



April 2012

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

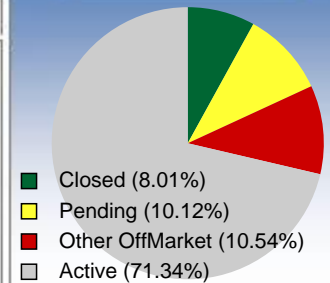


Absorption: Last 12 months, an Average of **896** Sales/Month

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%
Median List Price	123,900	129,900	4.84%
Median Sale Price	119,900	125,000	4.25%
Median Percent of List Price to Selling Price	97.02%	97.54%	0.54%
Median Days on Market to Sale	52.00	44.00	-15.38%
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.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.25%** in April 2012 to \$125,000 versus the previous year at \$119,900.

Median Days on Market Shortens

The median number of **44.00** days that homes spent on the market before selling decreased by 8.00 days or **15.38%** in April 2012 compared to last year's same month at **52.00** DOM.

Sales Success for April 2012 is Positive

Overall, with Median 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.

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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 to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

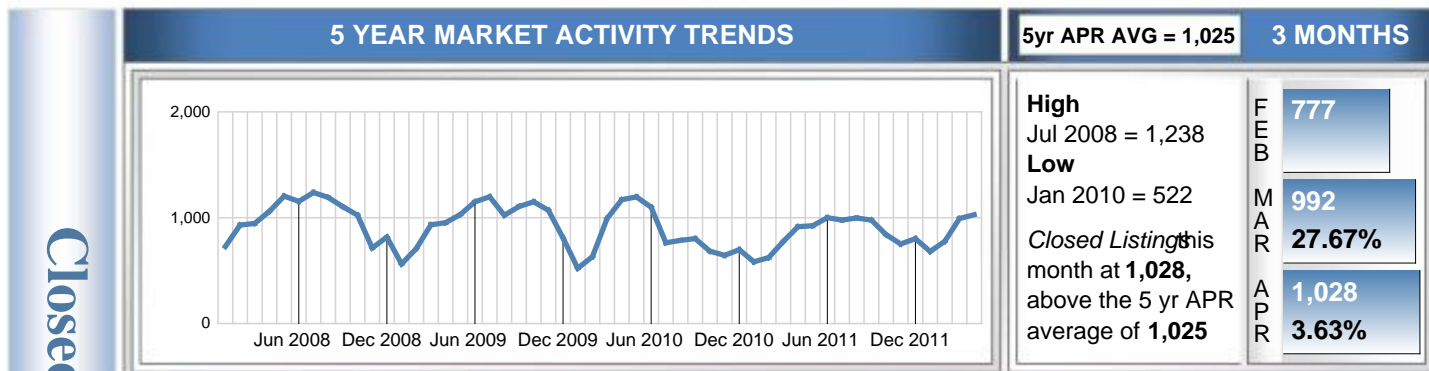
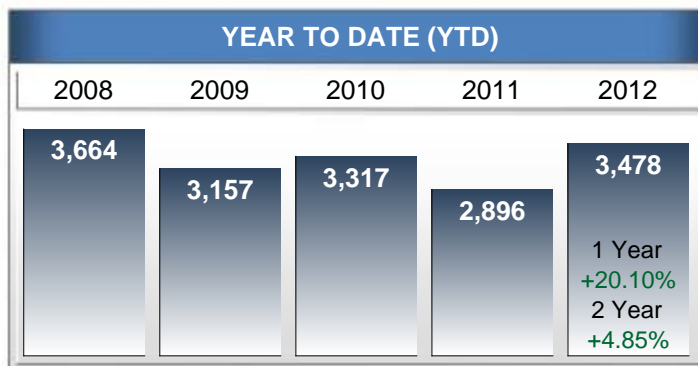
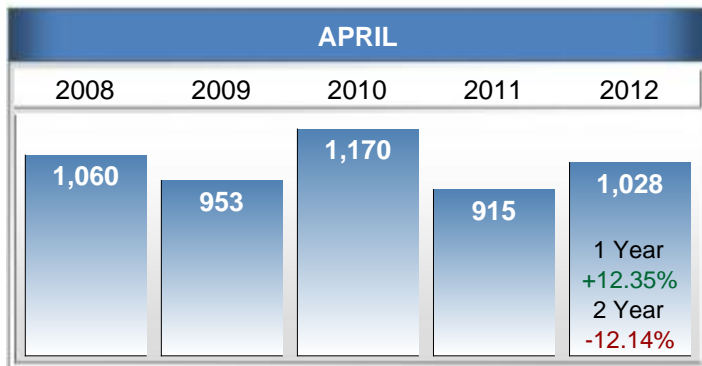
Closed Sales as of May 23, 2012



