



November 2014

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

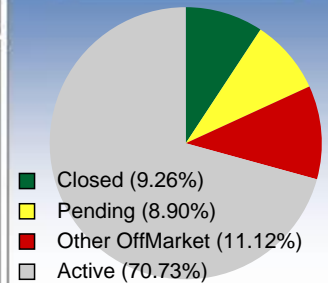


Absorption: Last 12 months, an Average of **1,116** Sales/Month

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%
Average List Price	170,540	182,693	7.13%
Average Sale Price	163,211	174,527	6.93%
Average Percent of List Price to Selling Price	96.47%	96.65%	0.18%
Average Days on Market to Sale	57.47	52.42	-8.79%
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.

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 **6.93%** in November 2014 to \$174,527 versus the previous year at \$163,211.

Average Days on Market Shortens

The average number of **52.42** days that homes spent on the market before selling decreased by 5.05 days or **8.79%** in November 2014 compared to last year's same month at **57.47** DOM.

Sales Success for November 2014 is Positive

Overall, with Average 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

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November 2014

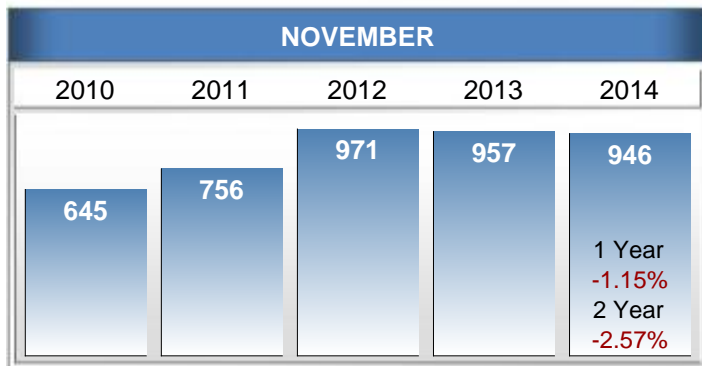
Closed Sales as of Dec 16, 2014



Closed Listings

Report Produced on: Dec 16, 2014

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



Closed Listings
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5yr NOV AVG = 855 **3 MONTHS**

High
Jul 2014 = 1,360

Low
Jan 2010 = 523

Closed Listings this month at **946**, above the 5 yr NOV average of **855**

SEP	1,232
OCT	1,121
NOV	946
	-9.01%
	-15.61%

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	40	4.23%	43.6	24	12	4	0	
\$25,001 - \$75,000	169	17.86%	55.7	82	71	12	4	
\$75,001 - \$100,000	87	9.20%	50.4	17	60	9	1	
\$100,001 - \$150,000	232	24.52%	49.7	28	175	28	1	
\$150,001 - \$200,000	166	17.55%	44.9	7	103	51	5	
\$200,001 - \$300,000	137	14.48%	57.6	5	66	59	7	
\$300,001 and up	115	12.16%	62.2	8	25	62	20	
Total Closed Units: 946				52.4	171	512	225	38
Total Closed Volume: 165,102,510					15.23M	74.80M	59.05M	16.03M
Average Closed Price: \$174,527					\$89,042	\$146,091	\$262,427	\$421,891



