



# April 2014

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

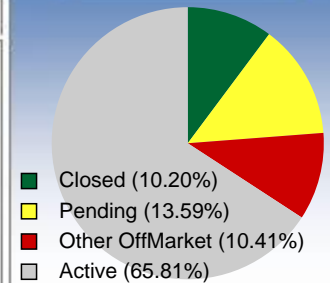


**Absorption:** Last 12 months, an Average of **1,069** Sales/Month

**Active Inventory** as of April 30, 2014 = **7,324**

	APRIL		
	2013	2014	+/- %
Closed Listings	1,201	1,135	-5.50%
Pending Listings	1,287	1,512	17.48%
New Listings	2,394	2,572	7.44%
Median List Price	139,900	139,000	-0.64%
Median Sale Price	137,500	135,000	-1.82%
Median Percent of List Price to Selling Price	98.00%	97.78%	-0.23%
Median Days on Market to Sale	36.00	35.00	-2.78%
End of Month Inventory	7,830	7,324	-6.46%
Months Supply of Inventory	7.66	6.85	-10.58%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 13, 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 April 2014 decreased **6.46%** to 7,324 existing homes available for sale. Over the last 12 months this area has had an average of 1,069 closed sales per month. This represents an unsold inventory index of **6.85** MSI for this period.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.82%** in April 2014 to \$135,000 versus the previous year at \$137,500.

### Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 1.00 days or **2.78%** in April 2014 compared to last year's same month at **36.00** DOM.

### Sales Success for April 2014 is Positive

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

There were 2,572 New Listings in April 2014, up **7.44%** from last year at 2,394. Furthermore, there were 1,135 Closed Listings this month versus last year at 1,201, a **-5.50%** decrease.

Closed versus Listed trends yielded a **44.1%** ratio, down from last year's April 2014 at **50.2%**, a **12.04%** downswing. 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

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<b>Pending Listings</b>	<b>2</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®

## April 2014

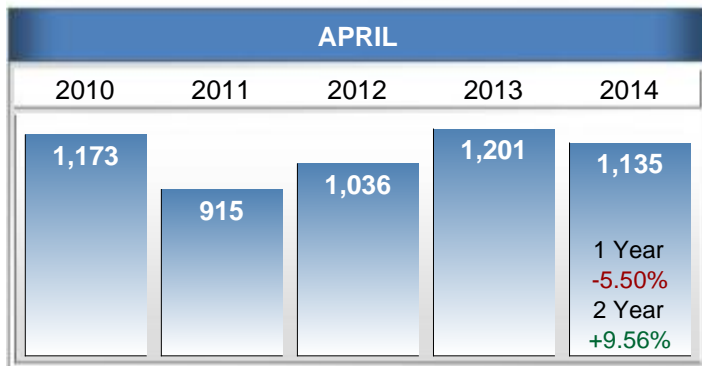
Closed Sales as of May 13, 2014



### Closed Listings

Report Produced on: May 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	102	8.99%	49.0	52	42	7	1	
\$40,001 - \$70,000	122	10.75%	32.5	41	72	8	1	
\$70,001 - \$110,000	185	16.30%	40.0	23	134	25	3	
\$110,001 - \$150,000	252	22.20%	36.0	18	193	41	0	
\$150,001 - \$210,000	217	19.12%	37.0	15	134	64	4	
\$210,001 - \$290,000	142	12.51%	29.0	6	49	78	9	
\$290,001 and up	115	10.13%	37.0	6	24	56	29	
Total Closed Units: 1,135				35.0	161	648	279	47
Total Closed Volume: 184,900,257					14.56M	86.79M	63.74M	19.82M
Median Closed Price: \$135,000					\$60,000	\$124,700	\$199,900	\$330,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2014

