



August 2011

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

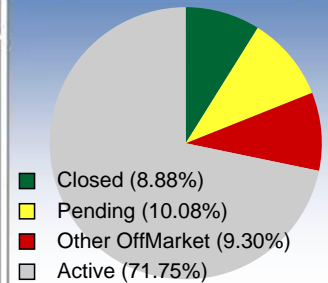


Absorption: Last 12 months, an Average of **761** Sales/Month

Active Inventory as of August 31, 2011 = **7,661**

	AUGUST		
	2010	2011	+/- %
Closed Listings	744	948	27.42%
Pending Listings	838	1,076	28.40%
New Listings	1,916	1,793	-6.42%
Average List Price	158,930	163,227	2.70%
Average Sale Price	153,124	156,523	2.22%
Average Percent of List Price to Selling Price	96.12%	95.87%	-0.25%
Average Days on Market to Sale	56.28	62.31	10.70%
End of Month Inventory	8,589	7,661	-10.80%
Months Supply of Inventory	9.57	10.07	5.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 19, 2011

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2011 decreased **10.80%** to 7,661 existing homes available for sale. Over the last 12 months this area has had an average of 761 closed sales per month. This represents an unsold inventory index of **10.07** 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 **2.22%** in August 2011 to \$156,523 versus the previous year at \$153,124.

Average Days on Market Lengthens

The average number of **62.31** days that homes spent on the market before selling increased by 6.02 days or **10.70%** in August 2011 compared to last year's same month at **56.28** DOM.

Sales Success for August 2011 is Positive

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

There were 1,793 New Listings in August 2011, down **6.42%** from last year at 1,916. Furthermore, there were 948 Closed Listings this month versus last year at 744, a **27.42%** increase.

Closed versus Listed trends yielded a **52.9%** ratio, up from last year's August 2011 at **38.8%**, a **36.16%** 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

Data from the **Tulsa MLS**

August 2011

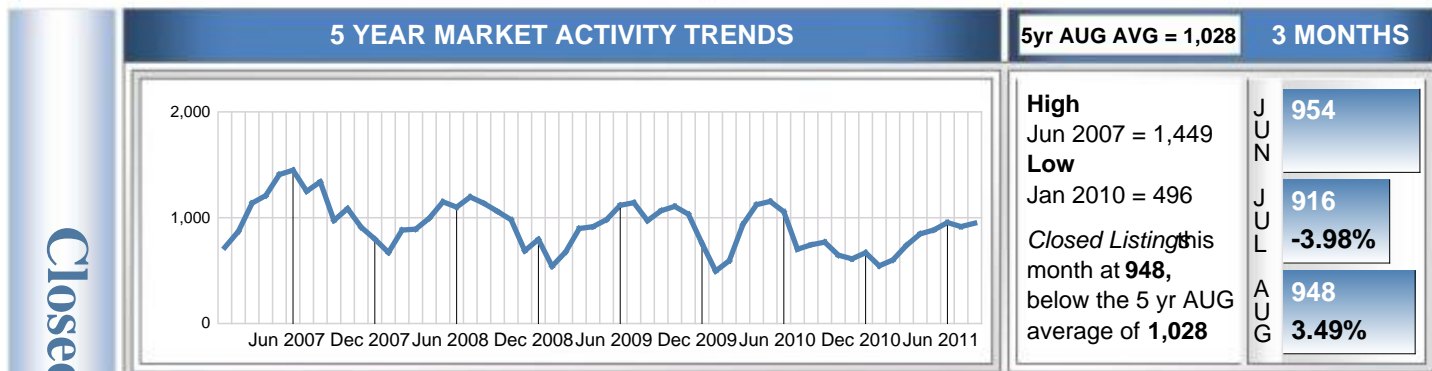
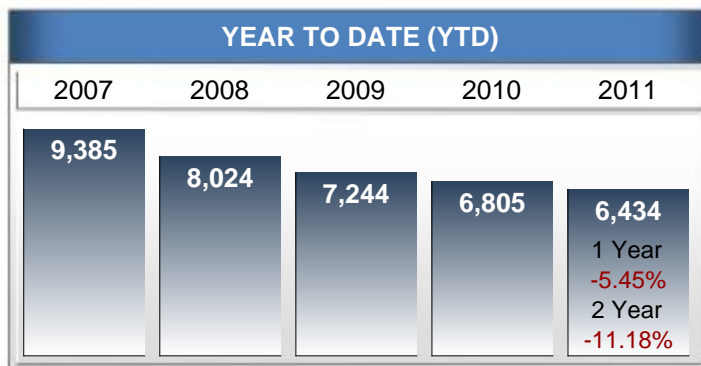
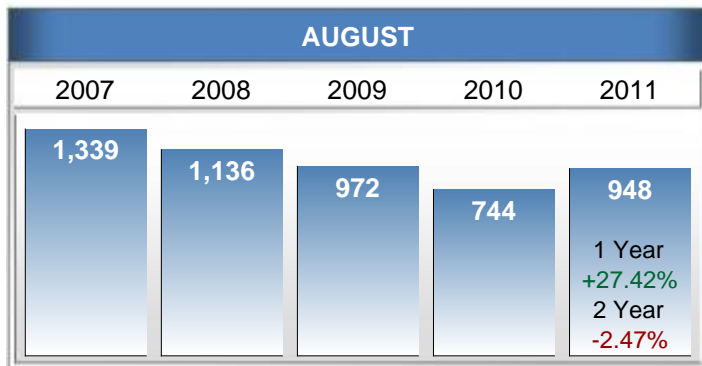
Closed Sales as of Sep 11, 2011



