



March 2014

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

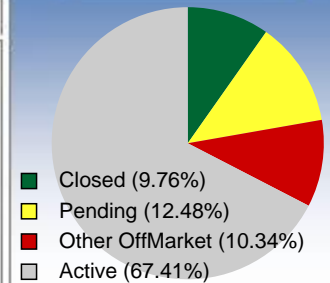


Absorption: Last 12 months, an Average of **1,074** Sales/Month

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%
Median List Price	139,900	134,700	-3.72%
Median Sale Price	135,876	130,000	-4.32%
Median Percent of List Price to Selling Price	97.80%	97.72%	-0.08%
Median Days on Market to Sale	43.00	38.00	-11.63%
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.

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 **4.32%** in March 2014 to \$130,000 versus the previous year at \$135,876.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 5.00 days or **11.63%** in March 2014 compared to last year's same month at **43.00** DOM.

Sales Success for March 2014 is Positive

Overall, with Median 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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Monthly Inventory Analysis

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March 2014

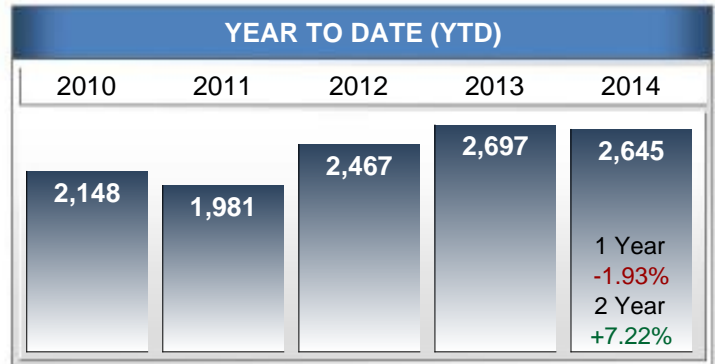
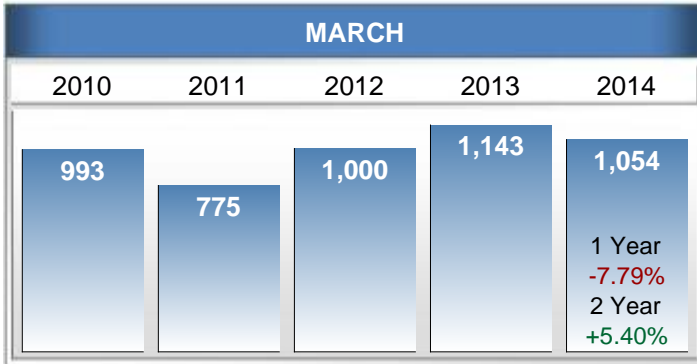
Closed Sales as of Apr 14, 2014



Closed Listings

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



5yr MAR AVG = 993	3 MONTHS
High May 2013 = 1,268	JAN 759
Low Jan 2010 = 523	FEB 832
Closed Listings this month at 1,054 , above the 5 yr MAR average of 993	MAR 1,054
	MAR 9.62%
	MAR 26.68%

