



# May 2013

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

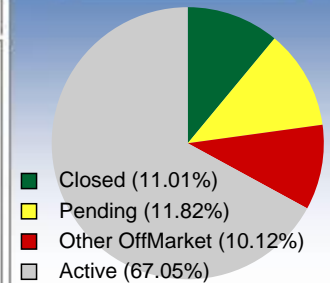


**Absorption:** Last 12 months, an Average of **1,027** Sales/Month

**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%
Average List Price	169,013	178,391	5.55%
Average Sale Price	162,781	172,259	5.82%
Average Percent of List Price to Selling Price	97.19%	97.33%	0.14%
Average Days on Market to Sale	58.04	50.34	-13.27%
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.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **5.82%** in May 2013 to \$172,259 versus the previous year at \$162,781.

### Average Days on Market Shortens

The average number of **50.34** days that homes spent on the market before selling decreased by 7.70 days or **13.27%** in May 2013 compared to last year's same month at **58.04** DOM.

### Sales Success for May 2013 is Positive

Overall, with Average 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>
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<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®

## May 2013

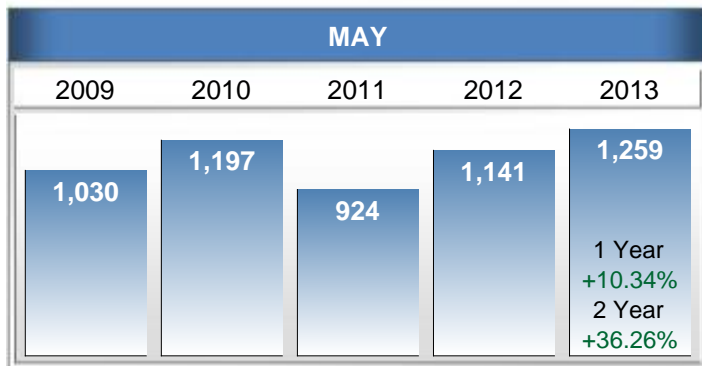
Closed Sales as of Jun 13, 2013



### Closed Listings

Report Produced on: Jun 13, 2013

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



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	61	4.85%	50.1	36	25	0	0	
\$25,001 \$75,000	212	16.84%	56.5	86	116	8	2	
\$75,001 \$100,000	107	8.50%	55.4	27	68	11	1	
\$100,001 \$150,000	309	24.54%	46.7	32	231	45	1	
\$150,001 \$200,000	229	18.19%	45.9	6	142	78	3	
\$200,001 \$300,000	206	16.36%	48.9	9	83	100	14	
\$300,001 and up	135	10.72%	54.8	7	29	74	25	
Total Closed Units: 1,259				50.3	203	694	316	46
Total Closed Volume: 216,873,627					18.47M	99.33M	78.79M	20.29M
Average Closed Price: \$172,259					\$90,968	\$143,131	\$249,327	\$441,022

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

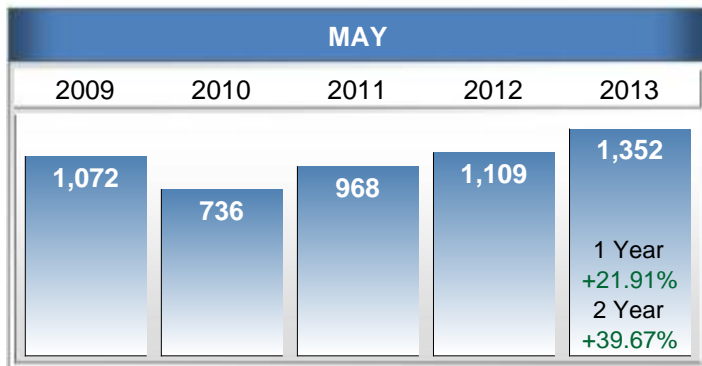
Pending Listings as of Jun 13, 2013



### 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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**5yr MAY AVG = 1,047**    **3 MONTHS**

