



February 2014

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

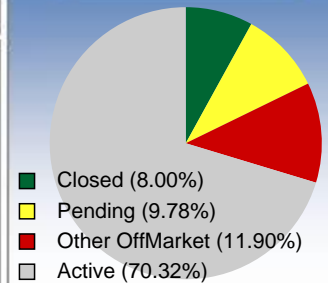


Absorption: Last 12 months, an Average of **1,081** Sales/Month

Active Inventory as of February 28, 2014 = **7,294**

	FEBRUARY		
	2013	2014	+/- %
Closed Listings	806	830	2.98%
Pending Listings	1,143	1,014	-11.29%
New Listings	2,161	2,156	-0.23%
Average List Price	166,391	155,901	-6.30%
Average Sale Price	159,042	149,666	-5.90%
Average Percent of List Price to Selling Price	96.29%	96.15%	-0.14%
Average Days on Market to Sale	62.26	61.19	-1.72%
End of Month Inventory	7,716	7,294	-5.47%
Months Supply of Inventory	7.70	6.75	-12.37%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 17, 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 February 2014 decreased **5.47%** to 7,294 existing homes available for sale. Over the last 12 months this area has had an average of 1,081 closed sales per month. This represents an unsold inventory index of **6.75** 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 **5.90%** in February 2014 to \$149,666 versus the previous year at \$159,042.

Average Days on Market Shortens

The average number of **61.19** days that homes spent on the market before selling decreased by 1.07 days or **1.72%** in February 2014 compared to last year's same month at **62.26** DOM.

Sales Success for February 2014 is Positive

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

There were 2,156 New Listings in February 2014, down **0.23%** from last year at 2,161. Furthermore, there were 830 Closed Listings this month versus last year at 806, a **2.98%** increase.

Closed versus Listed trends yielded a **38.5%** ratio, up from last year's February 2014 at **37.3%**, a **3.22%** 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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Monthly Inventory Analysis

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February 2014

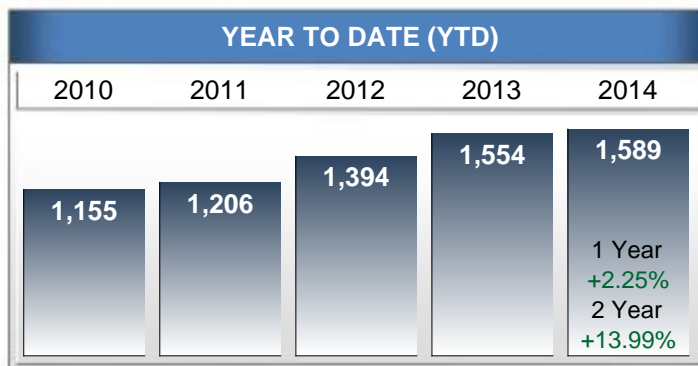
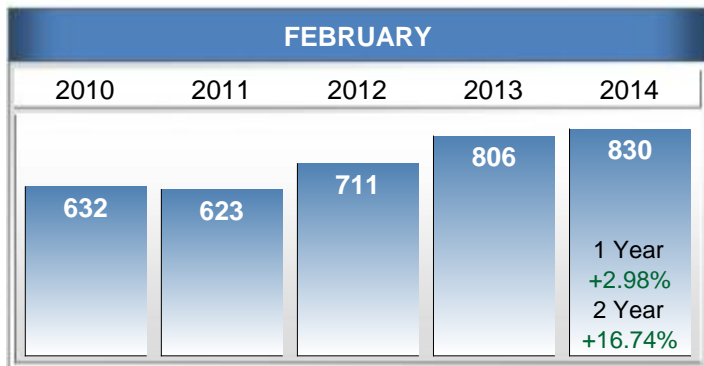
Closed Sales as of Mar 17, 2014



