



# August 2013

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

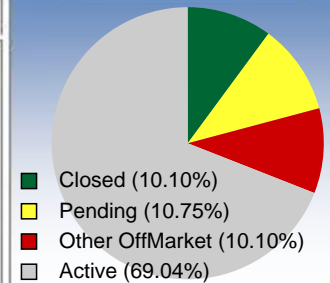


**Absorption:** Last 12 months, an Average of **1,059** Sales/Month

**Active Inventory** as of August 31, 2013 = **8,442**

	AUGUST		
	2012	2013	+/- %
Closed Listings	1,131	1,235	9.20%
Pending Listings	1,006	1,315	30.72%
New Listings	2,416	2,311	-4.35%
Median List Price	139,900	139,000	-0.64%
Median Sale Price	135,500	136,875	1.01%
Median Percent of List Price to Selling Price	97.42%	97.94%	0.53%
Median Days on Market to Sale	49.00	39.00	-20.41%
End of Month Inventory	10,159	8,442	-16.90%
Months Supply of Inventory	10.71	7.97	-25.58%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 17, 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 August 2013 decreased **16.90%** to 8,442 existing homes available for sale. Over the last 12 months this area has had an average of 1,059 closed sales per month. This represents an unsold inventory index of **7.97** 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 **1.01%** in August 2013 to \$136,875 versus the previous year at \$135,500.

### Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 10.00 days or **20.41%** in August 2013 compared to last year's same month at **49.00** DOM.

### Sales Success for August 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 2,311 New Listings in August 2013, down **4.35%** from last year at 2,416. Furthermore, there were 1,235 Closed Listings this month versus last year at 1,131, a **9.20%** increase.

Closed versus Listed trends yielded a **53.4%** ratio, up from last year's August 2013 at **46.8%**, a **14.16%** 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>
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<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®

## August 2013

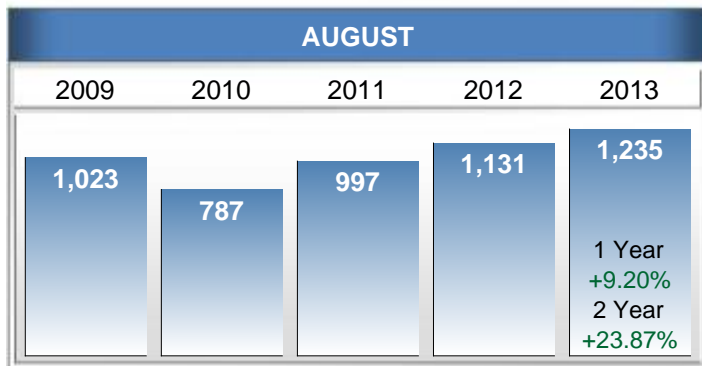
Closed Sales as of Sep 17, 2013



### Closed Listings

Report Produced on: Sep 17, 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+
\$40,000 and less	118	9.55%	39.0	70	41	7	0
\$40,001 - \$70,000	132	10.69%	40.5	49	73	8	2
\$70,001 - \$110,000	193	15.63%	40.0	36	130	26	1
\$110,001 - \$160,000	332	26.88%	39.0	25	240	65	2
\$160,001 - \$200,000	167	13.52%	31.0	11	96	56	4
\$200,001 - \$290,000	165	13.36%	35.0	8	60	89	8
\$290,001 and up	128	10.36%	46.5	3	25	75	25
Total Closed Units: 1,235				202	665	326	42
Total Closed Volume: 206,616,990				15.55M	91.70M	76.48M	22.90M
Median Closed Price: \$136,875				\$59,000	\$125,500	\$204,089	\$328,260

Closed Listings

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# Monthly Inventory Analysis

