



# August 2012

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

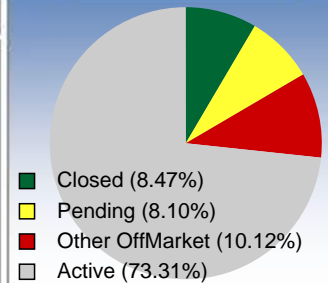


**Absorption:** Last 12 months, an Average of **945** Sales/Month

**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%
Median List Price	130,000	139,900	7.62%
Median Sale Price	127,000	136,500	7.48%
Median Percent of List Price to Selling Price	97.02%	97.42%	0.41%
Median Days on Market to Sale	51.00	50.00	-1.96%
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.

### Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **7.48%** in August 2012 to \$136,500 versus the previous year at \$127,000.

### Median Days on Market Shortens

The median number of **50.00** days that homes spent on the market before selling decreased by 1.00 days or **1.96%** in August 2012 compared to last year's same month at **51.00** DOM.

### Sales Success for August 2012 is Positive

Overall, with Median 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>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>
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<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

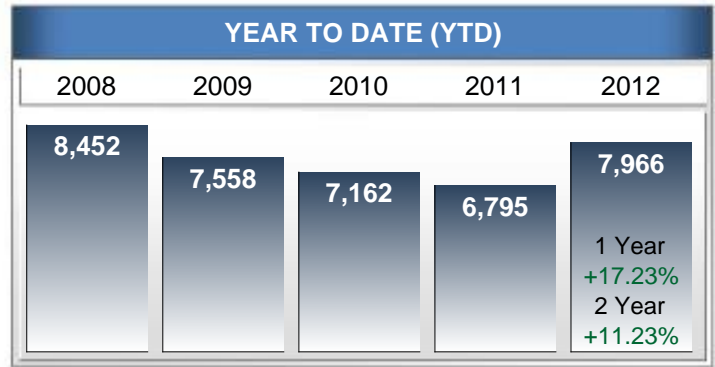
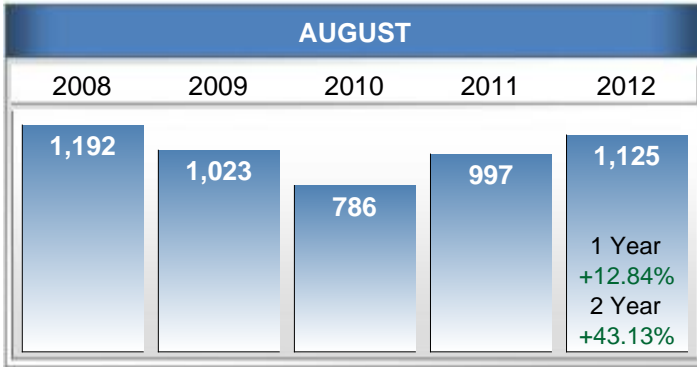
Closed Sales as of Sep 13, 2012



### Closed Listings

Report Produced on: Sep 13, 2012

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



Closed Listings

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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	111	9.87%	35.0	72	37	1	1	
\$40,001 - \$80,000	139	12.36%	43.0	35	89	14	1	
\$80,001 - \$110,000	124	11.02%	51.5	18	91	13	2	
\$110,001 - \$160,000	335	29.78%	53.0	35	232	66	2	
\$160,001 - \$210,000	152	13.51%	58.5	8	82	59	3	
\$210,001 - \$300,000	147	13.07%	51.0	7	48	77	15	
\$300,001 and up	117	10.40%	48.0	2	19	70	26	
Total Closed Units: 1,125				50.0	177	598	300	50
Total Closed Volume: 187,545,644					14.33M	80.92M	71.23M	21.06M
Median Closed Price: \$136,500					\$62,550	\$125,500	\$206,450	\$311,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

