



October 2014

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

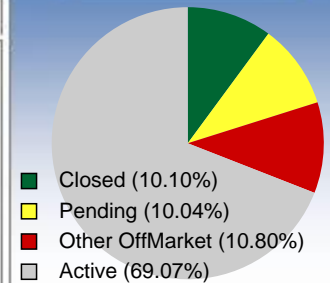


Absorption: Last 12 months, an Average of **1,116** Sales/Month

Active Inventory as of October 31, 2014 = **7,625**

	OCTOBER		
	2013	2014	+/- %
Closed Listings	988	1,115	12.85%
Pending Listings	1,024	1,108	8.20%
New Listings	2,144	2,028	-5.41%
Average List Price	164,983	178,439	8.16%
Average Sale Price	158,648	173,180	9.16%
Average Percent of List Price to Selling Price	95.90%	102.41%	6.79%
Average Days on Market to Sale	55.38	52.91	-4.46%
End of Month Inventory	8,886	7,625	-14.19%
Months Supply of Inventory	8.28	6.83	-17.43%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 17, 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 October 2014 decreased **14.19%** to 7,625 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 **6.83** 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 **9.16%** in October 2014 to \$173,180 versus the previous year at \$158,648.

Average Days on Market Shortens

The average number of **52.91** days that homes spent on the market before selling decreased by 2.47 days or **4.46%** in October 2014 compared to last year's same month at **55.38** DOM.

Sales Success for October 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 2,028 New Listings in October 2014, down **5.41%** from last year at 2,144. Furthermore, there were 1,115 Closed Listings this month versus last year at 988, a **12.85%** increase.

Closed versus Listed trends yielded a **55.0%** ratio, up from last year's October 2014 at **46.1%**, a **19.31%** 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?

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



Monthly Inventory Analysis

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October 2014

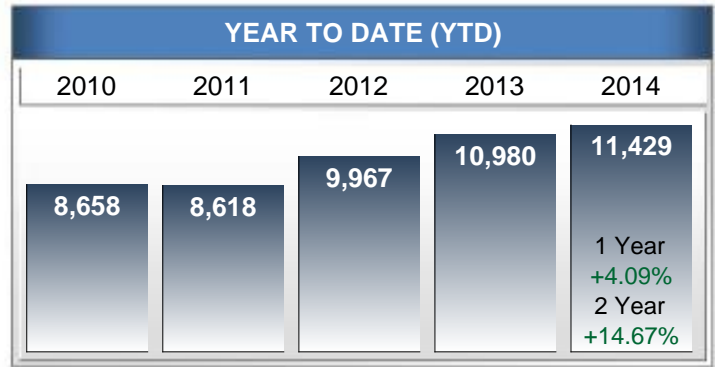
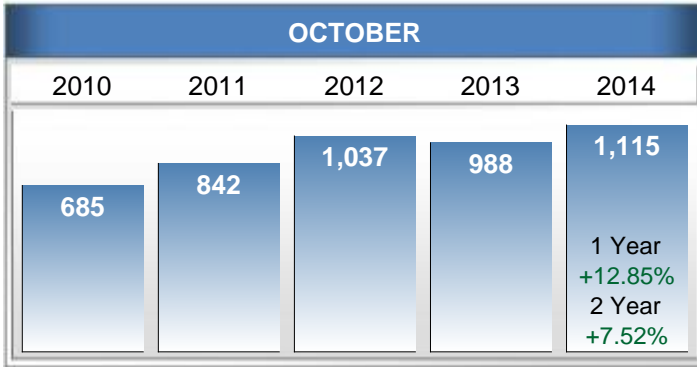
Closed Sales as of Nov 17, 2014



Closed Listings

Report Produced on: Nov 17, 2014

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



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	46	4.13%	66.5	35	11	0	0		
\$25,001 \$75,000	194	17.40%	47.7	77	106	10	1		
\$75,001 \$100,000	92	8.25%	54.6	12	72	8	0		
\$100,001 \$150,000	282	25.29%	50.7	20	216	40	6		
\$150,001 \$225,000	243	21.79%	50.8	16	131	90	6		
\$225,001 \$300,000	121	10.85%	56.9	4	50	56	11		
\$300,001 and up	137	12.29%	59.4	3	28	87	19		
Total Closed Units:				1,115	52.9	167	614	291	43
Total Closed Volume:				193,095,614		14.86M	87.51M	75.04M	15.69M
Average Closed Price:				\$173,180		\$88,996	\$142,523	\$257,864	\$364,780



