



# April 2012

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

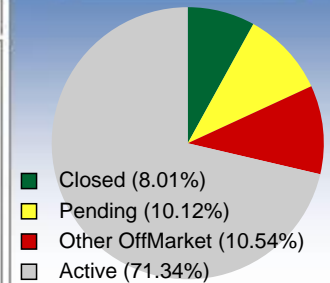


**Absorption:** Last 12 months, an Average of **896** Sales/Month

**Active Inventory** as of April 30, 2012 = **9,161**

	APRIL		
	2011	2012	+/- %
Closed Listings	915	1,028	12.35%
Pending Listings	951	1,299	36.59%
New Listings	2,698	2,670	-1.04%
Average List Price	145,154	165,693	14.15%
Average Sale Price	138,144	159,509	15.47%
Average Percent of List Price to Selling Price	94.93%	97.52%	2.73%
Average Days on Market to Sale	63.89	58.79	-7.98%
End of Month Inventory	9,870	9,161	-7.18%
Months Supply of Inventory	12.38	10.23	-17.36%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 23, 2012

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 April 2012 decreased **7.18%** to 9,161 existing homes available for sale. Over the last 12 months this area has had an average of 896 closed sales per month. This represents an unsold inventory index of **10.23** 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 **15.47%** in April 2012 to \$159,509 versus the previous year at \$138,144.

### Average Days on Market Shortens

The average number of **58.79** days that homes spent on the market before selling decreased by 5.10 days or **7.98%** in April 2012 compared to last year's same month at **63.89** DOM.

### Sales Success for April 2012 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 2,670 New Listings in April 2012, down **1.04%** from last year at 2,698. Furthermore, there were 1,028 Closed Listings this month versus last year at 915, a **12.35%** increase.

Closed versus Listed trends yielded a **38.5%** ratio, up from last year's April 2012 at **33.9%**, a **13.53%** 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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## 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®

## April 2012

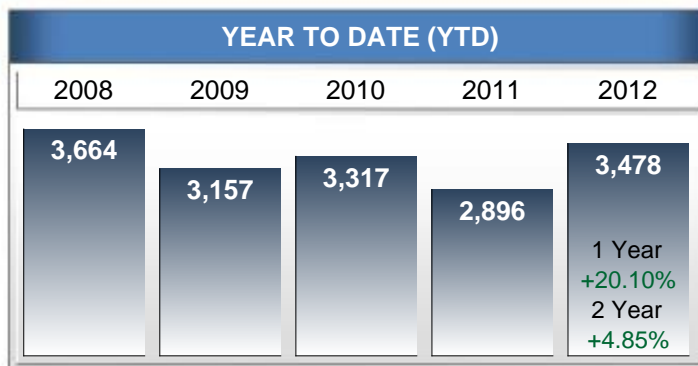
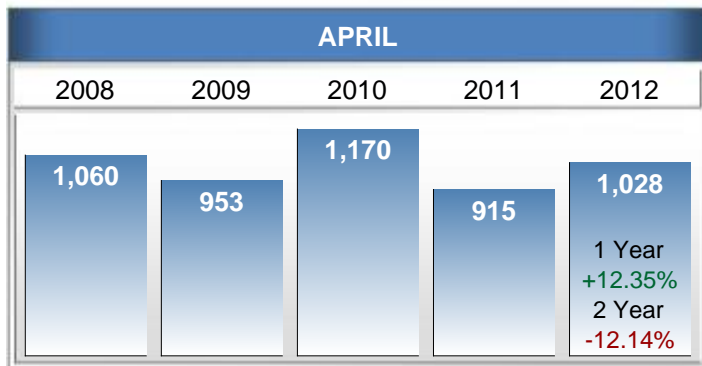
Closed Sales as of May 23, 2012



### Closed Listings

Report Produced on: May 23, 2012

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	58	5.64%	54.1	33	20	4	1	
\$25,001 - \$75,000	179	17.41%	56.7	56	109	12	2	
\$75,001 - \$100,000	129	12.55%	58.8	24	89	13	3	
\$100,001 - \$150,000	278	27.04%	63.1	15	208	51	4	
\$150,001 - \$200,000	142	13.81%	52.1	11	78	45	8	
\$200,001 - \$275,000	116	11.28%	56.7	6	42	58	10	
\$275,001 and up	126	12.26%	64.0	4	23	75	24	
Total Closed Units: 1,028				58.8	149	569	258	52
Total Closed Volume: 163,975,608					12.42M	72.13M	61.68M	17.75M
Average Closed Price: \$159,509					\$83,326	\$126,761	\$239,072	\$341,396

