



# July 2013

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

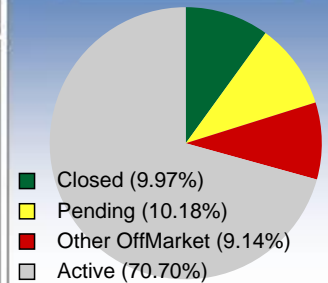


**Absorption:** Last 12 months, an Average of **1,049** Sales/Month

**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%
Median List Price	139,900	149,900	7.15%
Median Sale Price	137,000	145,300	6.06%
Median Percent of List Price to Selling Price	97.87%	97.78%	-0.09%
Median Days on Market to Sale	44.00	32.00	-27.27%
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.

### 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 **6.06%** in July 2013 to \$145,300 versus the previous year at \$137,000.

### Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 12.00 days or **27.27%** in July 2013 compared to last year's same month at **44.00** DOM.

### Sales Success for July 2013 is Positive

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

There were 2,572 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.

## What's in this Issue

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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?

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

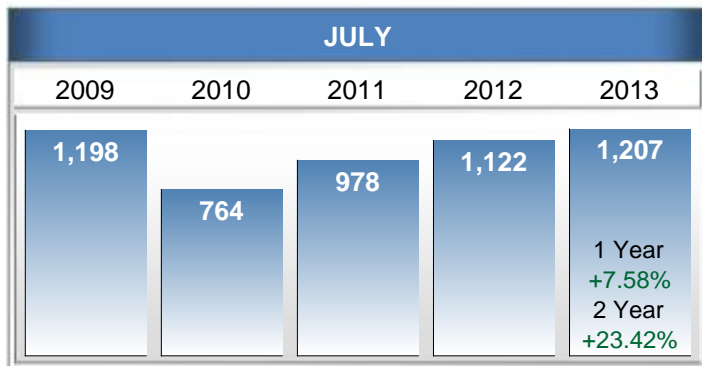
Closed Sales as of Aug 20, 2013



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	107	8.86%	35.0	59	41	6	1
\$40,001 - \$80,000	158	13.09%	32.0	61	83	13	1
\$80,001 - \$120,000	188	15.58%	37.0	35	132	21	0
\$120,001 - \$170,000	276	22.87%	29.5	18	207	50	1
\$170,001 - \$230,000	205	16.98%	29.0	19	100	79	7
\$230,001 - \$320,000	151	12.51%	23.0	5	40	92	14
\$320,001 and up	122	10.11%	33.5	8	20	63	31
Total Closed Units: 1,207				205	623	324	55
Total Closed Volume: 217,814,990				22.92M	89.89M	80.50M	24.50M
Median Closed Price: \$145,300				\$69,000	\$130,501	\$223,210	\$390,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

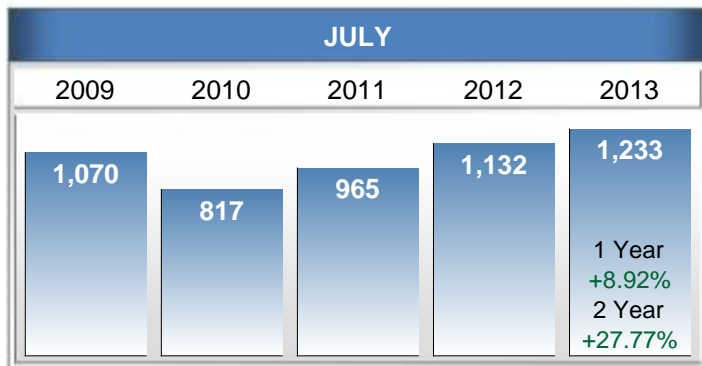
Pending Listings as of Aug 20, 2013



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	116	9.41%	40.0	65	44	7	0	
\$40,001 - \$70,000	136	11.03%	41.5	48	74	13	1	
\$70,001 - \$110,000	180	14.60%	41.0	41	116	22	1	
\$110,001 - \$160,000	331	26.85%	43.0	21	252	58	0	
\$160,001 - \$210,000	192	15.57%	41.0	8	108	73	3	
\$210,001 - \$290,000	149	12.08%	35.0	11	54	74	10	
\$290,001 and up	129	10.46%	46.0	3	23	79	24	
Total Pending Units: 1,233				41.0	197	671	326	39
Total Pending Volume: 209,702,960					15.54M	91.62M	77.55M	24.99M
Median Listing Price: \$137,900					\$61,500	\$129,000	\$205,250	\$329,800



