



March 2014

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

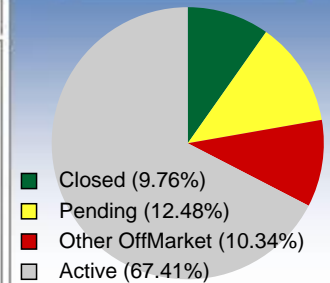


Absorption: Last 12 months, an Average of **1,074** Sales/Month

Active Inventory as of March 31, 2014 = **7,280**

	MARCH		
	2013	2014	+/- %
Closed Listings	1,143	1,054	-7.79%
Pending Listings	1,242	1,348	8.53%
New Listings	2,343	2,311	-1.37%
Average List Price	174,543	167,357	-4.12%
Average Sale Price	168,476	161,250	-4.29%
Average Percent of List Price to Selling Price	96.68%	96.66%	-0.02%
Average Days on Market to Sale	58.75	56.74	-3.41%
End of Month Inventory	7,702	7,280	-5.48%
Months Supply of Inventory	7.64	6.78	-11.28%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 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 March 2014 decreased **5.48%** to 7,280 existing homes available for sale. Over the last 12 months this area has had an average of 1,074 closed sales per month. This represents an unsold inventory index of **6.78** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.29%** in March 2014 to \$161,250 versus the previous year at \$168,476.

Average Days on Market Shortens

The average number of **56.74** days that homes spent on the market before selling decreased by 2.00 days or **3.41%** in March 2014 compared to last year's same month at **58.75** DOM.

Sales Success for March 2014 is Positive

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

There were 2,311 New Listings in March 2014, down **1.37%** from last year at 2,343. Furthermore, there were 1,054 Closed Listings this month versus last year at 1,143, a **-7.79%** decrease.

Closed versus Listed trends yielded a **45.6%** ratio, down from last year's March 2014 at **48.8%**, a **6.51%** downswing. 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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

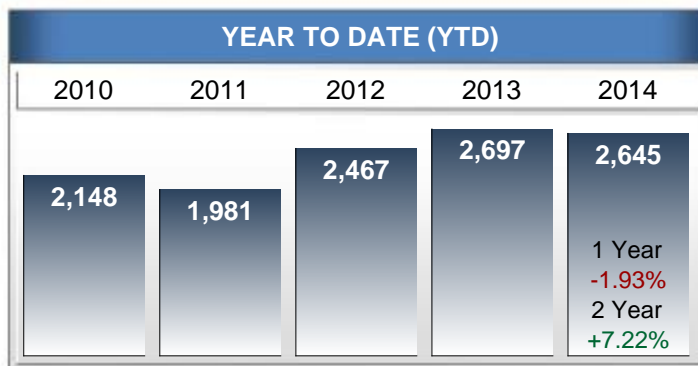
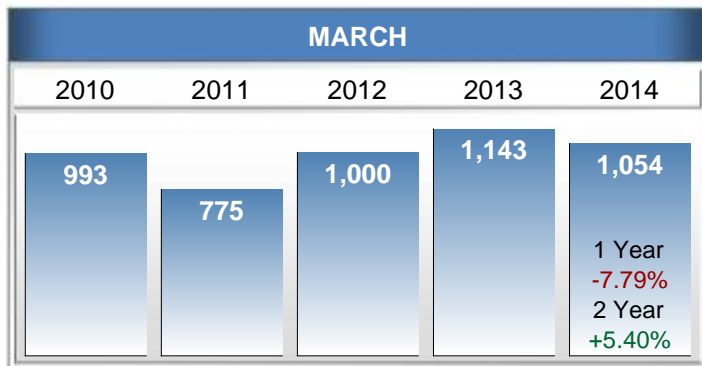
Closed Sales as of Apr 14, 2014