Closed Listings

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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	109	10.34%	36.0	59	46	4	0	
\$40,001 - \$70,000	120	11.39%	38.0	36	74	9	1	
\$70,001 - \$100,000	146	13.85%	43.5	26	105	14	1	
\$100,001 - \$150,000	251	23.81%	34.0	17	196	37	1	
\$150,001 - \$200,000	173	16.41%	38.0	8	97	65	3	
\$200,001 - \$310,000	151	14.33%	38.0	10	53	84	4	
\$310,001 and up	104	9.87%	53.5	8	22	55	19	
Total Closed Units: 1,054				38.0	164	593	268	29
Total Closed Volume: 169,957,905					15.02M	77.79M	63.08M	14.06M
Median Closed Price: \$130,000					\$60,000	\$117,500	\$203,950	\$385,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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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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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	112		8.31%	40.0	57	45	9	1	
\$40,001 - \$80,000	190		14.09%	38.0	51	121	17	1	
\$80,001 - \$110,000	159		11.80%	46.0	27	109	23	0	
\$110,001 - \$160,000	362		26.85%	39.0	30	280	52	0	
\$160,001 - \$210,000	201		14.91%	37.0	11	115	69	6	
\$210,001 - \$310,000	187		13.87%	22.0	8	69	98	12	
\$310,001 and up	137		10.16%	36.0	6	28	73	30	
Total Pending Units: 1,348					37.0	190	767	341	50
Total Pending Volume: 230,093,514						19.10M	106.40M	82.85M	21.75M
Median Listing Price: \$139,900						\$67,500	\$129,900	\$212,500	\$347,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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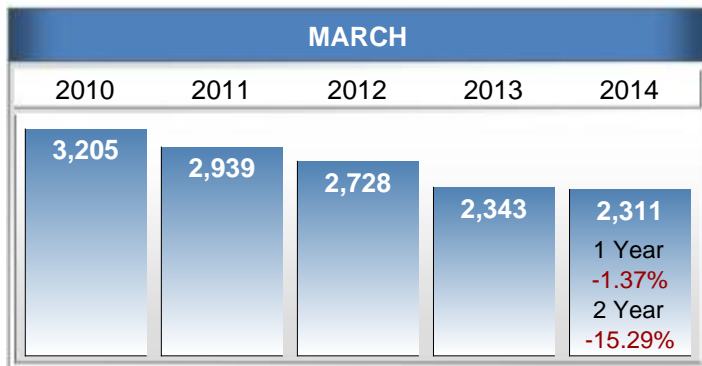
New Listings as of Apr 14, 2014



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:	2,311		565	1,045	578	123
Total New Listed Volume:	479,471,555		98.88M	159.37M	166.91M	54.31M
Median New Listed Listing Price:	\$149,900		\$74,900	\$135,900	\$234,500	\$350,000



Monthly Inventory Analysis

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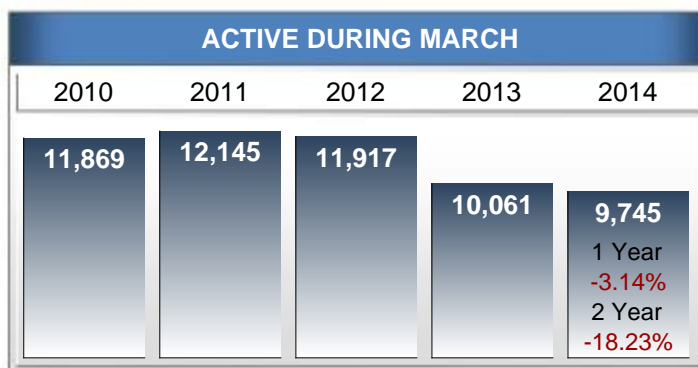
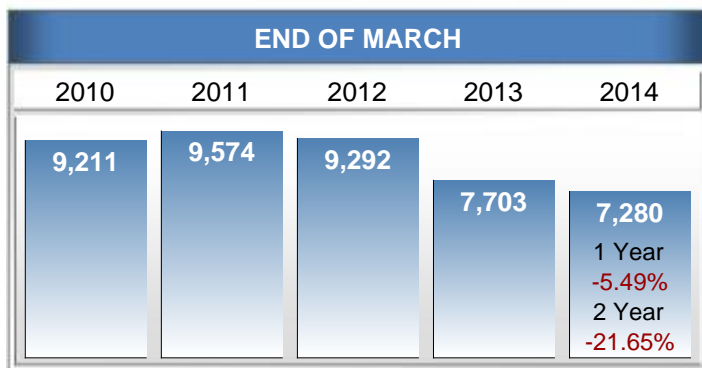
Active Inventory as of Apr 14, 2014



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	279	3.83%	67.0	237	38	3	1		
\$20,001 \$50,000	1,141	15.67%	77.0	954	162	23	2		
\$50,001 \$90,000	1,195	16.41%	64.0	591	537	64	3		
\$90,001 \$160,000	1,825	25.07%	56.0	336	1,208	257	24		
\$160,001 \$230,000	1,141	15.67%	56.0	139	578	386	38		
\$230,001 \$390,000	955	13.12%	55.0	132	246	468	109		
\$390,001 and up	744	10.22%	66.0	151	104	323	166		
Total Active Inventory by Units:				7,280	62.0	2,540	2,873	1,524	343
Total Active Inventory by Volume:				1,472,306,397		369.23M	446.10M	462.78M	194.19M
Median Active Inventory Listing Price:				\$129,900		\$56,900	\$129,900	\$239,000	\$379,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