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	78	7.59%	42.0	44	26	6	2	
\$30,001 - \$70,000	138	13.42%	38.5	40	87	10	1	
\$70,001 - \$100,000	150	14.59%	51.5	29	105	13	3	
\$100,001 - \$150,000	278	27.04%	50.5	15	208	51	4	
\$150,001 - \$200,000	142	13.81%	34.0	11	78	45	8	
\$200,001 - \$290,000	131	12.74%	42.0	6	44	70	11	
\$290,001 and up	111	10.80%	48.0	4	21	63	23	
Total Closed Units: 1,028				44.0	149	569	258	52
Total Closed Volume: 163,975,608					12.42M	72.13M	61.68M	17.75M
Median Closed Price: \$125,000					\$55,100	\$116,000	\$207,750	\$256,000

Closed Listings

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



Monthly Inventory Analysis

Data from the **Greater Tulsa Association of REALTORS®**

April 2012

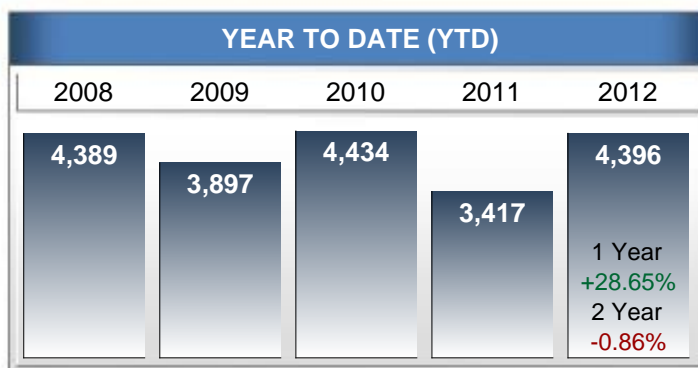
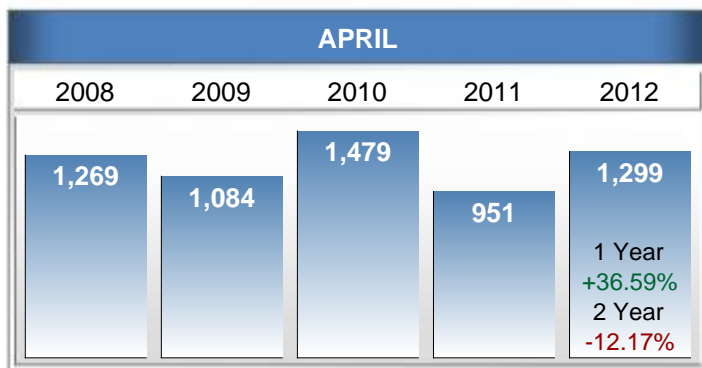
Pending Listings as of May 23, 2012



Pending Listings

Report Produced on: May 23, 2012

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



Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	132	10.16%	39.5	66	50	14	2	
\$40,001 - \$70,000	141	10.85%	43.0	52	78	11	0	
\$70,001 - \$110,000	218	16.78%	44.0	33	161	24	0	
\$110,001 - \$160,000	322	24.79%	49.0	22	249	51	0	
\$160,001 - \$220,000	180	13.86%	42.0	13	98	62	7	
\$220,001 - \$320,000	172	13.24%	44.0	6	62	92	12	
\$320,001 and up	134	10.32%	35.5	4	25	70	35	
Total Pending Units: 1,299				43.0	196	723	324	56
Total Pending Volume: 225,537,118					16.55M	100.15M	78.87M	29.96M
Median Listing Price: \$135,000					\$61,200	\$124,900	\$219,500	\$372,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

