



August 2013

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

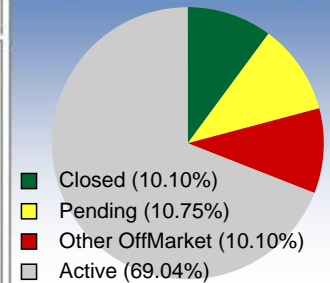


Absorption: Last 12 months, an Average of **1,059** Sales/Month

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%
Average List Price	172,326	176,097	2.19%
Average Sale Price	166,297	167,301	0.60%
Average Percent of List Price to Selling Price	95.91%	97.22%	1.36%
Average Days on Market to Sale	60.25	50.59	-16.03%
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.

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 **0.60%** in August 2013 to \$167,301 versus the previous year at \$166,297.

Average Days on Market Shortens

The average number of **50.59** days that homes spent on the market before selling decreased by 9.66 days or **16.03%** in August 2013 compared to last year's same month at **60.25** DOM.

Sales Success for August 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 2,311 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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 to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

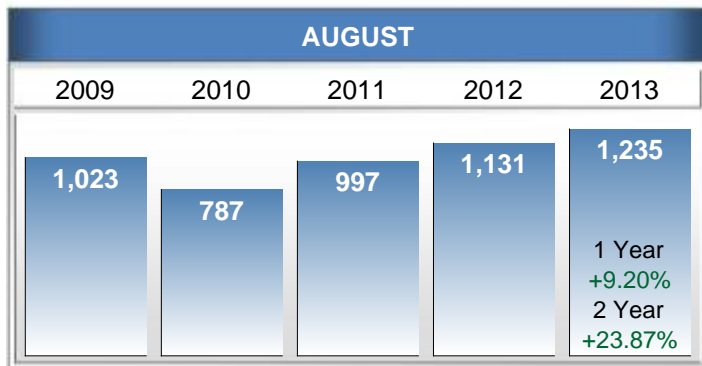
Closed Sales as of Sep 17, 2013



Closed Listings

Report Produced on: Sep 17, 2013

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



Closed Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	62	5.02%	52.1	44	17	1	0	
\$25,001 - \$75,000	215	17.41%	48.4	80	116	17	2	
\$75,001 - \$100,000	125	10.12%	53.0	27	80	17	1	
\$100,001 - \$150,000	313	25.34%	51.9	25	234	52	2	
\$150,001 - \$200,000	227	18.38%	47.4	15	133	75	4	
\$200,001 - \$275,000	150	12.15%	48.1	8	54	81	7	
\$275,001 and up	143	11.58%	56.0	3	31	83	26	
Total Closed Units: 1,235				50.6	202	665	326	42
Total Closed Volume: 206,616,990					15.55M	91.70M	76.48M	22.90M
Average Closed Price: \$167,301					\$76,966	\$137,890	\$234,591	\$545,157



