



July 2012

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

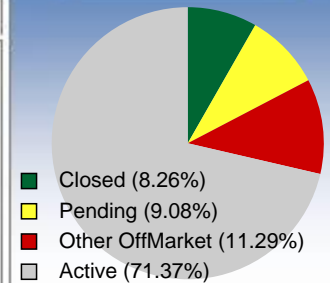


Absorption: Last 12 months, an Average of **934** Sales/Month

Active Inventory as of July 31, 2012 = **9,567**

	JULY		
	2011	2012	+/- %
Closed Listings	978	1,107	13.19%
Pending Listings	974	1,217	24.95%
New Listings	2,512	2,498	-0.56%
Average List Price	160,223	175,897	9.78%
Average Sale Price	154,616	168,507	8.98%
Average Percent of List Price to Selling Price	96.67%	96.72%	0.06%
Average Days on Market to Sale	59.72	55.40	-7.24%
End of Month Inventory	10,625	9,567	-9.96%
Months Supply of Inventory	13.55	10.25	-24.35%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 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 July 2012 decreased **9.96%** to 9,567 existing homes available for sale. Over the last 12 months this area has had an average of 934 closed sales per month. This represents an unsold inventory index of **10.25** 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 **8.98%** in July 2012 to \$168,507 versus the previous year at \$154,616.

Average Days on Market Shortens

The average number of **55.40** days that homes spent on the market before selling decreased by 4.32 days or **7.24%** in July 2012 compared to last year's same month at **59.72** DOM.

Sales Success for July 2012 is Positive

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

There were 2,498 New Listings in July 2012, down **0.56%** from last year at 2,512. Furthermore, there were 1,107 Closed Listings this month versus last year at 978, a **13.19%** increase.

Closed versus Listed trends yielded a **44.3%** ratio, up from last year's July 2012 at **38.9%**, a **13.82%** 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

Data from the Greater Tulsa Association of REALTORS®

July 2012

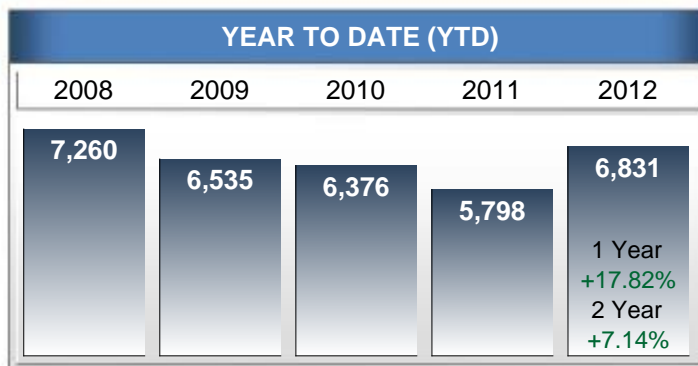
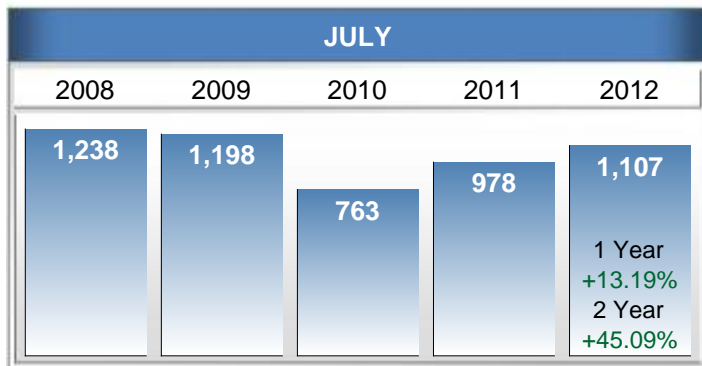
Closed Sales as of Aug 13, 2012



Closed Listings

Report Produced on: Aug 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	48	4.34%	45.2	26	21	1	0	
\$25,001 - \$75,000	192	17.34%	54.9	55	124	11	2	
\$75,001 - \$100,000	106	9.58%	52.5	15	81	10	0	
\$100,001 - \$150,000	279	25.20%	63.2	17	226	34	2	
\$150,001 - \$200,000	210	18.97%	54.1	18	107	82	3	
\$200,001 - \$300,000	154	13.91%	48.6	3	51	86	14	
\$300,001 and up	118	10.66%	55.7	0	22	68	28	
Total Closed Units: 1,107				55.4	134	632	292	49
Total Closed Volume: 186,536,738					10.46M	81.37M	74.31M	20.39M
Average Closed Price: \$168,507					\$78,067	\$128,747	\$254,499	\$416,199



