



July 2012

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

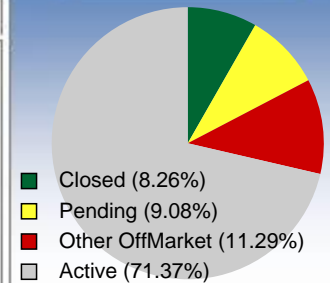


Absorption: Last 12 months, an Average of **934** Sales/Month

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%
Median List Price	129,900	140,000	7.78%
Median Sale Price	128,000	138,000	7.81%
Median Percent of List Price to Selling Price	97.43%	97.87%	0.45%
Median Days on Market to Sale	48.00	44.00	-8.33%
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.

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 **7.81%** in July 2012 to \$138,000 versus the previous year at \$128,000.

Median Days on Market Shortens

The median number of **44.00** days that homes spent on the market before selling decreased by 4.00 days or **8.33%** in July 2012 compared to last year's same month at **48.00** DOM.

Sales Success for July 2012 is Positive

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

There were 2,498 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.

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 2012

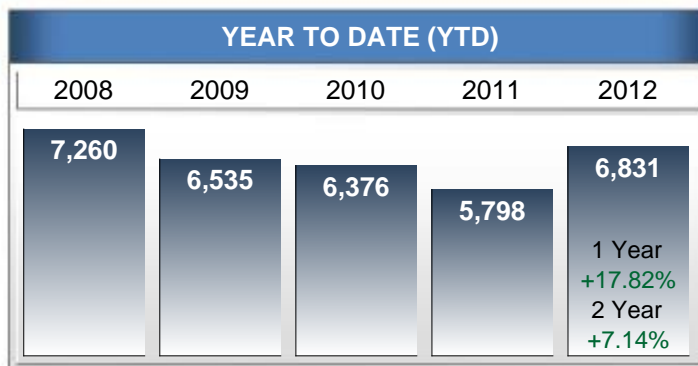
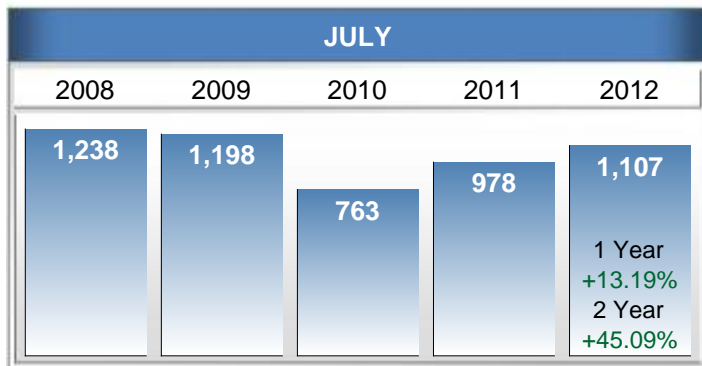
Closed Sales as of Aug 13, 2012



Closed Listings

Report Produced on: Aug 13, 2012

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	105	9.49%	37.0	43	58	3	1	
\$40,001 - \$70,000	119	10.75%	35.0	35	75	8	1	
\$70,001 - \$110,000	171	15.45%	46.0	23	135	13	0	
\$110,001 - \$160,000	283	25.56%	54.0	18	214	47	4	
\$160,001 - \$210,000	174	15.72%	42.0	13	83	76	2	
\$210,001 - \$310,000	145	13.10%	42.0	2	47	83	13	
\$310,001 and up	110	9.94%	50.0	0	20	62	28	
Total Closed Units: 1,107				44.0	134	632	292	49
Total Closed Volume: 186,536,738					10.46M	81.37M	74.31M	20.39M
Median Closed Price: \$138,000					\$61,850	\$120,000	\$208,950	\$344,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2012

