



# May 2013

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

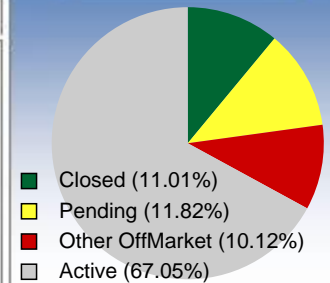


**Absorption:** Last 12 months, an Average of **1,027** Sales/Month

**Active Inventory** as of May 31, 2013 = **7,671**

	MAY		
	2012	2013	+/- %
Closed Listings	1,141	1,259	10.34%
Pending Listings	1,109	1,352	21.91%
New Listings	2,349	2,587	10.13%
Median List Price	135,000	144,900	7.33%
Median Sale Price	131,000	140,000	6.87%
Median Percent of List Price to Selling Price	97.58%	97.72%	0.14%
Median Days on Market to Sale	45.00	35.00	-22.22%
End of Month Inventory	9,703	7,671	-20.94%
Months Supply of Inventory	10.60	7.47	-29.52%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 13, 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 May 2013 decreased **20.94%** to 7,671 existing homes available for sale. Over the last 12 months this area has had an average of 1,027 closed sales per month. This represents an unsold inventory index of **7.47** 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 **6.87%** in May 2013 to \$140,000 versus the previous year at \$131,000.

### Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 10.00 days or **22.22%** in May 2013 compared to last year's same month at **45.00** DOM.

### Sales Success for May 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 2,587 New Listings in May 2013, up **10.13%** from last year at 2,349. Furthermore, there were 1,259 Closed Listings this month versus last year at 1,141, a **10.34%** increase.

Closed versus Listed trends yielded a **48.7%** ratio, up from last year's May 2013 at **48.6%**, a **0.19%** 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>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</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®

## May 2013

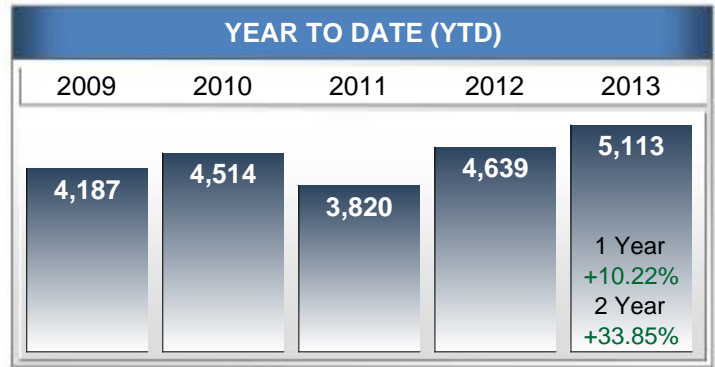
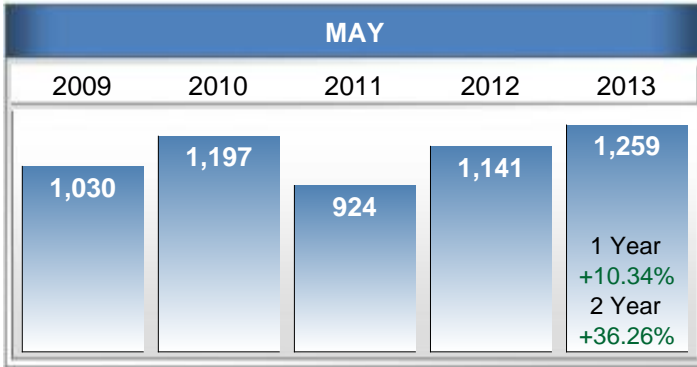
Closed Sales as of Jun 13, 2013