Closed Listings

Report Produced on: Mar 17, 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+	
\$30,000 and less	76	9.16%	55.2	49	22	5	0	
\$30,001 - \$60,000	85	10.24%	55.3	36	45	4	0	
\$60,001 - \$90,000	137	16.51%	63.8	38	91	7	1	
\$90,001 - \$140,000	192	23.13%	64.6	26	137	28	1	
\$140,001 - \$190,000	154	18.55%	56.2	12	99	39	4	
\$190,001 - \$270,000	105	12.65%	66.0	6	56	37	6	
\$270,001 and up	81	9.76%	63.8	5	23	39	14	
Total Closed Units: 830				61.2	172	473	159	26
Total Closed Volume: 124,222,925					14.09M	64.05M	35.33M	10.75M
Average Closed Price: \$149,666					\$81,943	\$135,411	\$222,227	\$413,283

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

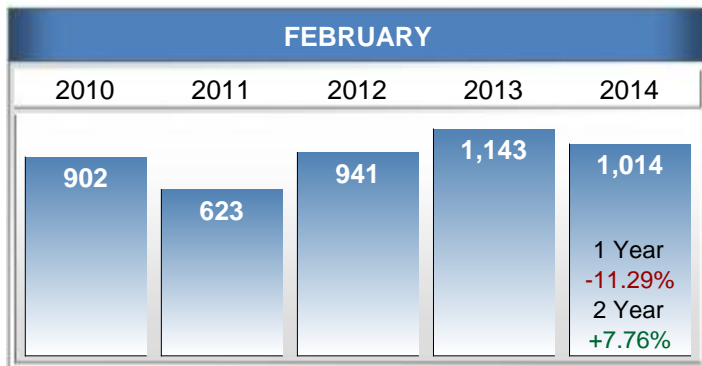
Pending Listings as of Mar 17, 2014



Pending Listings

Report Produced on: Mar 17, 2014

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



Pending Listings

Ready to Buy or Sell Real Estate?
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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	74	7.30%	57.5	42	31	1	0	
\$30,001 - \$70,000	141	13.91%	60.7	47	79	13	2	
\$70,001 - \$100,000	140	13.81%	68.1	27	95	16	2	
\$100,001 - \$160,000	269	26.53%	55.3	17	210	40	2	
\$160,001 - \$200,000	161	15.88%	65.5	9	81	69	2	
\$200,001 - \$300,000	129	12.72%	56.6	6	50	68	5	
\$300,001 and up	100	9.86%	53.3	10	23	52	15	
Total Pending Units: 1,014				60.9	158	569	259	28
Total Pending Volume: 163,864,613					15.69M	77.25M	60.03M	10.89M
Average Listing Price: \$121,534					\$99,294	\$135,768	\$231,779	\$389,048



Monthly Inventory Analysis

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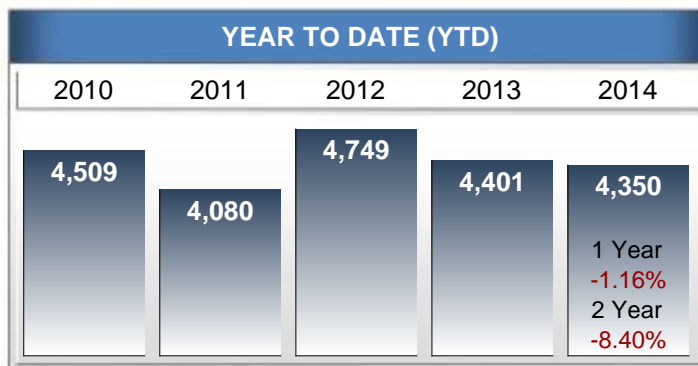
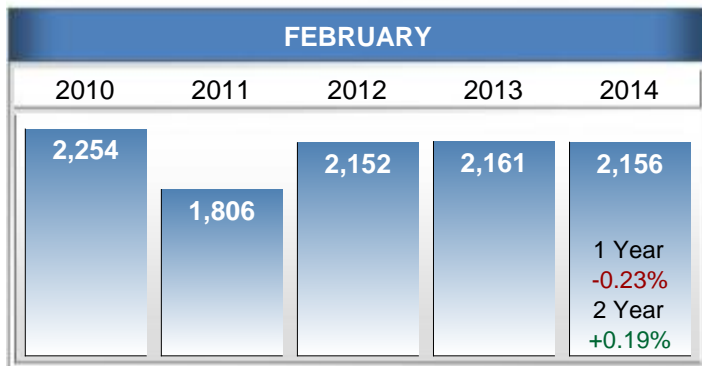
New Listings as of Mar 17, 2014