**High**  
Apr 2010 = 1,449

**Low**  
Dec 2009 = 569

*Pending Listing* this month at **1,352**, above the 5 yr MAY average of **1,047**

M A R	1,269
A P R	1,335
M A Y	1,352
<b>5.20%</b>	
<b>1.27%</b>	

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	61	4.51%	40.1	38	21	1	1
\$25,001 - \$75,000	194	14.35%	47.1	70	116	7	1
\$75,001 - \$100,000	149	11.02%	54.9	33	100	13	3
\$100,001 - \$150,000	317	23.45%	51.3	32	247	34	4
\$150,001 - \$225,000	325	24.04%	47.3	20	188	112	5
\$225,001 - \$325,000	159	11.76%	50.3	9	50	92	8
\$325,001 and up	147	10.87%	59.7	4	24	79	40
Total Pending Units:			49.3	206	746	338	62
Total Pending Volume:		245,038,600		20.29M	105.55M	90.74M	28.45M
Average Listing Price:		\$181,480		\$98,509	\$141,489	\$268,476	\$458,880



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

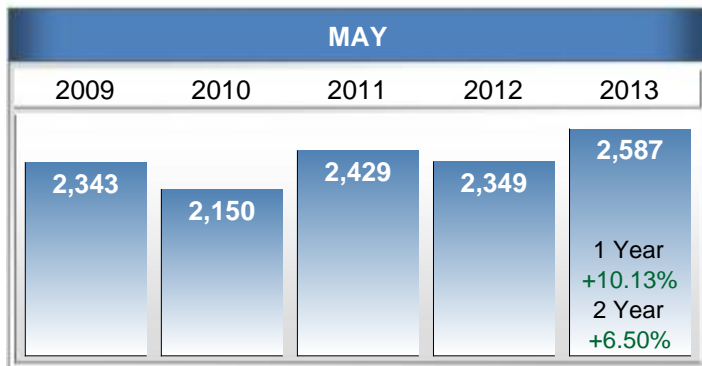
New Listings as of Jun 13, 2013



### New Listings

Report Produced on: Jun 13, 2013

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



#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	234	9.05%	199	31	3	1	
\$25,001 \$50,000	297	11.48%	222	66	9	0	
\$50,001 \$100,000	437	16.89%	147	263	23	4	
\$100,001 \$150,000	531	20.53%	68	401	56	6	
\$150,001 \$225,000	493	19.06%	33	281	169	10	
\$225,001 \$375,000	338	13.07%	18	108	180	32	
\$375,001 and up	257	9.93%	32	38	126	61	
Total New Listed Units:			2,587	719	1,188	566	114
Total New Listed Volume:			501,743,665	90.56M	181.15M	167.43M	62.60M
Average New Listed Listing Price:			\$249,688	\$125,958	\$152,481	\$295,819	\$549,115

New Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

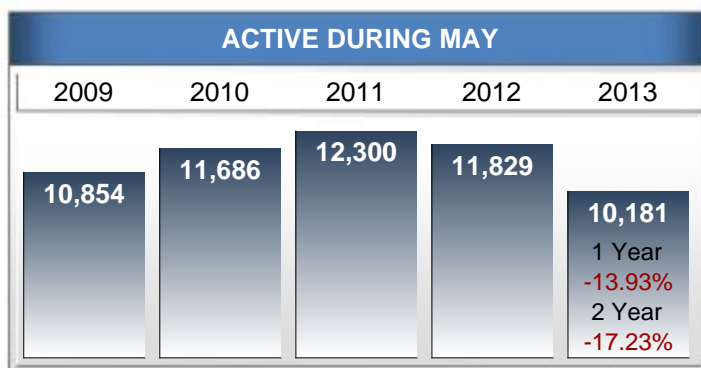
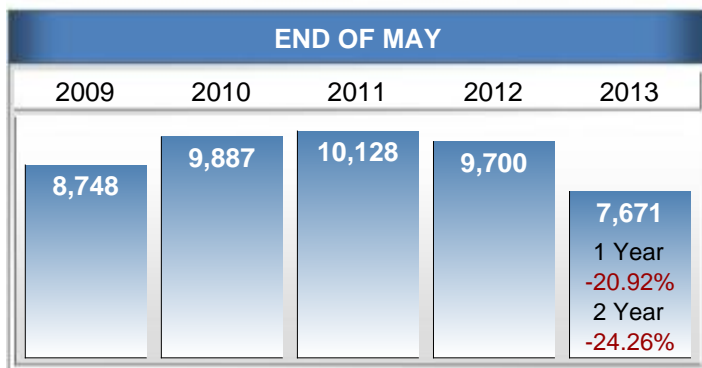
Active Inventory as of Jun 13, 2013



