



July 2013

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

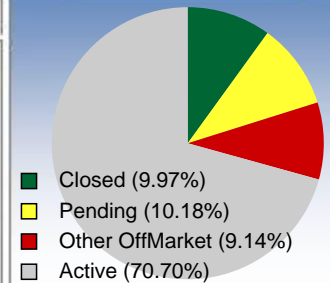


Absorption: Last 12 months, an Average of **1,049** Sales/Month

Active Inventory as of July 31, 2013 = **8,560**

	JULY		
	2012	2013	+/- %
Closed Listings	1,122	1,207	7.58%
Pending Listings	1,132	1,233	8.92%
New Listings	2,500	2,572	2.88%
Average List Price	174,967	185,848	6.22%
Average Sale Price	167,852	180,460	7.51%
Average Percent of List Price to Selling Price	96.75%	97.08%	0.34%
Average Days on Market to Sale	55.34	47.26	-14.60%
End of Month Inventory	10,011	8,560	-14.49%
Months Supply of Inventory	10.68	8.16	-23.65%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 20, 2013

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 July 2013 decreased **14.49%** to 8,560 existing homes available for sale. Over the last 12 months this area has had an average of 1,049 closed sales per month. This represents an unsold inventory index of **8.16** 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 **7.51%** in July 2013 to \$180,460 versus the previous year at \$167,852.

Average Days on Market Shortens

The average number of **47.26** days that homes spent on the market before selling decreased by 8.08 days or **14.60%** in July 2013 compared to last year's same month at **55.34** DOM.

Sales Success for July 2013 is Positive

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

There were 2,572 New Listings in July 2013, up **2.88%** from last year at 2,500. Furthermore, there were 1,207 Closed Listings this month versus last year at 1,122, a **7.58%** increase.

Closed versus Listed trends yielded a **46.9%** ratio, up from last year's July 2013 at **44.9%**, a **4.56%** 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2013

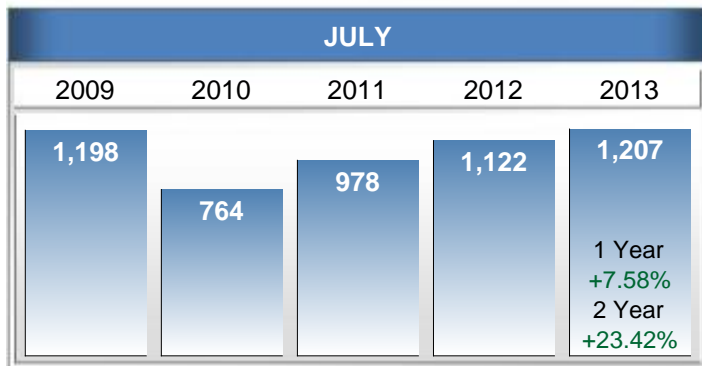
Closed Sales as of Aug 20, 2013



Closed Listings

Report Produced on: Aug 20, 2013

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	48	3.98%	44.8	31	13	3	1	
\$25,001 - \$75,000	192	15.91%	45.6	82	95	14	1	
\$75,001 - \$100,000	106	8.78%	47.0	28	67	11	0	
\$100,001 - \$175,000	412	34.13%	47.5	40	303	68	1	
\$175,001 - \$225,000	164	13.59%	46.7	10	81	68	5	
\$225,001 - \$325,000	165	13.67%	46.7	6	44	98	17	
\$325,001 and up	120	9.94%	51.8	8	20	62	30	
Total Closed Units:			1,207		205	623	324	55
Total Closed Volume:			217,814,990		22.92M	89.89M	80.50M	24.50M
Average Closed Price:			\$180,460		\$111,823	\$144,281	\$248,463	\$445,498