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

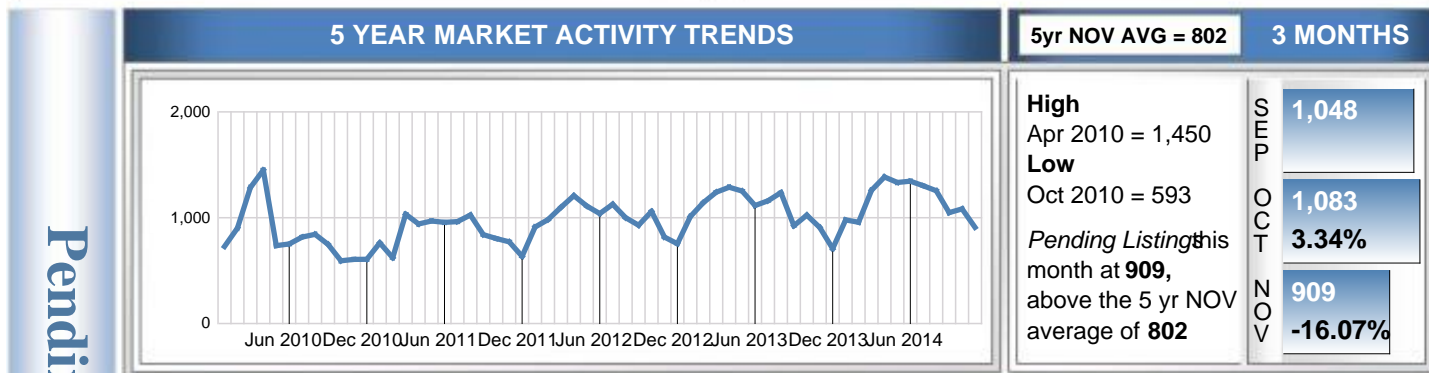
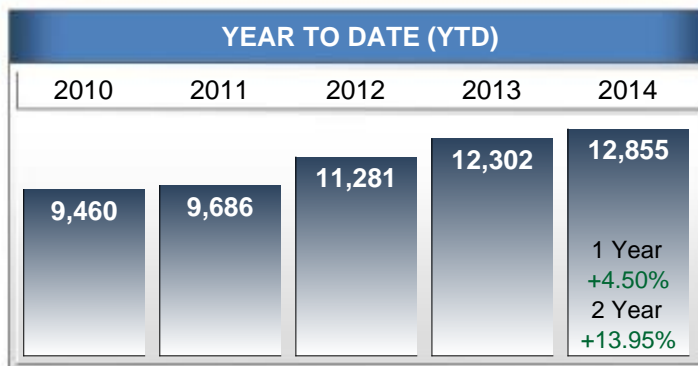
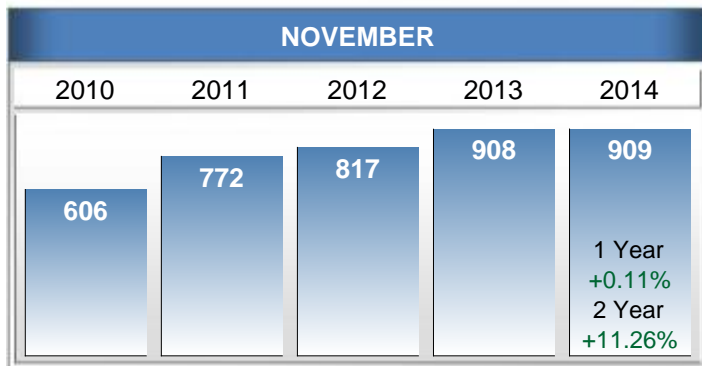
Pending Listings as of Dec 16, 2014



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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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	33	3.63%	38.1	18	14	1	0
\$25,001 - \$75,000	146	16.06%	56.7	65	72	5	4
\$75,001 - \$100,000	113	12.43%	65.8	29	77	6	1
\$100,001 - \$150,000	206	22.66%	55.6	15	164	25	2
\$150,001 - \$200,000	172	18.92%	54.8	13	94	62	3
\$200,001 - \$300,000	141	15.51%	53.2	11	54	61	15
\$300,001 and up	98	10.78%	54.6	5	22	55	16
Total Pending Units: 909 53.2				156	497	215	41
Total Pending Volume: 158,970,011				18.97M	70.36M	55.05M	14.59M
Average Listing Price: \$150,119				\$121,623	\$141,571	\$256,050	\$355,733



