



January 2014

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

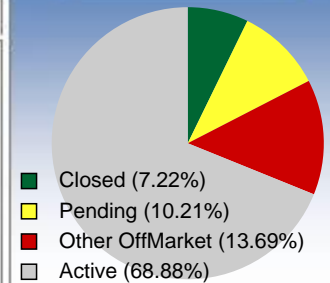


Absorption: Last 12 months, an Average of **1,078** Sales/Month

Active Inventory as of January 31, 2014 = **7,215**

	JANUARY		
	2013	2014	+/- %
Closed Listings	748	756	1.07%
Pending Listings	1,019	1,070	5.00%
New Listings	2,240	2,194	-2.05%
Median List Price	129,900	129,500	-0.31%
Median Sale Price	125,500	123,750	-1.39%
Median Percent of List Price to Selling Price	96.97%	97.22%	0.26%
Median Days on Market to Sale	49.00	49.00	0.00%
End of Month Inventory	7,932	7,215	-9.04%
Months Supply of Inventory	7.98	6.70	-16.12%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 14, 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 January 2014 decreased **9.04%** to 7,215 existing homes available for sale. Over the last 12 months this area has had an average of 1,078 closed sales per month. This represents an unsold inventory index of **6.70** 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 **1.39%** in January 2014 to \$123,750 versus the previous year at \$125,500.

Median Days on Market Shortens

The median number of **49.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in January 2014 compared to last year's same month at **49.00** DOM.

Sales Success for January 2014 is Positive

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

There were 2,194 New Listings in January 2014, down **2.05%** from last year at 2,240. Furthermore, there were 756 Closed Listings this month versus last year at 748, a **1.07%** increase.

Closed versus Listed trends yielded a **34.5%** ratio, up from last year's January 2014 at **33.4%**, a **3.19%** 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.

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



Monthly Inventory Analysis

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January 2014

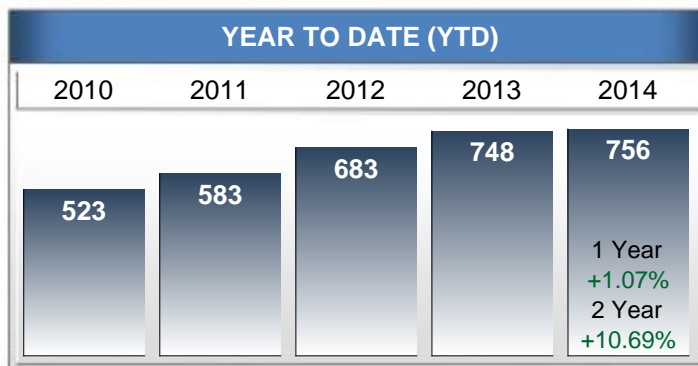
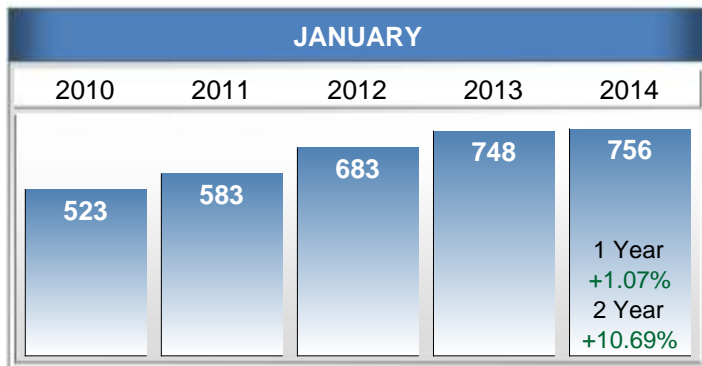
Closed Sales as of Feb 14, 2014



Closed Listings

Report Produced on: Feb 14, 2014

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



Closed Listings

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5yr JAN AVG = 659 **3 MONTHS**

