



June 2013

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

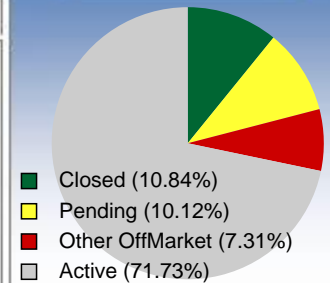


Absorption: Last 12 months, an Average of **1,042** Sales/Month

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% |
| Median List Price | 137,500 | 149,900 | 9.02% |
| Median Sale Price | 133,500 | 145,000 | 8.61% |
| Median Percent of List Price to Selling Price | 97.35% | 97.98% | 0.65% |
| Median Days on Market to Sale | 43.00 | 33.00 | -23.26% |
| 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.

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 **8.61%** in June 2013 to \$145,000 versus the previous year at \$133,500.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 10.00 days or **23.26%** in June 2013 compared to last year's same month at **43.00** DOM.

Sales Success for June 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 2,336 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.

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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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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2013

Closed Sales as of Jul 29, 2013



Closed Listings

Report Produced on: Jul 29, 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 | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | |
|--|------------|--------|------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less | 123 | 9.90% | 28.0 | 53 | 62 | 7 | 1 | |
| \$50,001 - \$80,000 | 125 | 10.06% | 36.0 | 42 | 75 | 7 | 1 | |
| \$80,001 - \$120,000 | 216 | 17.38% | 38.0 | 31 | 165 | 20 | 0 | |
| \$120,001 - \$170,000 | 315 | 25.34% | 28.0 | 16 | 232 | 62 | 5 | |
| \$170,001 - \$230,000 | 184 | 14.80% | 30.0 | 8 | 92 | 78 | 6 | |
| \$230,001 - \$340,000 | 155 | 12.47% | 36.0 | 0 | 44 | 99 | 12 | |
| \$340,001 and up | 125 | 10.06% | 36.0 | 4 | 22 | 66 | 33 | |
| Total Closed Units: 1,243 | | | | 33.0 | 154 | 692 | 339 | 58 |
| Total Closed Volume: 226,664,968 | | | | | 14.51M | 98.53M | 89.52M | 24.11M |
| Median Closed Price: \$145,000 | | | | | \$69,125 | \$129,000 | \$225,000 | \$379,000 |

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2013

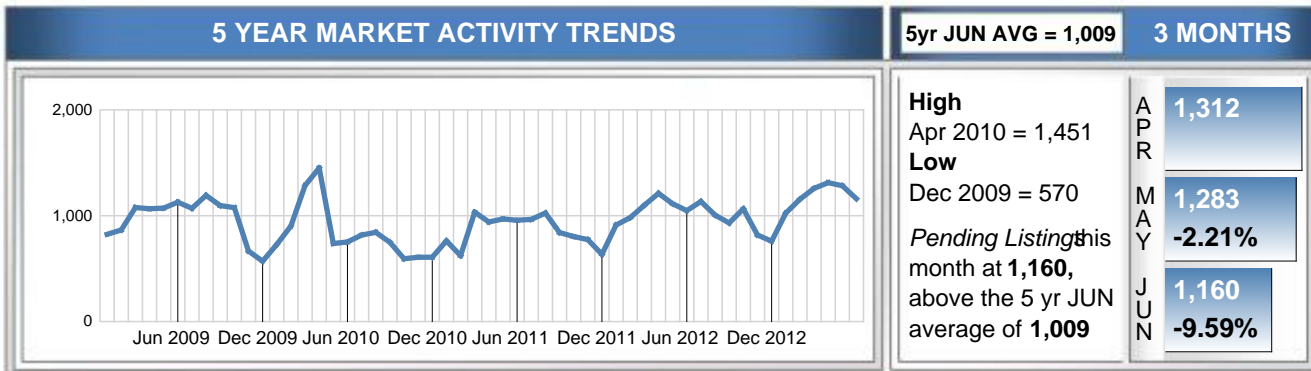
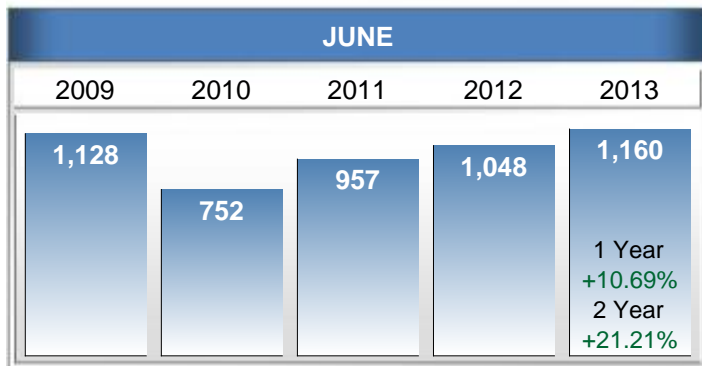
Pending Listings as of Jul 29, 2013



