



# June 2013

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

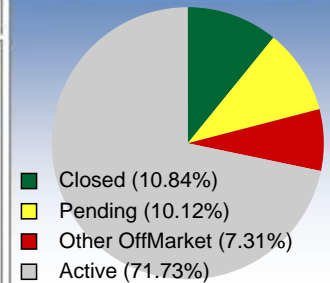


**Absorption:** Last 12 months, an Average of **1,042** Sales/Month

**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%  |
| Average List Price                             | 171,529 | 188,700 | 10.01%  |
| Average Sale Price                             | 164,673 | 182,353 | 10.74%  |
| Average Percent of List Price to Selling Price | 97.06%  | 97.05%  | -0.01%  |
| Average Days on Market to Sale                 | 55.63   | 49.05   | -11.82% |
| 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.

### 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 **10.74%** in June 2013 to \$182,353 versus the previous year at \$164,673.

### Average Days on Market Shortens

The average number of **49.05** days that homes spent on the market before selling decreased by 6.58 days or **11.82%** in June 2013 compared to last year's same month at **55.63** DOM.

### Sales Success for June 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 2,336 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.

## 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>Average Days on Market to Sale</b>                 | <b>6</b>  |
| <b>Average List Price at Closing</b>                  | <b>7</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>8</b>  |
| <b>Average 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?

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

Closed Sales as of Jul 29, 2013



Report Produced on: Jul 29, 2013

### Closed Listings

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+   |           |
| \$50,000 and less                                | 123 |  | 9.90%  | 48.2  | 53      | 62       | 7         | 1         |           |
| \$50,001 \$75,000                                | 97  |  | 7.80%  | 58.9  | 35      | 58       | 3         | 1         |           |
| \$75,001 \$100,000                               | 127 |  | 10.22% | 51.1  | 25      | 86       | 16        | 0         |           |
| \$100,001 \$150,000                              | 312 |  | 25.10% | 44.2  | 24      | 249      | 36        | 3         |           |
| \$150,001 \$225,000                              | 297 |  | 23.89% | 47.8  | 13      | 167      | 109       | 8         |           |
| \$225,001 \$325,000                              | 145 |  | 11.67% | 48.4  | 0       | 47       | 88        | 10        |           |
| \$325,001 and up                                 | 142 |  | 11.42% | 55.2  | 4       | 23       | 80        | 35        |           |
| Total Closed Units: 1,243                        |     |  |        |       | 49.0    | 154      | 692       | 339       | 58        |
| Total Closed Volume: 226,664,968                 |     |  |        |       |         | 14.51M   | 98.53M    | 89.52M    | 24.11M    |
| Average Closed Price: \$182,353                  |     |  |        |       |         | \$94,211 | \$142,384 | \$264,076 | \$415,608 |

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

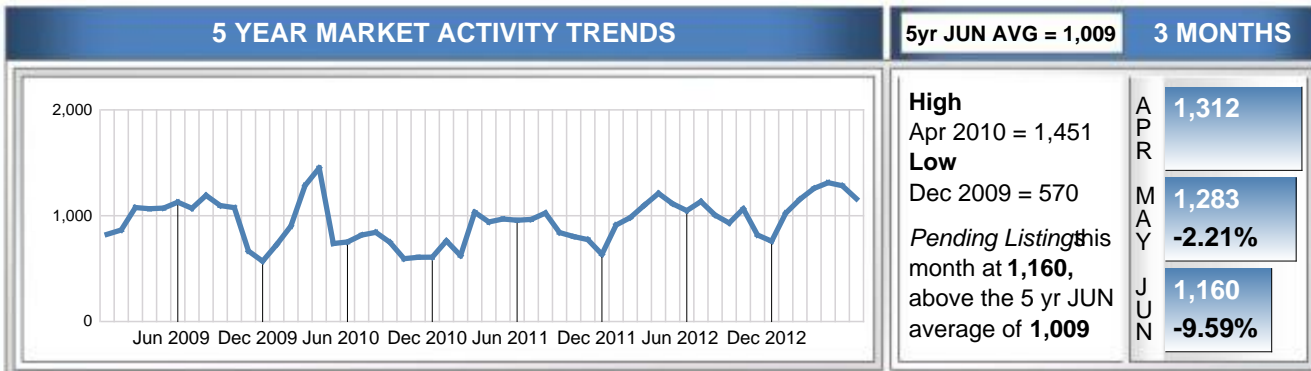
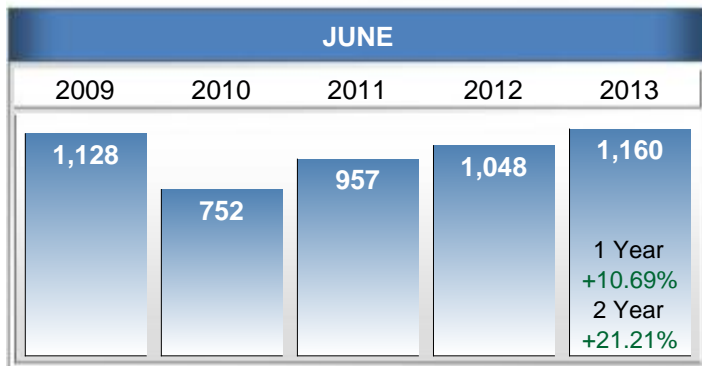
Pending Listings as of Jul 29, 2013



