



July 2011

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

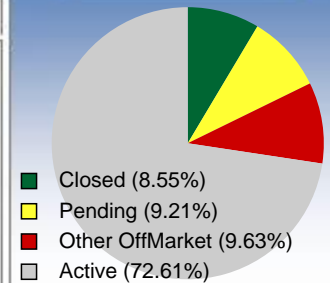


Absorption: Last 12 months, an Average of **743** Sales/Month

Active Inventory as of July 31, 2011 = **7,752**

	JULY		
	2010	2011	+/-%
Closed Listings	702	913	30.06%
Pending Listings	792	983	24.12%
New Listings	2,096	2,041	-2.62%
Average List Price	172,850	166,623	-3.60%
Average Sale Price	166,327	160,958	-3.23%
Average Percent of List Price to Selling Price	97.18%	98.24%	1.09%
Average Days on Market to Sale	55.38	59.56	7.54%
End of Month Inventory	8,444	7,752	-8.20%
Months Supply of Inventory	9.22	10.43	13.17%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 11, 2011

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2011 decreased **8.20%** to 7,752 existing homes available for sale. Over the last 12 months this area has had an average of 743 closed sales per month. This represents an unsold inventory index of **10.43** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.23%** in July 2011 to \$160,958 versus the previous year at \$166,327.

Average Days on Market Lengthens

The average number of **59.56** days that homes spent on the market before selling increased by 4.18 days or **7.54%** in July 2011 compared to last year's same month at **55.38** DOM.

Sales Success for July 2011 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 2,041 New Listings in July 2011, down **2.62%** from last year at 2,096. Furthermore, there were 913 Closed Listings this month versus last year at 702, a **30.06%** increase.

Closed versus Listed trends yielded a **44.7%** ratio, up from last year's July 2011 at **33.5%**, a **33.56%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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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.

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

July 2011

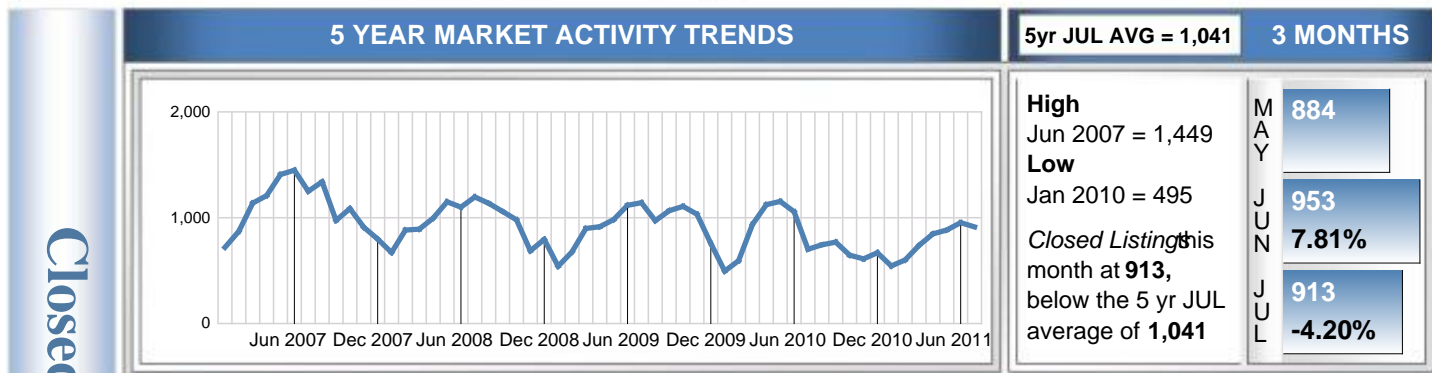
Closed Sales as of Aug 11, 2011



Closed Listings

Report Produced on: Aug 11, 2011

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	31		3.40%	48.0	13	18	0	0	
\$25,001 - \$75,000	153		16.76%	54.0	41	101	11	0	
\$75,001 - \$100,000	98		10.73%	63.4	8	72	17	1	
\$100,001 - \$150,000	262		28.70%	59.9	18	202	37	5	
\$150,001 - \$200,000	165		18.07%	60.4	8	97	53	7	
\$200,001 - \$275,000	112		12.27%	61.5	5	26	67	14	
\$275,001 and up	92		10.08%	63.6	1	15	54	22	
Total Closed Units: 913					59.6	94	531	239	49
Total Closed Volume: 146,954,388						7.83M	66.83M	53.31M	18.98M
Average Closed Price: \$160,958						\$83,282	\$125,856	\$223,070	\$387,403