Pending Listings

Report Produced on: Jul 29, 2013

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | |
|---|-----|--------|------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less | 119 | 10.26% | 33.0 | 66 | 45 | 7 | 1 | |
| \$50,001 - \$80,000 | 138 | 11.90% | 33.5 | 52 | 77 | 9 | 0 | |
| \$80,001 - \$110,000 | 132 | 11.38% | 39.5 | 23 | 96 | 13 | 0 | |
| \$110,001 - \$170,000 | 324 | 27.93% | 40.0 | 23 | 246 | 52 | 3 | |
| \$170,001 - \$220,000 | 175 | 15.09% | 19.0 | 21 | 80 | 71 | 3 | |
| \$220,001 - \$310,000 | 157 | 13.53% | 35.0 | 5 | 50 | 88 | 14 | |
| \$310,001 and up | 115 | 9.91% | 41.0 | 4 | 24 | 64 | 23 | |
| Total Pending Units: 1,160 | | | | 35.0 | 194 | 618 | 304 | 44 |
| Total Pending Volume: 204,912,558 | | | | | 20.81M | 90.56M | 75.73M | 17.82M |
| Median Listing Price: \$146,816 | | | | | \$70,000 | \$130,000 | \$220,500 | \$322,400 |

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2013

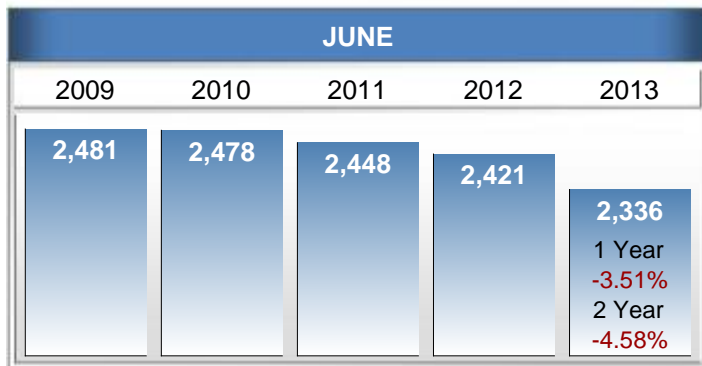
New Listings as of Jul 29, 2013



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+ |
|---|-----|--------|----------|-----------|-----------|-----------|
| \$20,000 and less | 67 | 2.87% | 55 | 11 | 1 | 0 |
| \$20,001 \$60,000 | 452 | 19.35% | 337 | 102 | 11 | 2 |
| \$60,001 \$100,000 | 348 | 14.90% | 94 | 214 | 36 | 4 |
| \$100,001 \$160,000 | 567 | 24.27% | 58 | 429 | 74 | 6 |
| \$160,001 \$220,000 | 363 | 15.54% | 41 | 175 | 137 | 10 |
| \$220,001 \$330,000 | 294 | 12.59% | 17 | 80 | 170 | 27 |
| \$330,001 and up | 245 | 10.49% | 20 | 40 | 122 | 63 |
| Total New Listed Units: | | | 622 | 1051 | 551 | 112 |
| Total New Listed Volume: | | | 56.97M | 155.07M | 145.33M | 55.28M |
| Median New Listed Listing Price: | | | \$45,250 | \$129,500 | \$229,900 | \$372,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2013

