



September 2013

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

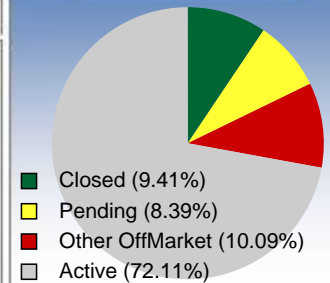


Absorption: Last 12 months, an Average of **1,075** Sales/Month

Active Inventory as of September 30, 2013 = **8,511**

	SEPTEMBER		
	2012	2013	+/- %
Closed Listings	915	1,110	21.31%
Pending Listings	930	990	6.45%
New Listings	1,974	2,065	4.61%
Average List Price	157,341	166,932	6.10%
Average Sale Price	151,418	161,728	6.81%
Average Percent of List Price to Selling Price	96.70%	96.46%	-0.25%
Average Days on Market to Sale	60.30	53.35	-11.53%
End of Month Inventory	9,711	8,511	-12.36%
Months Supply of Inventory	10.30	7.91	-23.14%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 23, 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 September 2013 decreased **12.36%** to 8,511 existing homes available for sale. Over the last 12 months this area has had an average of 1,075 closed sales per month. This represents an unsold inventory index of **7.91** 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 **6.81%** in September 2013 to \$161,728 versus the previous year at \$151,418.

Average Days on Market Shortens

The average number of **53.35** days that homes spent on the market before selling decreased by 6.95 days or **11.53%** in September 2013 compared to last year's same month at **60.30** DOM.

Sales Success for September 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 2,065 New Listings in September 2013, up **4.61%** from last year at 1,974. Furthermore, there were 1,110 Closed Listings this month versus last year at 915, a **21.31%** increase.

Closed versus Listed trends yielded a **53.8%** ratio, up from last year's September 2013 at **46.4%**, a **15.97%** 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.

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



Monthly Inventory Analysis

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September 2013

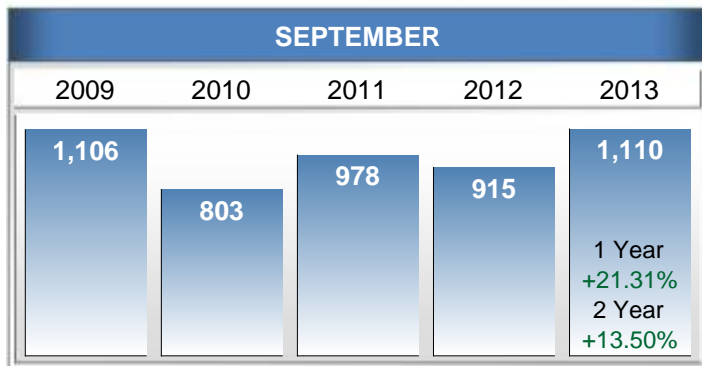
Closed Sales as of Oct 23, 2013



Closed Listings

Report Produced on: Oct 23, 2013

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	66	5.95%	58.0	35	29	2	0	
\$25,001 \$50,000	94	8.47%	44.8	44	44	2	4	
\$50,001 \$100,000	203	18.29%	50.6	48	139	14	2	
\$100,001 \$150,000	266	23.96%	53.4	21	212	32	1	
\$150,001 \$200,000	206	18.56%	55.3	12	126	62	6	
\$200,001 \$275,000	136	12.25%	55.7	5	44	79	8	
\$275,001 and up	139	12.52%	55.7	4	35	77	23	
Total Closed Units: 1,110				53.4	169	629	268	44
Total Closed Volume: 179,517,910					14.29M	83.70M	66.26M	15.27M
Average Closed Price: \$161,728					\$84,528	\$133,069	\$247,253	\$347,009