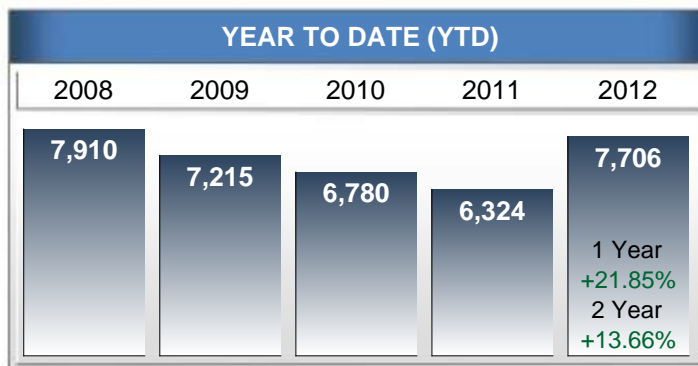
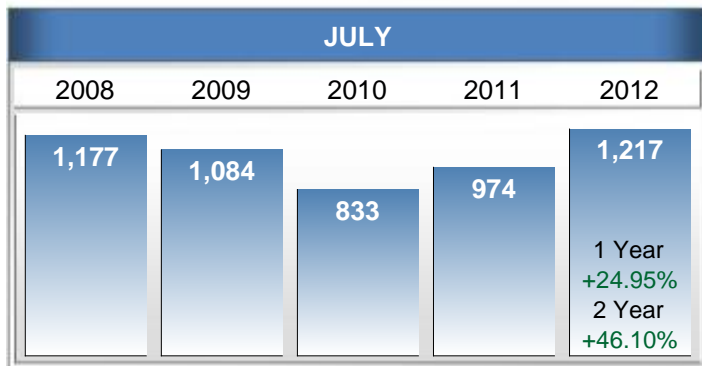
Pending Listings as of Aug 13, 2012