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2012

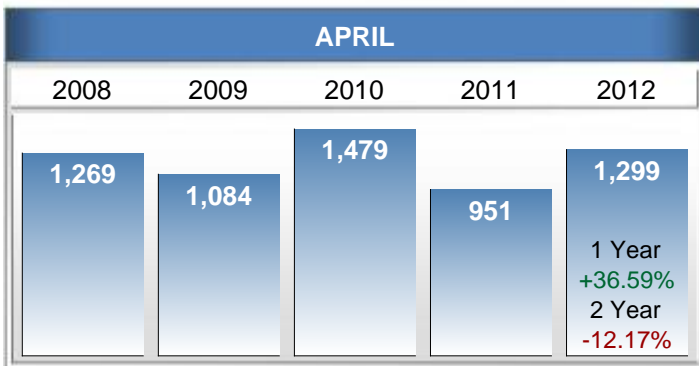
Pending Listings as of May 23, 2012



### Pending Listings

Report Produced on: May 23, 2012

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



Pending Listings  
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**5yr APR AVG = 1,216**    **3 MONTHS**

**High**  
Apr 2010 = 1,479

**Low**  
Dec 2009 = 580

Pending Listing this month at **1,299**, above the 5 yr APR average of **1,216**

FEB	1,008
MAR	1,150
APR	14.09%
MAY	1,299
JUN	12.96%

#### 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	76	5.85%	67.0	44	26	5	1
\$25,001 - \$75,000	221	17.01%	59.0	80	116	24	1
\$75,001 - \$100,000	147	11.32%	61.0	23	106	18	0
\$100,001 - \$150,000	311	23.94%	62.4	23	247	41	0
\$150,001 - \$225,000	256	19.71%	59.7	16	148	84	8
\$225,001 - \$325,000	161	12.39%	56.7	6	57	87	11
\$325,001 and up	127	9.78%	50.9	4	23	65	35
Total Pending Units: 1,299				196	723	324	56
Total Pending Volume: 225,537,118				16.55M	100.15M	78.87M	29.96M
Average Listing Price: \$159,875				\$84,436	\$138,524	\$243,436	\$535,029



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2012

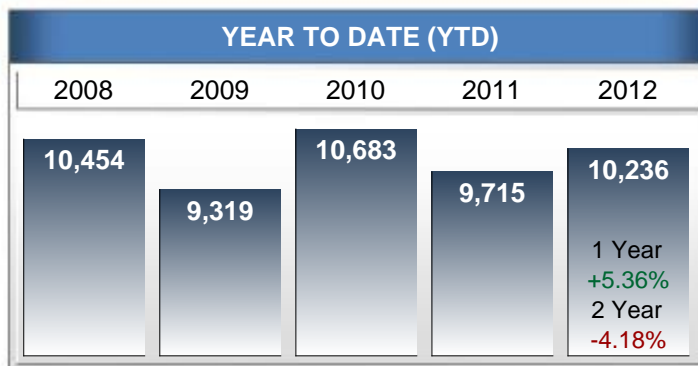
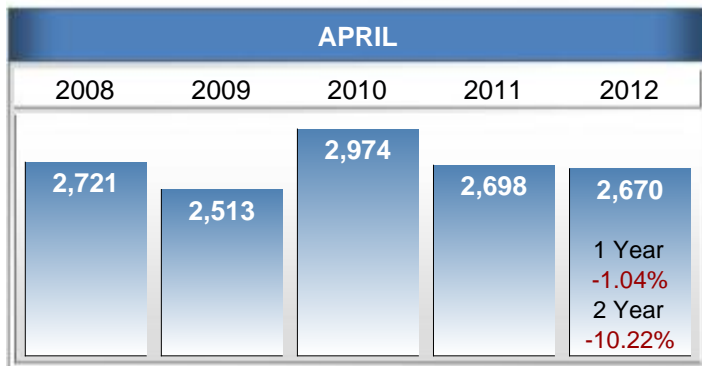
New Listings as of May 23, 2012



