington

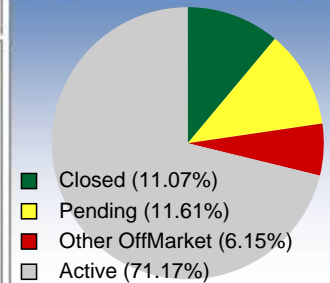


Absorption: Last 12 months, an Average of **77** Sales/Month

Active Inventory as of June 30, 2014 = **521**

	JUNE		
	2013	2014	+/- %
Closed Listings	84	81	-3.57%
Pending Listings	98	85	-13.27%
New Listings	121	126	4.13%
Average List Price	155,814	171,201	9.88%
Average Sale Price	150,960	164,398	8.90%
Average Percent of List Price to Selling Price	95.98%	96.07%	0.09%
Average Days on Market to Sale	45.36	40.14	-11.51%
End of Month Inventory	540	521	-3.52%
Months Supply of Inventory	7.67	6.81	-11.19%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 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 June 2014 decreased **3.52%** to 521 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **6.81** 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 **8.90%** in June 2014 to \$164,398 versus the previous year at \$150,960.

Average Days on Market Shortens

The average number of **40.14** days that homes spent on the market before selling decreased by 5.22 days or **11.51%** in June 2014 compared to last year's same month at **45.36** DOM.

Sales Success for June 2014 is Positive

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

There were 126 New Listings in June 2014, up **4.13%** from last year at 121. Furthermore, there were 81 Closed Listings this month versus last year at 84, a **-3.57%** decrease.

Closed versus Listed trends yielded a **64.3%** ratio, down from last year's June 2014 at **69.4%**, a **7.40%** downswing. 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.

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Monthly Inventory Analysis

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June 2014

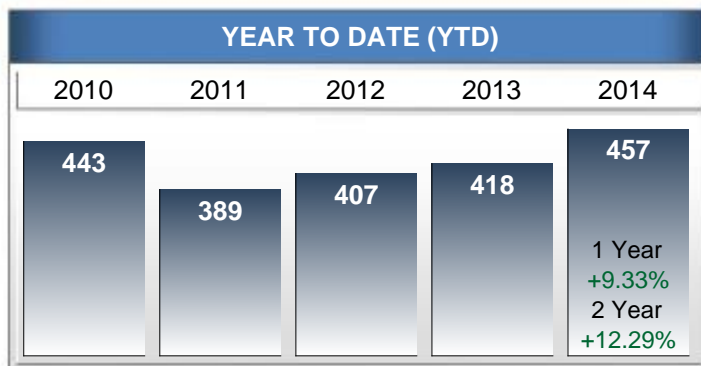
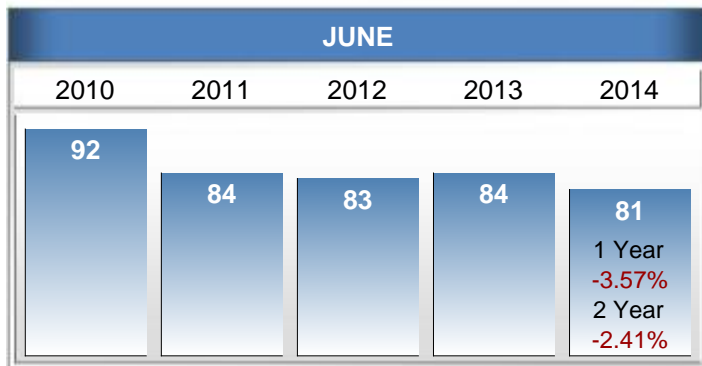
Closed Sales as of Jul 16, 2014



Report Produced on: Jul 16, 2014

Closed Listings

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	5	6.17%	29.2	4	1	0	0
\$25,001 - \$75,000	9	11.11%	39.8	4	5	0	0
\$75,001 - \$100,000	11	13.58%	57.7	0	11	0	0
\$100,001 - \$175,000	25	30.86%	34.2	2	13	10	0
\$175,001 - \$225,000	9	11.11%	17.9	0	5	4	0
\$225,001 - \$300,000	13	16.05%	48.5	0	2	10	1
\$300,001 and up	9	11.11%	51.7	0	1	5	3
Total Closed Units: 81				10	38	29	4
Total Closed Volume: 13,316,233				484.07K	4.79M	6.66M	1.39M
Average Closed Price: \$164,398				\$48,407	\$125,968	\$229,564	\$347,000