Pending Listings

Report Produced on: Aug 13, 2012

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



Pending Listings

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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	117	9.61%	45.0	64	47	6	0	
\$40,001 - \$70,000	119	9.78%	55.0	34	77	5	3	
\$70,001 - \$110,000	191	15.69%	54.0	40	129	20	2	
\$110,001 - \$150,000	290	23.83%	55.5	32	218	36	4	
\$150,001 - \$210,000	225	18.49%	62.0	14	116	93	2	
\$210,001 - \$290,000	146	12.00%	42.5	9	51	74	12	
\$290,001 and up	129	10.60%	57.0	8	16	77	28	
Total Pending Units: 1,217				55.0	201	654	311	51
Total Pending Volume: 207,581,150					25.91M	85.47M	78.42M	17.78M
Median Listing Price: \$137,500					\$75,000	\$124,950	\$209,000	\$309,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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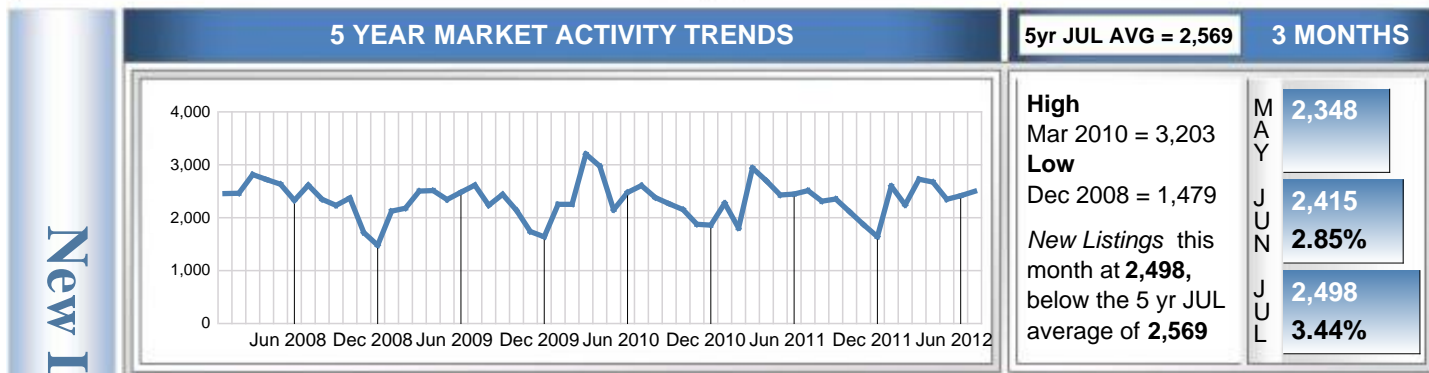
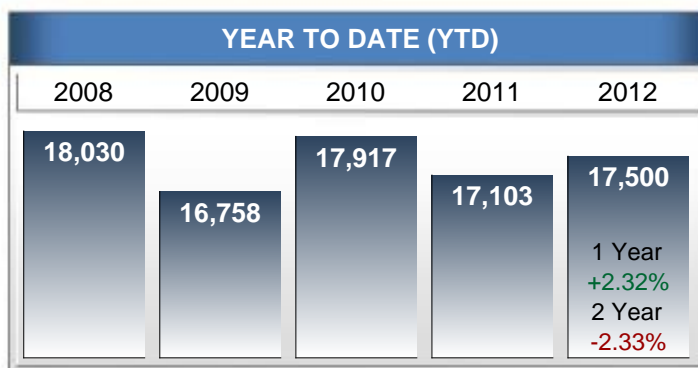
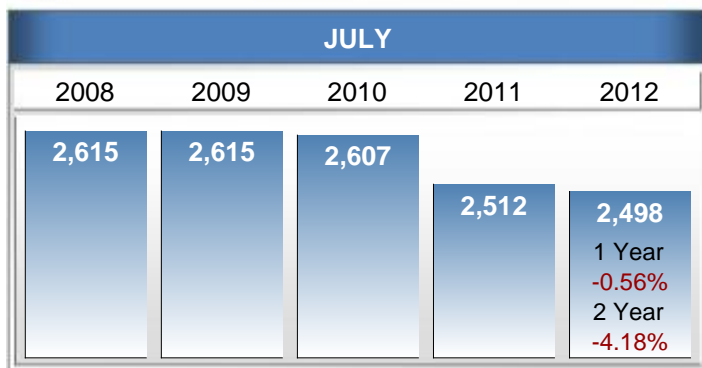
New Listings as of Aug 13, 2012



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+
\$20,000 and less	94	3.76%	76	13	4	1
\$20,001 \$50,000	346	13.85%	276	61	8	1
\$50,001 \$90,000	479	19.18%	285	173	19	2
\$90,001 \$150,000	624	24.98%	125	412	82	5
\$150,001 \$210,000	379	15.17%	42	214	114	9
\$210,001 \$340,000	319	12.77%	23	110	163	23
\$340,001 and up	257	10.29%	38	40	121	58
Total New Listed Units:			865	1023	511	99
Total New Listed Volume:			214.64M	152.44M	142.69M	57.44M
Median New Listed Listing Price:			\$59,500	\$129,900	\$229,000	\$369,000