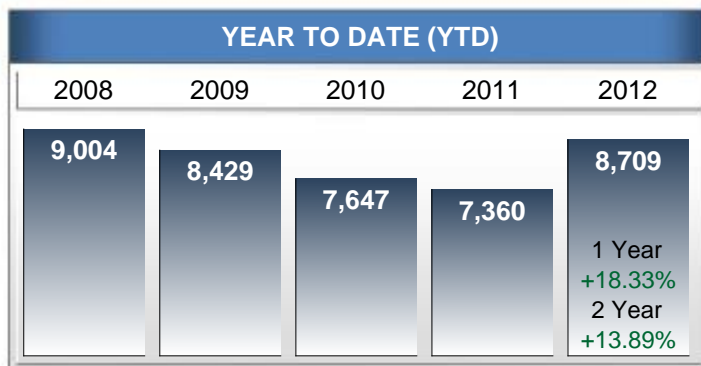
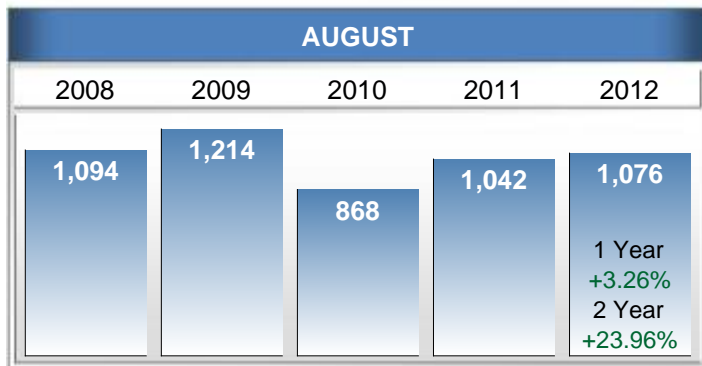
Pending Listings as of Sep 13, 2012



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	104	9.67%	40.0	69	29	5	1
\$40,001 - \$70,000	119	11.06%	45.0	45	64	9	1
\$70,001 - \$100,000	137	12.73%	50.0	32	90	15	0
\$100,001 - \$150,000	287	26.67%	50.0	31	201	51	4
\$150,001 - \$200,000	188	17.47%	63.0	10	107	68	3
\$200,001 - \$280,000	127	11.80%	56.0	5	59	61	2
\$280,001 and up	114	10.59%	45.5	6	22	67	19
Total Pending Units: 1,076				198	572	276	30
Total Pending Volume: 174,638,121				19.28M	79.26M	65.90M	10.20M
Median Listing Price: \$134,900				\$65,000	\$129,838	\$194,900	\$322,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

