



May 2014

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

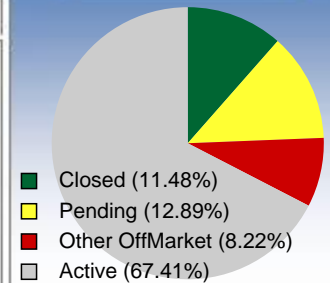


Absorption: Last 12 months, an Average of **1,070** Sales/Month

Active Inventory as of May 31, 2014 = **7,516**

	MAY		
	2013	2014	+/- %
Closed Listings	1,268	1,280	0.95%
Pending Listings	1,252	1,437	14.78%
New Listings	2,587	2,384	-7.85%
Median List Price	144,900	144,700	-0.14%
Median Sale Price	140,000	141,000	0.71%
Median Percent of List Price to Selling Price	97.74%	97.90%	0.16%
Median Days on Market to Sale	35.00	33.00	-5.71%
End of Month Inventory	8,072	7,516	-6.89%
Months Supply of Inventory	7.82	7.02	-10.19%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 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 May 2014 decreased **6.89%** to 7,516 existing homes available for sale. Over the last 12 months this area has had an average of 1,070 closed sales per month. This represents an unsold inventory index of **7.02** 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 **0.71%** in May 2014 to \$141,000 versus the previous year at \$140,000.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 2.00 days or **5.71%** in May 2014 compared to last year's same month at **35.00** DOM.

Sales Success for May 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 2,384 New Listings in May 2014, down **7.85%** from last year at 2,587. Furthermore, there were 1,280 Closed Listings this month versus last year at 1,268, a **0.95%** increase.

Closed versus Listed trends yielded a **53.7%** ratio, up from last year's May 2014 at **49.0%**, a **9.54%** 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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2014

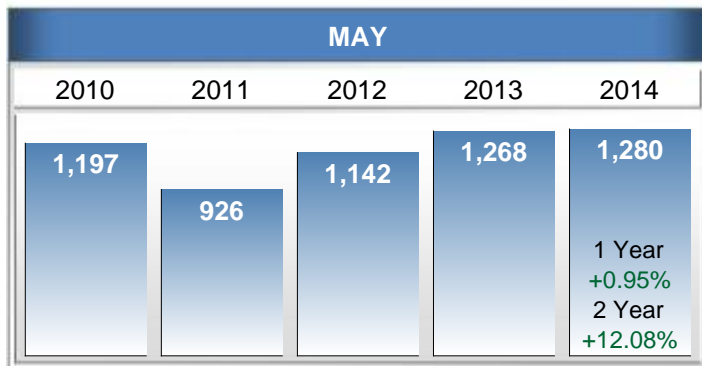
Closed Sales as of Jun 16, 2014



Closed Listings

Report Produced on: Jun 16, 2014

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



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	104	8.13%	39.0	61	36	7	0
\$40,001 - \$80,000	175	13.67%	41.0	68	96	9	2
\$80,001 - \$120,000	210	16.41%	30.5	29	148	30	3
\$120,001 - \$160,000	291	22.73%	33.0	27	217	42	5
\$160,001 - \$210,000	193	15.08%	35.0	8	100	82	3
\$210,001 - \$310,000	176	13.75%	29.5	10	64	93	9
\$310,001 and up	131	10.23%	25.0	6	29	74	22
Total Closed Units: 1,280				209	690	337	44
Total Closed Volume: 212,490,577				18.90M	98.24M	81.46M	13.89M
Median Closed Price: \$141,000				\$66,000	\$130,000	\$210,000	\$311,000