### Pending Listings

Report Produced on: Jul 29, 2013

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



Pending Listings

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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |     | %      | AVDOM | ≤2 Beds     | 3 Beds | 4 Beds    | 5 Beds+   |           |           |
|---|-----|--------|-------|-------------|--------|-----------|-----------|-----------|-----------|
| \$50,000 and less                               | 119 | 10.26% | 45.8  | 66          | 45     | 7         | 1         |           |           |
| \$50,001 - \$75,000                             | 107 | 9.22%  | 46.3  | 42          | 57     | 8         | 0         |           |           |
| \$75,001 - \$100,000                            | 119 | 10.26% | 54.1  | 28          | 79     | 12        | 0         |           |           |
| \$100,001 - \$150,000                           | 270 | 23.28% | 48.3  | 23          | 211    | 34        | 2         |           |           |
| \$150,001 - \$225,000                           | 285 | 24.57% | 45.8  | 28          | 157    | 94        | 6         |           |           |
| \$225,001 - \$300,000                           | 137 | 11.81% | 50.7  | 3           | 44     | 81        | 9         |           |           |
| \$300,001 and up                                | 123 | 10.60% | 55.9  | 4           | 25     | 68        | 26        |           |           |
| Total Pending Units:                            |     |        |       | 1,160       | 53.7   | 194       | 618       | 304       | 44        |
| Total Pending Volume:                           |     |        |       | 204,912,558 |        | 20.81M    | 90.56M    | 75.73M    | 17.82M    |
| Average Listing Price:                          |     |        |       | \$168,241   |        | \$107,264 | \$146,540 | \$249,097 | \$404,911 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

