



# July 2014

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

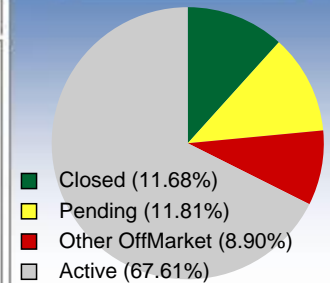


**Absorption:** Last 12 months, an Average of **1,091** Sales/Month

**Active Inventory** as of July 31, 2014 = **7,845**

	JULY		
	2013	2014	+/-%
Closed Listings	1,217	1,355	11.34%
Pending Listings	1,165	1,371	17.68%
New Listings	2,572	2,380	-7.47%
Median List Price	149,900	155,000	3.40%
Median Sale Price	145,000	151,500	4.48%
Median Percent of List Price to Selling Price	97.81%	97.94%	0.13%
Median Days on Market to Sale	31.00	33.00	6.45%
End of Month Inventory	8,923	7,845	-12.08%
Months Supply of Inventory	8.49	7.19	-15.30%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 15, 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 July 2014 decreased **12.08%** to 7,845 existing homes available for sale. Over the last 12 months this area has had an average of 1,091 closed sales per month. This represents an unsold inventory index of **7.19** 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 **4.48%** in July 2014 to \$151,500 versus the previous year at \$145,000.

### Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 2.00 days or **6.45%** in July 2014 compared to last year's same month at **31.00** DOM.

### Sales Success for July 2014 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 2,380 New Listings in July 2014, down **7.47%** from last year at 2,572. Furthermore, there were 1,355 Closed Listings this month versus last year at 1,217, a **11.34%** increase.

Closed versus Listed trends yielded a **56.9%** ratio, up from last year's July 2014 at **47.3%**, a **20.32%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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.

### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

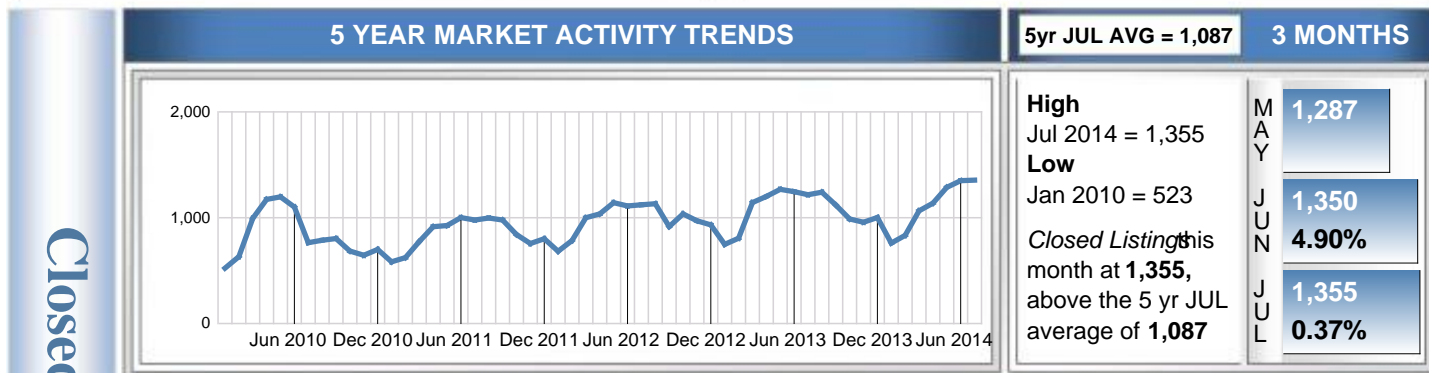
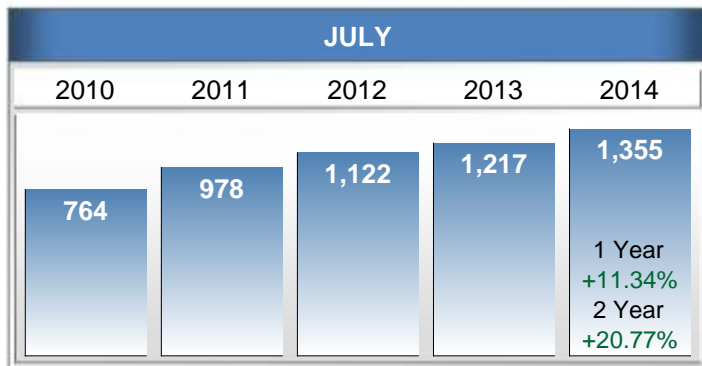
Closed Sales as of Aug 15, 2014



