



# August 2012

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

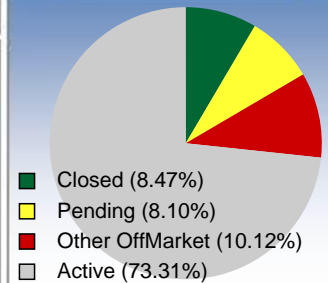


**Absorption:** Last 12 months, an Average of **945** Sales/Month

**Active Inventory** as of August 31, 2012 = **9,741**

	AUGUST		
	2011	2012	+/- %
Closed Listings	997	1,125	12.84%
Pending Listings	1,042	1,076	3.26%
New Listings	2,312	2,416	4.50%
Average List Price	158,989	172,362	8.41%
Average Sale Price	152,251	166,707	9.49%
Average Percent of List Price to Selling Price	95.51%	96.59%	1.13%
Average Days on Market to Sale	62.56	60.21	-3.75%
End of Month Inventory	10,673	9,741	-8.73%
Months Supply of Inventory	13.31	10.31	-22.55%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 13, 2012

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 2012 decreased **8.73%** to 9,741 existing homes available for sale. Over the last 12 months this area has had an average of 945 closed sales per month. This represents an unsold inventory index of **10.31** 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 **9.49%** in August 2012 to \$166,707 versus the previous year at \$152,251.

### Average Days on Market Shortens

The average number of **60.21** days that homes spent on the market before selling decreased by 2.35 days or **3.75%** in August 2012 compared to last year's same month at **62.56** DOM.

### Sales Success for August 2012 is Positive

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

There were 2,416 New Listings in August 2012, up **4.50%** from last year at 2,312. Furthermore, there were 1,125 Closed Listings this month versus last year at 997, a **12.84%** increase.

Closed versus Listed trends yielded a **46.6%** ratio, up from last year's August 2012 at **43.1%**, a **7.98%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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?

Contact an experienced REALTOR®

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

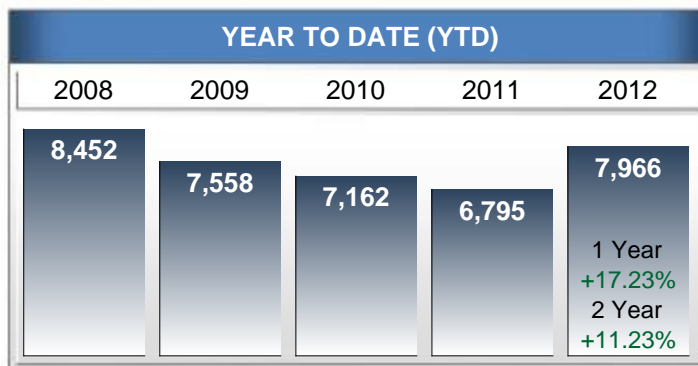
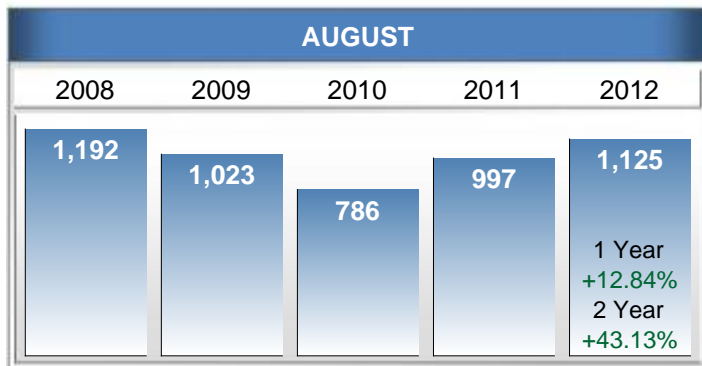
Closed Sales as of Sep 13, 2012



### Closed Listings

Report Produced on: Sep 13, 2012

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	63	5.60%	54.2	47	16	0	0	
\$25,001 - \$75,000	161	14.31%	52.8	55	94	10	2	
\$75,001 - \$100,000	99	8.80%	62.0	15	69	14	1	
\$100,001 - \$150,000	325	28.89%	61.9	37	236	49	3	
\$150,001 - \$200,000	189	16.80%	65.7	13	104	69	3	
\$200,001 - \$300,000	171	15.20%	58.4	8	60	88	15	
\$300,001 and up	117	10.40%	61.1	2	19	70	26	
Total Closed Units: 1,125				60.2	177	598	300	50
Total Closed Volume: 187,545,644					14.33M	80.92M	71.23M	21.06M
Average Closed Price: \$166,707					\$80,949	\$135,323	\$237,450	\$421,197