### New Listings

Report Produced on: May 23, 2012

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



New Listings

Ready to Buy or Sell Real Estate?  
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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	204	7.64%	174	26	4	0
\$25,001 - \$50,000	286	10.71%	208	63	12	3
\$50,001 - \$100,000	528	19.78%	204	291	29	4
\$100,001 - \$150,000	562	21.05%	92	389	78	3
\$150,001 - \$225,000	484	18.13%	58	256	157	13
\$225,001 - \$350,000	341	12.77%	23	112	175	31
\$350,001 and up	265	9.93%	31	45	128	61
Total New Listed Units:			790	1182	583	115
Total New Listed Volume:			84.41M	174.57M	172.34M	73.58M
Average New Listed Listing Price:			\$106,849	\$147,691	\$295,608	\$639,863



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2012

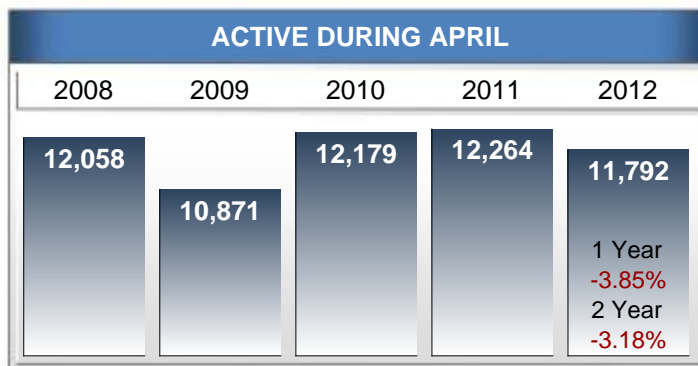
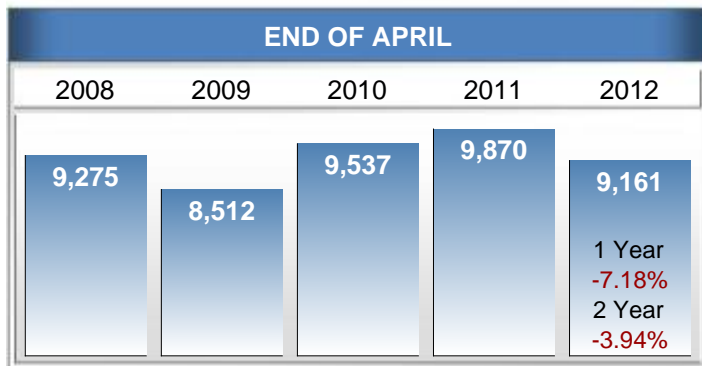
Active Inventory as of May 23, 2012



### Active Inventory

Report Produced on: May 23, 2012

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



Active Inventory

Ready to Buy or Sell Real Estate?  
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**5yr APR AVG = 9,271**    **3 MONTHS**

**High**  
Aug 2010 = 11,130

**Low**  
Feb 2009 = 8,345

*Inventory* this month at **9,161**, below the 5 yr APR average of **9,271**

FEB	9,100
MAR	9,122
APR	9,161
APR	0.24%
APR	0.43%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	<b>705</b>	7.70%	76.1	625	64	16	0	
\$25,001 \$50,000	<b>1,277</b>	13.94%	76.9	1,064	179	29	5	
\$50,001 \$75,000	<b>1,019</b>	11.12%	78.2	610	379	25	5	
\$75,001 \$150,000	<b>2,660</b>	29.04%	71.3	715	1,627	297	21	
\$150,001 \$200,000	<b>1,211</b>	13.22%	67.4	168	636	383	24	
\$200,001 \$325,000	<b>1,252</b>	13.67%	68.7	137	436	572	107	
\$325,001 and up	<b>1,037</b>	11.32%	71.0	164	167	483	223	
Total Active Inventory by Units:			9,161	72.3	3,483	3,488	1,805	385
Total Active Inventory by Volume:			1,682,359,342		399.81M	530.29M	527.92M	224.34M
Average Active Inventory Listing Price:			\$183,644		\$114,789	\$152,031	\$292,478	\$582,709