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

July 2011

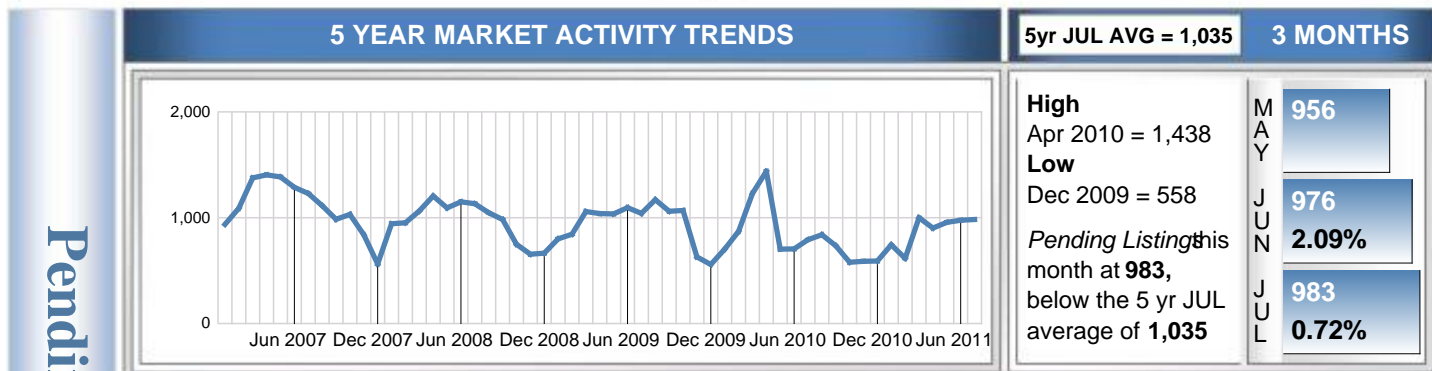
Pending Listings as of Aug 11, 2011



Pending Listings

Report Produced on: Aug 11, 2011

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE									
Distribution of Pending Listings by Price Range			%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	85		8.65%	45.8	21	56	8	0	
\$40,001 \$70,000	103		10.48%	65.1	33	67	2	1	
\$70,001 \$110,000	180		18.31%	63.8	22	140	15	3	
\$110,001 \$150,000	230		23.40%	68.1	21	180	28	1	
\$150,001 \$190,000	144		14.65%	64.4	8	80	51	5	
\$190,001 \$280,000	139		14.14%	69.7	8	53	64	14	
\$280,001 and up	102		10.38%	63.6	3	17	60	22	
Total Pending Units: 983					73.9	116	593	228	46
Total Pending Volume: 154,581,965						11.16M	74.21M	54.10M	15.12M
Average Listing Price: \$143,665						\$96,176	\$125,146	\$237,262	\$328,656