Monthly Inventory Analysis

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October 2014

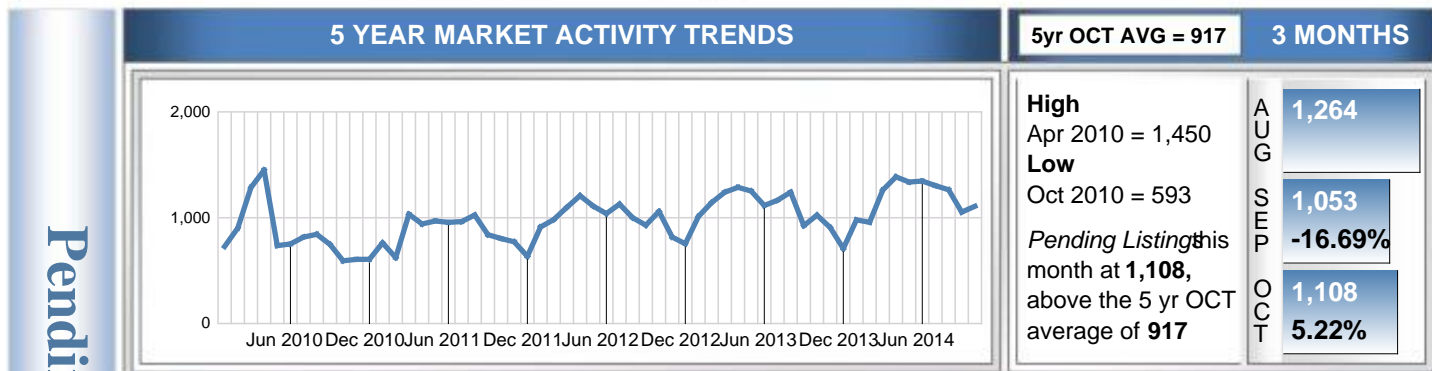
Pending Listings as of Nov 17, 2014



Pending Listings

Report Produced on: Nov 17, 2014

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE									
Distribution of Pending Listings by Price Range			%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	105		9.48%	52.6	64	32	7	2	
\$40,001 - \$70,000	130		11.73%	55.8	60	61	7	2	
\$70,001 - \$110,000	169		15.25%	49.7	23	128	18	0	
\$110,001 - \$160,000	271		24.46%	52.3	21	200	45	5	
\$160,001 - \$220,000	174		15.70%	50.2	11	102	60	1	
\$220,001 - \$310,000	142		12.82%	62.0	5	57	71	9	
\$310,001 and up	117		10.56%	67.2	10	19	65	23	
Total Pending Units: 1,108					60.9	194	599	273	42
Total Pending Volume: 193,280,646						18.25M	84.78M	69.11M	21.14M
Average Listing Price: \$148,310						\$94,051	\$141,533	\$253,157	\$503,445

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

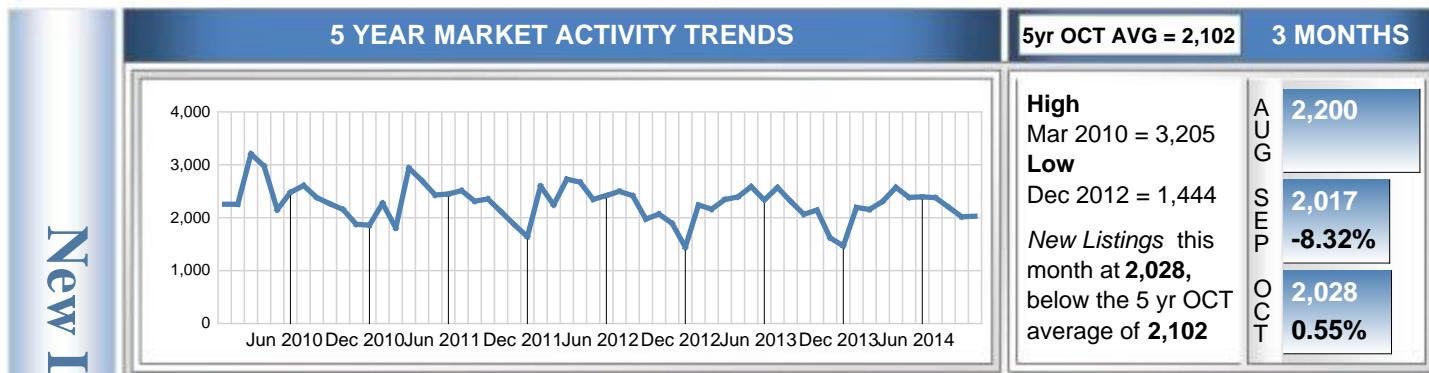
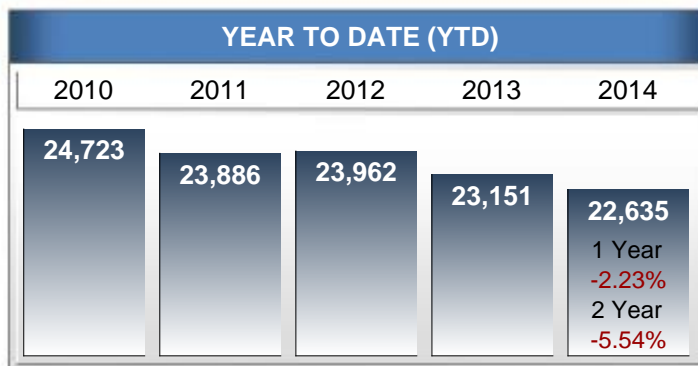
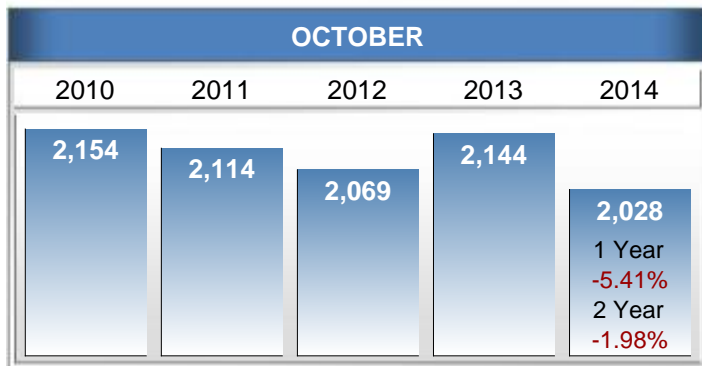
New Listings as of Nov 17, 2014