Closed Listings

Report Produced on: Sep 19, 2011

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	36	3.80%	37.9	18	17	1	0	
\$25,001 \$50,000	87	9.18%	53.0	29	51	7	0	
\$50,001 \$100,000	192	20.25%	63.1	42	131	18	1	
\$100,001 \$150,000	273	28.80%	61.9	20	210	42	1	
\$150,001 \$200,000	148	15.61%	65.8	7	78	57	6	
\$200,001 \$275,000	101	10.65%	70.1	6	39	51	5	
\$275,001 and up	111	11.71%	65.5	1	22	59	29	
Total Closed Units: 948				62.3	123	548	235	42
Total Closed Volume: 148,384,192					9.82M	68.73M	55.30M	14.53M
Average Closed Price: \$156,523					\$79,839	\$125,420	\$235,340	\$345,930

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

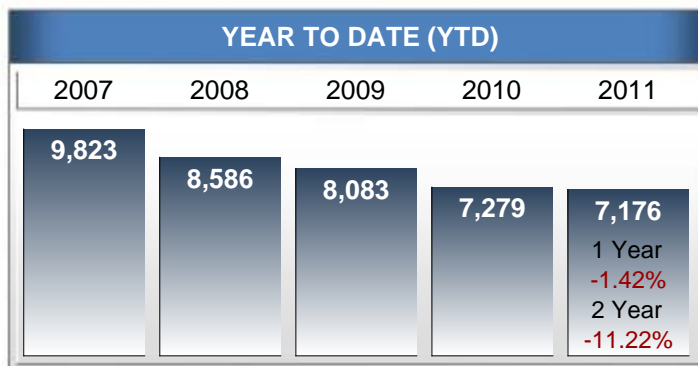
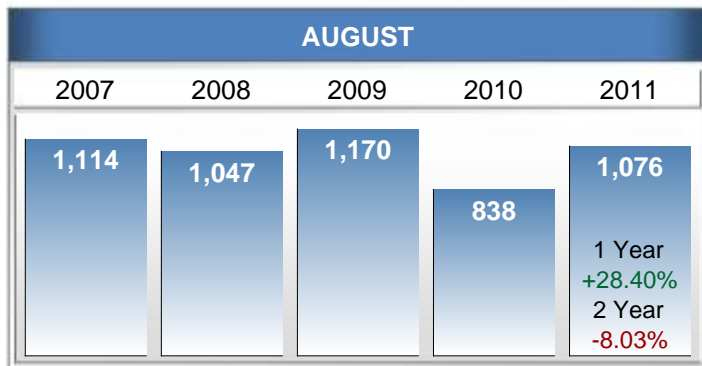
Pending Listings as of Sep 11, 2011



Pending Listings

Report Produced on: Sep 19, 2011

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



5yr AUG AVG = 1,049		3 MONTHS	
High	Apr 2010 = 1,438	JUN	951
Low	Dec 2009 = 558	JUL	944
Pending Listing this month at 1,076 , above the 5 yr AUG average of 1,049		AUG	1,076
			-0.74%
			13.98%

Pending Listings

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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+	
\$25,000 and less	44	4.09%	31.6	26	17	1	0	
\$25,001 - \$75,000	194	18.03%	56.7	57	114	18	5	
\$75,001 - \$100,000	149	13.85%	62.2	26	109	13	1	
\$100,001 - \$150,000	262	24.35%	64.2	14	211	34	3	
\$150,001 - \$200,000	183	17.01%	71.6	7	116	54	6	
\$200,001 - \$275,000	117	10.87%	63.0	2	55	57	3	
\$275,001 and up	127	11.80%	72.6	4	29	70	24	
Total Pending Units: 1,076				68.1	136	651	247	42
Total Pending Volume: 176,787,269					10.36M	89.41M	59.52M	17.49M
Average Listing Price: \$174,705					\$76,174	\$137,349	\$240,985	\$416,427



Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

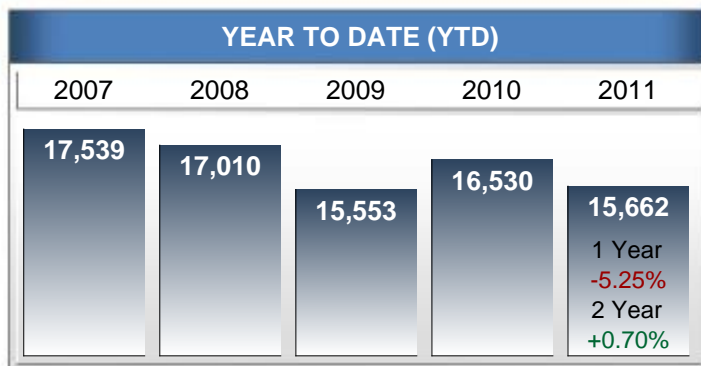
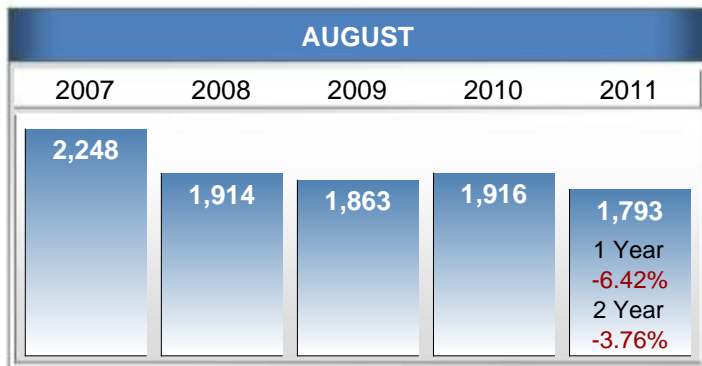
New Listings as of Sep 11, 2011



New Listings

Report Produced on: Sep 19, 2011

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+
\$40,000 and less	125	6.97%	64	54	5	2
\$40,001 - \$80,000	279	15.56%	74	173	26	6
\$80,001 - \$110,000	228	12.72%	31	173	22	2
\$110,001 - \$160,000	451	25.15%	42	329	75	5
\$160,001 - \$220,000	294	16.40%	12	161	111	10
\$220,001 - \$320,000	217	12.10%	11	77	113	16
\$320,001 and up	199	11.10%	3	46	115	35
Total New Listed Units:		1,793	237	1013	467	76
Total New Listed Volume:		330,653,710	21.45M	148.81M	126.14M	34.25M
Average New Listed Listing Price:		\$147,243	\$90,510	\$146,902	\$270,111	\$450,646



Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

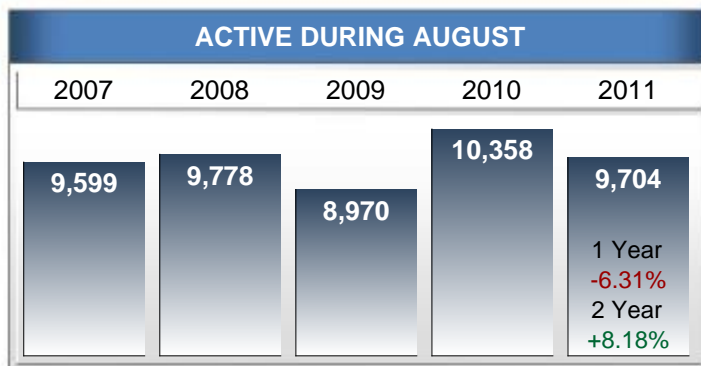
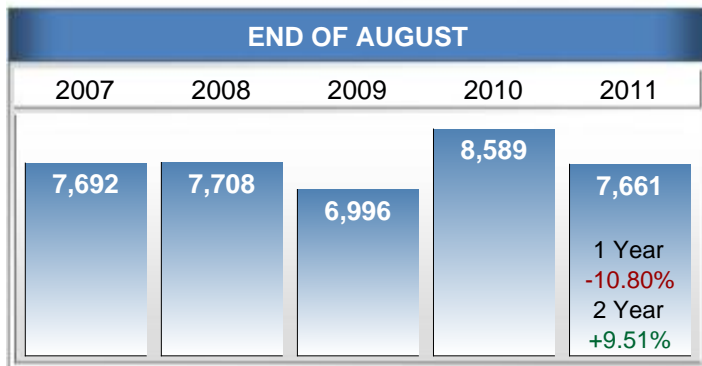
Active Inventory as of Sep 11, 2011