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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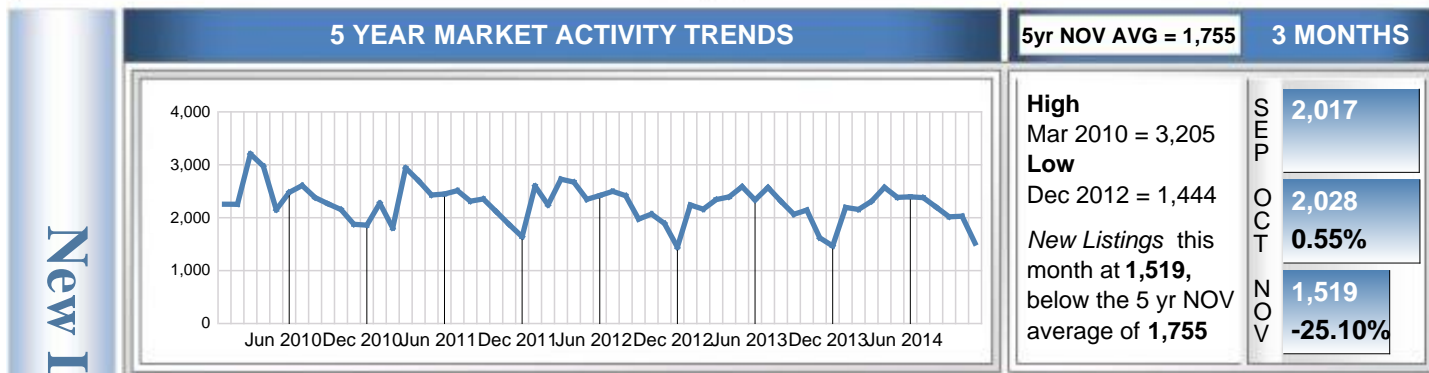
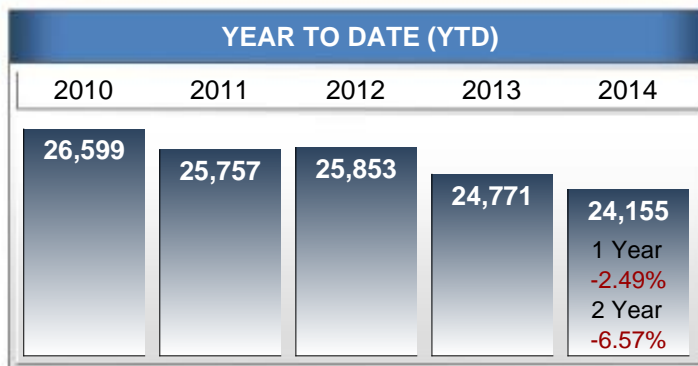
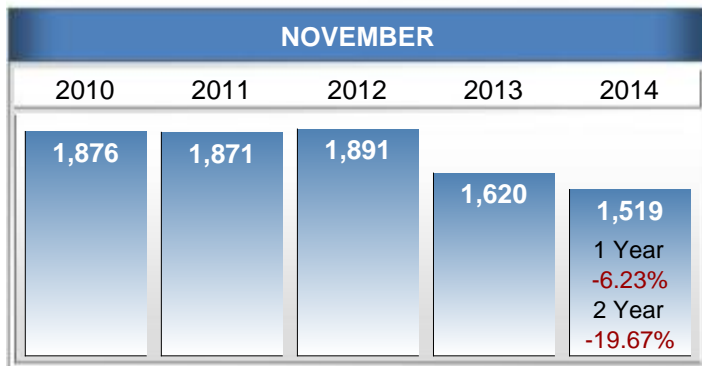
New Listings as of Dec 16, 2014



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+
\$25,000 and less	84	5.53%	71	11	1	1
\$25,001 - \$75,000	239	15.73%	113	112	13	1
\$75,001 - \$100,000	136	8.95%	40	88	7	1
\$100,001 - \$175,000	464	30.55%	60	308	91	5
\$175,001 - \$250,000	234	15.40%	17	106	101	10
\$250,001 - \$425,000	214	14.09%	18	59	117	20
\$425,001 and up	148	9.74%	17	21	64	46
Total New Listed Units:			336	705	394	84
Total New Listed Volume:			48.05M	110.14M	116.62M	54.49M
Average New Listed Listing Price:			\$143,012	\$156,224	\$295,997	\$648,693