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2013

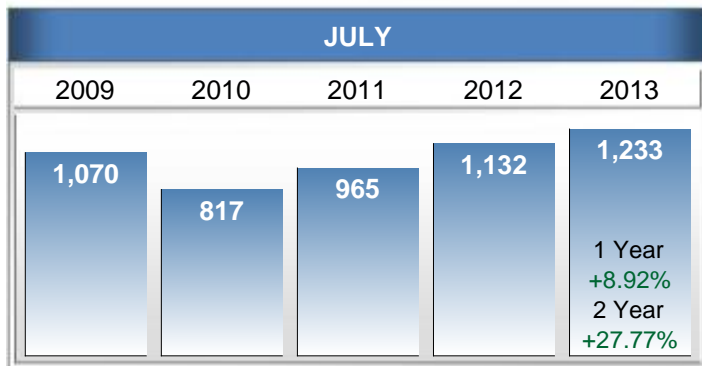
Pending Listings as of Aug 20, 2013



Pending Listings

Report Produced on: Aug 20, 2013

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



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	71	5.76%	56.9	45	22	4	0		
\$25,001 - \$75,000	200	16.22%	52.7	72	110	17	1		
\$75,001 - \$100,000	121	9.81%	50.1	32	72	16	1		
\$100,001 - \$150,000	313	25.39%	55.1	24	245	44	0		
\$150,001 - \$200,000	219	17.76%	53.7	9	134	73	3		
\$200,001 - \$275,000	163	13.22%	48.4	11	59	83	10		
\$275,001 and up	146	11.84%	56.4	4	29	89	24		
Total Pending Units:				1,233	56.6	197	671	326	39
Total Pending Volume:				209,702,960		15.54M	91.62M	77.55M	24.99M
Average Listing Price:				\$162,571		\$78,884	\$136,548	\$237,877	\$640,795



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2013

New Listings as of Aug 20, 2013



New Listings

Report Produced on: Aug 20, 2013

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



New Listings

Ready to Buy or Sell Real Estate?
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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	152	5.91%	113	35	4	0
\$25,001 \$50,000	284	11.04%	203	66	12	3
\$50,001 \$100,000	454	17.65%	176	251	24	3
\$100,001 \$150,000	528	20.53%	64	386	75	3
\$150,001 \$225,000	545	21.19%	53	293	180	19
\$225,001 \$350,000	327	12.71%	26	102	165	34
\$350,001 and up	282	10.96%	43	47	123	69
Total New Listed Units:			678	1180	583	131
Total New Listed Volume:			80.26M	181.66M	159.75M	77.28M
Average New Listed Listing Price:			\$118,374	\$153,947	\$274,019	\$589,954



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2013

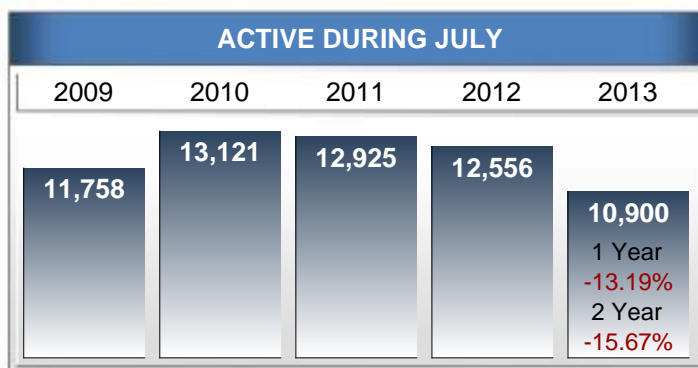
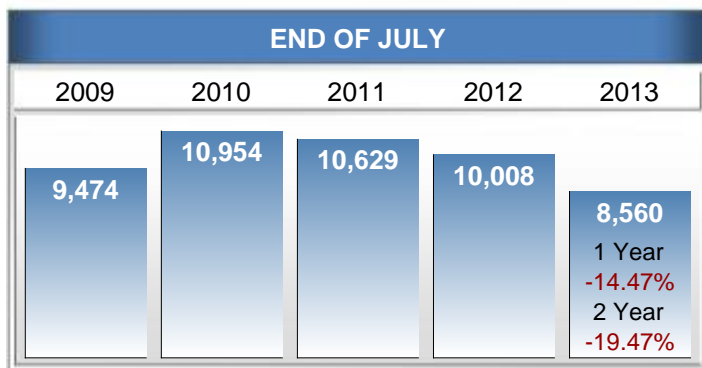
Active Inventory as of Aug 20, 2013



