



# August 2011

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

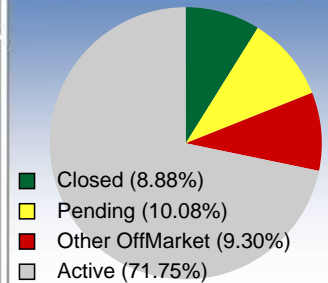


**Absorption:** Last 12 months, an Average of **761** Sales/Month

**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%
Median List Price	135,000	135,000	0.00%
Median Sale Price	132,000	130,000	-1.52%
Median Percent of List Price to Selling Price	97.33%	97.13%	-0.20%
Median Days on Market to Sale	46.00	51.00	10.87%
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.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.52%** in August 2011 to \$130,000 versus the previous year at \$132,000.

### Median Days on Market Lengthens

The median number of **51.00** days that homes spent on the market before selling increased by 5.00 days or **10.87%** in August 2011 compared to last year's same month at **46.00** DOM.

### Sales Success for August 2011 is Positive

Overall, with Median Prices falling 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.

## 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?

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



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## August 2011

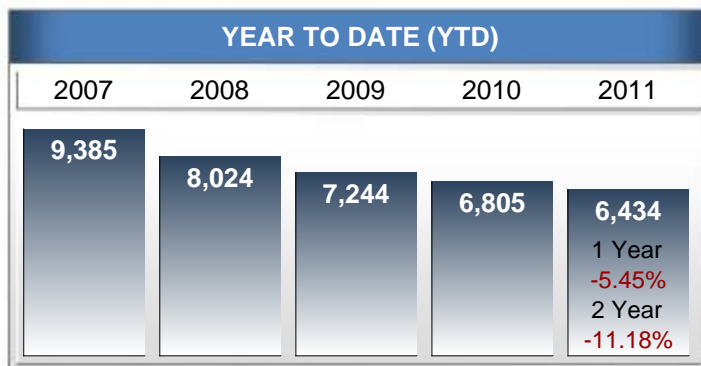
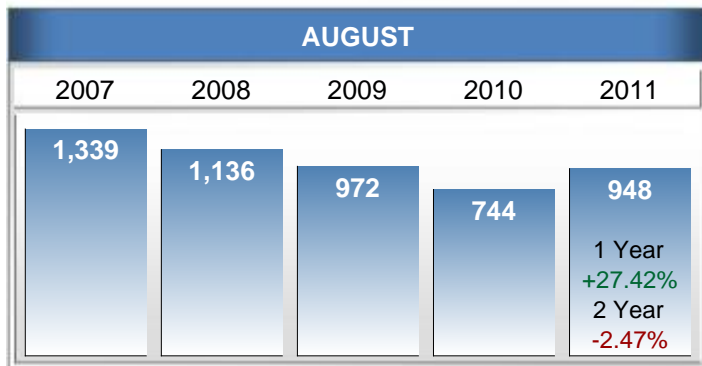
Closed Sales as of Sep 11, 2011



### Closed Listings

Report Produced on: Sep 19, 2011

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



Closed Listings

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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+	
\$40,000 and less	89	9.39%	34.0	36	49	4	0	
\$40,001 - \$70,000	111	11.71%	42.0	36	66	9	0	
\$70,001 - \$100,000	115	12.13%	56.0	17	84	13	1	
\$100,001 - \$150,000	273	28.80%	50.0	20	210	42	1	
\$150,001 - \$200,000	148	15.61%	56.5	7	78	57	6	
\$200,001 - \$280,000	113	11.92%	66.0	6	43	56	8	
\$280,001 and up	99	10.44%	60.0	1	18	54	26	
Total Closed Units: 948				51.0	123	548	235	42
Total Closed Volume: 148,384,192					9.82M	68.73M	55.30M	14.53M
Median Closed Price: \$130,000					\$62,500	\$119,000	\$195,000	\$307,500