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

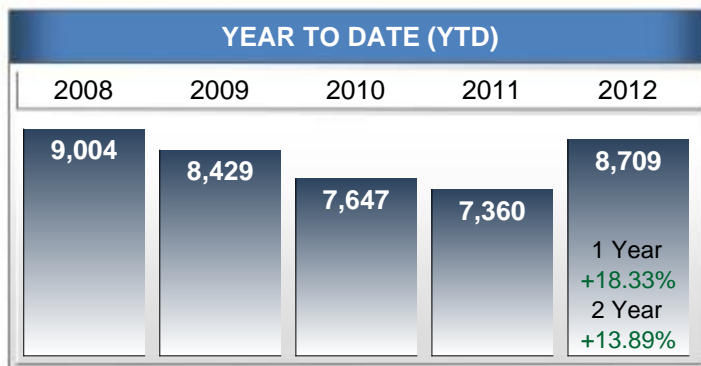
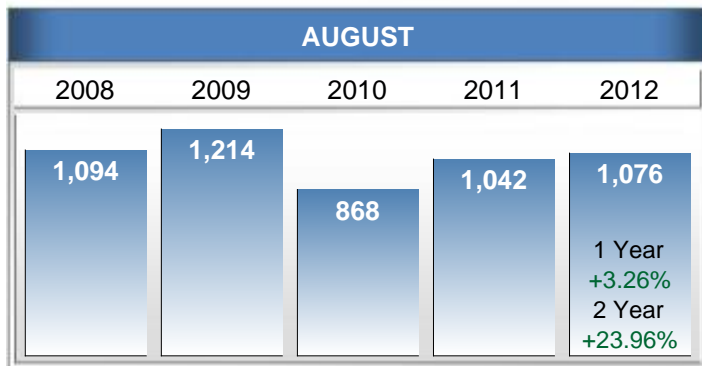
Pending Listings as of Sep 13, 2012



### Pending Listings

Report Produced on: Sep 13, 2012

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



Pending Listings  
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**5yr AUG AVG = 1,059**    **3 MONTHS**

**High**  
Apr 2010 = 1,478  
**Low**  
Dec 2009 = 580

Pending Listing this month at **1,076**, above the 5 yr AUG average of **1,059**

JUN	1,061
JUL	1,178
AUG	1,076
<b>11.03%</b>	
<b>-8.66%</b>	

#### 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	52	4.83%	47.8	37	13	2	0	
\$25,001 - \$75,000	193	17.94%	61.4	84	93	14	2	
\$75,001 - \$100,000	115	10.69%	60.1	25	77	13	0	
\$100,001 - \$150,000	287	26.67%	60.3	31	201	51	4	
\$150,001 - \$200,000	188	17.47%	72.6	10	107	68	3	
\$200,001 - \$275,000	121	11.25%	61.6	4	54	61	2	
\$275,001 and up	120	11.15%	62.3	7	27	67	19	
Total Pending Units: 1,076				67.6	198	572	276	30
Total Pending Volume: 174,638,121					19.28M	79.26M	65.90M	10.20M
Average Listing Price: \$158,101					\$97,373	\$138,562	\$238,786	\$339,863



