



April 2014

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

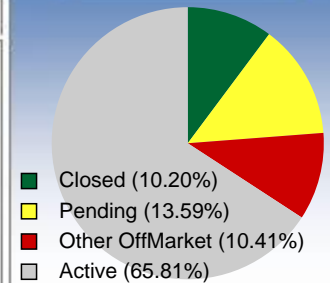


Absorption: Last 12 months, an Average of **1,069** Sales/Month

Active Inventory as of April 30, 2014 = **7,324**

	APRIL		
	2013	2014	+/- %
Closed Listings	1,201	1,135	-5.50%
Pending Listings	1,287	1,512	17.48%
New Listings	2,394	2,572	7.44%
Average List Price	170,023	168,352	-0.98%
Average Sale Price	164,712	162,908	-1.10%
Average Percent of List Price to Selling Price	96.47%	98.60%	2.21%
Average Days on Market to Sale	55.06	53.88	-2.15%
End of Month Inventory	7,830	7,324	-6.46%
Months Supply of Inventory	7.66	6.85	-10.58%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 13, 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 April 2014 decreased **6.46%** to 7,324 existing homes available for sale. Over the last 12 months this area has had an average of 1,069 closed sales per month. This represents an unsold inventory index of **6.85** 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 **1.10%** in April 2014 to \$162,908 versus the previous year at \$164,712.

Average Days on Market Shortens

The average number of **53.88** days that homes spent on the market before selling decreased by 1.19 days or **2.15%** in April 2014 compared to last year's same month at **55.06** DOM.

Sales Success for April 2014 is Positive

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

There were 2,572 New Listings in April 2014, up **7.44%** from last year at 2,394. Furthermore, there were 1,135 Closed Listings this month versus last year at 1,201, a **-5.50%** decrease.

Closed versus Listed trends yielded a **44.1%** ratio, down from last year's April 2014 at **50.2%**, a **12.04%** 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

Data from the Greater Tulsa Association of REALTORS®

April 2014

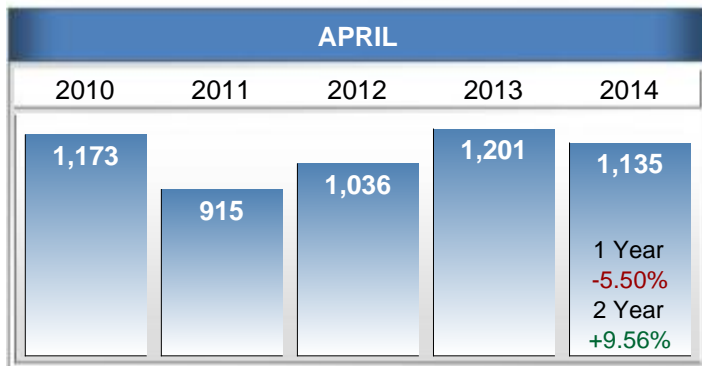
Closed Sales as of May 13, 2014



Closed Listings

Report Produced on: May 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	42	3.70%	61.1	28	11	3	0	
\$25,001 - \$75,000	206	18.15%	50.0	70	116	18	2	
\$75,001 - \$100,000	111	9.78%	60.2	10	84	14	3	
\$100,001 - \$150,000	302	26.61%	52.8	26	230	46	0	
\$150,001 - \$200,000	204	17.97%	55.9	14	126	60	4	
\$200,001 - \$275,000	134	11.81%	52.9	7	50	69	8	
\$275,001 and up	136	11.98%	52.7	6	31	69	30	
Total Closed Units: 1,135				53.9	161	648	279	47
Total Closed Volume: 184,900,257					14.56M	86.79M	63.74M	19.82M
Average Closed Price: \$162,908					\$90,405	\$133,932	\$228,447	\$421,710



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

Pending Listings as of May 13, 2014



Pending Listings

Report Produced on: May 13, 2014

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



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	118		7.80%	62.7	73	40	5	0	
\$40,001 - \$80,000	226		14.95%	53.4	88	119	16	3	
\$80,001 - \$110,000	189		12.50%	49.5	31	134	20	4	
\$110,001 - \$160,000	388		25.66%	50.5	30	295	60	3	
\$160,001 - \$220,000	253		16.73%	51.6	15	139	92	7	
\$220,001 - \$310,000	183		12.10%	45.7	15	59	97	12	
\$310,001 and up	155		10.25%	48.5	8	31	80	36	
Total Pending Units: 1,512					55.3	260	817	370	65
Total Pending Volume: 256,248,789						24.10M	115.76M	91.75M	24.64M
Average Listing Price: \$141,455						\$92,702	\$141,687	\$247,969	\$379,075