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## August 2011

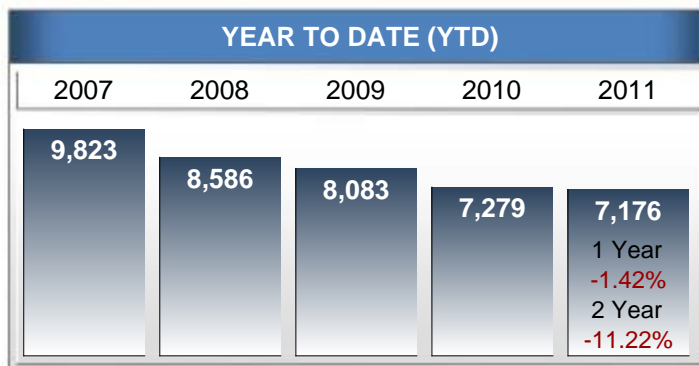
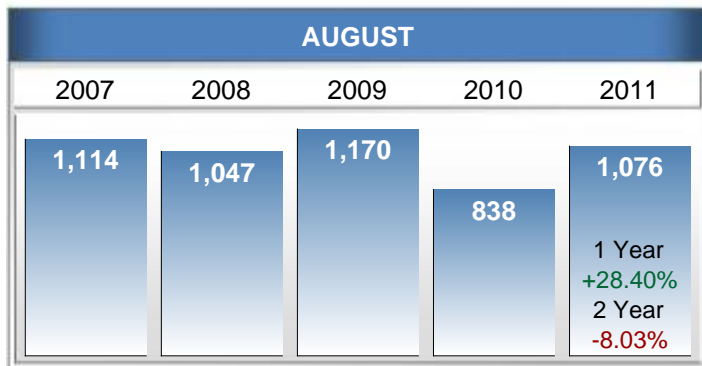
Pending Listings as of Sep 11, 2011



### 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  
**Low**  
Dec 2009 = 558

Pending Listings this month at **1,076**, above the 5 yr AUG average of **1,049**

JUN	951
JUL	944
AUG	1,076
<b>-0.74%</b>	
<b>13.98%</b>	

Pending Listings

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#### 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	<b>105</b>	9.76%	22.0	49	51	5	0	
\$40,001 - \$70,000	<b>110</b>	10.22%	51.5	27	67	11	5	
\$70,001 - \$100,000	<b>172</b>	15.99%	49.0	33	122	16	1	
\$100,001 - \$150,000	<b>262</b>	24.35%	53.0	14	211	34	3	
\$150,001 - \$200,000	<b>183</b>	17.01%	67.0	7	116	54	6	
\$200,001 - \$290,000	<b>133</b>	12.36%	53.0	2	58	69	4	
\$290,001 and up	<b>111</b>	10.32%	53.0	4	26	58	23	
Total Pending Units: 1,076				49.0	136	651	247	42
Total Pending Volume: 176,787,269					10.36M	89.41M	59.52M	17.49M
Median Listing Price: \$131,750					\$60,400	\$125,000	\$209,900	\$317,900