Monthly Inventory Analysis

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July 2012

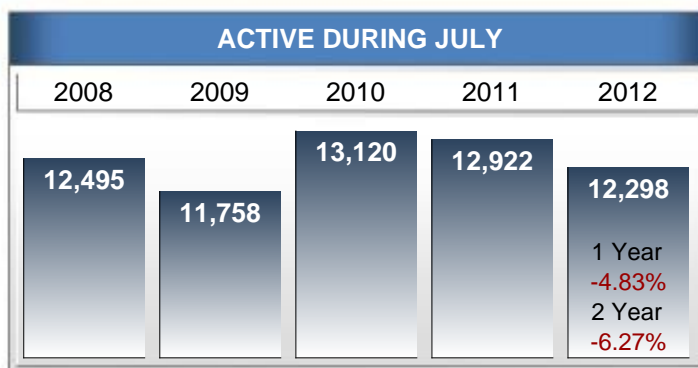
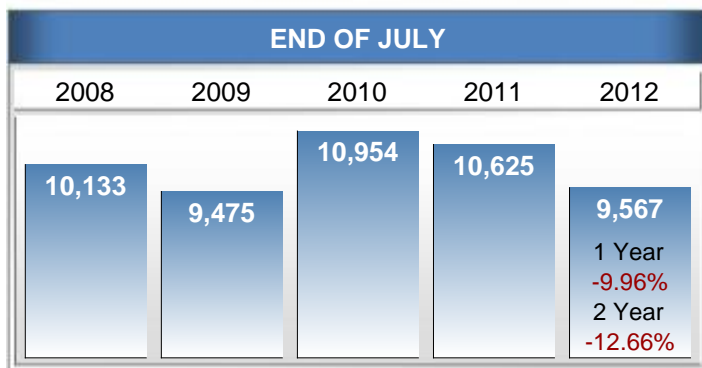
Active Inventory as of Aug 13, 2012



Active Inventory

Report Produced on: Aug 13, 2012

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



Active Inventory

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5yr JUL AVG = 10,151	3 MONTHS
High Aug 2010 = 11,132	MAY 9,550
Low Feb 2009 = 8,346	JUN 9,800
<i>Inventory</i> this month at 9,567 , below the 5 yr JUL average of 10,151	JUL 9,567
	JUL -2.38%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	486	5.08%	83.0	447	29	9	1		
\$20,001 \$50,000	1,642	17.16%	89.5	1,415	192	34	1		
\$50,001 \$80,000	1,245	13.01%	68.0	732	461	48	4		
\$80,001 \$150,000	2,493	26.06%	71.0	608	1,572	290	23		
\$150,001 \$220,000	1,483	15.50%	69.0	173	755	513	42		
\$220,001 \$350,000	1,241	12.97%	76.0	125	399	601	116		
\$350,001 and up	977	10.21%	81.0	168	136	448	225		
Total Active Inventory by Units:				9,567	76.0	3,668	3,544	1,943	412
Total Active Inventory by Volume:				1,983,922,316		622.20M	550.80M	577.08M	233.84M
Median Active Inventory Listing Price:				\$120,000		\$50,000	\$129,900	\$234,900	\$391,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2012

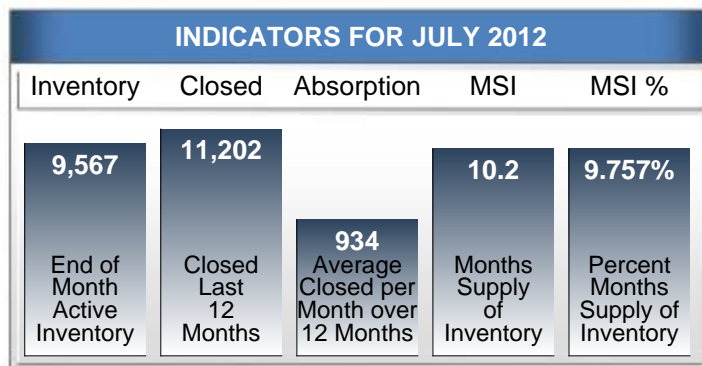
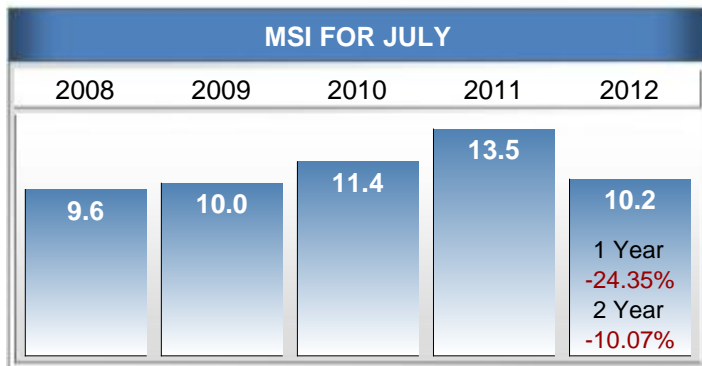
Active Inventory as of Aug 13, 2012



