



August 2014

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

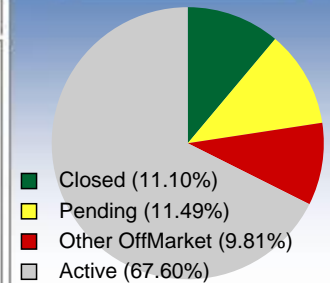


Absorption: Last 12 months, an Average of **1,095** Sales/Month

Active Inventory as of August 31, 2014 = **7,775**

	AUGUST		
	2013	2014	+/- %
Closed Listings	1,241	1,277	2.90%
Pending Listings	1,242	1,321	6.36%
New Listings	2,310	2,199	-4.81%
Median List Price	139,000	148,500	6.83%
Median Sale Price	136,000	145,000	6.62%
Median Percent of List Price to Selling Price	97.93%	97.93%	0.00%
Median Days on Market to Sale	39.00	35.00	-10.26%
End of Month Inventory	8,866	7,775	-12.31%
Months Supply of Inventory	8.36	7.10	-15.05%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2014 decreased **12.31%** to 7,775 existing homes available for sale. Over the last 12 months this area has had an average of 1,095 closed sales per month. This represents an unsold inventory index of **7.10** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.62%** in August 2014 to \$145,000 versus the previous year at \$136,000.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 4.00 days or **10.26%** in August 2014 compared to last year's same month at **39.00** DOM.

Sales Success for August 2014 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 2,199 New Listings in August 2014, down **4.81%** from last year at 2,310. Furthermore, there were 1,277 Closed Listings this month versus last year at 1,241, a **2.90%** increase.

Closed versus Listed trends yielded a **58.1%** ratio, up from last year's August 2014 at **53.7%**, a **8.10%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

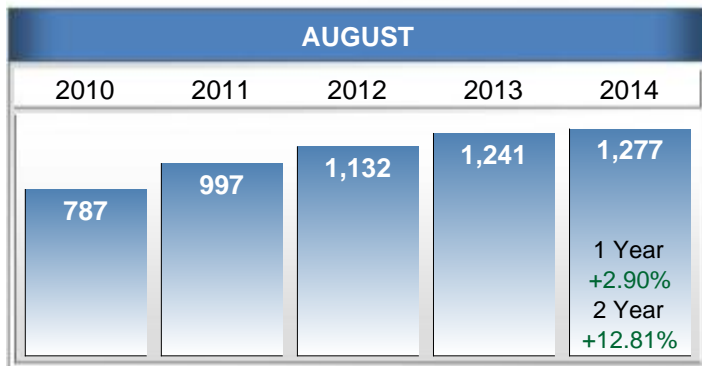
Closed Sales as of Sep 15, 2014



Closed Listings

Report Produced on: Sep 15, 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	111	8.69%	36.0	66	41	3	1
\$40,001 - \$80,000	174	13.63%	44.0	81	80	11	2
\$80,001 - \$120,000	193	15.11%	35.0	33	132	24	4
\$120,001 - \$160,000	267	20.91%	28.0	20	191	55	1
\$160,001 - \$220,000	236	18.48%	32.0	10	146	75	5
\$220,001 - \$310,000	170	13.31%	42.0	6	54	90	20
\$310,001 and up	126	9.87%	38.0	6	24	71	25
Total Closed Units: 1,277				222	668	329	58
Total Closed Volume: 222,223,930				19.71M	98.27M	82.13M	22.11M
Median Closed Price: \$145,000				\$61,500	\$138,050	\$217,000	\$284,750

