



June 2014

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

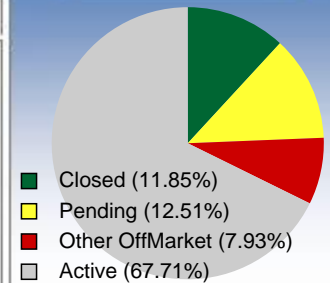


Absorption: Last 12 months, an Average of **1,080** Sales/Month

Active Inventory as of June 30, 2014 = **7,715**

	JUNE		
	2013	2014	+/- %
Closed Listings	1,246	1,350	8.35%
Pending Listings	1,116	1,425	27.69%
New Listings	2,335	2,391	2.40%
Average List Price	188,655	184,973	-1.95%
Average Sale Price	182,527	179,064	-1.90%
Average Percent of List Price to Selling Price	97.09%	97.48%	0.41%
Average Days on Market to Sale	49.20	46.35	-5.80%
End of Month Inventory	8,534	7,715	-9.60%
Months Supply of Inventory	8.18	7.15	-12.62%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 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 June 2014 decreased **9.60%** to 7,715 existing homes available for sale. Over the last 12 months this area has had an average of 1,080 closed sales per month. This represents an unsold inventory index of **7.15** 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 **1.90%** in June 2014 to \$179,064 versus the previous year at \$182,527.

Average Days on Market Shortens

The average number of **46.35** days that homes spent on the market before selling decreased by 2.85 days or **5.80%** in June 2014 compared to last year's same month at **49.20** DOM.

Sales Success for June 2014 is Positive

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

There were 2,391 New Listings in June 2014, up **2.40%** from last year at 2,335. Furthermore, there were 1,350 Closed Listings this month versus last year at 1,246, a **8.35%** increase.

Closed versus Listed trends yielded a **56.5%** ratio, up from last year's June 2014 at **53.4%**, a **5.81%** 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

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

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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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

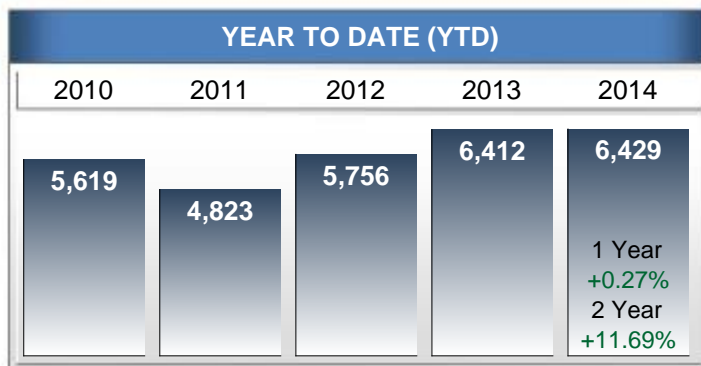
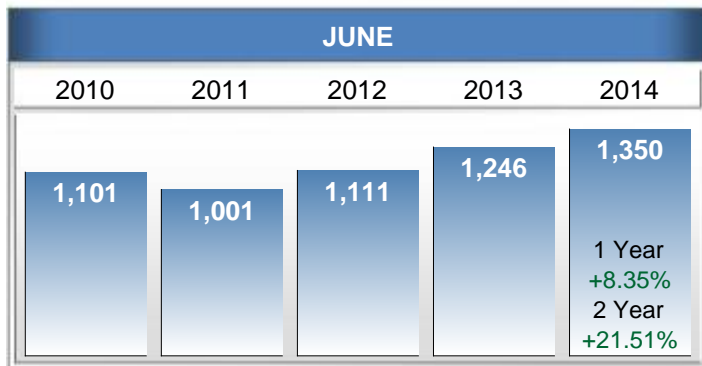
Closed Sales as of Jul 16, 2014



Report Produced on: Jul 16, 2014

Closed Listings

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+		
\$50,000 and less	121	8.96%	41.7	64	54	3	0		
\$50,001 - \$75,000	128	9.48%	47.9	39	79	8	2		
\$75,001 - \$100,000	125	9.26%	47.1	37	82	6	0		
\$100,001 - \$175,000	470	34.81%	46.2	31	348	88	3		
\$175,001 - \$225,000	200	14.81%	48.1	11	103	80	6		
\$225,001 - \$325,000	174	12.89%	41.8	6	53	96	19		
\$325,001 and up	132	9.78%	52.3	3	17	74	38		
Total Closed Units:				1,350	46.3	191	736	355	68
Total Closed Volume:				241,736,191		17.42M	102.96M	92.86M	28.50M
Average Closed Price:				\$179,064		\$91,226	\$139,886	\$261,570	\$419,090