Closed Listings

Report Produced on: Apr 14, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	53	5.03%	57.7	30	21	2	0	
\$25,001 \$50,000	99	9.39%	51.4	45	49	4	1	
\$50,001 \$100,000	223	21.16%	58.4	46	155	21	1	
\$100,001 \$150,000	251	23.81%	54.0	17	196	37	1	
\$150,001 \$200,000	173	16.41%	55.1	8	97	65	3	
\$200,001 \$300,000	142	13.47%	55.4	10	51	78	3	
\$300,001 and up	113	10.72%	68.1	8	24	61	20	
Total Closed Units: 1,054				56.7	164	593	268	29
Total Closed Volume: 169,957,905					15.02M	77.79M	63.08M	14.06M
Average Closed Price: \$161,250					\$91,611	\$131,181	\$235,379	\$484,891

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

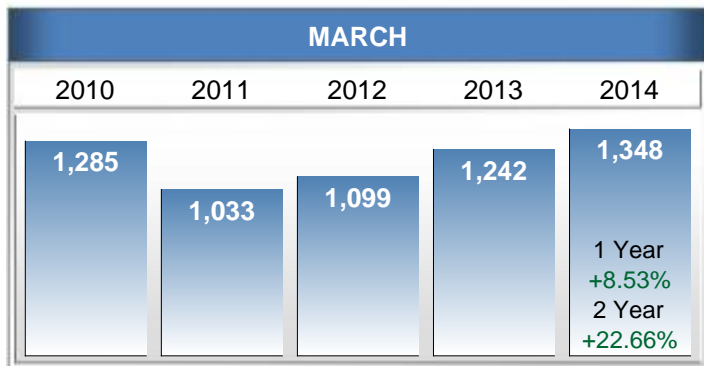
Pending Listings as of Apr 14, 2014



Pending Listings

Report Produced on: Apr 14, 2014

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



Pending Listings
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5yr MAR AVG = 1,201		3 MONTHS	
High	Apr 2010 = 1,451	JAN	998
Low	Oct 2010 = 594	FEB	985
<i>Pending Listing</i> this month at 1,348 , above the 5 yr MAR average of 1,201		MAR	1,348
			36.85%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	112	8.31%	50.8	57	45	9	1	
\$40,001 - \$80,000	190	14.09%	51.2	51	121	17	1	
\$80,001 - \$110,000	159	11.80%	60.7	27	109	23	0	
\$110,001 - \$160,000	362	26.85%	55.2	30	280	52	0	
\$160,001 - \$210,000	201	14.91%	52.1	11	115	69	6	
\$210,001 - \$310,000	187	13.87%	46.0	8	69	98	12	
\$310,001 and up	137	10.16%	57.8	6	28	73	30	
Total Pending Units: 1,348 Total Pending Volume: 230,093,514 Average Listing Price: \$141,574				56.8	190	767	341	50
					19.10M	106.40M	82.85M	21.75M
					\$100,522	\$138,720	\$242,961	\$434,933



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

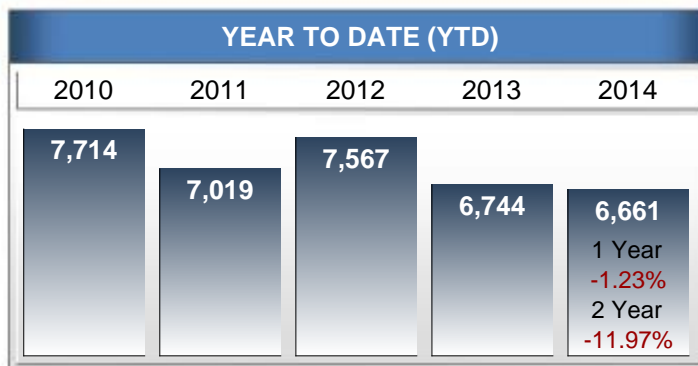
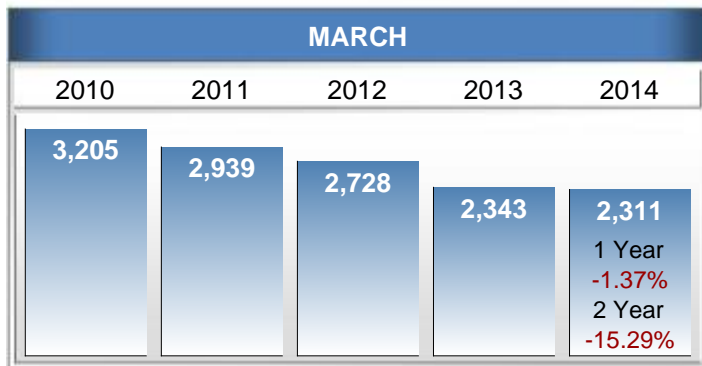
New Listings as of Apr 14, 2014