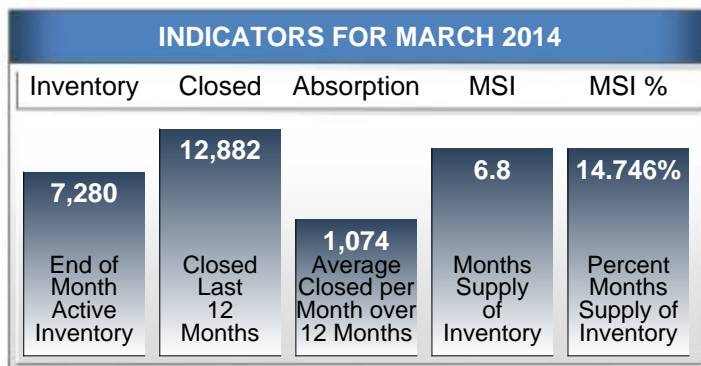
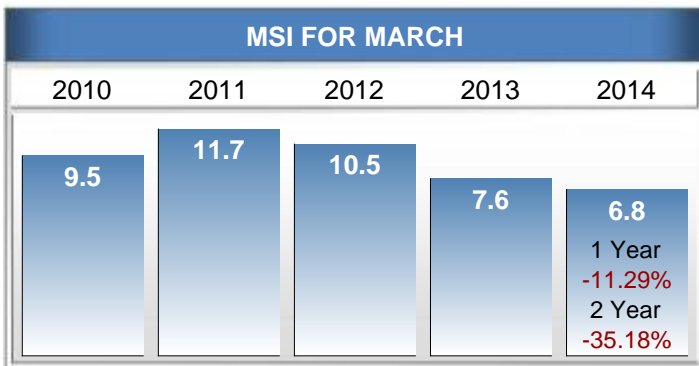
Active Inventory as of Apr 14, 2014



Months Supply of Inventory

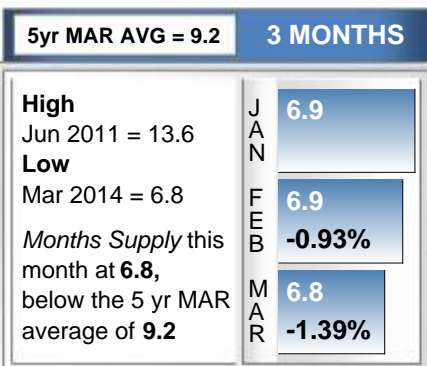
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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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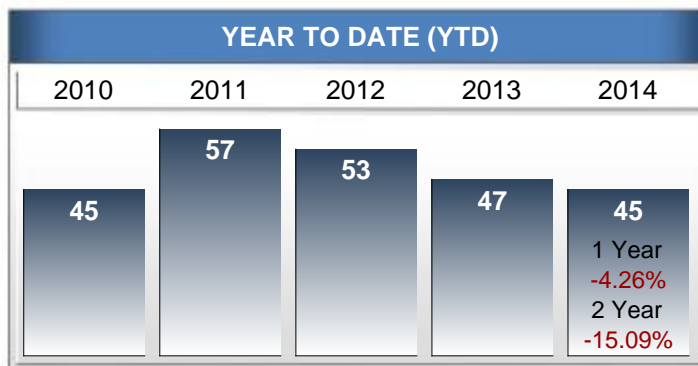
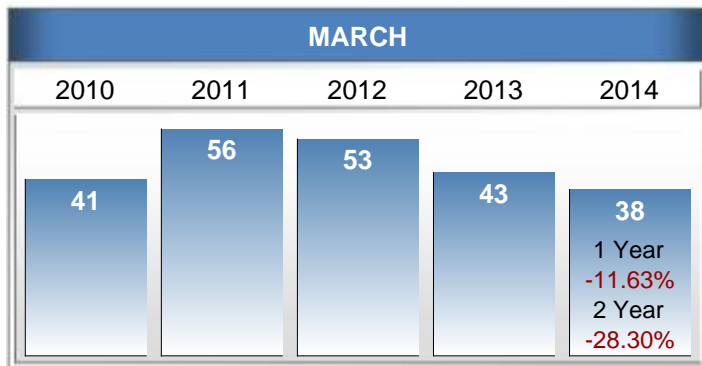
Closed Sales as of Apr 14, 2014