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

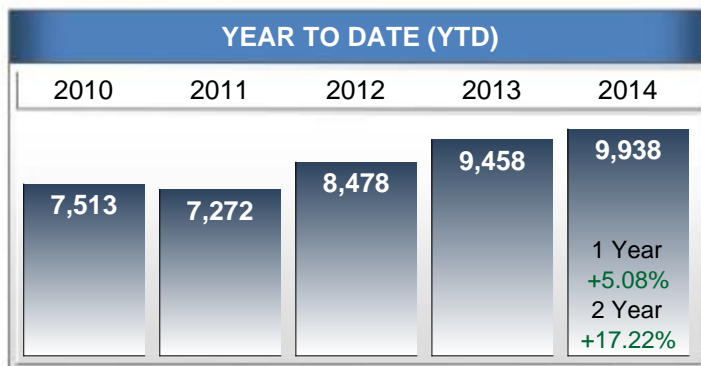
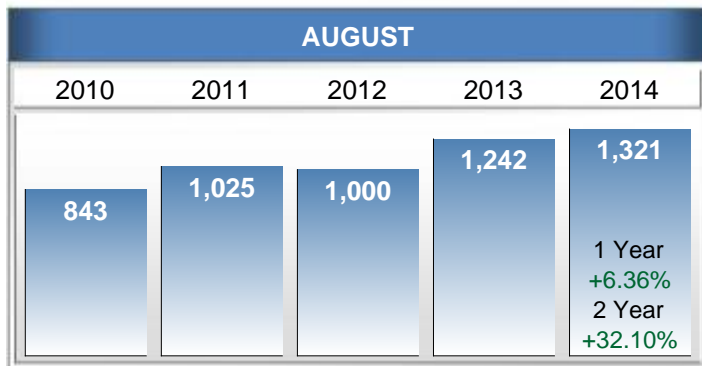
Pending Listings as of Sep 15, 2014



Pending Listings

Report Produced on: Sep 15, 2014

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



Pending Listings
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5yr AUG AVG = 1,086	3 MONTHS										
High Apr 2010 = 1,450 Low Oct 2010 = 593 <i>Pending Listing</i> this month at 1,321 , above the 5 yr AUG average of 1,086	<table border="1"> <tr> <td>JUN</td> <td>1,348</td> </tr> <tr> <td>JUL</td> <td>1,322</td> </tr> <tr> <td></td> <td>-1.93%</td> </tr> <tr> <td>AUG</td> <td>1,321</td> </tr> <tr> <td></td> <td>-0.08%</td> </tr> </table>	JUN	1,348	JUL	1,322		-1.93%	AUG	1,321		-0.08%
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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	115	8.71%	29.0	66	44	4	1	
\$40,001 - \$70,000	158	11.96%	37.0	58	85	12	3	
\$70,001 - \$110,000	194	14.69%	45.0	40	133	20	1	
\$110,001 - \$160,000	329	24.91%	35.0	24	248	51	6	
\$160,001 - \$210,000	224	16.96%	26.5	15	138	64	7	
\$210,001 - \$310,000	165	12.49%	39.0	12	71	79	3	
\$310,001 and up	136	10.30%	47.0	7	26	81	22	
Total Pending Units: 1,321 Total Pending Volume: 225,836,905 Median Listing Price: \$139,900				37.0	222	745	311	43
					21.28M	105.42M	81.72M	17.41M
					\$64,250	\$130,000	\$219,900	\$319,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

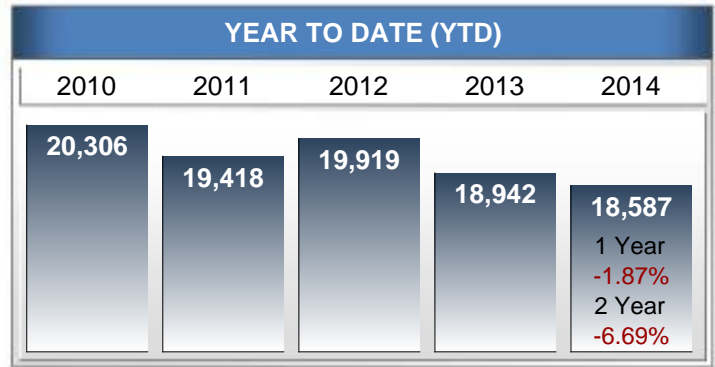
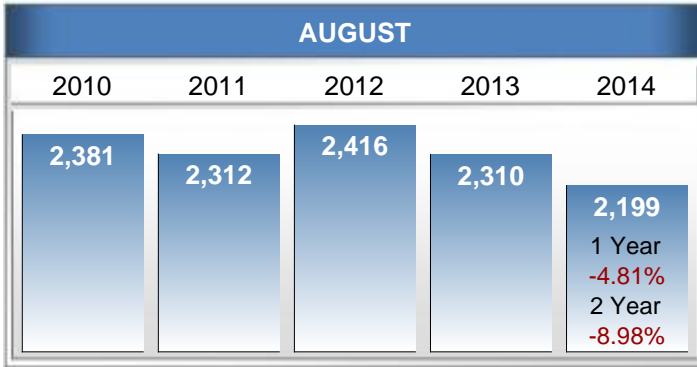
New Listings as of Sep 15, 2014