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

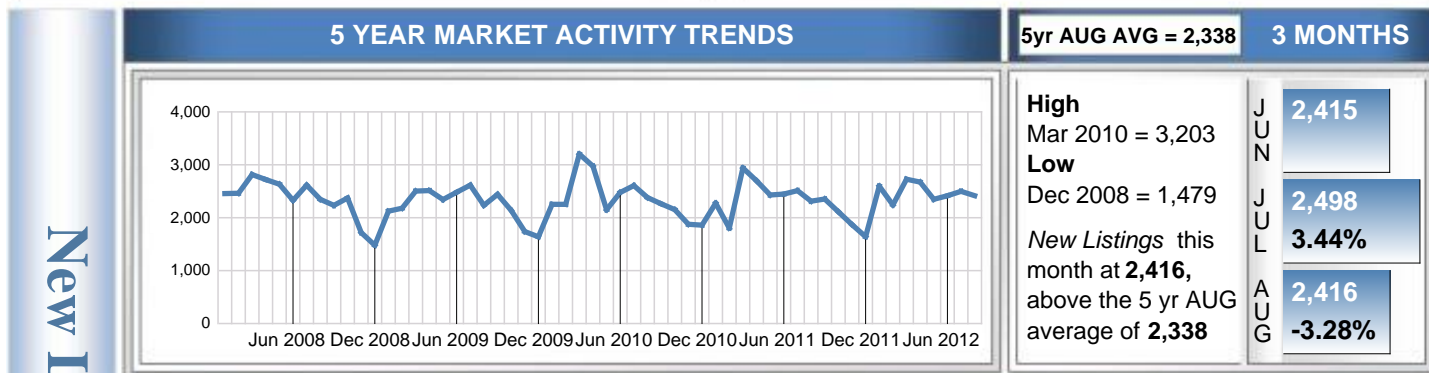
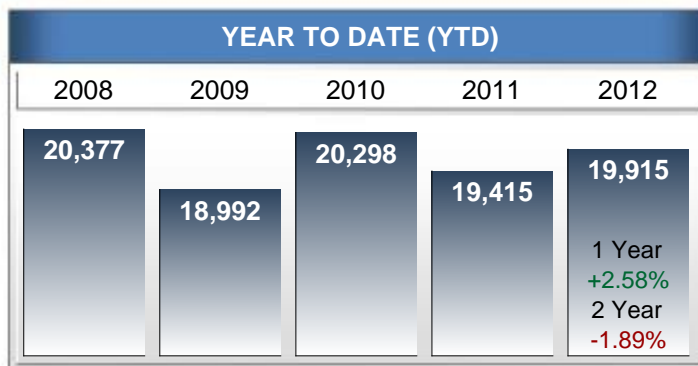
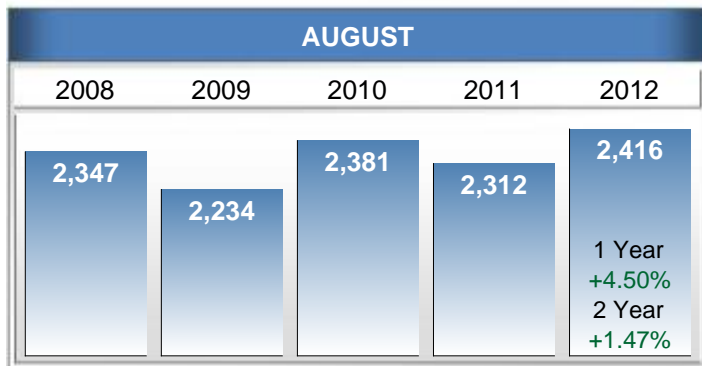
New Listings as of Sep 13, 2012



### New Listings

Report Produced on: Sep 13, 2012

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	169	7.00%	151	12	6	0
\$25,001 - \$50,000	330	13.66%	263	60	6	1
\$50,001 - \$75,000	203	8.40%	98	91	12	2
\$75,001 - \$150,000	770	31.87%	182	503	83	2
\$150,001 - \$200,000	319	13.20%	27	188	97	7
\$200,001 - \$325,000	371	15.36%	33	122	191	25
\$325,001 and up	254	10.51%	28	55	107	64
Total New Listed Units:			782	1031	502	101
Total New Listed Volume:			71.28M	153.62M	137.75M	64.67M
Average New Listed Listing Price:			\$91,149	\$149,001	\$274,409	\$640,313



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

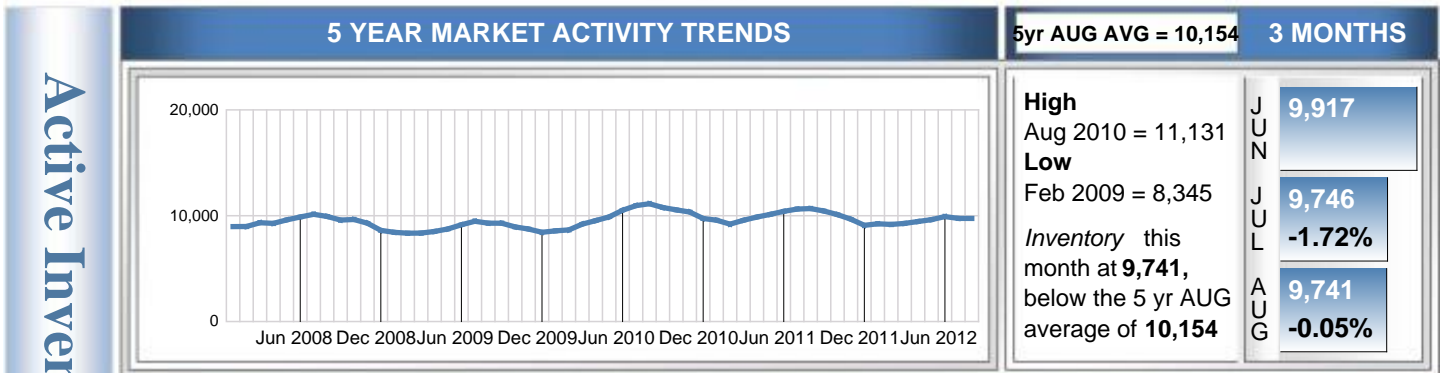
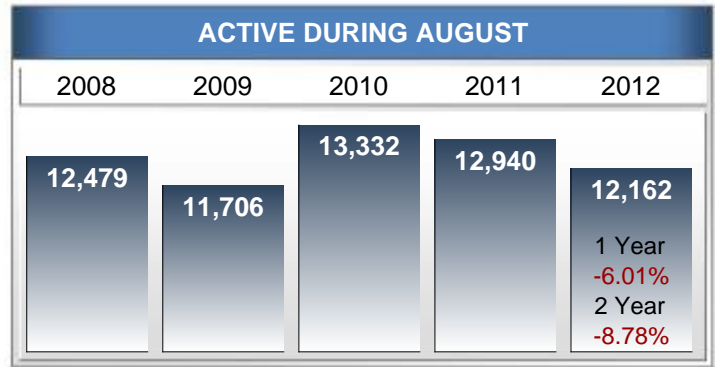
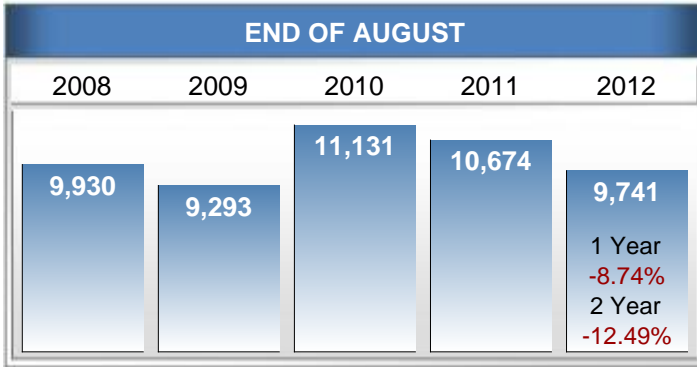
Active Inventory as of Sep 13, 2012



