



# July 2014

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

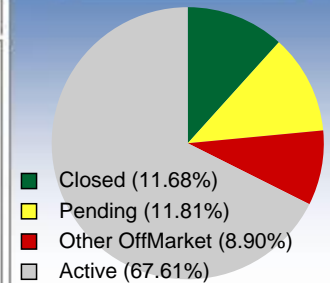


**Absorption:** Last 12 months, an Average of **1,091** Sales/Month

**Active Inventory** as of July 31, 2014 = **7,845**

	JULY		
	2013	2014	+/-%
Closed Listings	1,217	1,355	11.34%
Pending Listings	1,165	1,371	17.68%
New Listings	2,572	2,380	-7.47%
Average List Price	185,412	184,432	-0.53%
Average Sale Price	179,658	179,051	-0.34%
Average Percent of List Price to Selling Price	96.65%	96.69%	0.04%
Average Days on Market to Sale	47.07	47.96	1.89%
End of Month Inventory	8,923	7,845	-12.08%
Months Supply of Inventory	8.49	7.19	-15.30%

## 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 **12.08%** to 7,845 existing homes available for sale. Over the last 12 months this area has had an average of 1,091 closed sales per month. This represents an unsold inventory index of **7.19** MSI for this period.

### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.34%** in July 2014 to \$179,051 versus the previous year at \$179,658.

### Average Days on Market Lengthens

The average number of **47.96** days that homes spent on the market before selling increased by 0.89 days or **1.89%** in July 2014 compared to last year's same month at **47.07** DOM.

### Sales Success for July 2014 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 2,380 New Listings in July 2014, down **7.47%** from last year at 2,572. Furthermore, there were 1,355 Closed Listings this month versus last year at 1,217, a **11.34%** increase.

Closed versus Listed trends yielded a **56.9%** ratio, up from last year's July 2014 at **47.3%**, a **20.32%** 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®

## July 2014

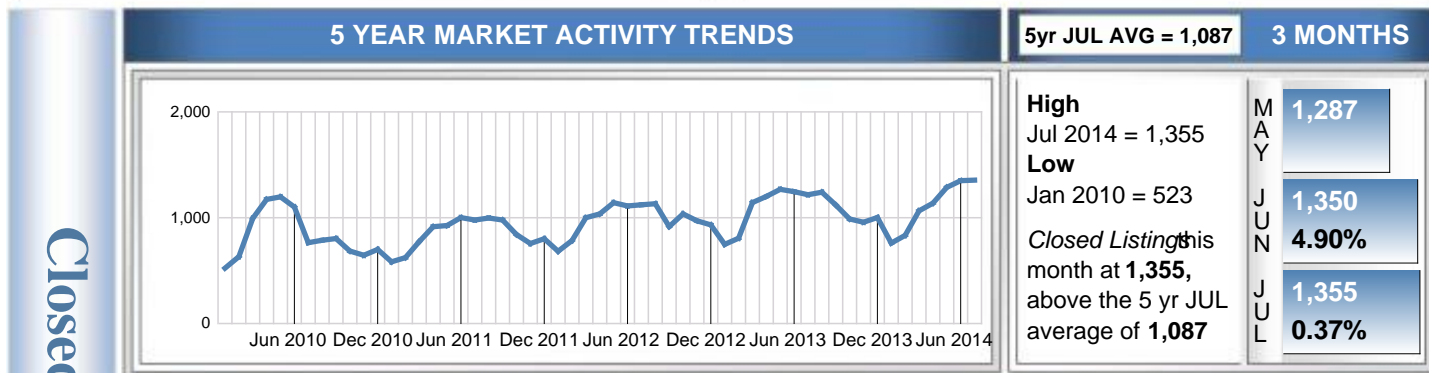
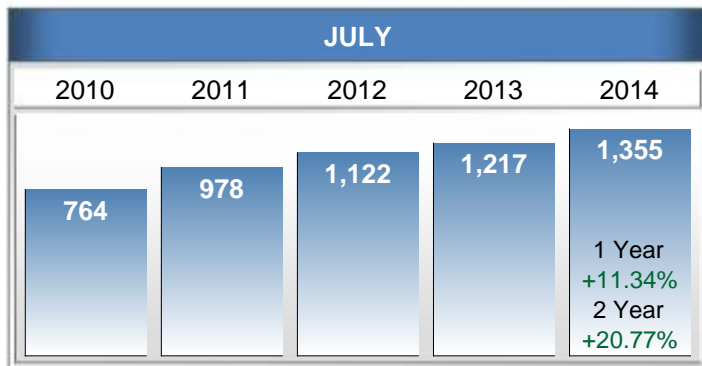
Closed Sales as of Aug 15, 2014



