



February 2014

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

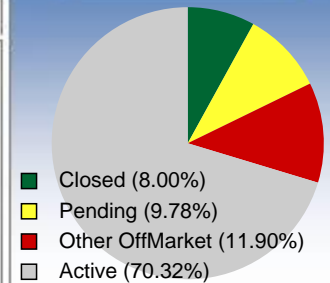


Absorption: Last 12 months, an Average of **1,081** Sales/Month

Active Inventory as of February 28, 2014 = **7,294**

| | FEBRUARY | | |
|---|----------|---------|---------|
| | 2013 | 2014 | +/- % |
| Closed Listings | 806 | 830 | 2.98% |
| Pending Listings | 1,143 | 1,014 | -11.29% |
| New Listings | 2,161 | 2,156 | -0.23% |
| Median List Price | 135,000 | 128,000 | -5.19% |
| Median Sale Price | 130,000 | 123,750 | -4.81% |
| Median Percent of List Price to Selling Price | 96.92% | 97.28% | 0.37% |
| Median Days on Market to Sale | 47.00 | 50.00 | 6.38% |
| End of Month Inventory | 7,716 | 7,294 | -5.47% |
| Months Supply of Inventory | 7.70 | 6.75 | -12.37% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 17, 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 February 2014 decreased **5.47%** to 7,294 existing homes available for sale. Over the last 12 months this area has had an average of 1,081 closed sales per month. This represents an unsold inventory index of **6.75** 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 **4.81%** in February 2014 to \$123,750 versus the previous year at \$130,000.

Median Days on Market Lengthens

The median number of **50.00** days that homes spent on the market before selling increased by 3.00 days or **6.38%** in February 2014 compared to last year's same month at **47.00** DOM.

Sales Success for February 2014 is Positive

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

There were 2,156 New Listings in February 2014, down **0.23%** from last year at 2,161. Furthermore, there were 830 Closed Listings this month versus last year at 806, a **2.98%** increase.

Closed versus Listed trends yielded a **38.5%** ratio, up from last year's February 2014 at **37.3%**, a **3.22%** 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

| | |
|--|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Median Days on Market to Sale | 6 |
| Median List Price at Closing | 7 |
| Median Sale Price at Closing | 8 |
| Median Percent of List Price to Selling Price | 9 |
| Market Summary | 10 |

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®

February 2014

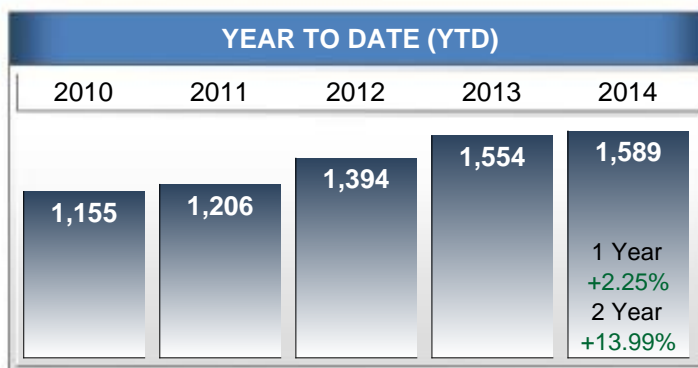
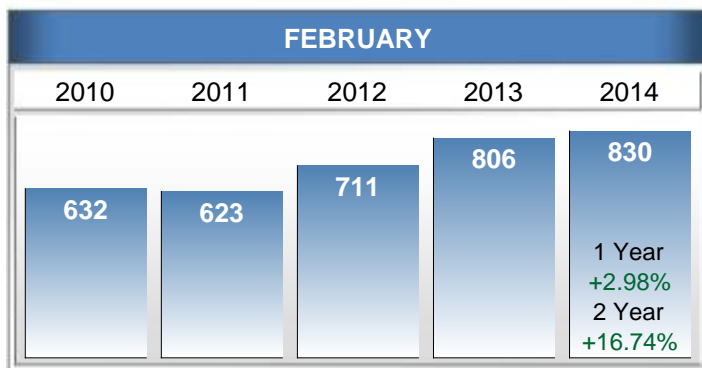
Closed Sales as of Mar 17, 2014



Closed Listings

Report Produced on: Mar 17, 2014

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



Closed Listings
Ready to Buy or Sell Real Estate?
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5yr FEB AVG = 720 **3 MONTHS**