### Closed Listings

Report Produced on: Jun 13, 2013

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



**5yr MAY AVG = 1,110**    **3 MONTHS**

**High**  
May 2013 = 1,259

**Low**  
Jan 2010 = 522

Closed Listing this month at **1,259**, above the 5 yr MAY average of **1,110**

M A R	1,138
A P R	1,192
M A Y	1,259

**4.75%**

**5.62%**

Closed Listings

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#### 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	114	9.05%	43.5	69	44	0	1	
\$40,001 - \$70,000	124	9.85%	40.5	42	74	8	0	
\$70,001 - \$110,000	200	15.89%	38.0	47	132	19	2	
\$110,001 - \$160,000	308	24.46%	28.0	24	231	50	3	
\$160,001 - \$220,000	228	18.11%	33.0	5	136	82	5	
\$220,001 - \$310,000	156	12.39%	35.5	10	48	88	10	
\$310,001 and up	129	10.25%	40.0	6	29	69	25	
Total Closed Units: 1,259				35.0	203	694	316	46
Total Closed Volume: 216,873,627					18.47M	99.33M	78.79M	20.29M
Median Closed Price: \$140,000					\$65,500	\$129,950	\$219,400	\$322,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

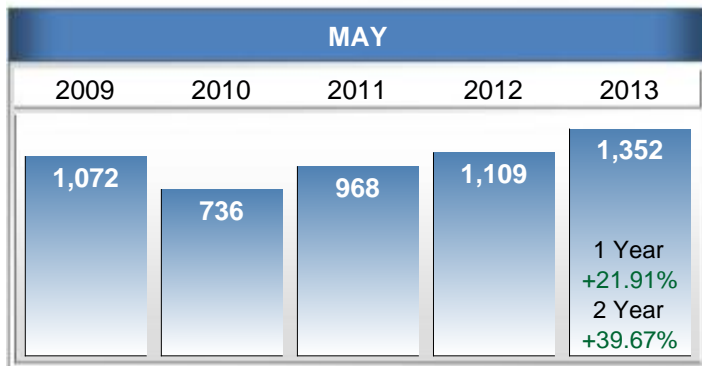
Pending Listings as of Jun 13, 2013



### Pending Listings

Report Produced on: Jun 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	113	8.36%	28.0	60	49	3	1	
\$40,001 \$80,000	171	12.65%	34.0	55	108	7	1	
\$80,001 \$110,000	168	12.43%	38.5	31	119	15	3	
\$110,001 \$160,000	340	25.15%	33.5	29	261	46	4	
\$160,001 \$220,000	240	17.75%	34.0	16	129	91	4	
\$220,001 \$330,000	178	13.17%	34.5	11	56	100	11	
\$330,001 and up	142	10.50%	45.5	4	24	76	38	
Total Pending Units: 1,352				35.0	206	746	338	62
Total Pending Volume: 245,038,600					20.29M	105.55M	90.74M	28.45M
Median Listing Price: \$145,000					\$72,700	\$129,975	\$229,450	\$382,200



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

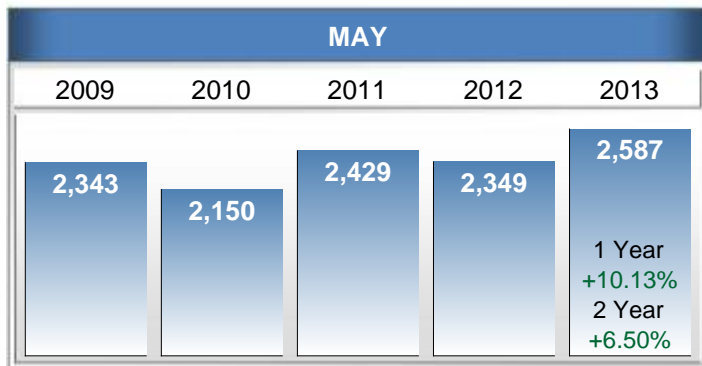
New Listings as of Jun 13, 2013



### New Listings

Report Produced on: Jun 13, 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	70	2.71%	56	11	2	1
\$20,001 \$50,000	461	17.82%	365	86	10	0
\$50,001 \$100,000	437	16.89%	147	263	23	4
\$100,001 \$160,000	623	24.08%	73	464	80	6
\$160,001 \$220,000	377	14.57%	27	205	138	7
\$220,001 \$370,000	351	13.57%	18	115	184	34
\$370,001 and up	268	10.36%	33	44	129	62
Total New Listed Units: 2,587			719	1188	566	114
Total New Listed Volume: 501,743,665			90.56M	181.15M	167.43M	62.60M
Median New Listed Listing Price: \$133,136			\$40,000	\$130,425	\$243,450	\$397,500