# 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

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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+	
\$30,000 and less	220	8.55%	167	47	6	0	
\$30,001 - \$60,000	296	11.51%	197	81	14	4	
\$60,001 - \$110,000	452	17.57%	137	282	30	3	
\$110,001 - \$160,000	558	21.70%	65	391	98	4	
\$160,001 - \$230,000	459	17.85%	44	237	158	20	
\$230,001 - \$360,000	320	12.44%	26	97	164	33	
\$360,001 and up	267	10.38%	42	45	113	67	
Total New Listed Units:			2,572	678	1,180	583	131
Total New Listed Volume:			498,951,605	80.26M	181.66M	159.75M	77.28M
Median New Listed Listing Price:			\$139,900	\$57,200	\$129,900	\$225,000	\$384,900





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

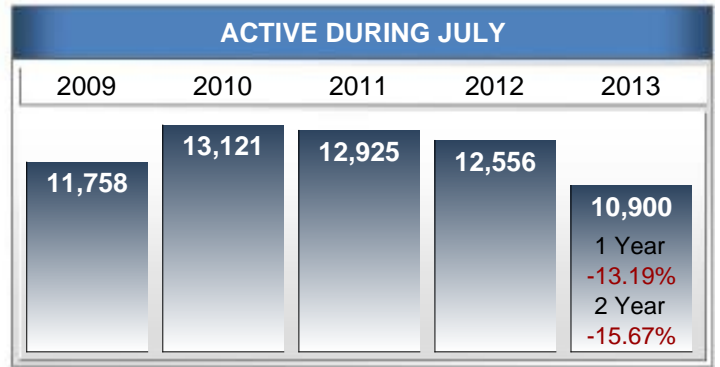
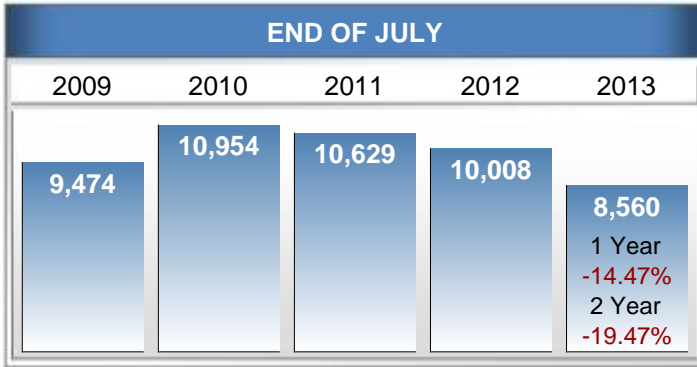
Active Inventory as of Aug 20, 2013



### Active Inventory

Report Produced on: Aug 20, 2013

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

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	331	3.87%	89.0	280	42	9	0		
\$20,001 \$50,000	1,516	17.71%	69.0	1,272	215	25	4		
\$50,001 \$90,000	1,312	15.33%	79.0	632	619	51	10		
\$90,001 \$160,000	2,177	25.43%	62.0	361	1,494	296	26		
\$160,001 \$230,000	1,290	15.07%	62.0	156	604	467	63		
\$230,001 \$380,000	1,059	12.37%	68.0	110	280	557	112		
\$380,001 and up	875	10.22%	70.0	145	119	371	240		
Total Active Inventory by Units:				8,560	69.0	2,956	3,373	1,776	455
Total Active Inventory by Volume:				1,857,500,844		552.21M	517.00M	531.31M	256.97M
Median Active Inventory Listing Price:				\$127,900		\$49,000	\$129,000	\$239,900	\$399,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

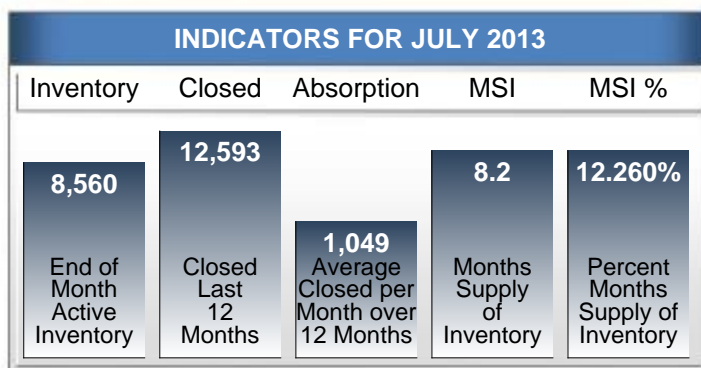
Active Inventory as of Aug 20, 2013



### 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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#### 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