New Listings

Report Produced on: Mar 17, 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+
\$25,000 and less	104	4.82%	85	15	4	0
\$25,001 - \$50,000	258	11.97%	209	41	7	1
\$50,001 - \$75,000	227	10.53%	113	99	14	1
\$75,001 - \$150,000	661	30.66%	148	433	76	4
\$150,001 - \$225,000	405	18.78%	38	225	133	9
\$225,001 - \$350,000	287	13.31%	40	82	141	24
\$350,001 and up	214	9.93%	35	37	103	39
Total New Listed Units:			668	932	478	78
Total New Listed Volume:			78.47M	141.85M	132.52M	54.79M
Average New Listed Listing Price:			\$117,472	\$152,195	\$277,244	\$702,449



Monthly Inventory Analysis

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February 2014

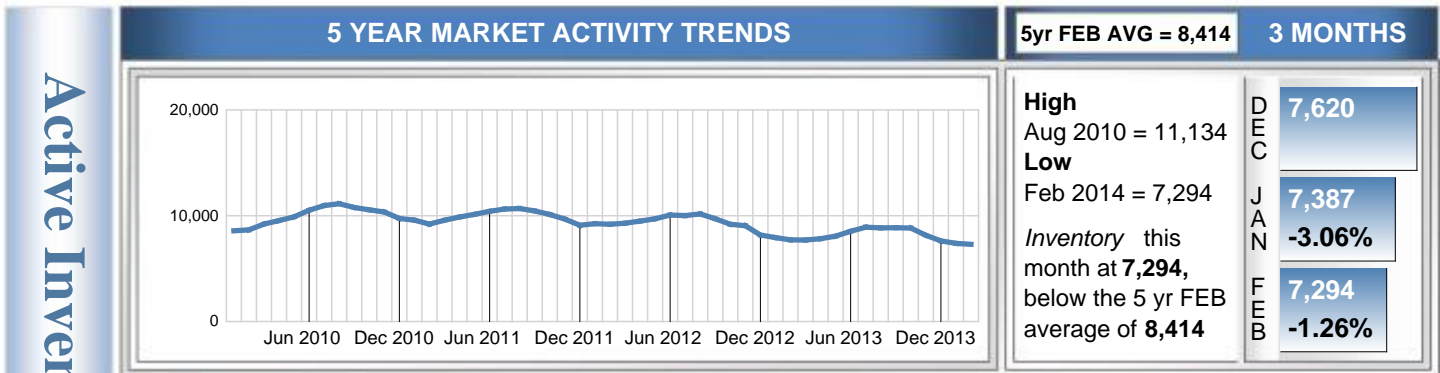
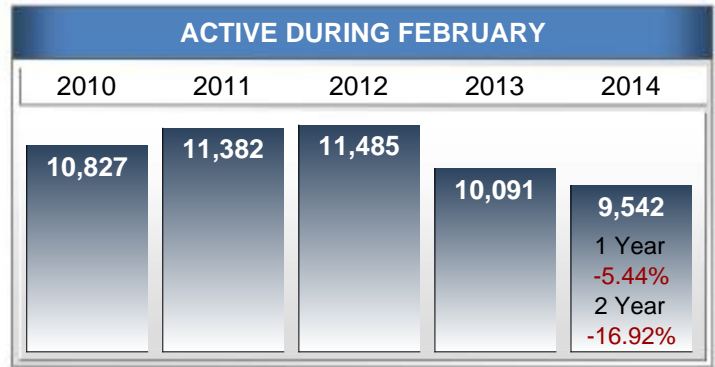
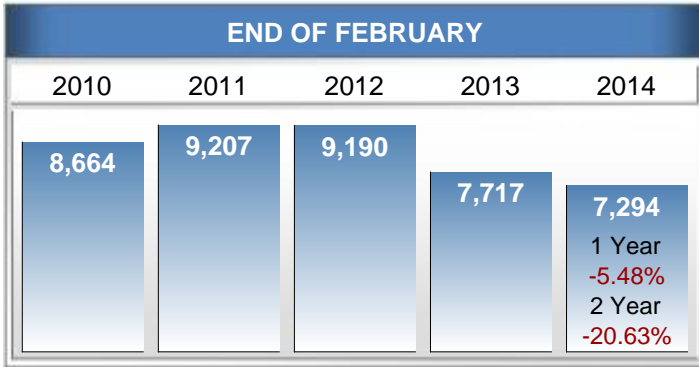
Active Inventory as of Mar 17, 2014



