



August 2014

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

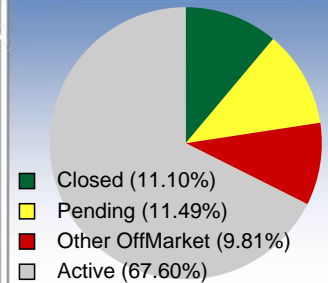


Absorption: Last 12 months, an Average of **1,095** Sales/Month

Active Inventory as of August 31, 2014 = **7,775**

	AUGUST		
	2013	2014	+/- %
Closed Listings	1,241	1,277	2.90%
Pending Listings	1,242	1,321	6.36%
New Listings	2,310	2,199	-4.81%
Average List Price	175,760	179,391	2.07%
Average Sale Price	166,961	174,020	4.23%
Average Percent of List Price to Selling Price	97.17%	96.90%	-0.28%
Average Days on Market to Sale	50.60	49.70	-1.77%
End of Month Inventory	8,866	7,775	-12.31%
Months Supply of Inventory	8.36	7.10	-15.05%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2014 decreased **12.31%** to 7,775 existing homes available for sale. Over the last 12 months this area has had an average of 1,095 closed sales per month. This represents an unsold inventory index of **7.10** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.23%** in August 2014 to \$174,020 versus the previous year at \$166,961.

Average Days on Market Shortens

The average number of **49.70** days that homes spent on the market before selling decreased by 0.90 days or **1.77%** in August 2014 compared to last year's same month at **50.60** DOM.

Sales Success for August 2014 is Positive

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

There were 2,199 New Listings in August 2014, down **4.81%** from last year at 2,310. Furthermore, there were 1,277 Closed Listings this month versus last year at 1,241, a **2.90%** increase.

Closed versus Listed trends yielded a **58.1%** ratio, up from last year's August 2014 at **53.7%**, a **8.10%** 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

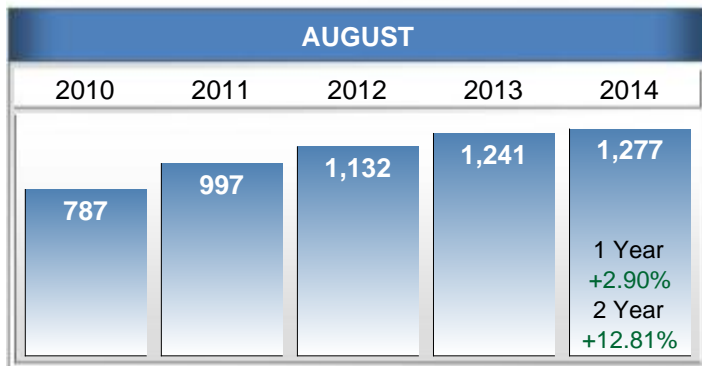
Closed Sales as of Sep 15, 2014



Closed Listings

Report Produced on: Sep 15, 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+	
\$25,000 and less	46	3.60%	63.4	37	9	0	0	
\$25,001 - \$75,000	222	17.38%	51.8	109	96	14	3	
\$75,001 - \$100,000	100	7.83%	49.2	19	66	11	4	
\$100,001 - \$150,000	314	24.59%	46.8	31	231	51	1	
\$150,001 - \$200,000	238	18.64%	45.2	11	154	68	5	
\$200,001 - \$300,000	222	17.38%	49.1	8	86	110	18	
\$300,001 and up	135	10.57%	57.7	7	26	75	27	
Total Closed Units: 1,277				49.7	222	668	329	58
Total Closed Volume: 222,223,930					19.71M	98.27M	82.13M	22.11M
Average Closed Price: \$174,020					\$88,800	\$147,115	\$249,625	\$381,222