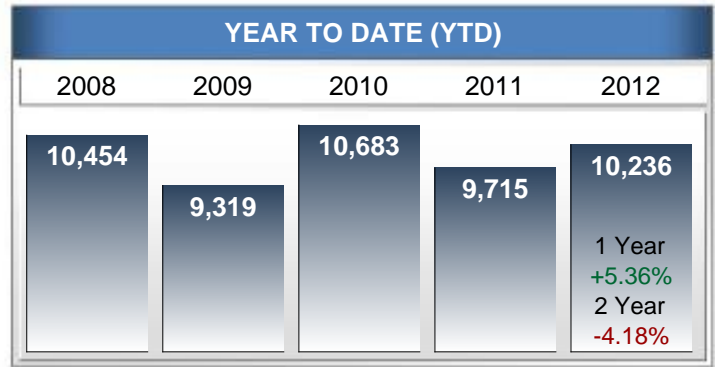
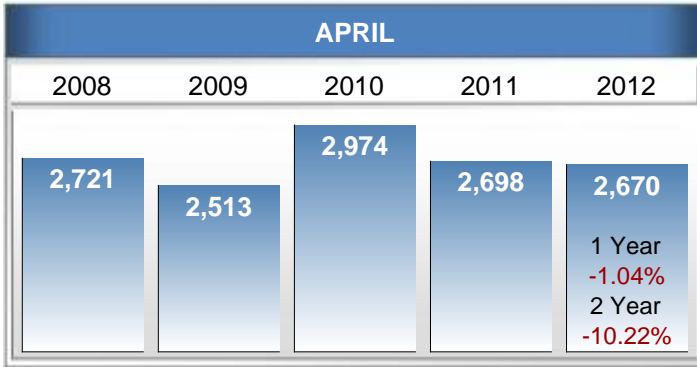
New Listings as of May 23, 2012



New Listings

Report Produced on: May 23, 2012

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



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	282	10.56%	240	33	9	0	
\$30,001 - \$60,000	320	11.99%	205	101	11	3	
\$60,001 - \$100,000	416	15.58%	141	246	25	4	
\$100,001 - \$150,000	562	21.05%	92	389	78	3	
\$150,001 - \$220,000	463	17.34%	52	249	150	12	
\$220,001 - \$350,000	362	13.56%	29	119	182	32	
\$350,001 and up	265	9.93%	31	45	128	61	
Total New Listed Units:			2,670	790	1,182	583	115
Total New Listed Volume:			504,904,956	84.41M	174.57M	172.34M	73.58M
Median New Listed Listing Price:			\$129,900	\$52,700	\$129,157	\$232,000	\$364,900

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

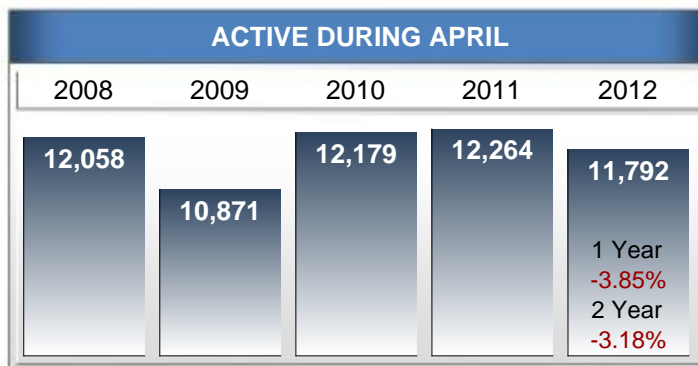
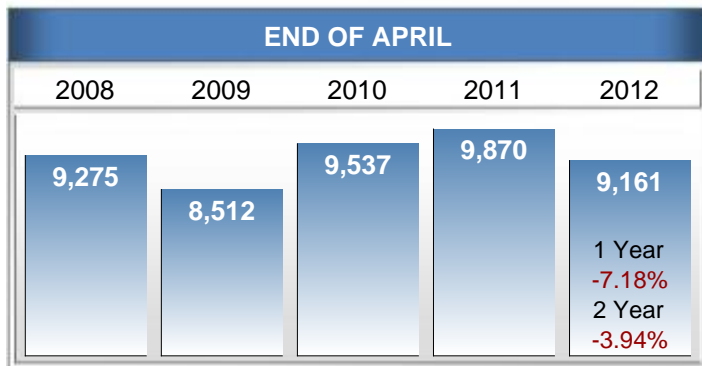
Active Inventory as of May 23, 2012