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

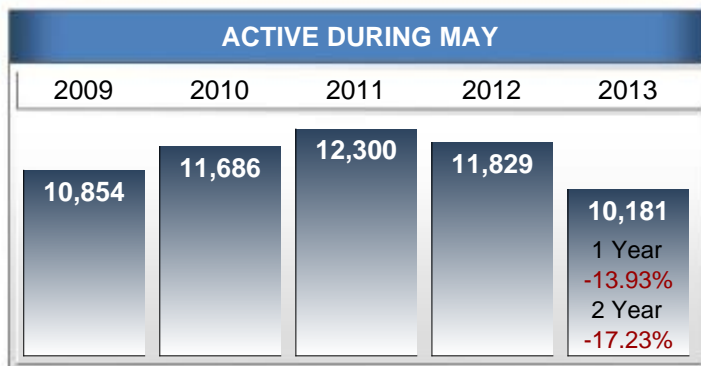
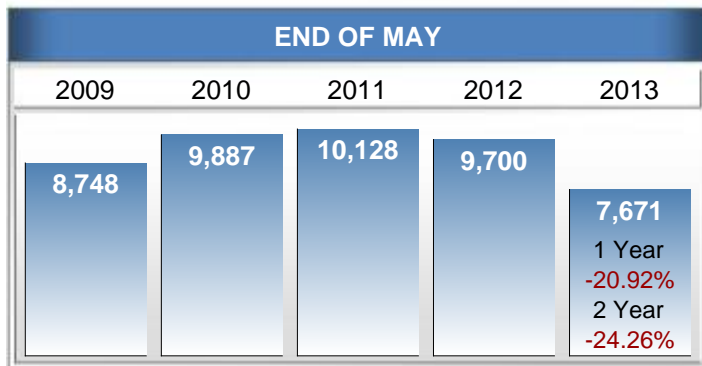
Active Inventory as of Jun 13, 2013



### Active Inventory

Report Produced on: Jun 13, 2013

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



Active Inventory

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**5yr MAY AVG = 9,227**    **3 MONTHS**

**High**  
Aug 2010 = 11,131

**Low**  
Mar 2013 = 7,593

*Inventory* this month at **7,671**, below the 5 yr MAY average of **9,227**

M A R	7,593
A P R	7,595
M A Y	7,671
	0.03%
	1.00%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	310	4.04%	81.0	281	24	5	0		
\$20,001 \$50,000	1,253	16.33%	67.0	1,035	179	36	3		
\$50,001 \$90,000	1,313	17.12%	74.0	679	563	64	7		
\$90,001 \$160,000	1,915	24.96%	53.0	368	1,279	252	16		
\$160,001 \$230,000	1,145	14.93%	59.0	134	546	419	46		
\$230,001 \$390,000	944	12.31%	57.0	105	254	485	100		
\$390,001 and up	791	10.31%	70.0	146	100	334	211		
Total Active Inventory by Units:				7,671	64.0	2,748	2,945	1,595	383
Total Active Inventory by Volume:				1,647,243,688		476.83M	454.26M	477.40M	238.75M
Median Active Inventory Listing Price:				\$127,500		\$55,000	\$129,900	\$238,900	\$450,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