Closed Listings

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



Monthly Inventory Analysis

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June 2014

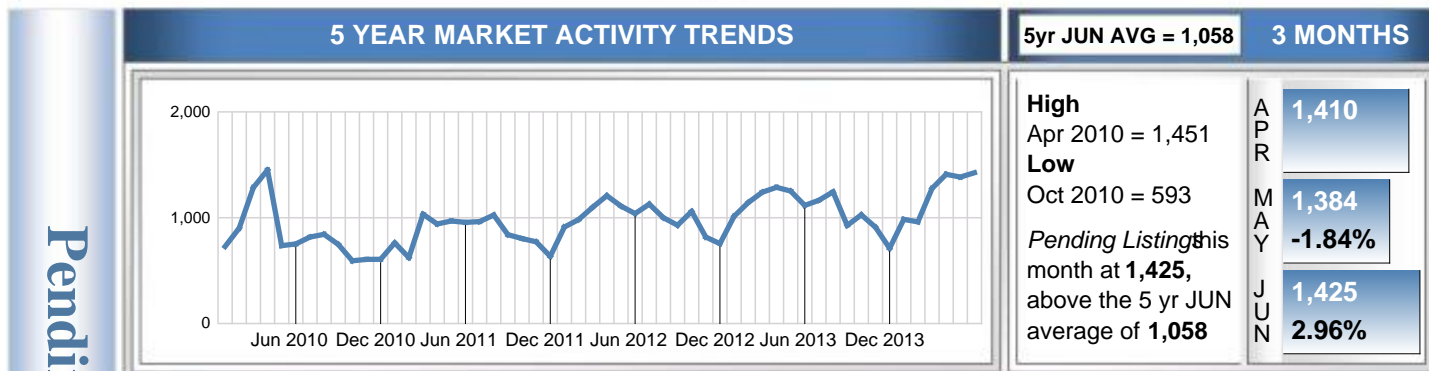
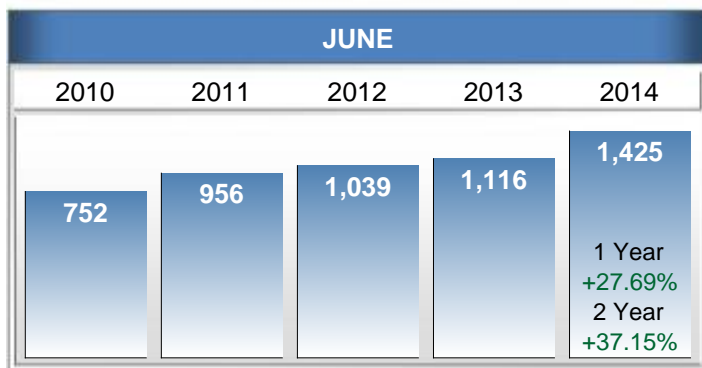
Pending Listings as of Jul 16, 2014



Pending Listings

Report Produced on: Jul 16, 2014

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



Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	68	4.77%	42.4	52	13	3	0	
\$25,001 \$75,000	196	13.75%	53.9	100	81	13	2	
\$75,001 \$100,000	132	9.26%	47.1	32	78	18	4	
\$100,001 \$175,000	500	35.09%	48.1	37	376	83	4	
\$175,001 \$225,000	191	13.40%	45.6	9	105	72	5	
\$225,001 \$325,000	190	13.33%	44.7	7	51	118	14	
\$325,001 and up	148	10.39%	60.8	2	32	78	36	
Total Pending Units: 1,425				50.7	239	736	385	65
Total Pending Volume: 257,382,225					19.27M	112.02M	100.94M	25.16M
Average Listing Price: \$174,846					\$80,610	\$152,207	\$262,171	\$387,024



