



# September 2013

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

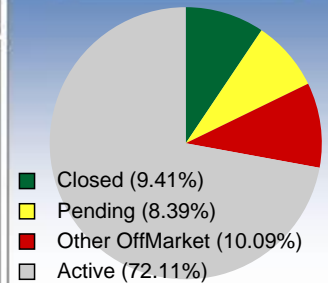


**Absorption:** Last 12 months, an Average of **1,075** Sales/Month

**Active Inventory** as of September 30, 2013 = **8,511**

	SEPTEMBER		
	2012	2013	+/- %
Closed Listings	915	1,110	21.31%
Pending Listings	930	990	6.45%
New Listings	1,974	2,065	4.61%
Median List Price	129,987	139,900	7.63%
Median Sale Price	127,000	136,427	7.42%
Median Percent of List Price to Selling Price	97.21%	97.67%	0.47%
Median Days on Market to Sale	50.00	37.00	-26.00%
End of Month Inventory	9,711	8,511	-12.36%
Months Supply of Inventory	10.30	7.91	-23.14%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 23, 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 September 2013 decreased **12.36%** to 8,511 existing homes available for sale. Over the last 12 months this area has had an average of 1,075 closed sales per month. This represents an unsold inventory index of **7.91** 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 **7.42%** in September 2013 to \$136,427 versus the previous year at \$127,000.

### Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 13.00 days or **26.00%** in September 2013 compared to last year's same month at **50.00** DOM.

### Sales Success for September 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 2,065 New Listings in September 2013, up **4.61%** from last year at 1,974. Furthermore, there were 1,110 Closed Listings this month versus last year at 915, a **21.31%** increase.

Closed versus Listed trends yielded a **53.8%** ratio, up from last year's September 2013 at **46.4%**, a **15.97%** 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>
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<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

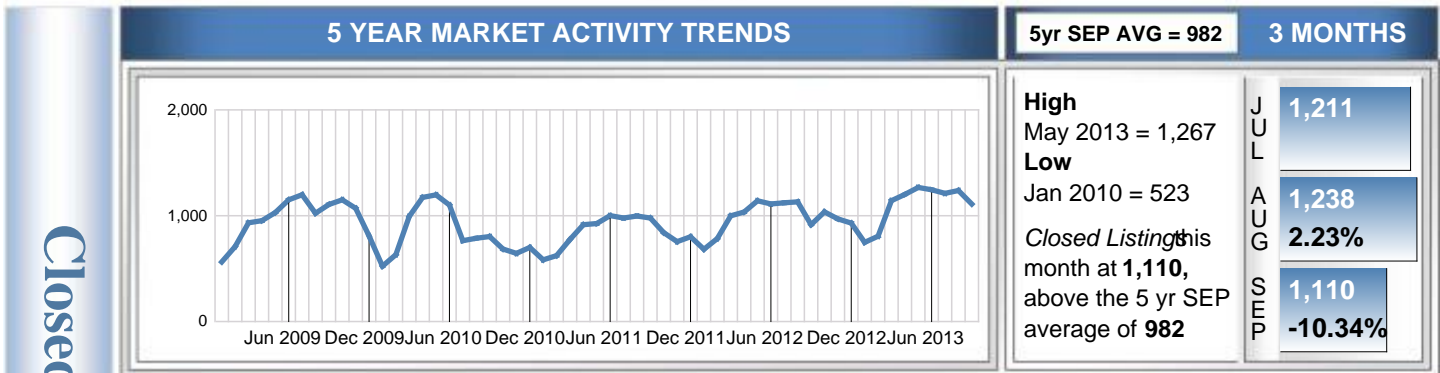
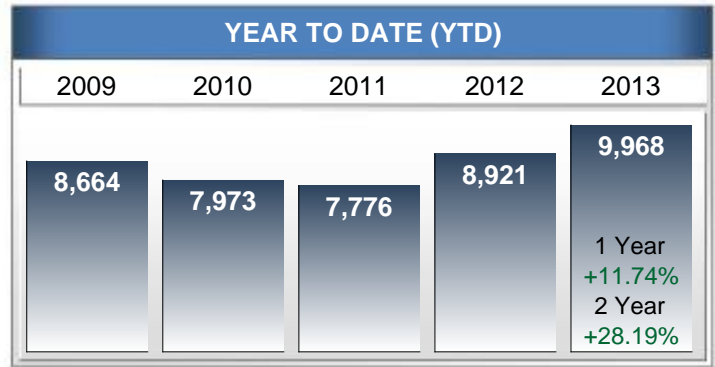
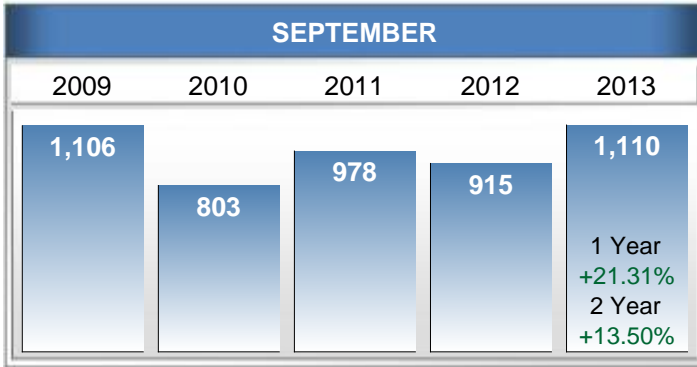
Closed Sales as of Oct 23, 2013