Active Inventory

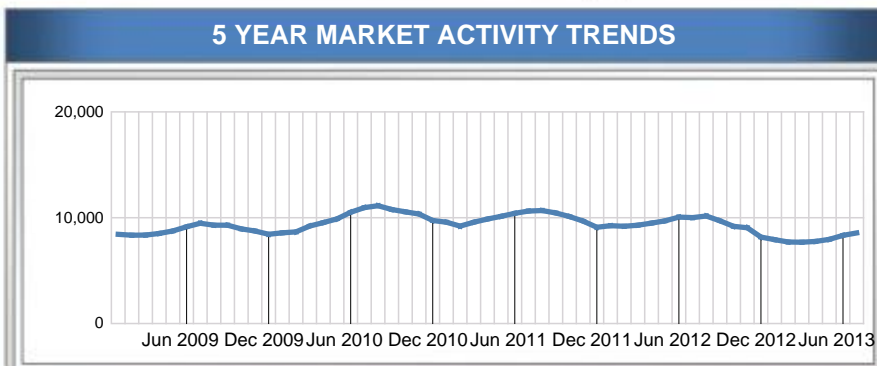
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr JUL AVG = 9,925	3 MONTHS
High Aug 2010 = 11,133	MAY 7,953
Low Mar 2013 = 7,682	JUN 8,330
<i>Inventory this month at 8,560, below the 5 yr JUL average of 9,925</i>	JUL 8,560
	4.74%
	2.76%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	719	8.40%	72.8	639	68	11	1		
\$25,001 - \$50,000	1,128	13.18%	88.2	913	189	23	3		
\$50,001 - \$75,000	784	9.16%	81.3	426	327	25	6		
\$75,001 - \$150,000	2,413	28.19%	72.9	541	1,590	257	25		
\$150,001 - \$225,000	1,518	17.73%	72.2	180	778	500	60		
\$225,001 - \$375,000	1,097	12.82%	74.2	109	295	576	117		
\$375,001 and up	901	10.53%	79.1	148	126	384	243		
Total Active Inventory by Units:				8,560	76.4	2,956	3,373	1,776	455
Total Active Inventory by Volume:				1,857,500,844		552.21M	517.00M	531.31M	256.97M
Average Active Inventory Listing Price:				\$216,998		\$186,811	\$153,277	\$299,164	\$564,768



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2013

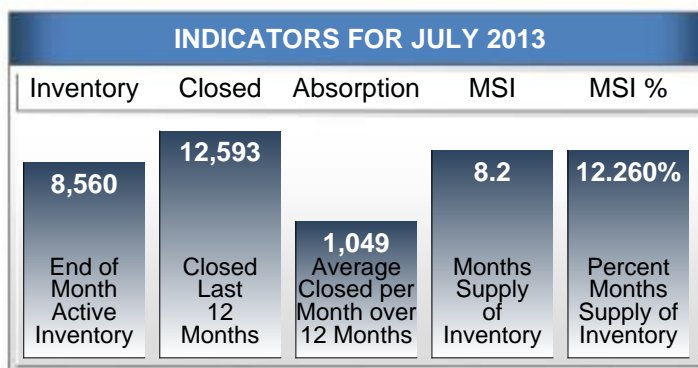
Active Inventory as of Aug 20, 2013



Months Supply of Inventory

Report Produced on: Aug 20, 2013

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



Months Supply
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5yr JUL AVG = 10.8	3 MONTHS								
High Jun 2011 = 13.6 Low Apr 2013 = 7.6 <i>Months Supply</i> this month at 8.2 , below the 5 yr JUL average of 10.8	<table border="1"> <tr> <td>MAY</td> <td>7.7</td> </tr> <tr> <td>JUN</td> <td>8.0</td> </tr> <tr> <td>JUL</td> <td>8.2</td> </tr> <tr> <td>JUL</td> <td>2.07%</td> </tr> </table>	MAY	7.7	JUN	8.0	JUL	8.2	JUL	2.07%
MAY	7.7								
JUN	8.0								
JUL	8.2								
JUL	2.07%								