### Closed Listings

Report Produced on: Aug 15, 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+	
\$25,000 and less	77	5.68%	27.0	59	15	3	0	
\$25,001 - \$75,000	161	11.88%	51.0	81	68	12	0	
\$75,001 - \$100,000	128	9.45%	35.5	26	88	12	2	
\$100,001 - \$175,000	471	34.76%	29.0	35	343	83	10	
\$175,001 - \$225,000	186	13.73%	31.0	6	102	72	6	
\$225,001 - \$325,000	190	14.02%	24.0	8	55	108	19	
\$325,001 and up	142	10.48%	41.5	5	30	79	28	
Total Closed Units: 1,355				33.0	220	701	369	65
Total Closed Volume: 242,613,469					19.04M	106.21M	95.34M	22.03M
Median Closed Price: \$151,500					\$50,750	\$138,000	\$227,000	\$306,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

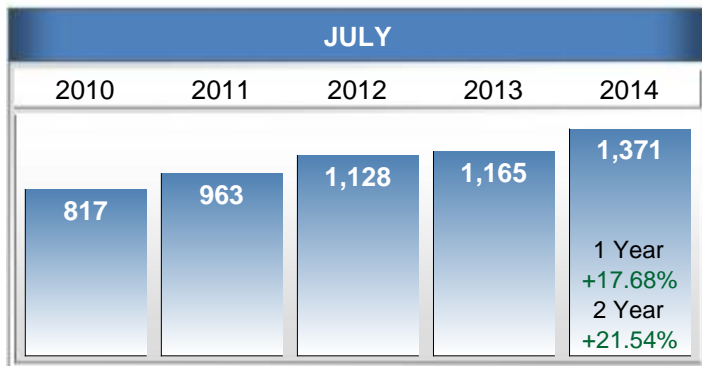
Pending Listings as of Aug 15, 2014



### Pending Listings

Report Produced on: Aug 15, 2014

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



**Pending Listings**  
  
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**5yr JUL AVG = 1,089**    **3 MONTHS**

**High**  
Apr 2010 = 1,450

**Low**  
Oct 2010 = 593

*Pending Listing* this month at **1,371**, above the 5 yr JUL average of **1,089**

MAY	1,362
JUN	1,376
JUL	1,371
JUL	-0.36%

#### 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	121	8.83%	36.0	84	33	3	1
\$40,001 - \$70,000	147	10.72%	49.0	61	80	5	1
\$70,001 - \$110,000	196	14.30%	41.5	40	129	21	6
\$110,001 - \$160,000	383	27.94%	36.0	29	278	74	2
\$160,001 - \$210,000	200	14.59%	40.0	7	124	64	5
\$210,001 - \$290,000	177	12.91%	38.0	7	69	85	16
\$290,001 and up	147	10.72%	42.0	9	32	78	28
Total Pending Units: 1,371				237	745	330	59
Total Pending Volume: 233,057,666				24.18M	107.43M	81.07M	20.38M
Median Listing Price: \$140,000				\$60,000	\$135,000	\$209,950	\$285,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