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

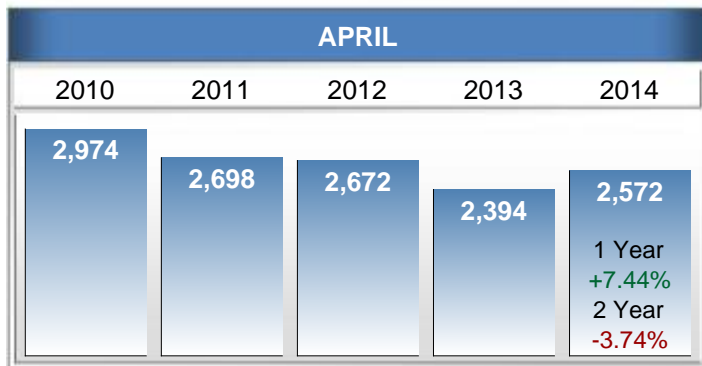
New Listings as of May 13, 2014



New Listings

Report Produced on: May 13, 2014

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



New Listings

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Contact an experienced REALTOR

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	7.93%	169	31	3	1
\$30,001 - \$70,000	340	13.22%	187	144	7	2
\$70,001 - \$110,000	393	15.28%	112	249	27	5
\$110,001 - \$170,000	637	24.77%	60	472	97	8
\$170,001 - \$240,000	392	15.24%	36	177	168	11
\$240,001 - \$370,000	346	13.45%	29	95	190	32
\$370,001 and up	260	10.11%	27	46	123	64
Total New Listed Units:			620	1214	615	123
Total New Listed Volume:			71.44M	186.27M	183.41M	72.43M
Average New Listed Listing Price:			\$115,227	\$153,438	\$298,228	\$588,845



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

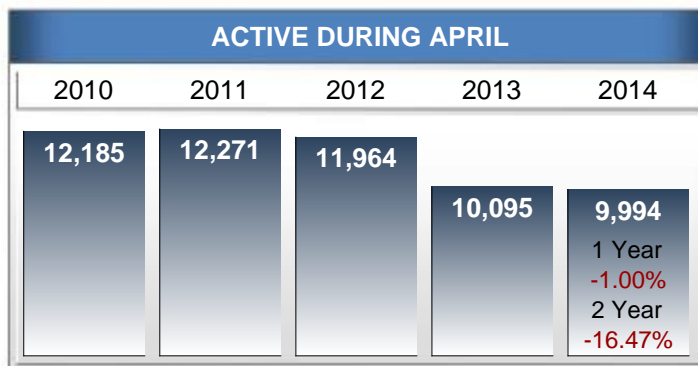
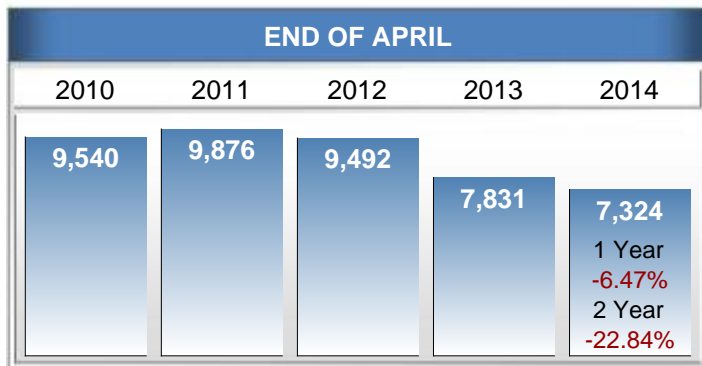
Active Inventory as of May 13, 2014



Active Inventory

Report Produced on: May 13, 2014

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



Active Inventory

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5yr APR AVG = 8,813 **3 MONTHS**

