



# May 2014

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

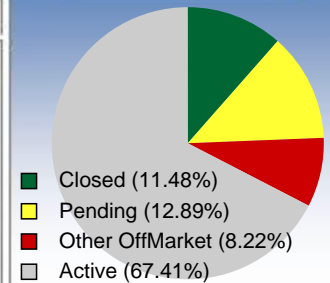


**Absorption:** Last 12 months, an Average of **1,070** Sales/Month

**Active Inventory** as of May 31, 2014 = **7,516**

	MAY		
	2013	2014	+/- %
Closed Listings	1,268	1,280	0.95%
Pending Listings	1,252	1,437	14.78%
New Listings	2,587	2,384	-7.85%
Average List Price	177,681	171,118	-3.69%
Average Sale Price	171,590	166,008	-3.25%
Average Percent of List Price to Selling Price	96.87%	97.32%	0.46%
Average Days on Market to Sale	50.28	50.05	-0.45%
End of Month Inventory	8,072	7,516	-6.89%
Months Supply of Inventory	7.82	7.02	-10.19%

## Market Activity



Report Produced on: Jun 16, 2014

# Monthly Inventory Analysis

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 May 2014 decreased **6.89%** to 7,516 existing homes available for sale. Over the last 12 months this area has had an average of 1,070 closed sales per month. This represents an unsold inventory index of **7.02** 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 **3.25%** in May 2014 to \$166,008 versus the previous year at \$171,590.

### Average Days on Market Shortens

The average number of **50.05** days that homes spent on the market before selling decreased by 0.23 days or **0.45%** in May 2014 compared to last year's same month at **50.28** DOM.

### Sales Success for May 2014 is Positive

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

There were 2,384 New Listings in May 2014, down **7.85%** from last year at 2,587. Furthermore, there were 1,280 Closed Listings this month versus last year at 1,268, a **0.95%** increase.

Closed versus Listed trends yielded a **53.7%** ratio, up from last year's May 2014 at **49.0%**, a **9.54%** 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>
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<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

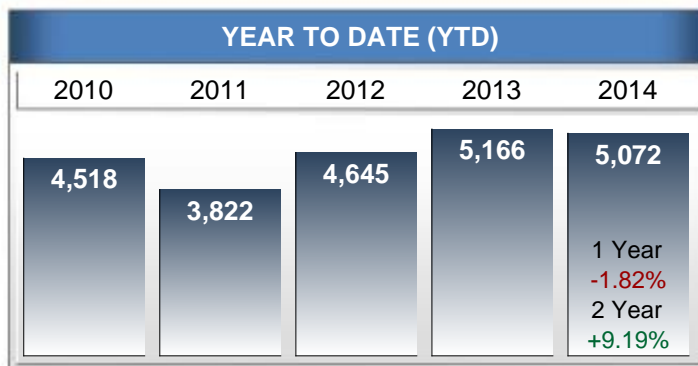
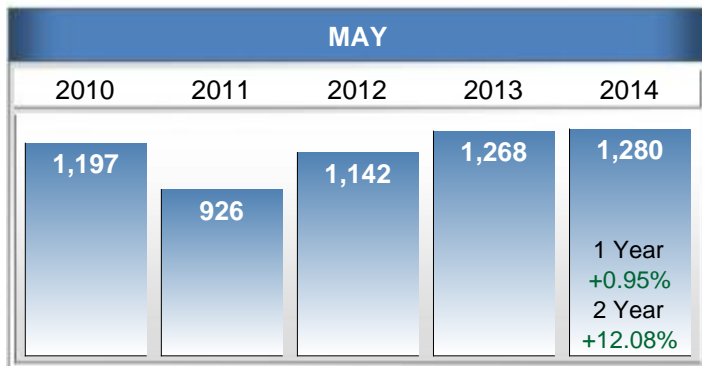
Closed Sales as of Jun 16, 2014