### 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	562	7.33%	65.6	507	46	9	0		
\$25,001 - \$50,000	1,001	13.05%	80.2	809	157	32	3		
\$50,001 - \$75,000	817	10.65%	81.7	475	301	36	5		
\$75,001 - \$150,000	2,172	28.31%	67.3	545	1,389	221	17		
\$150,001 - \$225,000	1,331	17.35%	68.2	160	674	455	42		
\$225,001 - \$375,000	948	12.36%	66.9	97	266	486	99		
\$375,001 and up	840	10.95%	75.3	155	112	356	217		
Total Active Inventory by Units:				7,671	71.4	2,748	2,945	1,595	383
Total Active Inventory by Volume:				1,647,243,688		476.83M	454.26M	477.40M	238.75M
Average Active Inventory Listing Price:				\$214,736		\$173,519	\$154,249	\$299,310	\$623,373



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2013

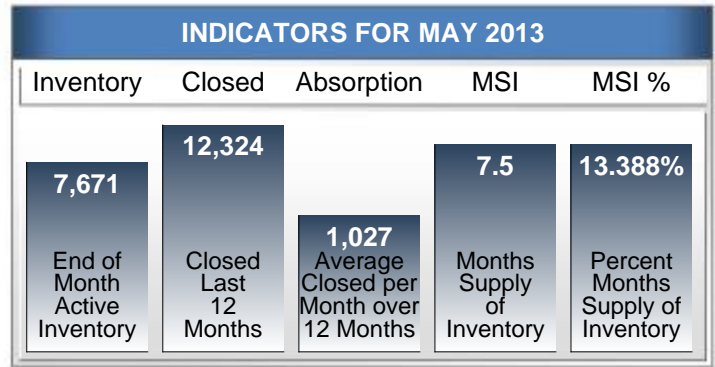
Active Inventory as of Jun 13, 2013



### 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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#### 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

