



# June 2013

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

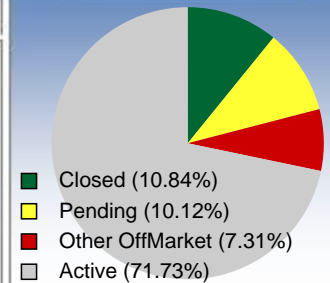


**Absorption:** Last 12 months, an Average of **1,042** Sales/Month

**Active Inventory** as of June 30, 2013 = **8,223**

	JUNE		
	2012	2013	+/-%
Closed Listings	1,111	1,243	11.88%
Pending Listings	1,048	1,160	10.69%
New Listings	2,421	2,336	-3.51%
Average List Price	171,529	188,700	10.01%
Average Sale Price	164,673	182,353	10.74%
Average Percent of List Price to Selling Price	97.06%	97.05%	-0.01%
Average Days on Market to Sale	55.63	49.05	-11.82%
End of Month Inventory	10,063	8,223	-18.28%
Months Supply of Inventory	10.88	7.89	-27.45%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 29, 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 June 2013 decreased **18.28%** to 8,223 existing homes available for sale. Over the last 12 months this area has had an average of 1,042 closed sales per month. This represents an unsold inventory index of **7.89** 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 **10.74%** in June 2013 to \$182,353 versus the previous year at \$164,673.

### Average Days on Market Shortens

The average number of **49.05** days that homes spent on the market before selling decreased by 6.58 days or **11.82%** in June 2013 compared to last year's same month at **55.63** DOM.

### Sales Success for June 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 2,336 New Listings in June 2013, down **3.51%** from last year at 2,421. Furthermore, there were 1,243 Closed Listings this month versus last year at 1,111, a **11.88%** increase.

Closed versus Listed trends yielded a **53.2%** ratio, up from last year's June 2013 at **45.9%**, a **15.95%** 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>
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<b>Average Days on Market to Sale</b>	<b>6</b>
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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®

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

Closed Sales as of Jul 29, 2013



Report Produced on: Jul 29, 2013

### Closed Listings

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



5yr JUN AVG = 1,121		3 MONTHS	
<b>High</b>	May 2013 = 1,267	<b>A</b>	1,200
<b>Low</b>	Jan 2010 = 523	<b>P</b>	
Closed Listing this month at <b>1,243</b> , above the 5 yr JUN average of <b>1,121</b>		<b>R</b>	
		<b>M</b>	1,267
		<b>A</b>	<b>5.58%</b>
		<b>Y</b>	
		<b>J</b>	1,243
		<b>U</b>	<b>-1.89%</b>
		<b>N</b>	

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+	
\$50,000 and less	123	9.90%	48.2	53	62	7	1	
\$50,001 - \$75,000	97	7.80%	58.9	35	58	3	1	
\$75,001 - \$100,000	127	10.22%	51.1	25	86	16	0	
\$100,001 - \$150,000	312	25.10%	44.2	24	249	36	3	
\$150,001 - \$225,000	297	23.89%	47.8	13	167	109	8	
\$225,001 - \$325,000	145	11.67%	48.4	0	47	88	10	
\$325,001 and up	142	11.42%	55.2	4	23	80	35	
Total Closed Units: 1,243				49.0	154	692	339	58
Total Closed Volume: 226,664,968					14.51M	98.53M	89.52M	24.11M
Average Closed Price: \$182,353					\$94,211	\$142,384	\$264,076	\$415,608