Monthly Inventory Analysis

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May 2014

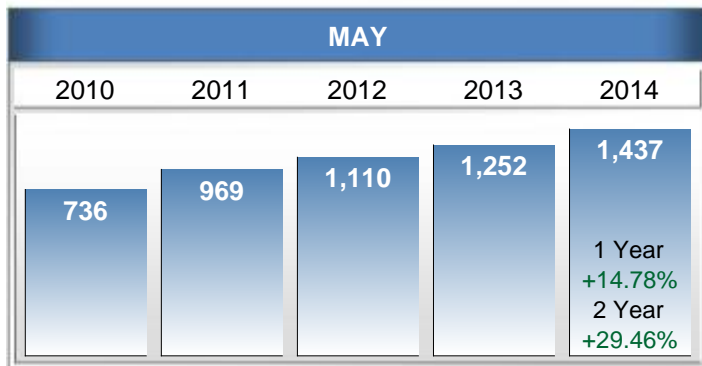
Pending Listings as of Jun 16, 2014



Pending Listings

Report Produced on: Jun 16, 2014

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



Pending Listings
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5yr MAY AVG = 1,101 **3 MONTHS**

High
Apr 2010 = 1,451

Low
Oct 2010 = 593

Pending Listing this month at **1,437**, above the 5 yr MAY average of **1,101**

M A R	1,279
A P R	1,432
M A Y	1,437
	11.96%
	0.35%

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	8.28%	31.0	68	46	5	0	
\$40,001 - \$80,000	174	12.11%	40.0	49	112	11	2	
\$80,001 - \$120,000	232	16.14%	36.0	44	168	18	2	
\$120,001 - \$170,000	342	23.80%	30.5	22	247	66	7	
\$170,001 - \$220,000	227	15.80%	35.0	16	117	89	5	
\$220,001 - \$320,000	191	13.29%	27.0	10	69	94	18	
\$320,001 and up	152	10.58%	37.0	6	30	89	27	
Total Pending Units: 1,437				34.0	215	789	372	61
Total Pending Volume: 255,135,549					22.63M	113.85M	97.25M	21.40M
Median Listing Price: \$147,500					\$75,000	\$132,500	\$219,900	\$299,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2014

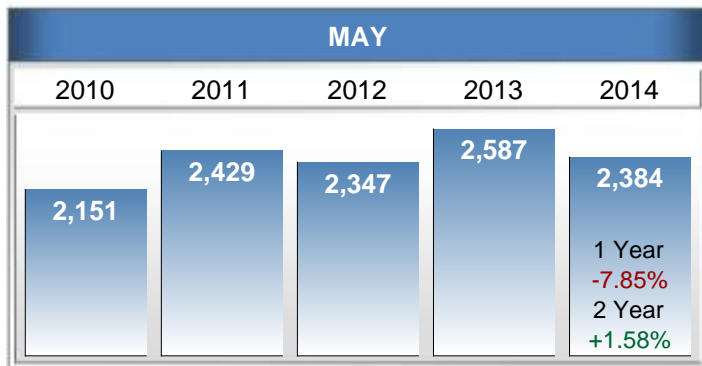
New Listings as of Jun 16, 2014



New Listings

Report Produced on: Jun 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+
\$40,000 and less	226	9.48%	175	46	5	0
\$40,001 - \$80,000	309	12.96%	149	141	16	3
\$80,001 - \$120,000	347	14.56%	65	242	35	5
\$120,001 - \$180,000	582	24.41%	56	402	114	10
\$180,001 - \$250,000	384	16.11%	19	204	145	16
\$250,001 - \$390,000	289	12.12%	14	75	168	32
\$390,001 and up	247	10.36%	36	34	112	65
Total New Listed Units:			514	1144	595	131
Total New Listed Volume:			75.08M	181.75M	175.06M	69.75M
Median New Listed Listing Price:			\$60,000	\$139,900	\$245,000	\$390,000