### Closed Listings

Report Produced on: Aug 15, 2014

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



Closed Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	77	5.68%	52.5	59	15	3	0	
\$25,001 - \$75,000	161	11.88%	63.0	81	68	12	0	
\$75,001 - \$100,000	128	9.45%	46.9	26	88	12	2	
\$100,001 - \$175,000	471	34.76%	44.2	35	343	83	10	
\$175,001 - \$225,000	186	13.73%	44.8	6	102	72	6	
\$225,001 - \$325,000	190	14.02%	40.1	8	55	108	19	
\$325,001 and up	142	10.48%	56.3	5	30	79	28	
Total Closed Units: 1,355				48.0	220	701	369	65
Total Closed Volume: 242,613,469					19.04M	106.21M	95.34M	22.03M
Average Closed Price: \$179,051					\$86,552	\$151,509	\$258,368	\$338,869



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

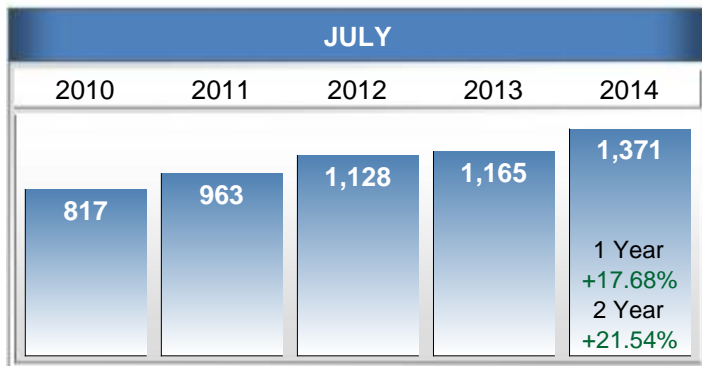
Pending Listings as of Aug 15, 2014



### Pending Listings

Report Produced on: Aug 15, 2014

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



Pending Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	49	3.57%	50.5	38	10	1	0
\$25,001 - \$75,000	242	17.65%	55.7	111	119	9	3
\$75,001 - \$100,000	131	9.56%	54.3	29	88	12	2
\$100,001 - \$150,000	350	25.53%	49.0	29	257	59	5
\$150,001 - \$200,000	257	18.75%	51.7	14	159	79	5
\$200,001 - \$275,000	173	12.62%	50.9	6	74	79	14
\$275,001 and up	169	12.33%	54.5	10	38	91	30
Total Pending Units: 1,371				237	745	330	59
Total Pending Volume: 233,057,666				24.18M	107.43M	81.07M	20.38M
Average Listing Price: \$154,206				\$102,017	\$144,205	\$245,662	\$345,402



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

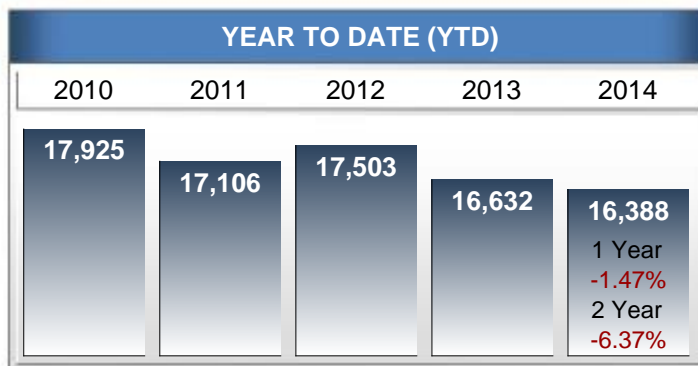
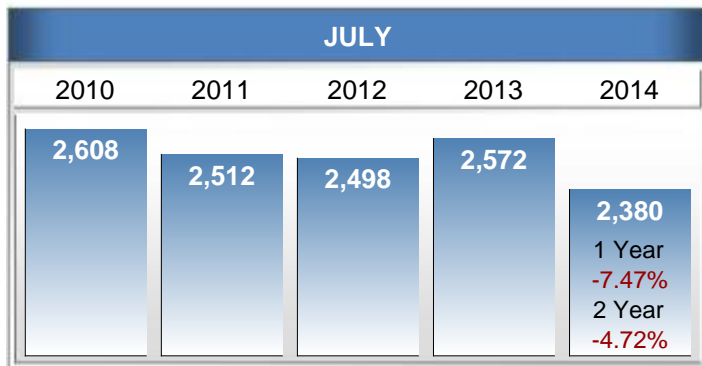
New Listings as of Aug 15, 2014