High
May 2013 = 1,268

Low
Jan 2010 = 523

Closed Listing this month at **756**, above the 5 yr JAN average of **659**

N	956
O	
V	
D	999
E	4.50%
C	
J	756
A	-24.32%
N	

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	69	9.13%	45.0	32	32	3	2	
\$30,001 - \$60,000	97	12.83%	38.0	32	54	10	1	
\$60,001 - \$90,000	107	14.15%	42.0	20	70	17	0	
\$90,001 - \$150,000	191	25.26%	57.0	14	147	27	3	
\$150,001 - \$210,000	118	15.61%	49.0	8	66	38	6	
\$210,001 - \$300,000	97	12.83%	53.0	8	30	53	6	
\$300,001 and up	77	10.19%	54.0	7	10	46	14	
Total Closed Units: 756				49.0	121	409	194	32
Total Closed Volume: 116,670,620					12.42M	50.14M	43.84M	10.27M
Median Closed Price: \$123,750					\$58,500	\$109,000	\$215,000	\$274,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2014

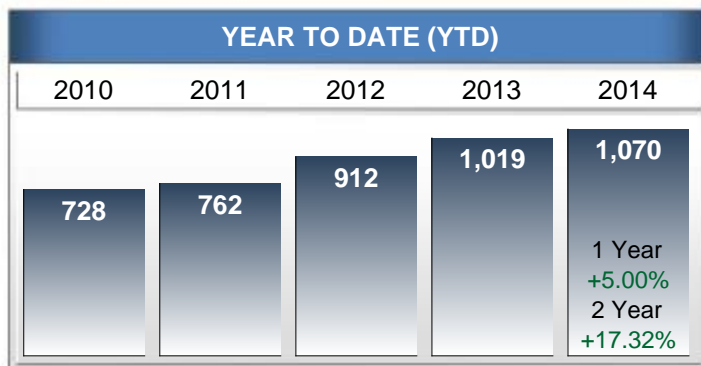
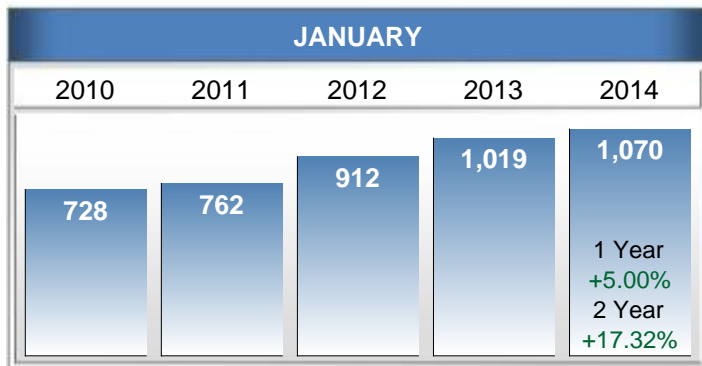
Pending Listings as of Feb 14, 2014



Pending Listings

Report Produced on: Feb 14, 2014

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



Pending Listings

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5yr JAN AVG = 898 **3 MONTHS**

High
Apr 2010 = 1,451

Low
Oct 2010 = 594

Pending Listings this month at **1,070**, above the 5 yr JAN average of **898**

N	925
O	
D	735
E	-20.54%
C	
J	1,070
A	45.58%
N	

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	91	8.50%	52.0	56	33	1	1	
\$30,001 \$60,000	129	12.06%	48.0	53	68	8	0	
\$60,001 \$90,000	139	12.99%	61.0	42	91	6	0	
\$90,001 \$150,000	286	26.73%	59.0	22	214	47	3	
\$150,001 \$210,000	177	16.54%	48.0	13	109	51	4	
\$210,001 \$300,000	137	12.80%	62.0	5	59	67	6	
\$300,001 and up	111	10.37%	68.0	8	21	66	16	
Total Pending Units: 1,070				56.0	199	595	246	30
Total Pending Volume: 168,340,826					15.83M	80.08M	61.62M	10.81M
Median Listing Price: \$129,900					\$52,900	\$120,000	\$224,750	\$333,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2014