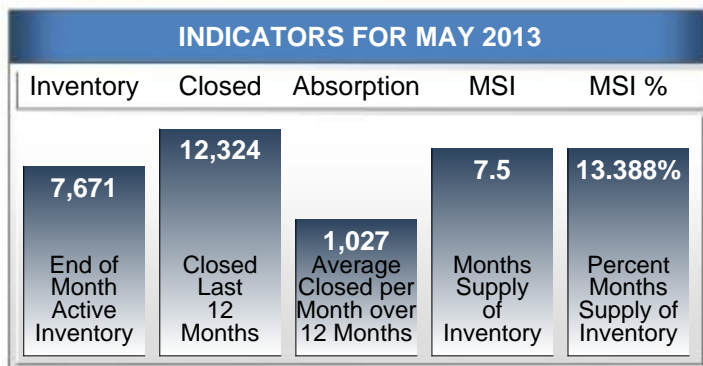
Active Inventory as of Jun 13, 2013



### Months Supply of Inventory

Report Produced on: Jun 13, 2013

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



Months Supply  
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5yr MAY AVG = 10.0	3 MONTHS
<b>High</b> Jun 2011 = 13.6 <b>Low</b> Apr 2013 = 7.5 <i>Months Supply</i> this month at <b>7.5</b> , below the 5 yr MAY average of <b>10.0</b>	M A R <b>7.6</b> A P R <b>7.5</b> <b>-1.26%</b> M A Y <b>7.5</b> <b>0.03%</b>

#### 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	310		4.04%	7.8	9.9	2.4	3.2	0.0
\$20,001 \$50,000	1,253		16.33%	11.9	21.5	3.5	6.5	3.3
\$50,001 \$90,000	1,313		17.12%	8.3	16.0	5.6	4.7	7.0
\$90,001 \$160,000	1,915		24.96%	5.5	11.4	5.1	4.2	6.4
\$160,001 \$230,000	1,145		14.93%	6.2	13.7	5.7	5.8	7.2
\$230,001 \$390,000	944		12.31%	6.7	21.4	6.3	6.0	7.1
\$390,001 and up	791		10.31%	15.1	60.4	10.8	12.0	16.2
MSI:		7.5			16.3	5.3	6.1	10.1
Total Active Inventory:		7,671			2,748	2,945	1,595	383



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

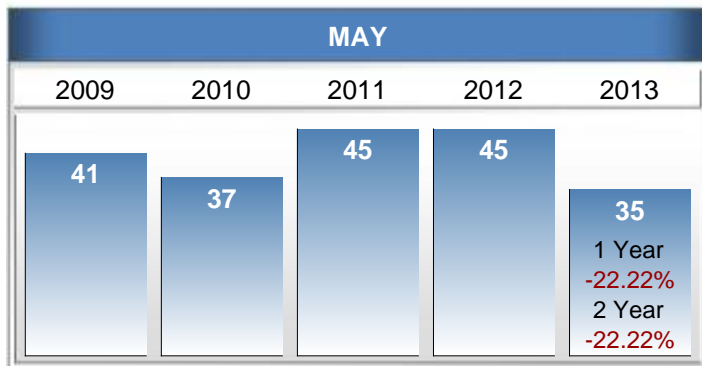
Closed Sales as of Jun 13, 2013



### Median Days on Market to Sale

Report Produced on: Jun 13, 2013

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	114			9.05%	43.5	52.0	29.5	0.0	18.0
\$40,001 \$70,000	124			9.85%	40.5	41.5	38.0	36.0	0.0
\$70,001 \$110,000	200			15.89%	38.0	54.0	36.0	47.0	25.0
\$110,001 \$160,000	308			24.46%	28.0	48.5	28.0	37.0	35.0
\$160,001 \$220,000	228			18.11%	33.0	18.0	36.0	31.5	27.0
\$220,001 \$310,000	156			12.39%	35.5	14.0	35.5	34.0	42.0
\$310,001 and up	129			10.25%	40.0	20.5	28.0	41.0	68.0
Median Closed DOM:	35.0					44.0	32.0	33.0	48.0
Total Closed Units:	1,259					203	694	316	46
Total Closed Volume:	216,873,627					18.47M	99.33M	78.79M	20.29M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