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## August 2011

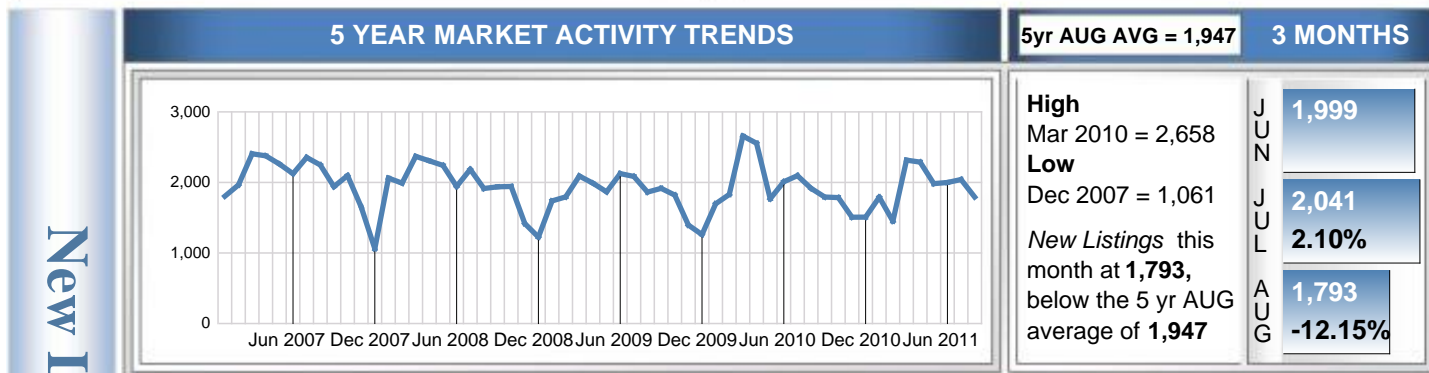
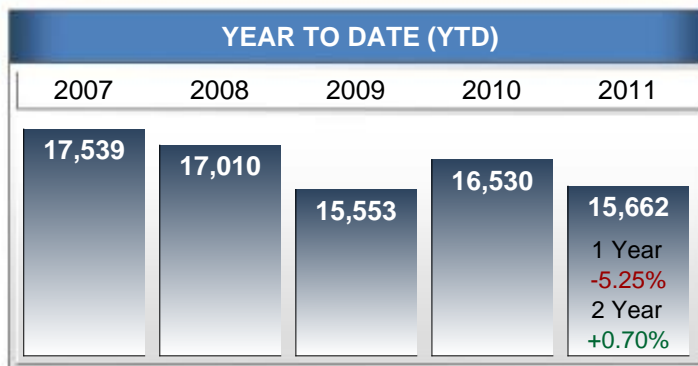
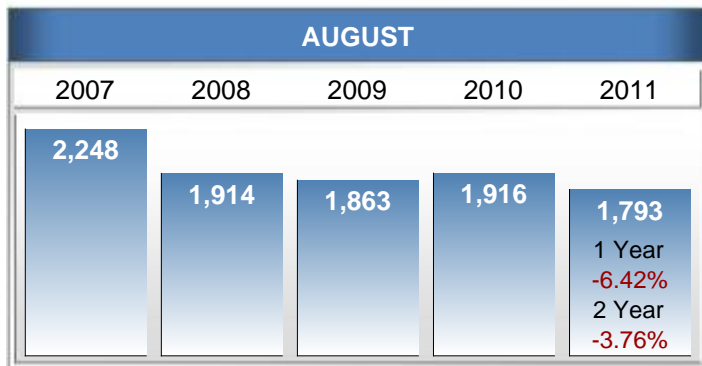
New Listings as of Sep 11, 2011



### New Listings

Report Produced on: Sep 19, 2011

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



New Listings

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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+
\$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:			237	1013	467	76
Total New Listed Volume:			21.45M	148.81M	126.14M	34.25M
Median New Listed Listing Price:			\$72,650	\$126,000	\$219,000	\$301,900





# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## August 2011

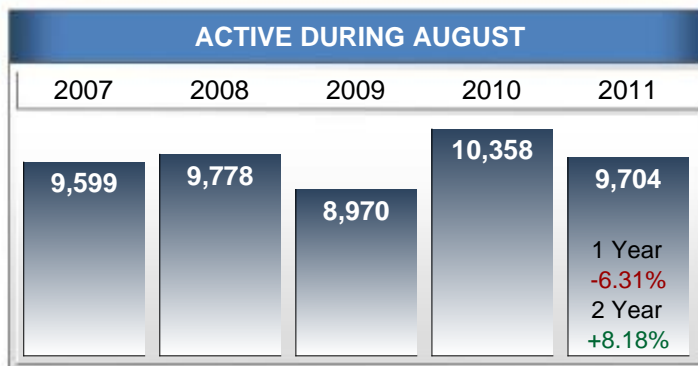
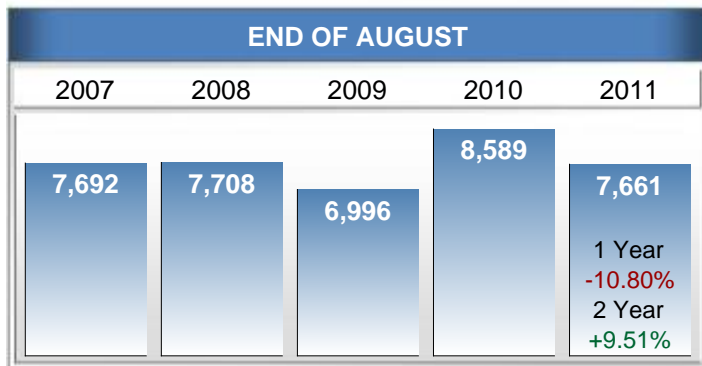
Active Inventory as of Sep 11, 2011