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	331	3.87%	8.2	9.7	4.2	6.4	0.0
\$20,001 \$50,000	1,516	17.71%	14.8	26.5	4.5	4.7	4.8
\$50,001 \$90,000	1,312	15.33%	8.3	14.4	6.3	3.6	8.6
\$90,001 \$160,000	2,177	25.43%	6.1	10.6	5.7	5.0	10.4
\$160,001 \$230,000	1,290	15.07%	6.8	14.4	6.2	6.3	9.5
\$230,001 \$380,000	1,059	12.37%	7.4	21.6	6.8	6.7	8.3
\$380,001 and up	875	10.22%	14.7	41.4	11.0	12.4	15.8
MSI:			8.2	16.9	5.9	6.6	11.4
Total Active Inventory:			8,560	2,956	3,373	1,776	455



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2013

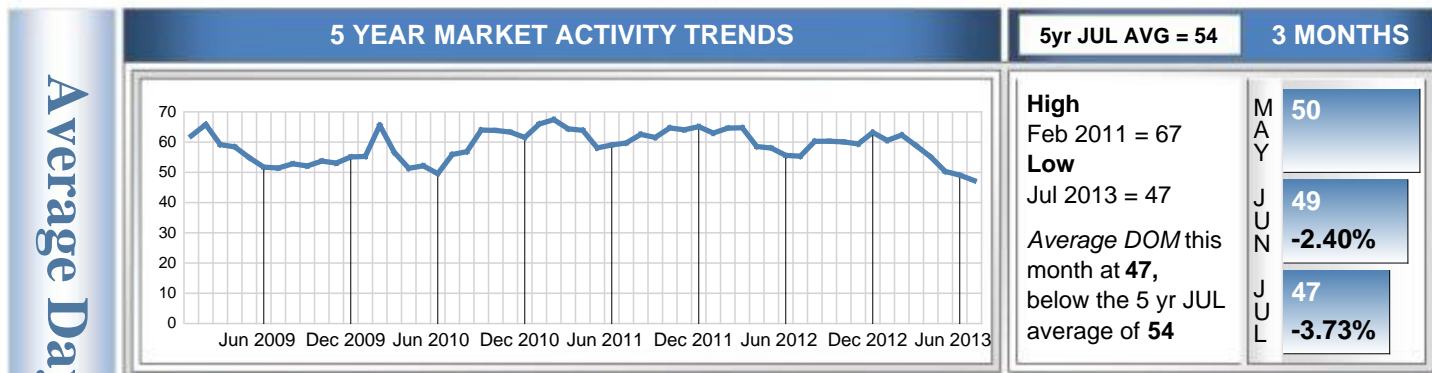
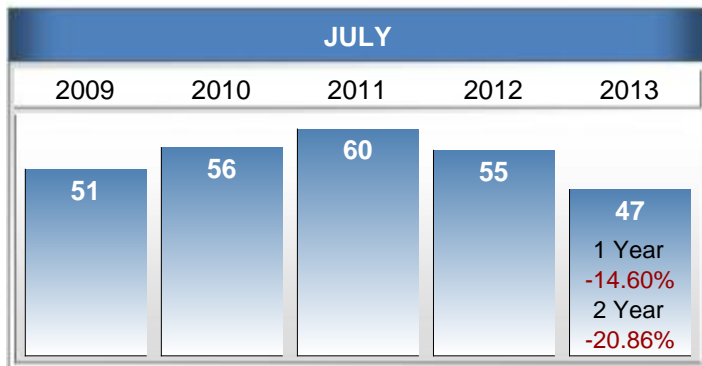
Closed Sales as of Aug 20, 2013