### Closed Listings

Report Produced on: Oct 23, 2013

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	87	7.84%	37.0	45	39	2	1	
\$30,001 - \$70,000	147	13.24%	27.0	56	81	7	3	
\$70,001 - \$110,000	169	15.23%	39.0	29	124	14	2	
\$110,001 - \$160,000	273	24.59%	40.0	19	215	37	2	
\$160,001 - \$210,000	176	15.86%	41.0	13	95	62	6	
\$210,001 - \$290,000	141	12.70%	35.0	3	48	82	8	
\$290,001 and up	117	10.54%	42.0	4	27	64	22	
Total Closed Units: 1,110				37.0	169	629	268	44
Total Closed Volume: 179,517,910					14.29M	83.70M	66.26M	15.27M
Median Closed Price: \$136,427					\$57,500	\$124,000	\$221,450	\$285,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

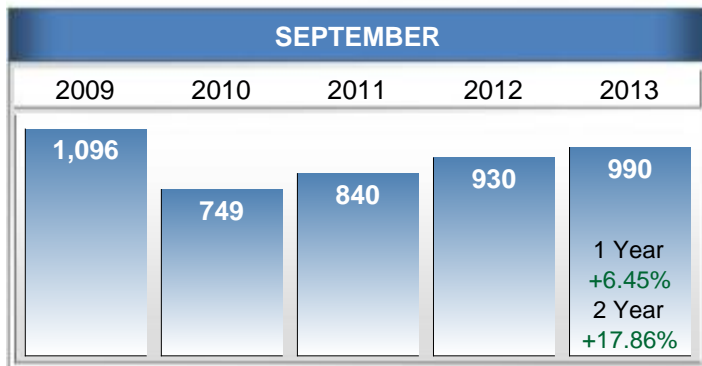
Pending Listings as of Oct 23, 2013



### Pending Listings

Report Produced on: Oct 23, 2013

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



Pending Listings

Ready to Buy or Sell Real Estate?  
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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	102	10.30%	43.0	56	38	8	0	
\$40,001 - \$70,000	111	11.21%	30.0	36	65	7	3	
\$70,001 - \$100,000	153	15.45%	49.0	34	111	8	0	
\$100,001 - \$150,000	237	23.94%	48.0	16	196	24	1	
\$150,001 - \$210,000	170	17.17%	61.5	10	99	55	6	
\$210,001 - \$290,000	119	12.02%	42.0	4	55	50	10	
\$290,001 and up	98	9.90%	58.0	7	17	51	23	
Total Pending Units: 990				48.0	163	581	203	43
Total Pending Volume: 160,901,970					13.76M	76.83M	50.26M	20.05M
Median Listing Price: \$129,500					\$61,500	\$122,000	\$210,000	\$299,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