High
May 2013 = 1,268

Low
Jan 2010 = 523

Closed Listing this month at **830**, above the 5 yr FEB average of **720**

| | |
|----------------|-------|
| D E C | 1,002 |
| J A N | 759 |
| -24.25% | |
| F E B | 830 |
| 9.35% | |

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|-----|--------|------|----------|-----------|-----------|-----------|
| \$30,000 and less | 76 | 9.16% | 46.0 | 49 | 22 | 5 | 0 |
| \$30,001 - \$60,000 | 85 | 10.24% | 39.0 | 36 | 45 | 4 | 0 |
| \$60,001 - \$90,000 | 137 | 16.51% | 57.0 | 38 | 91 | 7 | 1 |
| \$90,001 - \$140,000 | 192 | 23.13% | 50.0 | 26 | 137 | 28 | 1 |
| \$140,001 - \$190,000 | 154 | 18.55% | 50.0 | 12 | 99 | 39 | 4 |
| \$190,001 - \$270,000 | 105 | 12.65% | 54.0 | 6 | 56 | 37 | 6 |
| \$270,001 and up | 81 | 9.76% | 51.0 | 5 | 23 | 39 | 14 |
| Total Closed Units: 830 | | | | 172 | 473 | 159 | 26 |
| Total Closed Volume: 124,222,925 | | | | 14.09M | 64.05M | 35.33M | 10.75M |
| Median Closed Price: \$123,750 | | | | \$62,000 | \$124,000 | \$177,300 | \$293,523 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

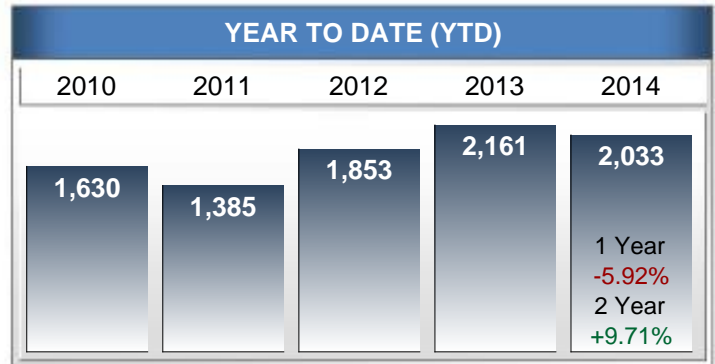
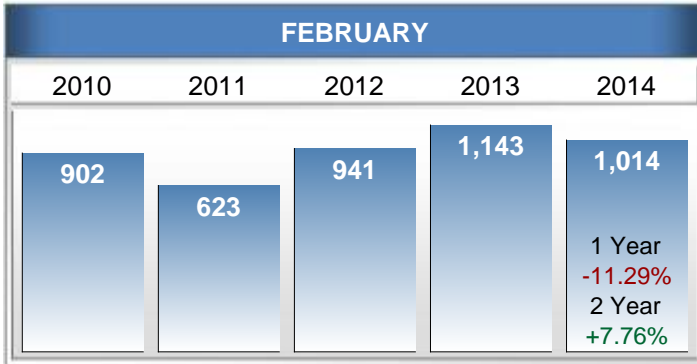
Pending Listings as of Mar 17, 2014



Pending Listings

Report Produced on: Mar 17, 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 | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | |
|---|-----|--------|------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 74 | 7.30% | 38.5 | 42 | 31 | 1 | 0 | |
| \$30,001 - \$70,000 | 141 | 13.91% | 39.0 | 47 | 79 | 13 | 2 | |
| \$70,001 - \$100,000 | 140 | 13.81% | 48.5 | 27 | 95 | 16 | 2 | |
| \$100,001 - \$160,000 | 269 | 26.53% | 35.0 | 17 | 210 | 40 | 2 | |
| \$160,001 - \$200,000 | 161 | 15.88% | 53.0 | 9 | 81 | 69 | 2 | |
| \$200,001 - \$300,000 | 129 | 12.72% | 34.0 | 6 | 50 | 68 | 5 | |
| \$300,001 and up | 100 | 9.86% | 29.0 | 10 | 23 | 52 | 15 | |
| Total Pending Units: 1,014 | | | | 39.0 | 158 | 569 | 259 | 28 |
| Total Pending Volume: 163,864,613 | | | | | 15.69M | 77.25M | 60.03M | 10.89M |
| Median Listing Price: \$134,900 | | | | | \$60,950 | \$121,500 | \$195,000 | \$312,400 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