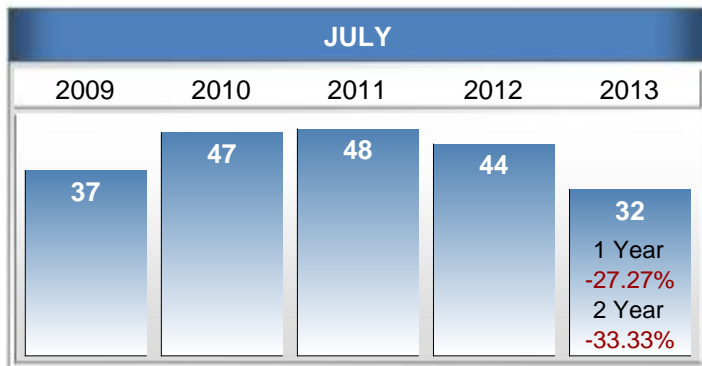
Closed Sales as of Aug 20, 2013



### Median Days on Market to Sale

Report Produced on: Aug 20, 2013

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	107	8.86%	35.0	37.0	31.0	63.0	13.0	
\$40,001 - \$80,000	158	13.09%	32.0	40.0	28.0	23.0	7.0	
\$80,001 - \$120,000	188	15.58%	37.0	41.0	35.0	43.0	0.0	
\$120,001 - \$170,000	276	22.87%	29.5	12.5	34.0	24.0	44.0	
\$170,001 - \$230,000	205	16.98%	29.0	1.0	30.0	31.0	83.0	
\$230,001 - \$320,000	151	12.51%	23.0	28.0	25.0	23.0	24.5	
\$320,001 and up	122	10.11%	33.5	17.5	45.5	27.0	70.0	
Median Closed DOM:				32.0	30.0	33.0	28.0	70.0
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

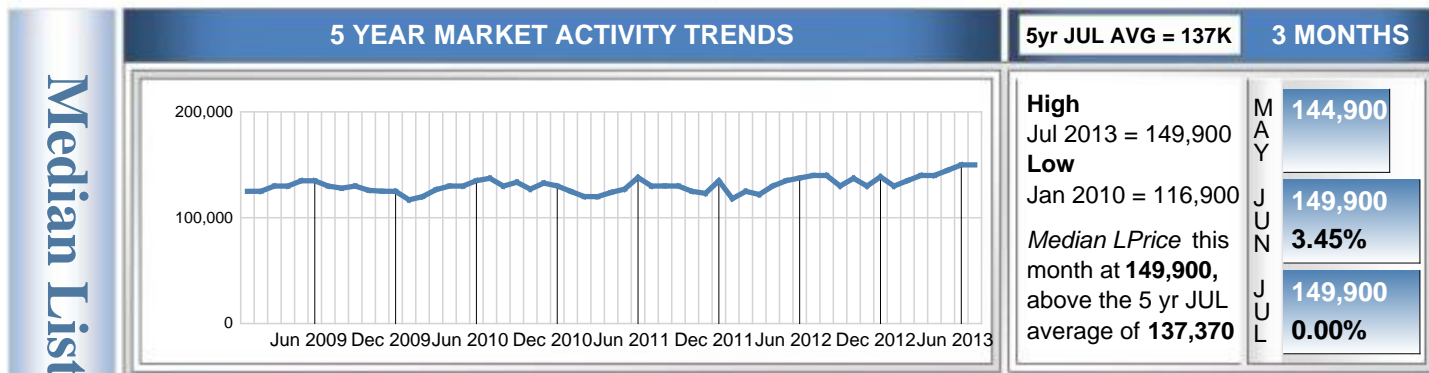
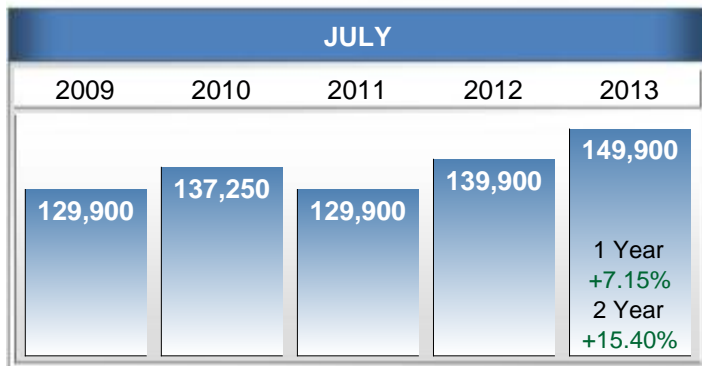
Closed Sales as of Aug 20, 2013