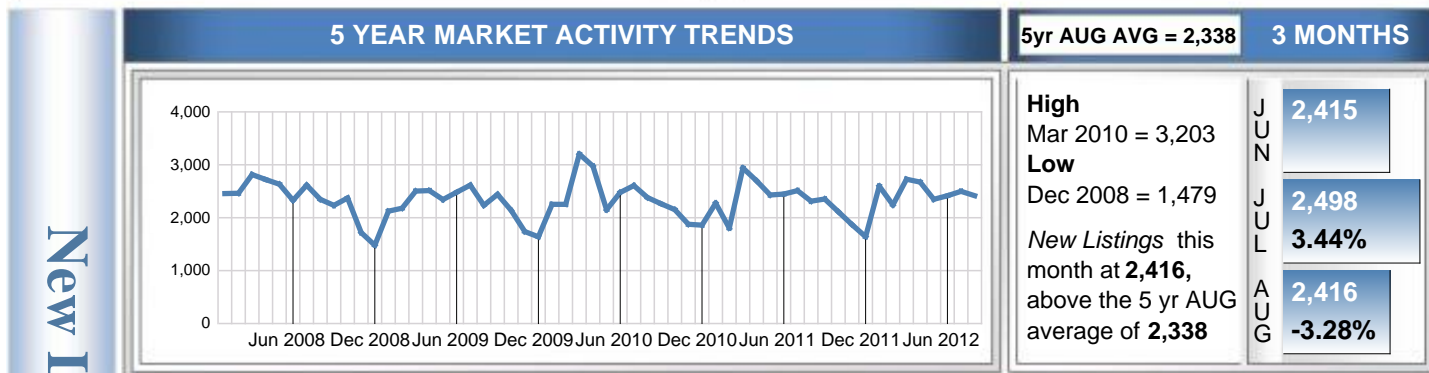
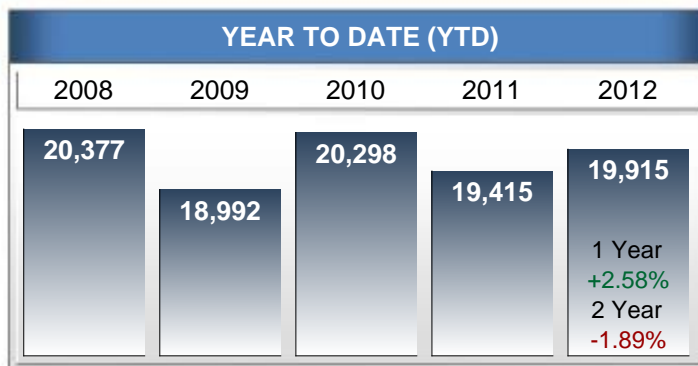
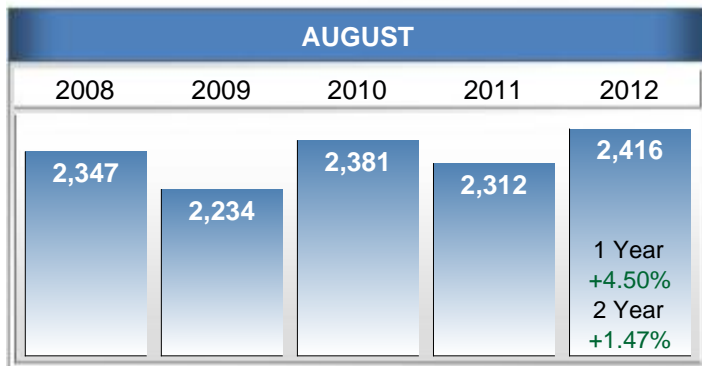
New Listings as of Sep 13, 2012



### 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+	
\$20,000 and less	129	5.34%	115	11	3	0	
\$20,001 - \$50,000	370	15.31%	299	61	9	1	
\$50,001 - \$90,000	376	15.56%	169	175	28	4	
\$90,001 - \$150,000	597	24.71%	111	419	67	0	
\$150,001 - \$220,000	406	16.80%	36	225	134	11	
\$220,001 - \$330,000	291	12.04%	24	87	158	22	
\$330,001 and up	247	10.22%	28	53	103	63	
Total New Listed Units:			2,416	782	1,031	502	101
Total New Listed Volume:			427,323,437	71.28M	153.62M	137.75M	64.67M
Median New Listed Listing Price:			\$125,000	\$46,000	\$129,900	\$225,000	\$405,000





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

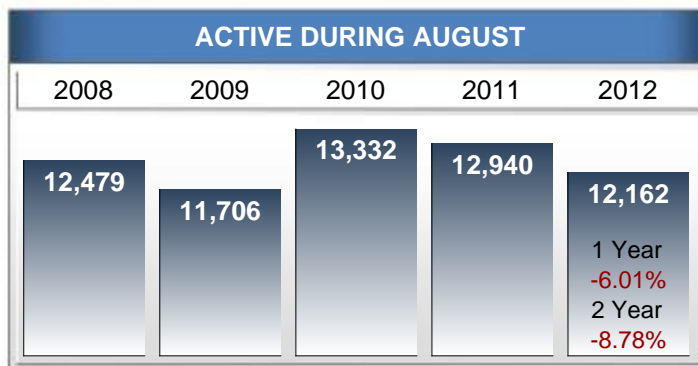
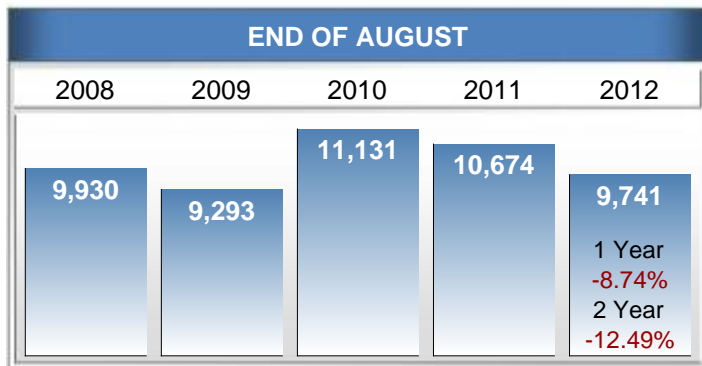
Active Inventory as of Sep 13, 2012