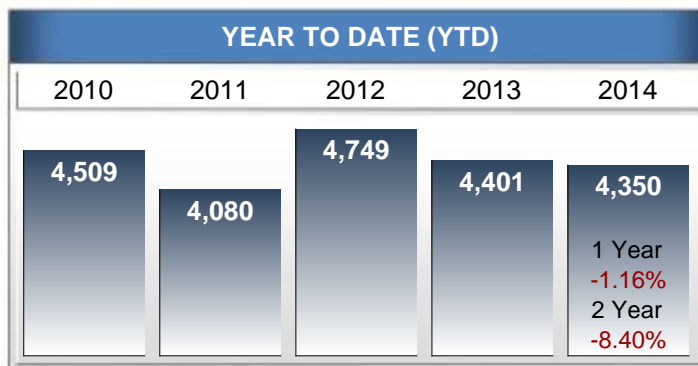
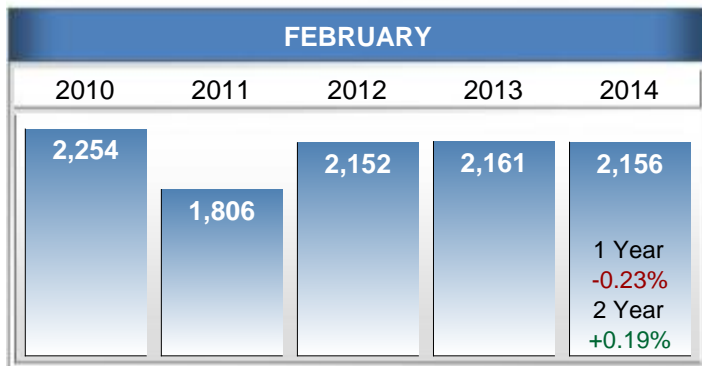
New Listings as of Mar 17, 2014



New Listings

Report Produced on: Mar 17, 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



5yr FEB AVG = 2,106 **3 MONTHS**

High
Mar 2010 = 3,205
Low
Dec 2012 = 1,444

New Listings this month at **2,156**, above the 5 yr FEB average of **2,106**

| | |
|---------------|-------|
| DEC | 1,466 |
| JAN | 2,194 |
| FEB | 2,156 |
| 49.66% | |
| -1.73% | |

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 | 205 | 9.51% | 178 | 18 | 9 | 0 |
| \$30,001 - \$60,000 | 236 | 10.95% | 153 | 77 | 5 | 1 |
| \$60,001 - \$90,000 | 292 | 13.54% | 144 | 127 | 20 | 1 |
| \$90,001 - \$160,000 | 583 | 27.04% | 88 | 410 | 81 | 4 |
| \$160,001 - \$220,000 | 311 | 14.42% | 30 | 166 | 106 | 9 |
| \$220,001 - \$350,000 | 315 | 14.61% | 40 | 97 | 154 | 24 |
| \$350,001 and up | 214 | 9.93% | 35 | 37 | 103 | 39 |
| Total New Listed Units: | | | 668 | 932 | 478 | 78 |
| Total New Listed Volume: | | | 78.47M | 141.85M | 132.52M | 54.79M |
| Median New Listed Listing Price: | | | \$61,425 | \$130,000 | \$231,200 | \$354,400 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