### Active Inventory

Report Produced on: Sep 13, 2012

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	747	7.67%	88.1	690	44	12	1		
\$25,001 - \$50,000	1,419	14.57%	86.6	1,204	190	24	1		
\$50,001 - \$75,000	1,005	10.32%	79.1	608	356	37	4		
\$75,001 - \$150,000	2,800	28.74%	78.4	759	1,716	305	20		
\$150,001 - \$225,000	1,586	16.28%	78.2	200	787	548	51		
\$225,001 - \$350,000	1,183	12.14%	81.7	106	369	599	109		
\$350,001 and up	1,001	10.28%	86.1	170	147	444	240		
Total Active Inventory by Units:				9,741	81.6	3,737	3,609	1,969	426
Total Active Inventory by Volume:				2,004,412,328		603.74M	561.56M	581.13M	257.98M
Average Active Inventory Listing Price:				\$205,771		\$161,558	\$155,600	\$295,140	\$605,591



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

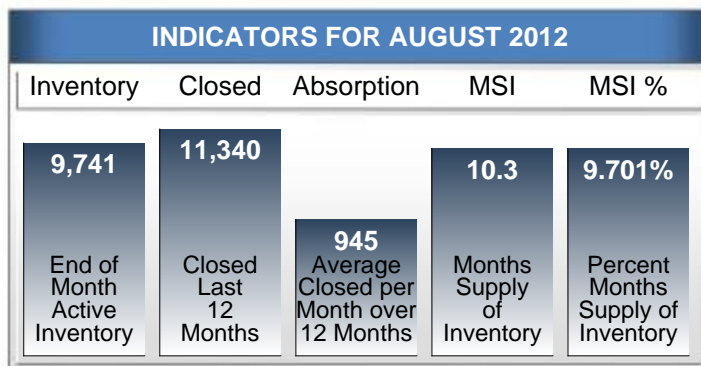
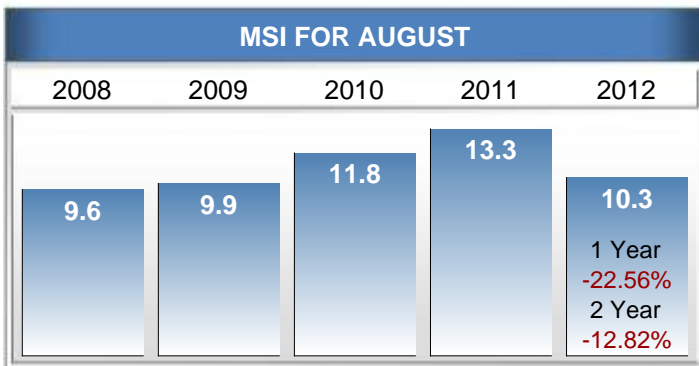
Active Inventory as of Sep 13, 2012



### Months Supply of Inventory

Report Produced on: Sep 13, 2012

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



Months Supply

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5yr AUG AVG = 11.0	3 MONTHS
<b>High</b> Jun 2011 = 13.6	JUN 10.7
<b>Low</b> Jan 2008 = 7.7	JUL 10.4
Months Supply this month at <b>10.3</b> , below the 5 yr AUG average of <b>11.0</b>	AUG -1.18%