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

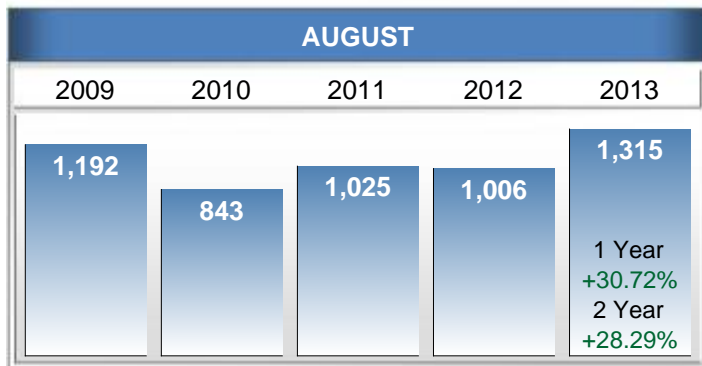
Pending Listings as of Sep 17, 2013



Pending Listings

Report Produced on: Sep 17, 2013

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



Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	62	4.71%	44.1	27	32	2	1	
\$25,001 - \$75,000	237	18.02%	51.4	91	131	11	4	
\$75,001 - \$100,000	140	10.65%	58.4	33	95	11	1	
\$100,001 - \$150,000	303	23.04%	56.6	33	225	42	3	
\$150,001 - \$200,000	245	18.63%	53.5	19	154	66	6	
\$200,001 - \$275,000	163	12.40%	61.8	5	51	94	13	
\$275,001 and up	165	12.55%	56.1	6	45	87	27	
Total Pending Units: 1,315				53.4	214	733	313	55
Total Pending Volume: 221,175,378					19.38M	101.34M	78.88M	21.57M
Average Listing Price: \$170,322					\$90,564	\$138,258	\$252,009	\$392,230



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

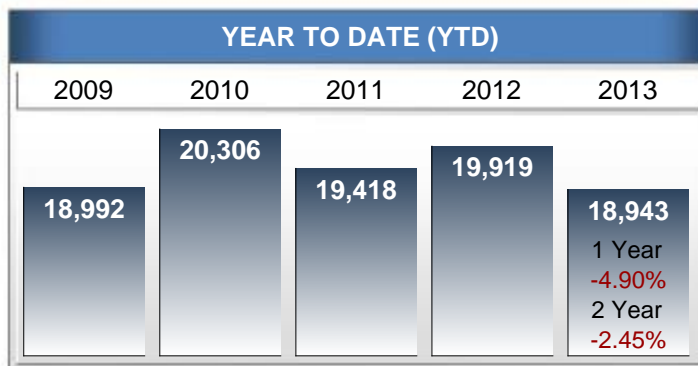
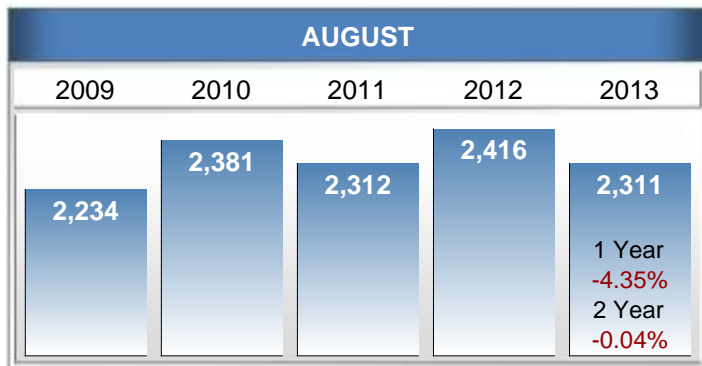
New Listings as of Sep 17, 2013



New Listings

Report Produced on: Sep 17, 2013

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



New Listings
Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



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
	10.15%
	-10.15%

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	157	6.79%	121	32	4	0
\$25,001 \$50,000	239	10.34%	174	46	17	2
\$50,001 \$75,000	204	8.83%	91	101	11	1
\$75,001 \$150,000	742	32.11%	177	475	82	8
\$150,001 \$225,000	444	19.21%	50	226	155	13
\$225,001 \$325,000	284	12.29%	31	86	140	27
\$325,001 and up	241	10.43%	44	38	107	52
Total New Listed Units:			688	1004	516	103
Total New Listed Volume:			92.85M	147.60M	136.56M	54.53M
Average New Listed Listing Price:			\$134,957	\$147,017	\$264,644	\$529,385



