



# January 2014

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

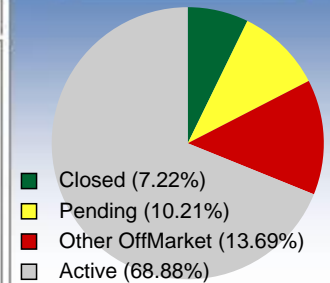


**Absorption:** Last 12 months, an Average of **1,078** Sales/Month

**Active Inventory** as of January 31, 2014 = **7,215**

	JANUARY		
	2013	2014	+/- %
Closed Listings	748	756	1.07%
Pending Listings	1,019	1,070	5.00%
New Listings	2,240	2,194	-2.05%
Average List Price	157,926	161,771	2.43%
Average Sale Price	151,769	154,326	1.68%
Average Percent of List Price to Selling Price	96.21%	96.19%	-0.02%
Average Days on Market to Sale	60.69	59.80	-1.47%
End of Month Inventory	7,932	7,215	-9.04%
Months Supply of Inventory	7.98	6.70	-16.12%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 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 January 2014 decreased **9.04%** to 7,215 existing homes available for sale. Over the last 12 months this area has had an average of 1,078 closed sales per month. This represents an unsold inventory index of **6.70** 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 **1.68%** in January 2014 to \$154,326 versus the previous year at \$151,769.

### Average Days on Market Shortens

The average number of **59.80** days that homes spent on the market before selling decreased by 0.89 days or **1.47%** in January 2014 compared to last year's same month at **60.69** DOM.

### Sales Success for January 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 2,194 New Listings in January 2014, down **2.05%** from last year at 2,240. Furthermore, there were 756 Closed Listings this month versus last year at 748, a **1.07%** increase.

Closed versus Listed trends yielded a **34.5%** ratio, up from last year's January 2014 at **33.4%**, a **3.19%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

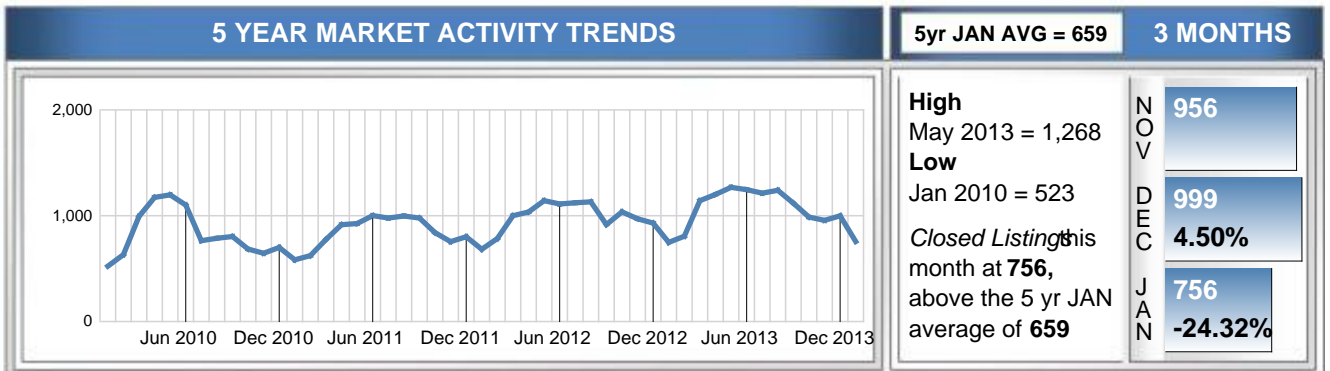
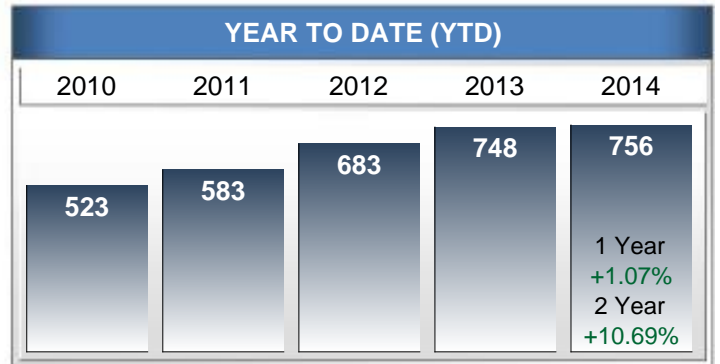
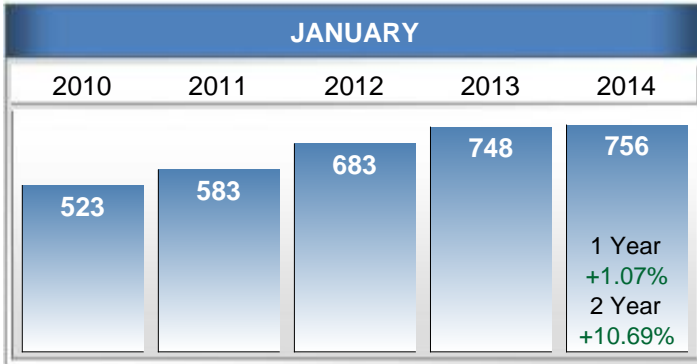
Closed Sales as of Feb 14, 2014