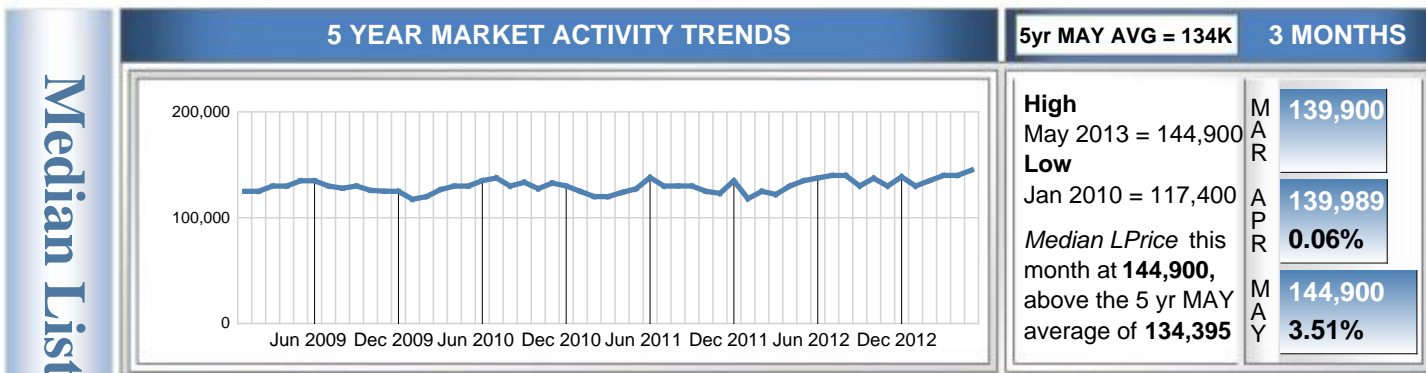
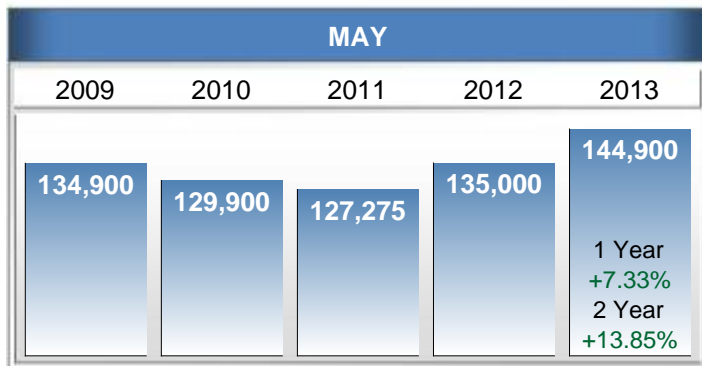
Closed Sales as of Jun 13, 2013



### Median List Price at Closing

Report Produced on: Jun 13, 2013

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	100	7.94%	25,000	25,000	28,500	0	31,000
\$40,001 - \$70,000	129	10.25%	59,900	59,450	59,250	65,000	0
\$70,001 - \$110,000	188	14.93%	89,900	82,000	90,750	92,500	83,900
\$110,001 - \$160,000	315	25.02%	135,000	129,500	135,000	147,900	154,000
\$160,001 - \$220,000	230	18.27%	185,000	172,450	185,250	184,900	207,900
\$220,001 - \$310,000	162	12.87%	262,000	250,000	260,950	264,950	263,000
\$310,001 and up	135	10.72%	400,000	399,500	424,900	389,900	507,400
Median List Price:	\$144,900			\$69,900	\$134,450	\$221,950	\$325,750
Total Closed Units:	1,259			203	694	316	46
Total List Volume:	224,593,874			19.67M	102.31M	81.34M	21.28M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