New Listings

Report Produced on: Nov 17, 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	94	4.64%	75	16	3	0
\$25,001 - \$50,000	181	8.93%	122	53	6	0
\$50,001 - \$100,000	437	21.55%	164	237	32	4
\$100,001 - \$150,000	405	19.97%	45	306	49	5
\$150,001 - \$225,000	395	19.48%	32	221	133	9
\$225,001 - \$375,000	308	15.19%	35	94	149	30
\$375,001 and up	208	10.26%	32	26	106	44
Total New Listed Units:			505	953	478	92
Total New Listed Volume:			71.25M	140.76M	142.02M	61.82M
Average New Listed Listing Price:			\$141,092	\$147,700	\$297,103	\$671,965



Monthly Inventory Analysis

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October 2014

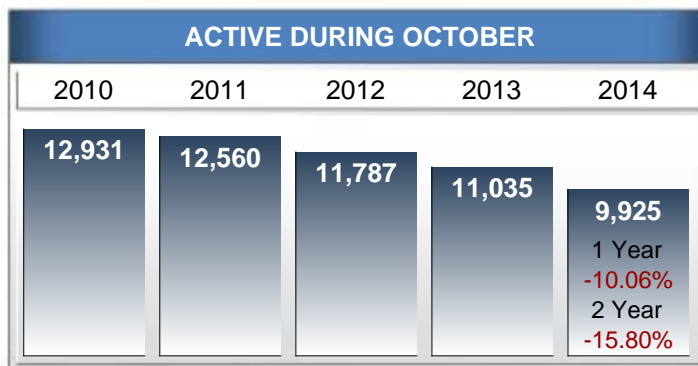
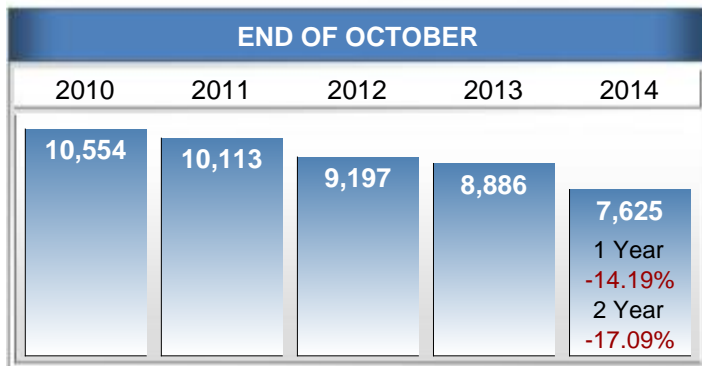
Active Inventory as of Nov 17, 2014