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

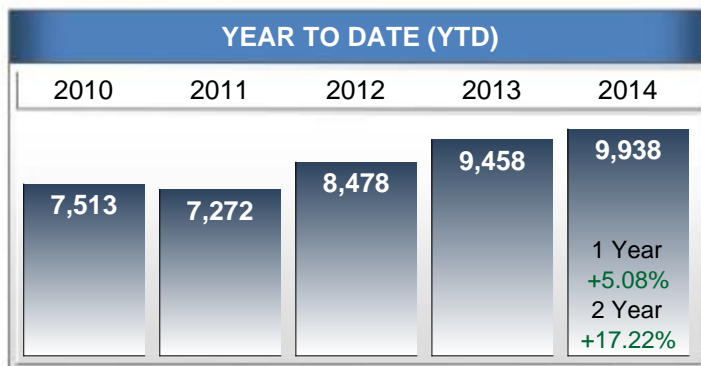
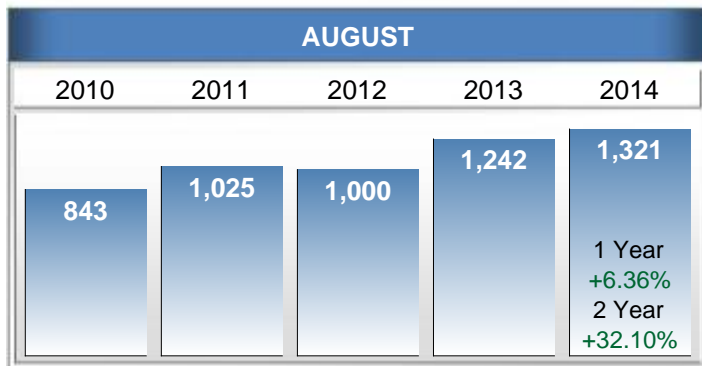
Pending Listings as of Sep 15, 2014



Pending Listings

Report Produced on: Sep 15, 2014

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



Pending Listings

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5yr AUG AVG = 1,086 **3 MONTHS**

High
Apr 2010 = 1,450

Low
Oct 2010 = 593

Pending Listings this month at **1,321**, above the 5 yr AUG average of **1,086**

JUN	1,348
JUL	1,322
AUG	1,321
-1.93%	
-0.08%	

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	53	4.01%	50.9	34	18	1	0
\$25,001 - \$75,000	234	17.71%	49.0	94	119	17	4
\$75,001 - \$100,000	141	10.67%	62.0	31	97	12	1
\$100,001 - \$150,000	319	24.15%	51.7	26	244	43	6
\$150,001 - \$200,000	237	17.94%	46.7	15	151	64	7
\$200,001 - \$300,000	195	14.76%	49.7	14	88	90	3
\$300,001 and up	142	10.75%	61.1	8	28	84	22
Total Pending Units: 1,321				222	745	311	43
Total Pending Volume: 225,836,905				21.28M	105.42M	81.72M	17.41M
Average Listing Price: \$167,359				\$95,876	\$141,506	\$262,753	\$404,983



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

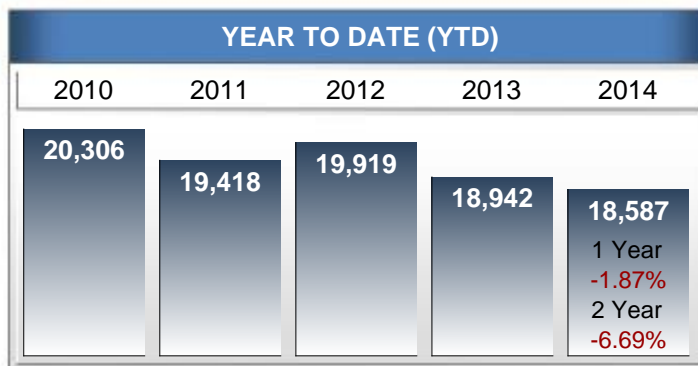
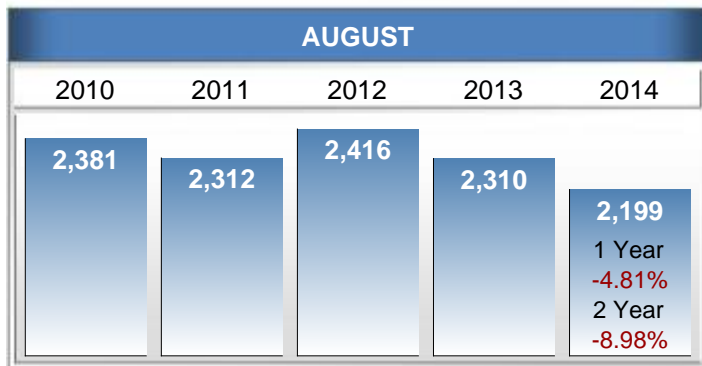
New Listings as of Sep 15, 2014