### Closed Listings

Report Produced on: Jun 16, 2014

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



#### 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	56	4.38%	65.8	38	16	2	0	
\$25,001 - \$75,000	197	15.39%	50.9	85	99	11	2	
\$75,001 - \$100,000	127	9.92%	48.0	24	84	17	2	
\$100,001 - \$150,000	336	26.25%	51.5	32	257	44	3	
\$150,001 - \$200,000	232	18.13%	48.9	13	133	81	5	
\$200,001 - \$300,000	193	15.08%	43.8	11	68	105	9	
\$300,001 and up	139	10.86%	51.6	6	33	77	23	
Total Closed Units: 1,280				50.1	209	690	337	44
Total Closed Volume: 212,490,577					18.90M	98.24M	81.46M	13.89M
Average Closed Price: \$166,008					\$90,428	\$142,380	\$241,714	\$315,711

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

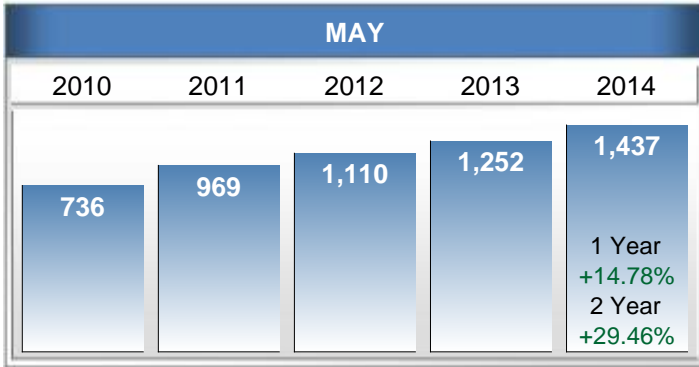
Pending Listings as of Jun 16, 2014



### Pending Listings

Report Produced on: Jun 16, 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	119	8.28%	58.3	68	46	5	0	
\$40,001 - \$80,000	174	12.11%	53.6	49	112	11	2	
\$80,001 - \$120,000	232	16.14%	50.8	44	168	18	2	
\$120,001 - \$170,000	342	23.80%	45.4	22	247	66	7	
\$170,001 - \$220,000	227	15.80%	49.2	16	117	89	5	
\$220,001 - \$320,000	191	13.29%	42.4	10	69	94	18	
\$320,001 and up	152	10.58%	50.7	6	30	89	27	
Total Pending Units: 1,437				57.2	215	789	372	61
Total Pending Volume: 255,135,549					22.63M	113.85M	97.25M	21.40M
Average Listing Price: \$144,434					\$105,252	\$144,299	\$261,426	\$350,886

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

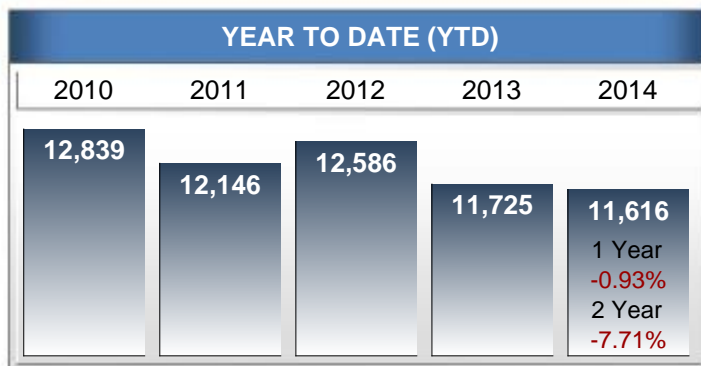
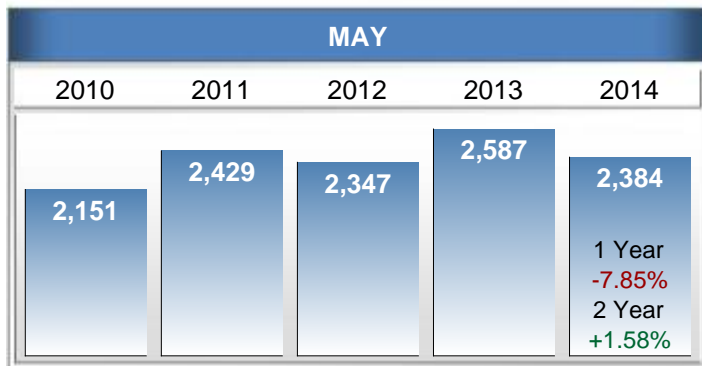
New Listings as of Jun 16, 2014