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

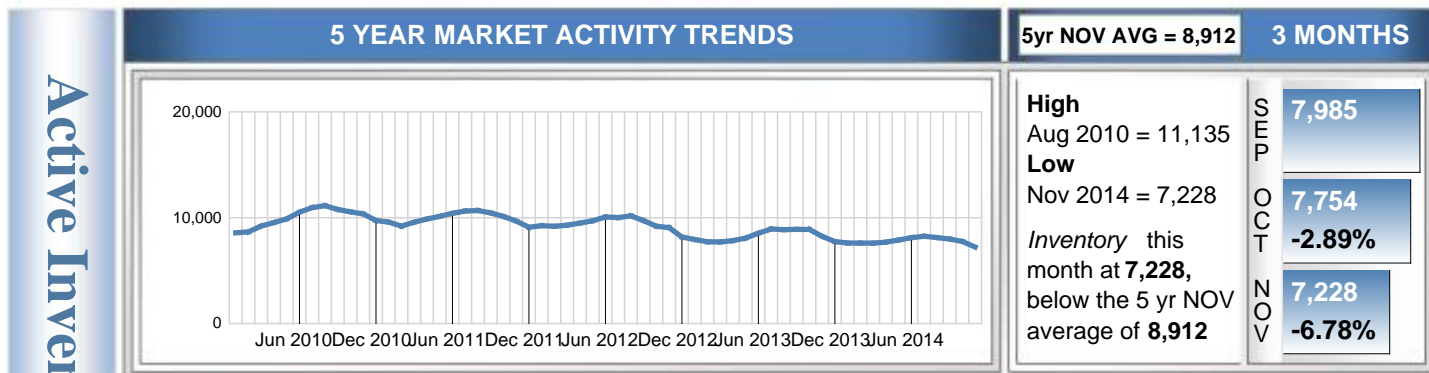
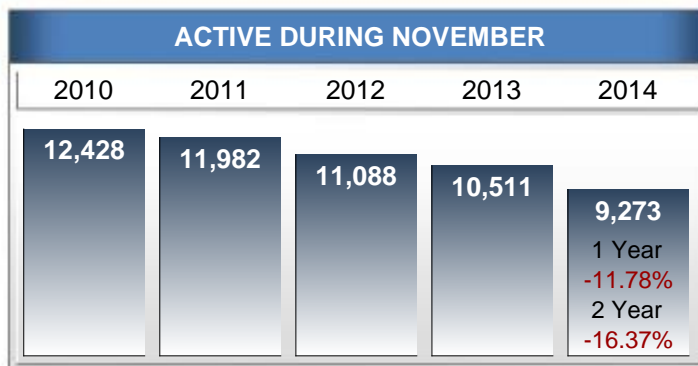
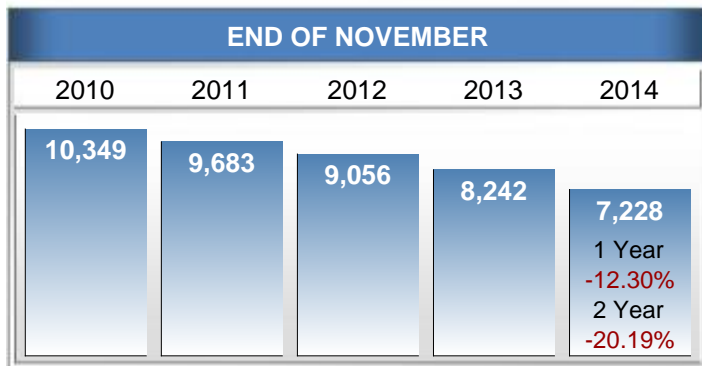
Active Inventory as of Dec 16, 2014



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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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	640	8.85%	108.8	593	41	4	2		
\$25,001 \$50,000	702	9.71%	104.5	537	143	19	3		
\$50,001 \$100,000	1,354	18.73%	88.2	570	687	88	9		
\$100,001 \$175,000	1,796	24.85%	81.5	294	1,143	334	25		
\$175,001 \$250,000	1,069	14.79%	83.6	109	470	445	45		
\$250,001 \$400,000	941	13.02%	87.4	115	216	505	105		
\$400,001 and up	726	10.04%	84.8	117	88	351	170		
Total Active Inventory by Units:				7,228	88.8	2,335	2,788	1,746	359
Total Active Inventory by Volume:				1,534,506,287		340.75M	433.65M	545.76M	214.34M
Average Active Inventory Listing Price:				\$212,300		\$145,933	\$155,542	\$312,576	\$597,058



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2014

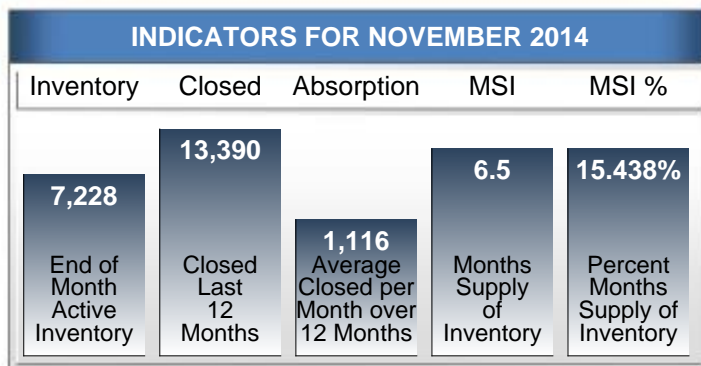
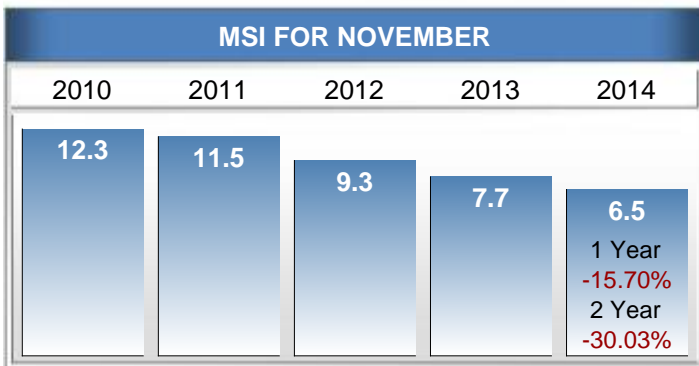
Active Inventory as of Dec 16, 2014