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2012

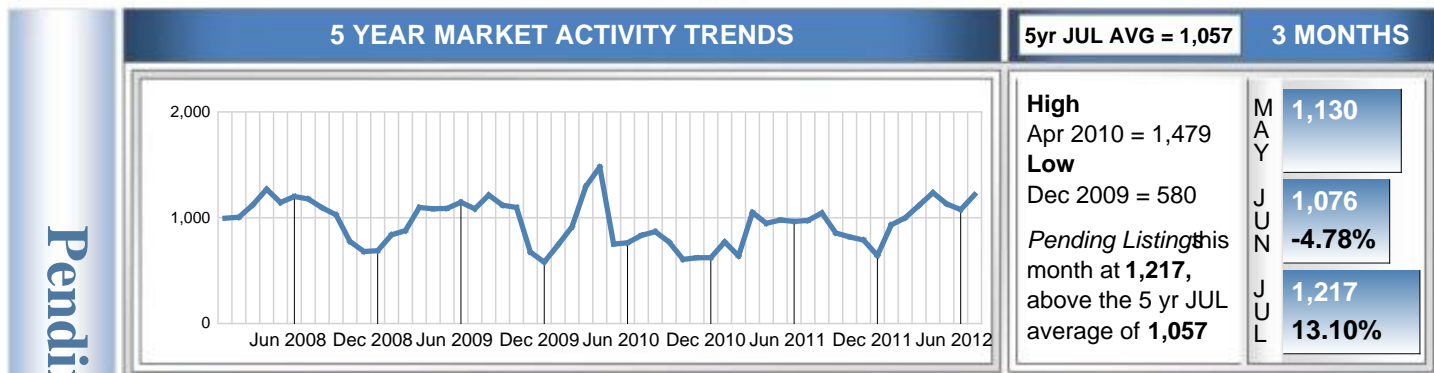
Pending Listings as of Aug 13, 2012



Pending Listings

Report Produced on: Aug 13, 2012

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	57	4.68%	63.9	34	19	4	0	
\$25,001 - \$75,000	200	16.43%	59.2	71	118	8	3	
\$75,001 - \$100,000	117	9.61%	61.6	27	74	15	1	
\$100,001 - \$150,000	343	28.18%	65.2	38	260	40	5	
\$150,001 - \$200,000	212	17.42%	67.0	13	112	85	2	
\$200,001 - \$275,000	141	11.59%	59.5	10	50	72	9	
\$275,001 and up	147	12.08%	64.2	8	21	87	31	
Total Pending Units: 1,217				61.2	201	654	311	51
Total Pending Volume: 207,581,150					25.91M	85.47M	78.42M	17.78M
Average Listing Price: \$179,456					\$128,895	\$130,686	\$252,162	\$348,671

Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2012

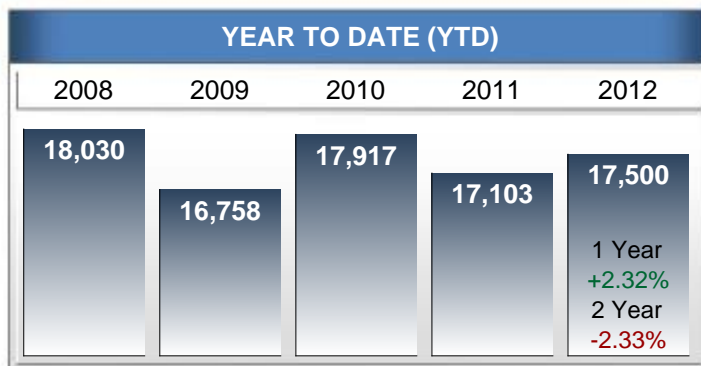
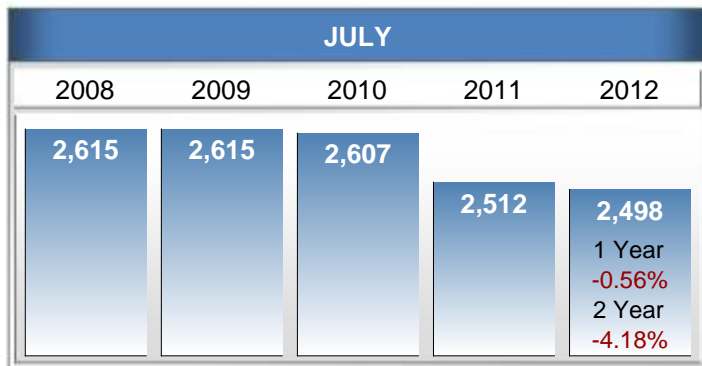
New Listings as of Aug 13, 2012