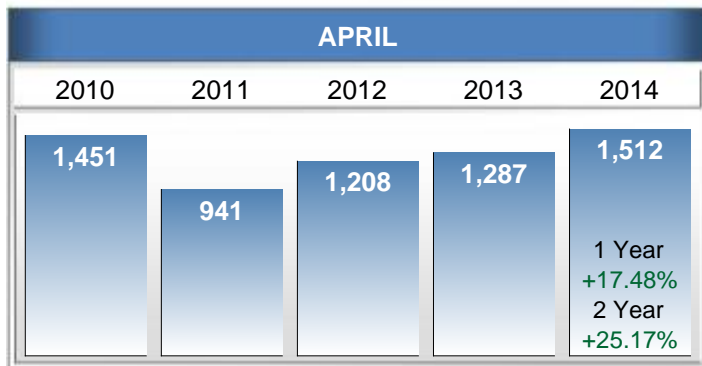
Pending Listings as of May 13, 2014



### Pending Listings

Report Produced on: May 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	118	7.80%	42.0	73	40	5	0	
\$40,001 - \$80,000	226	14.95%	41.0	88	119	16	3	
\$80,001 - \$110,000	189	12.50%	35.0	31	134	20	4	
\$110,001 - \$160,000	388	25.66%	29.5	30	295	60	3	
\$160,001 - \$220,000	253	16.73%	40.0	15	139	92	7	
\$220,001 - \$310,000	183	12.10%	33.0	15	59	97	12	
\$310,001 and up	155	10.25%	25.0	8	31	80	36	
Total Pending Units: 1,512				35.0	260	817	370	65
Total Pending Volume: 256,248,789					24.10M	115.76M	91.75M	24.64M
Median Listing Price: \$139,900					\$66,500	\$129,000	\$215,000	\$325,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2014

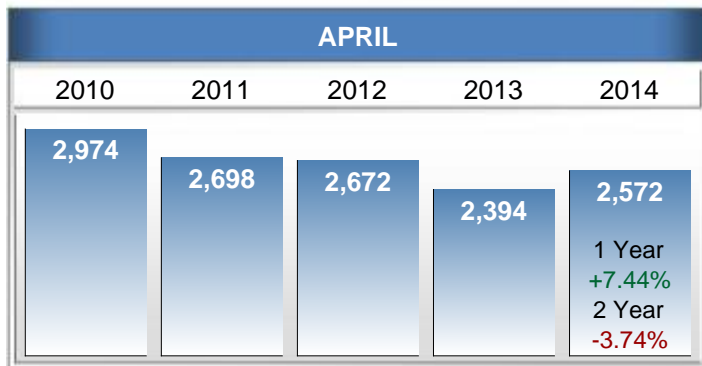
New Listings as of May 13, 2014



### New Listings

Report Produced on: May 13, 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+
\$30,000 and less	204	7.93%	169	31	3	1
\$30,001 - \$70,000	340	13.22%	187	144	7	2
\$70,001 - \$110,000	393	15.28%	112	249	27	5
\$110,001 - \$170,000	637	24.77%	60	472	97	8
\$170,001 - \$240,000	392	15.24%	36	177	168	11
\$240,001 - \$370,000	346	13.45%	29	95	190	32
\$370,001 and up	260	10.11%	27	46	123	64
Total New Listed Units: 2,572			620	1214	615	123
Total New Listed Volume: 513,552,983			71.44M	186.27M	183.41M	72.43M
Median New Listed Listing Price: \$142,378			\$60,000	\$130,000	\$245,000	\$390,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2014