Pending Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

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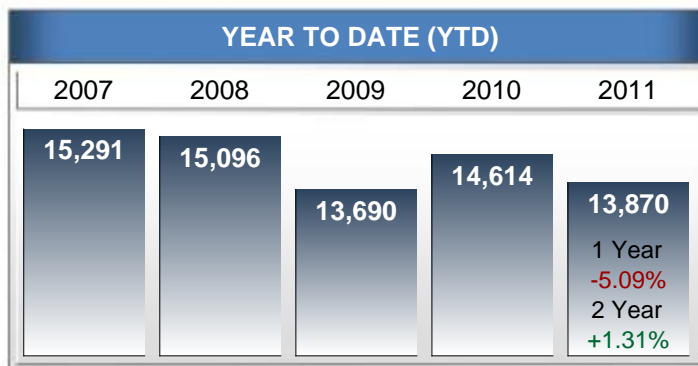
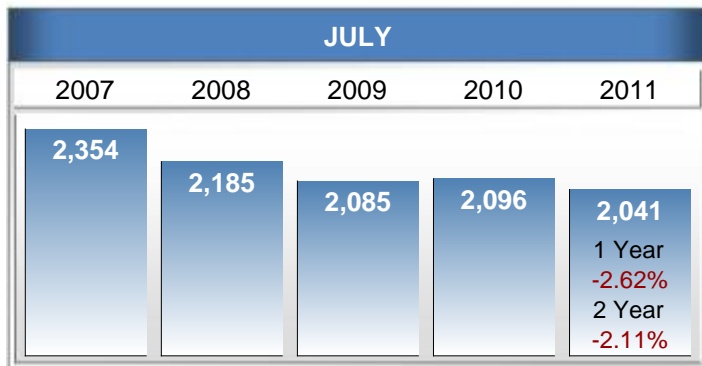
New Listings as of Aug 11, 2011



New Listings

Report Produced on: Aug 11, 2011

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	76	3.72%	30	37	8	1
\$25,001 - \$75,000	306	14.99%	110	167	24	5
\$75,001 - \$100,000	229	11.22%	49	159	20	1
\$100,001 - \$150,000	549	26.90%	54	424	64	7
\$150,001 - \$200,000	351	17.20%	21	204	118	8
\$200,001 - \$325,000	308	15.09%	14	119	155	20
\$325,001 and up	222	10.88%	4	45	118	55
Total New Listed Units:			282	1155	507	97
Total New Listed Volume:			26.62M	170.09M	131.77M	62.50M
Average New Listed Listing Price:			\$94,385	\$147,265	\$259,903	\$644,372



Monthly Inventory Analysis

Data from the **Tulsa MLS**

July 2011

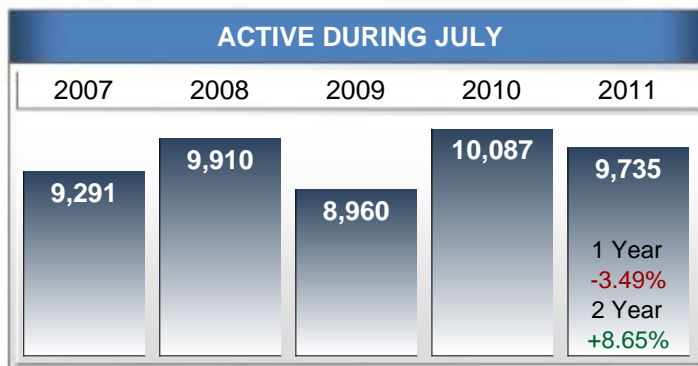
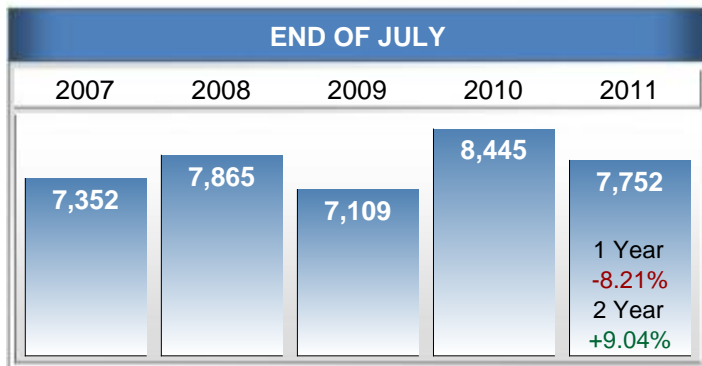
Active Inventory as of Aug 11, 2011



Active Inventory

Report Produced on: Aug 11, 2011

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



Active Inventory

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5yr JUL AVG = 7,705 **3 MONTHS**