### Closed Listings

Report Produced on: Feb 14, 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	54	7.14%	53.0	27	25	1	1
\$25,001 \$50,000	71	9.39%	48.4	24	36	9	2
\$50,001 \$75,000	98	12.96%	53.5	28	59	11	0
\$75,001 \$150,000	241	31.88%	62.8	19	183	36	3
\$150,001 \$200,000	108	14.29%	58.7	7	61	35	5
\$200,001 \$300,000	107	14.15%	68.7	9	35	56	7
\$300,001 and up	77	10.19%	63.0	7	10	46	14
Total Closed Units: 756				121	409	194	32
Total Closed Volume: 116,670,620				12.42M	50.14M	43.84M	10.27M
Average Closed Price: \$154,326				\$102,646	\$122,585	\$225,994	\$320,946



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

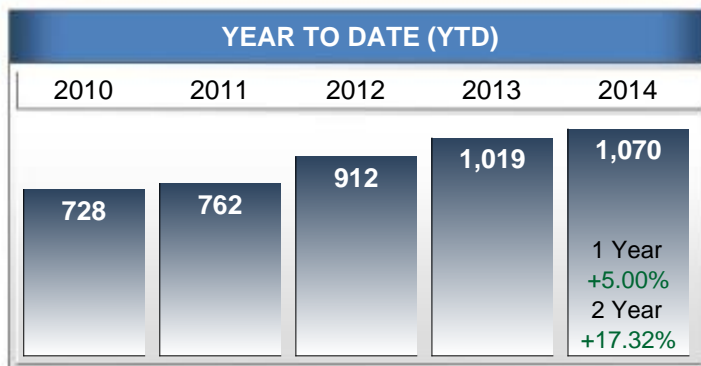
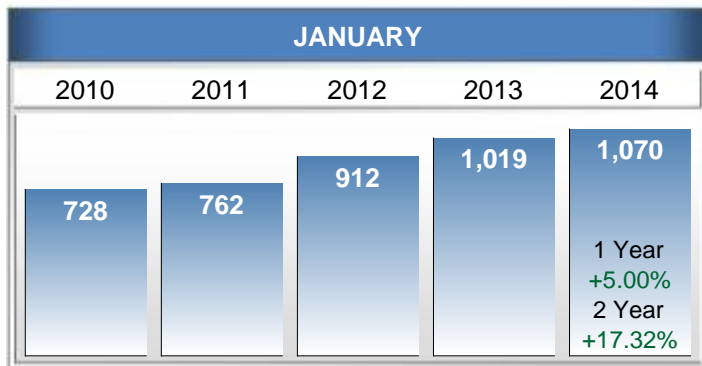
Pending Listings as of Feb 14, 2014