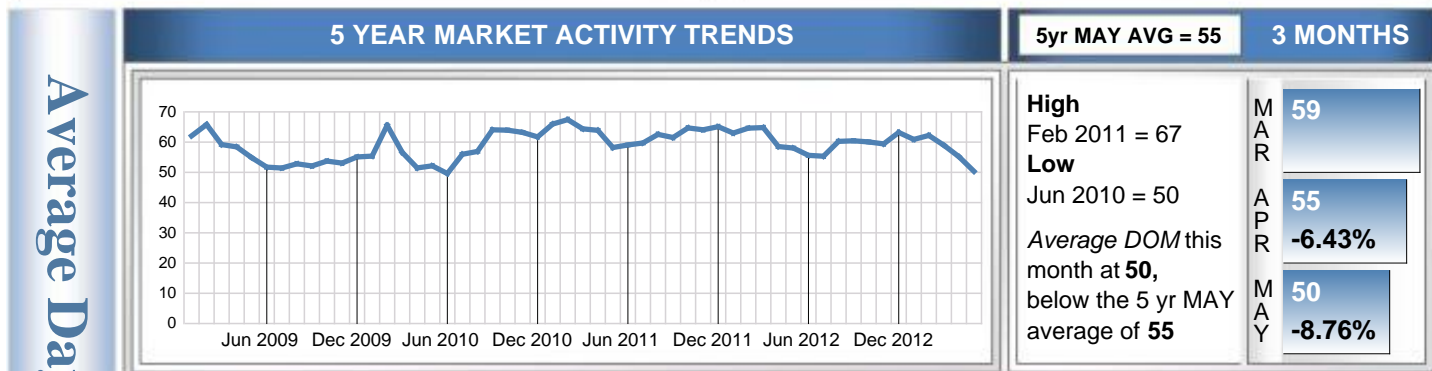
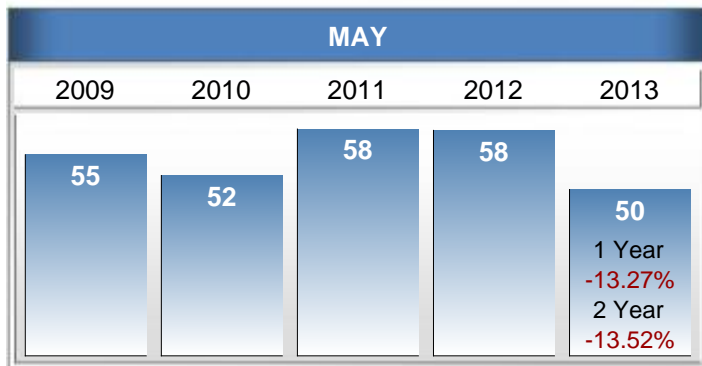
Closed Sales as of Jun 13, 2013



### Average Days on Market to Sale

Report Produced on: Jun 13, 2013

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



Average Days on Market

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#### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	61	4.85%	50.1	54.6	43.6	0.0	0.0
\$25,001 - \$75,000	212	16.84%	56.5	57.3	55.3	71.0	32.5
\$75,001 - \$100,000	107	8.50%	55.4	59.3	55.0	53.5	3.0
\$100,001 - \$150,000	309	24.54%	46.7	65.6	42.0	56.1	116.0
\$150,001 - \$200,000	229	18.19%	45.9	38.5	49.5	40.9	17.0
\$200,001 - \$300,000	206	16.36%	48.9	23.6	51.0	48.6	55.1
\$300,001 and up	135	10.72%	54.8	30.9	41.6	56.1	73.0
Average Closed DOM: 50.3				55.4	48.1	50.2	61.6
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

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## May 2013

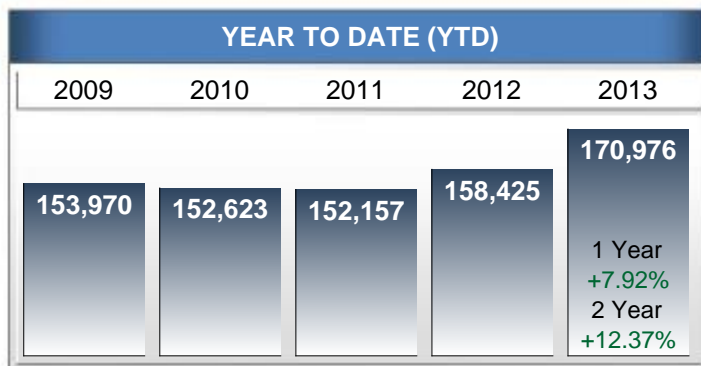
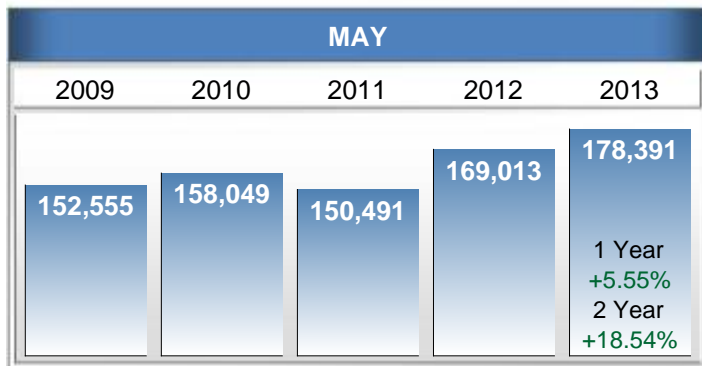
Closed Sales as of Jun 13, 2013