Active Inventory

Report Produced on: Mar 17, 2014

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



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	564	7.73%	74.4	511	46	7	0		
\$25,001 - \$50,000	832	11.41%	79.7	639	167	23	3		
\$50,001 - \$75,000	767	10.52%	79.1	411	313	40	3		
\$75,001 - \$150,000	2,152	29.50%	76.3	511	1,374	248	19		
\$150,001 - \$225,000	1,290	17.69%	74.5	146	701	406	37		
\$225,001 - \$375,000	938	12.86%	74.5	128	263	451	96		
\$375,001 and up	751	10.30%	83.1	149	105	331	166		
Total Active Inventory by Units:				7,294	77.0	2,495	2,969	1,506	324
Total Active Inventory by Volume:				1,458,773,480		363.46M	451.96M	447.98M	195.37M
Average Active Inventory Listing Price:				\$199,996		\$145,677	\$152,225	\$297,462	\$603,008



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

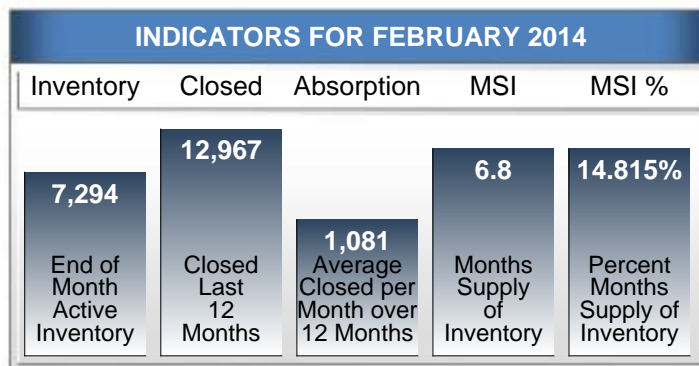
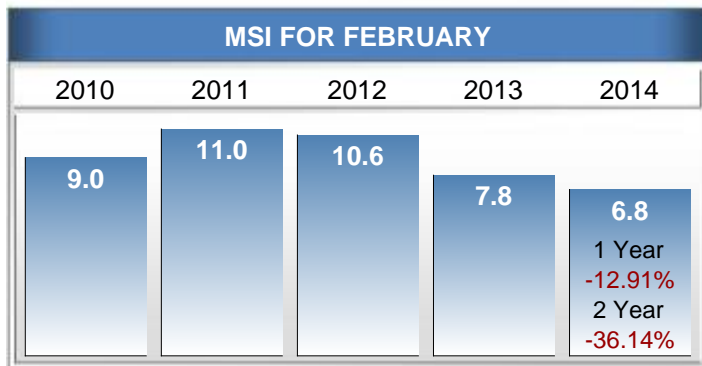
Active Inventory as of Mar 17, 2014