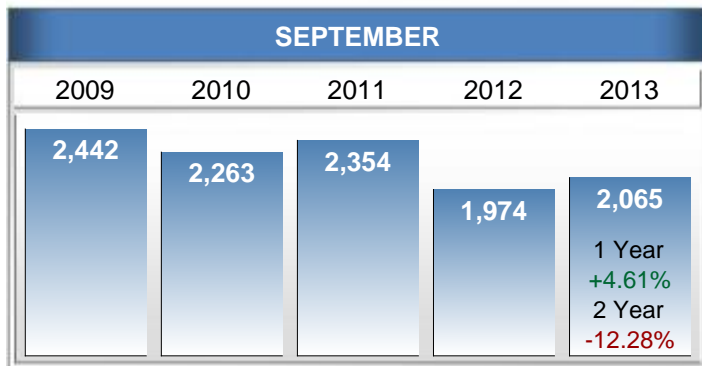
New Listings as of Oct 23, 2013



### New Listings

Report Produced on: Oct 23, 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+
\$40,000 and less	218	10.56%	164	43	10	1
\$40,001 - \$70,000	239	11.57%	118	102	19	0
\$70,001 - \$100,000	267	12.93%	91	155	20	1
\$100,001 - \$160,000	536	25.96%	56	385	88	7
\$160,001 - \$230,000	324	15.69%	31	175	109	9
\$230,001 - \$370,000	271	13.12%	24	82	137	28
\$370,001 and up	210	10.17%	28	36	90	56
<b>Total New Listed Units:</b>	<b>2,065</b>		<b>512</b>	<b>978</b>	<b>473</b>	<b>102</b>
<b>Total New Listed Volume:</b>	<b>421,528,403</b>		<b>84.48M</b>	<b>147.96M</b>	<b>126.88M</b>	<b>62.21M</b>
<b>Median New Listed Listing Price:</b>	<b>\$137,000</b>		<b>\$64,700</b>	<b>\$132,000</b>	<b>\$224,900</b>	<b>\$412,450</b>





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

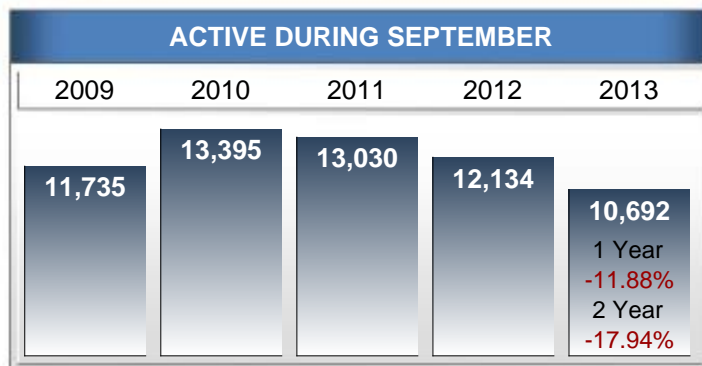
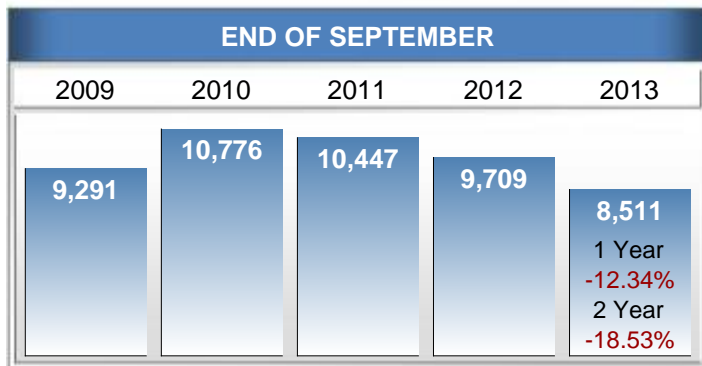
Active Inventory as of Oct 23, 2013