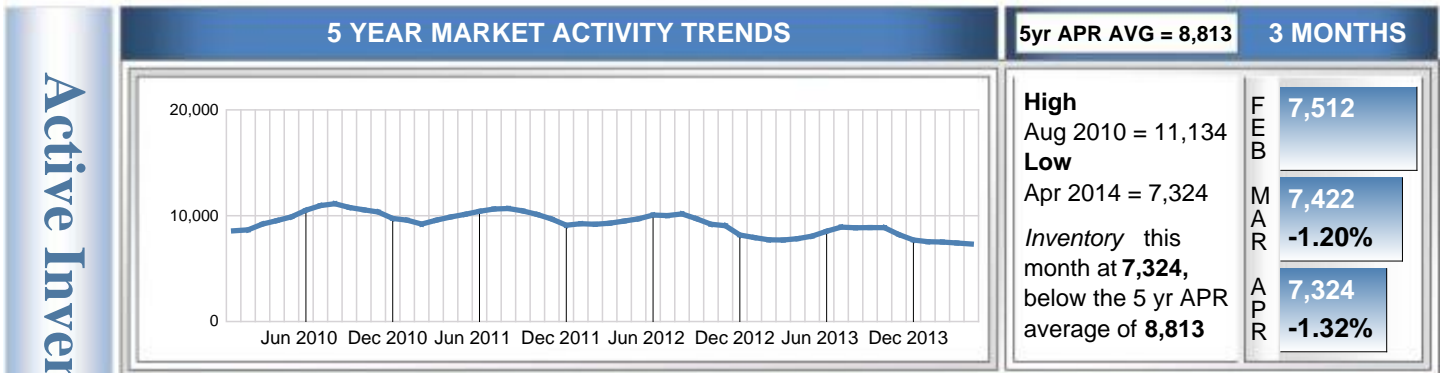
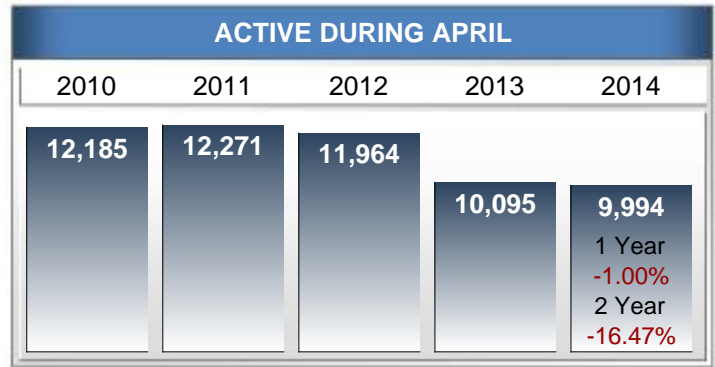
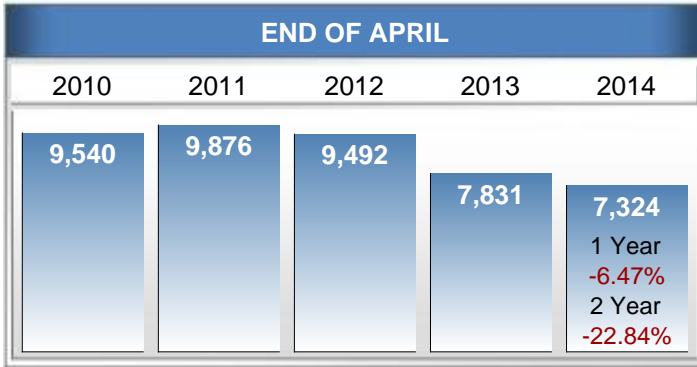
Active Inventory as of May 13, 2014



### Active Inventory

Report Produced on: May 13, 2014

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



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	326	4.45%	48.0	290	32	4	0		
\$20,001 - \$60,000	1,337	18.26%	83.0	1,053	253	28	3		
\$60,001 - \$90,000	904	12.34%	68.0	408	446	45	5		
\$90,001 - \$160,000	1,816	24.80%	51.0	330	1,219	245	22		
\$160,001 - \$240,000	1,260	17.20%	56.0	159	615	441	45		
\$240,001 - \$400,000	953	13.01%	50.0	115	234	492	112		
\$400,001 and up	728	9.94%	61.0	131	102	316	179		
Total Active Inventory by Units:				7,324	61.0	2,486	2,901	1,571	366
Total Active Inventory by Volume:				1,524,291,518		360.04M	456.26M	486.06M	221.94M
Median Active Inventory Listing Price:				\$132,250		\$55,000	\$129,900	\$245,700	\$398,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2014