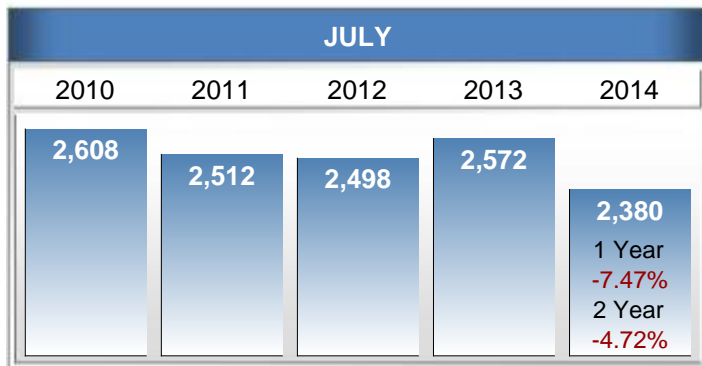
New Listings as of Aug 15, 2014



### New Listings

Report Produced on: Aug 15, 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+
\$30,000 and less	188	7.90%	165	20	3	0
\$30,001 - \$70,000	317	13.32%	188	115	10	4
\$70,001 - \$110,000	335	14.08%	93	199	37	6
\$110,001 - \$170,000	601	25.25%	58	423	108	12
\$170,001 - \$230,000	363	15.25%	38	188	128	9
\$230,001 - \$340,000	324	13.61%	26	111	157	30
\$340,001 and up	252	10.59%	40	44	122	46
Total New Listed Units:			608	1100	565	107
Total New Listed Volume:			75.81M	173.65M	156.09M	44.49M
Median New Listed Listing Price:			\$55,000	\$139,900	\$229,400	\$319,900





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

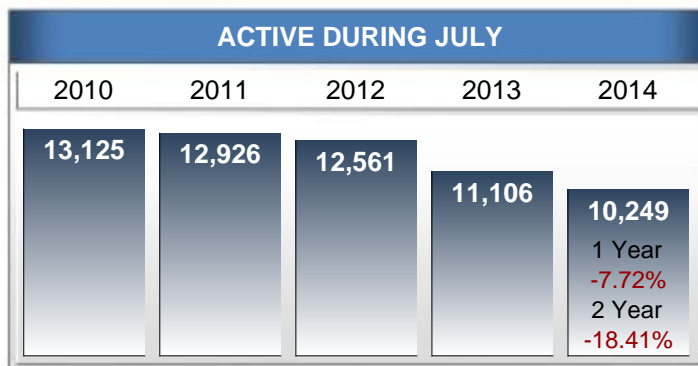
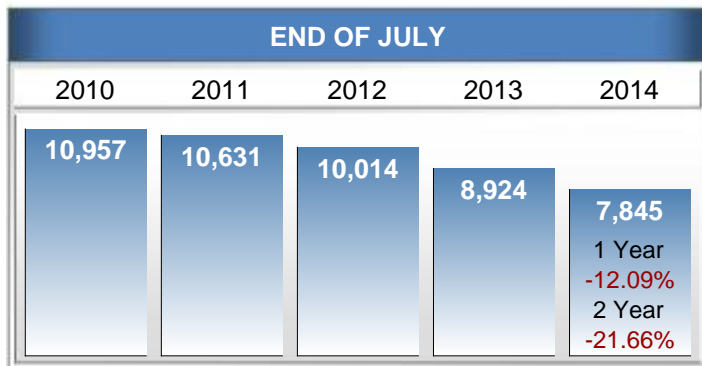
Active Inventory as of Aug 15, 2014