New Listings

Report Produced on: Apr 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+
\$40,000 and less	217	9.39%	164	46	6	1
\$40,001 - \$70,000	224	9.69%	110	99	14	1
\$70,001 - \$110,000	352	15.23%	109	209	31	3
\$110,001 - \$170,000	597	25.83%	74	407	106	10
\$170,001 - \$240,000	379	16.40%	42	178	151	8
\$240,001 - \$380,000	305	13.20%	28	73	159	45
\$380,001 and up	237	10.26%	38	33	111	55
Total New Listed Units:			565	1045	578	123
Total New Listed Volume:			98.88M	159.37M	166.91M	54.31M
Average New Listed Listing Price:			\$175,014	\$152,506	\$288,767	\$441,566



Monthly Inventory Analysis

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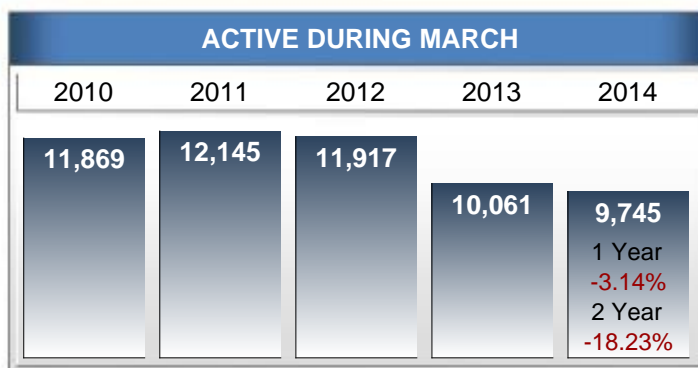
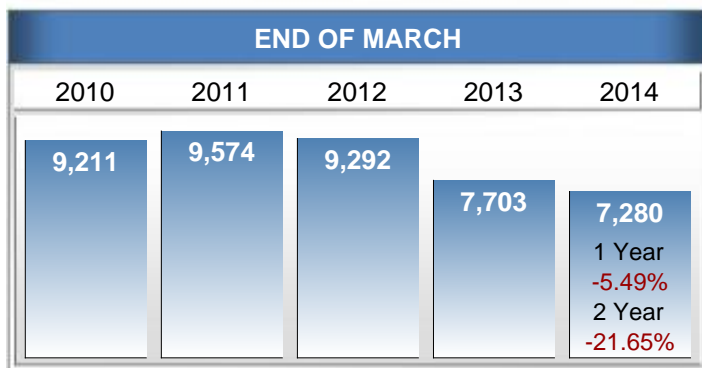
Active Inventory as of Apr 14, 2014



Active Inventory

Report Produced on: Apr 14, 2014

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



Active Inventory

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5yr MAR AVG = 8,612		3 MONTHS	
High	Aug 2010 = 11,134	JAN	7,489
Low	Mar 2014 = 7,280	FEB	7,434
<i>Inventory</i> this month at 7,280 , below the 5 yr MAR average of 8,612		MAR	7,280
			-0.73%
			-2.07%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	583	8.01%	80.7	521	53	8	1		
\$25,001 - \$50,000	837	11.50%	88.7	670	147	18	2		
\$50,001 - \$75,000	721	9.90%	81.3	394	289	36	2		
\$75,001 - \$150,000	2,074	28.49%	73.7	510	1,307	234	23		
\$150,001 - \$225,000	1,315	18.06%	68.7	158	701	417	39		
\$225,001 - \$375,000	966	13.27%	69.5	132	263	467	104		
\$375,001 and up	784	10.77%	77.4	155	113	344	172		
Total Active Inventory by Units:				7,280	75.7	2,540	2,873	1,524	343
Total Active Inventory by Volume:				1,472,306,397		369.23M	446.10M	462.78M	194.19M
Average Active Inventory Listing Price:				\$202,240		\$145,366	\$155,274	\$303,664	\$566,153