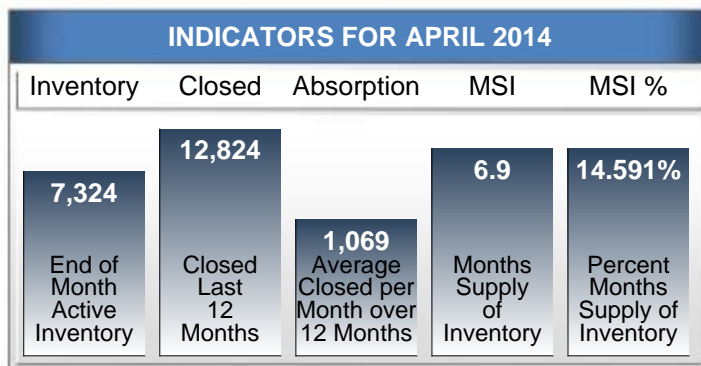
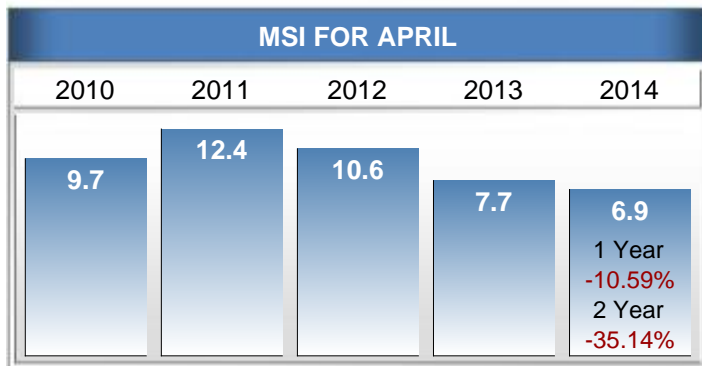
Active Inventory as of May 13, 2014



### Months Supply of Inventory

Report Produced on: May 13, 2014

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



Months Supply

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**5yr APR AVG = 9.4**     **3 MONTHS**

**High**  
Jun 2011 = 13.6

**Low**  
Apr 2014 = 6.9

Months Supply this month at **6.9**, below the 5 yr APR average of **9.4**

FEB	6.9
MAR	6.9
APR	-0.56%
MAY	6.9
JUN	-0.81%

#### 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	326		4.45%	8.5	11.6	2.7	2.7	0.0
\$20,001 - \$60,000	1,337		18.26%	9.3	16.9	3.5	3.4	3.0
\$60,001 - \$90,000	904		12.34%	6.9	12.7	5.2	3.9	4.3
\$90,001 - \$160,000	1,816		24.80%	5.1	10.6	4.6	4.5	6.9
\$160,001 - \$240,000	1,260		17.20%	5.7	12.2	5.5	5.1	5.4
\$240,001 - \$400,000	953		13.01%	7.1	20.6	6.7	6.2	8.7
\$400,001 and up	728		9.94%	14.2	44.9	10.8	13.3	11.9
MSI:		6.9			14.4	4.9	5.9	8.8
Total Active Inventory:		7,324			2,486	2,901	1,571	366



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2014

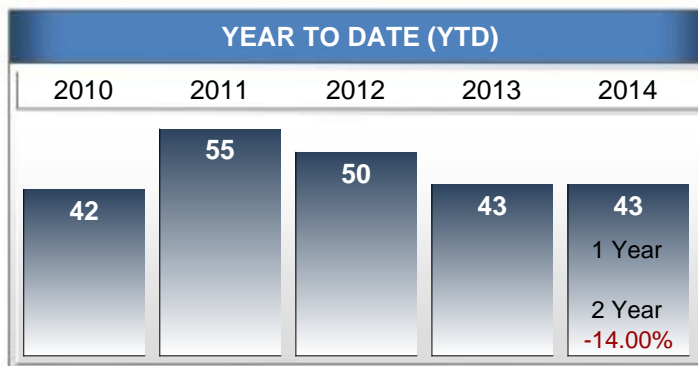
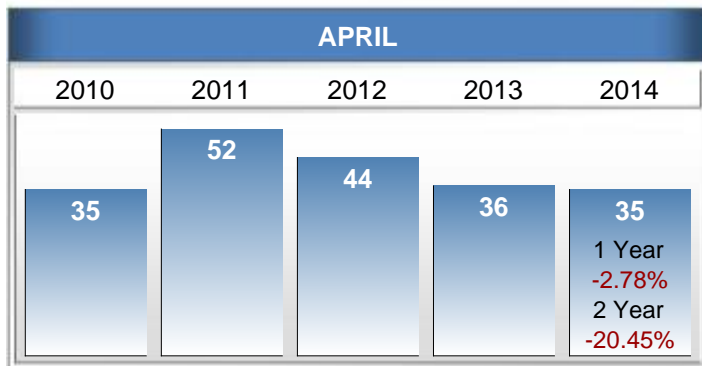
Closed Sales as of May 13, 2014