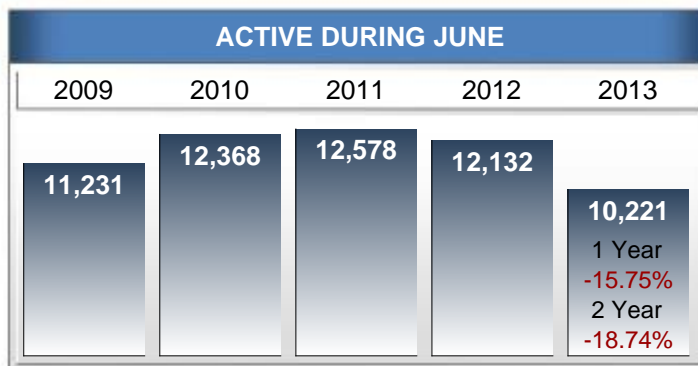
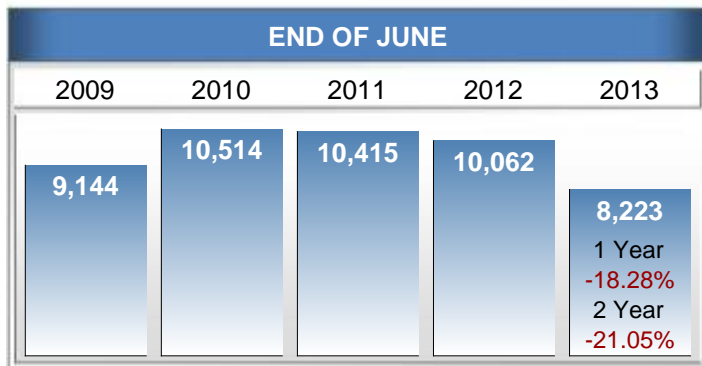
Active Inventory as of Jul 29, 2013



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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| 5yr JUN AVG = 9,672 | 3 MONTHS |
|--|--------------------|
| High Aug 2010 = 11,134 | A P R 7,718 |
| Low Mar 2013 = 7,662 | M A Y 7,885 |
| <i>Inventory</i> this month at 8,223 , below the 5 yr JUN average of 9,672 | J U N 8,223 |
| | 2.16% |
| | 4.29% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-------|--------|------|---------------|--------|----------|-----------|-----------|-----------|
| \$20,000 and less | 345 | 4.20% | 97.0 | 308 | 31 | 6 | 0 | | |
| \$20,001 \$50,000 | 1,465 | 17.82% | 59.0 | 1,239 | 196 | 28 | 2 | | |
| \$50,001 \$90,000 | 1,301 | 15.82% | 76.0 | 626 | 594 | 71 | 10 | | |
| \$90,001 \$150,000 | 1,811 | 22.02% | 60.0 | 331 | 1,241 | 219 | 20 | | |
| \$150,001 \$220,000 | 1,340 | 16.30% | 65.0 | 148 | 703 | 449 | 40 | | |
| \$220,001 \$380,000 | 1,110 | 13.50% | 65.0 | 125 | 295 | 574 | 116 | | |
| \$380,001 and up | 851 | 10.35% | 75.0 | 145 | 111 | 373 | 222 | | |
| Total Active Inventory by Units: | | | | 8,223 | 66.0 | 2,922 | 3,171 | 1,720 | 410 |
| Total Active Inventory by Volume: | | | | 1,816,800,098 | | 577.10M | 484.37M | 511.07M | 244.26M |
| Median Active Inventory Listing Price: | | | | \$125,000 | | \$48,370 | \$129,000 | \$235,500 | \$425,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2013