High
Aug 2010 = 11,134

Low
Apr 2014 = 7,324

Inventory this month at **7,324**, below the 5 yr APR average of **8,813**

FEB	7,512
MAR	7,422
APR	-1.20%
MAY	7,324
JUN	-1.32%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	621	8.48%	81.4	570	43	7	1		
\$25,001 - \$50,000	782	10.68%	87.2	618	147	15	2		
\$50,001 - \$75,000	701	9.57%	73.4	370	302	28	1		
\$75,001 - \$150,000	2,052	28.02%	67.3	496	1,312	221	23		
\$150,001 - \$225,000	1,326	18.10%	65.5	163	693	431	39		
\$225,001 - \$400,000	1,114	15.21%	63.6	138	302	553	121		
\$400,001 and up	728	9.94%	72.9	131	102	316	179		
Total Active Inventory by Units:				7,324	70.9	2,486	2,901	1,571	366
Total Active Inventory by Volume:				1,524,291,518		360.04M	456.26M	486.06M	221.94M
Average Active Inventory Listing Price:				\$208,123		\$144,826	\$157,277	\$309,393	\$606,382



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

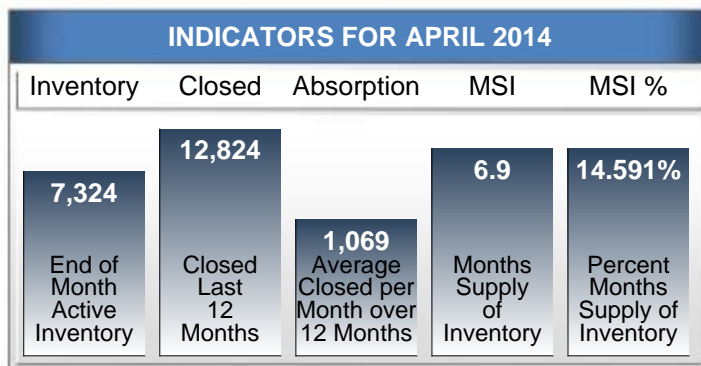
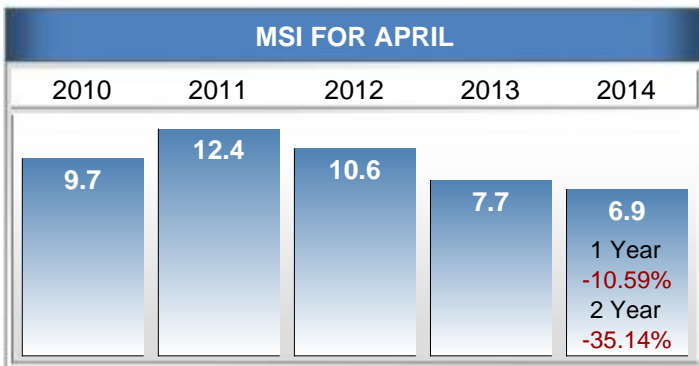
Active Inventory as of May 13, 2014



Months Supply of Inventory

Report Produced on: May 13, 2014

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



Months Supply

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5yr APR AVG = 9.4 **3 MONTHS**

High
Jun 2011 = 13.6

Low
Apr 2014 = 6.9

Months Supply this month at **6.9**, below the 5 yr APR average of **9.4**

FEB	6.9
MAR	6.9
APR	-0.56%
MAY	6.9
JUN	-0.81%

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	326	4.45%	8.5	11.6	2.7	2.7	0.0	
\$20,001 - \$60,000	1,337	18.26%	9.3	16.9	3.5	3.4	3.0	
\$60,001 - \$90,000	904	12.34%	6.9	12.7	5.2	3.9	4.3	
\$90,001 - \$160,000	1,816	24.80%	5.1	10.6	4.6	4.5	6.9	
\$160,001 - \$240,000	1,260	17.20%	5.7	12.2	5.5	5.1	5.4	
\$240,001 - \$400,000	953	13.01%	7.1	20.6	6.7	6.2	8.7	
\$400,001 and up	728	9.94%	14.2	44.9	10.8	13.3	11.9	
MSI:	6.9			14.4	4.9	5.9	8.8	
Total Active Inventory:	7,324			2,486	2,901	1,571	366	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