Active Inventory

Report Produced on: Nov 17, 2014

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



Active Inventory

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5yr OCT AVG = 9,275		3 MONTHS	
High	Aug 2010 = 11,134	AUG	8,062
Low	Mar 2014 = 7,590	SEP	7,898
Inventory this month at 7,625 , below the 5 yr OCT average of 9,275		OCT	7,625
			-2.03%
			-3.46%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	666	8.73%	96.8	611	48	6	1
\$25,001 - \$50,000	733	9.61%	94.2	572	140	17	4
\$50,001 - \$100,000	1,449	19.00%	81.9	609	730	97	13
\$100,001 - \$175,000	1,901	24.93%	79.6	301	1,221	352	27
\$175,001 - \$250,000	1,127	14.78%	77.0	115	508	455	49
\$250,001 - \$400,000	990	12.98%	82.6	127	226	526	111
\$400,001 and up	759	9.95%	87.7	130	95	360	174
Total Active Inventory by Units:		7,625	83.8	2,465	2,968	1,813	379
Total Active Inventory by Volume:		1,617,741,538		369.91M	465.27M	564.42M	218.14M
Average Active Inventory Listing Price:		\$212,163		\$150,065	\$156,763	\$311,317	\$575,567



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

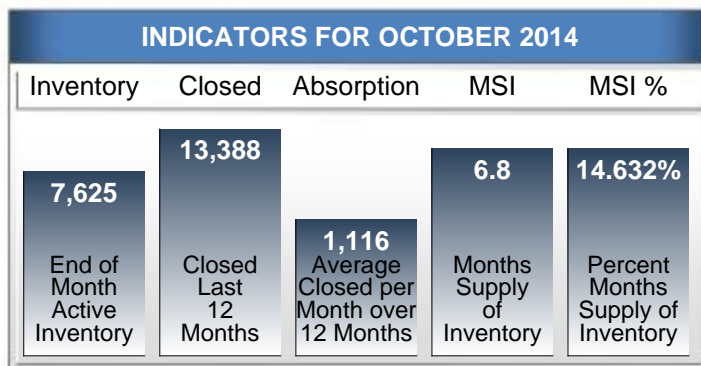
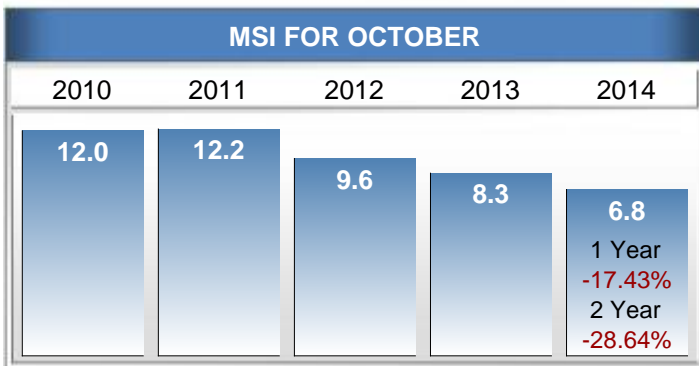
Active Inventory as of Nov 17, 2014



Months Supply of Inventory

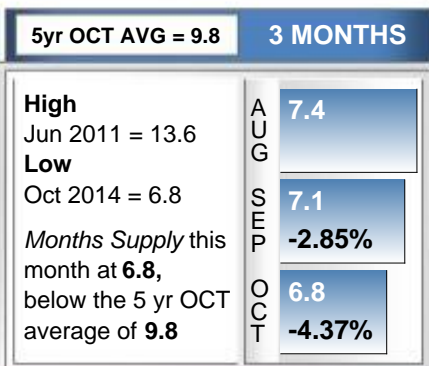
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Months Supply

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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+
\$20,000 and less	327	4.29%	8.9	11.0	3.7	7.2	0.0
\$20,001 \$60,000	1,360	17.84%	9.2	15.3	3.9	3.2	8.0
\$60,001 \$100,000	1,161	15.23%	6.6	11.3	5.2	5.3	6.9
\$100,001 \$170,000	1,800	23.61%	4.9	10.5	4.3	5.0	5.5
\$170,001 \$250,000	1,228	16.10%	6.0	11.2	5.7	5.6	6.4
\$250,001 \$400,000	990	12.98%	7.7	26.3	6.6	6.9	7.9
\$400,001 and up	759	9.95%	14.3	45.9	10.3	13.6	12.1
MSI:			6.8	13.6	4.8	6.5	8.7
Total Active Inventory:			7,625	2,465	2,968	1,813	379



