



June 2014

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

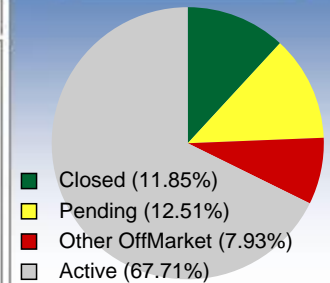


Absorption: Last 12 months, an Average of **1,080** Sales/Month

Active Inventory as of June 30, 2014 = **7,715**

	JUNE		
	2013	2014	+/- %
Closed Listings	1,246	1,350	8.35%
Pending Listings	1,116	1,425	27.69%
New Listings	2,335	2,391	2.40%
Median List Price	149,900	150,000	0.07%
Median Sale Price	145,000	148,000	2.07%
Median Percent of List Price to Selling Price	97.99%	97.91%	-0.08%
Median Days on Market to Sale	33.00	31.00	-6.06%
End of Month Inventory	8,534	7,715	-9.60%
Months Supply of Inventory	8.18	7.15	-12.62%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 16, 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 June 2014 decreased **9.60%** to 7,715 existing homes available for sale. Over the last 12 months this area has had an average of 1,080 closed sales per month. This represents an unsold inventory index of **7.15** 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 **2.07%** in June 2014 to \$148,000 versus the previous year at \$145,000.

Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 2.00 days or **6.06%** in June 2014 compared to last year's same month at **33.00** DOM.

Sales Success for June 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 2,391 New Listings in June 2014, up **2.40%** from last year at 2,335. Furthermore, there were 1,350 Closed Listings this month versus last year at 1,246, a **8.35%** increase.

Closed versus Listed trends yielded a **56.5%** ratio, up from last year's June 2014 at **53.4%**, a **5.81%** 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?

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



Monthly Inventory Analysis

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June 2014

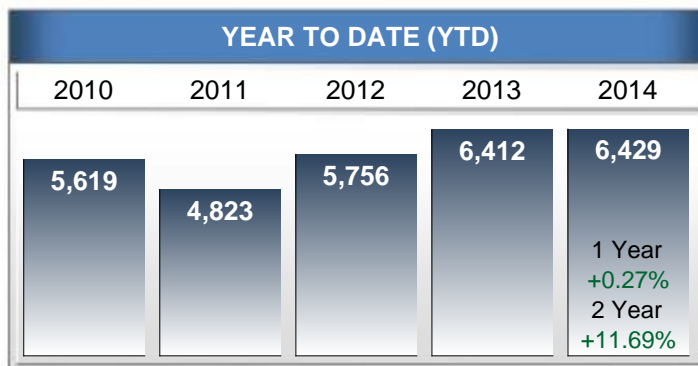
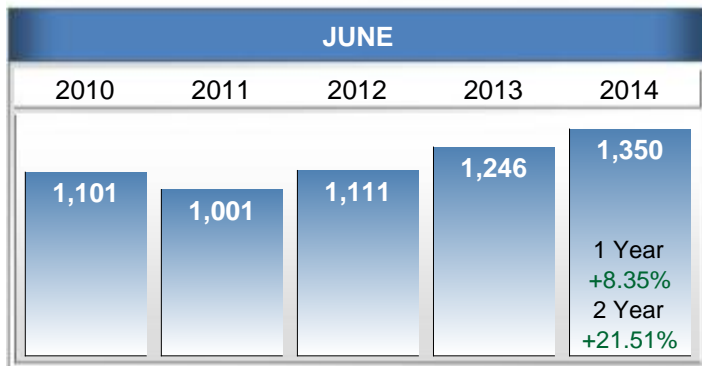
Closed Sales as of Jul 16, 2014



Closed Listings

Report Produced on: Jul 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	121	8.96%	31.0	64	54	3	0	
\$50,001 - \$80,000	157	11.63%	38.0	49	97	9	2	
\$80,001 - \$120,000	218	16.15%	33.0	38	163	16	1	
\$120,001 - \$170,000	317	23.48%	29.0	18	238	59	2	
\$170,001 - \$220,000	214	15.85%	33.0	13	106	90	5	
\$220,001 - \$320,000	184	13.63%	28.0	6	58	100	20	
\$320,001 and up	139	10.30%	31.0	3	20	78	38	
Total Closed Units: 1,350				31.0	191	736	355	68
Total Closed Volume: 241,736,191					17.42M	102.96M	92.86M	28.50M
Median Closed Price: \$148,000					\$71,000	\$128,950	\$221,500	\$355,700