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

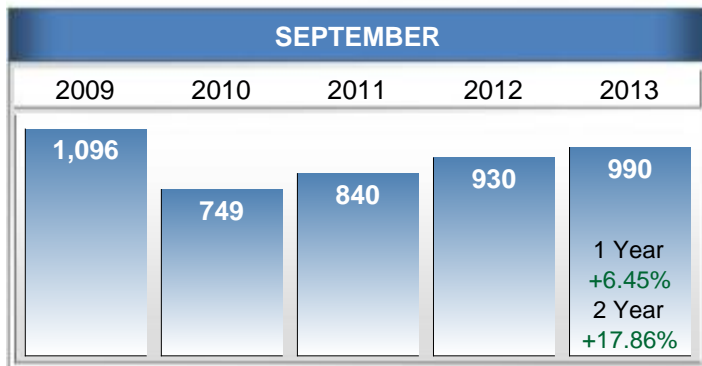
Pending Listings as of Oct 23, 2013



Pending Listings

Report Produced on: Oct 23, 2013

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



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	5.25%	64.9	30	18	4	0	
\$25,001 \$50,000	89	8.99%	42.7	40	40	6	3	
\$50,001 \$100,000	225	22.73%	58.5	56	156	13	0	
\$100,001 \$150,000	237	23.94%	56.3	16	196	24	1	
\$150,001 \$200,000	153	15.45%	67.0	9	94	45	5	
\$200,001 \$275,000	112	11.31%	60.4	4	51	49	8	
\$275,001 and up	122	12.32%	63.4	8	26	62	26	
Total Pending Units: 990				52.1	163	581	203	43
Total Pending Volume: 160,901,970					13.76M	76.83M	50.26M	20.05M
Average Listing Price: \$177,293					\$84,439	\$132,243	\$247,573	\$466,220

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

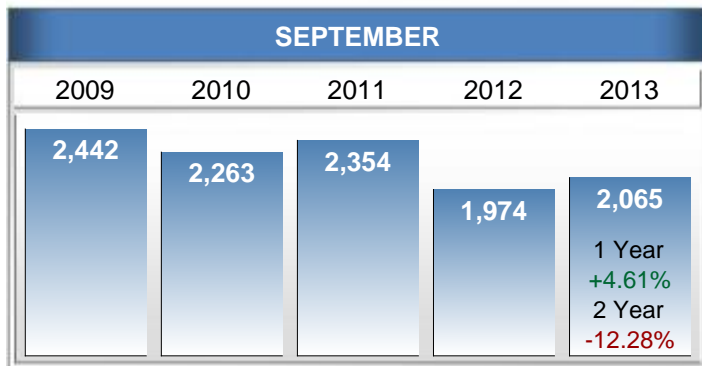
New Listings as of Oct 23, 2013



New Listings

Report Produced on: Oct 23, 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	123	5.96%	101	19	3	0
\$25,001 \$50,000	184	8.91%	107	61	15	1
\$50,001 \$100,000	417	20.19%	165	220	31	1
\$100,001 \$150,000	447	21.65%	47	320	74	6
\$150,001 \$225,000	404	19.56%	39	236	119	10
\$225,001 \$375,000	284	13.75%	26	86	144	28
\$375,001 and up	206	9.98%	27	36	87	56
Total New Listed Units:			512	978	473	102
Total New Listed Volume:			84.48M	147.96M	126.88M	62.21M
Average New Listed Listing Price:			\$165,003	\$151,292	\$268,237	\$609,867



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

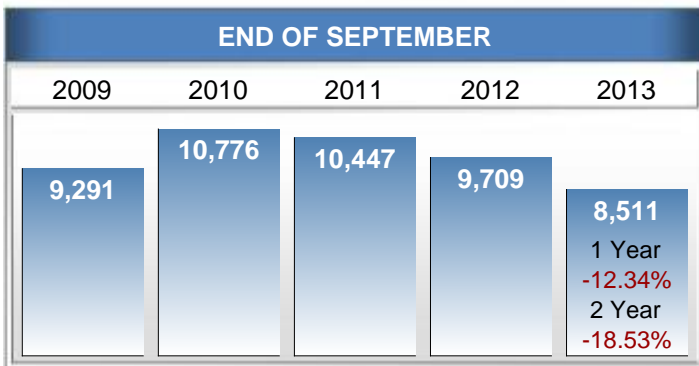
Active Inventory as of Oct 23, 2013



Active Inventory

Report Produced on: Oct 23, 2013

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



Active Inventory

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5yr SEP AVG = 9,747	3 MONTHS
High Aug 2010 = 11,133	JUL 8,786
Low Mar 2013 = 7,690	AUG 8,627
<i>Inventory this month at 8,511, below the 5 yr SEP average of 9,747</i>	SEP 8,511
	Change
	AUG -1.81%
	SEP -1.34%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	740	8.69%	85.4	660	68	12	0		
\$25,001 - \$50,000	1,004	11.80%	92.2	781	186	35	2		
\$50,001 - \$75,000	761	8.94%	81.8	390	328	36	7		
\$75,001 - \$150,000	2,488	29.23%	77.0	546	1,609	305	28		
\$150,001 - \$225,000	1,505	17.68%	75.5	163	765	521	56		
\$225,001 - \$375,000	1,115	13.10%	76.7	115	290	595	115		
\$375,001 and up	898	10.55%	83.3	153	132	371	242		
Total Active Inventory by Units:				8,511	80.3	2,808	3,378	1,875	450
Total Active Inventory by Volume:				1,666,376,362		360.62M	518.56M	536.37M	250.82M
Average Active Inventory Listing Price:				\$195,791		\$128,427	\$153,512	\$286,064	\$557,374