High
Aug 2010 = 8,588

Low
Dec 2009 = 6,233

Inventory this month at **7,752**, above the 5 yr JUL average of **7,705**

MAY	7,578
JUN	7,695
JUL	7,752
1.54%	
0.74%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	522	6.73%	64.4	264	223	31	4		
\$50,001 - \$75,000	634	8.18%	78.0	206	386	39	3		
\$75,001 - \$125,000	1,747	22.54%	74.3	272	1,278	183	14		
\$125,001 - \$175,000	1,776	22.91%	76.0	110	1,243	395	28		
\$175,001 - \$250,000	1,336	17.23%	78.0	65	621	586	64		
\$250,001 - \$375,000	911	11.75%	78.6	18	292	502	99		
\$375,001 and up	826	10.66%	84.3	14	167	415	230		
Total Active Inventory by Units:				7,752	76.5	949	4,210	2,151	442
Total Active Inventory by Volume:				1,666,434,277		98.77M	665.62M	633.47M	268.56M
Average Active Inventory Listing Price:				\$214,968		\$104,083	\$158,105	\$294,502	\$607,607



Monthly Inventory Analysis

Data from the **Tulsa MLS**

July 2011

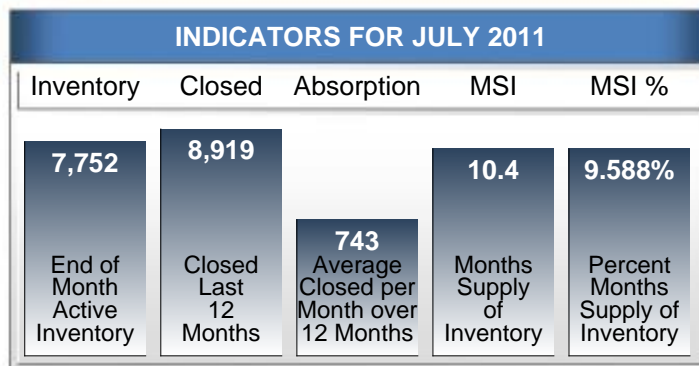
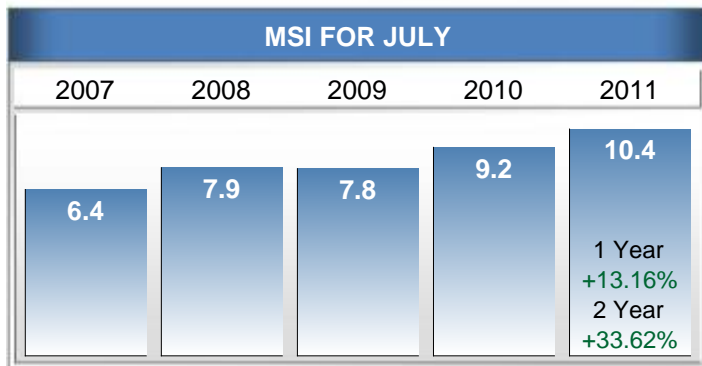
Active Inventory as of Aug 11, 2011



Months Supply of Inventory

Report Produced on: Aug 11, 2011

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



Months Supply

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5yr JUL AVG = 8.3	3 MONTHS
High Jun 2011 = 10.6 Low Feb 2007 = 5.5 <i>Months Supply</i> this month at 10.4 , above the 5 yr JUL average of 8.3	M A Y 10.3 J U N 10.6 2.75% J U L 10.4 -1.64%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	749		9.66%	5.8	7.9	4.7	4.2	4.5
\$60,001 - \$90,000	959		12.37%	9.9	13.9	9.3	7.8	4.0
\$90,001 - \$120,000	1,022		13.18%	9.1	11.0	8.7	9.6	8.7
\$120,001 - \$180,000	2,105		27.15%	10.3	11.1	10.4	9.9	9.4
\$180,001 - \$250,000	1,180		15.22%	11.8	13.9	13.1	10.5	11.8
\$250,001 - \$380,000	936		12.07%	14.1	12.0	16.6	13.2	13.3
\$380,001 and up	801		10.33%	24.2	31.2	34.5	22.4	22.2
MSI:		10.4			10.3	9.7	11.5	14.9
Total Active Inventory:		7,752			949	4,210	2,151	442