New Listings

Report Produced on: Sep 15, 2014

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



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	53	2.41%	29	22	1	1	
\$20,001 - \$60,000	380	17.28%	282	85	11	2	
\$60,001 - \$110,000	386	17.55%	124	233	27	2	
\$110,001 - \$170,000	524	23.83%	80	346	93	5	
\$170,001 - \$230,000	345	15.69%	32	174	129	10	
\$230,001 - \$350,000	295	13.42%	34	86	144	31	
\$350,001 and up	216	9.82%	24	34	120	38	
Total New Listed Units:			2,199	605	980	525	89
Total New Listed Volume:			423,631,220	80.16M	150.04M	151.56M	41.87M
Median New Listed Listing Price:			\$145,000	\$59,900	\$137,250	\$235,000	\$319,900

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

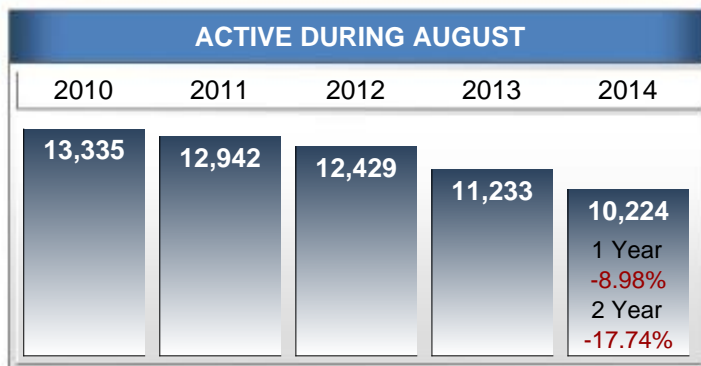
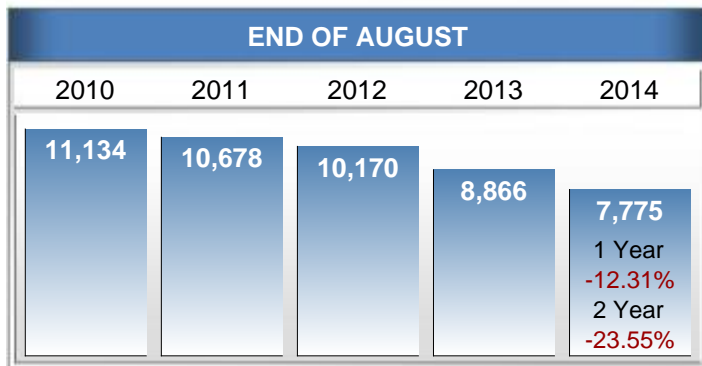
Active Inventory as of Sep 15, 2014



Active Inventory

Report Produced on: Sep 15, 2014

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



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr AUG AVG = 9,725		3 MONTHS	
High	Aug 2010 = 11,134	JUN	7,970
Low	Mar 2014 = 7,583	JUL	8,025
<i>Inventory this month at 7,775, below the 5 yr AUG average of 9,725</i>		AUG	7,775
			-3.12%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	373	4.80%	89.0	330	36	5	2		
\$20,001 - \$60,000	1,349	17.35%	67.0	1,049	266	28	6		
\$60,001 - \$100,000	1,171	15.06%	76.0	438	636	84	13		
\$100,001 - \$170,000	1,843	23.70%	67.0	291	1,191	327	34		
\$170,001 - \$250,000	1,244	16.00%	59.0	140	571	489	44		
\$250,001 - \$390,000	966	12.42%	70.5	105	226	518	117		
\$390,001 and up	829	10.66%	83.0	148	108	382	191		
Total Active Inventory by Units:				7,775	72.0	2,501	3,034	1,833	407
Total Active Inventory by Volume:				1,616,475,987		354.49M	482.22M	563.14M	216.63M
Median Active Inventory Listing Price:				\$139,900		\$53,000	\$135,000	\$249,900	\$360,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