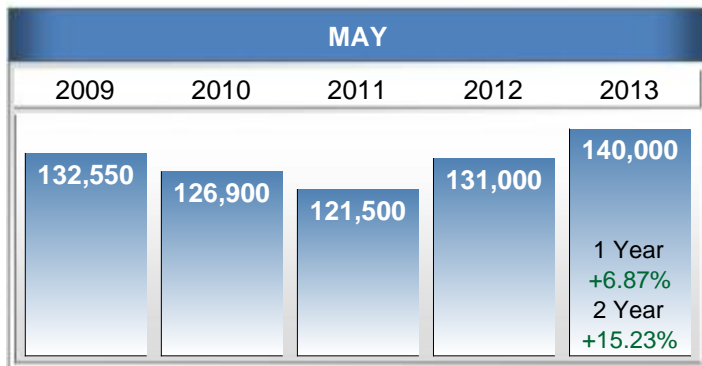
Closed Sales as of Jun 13, 2013



### Median Sold Price at Closing

Report Produced on: Jun 13, 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\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	114		9.05%	25,000	25,000	25,000	0	35,000
\$40,001 - \$70,000	124		9.85%	57,250	59,250	55,395	66,176	0
\$70,001 - \$110,000	200		15.89%	90,000	80,000	91,725	90,000	76,000
\$110,001 - \$160,000	308		24.46%	135,000	128,700	134,000	145,000	153,000
\$160,001 - \$220,000	228		18.11%	184,900	170,950	184,900	184,950	203,000
\$220,001 - \$310,000	156		12.39%	259,475	244,375	257,475	262,100	250,000
\$310,001 and up	129		10.25%	393,000	403,000	414,000	385,000	494,000
Median Closed Price:	\$140,000				\$65,500	\$129,950	\$219,400	\$322,000
Total Closed Units:	1,259				203	694	316	46
Total Closed Volume:	216,873,627				18.47M	99.33M	78.79M	20.29M



# Monthly Inventory Analysis

Data from the **Greater Tulsa Association of REALTORS®**

## May 2013

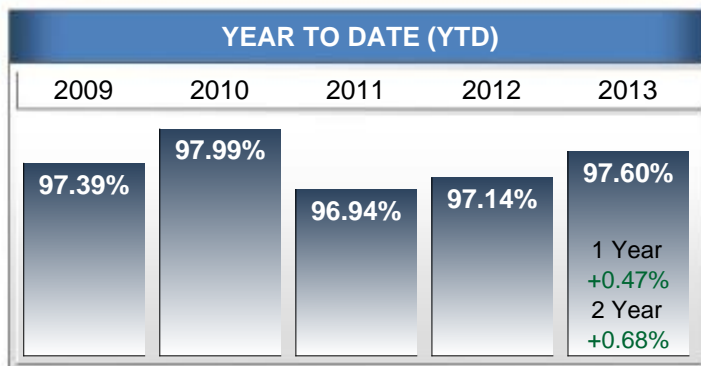
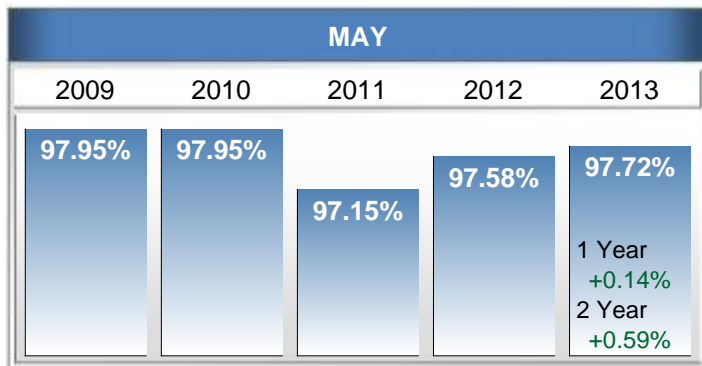
Closed Sales as of Jun 13, 2013