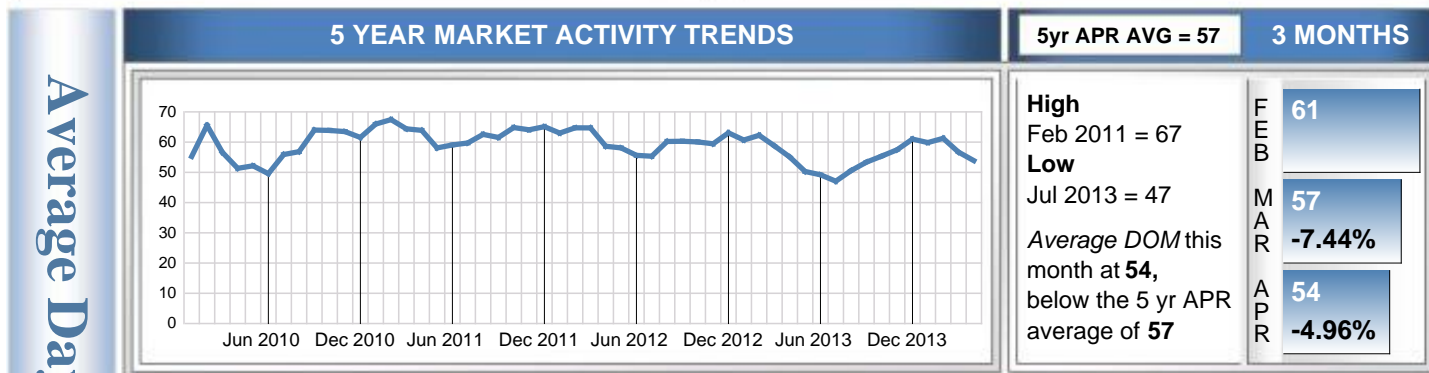
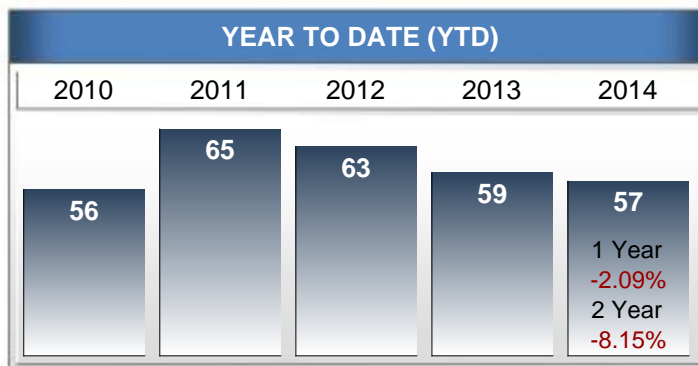
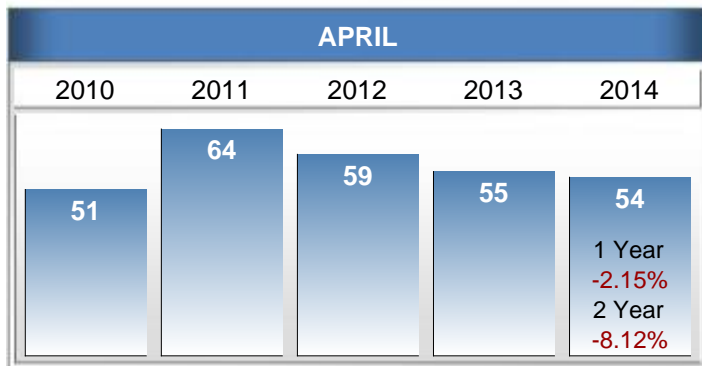
Closed Sales as of May 13, 2014



Average Days on Market to Sale

Report Produced on: May 13, 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	42	3.70%	61.1	71.0	47.3	19.0	0.0
\$25,001 - \$75,000	206	18.15%	50.0	58.5	45.4	50.9	9.0
\$75,001 - \$100,000	111	9.78%	60.2	79.8	57.1	76.1	7.0
\$100,001 - \$150,000	302	26.61%	52.8	63.9	52.8	46.4	0.0
\$150,001 - \$200,000	204	17.97%	55.9	40.1	55.2	59.7	75.3
\$200,001 - \$275,000	134	11.81%	52.9	54.0	46.3	57.2	56.9
\$275,001 and up	136	11.98%	52.7	32.3	54.8	56.7	45.5
Average Closed DOM: 53.9				60.1	52.0	55.9	46.0
Total Closed Units: 1,135				161	648	279	47
Total Closed Volume: 184,900,257				14.56M	86.79M	63.74M	19.82M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