Monthly Inventory Analysis

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May 2014

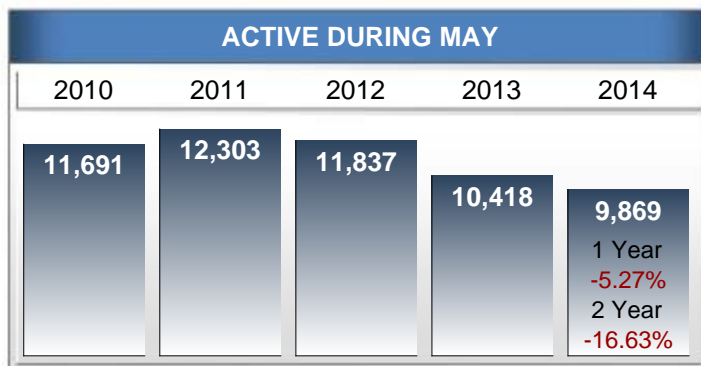
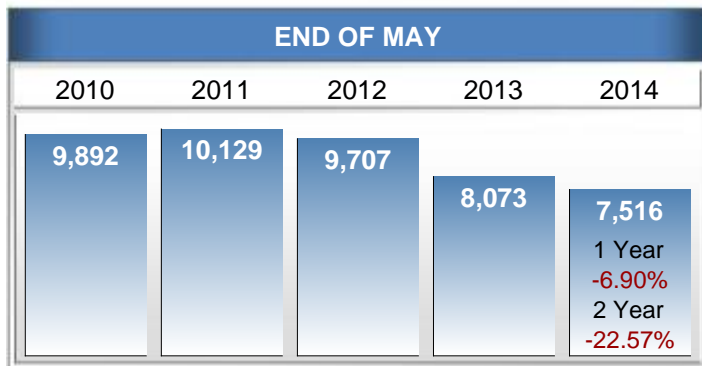
Active Inventory as of Jun 16, 2014



Active Inventory

Report Produced on: Jun 16, 2014

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



Active Inventory

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5yr MAY AVG = 9,063	3 MONTHS
High Aug 2010 = 11,134	M A R 7,494
Low Apr 2014 = 7,485	A P R 7,485
<i>Inventory</i> this month at 7,516 , below the 5 yr MAY average of 9,063	M A Y 7,516
	-0.12%
	0.41%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	342	4.55%	51.0	310	29	3	0		
\$20,001 \$60,000	1,332	17.72%	94.0	1,069	234	28	1		
\$60,001 \$90,000	897	11.93%	66.0	412	427	50	8		
\$90,001 \$170,000	2,107	28.03%	58.0	351	1,388	334	34		
\$170,001 \$250,000	1,141	15.18%	57.0	132	551	414	44		
\$250,001 \$420,000	942	12.53%	57.0	110	219	502	111		
\$420,001 and up	755	10.05%	66.0	134	98	312	211		
Total Active Inventory by Units:				7,516	64.0	2,518	2,946	1,643	409
Total Active Inventory by Volume:				1,597,305,592		353.44M	472.03M	513.74M	258.09M
Median Active Inventory Listing Price:				\$135,000		\$55,000	\$134,900	\$250,000	\$435,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2014

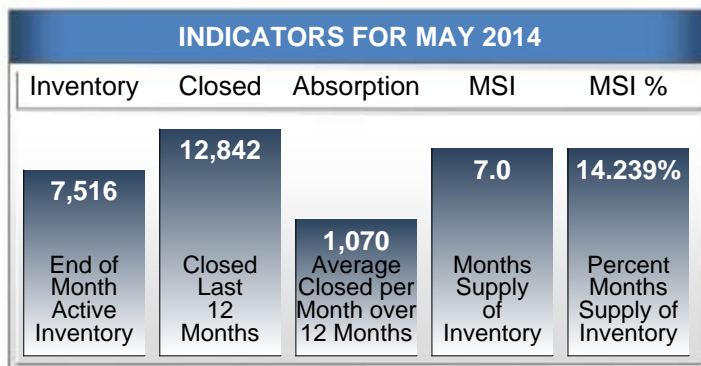
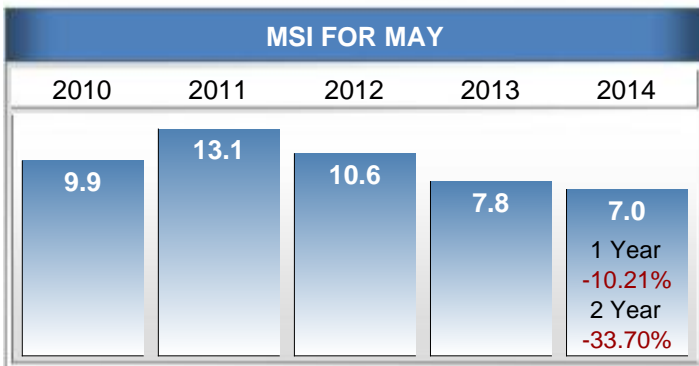
Active Inventory as of Jun 16, 2014