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

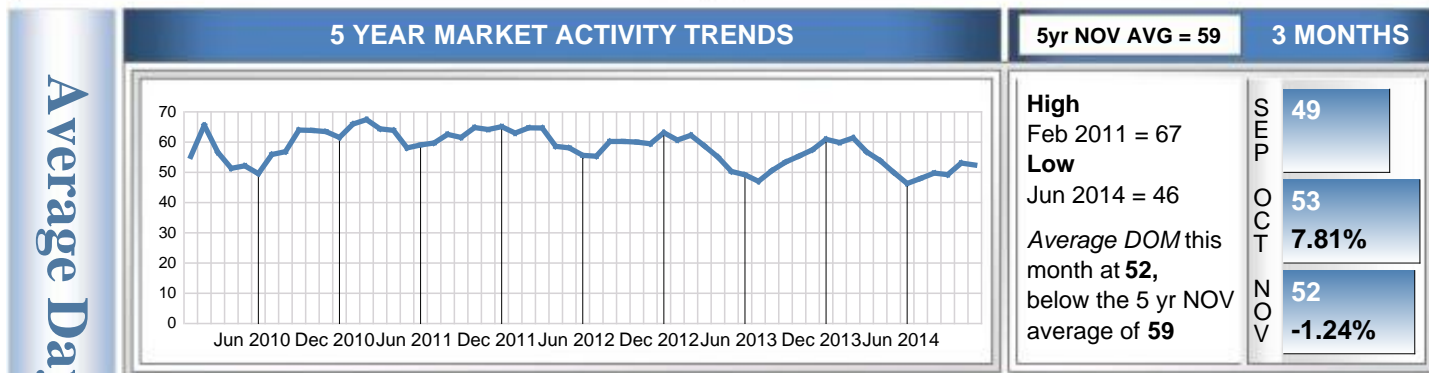
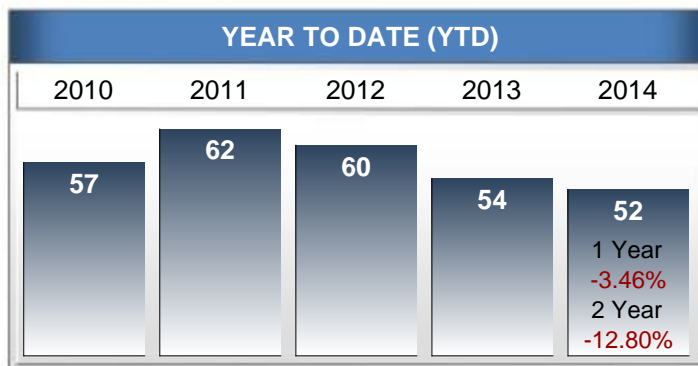
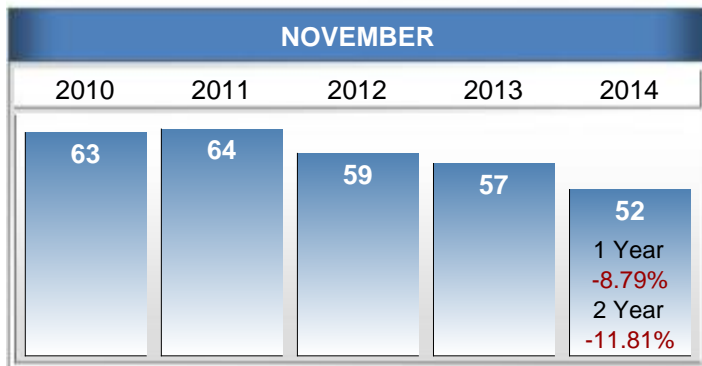
Closed Sales as of Dec 16, 2014