### Median List Price at Closing

Report Produced on: Aug 20, 2013

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	97		8.04%	26,500	24,200	31,950	25,250	15,000
\$40,001 - \$80,000	156		12.92%	65,250	59,200	69,900	69,500	68,000
\$80,001 - \$120,000	183		15.16%	104,500	99,000	105,000	99,000	0
\$120,001 - \$170,000	279		23.12%	144,987	139,950	142,000	149,900	148,000
\$170,001 - \$230,000	205		16.98%	194,900	179,250	192,450	198,250	224,900
\$230,001 - \$320,000	156		12.92%	269,405	268,500	264,000	270,950	278,900
\$320,001 and up	131		10.85%	455,000	567,450	449,000	396,750	572,450
Median List Price:	\$149,900				\$74,900	\$134,900	\$229,000	\$405,000
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

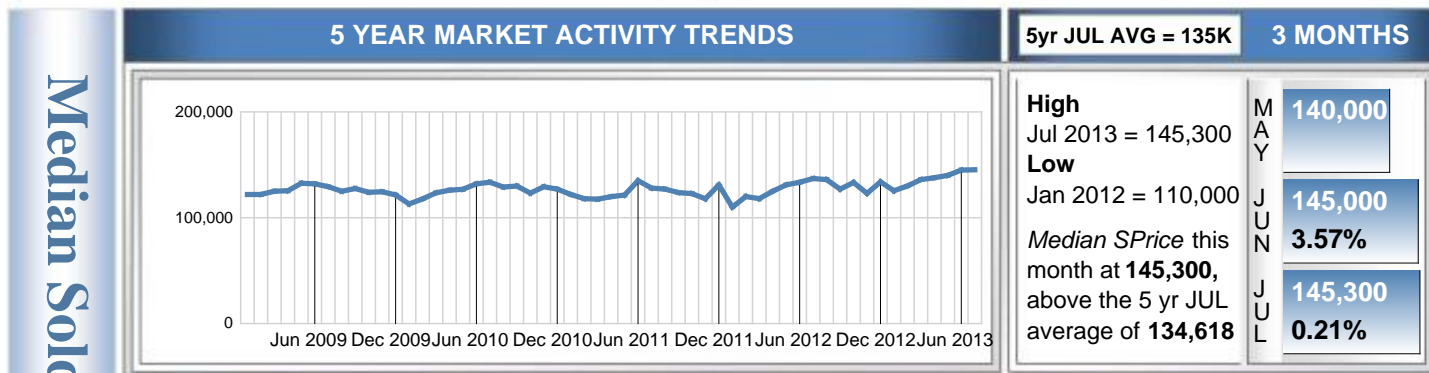
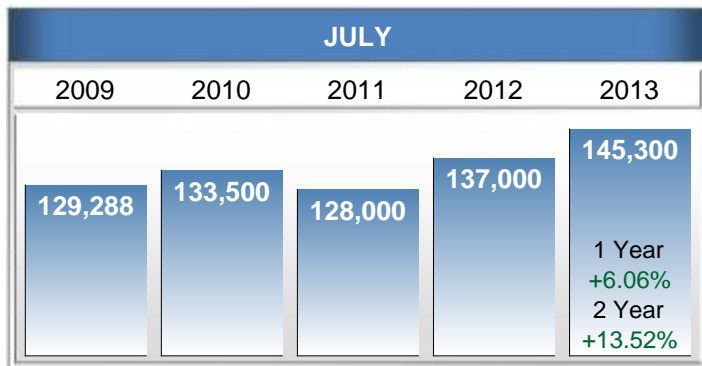
Closed Sales as of Aug 20, 2013



### Median Sold Price at Closing

Report Produced on: Aug 20, 2013

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	107		8.86%	26,000	24,000	30,000	22,075	16,500
\$40,001 - \$80,000	158		13.09%	65,000	58,900	65,000	66,238	70,000
\$80,001 - \$120,000	188		15.58%	104,000	94,500	105,000	104,550	0
\$120,001 - \$170,000	276		22.87%	145,000	140,000	142,500	152,000	149,500
\$170,001 - \$230,000	205		16.98%	194,000	178,500	192,000	195,000	216,500
\$230,001 - \$320,000	151		12.51%	267,900	275,000	260,700	274,500	291,200
\$320,001 and up	122		10.11%	460,000	561,500	456,000	399,500	542,000
Median Closed Price:	\$145,300				\$69,000	\$130,501	\$223,210	\$390,000
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