### Active Inventory

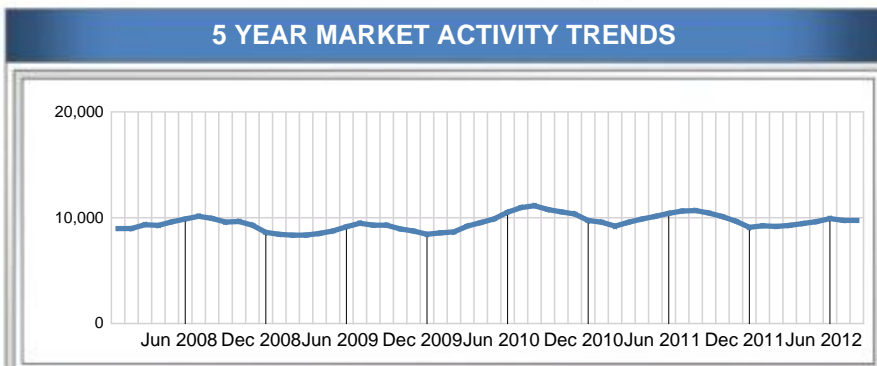
Report Produced on: Sep 13, 2012

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



Active Inventory

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5yr AUG AVG = 10,154		3 MONTHS	
<b>High</b>	Aug 2010 = 11,131	JUN	9,917
<b>Low</b>	Feb 2009 = 8,345	JUL	9,746
Inventory this month at <b>9,741</b> , below the 5 yr AUG average of <b>10,154</b>		AUG	9,741
			-1.72%
			-0.05%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	521	5.35%	86.0	477	36	7	1		
\$20,001 \$50,000	1,645	16.89%	86.0	1,417	198	29	1		
\$50,001 \$80,000	1,245	12.78%	70.0	706	481	53	5		
\$80,001 \$150,000	2,560	26.28%	72.0	661	1,591	289	19		
\$150,001 \$220,000	1,496	15.36%	71.0	181	757	512	46		
\$220,001 \$350,000	1,273	13.07%	77.0	125	399	635	114		
\$350,001 and up	1,001	10.28%	81.0	170	147	444	240		
Total Active Inventory by Units:				9,741	77.0	3,737	3,609	1,969	426
Total Active Inventory by Volume:				2,004,412,328		603.74M	561.56M	581.13M	257.98M
Median Active Inventory Listing Price:				\$120,000		\$50,000	\$129,900	\$238,000	\$417,200



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2012

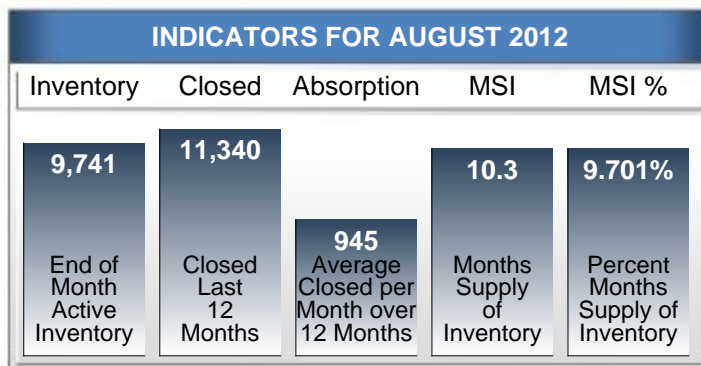
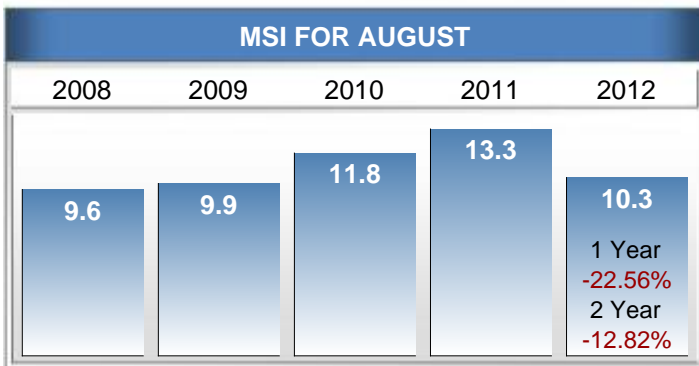
Active Inventory as of Sep 13, 2012