### New Listings

Report Produced on: Jun 16, 2014

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



New Listings  
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**5yr MAY AVG = 2,380**    **3 MONTHS**

**High**  
Mar 2010 = 3,205

**Low**  
Dec 2012 = 1,444

*New Listings* this month at **2,384**, above the 5 yr MAY average of **2,380**

MAR	2,310
APR	2,572
MAY	2,384
<b>11.34%</b>	
<b>-7.31%</b>	

#### 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	135	5.66%	109	23	3	0
\$25,001 - \$75,000	355	14.89%	204	133	15	3
\$75,001 - \$100,000	215	9.02%	47	145	19	4
\$100,001 - \$175,000	716	30.03%	84	501	121	10
\$175,001 - \$250,000	427	17.91%	20	233	157	17
\$250,001 - \$375,000	275	11.54%	14	70	161	30
\$375,001 and up	261	10.95%	36	39	119	67
Total New Listed Units:			514	1144	595	131
Total New Listed Volume:			75.08M	181.75M	175.06M	69.75M
Average New Listed Listing Price:			\$146,063	\$158,875	\$294,215	\$532,474





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

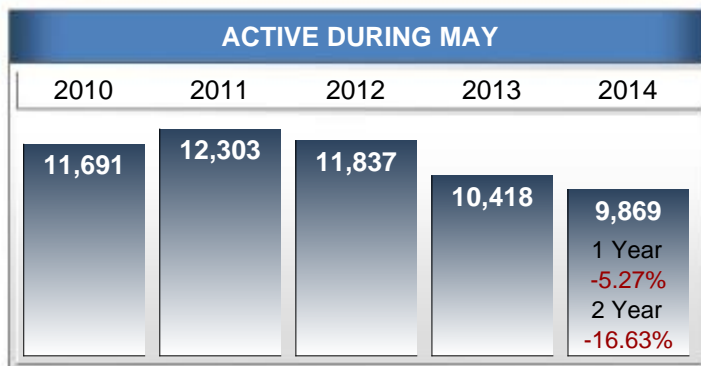
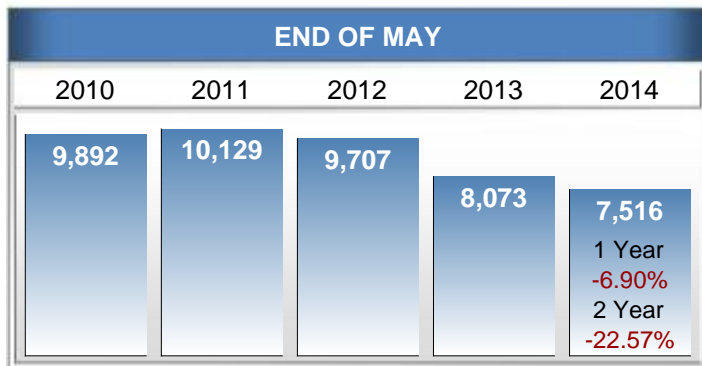
Active Inventory as of Jun 16, 2014