### Median Days on Market to Sale

Report Produced on: May 13, 2014

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



Median Days on Market

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#### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	102	8.99%	49.0	61.5	28.5	28.0	6.0		
\$40,001 - \$70,000	122	10.75%	32.5	48.0	32.0	18.5	12.0		
\$70,001 - \$110,000	185	16.30%	40.0	35.0	41.5	46.0	5.0		
\$110,001 - \$150,000	252	22.20%	36.0	62.5	35.0	34.0	0.0		
\$150,001 - \$210,000	217	19.12%	37.0	16.0	33.0	48.5	81.0		
\$210,001 - \$290,000	142	12.51%	29.0	32.5	26.0	34.0	26.0		
\$290,001 and up	115	10.13%	37.0	31.0	33.0	42.5	29.0		
Median Closed DOM: 35.0 Total Closed Units: 1,135 Total Closed Volume: 184,900,257						48.0	33.0	40.0	26.0
						161	648	279	47
						14.56M	86.79M	63.74M	19.82M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2014

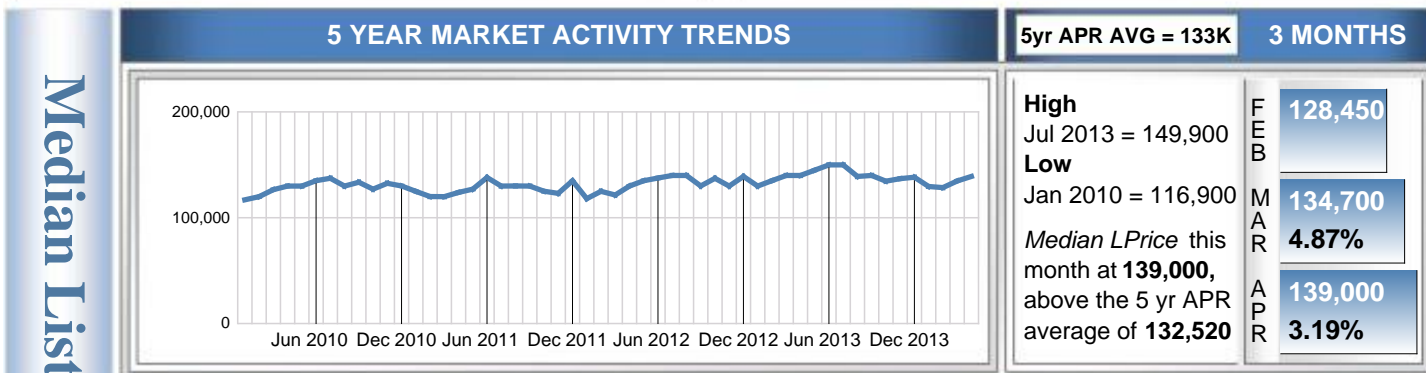
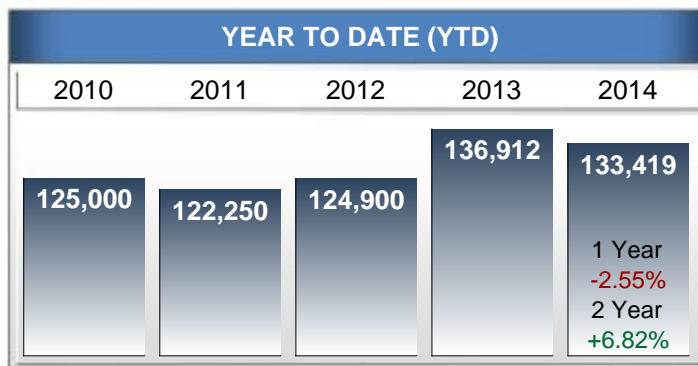
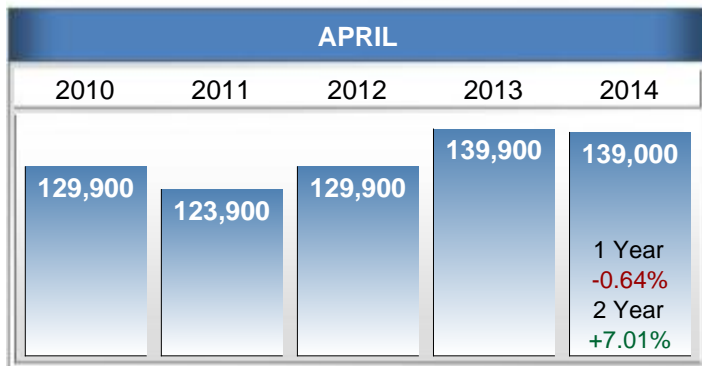
Closed Sales as of May 13, 2014