#### 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	521	5.35%	13.0	20.1	2.5	4.0	6.0
\$20,001 \$50,000	1,645	16.89%	15.0	28.9	3.7	5.0	1.0
\$50,001 \$80,000	1,245	12.78%	11.0	23.8	6.6	5.3	6.0
\$80,001 \$150,000	2,560	26.28%	7.9	20.4	6.6	6.1	5.7
\$150,001 \$220,000	1,496	15.36%	8.3	16.3	7.8	7.7	8.0
\$220,001 \$350,000	1,273	13.07%	10.7	34.1	11.4	9.3	9.1
\$350,001 and up	1,001	10.28%	17.4	102.0	13.9	14.5	16.3
MSI:			10.3	24.7	6.9	8.6	11.1
Total Active Inventory:			9,741	3,737	3,609	1,969	426



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

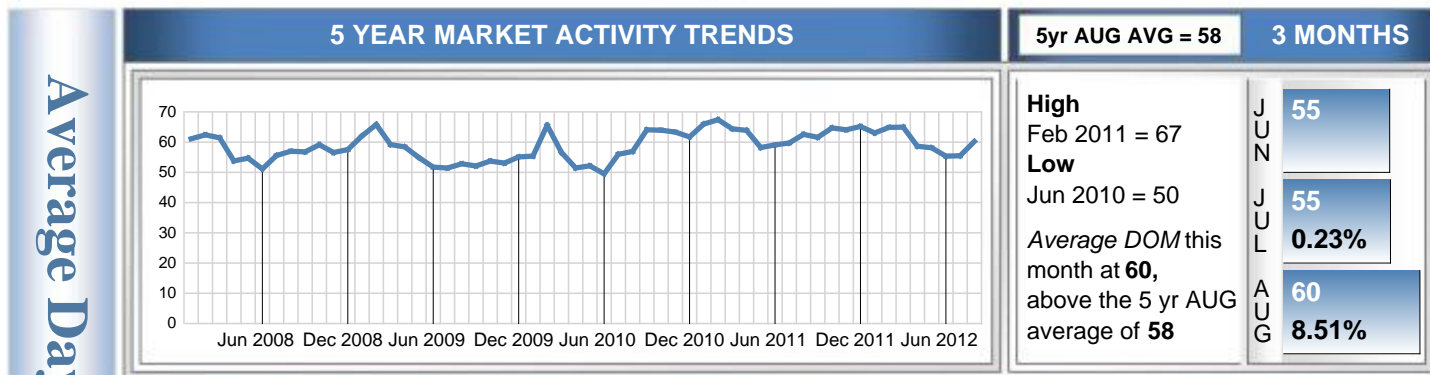
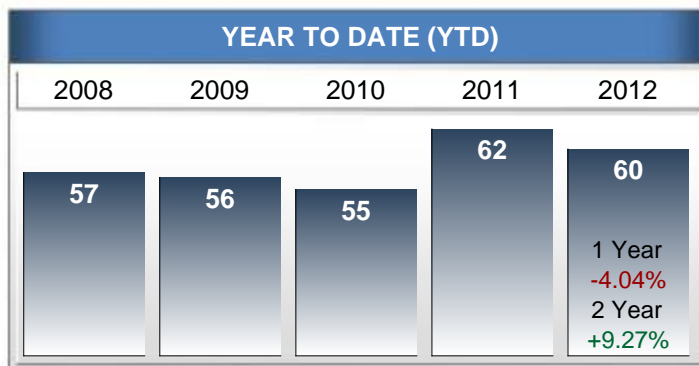
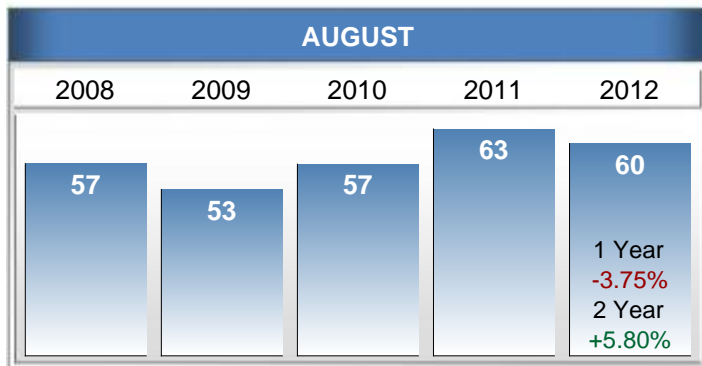
Closed Sales as of Sep 13, 2012