### Active Inventory

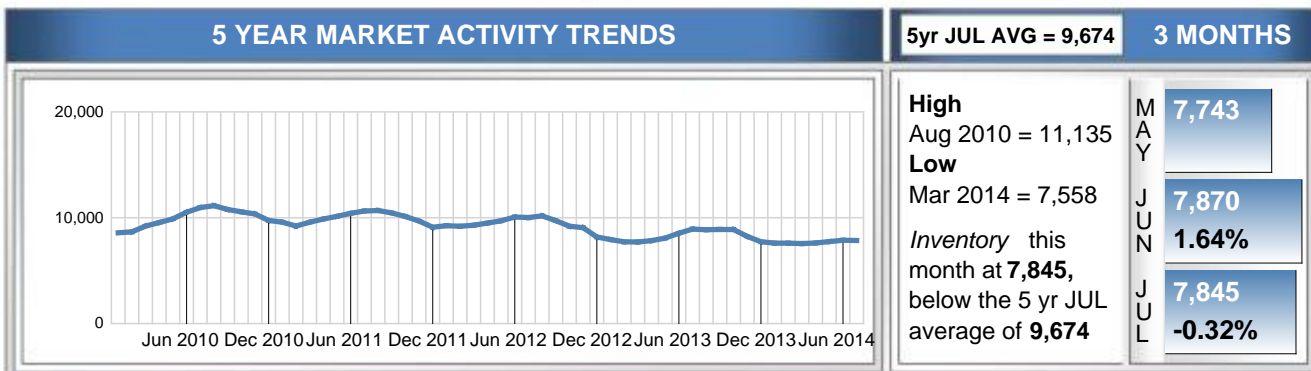
Report Produced on: Aug 15, 2014

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	377	4.81%	65.0	342	28	6	1		
\$20,001 - \$60,000	1,349	17.20%	71.0	1,048	268	28	5		
\$60,001 - \$90,000	952	12.14%	73.0	407	473	61	11		
\$90,001 - \$170,000	2,158	27.51%	65.5	349	1,417	350	42		
\$170,001 - \$250,000	1,215	15.49%	58.0	147	565	460	43		
\$250,001 - \$400,000	1,005	12.81%	71.0	113	237	546	109		
\$400,001 and up	789	10.06%	76.0	141	100	351	197		
Total Active Inventory by Units:				7,845	70.0	2,547	3,088	1,802	408
Total Active Inventory by Volume:				1,627,514,203		349.18M	488.62M	558.63M	231.09M
Median Active Inventory Listing Price:				\$137,698		\$54,000	\$134,500	\$250,000	\$379,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

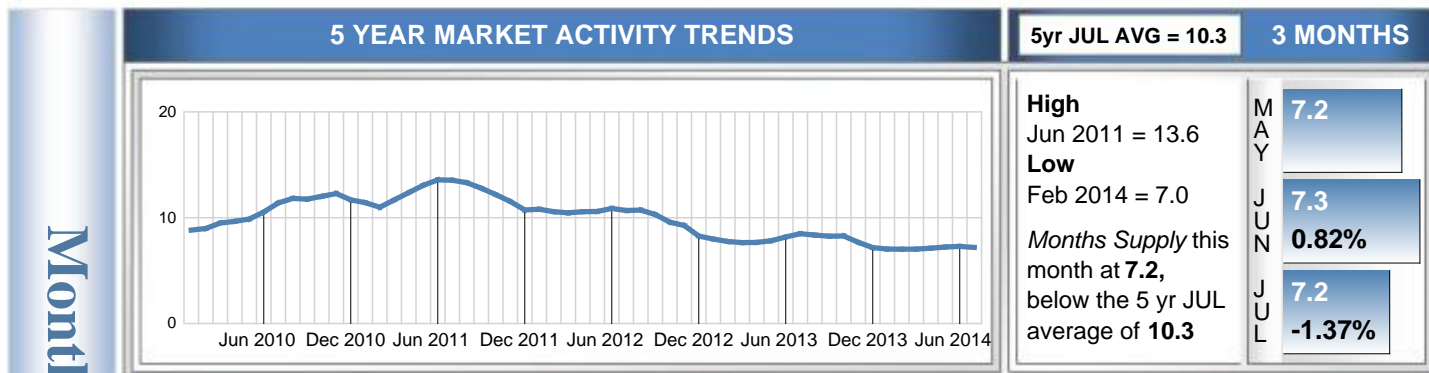
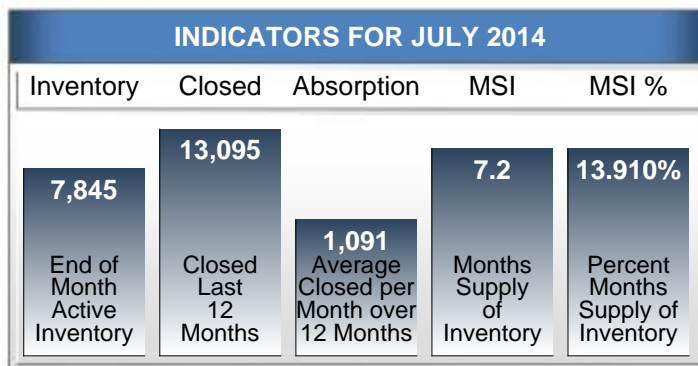
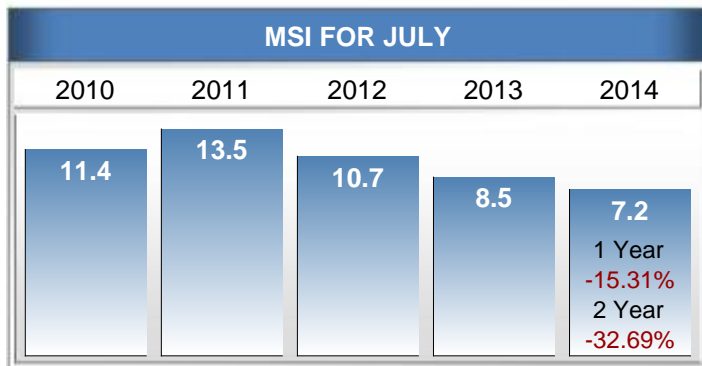
Active Inventory as of Aug 15, 2014