Monthly Inventory Analysis

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June 2014

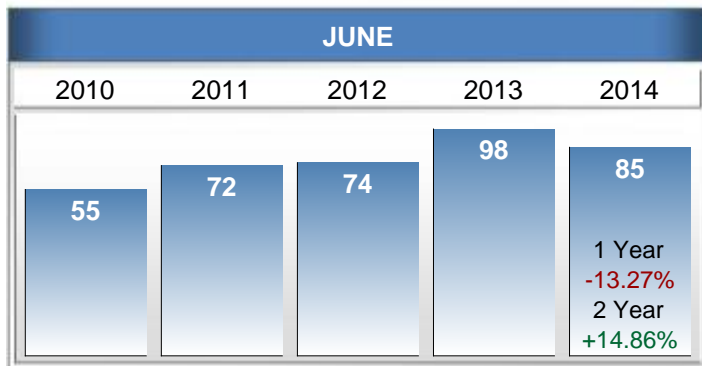
Pending Listings as of Jul 16, 2014



Pending Listings

Report Produced on: Jul 16, 2014

Area Delimited by County Of Washington



Pending Listings
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5yr JUN AVG = 77 **3 MONTHS**

High
Apr 2010 = 124

Low
Nov 2011 = 39

Pending Listing this month at **85**, above the 5 yr JUN average of **77**

A	101
P	
R	
M	93
A	-7.92%
Y	
J	85
U	-8.60%
N	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.24%	47.6	6	1	0	0
\$50,001 - \$80,000	10	11.76%	42.8	3	6	0	1
\$80,001 - \$90,000	10	11.76%	44.0	0	7	3	0
\$90,001 - \$150,000	26	30.59%	44.6	1	20	4	1
\$150,001 - \$220,000	10	11.76%	25.7	0	4	5	1
\$220,001 - \$310,000	13	15.29%	38.9	0	2	11	0
\$310,001 and up	9	10.59%	85.4	0	1	5	3
Total Pending Units:	85		39.4	10	41	28	6
Total Pending Volume:	13,849,811			432.10K	4.98M	6.31M	2.13M
Average Listing Price:	\$139,551			\$43,210	\$121,373	\$225,533	\$354,413



Monthly Inventory Analysis

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June 2014

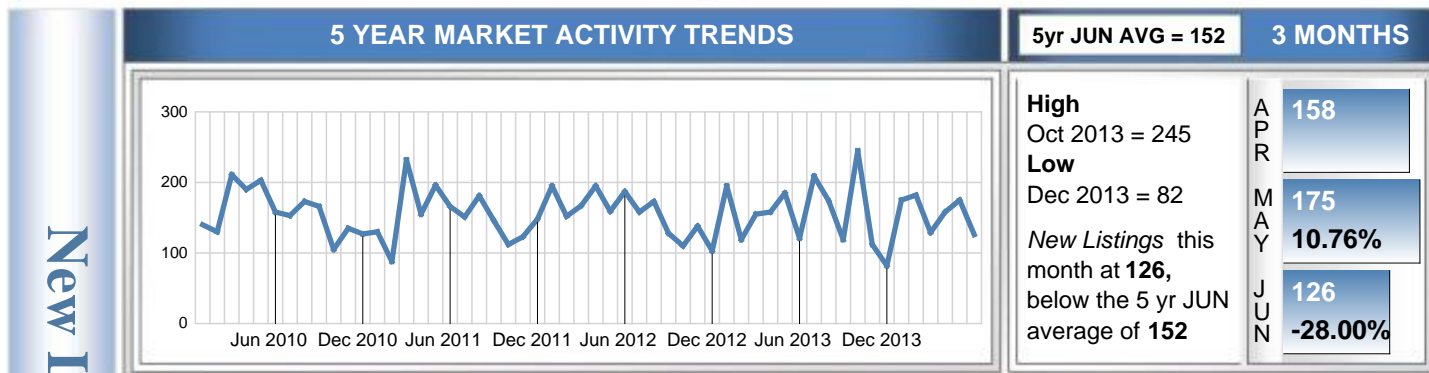
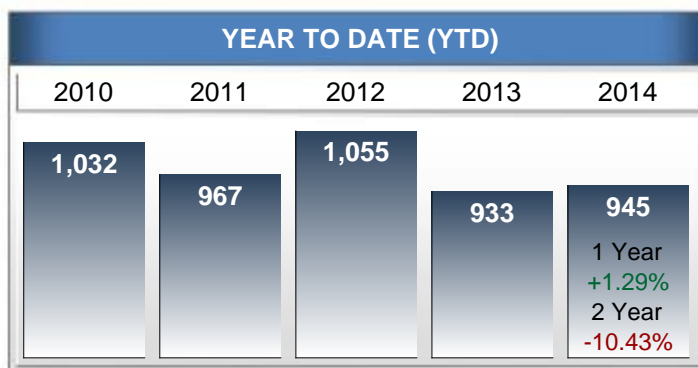
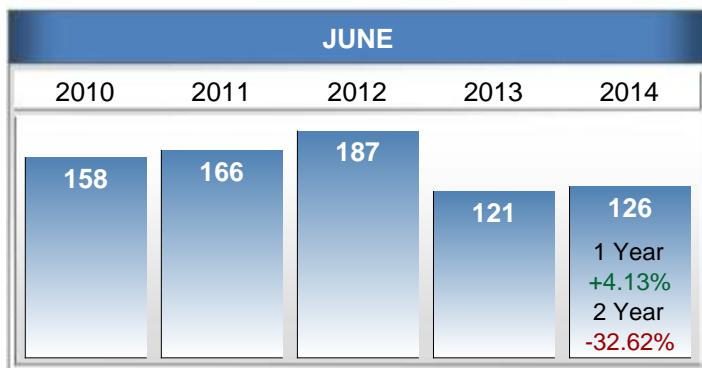
New Listings as of Jul 16, 2014