### Active Inventory

Report Produced on: Jun 16, 2014

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



Active Inventory

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5yr MAY AVG = 9,063	3 MONTHS
<b>High</b> Aug 2010 = 11,134	M A R 7,494
<b>Low</b> Apr 2014 = 7,485	A P R 7,485
<i>Inventory</i> this month at <b>7,516</b> , below the 5 yr MAY average of <b>9,063</b>	M A Y 7,516
	M A Y <b>0.41%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	627	8.34%	86.3	579	42	6	0		
\$25,001 \$50,000	780	10.38%	94.6	639	126	15	0		
\$50,001 \$75,000	702	9.34%	77.3	387	281	30	4		
\$75,001 \$150,000	2,083	27.71%	68.8	479	1,343	238	23		
\$150,001 \$250,000	1,627	21.65%	66.3	190	837	540	60		
\$250,001 \$400,000	913	12.15%	67.9	109	211	486	107		
\$400,001 and up	784	10.43%	73.4	135	106	328	215		
Total Active Inventory by Units:				7,516	73.6	2,518	2,946	1,643	409
Total Active Inventory by Volume:				1,597,305,592		353.44M	472.03M	513.74M	258.09M
Average Active Inventory Listing Price:				\$212,521		\$140,366	\$160,226	\$312,685	\$631,037



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

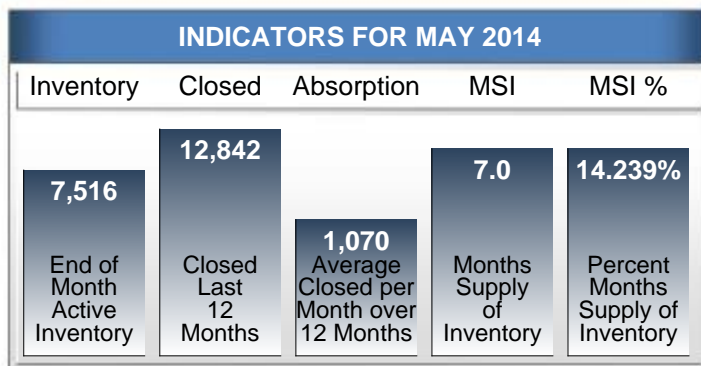
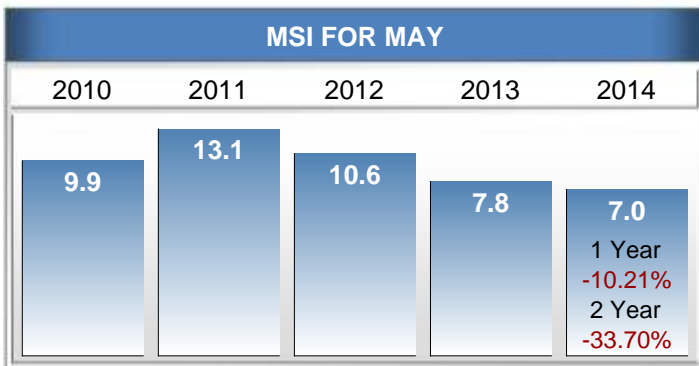
Active Inventory as of Jun 16, 2014



### Months Supply of Inventory

Report Produced on: Jun 16, 2014

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



Months Supply

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**5yr MAY AVG = 9.7**    **3 MONTHS**

**High**  
Jun 2011 = 13.6

**Low**  
Mar 2014 = 7.0

Months Supply this month at **7.0**, below the 5 yr MAY average of **9.7**

M A R	7.0
A P R	7.0
M A Y	7.0
	<b>0.39%</b>
	<b>0.32%</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	342	4.55%	9.0	12.6	2.5	1.9	0.0	
\$20,001 \$60,000	1,332	17.72%	9.3	17.0	3.3	3.2	0.9	
\$60,001 \$90,000	897	11.93%	6.9	12.9	5.0	4.5	8.0	
\$90,001 \$170,000	2,107	28.03%	5.3	10.4	4.7	4.9	8.0	
\$170,001 \$250,000	1,141	15.18%	6.0	11.4	6.2	5.0	5.5	
\$250,001 \$420,000	942	12.53%	7.6	22.8	6.8	6.8	8.4	
\$420,001 and up	755	10.05%	16.9	48.7	12.9	15.2	15.3	
MSI:			7.0	14.6	5.0	6.2	9.9	
Total Active Inventory:			7,516	2,518	2,946	1,643	409	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