Active Inventory

Report Produced on: May 23, 2012

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



Active Inventory

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	475	5.19%	77.0	430	37	8	0		
\$20,001 \$50,000	1,507	16.45%	73.0	1,259	206	37	5		
\$50,001 \$80,000	1,253	13.68%	80.0	736	473	39	5		
\$80,001 \$150,000	2,426	26.48%	60.0	589	1,533	283	21		
\$150,001 \$220,000	1,424	15.54%	56.0	188	730	467	39		
\$220,001 \$340,000	1,123	12.26%	59.0	121	360	540	102		
\$340,001 and up	953	10.40%	60.0	160	149	431	213		
Total Active Inventory by Units:				9,161	63.0	3,483	3,488	1,805	385
Total Active Inventory by Volume:				1,682,359,342		399.81M	530.29M	527.92M	224.34M
Median Active Inventory Listing Price:				\$119,950		\$54,000	\$129,000	\$233,500	\$364,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

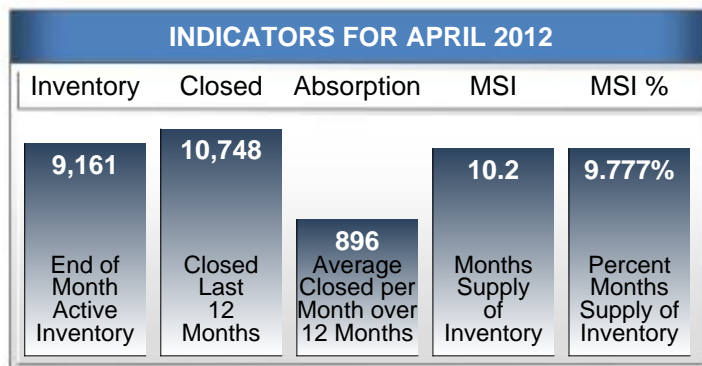
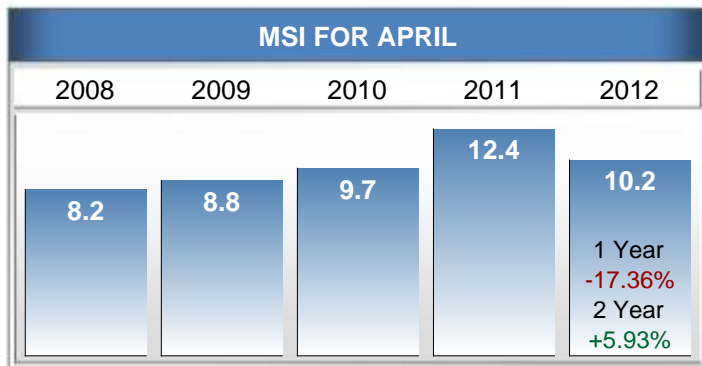
Active Inventory as of May 23, 2012



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

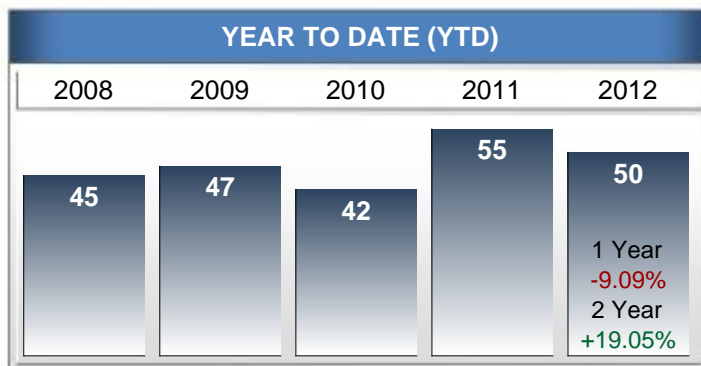
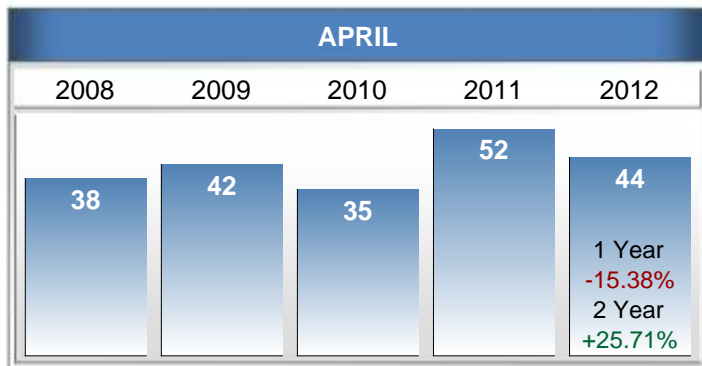
Closed Sales as of May 23, 2012