### Average List Price at Closing

Report Produced on: Jun 13, 2013

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



Average List Price

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<b>5yr MAY AVG = 162K</b>	<b>3 MONTHS</b>										
<b>High</b> May 2013 = 178,391 <b>Low</b> Jan 2012 = 143,567 <i>Average LPrice</i> this month at <b>178,391</b> , above the 5 yr MAY average of <b>161,700</b>	<table border="1"> <tr> <td>M A R</td> <td>174,712</td> </tr> <tr> <td>A P R</td> <td>170,403</td> </tr> <tr> <td>M A Y</td> <td>178,391</td> </tr> <tr> <td colspan="2">-2.47%</td> </tr> <tr> <td colspan="2">4.69%</td> </tr> </table>	M A R	174,712	A P R	170,403	M A Y	178,391	-2.47%		4.69%	
M A R	174,712										
A P R	170,403										
M A Y	178,391										
-2.47%											
4.69%											

#### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	51	4.05%	16,185	18,796	20,255	0	0
\$25,001 - \$75,000	204	16.20%	54,203	54,369	59,054	66,713	57,450
\$75,001 - \$100,000	114	9.05%	87,745	89,716	91,595	93,827	80,000
\$100,001 - \$150,000	299	23.75%	127,331	132,670	129,098	136,293	139,000
\$150,001 - \$200,000	239	18.98%	174,066	176,655	175,747	180,368	161,300
\$200,001 - \$300,000	210	16.68%	246,910	264,067	245,621	256,437	230,971
\$300,001 and up	142	11.28%	501,290	601,414	467,606	458,488	689,056
Average List Price:	\$178,391			\$96,880	\$147,421	\$257,404	\$462,561
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

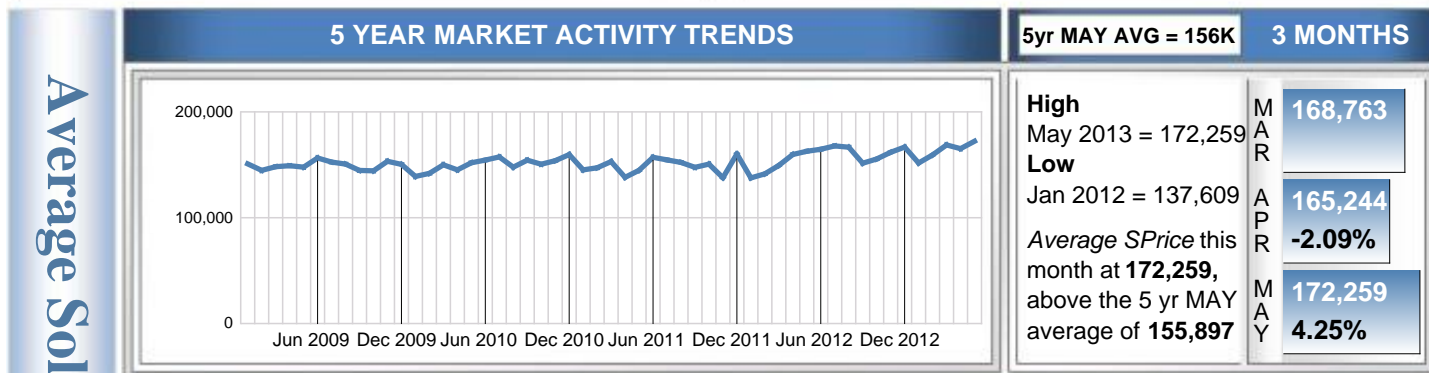
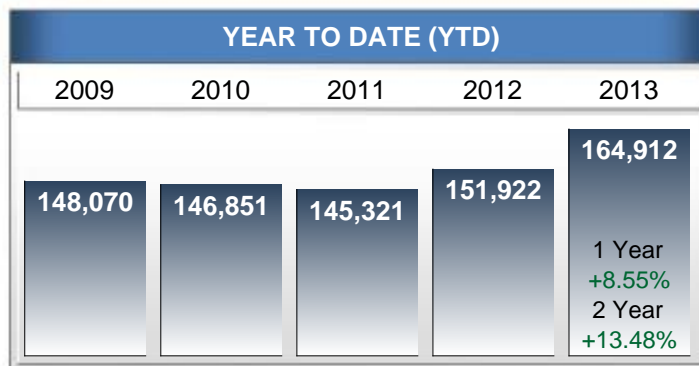
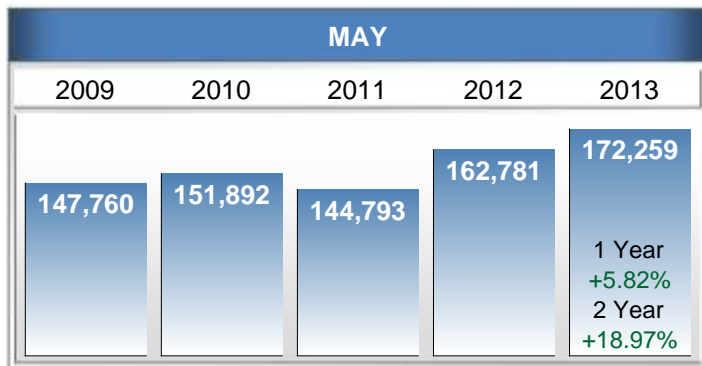
Closed Sales as of Jun 13, 2013