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

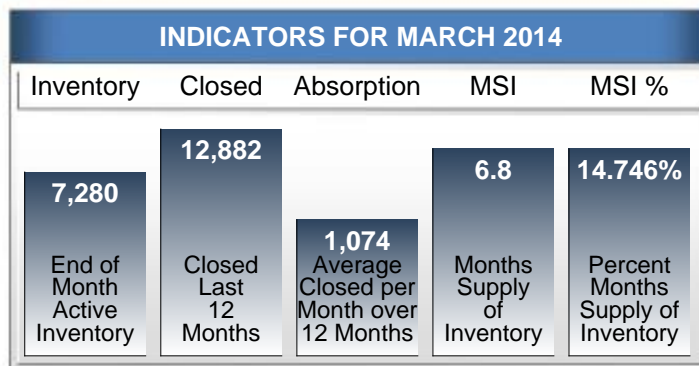
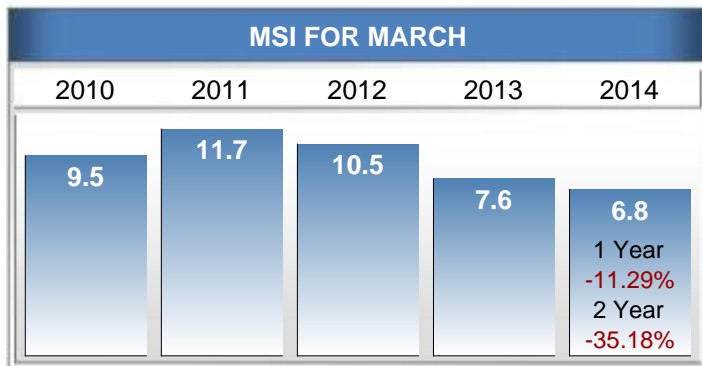
Active Inventory as of Apr 14, 2014



Months Supply of Inventory

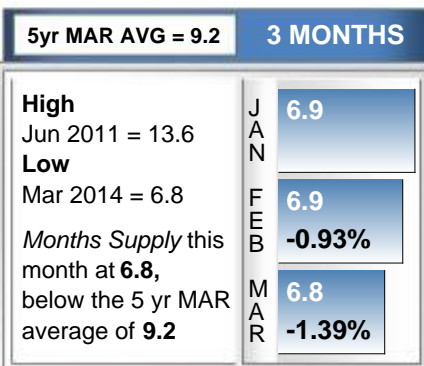
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply

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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	279		3.83%	7.0	9.1	3.1	1.8	6.0
\$20,001 \$50,000	1,141		15.67%	10.8	18.8	3.4	3.6	2.0
\$50,001 \$90,000	1,195		16.41%	7.2	13.1	5.0	4.9	2.8
\$90,001 \$160,000	1,825		25.07%	5.1	10.8	4.5	4.7	7.2
\$160,001 \$230,000	1,141		15.67%	5.6	11.7	5.5	5.0	4.9
\$230,001 \$390,000	955		13.12%	6.5	21.1	5.9	5.4	8.4
\$390,001 and up	744		10.22%	13.4	46.5	10.3	11.9	11.1
MSI:		6.8			14.6	4.9	5.7	8.3
Total Active Inventory:		7,280			2,540	2,873	1,524	343