Median Days on Market to Sale

Report Produced on: May 23, 2012

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



Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	78			7.59%	42.0	39.5	44.5	65.0	31.5
\$30,001 - \$70,000	138			13.42%	38.5	48.0	33.0	64.5	180.0
\$70,001 - \$100,000	150			14.59%	51.5	25.0	57.0	52.0	30.0
\$100,001 - \$150,000	278			27.04%	50.5	63.0	48.5	60.0	88.0
\$150,001 - \$200,000	142			13.81%	34.0	34.0	36.0	29.0	41.5
\$200,001 - \$290,000	131			12.74%	42.0	50.0	49.5	41.0	26.0
\$290,001 and up	111			10.80%	48.0	15.0	39.0	53.0	57.0
Median Closed DOM:					44.0	40.0	44.0	47.0	40.0
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

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April 2012

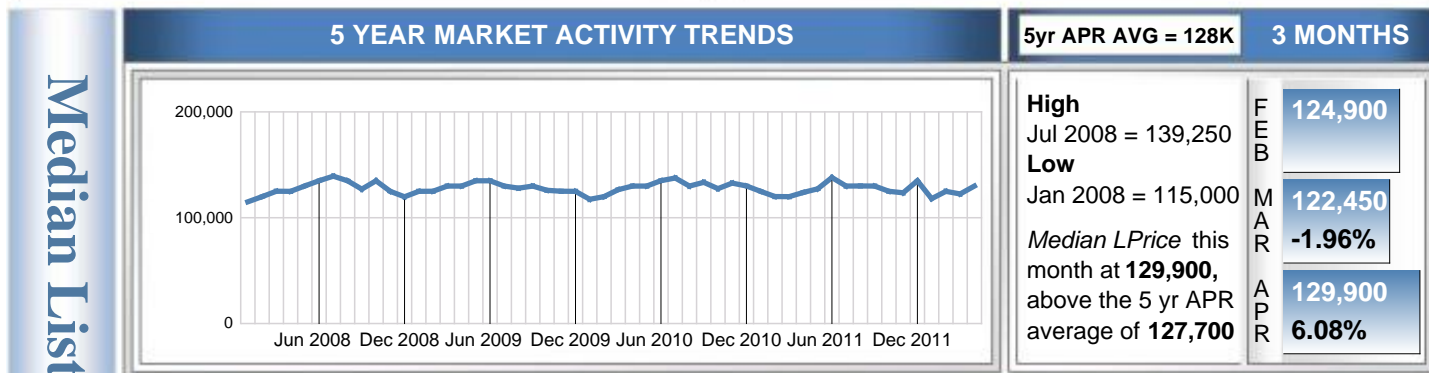
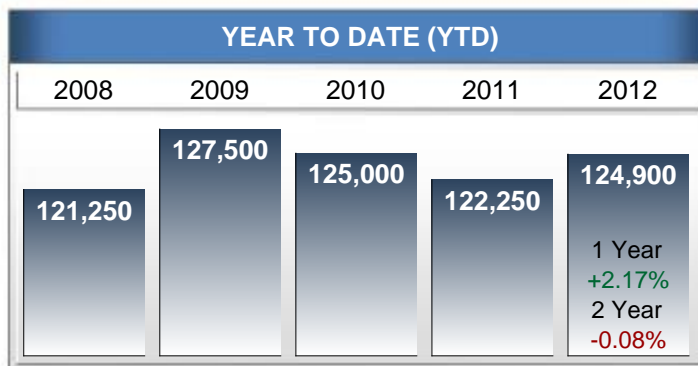
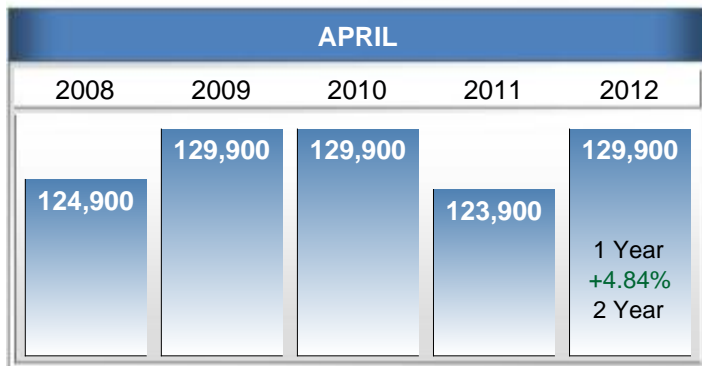
Closed Sales as of May 23, 2012