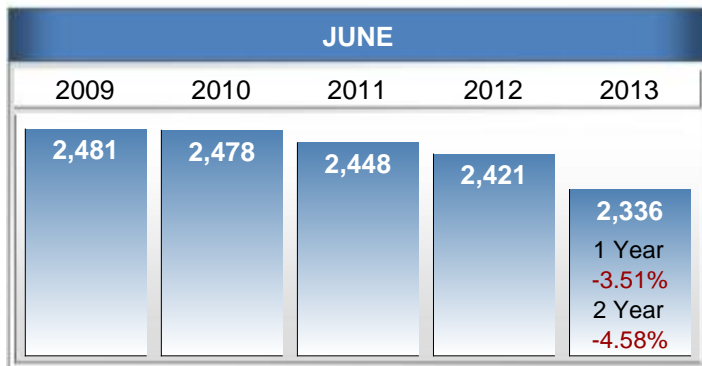
New Listings as of Jul 29, 2013



### 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+   |
|---|------------|--------|----------|-----------|-----------|-----------|
| \$25,000 and less                           | <b>223</b> | 9.55%  | 198      | 22        | 3         | 0         |
| \$25,001 - \$50,000                         | <b>215</b> | 9.20%  | 149      | 59        | 6         | 1         |
| \$50,001 - \$100,000                        | <b>429</b> | 18.36% | 139      | 246       | 39        | 5         |
| \$100,001 - \$150,000                       | <b>488</b> | 20.89% | 56       | 363       | 63        | 6         |
| \$150,001 - \$225,000                       | <b>461</b> | 19.73% | 46       | 247       | 156       | 12        |
| \$225,001 - \$325,000                       | <b>267</b> | 11.43% | 13       | 74        | 156       | 24        |
| \$325,001 and up                            | <b>253</b> | 10.83% | 21       | 40        | 128       | 64        |
| Total New Listed Units:                     |            |        | 622      | 1051      | 551       | 112       |
| Total New Listed Volume:                    |            |        | 56.97M   | 155.07M   | 145.33M   | 55.28M    |
| Average New Listed Listing Price:           |            |        | \$91,599 | \$147,550 | \$263,755 | \$493,578 |





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

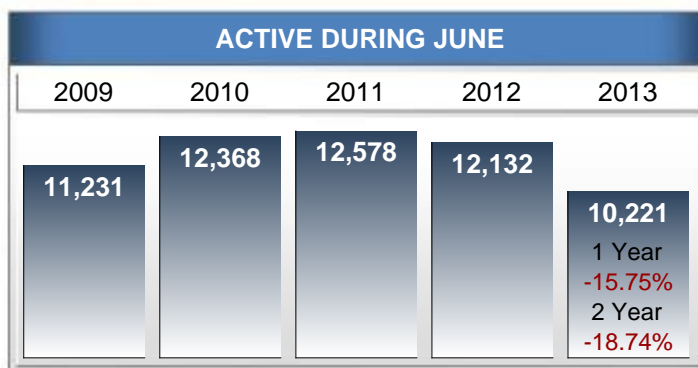
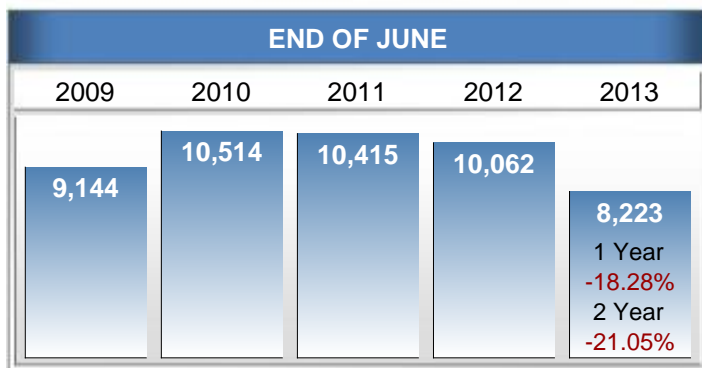
Active Inventory as of Jul 29, 2013