Active Inventory

Report Produced on: Sep 19, 2011

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



Active Inventory

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5yr AUG AVG = 7,729	3 MONTHS
High Aug 2010 = 8,589	JUN 7,805
Low Dec 2009 = 6,232	JUL 7,911
<i>Inventory</i> this month at 7,661 , below the 5 yr AUG average of 7,729	AUG 1.36%
	AUG -3.16%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	544	7.10%	69.3	270	239	31	4		
\$50,001 - \$75,000	636	8.30%	82.5	205	384	42	5		
\$75,001 - \$125,000	1,735	22.65%	82.0	259	1,284	175	17		
\$125,001 - \$175,000	1,770	23.10%	83.6	117	1,227	401	25		
\$175,001 - \$225,000	956	12.48%	82.7	50	474	394	38		
\$225,001 - \$375,000	1,237	16.15%	86.3	36	401	676	124		
\$375,001 and up	783	10.22%	93.1	14	158	390	221		
Total Active Inventory by Units:				7,661	83.4	951	4,167	2,109	434
Total Active Inventory by Volume:				1,621,857,753		97.96M	652.29M	616.32M	255.29M
Average Active Inventory Listing Price:				\$211,703		\$103,010	\$156,537	\$292,233	\$588,218



Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

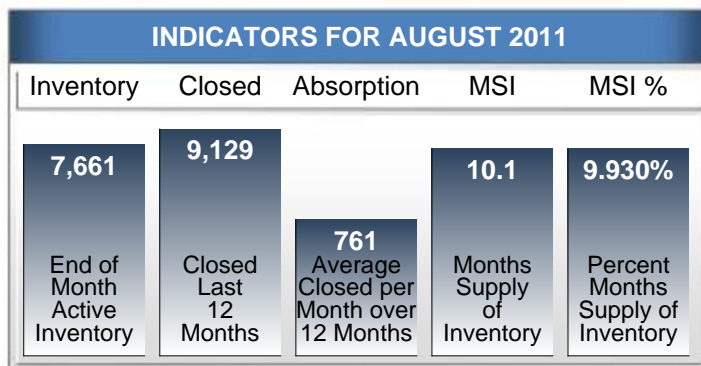
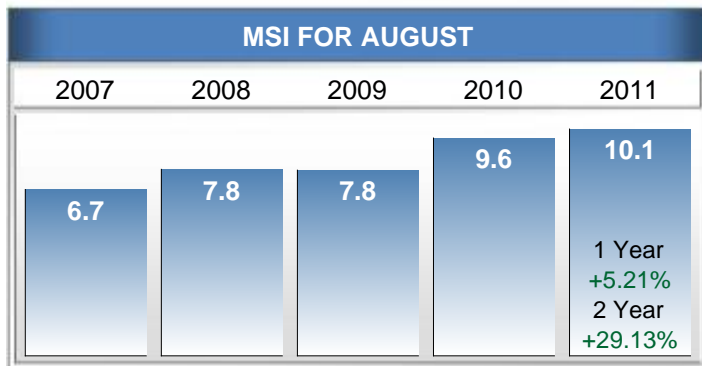
Active Inventory as of Sep 11, 2011



Months Supply of Inventory

Report Produced on: Sep 19, 2011

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



Months Supply

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5yr AUG AVG = 8.4	3 MONTHS
High Jun 2011 = 10.8 Low Feb 2007 = 5.5 <i>Months Supply</i> this month at 10.1 , above the 5 yr AUG average of 8.4	JUN 10.8 JUL 10.6 AUG 10.1 -1.07% -5.32%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	777	10.14%	5.8	7.9	4.8	4.3	4.0
\$60,001 - \$90,000	939	12.26%	9.5	13.1	9.1	6.3	8.4
\$90,001 - \$120,000	1,025	13.38%	8.9	10.4	8.4	11.0	12.0
\$120,001 - \$170,000	1,800	23.50%	9.7	11.3	9.7	8.9	9.9
\$170,001 - \$240,000	1,296	16.92%	11.4	14.5	12.5	10.1	11.4
\$240,001 - \$370,000	1,007	13.14%	13.1	10.6	15.1	12.9	10.4
\$370,001 and up	817	10.66%	22.6	33.6	32.3	20.3	21.9
MSI:			10.1	10.1	9.4	11.1	14.1
Total Active Inventory:			7,661	951	4,167	2,109	434



Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

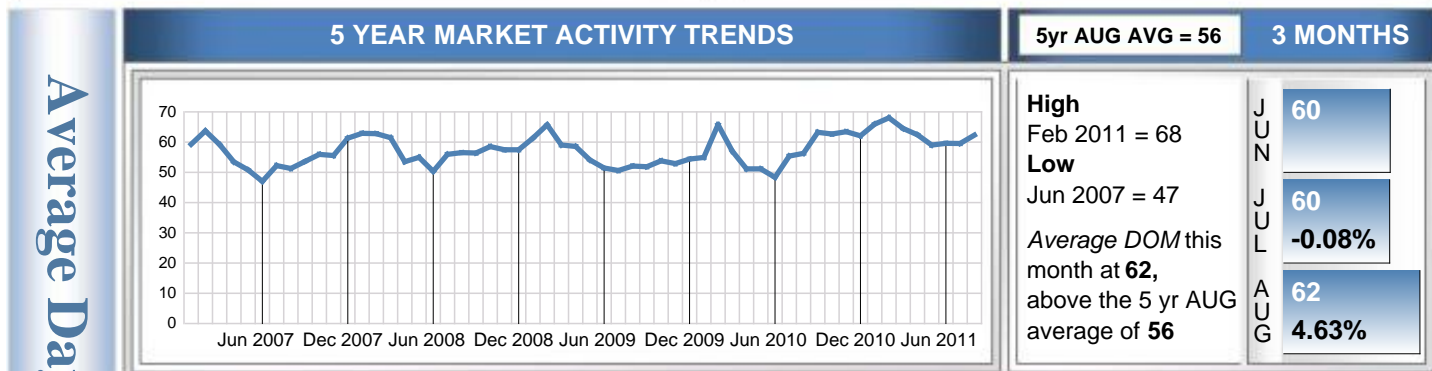
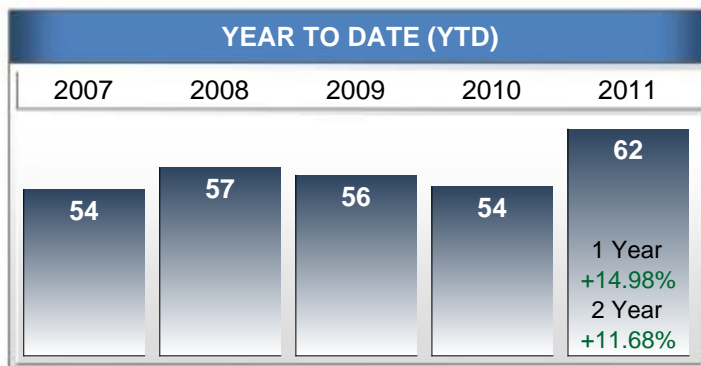
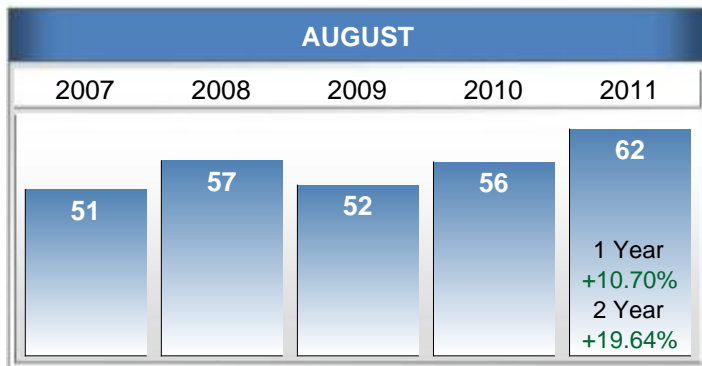
Closed Sales as of Sep 11, 2011



Average Days on Market to Sale

Report Produced on: Sep 19, 2011

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+
\$25,000 and less	36	3.80%	37.9	33.3	43.5	27.0	0.0
\$25,001 \$50,000	87	9.18%	53.0	50.0	56.4	40.7	0.0
\$50,001 \$100,000	192	20.25%	63.1	71.4	61.3	59.5	5.0
\$100,001 \$150,000	273	28.80%	61.9	68.8	59.3	70.0	127.0
\$150,001 \$200,000	148	15.61%	65.8	77.9	65.4	65.9	54.8
\$200,001 \$275,000	101	10.65%	70.1	63.5	66.8	72.8	76.2
\$275,001 and up	111	11.71%	65.5	27.0	59.5	68.4	65.6
Average Closed DOM: 62.3				60.0	60.4	67.4	65.3
Total Closed Units: 948				123	548	235	42
Total Closed Volume: 148,384,192				9.82M	68.73M	55.30M	14.53M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