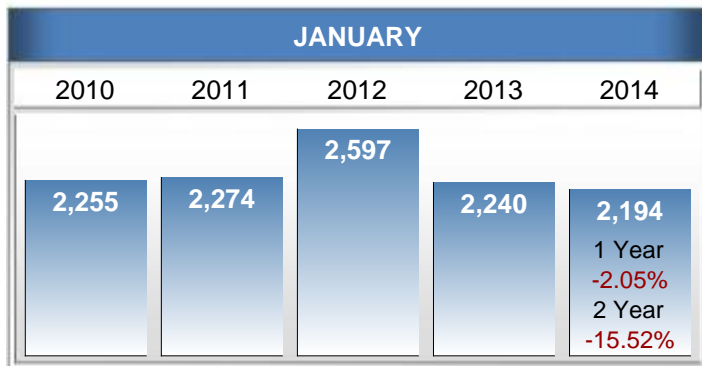
New Listings as of Feb 14, 2014



New Listings

Report Produced on: Feb 14, 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	9.30%	163	40	1	0
\$30,001 - \$60,000	290	13.22%	191	86	13	0
\$60,001 - \$90,000	247	11.26%	95	129	22	1
\$90,001 - \$160,000	603	27.48%	89	430	79	5
\$160,001 - \$220,000	351	16.00%	44	173	125	9
\$220,001 - \$360,000	278	12.67%	34	91	130	23
\$360,001 and up	221	10.07%	29	35	107	50
Total New Listed Units:	2,194		645	984	477	88
Total New Listed Volume:	410,694,601		81.90M	147.75M	133.42M	47.63M
Median New Listed Listing Price:	\$130,000		\$55,000	\$129,500	\$219,995	\$396,500



Monthly Inventory Analysis

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January 2014

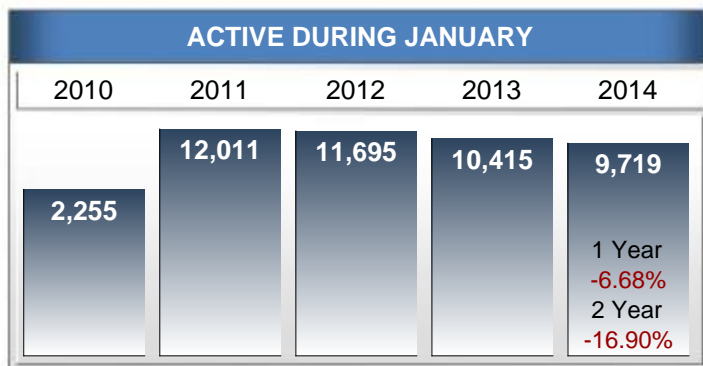
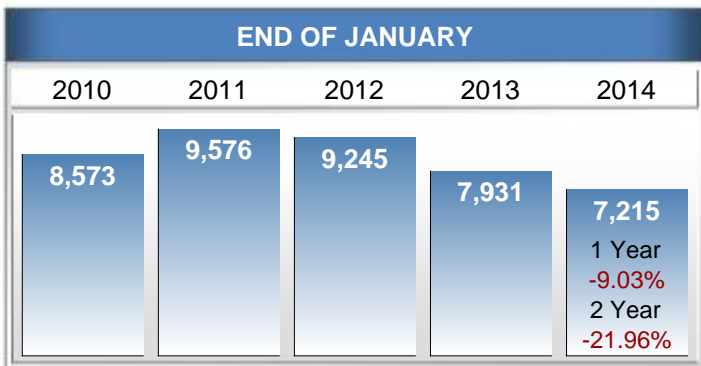
Active Inventory as of Feb 14, 2014