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

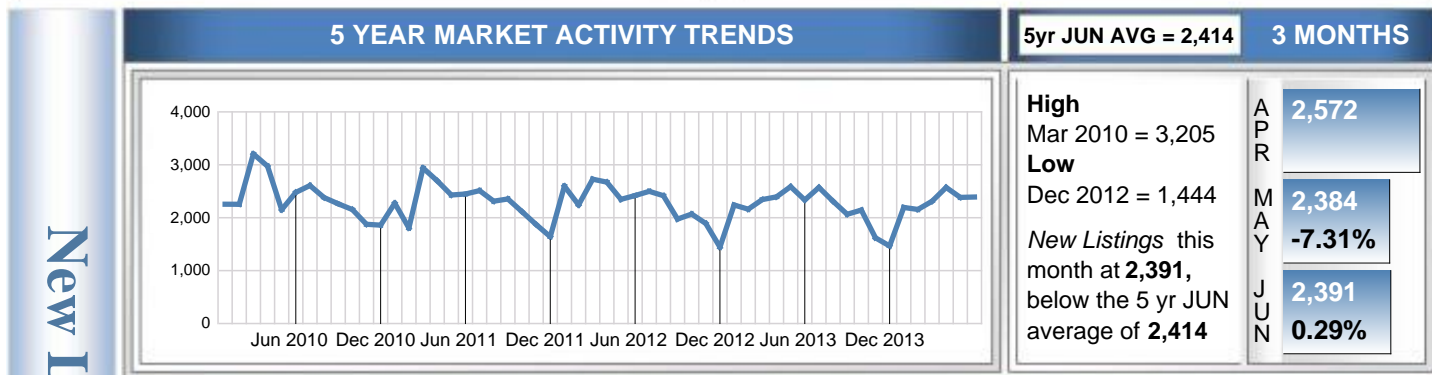
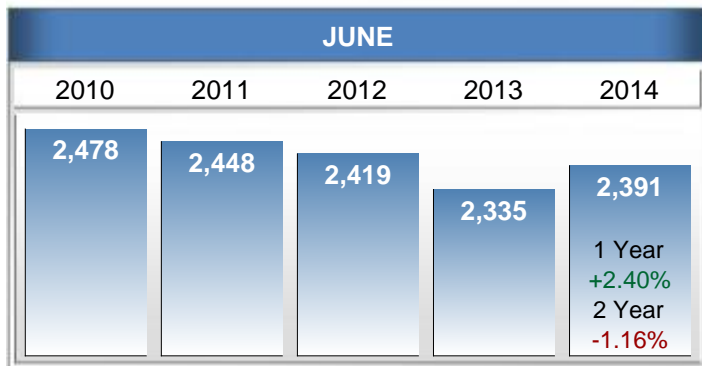
New Listings as of Jul 16, 2014



New Listings

Report Produced on: Jul 16, 2014

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



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	244	10.20%	223	18	2	1
\$25,001 \$50,000	200	8.36%	127	58	13	2
\$50,001 \$100,000	441	18.44%	154	250	30	7
\$100,001 \$150,000	489	20.45%	59	359	67	4
\$150,001 \$225,000	427	17.86%	39	216	157	15
\$225,001 \$350,000	337	14.09%	24	100	186	27
\$350,001 and up	253	10.58%	22	34	134	63
Total New Listed Units:			648	1035	589	119
Total New Listed Volume:			58.85M	155.02M	177.35M	58.89M
Average New Listed Listing Price:			\$90,826	\$149,783	\$301,100	\$494,857

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

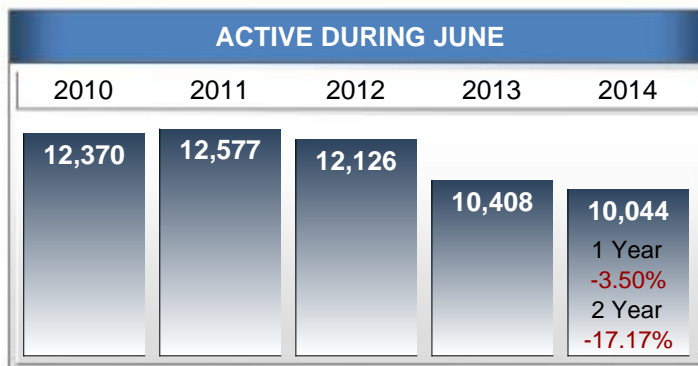
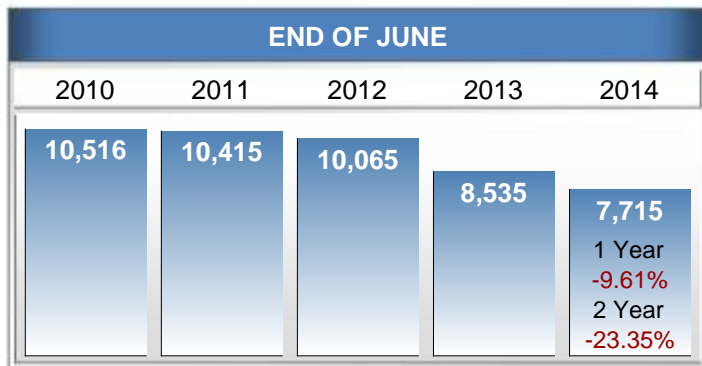
Active Inventory as of Jul 16, 2014