### 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 -2.89%
	AUG 10.3
	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

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## August 2012

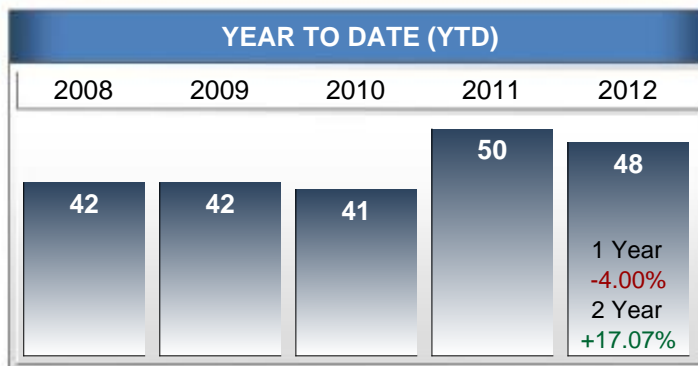
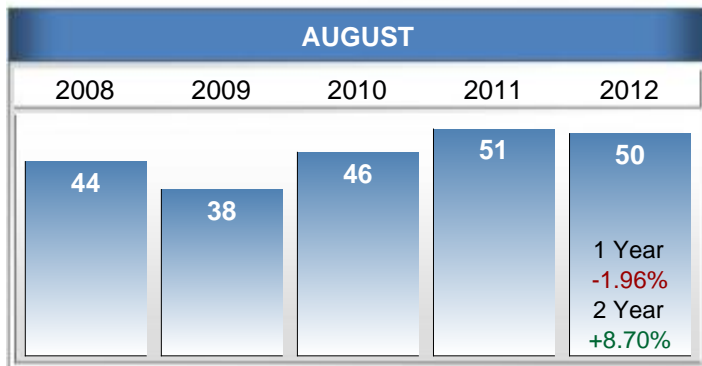
Closed Sales as of Sep 13, 2012



### Median Days on Market to Sale

Report Produced on: Sep 13, 2012

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	111			9.87%	35.0	32.0	45.0	30.0	70.0
\$40,001 \$80,000	139			12.36%	43.0	43.0	44.0	38.5	152.0
\$80,001 \$110,000	124			11.02%	51.5	58.5	49.0	62.0	59.0
\$110,001 \$160,000	335			29.78%	53.0	56.0	54.0	50.5	19.0
\$160,001 \$210,000	152			13.51%	58.5	47.5	53.5	68.0	53.0
\$210,001 \$300,000	147			13.07%	51.0	110.0	48.0	52.0	32.0
\$300,001 and up	117			10.40%	48.0	69.5	20.0	57.0	39.0
Median Closed DOM:	50.0					47.0	49.0	54.5	39.5
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