### Months Supply of Inventory

Report Produced on: Aug 15, 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	377	4.81%	9.5	13.0	2.3	4.0	12.0
\$20,001 \$60,000	1,349	17.20%	9.3	16.2	3.9	3.1	5.0
\$60,001 \$90,000	952	12.14%	7.3	12.9	5.4	5.9	10.2
\$90,001 \$170,000	2,158	27.51%	5.3	10.1	4.8	5.1	8.7
\$170,001 \$250,000	1,215	15.49%	6.1	12.5	6.0	5.4	5.1
\$250,001 \$400,000	1,005	12.81%	8.3	23.4	7.5	7.6	8.2
\$400,001 and up	789	10.06%	15.5	51.3	11.9	13.8	13.7
MSI:			7.2	14.4	5.1	6.6	9.5
Total Active Inventory:			7,845	2,547	3,088	1,802	408



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

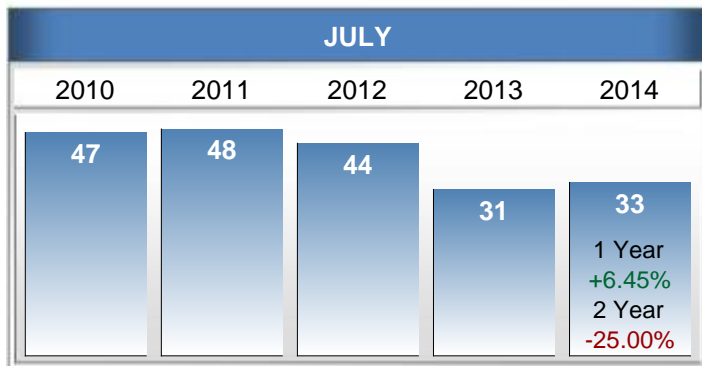
Closed Sales as of Aug 15, 2014



### Median Days on Market to Sale

Report Produced on: Aug 15, 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+
\$25,000 and less	77	5.68%	27.0	36.0	15.0	28.0	0.0
\$25,001 - \$75,000	161	11.88%	51.0	59.0	41.0	59.5	0.0
\$75,001 - \$100,000	128	9.45%	35.5	34.0	36.0	24.5	62.0
\$100,001 - \$175,000	471	34.76%	29.0	21.0	30.0	28.0	53.0
\$175,001 - \$225,000	186	13.73%	31.0	34.5	32.0	27.5	91.0
\$225,001 - \$325,000	190	14.02%	24.0	6.0	20.0	22.5	59.0
\$325,001 and up	142	10.48%	41.5	15.0	56.0	38.0	63.0
Median Closed DOM: 33.0				35.5	31.0	30.0	61.0
Total Closed Units: 1,355				220	701	369	65
Total Closed Volume: 242,613,469				19.04M	106.21M	95.34M	22.03M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