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

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	<b>777</b>	10.14%	62.0	360	367	45	5
\$60,001 - \$90,000	<b>939</b>	12.26%	77.0	223	644	65	7
\$90,001 - \$120,000	<b>1,025</b>	13.38%	71.0	130	771	115	9
\$120,001 - \$170,000	<b>1,800</b>	23.50%	77.0	131	1,266	375	28
\$170,001 - \$240,000	<b>1,296</b>	16.92%	78.0	70	629	540	57
\$240,001 - \$370,000	<b>1,007</b>	13.14%	85.0	23	323	559	102
\$370,001 and up	<b>817</b>	10.66%	90.0	14	167	410	226
Total Active Inventory by Units:				951	4,167	2,109	434
Total Active Inventory by Volume:				97.96M	652.29M	616.32M	255.29M
Median Active Inventory Listing Price:				\$76,000	\$130,000	\$229,000	\$384,950



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## August 2011

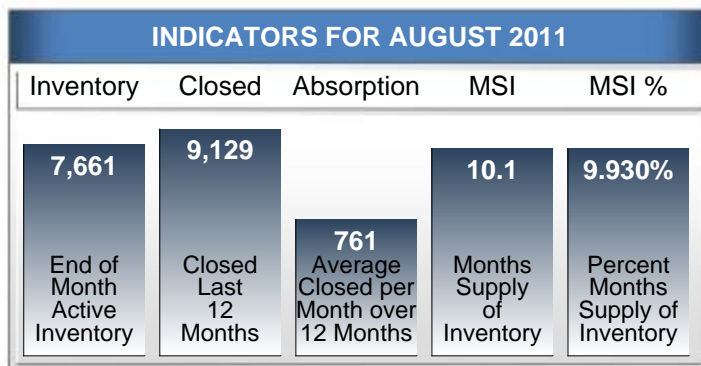
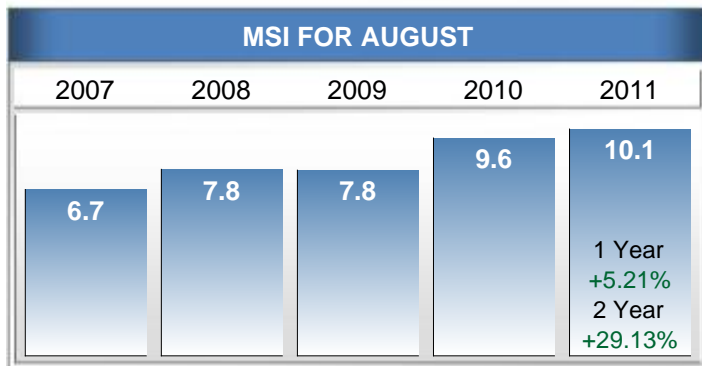
Active Inventory as of Sep 11, 2011