Average Days on Market to Sale

Report Produced on: Dec 16, 2014

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



Average Days on Market

Ready to Buy or Sell Real Estate?
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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	40	4.23%	43.6	51.3	33.3	28.3	0.0
\$25,001 - \$75,000	169	17.86%	55.7	62.2	50.6	41.7	54.8
\$75,001 - \$100,000	87	9.20%	50.4	56.5	47.3	54.1	103.0
\$100,001 - \$150,000	232	24.52%	49.7	43.1	50.0	55.3	29.0
\$150,001 - \$200,000	166	17.55%	44.9	36.7	43.7	45.9	73.4
\$200,001 - \$300,000	137	14.48%	57.6	31.8	51.2	67.6	52.4
\$300,001 and up	115	12.16%	62.2	74.3	44.6	65.4	69.7
Average Closed DOM: 52.4				55.6	48.0	57.9	65.2
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

Data from the Greater Tulsa Association of REALTORS®

November 2014

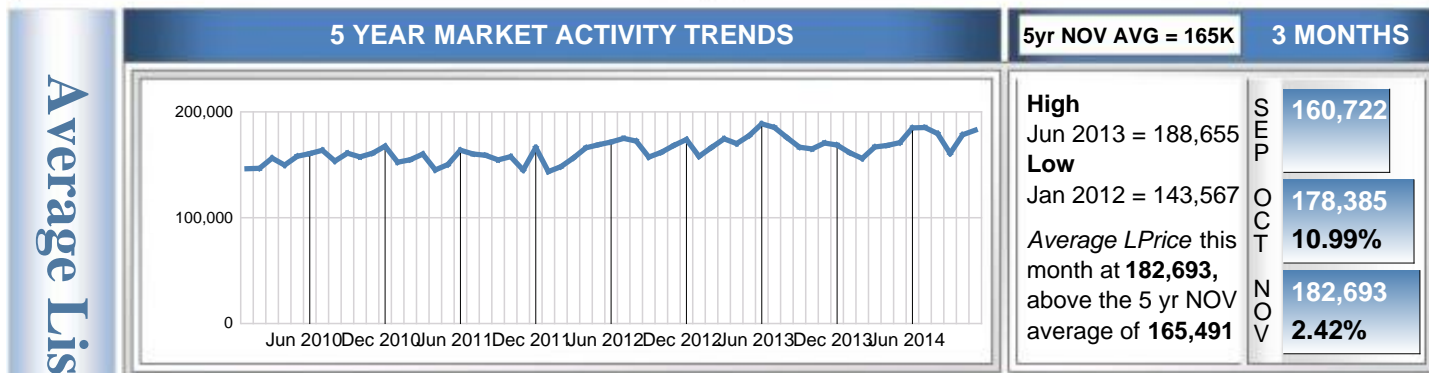
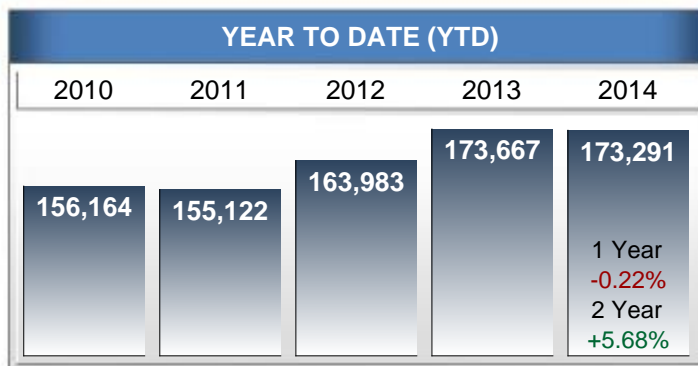
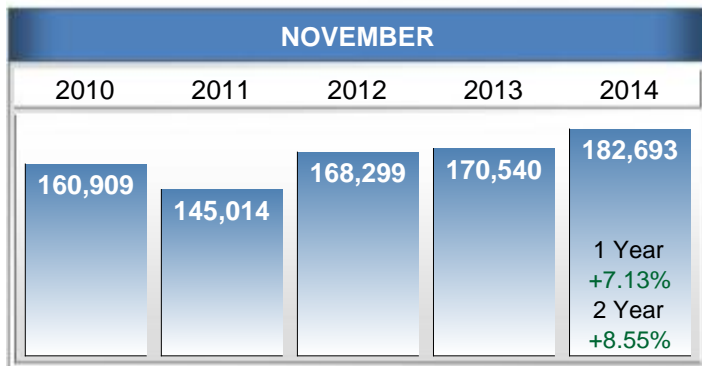
Closed Sales as of Dec 16, 2014