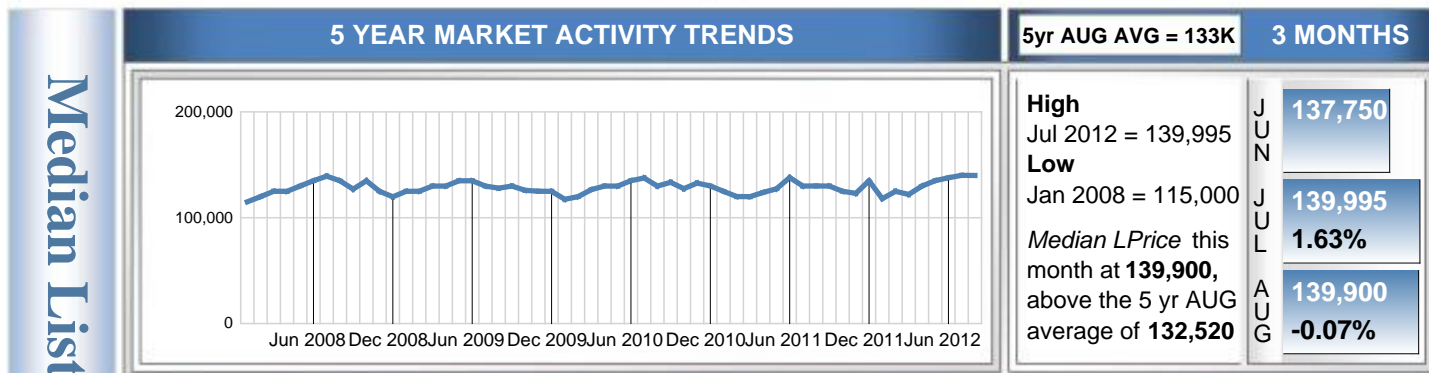
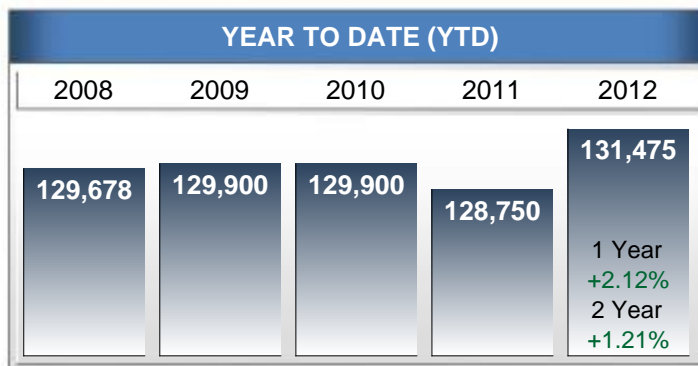
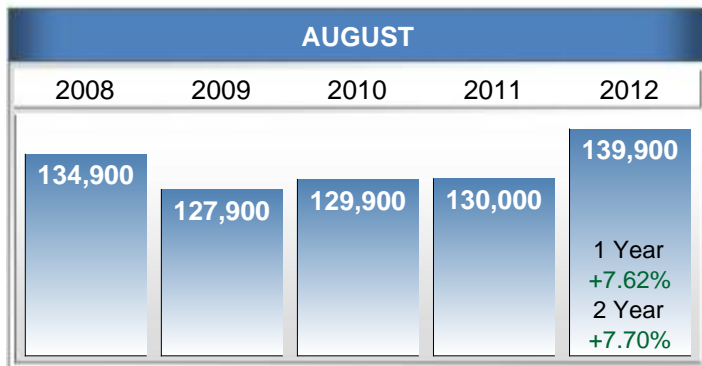
Closed Sales as of Sep 13, 2012



### Median List Price at Closing

Report Produced on: Sep 13, 2012

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	101	8.98%	26,900	26,900	29,450	0	0
\$40,001 - \$80,000	142	12.62%	64,250	66,250	61,999	66,750	50,000
\$80,001 - \$110,000	113	10.04%	99,000	92,100	99,900	95,900	87,000
\$110,001 - \$160,000	333	29.60%	135,000	129,900	134,950	144,600	140,750
\$160,001 - \$210,000	161	14.31%	182,000	169,900	181,000	182,450	187,600
\$210,001 - \$300,000	156	13.87%	249,900	242,250	249,250	249,950	259,500
\$300,001 and up	119	10.58%	405,000	499,000	421,950	389,000	462,450
Median List Price:	\$139,900			\$68,000	\$129,900	\$212,250	\$327,450
Total Closed Units:	1,125			177	598	300	50
Total List Volume:	193,907,004			15.15M	83.44M	73.85M	21.47M