New Listings

Report Produced on: Sep 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+	
\$25,000 and less	192	8.73%	161	25	4	2	
\$25,001 - \$50,000	173	7.87%	115	52	5	1	
\$50,001 - \$100,000	381	17.33%	145	210	24	2	
\$100,001 - \$175,000	633	28.79%	95	426	106	6	
\$175,001 - \$225,000	281	12.78%	29	137	106	9	
\$225,001 - \$350,000	323	14.69%	36	96	160	31	
\$350,001 and up	216	9.82%	24	34	120	38	
Total New Listed Units:			2,199	605	980	525	89
Total New Listed Volume:			423,631,220	80.16M	150.04M	151.56M	41.87M
Average New Listed Listing Price:			\$222,181	\$132,501	\$153,105	\$288,680	\$470,431



Monthly Inventory Analysis

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August 2014

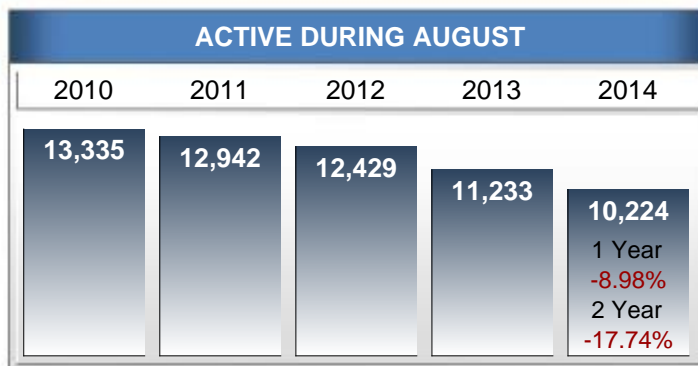
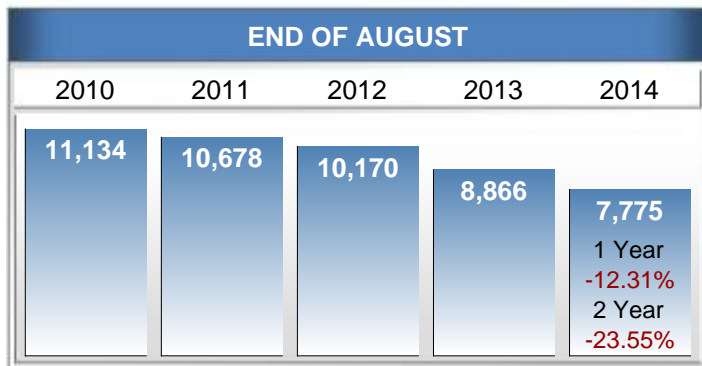
Active Inventory as of Sep 15, 2014



Active Inventory

Report Produced on: Sep 15, 2014

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



Active Inventory

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5yr AUG AVG = 9,725		3 MONTHS	
High	Aug 2010 = 11,134	JUN	7,970
Low	Mar 2014 = 7,583	JUL	8,025
<i>Inventory this month at 7,775, below the 5 yr AUG average of 9,725</i>		AUG	7,775
			-3.12%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	733	9.43%	80.1	675	47	8	3
\$25,001 \$50,000	711	9.14%	90.8	556	134	18	3
\$50,001 \$100,000	1,449	18.64%	83.6	586	757	91	15
\$100,001 \$175,000	1,932	24.85%	77.7	309	1,243	344	36
\$175,001 \$250,000	1,155	14.86%	72.2	122	519	472	42
\$250,001 \$375,000	913	11.74%	79.9	101	214	486	112
\$375,001 and up	882	11.34%	86.7	152	120	414	196
Total Active Inventory by Units:		7,775	80.7	2,501	3,034	1,833	407
Total Active Inventory by Volume:		1,616,475,987		354.49M	482.22M	563.14M	216.63M
Average Active Inventory Listing Price:		\$207,907		\$141,741	\$158,938	\$307,223	\$532,249