Median Days on Market to Sale

Report Produced on: Apr 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+
\$40,000 and less	109	10.34%	36.0	30.0	36.0	62.0	0.0		
\$40,001 - \$70,000	120	11.39%	38.0	46.0	35.0	20.0	152.0		
\$70,001 - \$100,000	146	13.85%	43.5	31.0	46.0	51.5	112.0		
\$100,001 - \$150,000	251	23.81%	34.0	48.0	28.0	63.0	31.0		
\$150,001 - \$200,000	173	16.41%	38.0	42.5	37.0	38.0	90.0		
\$200,001 - \$310,000	151	14.33%	38.0	3.0	49.0	34.0	87.0		
\$310,001 and up	104	9.87%	53.5	11.5	51.0	53.0	75.0		
Median Closed DOM:	38.0			35.5	36.0	40.5	90.0		
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

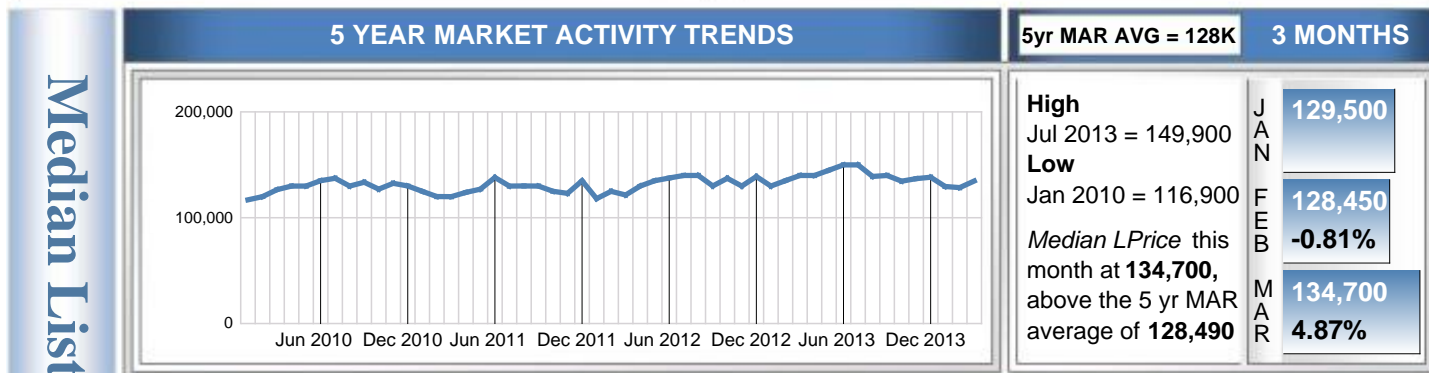
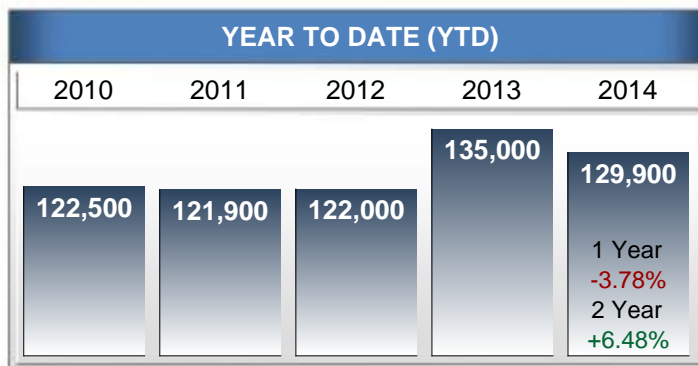
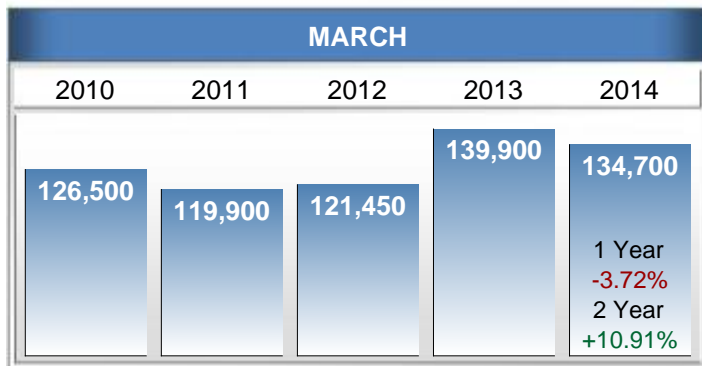
Closed Sales as of Apr 14, 2014