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## August 2013

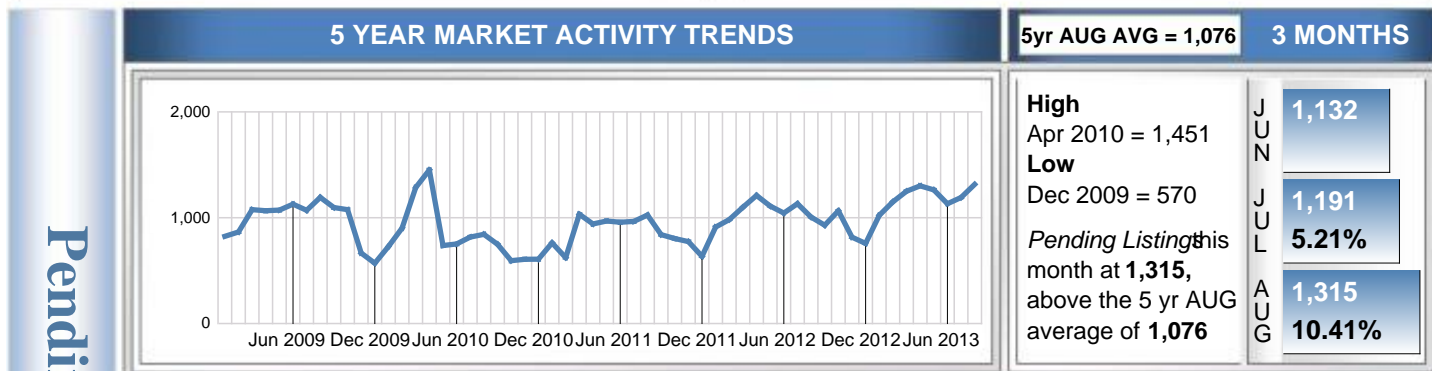
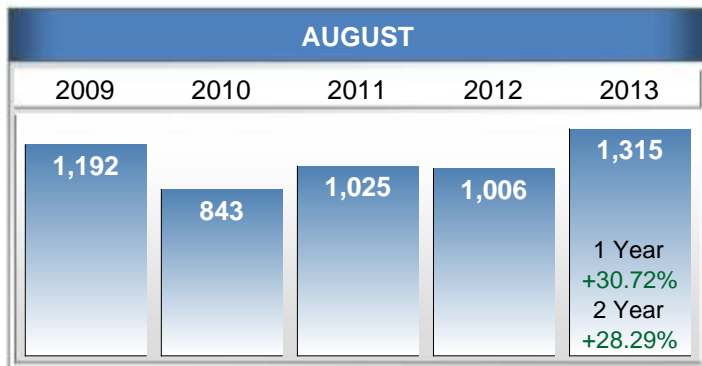
Pending Listings as of Sep 17, 2013



### Pending Listings

Report Produced on: Sep 17, 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	118	8.97%	30.0	61	54	2	1
\$40,001 - \$70,000	153	11.63%	40.0	51	87	11	4
\$70,001 - \$110,000	202	15.36%	38.5	43	140	18	1
\$110,001 - \$160,000	328	24.94%	43.0	34	243	48	3
\$160,001 - \$210,000	213	16.20%	40.0	14	124	68	7
\$210,001 - \$290,000	160	12.17%	46.0	5	52	91	12
\$290,001 and up	141	10.72%	42.0	6	33	75	27
Total Pending Units: 1,315				214	733	313	55
Total Pending Volume: 221,175,378				19.38M	101.34M	78.88M	21.57M
Median Listing Price: \$139,000				\$67,000	\$125,000	\$225,000	\$275,000