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2014

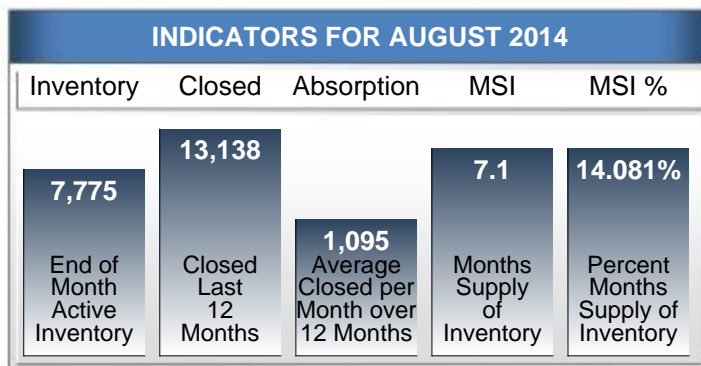
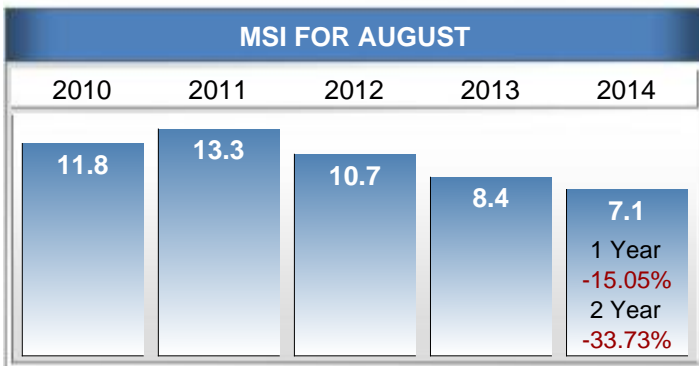
Active Inventory as of Sep 15, 2014



Months Supply of Inventory

Report Produced on: Sep 15, 2014

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



Months Supply

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5yr AUG AVG = 10.3	3 MONTHS
High Jun 2011 = 13.6 Low Feb 2014 = 7.0 Months Supply this month at 7.1, below the 5 yr AUG average of 10.3	JUN 7.4 JUL 7.4 AUG -0.40% AUG 7.1 AUG -3.38%

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	373	4.80%	9.7	13.0	3.2	3.5	24.0	
\$20,001 \$60,000	1,349	17.35%	9.4	15.9	3.9	3.0	6.0	
\$60,001 \$100,000	1,171	15.06%	6.7	10.9	5.4	5.4	7.1	
\$100,001 \$170,000	1,843	23.70%	5.1	10.7	4.5	5.3	7.8	
\$170,001 \$250,000	1,244	16.00%	6.2	12.4	5.9	5.8	5.1	
\$250,001 \$390,000	966	12.42%	8.0	21.7	7.0	7.4	8.7	
\$390,001 and up	829	10.66%	14.8	44.4	12.1	13.4	12.6	
MSI:			7.1	14.0	5.1	6.7	9.1	
Total Active Inventory:			7,775	2,501	3,034	1,833	407	