### Average Sold Price at Closing

Report Produced on: Jun 13, 2013

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



Average Sold Price

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### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	61		4.85%	17,271	17,147	17,450	0	0
\$25,001 \$75,000	212		16.84%	54,057	50,071	56,370	63,513	53,500
\$75,001 \$100,000	107		8.50%	87,497	85,483	88,475	87,078	80,000
\$100,001 \$150,000	309		24.54%	126,376	122,464	125,905	131,297	139,000
\$150,001 \$200,000	229		18.19%	173,469	169,913	172,364	176,329	158,500
\$200,001 \$300,000	206		16.36%	244,650	242,653	238,441	251,169	236,179
\$300,001 and up	135		10.72%	487,594	587,554	447,962	439,762	647,160
Average Closed Price:	\$172,259				\$90,968	\$143,131	\$249,327	\$441,022
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

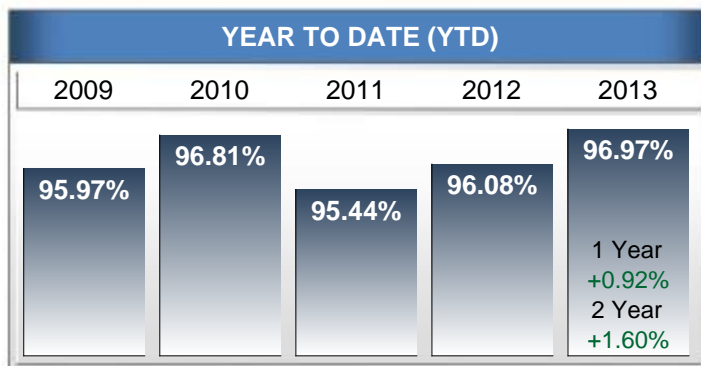
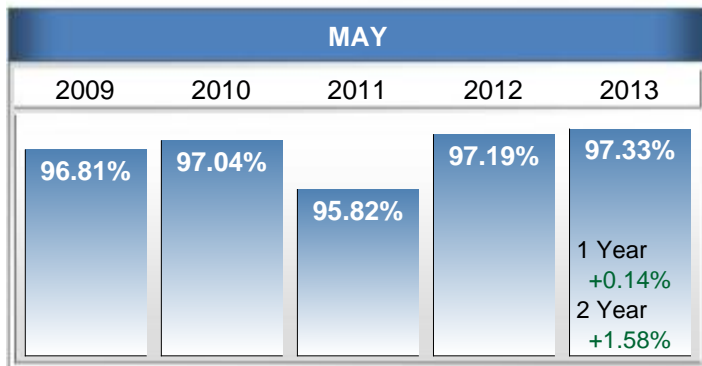
Closed Sales as of Jun 13, 2013