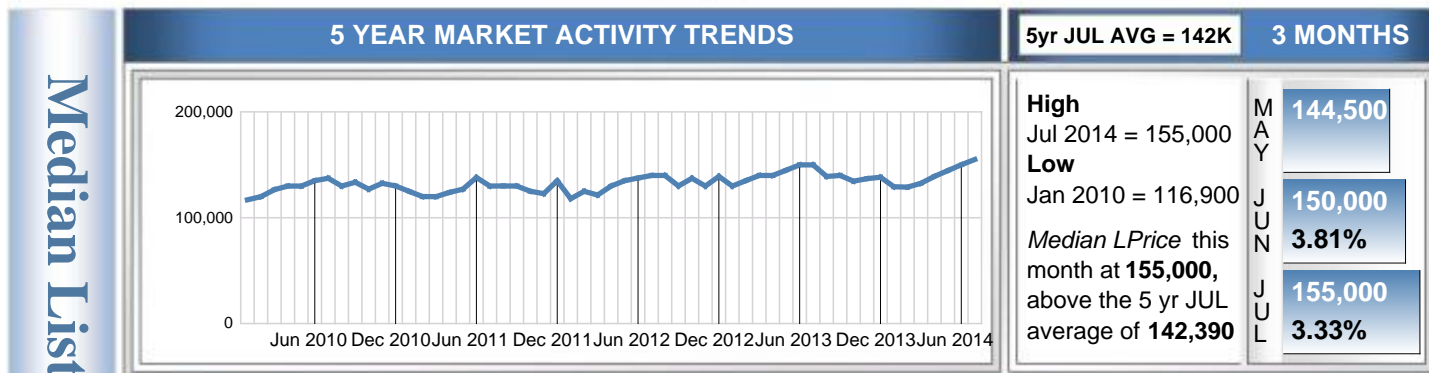
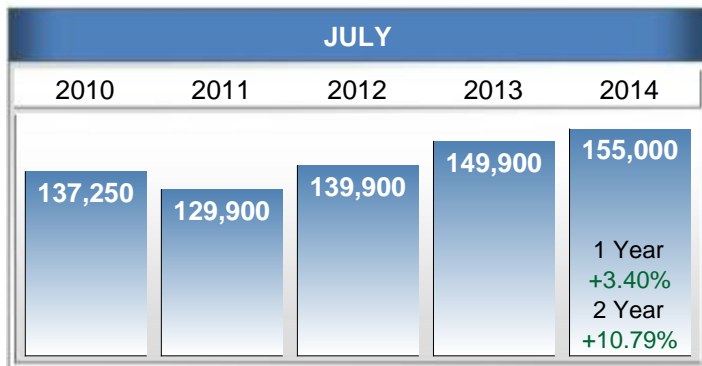
Closed Sales as of Aug 15, 2014



### Median List Price at Closing

Report Produced on: Aug 15, 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+
\$25,000 and less	65	4.80%	19,000	19,000	18,500	17,900	0
\$25,001 - \$75,000	161	11.88%	50,000	46,450	54,900	49,950	0
\$75,001 - \$100,000	134	9.89%	89,900	93,000	89,900	85,700	93,100
\$100,001 - \$175,000	455	33.58%	139,900	133,750	137,000	154,250	142,475
\$175,001 - \$225,000	202	14.91%	197,950	193,450	196,750	199,452	195,500
\$225,001 - \$325,000	186	13.73%	265,000	248,750	250,000	269,950	284,977
\$325,001 and up	152	11.22%	440,000	599,000	399,900	449,450	446,500
Median List Price:	\$155,000			\$53,900	\$139,900	\$229,000	\$306,100
Total Closed Units:	1,355			220	701	369	65
Total List Volume:	249,904,703			20.40M	109.05M	97.85M	22.60M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2014