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

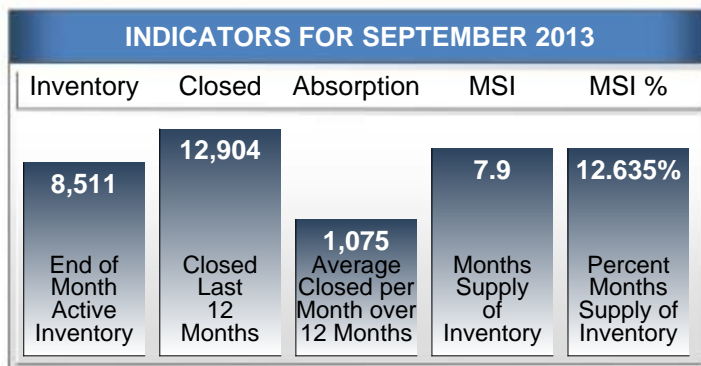
Active Inventory as of Oct 23, 2013



Months Supply of Inventory

Report Produced on: Oct 23, 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	320	3.76%	7.4	9.1	3.6	4.6	0.0
\$20,001 \$50,000	1,424	16.73%	13.6	24.1	4.3	7.3	1.6
\$50,001 \$90,000	1,297	15.24%	8.0	13.0	6.1	4.9	7.5
\$90,001 \$160,000	2,253	26.47%	6.3	11.2	5.7	5.9	15.1
\$160,001 \$230,000	1,250	14.69%	6.3	11.7	5.8	6.0	7.0
\$230,001 \$380,000	1,103	12.96%	7.5	21.0	6.6	6.9	8.7
\$380,001 and up	864	10.15%	14.3	45.3	11.3	11.5	15.4
MSI:			7.9	15.8	5.8	6.8	10.9
Total Active Inventory:			8,511	2,808	3,378	1,875	450



Monthly Inventory Analysis

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September 2013

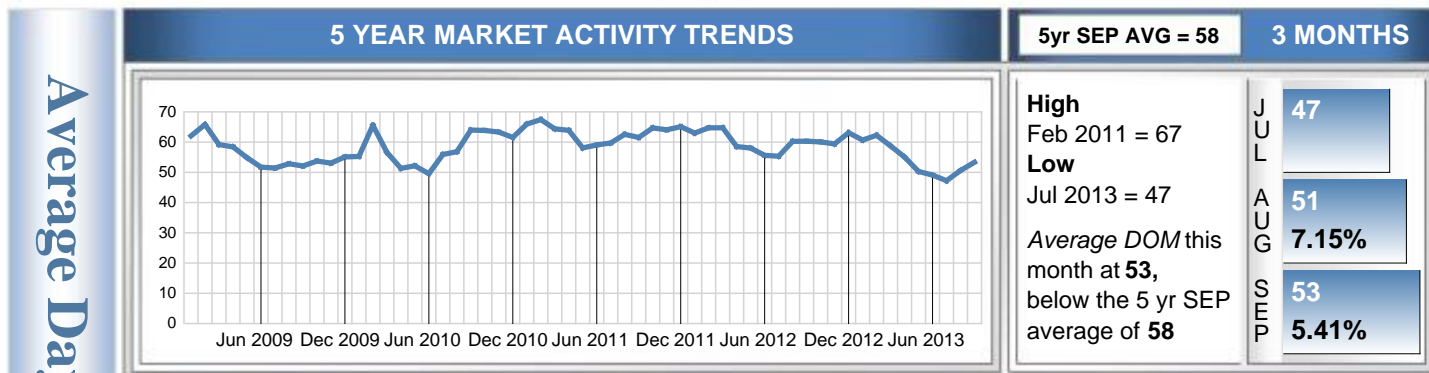
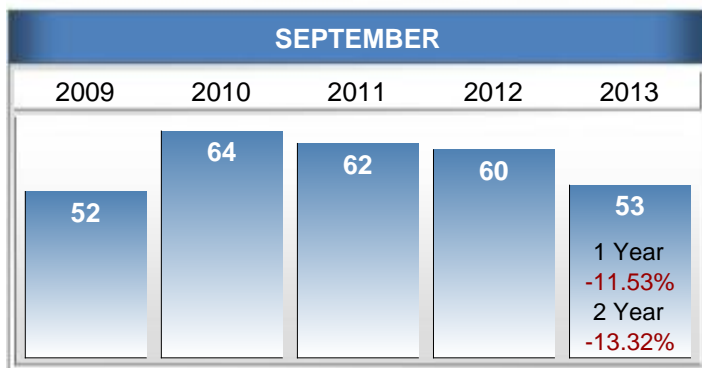
Closed Sales as of Oct 23, 2013