### Active Inventory

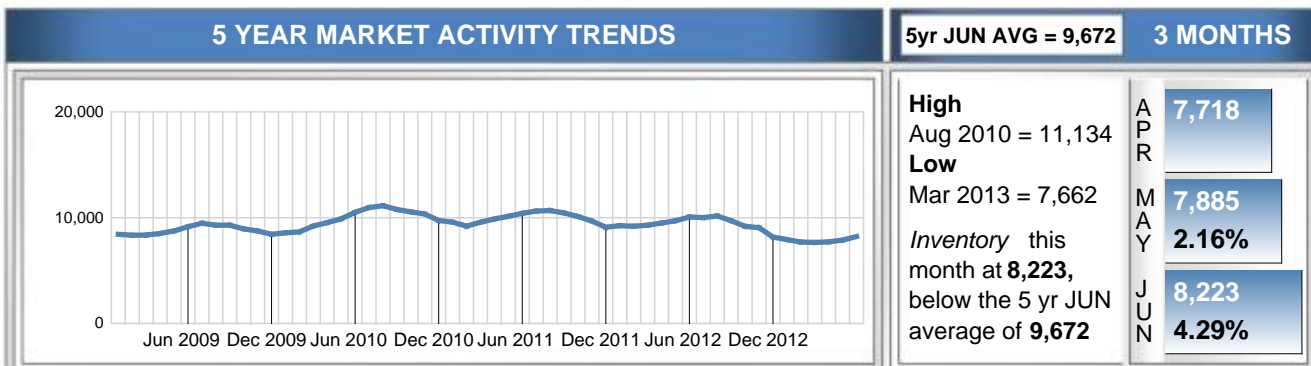
Report Produced on: Jul 29, 2013

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



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |       | %      | AVDOM | ≤2 Beds       | 3 Beds | 4 Beds    | 5 Beds+   |           |           |
|--|-------|--------|-------|---------------|--------|-----------|-----------|-----------|-----------|
| \$25,000 and less                        | 731   | 8.89%  | 69.4  | 664           | 57     | 10        | 0         |           |           |
| \$25,001 \$50,000                        | 1,079 | 13.12% | 88.2  | 883           | 170    | 24        | 2         |           |           |
| \$50,001 \$75,000                        | 797   | 9.69%  | 83.0  | 426           | 328    | 36        | 7         |           |           |
| \$75,001 \$150,000                       | 2,315 | 28.15% | 71.0  | 531           | 1,507  | 254       | 23        |           |           |
| \$150,001 \$225,000                      | 1,403 | 17.06% | 73.0  | 162           | 720    | 474       | 47        |           |           |
| \$225,001 \$375,000                      | 1,027 | 12.49% | 71.7  | 108           | 272    | 542       | 105       |           |           |
| \$375,001 and up                         | 871   | 10.59% | 82.3  | 148           | 117    | 380       | 226       |           |           |
| Total Active Inventory by Units:         |       |        |       | 8,223         | 75.9   | 2,922     | 3,171     | 1,720     | 410       |
| Total Active Inventory by Volume:        |       |        |       | 1,816,800,098 |        | 577.10M   | 484.37M   | 511.07M   | 244.26M   |
| Average Active Inventory Listing Price:  |       |        |       | \$220,941     |        | \$197,502 | \$152,751 | \$297,131 | \$595,750 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

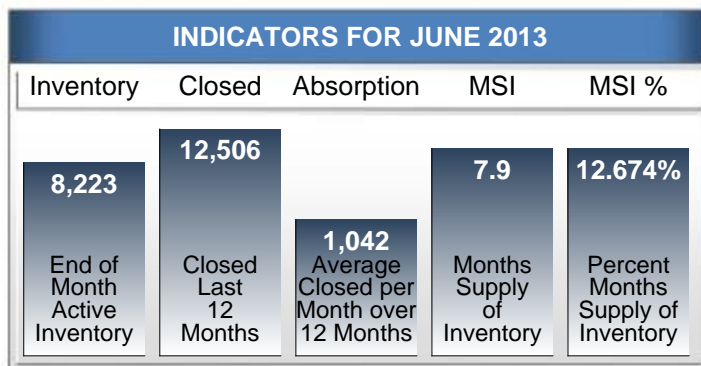
Active Inventory as of Jul 29, 2013



### 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   |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
|---|--|---|-----|---|-----|---|-------|---|-----|---|-------|---|--|---|--|---|--|---|--|
| <b>High</b><br>Jun 2011 = 13.6<br><b>Low</b><br>Apr 2013 = 7.6<br><i>Months Supply</i> this month at <b>7.9</b> , below the 5 yr JUN average of <b>10.5</b> | <table border="1"> <tr> <td>A</td> <td>7.6</td> </tr> <tr> <td>P</td> <td>7.6</td> </tr> <tr> <td>R</td> <td>1.15%</td> </tr> <tr> <td>M</td> <td>7.9</td> </tr> <tr> <td>A</td> <td>3.19%</td> </tr> <tr> <td>Y</td> <td></td> </tr> <tr> <td>J</td> <td></td> </tr> <tr> <td>U</td> <td></td> </tr> <tr> <td>N</td> <td></td> </tr> </table> | A | 7.6 | P | 7.6 | R | 1.15% | M | 7.9 | A | 3.19% | Y |  | J |  | U |  | N |  |
| A   | 7.6  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| P   | 7.6  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| R   | 1.15%  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| M   | 7.9  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| A   | 3.19%  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| Y   |  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| J   |  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| U   |  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |
| N   |  |   |     |   |     |   |       |   |     |   |       |   |  |   |  |   |  |   |  |