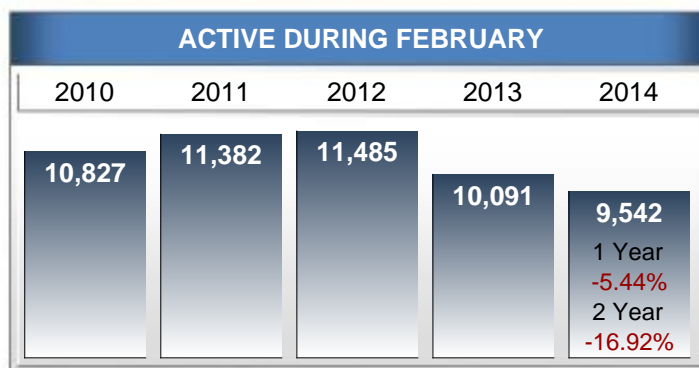
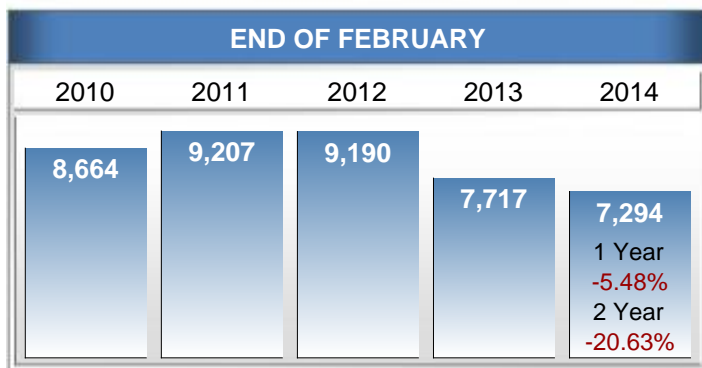
Active Inventory as of Mar 17, 2014



Active Inventory

Report Produced on: Mar 17, 2014

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



Active Inventory

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-------|--------|------|---------------|--------|----------|-----------|-----------|-----------|
| \$20,000 and less | 256 | 3.51% | 75.0 | 224 | 29 | 3 | 0 | | |
| \$20,001 \$50,000 | 1,140 | 15.63% | 64.0 | 926 | 184 | 27 | 3 | | |
| \$50,001 \$90,000 | 1,254 | 17.19% | 74.0 | 621 | 562 | 68 | 3 | | |
| \$90,001 \$160,000 | 1,870 | 25.64% | 63.0 | 325 | 1,253 | 272 | 20 | | |
| \$160,001 \$230,000 | 1,127 | 15.45% | 56.0 | 125 | 593 | 372 | 37 | | |
| \$230,001 \$380,000 | 908 | 12.45% | 57.0 | 127 | 244 | 439 | 98 | | |
| \$380,001 and up | 739 | 10.13% | 79.0 | 147 | 104 | 325 | 163 | | |
| Total Active Inventory by Units: | | | | 7,294 | 64.0 | 2,495 | 2,969 | 1,506 | 324 |
| Total Active Inventory by Volume: | | | | 1,458,773,480 | | 363.46M | 451.96M | 447.98M | 195.37M |
| Median Active Inventory Listing Price: | | | | \$127,900 | | \$59,000 | \$129,000 | \$234,900 | \$383,450 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

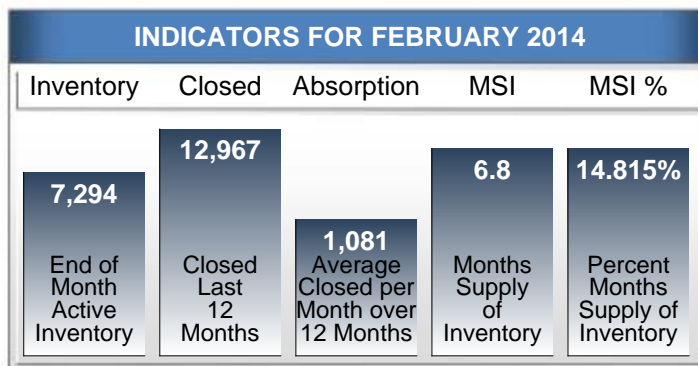
Active Inventory as of Mar 17, 2014



Months Supply of Inventory

Report Produced on: Mar 17, 2014

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



Months Supply
Ready to Buy or Sell Real Estate?
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5yr FEB AVG = 9.0 **3 MONTHS**

High
Jun 2011 = 13.6

Low
Feb 2014 = 6.8

Months Supply this month at **6.8**, below the 5 yr FEB average of **9.0**

| | |
|-------|---------------|
| D E C | 7.1 |
| J A N | 6.8 -3.14% |
| F E B | 6.8 -1.44% |

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 | 256 | 3.51% | 6.1 | 8.1 | 2.5 | 1.6 | 0.0 |
| \$20,001 \$50,000 | 1,140 | 15.63% | 10.8 | 18.6 | 3.8 | 4.1 | 2.8 |
| \$50,001 \$90,000 | 1,254 | 17.19% | 7.5 | 13.7 | 5.3 | 5.0 | 2.6 |
| \$90,001 \$160,000 | 1,870 | 25.64% | 5.2 | 10.2 | 4.7 | 4.9 | 6.5 |
| \$160,001 \$230,000 | 1,127 | 15.45% | 5.5 | 10.5 | 5.5 | 4.8 | 4.4 |
| \$230,001 \$380,000 | 908 | 12.45% | 6.3 | 22.4 | 5.9 | 5.2 | 7.9 |
| \$380,001 and up | 739 | 10.13% | 12.4 | 43.0 | 9.3 | 11.1 | 10.2 |
| MSI: | | | 6.8 | 14.2 | 5.0 | 5.6 | 7.7 |
| Total Active Inventory: | | | 7,294 | 2,495 | 2,969 | 1,506 | 324 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