### Active Inventory

Report Produced on: Oct 23, 2013

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



Active Inventory

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**5yr SEP AVG = 9,747**    **3 MONTHS**

**High**  
Aug 2010 = 11,133  
**Low**  
Mar 2013 = 7,690

*Inventory* this month at **8,511**, below the 5 yr SEP average of **9,747**

Month	Inventory	% Change
JUL	8,786	
AUG	8,627	-1.81%
SEP	8,511	-1.34%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	320	3.76%	60.0	271	41	8	0		
\$20,001 - \$50,000	1,424	16.73%	97.0	1,170	213	39	2		
\$50,001 - \$90,000	1,297	15.24%	68.0	599	619	69	10		
\$90,001 - \$160,000	2,253	26.47%	70.0	366	1,507	346	34		
\$160,001 - \$230,000	1,250	14.69%	68.0	139	596	465	50		
\$230,001 - \$380,000	1,103	12.96%	68.0	112	278	593	120		
\$380,001 and up	864	10.15%	80.5	151	124	355	234		
Total Active Inventory by Units:				8,511	74.0	2,808	3,378	1,875	450
Total Active Inventory by Volume:				1,666,376,362		360.62M	518.56M	536.37M	250.82M
Median Active Inventory Listing Price:				\$129,900		\$49,900	\$129,500	\$234,900	\$399,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

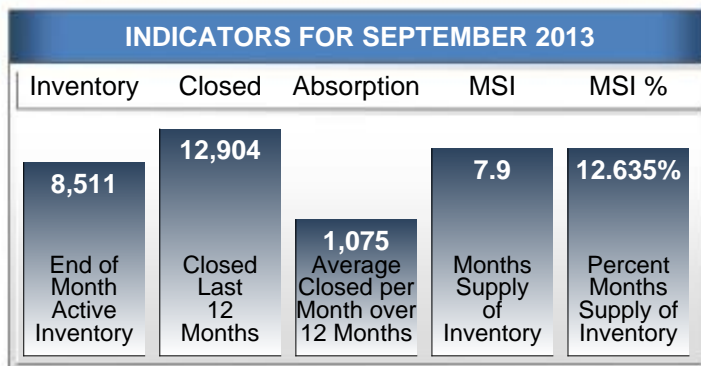
Active Inventory as of Oct 23, 2013



### Months Supply of Inventory

Report Produced on: Oct 23, 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	320	3.76%	7.4	9.1	3.6	4.6	0.0
\$20,001 \$50,000	1,424	16.73%	13.6	24.1	4.3	7.3	1.6
\$50,001 \$90,000	1,297	15.24%	8.0	13.0	6.1	4.9	7.5
\$90,001 \$160,000	2,253	26.47%	6.3	11.2	5.7	5.9	15.1
\$160,001 \$230,000	1,250	14.69%	6.3	11.7	5.8	6.0	7.0
\$230,001 \$380,000	1,103	12.96%	7.5	21.0	6.6	6.9	8.7
\$380,001 and up	864	10.15%	14.3	45.3	11.3	11.5	15.4
MSI:			7.9	15.8	5.8	6.8	10.9
Total Active Inventory:			8,511	2,808	3,378	1,875	450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