# Monthly Inventory Analysis

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## August 2013

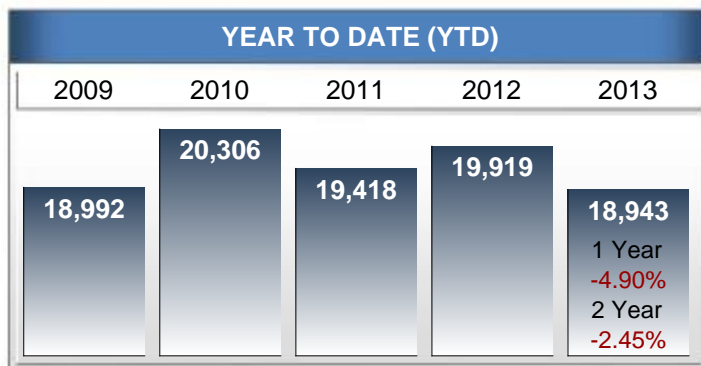
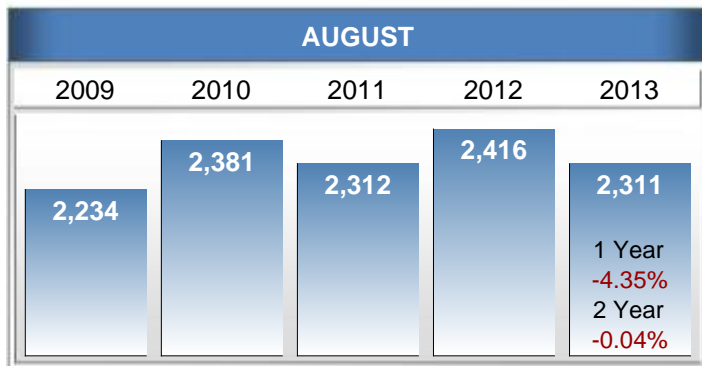
New Listings as of Sep 17, 2013



### New Listings

Report Produced on: Sep 17, 2013

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



New Listings  
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**5yr AUG AVG = 2,331**    **3 MONTHS**

**High**  
Mar 2010 = 3,205  
**Low**  
Dec 2012 = 1,444

*New Listings* this month at **2,311**, below the 5 yr AUG average of **2,331**

JUN	2,335
JUL	2,572
AUG	2,311
	<b>-10.15%</b>

#### 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	80	3.46%	58	21	1	0
\$20,001 - \$60,000	384	16.62%	266	90	25	3
\$60,001 - \$90,000	320	13.85%	131	170	18	1
\$90,001 - \$160,000	638	27.61%	121	421	88	8
\$160,001 - \$220,000	339	14.67%	34	169	127	9
\$220,001 - \$330,000	314	13.59%	34	97	152	31
\$330,001 and up	236	10.21%	44	36	105	51
Total New Listed Units:			688	1004	516	103
Total New Listed Volume:			92.85M	147.60M	136.56M	54.53M
Median New Listed Listing Price:			\$68,500	\$128,950	\$219,950	\$329,999





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

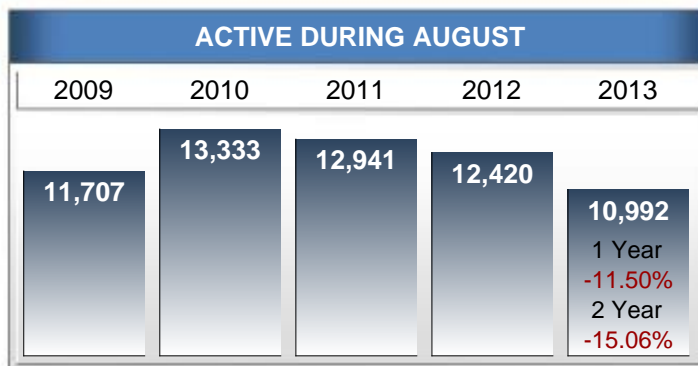
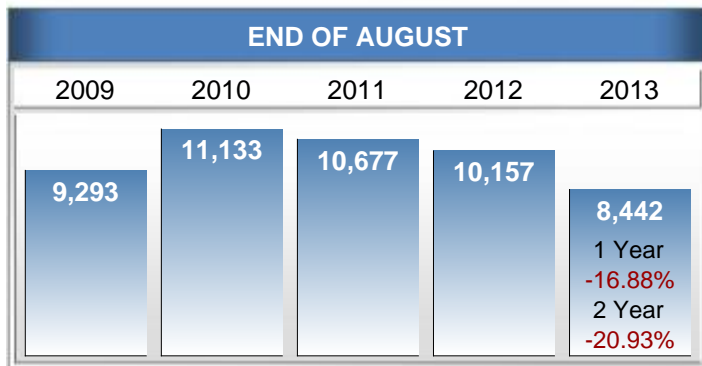
Active Inventory as of Sep 17, 2013