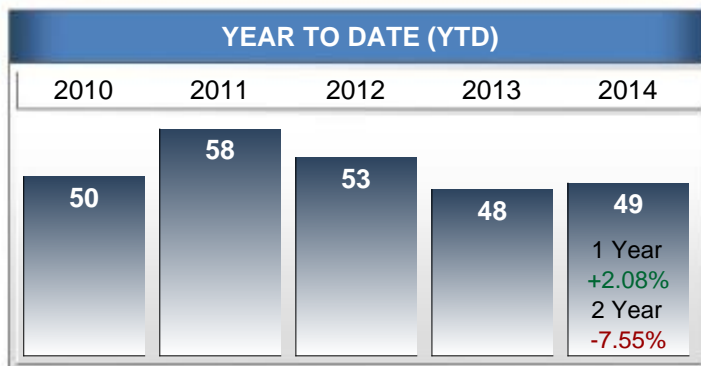
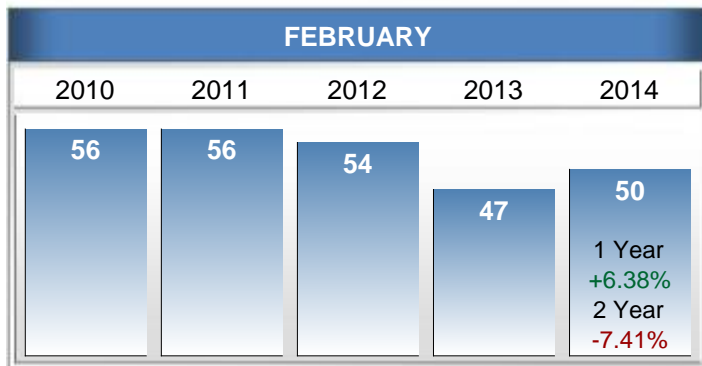
Closed Sales as of Mar 17, 2014



Median Days on Market to Sale

Report Produced on: Mar 17, 2014

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



Median Days on Market

Ready to Buy or Sell Real Estate?
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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+ |
|--|-------------|--|--|--------|------|---------|--------|--------|---------|
| \$30,000 and less | 76 | | | 9.16% | 46.0 | 47.0 | 36.0 | 55.0 | 0.0 |
| \$30,001 - \$60,000 | 85 | | | 10.24% | 39.0 | 63.0 | 23.0 | 35.5 | 0.0 |
| \$60,001 - \$90,000 | 137 | | | 16.51% | 57.0 | 63.5 | 58.0 | 34.0 | 16.0 |
| \$90,001 - \$140,000 | 192 | | | 23.13% | 50.0 | 54.0 | 50.0 | 49.5 | 9.0 |
| \$140,001 - \$190,000 | 154 | | | 18.55% | 50.0 | 6.5 | 50.0 | 58.0 | 58.5 |
| \$190,001 - \$270,000 | 105 | | | 12.65% | 54.0 | 87.0 | 40.0 | 57.0 | 82.5 |
| \$270,001 and up | 81 | | | 9.76% | 51.0 | 14.0 | 41.0 | 48.0 | 76.5 |
| Median Closed DOM: | 50.0 | | | | | 54.0 | 47.0 | 52.0 | 75.5 |
| Total Closed Units: | 830 | | | | | 172 | 473 | 159 | 26 |
| Total Closed Volume: | 124,222,925 | | | | | 14.09M | 64.05M | 35.33M | 10.75M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