### Average Days on Market to Sale

Report Produced on: Sep 13, 2012

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	63	5.60%	54.2	49.4	68.3	0.0	0.0
\$25,001 - \$75,000	161	14.31%	52.8	52.8	50.8	60.8	111.0
\$75,001 - \$100,000	99	8.80%	62.0	62.1	64.6	51.9	22.0
\$100,001 - \$150,000	325	28.89%	61.9	65.0	61.4	63.3	44.7
\$150,001 - \$200,000	189	16.80%	65.7	71.8	62.3	69.9	59.7
\$200,001 - \$300,000	171	15.20%	58.4	83.0	51.0	61.6	56.1
\$300,001 and up	117	10.40%	61.1	69.5	53.1	69.4	44.2
Average Closed DOM: 60.2				58.2	59.1	65.1	51.0
Total Closed Units: 1,125				177	598	300	50
Total Closed Volume: 187,545,644				14.33M	80.92M	71.23M	21.06M



# Monthly Inventory Analysis

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## August 2012

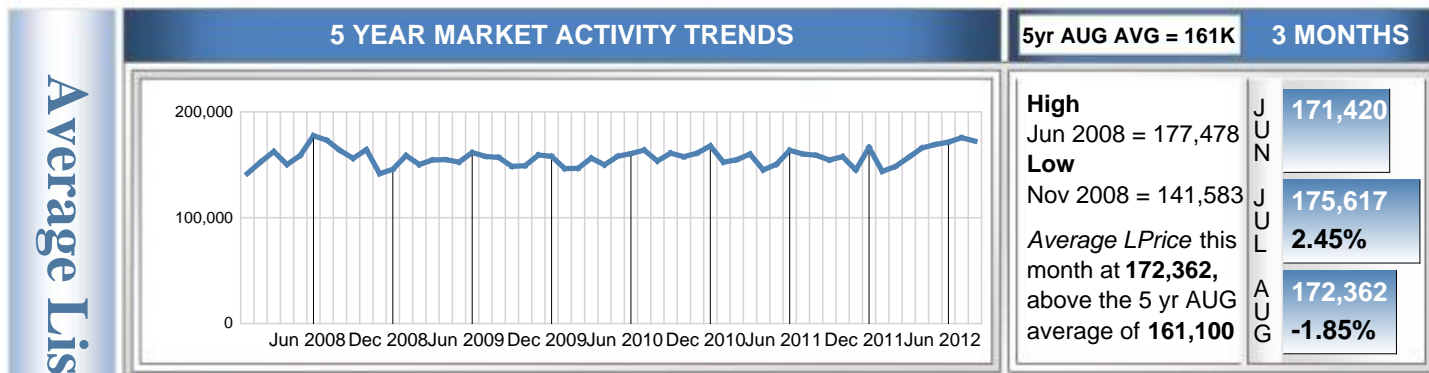
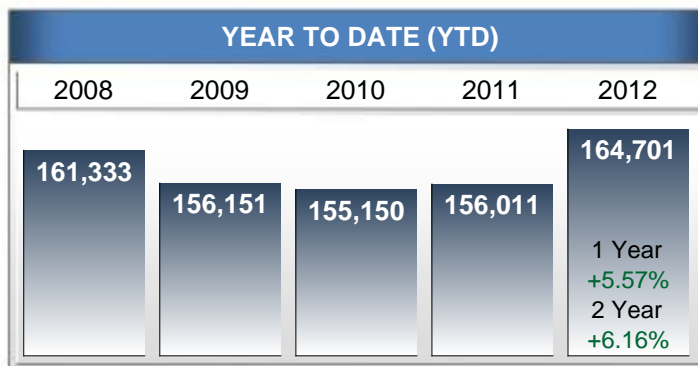
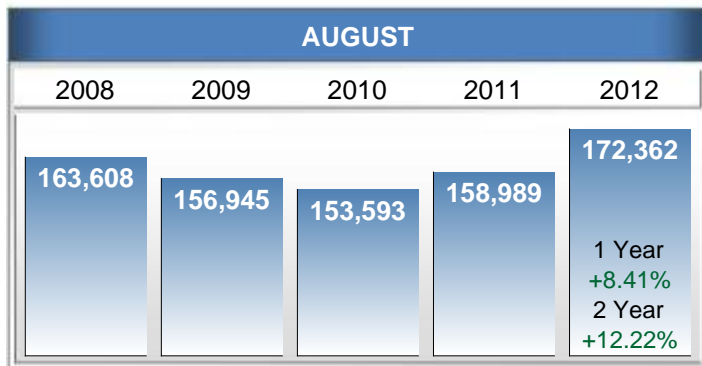
Closed Sales as of Sep 13, 2012