Median List Price at Closing

Report Produced on: May 23, 2012

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



Median List Price

Ready to Buy or Sell Real Estate?
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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	73		7.10%	20,000	20,000	19,900	24,950	23,500
\$30,001 - \$70,000	134		13.04%	49,900	42,000	50,950	46,900	69,900
\$70,001 - \$100,000	144		14.01%	85,750	89,100	85,000	89,400	90,350
\$100,001 - \$150,000	286		27.82%	125,450	127,000	124,943	129,900	139,900
\$150,001 - \$200,000	148		14.40%	172,950	168,000	170,000	178,450	175,000
\$200,001 - \$290,000	118		11.48%	239,400	231,450	233,200	241,450	240,900
\$290,001 and up	125		12.16%	379,900	700,000	385,000	357,450	399,950
Median List Price:	\$129,900				\$59,500	\$119,900	\$212,000	\$259,500
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

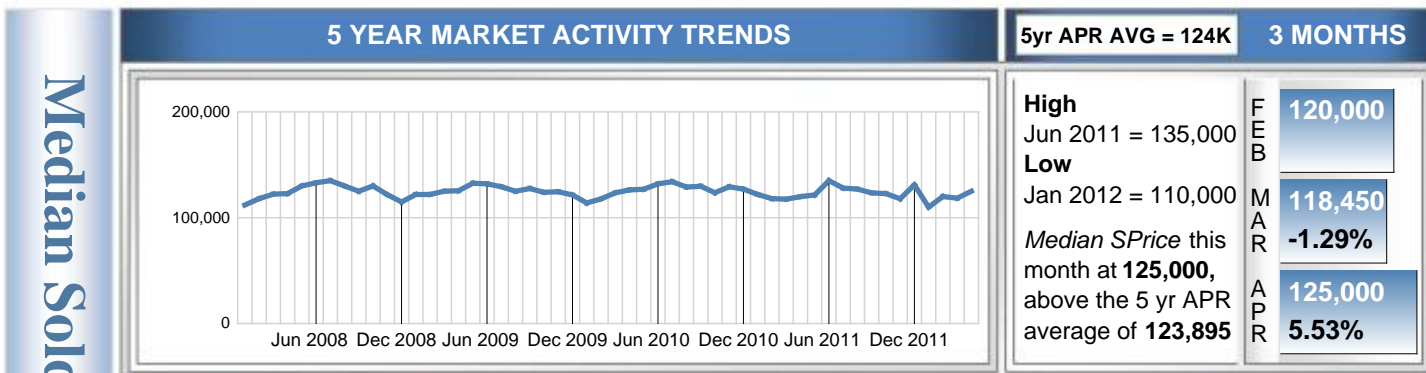
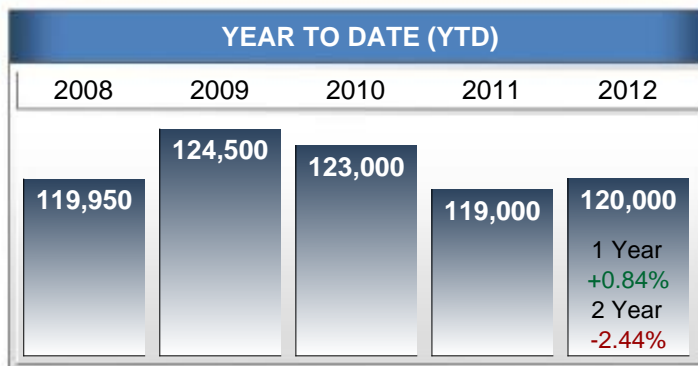
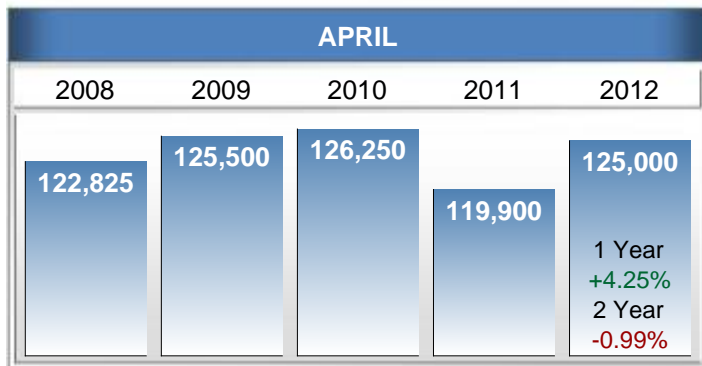
Closed Sales as of May 23, 2012