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

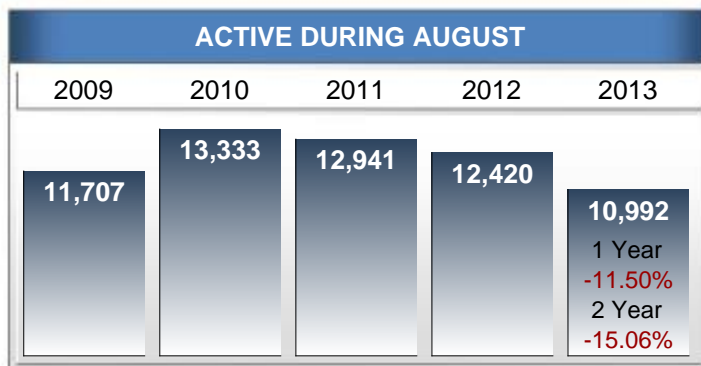
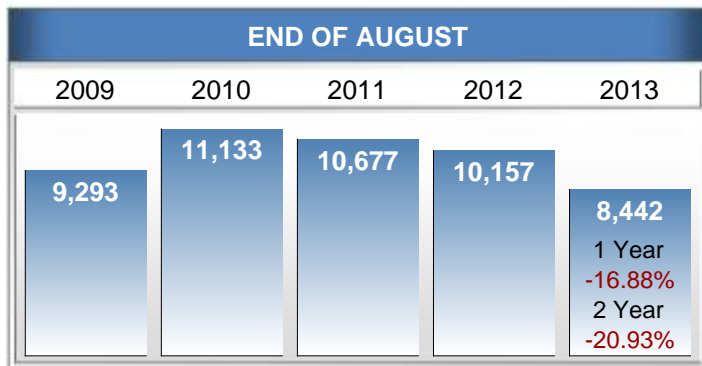
Active Inventory as of Sep 17, 2013



Active Inventory

Report Produced on: Sep 17, 2013

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



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	756	8.96%	82.6	678	64	14	0		
\$25,001 \$50,000	1,012	11.99%	84.0	800	175	33	4		
\$50,001 \$75,000	765	9.06%	82.8	419	314	27	5		
\$75,001 \$150,000	2,434	28.83%	75.0	547	1,598	264	25		
\$150,001 \$225,000	1,490	17.65%	75.8	167	738	528	57		
\$225,001 \$375,000	1,094	12.96%	74.2	122	290	566	116		
\$375,001 and up	891	10.55%	84.2	154	124	373	240		
Total Active Inventory by Units:				8,442	78.5	2,887	3,303	1,805	447
Total Active Inventory by Volume:				1,655,631,308		368.26M	505.47M	530.13M	251.78M
Average Active Inventory Listing Price:				\$196,118		\$127,557	\$153,033	\$293,701	\$563,260



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

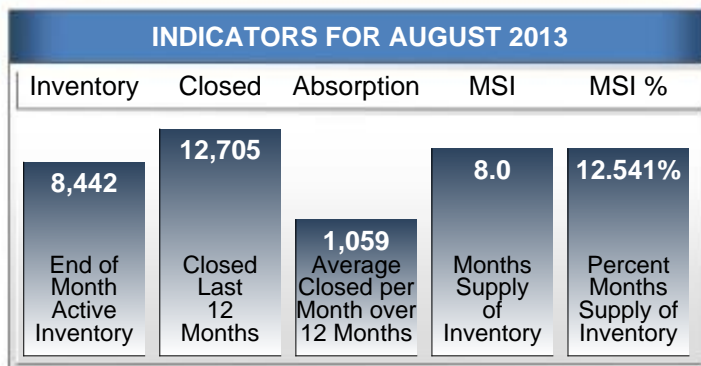
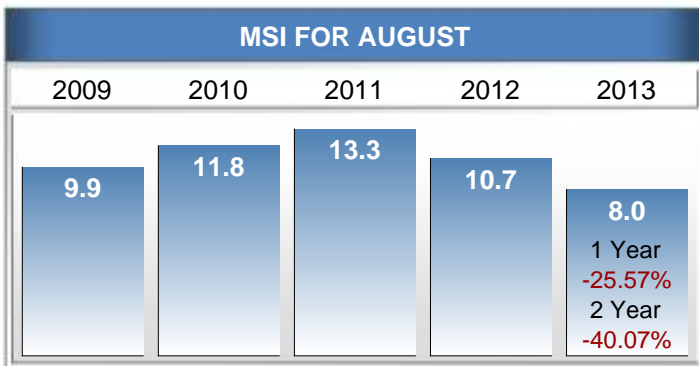
Active Inventory as of Sep 17, 2013