### Active Inventory

Report Produced on: Sep 17, 2013

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



Active Inventory

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5yr AUG AVG = 9,940	3 MONTHS
<b>High</b> Aug 2010 = 11,133	JUN 8,394
<b>Low</b> Mar 2013 = 7,688	JUL 8,681
<i>Inventory</i> this month at <b>8,442</b> , below the 5 yr AUG average of <b>9,940</b>	AUG <b>3.42%</b>
	AUG <b>8,442</b>
	AUG <b>-2.75%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	324	3.84%	83.5	282	34	8	0		
\$20,001 \$50,000	1,444	17.10%	79.0	1,196	205	39	4		
\$50,001 \$90,000	1,304	15.45%	68.5	619	625	52	8		
\$90,001 \$160,000	2,177	25.79%	67.0	372	1,469	308	28		
\$160,001 \$230,000	1,263	14.96%	64.0	145	578	481	59		
\$230,001 \$380,000	1,068	12.65%	64.0	121	274	556	117		
\$380,001 and up	862	10.21%	78.0	152	118	361	231		
Total Active Inventory by Units:				8,442	71.0	2,887	3,303	1,805	447
Total Active Inventory by Volume:				1,655,631,308		368.26M	505.47M	530.13M	251.78M
Median Active Inventory Listing Price:				\$129,000		\$49,900	\$129,000	\$234,900	\$399,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

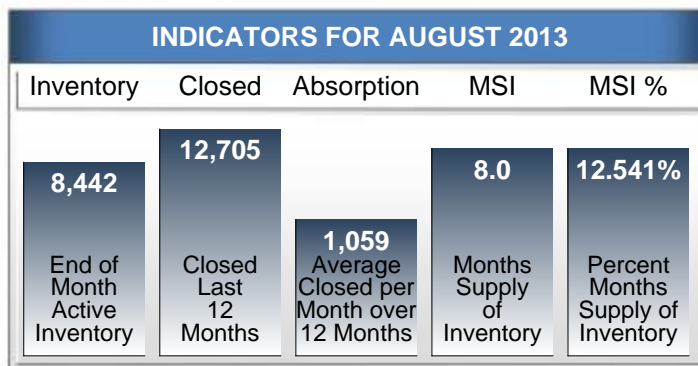
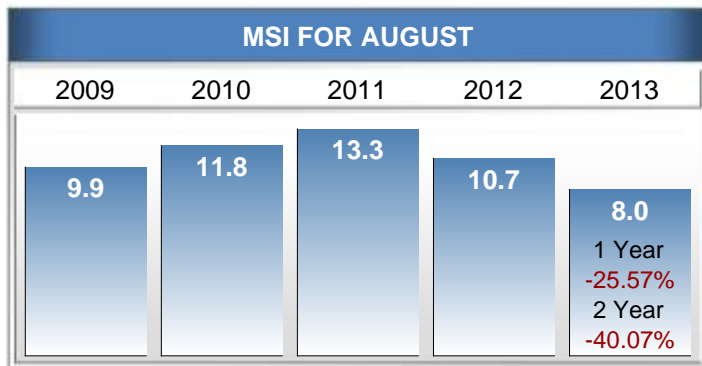
Active Inventory as of Sep 17, 2013



### Months Supply of Inventory

Report Produced on: Sep 17, 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	324		3.84%	7.8	9.5	3.4	4.8	0.0
\$20,001 \$50,000	1,444		17.10%	14.0	24.9	4.2	6.8	4.4
\$50,001 \$90,000	1,304		15.45%	8.1	13.5	6.2	3.7	6.9
\$90,001 \$160,000	2,177		25.79%	6.1	11.2	5.6	5.2	12.0
\$160,001 \$230,000	1,263		14.96%	6.6	13.2	5.8	6.4	9.0
\$230,001 \$380,000	1,068		12.65%	7.5	21.7	6.7	6.6	9.1
\$380,001 and up	862		10.21%	14.4	46.8	10.6	11.9	15.1
MSI:		8.0			16.3	5.8	6.7	11.4
Total Active Inventory:		8,442			2,887	3,303	1,805	447