Median List Price at Closing

Report Produced on: Apr 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+
\$40,000 and less	101		9.58%	26,500	25,750	26,000	35,750	0
\$40,001 \$70,000	122		11.57%	56,613	50,000	57,900	62,950	44,500
\$70,001 \$100,000	139		13.19%	88,000	84,900	89,900	88,400	94,900
\$100,001 \$150,000	249		23.62%	128,000	132,250	126,000	130,000	135,000
\$150,001 \$200,000	182		17.27%	172,450	185,000	169,900	175,118	160,000
\$200,001 \$310,000	153		14.52%	249,900	229,500	247,450	250,000	297,450
\$310,001 and up	108		10.25%	399,900	359,900	390,000	399,900	449,000
Median List Price:	\$134,700				\$59,950	\$120,000	\$209,750	\$395,000
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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March 2014

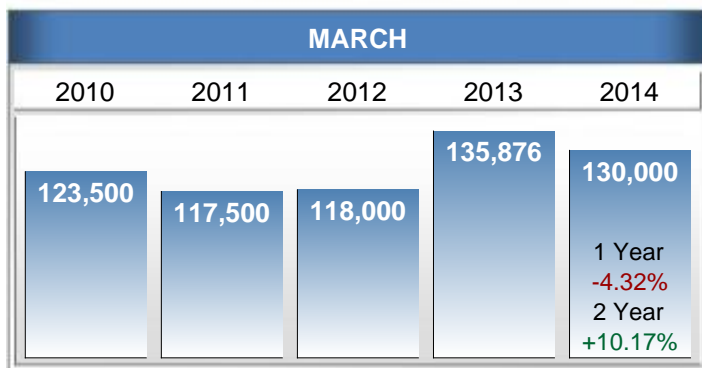
Closed Sales as of Apr 14, 2014



Median Sold Price at Closing

Report Produced on: Apr 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			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	109		10.34%	26,000	25,000	26,000	25,650	0
\$40,001 \$70,000	120		11.39%	55,250	56,000	55,000	62,000	44,000
\$70,001 \$100,000	146		13.85%	87,000	84,000	87,000	89,650	94,900
\$100,001 \$150,000	251		23.81%	126,500	131,000	125,800	130,000	129,500
\$150,001 \$200,000	173		16.41%	170,000	179,000	167,500	173,500	160,000
\$200,001 \$310,000	151		14.33%	247,000	230,000	243,000	248,450	288,250
\$310,001 and up	104		9.87%	396,971	374,950	380,500	390,000	429,000
Median Closed Price:	\$130,000				\$60,000	\$117,500	\$203,950	\$385,000
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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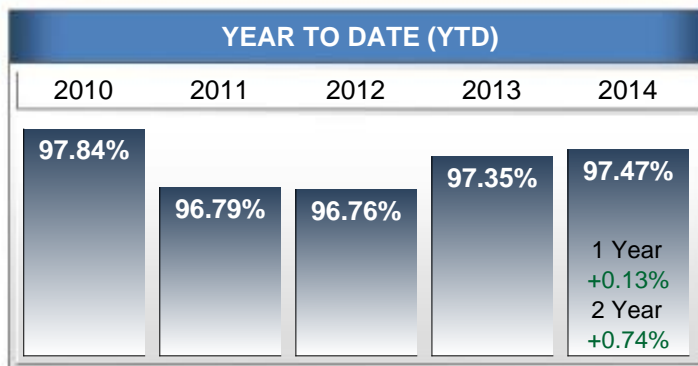
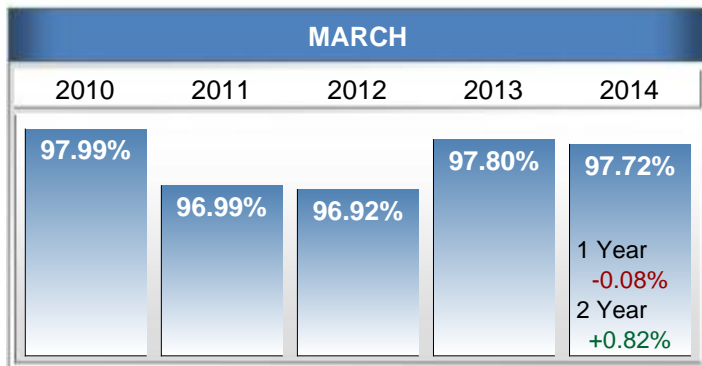
Closed Sales as of Apr 14, 2014