Monthly Inventory Analysis

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March 2014

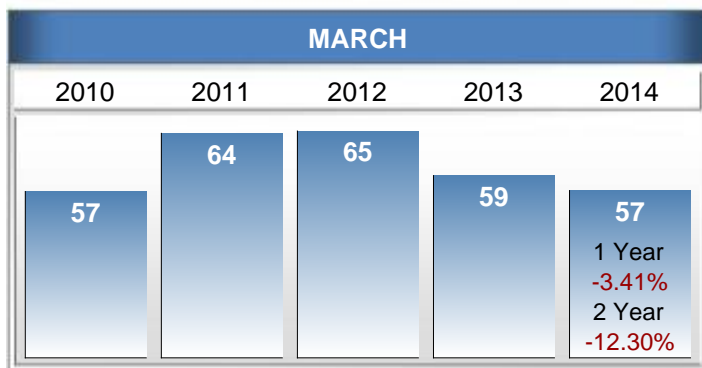
Closed Sales as of Apr 14, 2014



Average Days on Market to Sale

Report Produced on: Apr 14, 2014

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



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	53	5.03%	57.7	55.1	58.0	92.0	0.0
\$25,001 \$50,000	99	9.39%	51.4	57.1	45.2	40.0	152.0
\$50,001 \$100,000	223	21.16%	58.4	60.3	58.8	48.3	112.0
\$100,001 \$150,000	251	23.81%	54.0	66.5	50.7	66.1	31.0
\$150,001 \$200,000	173	16.41%	55.1	51.6	54.2	54.7	99.3
\$200,001 \$300,000	142	13.47%	55.4	21.2	67.8	50.4	89.7
\$300,001 and up	113	10.72%	68.1	40.0	64.3	67.9	84.9
Average Closed DOM: 56.7				55.3	55.2	57.6	88.2
Total Closed Units: 1,054				164	593	268	29
Total Closed Volume: 169,957,905				15.02M	77.79M	63.08M	14.06M



Monthly Inventory Analysis

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March 2014

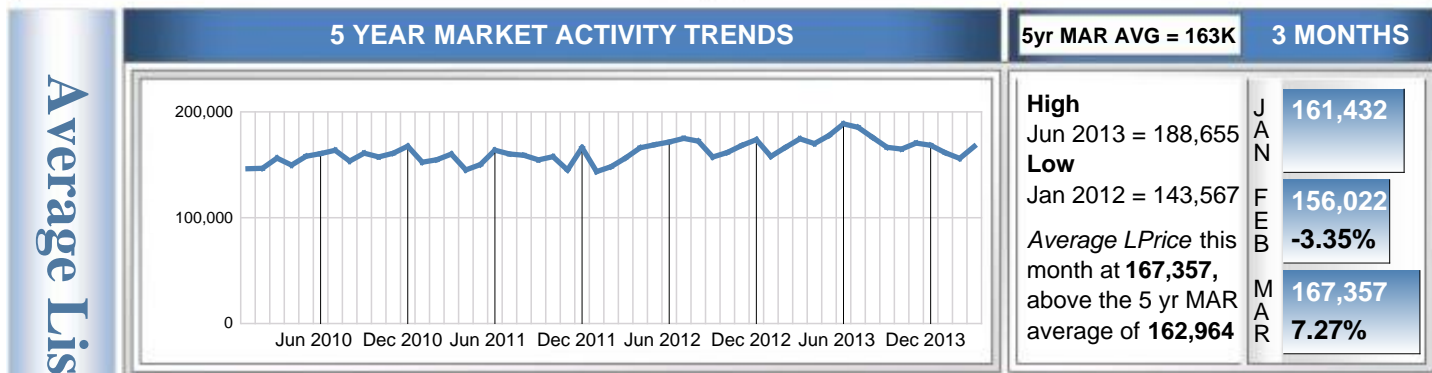
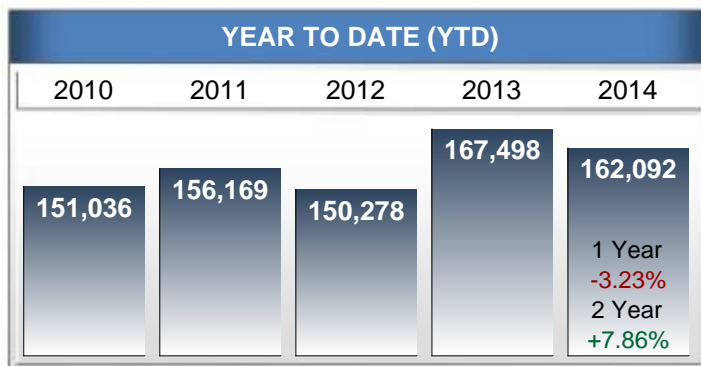
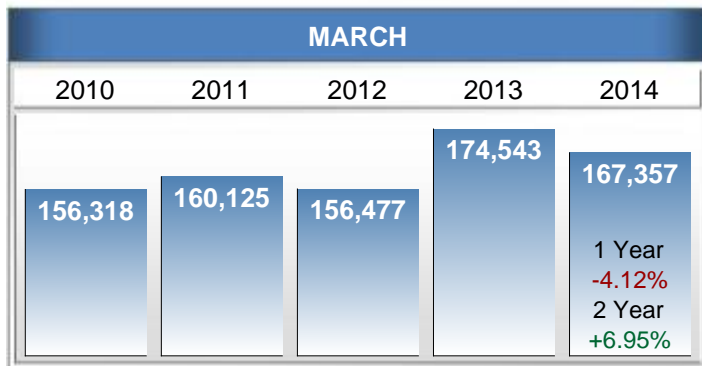
Closed Sales as of Apr 14, 2014