Active Inventory

Report Produced on: Feb 14, 2014

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



Active Inventory

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5yr JAN AVG = 8,508		3 MONTHS	
High	Aug 2010 = 11,134	NOV	8,078
Low	Jan 2014 = 7,215	DEC	7,525
<i>Inventory this month at 7,215, below the 5 yr JAN average of 8,508</i>		JAN	7,215
			-6.85%
			-4.12%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	274	3.80%	72.0	236	37	1	0		
\$20,001 \$50,000	1,113	15.43%	74.0	897	184	28	4		
\$50,001 \$90,000	1,228	17.02%	87.0	590	556	77	5		
\$90,001 \$160,000	1,861	25.79%	79.0	326	1,244	265	26		
\$160,001 \$220,000	1,047	14.51%	74.0	118	532	367	30		
\$220,001 \$380,000	966	13.39%	84.0	130	283	461	92		
\$380,001 and up	726	10.06%	87.5	156	96	314	160		
Total Active Inventory by Units:				7,215	80.0	2,453	2,932	1,513	317
Total Active Inventory by Volume:				1,432,522,711		372.35M	440.35M	444.36M	175.47M
Median Active Inventory Listing Price:				\$128,585		\$59,000	\$128,950	\$225,000	\$389,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2014

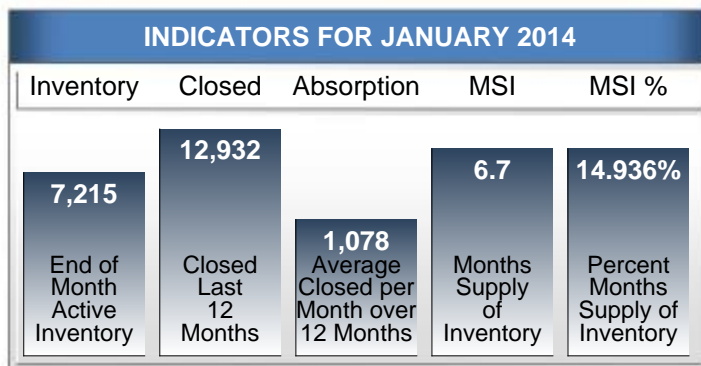
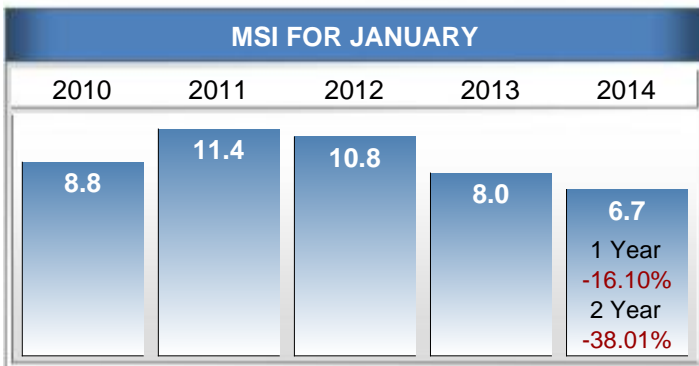
Active Inventory as of Feb 14, 2014



Months Supply of Inventory

Report Produced on: Feb 14, 2014

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



Months Supply
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5yr JAN AVG = 9.1	3 MONTHS
High Jun 2011 = 13.6 Low Jan 2014 = 6.7 <i>Months Supply</i> this month at 6.7 , below the 5 yr JAN average of 9.1	NOV 7.5 DEC 7.0 -7.34% JAN 6.7 -4.18%

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	274	3.80%	6.6	8.5	3.1	0.6	0.0
\$20,001 \$50,000	1,113	15.43%	10.7	18.7	3.8	4.3	3.4
\$50,001 \$90,000	1,228	17.02%	7.5	13.3	5.3	5.5	4.6
\$90,001 \$160,000	1,861	25.79%	5.2	10.4	4.7	4.8	8.7
\$160,001 \$220,000	1,047	14.51%	5.7	11.1	5.4	5.4	4.5
\$220,001 \$380,000	966	13.39%	5.8	17.1	6.0	4.7	6.7
\$380,001 and up	726	10.06%	12.2	50.6	8.8	10.7	10.0
MSI:	6.7			14.2	5.0	5.5	7.5
Total Active Inventory:	7,215			2,453	2,932	1,513	317