Active Inventory

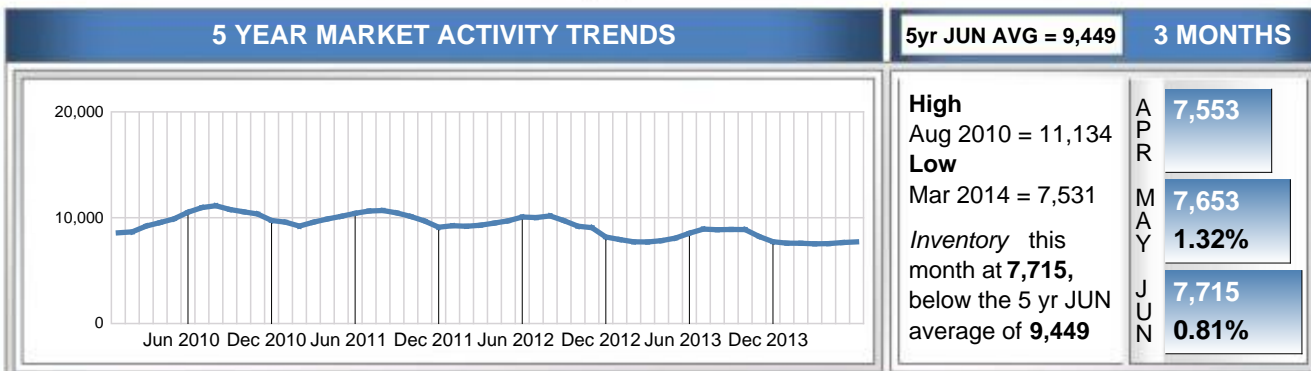
Report Produced on: Jul 16, 2014

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	744	9.64%	77.9	698	40	5	1		
\$25,001 \$50,000	743	9.63%	95.4	576	141	23	3		
\$50,001 \$75,000	751	9.73%	74.8	390	325	29	7		
\$75,001 \$150,000	2,148	27.84%	73.4	487	1,382	258	21		
\$150,001 \$250,000	1,579	20.47%	73.5	187	798	531	63		
\$250,001 \$400,000	961	12.46%	72.9	113	221	514	113		
\$400,001 and up	789	10.23%	76.6	131	99	358	201		
Total Active Inventory by Units:				7,715	76.4	2,582	3,006	1,718	409
Total Active Inventory by Volume:				1,605,019,820		348.48M	473.83M	540.70M	242.01M
Average Active Inventory Listing Price:				\$208,039		\$134,965	\$157,630	\$314,724	\$591,711



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

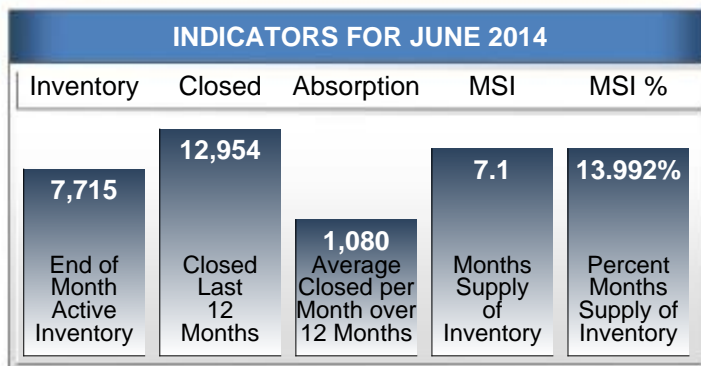
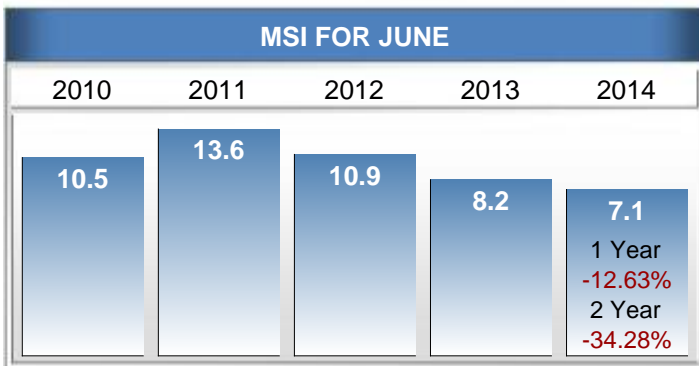
Active Inventory as of Jul 16, 2014