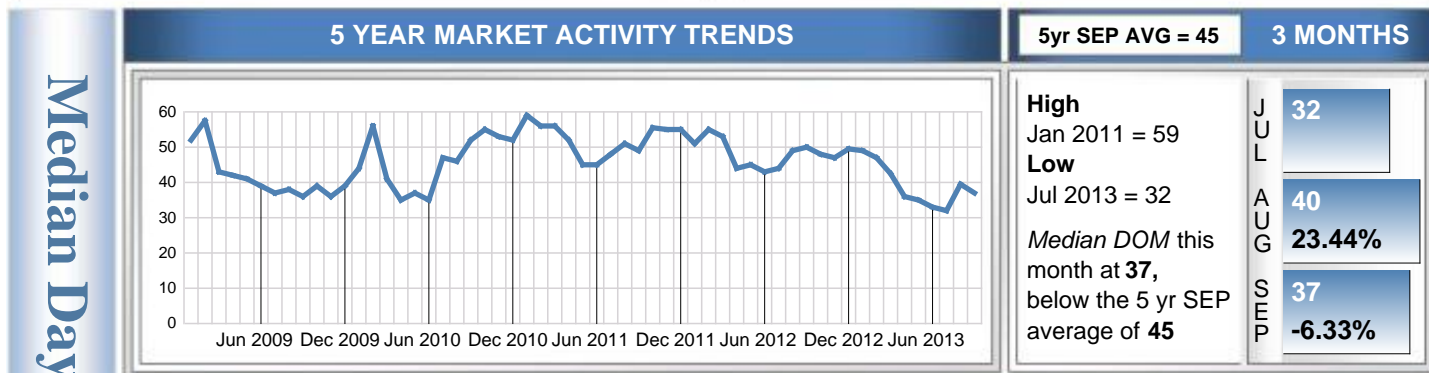
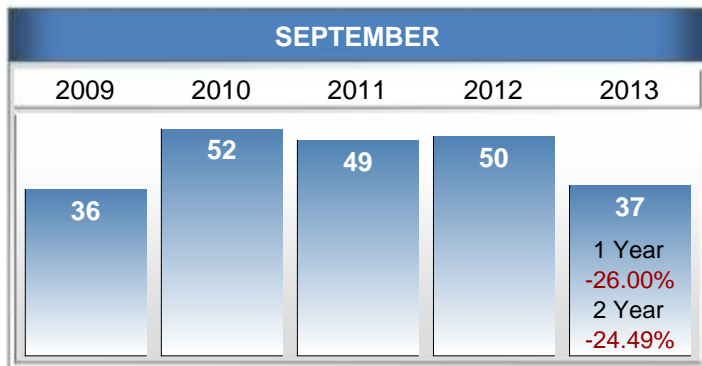
Closed Sales as of Oct 23, 2013



### Median Days on Market to Sale

Report Produced on: Oct 23, 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+
\$30,000 and less	87			7.84%	37.0	69.0	25.0	39.5	69.0
\$30,001 - \$70,000	147			13.24%	27.0	33.5	27.0	34.0	14.0
\$70,001 - \$110,000	169			15.23%	39.0	28.0	44.5	29.5	42.5
\$110,001 - \$160,000	273			24.59%	40.0	29.0	41.0	31.0	81.0
\$160,001 - \$210,000	176			15.86%	41.0	66.0	34.0	45.5	43.0
\$210,001 - \$290,000	141			12.70%	35.0	28.0	21.0	44.5	63.5
\$290,001 and up	117			10.54%	42.0	55.0	35.0	32.5	61.0
Median Closed DOM:		37.0				43.0	35.0	41.0	49.0
Total Closed Units:		1,110				169	629	268	44
Total Closed Volume:		179,517,910				14.29M	83.70M	66.26M	15.27M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