### New Listings

Report Produced on: Aug 15, 2014

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



New Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	119	5.00%	104	13	2	0
\$25,001 - \$75,000	419	17.61%	260	142	13	4
\$75,001 - \$100,000	241	10.13%	72	143	23	3
\$100,001 - \$175,000	694	29.16%	74	480	123	17
\$175,001 - \$225,000	304	12.77%	29	155	114	6
\$225,001 - \$325,000	322	13.53%	26	116	153	27
\$325,001 and up	281	11.81%	43	51	137	50
<b>Total New Listed Units:</b>	<b>2,380</b>		<b>608</b>	<b>1100</b>	<b>565</b>	<b>107</b>
<b>Total New Listed Volume:</b>	<b>450,043,433</b>		<b>75.81M</b>	<b>173.65M</b>	<b>156.09M</b>	<b>44.49M</b>
<b>Average New Listed Listing Price:</b>	<b>\$173,856</b>		<b>\$124,686</b>	<b>\$157,868</b>	<b>\$276,261</b>	<b>\$415,815</b>





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

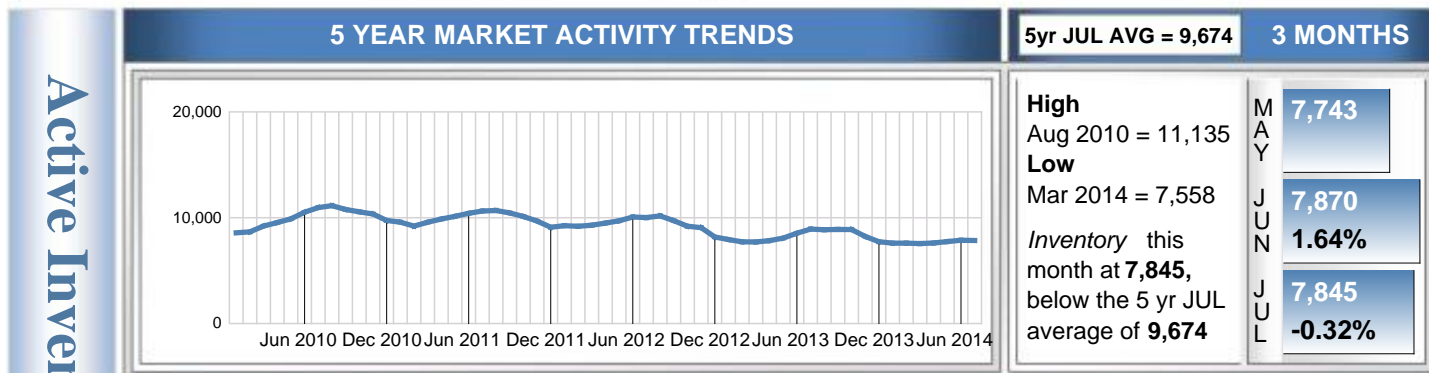
Active Inventory as of Aug 15, 2014



### Active Inventory

Report Produced on: Aug 15, 2014

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE								
Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	<b>726</b>	9.25%	85.8	676	42	7	1	
\$25,001 - \$50,000	<b>723</b>	9.22%	83.1	569	130	20	4	
\$50,001 - \$75,000	<b>726</b>	9.25%	82.4	361	326	31	8	
\$75,001 - \$175,000	<b>2,749</b>	35.04%	76.0	559	1,738	403	49	
\$175,001 - \$250,000	<b>1,127</b>	14.37%	70.2	128	515	444	40	
\$250,001 - \$400,000	<b>1,005</b>	12.81%	76.6	113	237	546	109	
\$400,001 and up	<b>789</b>	10.06%	82.4	141	100	351	197	
Total Active Inventory by Units:			7,845	78.0	2,547	3,088	1,802	408
Total Active Inventory by Volume:			1,627,514,203		349.18M	488.62M	558.63M	231.09M
Average Active Inventory Listing Price:			\$207,459		\$137,095	\$158,231	\$310,005	\$566,396