Months Supply of Inventory

Report Produced on: Jul 16, 2014

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



Months Supply
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5yr JUN AVG = 10.1 **3 MONTHS**

High
Jun 2011 = 13.6

Low
Mar 2014 = 7.0

Months Supply this month at **7.1**, below the 5 yr JUN average of **10.1**

A	7.1
P	7.1
R	1.20%
M	7.1
A	1.20%
Y	1.20%
J	7.1
U	0.00%
N	0.00%

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	386	5.00%	10.0	14.1	2.3	1.9	0.0
\$20,001 \$60,000	1,389	18.00%	9.7	17.0	3.8	4.2	6.0
\$60,001 \$90,000	940	12.18%	7.1	12.7	5.3	4.7	9.2
\$90,001 \$160,000	1,918	24.86%	5.4	10.6	4.8	5.1	6.3
\$160,001 \$250,000	1,332	17.27%	5.6	10.3	5.5	4.9	6.3
\$250,001 \$410,000	968	12.55%	7.9	22.8	7.1	7.2	8.6
\$410,001 and up	782	10.14%	16.5	47.3	12.5	15.9	13.9
MSI:			7.1	14.7	5.1	6.4	9.7
Total Active Inventory:			7,715	2,582	3,006	1,718	409



Monthly Inventory Analysis

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June 2014

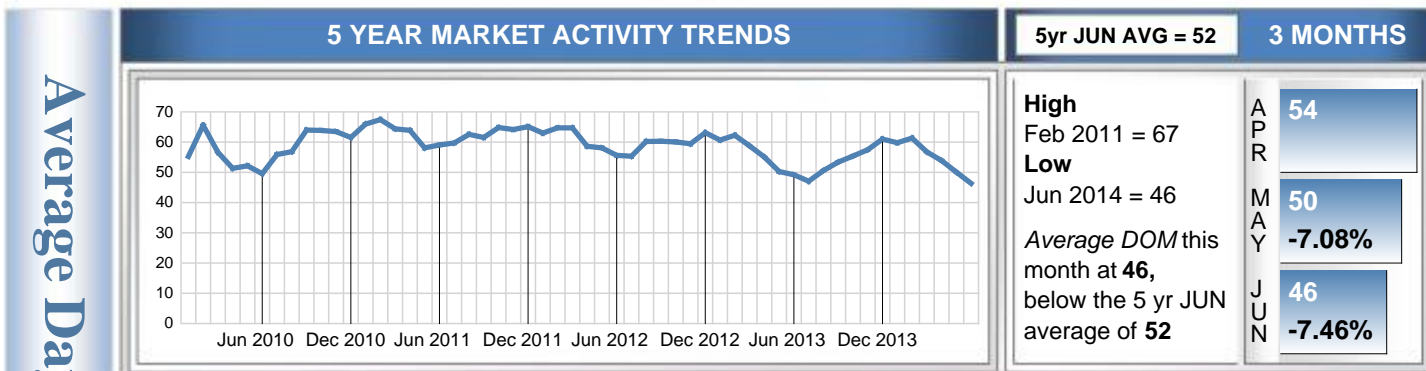
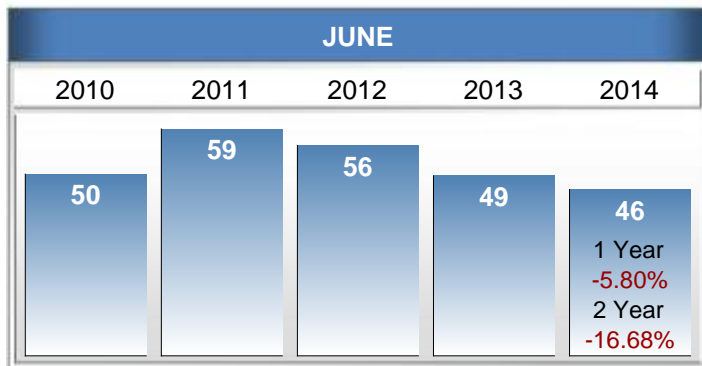
Closed Sales as of Jul 16, 2014