New Listings

Report Produced on: Aug 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+
\$25,000 and less	128	5.12%	105	16	6	1
\$25,001 - \$50,000	312	12.49%	247	58	6	1
\$50,001 - \$75,000	327	13.09%	226	89	12	0
\$75,001 - \$150,000	776	31.06%	184	496	89	7
\$150,001 - \$200,000	344	13.77%	39	195	104	6
\$200,001 - \$325,000	337	13.49%	26	124	165	22
\$325,001 and up	274	10.97%	38	45	129	62
Total New Listed Units:			865	1023	511	99
Total New Listed Volume:			214.64M	152.44M	142.69M	57.44M
Average New Listed Listing Price:			\$248,134	\$149,016	\$279,240	\$580,252



Monthly Inventory Analysis

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July 2012

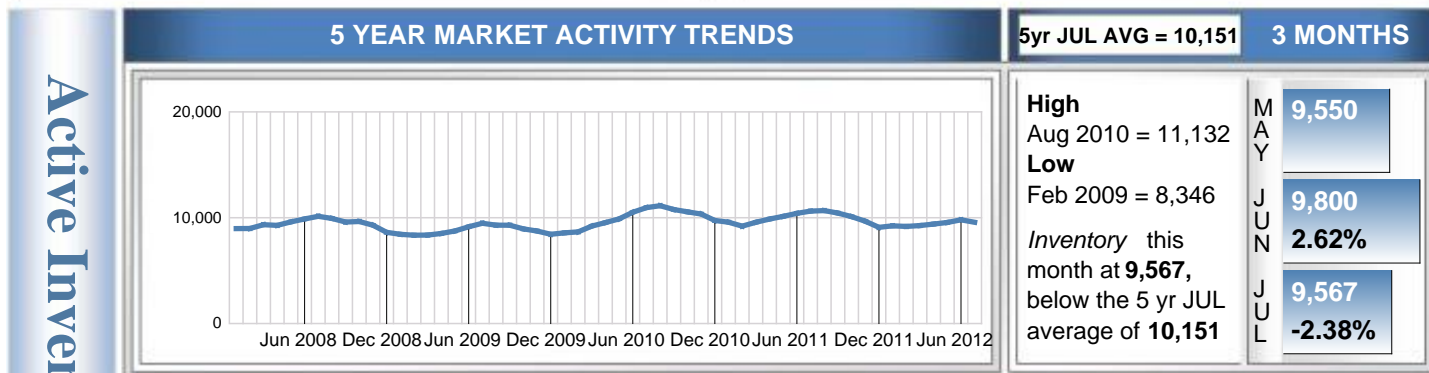
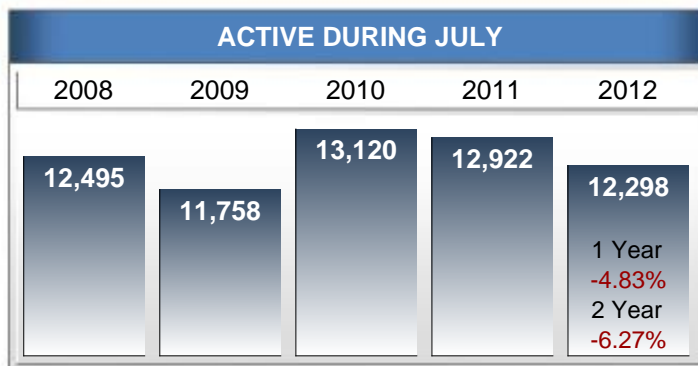
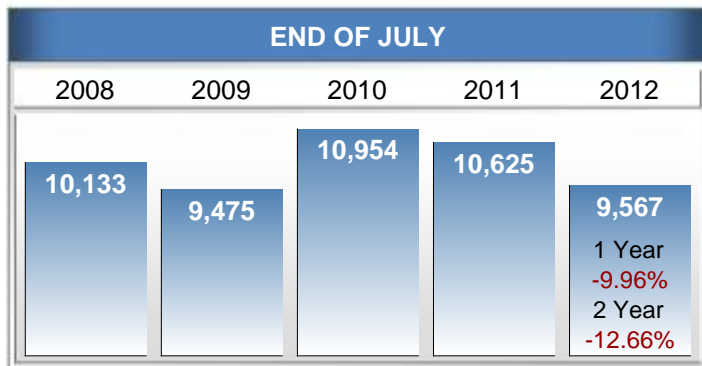
Active Inventory as of Aug 13, 2012