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2012

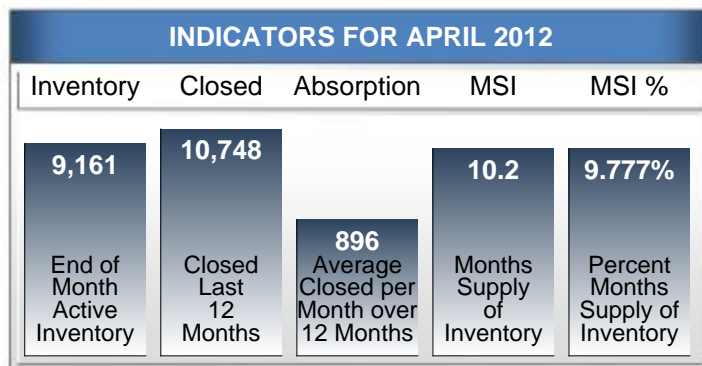
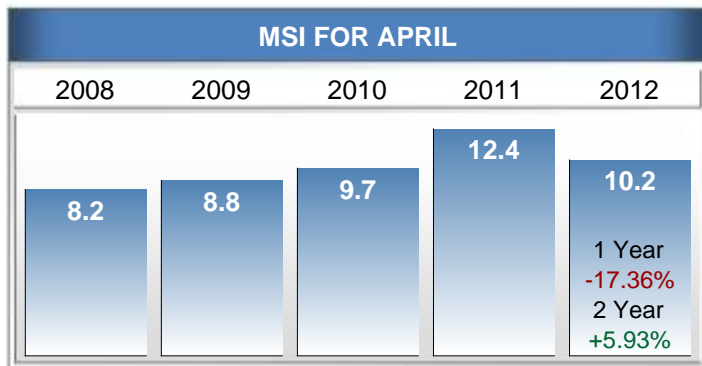
Active Inventory as of May 23, 2012



### Months Supply of Inventory

Report Produced on: May 23, 2012

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



Months Supply

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**5yr APR AVG = 9.8**      **3 MONTHS**

**High**  
Jun 2011 = 13.6

**Low**  
Jan 2008 = 7.7

Months Supply this month at **10.2**, above the 5 yr APR average of **9.8**

FEB	10.5
MAR	10.3
APR	-1.80%
MAY	10.2
JUN	-0.63%

#### 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	475		5.19%	12.1	18.9	2.5	6.9	0.0
\$20,001 \$50,000	1,507		16.45%	13.8	25.8	3.9	5.9	5.0
\$50,001 \$80,000	1,253		13.68%	11.3	25.9	6.6	3.9	5.0
\$80,001 \$150,000	2,426		26.48%	7.7	19.0	6.6	6.2	6.1
\$150,001 \$220,000	1,424		15.54%	8.5	19.3	8.2	7.4	6.9
\$220,001 \$340,000	1,123		12.26%	10.9	28.5	12.1	9.3	9.1
\$340,001 and up	953		10.40%	18.3	101.1	16.6	15.5	15.6
MSI:		10.2			23.8	7.0	8.5	10.6
Total Active Inventory:	9,161				3,483	3,488	1,805	385



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2012

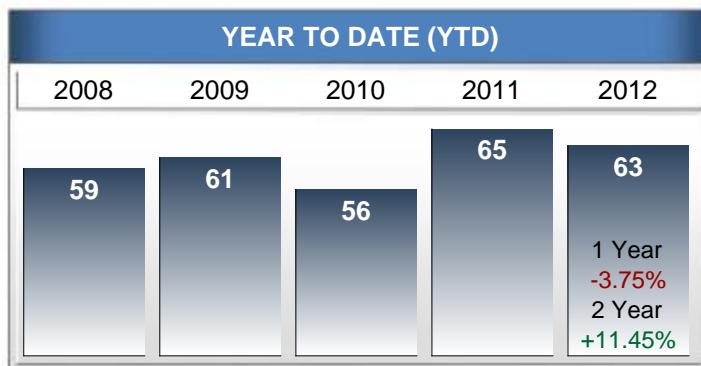
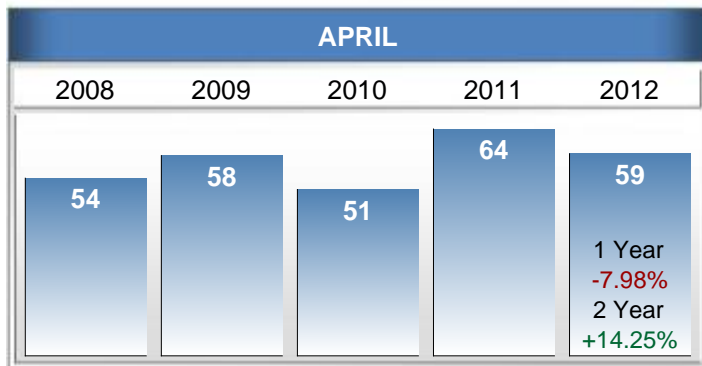
Closed Sales as of May 23, 2012