Monthly Inventory Analysis

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August 2014

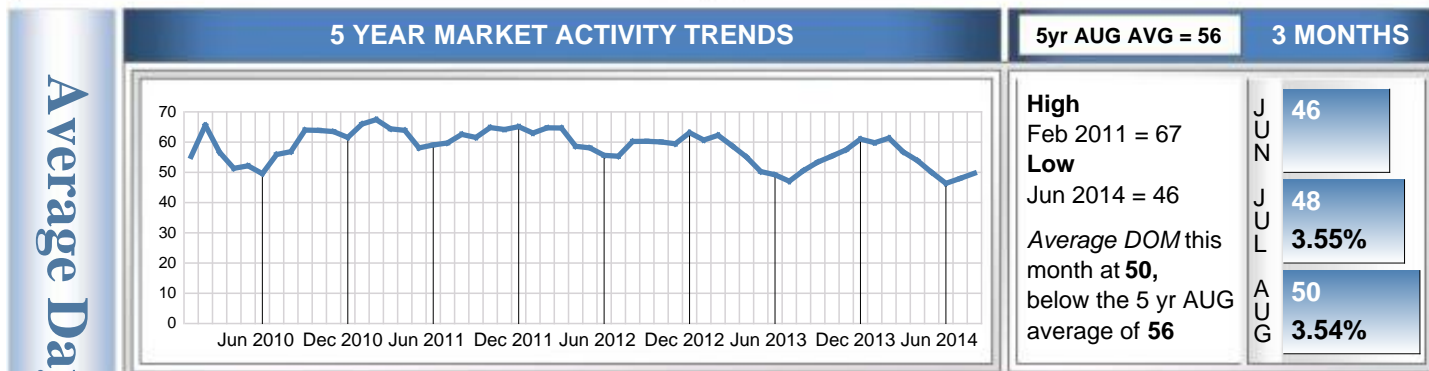
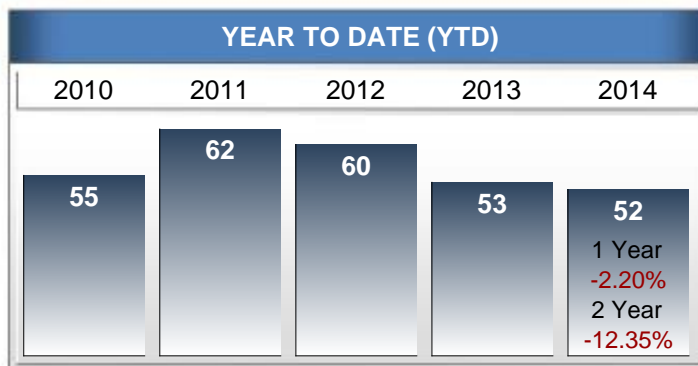
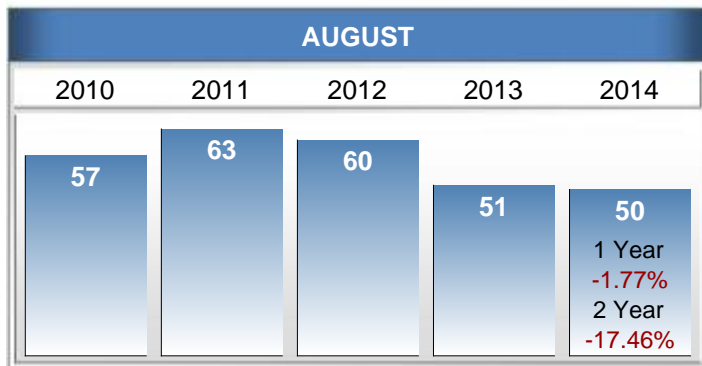
Closed Sales as of Sep 15, 2014



Average Days on Market to Sale

Report Produced on: Sep 15, 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+
\$25,000 and less	46	3.60%	63.4	70.4	34.7	0.0	0.0
\$25,001 - \$75,000	222	17.38%	51.8	53.6	48.7	58.8	54.3
\$75,001 - \$100,000	100	7.83%	49.2	55.3	49.5	49.5	15.3
\$100,001 - \$150,000	314	24.59%	46.8	50.7	45.7	48.8	75.0
\$150,001 - \$200,000	238	18.64%	45.2	39.0	43.8	47.9	64.0
\$200,001 - \$300,000	222	17.38%	49.1	28.0	54.2	45.0	58.7
\$300,001 and up	135	10.57%	57.7	50.4	70.1	55.7	53.3
Average Closed DOM: 49.7				54.4	48.0	49.4	53.7
Total Closed Units: 1,277				222	668	329	58
Total Closed Volume: 222,223,930				19.71M	98.27M	82.13M	22.11M