#### 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

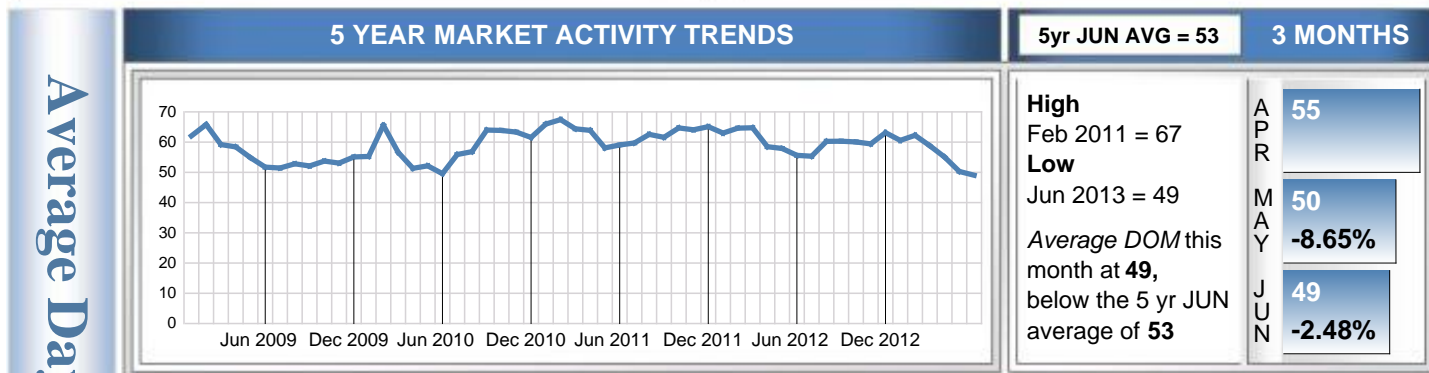
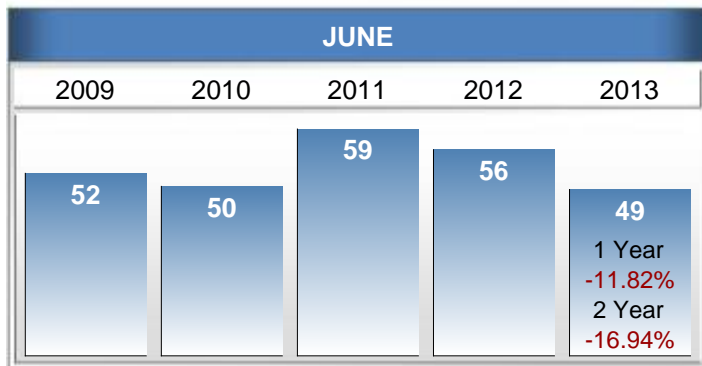
Closed Sales as of Jul 29, 2013



### Average Days on Market to Sale

Report Produced on: Jul 29, 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+ |
|---|-----|--------|-------|---------|--------|--------|---------|
| \$50,000 and less   | 123 | 9.90%  | 48.2  | 54.0    | 41.9   | 59.4   | 52.0    |
| \$50,001 - \$75,000   | 97  | 7.80%  | 58.9  | 80.6    | 48.2   | 31.3   | 7.0     |
| \$75,001 - \$100,000  | 127 | 10.22% | 51.1  | 50.4    | 53.3   | 40.7   | 0.0     |
| \$100,001 - \$150,000   | 312 | 25.10% | 44.2  | 43.3    | 44.5   | 40.5   | 65.7    |
| \$150,001 - \$225,000   | 297 | 23.89% | 47.8  | 40.9    | 46.5   | 49.4   | 64.4    |
| \$225,001 - \$325,000   | 145 | 11.67% | 48.4  | 0.0     | 50.6   | 47.5   | 45.6    |
| \$325,001 and up  | 142 | 11.42% | 55.2  | 25.8    | 51.4   | 51.9   | 68.7    |
| Average Closed DOM: 49.0                                      |     |        |       | 55.9    | 46.8   | 48.2   | 62.6    |
| 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