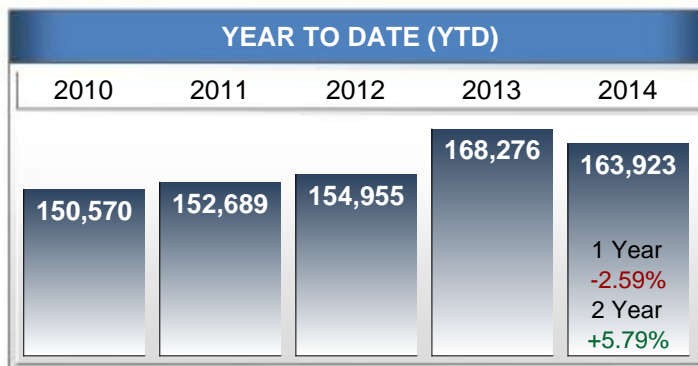
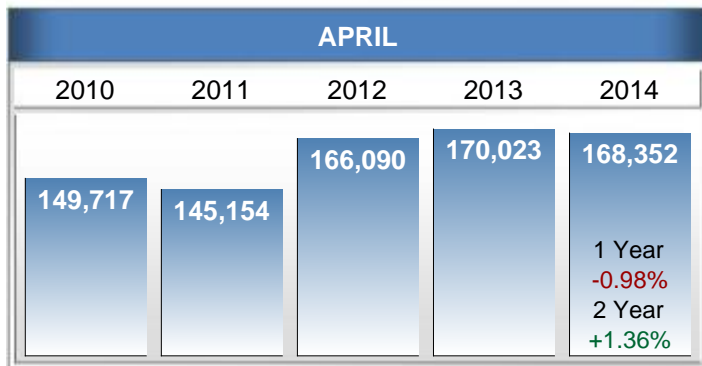
Closed Sales as of May 13, 2014



Average List Price at Closing

Report Produced on: May 13, 2014

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



Average List Price

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5yr APR AVG = 160K		3 MONTHS	
High	Jun 2013 = 188,655	FEB	156,022
Low	Jan 2012 = 143,567	MAR	167,165
Average LPrice this month at 168,352 , above the 5 yr APR average of 159,867		APR	7.14%
		APR	168,352
		R	0.71%

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	39	3.44%	16,826	18,821	21,736	21,767	0
\$25,001 - \$75,000	191	16.83%	52,072	51,236	55,703	62,279	53,950
\$75,001 - \$100,000	119	10.48%	89,193	93,100	91,390	97,164	87,933
\$100,001 - \$150,000	293	25.81%	127,870	132,663	128,966	136,017	0
\$150,001 - \$200,000	213	18.77%	173,107	182,836	174,629	177,952	179,894
\$200,001 - \$275,000	132	11.63%	234,677	261,286	236,689	243,301	241,975
\$275,001 and up	148	13.04%	436,138	425,609	369,884	427,330	583,947
Average List Price:	\$168,352			\$95,877	\$137,876	\$235,678	\$437,138
Total Closed Units:	1,135			161	648	279	47
Total List Volume:	191,079,346			15.44M	89.34M	65.75M	20.55M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