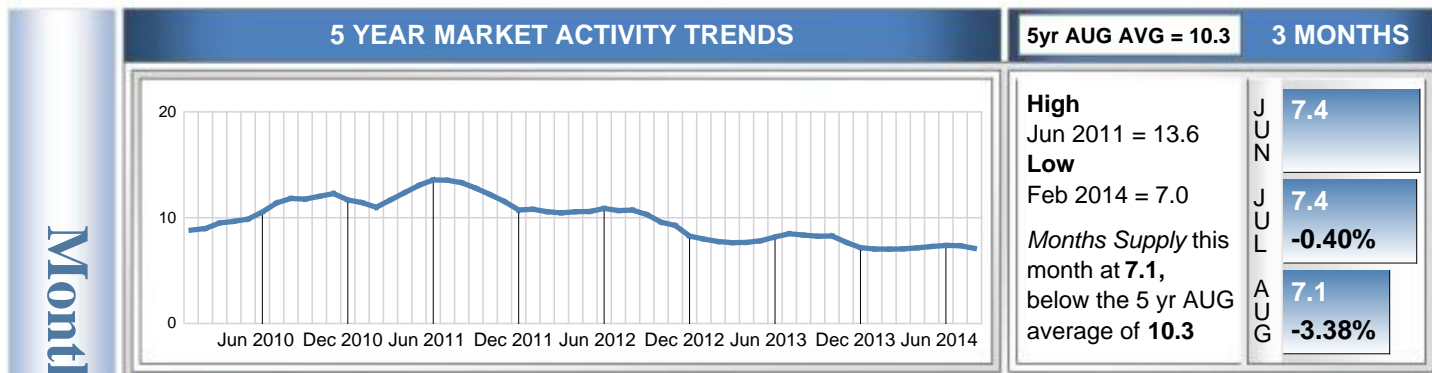
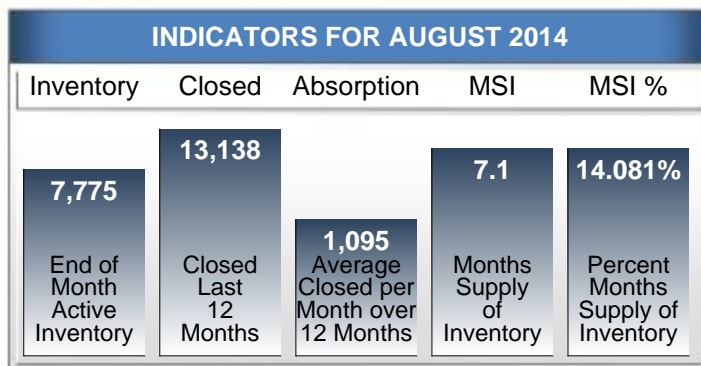
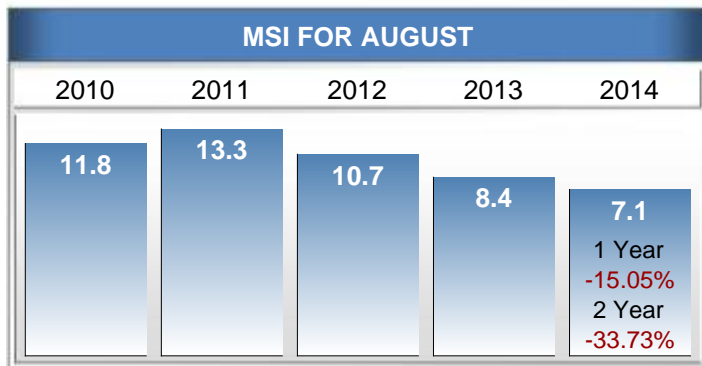
Active Inventory as of Sep 15, 2014