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

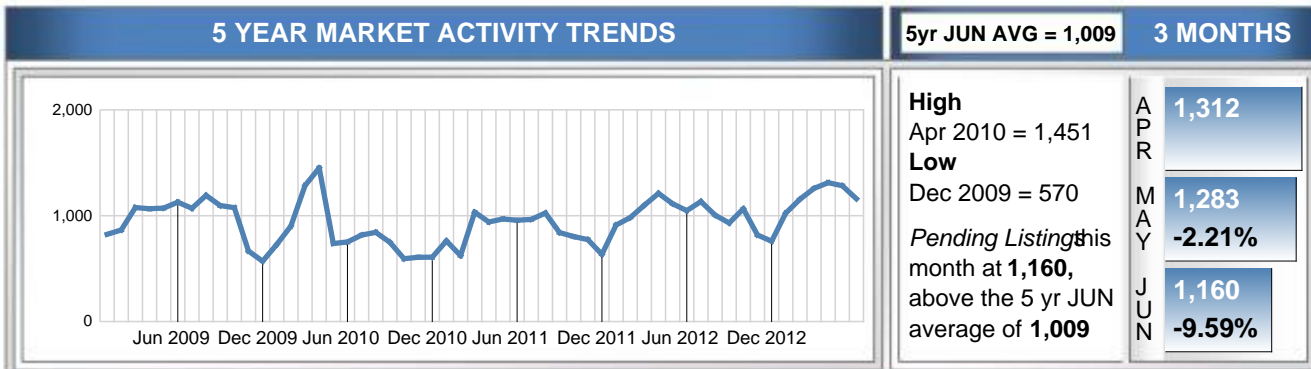
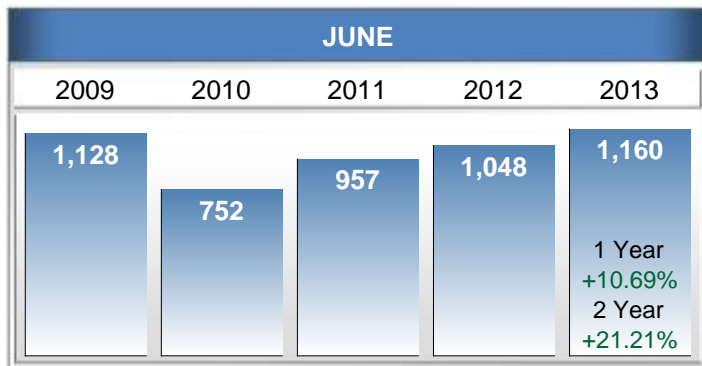
Pending Listings as of Jul 29, 2013



### Pending Listings

Report Produced on: Jul 29, 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+		
\$50,000 and less	119	10.26%	45.8	66	45	7	1		
\$50,001 - \$75,000	107	9.22%	46.3	42	57	8	0		
\$75,001 - \$100,000	119	10.26%	54.1	28	79	12	0		
\$100,001 - \$150,000	270	23.28%	48.3	23	211	34	2		
\$150,001 - \$225,000	285	24.57%	45.8	28	157	94	6		
\$225,001 - \$300,000	137	11.81%	50.7	3	44	81	9		
\$300,001 and up	123	10.60%	55.9	4	25	68	26		
Total Pending Units:				1,160	53.7	194	618	304	44
Total Pending Volume:				204,912,558		20.81M	90.56M	75.73M	17.82M
Average Listing Price:				\$168,241		\$107,264	\$146,540	\$249,097	\$404,911



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

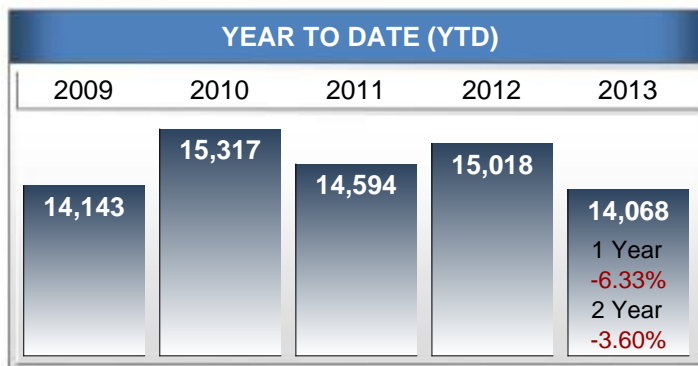
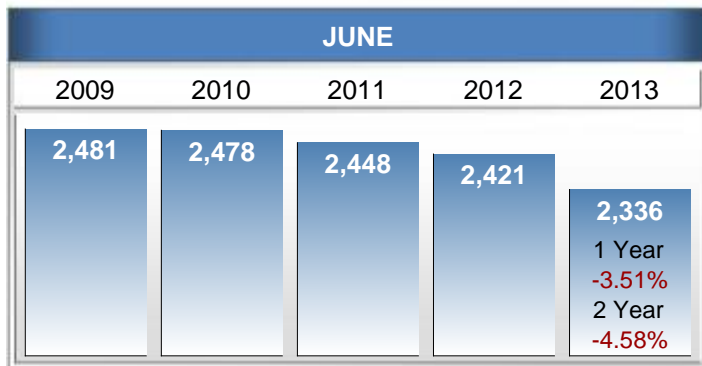
New Listings as of Jul 29, 2013