### Median Percent of List Price to Selling Price

Report Produced on: Jun 13, 2013

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



Median List/Sell Price

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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	114	9.05%	93.20%	92.86%	93.93%	0.00%	112.90%
\$40,001 - \$70,000	124	9.85%	94.75%	94.18%	95.52%	95.70%	0.00%
\$70,001 - \$110,000	200	15.89%	97.65%	96.91%	97.71%	99.09%	92.91%
\$110,001 - \$160,000	308	24.46%	98.36%	95.19%	98.43%	97.85%	99.35%
\$160,001 - \$220,000	228	18.11%	98.53%	97.69%	98.44%	98.65%	98.56%
\$220,001 - \$310,000	156	12.39%	97.96%	96.69%	97.89%	97.78%	99.06%
\$310,001 and up	129	10.25%	97.26%	97.18%	97.00%	97.65%	97.09%
Median List/Sell Ratio:	97.72%			94.76%	98.00%	97.93%	98.48%
Total Closed Units:	1,259			203	694	316	46
Total Closed Volume:	216,873,627			18.47M	99.33M	78.79M	20.29M



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## May 2013

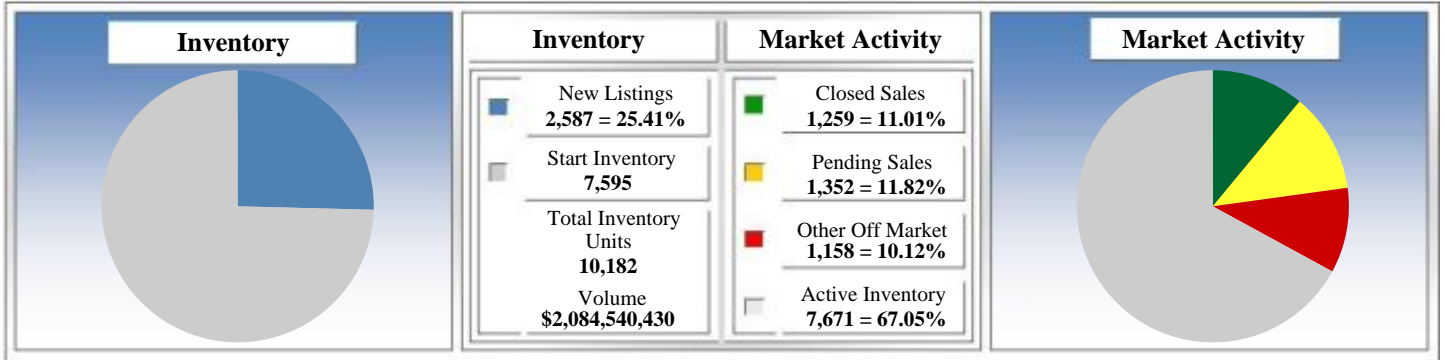
Inventory as of Jun 13, 2013



### Market Summary

Report Produced on: Jun 13, 2013

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



**Absorption:** Last 12 months, an Average of **1,027** Sales/Month

**Active Inventory** as of May 31, 2013 = **7,671**

	MAY			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	1,141	1,259	10.34%	4,639	5,113	10.22%
Pending Sales	1,109	1,352	21.91%	5,313	6,132	15.42%
New Listings	2,349	2,587	10.13%	12,589	11,723	-6.88%
Median List Price	135,000	144,900	7.33%	127,000	139,900	10.16%
Median Sale Price	131,000	140,000	6.87%	123,000	135,000	9.76%
Median Percent of List Price to Selling Price	97.58%	97.72%	0.14%	97.14%	97.60%	0.47%
Median Days on Market to Sale	45.00	35.00	-22.22%	49.00	41.00	-16.33%
Monthly Inventory	9,703	7,671	-20.94%	9,703	7,671	-20.94%
Months Supply of Inventory	10.60	7.47	-29.52%	10.60	7.47	-29.52%