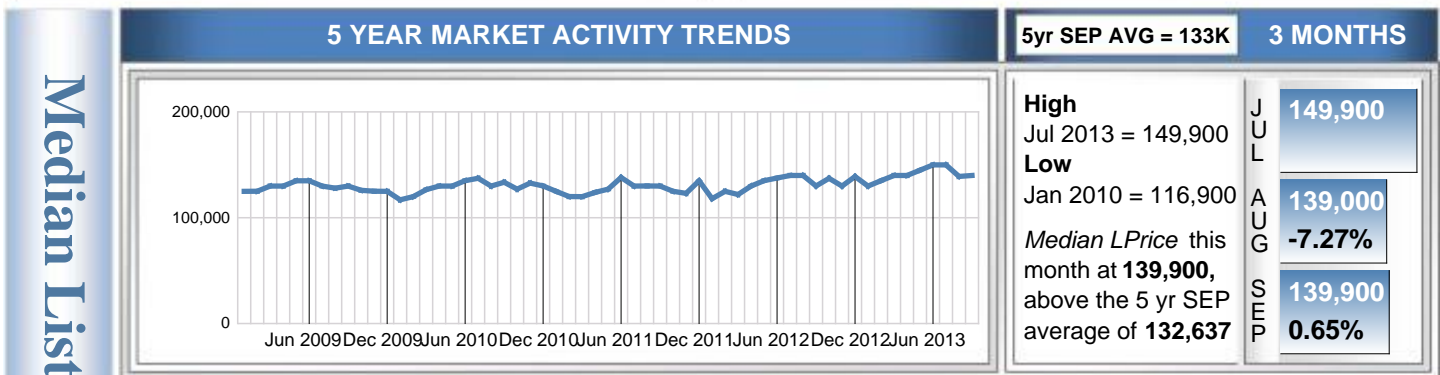
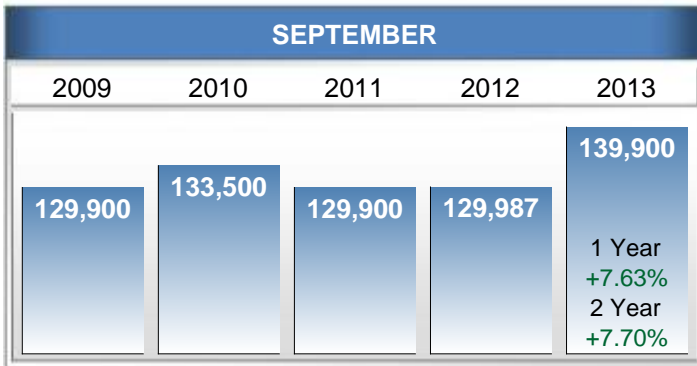
Closed Sales as of Oct 23, 2013



### Median List Price at Closing

Report Produced on: Oct 23, 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+
\$30,000 and less	76		6.85%	19,625	20,700	19,000	10,000	22,900
\$30,001 - \$70,000	144		12.97%	51,250	46,750	55,000	59,900	45,750
\$70,001 - \$110,000	167		15.05%	89,900	82,500	89,900	105,000	88,500
\$110,001 - \$160,000	281		25.32%	134,900	135,000	131,000	148,450	142,500
\$160,001 - \$210,000	177		15.95%	182,900	175,000	179,000	189,989	191,500
\$210,001 - \$290,000	138		12.43%	245,000	225,000	248,950	244,900	244,900
\$290,001 and up	127		11.44%	359,900	566,940	335,000	374,900	349,500
Median List Price:		\$139,900			\$62,590	\$125,000	\$229,900	\$287,450
Total Closed Units:		1,110			169	629	268	44
Total List Volume:		185,294,835			15.15M	85.94M	68.26M	15.95M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