### Average Days on Market to Sale

Report Produced on: May 23, 2012

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	58	5.64%	54.1	55.2	53.0	58.0	25.0
\$25,001 - \$75,000	179	17.41%	56.7	66.2	48.8	74.8	109.0
\$75,001 - \$100,000	129	12.55%	58.8	54.5	59.2	69.9	32.0
\$100,001 - \$150,000	278	27.04%	63.1	74.3	60.9	67.2	81.3
\$150,001 - \$200,000	142	13.81%	52.1	57.5	52.7	48.6	58.5
\$200,001 - \$275,000	116	11.28%	56.7	47.2	65.5	53.9	41.8
\$275,001 and up	126	12.26%	64.0	45.5	65.5	64.1	65.7
Average Closed DOM: 58.8				60.7	57.4	60.4	60.1
Total Closed Units: 1,028				149	569	258	52
Total Closed Volume: 163,975,608				12.42M	72.13M	61.68M	17.75M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2012

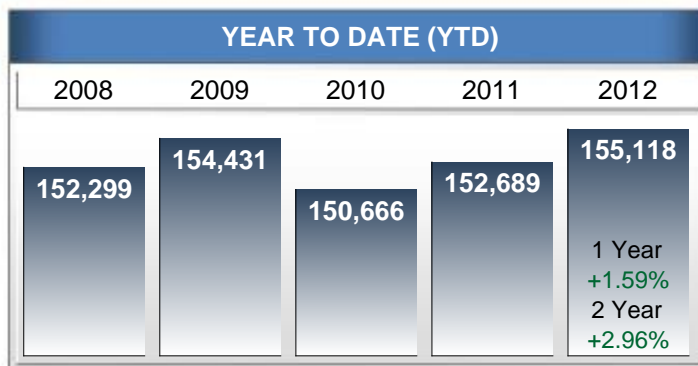
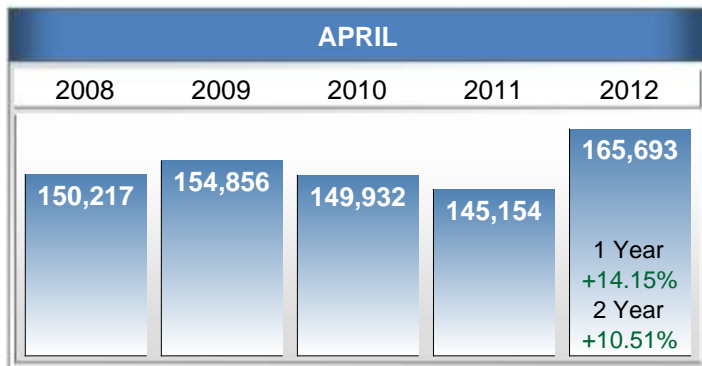
Closed Sales as of May 23, 2012



### Average List Price at Closing

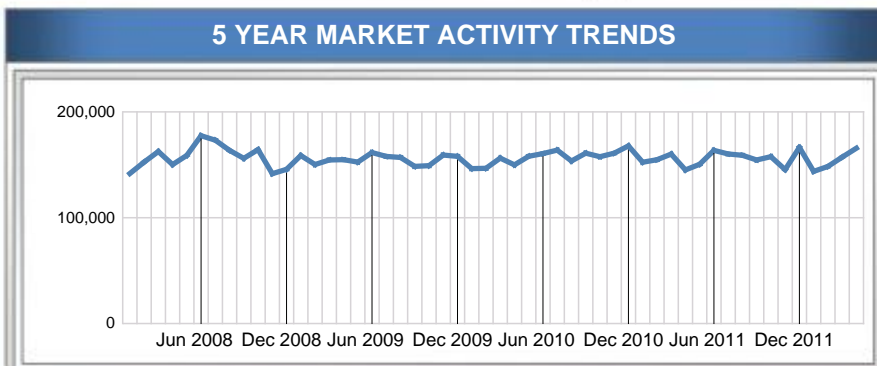
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