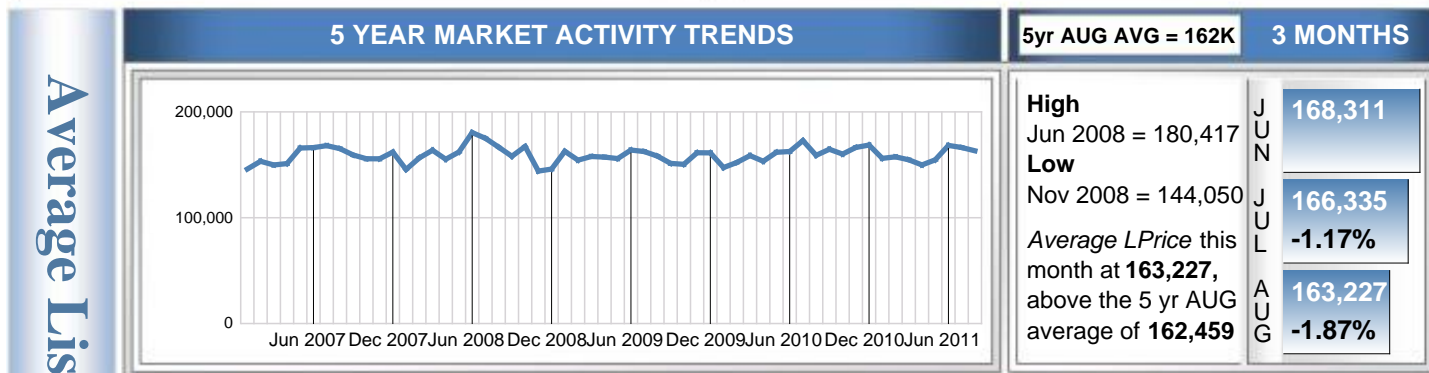
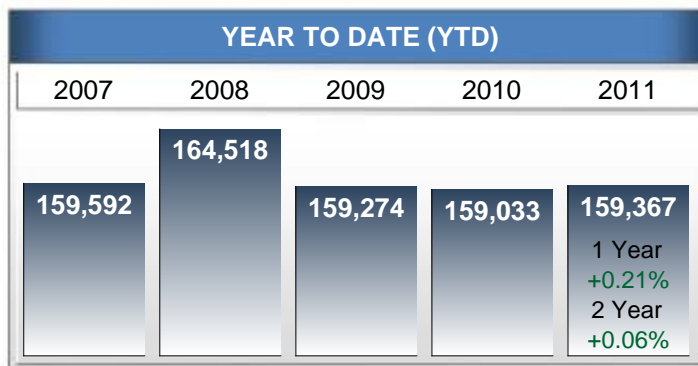
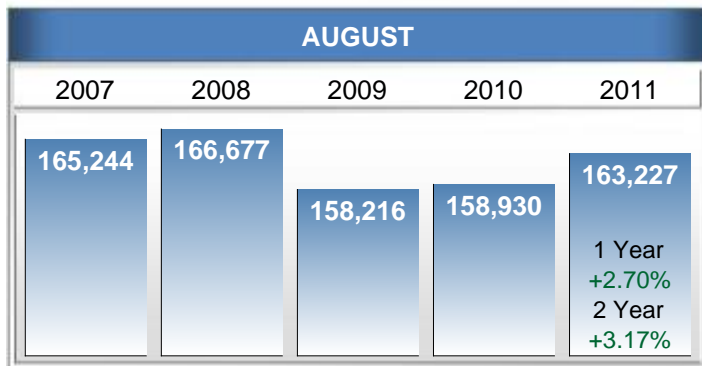
Closed Sales as of Sep 11, 2011



Average List Price at Closing

Report Produced on: Sep 19, 2011

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



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	31	3.27%	17,732	19,781	19,868	26,000	0
\$25,001 \$50,000	84	8.86%	40,250	43,598	40,845	42,928	0
\$50,001 \$100,000	187	19.73%	76,861	75,611	81,036	86,797	75,000
\$100,001 \$150,000	271	28.59%	127,616	125,845	128,810	138,450	164,000
\$150,001 \$200,000	150	15.82%	173,298	193,057	177,282	179,266	198,133
\$200,001 \$275,000	107	11.29%	234,735	262,300	235,885	237,771	260,680
\$275,001 and up	118	12.45%	430,005	285,000	377,007	464,708	434,856
Average List Price: \$163,227				\$85,554	\$130,307	\$244,536	\$365,287
Total Closed Units: 948				123	548	235	42
Total List Volume: 154,739,549				10.52M	71.41M	57.47M	15.34M