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

#### 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	<b>777</b>		10.14%	5.8	7.9	4.8	4.3	4.0
\$60,001 - \$90,000	<b>939</b>		12.26%	9.5	13.1	9.1	6.3	8.4
\$90,001 - \$120,000	<b>1,025</b>		13.38%	8.9	10.4	8.4	11.0	12.0
\$120,001 - \$170,000	<b>1,800</b>		23.50%	9.7	11.3	9.7	8.9	9.9
\$170,001 - \$240,000	<b>1,296</b>		16.92%	11.4	14.5	12.5	10.1	11.4
\$240,001 - \$370,000	<b>1,007</b>		13.14%	13.1	10.6	15.1	12.9	10.4
\$370,001 and up	<b>817</b>		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

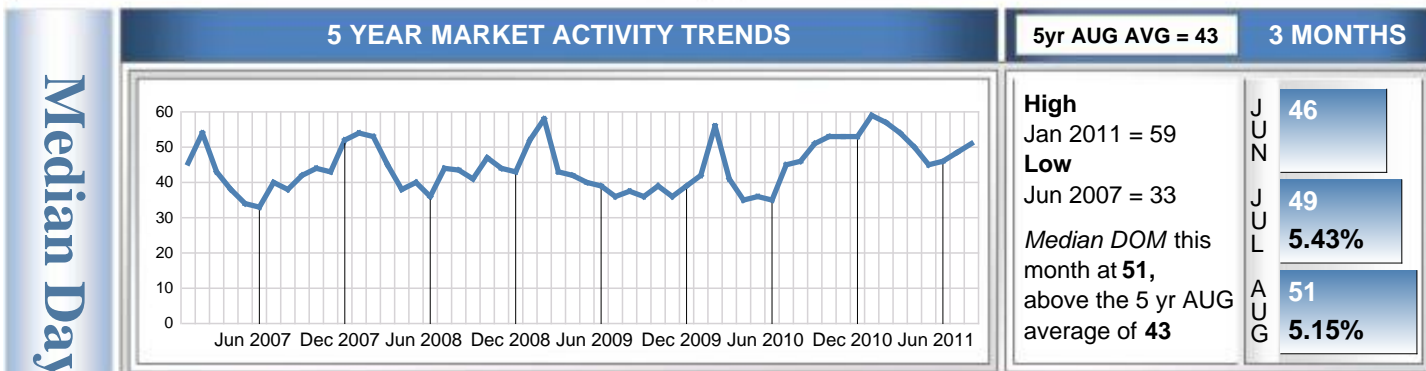
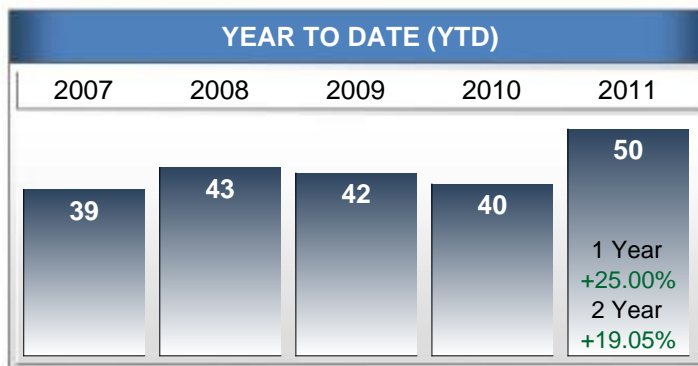
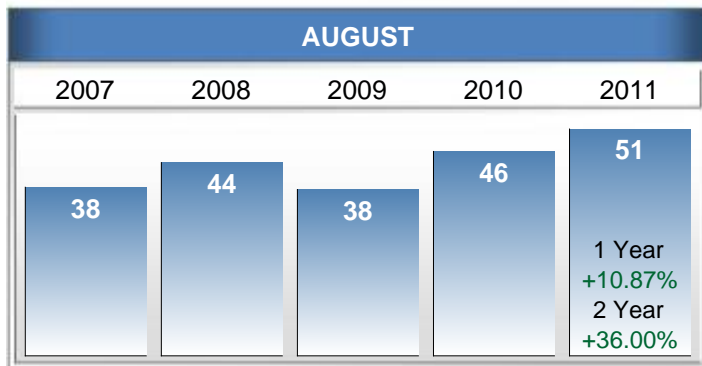
Closed Sales as of Sep 11, 2011