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2014

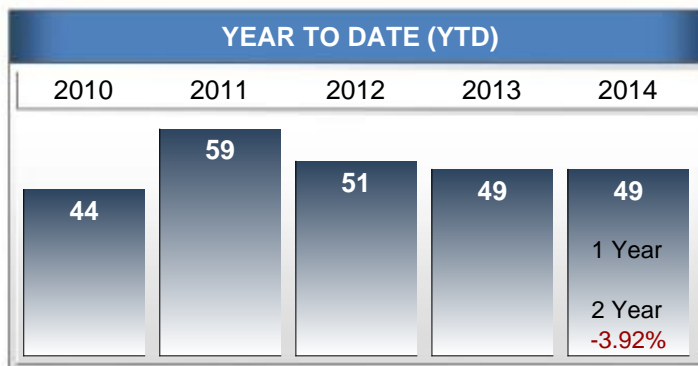
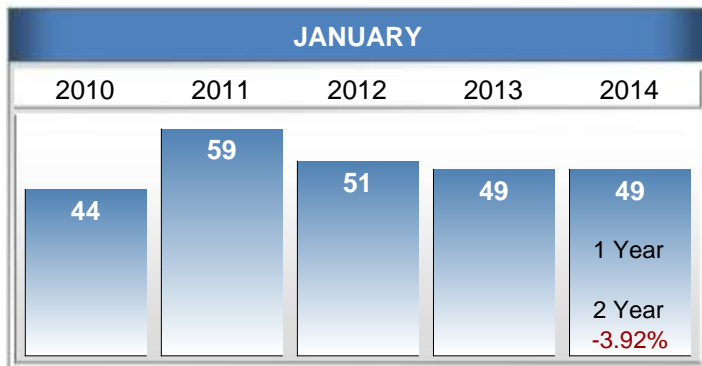
Closed Sales as of Feb 14, 2014



Median Days on Market to Sale

Report Produced on: Feb 14, 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+
\$30,000 and less	69	9.13%	45.0	47.0	37.5	58.0	86.0
\$30,001 \$60,000	97	12.83%	38.0	50.0	34.5	36.5	30.0
\$60,001 \$90,000	107	14.15%	42.0	52.0	39.5	36.0	0.0
\$90,001 \$150,000	191	25.26%	57.0	62.5	54.0	80.0	29.0
\$150,001 \$210,000	118	15.61%	49.0	30.0	48.5	52.5	51.0
\$210,001 \$300,000	97	12.83%	53.0	12.0	41.5	84.0	121.0
\$300,001 and up	77	10.19%	54.0	10.0	33.0	61.0	57.0
Median Closed DOM:	49.0			45.0	45.0	59.0	58.0
Total Closed Units:	756			121	409	194	32
Total Closed Volume:	116,670,620			12.42M	50.14M	43.84M	10.27M



Monthly Inventory Analysis

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January 2014

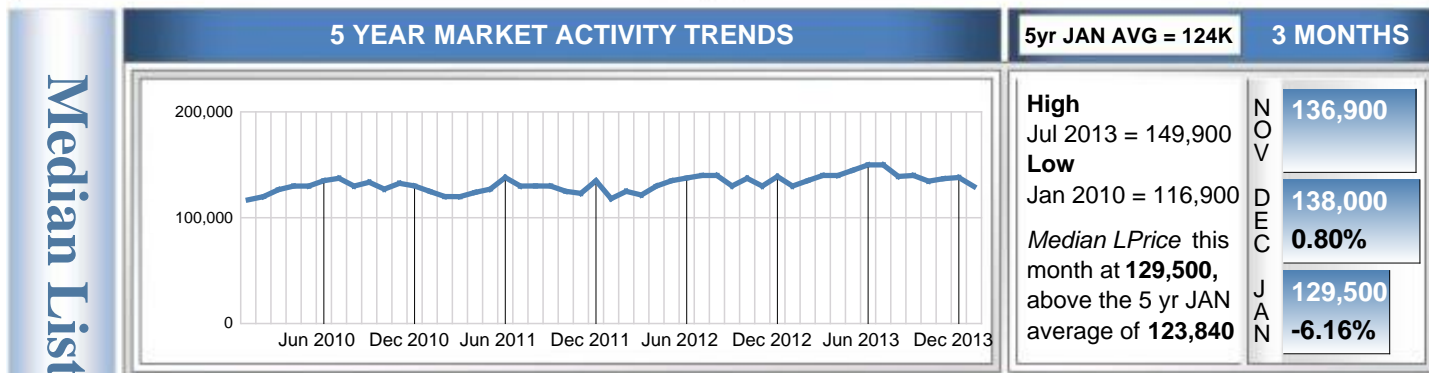
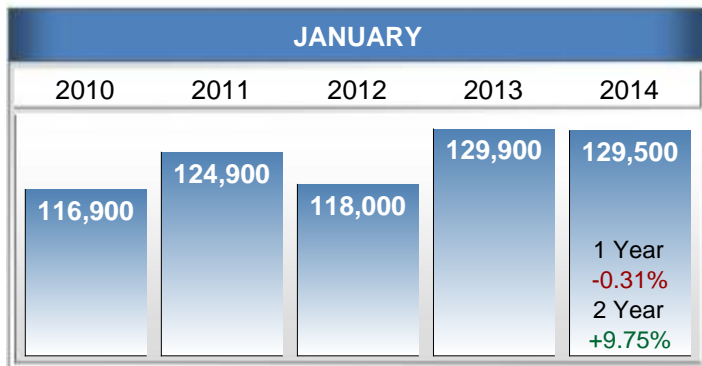
Closed Sales as of Feb 14, 2014