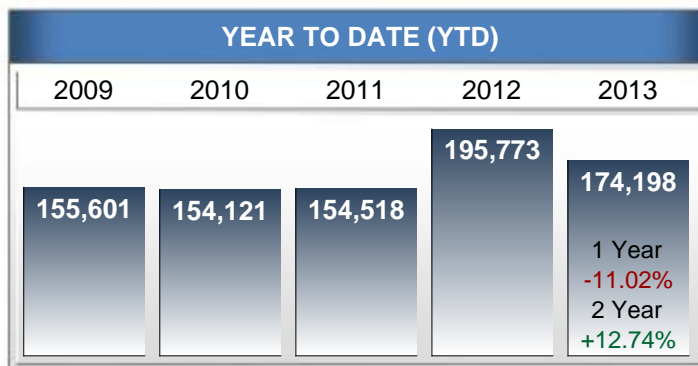
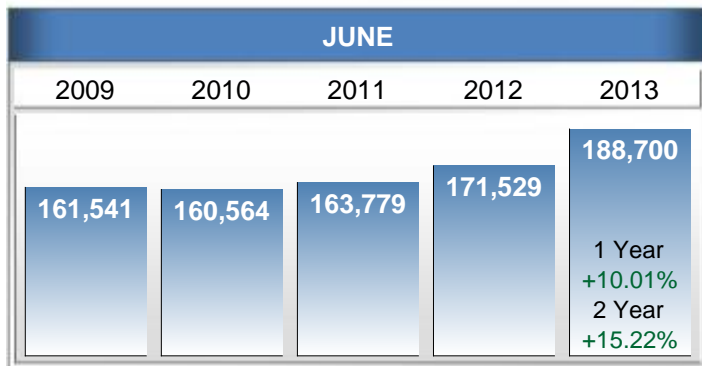
Closed Sales as of Jul 29, 2013



### Average List Price at Closing

Report Produced on: Jul 29, 2013

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



Average List Price

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#### 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+   |
|--|-------------|--------|---------|-----------|-----------|-----------|-----------|
| \$50,000 and less  | 118         | 9.49%  | 32,097  | 31,389    | 35,126    | 41,129    | 34,900    |
| \$50,001 \$75,000  | 92          | 7.40%  | 64,720  | 66,166    | 66,748    | 71,100    | 68,000    |
| \$75,001 \$100,000   | 132         | 10.62% | 89,744  | 91,898    | 90,678    | 92,255    | 0         |
| \$100,001 \$150,000  | 304         | 24.46% | 128,638 | 129,396   | 129,336   | 135,072   | 138,267   |
| \$150,001 \$225,000  | 298         | 23.97% | 181,274 | 186,619   | 179,913   | 190,238   | 193,988   |
| \$225,001 \$325,000  | 147         | 11.83% | 266,773 | 0         | 269,404   | 273,905   | 305,630   |
| \$325,001 and up   | 152         | 12.23% | 530,426 | 1,051,250 | 531,635   | 512,684   | 563,814   |
| Average List Price:  | \$188,700   |        |         | \$103,983 | \$145,935 | \$273,434 | \$428,610 |
| 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