Average Days on Market to Sale

Report Produced on: Aug 20, 2013

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	48	3.98%	44.8	48.5	33.0	68.0	13.0
\$25,001 - \$75,000	192	15.91%	45.6	57.0	38.7	27.8	7.0
\$75,001 - \$100,000	106	8.78%	47.0	54.6	41.7	59.7	0.0
\$100,001 - \$175,000	412	34.13%	47.5	38.1	50.0	41.9	44.0
\$175,001 - \$225,000	164	13.59%	46.7	5.3	41.9	53.8	111.4
\$225,001 - \$325,000	165	13.67%	46.7	47.7	47.4	44.3	58.5
\$325,001 and up	120	9.94%	51.8	29.4	50.5	46.6	69.3
Average Closed DOM: 47.3				47.8	45.8	46.3	67.2
Total Closed Units: 1,207				205	623	324	55
Total Closed Volume: 217,814,990				22.92M	89.89M	80.50M	24.50M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2013

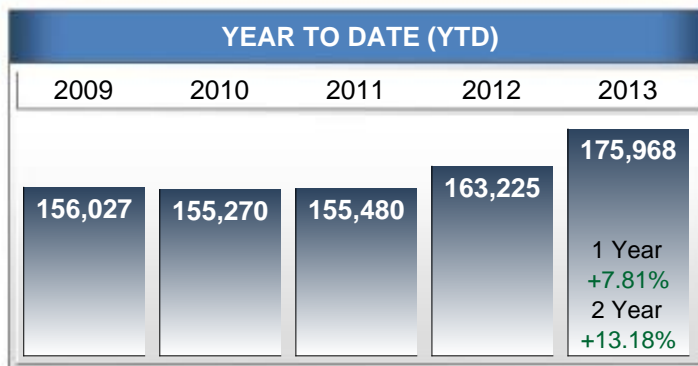
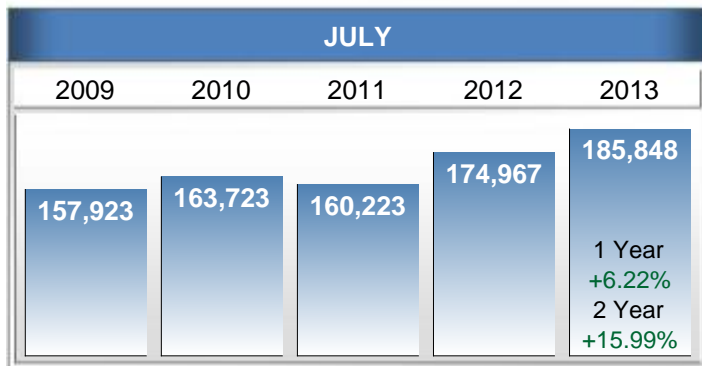
Closed Sales as of Aug 20, 2013



Average List Price at Closing

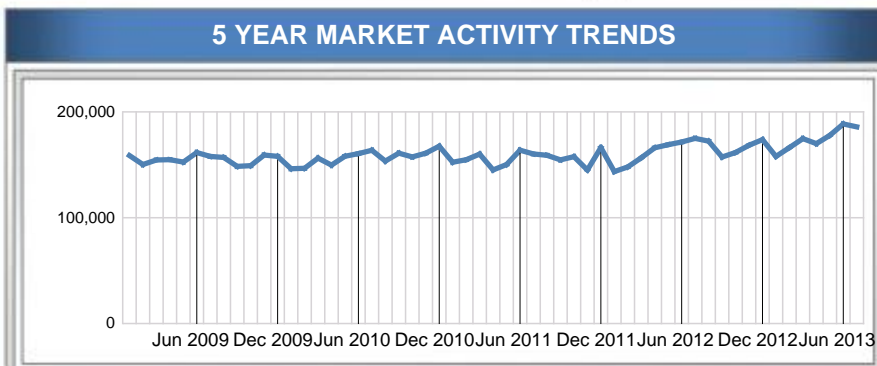
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