Monthly Inventory Analysis

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October 2014

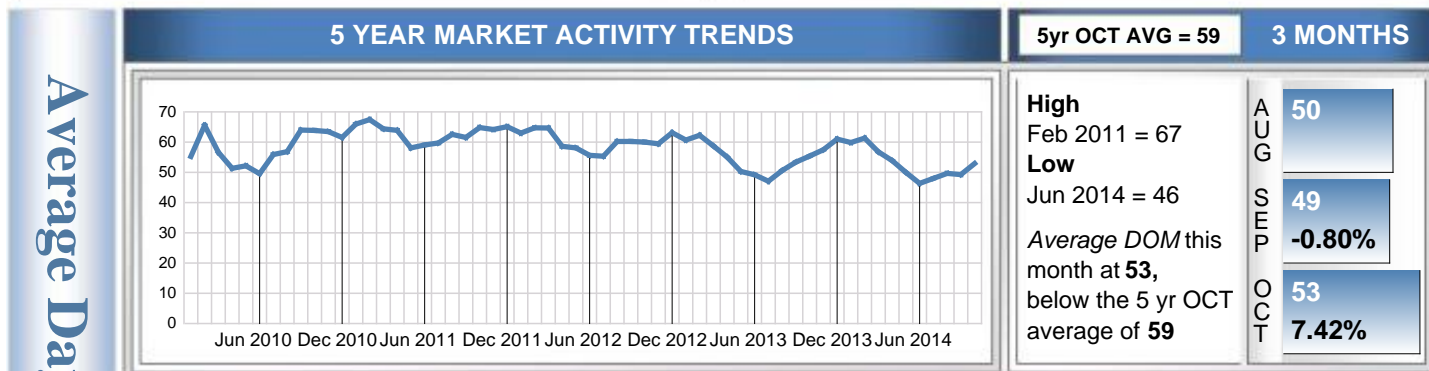
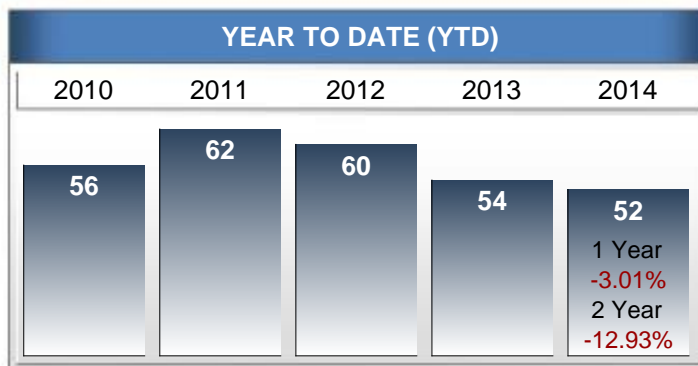
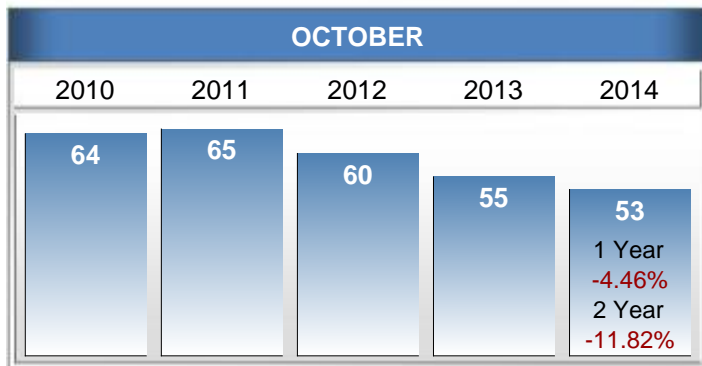
Closed Sales as of Nov 17, 2014



Average Days on Market to Sale

Report Produced on: Nov 17, 2014

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



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	46	4.13%	66.5	74.1	42.3	0.0	0.0
\$25,001 - \$75,000	194	17.40%	47.7	54.2	43.5	44.6	29.0
\$75,001 - \$100,000	92	8.25%	54.6	41.8	57.2	50.3	0.0
\$100,001 - \$150,000	282	25.29%	50.7	56.0	51.3	44.6	53.2
\$150,001 - \$225,000	243	21.79%	50.8	72.1	44.0	56.2	60.3
\$225,001 - \$300,000	121	10.85%	56.9	39.3	60.5	57.3	44.9
\$300,001 and up	137	12.29%	59.4	42.3	51.0	59.5	73.8
Average Closed DOM: 52.9				58.8	49.7	55.2	60.6
Total Closed Units: 1,115				167	614	291	43
Total Closed Volume: 193,095,614				14.86M	87.51M	75.04M	15.69M