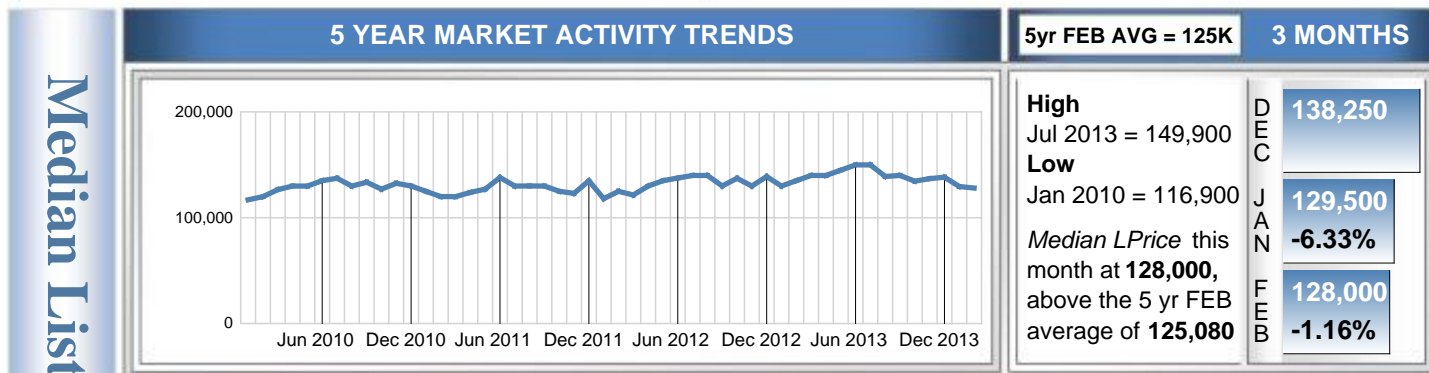
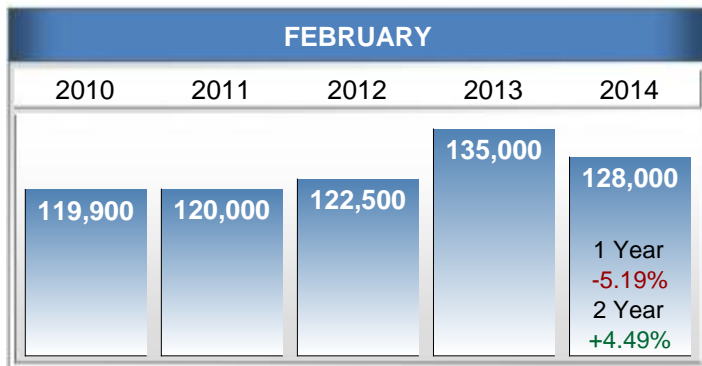
Closed Sales as of Mar 17, 2014



Median List Price at Closing

Report Produced on: Mar 17, 2014

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



Median List Price

Ready to Buy or Sell Real Estate?
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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+ |
|---|-------------|--|--------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 67 | | 8.07% | 23,000 | 24,250 | 21,000 | 22,450 | 0 |
| \$30,001 - \$60,000 | 88 | | 10.60% | 45,000 | 45,000 | 45,000 | 45,000 | 0 |
| \$60,001 - \$90,000 | 122 | | 14.70% | 77,950 | 76,950 | 79,000 | 72,250 | 0 |
| \$90,001 - \$140,000 | 198 | | 23.86% | 115,000 | 106,200 | 117,350 | 117,500 | 107,400 |
| \$140,001 - \$190,000 | 161 | | 19.40% | 162,900 | 159,700 | 161,000 | 164,900 | 167,000 |
| \$190,001 - \$270,000 | 104 | | 12.53% | 225,450 | 210,000 | 229,450 | 231,560 | 220,475 |
| \$270,001 and up | 90 | | 10.84% | 374,750 | 407,500 | 320,000 | 359,950 | 500,000 |
| Median List Price: | \$128,000 | | | | \$66,100 | \$127,500 | \$182,500 | \$299,773 |
| Total Closed Units: | 830 | | | | 172 | 473 | 159 | 26 |
| Total List Volume: | 129,397,857 | | | | 15.56M | 65.97M | 36.53M | 11.34M |