Months Supply of Inventory

Report Produced on: Sep 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

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	373	4.80%	9.7	13.0	3.2	3.5	24.0
\$20,001 \$60,000	1,349	17.35%	9.4	15.9	3.9	3.0	6.0
\$60,001 \$100,000	1,171	15.06%	6.7	10.9	5.4	5.4	7.1
\$100,001 \$170,000	1,843	23.70%	5.1	10.7	4.5	5.3	7.8
\$170,001 \$250,000	1,244	16.00%	6.2	12.4	5.9	5.8	5.1
\$250,001 \$390,000	966	12.42%	8.0	21.7	7.0	7.4	8.7
\$390,001 and up	829	10.66%	14.8	44.4	12.1	13.4	12.6
MSI:			7.1	14.0	5.1	6.7	9.1
Total Active Inventory:			7,775	2,501	3,034	1,833	407



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

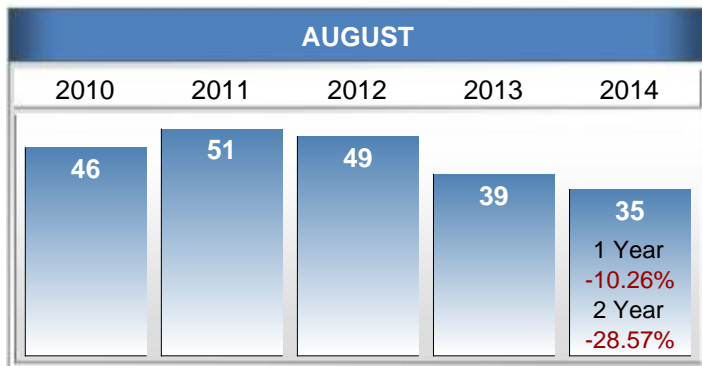
Closed Sales as of Sep 15, 2014



Median Days on Market to Sale

Report Produced on: Sep 15, 2014

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



Median Days on Market

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

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	111			8.69%	36.0	51.0	13.0	19.0	86.0
\$40,001 - \$80,000	174			13.63%	44.0	45.0	42.0	36.0	38.5
\$80,001 - \$120,000	193			15.11%	35.0	32.0	36.0	33.5	8.5
\$120,001 - \$160,000	267			20.91%	28.0	30.0	25.0	40.0	75.0
\$160,001 - \$220,000	236			18.48%	32.0	15.5	30.5	31.0	40.0
\$220,001 - \$310,000	170			13.31%	42.0	24.5	49.5	42.0	42.5
\$310,001 and up	126			9.87%	38.0	20.5	48.0	35.0	42.0
Median Closed DOM:	35.0					41.0	32.0	37.0	41.5
Total Closed Units:	1,277					222	668	329	58
Total Closed Volume:	222,223,930					19.71M	98.27M	82.13M	22.11M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

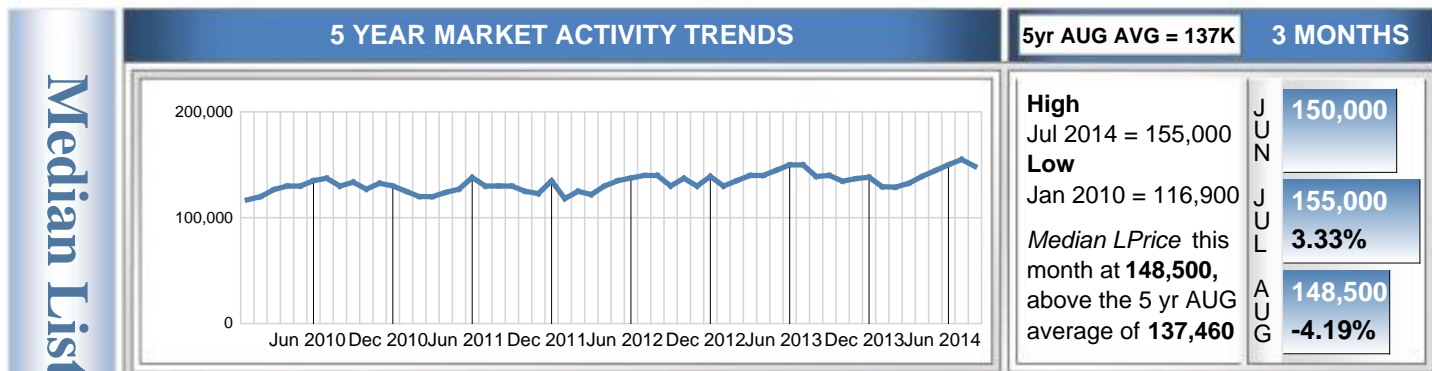
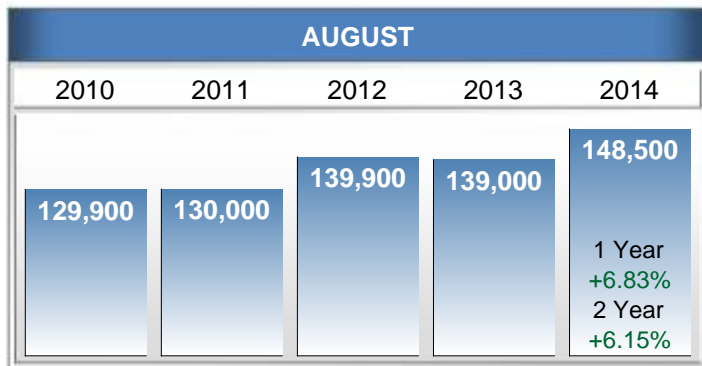
Closed Sales as of Sep 15, 2014