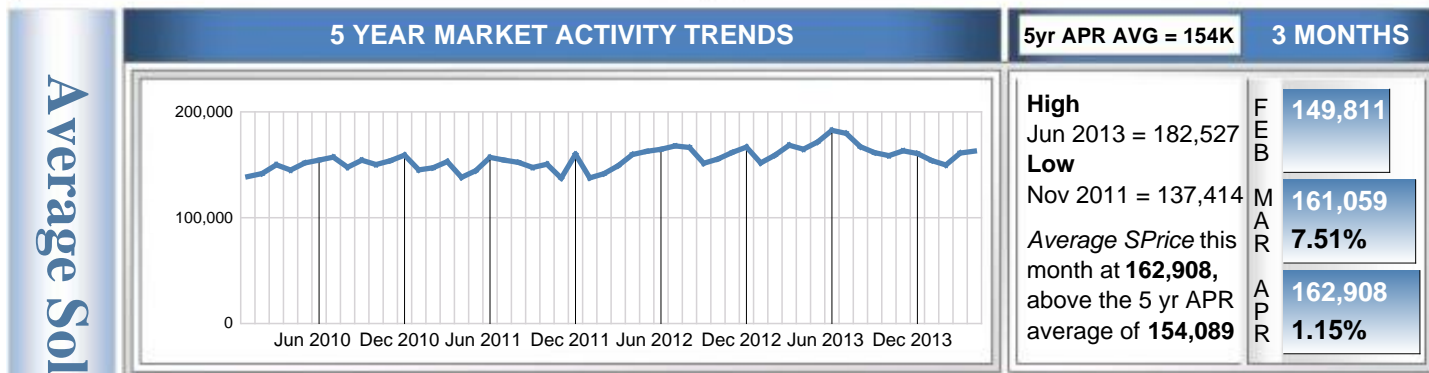
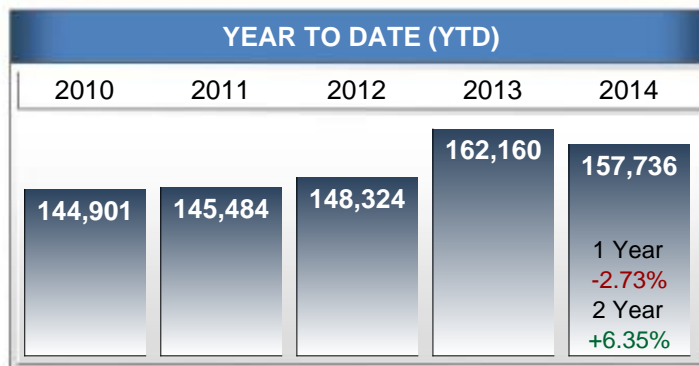
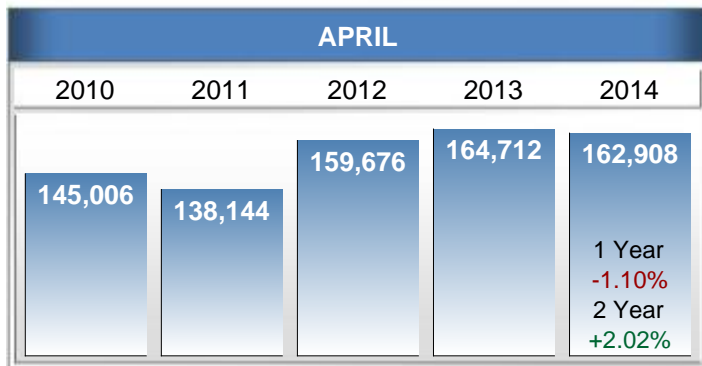
Closed Sales as of May 13, 2014



Average Sold Price at Closing

Report Produced on: May 13, 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	42		3.70%	18,839	18,143	20,068	20,833	0
\$25,001 \$75,000	206		18.15%	51,335	48,614	51,819	58,677	52,400
\$75,001 \$100,000	111		9.78%	89,423	89,988	89,071	91,659	86,967
\$100,001 \$150,000	302		26.61%	126,550	123,404	125,862	131,766	0
\$150,001 \$200,000	204		17.97%	172,598	179,029	170,411	175,629	173,500
\$200,001 \$275,000	134		11.81%	235,468	230,329	230,763	238,533	242,938
\$275,001 and up	136		11.98%	431,084	402,876	358,583	409,812	560,572
Average Closed Price: \$162,908					\$90,405	\$133,932	\$228,447	\$421,710
Total Closed Units: 1,135					161	648	279	47
Total Closed Volume: 184,900,257					14.56M	86.79M	63.74M	19.82M



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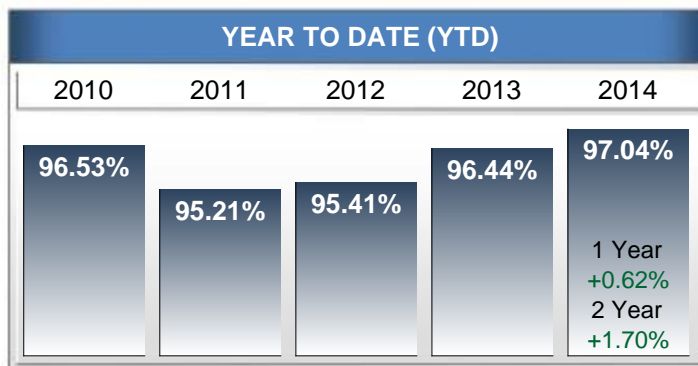
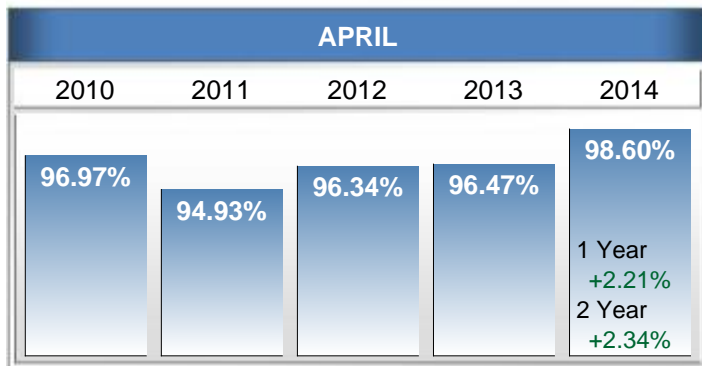
Closed Sales as of May 13, 2014