Monthly Inventory Analysis

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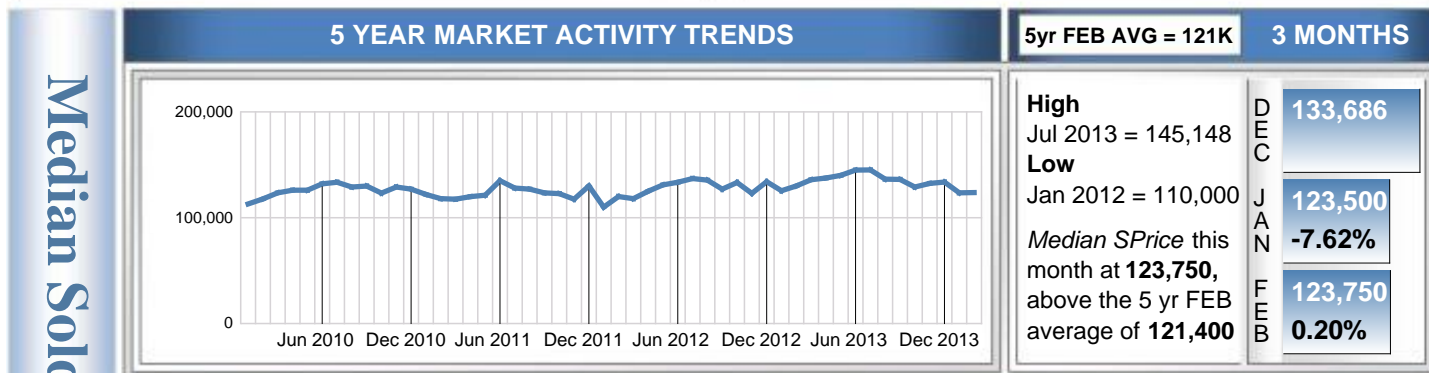
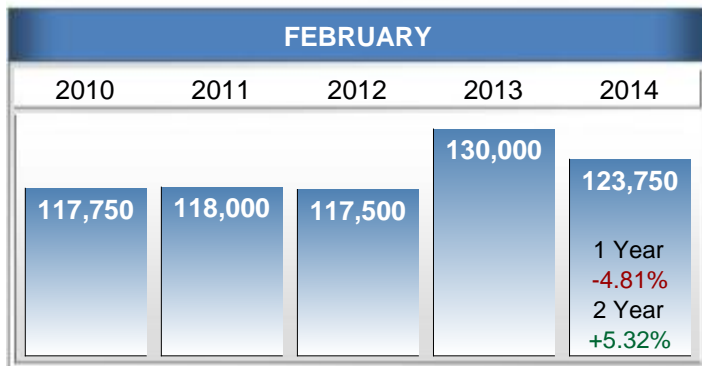
Closed Sales as of Mar 17, 2014



Median Sold Price at Closing

Report Produced on: Mar 17, 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+ |
|---|-------------|--|--------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 76 | | 9.16% | 22,125 | 22,900 | 21,375 | 30,000 | 0 |
| \$30,001 \$60,000 | 85 | | 10.24% | 43,625 | 43,643 | 43,500 | 44,125 | 0 |
| \$60,001 \$90,000 | 137 | | 16.51% | 75,900 | 72,750 | 78,000 | 72,000 | 84,000 |
| \$90,001 \$140,000 | 192 | | 23.13% | 118,000 | 106,000 | 120,000 | 117,553 | 121,900 |
| \$140,001 \$190,000 | 154 | | 18.55% | 160,000 | 159,750 | 161,000 | 161,000 | 156,700 |
| \$190,001 \$270,000 | 105 | | 12.65% | 225,000 | 216,500 | 226,750 | 230,000 | 220,000 |
| \$270,001 and up | 81 | | 9.76% | 381,500 | 439,120 | 365,000 | 378,000 | 486,250 |
| Median Closed Price: | \$123,750 | | | | \$62,000 | \$124,000 | \$177,300 | \$293,523 |
| Total Closed Units: | 830 | | | | 172 | 473 | 159 | 26 |
| Total Closed Volume: | 124,222,925 | | | | 14.09M | 64.05M | 35.33M | 10.75M |