Monthly Inventory Analysis

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August 2014

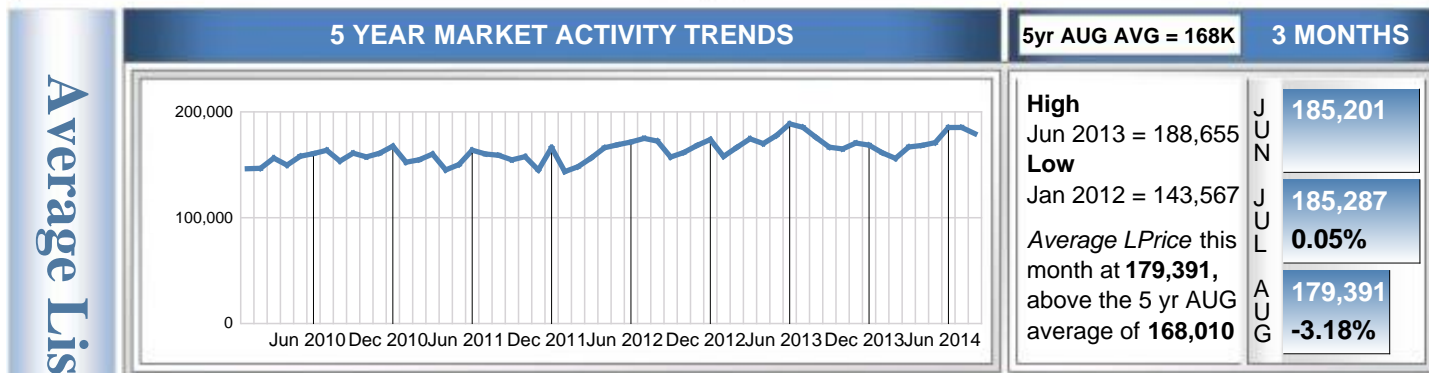
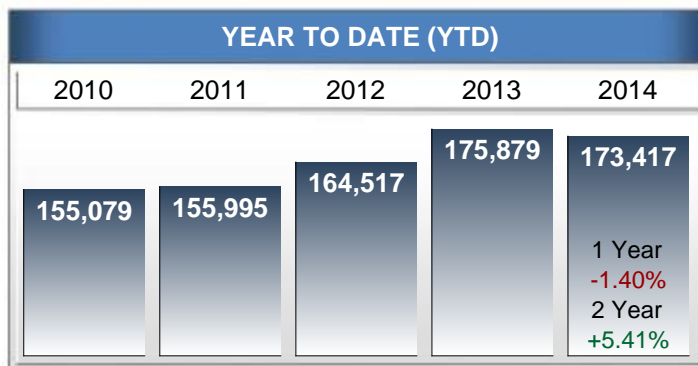
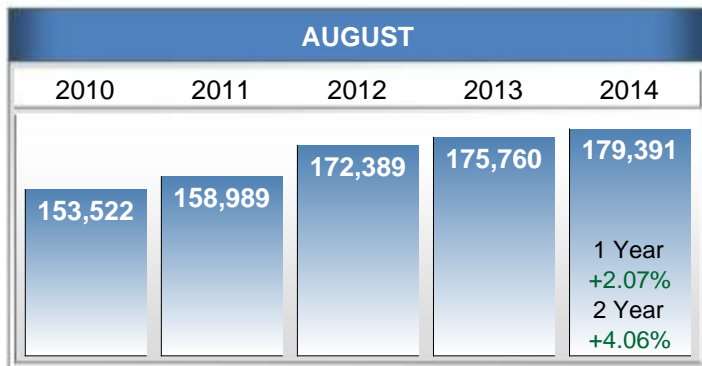
Closed Sales as of Sep 15, 2014



Average List Price at Closing

Report Produced on: Sep 15, 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	38	2.98%	18,032	20,124	20,722	0	0
\$25,001 - \$75,000	222	17.38%	53,099	55,998	55,227	54,907	62,600
\$75,001 - \$100,000	100	7.83%	89,040	89,211	90,201	98,355	102,475
\$100,001 - \$150,000	314	24.59%	129,209	125,867	129,876	134,960	145,000
\$150,001 - \$200,000	238	18.64%	174,255	164,350	175,796	176,268	182,360
\$200,001 - \$300,000	229	17.93%	247,194	252,541	241,137	251,446	267,472
\$300,001 and up	136	10.65%	507,747	629,793	447,164	482,747	609,915
Average List Price:	\$179,391			\$93,162	\$151,017	\$257,097	\$395,460
Total Closed Units:	1,277			222	668	329	58
Total List Volume:	229,082,895			20.68M	100.88M	84.58M	22.94M