Active Inventory

Report Produced on: Aug 13, 2012

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



Active Inventory

Ready to Buy or Sell Real Estate?
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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	712	7.44%	87.0	656	43	12	1		
\$25,001 \$50,000	1,416	14.80%	90.2	1,206	178	31	1		
\$50,001 \$75,000	1,013	10.59%	74.9	628	354	27	4		
\$75,001 \$150,000	2,725	28.48%	76.2	712	1,679	311	23		
\$150,001 \$225,000	1,564	16.35%	76.3	190	788	538	48		
\$225,001 \$350,000	1,160	12.13%	79.6	108	366	576	110		
\$350,001 and up	977	10.21%	81.0	168	136	448	225		
Total Active Inventory by Units:				9,567	79.8	3,668	3,544	1,943	412
Total Active Inventory by Volume:				1,983,922,316		622.20M	550.80M	577.08M	233.84M
Average Active Inventory Listing Price:				\$207,371		\$169,629	\$155,419	\$297,003	\$567,579



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2012

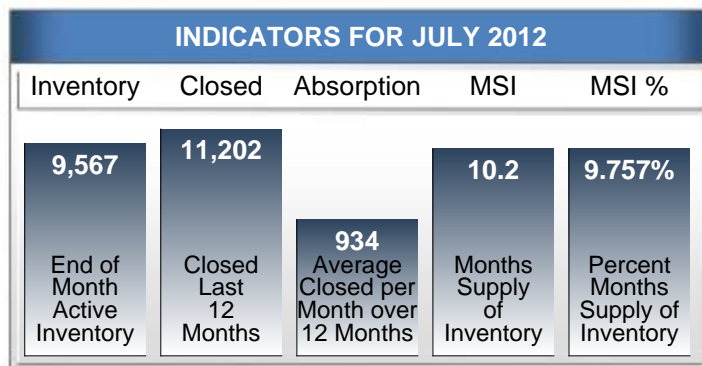
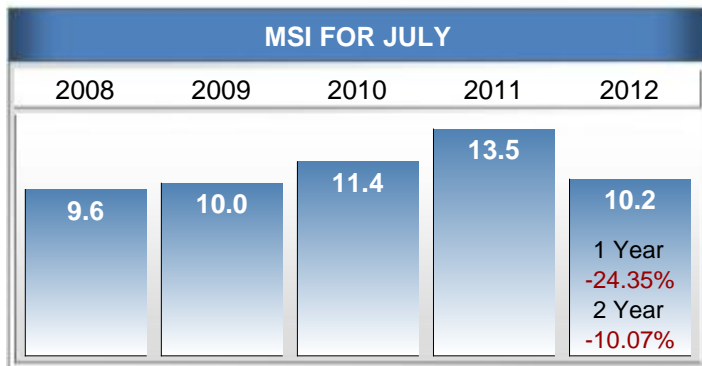
Active Inventory as of Aug 13, 2012



Months Supply of Inventory

Report Produced on: Aug 13, 2012

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



Months Supply
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5yr JUL AVG = 10.9	3 MONTHS
High Jun 2011 = 13.6	MAY 10.4
Low Jan 2008 = 7.7	JUN 10.6
Months Supply this month at 10.2 , below the 5 yr JUL average of 10.9	JUL 10.2
	JUL -3.50%

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	486		5.08%	12.4	19.3	2.0	5.1	6.0
\$20,001 \$50,000	1,642		17.16%	14.7	28.8	3.5	5.4	1.1
\$50,001 \$80,000	1,245		13.01%	10.9	24.1	6.3	4.9	4.8
\$80,001 \$150,000	2,493		26.06%	7.8	19.1	6.5	6.2	7.5
\$150,001 \$220,000	1,483		15.50%	8.5	16.2	8.1	7.9	7.3
\$220,001 \$350,000	1,241		12.97%	10.6	33.3	11.4	9.2	9.4
\$350,001 and up	977		10.21%	17.6	112.0	13.6	15.2	15.3
MSI:		10.2			24.4	6.8	8.7	10.9
Total Active Inventory:		9,567			3,668	3,544	1,943	412