Median List Price at Closing

Report Produced on: Sep 15, 2014

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



Median List Price

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

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	100		7.83%	28,000	26,900	30,200	38,000	39,900
\$40,001 \$80,000	177		13.86%	63,000	61,750	65,500	54,500	58,900
\$80,001 \$120,000	187		14.64%	104,900	95,000	107,000	105,450	100,000
\$120,001 \$160,000	271		21.22%	142,000	137,000	140,000	149,900	145,000
\$160,001 \$220,000	231		18.09%	185,000	189,188	184,945	189,700	180,000
\$220,001 \$310,000	179		14.02%	258,000	254,300	249,180	259,500	266,149
\$310,001 and up	132		10.34%	425,000	578,800	396,750	422,450	529,900
Median List Price:	\$148,500				\$64,950	\$139,900	\$226,000	\$297,400
Total Closed Units:	1,277				222	668	329	58
Total List Volume:	229,082,895				20.68M	100.88M	84.58M	22.94M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

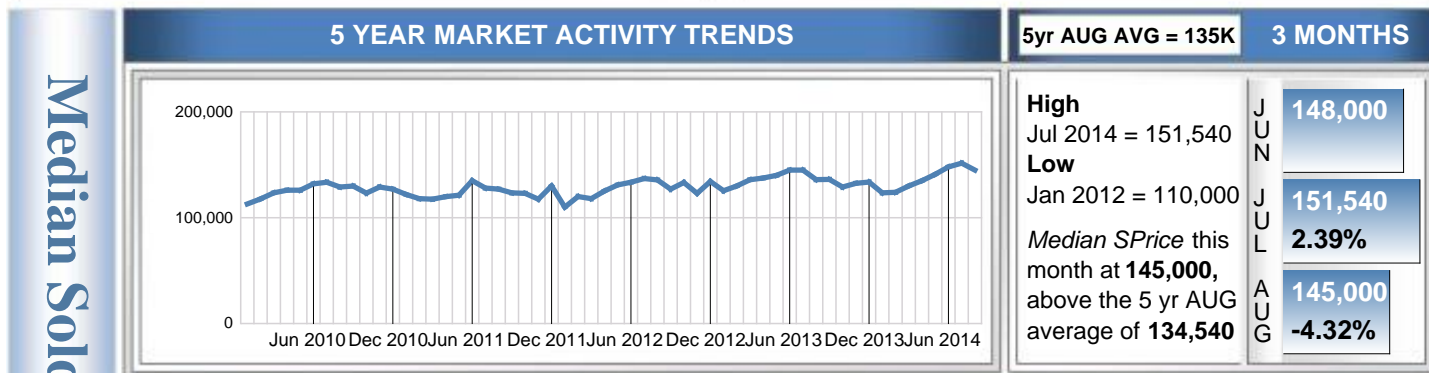
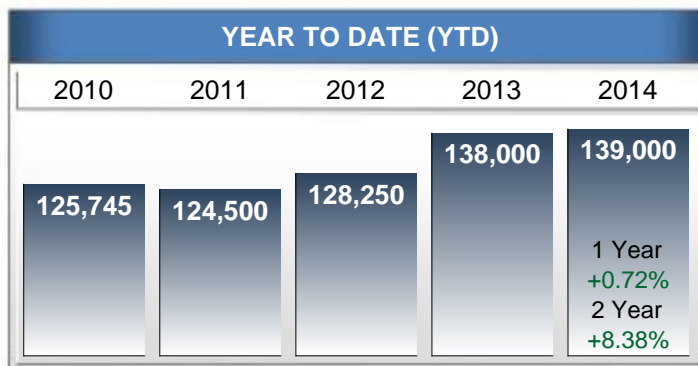
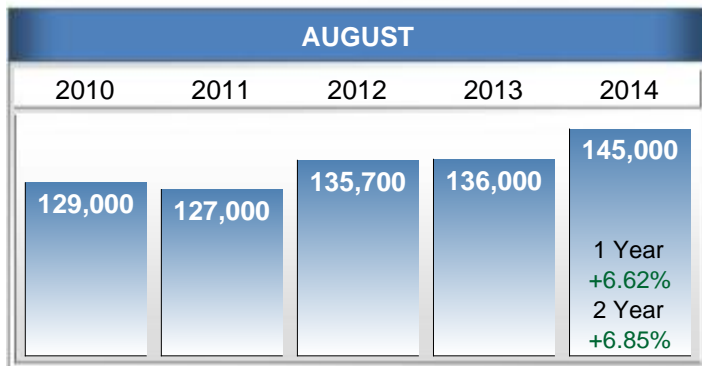
Closed Sales as of Sep 15, 2014