### New Listings

Report Produced on: Jul 29, 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+
\$25,000 and less	223	9.55%	198	22	3	0
\$25,001 \$50,000	215	9.20%	149	59	6	1
\$50,001 \$100,000	429	18.36%	139	246	39	5
\$100,001 \$150,000	488	20.89%	56	363	63	6
\$150,001 \$225,000	461	19.73%	46	247	156	12
\$225,001 \$325,000	267	11.43%	13	74	156	24
\$325,001 and up	253	10.83%	21	40	128	64
Total New Listed Units:			622	1051	551	112
Total New Listed Volume:			56.97M	155.07M	145.33M	55.28M
Average New Listed Listing Price:			\$91,599	\$147,550	\$263,755	\$493,578



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

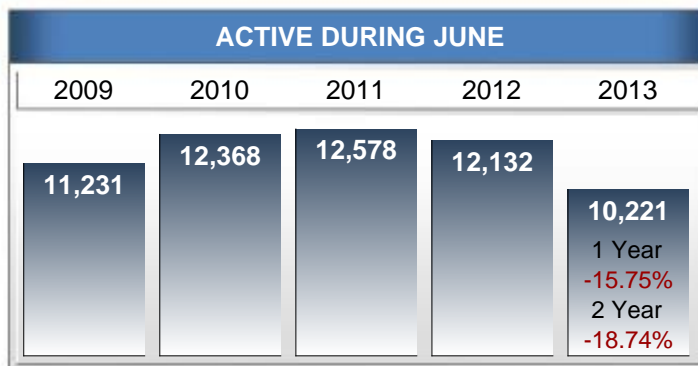
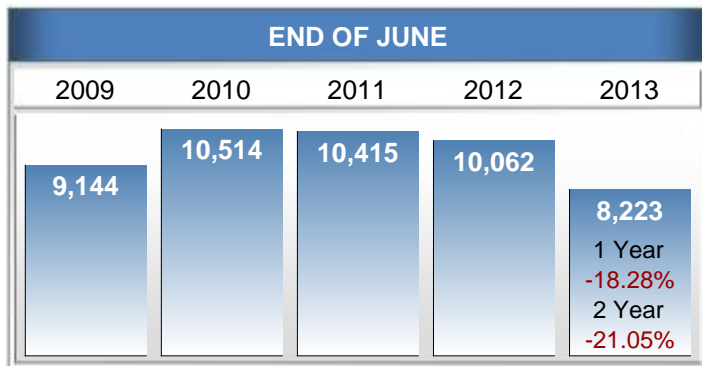
Active Inventory as of Jul 29, 2013