Months Supply of Inventory

Report Produced on: Jun 16, 2014

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



Months Supply
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5yr MAY AVG = 9.7 **3 MONTHS**

High
Jun 2011 = 13.6

Low
Mar 2014 = 7.0

Months Supply this month at **7.0**, below the 5 yr MAY average of **9.7**

M A R	7.0
A P R	7.0
M A Y	7.0
0.39%	
0.32%	

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	342	4.55%	9.0	12.6	2.5	1.9	0.0	
\$20,001 \$60,000	1,332	17.72%	9.3	17.0	3.3	3.2	0.9	
\$60,001 \$90,000	897	11.93%	6.9	12.9	5.0	4.5	8.0	
\$90,001 \$170,000	2,107	28.03%	5.3	10.4	4.7	4.9	8.0	
\$170,001 \$250,000	1,141	15.18%	6.0	11.4	6.2	5.0	5.5	
\$250,001 \$420,000	942	12.53%	7.6	22.8	6.8	6.8	8.4	
\$420,001 and up	755	10.05%	16.9	48.7	12.9	15.2	15.3	
MSI:	7.0			14.6	5.0	6.2	9.9	
Total Active Inventory:	7,516			2,518	2,946	1,643	409	



Monthly Inventory Analysis

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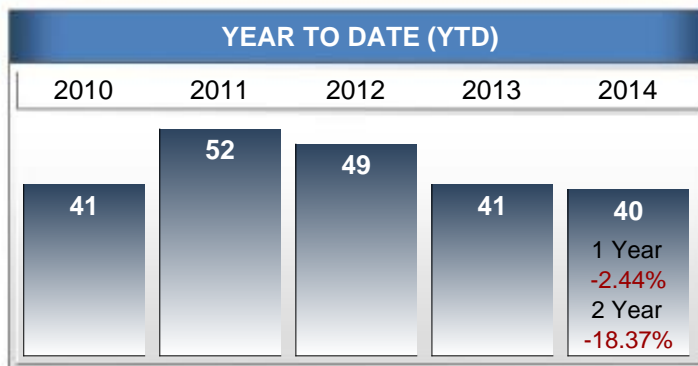
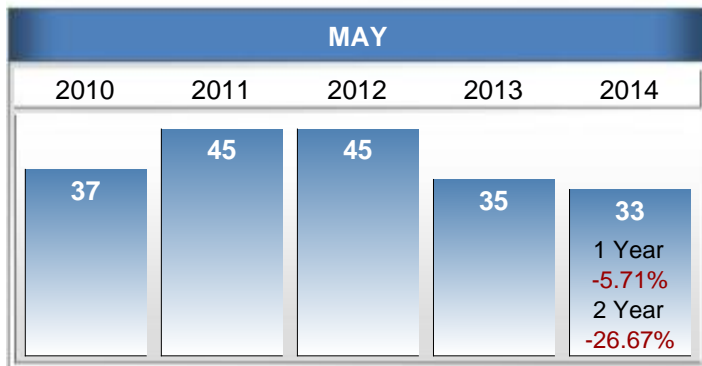
Closed Sales as of Jun 16, 2014