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

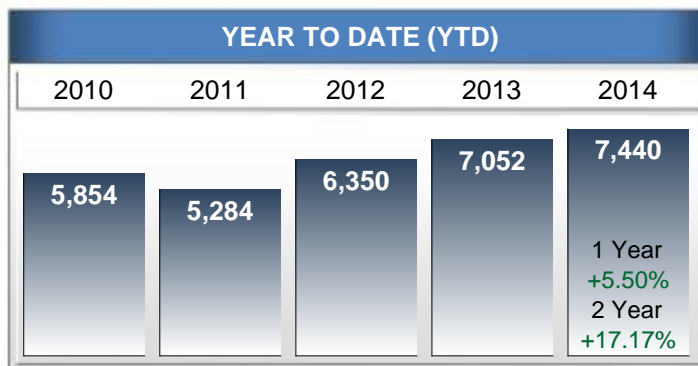
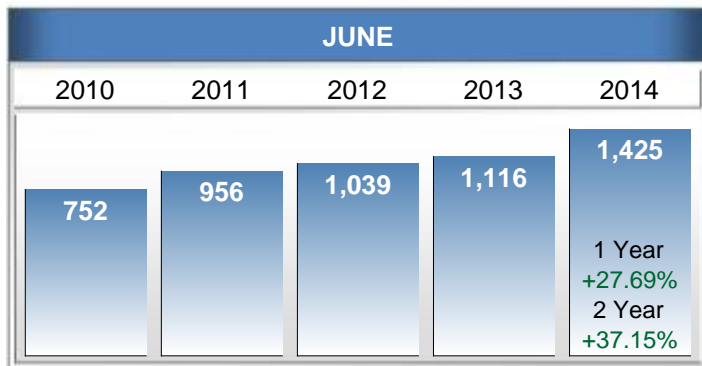
Pending Listings as of Jul 16, 2014



Pending Listings

Report Produced on: Jul 16, 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+		
\$40,000 and less	119	8.35%	29.0	85	29	5	0		
\$40,001 - \$80,000	176	12.35%	37.0	72	87	15	2		
\$80,001 - \$120,000	240	16.84%	33.0	38	174	24	4		
\$120,001 - \$170,000	333	23.37%	30.0	22	243	64	4		
\$170,001 - \$230,000	232	16.28%	32.5	14	123	89	6		
\$230,001 - \$330,000	182	12.77%	32.5	6	49	114	13		
\$330,001 and up	143	10.04%	50.0	2	31	74	36		
Total Pending Units:				1,425	34.0	239	736	385	65
Total Pending Volume:				257,382,225		19.27M	112.02M	100.94M	25.16M
Median Listing Price:				\$148,000		\$58,900	\$134,950	\$229,000	\$359,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

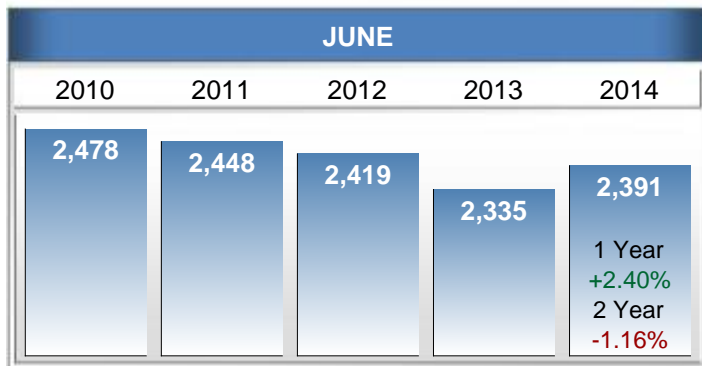
New Listings as of Jul 16, 2014



New Listings

Report Produced on: Jul 16, 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+
\$20,000 and less	121	5.06%	107	12	2	0
\$20,001 - \$60,000	407	17.02%	275	109	18	5
\$60,001 - \$100,000	357	14.93%	122	205	25	5
\$100,001 - \$160,000	563	23.55%	64	406	87	6
\$160,001 - \$240,000	399	16.69%	36	187	163	13
\$240,001 - \$360,000	303	12.67%	24	83	165	31
\$360,001 and up	241	10.08%	20	33	129	59
Total New Listed Units:			648	1035	589	119
Total New Listed Volume:			58.85M	155.02M	177.35M	58.89M
Median New Listed Listing Price:			\$47,000	\$129,950	\$240,000	\$359,900