### Median Days on Market to Sale

Report Produced on: Sep 19, 2011

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+
\$40,000 and less	89			9.39%	34.0	35.0	35.0	8.0	0.0
\$40,001 \$70,000	111			11.71%	42.0	42.0	42.0	36.0	0.0
\$70,001 \$100,000	115			12.13%	56.0	69.0	52.5	54.0	5.0
\$100,001 \$150,000	273			28.80%	50.0	74.5	47.0	68.5	127.0
\$150,001 \$200,000	148			15.61%	56.5	100.0	52.5	57.0	41.0
\$200,001 \$280,000	113			11.92%	66.0	42.0	66.0	68.5	45.0
\$280,001 and up	99			10.44%	60.0	27.0	62.5	58.0	63.0
Median Closed DOM:		51.0				47.0	47.0	62.0	53.5
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

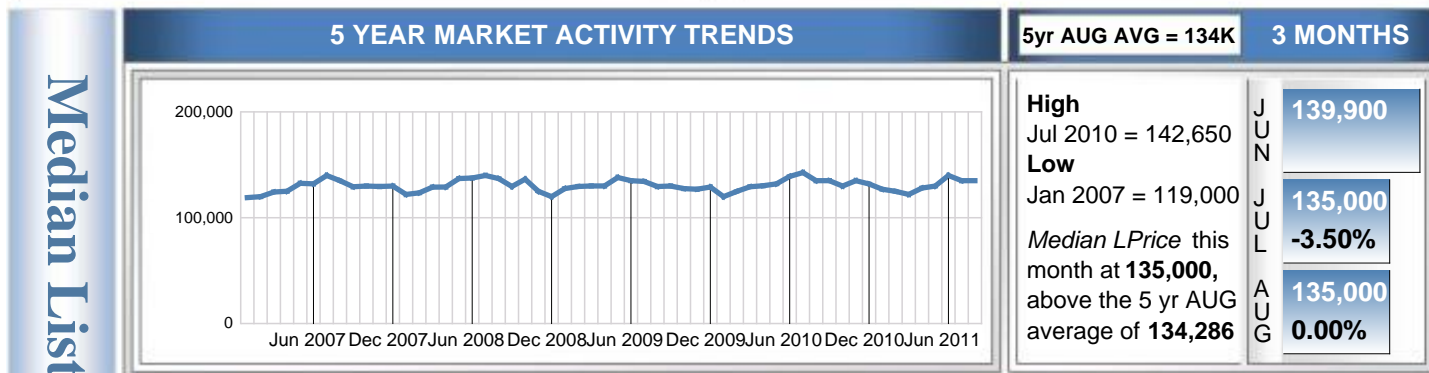
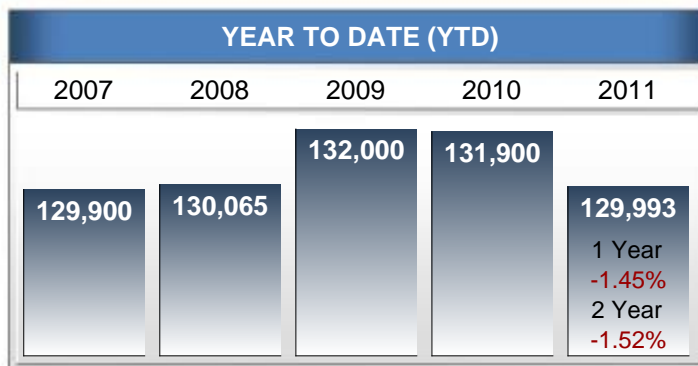
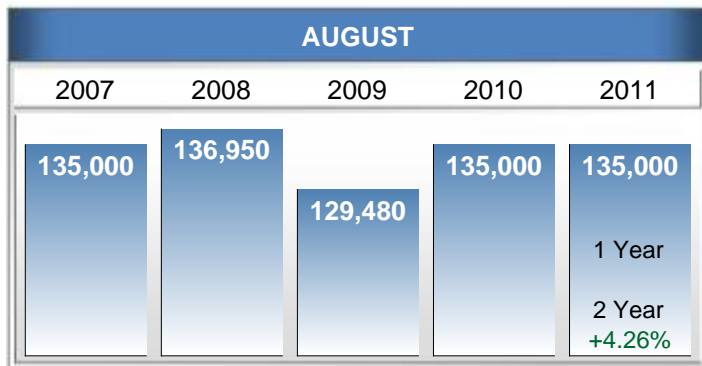
Closed Sales as of Sep 11, 2011