Average List Price at Closing

Report Produced on: Apr 14, 2014

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



Average List Price

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

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	49	4.65%	18,494	20,322	19,746	30,700	0
\$25,001 \$50,000	96	9.11%	39,549	39,448	42,431	49,416	44,500
\$50,001 \$100,000	217	20.59%	78,543	78,070	81,268	83,321	94,900
\$100,001 \$150,000	249	23.62%	127,152	135,524	128,451	134,138	135,000
\$150,001 \$200,000	182	17.27%	174,053	198,038	174,462	179,142	170,967
\$200,001 \$300,000	141	13.38%	248,228	247,239	250,596	253,513	292,300
\$300,001 and up	120	11.39%	469,245	442,063	436,033	439,345	661,625
Average List Price:	\$167,357			\$96,787	\$135,640	\$243,247	\$513,679
Total Closed Units:	1,054			164	593	268	29
Total List Volume:	176,394,794			15.87M	80.43M	65.19M	14.90M



Monthly Inventory Analysis

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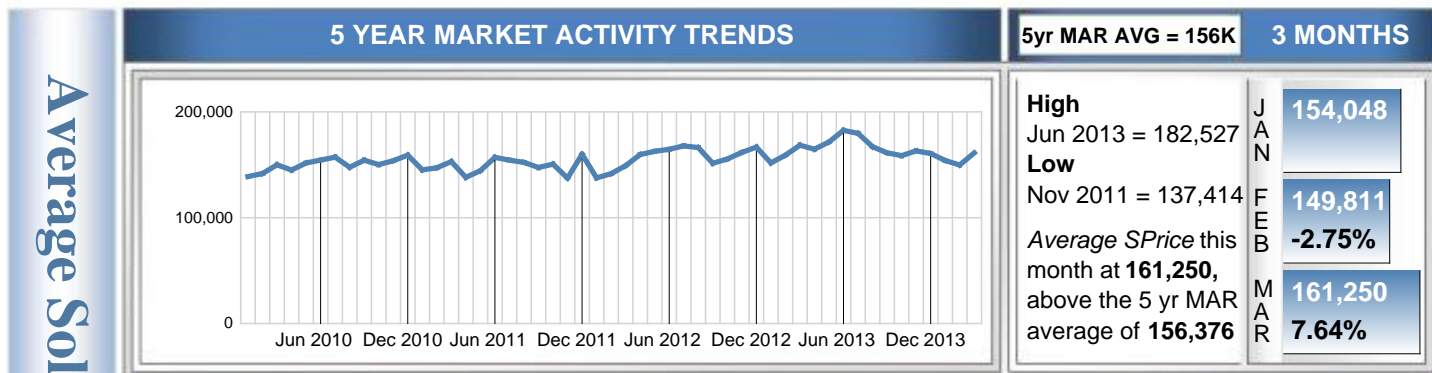
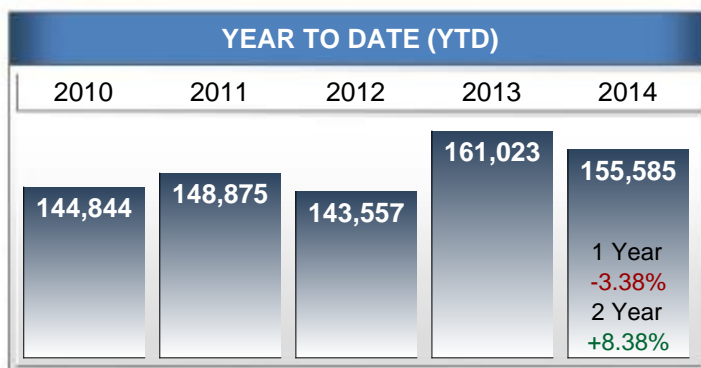
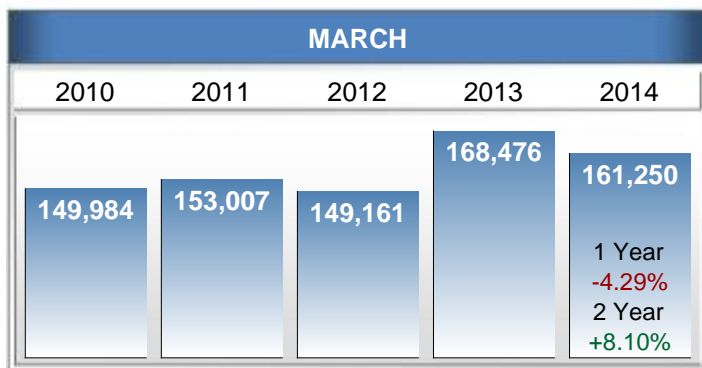
Closed Sales as of Apr 14, 2014