Average Days on Market to Sale

Report Produced on: Jul 16, 2014

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



Average Days on Market

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

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+
\$50,000 and less	121	8.96%	41.7	39.8	42.6	66.3	0.0
\$50,001 - \$75,000	128	9.48%	47.9	48.8	48.7	41.6	21.5
\$75,001 - \$100,000	125	9.26%	47.1	51.6	43.6	66.8	0.0
\$100,001 - \$175,000	470	34.81%	46.2	52.4	44.4	51.5	28.7
\$175,001 - \$225,000	200	14.81%	48.1	45.7	47.9	47.6	63.5
\$225,001 - \$325,000	174	12.89%	41.8	40.3	41.5	39.9	52.9
\$325,001 and up	132	9.78%	52.3	17.0	59.7	48.8	58.5
Average Closed DOM: 46.3				45.9	45.3	47.1	55.0
Total Closed Units: 1,350				191	736	355	68
Total Closed Volume: 241,736,191				17.42M	102.96M	92.86M	28.50M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

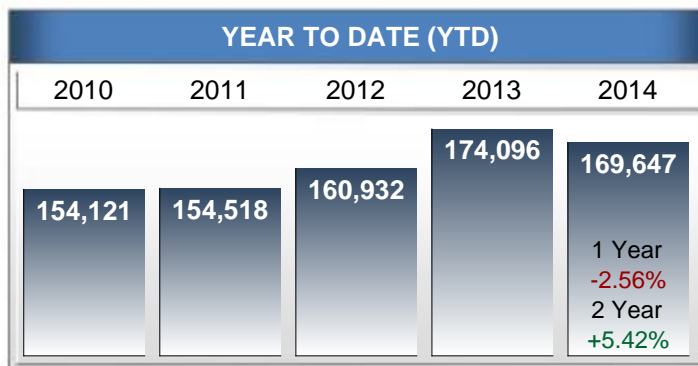
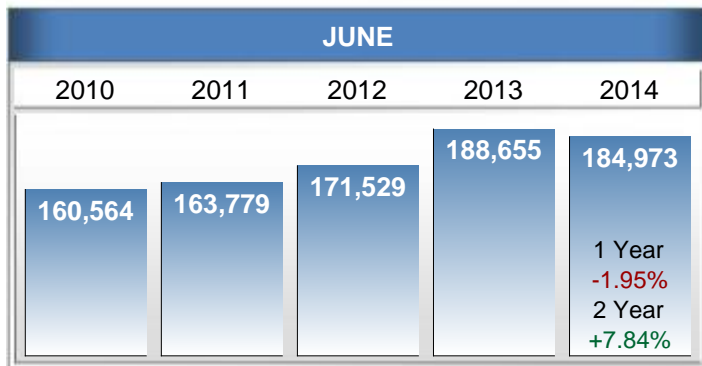
Closed Sales as of Jul 16, 2014



Average List Price at Closing

Report Produced on: Jul 16, 2014

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



Average List Price

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

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+
\$50,000 and less	121	8.96%	31,108	30,320	32,359	36,933	0
\$50,001 \$75,000	110	8.15%	65,076	68,744	67,034	70,475	83,000
\$75,001 \$100,000	135	10.00%	89,184	90,211	91,649	93,117	0
\$100,001 \$175,000	455	33.70%	138,607	139,765	138,278	154,231	156,600
\$175,001 \$225,000	210	15.56%	198,245	206,927	201,465	201,983	214,667
\$225,001 \$325,000	180	13.33%	270,215	273,031	271,872	277,379	269,470
\$325,001 and up	139	10.30%	528,171	875,000	468,119	517,534	582,932
Average List Price:	\$184,973			\$98,594	\$143,746	\$270,113	\$429,340
Total Closed Units:	1,350			191	736	355	68
Total List Volume:	249,714,068			18.83M	105.80M	95.89M	29.20M