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

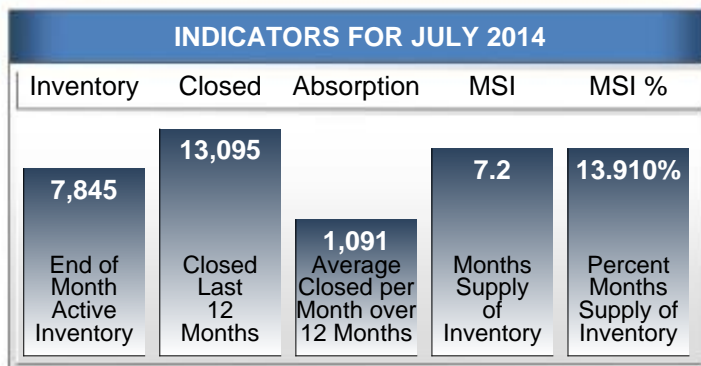
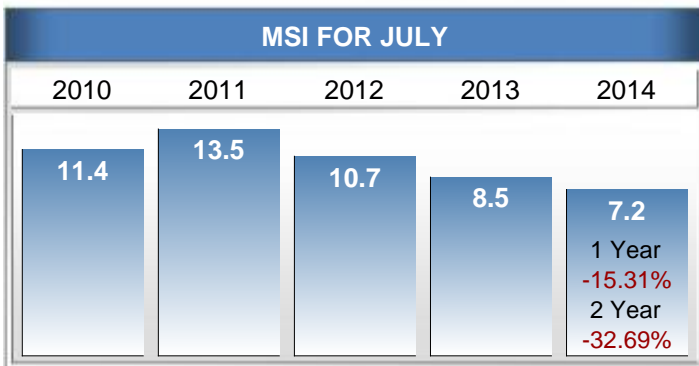
Active Inventory as of Aug 15, 2014



### Months Supply of Inventory

Report Produced on: Aug 15, 2014

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



Months Supply  
Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



**5yr JUL AVG = 10.3**    **3 MONTHS**

**High**  
Jun 2011 = 13.6

**Low**  
Feb 2014 = 7.0

Months Supply this month at **7.2**, below the 5 yr JUL average of **10.3**

MAY	7.2
JUN	7.3
JUL	7.2
JUL	-1.37%
JUL	0.82%

#### 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	377		4.81%	9.5	13.0	2.3	4.0	12.0
\$20,001 \$60,000	1,349		17.20%	9.3	16.2	3.9	3.1	5.0
\$60,001 \$90,000	952		12.14%	7.3	12.9	5.4	5.9	10.2
\$90,001 \$170,000	2,158		27.51%	5.3	10.1	4.8	5.1	8.7
\$170,001 \$250,000	1,215		15.49%	6.1	12.5	6.0	5.4	5.1
\$250,001 \$400,000	1,005		12.81%	8.3	23.4	7.5	7.6	8.2
\$400,001 and up	789		10.06%	15.5	51.3	11.9	13.8	13.7
MSI:		7.2			14.4	5.1	6.6	9.5
Total Active Inventory:		7,845			2,547	3,088	1,802	408



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

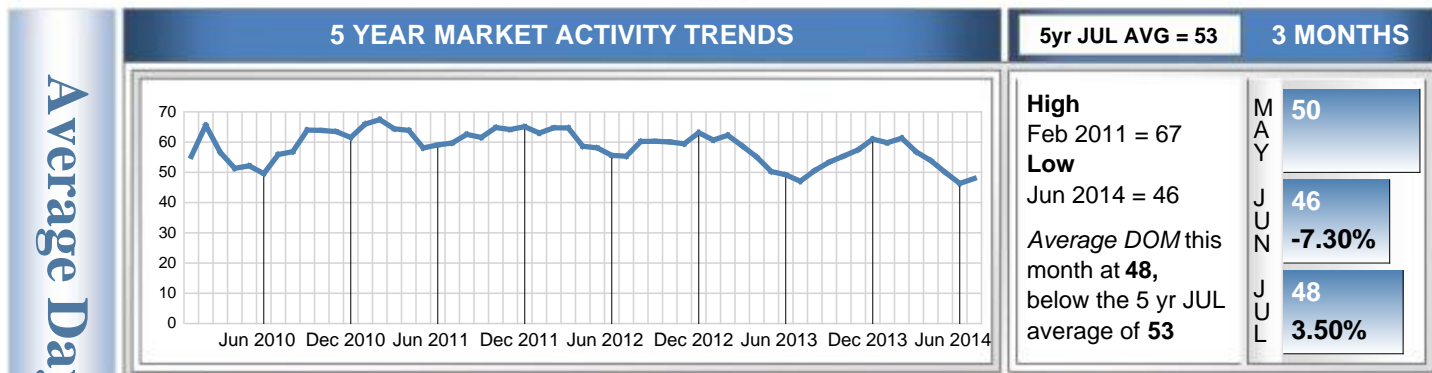
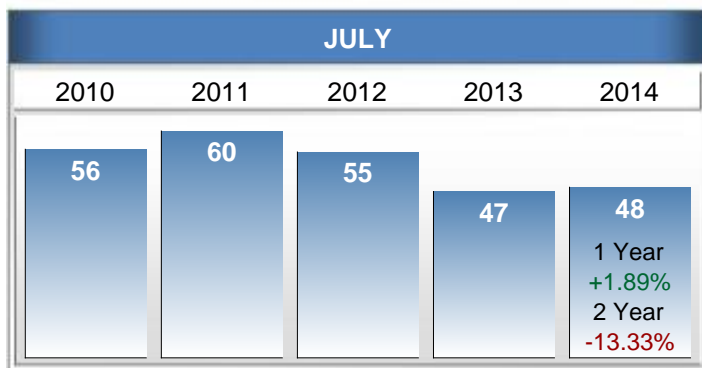
Closed Sales as of Aug 15, 2014