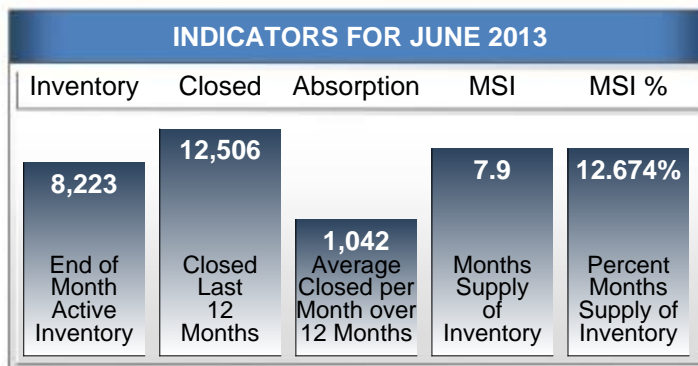
Active Inventory as of Jul 29, 2013



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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| 5yr JUN AVG = 10.5 | 3 MONTHS |
|---|--|
| High Jun 2011 = 13.6 Low Apr 2013 = 7.6 <i>Months Supply</i> this month at 7.9 , below the 5 yr JUN average of 10.5 | A P R 7.6 M A Y 7.6 J U N 7.9 1.15% 3.19% |

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

Data from the Greater Tulsa Association of REALTORS®

June 2013

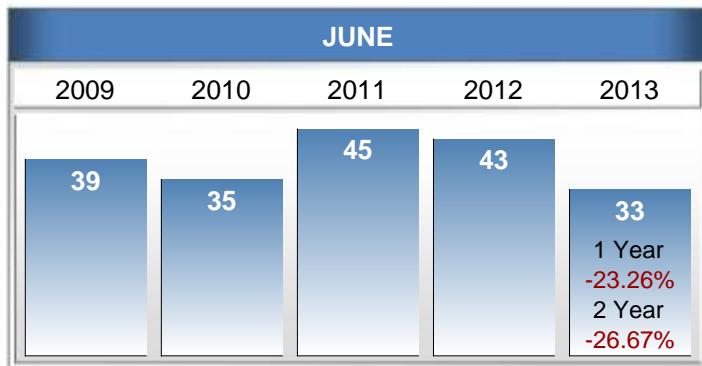
Closed Sales as of Jul 29, 2013



Median Days on Market to Sale

Report Produced on: Jul 29, 2013

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



Median Days on Market

Ready to Buy or Sell Real Estate?
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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+ |
|--|------------|-------------|--|--------|------|---------|--------|--------|---------|
| \$50,000 and less | 123 | | | 9.90% | 28.0 | 37.0 | 22.5 | 31.0 | 52.0 |
| \$50,001 \$80,000 | 125 | | | 10.06% | 36.0 | 69.0 | 32.0 | 26.0 | 7.0 |
| \$80,001 \$120,000 | 216 | | | 17.38% | 38.0 | 38.0 | 34.0 | 42.5 | 0.0 |
| \$120,001 \$170,000 | 315 | | | 25.34% | 28.0 | 19.5 | 28.5 | 23.0 | 78.0 |
| \$170,001 \$230,000 | 184 | | | 14.80% | 30.0 | 11.5 | 27.0 | 33.5 | 71.0 |
| \$230,001 \$340,000 | 155 | | | 12.47% | 36.0 | 0.0 | 43.0 | 35.0 | 28.5 |
| \$340,001 and up | 125 | | | 10.06% | 36.0 | 19.5 | 20.0 | 30.0 | 56.0 |
| Median Closed DOM: | | 33.0 | | | | 37.0 | 29.0 | 33.0 | 55.0 |
| 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