### Pending Listings

Report Produced on: Feb 14, 2014

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



5yr JAN AVG = 898		3 MONTHS	
<b>High</b>	Apr 2010 = 1,451	<b>NOV</b>	925
<b>Low</b>	Oct 2010 = 594	<b>DEC</b>	735
<i>Pending Listings</i> this month at <b>1,070</b> , above the 5 yr JAN average of <b>898</b>		<b>JAN</b>	1,070
			<b>45.58%</b>

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	91	8.50%	52.5	56	33	1	1	
\$30,001 \$60,000	129	12.06%	61.2	53	68	8	0	
\$60,001 \$90,000	139	12.99%	66.0	42	91	6	0	
\$90,001 \$150,000	286	26.73%	66.0	22	214	47	3	
\$150,001 \$210,000	177	16.54%	63.6	13	109	51	4	
\$210,001 \$300,000	137	12.80%	70.9	5	59	67	6	
\$300,001 and up	111	10.37%	70.2	8	21	66	16	
Total Pending Units: 1,070				68.1	199	595	246	30
Total Pending Volume: 168,340,826					15.83M	80.08M	61.62M	10.81M
Average Listing Price: \$141,624					\$79,542	\$134,588	\$250,480	\$360,457

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

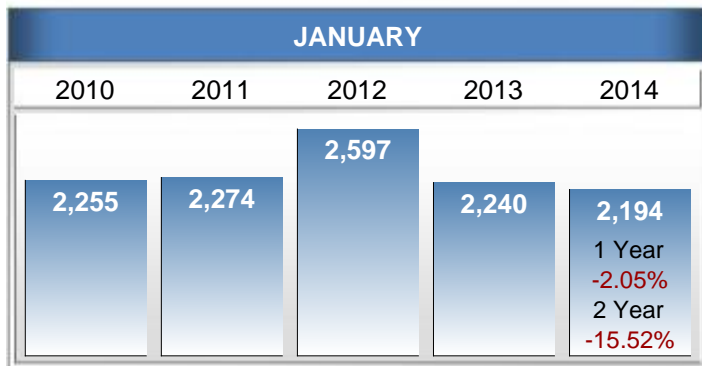
New Listings as of Feb 14, 2014



### New Listings

Report Produced on: Feb 14, 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	147	6.70%	121	25	1	0
\$25,001 - \$50,000	266	12.12%	194	62	10	0
\$50,001 - \$75,000	197	8.98%	87	95	14	1
\$75,001 - \$150,000	659	30.04%	124	456	75	4
\$150,001 - \$200,000	344	15.68%	54	175	108	7
\$200,001 - \$350,000	353	16.09%	34	135	158	26
\$350,001 and up	228	10.39%	31	36	111	50
<b>Total New Listed Units:</b>	<b>2,194</b>		<b>645</b>	<b>984</b>	<b>477</b>	<b>88</b>
<b>Total New Listed Volume:</b>	<b>410,694,601</b>		<b>81.90M</b>	<b>147.75M</b>	<b>133.42M</b>	<b>47.63M</b>
<b>Average New Listed Listing Price:</b>	<b>\$190,397</b>		<b>\$126,970</b>	<b>\$150,153</b>	<b>\$279,710</b>	<b>\$541,212</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