### Median List Price at Closing

Report Produced on: May 13, 2014

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



Median List Price

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#### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	91		8.02%	27,500	24,050	32,950	27,113	38,000
\$40,001 \$70,000	119		10.48%	55,000	57,250	53,450	63,500	69,900
\$70,001 \$110,000	180		15.86%	91,500	89,900	91,250	97,050	89,900
\$110,001 \$150,000	252		22.20%	130,000	135,000	129,900	136,450	0
\$150,001 \$210,000	233		20.53%	174,500	174,500	170,750	179,000	191,450
\$210,001 \$290,000	135		11.89%	243,000	235,000	239,000	247,238	249,500
\$290,001 and up	125		11.01%	365,500	349,500	344,250	360,311	437,000
Median List Price:	\$139,000				\$65,000	\$127,700	\$205,000	\$340,000
Total Closed Units:	1,135				161	648	279	47
Total List Volume:	191,079,346				15.44M	89.34M	65.75M	20.55M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2014

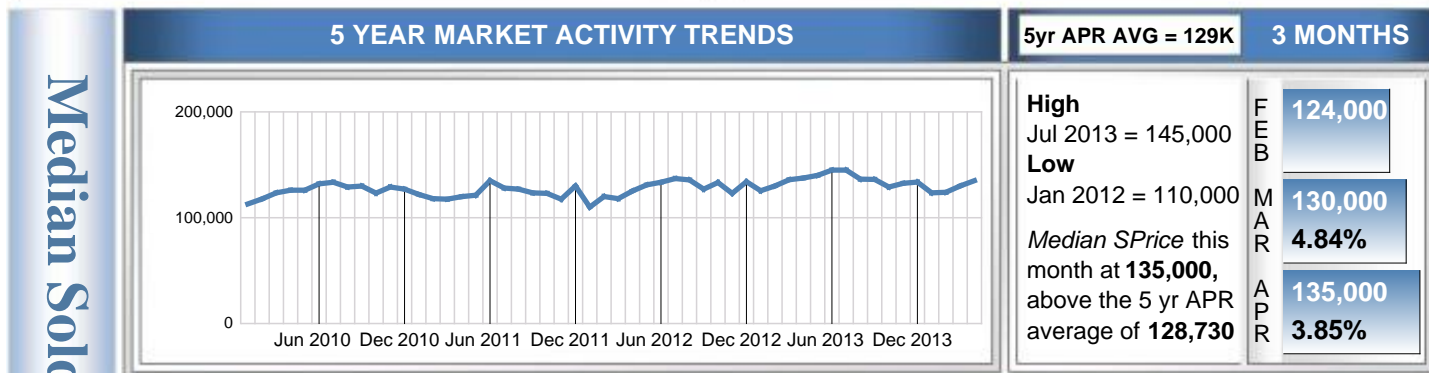
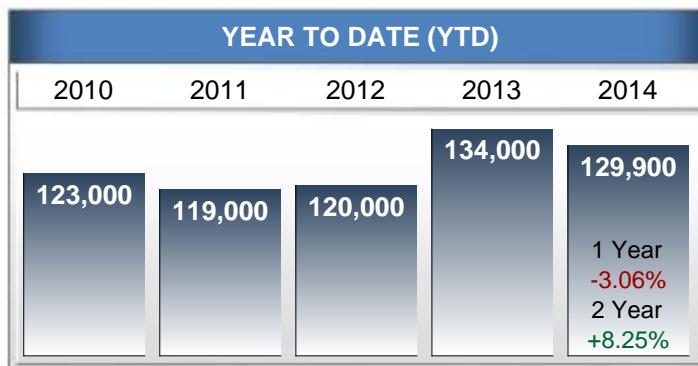
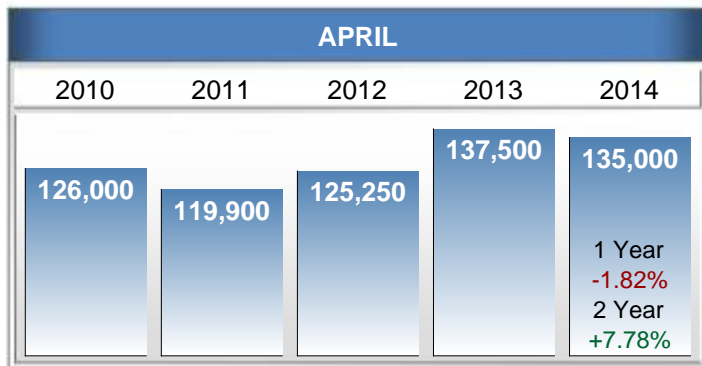
Closed Sales as of May 13, 2014