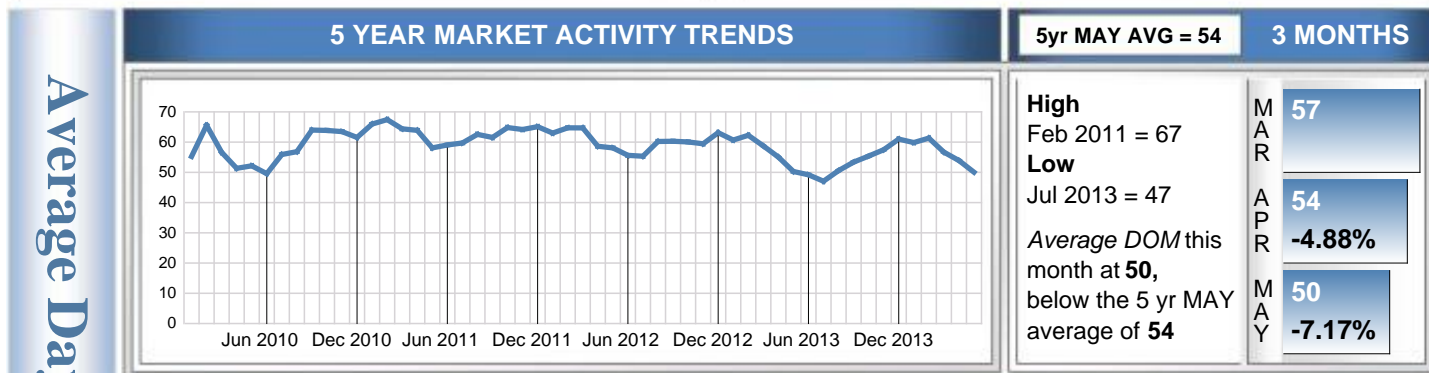
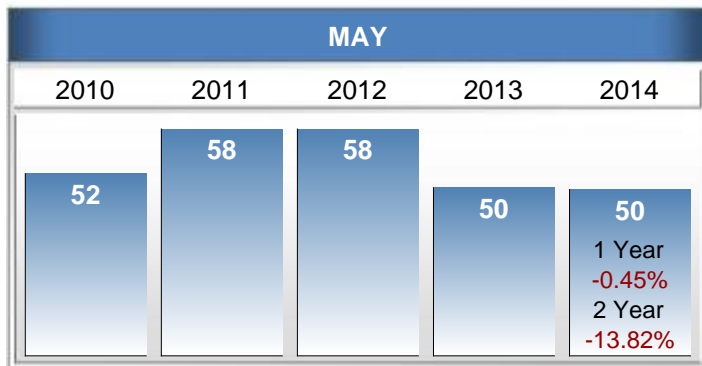
Closed Sales as of Jun 16, 2014



### Average Days on Market to Sale

Report Produced on: Jun 16, 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	56	4.38%	65.8	76.3	44.7	36.5	0.0
\$25,001 - \$75,000	197	15.39%	50.9	58.3	44.2	50.6	69.5
\$75,001 - \$100,000	127	9.92%	48.0	48.7	45.1	53.1	120.5
\$100,001 - \$150,000	336	26.25%	51.5	50.4	49.6	61.4	75.3
\$150,001 - \$200,000	232	18.13%	48.9	44.0	48.6	50.9	34.2
\$200,001 - \$300,000	193	15.08%	43.8	19.5	43.4	46.3	48.2
\$300,001 and up	139	10.86%	51.6	13.7	40.6	58.8	53.1
Average Closed DOM: 50.1				55.0	46.9	52.7	55.3
Total Closed Units: 1,280				209	690	337	44
Total Closed Volume: 212,490,577				18.90M	98.24M	81.46M	13.89M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