Monthly Inventory Analysis

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June 2014

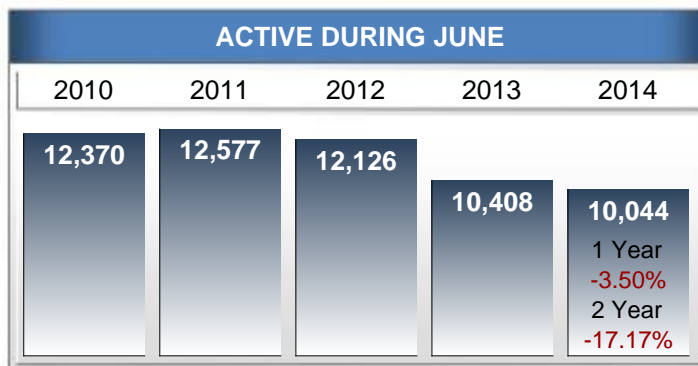
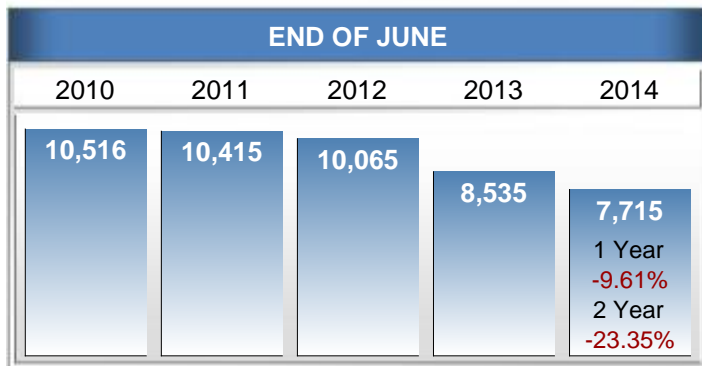
Active Inventory as of Jul 16, 2014



Active Inventory

Report Produced on: Jul 16, 2014

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



Active Inventory

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5yr JUN AVG = 9,449	3 MONTHS
High Aug 2010 = 11,134	A P R 7,553
Low Mar 2014 = 7,531	M A Y 7,653
<i>Inventory</i> this month at 7,715 , below the 5 yr JUN average of 9,449	J U N 7,715
	1.32%
	0.81%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	386	5.00%	79.5	356	27	3	0		
\$20,001 \$60,000	1,389	18.00%	80.0	1,080	267	36	6		
\$60,001 \$90,000	940	12.18%	69.0	412	468	50	10		
\$90,001 \$160,000	1,918	24.86%	63.0	336	1,281	280	21		
\$160,001 \$250,000	1,332	17.27%	63.0	154	643	477	58		
\$250,001 \$410,000	968	12.55%	63.0	114	223	518	113		
\$410,001 and up	782	10.14%	67.0	130	97	354	201		
Total Active Inventory by Units:				7,715	68.0	2,582	3,006	1,718	409
Total Active Inventory by Volume:				1,605,019,820		348.48M	473.83M	540.70M	242.01M
Median Active Inventory Listing Price:				\$134,805		\$53,000	\$132,900	\$258,500	\$399,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

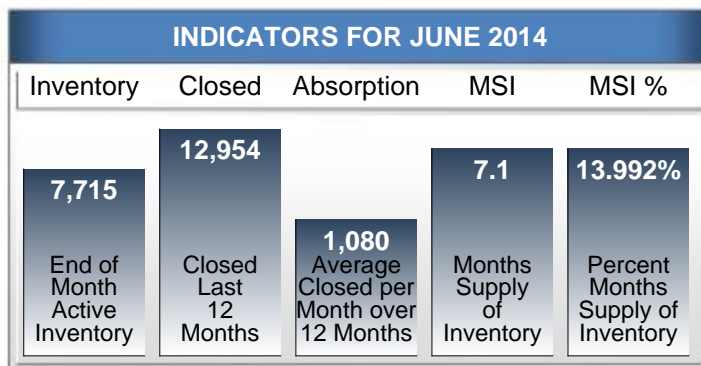
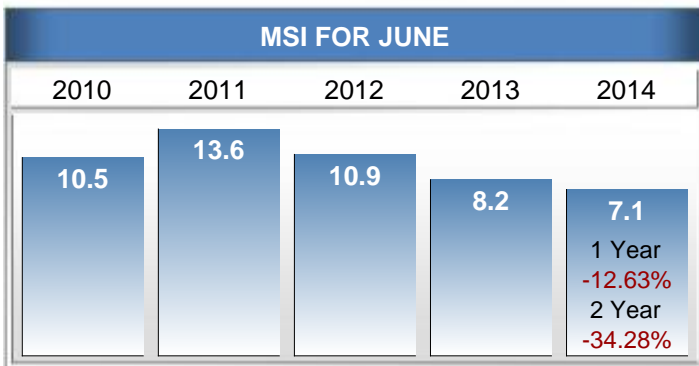
Active Inventory as of Jul 16, 2014