### Active Inventory

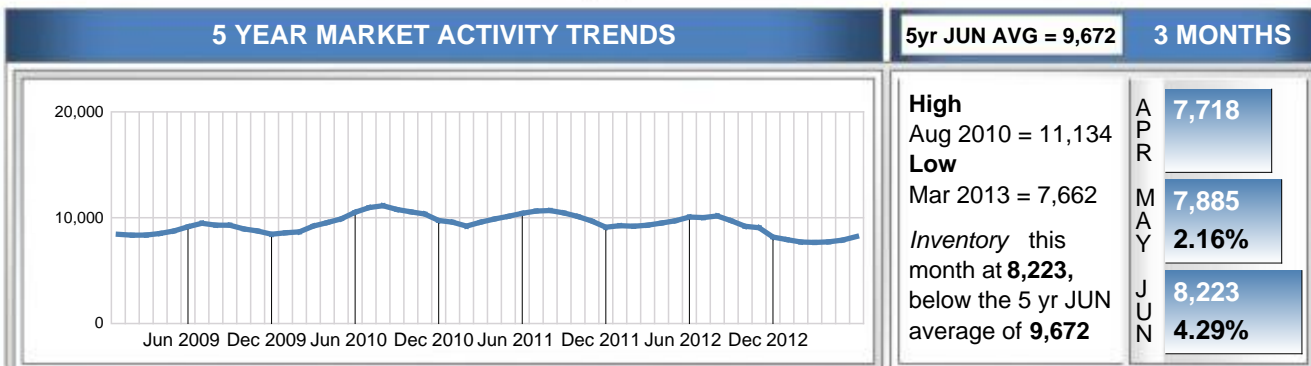
Report Produced on: Jul 29, 2013

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	731	8.89%	69.4	664	57	10	0		
\$25,001 - \$50,000	1,079	13.12%	88.2	883	170	24	2		
\$50,001 - \$75,000	797	9.69%	83.0	426	328	36	7		
\$75,001 - \$150,000	2,315	28.15%	71.0	531	1,507	254	23		
\$150,001 - \$225,000	1,403	17.06%	73.0	162	720	474	47		
\$225,001 - \$375,000	1,027	12.49%	71.7	108	272	542	105		
\$375,001 and up	871	10.59%	82.3	148	117	380	226		
Total Active Inventory by Units:				8,223	75.9	2,922	3,171	1,720	410
Total Active Inventory by Volume:				1,816,800,098		577.10M	484.37M	511.07M	244.26M
Average Active Inventory Listing Price:				\$220,941		\$197,502	\$152,751	\$297,131	\$595,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

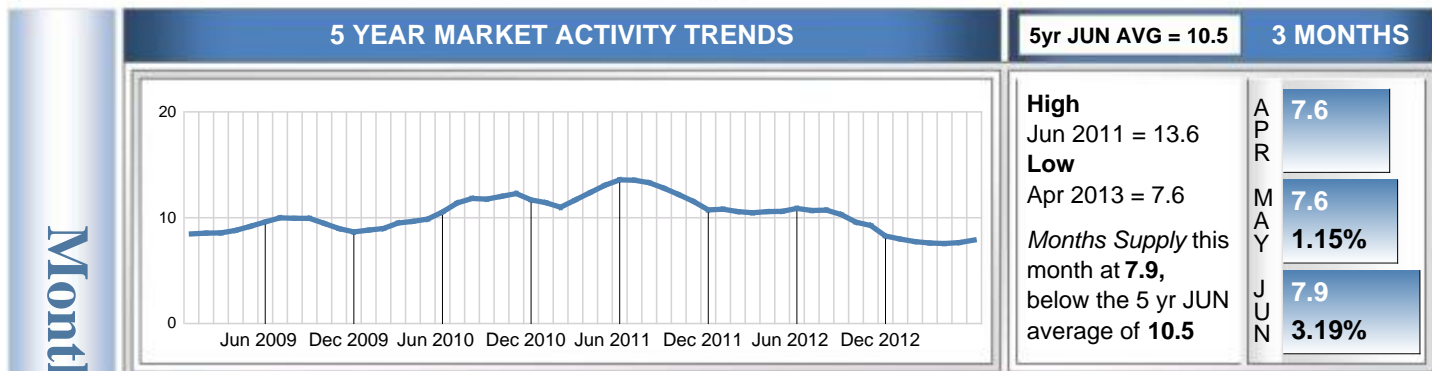
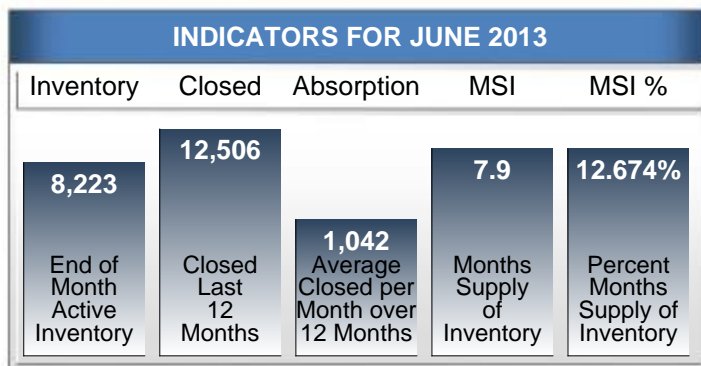
Active Inventory as of Jul 29, 2013