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2012

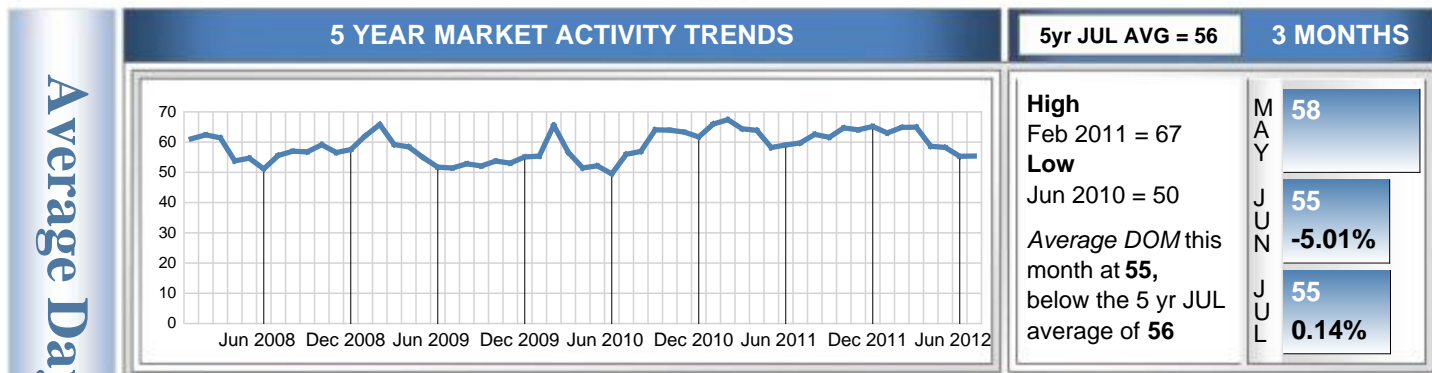
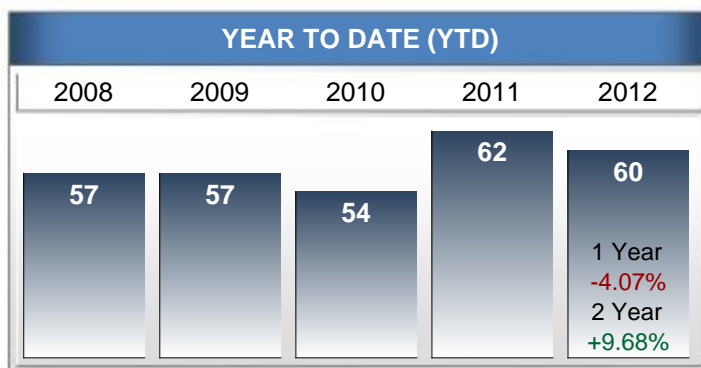
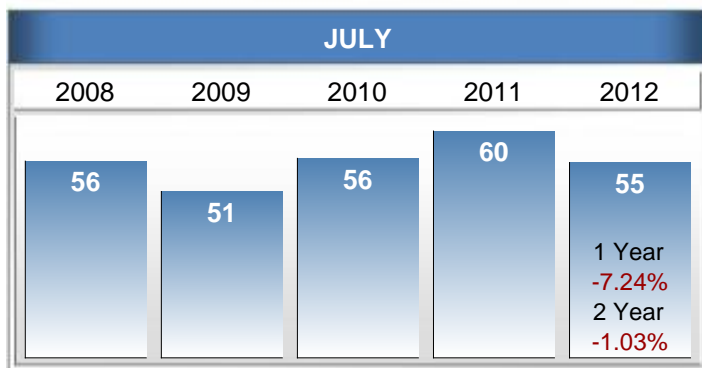
Closed Sales as of Aug 13, 2012



Average Days on Market to Sale

Report Produced on: Aug 13, 2012

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



Average Days on Market

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	4.34%	45.2	49.0	40.2	52.0	0.0
\$25,001 - \$75,000	192	17.34%	54.9	60.7	54.6	29.6	53.0
\$75,001 - \$100,000	106	9.58%	52.5	49.1	54.6	40.5	0.0
\$100,001 - \$150,000	279	25.20%	63.2	53.4	64.5	58.8	71.5
\$150,001 - \$200,000	210	18.97%	54.1	59.6	51.7	56.0	56.0
\$200,001 - \$300,000	154	13.91%	48.6	72.3	43.3	51.2	46.6
\$300,001 and up	118	10.66%	55.7	0.0	42.7	60.2	55.0
Average Closed DOM: 55.4				56.3	55.8	54.3	53.3
Total Closed Units: 1,107				134	632	292	49
Total Closed Volume: 186,536,738				10.46M	81.37M	74.31M	20.39M