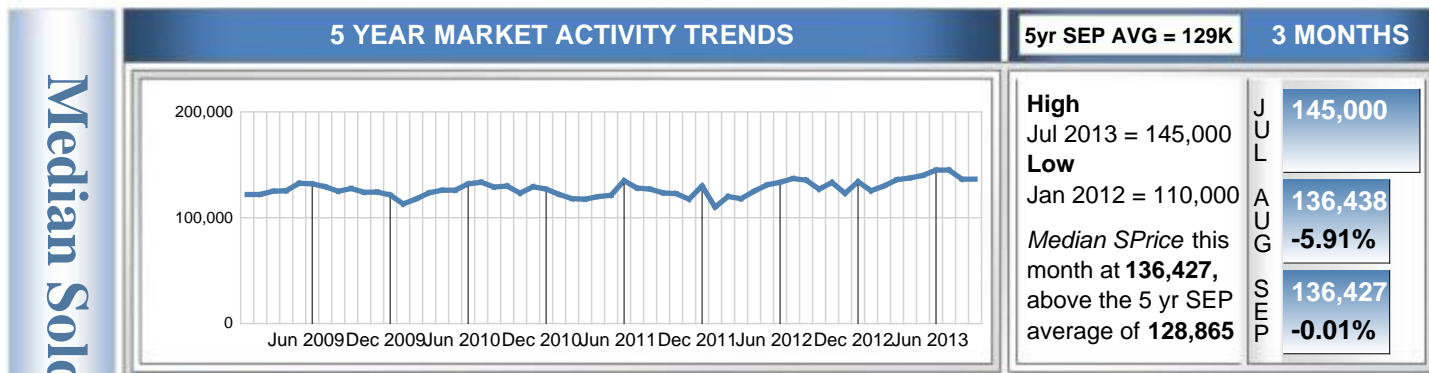
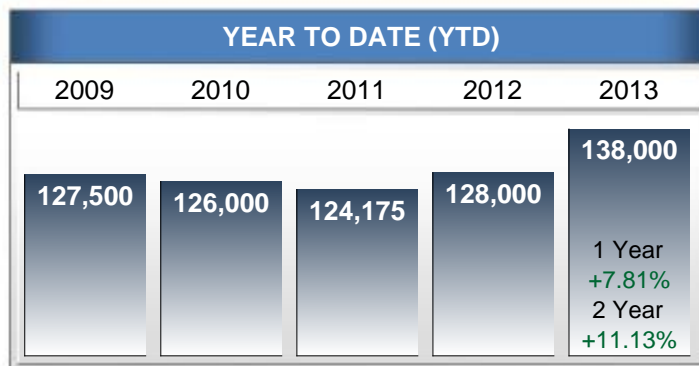
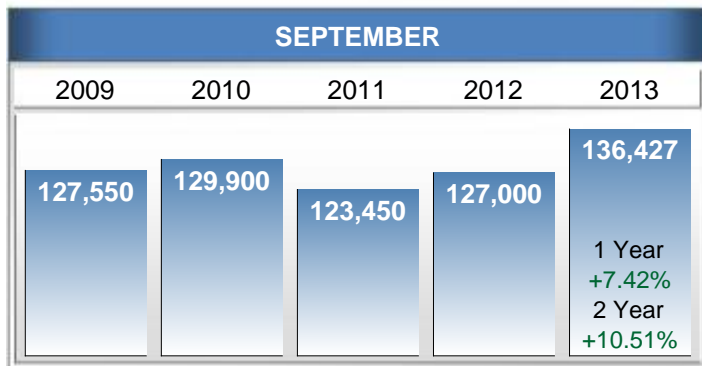
Closed Sales as of Oct 23, 2013



### Median Sold Price at Closing

Report Produced on: Oct 23, 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+
\$30,000 and less	87		7.84%	19,100	20,000	16,065	10,000	29,000
\$30,001 - \$70,000	147		13.24%	50,028	47,000	58,000	55,500	41,500
\$70,001 - \$110,000	169		15.23%	90,000	83,500	90,000	94,930	80,000
\$110,001 - \$160,000	273		24.59%	134,900	129,500	132,000	147,000	147,650
\$160,001 - \$210,000	176		15.86%	180,000	177,800	175,000	185,000	191,200
\$210,001 - \$290,000	141		12.70%	245,400	262,500	246,500	243,500	237,000
\$290,001 and up	117		10.54%	358,000	566,940	329,000	370,000	341,750
Median Closed Price:	\$136,427				\$57,500	\$124,000	\$221,450	\$285,500
Total Closed Units:	1,110				169	629	268	44
Total Closed Volume:	179,517,910				14.29M	83.70M	66.26M	15.27M