New Listings

Report Produced on: Jul 16, 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+
\$40,000 and less	13	10.32%	7	6	0	0
\$40,001 - \$60,000	16	12.70%	6	10	0	0
\$60,001 - \$70,000	11	8.73%	6	5	0	0
\$70,001 - \$130,000	35	27.78%	8	21	6	0
\$130,001 - \$190,000	21	16.67%	0	14	7	0
\$190,001 - \$260,000	17	13.49%	1	6	8	2
\$260,001 and up	13	10.32%	0	5	6	2
Total New Listed Units:	126		28	67	27	4
Total New Listed Volume:	17,102,104		1.85M	8.63M	5.48M	1.15M
Average New Listed Listing Price:	\$128,255		\$66,051	\$128,765	\$202,824	\$287,294



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

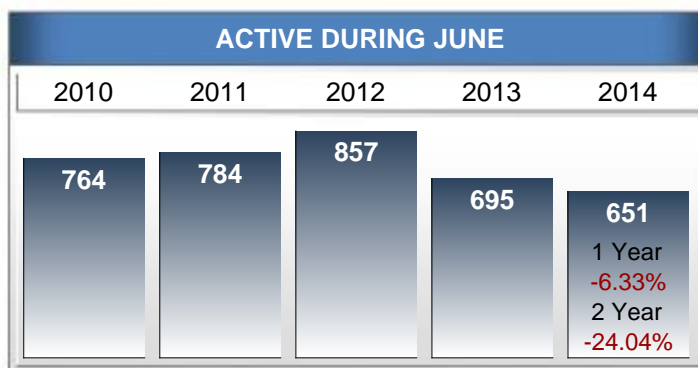
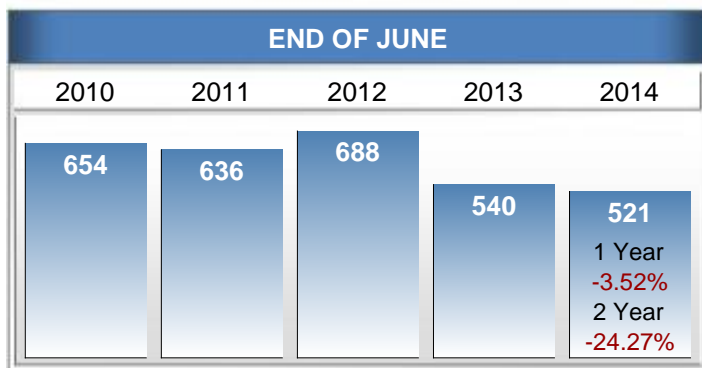
Active Inventory as of Jul 16, 2014



Active Inventory

Report Produced on: Jul 16, 2014

Area Delimited by County Of Washington



Active Inventory

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5yr JUN AVG = 608 **3 MONTHS**