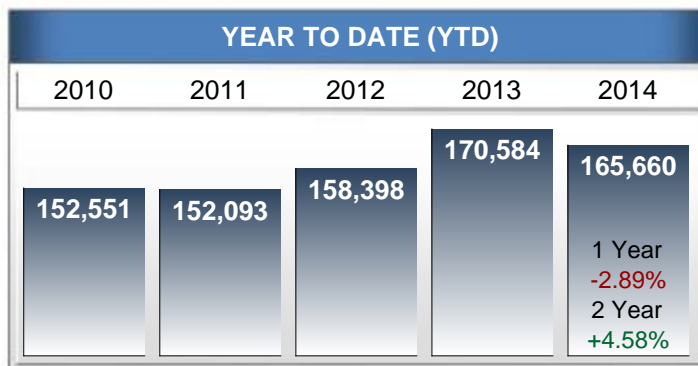
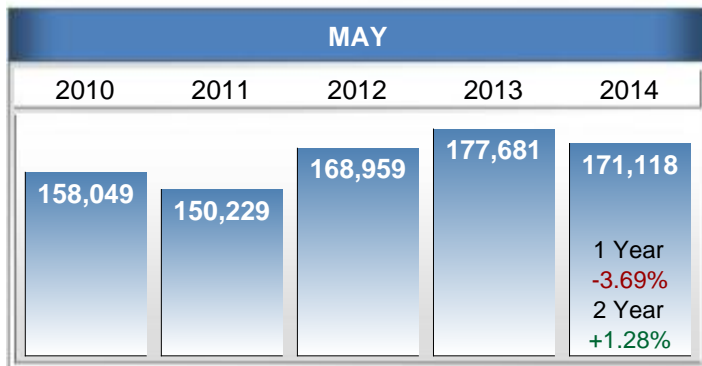
Closed Sales as of Jun 16, 2014



### Average List Price at Closing

Report Produced on: Jun 16, 2014

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



Average List Price

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<b>5yr MAY AVG = 165K</b>	<b>3 MONTHS</b>										
<b>High</b> Jun 2013 = 188,655 <b>Low</b> Jan 2012 = 143,567 <i>Average LPrice</i> this month at <b>171,118</b> , above the 5 yr MAY average of <b>165,207</b>	<table border="1"> <tr> <td>M A R</td> <td>166,875</td> </tr> <tr> <td>A P R</td> <td>168,242</td> </tr> <tr> <td colspan="2"><b>0.82%</b></td> </tr> <tr> <td>M A Y</td> <td>171,118</td> </tr> <tr> <td colspan="2"><b>1.71%</b></td> </tr> </table>	M A R	166,875	A P R	168,242	<b>0.82%</b>		M A Y	171,118	<b>1.71%</b>	
M A R	166,875										
A P R	168,242										
<b>0.82%</b>											
M A Y	171,118										
<b>1.71%</b>											

### 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	38	2.97%	14,701	20,026	18,922	24,900	0
\$25,001 - \$75,000	205	16.02%	51,727	54,672	56,543	55,100	52,450
\$75,001 - \$100,000	131	10.23%	90,350	89,483	91,621	96,135	99,500
\$100,001 - \$150,000	329	25.70%	129,991	133,494	130,513	132,934	140,800
\$150,001 - \$200,000	237	18.52%	174,398	183,600	174,527	180,591	170,520
\$200,001 - \$300,000	192	15.00%	245,379	243,656	242,823	253,397	262,822
\$300,001 and up	148	11.56%	437,974	468,167	433,477	448,637	447,678
Average List Price:	\$171,118			\$94,275	\$146,619	\$249,017	\$323,657
Total Closed Units:	1,280			209	690	337	44
Total List Volume:	219,030,611			19.70M	101.17M	83.92M	14.24M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

