TREW

QUARTERLY MARKET INTELLIGENCE

Q2 2026 Executive Edition

Tulsa Metro, Creek County, And Pawnee County

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EXECUTIVE BRIEF

The Market Is Active, But More Selective

Public data points to a Tulsa-area market that is still functioning, but less forgiving. The strongest public residential read is Tulsa County, where Redfin reported a $292,074 median sale price over the three months ending May 2026, up 2.6% year over year, with homes selling after a median of 26 days.

TULSA METRO MEDIAN LISTING PRICE

$336,900

Realtor.com, June 2026; +0.4% YoY

30-YEAR FIXED MORTGAGE AVG.

6.55%

Freddie Mac PMMS, July 16, 2026

Creek and Pawnee counties require more caution. Public sources show smaller counts, more volatility, and less room for broad conclusions.

Editorial takeaway

This is not a market for shortcuts. Good decisions require local context, verified sources, and a clear distinction between residential, commercial, and land data.

Sources: Realtor.com, Redfin, Freddie Mac.

THREE MARKET VIEWS

National, Oklahoma, Local

NATIONAL

6.55%

30-year fixed-rate mortgage average, Freddie Mac

OKLAHOMA

$299,900

Median listing price, Realtor.com June 2026; -2.8% YoY

TULSA METRO

$336,900

Median listing price, Realtor.com June 2026; +0.4% YoY

Local interpretation

Tulsa-area demand has not disappeared, but buyers are more sensitive to price, condition, financing, and segment-specific value.

Sources: Freddie Mac PMMS; Realtor.com Research Data Library.

Public Residential Metrics

Area	Period	Median price	Activity	Days	Read
Tulsa metro	Jun 2026	$336,900 list	3,074 active	51	Stable
Tulsa County	May 3-mo.	$292,074 sale	959 sold	26	Strongest read
Creek County	May 3-mo.	$219,663 sale	86 sold	35	Mixed
Pawnee County	May 3-mo.	$187,936 sale	18 sold	52	Small sample

One chart takeaway

Tulsa County has enough public sales activity to support a broad residential read. Creek and Pawnee require more careful segmentation.

Sources: Realtor.com Research Data Library; Redfin county housing market pages.

Pricing Discipline Matters

Tulsa County public data supports a practical reading: demand remains present, but pricing has to be credible. Realtor.com showed June active listings up 3.2% year over year and median listing price down 1.9% year over year, while Redfin showed sale prices still up 2.6% over the three months ending May.

- For sellers: preparation, condition, and pricing discipline matter.
- For buyers: the market is not broadly distressed, but negotiation may be justified by condition, days on market, or reductions.
- For Creek and Pawnee: countywide residential data is background, not valuation support.

Practical implication

Use public market data to understand the climate. Use verified comparable sales and property-specific facts to make decisions.

Sources: Realtor.com; Redfin.

Sector-Specific Context

Sector	Public signal	Q2 read	Watch
Office	$19.65 psf avg. asking rent; +5.6% YoY	Not one distressed story	Class and location
Industrial	Rebounded sharply during Q2	Operating economy support	Absorption and supply
Retail	Current local data incomplete	Needs stronger source set	Neighborhood demand
Dashboard	NAR framework	Use vacancy, rent, absorption	Cap rates and sales

Dashboard rule

Commercial cannot reuse residential metrics. The core questions are vacancy, absorption, rent, deliveries, inventory, sales volume, cap rates, and user demand.

Sources: Cushman & Wakefield Tulsa MarketBeat; NAR Commercial Metro Market Dashboard.

Sector Matters More Than The Headline

Tulsa's commercial market should be reported by sector. Office, industrial, retail, multifamily, and land each answer different questions.

- Office users care about location, buildout, lease flexibility, parking, amenities, and total occupancy cost.
- Industrial users care about access, clear height, truck movement, yard area, utilities, and proximity to customers or labor.
- Retail users care about traffic, co-tenancy, visibility, parking, and neighborhood spending patterns.

Practical implication

Commercial owners should benchmark against the right property class, not against residential headlines.

Sources: Cushman & Wakefield Tulsa MarketBeat.

Land Requires Its Own Framework

Category	Public source signal	Local meaning
Farm real estate	$4,350 per acre U.S. avg.; +4.3%	National context only
Southern Plains	$2,880 farm real estate; $2,260 pasture	Regional frame
Oklahoma values	OSU uses actual Farm Credit sale data	Methodology source
Land categories	RLI/NAR: ranch, industrial, recreational stronger	Segment by use

Dashboard rule

Separate residential acreage, pasture, cropland, recreational, lake-area, development, commercial/industrial, and special-use land.

Sources: USDA ERS/NASS; OSU Extension; NAR/RLI.

Acreage Is Not A Single Market

A five-acre homesite near utilities, a 40-acre pasture tract, a lake-area parcel, an industrial yard, and a surface-only rural tract do not compete in the same buyer pool.

- Sale date and deed verification
- Acreage and usable acreage
- Access, frontage, utilities, and water
- Floodplain, topography, and surface/mineral status
- Improvements, fencing, ponds, yards, and structures
- Highest and best practical use

Practical implication

Public land data can frame the market, but parcel decisions require verified local comps and property documents.

Sources: USDA ERS/NASS; OSU Extension.

Property Is Part Of A Larger Balance Sheet

Housing wealth is not just a price estimate. It is equity, debt, timing, replacement cost, tax exposure, insurance cost, maintenance risk, and opportunity cost.

- How much equity do I likely have?
- What would it cost to replace this home in today's market?
- What would a move do to my monthly payment?
- What repairs or improvements would actually affect buyer confidence?
- What is the risk of waiting?

Strategic positioning

The best market decisions connect property value to life plans, business needs, liquidity, and risk.

Reader Actions

What TREW is watching next

- Mortgage rates and buyer payment sensitivity
- Tulsa County listing inventory and price reductions
- Creek County residential versus acreage divergence
- Pawnee County sample-size volatility
- Tulsa office and industrial sector movement
- Public land-value updates and county acreage signals
- Employment and wage trends in the Tulsa metro

Reader actions

- Homeowners: request a property-specific equity review.
- Buyers: compare payment, condition, DOM, and recent reductions.
- Landowners: gather deed, survey, utility, floodplain, and surface/mineral information before pricing.

REQUEST YOUR PERSONALIZED EQUITY REVIEW

For homeowners, landowners, and property owners who want a clearer read on value, timing, and options.

https://trew.today/reports

- Request a property-specific equity review
- Ask for the full TREW market report
- Send a property for review