Monthly Inventory Analysis

Data from the **Tulsa MLS**

July 2011

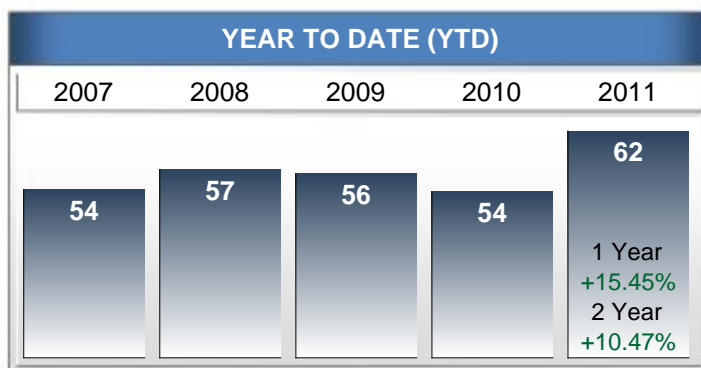
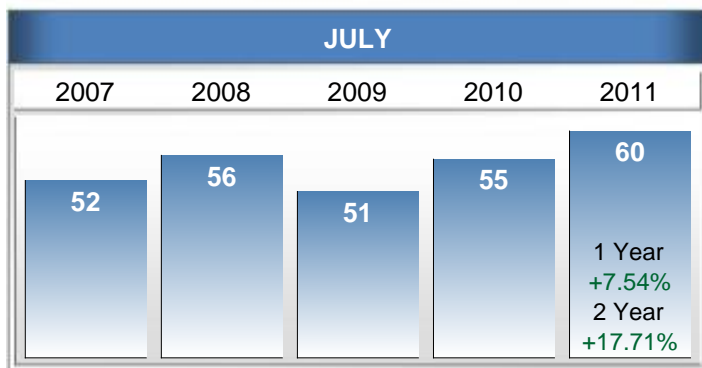
Closed Sales as of Aug 11, 2011



Average Days on Market to Sale

Report Produced on: Aug 11, 2011

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	31	3.40%	48.0	49.0	47.3	0.0	0.0
\$25,001 - \$75,000	153	16.76%	54.0	60.4	54.7	24.1	0.0
\$75,001 - \$100,000	98	10.73%	63.4	63.0	62.4	71.5	7.0
\$100,001 - \$150,000	262	28.70%	59.9	48.9	62.1	49.1	90.8
\$150,001 - \$200,000	165	18.07%	60.4	61.6	59.4	58.2	89.6
\$200,001 - \$275,000	112	12.27%	61.5	21.2	54.2	65.0	72.4
\$275,001 and up	92	10.08%	63.6	151.0	56.6	65.7	59.3
Average Closed DOM: 59.6				55.8	59.2	59.8	69.5
Total Closed Units: 913				94	531	239	49
Total Closed Volume: 146,954,388				7.83M	66.83M	53.31M	18.98M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