Average Days on Market to Sale

Report Produced on: Oct 23, 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	66	5.95%	58.0	78.3	34.8	39.5	0.0
\$25,001 \$50,000	94	8.47%	44.8	50.4	39.0	82.5	29.0
\$50,001 \$100,000	203	18.29%	50.6	49.7	50.5	55.1	42.5
\$100,001 \$150,000	266	23.96%	53.4	51.2	54.2	50.7	5.0
\$150,001 \$200,000	206	18.56%	55.3	57.8	53.6	56.3	75.5
\$200,001 \$275,000	136	12.25%	55.7	43.2	40.6	62.4	80.4
\$275,001 and up	139	12.52%	55.7	63.0	54.5	51.3	71.0
Average Closed DOM: 53.4				56.7	50.4	56.0	66.7
Total Closed Units: 1,110				169	629	268	44
Total Closed Volume: 179,517,910				14.29M	83.70M	66.26M	15.27M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

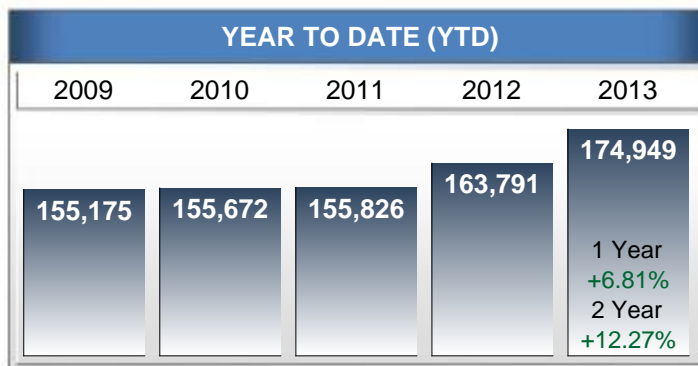
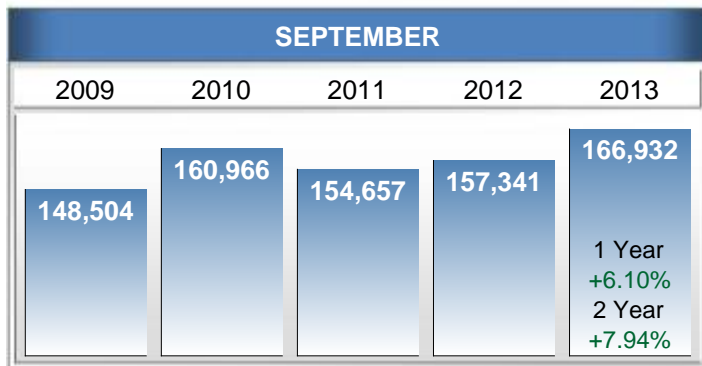
Closed Sales as of Oct 23, 2013



Average List Price at Closing

Report Produced on: Oct 23, 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+
\$25,000 and less	60	5.41%	15,883	21,347	15,501	10,000	0
\$25,001 \$50,000	86	7.75%	39,099	41,793	40,827	52,450	39,825
\$50,001 \$100,000	209	18.83%	77,814	79,248	81,246	80,401	71,750
\$100,001 \$150,000	265	23.87%	128,106	133,302	128,768	134,774	130,000
\$150,001 \$200,000	202	18.20%	174,881	178,300	174,512	182,418	185,033
\$200,001 \$275,000	137	12.34%	235,829	243,900	244,989	242,384	238,438
\$275,001 and up	151	13.60%	418,104	649,875	352,398	418,642	543,461
Average List Price:	\$166,932			\$89,633	\$136,629	\$254,690	\$362,502
Total Closed Units:	1,110			169	629	268	44
Total List Volume:	185,294,835			15.15M	85.94M	68.26M	15.95M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