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+
\$40,000 and less	109	10.34%	93.43%	97.30%	91.09%	78.00%	0.00%
\$40,001 - \$70,000	120	11.39%	96.94%	97.03%	97.36%	91.34%	98.88%
\$70,001 - \$100,000	146	13.85%	96.30%	96.02%	96.67%	96.37%	100.00%
\$100,001 - \$150,000	251	23.81%	98.09%	95.54%	98.18%	98.40%	95.93%
\$150,001 - \$200,000	173	16.41%	98.25%	91.18%	98.22%	98.39%	100.00%
\$200,001 - \$310,000	151	14.33%	98.19%	100.00%	97.67%	98.32%	96.90%
\$310,001 and up	104	9.87%	96.96%	97.86%	96.70%	96.89%	97.99%
Median List/Sell Ratio:	97.72%			96.39%	97.73%	97.99%	97.99%
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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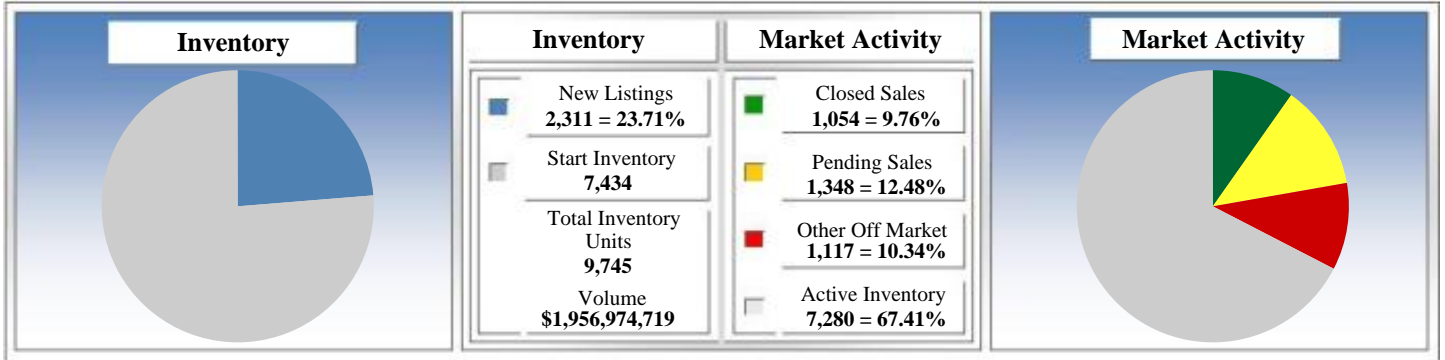
Inventory as of Apr 14, 2014



Market Summary

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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%
Median List Price	139,900	134,700	-3.72%	135,000	129,900	-3.78%
Median Sale Price	135,876	130,000	-4.32%	130,800	127,000	-2.91%
Median Percent of List Price to Selling Price	97.80%	97.72%	-0.08%	97.35%	97.47%	0.13%
Median Days on Market to Sale	43.00	38.00	-11.63%	47.00	45.00	-4.26%
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%