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5yr JUL AVG = 169K	3 MONTHS
High Jun 2013 = 188,597	MAY 177,797
Low Jan 2012 = 143,567	JUN 188,597
Average LPrice this month at 185,848 , above the 5 yr JUL average of 168,537	JUN 6.07%
	JUL 185,848
	JUL -1.46%

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	45	3.73%	17,696	17,877	21,035	21,900	15,000
\$25,001 - \$75,000	171	14.17%	51,944	52,648	58,018	59,293	68,000
\$75,001 - \$100,000	122	10.11%	88,183	93,380	91,855	91,200	0
\$100,001 - \$175,000	411	34.05%	139,286	144,918	138,509	149,877	148,000
\$175,001 - \$225,000	157	13.01%	198,984	206,750	203,164	203,412	216,160
\$225,001 - \$325,000	173	14.33%	268,131	280,667	269,798	275,410	285,317
\$325,001 and up	128	10.60%	539,122	835,488	513,678	474,670	652,900
Average List Price:	\$185,848			\$115,698	\$148,489	\$254,143	\$468,167
Total Closed Units:	1,207			205	623	324	55
Total List Volume:	224,318,288			23.72M	92.51M	82.34M	25.75M



Monthly Inventory Analysis

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July 2013

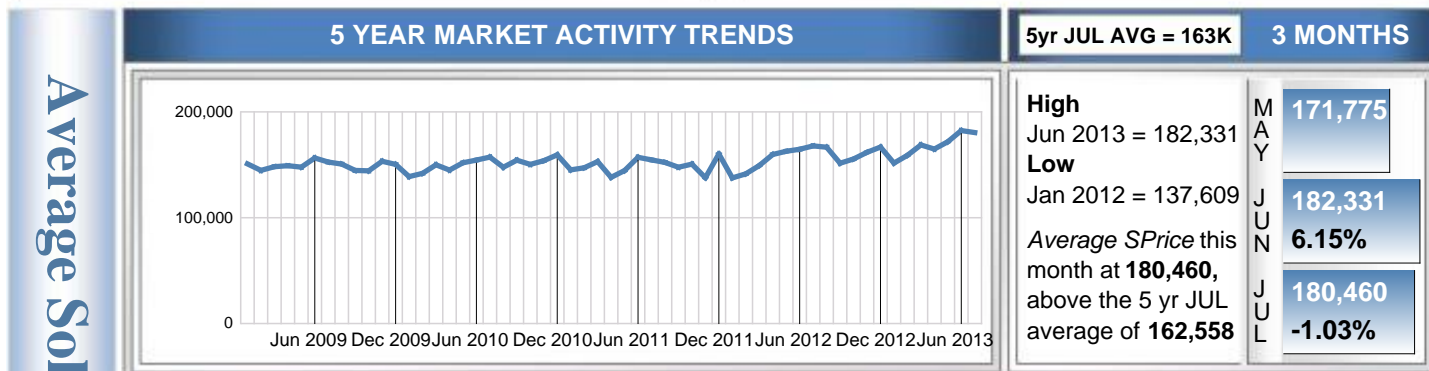
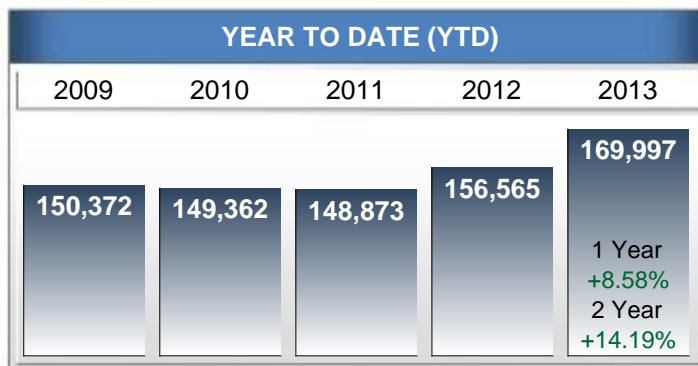
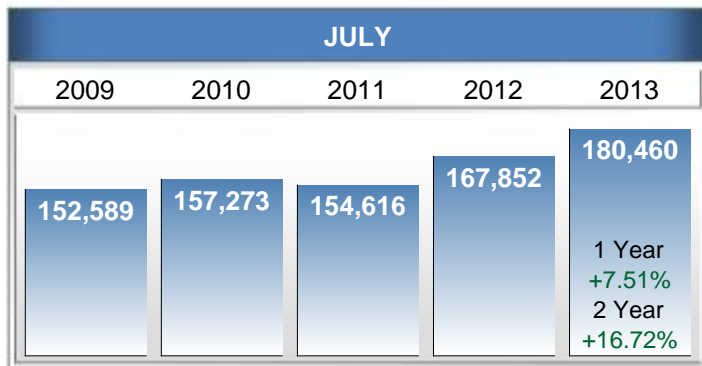
Closed Sales as of Aug 20, 2013