### Median List Price at Closing

Report Produced on: Sep 19, 2011

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+
\$40,000 and less	73	7.70%	27,100	25,500	29,550	29,900	0
\$40,001 - \$70,000	111	11.71%	55,000	56,000	55,000	49,000	0
\$70,001 - \$100,000	118	12.45%	84,900	81,200	85,245	88,000	75,000
\$100,001 - \$150,000	271	28.59%	127,200	115,000	126,700	137,250	0
\$150,001 - \$200,000	150	15.82%	169,900	179,900	169,250	172,000	192,000
\$200,001 - \$280,000	112	11.81%	233,950	215,000	235,000	230,000	239,400
\$280,001 and up	113	11.92%	350,000	299,900	331,500	370,500	364,950
Median List Price:	\$135,000			\$69,900	\$119,900	\$199,900	\$314,700
Total Closed Units:	948			123	548	235	42
Total List Volume:	154,739,549			10.52M	71.41M	57.47M	15.34M





# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## August 2011

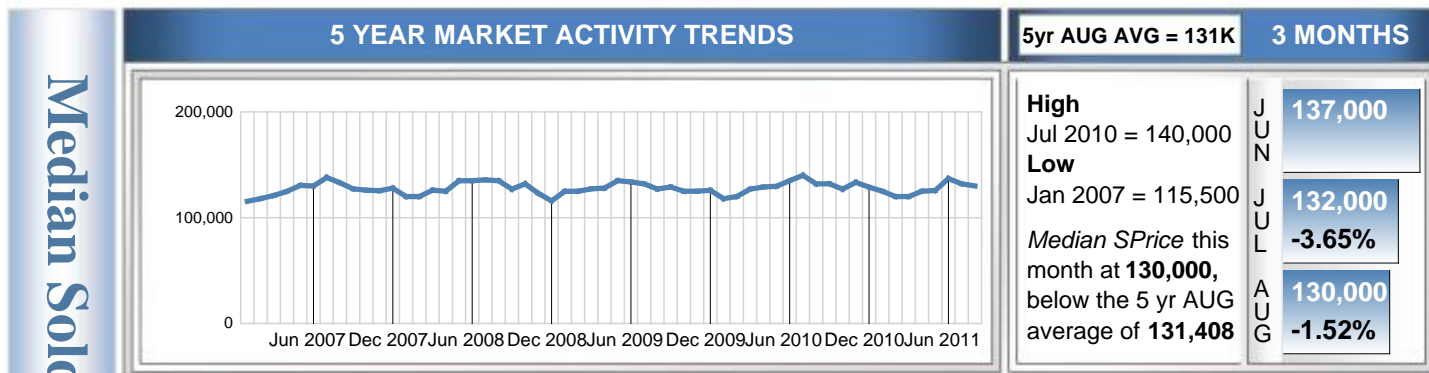
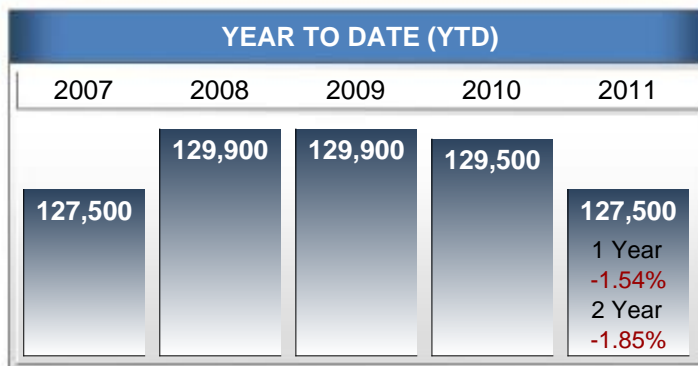
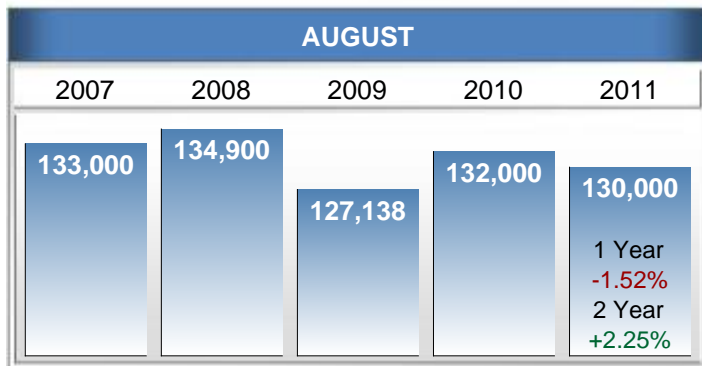
Closed Sales as of Sep 11, 2011