Monthly Inventory Analysis

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July 2012

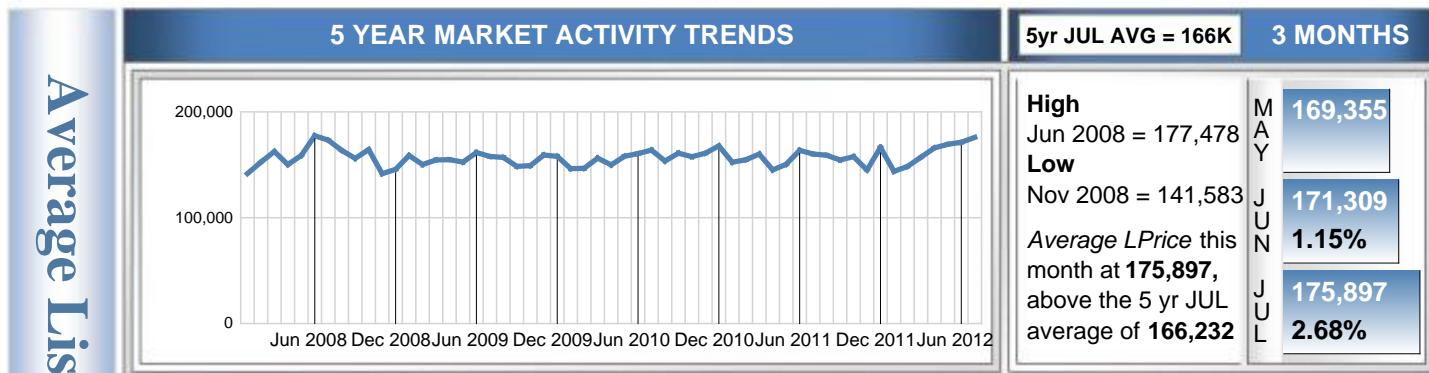
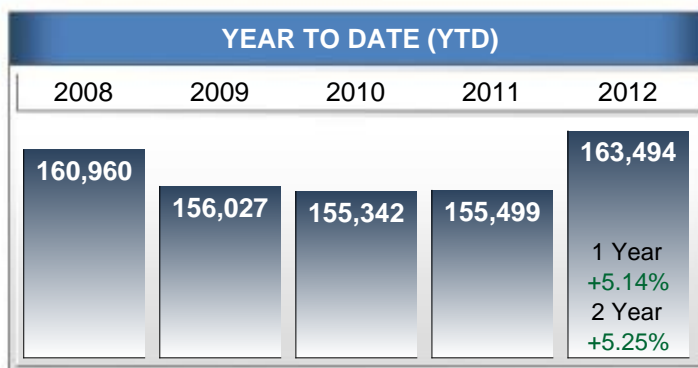
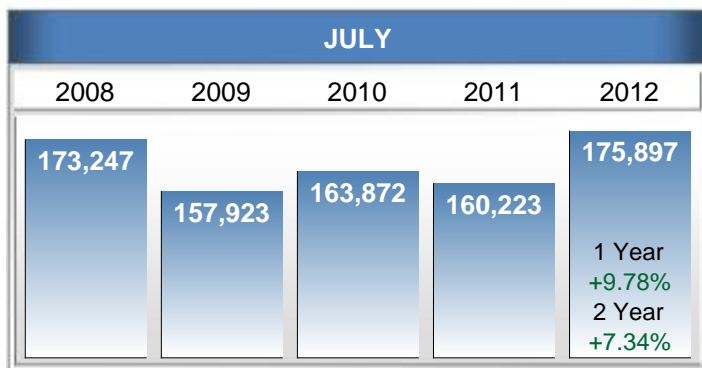
Closed Sales as of Aug 13, 2012



Average List Price at Closing

Report Produced on: Aug 13, 2012

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	46	4.16%	19,826	19,381	21,700	28,900	0
\$25,001 - \$75,000	182	16.44%	52,404	56,777	54,269	59,114	38,575
\$75,001 - \$100,000	111	10.03%	88,705	94,380	89,394	92,150	0
\$100,001 - \$150,000	276	24.93%	127,749	128,321	128,443	134,990	134,450
\$150,001 - \$200,000	210	18.97%	177,010	183,894	177,728	181,604	172,600
\$200,001 - \$300,000	158	14.27%	247,831	243,100	237,992	257,409	309,874
\$300,001 and up	124	11.20%	506,728	0	417,457	502,012	610,876
Average List Price:	\$175,897			\$84,054	\$132,584	\$264,917	\$455,237
Total Closed Units:	1,107			134	632	292	49
Total List Volume:	194,718,420			11.26M	83.79M	77.36M	22.31M