### Average Days on Market to Sale

Report Produced on: Aug 15, 2014

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



Average Days on Market

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	77	5.68%	52.5	56.9	34.8	55.3	0.0
\$25,001 - \$75,000	161	11.88%	63.0	69.9	51.0	85.0	0.0
\$75,001 - \$100,000	128	9.45%	46.9	49.0	45.0	53.1	62.0
\$100,001 - \$175,000	471	34.76%	44.2	33.6	45.3	43.2	55.5
\$175,001 - \$225,000	186	13.73%	44.8	42.8	46.8	39.5	77.2
\$225,001 - \$325,000	190	14.02%	40.1	12.5	33.2	42.7	57.1
\$325,001 and up	142	10.48%	56.3	54.6	57.4	53.3	63.8
Average Closed DOM: 48.0				55.0	45.4	46.3	61.7
Total Closed Units: 1,355				220	701	369	65
Total Closed Volume: 242,613,469				19.04M	106.21M	95.34M	22.03M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

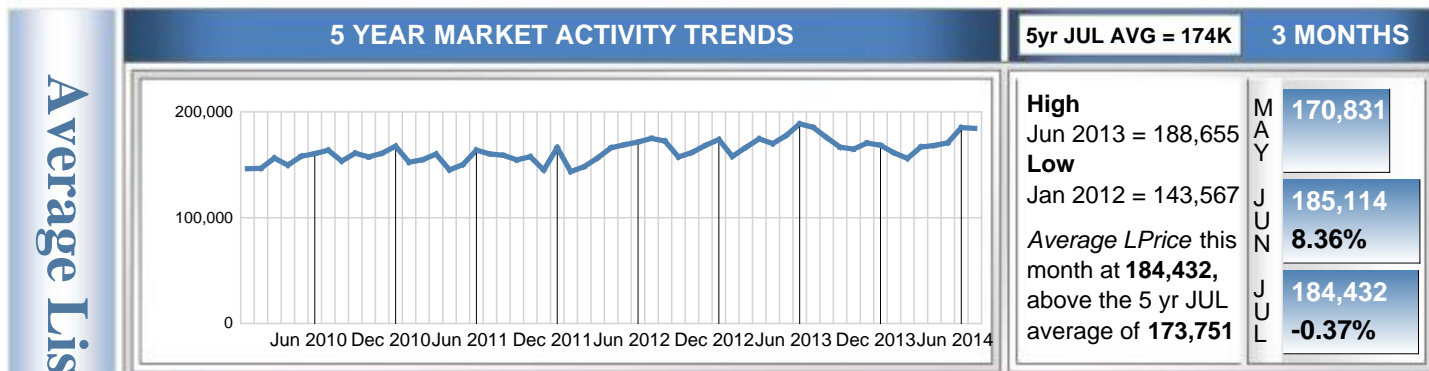
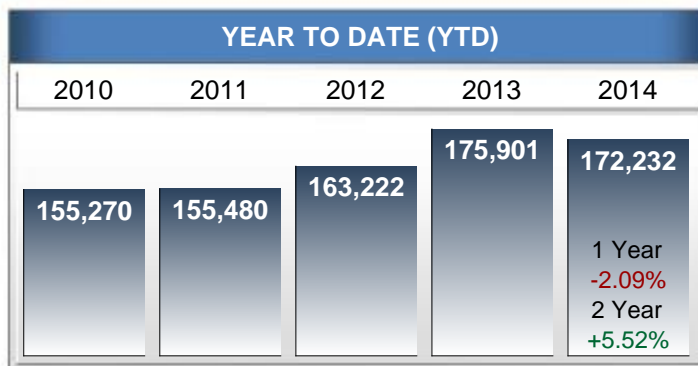
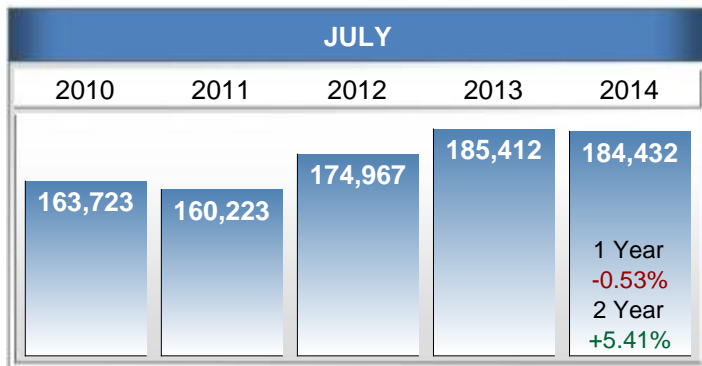
Closed Sales as of Aug 15, 2014