Monthly Inventory Analysis

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June 2014

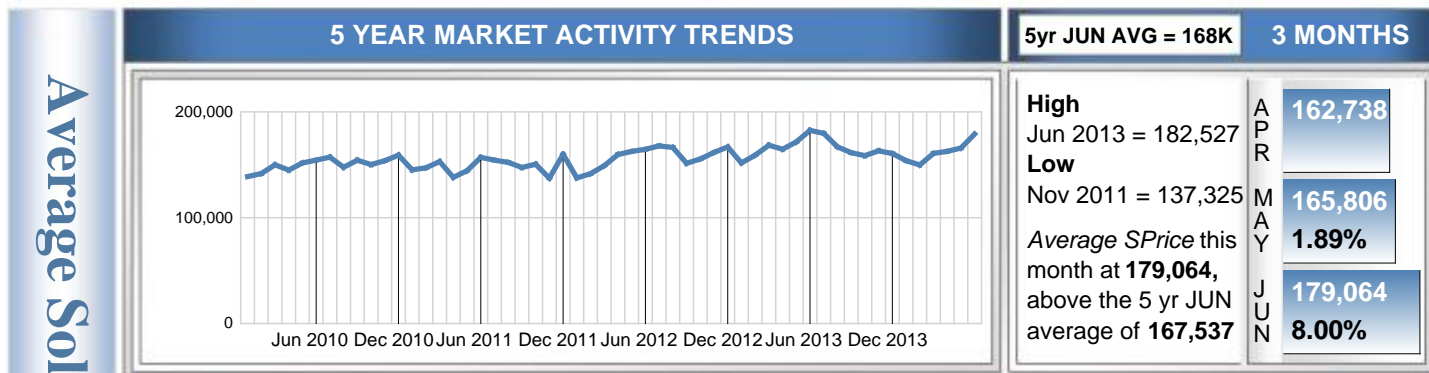
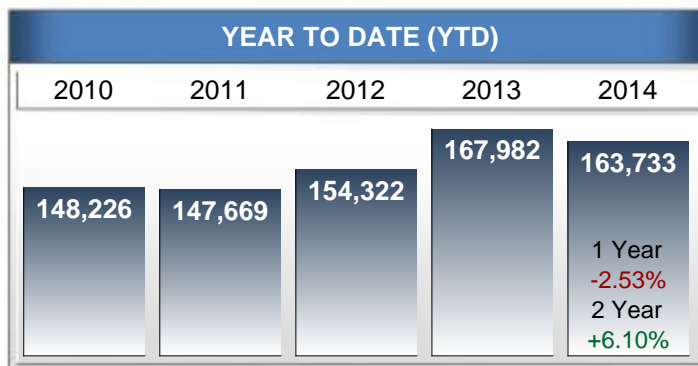
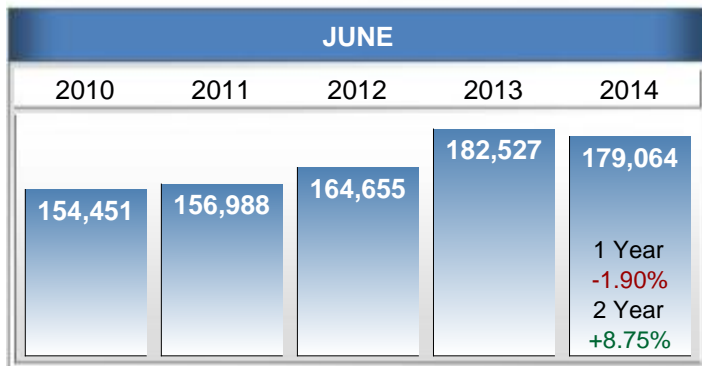
Closed Sales as of Jul 16, 2014



Average Sold Price at Closing

Report Produced on: Jul 16, 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+
\$50,000 and less	121	8.96%	28,727	27,174	30,426	31,267	0
\$50,001 \$75,000	128	9.48%	63,631	63,134	63,345	66,036	75,000
\$75,001 \$100,000	125	9.26%	88,307	88,114	88,212	90,788	0
\$100,001 \$175,000	470	34.81%	137,898	134,396	135,069	150,086	144,667
\$175,001 \$225,000	200	14.81%	197,812	193,036	197,351	198,004	211,917
\$225,001 \$325,000	174	12.89%	269,400	259,233	265,189	271,504	273,727
\$325,001 and up	132	9.78%	513,843	705,833	452,326	494,303	564,258
Average Closed Price: \$179,064				\$91,226	\$139,886	\$261,570	\$419,090
Total Closed Units: 1,350				191	736	355	68
Total Closed Volume: 241,736,191				17.42M	102.96M	92.86M	28.50M