### Months Supply of Inventory

Report Produced on: Jul 29, 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	345	4.20%	8.6	10.8	3.0	4.8	0.0
\$20,001 \$50,000	1,465	17.82%	14.2	26.6	3.9	5.2	2.0
\$50,001 \$90,000	1,301	15.82%	8.2	14.6	5.8	5.3	9.2
\$90,001 \$150,000	1,811	22.02%	5.9	10.9	5.4	4.9	9.6
\$150,001 \$220,000	1,340	16.30%	6.1	12.7	5.8	5.6	6.8
\$220,001 \$380,000	1,110	13.50%	7.0	21.1	6.3	6.4	7.8
\$380,001 and up	851	10.35%	14.7	51.2	10.5	12.4	15.4
MSI:			7.9	17.3	5.6	6.5	10.4
Total Active Inventory:			8,223	2,922	3,171	1,720	410



# Monthly Inventory Analysis

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## June 2013

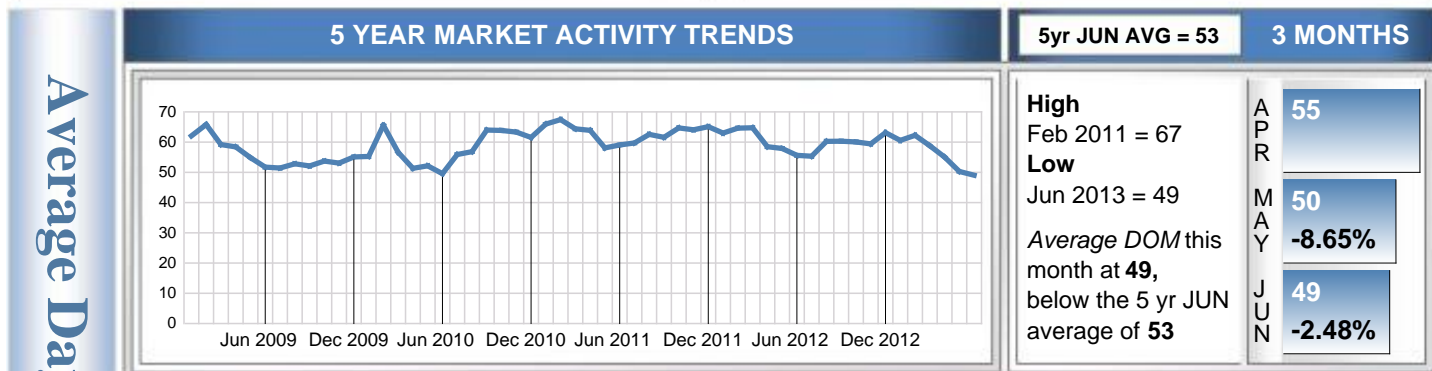
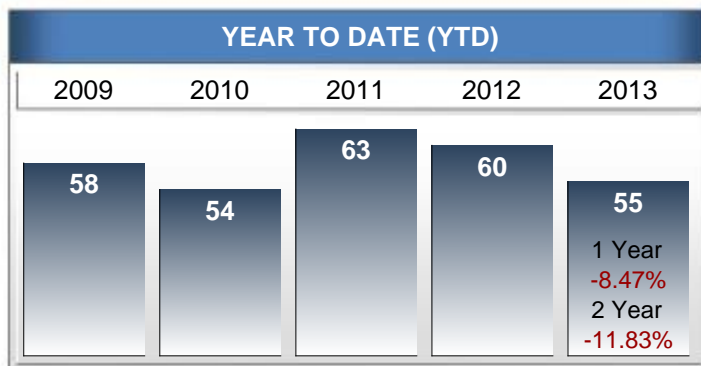
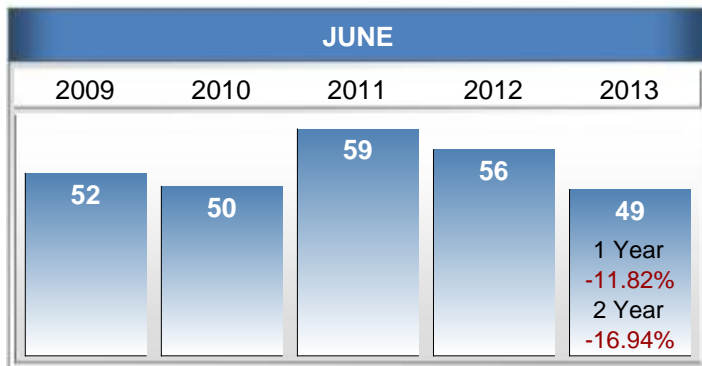
Closed Sales as of Jul 29, 2013