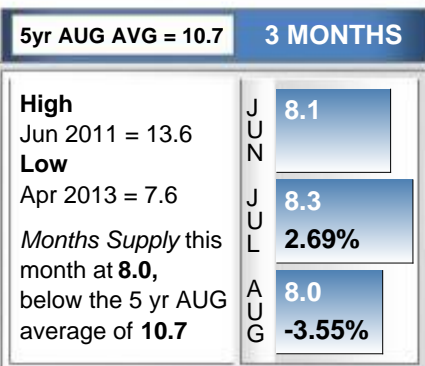
Months Supply of Inventory

Report Produced on: Sep 17, 2013

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



Months Supply
Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



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

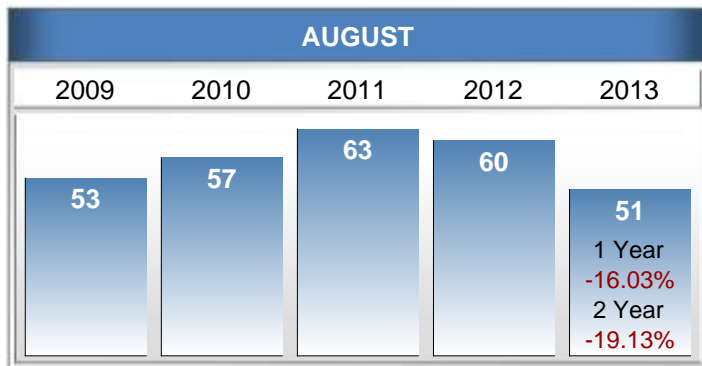
Closed Sales as of Sep 17, 2013



Average Days on Market to Sale

Report Produced on: Sep 17, 2013

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



Average Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	62	5.02%	52.1	58.0	39.4	7.0	0.0
\$25,001 - \$75,000	215	17.41%	48.4	52.1	45.3	53.5	42.5
\$75,001 - \$100,000	125	10.12%	53.0	57.1	54.0	44.6	7.0
\$100,001 - \$150,000	313	25.34%	51.9	61.4	49.2	58.3	80.0
\$150,001 - \$200,000	227	18.38%	47.4	35.8	46.6	51.3	46.3
\$200,001 - \$275,000	150	12.15%	48.1	48.4	50.4	45.8	57.0
\$275,001 and up	143	11.58%	56.0	79.3	49.2	56.5	59.6
Average Closed DOM: 50.6				54.2	48.4	52.0	56.8
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