Median Days on Market to Sale

Report Produced on: Jun 16, 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	104	8.13%	39.0	46.0	18.0	43.0	0.0		
\$40,001 - \$80,000	175	13.67%	41.0	49.5	31.0	34.0	69.5		
\$80,001 - \$120,000	210	16.41%	30.5	21.0	26.5	40.0	127.0		
\$120,001 - \$160,000	291	22.73%	33.0	27.0	31.0	52.0	35.0		
\$160,001 - \$210,000	193	15.08%	35.0	20.5	37.0	32.5	37.0		
\$210,001 - \$310,000	176	13.75%	29.5	5.0	29.0	34.0	33.0		
\$310,001 and up	131	10.23%	25.0	9.5	17.0	34.5	42.0		
Median Closed DOM:	33.0			38.0	29.0	39.0	42.0		
Total Closed Units:	1,280			209	690	337	44		
Total Closed Volume:	212,490,577			18.90M	98.24M	81.46M	13.89M		



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2014

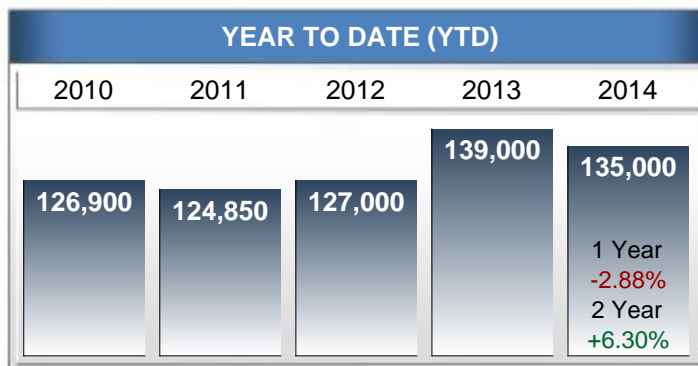
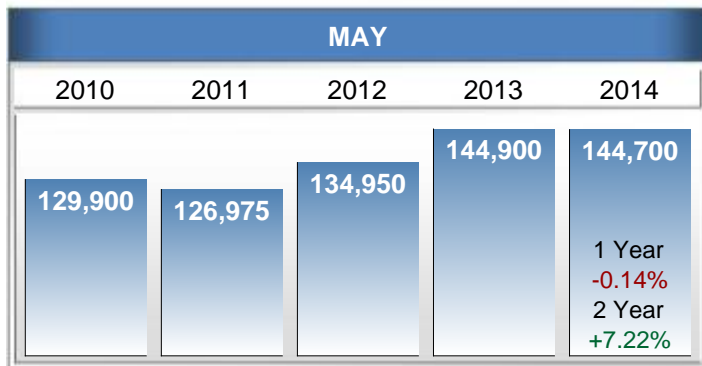
Closed Sales as of Jun 16, 2014



Median List Price at Closing

Report Produced on: Jun 16, 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	100		7.81%	28,000	28,000	28,950	29,900	0
\$40,001 \$80,000	163		12.73%	65,000	59,450	66,750	67,800	52,450
\$80,001 \$120,000	202		15.78%	99,950	90,000	102,000	106,000	99,500
\$120,001 \$160,000	296		23.13%	140,000	142,500	139,900	146,205	143,950
\$160,001 \$210,000	198		15.47%	182,500	185,000	178,000	188,900	184,900
\$210,001 \$310,000	184		14.38%	249,000	249,500	233,000	254,900	268,900
\$310,001 and up	137		10.70%	388,459	444,500	357,000	385,000	443,750
Median List Price:	\$144,700				\$69,900	\$134,900	\$214,900	\$315,500
Total Closed Units:	1,280				209	690	337	44
Total List Volume:	219,030,611				19.70M	101.17M	83.92M	14.24M