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

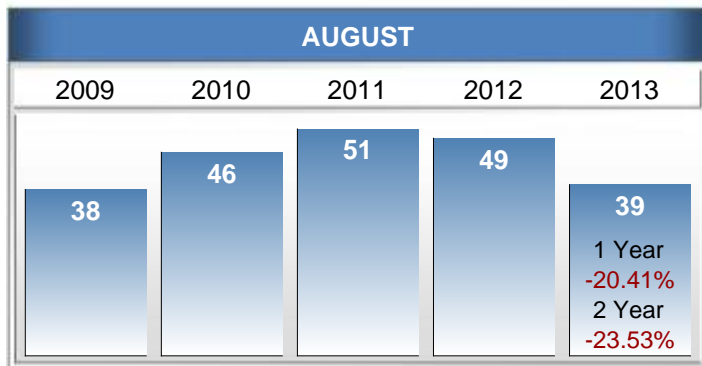
Closed Sales as of Sep 17, 2013



### Median Days on Market to Sale

Report Produced on: Sep 17, 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	118			9.55%	39.0	40.5	39.0	22.0	0.0
\$40,001 \$70,000	132			10.69%	40.5	41.0	35.0	79.5	42.5
\$70,001 \$110,000	193			15.63%	40.0	45.0	35.0	30.0	7.0
\$110,001 \$160,000	332			26.88%	39.0	44.0	35.5	44.0	80.0
\$160,001 \$200,000	167			13.52%	31.0	23.0	26.5	38.0	50.0
\$200,001 \$290,000	165			13.36%	35.0	45.0	32.0	35.0	73.0
\$290,001 and up	128			10.36%	46.5	83.0	34.0	46.0	63.0
Median Closed DOM:		39.0				41.0	34.0	40.0	64.0
Total Closed Units:		1,235				202	665	326	42
Total Closed Volume:		206,616,990				15.55M	91.70M	76.48M	22.90M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

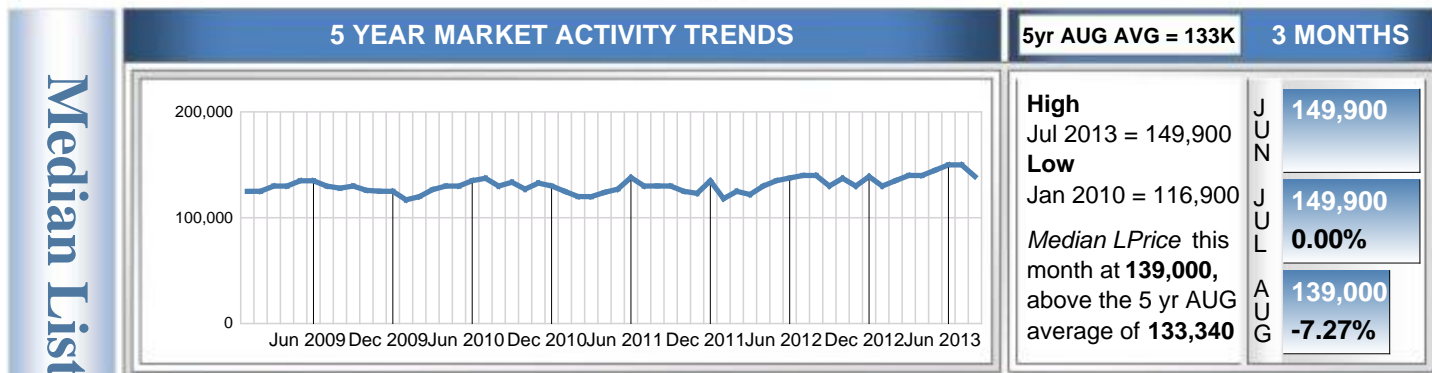
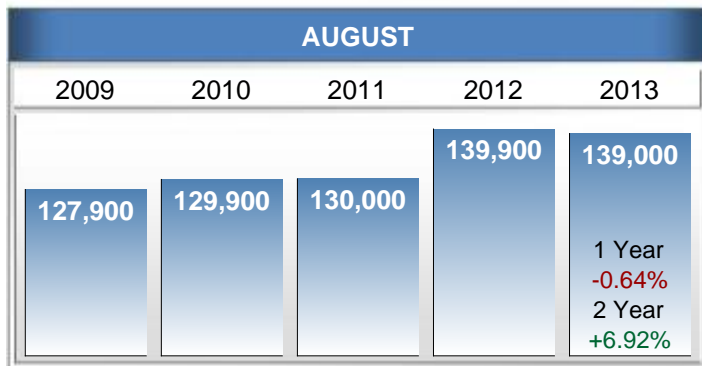
Closed Sales as of Sep 17, 2013