Monthly Inventory Analysis

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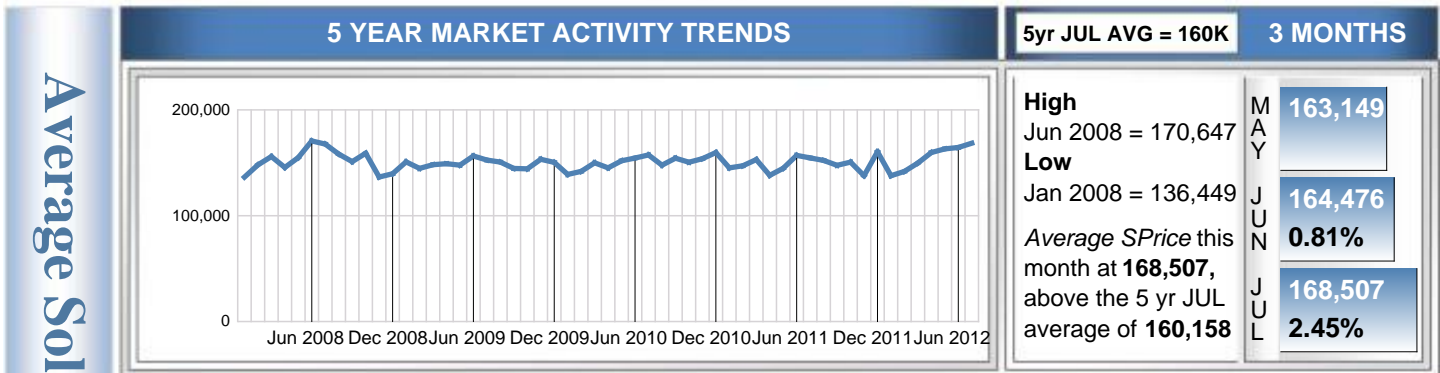
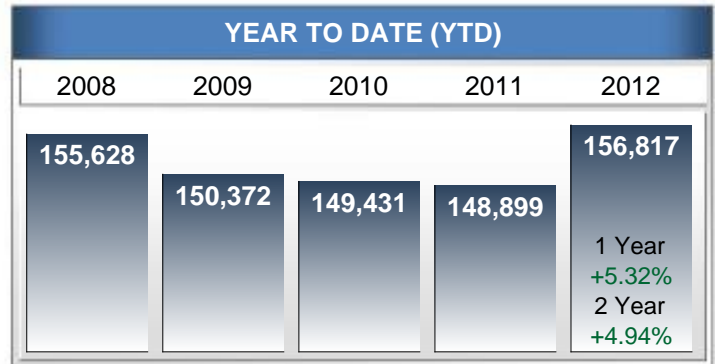
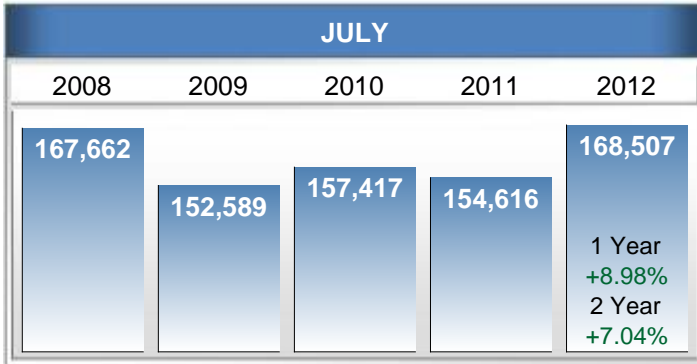
Closed Sales as of Aug 13, 2012



Average Sold Price at Closing

Report Produced on: Aug 13, 2012

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	4.34%	18,632	18,225	19,499	11,025	0
\$25,001 - \$75,000	192	17.34%	51,100	50,054	51,522	54,332	35,875
\$75,001 - \$100,000	106	9.58%	87,813	87,060	87,536	91,180	0
\$100,001 - \$150,000	279	25.20%	126,017	122,809	125,341	131,378	138,500
\$150,001 - \$200,000	210	18.97%	174,678	174,029	173,033	177,298	165,633
\$200,001 - \$300,000	154	13.91%	244,021	236,000	231,421	248,897	261,689
\$300,001 and up	118	10.66%	483,921	0	401,612	476,217	567,302
Average Closed Price: \$168,507				\$78,067	\$128,747	\$254,499	\$416,199
Total Closed Units: 1,107				134	632	292	49
Total Closed Volume: 186,536,738				10.46M	81.37M	74.31M	20.39M