Average Sold Price at Closing

Report Produced on: Aug 20, 2013

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	48	3.98%	17,089	16,086	19,510	17,167	16,500
\$25,001 - \$75,000	192	15.91%	51,454	47,897	53,180	59,245	70,000
\$75,001 - \$100,000	106	8.78%	88,571	86,409	89,450	88,718	0
\$100,001 - \$175,000	412	34.13%	137,716	138,026	135,749	146,125	149,500
\$175,001 - \$225,000	164	13.59%	198,593	200,750	198,166	198,093	208,020
\$225,001 - \$325,000	165	13.67%	268,623	264,417	261,633	270,736	276,018
\$325,001 and up	120	9.94%	534,133	870,375	494,638	463,004	617,800
Average Closed Price: \$180,460				\$111,823	\$144,281	\$248,463	\$445,498
Total Closed Units: 1,207				205	623	324	55
Total Closed Volume: 217,814,990				22.92M	89.89M	80.50M	24.50M



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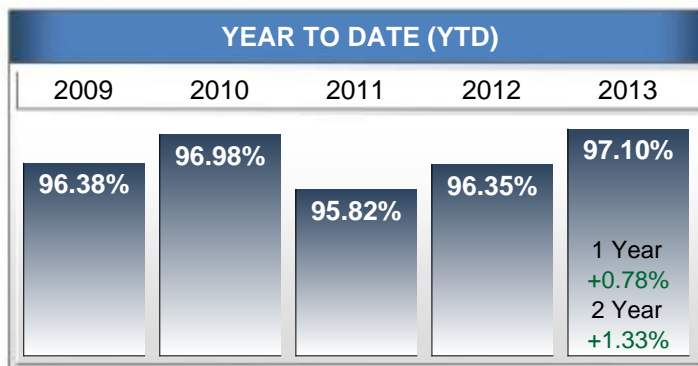
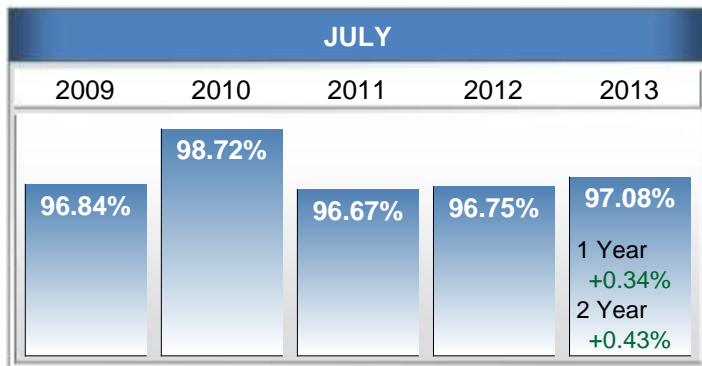
Closed Sales as of Aug 20, 2013