Monthly Inventory Analysis

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May 2014

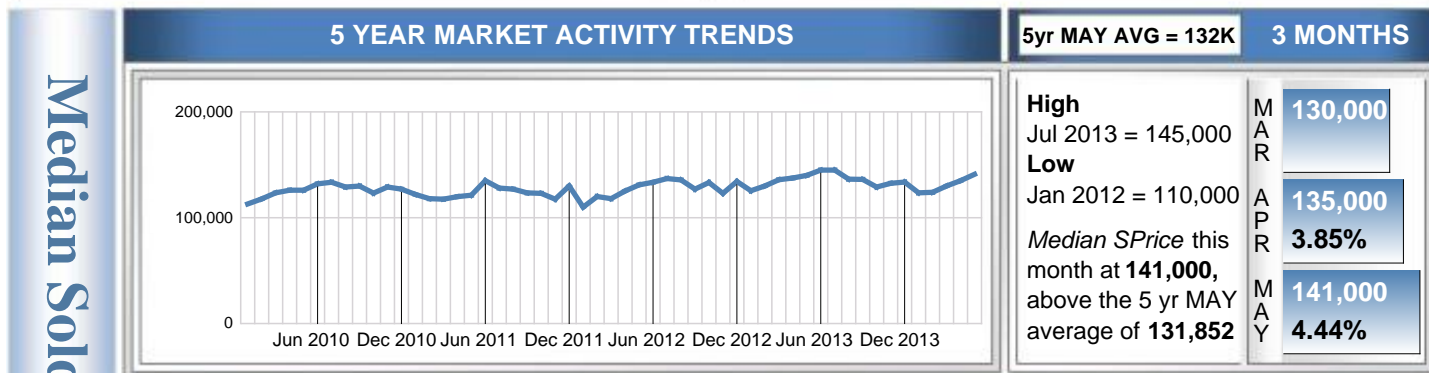
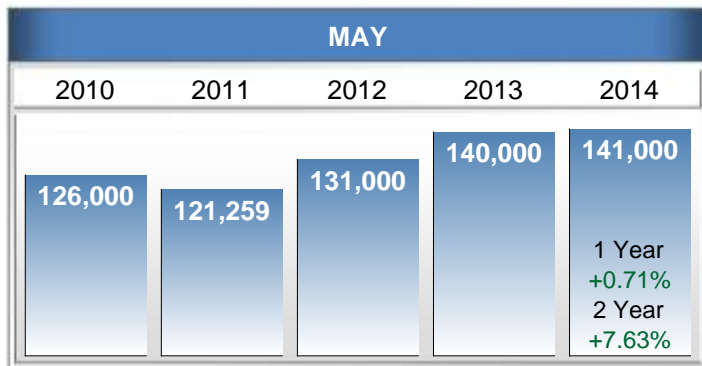
Closed Sales as of Jun 16, 2014



Median Sold Price at Closing

Report Produced on: Jun 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+
\$40,000 and less	104		8.13%	24,750	24,500	28,450	28,500	0
\$40,001 \$80,000	175		13.67%	63,575	58,000	65,000	66,000	48,000
\$80,001 \$120,000	210		16.41%	102,000	93,000	103,300	103,000	99,900
\$120,001 \$160,000	291		22.73%	140,000	142,900	138,000	146,425	152,500
\$160,001 \$210,000	193		15.08%	181,000	184,875	177,250	186,000	194,250
\$210,001 \$310,000	176		13.75%	247,000	238,500	234,608	255,000	264,900
\$310,001 and up	131		10.23%	385,000	422,500	354,500	377,750	437,750
Median Closed Price:	\$141,000				\$66,000	\$130,000	\$210,000	\$311,000
Total Closed Units:	1,280				209	690	337	44
Total Closed Volume:	212,490,577				18.90M	98.24M	81.46M	13.89M