### Average List Price at Closing

Report Produced on: Aug 15, 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	65	4.80%	18,148	19,894	19,713	19,433	0
\$25,001 - \$75,000	161	11.88%	49,718	49,882	57,730	56,150	0
\$75,001 - \$100,000	134	9.89%	89,700	94,894	91,805	84,092	93,100
\$100,001 - \$175,000	455	33.58%	140,370	141,932	140,308	152,201	146,813
\$175,001 - \$225,000	202	14.91%	198,791	194,800	201,117	202,758	206,783
\$225,001 - \$325,000	186	13.73%	269,251	258,550	267,004	276,860	285,399
\$325,001 and up	152	11.22%	490,764	902,590	447,548	493,418	510,114
Average List Price:	\$184,432			\$92,724	\$155,565	\$265,185	\$347,705
Total Closed Units:	1,355			220	701	369	65
Total List Volume:	249,904,703			20.40M	109.05M	97.85M	22.60M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

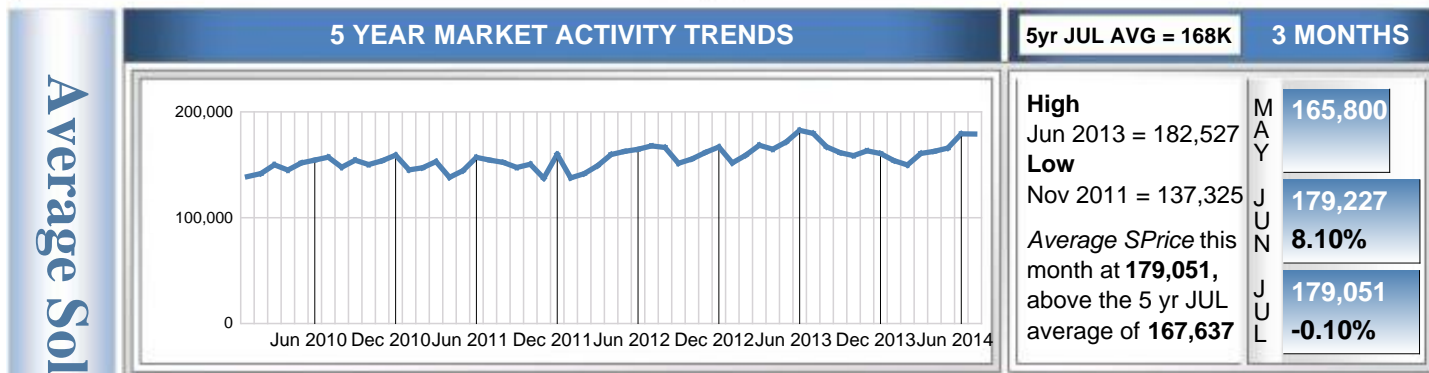
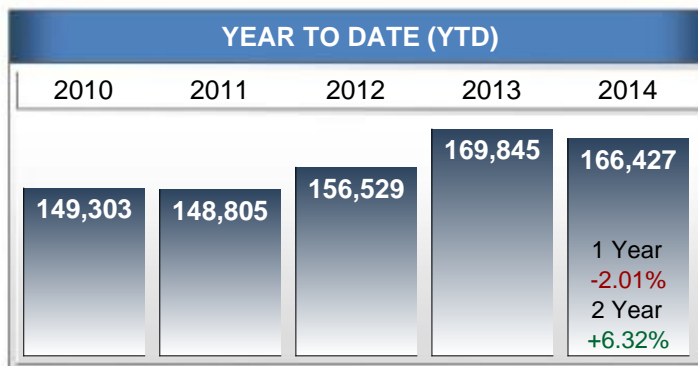
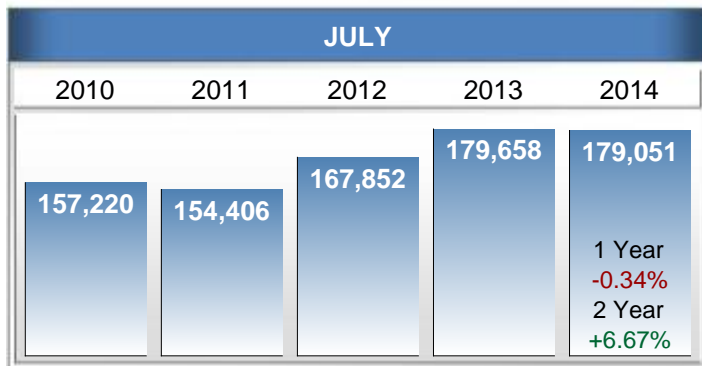
Closed Sales as of Aug 15, 2014