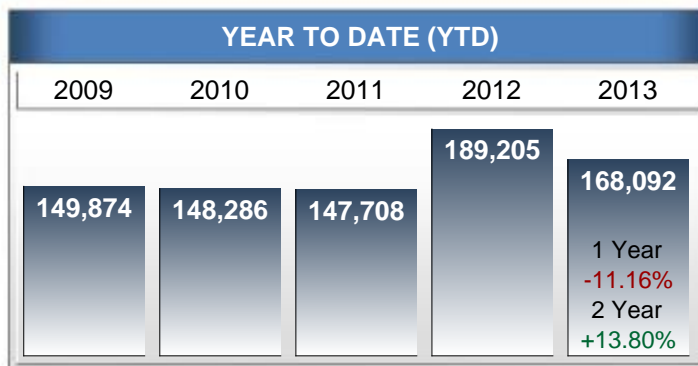
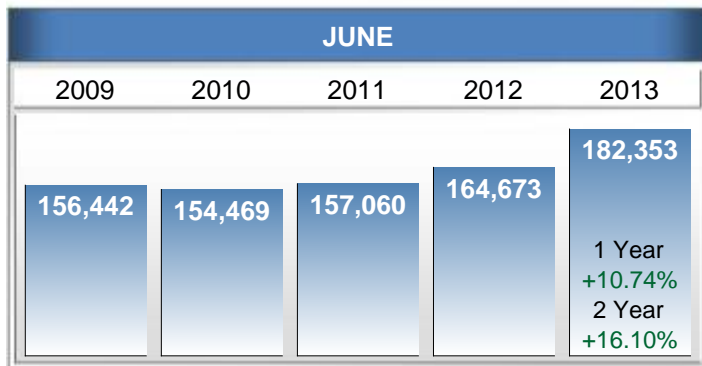
Closed Sales as of Jul 29, 2013



### Average Sold Price at Closing

Report Produced on: Jul 29, 2013

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



Average Sold Price

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| 5yr JUN AVG = 163K   | 3 MONTHS             |
|--|----------------------|
| <b>High</b><br>May 2012 = 338,062  | <b>A P R</b> 165,217 |
| <b>Low</b><br>Jan 2012 = 137,609   | <b>M A Y</b> 171,775 |
| Average SPrice this month at <b>182,353</b> , above the 5 yr JUN average of <b>162,999</b> | <b>J U N</b> 182,353 |
|  | <b>3.97%</b>         |
|  | <b>6.16%</b>         |

### 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+   |
|--|-------------|--------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less  | 123         | 9.90%  | 30,807  | 27,330   | 33,505    | 33,489    | 29,000    |
| \$50,001 \$75,000  | 97          | 7.80%  | 63,239  | 63,339   | 63,065    | 66,500    | 60,075    |
| \$75,001 \$100,000   | 127         | 10.22% | 88,308  | 87,056   | 88,856    | 87,319    | 0         |
| \$100,001 \$150,000  | 312         | 25.10% | 126,378 | 120,721  | 125,938   | 132,503   | 134,667   |
| \$150,001 \$225,000  | 297         | 23.89% | 180,884 | 178,723  | 177,056   | 186,333   | 190,063   |
| \$225,001 \$325,000  | 145         | 11.67% | 267,852 | 0        | 263,158   | 267,081   | 296,690   |
| \$325,001 and up   | 142         | 11.42% | 517,854 | 861,500  | 515,543   | 488,837   | 546,422   |
| Average Closed Price:  | \$182,353   |        |         | \$94,211 | \$142,384 | \$264,076 | \$415,608 |
| 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

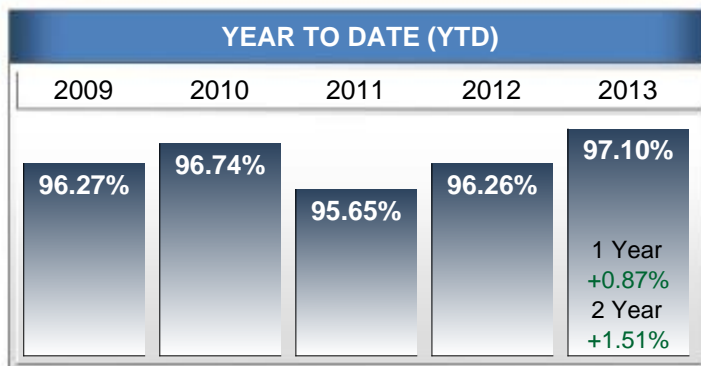
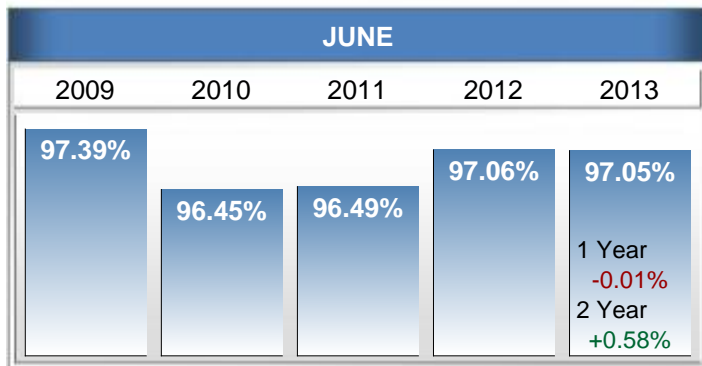
Closed Sales as of Jul 29, 2013