Average List Price at Closing

Report Produced on: Dec 16, 2014

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



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+
\$25,000 and less	36	3.81%	16,496	18,827	19,967	17,425	0
\$25,001 - \$75,000	162	17.12%	53,102	50,576	59,419	65,175	53,200
\$75,001 - \$100,000	83	8.77%	89,589	93,265	93,834	100,461	120,000
\$100,001 - \$150,000	242	25.58%	127,888	135,018	127,774	135,958	124,000
\$150,001 - \$200,000	164	17.34%	175,251	178,286	175,567	179,508	183,080
\$200,001 - \$300,000	143	15.12%	245,370	263,760	242,231	250,670	260,639
\$300,001 and up	116	12.26%	529,460	459,113	423,974	517,499	735,763
Average List Price:	\$182,693			\$94,765	\$150,622	\$273,743	\$471,366
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

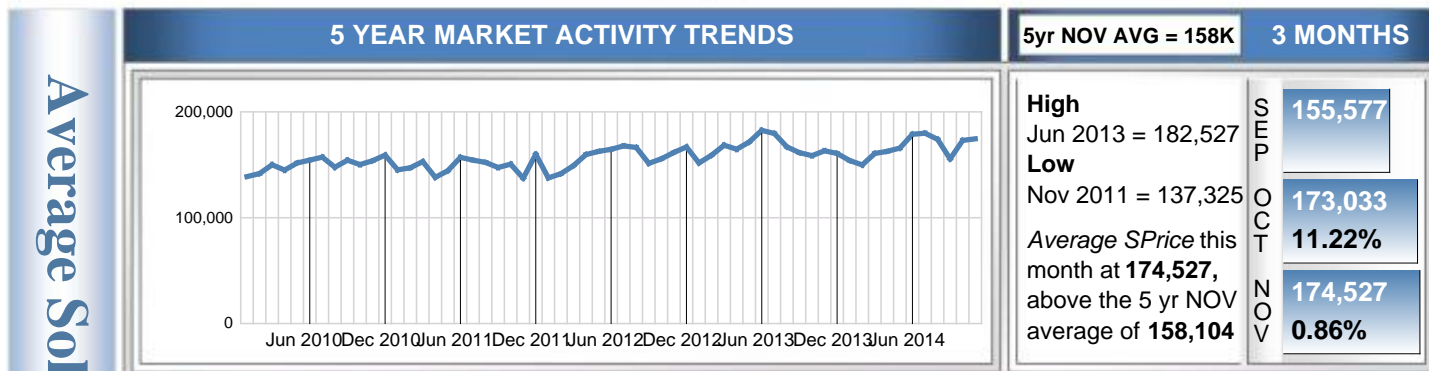
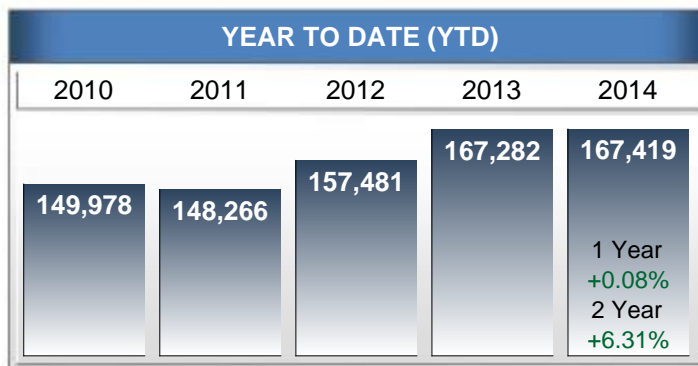
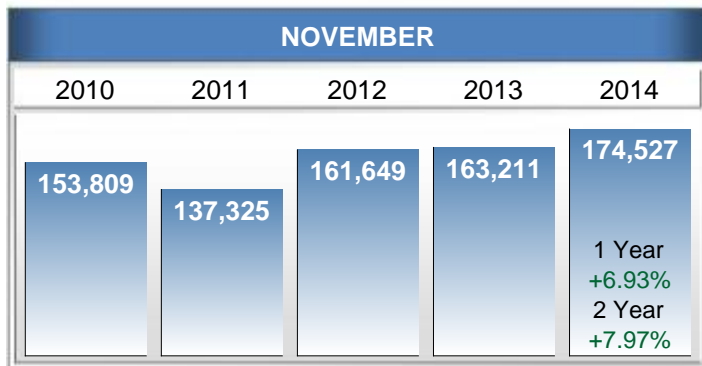
Closed Sales as of Dec 16, 2014