### Average Percent of List Price to Selling Price

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



Average List/Sell Price

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**5yr MAY AVG=96.84%**    **3 MONTHS**

**High**  
Jul 2010 = 98.73%

**Low**  
Jan 2012 = 94.69%

Average List/Sell this month at **97.33%**, above the 5 yr MAY average of **96.84%**

MAY	97.75%
APR	96.77%
MAY	97.33%
APR	-1.00%
MAY	0.58%

#### AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	61	4.85%	104.02%	111.48%	93.28%	0.00%	0.00%
\$25,001 \$75,000	212	16.84%	95.20%	92.11%	97.39%	95.55%	99.36%
\$75,001 \$100,000	107	8.50%	96.32%	95.78%	96.86%	93.99%	100.00%
\$100,001 \$150,000	309	24.54%	97.06%	93.66%	97.62%	96.53%	100.00%
\$150,001 \$200,000	229	18.19%	98.07%	96.25%	98.25%	97.87%	98.27%
\$200,001 \$300,000	206	16.36%	98.16%	94.20%	97.20%	98.02%	107.39%
\$300,001 and up	135	10.72%	96.59%	96.31%	96.40%	96.88%	96.01%
Average List/Sell Ratio: 97.30%				96.64%	97.38%	97.30%	99.94%
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

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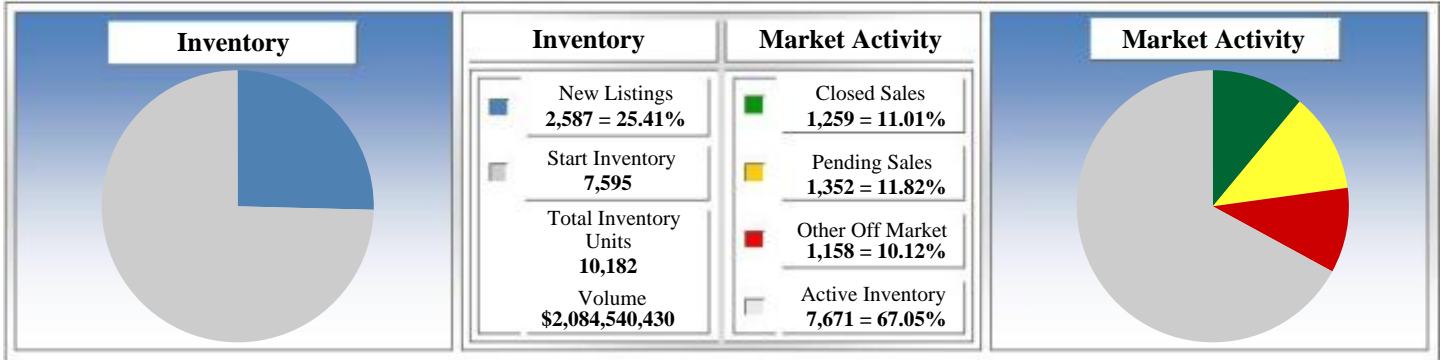
Inventory as of Jun 13, 2013



### 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%
Average List Price	169,013	178,391	5.55%	158,425	170,976	7.92%
Average Sale Price	162,781	172,259	5.82%	151,922	164,912	8.55%
Average Percent of List Price to Selling Price	97.19%	97.33%	0.14%	96.08%	96.97%	0.92%
Average Days on Market to Sale	58.04	50.34	-13.27%	61.44	56.74	-7.66%
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%