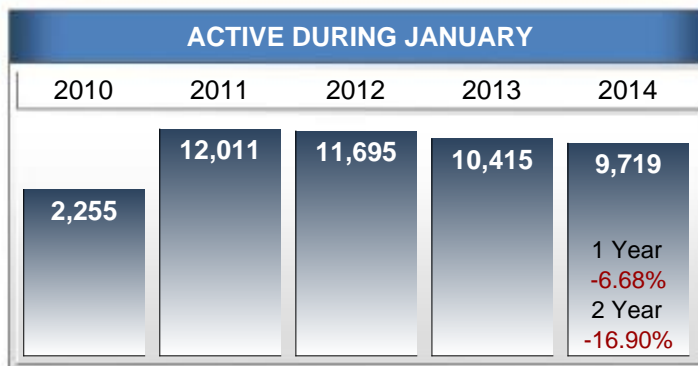
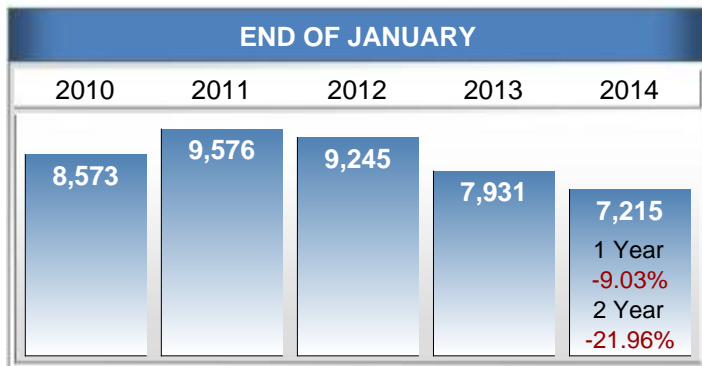
Active Inventory as of Feb 14, 2014



### Active Inventory

Report Produced on: Feb 14, 2014

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



Active Inventory

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5yr JAN AVG = 8,508		3 MONTHS	
<b>High</b>	Aug 2010 = 11,134	<b>NOV</b>	8,078
<b>Low</b>	Jan 2014 = 7,215	<b>DEC</b>	7,525
<i>Inventory this month at 7,215, below the 5 yr JAN average of 8,508</i>		<b>JAN</b>	7,215
			-6.85%
			-4.12%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	590	8.18%	73.5	533	52	4	1		
\$25,001 - \$50,000	797	11.05%	94.2	600	169	25	3		
\$50,001 - \$75,000	734	10.17%	85.9	380	312	38	4		
\$75,001 - \$150,000	2,141	29.67%	82.7	516	1,353	249	23		
\$150,001 - \$225,000	1,313	18.20%	79.9	146	688	443	36		
\$225,001 - \$375,000	904	12.53%	85.3	120	259	437	88		
\$375,001 and up	736	10.20%	87.4	158	99	317	162		
Total Active Inventory by Units:				7,215	83.8	2,453	2,932	1,513	317
Total Active Inventory by Volume:				1,432,522,711		372.35M	440.35M	444.36M	175.47M
Average Active Inventory Listing Price:				\$198,548		\$151,792	\$150,187	\$293,695	\$553,526



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

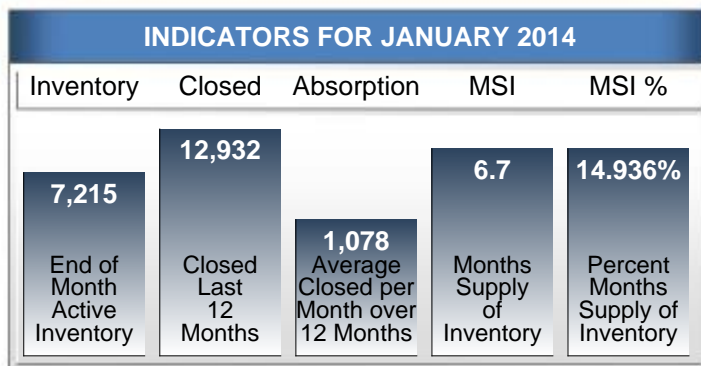
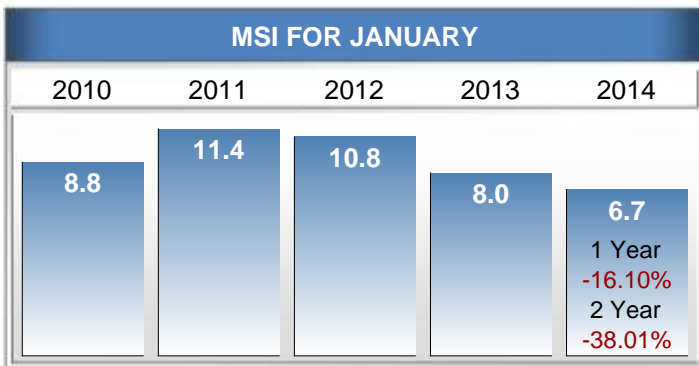
Active Inventory as of Feb 14, 2014