### Average 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



Average List/Sell Price

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#### 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+ |        |
|---|-----|--------|--------|-------------|--------|--------|---------|--------|
| \$50,000 and less                             | 123 | 9.90%  | 94.04% | 93.80%      | 95.59% | 83.57% | 83.09%  |        |
| \$50,001 \$75,000                             | 97  | 7.80%  | 95.79% | 96.33%      | 95.70% | 93.93% | 88.35%  |        |
| \$75,001 \$100,000                            | 127 | 10.22% | 97.28% | 95.65%      | 98.19% | 94.94% | 0.00%   |        |
| \$100,001 \$150,000                           | 312 | 25.10% | 97.38% | 94.03%      | 97.49% | 98.82% | 97.50%  |        |
| \$150,001 \$225,000                           | 297 | 23.89% | 98.23% | 95.98%      | 98.49% | 98.08% | 98.32%  |        |
| \$225,001 \$325,000                           | 145 | 11.67% | 97.72% | 0.00%       | 97.76% | 97.75% | 97.33%  |        |
| \$325,001 and up                              | 142 | 11.42% | 96.44% | 88.95%      | 97.16% | 96.24% | 97.28%  |        |
| Average List/Sell Ratio:                      |     |        |        | 97.10%      | 94.77% | 97.51% | 97.15%  | 97.05% |
| 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

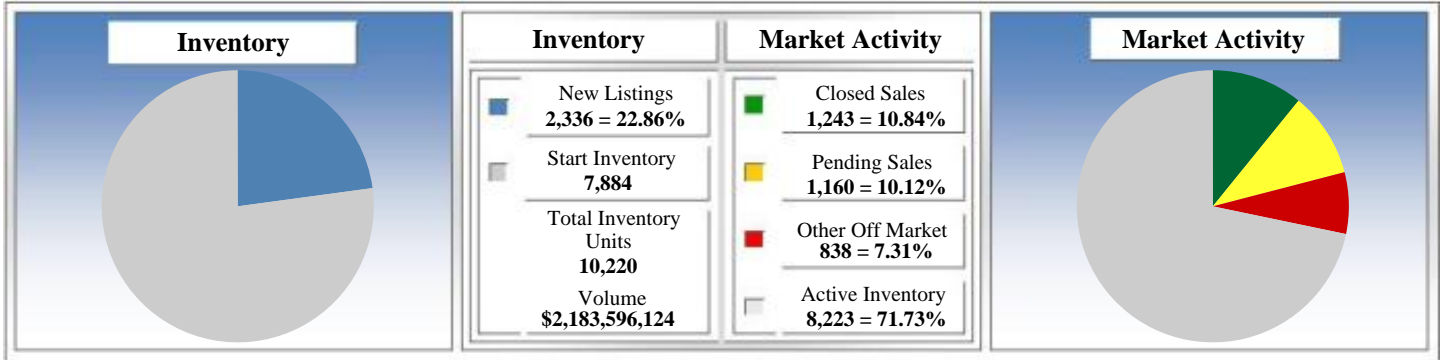
Inventory as of Jul 29, 2013



### 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%  |
| Average List Price                             | 171,529 | 188,700 | 10.01%  | 195,773      | 174,198 | -11.02% |
| Average Sale Price                             | 164,673 | 182,353 | 10.74%  | 189,205      | 168,092 | -11.16% |
| Average Percent of List Price to Selling Price | 97.06%  | 97.05%  | -0.01%  | 96.26%       | 97.10%  | 0.87%   |
| Average Days on Market to Sale                 | 55.63   | 49.05   | -11.82% | 60.27        | 55.16   | -8.47%  |
| 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% |