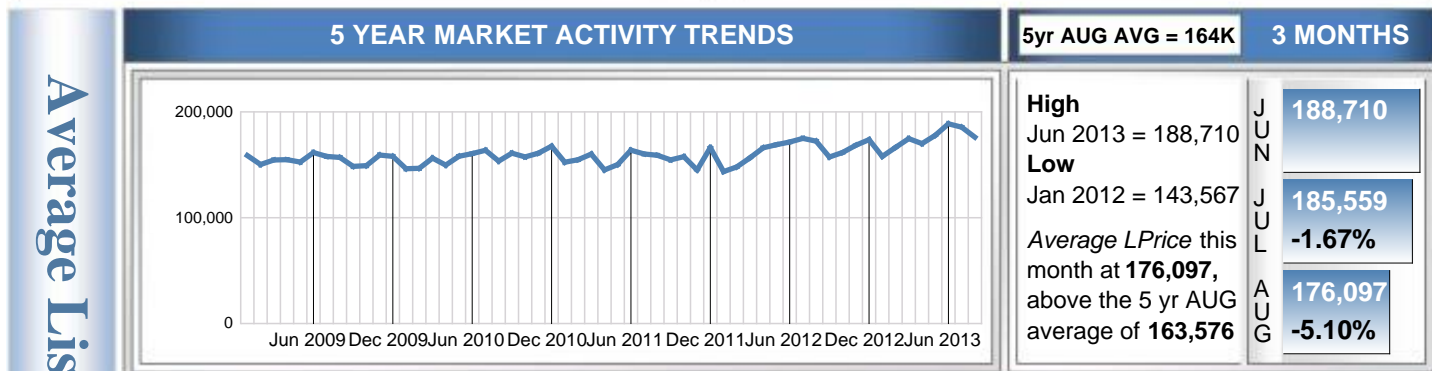
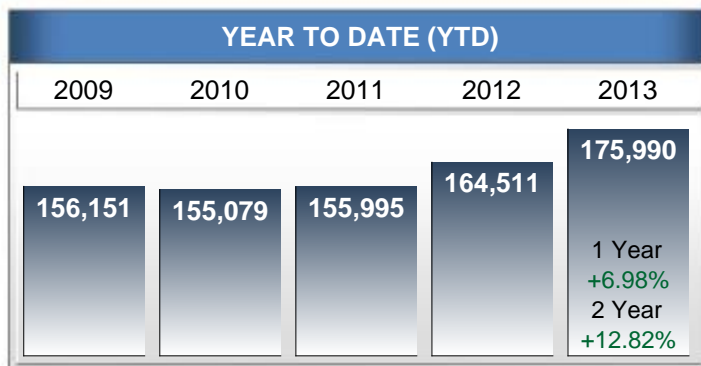
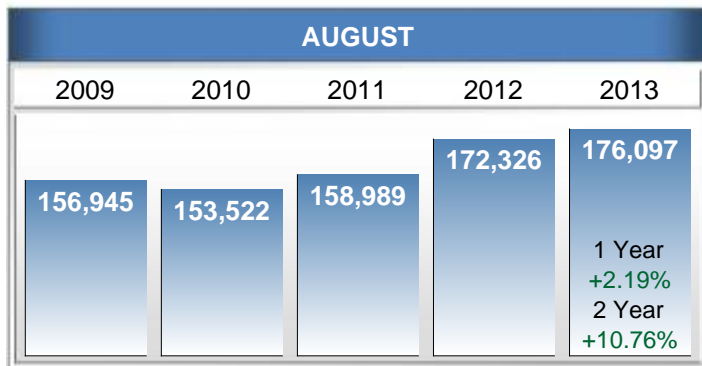
Closed Sales as of Sep 17, 2013



Average List Price at Closing

Report Produced on: Sep 17, 2013

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



Average List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	59	4.78%	15,447	16,507	18,744	18,600	0
\$25,001 - \$75,000	204	16.52%	53,272	52,724	57,303	54,662	51,400
\$75,001 - \$100,000	125	10.12%	89,230	90,293	92,787	93,594	89,100
\$100,001 - \$150,000	315	25.51%	128,418	131,076	128,845	136,681	142,450
\$150,001 - \$200,000	228	18.46%	173,550	178,500	173,626	178,839	182,875
\$200,001 - \$275,000	151	12.23%	234,219	273,475	233,781	242,929	238,600
\$275,001 and up	153	12.39%	517,384	359,667	457,958	432,421	958,438
Average List Price:	\$176,097			\$82,195	\$142,033	\$241,189	\$661,855
Total Closed Units:	1,235			202	665	326	42
Total List Volume:	217,480,407			16.60M	94.45M	78.63M	27.80M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