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 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	48	3.98%	92.08%	89.64%	98.90%	81.73%	110.00%	
\$25,001 - \$75,000	192	15.91%	93.32%	92.18%	93.13%	100.61%	102.94%	
\$75,001 - \$100,000	106	8.78%	96.57%	93.26%	97.72%	98.04%	0.00%	
\$100,001 - \$175,000	412	34.13%	97.81%	95.41%	98.15%	97.65%	101.01%	
\$175,001 - \$225,000	164	13.59%	97.62%	97.67%	97.71%	97.59%	96.38%	
\$225,001 - \$325,000	165	13.67%	97.82%	95.38%	97.11%	98.44%	96.96%	
\$325,001 and up	120	9.94%	101.33%	164.66%	96.53%	97.62%	95.31%	
Average List/Sell Ratio:				97.10%	95.76%	97.17%	97.86%	96.43%
Total Closed Units:				1,207	205	623	324	55
Total Closed Volume:				217,814,990	22.92M	89.89M	80.50M	24.50M



Monthly Inventory Analysis

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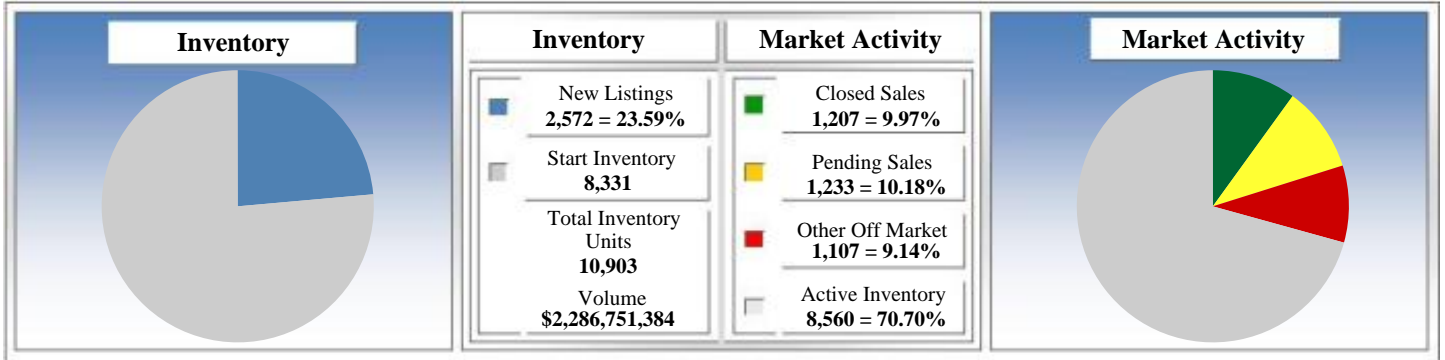
Inventory as of Aug 20, 2013



Market Summary

Report Produced on: Aug 20, 2013

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



Absorption: Last 12 months, an Average of **1,049** Sales/Month

Active Inventory as of July 31, 2013 = **8,560**

	JULY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	1,122	1,207	7.58%	6,873	7,612	10.75%
Pending Sales	1,132	1,233	8.92%	7,489	8,376	11.84%
New Listings	2,500	2,572	2.88%	17,507	16,633	-4.99%
Average List Price	174,967	185,848	6.22%	163,225	175,968	7.81%
Average Sale Price	167,852	180,460	7.51%	156,565	169,997	8.58%
Average Percent of List Price to Selling Price	96.75%	97.08%	0.34%	96.35%	97.10%	0.78%
Average Days on Market to Sale	55.34	47.26	-14.60%	59.50	53.93	-9.36%
Monthly Inventory	10,011	8,560	-14.49%	10,011	8,560	-14.49%
Months Supply of Inventory	10.68	8.16	-23.65%	10.68	8.16	-23.65%