### Average Sold Price at Closing

Report Produced on: Aug 15, 2014

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



Average Sold Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

#### 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	77	5.68%	17,702	17,724	17,423	18,667	0
\$25,001 \$75,000	161	11.88%	50,011	46,835	53,664	50,755	0
\$75,001 \$100,000	128	9.45%	87,800	88,185	88,170	83,603	91,750
\$100,001 \$175,000	471	34.76%	139,409	134,998	137,466	149,140	140,722
\$175,001 \$225,000	186	13.73%	197,949	185,233	197,751	199,118	200,000
\$225,001 \$325,000	190	14.02%	267,804	255,448	260,162	270,574	279,384
\$325,001 and up	142	10.48%	483,079	805,880	430,267	477,625	497,410
Average Closed Price:	\$179,051			\$86,552	\$151,509	\$258,368	\$338,869
Total Closed Units:	1,355			220	701	369	65
Total Closed Volume:	242,613,469			19.04M	106.21M	95.34M	22.03M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

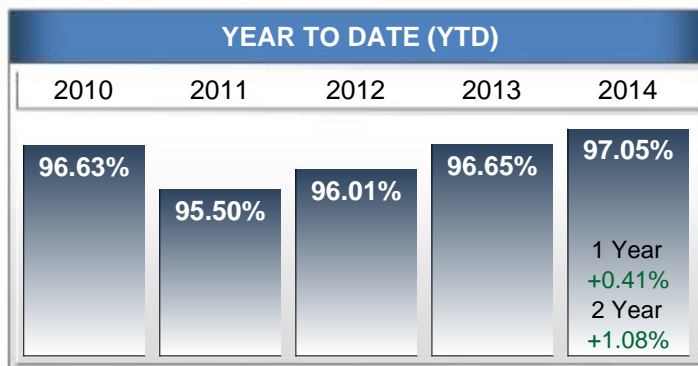
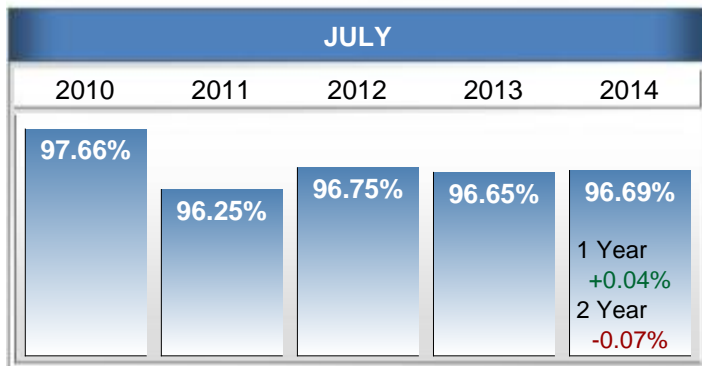
Closed Sales as of Aug 15, 2014