Average Sold Price at Closing

Report Produced on: Apr 14, 2014

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



Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	53	5.03%	17,396	18,291	15,998	18,650	0
\$25,001 \$50,000	99	9.39%	37,909	37,000	38,488	39,500	44,000
\$50,001 \$100,000	223	21.16%	77,815	74,906	78,339	79,508	94,900
\$100,001 \$150,000	251	23.81%	126,240	126,356	125,563	129,687	129,500
\$150,001 \$200,000	173	16.41%	171,910	181,300	169,477	174,782	163,300
\$200,001 \$300,000	142	13.47%	245,697	234,876	240,108	249,376	281,133
\$300,001 and up	113	10.72%	456,766	427,188	422,125	419,769	623,006
Average Closed Price: \$161,250				\$91,611	\$131,181	\$235,379	\$484,891
Total Closed Units: 1,054				164	593	268	29
Total Closed Volume: 169,957,905				15.02M	77.79M	63.08M	14.06M



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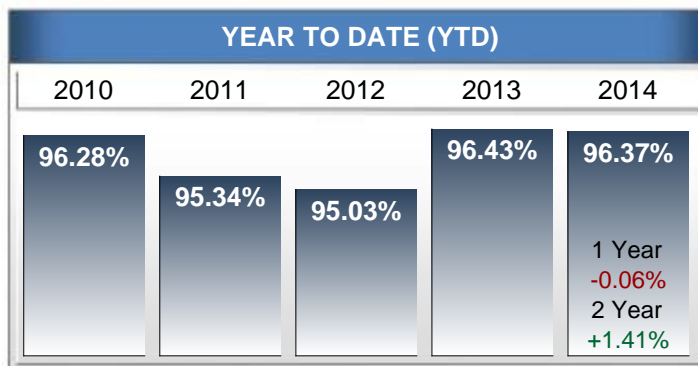
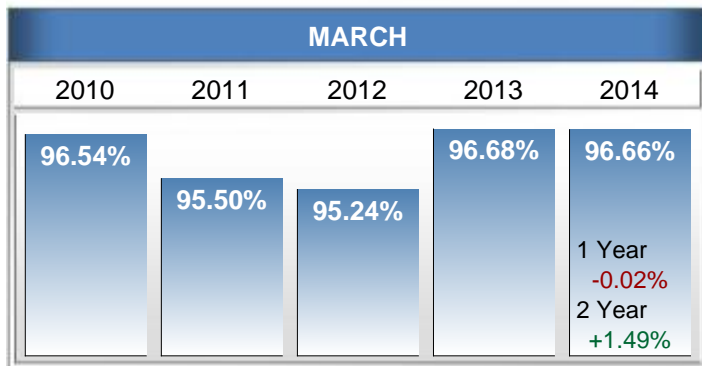
Closed Sales as of Apr 14, 2014