### Average Days on Market to Sale

Report Produced on: Jul 29, 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+
\$50,000 and less	123	9.90%	48.2	54.0	41.9	59.4	52.0
\$50,001 - \$75,000	97	7.80%	58.9	80.6	48.2	31.3	7.0
\$75,001 - \$100,000	127	10.22%	51.1	50.4	53.3	40.7	0.0
\$100,001 - \$150,000	312	25.10%	44.2	43.3	44.5	40.5	65.7
\$150,001 - \$225,000	297	23.89%	47.8	40.9	46.5	49.4	64.4
\$225,001 - \$325,000	145	11.67%	48.4	0.0	50.6	47.5	45.6
\$325,001 and up	142	11.42%	55.2	25.8	51.4	51.9	68.7
Average Closed DOM: 49.0				55.9	46.8	48.2	62.6
Total Closed Units: 1,243				154	692	339	58
Total Closed Volume: 226,664,968				14.51M	98.53M	89.52M	24.11M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

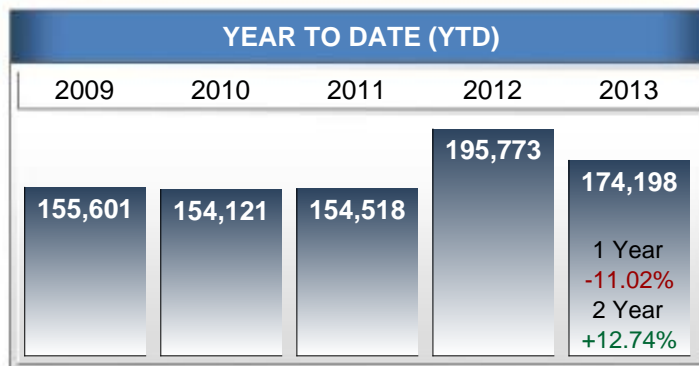
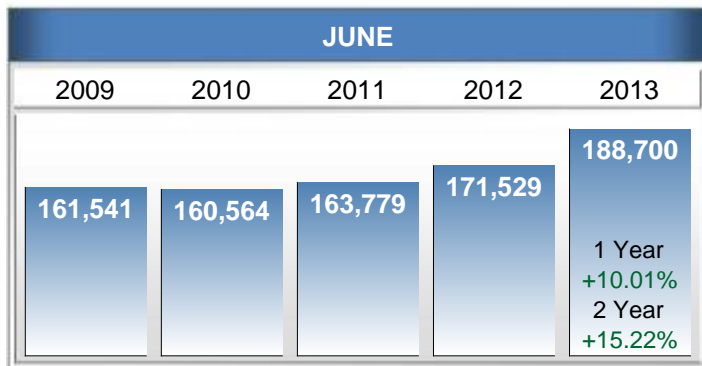
Closed Sales as of Jul 29, 2013



### Average List Price at Closing

Report Produced on: Jul 29, 2013

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



Average List Price

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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+
\$50,000 and less	118	9.49%	32,097	31,389	35,126	41,129	34,900
\$50,001 \$75,000	92	7.40%	64,720	66,166	66,748	71,100	68,000
\$75,001 \$100,000	132	10.62%	89,744	91,898	90,678	92,255	0
\$100,001 \$150,000	304	24.46%	128,638	129,396	129,336	135,072	138,267
\$150,001 \$225,000	298	23.97%	181,274	186,619	179,913	190,238	193,988
\$225,001 \$325,000	147	11.83%	266,773	0	269,404	273,905	305,630
\$325,001 and up	152	12.23%	530,426	1,051,250	531,635	512,684	563,814
Average List Price:	\$188,700			\$103,983	\$145,935	\$273,434	\$428,610
Total Closed Units:	1,243			154	692	339	58
Total List Volume:	234,554,105			16.01M	100.99M	92.69M	24.86M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