Average Percent of List Price to Selling Price

Report Produced on: May 13, 2014

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



Average List/Sell Price

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

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	42	3.70%	102.10%	106.37%	92.96%	95.78%	0.00%
\$25,001 - \$75,000	206	18.15%	102.75%	119.75%	93.92%	94.34%	95.92%
\$75,001 - \$100,000	111	9.78%	97.55%	96.76%	98.05%	94.83%	98.92%
\$100,001 - \$150,000	302	26.61%	97.23%	93.35%	97.67%	97.24%	0.00%
\$150,001 - \$200,000	204	17.97%	98.04%	97.98%	97.74%	98.81%	96.53%
\$200,001 - \$275,000	134	11.81%	97.72%	90.33%	97.70%	98.10%	101.09%
\$275,001 and up	136	11.98%	96.79%	94.30%	97.34%	96.92%	96.42%
Average List/Sell Ratio: 98.60%				107.61%	96.97%	97.38%	97.36%
Total Closed Units: 1,135				161	648	279	47
Total Closed Volume: 184,900,257				14.56M	86.79M	63.74M	19.82M



Monthly Inventory Analysis

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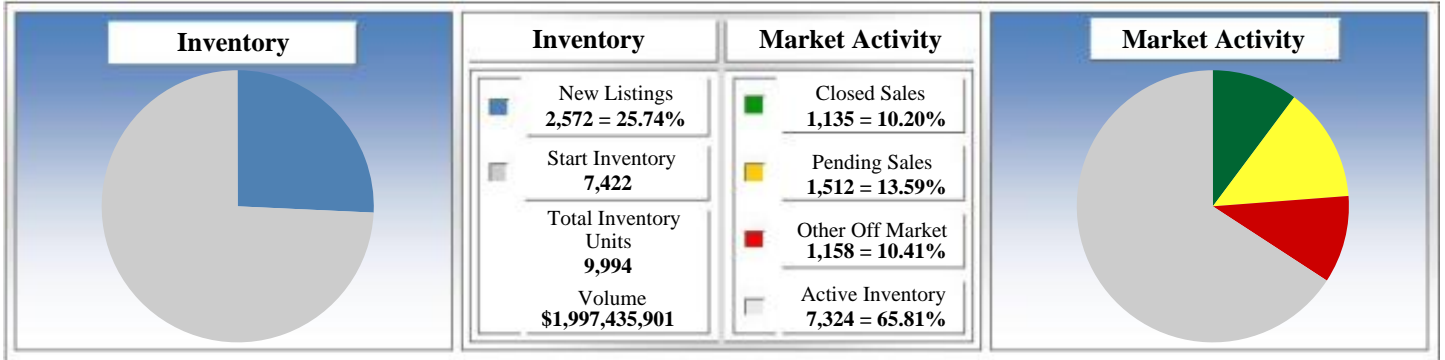
Inventory as of May 13, 2014



Market Summary

Report Produced on: May 13, 2014

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



Absorption: Last 12 months, an Average of **1,069** Sales/Month

Active Inventory as of April 30, 2014 = **7,324**

	APRIL			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	1,201	1,135	-5.50%	3,898	3,786	-2.87%
Pending Sales	1,287	1,512	17.48%	4,686	4,774	1.88%
New Listings	2,394	2,572	7.44%	9,138	9,232	1.03%
Average List Price	170,023	168,352	-0.98%	168,276	163,923	-2.59%
Average Sale Price	164,712	162,908	-1.10%	162,160	157,736	-2.73%
Average Percent of List Price to Selling Price	96.47%	98.60%	2.21%	96.44%	97.04%	0.62%
Average Days on Market to Sale	55.06	53.88	-2.15%	58.71	57.48	-2.09%
Monthly Inventory	7,830	7,324	-6.46%	7,830	7,324	-6.46%
Months Supply of Inventory	7.66	6.85	-10.58%	7.66	6.85	-10.58%