Average Percent of List Price to Selling Price

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Average List/Sell Price

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

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	53	5.03%	88.05%	92.23%	84.57%	61.94%	0.00%
\$25,001 \$50,000	99	9.39%	93.19%	94.63%	92.70%	81.61%	98.88%
\$50,001 \$100,000	223	21.16%	98.60%	96.82%	99.55%	95.42%	100.00%
\$100,001 \$150,000	251	23.81%	97.53%	93.65%	97.95%	97.12%	95.93%
\$150,001 \$200,000	173	16.41%	97.18%	91.92%	97.32%	97.65%	96.13%
\$200,001 \$300,000	142	13.47%	97.39%	95.64%	96.20%	98.45%	96.16%
\$300,001 and up	113	10.72%	96.29%	96.89%	97.15%	96.15%	95.44%
Average List/Sell Ratio: 96.70%				94.74%	97.17%	96.79%	95.88%
Total Closed Units: 1,054				164	593	268	29
Total Closed Volume: 169,957,905				15.02M	77.79M	63.08M	14.06M



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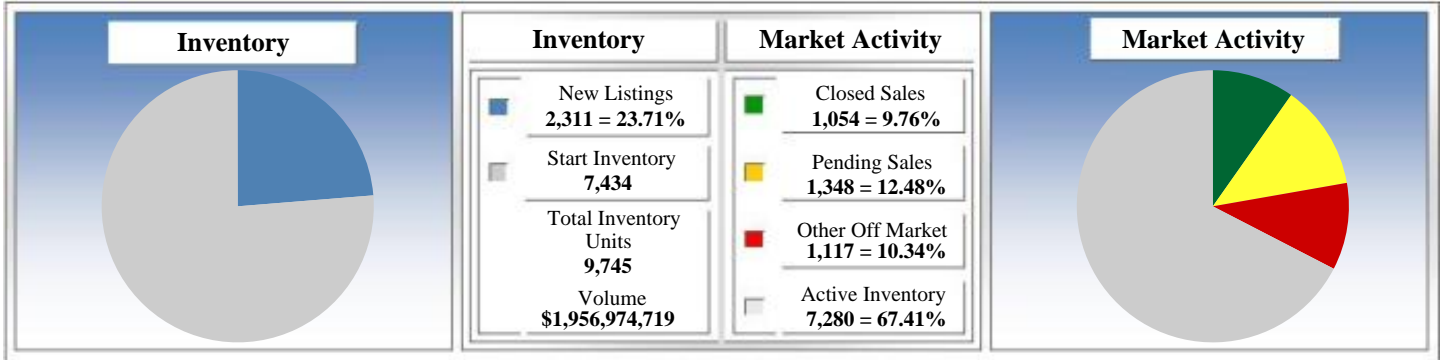
Inventory as of Apr 14, 2014



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 **1,074** Sales/Month

Active Inventory as of March 31, 2014 = **7,280**

	MARCH			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	1,143	1,054	-7.79%	2,697	2,645	-1.93%
Pending Sales	1,242	1,348	8.53%	3,400	3,331	-2.03%
New Listings	2,343	2,311	-1.37%	6,744	6,661	-1.23%
Average List Price	174,543	167,357	-4.12%	167,498	162,092	-3.23%
Average Sale Price	168,476	161,250	-4.29%	161,023	155,585	-3.38%
Average Percent of List Price to Selling Price	96.68%	96.66%	-0.02%	96.43%	96.37%	-0.06%
Average Days on Market to Sale	58.75	56.74	-3.41%	60.33	59.05	-2.12%
Monthly Inventory	7,702	7,280	-5.48%	7,702	7,280	-5.48%
Months Supply of Inventory	7.64	6.78	-11.28%	7.64	6.78	-11.28%