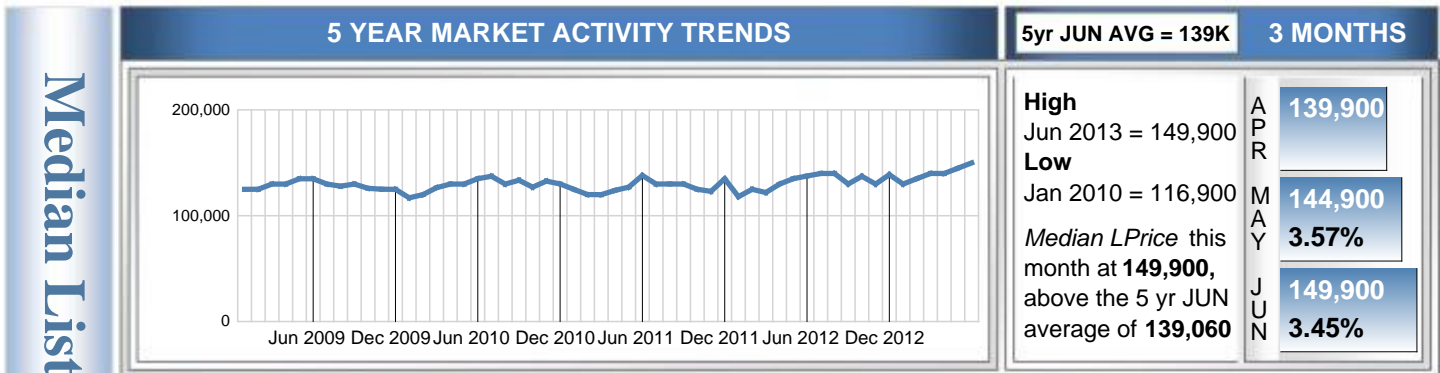
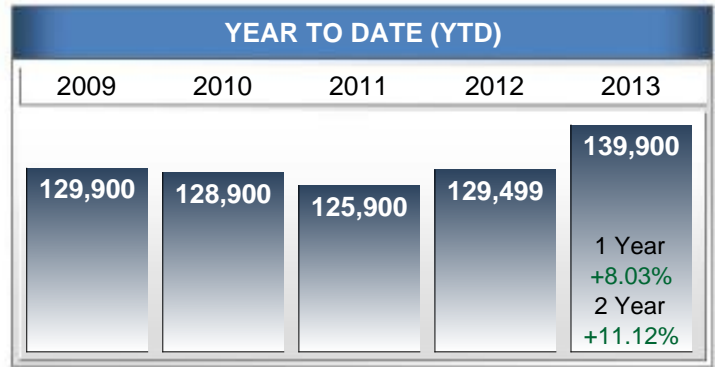
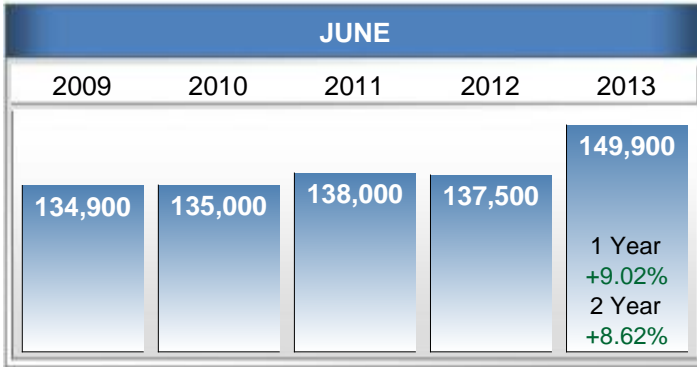
Closed Sales as of Jul 29, 2013



Median List Price at Closing

Report Produced on: Jul 29, 2013

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



Median List Price

Ready to Buy or Sell Real Estate?
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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+ |
|---|-------------|--------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less | 118 | 9.49% | 34,900 | 27,200 | 38,400 | 34,000 | 34,900 |
| \$50,001 - \$80,000 | 113 | 9.09% | 68,000 | 65,450 | 69,900 | 59,900 | 68,000 |
| \$80,001 - \$120,000 | 218 | 17.54% | 100,000 | 95,900 | 104,900 | 99,000 | 0 |
| \$120,001 - \$170,000 | 323 | 25.99% | 149,172 | 138,500 | 145,000 | 159,000 | 150,000 |
| \$170,001 - \$230,000 | 182 | 14.64% | 190,000 | 189,000 | 189,800 | 199,000 | 204,500 |
| \$230,001 - \$340,000 | 156 | 12.55% | 272,500 | 238,800 | 269,250 | 275,000 | 312,000 |
| \$340,001 and up | 133 | 10.70% | 450,000 | 612,500 | 449,000 | 440,000 | 514,450 |
| Median List Price: | \$149,900 | | | \$71,450 | \$132,500 | \$230,466 | \$382,200 |
| 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