Months Supply of Inventory

Report Produced on: Jul 16, 2014

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



Months Supply
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5yr JUN AVG = 10.1 **3 MONTHS**

High
Jun 2011 = 13.6

Low
Mar 2014 = 7.0

Months Supply this month at **7.1**, below the 5 yr JUN average of **10.1**

A	7.1
P	7.1
R	1.20%
M	7.1
A	1.20%
Y	1.20%
J	7.1
U	0.00%
N	0.00%

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	386		5.00%	10.0	14.1	2.3	1.9	0.0
\$20,001 \$60,000	1,389		18.00%	9.7	17.0	3.8	4.2	6.0
\$60,001 \$90,000	940		12.18%	7.1	12.7	5.3	4.7	9.2
\$90,001 \$160,000	1,918		24.86%	5.4	10.6	4.8	5.1	6.3
\$160,001 \$250,000	1,332		17.27%	5.6	10.3	5.5	4.9	6.3
\$250,001 \$410,000	968		12.55%	7.9	22.8	7.1	7.2	8.6
\$410,001 and up	782		10.14%	16.5	47.3	12.5	15.9	13.9
MSI:		7.1			14.7	5.1	6.4	9.7
Total Active Inventory:		7,715			2,582	3,006	1,718	409



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

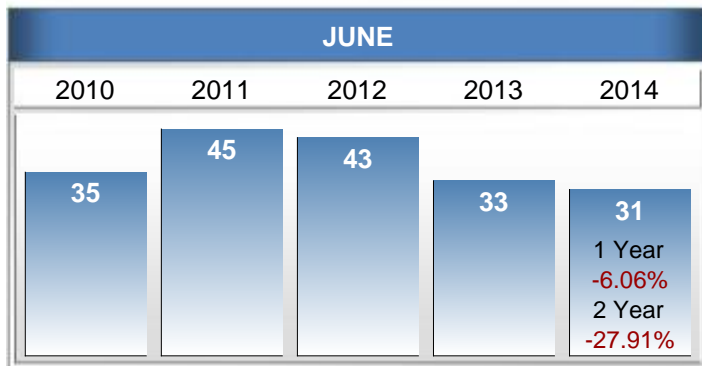
Closed Sales as of Jul 16, 2014



Median Days on Market to Sale

Report Produced on: Jul 16, 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+
\$50,000 and less	121		8.96%	31.0	22.0	37.0	64.0	0.0
\$50,001 - \$80,000	157		11.63%	38.0	38.0	39.0	31.0	21.5
\$80,001 - \$120,000	218		16.15%	33.0	34.5	32.0	58.0	16.0
\$120,001 - \$170,000	317		23.48%	29.0	40.5	26.0	34.0	35.0
\$170,001 - \$220,000	214		15.85%	33.0	23.0	31.0	39.0	11.0
\$220,001 - \$320,000	184		13.63%	28.0	24.0	23.0	28.5	49.5
\$320,001 and up	139		10.30%	31.0	5.0	37.0	25.0	42.5
Median Closed DOM:		31.0			32.0	29.0	33.0	41.0
Total Closed Units:		1,350			191	736	355	68
Total Closed Volume:		241,736,191			17.42M	102.96M	92.86M	28.50M