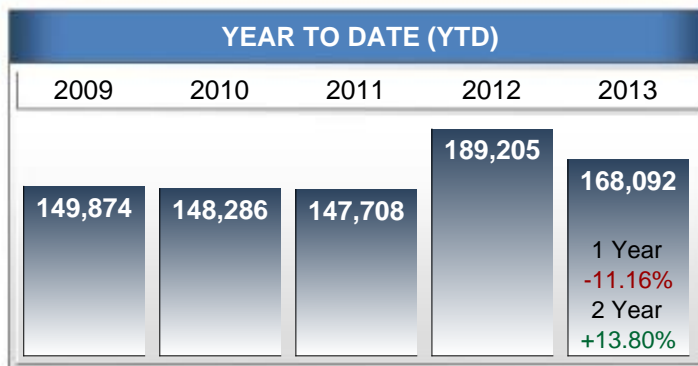
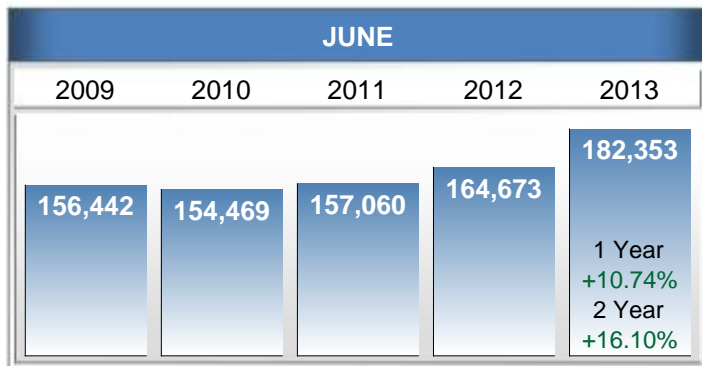
Closed Sales as of Jul 29, 2013



### Average Sold Price at Closing

Report Produced on: Jul 29, 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+
\$50,000 and less	123	9.90%	30,807	27,330	33,505	33,489	29,000
\$50,001 \$75,000	97	7.80%	63,239	63,339	63,065	66,500	60,075
\$75,001 \$100,000	127	10.22%	88,308	87,056	88,856	87,319	0
\$100,001 \$150,000	312	25.10%	126,378	120,721	125,938	132,503	134,667
\$150,001 \$225,000	297	23.89%	180,884	178,723	177,056	186,333	190,063
\$225,001 \$325,000	145	11.67%	267,852	0	263,158	267,081	296,690
\$325,001 and up	142	11.42%	517,854	861,500	515,543	488,837	546,422
Average Closed Price: \$182,353				\$94,211	\$142,384	\$264,076	\$415,608
Total Closed Units: 1,243				154	692	339	58
Total Closed Volume: 226,664,968				14.51M	98.53M	89.52M	24.11M



# Monthly Inventory Analysis

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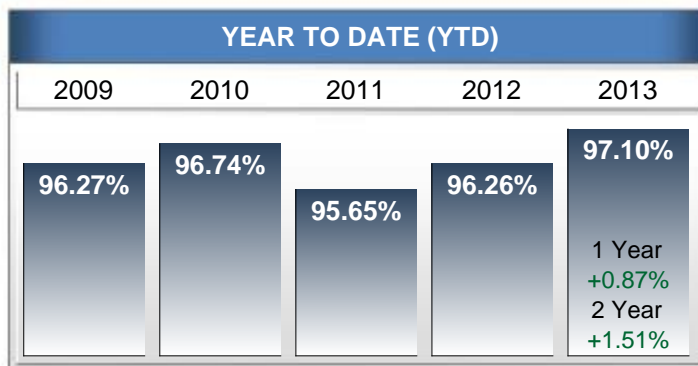
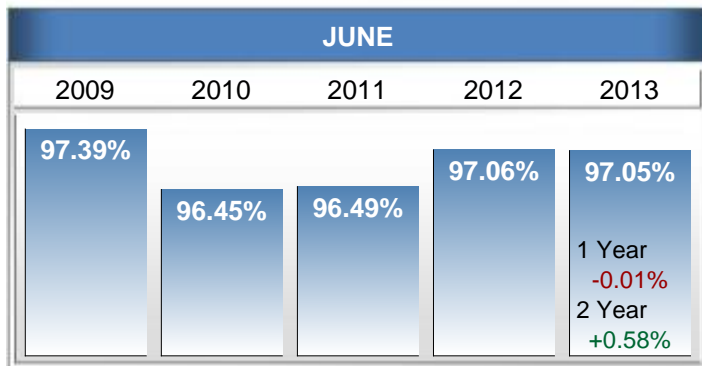
Closed Sales as of Jul 29, 2013