Median List Price at Closing

Report Produced on: Feb 14, 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+
\$30,000 and less	65	8.60%	24,500	23,000	24,900	29,000	15,900
\$30,001 - \$60,000	85	11.24%	48,750	46,250	49,900	50,900	34,500
\$60,001 - \$90,000	108	14.29%	75,000	70,300	77,950	71,000	0
\$90,001 - \$150,000	194	25.66%	123,500	106,750	121,950	129,950	124,500
\$150,001 - \$210,000	124	16.40%	171,250	160,000	169,900	174,900	187,500
\$210,001 - \$300,000	100	13.23%	249,900	230,750	249,900	251,000	251,500
\$300,001 and up	80	10.58%	375,450	432,500	487,500	354,321	449,750
Median List Price:	\$129,500			\$65,000	\$113,750	\$217,519	\$276,500
Total Closed Units:	756			121	409	194	32
Total List Volume:	122,298,652			13.48M	52.32M	45.67M	10.83M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2014

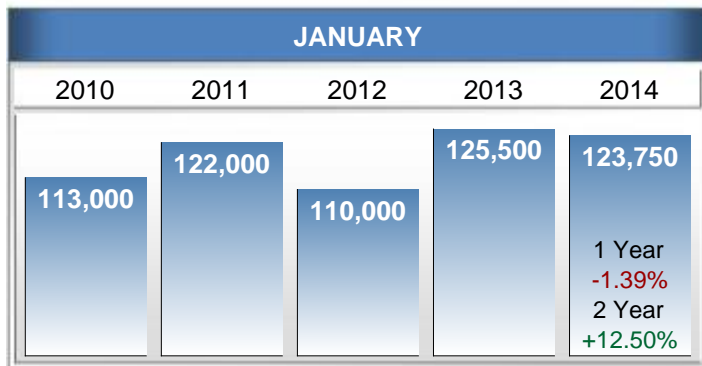
Closed Sales as of Feb 14, 2014



Median Sold Price at Closing

Report Produced on: Feb 14, 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			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	69		9.13%	21,000	20,000	23,000	25,500	20,253
\$30,001 \$60,000	97		12.83%	49,001	47,750	50,000	44,000	34,300
\$60,001 \$90,000	107		14.15%	75,000	70,250	75,751	75,100	0
\$90,001 \$150,000	191		25.26%	121,000	115,713	120,000	129,000	135,000
\$150,001 \$210,000	118		15.61%	171,000	164,626	171,750	170,125	177,488
\$210,001 \$300,000	97		12.83%	245,610	241,250	244,500	251,000	245,000
\$300,001 and up	77		10.19%	366,500	460,000	469,500	339,500	447,000
Median Closed Price:	\$123,750				\$58,500	\$109,000	\$215,000	\$274,950
Total Closed Units:	756				121	409	194	32
Total Closed Volume:	116,670,620				12.42M	50.14M	43.84M	10.27M