High
Aug 2010 = 708

Low
Apr 2014 = 488

Inventory this month at **521**, below the 5 yr JUN average of **608**

A P R	488
M A Y	525
J U N	521
7.58%	
-0.76%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	28	5.37%	116.1	26	2	0	0	
\$25,001 \$50,000	82	15.74%	100.7	65	16	1	0	
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0	
\$50,001 \$125,000	207	39.73%	87.2	99	91	16	1	
\$125,001 \$175,000	77	14.78%	84.2	11	39	24	3	
\$175,001 \$275,000	69	13.24%	68.1	5	26	35	3	
\$275,001 and up	58	11.13%	87.1	11	9	26	12	
Total Active Inventory by Units:			521	87.9	217	183	102	19
Total Active Inventory by Volume:			87,238,748		22.99M	23.20M	25.82M	15.24M
Average Active Inventory Listing Price:			\$167,445		\$105,930	\$126,772	\$253,090	\$801,974



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

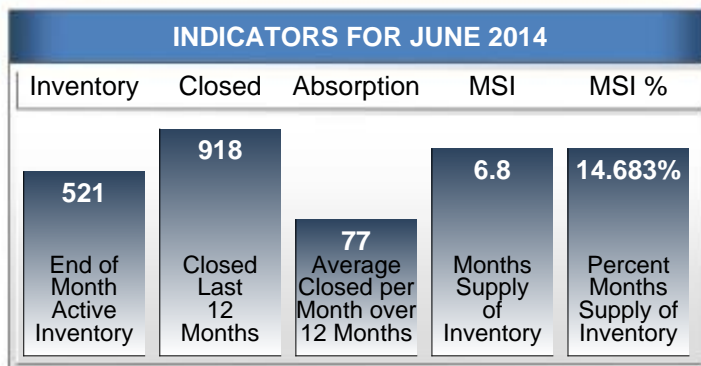
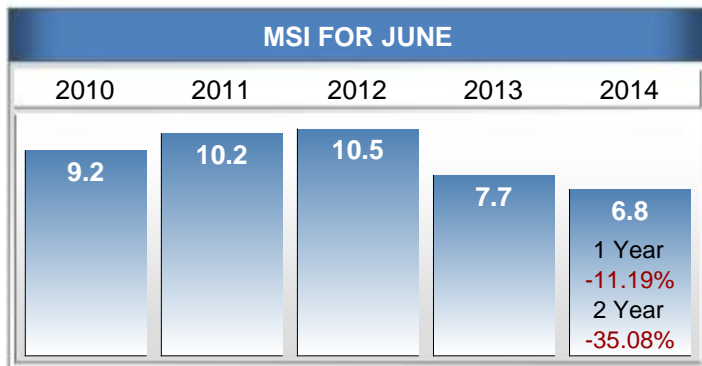
Active Inventory as of Jul 16, 2014



Months Supply of Inventory

Report Produced on: Jul 16, 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	49	9.40%	6.4	10.0	1.6	0.0	0.0
\$30,001 \$50,000	61	11.71%	10.9	20.1	4.0	0.0	0.0
\$50,001 \$70,000	79	15.16%	12.8	21.8	8.4	3.4	0.0
\$70,001 \$120,000	116	22.26%	5.9	15.2	4.2	4.1	6.0
\$120,001 \$180,000	90	17.27%	5.1	16.8	4.8	4.2	5.1
\$180,001 \$280,000	72	13.82%	5.2	12.0	6.4	4.3	5.1
\$280,001 and up	54	10.36%	8.6	33.0	19.2	6.3	6.5
MSI:			6.8	15.9	4.9	4.6	6.0
Total Active Inventory:			521	217	183	102	19