### Months Supply of Inventory

Report Produced on: Feb 14, 2014

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



Months Supply

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5yr JAN AVG = 9.1	3 MONTHS
<b>High</b> Jun 2011 = 13.6 <b>Low</b> Jan 2014 = 6.7 <i>Months Supply</i> this month at <b>6.7</b> , below the 5 yr JAN average of <b>9.1</b>	NOV <b>7.5</b> DEC <b>7.0</b> <b>-7.34%</b> JAN <b>6.7</b> <b>-4.18%</b>

#### 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	274	3.80%	6.6	8.5	3.1	0.6	0.0
\$20,001 \$50,000	1,113	15.43%	10.7	18.7	3.8	4.3	3.4
\$50,001 \$90,000	1,228	17.02%	7.5	13.3	5.3	5.5	4.6
\$90,001 \$160,000	1,861	25.79%	5.2	10.4	4.7	4.8	8.7
\$160,001 \$220,000	1,047	14.51%	5.7	11.1	5.4	5.4	4.5
\$220,001 \$380,000	966	13.39%	5.8	17.1	6.0	4.7	6.7
\$380,001 and up	726	10.06%	12.2	50.6	8.8	10.7	10.0
MSI:			6.7	14.2	5.0	5.5	7.5
Total Active Inventory:			7,215	2,453	2,932	1,513	317



# Monthly Inventory Analysis

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## January 2014

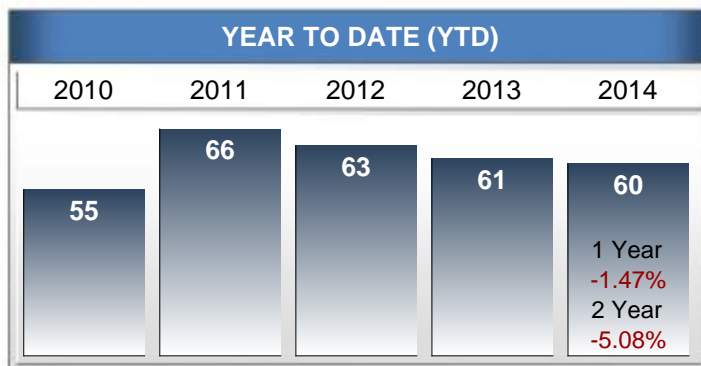
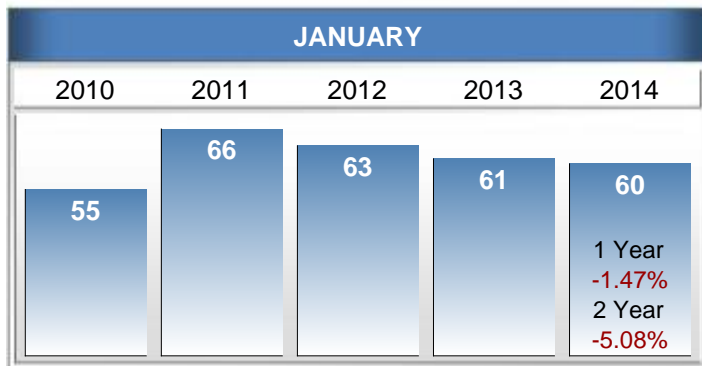
Closed Sales as of Feb 14, 2014