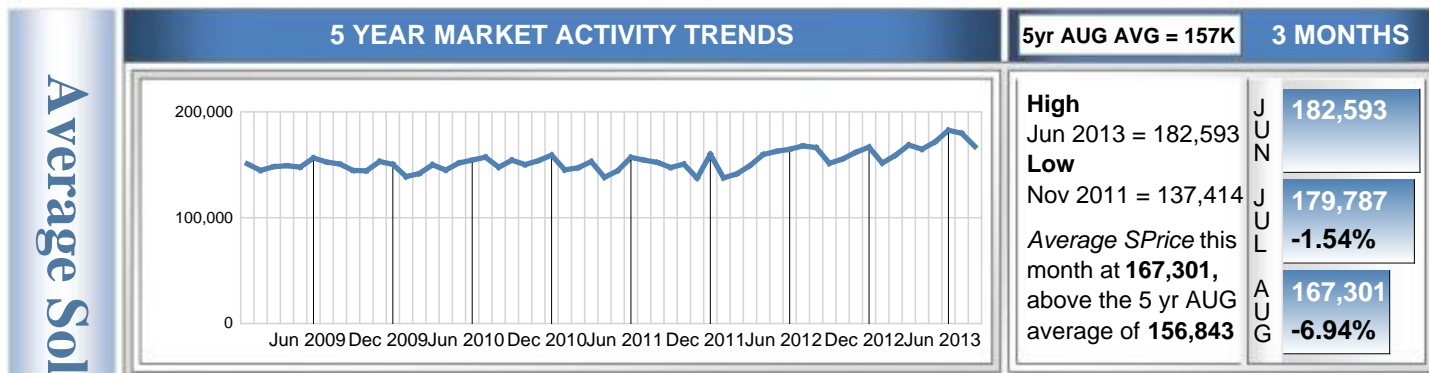
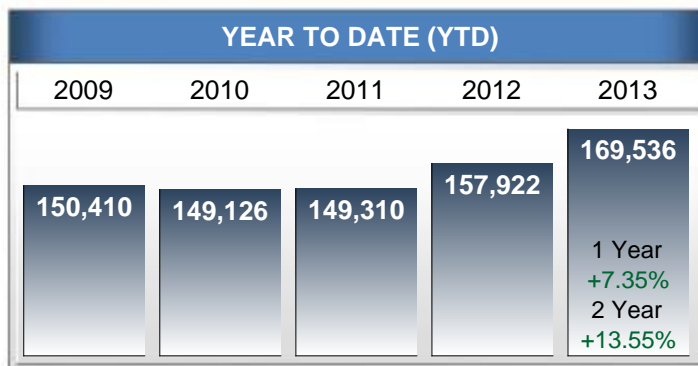
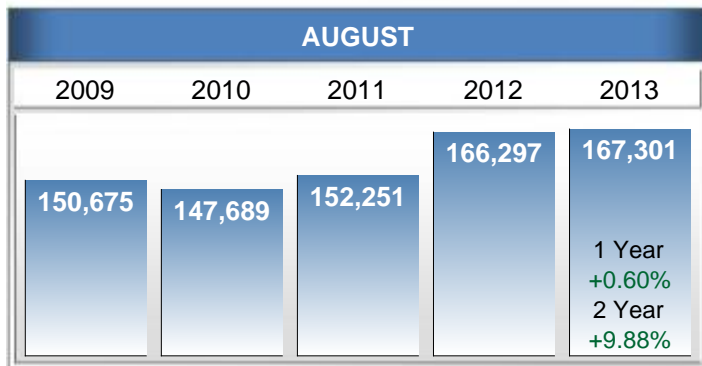
Closed Sales as of Sep 17, 2013



Average Sold Price at Closing

Report Produced on: Sep 17, 2013

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



Average Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	62		5.02%	15,660	14,716	17,909	19,000	0
\$25,001 \$75,000	215		17.41%	52,172	49,577	54,243	51,088	45,000
\$75,001 \$100,000	125		10.12%	88,535	85,991	88,873	90,897	90,000
\$100,001 \$150,000	313		25.34%	127,338	125,582	126,223	132,825	137,000
\$150,001 \$200,000	227		18.38%	172,495	173,967	170,414	175,515	179,563
\$200,001 \$275,000	150		12.15%	233,916	235,644	228,001	237,739	233,329
\$275,001 and up	143		11.58%	484,348	325,833	434,739	418,270	772,732
Average Closed Price: \$167,301					\$76,966	\$137,890	\$234,591	\$545,157
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