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 Low Jan 2008 = 7.7 <i>Months Supply</i> this month at 10.2 , below the 5 yr JUL average of 10.9	MAY 10.4 JUN 10.6 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

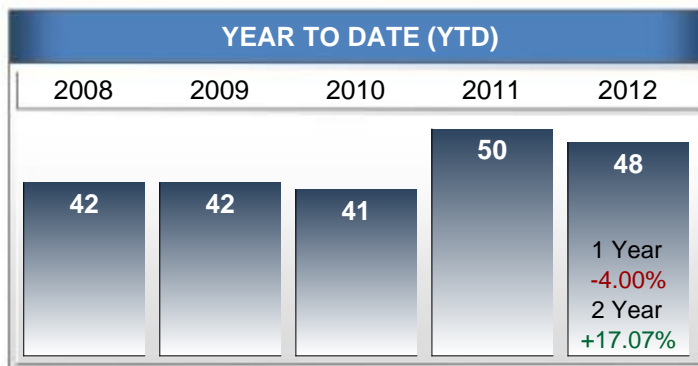
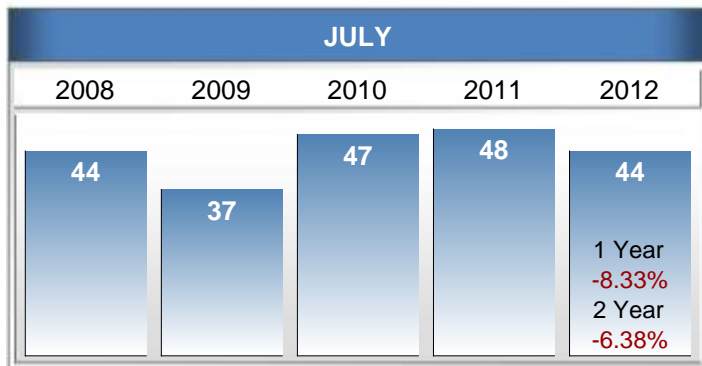
Closed Sales as of Aug 13, 2012



Median Days on Market to Sale

Report Produced on: Aug 13, 2012

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	105	9.49%	37.0	58.0	32.0	24.0	37.0
\$40,001 - \$70,000	119	10.75%	35.0	54.0	37.0	28.0	69.0
\$70,001 - \$110,000	171	15.45%	46.0	60.0	45.0	41.0	0.0
\$110,001 - \$160,000	283	25.56%	54.0	32.5	54.0	57.0	49.5
\$160,001 - \$210,000	174	15.72%	42.0	28.0	47.0	40.5	67.5
\$210,001 - \$310,000	145	13.10%	42.0	95.5	25.0	48.0	35.0
\$310,001 and up	110	9.94%	50.0	0.0	37.5	58.5	26.5
Median Closed DOM:	44.0			54.0	43.0	44.5	40.0
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