Monthly Inventory Analysis

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June 2014

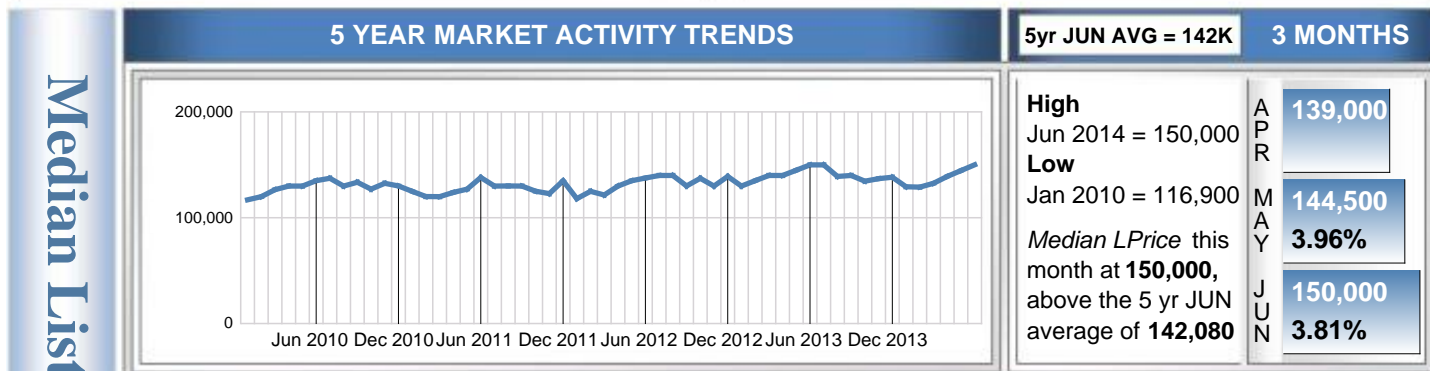
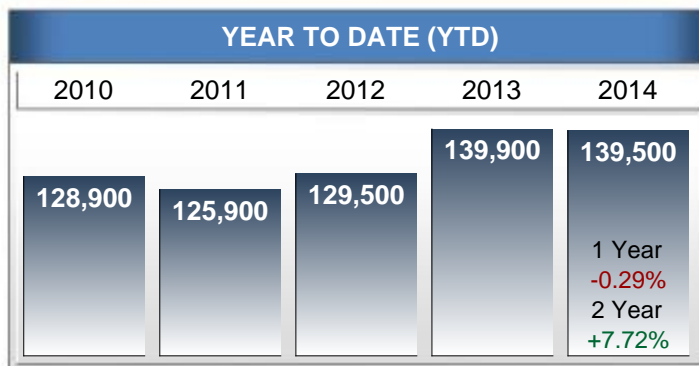
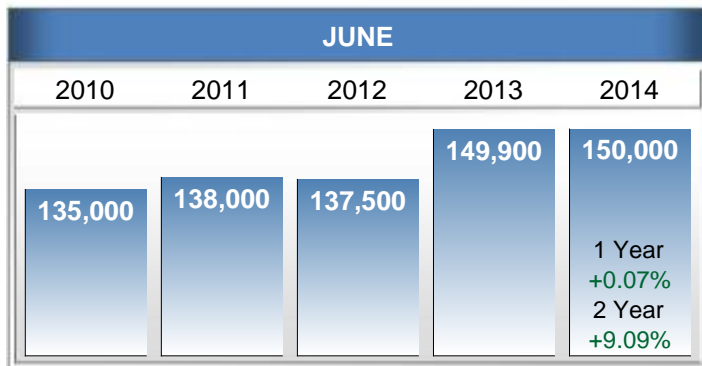
Closed Sales as of Jul 16, 2014



Median List Price at Closing

Report Produced on: Jul 16, 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+
\$50,000 and less	121		8.96%	30,000	30,000	30,000	40,900	50,000
\$50,001 - \$80,000	136		10.07%	68,988	68,500	69,900	70,000	66,000
\$80,001 - \$120,000	221		16.37%	102,500	94,950	104,900	106,450	100,000
\$120,001 - \$170,000	323		23.93%	145,000	148,950	144,000	154,900	144,950
\$170,001 - \$220,000	210		15.56%	189,900	192,500	193,950	187,500	199,000
\$220,001 - \$320,000	192		14.22%	259,900	249,383	259,000	265,000	255,000
\$320,001 and up	147		10.89%	425,000	387,500	369,450	400,000	490,000
Median List Price:	\$150,000				\$75,000	\$131,950	\$225,000	\$359,400
Total Closed Units:	1,350				191	736	355	68
Total List Volume:	249,714,068				18.83M	105.80M	95.89M	29.20M