Monthly Inventory Analysis

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October 2014

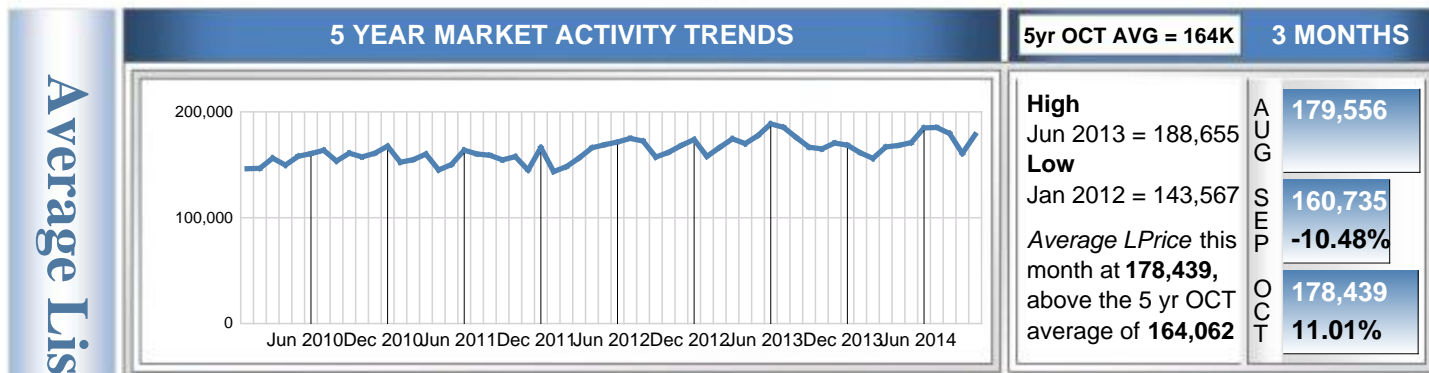
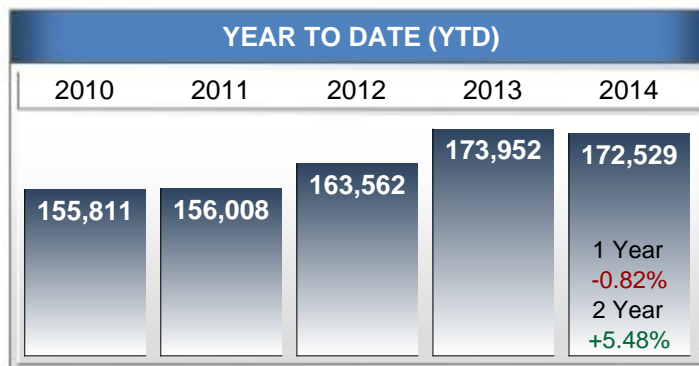
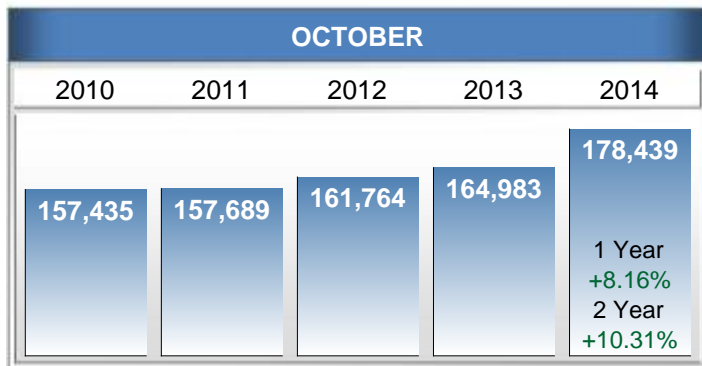
Closed Sales as of Nov 17, 2014



Average List Price at Closing

Report Produced on: Nov 17, 2014

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	41	3.68%	16,284	19,859	19,318	0	0
\$25,001 - \$75,000	178	15.96%	52,295	55,553	57,397	63,840	66,000
\$75,001 - \$100,000	109	9.78%	89,554	95,358	91,698	91,900	0
\$100,001 - \$150,000	266	23.86%	129,723	133,035	131,040	132,427	135,950
\$150,001 - \$225,000	254	22.78%	184,104	198,281	182,604	193,510	181,767
\$225,001 - \$300,000	125	11.21%	263,997	263,375	265,495	269,879	273,827
\$300,001 and up	142	12.74%	457,415	937,000	415,233	434,646	585,283
Average List Price:	\$178,439			\$94,698	\$146,622	\$264,653	\$374,530
Total Closed Units:	1,115			167	614	291	43
Total List Volume:	198,959,096			15.81M	90.03M	77.01M	16.10M