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

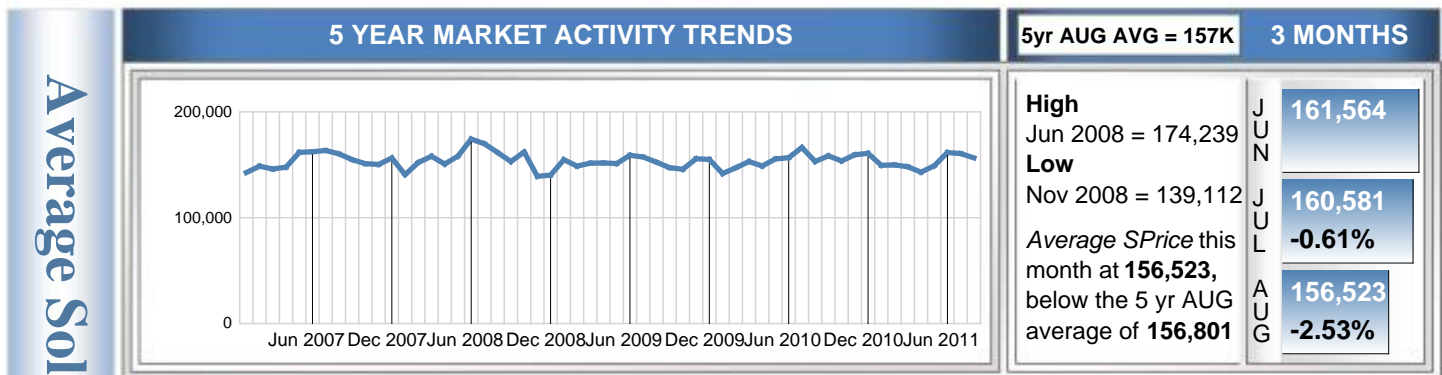
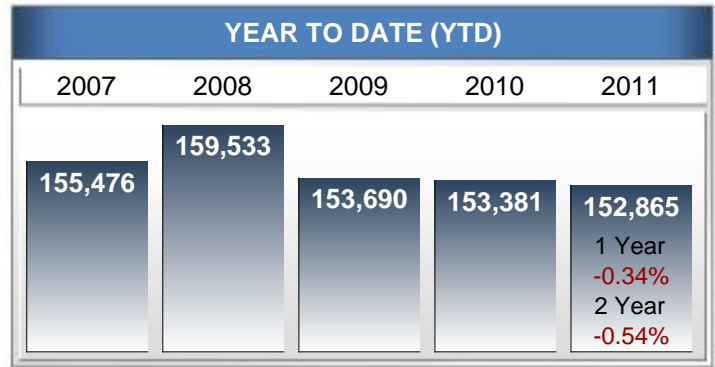
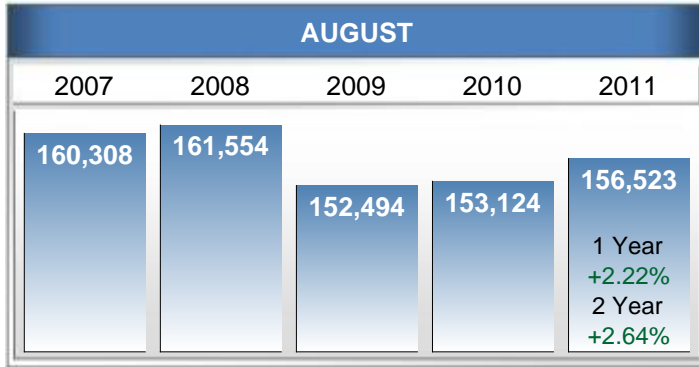
Closed Sales as of Sep 11, 2011



Average Sold Price at Closing

Report Produced on: Sep 19, 2011

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	36	3.80%	16,891	16,411	16,940	24,700	0
\$25,001 \$50,000	87	9.18%	37,914	37,825	37,684	39,957	0
\$50,001 \$100,000	192	20.25%	75,970	71,430	77,091	78,285	78,000
\$100,001 \$150,000	273	28.80%	126,344	118,890	125,619	133,098	144,000
\$150,001 \$200,000	148	15.61%	172,699	180,557	169,148	175,209	185,835
\$200,001 \$275,000	101	10.65%	233,954	244,292	232,625	231,994	251,900
\$275,001 and up	111	11.71%	416,315	320,350	353,430	443,772	411,467
Average Closed Price: \$156,523				\$79,839	\$125,420	\$235,340	\$345,930
Total Closed Units: 948				123	548	235	42
Total Closed Volume: 148,384,192				9.82M	68.73M	55.30M	14.53M