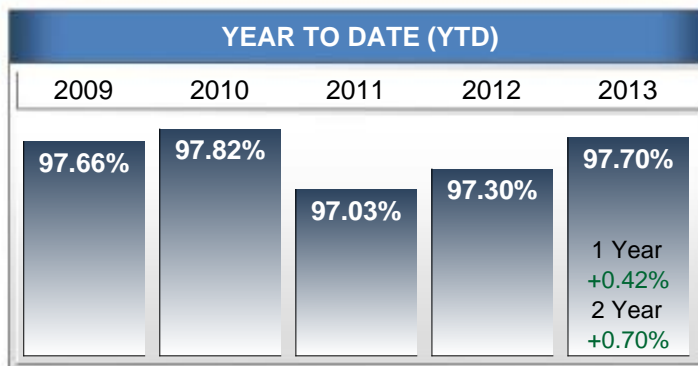
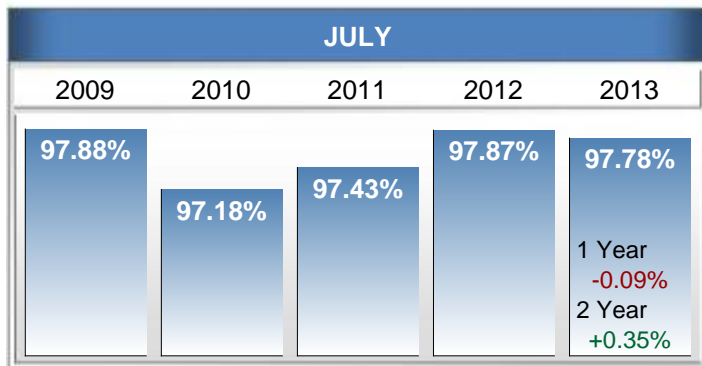
Closed Sales as of Aug 20, 2013



### Median Percent of List Price to Selling Price

Report Produced on: Aug 20, 2013

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	107	8.86%	92.60%	91.70%	92.86%	94.99%	110.00%
\$40,001 \$80,000	158	13.09%	95.22%	94.95%	93.81%	100.00%	102.94%
\$80,001 \$120,000	188	15.58%	98.08%	94.04%	98.96%	96.08%	0.00%
\$120,001 \$170,000	276	22.87%	98.45%	97.13%	98.75%	98.32%	101.01%
\$170,001 \$230,000	205	16.98%	98.31%	100.00%	98.16%	97.99%	96.43%
\$230,001 \$320,000	151	12.51%	98.25%	99.24%	97.76%	98.29%	98.12%
\$320,001 and up	122	10.11%	96.96%	97.44%	96.54%	97.35%	95.65%
Median List/Sell Ratio:	97.78%			94.95%	98.06%	98.16%	96.56%
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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## July 2013

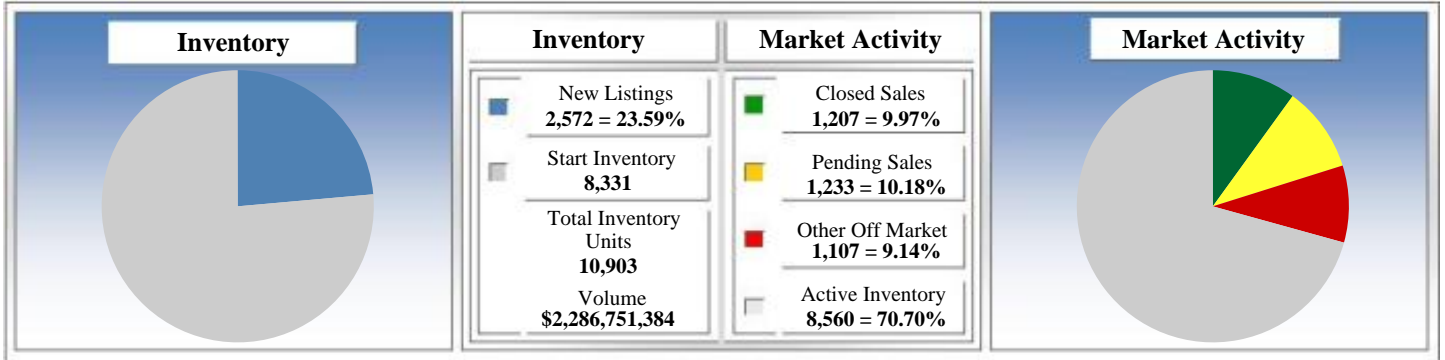
Inventory as of Aug 20, 2013



### 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%
Median List Price	139,900	149,900	7.15%	129,900	140,000	7.78%
Median Sale Price	137,000	145,300	6.06%	126,000	138,800	10.16%
Median Percent of List Price to Selling Price	97.87%	97.78%	-0.09%	97.30%	97.70%	0.42%
Median Days on Market to Sale	44.00	32.00	-27.27%	47.00	37.00	-21.28%
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%