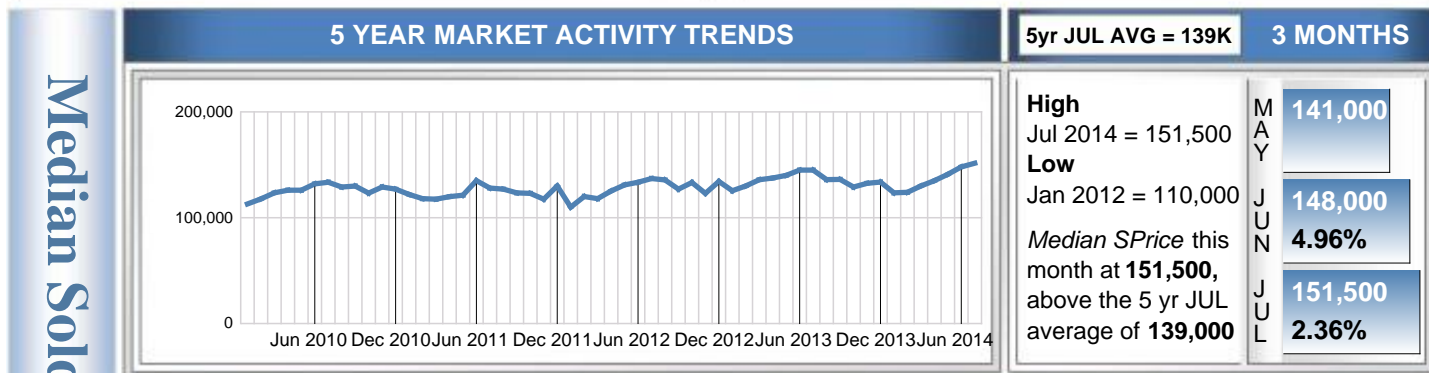
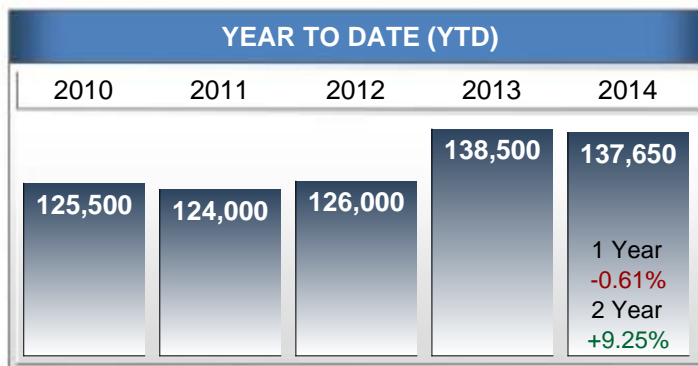
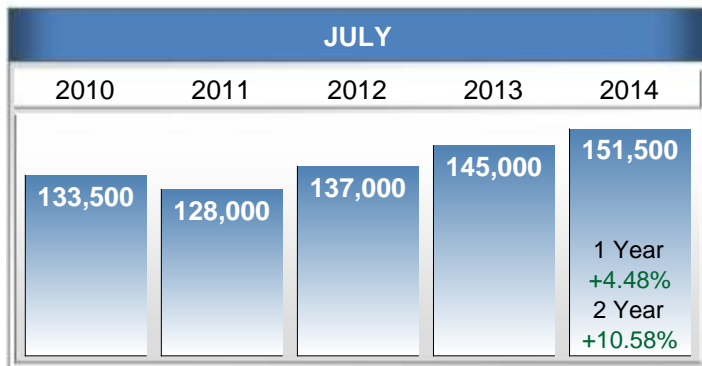
Closed Sales as of Aug 15, 2014



### Median Sold Price at Closing

Report Produced on: Aug 15, 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+
\$25,000 and less	77	5.68%	19,500	19,500	21,000	17,900	0
\$25,001 \$75,000	161	11.88%	50,000	46,900	55,000	50,000	0
\$75,001 \$100,000	128	9.45%	86,500	89,250	86,500	82,650	91,750
\$100,001 \$175,000	471	34.76%	139,500	125,000	136,605	152,000	145,250
\$175,001 \$225,000	186	13.73%	197,500	185,000	197,000	199,750	198,500
\$225,001 \$325,000	190	14.02%	264,500	247,843	250,000	269,450	280,500
\$325,001 and up	142	10.48%	437,000	500,000	407,500	440,000	450,000
Median Closed Price:	\$151,500			\$50,750	\$138,000	\$227,000	\$306,000
Total Closed Units:	1,355			220	701	369	65
Total Closed Volume:	242,613,469			19.04M	106.21M	95.34M	22.03M



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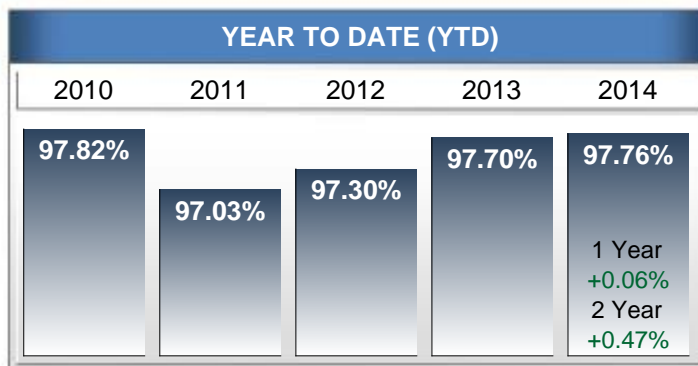
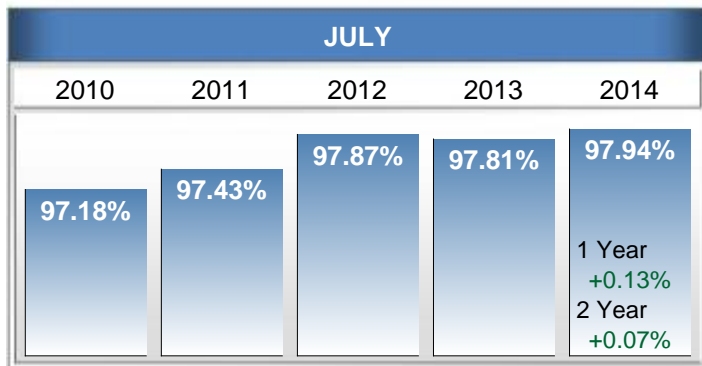
Closed Sales as of Aug 15, 2014