Ready to Buy or Sell Real Estate?  
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<b>5yr APR AVG = 153K</b>	<b>3 MONTHS</b>										
<b>High</b> Jun 2008 = 177,478 <b>Low</b> Nov 2008 = 141,583 <i>Average LPrice</i> this month at <b>165,693</b> , above the 5 yr APR average of <b>153,170</b>	<table border="1"> <tr> <td>FEB</td> <td>148,412</td> </tr> <tr> <td>MAR</td> <td>157,211</td> </tr> <tr> <td>APR</td> <td>5.93%</td> </tr> <tr> <td>MAY</td> <td>165,693</td> </tr> <tr> <td>JUN</td> <td>5.40%</td> </tr> </table>	FEB	148,412	MAR	157,211	APR	5.93%	MAY	165,693	JUN	5.40%
FEB	148,412										
MAR	157,211										
APR	5.93%										
MAY	165,693										
JUN	5.40%										

#### 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	56	5.45%	16,595	17,492	17,826	24,200	23,500
\$25,001 - \$75,000	171	16.63%	50,929	48,378	56,249	49,925	50,500
\$75,001 - \$100,000	124	12.06%	88,665	98,115	90,688	93,938	83,533
\$100,001 - \$150,000	286	27.82%	126,399	124,693	127,063	129,113	142,200
\$150,001 - \$200,000	148	14.40%	174,331	167,018	174,705	181,023	176,813
\$200,001 - \$275,000	106	10.31%	237,477	205,150	244,015	243,660	240,030
\$275,001 and up	137	13.33%	456,758	643,500	434,539	437,748	581,281
Average List Price:	\$165,693			\$88,280	\$131,561	\$246,555	\$359,797
Total Closed Units:	1,028			149	569	258	52
Total List Volume:	170,332,230			13.15M	74.86M	63.61M	18.71M





# Monthly Inventory Analysis

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## April 2012

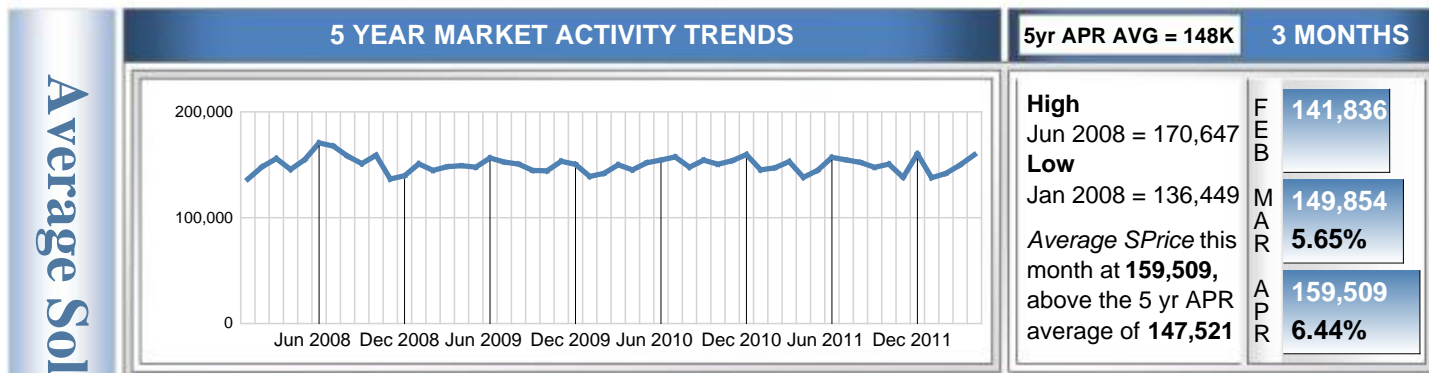
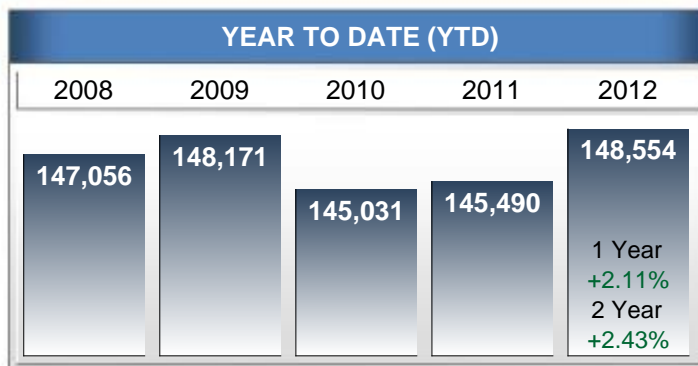
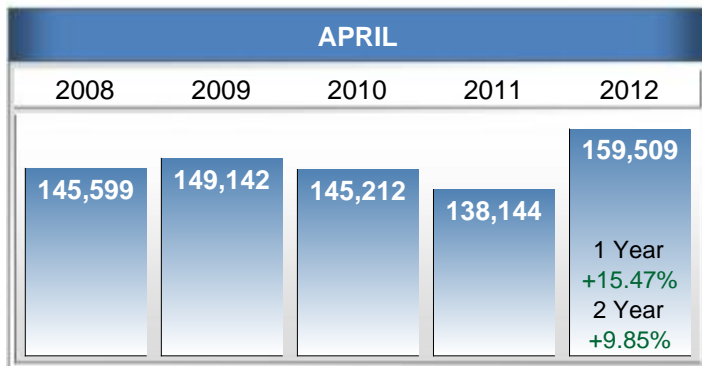
Closed Sales as of May 23, 2012