### Median Sold Price at Closing

Report Produced on: Sep 19, 2011

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+
\$40,000 and less	89	9.39%	29,200	25,250	30,000	32,450	0
\$40,001 - \$70,000	111	11.71%	56,000	56,500	55,750	62,500	0
\$70,001 - \$100,000	115	12.13%	86,000	84,900	87,025	85,000	78,000
\$100,001 - \$150,000	273	28.80%	126,000	113,950	124,950	136,000	144,000
\$150,001 - \$200,000	148	15.61%	169,900	180,000	166,000	171,500	192,500
\$200,001 - \$280,000	113	11.92%	232,000	243,000	228,800	231,000	264,750
\$280,001 and up	99	10.44%	360,000	320,350	322,500	382,500	362,250
Median Closed Price:	\$130,000			\$62,500	\$119,000	\$195,000	\$307,500
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



### Median Percent of List Price to Selling Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE							
Distribution of \$avgmed L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	<b>89</b>	9.39%	89.80%	86.61%	90.57%	92.04%	0.00%
\$40,001 \$70,000	<b>111</b>	11.71%	93.56%	93.54%	93.81%	91.84%	0.00%
\$70,001 \$100,000	<b>115</b>	12.13%	97.33%	96.20%	97.99%	92.70%	104.00%
\$100,001 \$150,000	<b>273</b>	28.80%	97.68%	95.65%	98.14%	96.77%	87.80%
\$150,001 \$200,000	<b>148</b>	15.61%	97.41%	94.29%	97.22%	98.19%	97.70%
\$200,001 \$280,000	<b>113</b>	11.92%	97.87%	95.42%	97.78%	98.23%	97.95%
\$280,001 and up	<b>99</b>	10.44%	96.70%	112.40%	95.53%	96.98%	96.55%
Median List/Sell Ratio:	97.13%			93.96%	97.40%	97.43%	97.11%
Total Closed Units:	948			123	548	235	42
Total Closed Volume:	148,384,192			9.82M	68.73M	55.30M	14.53M

Median List/Sell Price

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# 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%
Median List Price	135,000	135,000	0.00%	131,900	129,993	-1.45%
Median Sale Price	132,000	130,000	-1.52%	129,500	127,500	-1.54%
Median Percent of List Price to Selling Price	97.33%	97.13%	-0.20%	97.84%	97.09%	-0.77%
Median Days on Market to Sale	46.00	51.00	10.87%	40.00	50.00	25.00%
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%