Monthly Inventory Analysis

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August 2014

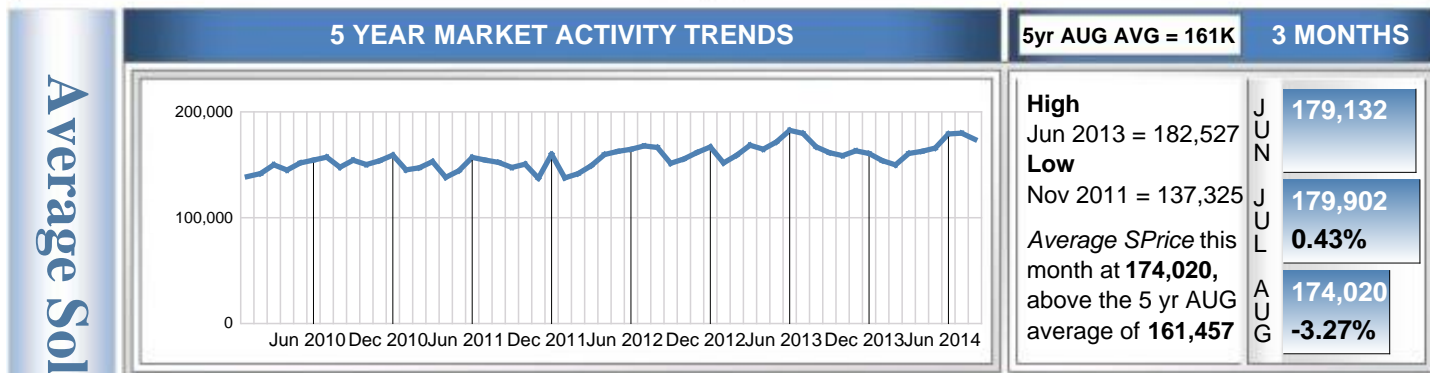
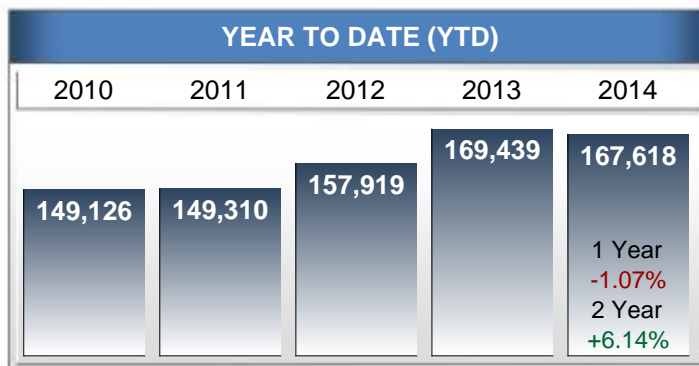
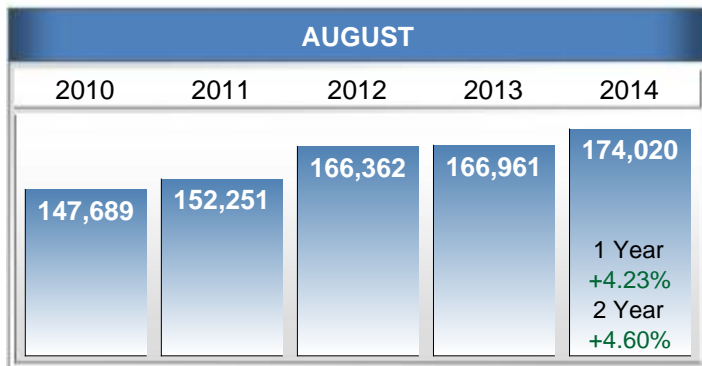
Closed Sales as of Sep 15, 2014



Average Sold Price at Closing

Report Produced on: Sep 15, 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	46	3.60%	17,898	17,538	19,382	0	0
\$25,001 \$75,000	222	17.38%	51,599	51,651	51,751	49,571	54,300
\$75,001 \$100,000	100	7.83%	88,139	86,458	87,542	93,041	92,500
\$100,001 \$150,000	314	24.59%	127,585	120,206	127,842	130,661	140,000
\$150,001 \$200,000	238	18.64%	172,594	171,741	172,229	172,821	182,650
\$200,001 \$300,000	222	17.38%	242,598	240,883	234,541	245,682	263,014
\$300,001 and up	135	10.57%	489,895	607,079	427,966	466,250	584,833
Average Closed Price: \$174,020				\$88,800	\$147,115	\$249,625	\$381,222
Total Closed Units: 1,277				222	668	329	58
Total Closed Volume: 222,223,930				19.71M	98.27M	82.13M	22.11M