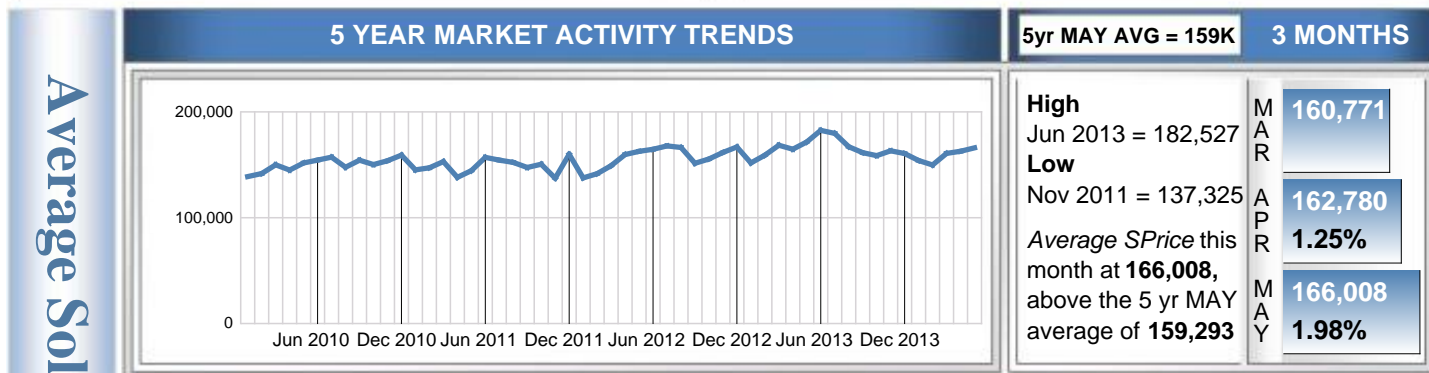
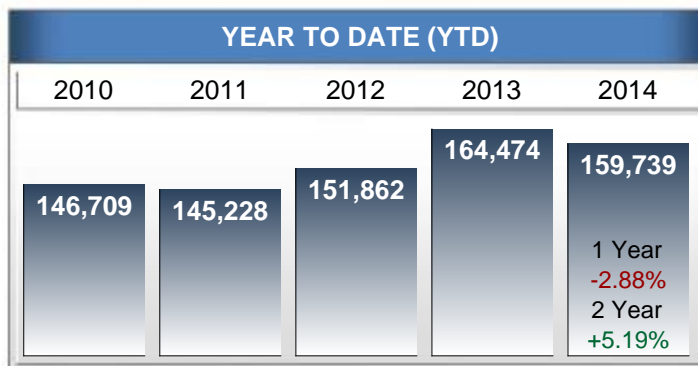
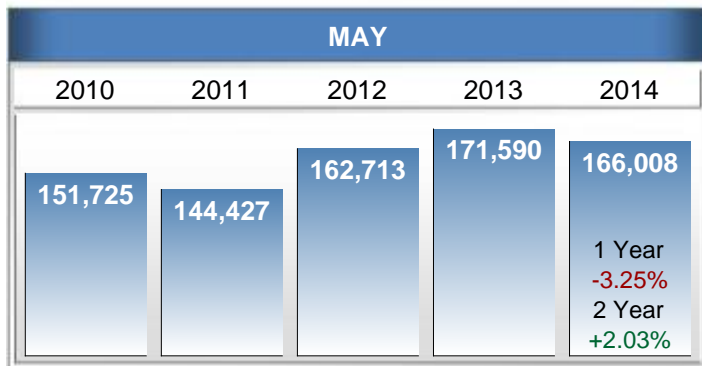
Closed Sales as of Jun 16, 2014



### Average Sold Price at Closing

Report Produced on: Jun 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	56	4.38%	16,866	16,824	16,544	20,250	0
\$25,001 \$75,000	197	15.39%	52,779	51,101	54,830	48,164	48,000
\$75,001 \$100,000	127	9.92%	88,223	86,213	88,366	89,149	98,450
\$100,001 \$150,000	336	26.25%	127,998	128,575	127,590	129,485	135,000
\$150,001 \$200,000	232	18.13%	172,459	170,165	170,348	176,461	169,730
\$200,001 \$300,000	193	15.08%	244,005	238,008	237,891	247,319	258,878
\$300,001 and up	139	10.86%	430,457	483,817	409,189	433,929	435,428
Average Closed Price:	\$166,008			\$90,428	\$142,380	\$241,714	\$315,711
Total Closed Units:	1,280			209	690	337	44
Total Closed Volume:	212,490,577			18.90M	98.24M	81.46M	13.89M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