Monthly Inventory Analysis

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June 2014

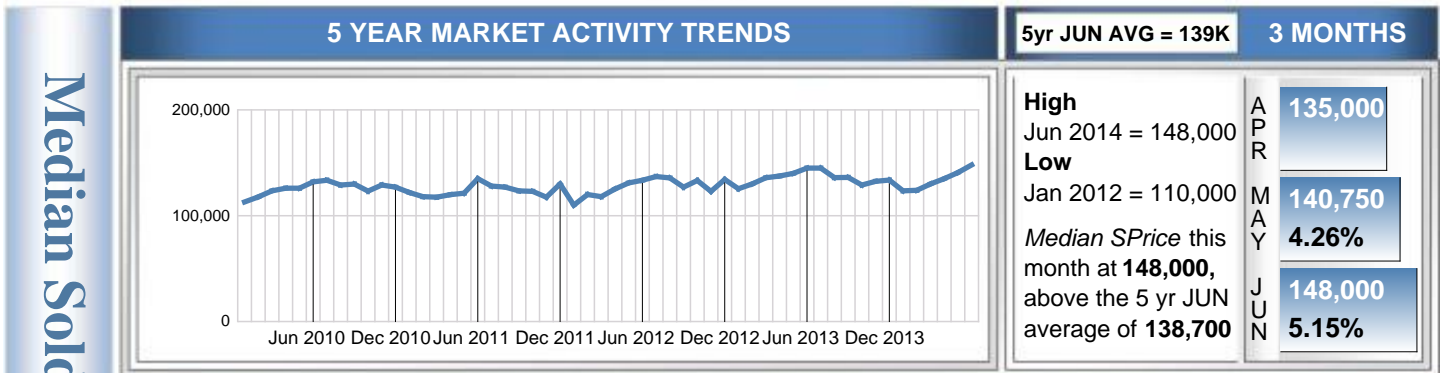
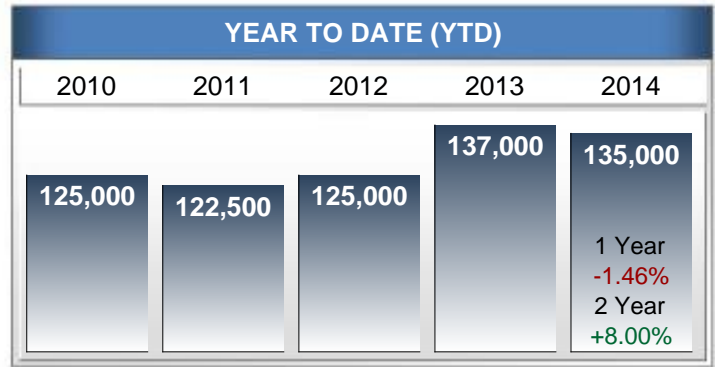
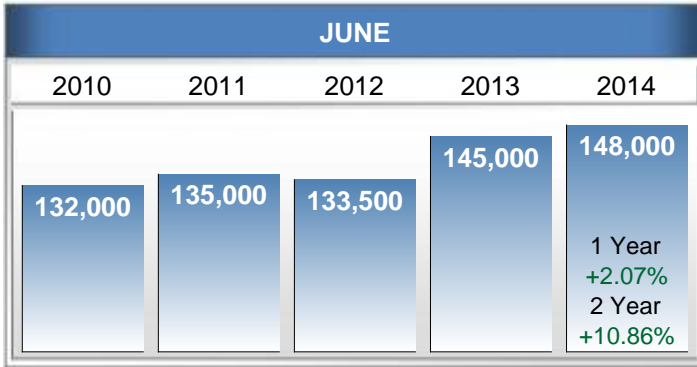
Closed Sales as of Jul 16, 2014



Median Sold Price at Closing

Report Produced on: Jul 16, 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+
\$50,000 and less	121		8.96%	29,900	27,538	31,844	36,900	0
\$50,001 - \$80,000	157		11.63%	67,000	65,000	67,000	67,500	75,000
\$80,001 - \$120,000	218		16.15%	104,900	94,750	105,000	112,700	110,000
\$120,001 - \$170,000	317		23.48%	145,000	148,700	142,250	152,000	162,000
\$170,001 - \$220,000	214		15.85%	189,950	182,500	190,000	186,900	211,000
\$220,001 - \$320,000	184		13.63%	259,450	249,950	252,750	264,500	277,380
\$320,001 and up	139		10.30%	420,000	425,000	361,000	399,950	495,000
Median Closed Price:	\$148,000				\$71,000	\$128,950	\$221,500	\$355,700
Total Closed Units:	1,350				191	736	355	68
Total Closed Volume:	241,736,191				17.42M	102.96M	92.86M	28.50M