# Monthly Inventory Analysis

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## September 2013

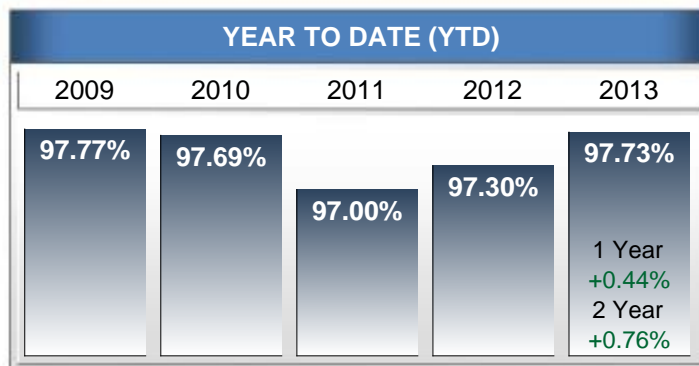
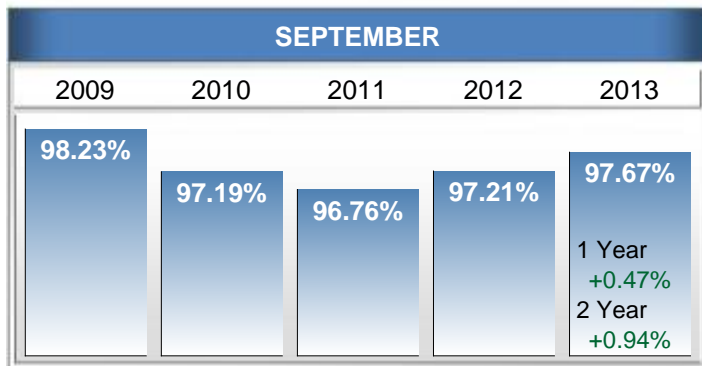
Closed Sales as of Oct 23, 2013



### Median Percent of List Price to Selling Price

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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+
\$30,000 and less	87	7.84%	92.00%	87.50%	94.28%	100.00%	126.64%
\$30,001 - \$70,000	147	13.24%	93.46%	91.01%	95.15%	100.00%	92.43%
\$70,001 - \$110,000	169	15.23%	97.24%	94.23%	97.71%	95.44%	115.34%
\$110,001 - \$160,000	273	24.59%	98.73%	96.75%	98.73%	98.93%	103.96%
\$160,001 - \$210,000	176	15.86%	98.19%	97.42%	98.44%	97.87%	96.51%
\$210,001 - \$290,000	141	12.70%	97.84%	98.22%	97.75%	97.73%	98.80%
\$290,001 and up	117	10.54%	97.36%	100.00%	96.97%	97.59%	97.27%
Median List/Sell Ratio:	97.67%			93.75%	98.00%	97.94%	97.47%
Total Closed Units:	1,110			169	629	268	44
Total Closed Volume:	179,517,910			14.29M	83.70M	66.26M	15.27M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2013

Inventory as of Oct 23, 2013



### Market Summary

Report Produced on: Oct 23, 2013

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



**Absorption:** Last 12 months, an Average of 1,075 Sales/Month

**Active Inventory** as of September 30, 2013 = 8,511

	SEPTEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	915	1,110	21.31%	8,921	9,968	11.74%
Pending Sales	930	990	6.45%	9,423	10,538	11.83%
New Listings	1,974	2,065	4.61%	21,893	21,007	-4.05%
Median List Price	129,987	139,900	7.63%	130,000	140,000	7.69%
Median Sale Price	127,000	136,427	7.42%	128,000	138,000	7.81%
Median Percent of List Price to Selling Price	97.21%	97.67%	0.47%	97.30%	97.73%	0.44%
Median Days on Market to Sale	50.00	37.00	-26.00%	48.00	37.00	-22.92%
Monthly Inventory	9,711	8,511	-12.36%	9,711	8,511	-12.36%
Months Supply of Inventory	10.30	7.91	-23.14%	10.30	7.91	-23.14%