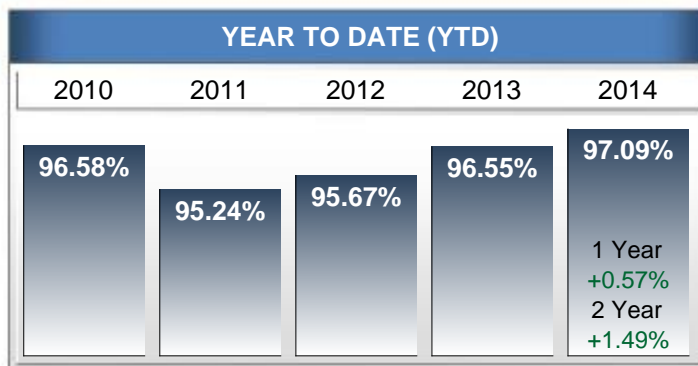
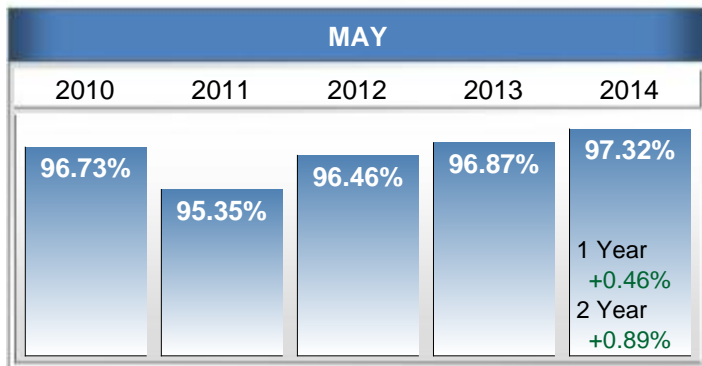
Closed Sales as of Jun 16, 2014



### Average Percent of List Price to Selling Price

Report Produced on: Jun 16, 2014

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



Average List/Sell Price

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#### 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	56	4.38%	88.64%	88.24%	90.46%	81.59%	0.00%
\$25,001 - \$75,000	197	15.39%	98.80%	94.01%	104.12%	89.20%	92.57%
\$75,001 - \$100,000	127	9.92%	96.48%	96.50%	96.98%	93.71%	98.94%
\$100,001 - \$150,000	336	26.25%	97.69%	96.73%	97.86%	97.51%	96.31%
\$150,001 - \$200,000	232	18.13%	97.55%	93.70%	97.72%	97.77%	99.47%
\$200,001 - \$300,000	193	15.08%	97.94%	98.01%	98.19%	97.73%	98.49%
\$300,001 and up	139	10.86%	97.32%	102.37%	95.22%	97.79%	97.45%
Average List/Sell Ratio: 97.30%				94.09%	98.36%	97.15%	97.66%
Total Closed Units: 1,280				209	690	337	44
Total Closed Volume: 212,490,577				18.90M	98.24M	81.46M	13.89M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2014

Inventory as of Jun 16, 2014



### Market Summary

Report Produced on: Jun 16, 2014

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



**Absorption:** Last 12 months, an Average of **1,070** Sales/Month

**Active Inventory** as of May 31, 2014 = **7,516**

	MAY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	1,268	1,280	0.95%	5,166	5,072	-1.82%
Pending Sales	1,252	1,437	14.78%	5,936	6,100	2.76%
New Listings	2,587	2,384	-7.85%	11,725	11,616	-0.93%
Average List Price	177,681	171,118	-3.69%	170,584	165,660	-2.89%
Average Sale Price	171,590	166,008	-3.25%	164,474	159,739	-2.88%
Average Percent of List Price to Selling Price	96.87%	97.32%	0.46%	96.55%	97.09%	0.57%
Average Days on Market to Sale	50.28	50.05	-0.45%	56.64	55.63	-1.79%
Monthly Inventory	8,072	7,516	-6.89%	8,072	7,516	-6.89%
Months Supply of Inventory	7.82	7.02	-10.19%	7.82	7.02	-10.19%