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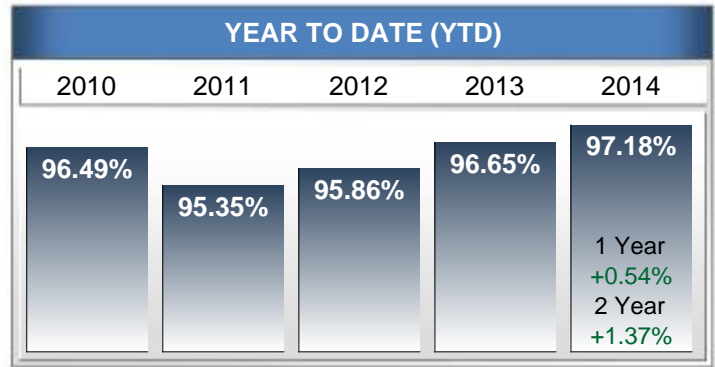
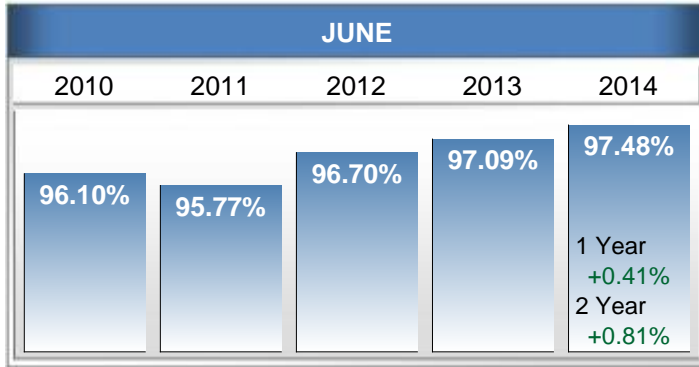
Closed Sales as of Jul 16, 2014



Average Percent of List Price to Selling Price

Report Produced on: Jul 16, 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



5yr JUN AVG=96.63%	3 MONTHS								
High Apr 2014 = 98.58% Low Jan 2012 = 94.69% Average List/Sell this month at 97.48% , above the 5 yr JUN average of 96.63%	<table border="1"> <tr> <td>A P R</td> <td>98.58%</td> </tr> <tr> <td>M A Y</td> <td>97.32%</td> </tr> <tr> <td>J U N</td> <td>97.48%</td> </tr> <tr> <td colspan="2" style="text-align: center;">-1.28%</td> </tr> </table>	A P R	98.58%	M A Y	97.32%	J U N	97.48%	-1.28%	
A P R	98.58%								
M A Y	97.32%								
J U N	97.48%								
-1.28%									

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+
\$50,000 and less	121	8.96%	96.74%	89.88%	105.67%	82.33%	0.00%
\$50,001 \$75,000	128	9.48%	94.21%	92.88%	94.90%	93.94%	94.32%
\$75,001 \$100,000	125	9.26%	97.23%	98.62%	96.52%	98.37%	0.00%
\$100,001 \$175,000	470	34.81%	97.64%	96.22%	97.80%	97.73%	91.83%
\$175,001 \$225,000	200	14.81%	97.85%	93.53%	98.01%	98.15%	98.90%
\$225,001 \$325,000	174	12.89%	100.47%	94.85%	97.69%	98.03%	122.28%
\$325,001 and up	132	9.78%	96.53%	90.28%	96.60%	96.50%	97.04%
Average List/Sell Ratio: 97.50%				93.58%	97.91%	97.44%	103.95%
Total Closed Units: 1,350				191	736	355	68
Total Closed Volume: 241,736,191				17.42M	102.96M	92.86M	28.50M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

Inventory as of Jul 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 **1,080** Sales/Month

Active Inventory as of June 30, 2014 = **7,715**

	JUNE			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	1,246	1,350	8.35%	6,412	6,429	0.27%
Pending Sales	1,116	1,425	27.69%	7,052	7,440	5.50%
New Listings	2,335	2,391	2.40%	14,060	14,007	-0.38%
Average List Price	188,655	184,973	-1.95%	174,096	169,647	-2.56%
Average Sale Price	182,527	179,064	-1.90%	167,982	163,733	-2.53%
Average Percent of List Price to Selling Price	97.09%	97.48%	0.41%	96.65%	97.18%	0.54%
Average Days on Market to Sale	49.20	46.35	-5.80%	55.19	53.68	-2.74%
Monthly Inventory	8,534	7,715	-9.60%	8,534	7,715	-9.60%
Months Supply of Inventory	8.18	7.15	-12.62%	8.18	7.15	-12.62%