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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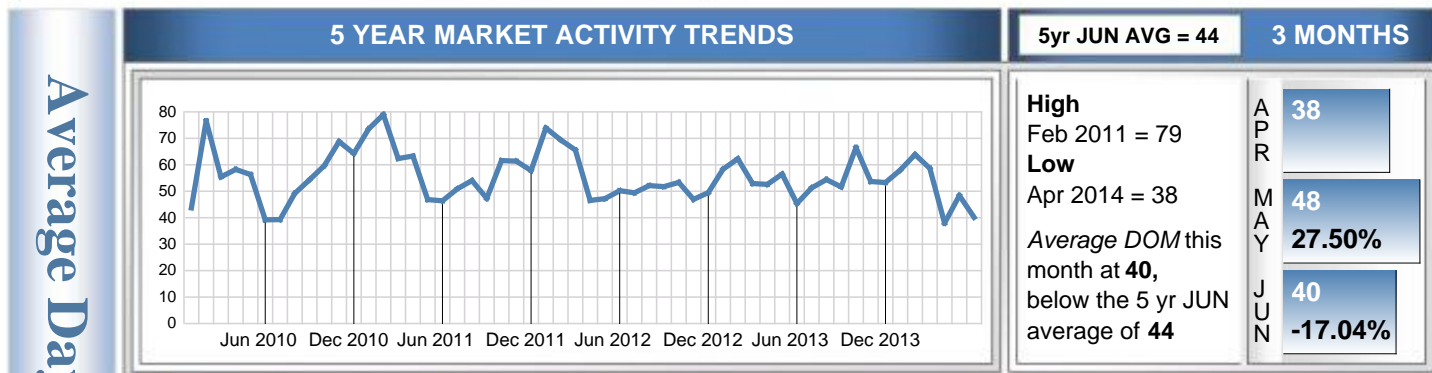
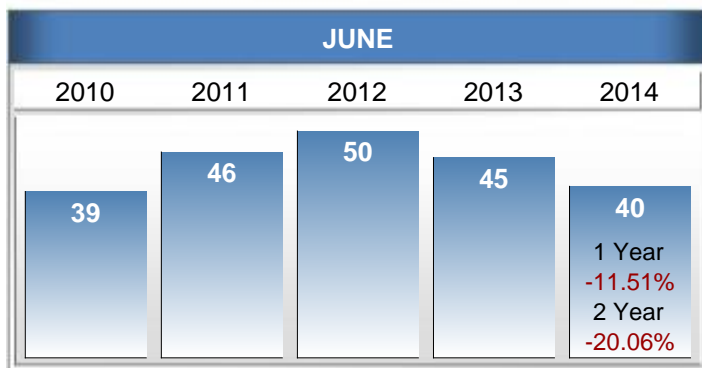
Closed Sales as of Jul 16, 2014



Average Days on Market to Sale

Report Produced on: Jul 16, 2014

Area Delimited by County Of Washington



Average Days on Market

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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+
\$25,000 and less	5	6.17%	29.2	32.0	18.0	0.0	0.0
\$25,001 - \$75,000	9	11.11%	39.8	64.8	19.8	0.0	0.0
\$75,001 - \$100,000	11	13.58%	57.7	0.0	57.7	0.0	0.0
\$100,001 - \$175,000	25	30.86%	34.2	50.0	21.5	47.6	0.0
\$175,001 - \$225,000	9	11.11%	17.9	0.0	18.6	17.0	0.0
\$225,001 - \$300,000	13	16.05%	48.5	0.0	83.5	32.2	141.0
\$300,001 and up	9	11.11%	51.7	0.0	3.0	64.2	47.0
Average Closed DOM: 40.1				48.7	34.1	40.9	70.5
Total Closed Units: 81				10	38	29	4
Total Closed Volume: 13,316,233				484.07K	4.79M	6.66M	1.39M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