Monthly Inventory Analysis

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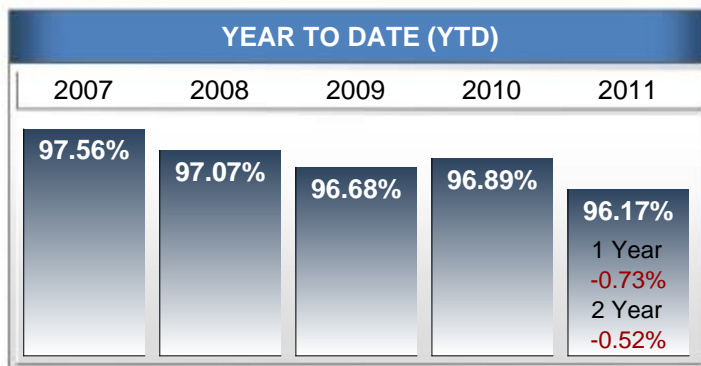
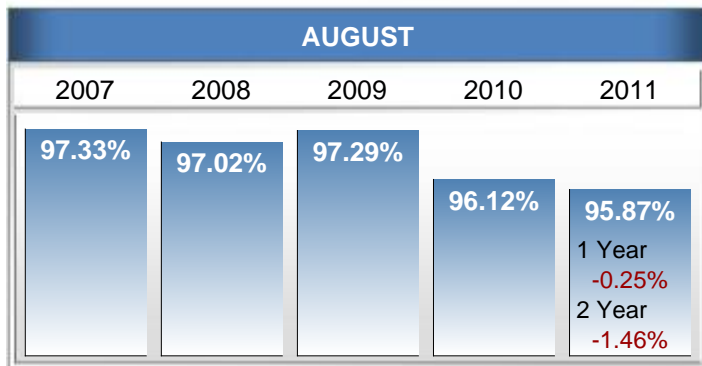
Closed Sales as of Sep 11, 2011



Average Percent of List Price to Selling Price

Report Produced on: Sep 19, 2011

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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5yr AUG AVG=96.73%		3 MONTHS	
High	Apr 2007 = 98.16%	JUN	96.50%
Low	Feb 2011 = 95.14%	JUL	97.24%
Average List/Sell this month at 95.87% , below the 5 yr AUG average of 96.73%		AUG	-1.40%

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+
\$25,000 and less	36	3.80%	87.92%	86.47%	89.05%	95.00%	0.00%
\$25,001 \$50,000	87	9.18%	92.15%	87.73%	94.47%	93.57%	0.00%
\$50,001 \$100,000	192	20.25%	94.98%	94.72%	95.57%	90.72%	104.00%
\$100,001 \$150,000	273	28.80%	97.17%	94.78%	97.60%	96.34%	87.80%
\$150,001 \$200,000	148	15.61%	96.63%	93.66%	96.10%	97.94%	94.37%
\$200,001 \$275,000	101	10.65%	99.10%	94.03%	102.04%	97.64%	97.04%
\$275,001 and up	111	11.71%	95.80%	112.40%	94.59%	96.09%	95.57%
Average List/Sell Ratio: 95.90%				91.92%	96.54%	96.43%	95.59%
Total Closed Units: 948				123	548	235	42
Total Closed Volume: 148,384,192				9.82M	68.73M	55.30M	14.53M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

August 2011

Inventory as of Sep 11, 2011



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 **761** Sales/Month

Active Inventory as of August 31, 2011 = **7,661**

	AUGUST			Year To Date		
	2010	2011	+/-%	2010	2011	+/-%
Closed Sales	744	948	27.42%	6,805	6,434	-5.45%
Pending Sales	838	1,076	28.40%	7,279	7,176	-1.42%
New Listings	1,916	1,793	-6.42%	16,530	15,662	-5.25%
Average List Price	158,930	163,227	2.70%	159,033	159,367	0.21%
Average Sale Price	153,124	156,523	2.22%	153,381	152,865	-0.34%
Average Percent of List Price to Selling Price	96.12%	95.87%	-0.25%	96.89%	96.17%	-0.73%
Average Days on Market to Sale	56.28	62.31	10.70%	54.07	62.17	14.98%
Monthly Inventory	8,589	7,661	-10.80%	8,589	7,661	-10.80%
Months Supply of Inventory	9.57	10.07	5.21%	9.57	10.07	5.21%