# Monthly Inventory Analysis

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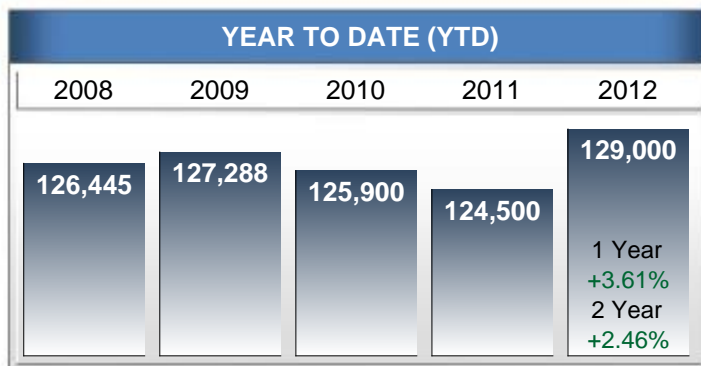
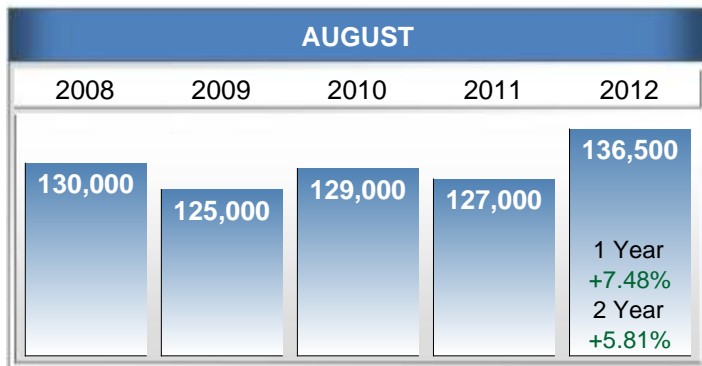
Closed Sales as of Sep 13, 2012