### Average List Price at Closing

Report Produced on: Sep 13, 2012

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	43	3.82%	18,144	21,198	23,575	0	0
\$25,001 - \$75,000	181	16.09%	51,537	52,398	55,509	66,050	57,250
\$75,001 - \$100,000	87	7.73%	88,636	85,707	92,933	92,900	87,000
\$100,001 - \$150,000	321	28.53%	128,131	128,846	129,143	136,869	149,500
\$150,001 - \$200,000	201	17.87%	173,413	171,938	175,233	177,944	190,067
\$200,001 - \$300,000	173	15.38%	247,544	247,675	242,956	249,801	245,794
\$300,001 and up	119	10.58%	481,314	499,000	429,238	441,686	637,142
Average List Price:	\$172,362			\$85,569	\$139,535	\$246,154	\$429,456
Total Closed Units:	1,125			177	598	300	50
Total List Volume:	193,907,004			15.15M	83.44M	73.85M	21.47M





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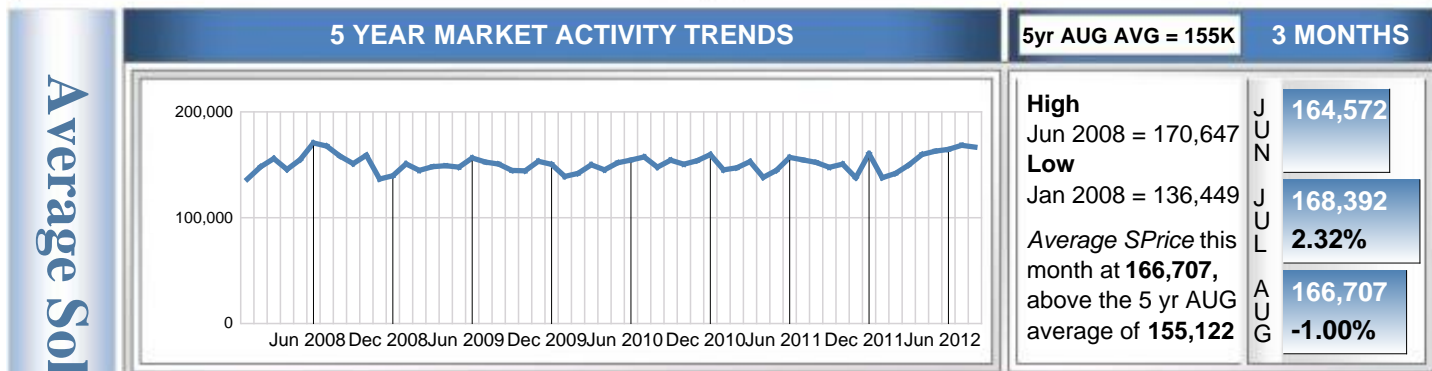
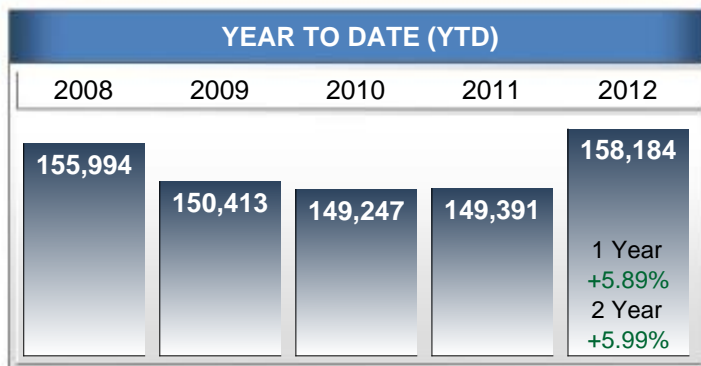
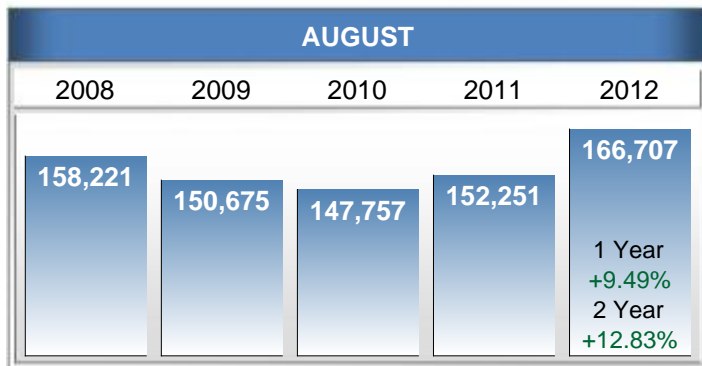
Closed Sales as of Sep 13, 2012



### Average Sold Price at Closing

Report Produced on: Sep 13, 2012

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	63	5.60%	17,938	17,874	18,125	0	0
\$25,001 \$75,000	161	14.31%	51,536	47,737	52,754	60,530	53,750
\$75,001 \$100,000	99	8.80%	87,774	85,645	88,331	86,796	95,000
\$100,001 \$150,000	325	28.89%	126,524	122,676	126,074	131,622	126,122
\$150,001 \$200,000	189	16.80%	171,792	168,846	171,432	172,135	189,167
\$200,001 \$300,000	171	15.20%	242,166	234,338	237,391	244,446	252,060
\$300,001 and up	117	10.40%	465,208	484,500	408,074	422,519	620,408
Average Closed Price: \$166,707				\$80,949	\$135,323	\$237,450	\$421,197
Total Closed Units: 1,125				177	598	300	50
Total Closed Volume: 187,545,644				14.33M	80.92M	71.23M	21.06M