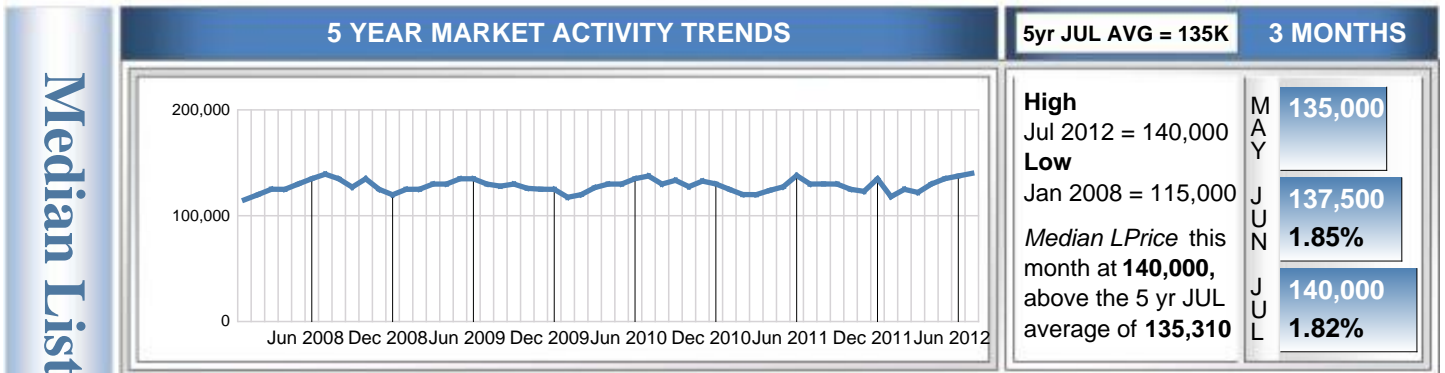
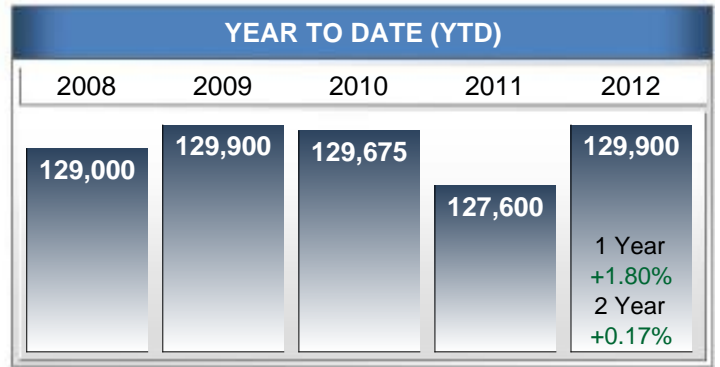
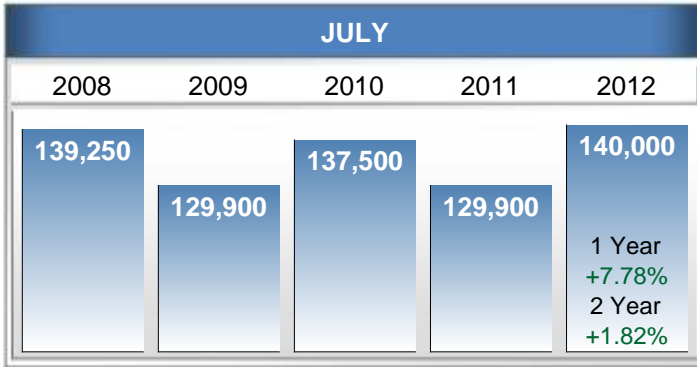
Closed Sales as of Aug 13, 2012



Median List Price at Closing

Report Produced on: Aug 13, 2012

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	92		8.31%	25,450	23,000	29,400	28,900	26,250
\$40,001 - \$70,000	121		10.93%	57,000	56,000	57,000	60,800	50,900
\$70,001 - \$110,000	168		15.18%	90,500	87,450	94,000	93,900	0
\$110,001 - \$160,000	278		25.11%	135,000	138,000	133,450	144,450	149,450
\$160,001 - \$210,000	180		16.26%	184,900	187,400	180,900	185,000	198,000
\$210,001 - \$310,000	150		13.55%	249,900	225,000	235,000	258,250	279,987
\$310,001 and up	118		10.66%	425,000	0	389,700	420,000	469,000
Median List Price:		\$140,000			\$68,900	\$122,900	\$217,000	\$364,900
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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July 2012