Monthly Inventory Analysis

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October 2014

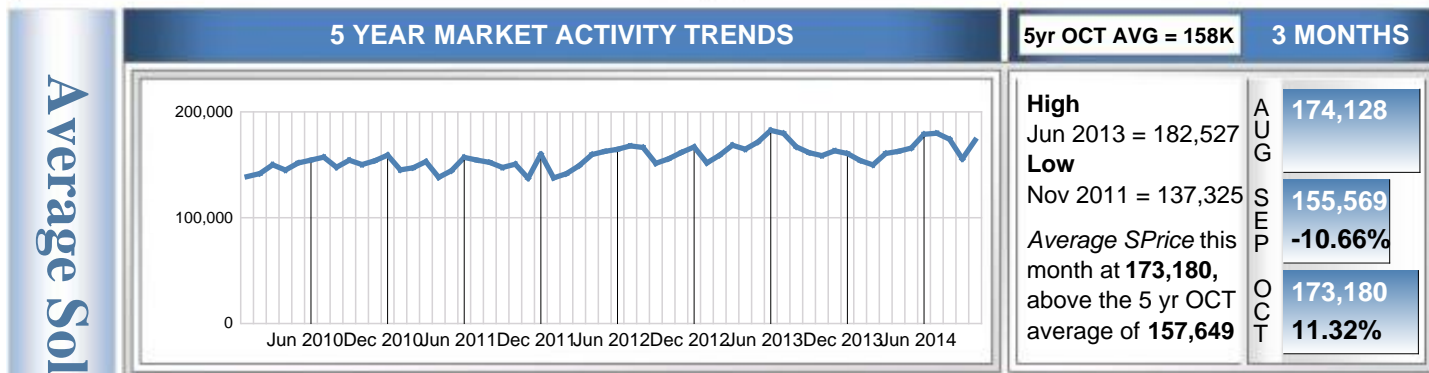
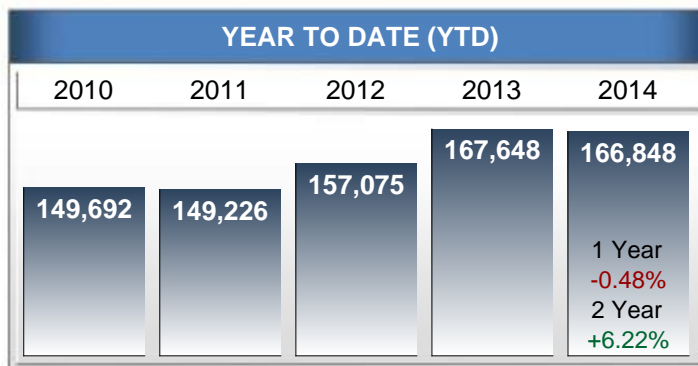
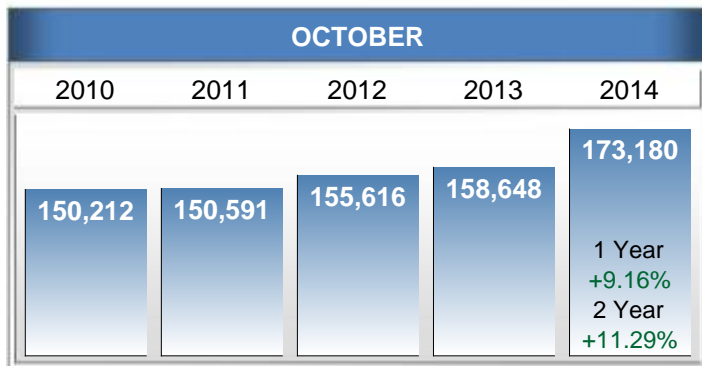
Closed Sales as of Nov 17, 2014



Average Sold Price at Closing

Report Produced on: Nov 17, 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	46	4.13%	17,011	16,955	17,191	0	0
\$25,001 \$75,000	194	17.40%	52,516	48,270	54,718	60,841	62,700
\$75,001 \$100,000	92	8.25%	88,306	87,817	88,580	86,573	0
\$100,001 \$150,000	282	25.29%	128,634	122,988	128,170	133,447	132,083
\$150,001 \$225,000	243	21.79%	182,988	183,369	178,517	189,719	178,633
\$225,001 \$300,000	121	10.85%	261,966	254,825	259,223	263,284	270,318
\$300,001 and up	137	12.29%	449,358	1,028,442	396,810	420,472	567,633
Average Closed Price:	\$173,180			\$88,996	\$142,523	\$257,864	\$364,780
Total Closed Units:	1,115			167	614	291	43
Total Closed Volume:	193,095,614			14.86M	87.51M	75.04M	15.69M