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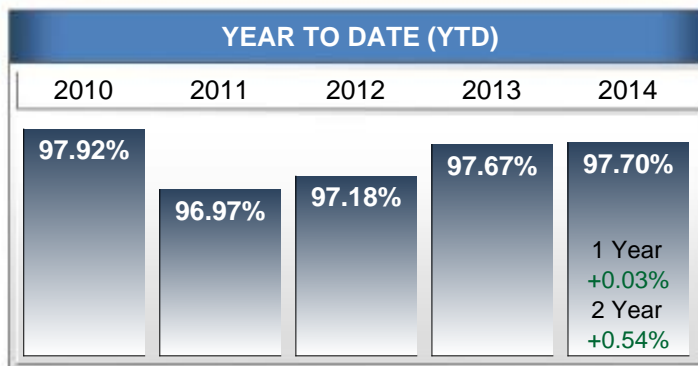
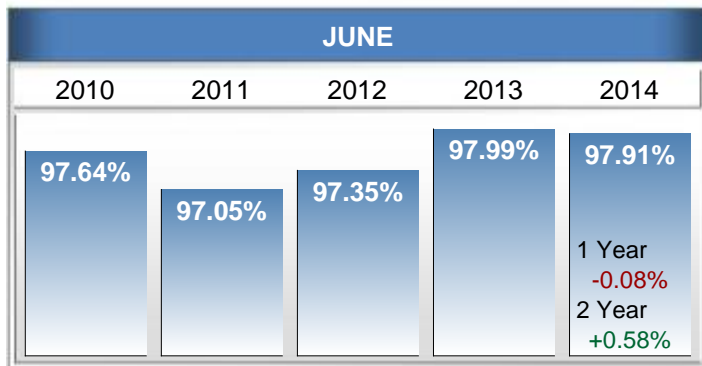
Closed Sales as of Jul 16, 2014



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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+
\$50,000 and less	121	8.96%	90.22%	91.69%	90.41%	88.89%	0.00%
\$50,001 - \$80,000	157	11.63%	94.81%	94.67%	94.99%	93.38%	94.32%
\$80,001 - \$120,000	218	16.15%	98.62%	97.32%	98.60%	100.04%	84.68%
\$120,001 - \$170,000	317	23.48%	98.48%	96.31%	98.70%	98.17%	95.41%
\$170,001 - \$220,000	214	15.85%	98.36%	95.45%	98.35%	98.57%	99.06%
\$220,001 - \$320,000	184	13.63%	98.18%	94.86%	98.06%	98.37%	97.73%
\$320,001 and up	139	10.30%	97.16%	97.86%	96.80%	97.32%	97.05%
Median List/Sell Ratio:	97.91%			95.45%	98.11%	98.18%	97.16%
Total Closed Units:	1,350			191	736	355	68
Total Closed Volume:	241,736,191			17.42M	102.96M	92.86M	28.50M



Monthly Inventory Analysis

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June 2014

Inventory as of Jul 16, 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 **1,080** Sales/Month

Active Inventory as of June 30, 2014 = **7,715**

	JUNE			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	1,246	1,350	8.35%	6,412	6,429	0.27%
Pending Sales	1,116	1,425	27.69%	7,052	7,440	5.50%
New Listings	2,335	2,391	2.40%	14,060	14,007	-0.38%
Median List Price	149,900	150,000	0.07%	139,900	139,500	-0.29%
Median Sale Price	145,000	148,000	2.07%	137,000	135,000	-1.46%
Median Percent of List Price to Selling Price	97.99%	97.91%	-0.08%	97.67%	97.70%	0.03%
Median Days on Market to Sale	33.00	31.00	-6.06%	38.00	38.00	0.00%
Monthly Inventory	8,534	7,715	-9.60%	8,534	7,715	-9.60%
Months Supply of Inventory	8.18	7.15	-12.62%	8.18	7.15	-12.62%