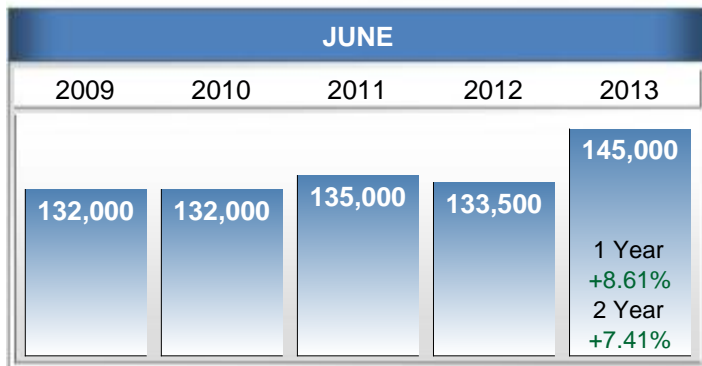
Closed Sales as of Jul 29, 2013



Median Sold Price at Closing

Report Produced on: Jul 29, 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+ |
|---|-------------|--|--------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less | 123 | | 9.90% | 31,000 | 25,000 | 36,500 | 30,200 | 29,000 |
| \$50,001 - \$80,000 | 125 | | 10.06% | 67,750 | 66,250 | 66,300 | 75,500 | 60,075 |
| \$80,001 - \$120,000 | 216 | | 17.38% | 103,017 | 96,500 | 105,000 | 96,058 | 0 |
| \$120,001 - \$170,000 | 315 | | 25.34% | 145,000 | 139,000 | 144,250 | 155,000 | 142,000 |
| \$170,001 - \$230,000 | 184 | | 14.80% | 191,989 | 189,950 | 189,250 | 199,500 | 204,500 |
| \$230,001 - \$340,000 | 155 | | 12.47% | 270,687 | 0 | 265,250 | 271,000 | 316,500 |
| \$340,001 and up | 125 | | 10.06% | 449,000 | 566,000 | 448,000 | 435,000 | 503,500 |
| Median Closed Price: | \$145,000 | | | | \$69,125 | \$129,000 | \$225,000 | \$379,000 |
| 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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June 2013

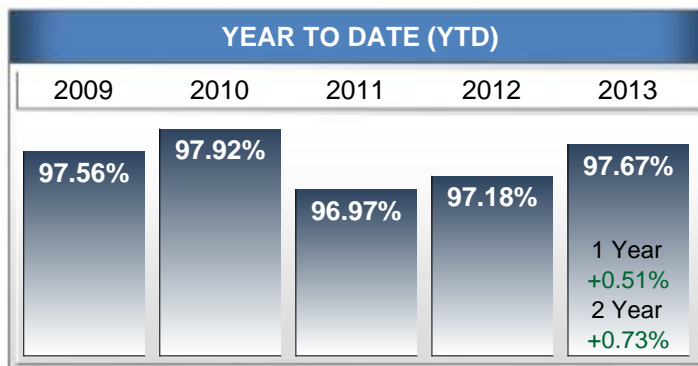
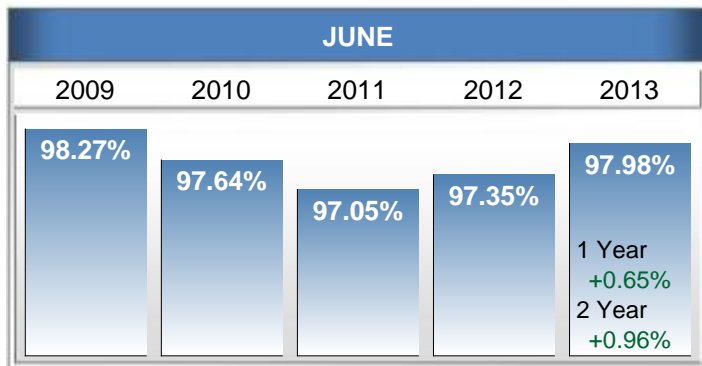
Closed Sales as of Jul 29, 2013