Median Sold Price at Closing

Report Produced on: Sep 15, 2014

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



Median Sold Price

Ready to Buy or Sell Real Estate?
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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	111		8.69%	26,900	24,250	30,000	31,500	36,000
\$40,001 - \$80,000	174		13.63%	62,500	60,000	67,090	50,000	63,450
\$80,001 - \$120,000	193		15.11%	104,800	93,000	107,917	102,519	92,500
\$120,001 - \$160,000	267		20.91%	140,000	132,250	140,500	143,000	140,000
\$160,001 - \$220,000	236		18.48%	184,375	189,500	182,250	185,250	180,000
\$220,001 - \$310,000	170		13.31%	257,415	261,880	249,500	257,750	267,500
\$310,001 and up	126		9.87%	413,500	571,405	392,250	400,000	530,000
Median Closed Price:	\$145,000				\$61,500	\$138,050	\$217,000	\$284,750
Total Closed Units:	1,277				222	668	329	58
Total Closed Volume:	222,223,930				19.71M	98.27M	82.13M	22.11M



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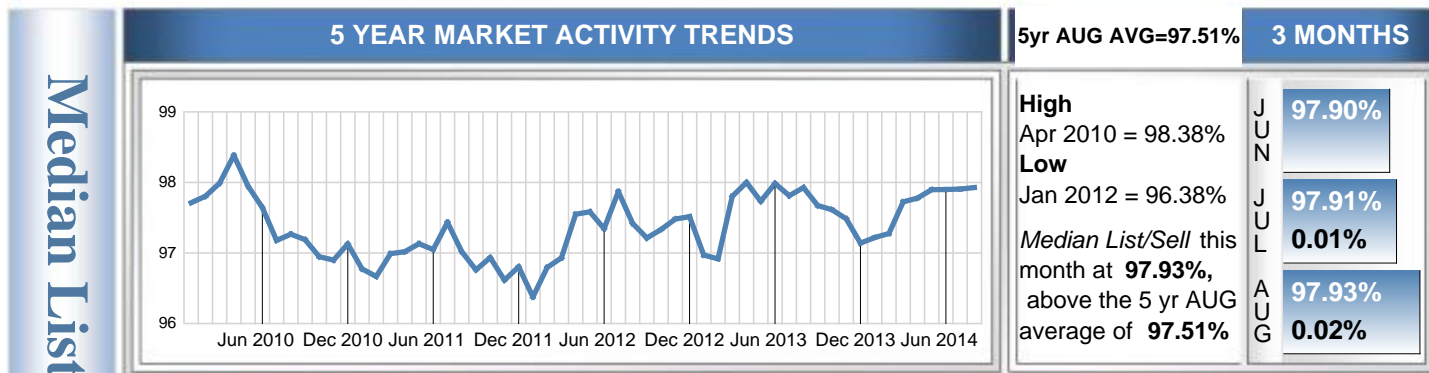
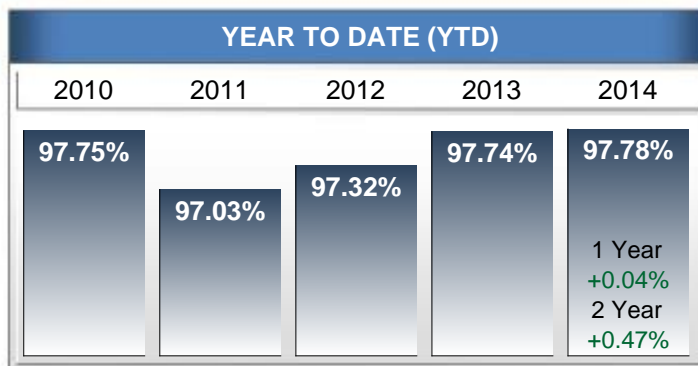
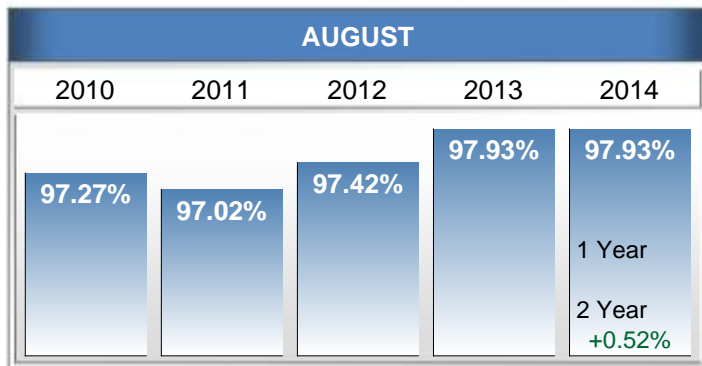
Closed Sales as of Sep 15, 2014



Median Percent of List Price to Selling Price

Report Produced on: Sep 15, 2014

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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	111	8.69%	92.11%	90.89%	93.65%	92.11%	90.23%
\$40,001 \$80,000	174	13.63%	96.13%	94.84%	96.43%	98.98%	88.20%