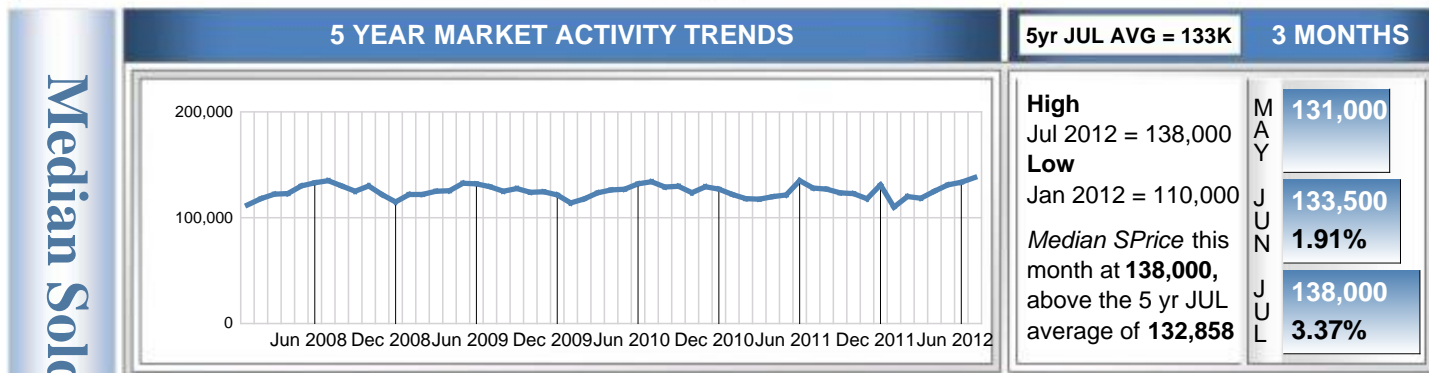
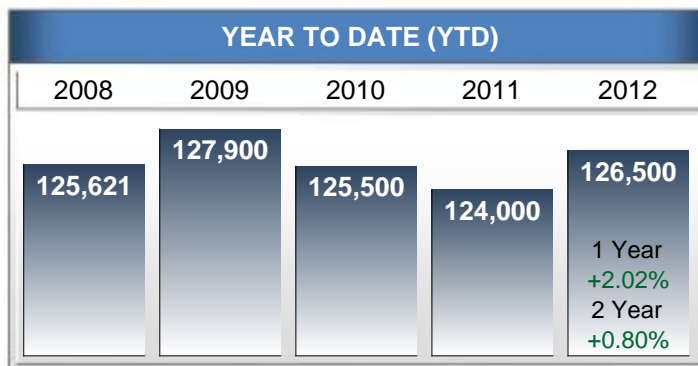
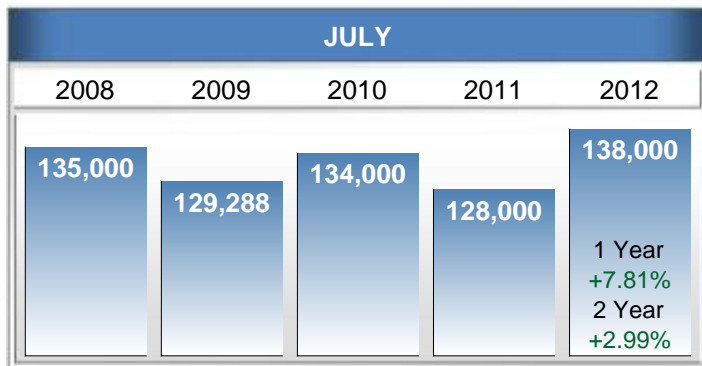
Closed Sales as of Aug 13, 2012