### Median Sold Price at Closing

Report Produced on: May 13, 2014

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



Median Sold Price

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#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	102	8.99%	28,250	25,000	31,000	27,900	34,900
\$40,001 - \$70,000	122	10.75%	55,750	55,000	56,086	66,250	69,900
\$70,001 - \$110,000	185	16.30%	93,000	97,500	92,625	93,500	87,000
\$110,001 - \$150,000	252	22.20%	129,950	131,750	128,500	135,000	0
\$150,001 - \$210,000	217	19.12%	172,500	183,000	169,375	177,000	172,500
\$210,001 - \$290,000	142	12.51%	240,500	231,000	236,000	245,750	243,000
\$290,001 and up	115	10.13%	369,500	336,379	348,500	366,000	472,000
Median Closed Price:	\$135,000			\$60,000	\$124,700	\$199,900	\$330,000
Total Closed Units:	1,135			161	648	279	47
Total Closed Volume:	184,900,257			14.56M	86.79M	63.74M	19.82M



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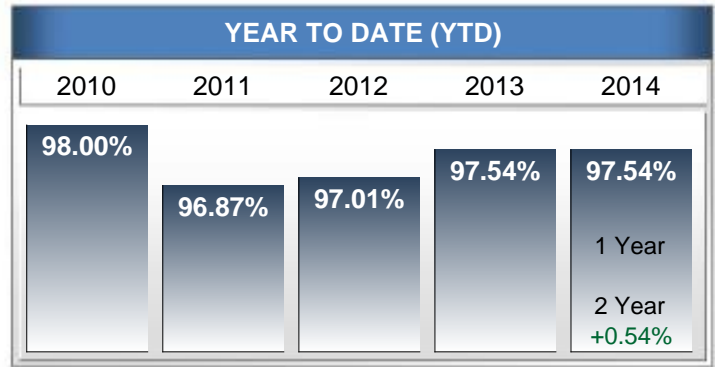
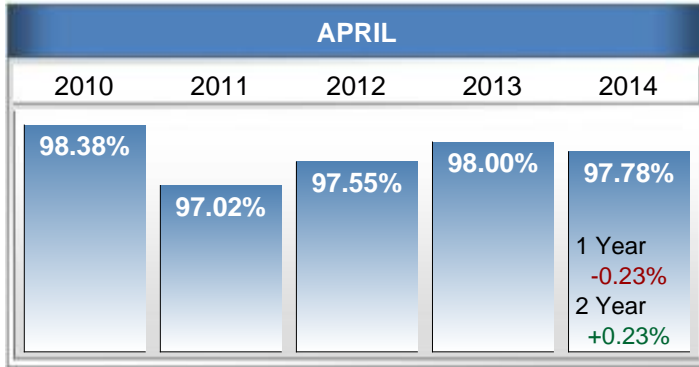
Closed Sales as of May 13, 2014