### Average Days on Market to Sale

Report Produced on: Feb 14, 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	54	7.14%	53.0	45.9	60.0	94.0	31.0
\$25,001 \$50,000	71	9.39%	48.4	49.6	46.3	45.2	85.5
\$50,001 \$75,000	98	12.96%	53.5	62.8	51.3	41.5	0.0
\$75,001 \$150,000	241	31.88%	62.8	61.7	62.0	68.9	39.7
\$150,001 \$200,000	108	14.29%	58.7	56.3	60.2	57.5	52.4
\$200,001 \$300,000	107	14.15%	68.7	36.0	62.0	73.8	103.0
\$300,001 and up	77	10.19%	63.0	33.9	68.4	67.4	59.4
Average Closed DOM: 59.8				52.2	58.9	65.4	66.7
Total Closed Units: 756				121	409	194	32
Total Closed Volume: 116,670,620				12.42M	50.14M	43.84M	10.27M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

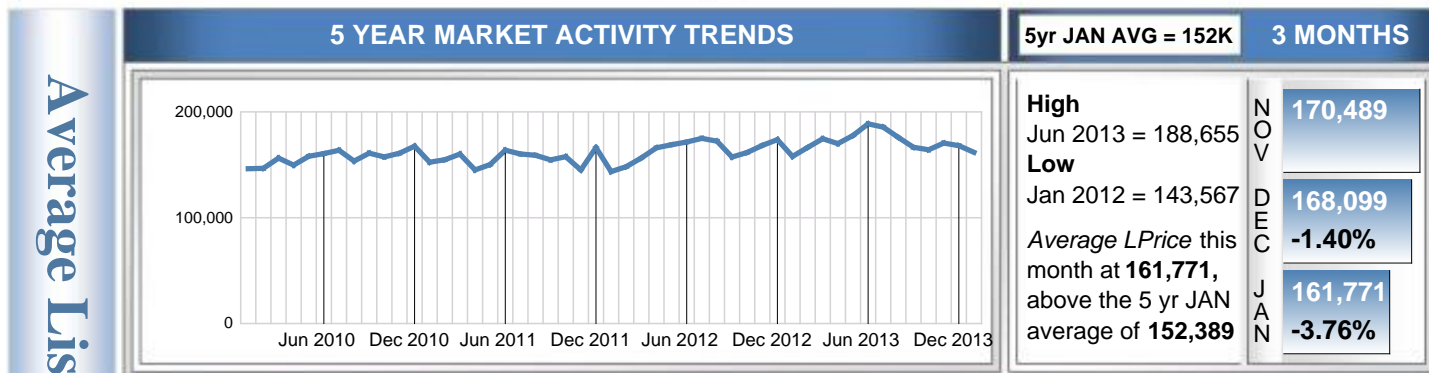
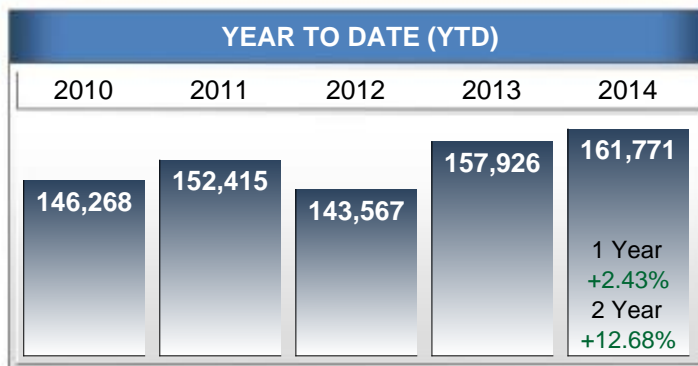
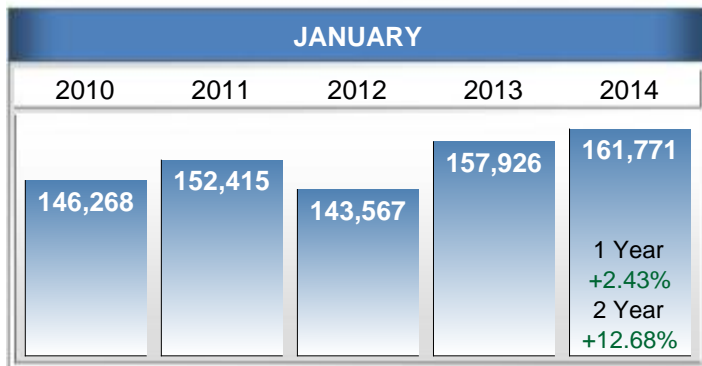
Closed Sales as of Feb 14, 2014