\$80,001 \$120,000	193	15.11%	98.76%	98.95%	98.78%	95.87%	91.30%
\$120,001 \$160,000	267	20.91%	98.73%	96.96%	99.37%	98.43%	96.55%
\$160,001 \$220,000	236	18.48%	98.52%	99.76%	98.51%	98.51%	100.00%
\$220,001 \$310,000	170	13.31%	98.00%	96.63%	97.63%	98.04%	98.32%
\$310,001 and up	126	9.87%	97.38%	98.53%	96.54%	97.38%	97.72%
Median List/Sell Ratio:	97.93%			96.08%	98.26%	97.92%	98.10%
Total Closed Units:	1,277			222	668	329	58
Total Closed Volume:	222,223,930			19.71M	98.27M	82.13M	22.11M



Monthly Inventory Analysis

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August 2014

Inventory as of Sep 15, 2014



Market Summary

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



Absorption: Last 12 months, an Average of **1,095** Sales/Month

Active Inventory as of August 31, 2014 = **7,775**

	AUGUST			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	1,241	1,277	2.90%	8,871	9,071	2.25%
Pending Sales	1,242	1,321	6.36%	9,458	9,938	5.08%
New Listings	2,310	2,199	-4.81%	18,942	18,587	-1.87%
Median List Price	139,000	148,500	6.83%	140,000	142,500	1.79%
Median Sale Price	136,000	145,000	6.62%	138,000	139,000	0.72%
Median Percent of List Price to Selling Price	97.93%	97.93%	0.00%	97.74%	97.78%	0.04%
Median Days on Market to Sale	39.00	35.00	-10.26%	37.00	37.00	0.00%
Monthly Inventory	8,866	7,775	-12.31%	8,866	7,775	-12.31%
Months Supply of Inventory	8.36	7.10	-15.05%	8.36	7.10	-15.05%