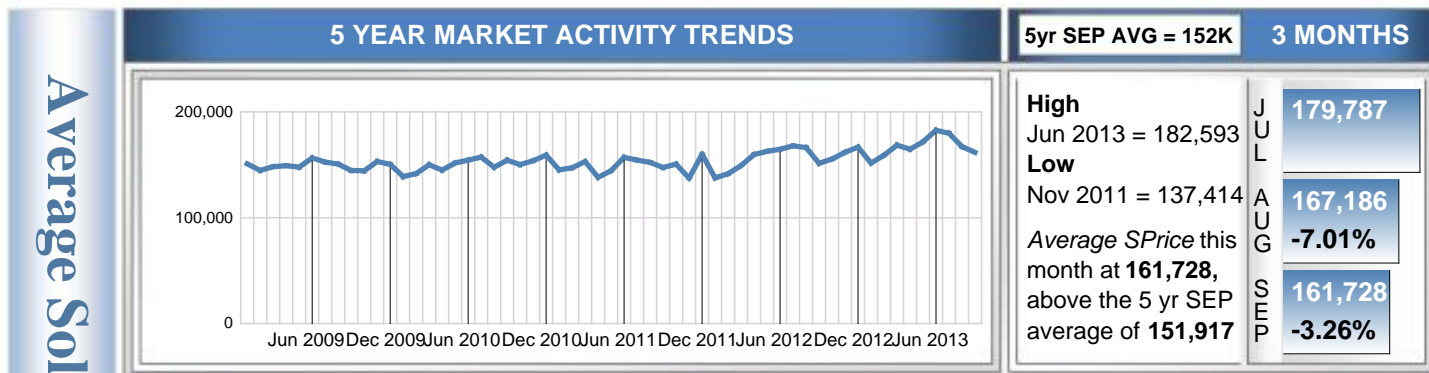
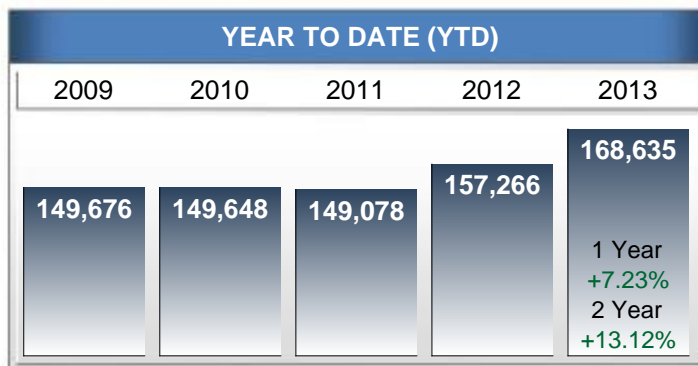
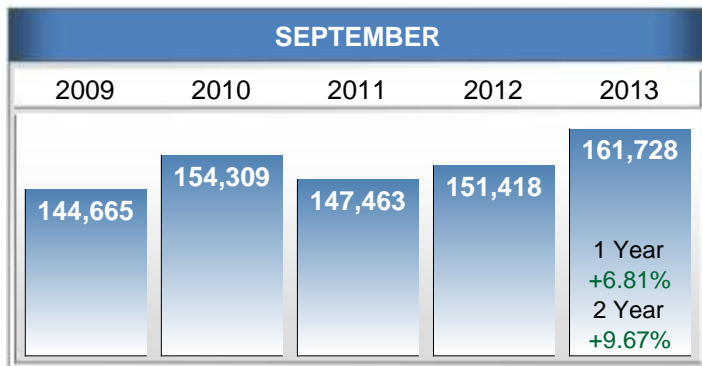
Closed Sales as of Oct 23, 2013



Average Sold Price at Closing

Report Produced on: Oct 23, 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	66	5.95%	15,132	16,321	14,051	10,000	0
\$25,001 \$50,000	94	8.47%	38,517	37,743	39,033	44,966	38,125
\$50,001 \$100,000	203	18.29%	77,258	73,900	78,260	78,428	80,000
\$100,001 \$150,000	266	23.96%	126,426	125,693	125,782	130,736	140,299
\$150,001 \$200,000	206	18.56%	173,711	175,125	171,317	177,558	181,383
\$200,001 \$275,000	136	12.25%	236,710	234,500	238,942	236,137	231,463
\$275,001 and up	139	12.52%	414,454	648,125	340,921	405,309	516,330
Average Closed Price:	\$161,728			\$84,528	\$133,069	\$247,253	\$347,009
Total Closed Units:	1,110			169	629	268	44
Total Closed Volume:	179,517,910			14.29M	83.70M	66.26M	15.27M