### Average List Price at Closing

Report Produced on: Feb 14, 2014

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



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	43	5.69%	17,193	19,674	20,920	12,900	15,900
\$25,001 \$50,000	76	10.05%	38,289	40,877	42,449	38,848	34,500
\$50,001 \$75,000	87	11.51%	63,582	70,911	67,583	63,073	0
\$75,001 \$150,000	246	32.54%	113,287	120,068	116,462	120,552	136,300
\$150,001 \$200,000	114	15.08%	172,328	170,071	176,296	174,832	181,295
\$200,001 \$300,000	110	14.55%	248,724	244,467	250,239	256,437	248,943
\$300,001 and up	80	10.58%	478,053	616,286	545,285	430,267	549,117
Average List Price:	\$161,771			\$111,436	\$127,913	\$235,402	\$338,454
Total Closed Units:	756			121	409	194	32
Total List Volume:	122,298,652			13.48M	52.32M	45.67M	10.83M





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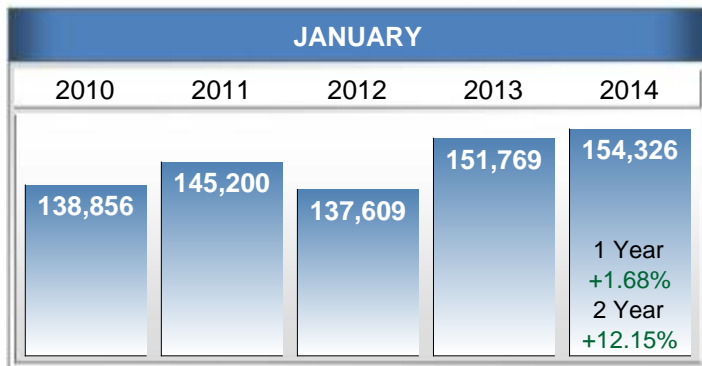
Closed Sales as of Feb 14, 2014



### Average Sold Price at Closing

Report Produced on: Feb 14, 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	54		7.14%	17,563	16,762	18,933	12,000	10,505
\$25,001 \$50,000	71		9.39%	38,290	37,821	39,246	37,077	32,150
\$50,001 \$75,000	98		12.96%	62,965	62,646	63,192	62,557	0
\$75,001 \$150,000	241		31.88%	112,670	110,312	112,363	113,889	131,667
\$150,001 \$200,000	108		14.29%	171,454	166,822	171,831	171,048	176,195
\$200,001 \$300,000	107		14.15%	244,226	237,450	239,296	248,613	242,500
\$300,001 and up	77		10.19%	454,940	557,857	510,335	408,697	515,857
Average Closed Price:	\$154,326				\$102,646	\$122,585	\$225,994	\$320,946
Total Closed Units:	756				121	409	194	32
Total Closed Volume:	116,670,620				12.42M	50.14M	43.84M	10.27M