### Average Sold Price at Closing

Report Produced on: May 23, 2012

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	58	5.64%	16,208	15,764	15,923	19,475	23,500
\$25,001 - \$75,000	179	17.41%	50,198	44,736	53,839	44,400	39,500
\$75,001 - \$100,000	129	12.55%	87,321	87,171	87,241	88,192	87,133
\$100,001 - \$150,000	278	27.04%	124,696	123,537	124,142	126,843	130,488
\$150,001 - \$200,000	142	13.81%	172,193	162,045	170,846	176,669	174,113
\$200,001 - \$275,000	116	11.28%	236,254	230,792	235,781	237,309	235,398
\$275,001 and up	126	12.26%	446,532	569,425	396,745	423,205	546,661
Average Closed Price: \$159,509				\$83,326	\$126,761	\$239,072	\$341,396
Total Closed Units: 1,028				149	569	258	52
Total Closed Volume: 163,975,608				12.42M	72.13M	61.68M	17.75M



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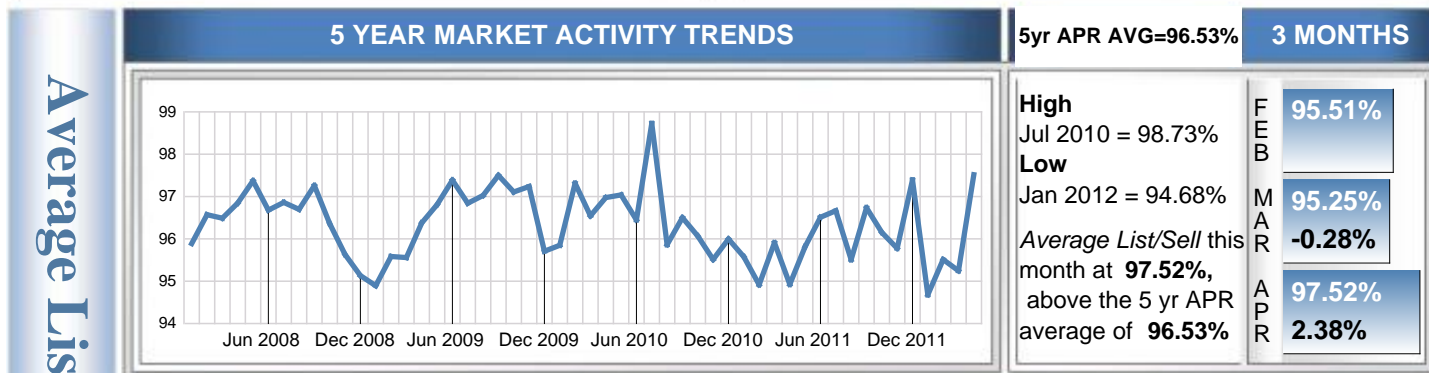
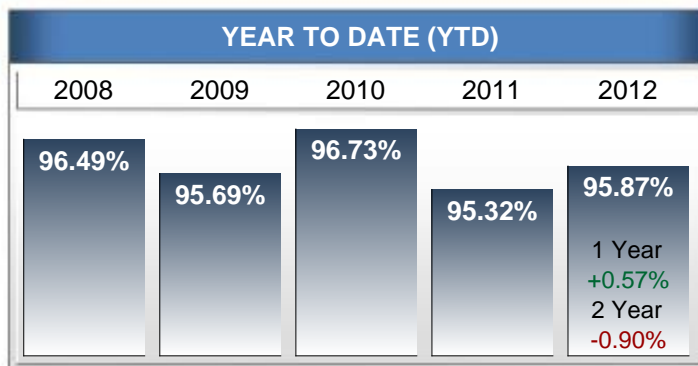
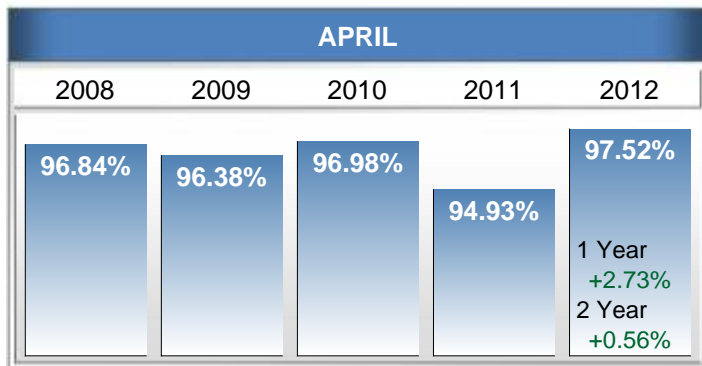
Closed Sales as of May 23, 2012



### 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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Contact an experienced REALTOR

#### 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	58	5.64%	90.52%	90.10%	92.27%	82.77%	100.00%
\$25,001 - \$75,000	179	17.41%	98.34%	92.96%	102.06%	92.22%	82.49%
\$75,001 - \$100,000	129	12.55%	95.81%	90.31%	97.11%	94.96%	105.05%