### Median Percent of List Price to Selling Price

Report Produced on: May 13, 2014

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



#### MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	102	8.99%	94.05%	94.20%	93.01%	94.97%	91.84%
\$40,001 \$70,000	122	10.75%	94.77%	94.00%	94.67%	98.33%	100.00%
\$70,001 \$110,000	185	16.30%	97.49%	96.67%	97.49%	98.10%	100.00%
\$110,001 \$150,000	252	22.20%	98.22%	93.30%	98.46%	98.14%	0.00%
\$150,001 \$210,000	217	19.12%	98.73%	98.33%	98.61%	99.03%	95.83%
\$210,001 \$290,000	142	12.51%	98.11%	93.06%	98.28%	98.16%	97.89%
\$290,001 and up	115	10.13%	97.45%	98.56%	97.80%	97.53%	97.19%
Median List/Sell Ratio:	97.78%			95.70%	97.89%	98.13%	97.19%
Total Closed Units:	1,135			161	648	279	47
Total Closed Volume:	184,900,257			14.56M	86.79M	63.74M	19.82M

Median List/Sell Price

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# Monthly Inventory Analysis

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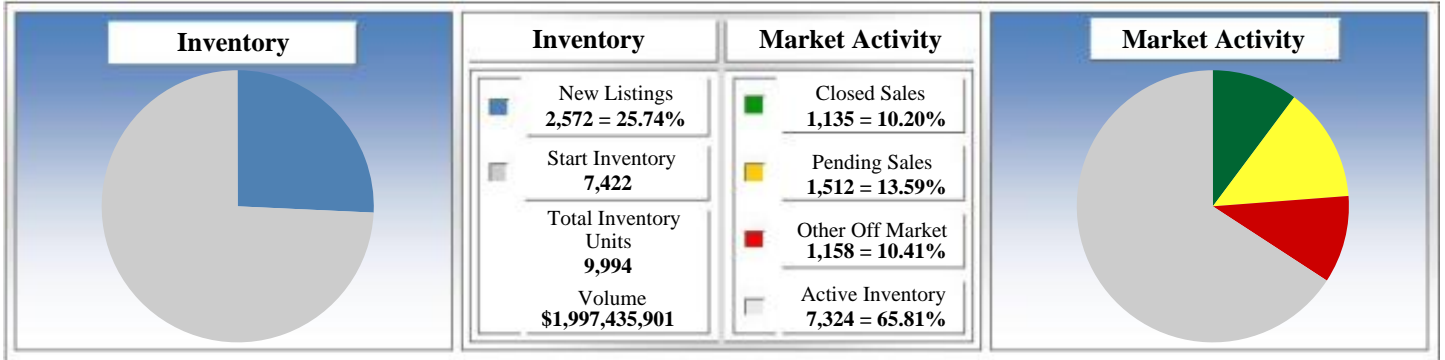
Inventory as of May 13, 2014



### Market Summary

Report Produced on: May 13, 2014

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



**Absorption:** Last 12 months, an Average of **1,069** Sales/Month

**Active Inventory** as of April 30, 2014 = **7,324**

	APRIL			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	1,201	1,135	-5.50%	3,898	3,786	-2.87%
Pending Sales	1,287	1,512	17.48%	4,686	4,774	1.88%
New Listings	2,394	2,572	7.44%	9,138	9,232	1.03%
Median List Price	139,900	139,000	-0.64%	136,912	133,419	-2.55%
Median Sale Price	137,500	135,000	-1.82%	134,000	129,900	-3.06%
Median Percent of List Price to Selling Price	98.00%	97.78%	-0.23%	97.54%	97.54%	-0.00%
Median Days on Market to Sale	36.00	35.00	-2.78%	43.00	43.00	0.00%
Monthly Inventory	7,830	7,324	-6.46%	7,830	7,324	-6.46%
Months Supply of Inventory	7.66	6.85	-10.58%	7.66	6.85	-10.58%