Months Supply of Inventory

Report Produced on: Mar 17, 2014

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	256	3.51%	6.1	8.1	2.5	1.6	0.0
\$20,001 \$50,000	1,140	15.63%	10.8	18.6	3.8	4.1	2.8
\$50,001 \$90,000	1,254	17.19%	7.5	13.7	5.3	5.0	2.6
\$90,001 \$160,000	1,870	25.64%	5.2	10.2	4.7	4.9	6.5
\$160,001 \$230,000	1,127	15.45%	5.5	10.5	5.5	4.8	4.4
\$230,001 \$380,000	908	12.45%	6.3	22.4	5.9	5.2	7.9
\$380,001 and up	739	10.13%	12.4	43.0	9.3	11.1	10.2
MSI:			6.8	14.2	5.0	5.6	7.7
Total Active Inventory:			7,294	2,495	2,969	1,506	324



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

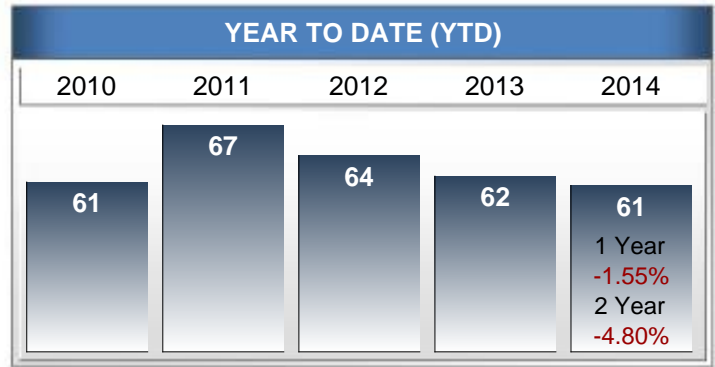
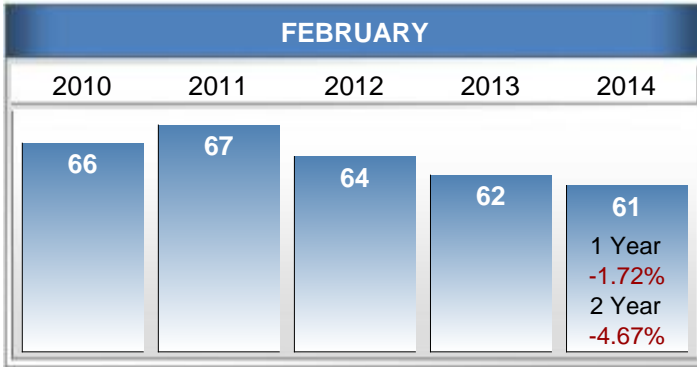
Closed Sales as of Mar 17, 2014



Average Days on Market to Sale

Report Produced on: Mar 17, 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+	
\$30,000 and less	76	9.16%	55.2	56.1	55.6	44.4	0.0	
\$30,001 - \$60,000	85	10.24%	55.3	74.7	40.2	50.5	0.0	
\$60,001 - \$90,000	137	16.51%	63.8	66.8	64.6	44.1	16.0	
\$90,001 - \$140,000	192	23.13%	64.6	62.3	65.2	65.9	9.0	
\$140,001 - \$190,000	154	18.55%	56.2	34.3	58.0	58.7	51.5	
\$190,001 - \$270,000	105	12.65%	66.0	80.5	59.1	69.6	94.8	
\$270,001 and up	81	9.76%	63.8	37.6	65.4	62.1	75.2	
Average Closed DOM:				61.2	62.1	60.0	62.0	71.3
Total Closed Units:				830	172	473	159	26
Total Closed Volume:				124,222,925	14.09M	64.05M	35.33M	10.75M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