Median Percent of List Price to Selling Price

Report Produced on: Jul 29, 2013

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



Median List/Sell Price

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

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+ | |
|---|-----|--------|--------|-------------|--------|--------|---------|--------|
| \$50,000 and less | 123 | 9.90% | 93.95% | 92.94% | 96.26% | 80.97% | 83.09% | |
| \$50,001 - \$80,000 | 125 | 10.06% | 96.32% | 96.80% | 96.36% | 91.76% | 88.35% | |
| \$80,001 - \$120,000 | 216 | 17.38% | 97.94% | 96.66% | 98.21% | 96.87% | 0.00% | |
| \$120,001 - \$170,000 | 315 | 25.34% | 98.25% | 96.24% | 98.27% | 98.28% | 97.77% | |
| \$170,001 - \$230,000 | 184 | 14.80% | 98.65% | 95.99% | 99.02% | 98.35% | 99.62% | |
| \$230,001 - \$340,000 | 155 | 12.47% | 98.31% | 0.00% | 98.35% | 98.28% | 98.25% | |
| \$340,001 and up | 125 | 10.06% | 97.14% | 91.90% | 97.32% | 97.03% | 97.81% | |
| Median List/Sell Ratio: | | | | 97.98% | 95.52% | 98.25% | 98.00% | 97.95% |
| 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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June 2013

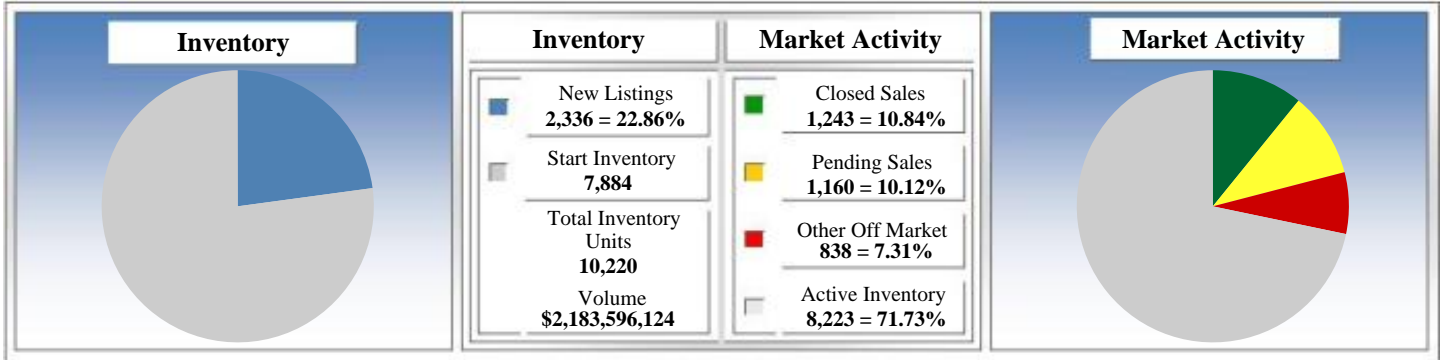
Inventory as of Jul 29, 2013



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% |
| Median List Price | 137,500 | 149,900 | 9.02% | 129,499 | 139,900 | 8.03% |
| Median Sale Price | 133,500 | 145,000 | 8.61% | 125,000 | 137,000 | 9.60% |
| Median Percent of List Price to Selling Price | 97.35% | 97.98% | 0.65% | 97.18% | 97.67% | 0.51% |
| Median Days on Market to Sale | 43.00 | 33.00 | -23.26% | 48.00 | 38.00 | -20.83% |
| 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% |