July 2011

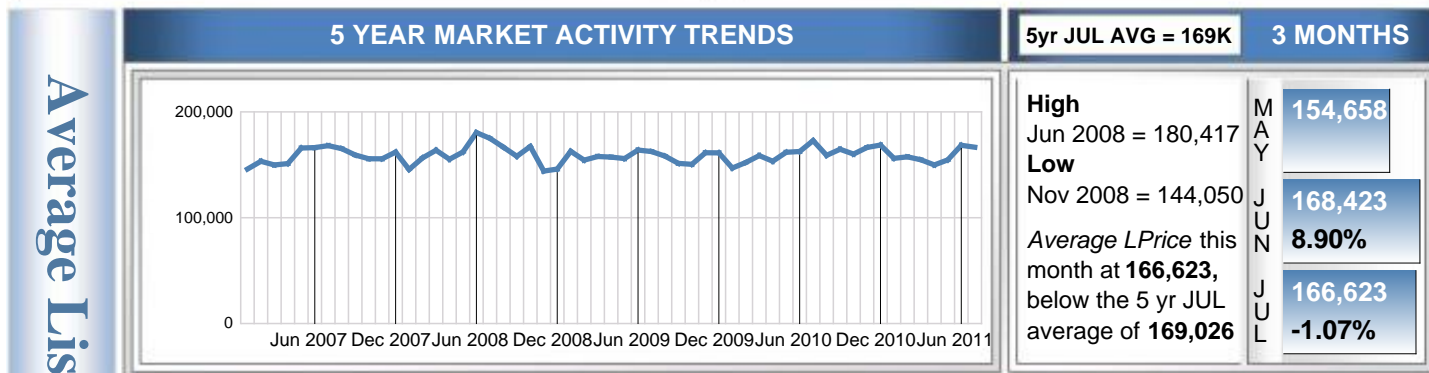
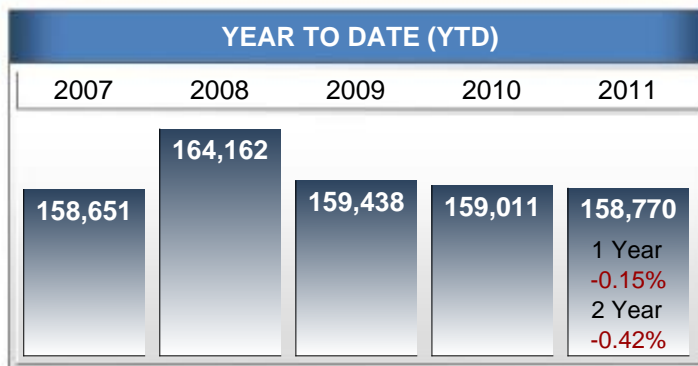
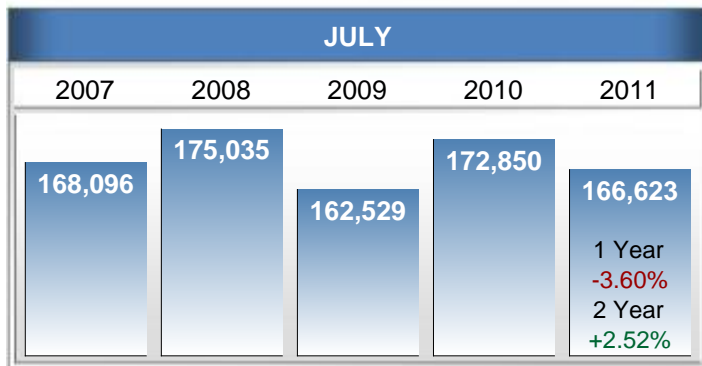
Closed Sales as of Aug 11, 2011



Average List Price at Closing

Report Produced on: Aug 11, 2011

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



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	30	3.29%	15,268	15,335	19,992	0	0
\$25,001 \$75,000	149	16.32%	53,661	50,025	56,983	56,064	0
\$75,001 \$100,000	100	10.95%	90,328	88,300	92,552	98,499	79,900
\$100,001 \$150,000	256	28.04%	127,652	127,872	127,243	133,393	132,600
\$150,001 \$200,000	167	18.29%	176,428	189,563	177,110	180,249	190,456
\$200,001 \$275,000	106	11.61%	238,129	196,560	244,607	245,376	251,732
\$275,001 and up	105	11.50%	450,059	350,000	487,340	408,714	627,105
Average List Price:	\$166,623			\$86,253	\$130,568	\$231,342	\$395,850
Total Closed Units:	913			94	531	239	49
Total List Volume:	152,126,617			8.11M	69.33M	55.29M	19.40M