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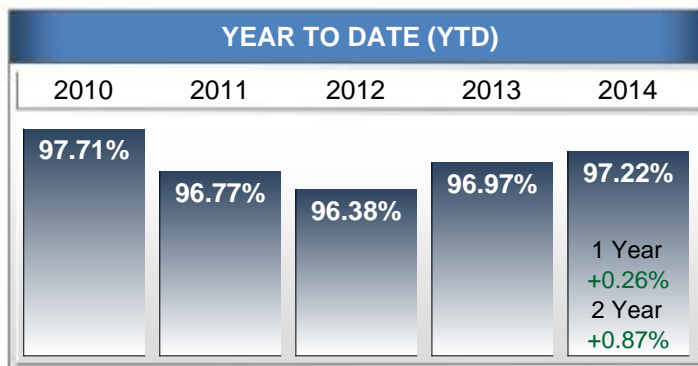
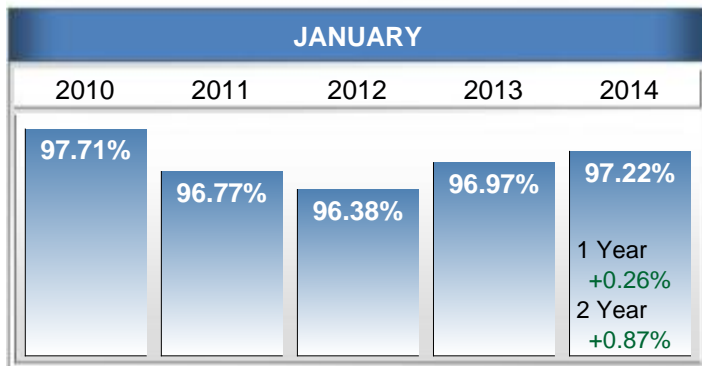
Closed Sales as of Feb 14, 2014



Median Percent of List Price to Selling Price

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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	69	9.13%	90.91%	90.23%	91.42%	93.02%	78.49%
\$30,001 \$60,000	97	12.83%	92.53%	90.20%	94.38%	96.97%	95.28%
\$60,001 \$90,000	107	14.15%	96.70%	93.71%	97.09%	100.00%	0.00%
\$90,001 \$150,000	191	25.26%	97.24%	94.08%	97.67%	97.99%	96.49%
\$150,001 \$210,000	118	15.61%	98.57%	97.94%	99.03%	98.21%	97.74%
\$210,001 \$300,000	97	12.83%	97.77%	98.49%	96.81%	97.77%	99.55%
\$300,001 and up	77	10.19%	96.92%	98.94%	97.35%	96.89%	97.65%
Median List/Sell Ratio:	97.22%			93.58%	97.55%	97.63%	97.65%
Total Closed Units:	756			121	409	194	32
Total Closed Volume:	116,670,620			12.42M	50.14M	43.84M	10.27M



Monthly Inventory Analysis

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January 2014

Inventory as of Feb 14, 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 **1,078** Sales/Month

Active Inventory as of January 31, 2014 = **7,215**

	JANUARY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	748	756	1.07%	748	756	1.07%
Pending Sales	1,019	1,070	5.00%	1,019	1,070	5.00%
New Listings	2,240	2,194	-2.05%	2,240	2,194	-2.05%
Median List Price	129,900	129,500	-0.31%	129,900	129,500	-0.31%
Median Sale Price	125,500	123,750	-1.39%	125,500	123,750	-1.39%
Median Percent of List Price to Selling Price	96.97%	97.22%	0.26%	96.97%	97.22%	0.26%
Median Days on Market to Sale	49.00	49.00	0.00%	49.00	49.00	0.00%
Monthly Inventory	7,932	7,215	-9.04%	7,932	7,215	-9.04%
Months Supply of Inventory	7.98	6.70	-16.12%	7.98	6.70	-16.12%