\$100,001 - \$150,000	278	27.04%	99.33%	99.72%	97.79%	106.14%	91.71%
\$150,001 - \$200,000	142	13.81%	97.87%	97.02%	97.98%	97.77%	98.50%
\$200,001 - \$275,000	116	11.28%	98.61%	120.75%	96.89%	97.65%	98.09%
\$275,001 and up	126	12.26%	95.90%	88.85%	93.70%	97.18%	95.19%
Average List/Sell Ratio: 97.50%				93.89%	98.10%	98.59%	96.16%
Total Closed Units: 1,028				149	569	258	52
Total Closed Volume: 163,975,608				12.42M	72.13M	61.68M	17.75M



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## April 2012

Inventory as of May 23, 2012



### Market Summary

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



**Absorption:** Last 12 months, an Average of **896** Sales/Month

**Active Inventory** as of April 30, 2012 = **9,161**

	APRIL			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	915	1,028	12.35%	2,896	3,478	20.10%
Pending Sales	951	1,299	36.59%	3,417	4,396	28.65%
New Listings	2,698	2,670	-1.04%	9,715	10,236	5.36%
Average List Price	145,154	165,693	14.15%	152,689	155,118	1.59%
Average Sale Price	138,144	159,509	15.47%	145,490	148,554	2.11%
Average Percent of List Price to Selling Price	94.93%	97.52%	2.73%	95.32%	95.87%	0.57%
Average Days on Market to Sale	63.89	58.79	-7.98%	65.20	62.76	-3.75%
Monthly Inventory	9,870	9,161	-7.18%	9,870	9,161	-7.18%
Months Supply of Inventory	12.38	10.23	-17.36%	12.38	10.23	-17.36%