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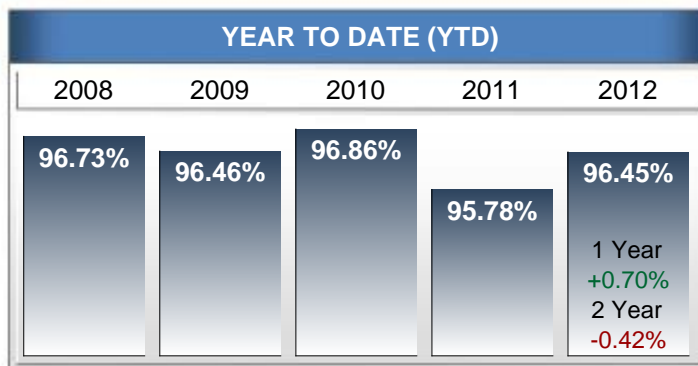
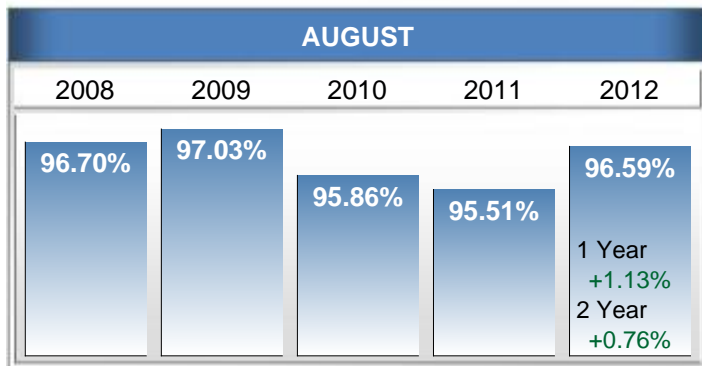
Closed Sales as of Sep 13, 2012



### Average Percent of List Price to Selling Price

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



Average List/Sell Price

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**5yr AUG AVG=96.34%**    **3 MONTHS**

**High**  
Jul 2010 = 98.73%

**Low**  
Jan 2012 = 94.68%

Average List/Sell this month at **96.59%**, above the 5 yr AUG average of **96.34%**

JUN	97.10%
JUL	96.72%
AUG	96.59%
	-0.39%
	-0.14%

### 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	63	5.60%	84.36%	86.44%	78.26%	0.00%	0.00%
\$25,001 \$75,000	161	14.31%	93.70%	91.24%	95.38%	91.78%	92.22%
\$75,001 \$100,000	99	8.80%	96.65%	102.18%	95.81%	94.01%	109.20%
\$100,001 \$150,000	325	28.89%	97.23%	95.42%	97.82%	96.49%	84.41%
\$150,001 \$200,000	189	16.80%	97.65%	98.22%	97.92%	97.06%	99.52%
\$200,001 \$300,000	171	15.20%	101.51%	94.83%	102.55%	97.96%	121.71%
\$300,001 and up	117	10.40%	96.42%	99.46%	94.93%	96.24%	97.77%
Average List/Sell Ratio: 96.60%				92.53%	97.08%	96.72%	104.26%
Total Closed Units: 1,125				177	598	300	50
Total Closed Volume: 187,545,644				14.33M	80.92M	71.23M	21.06M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

Inventory as of Sep 13, 2012



### Market Summary

Report Produced on: Sep 13, 2012

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



**Absorption:** Last 12 months, an Average of 945 Sales/Month

**Active Inventory** as of August 31, 2012 = 9,741

	AUGUST			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	997	1,125	12.84%	6,795	7,966	17.23%
Pending Sales	1,042	1,076	3.26%	7,360	8,709	18.33%
New Listings	2,312	2,416	4.50%	19,415	19,915	2.58%
Average List Price	158,989	172,362	8.41%	156,011	164,701	5.57%
Average Sale Price	152,251	166,707	9.49%	149,391	158,184	5.89%
Average Percent of List Price to Selling Price	95.51%	96.59%	1.13%	95.78%	96.45%	0.70%
Average Days on Market to Sale	62.56	60.21	-3.75%	62.17	59.66	-4.04%
Monthly Inventory	10,673	9,741	-8.73%	10,673	9,741	-8.73%
Months Supply of Inventory	13.31	10.31	-22.55%	13.31	10.31	-22.55%