Monthly Inventory Analysis

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July 2011

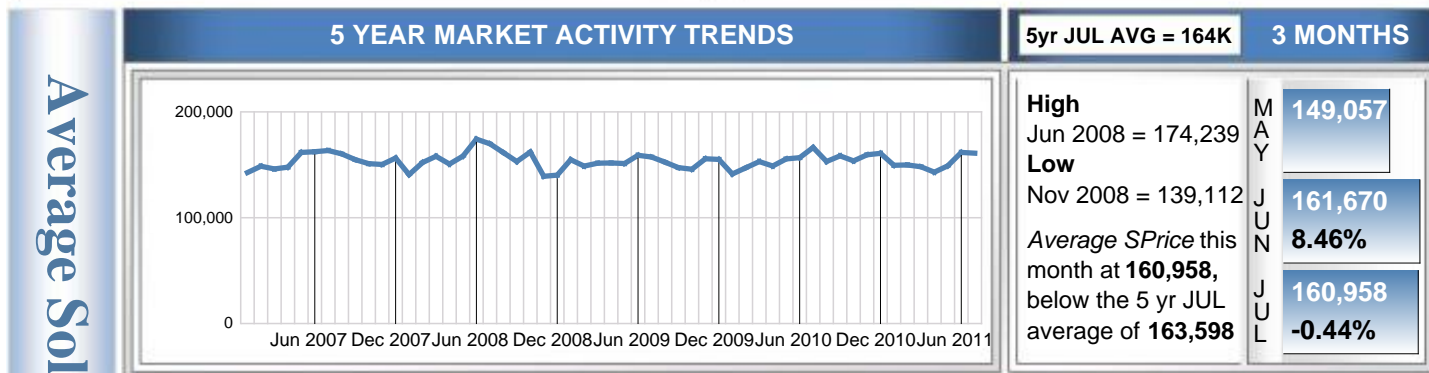
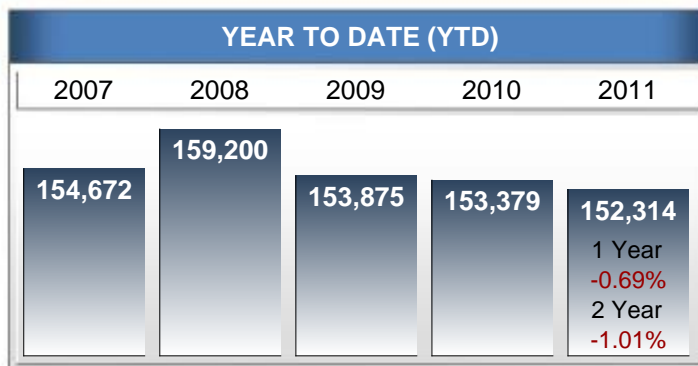
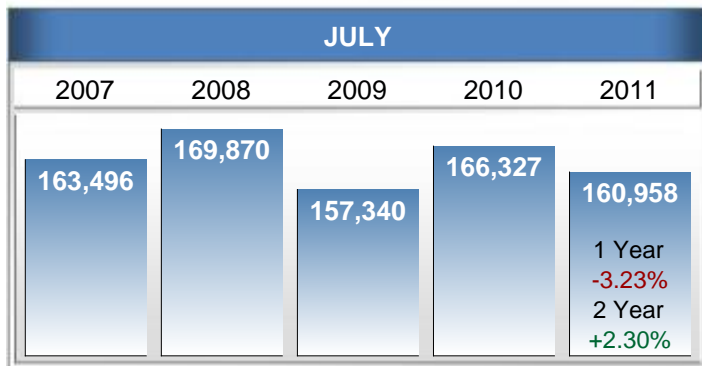
Closed Sales as of Aug 11, 2011



Average Sold Price at Closing

Report Produced on: Aug 11, 2011

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	31	3.40%	16,078	14,735	17,048	0	0
\$25,001 - \$75,000	153	16.76%	51,191	45,822	53,076	53,897	0
\$75,001 - \$100,000	98	10.73%	88,600	86,025	88,676	90,001	79,900
\$100,001 - \$150,000	262	28.70%	125,245	121,111	124,318	131,032	134,790
\$150,001 - \$200,000	165	18.07%	173,710	176,150	172,627	174,353	181,047
\$200,001 - \$275,000	112	12.27%	237,218	231,180	233,448	237,945	242,897
\$275,001 and up	92	10.08%	455,392	325,000	456,693	391,845	616,409
Average Closed Price: \$160,958				\$83,282	\$125,856	\$223,070	\$387,403
Total Closed Units: 913				94	531	239	49
Total Closed Volume: 146,954,388				7.83M	66.83M	53.31M	18.98M