### Median Percent of List Price to Selling Price

Report Produced on: Aug 15, 2014

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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+
\$25,000 and less	77	5.68%	90.00%	86.11%	90.91%	100.00%	0.00%
\$25,001 - \$75,000	161	11.88%	94.62%	96.24%	94.37%	90.67%	0.00%
\$75,001 - \$100,000	128	9.45%	96.89%	95.30%	97.34%	97.52%	98.52%
\$100,001 - \$175,000	471	34.76%	98.33%	97.73%	98.44%	98.38%	95.95%
\$175,001 - \$225,000	186	13.73%	98.23%	94.90%	98.64%	98.11%	96.77%
\$225,001 - \$325,000	190	14.02%	98.35%	100.00%	98.19%	98.33%	98.80%
\$325,001 and up	142	10.48%	97.15%	95.00%	97.13%	97.14%	97.26%
Median List/Sell Ratio:	97.94%			95.24%	98.15%	97.97%	97.16%
Total Closed Units:	1,355			220	701	369	65
Total Closed Volume:	242,613,469			19.04M	106.21M	95.34M	22.03M



# Monthly Inventory Analysis

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## July 2014

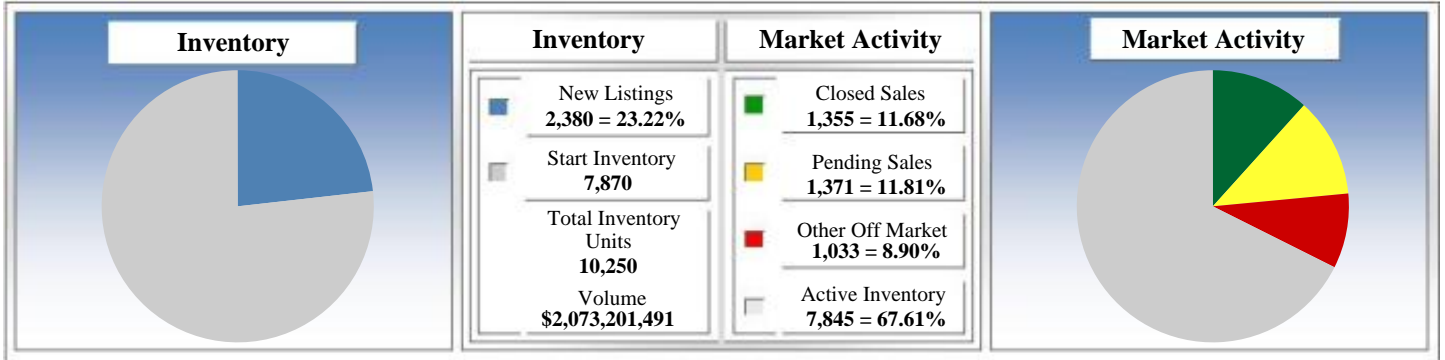
Inventory as of Aug 15, 2014



### Market Summary

Report Produced on: Aug 15, 2014

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



**Absorption:** Last 12 months, an Average of **1,091** Sales/Month

**Active Inventory** as of July 31, 2014 = **7,845**

	JULY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	1,217	1,355	11.34%	7,629	7,787	2.07%
Pending Sales	1,165	1,371	17.68%	8,216	8,721	6.15%
New Listings	2,572	2,380	-7.47%	16,632	16,388	-1.47%
Median List Price	149,900	155,000	3.40%	140,000	140,000	0.00%
Median Sale Price	145,000	151,500	4.48%	138,500	137,650	-0.61%
Median Percent of List Price to Selling Price	97.81%	97.94%	0.13%	97.70%	97.76%	0.06%
Median Days on Market to Sale	31.00	33.00	6.45%	37.00	37.00	0.00%
Monthly Inventory	8,923	7,845	-12.08%	8,923	7,845	-12.08%
Months Supply of Inventory	8.49	7.19	-15.30%	8.49	7.19	-15.30%