Average Sold Price at Closing

Report Produced on: Dec 16, 2014

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



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	40	4.23%	15,576	15,425	16,277	14,375	0
\$25,001 - \$75,000	169	17.86%	52,258	47,596	55,610	61,894	59,411
\$75,001 - \$100,000	87	9.20%	89,706	89,253	89,614	90,033	100,000
\$100,001 - \$150,000	232	24.52%	126,721	130,518	125,372	131,539	121,500
\$150,001 - \$200,000	166	17.55%	172,516	168,107	170,474	176,649	178,580
\$200,001 - \$300,000	137	14.48%	240,941	244,600	236,213	244,298	254,610
\$300,001 and up	115	12.16%	493,894	422,688	407,558	489,190	644,878
Average Closed Price:	\$174,527			\$89,042	\$146,091	\$262,427	\$421,891
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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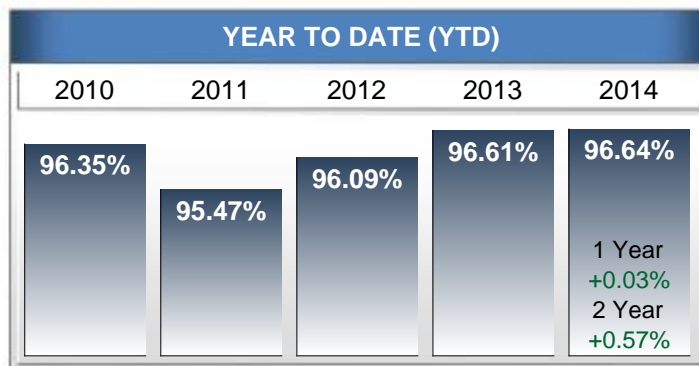
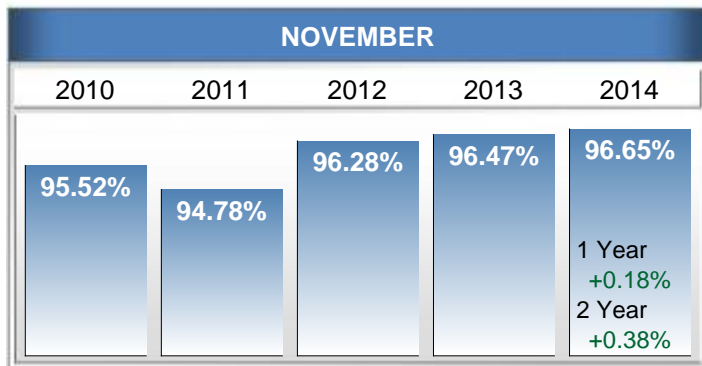
Closed Sales as of Dec 16, 2014



Average Percent of List Price to Selling Price

Report Produced on: Dec 16, 2014

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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5yr NOV AVG=95.94%	3 MONTHS
High Jul 2010 = 97.66% Low Dec 2013 = 94.64% Average List/Sell this month at 96.65% , above the 5 yr NOV average of 95.94%	S E P 96.92% O C T 97.05% N O V 96.65% 0.14% -0.41%

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	40	4.23%	85.04%	85.78%	84.62%	81.85%	0.00%
\$25,001 - \$75,000	169	17.86%	97.27%	99.70%	93.98%	95.44%	111.53%
\$75,001 - \$100,000	87	9.20%	95.53%	96.11%	95.94%	93.10%	83.33%
\$100,001 - \$150,000	232	24.52%	97.91%	97.01%	98.24%	96.75%	97.98%
\$150,001 - \$200,000	166	17.55%	97.60%	94.68%	97.29%	98.59%	98.07%
\$200,001 - \$300,000	137	14.48%	97.42%	92.80%	97.64%	97.55%	97.63%
\$300,001 and up	115	12.16%	95.76%	93.29%	96.40%	96.55%	93.51%
Average List/Sell Ratio: 96.60%				96.24%	96.70%	96.84%	96.62%
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%
Average List Price	170,540	182,693	7.13%	173,667	173,291	-0.22%
Average Sale Price	163,211	174,527	6.93%	167,282	167,419	0.08%
Average Percent of List Price to Selling Price	96.47%	96.65%	0.18%	96.61%	96.64%	0.03%
Average Days on Market to Sale	57.47	52.42	-8.79%	53.91	52.05	-3.46%
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%