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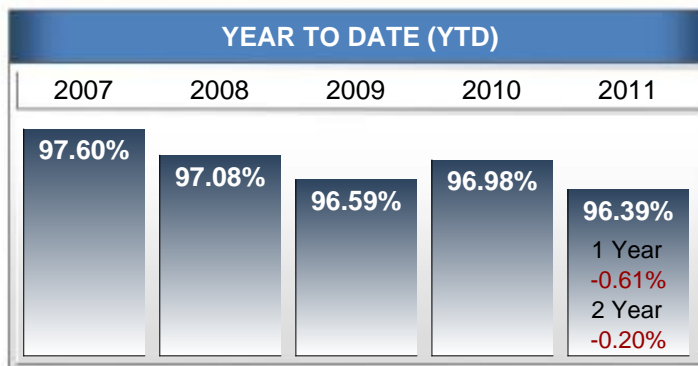
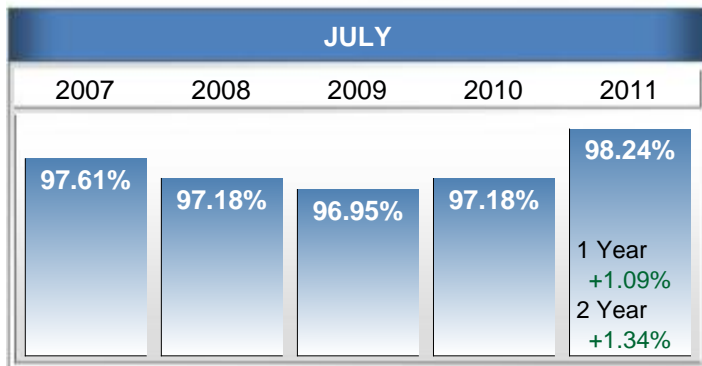
Closed Sales as of Aug 11, 2011



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

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	31	3.40%	97.26%	106.13%	90.86%	0.00%	0.00%
\$25,001 \$75,000	153	16.76%	95.97%	92.39%	97.34%	96.66%	0.00%
\$75,001 \$100,000	98	10.73%	95.88%	97.79%	96.21%	93.37%	100.00%
\$100,001 \$150,000	262	28.70%	101.05%	95.06%	101.97%	98.86%	101.88%
\$150,001 \$200,000	165	18.07%	97.09%	93.51%	97.59%	96.95%	95.24%
\$200,001 \$275,000	112	12.27%	100.33%	179.30%	95.66%	97.05%	96.49%
\$275,001 and up	92	10.08%	96.43%	92.86%	95.20%	96.10%	98.24%
Average List/Sell Ratio: 98.20%				99.98%	98.63%	96.81%	97.72%
Total Closed Units: 913				94	531	239	49
Total Closed Volume: 146,954,388				7.83M	66.83M	53.31M	18.98M



Monthly Inventory Analysis

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July 2011

Inventory as of Aug 11, 2011



Market Summary

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Absorption: Last 12 months, an Average of **743** Sales/Month

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	JULY			Year To Date		
	2010	2011	+/- %	2010	2011	+/- %
Closed Sales	702	913	30.06%	6,060	5,480	-9.57%
Pending Sales	792	983	24.12%	6,441	6,177	-4.10%
New Listings	2,096	2,041	-2.62%	14,614	13,870	-5.09%
Average List Price	172,850	166,623	-3.60%	159,011	158,770	-0.15%
Average Sale Price	166,327	160,958	-3.23%	153,379	152,314	-0.69%
Average Percent of List Price to Selling Price	97.18%	98.24%	1.09%	96.98%	96.39%	-0.61%
Average Days on Market to Sale	55.38	59.56	7.54%	53.80	62.12	15.45%
Monthly Inventory	8,444	7,752	-8.20%	8,444	7,752	-8.20%
Months Supply of Inventory	9.22	10.43	13.17%	9.22	10.43	13.17%