### Average Percent of List Price to Selling Price

Report Produced on: Jul 29, 2013

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#### 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+	
\$50,000 and less	123	9.90%	94.04%	93.80%	95.59%	83.57%	83.09%	
\$50,001 \$75,000	97	7.80%	95.79%	96.33%	95.70%	93.93%	88.35%	
\$75,001 \$100,000	127	10.22%	97.28%	95.65%	98.19%	94.94%	0.00%	
\$100,001 \$150,000	312	25.10%	97.38%	94.03%	97.49%	98.82%	97.50%	
\$150,001 \$225,000	297	23.89%	98.23%	95.98%	98.49%	98.08%	98.32%	
\$225,001 \$325,000	145	11.67%	97.72%	0.00%	97.76%	97.75%	97.33%	
\$325,001 and up	142	11.42%	96.44%	88.95%	97.16%	96.24%	97.28%	
Average List/Sell Ratio:				97.10%	94.77%	97.51%	97.15%	97.05%
Total Closed Units:				1,243	154	692	339	58
Total Closed Volume:				226,664,968	14.51M	98.53M	89.52M	24.11M



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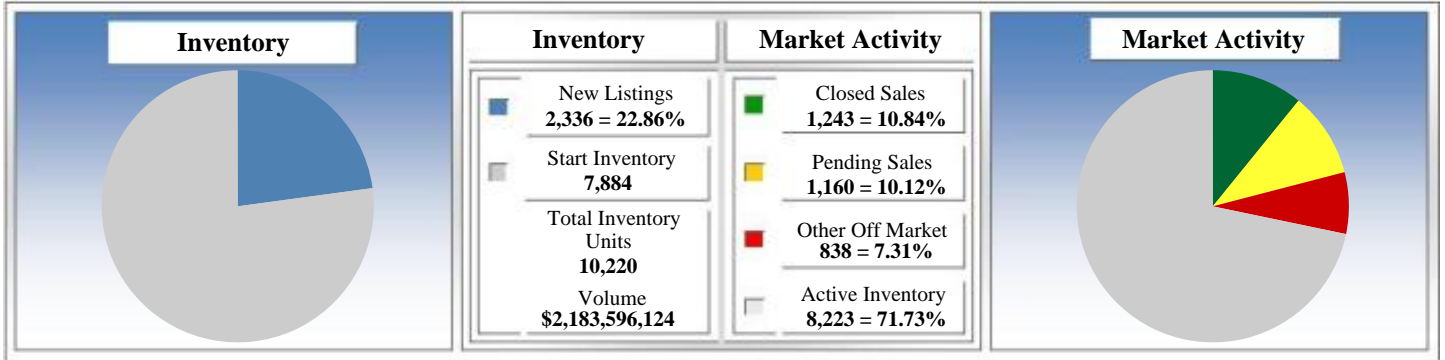
Inventory as of Jul 29, 2013



### Market Summary

Report Produced on: Jul 29, 2013

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



**Absorption:** Last 12 months, an Average of **1,042** Sales/Month

**Active Inventory** as of June 30, 2013 = **8,223**

	JUNE			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	1,111	1,243	11.88%	5,755	6,403	11.26%
Pending Sales	1,048	1,160	10.69%	6,365	7,192	12.99%
New Listings	2,421	2,336	-3.51%	15,018	14,068	-6.33%
Average List Price	171,529	188,700	10.01%	195,773	174,198	-11.02%
Average Sale Price	164,673	182,353	10.74%	189,205	168,092	-11.16%
Average Percent of List Price to Selling Price	97.06%	97.05%	-0.01%	96.26%	97.10%	0.87%
Average Days on Market to Sale	55.63	49.05	-11.82%	60.27	55.16	-8.47%
Monthly Inventory	10,063	8,223	-18.28%	10,063	8,223	-18.28%
Months Supply of Inventory	10.88	7.89	-27.45%	10.88	7.89	-27.45%