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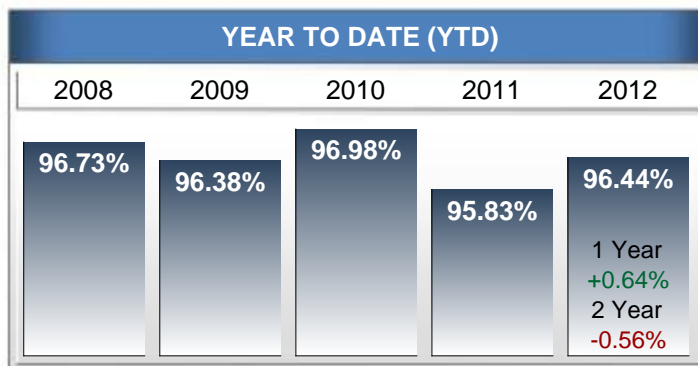
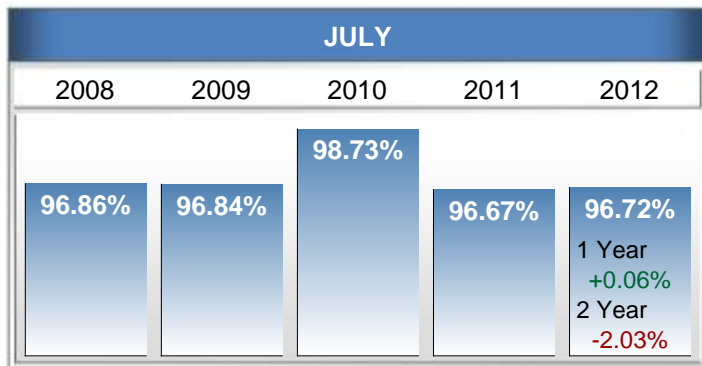
Closed Sales as of Aug 13, 2012



Average Percent of List Price to Selling Price

Report Produced on: Aug 13, 2012

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	4.34%	92.03%	95.44%	90.38%	38.15%	0.00%
\$25,001 \$75,000	192	17.34%	94.68%	90.78%	96.65%	91.76%	95.62%
\$75,001 \$100,000	106	9.58%	99.16%	93.70%	100.12%	99.50%	0.00%
\$100,001 \$150,000	279	25.20%	97.79%	96.00%	97.92%	97.55%	102.97%
\$150,001 \$200,000	210	18.97%	97.61%	95.67%	97.90%	97.72%	96.28%
\$200,001 \$300,000	154	13.91%	96.49%	97.34%	97.33%	97.06%	89.72%
\$300,001 and up	118	10.66%	95.97%	0.00%	96.37%	96.13%	95.30%
Average List/Sell Ratio: 96.70%				93.48%	97.59%	96.77%	94.09%
Total Closed Units: 1,107				134	632	292	49
Total Closed Volume: 186,536,738				10.46M	81.37M	74.31M	20.39M



Monthly Inventory Analysis

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July 2012

Inventory as of Aug 13, 2012



Market Summary

Report Produced on: Aug 13, 2012

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



Absorption: Last 12 months, an Average of 934 Sales/Month

Active Inventory as of July 31, 2012 = 9,567

	JULY			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	978	1,107	13.19%	5,798	6,831	17.82%
Pending Sales	974	1,217	24.95%	6,324	7,706	21.85%
New Listings	2,512	2,498	-0.56%	17,103	17,500	2.32%
Average List Price	160,223	175,897	9.78%	155,499	163,494	5.14%
Average Sale Price	154,616	168,507	8.98%	148,899	156,817	5.32%
Average Percent of List Price to Selling Price	96.67%	96.72%	0.06%	95.83%	96.44%	0.64%
Average Days on Market to Sale	59.72	55.40	-7.24%	62.10	59.57	-4.07%
Monthly Inventory	10,625	9,567	-9.96%	10,625	9,567	-9.96%
Months Supply of Inventory	13.55	10.25	-24.35%	13.55	10.25	-24.35%