### Average Percent of List Price to Selling Price

Report Produced on: Aug 15, 2014

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



5yr JUL AVG=96.80%	3 MONTHS
<b>High</b> Apr 2014 = 98.58%	MAY 97.58%
<b>Low</b> Jan 2012 = 94.69%	JUN 97.00%
Average List/Sell this month at <b>96.69%</b> , below the 5 yr JUL average of <b>96.80%</b>	JUL -0.60%
	JUL 96.69%
	JUL -0.32%

### 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	77	5.68%	90.43%	90.83%	87.97%	94.86%	0.00%
\$25,001 \$75,000	161	11.88%	93.71%	94.27%	93.47%	91.33%	0.00%
\$75,001 \$100,000	128	9.45%	96.11%	93.51%	96.26%	100.31%	98.52%
\$100,001 \$175,000	471	34.76%	97.81%	95.35%	98.02%	98.15%	96.09%
\$175,001 \$225,000	186	13.73%	98.20%	95.19%	98.41%	98.30%	96.59%
\$225,001 \$325,000	190	14.02%	97.81%	98.80%	97.62%	97.81%	97.89%
\$325,001 and up	142	10.48%	96.80%	91.59%	96.44%	97.00%	97.57%
Average List/Sell Ratio: 96.70%				93.56%	97.10%	97.65%	97.37%
Total Closed Units: 1,355				220	701	369	65
Total Closed Volume: 242,613,469				19.04M	106.21M	95.34M	22.03M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

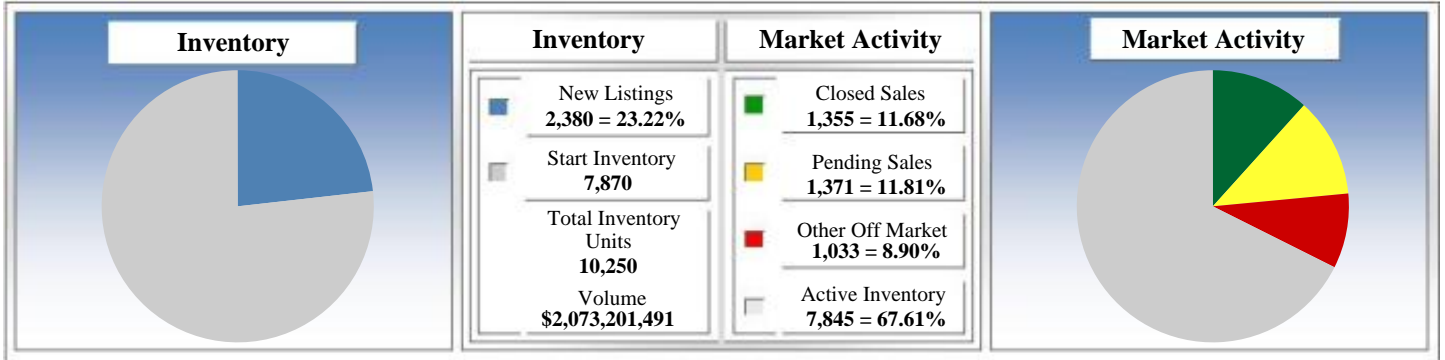
Inventory as of Aug 15, 2014



### Market Summary

Report Produced on: Aug 15, 2014

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



**Absorption:** Last 12 months, an Average of **1,091** Sales/Month

**Active Inventory** as of July 31, 2014 = **7,845**

	JULY			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	1,217	1,355	11.34%	7,629	7,787	2.07%
Pending Sales	1,165	1,371	17.68%	8,216	8,721	6.15%
New Listings	2,572	2,380	-7.47%	16,632	16,388	-1.47%
Average List Price	185,412	184,432	-0.53%	175,901	172,232	-2.09%
Average Sale Price	179,658	179,051	-0.34%	169,845	166,427	-2.01%
Average Percent of List Price to Selling Price	96.65%	96.69%	0.04%	96.65%	97.05%	0.41%
Average Days on Market to Sale	47.07	47.96	1.89%	53.90	52.67	-2.28%
Monthly Inventory	8,923	7,845	-12.08%	8,923	7,845	-12.08%
Months Supply of Inventory	8.49	7.19	-15.30%	8.49	7.19	-15.30%