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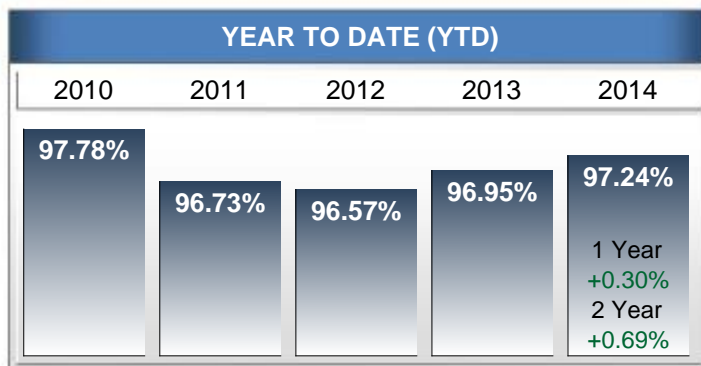
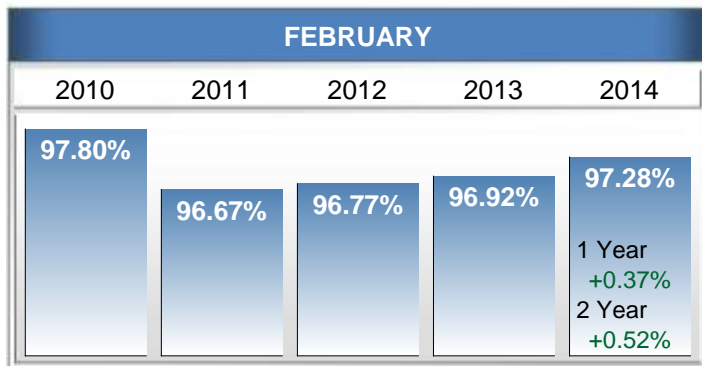
Closed Sales as of Mar 17, 2014



Median Percent of List Price to Selling Price

Report Produced on: Mar 17, 2014

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



Median List/Sell Price
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

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

| Distribution of \$avgmed L/S % by Price Range | | % | ML/S% | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|-------------|--------|--------|---------|--------|---------|---------|
| \$30,000 and less | 76 | 9.16% | 94.50% | 94.00% | 96.98% | 100.00% | 0.00% |
| \$30,001 \$60,000 | 85 | 10.24% | 94.12% | 93.70% | 94.12% | 95.08% | 0.00% |
| \$60,001 \$90,000 | 137 | 16.51% | 95.24% | 94.23% | 95.61% | 95.14% | 88.51% |
| \$90,001 \$140,000 | 192 | 23.13% | 97.41% | 95.77% | 97.73% | 96.67% | 101.67% |
| \$140,001 \$190,000 | 154 | 18.55% | 97.91% | 94.99% | 97.94% | 98.24% | 95.55% |
| \$190,001 \$270,000 | 105 | 12.65% | 97.87% | 95.48% | 97.85% | 97.87% | 98.87% |
| \$270,001 and up | 81 | 9.76% | 97.47% | 98.44% | 97.45% | 97.97% | 97.15% |
| Median List/Sell Ratio: | 97.28% | | | 94.32% | 97.50% | 97.77% | 97.15% |
| Total Closed Units: | 830 | | | 172 | 473 | 159 | 26 |
| Total Closed Volume: | 124,222,925 | | | 14.09M | 64.05M | 35.33M | 10.75M |



Monthly Inventory Analysis

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February 2014

Inventory as of Mar 17, 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 **1,081** Sales/Month

Active Inventory as of February 28, 2014 = **7,294**

| | FEBRUARY | | | Year To Date | | |
|---|----------|---------|---------|--------------|---------|---------|
| | 2013 | 2014 | +/-% | 2013 | 2014 | +/-% |
| Closed Sales | 806 | 830 | 2.98% | 1,554 | 1,589 | 2.25% |
| Pending Sales | 1,143 | 1,014 | -11.29% | 2,161 | 2,033 | -5.92% |
| New Listings | 2,161 | 2,156 | -0.23% | 4,401 | 4,350 | -1.16% |
| Median List Price | 135,000 | 128,000 | -5.19% | 130,000 | 129,000 | -0.77% |
| Median Sale Price | 130,000 | 123,750 | -4.81% | 128,000 | 123,500 | -3.52% |
| Median Percent of List Price to Selling Price | 96.92% | 97.28% | 0.37% | 96.95% | 97.24% | 0.30% |
| Median Days on Market to Sale | 47.00 | 50.00 | 6.38% | 48.00 | 49.00 | 2.08% |
| Monthly Inventory | 7,716 | 7,294 | -5.47% | 7,716 | 7,294 | -5.47% |
| Months Supply of Inventory | 7.70 | 6.75 | -12.37% | 7.70 | 6.75 | -12.37% |