Monthly Inventory Analysis

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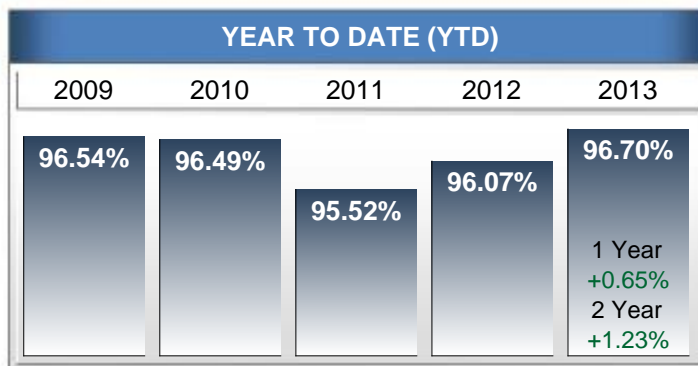
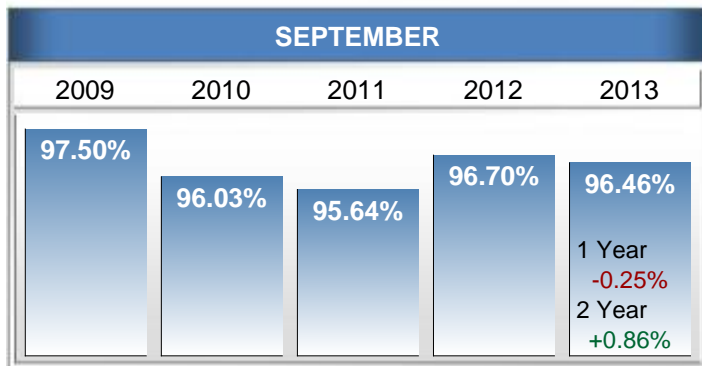
Closed Sales as of Oct 23, 2013



Average Percent of List Price to Selling Price

Report Produced on: Oct 23, 2013

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	66	5.95%	87.81%	82.70%	93.14%	100.00%	0.00%
\$25,001 \$50,000	94	8.47%	94.48%	90.86%	97.99%	86.40%	99.66%
\$50,001 \$100,000	203	18.29%	96.18%	93.57%	96.54%	98.76%	115.34%
\$100,001 \$150,000	266	23.96%	97.46%	94.64%	97.73%	97.21%	107.92%
\$150,001 \$200,000	206	18.56%	98.07%	98.30%	98.30%	97.56%	98.09%
\$200,001 \$275,000	136	12.25%	97.51%	96.89%	97.67%	97.51%	97.07%
\$275,001 and up	139	12.52%	96.96%	99.42%	96.74%	97.11%	96.40%
Average List/Sell Ratio: 96.50%				91.32%	97.33%	97.37%	98.17%
Total Closed Units: 1,110				169	629	268	44
Total Closed Volume: 179,517,910				14.29M	83.70M	66.26M	15.27M



Monthly Inventory Analysis

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Inventory as of Oct 23, 2013



Market Summary

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Absorption: Last 12 months, an Average of **1,075** Sales/Month

Active Inventory as of September 30, 2013 = **8,511**

	SEPTEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	915	1,110	21.31%	8,921	9,968	11.74%
Pending Sales	930	990	6.45%	9,423	10,538	11.83%
New Listings	1,974	2,065	4.61%	21,893	21,007	-4.05%
Average List Price	157,341	166,932	6.10%	163,791	174,949	6.81%
Average Sale Price	151,418	161,728	6.81%	157,266	168,635	7.23%
Average Percent of List Price to Selling Price	96.70%	96.46%	-0.25%	96.07%	96.70%	0.65%
Average Days on Market to Sale	60.30	53.35	-11.53%	59.69	53.44	-10.46%
Monthly Inventory	9,711	8,511	-12.36%	9,711	8,511	-12.36%
Months Supply of Inventory	10.30	7.91	-23.14%	10.30	7.91	-23.14%