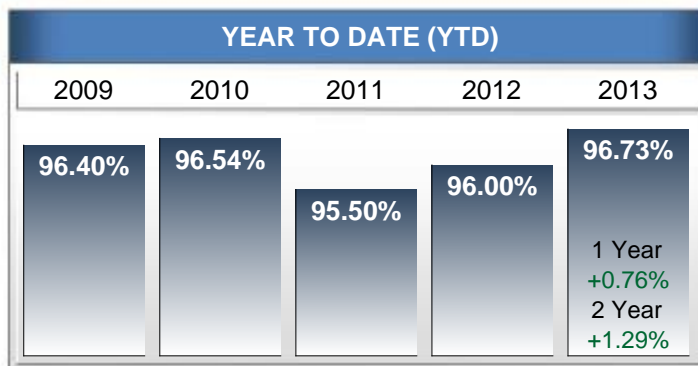
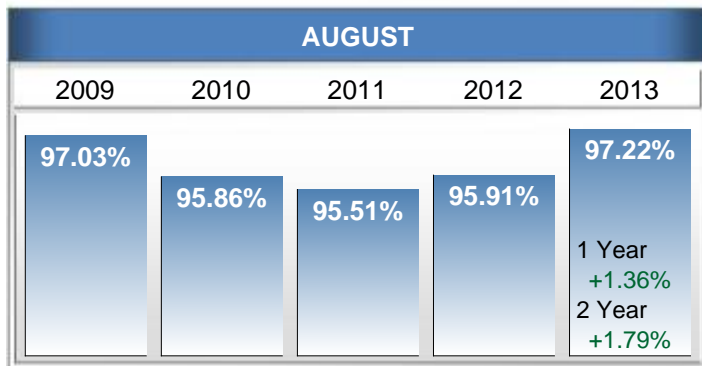
Closed Sales as of Sep 17, 2013



Average Percent of List Price to Selling Price

Report Produced on: Sep 17, 2013

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr AUG AVG=96.31%		3 MONTHS	
High	Jul 2010 = 97.66%	JUN	97.10%
Low	Jan 2012 = 94.69%	JUL	96.65%
Average List/Sell this month at 97.22% , above the 5 yr AUG average of 96.31%		AUG	97.22%
			0.59%

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	62	5.02%	93.95%	92.61%	96.93%	102.15%	0.00%
\$25,001 \$75,000	215	17.41%	97.31%	96.10%	98.39%	96.81%	87.40%
\$75,001 \$100,000	125	10.12%	96.35%	95.41%	96.16%	98.42%	101.01%
\$100,001 \$150,000	313	25.34%	97.79%	96.66%	98.02%	97.36%	96.15%
\$150,001 \$200,000	227	18.38%	98.20%	97.59%	98.24%	98.22%	98.34%
\$200,001 \$275,000	150	12.15%	97.44%	91.14%	97.61%	97.91%	97.91%
\$275,001 and up	143	11.58%	96.19%	90.84%	97.02%	97.05%	93.07%
Average List/Sell Ratio: 97.20%				95.15%	97.80%	97.66%	94.45%
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

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%
Average List Price	172,326	176,097	2.19%	164,511	175,990	6.98%
Average Sale Price	166,297	167,301	0.60%	157,922	169,536	7.35%
Average Percent of List Price to Selling Price	95.91%	97.22%	1.36%	96.00%	96.73%	0.76%
Average Days on Market to Sale	60.25	50.59	-16.03%	59.60	53.46	-10.31%
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%