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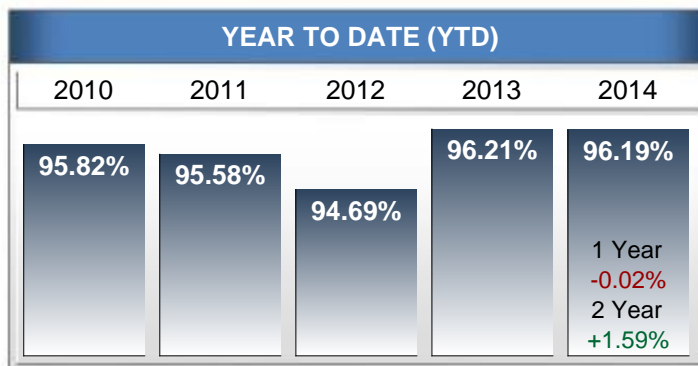
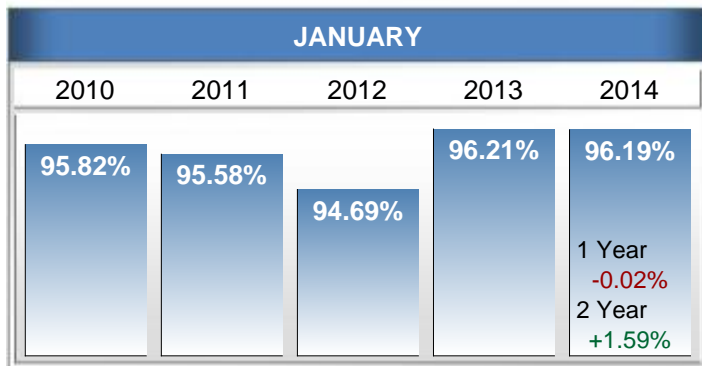
Closed Sales as of Feb 14, 2014



### Average Percent of List Price to Selling Price

Report Produced on: Feb 14, 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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#### AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	54	7.14%	99.87%	96.78%	104.84%	93.02%	66.07%	
\$25,001 \$50,000	71	9.39%	93.73%	93.11%	93.53%	96.30%	93.09%	
\$50,001 \$75,000	98	12.96%	93.85%	89.22%	94.97%	99.64%	0.00%	
\$75,001 \$150,000	241	31.88%	96.15%	92.87%	96.70%	95.07%	96.77%	
\$150,001 \$200,000	108	14.29%	97.86%	98.20%	97.73%	98.09%	97.42%	
\$200,001 \$300,000	107	14.15%	96.80%	97.31%	95.93%	97.19%	97.35%	
\$300,001 and up	77	10.19%	95.78%	94.75%	95.86%	95.86%	95.96%	
Average List/Sell Ratio:				96.20%	93.69%	96.73%	96.72%	95.46%
Total Closed Units:				756	121	409	194	32
Total Closed Volume:				116,670,620	12.42M	50.14M	43.84M	10.27M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2014

Inventory as of Feb 14, 2014



### Market Summary

Report Produced on: Feb 14, 2014

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



**Absorption:** Last 12 months, an Average of **1,078** Sales/Month

**Active Inventory** as of January 31, 2014 = **7,215**

	JANUARY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	748	756	1.07%	748	756	1.07%
Pending Sales	1,019	1,070	5.00%	1,019	1,070	5.00%
New Listings	2,240	2,194	-2.05%	2,240	2,194	-2.05%
Average List Price	157,926	161,771	2.43%	157,926	161,771	2.43%
Average Sale Price	151,769	154,326	1.68%	151,769	154,326	1.68%
Average Percent of List Price to Selling Price	96.21%	96.19%	-0.02%	96.21%	96.19%	-0.02%
Average Days on Market to Sale	60.69	59.80	-1.47%	60.69	59.80	-1.47%
Monthly Inventory	7,932	7,215	-9.04%	7,932	7,215	-9.04%
Months Supply of Inventory	7.98	6.70	-16.12%	7.98	6.70	-16.12%