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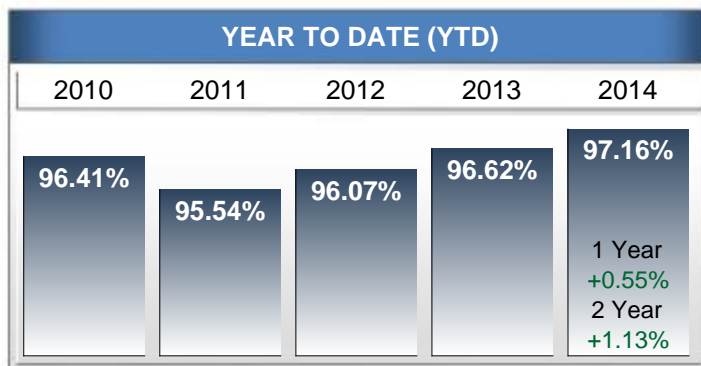
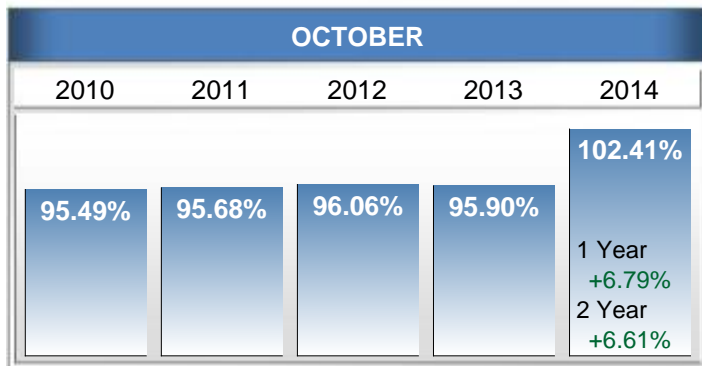
Closed Sales as of Nov 17, 2014



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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+
\$25,000 and less	46	4.13%	118.96%	127.30%	92.42%	0.00%	0.00%
\$25,001 - \$75,000	194	17.40%	118.46%	144.03%	102.27%	95.52%	95.00%
\$75,001 - \$100,000	92	8.25%	96.11%	92.77%	96.75%	95.45%	0.00%
\$100,001 - \$150,000	282	25.29%	99.40%	93.32%	97.96%	110.58%	97.07%
\$150,001 - \$225,000	243	21.79%	97.64%	93.14%	97.86%	98.10%	98.24%
\$225,001 - \$300,000	121	10.85%	97.80%	96.95%	97.76%	97.71%	98.79%
\$300,001 and up	137	12.29%	97.10%	102.24%	95.65%	97.30%	97.50%
Average List/Sell Ratio: 102.40%				124.01%	98.32%	99.34%	97.81%
Total Closed Units: 1,115				167	614	291	43
Total Closed Volume: 193,095,614				14.86M	87.51M	75.04M	15.69M



Monthly Inventory Analysis

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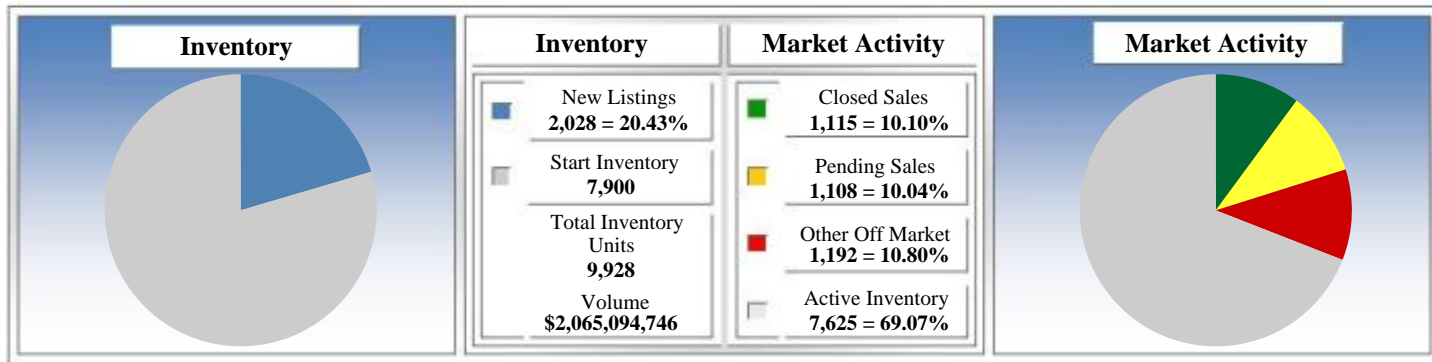
Inventory as of Nov 17, 2014



Market Summary

Report Produced on: Nov 17, 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 October 31, 2014 = **7,625**

	OCTOBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	988	1,115	12.85%	10,980	11,429	4.09%
Pending Sales	1,024	1,108	8.20%	11,405	11,994	5.16%
New Listings	2,144	2,028	-5.41%	23,151	22,635	-2.23%
Average List Price	164,983	178,439	8.16%	173,952	172,529	-0.82%
Average Sale Price	158,648	173,180	9.16%	167,648	166,848	-0.48%
Average Percent of List Price to Selling Price	95.90%	102.41%	6.79%	96.62%	97.16%	0.55%
Average Days on Market to Sale	55.38	52.91	-4.46%	53.61	51.99	-3.01%
Monthly Inventory	8,886	7,625	-14.19%	8,886	7,625	-14.19%
Months Supply of Inventory	8.28	6.83	-17.43%	8.28	6.83	-17.43%