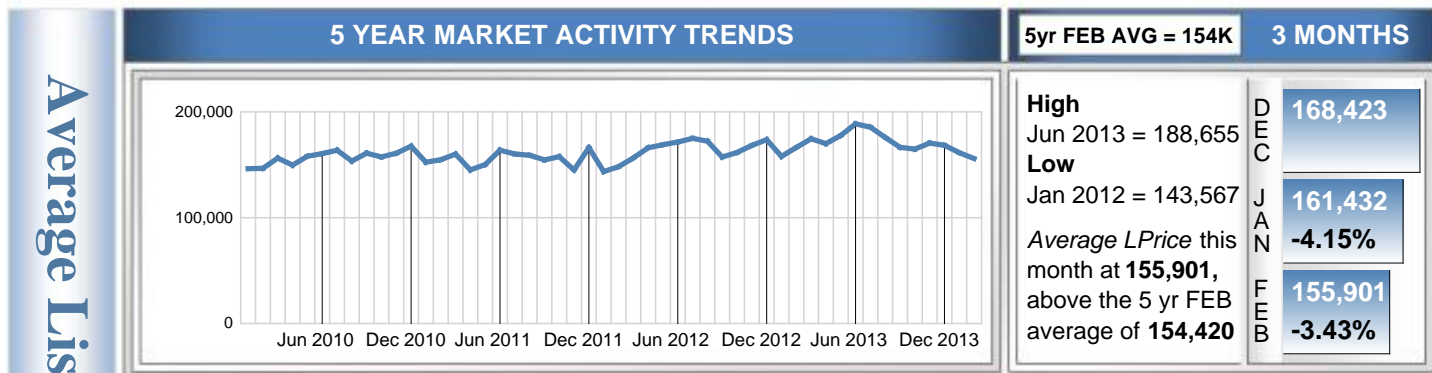
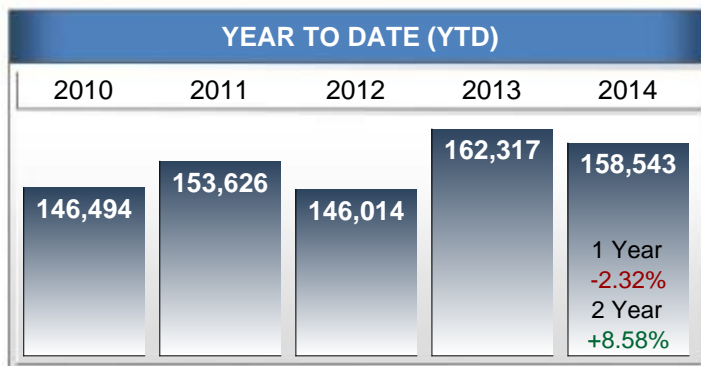
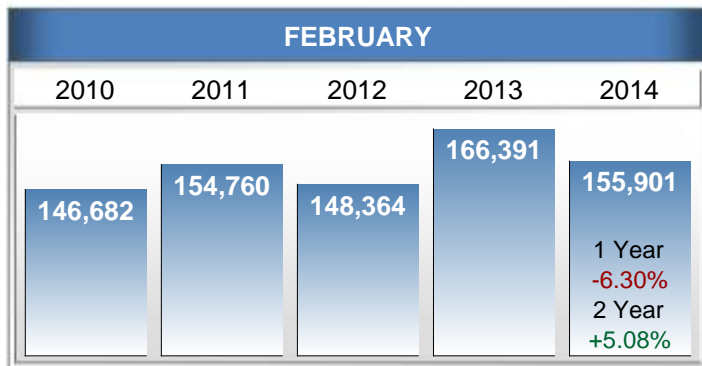
Closed Sales as of Mar 17, 2014