Monthly Inventory Analysis

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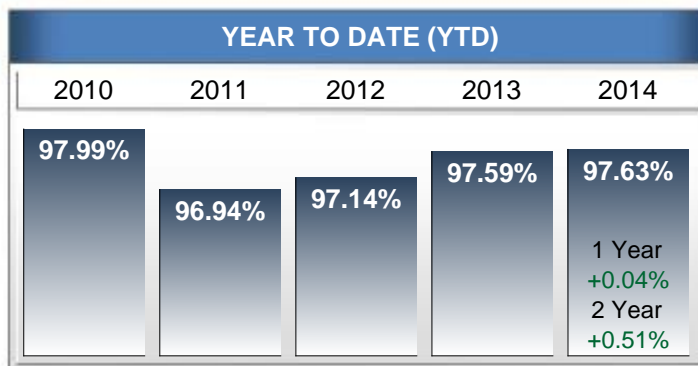
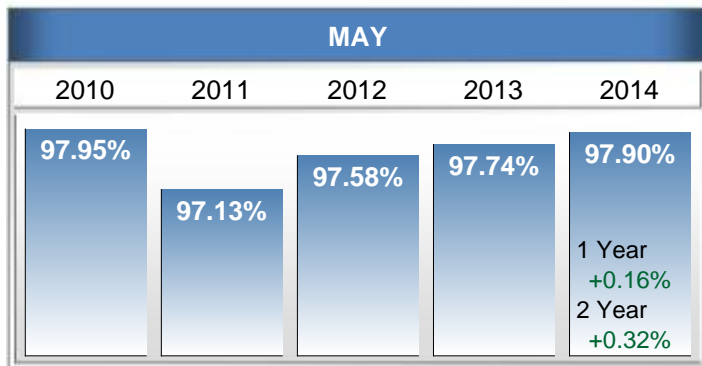
Closed Sales as of Jun 16, 2014



Median Percent of List Price to Selling Price

Report Produced on: Jun 16, 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 Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	104	8.13%	91.67%	88.00%	96.41%	89.09%	0.00%
\$40,001 - \$80,000	175	13.67%	96.20%	95.97%	98.12%	94.42%	92.57%
\$80,001 - \$120,000	210	16.41%	97.50%	96.76%	97.89%	96.27%	97.96%
\$120,001 - \$160,000	291	22.73%	98.27%	98.55%	98.22%	98.17%	99.74%
\$160,001 - \$210,000	193	15.08%	98.11%	97.40%	98.15%	98.11%	98.86%
\$210,001 - \$310,000	176	13.75%	97.96%	98.32%	97.91%	97.92%	98.25%
\$310,001 and up	131	10.23%	98.02%	98.90%	96.42%	98.70%	97.99%
Median List/Sell Ratio:	97.90%			96.58%	98.00%	98.09%	98.32%
Total Closed Units:	1,280			209	690	337	44
Total Closed Volume:	212,490,577			18.90M	98.24M	81.46M	13.89M



Monthly Inventory Analysis

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May 2014

Inventory as of Jun 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 1,070 Sales/Month

Active Inventory as of May 31, 2014 = 7,516

	MAY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	1,268	1,280	0.95%	5,166	5,072	-1.82%
Pending Sales	1,252	1,437	14.78%	5,936	6,100	2.76%
New Listings	2,587	2,384	-7.85%	11,725	11,616	-0.93%
Median List Price	144,900	144,700	-0.14%	139,000	135,000	-2.88%
Median Sale Price	140,000	141,000	0.71%	135,000	132,000	-2.22%
Median Percent of List Price to Selling Price	97.74%	97.90%	0.16%	97.59%	97.63%	0.04%
Median Days on Market to Sale	35.00	33.00	-5.71%	41.00	40.00	-2.44%
Monthly Inventory	8,072	7,516	-6.89%	8,072	7,516	-6.89%
Months Supply of Inventory	7.82	7.02	-10.19%	7.82	7.02	-10.19%