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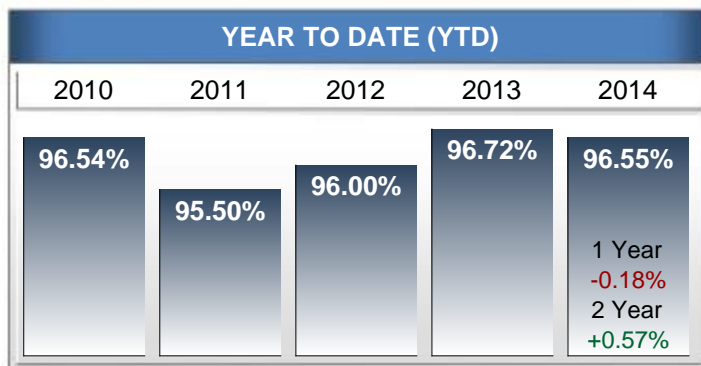
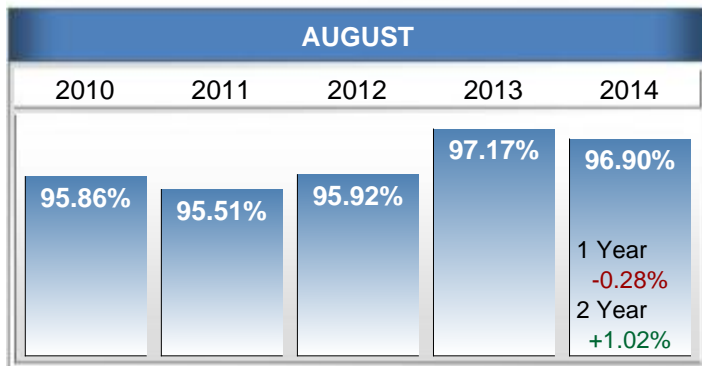
Closed Sales as of Sep 15, 2014



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr AUG AVG=96.27%		3 MONTHS	
High	Jul 2010 = 97.66%	JUN	96.64%
Low	Dec 2013 = 94.65%	JUL	96.69%
Average List/Sell this month at 96.90% , above the 5 yr AUG average of 96.27%		AUG	96.90%
			0.06%
			0.21%

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	46	3.60%	90.27%	89.05%	95.32%	0.00%	0.00%
\$25,001 \$75,000	222	17.38%	93.00%	92.45%	93.84%	92.42%	88.88%
\$75,001 \$100,000	100	7.83%	97.13%	97.05%	97.74%	95.83%	91.13%
\$100,001 \$150,000	314	24.59%	98.34%	96.17%	98.93%	97.00%	96.55%
\$150,001 \$200,000	238	18.64%	99.16%	120.13%	98.09%	98.13%	100.22%
\$200,001 \$300,000	222	17.38%	97.60%	95.75%	97.43%	97.73%	98.40%
\$300,001 and up	135	10.57%	96.89%	95.30%	96.25%	97.32%	96.76%
Average List/Sell Ratio: 96.90%				94.37%	97.54%	97.31%	96.76%
Total Closed Units: 1,277				222	668	329	58
Total Closed Volume: 222,223,930				19.71M	98.27M	82.13M	22.11M



Monthly Inventory Analysis

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August 2014

Inventory as of Sep 15, 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 **1,095** Sales/Month

Active Inventory as of August 31, 2014 = **7,775**

	AUGUST			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	1,241	1,277	2.90%	8,871	9,071	2.25%
Pending Sales	1,242	1,321	6.36%	9,458	9,938	5.08%
New Listings	2,310	2,199	-4.81%	18,942	18,587	-1.87%
Average List Price	175,760	179,391	2.07%	175,879	173,417	-1.40%
Average Sale Price	166,961	174,020	4.23%	169,439	167,618	-1.07%
Average Percent of List Price to Selling Price	97.17%	96.90%	-0.28%	96.72%	96.55%	-0.18%
Average Days on Market to Sale	50.60	49.70	-1.77%	53.43	52.26	-2.20%
Monthly Inventory	8,866	7,775	-12.31%	8,866	7,775	-12.31%
Months Supply of Inventory	8.36	7.10	-15.05%	8.36	7.10	-15.05%