Average List Price at Closing

Report Produced on: Mar 17, 2014

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	51	6.14%	18,208	20,141	19,447	14,875	0
\$25,001 \$50,000	77	9.28%	38,262	39,358	42,776	37,000	0
\$50,001 \$75,000	78	9.40%	64,546	68,492	69,347	66,929	0
\$75,001 \$125,000	199	23.98%	99,230	100,886	103,927	113,133	107,400
\$125,001 \$175,000	199	23.98%	149,809	156,807	152,692	157,545	165,475
\$175,001 \$250,000	120	14.46%	211,684	223,500	216,007	219,442	219,150
\$250,001 and up	106	12.77%	429,505	608,700	373,005	401,515	624,440
Average List Price: \$155,901				\$90,479	\$139,464	\$229,747	\$436,117
Total Closed Units: 830				172	473	159	26
Total List Volume: 129,397,857				15.56M	65.97M	36.53M	11.34M



Monthly Inventory Analysis

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February 2014

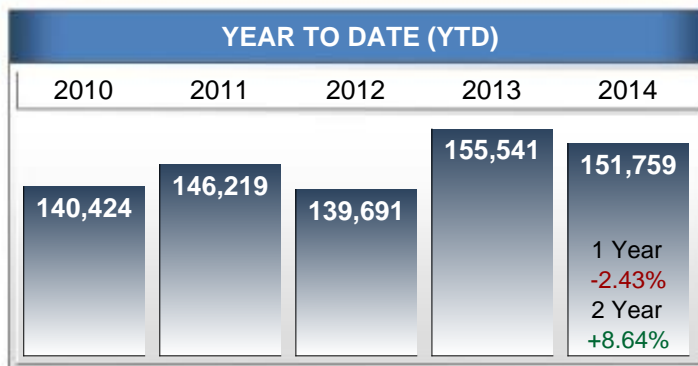
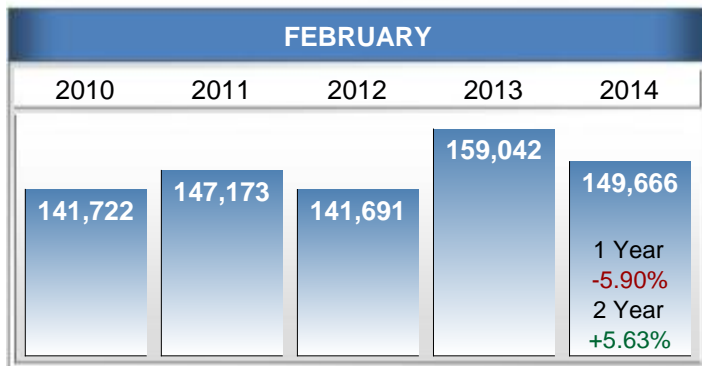
Closed Sales as of Mar 17, 2014



Average Sold Price at Closing

Report Produced on: Mar 17, 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+
\$30,000 and less	76	9.16%	20,458	20,428	19,947	23,000	0
\$30,001 \$60,000	85	10.24%	44,526	44,557	44,454	45,063	0
\$60,001 \$90,000	137	16.51%	76,603	74,751	77,641	72,105	84,000
\$90,001 \$140,000	192	23.13%	117,575	111,491	118,825	116,959	121,900
\$140,001 \$190,000	154	18.55%	161,735	164,893	161,999	160,572	157,075
\$190,001 \$270,000	105	12.65%	228,151	215,333	228,126	231,166	222,600
\$270,001 and up	81	9.76%	456,188	495,824	410,995	421,634	612,539
Average Closed Price:	\$149,666			\$81,943	\$135,411	\$222,227	\$413,283
Total Closed Units:	830			172	473	159	26
Total Closed Volume:	124,222,925			14.09M	64.05M	35.33M	10.75M