### Median List Price at Closing

Report Produced on: Sep 17, 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	106		8.58%	24,525	19,500	25,900	30,900	0
\$40,001 - \$70,000	140		11.34%	58,000	54,900	59,900	59,900	51,400
\$70,001 - \$110,000	179		14.49%	90,000	89,450	91,250	93,500	89,100
\$110,001 - \$160,000	332		26.88%	134,900	139,900	132,500	147,200	142,450
\$160,001 - \$200,000	174		14.09%	177,750	182,500	175,000	179,500	174,000
\$200,001 - \$290,000	169		13.68%	236,000	232,250	232,000	239,950	239,950
\$290,001 and up	135		10.93%	400,000	377,000	405,000	399,000	514,000
Median List Price:	\$139,000				\$64,250	\$129,500	\$208,500	\$329,850
Total Closed Units:	1,235				202	665	326	42
Total List Volume:	217,480,407				16.60M	94.45M	78.63M	27.80M





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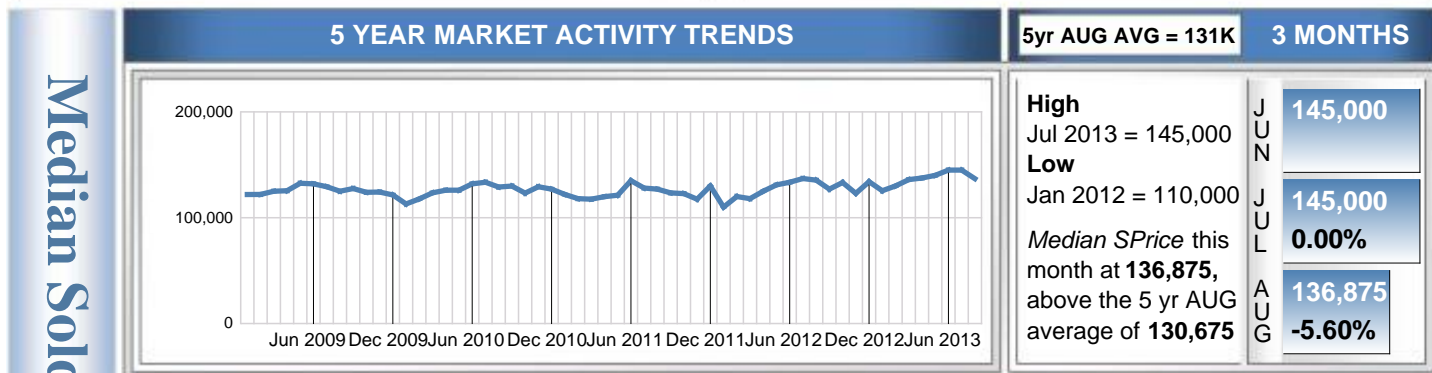
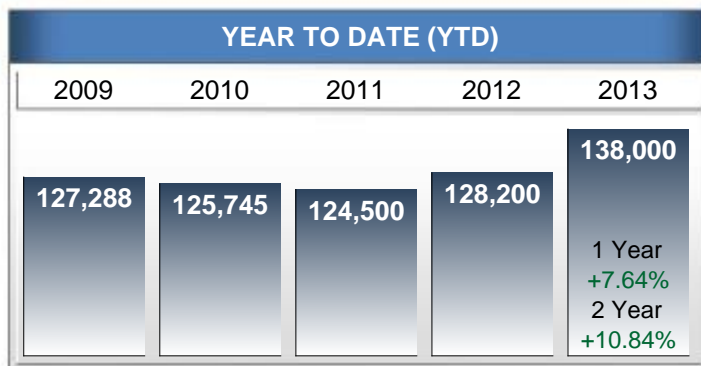
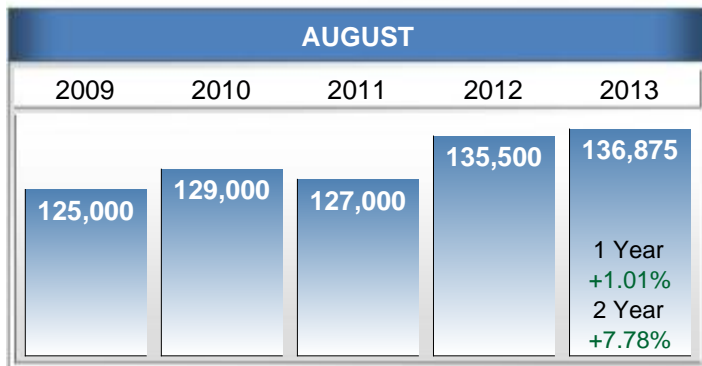
Closed Sales as of Sep 17, 2013