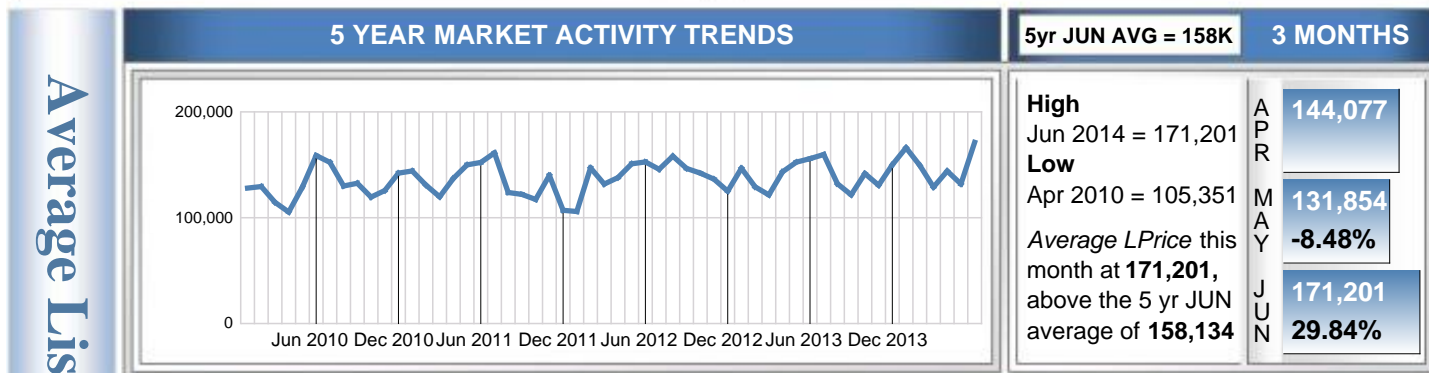
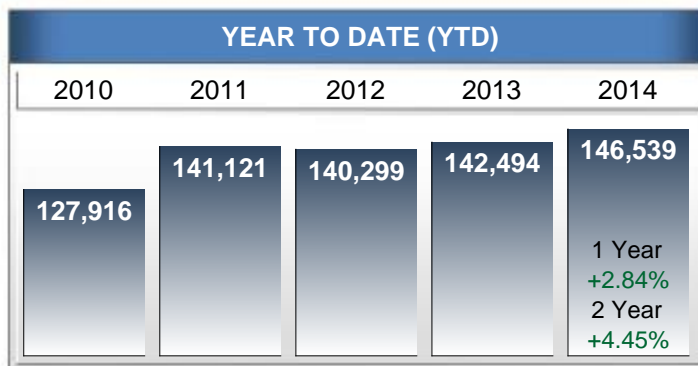
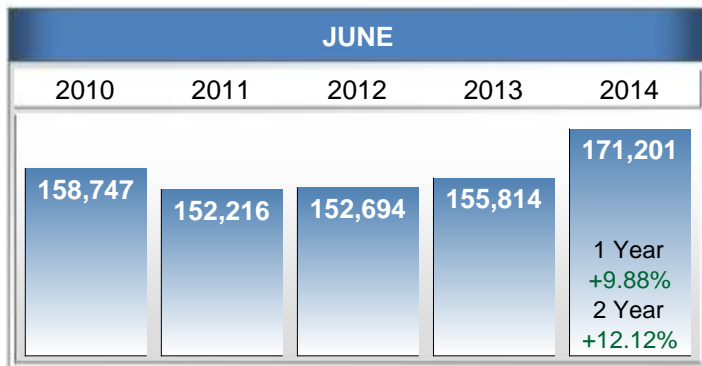
Closed Sales as of Jul 16, 2014



Average List Price at Closing

Report Produced on: Jul 16, 2014

Area Delimited by County Of Washington



Average List Price

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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+
\$25,000 and less	5	6.17%	14,580	11,975	25,000	0	0
\$25,001 - \$75,000	7	8.64%	42,343	52,075	50,000	0	0
\$75,001 - \$100,000	13	16.05%	87,285	0	88,436	0	0
\$100,001 - \$175,000	22	27.16%	135,393	125,950	139,873	144,930	0
\$175,001 - \$225,000	12	14.81%	193,483	0	196,480	199,625	0
\$225,001 - \$300,000	13	16.05%	261,832	0	252,400	262,911	269,900
\$300,001 and up	9	11.11%	406,556	0	360,000	405,800	423,333
Average List Price:	\$171,201			\$50,810	\$129,299	\$238,135	\$384,975
Total Closed Units:	81			10	38	29	4
Total List Volume:	13,867,260			508.10K	4.91M	6.91M	1.54M