Monthly Inventory Analysis

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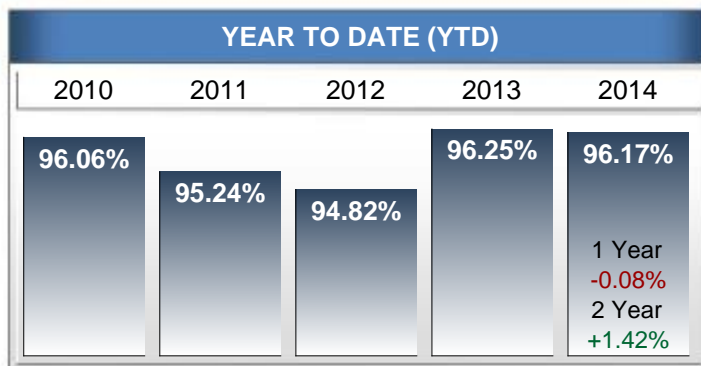
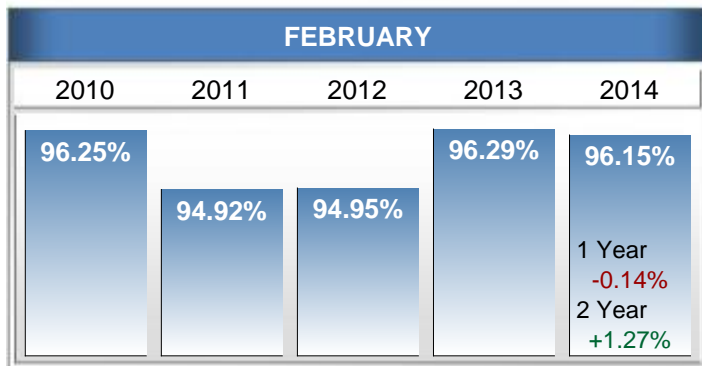
Closed Sales as of Mar 17, 2014



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr FEB AVG=95.71% **3 MONTHS**

High
Jul 2010 = 97.66%

Low
Jan 2012 = 94.69%

Average List/Sell this month at **96.15%**, above the 5 yr FEB average of **95.71%**

D E C	96.34%
J A N	96.19%
F E B	96.15%
	-0.16%
	-0.04%

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

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	76	9.16%	92.29%	93.34%	91.16%	86.94%	0.00%	
\$30,001 \$60,000	85	10.24%	93.01%	93.06%	92.85%	94.44%	0.00%	
\$60,001 \$90,000	137	16.51%	96.58%	93.26%	98.23%	94.44%	88.51%	
\$90,001 \$140,000	192	23.13%	96.85%	95.52%	97.34%	95.54%	101.67%	
\$140,001 \$190,000	154	18.55%	96.99%	92.82%	97.41%	97.41%	94.98%	
\$190,001 \$270,000	105	12.65%	97.39%	93.30%	97.63%	97.66%	97.64%	
\$270,001 and up	81	9.76%	97.49%	91.02%	99.78%	97.23%	96.77%	
Average List/Sell Ratio:				96.20%	93.49%	96.96%	96.56%	96.57%
Total Closed Units:				830	172	473	159	26
Total Closed Volume:				124,222,925	14.09M	64.05M	35.33M	10.75M



Monthly Inventory Analysis

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Inventory as of Mar 17, 2014



Market Summary

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Absorption: Last 12 months, an Average of **1,081** Sales/Month

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	FEBRUARY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	806	830	2.98%	1,554	1,589	2.25%
Pending Sales	1,143	1,014	-11.29%	2,161	2,033	-5.92%
New Listings	2,161	2,156	-0.23%	4,401	4,350	-1.16%
Average List Price	166,391	155,901	-6.30%	162,317	158,543	-2.32%
Average Sale Price	159,042	149,666	-5.90%	155,541	151,759	-2.43%
Average Percent of List Price to Selling Price	96.29%	96.15%	-0.14%	96.25%	96.17%	-0.08%
Average Days on Market to Sale	62.26	61.19	-1.72%	61.50	60.55	-1.55%
Monthly Inventory	7,716	7,294	-5.47%	7,716	7,294	-5.47%
Months Supply of Inventory	7.70	6.75	-12.37%	7.70	6.75	-12.37%