### Median Sold Price at Closing

Report Produced on: Sep 13, 2012

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		%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	111	9.87%	25,000	25,000	27,000	40,000	38,000
\$40,001 - \$80,000	139	12.36%	63,000	64,000	61,000	70,500	69,500
\$80,001 - \$110,000	124	11.02%	98,000	99,950	98,000	95,000	97,683
\$110,001 - \$160,000	335	29.78%	133,500	127,000	132,000	142,100	139,000
\$160,001 - \$210,000	152	13.51%	183,500	183,600	183,250	180,000	189,500
\$210,001 - \$300,000	147	13.07%	246,000	227,500	245,750	248,000	259,500
\$300,001 and up	117	10.40%	407,500	484,500	407,500	374,500	459,950
Median Closed Price:	\$136,500			\$62,550	\$125,500	\$206,450	\$311,000
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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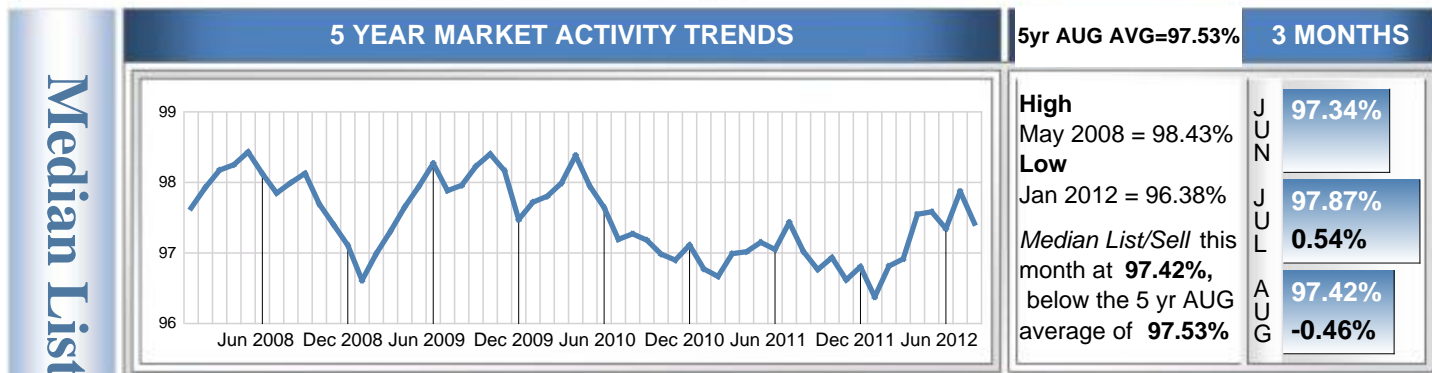
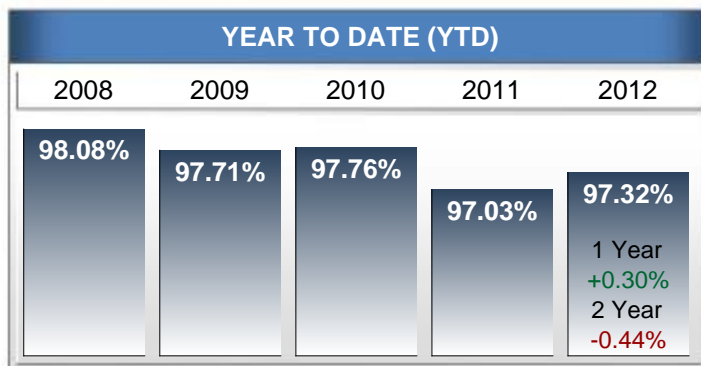
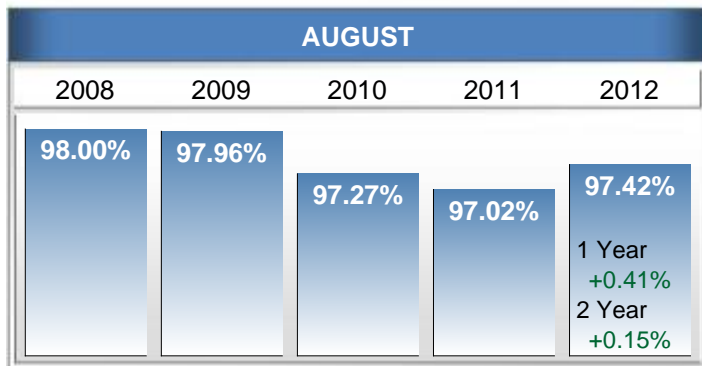
Closed Sales as of Sep 13, 2012



### Median Percent of List Price to Selling Price

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



Median List/Sell 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	111	9.87%	91.22%	91.44%	91.89%	61.54%	84.44%
\$40,001 - \$80,000	139	12.36%	94.99%	93.71%	96.55%	93.13%	100.00%
\$80,001 - \$110,000	124	11.02%	97.19%	97.39%	97.76%	93.09%	91.09%
\$110,001 - \$160,000	335	29.78%	98.00%	96.00%	98.18%	98.13%	90.12%
\$160,001 - \$210,000	152	13.51%	97.99%	99.24%	98.48%	97.77%	97.18%
\$210,001 - \$300,000	147	13.07%	97.78%	94.46%	97.16%	97.94%	99.27%
\$300,001 and up	117	10.40%	96.95%	99.46%	96.24%	96.93%	98.19%
Median List/Sell Ratio:	97.42%			94.20%	97.77%	97.52%	98.25%
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

Inventory as of Sep 13, 2012



### Market Summary

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**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%
Median List Price	130,000	139,900	7.62%	128,750	131,475	2.12%
Median Sale Price	127,000	136,500	7.48%	124,500	129,000	3.61%
Median Percent of List Price to Selling Price	97.02%	97.42%	0.41%	97.03%	97.32%	0.30%
Median Days on Market to Sale	51.00	50.00	-1.96%	50.00	48.00	-4.00%
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%