Monthly Inventory Analysis

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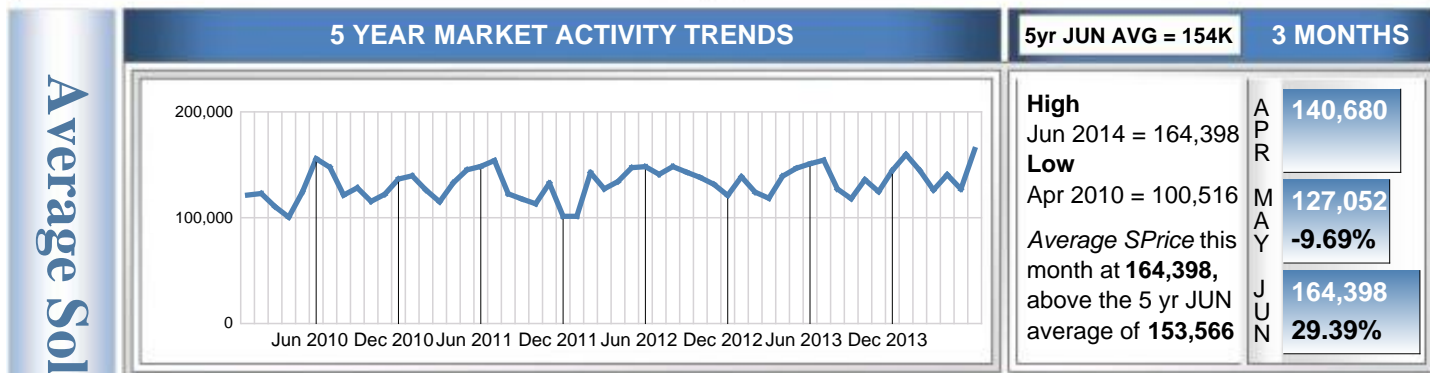
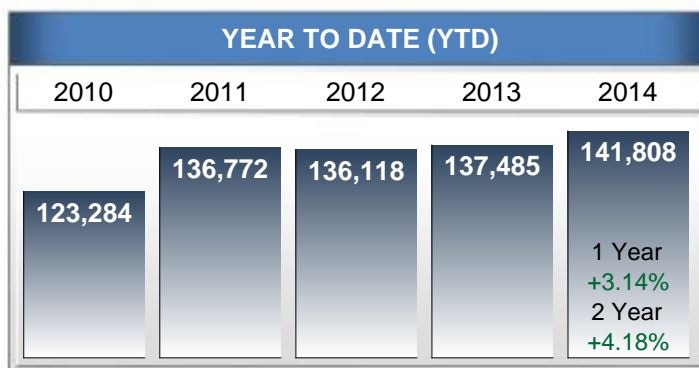
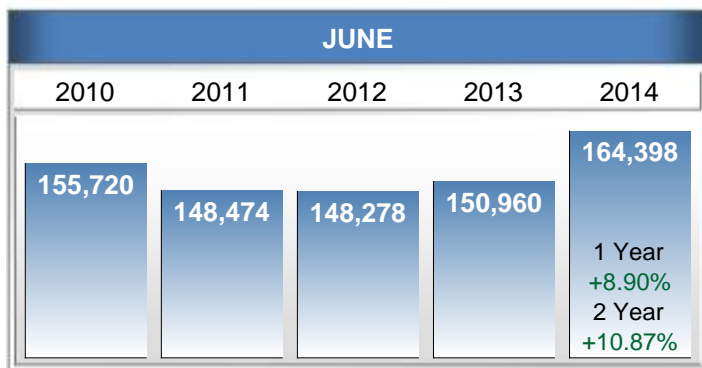
Closed Sales as of Jul 16, 2014



Average Sold Price at Closing

Report Produced on: Jul 16, 2014

Area Delimited by County Of Washington



Average Sold Price

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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+
\$25,000 and less	5		6.17%	12,594	9,992	23,001	0	0
\$25,001 \$75,000	9		11.11%	46,948	48,900	45,387	0	0
\$75,001 \$100,000	11		13.58%	85,815	0	85,815	0	0
\$100,001 \$175,000	25		30.86%	135,960	124,250	136,385	137,750	0
\$175,001 \$225,000	9		11.11%	195,378	0	195,080	195,750	0
\$225,001 \$300,000	13		16.05%	258,336	0	248,500	259,837	263,000
\$300,001 and up	9		11.11%	374,556	0	347,500	379,700	375,000
Average Closed Price:	\$164,398				\$48,407	\$125,968	\$229,564	\$347,000
Total Closed Units:	81				10	38	29	4
Total Closed Volume:	13,316,233				484.07K	4.79M	6.66M	1.39M