### Median Sold Price at Closing

Report Produced on: Sep 17, 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+
\$40,000 and less	118		9.55%	24,750	22,250	29,060	32,000	0
\$40,001 - \$70,000	132		10.69%	55,000	54,800	57,000	57,499	45,000
\$70,001 - \$110,000	193		15.63%	90,000	85,500	91,250	94,250	90,000
\$110,001 - \$160,000	332		26.88%	135,000	132,000	132,000	145,000	137,000
\$160,001 - \$200,000	167		13.52%	175,500	178,500	175,000	181,250	179,125
\$200,001 - \$290,000	165		13.36%	235,000	234,625	229,500	238,000	237,450
\$290,001 and up	128		10.36%	390,000	305,000	400,000	380,500	530,000
Median Closed Price:	\$136,875				\$59,000	\$125,500	\$204,089	\$328,260
Total Closed Units:	1,235				202	665	326	42
Total Closed Volume:	206,616,990				15.55M	91.70M	76.48M	22.90M



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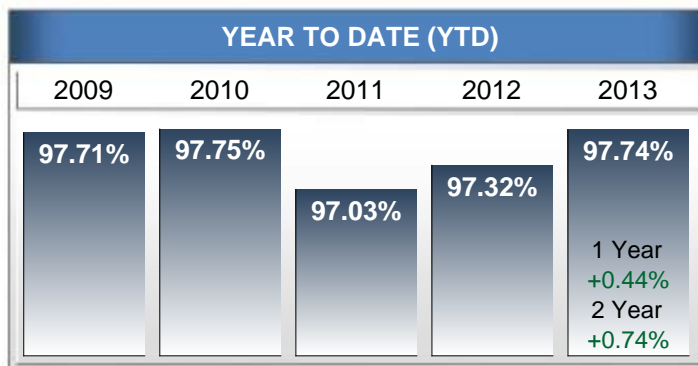
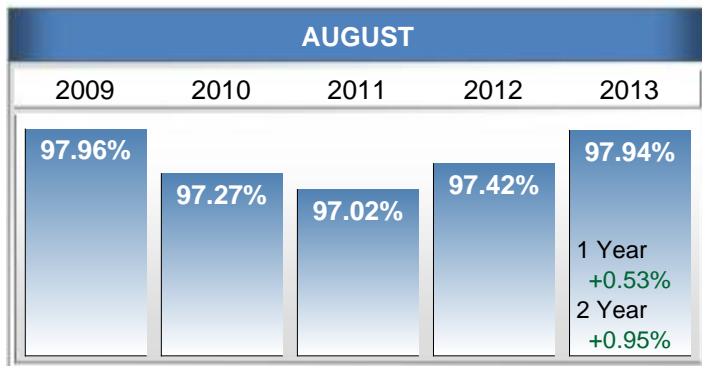
Closed Sales as of Sep 17, 2013