Median Sold Price at Closing

Report Produced on: Aug 13, 2012

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\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	105	9.49%	27,000	23,000	29,460	37,750	27,250
\$40,001 - \$70,000	119	10.75%	56,250	56,000	56,900	54,750	44,500
\$70,001 - \$110,000	171	15.45%	91,500	87,500	92,000	93,900	0
\$110,001 - \$160,000	283	25.56%	135,000	139,750	132,250	140,000	150,000
\$160,001 - \$210,000	174	15.72%	182,250	180,000	180,000	185,950	193,500
\$210,001 - \$310,000	145	13.10%	249,000	252,500	232,000	252,000	268,000
\$310,001 and up	110	9.94%	417,500	0	391,000	420,000	445,000
Median Closed Price:	\$138,000			\$61,850	\$120,000	\$208,950	\$344,000
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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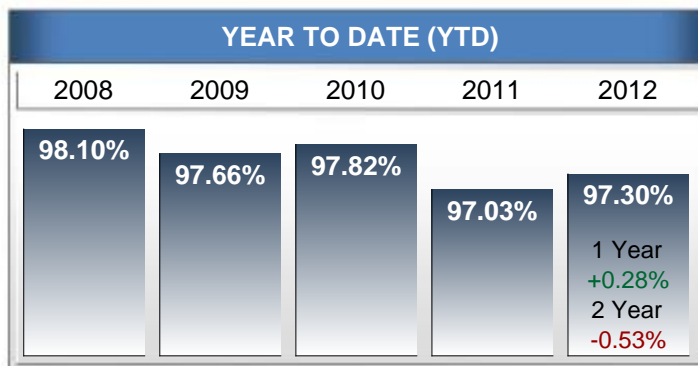
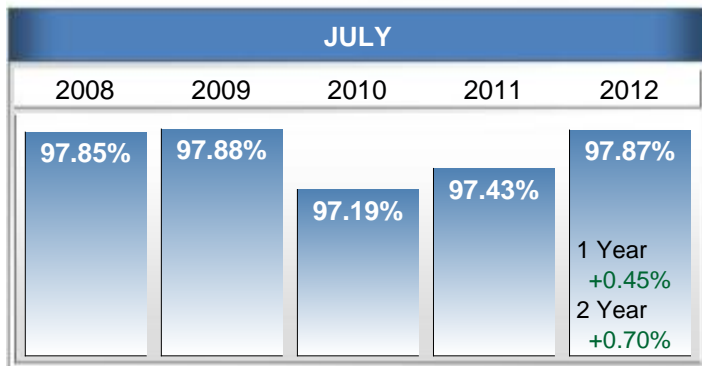
Closed Sales as of Aug 13, 2012



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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	105	9.49%	94.98%	94.98%	95.28%	85.75%	103.81%
\$40,001 - \$70,000	119	10.75%	95.34%	95.00%	95.53%	94.48%	87.43%
\$70,001 - \$110,000	171	15.45%	98.44%	97.81%	98.57%	100.00%	0.00%
\$110,001 - \$160,000	283	25.56%	98.19%	97.21%	98.07%	98.44%	100.81%
\$160,001 - \$210,000	174	15.72%	98.13%	95.12%	97.44%	99.02%	93.66%
\$210,001 - \$310,000	145	13.10%	98.01%	96.47%	98.15%	98.15%	96.33%
\$310,001 and up	110	9.94%	96.98%	0.00%	97.29%	96.94%	97.04%
Median List/Sell Ratio:	97.87%			95.83%	97.94%	98.28%	96.74%
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%
Median List Price	129,900	140,000	7.78%	127,600	129,900	1.80%
Median Sale Price	128,000	138,000	7.81%	124,000	126,500	2.02%
Median Percent of List Price to Selling Price	97.43%	97.87%	0.45%	97.03%	97.30%	0.28%
Median Days on Market to Sale	48.00	44.00	-8.33%	50.00	48.00	-4.00%
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%