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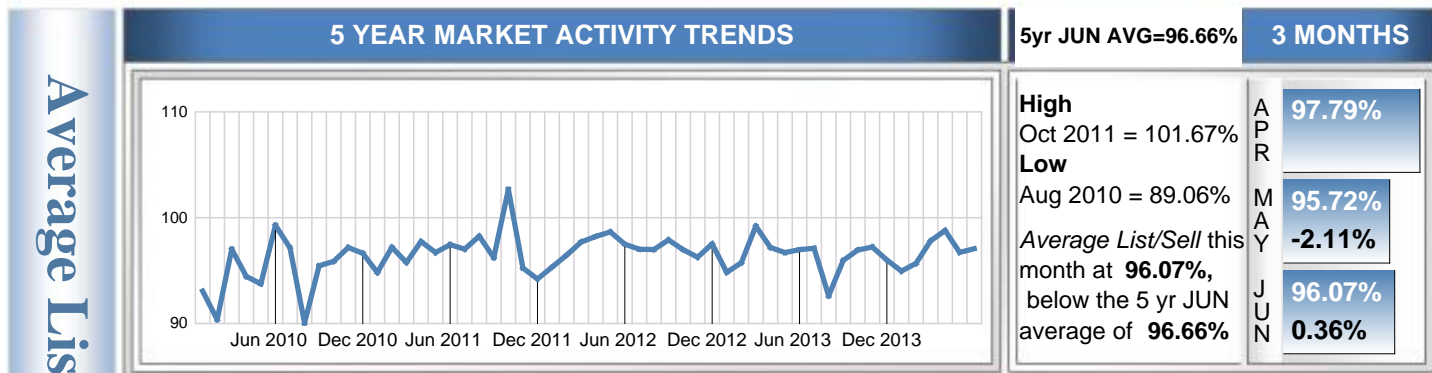
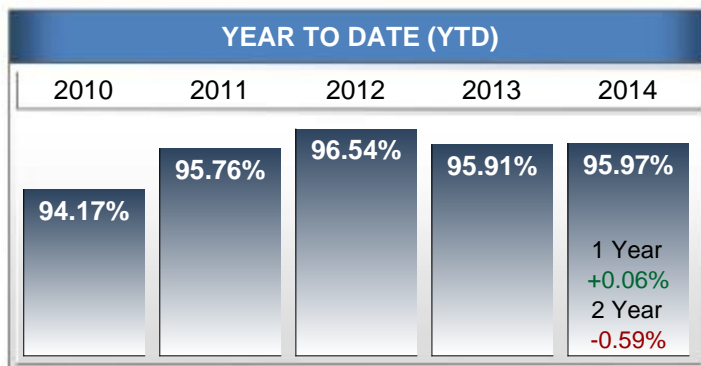
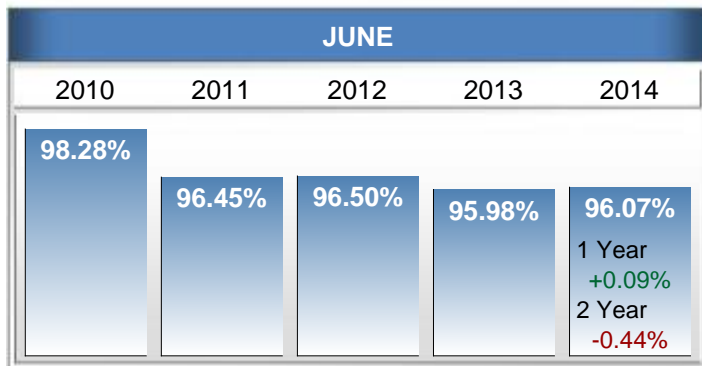
Closed Sales as of Jul 16, 2014



Average Percent of List Price to Selling Price

Report Produced on: Jul 16, 2014

Area Delimited by County Of Washington



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+
\$25,000 and less	5	6.17%	92.19%	92.24%	92.00%	0.00%	0.00%
\$25,001 \$75,000	9	11.11%	92.34%	94.36%	90.72%	0.00%	0.00%
\$75,001 \$100,000	11	13.58%	97.00%	0.00%	97.00%	0.00%	0.00%
\$100,001 \$175,000	25	30.86%	96.70%	98.87%	97.64%	95.05%	0.00%
\$175,001 \$225,000	9	11.11%	98.74%	0.00%	99.34%	97.99%	0.00%
\$225,001 \$300,000	13	16.05%	98.70%	0.00%	98.47%	98.87%	97.44%
\$300,001 and up	9	11.11%	92.57%	0.00%	96.53%	93.94%	88.97%
Average List/Sell Ratio: 96.10%				94.42%	96.63%	96.58%	91.09%
Total Closed Units: 81				10	38	29	4
Total Closed Volume: 13,316,233				484.07K	4.79M	6.66M	1.39M

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

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June 2014

Inventory as of Jul 16, 2014



Market Summary

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Absorption: Last 12 months, an Average of 77 Sales/Month

Active Inventory as of June 30, 2014 = 521

	JUNE			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	84	81	-3.57%	418	457	9.33%
Pending Sales	98	85	-13.27%	482	516	7.05%
New Listings	121	126	4.13%	933	945	1.29%
Average List Price	155,814	171,201	9.88%	142,494	146,539	2.84%
Average Sale Price	150,960	164,398	8.90%	137,485	141,808	3.14%
Average Percent of List Price to Selling Price	95.98%	96.07%	0.09%	95.91%	95.97%	0.06%
Average Days on Market to Sale	45.36	40.14	-11.51%	54.00	50.36	-6.74%
Monthly Inventory	540	521	-3.52%	540	521	-3.52%
Months Supply of Inventory	7.67	6.81	-11.19%	7.67	6.81	-11.19%