### Median Percent of List Price to Selling Price

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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	118	9.55%	95.12%	91.75%	98.75%	102.15%	0.00%
\$40,001 \$70,000	132	10.69%	94.74%	94.74%	95.00%	91.15%	87.40%
\$70,001 \$110,000	193	15.63%	97.14%	95.49%	97.85%	96.89%	101.01%
\$110,001 \$160,000	332	26.88%	98.64%	98.12%	98.71%	98.58%	96.15%
\$160,001 \$200,000	167	13.52%	98.39%	97.63%	98.14%	98.57%	99.12%
\$200,001 \$290,000	165	13.36%	98.17%	96.25%	98.12%	98.21%	98.99%
\$290,001 and up	128	10.36%	97.45%	90.43%	97.65%	97.46%	97.18%
Median List/Sell Ratio:	97.94%			95.49%	98.19%	98.01%	97.58%
Total Closed Units:	1,235			202	665	326	42
Total Closed Volume:	206,616,990			15.55M	91.70M	76.48M	22.90M



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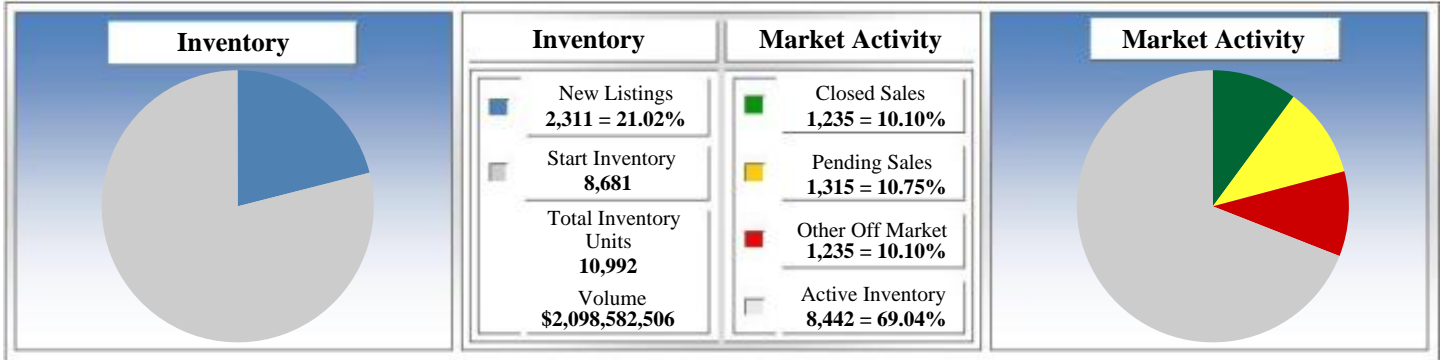
Inventory as of Sep 17, 2013



### Market Summary

Report Produced on: Sep 17, 2013

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



**Absorption:** Last 12 months, an Average of **1,059** Sales/Month

**Active Inventory** as of August 31, 2013 = **8,442**

	AUGUST			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	1,131	1,235	9.20%	8,004	8,854	10.62%
Pending Sales	1,006	1,315	30.72%	8,495	9,624	13.29%
New Listings	2,416	2,311	-4.35%	19,919	18,943	-4.90%
Median List Price	139,900	139,000	-0.64%	131,000	140,000	6.87%
Median Sale Price	135,500	136,875	1.01%	128,200	138,000	7.64%
Median Percent of List Price to Selling Price	97.42%	97.94%	0.53%	97.32%	97.74%	0.44%
Median Days on Market to Sale	49.00	39.00	-20.41%	48.00	37.00	-22.92%
Monthly Inventory	10,159	8,442	-16.90%	10,159	8,442	-16.90%
Months Supply of Inventory	10.71	7.97	-25.58%	10.71	7.97	-25.58%