Median Sold Price at Closing

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



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	78		7.59%	21,170	20,670	20,500	22,950	26,250
\$30,001 - \$70,000	138		13.42%	49,900	42,650	52,000	48,450	50,000
\$70,001 - \$100,000	150		14.59%	84,950	84,500	84,900	90,000	90,000
\$100,001 - \$150,000	278		27.04%	125,000	125,000	123,700	129,400	128,975
\$150,001 - \$200,000	142		13.81%	172,000	159,000	168,950	176,000	176,250
\$200,001 - \$290,000	131		12.74%	237,500	226,875	232,500	243,500	235,300
\$290,001 and up	111		10.80%	380,000	568,750	399,000	360,000	380,000
Median Closed Price:	\$125,000				\$55,100	\$116,000	\$207,750	\$256,000
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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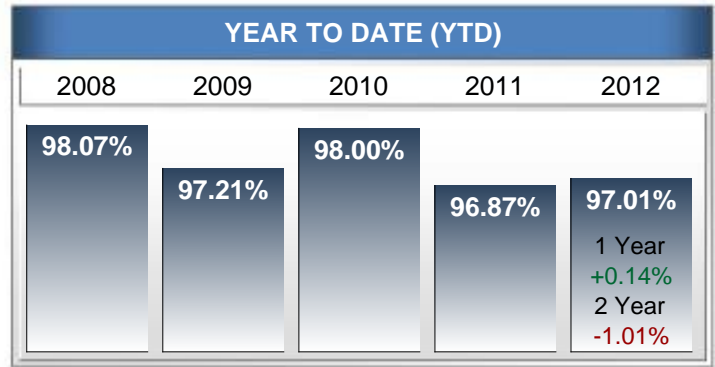
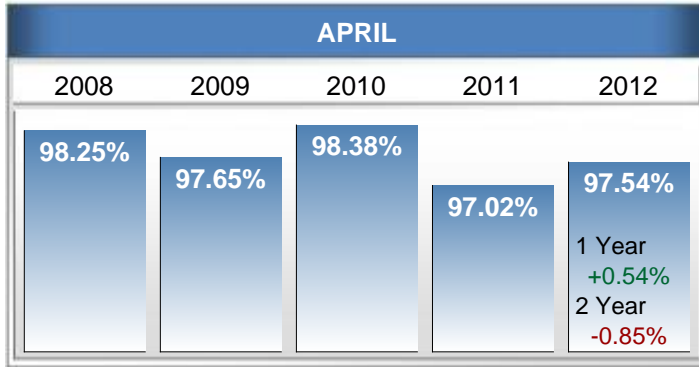
Closed Sales as of May 23, 2012



Median Percent of List Price to Selling Price

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Median List/Sell Price

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

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

Distribution of \$avgmed L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	78	7.59%	94.33%	93.61%	94.48%	100.00%	96.77%
\$30,001 - \$70,000	138	13.42%	95.31%	91.68%	96.66%	97.97%	71.43%
\$70,001 - \$100,000	150	14.59%	97.47%	95.73%	97.89%	95.66%	102.51%
\$100,001 - \$150,000	278	27.04%	98.27%	98.40%	98.48%	97.40%	94.99%
\$150,001 - \$200,000	142	13.81%	98.67%	97.18%	98.93%	98.02%	98.44%
\$200,001 - \$290,000	131	12.74%	97.50%	99.69%	96.68%	97.85%	98.84%
\$290,001 and up	111	10.80%	97.02%	91.88%	94.91%	97.50%	95.74%
Median List/Sell Ratio:	97.54%			95.00%	97.88%	97.63%	96.45%
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

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%
Median List Price	123,900	129,900	4.84%	122,250	124,900	2.17%
Median Sale Price	119,900	125,000	4.25%	119,000	120,000	0.84%
Median Percent of List Price to Selling Price	97.02%	97.54%	0.54%	96.87%	97.01%	0.14%
Median Days on Market to Sale	52.00	44.00	-15.38%	55.00	50.00	-9.09%
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%

