



# June 2012

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

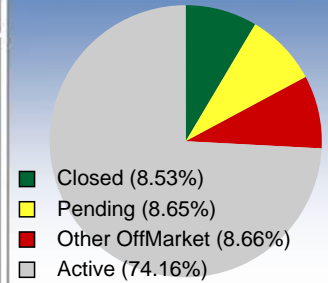


**Absorption:** Last 12 months, an Average of **922** Sales/Month

**Active Inventory** as of June 30, 2012 = **9,604**

	JUNE		
	2011	2012	+/- %
Closed Listings	1,000	1,104	10.40%
Pending Listings	971	1,120	15.35%
New Listings	2,447	2,416	-1.27%
Average List Price	163,643	171,474	4.79%
Average Sale Price	156,977	164,693	4.92%
Average Percent of List Price to Selling Price	96.51%	98.22%	1.77%
Average Days on Market to Sale	59.06	55.33	-6.31%
End of Month Inventory	10,408	9,604	-7.72%
Months Supply of Inventory	13.58	10.41	-23.33%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 11, 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 June 2012 decreased **7.72%** to 9,604 existing homes available for sale. Over the last 12 months this area has had an average of 922 closed sales per month. This represents an unsold inventory index of **10.41** 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 **4.92%** in June 2012 to \$164,693 versus the previous year at \$156,977.

### Average Days on Market Shortens

The average number of **55.33** days that homes spent on the market before selling decreased by 3.73 days or **6.31%** in June 2012 compared to last year's same month at **59.06** DOM.

### Sales Success for June 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 2,416 New Listings in June 2012, down **1.27%** from last year at 2,447. Furthermore, there were 1,104 Closed Listings this month versus last year at 1,000, a **10.40%** increase.

Closed versus Listed trends yielded a **45.7%** ratio, up from last year's June 2012 at **40.9%**, a **11.82%** 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?

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®

## June 2012

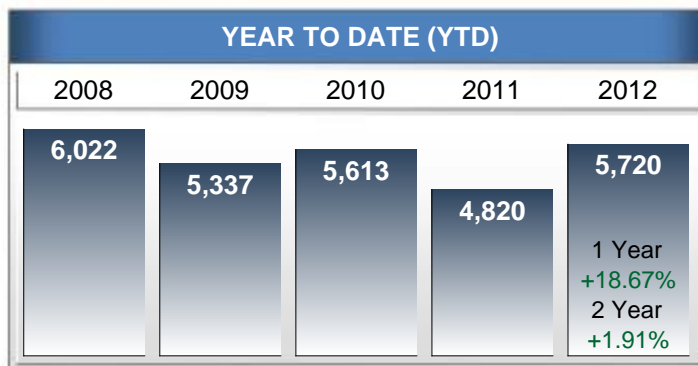
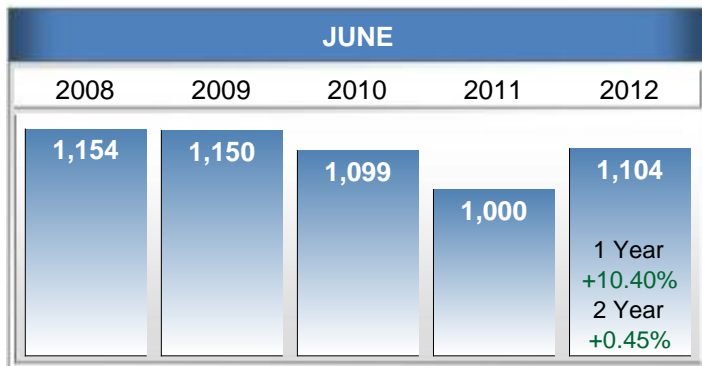
Closed Sales as of Jul 11, 2012



### Closed Listings

Report Produced on: Jul 11, 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	60	5.43%	58.3	38	15	7	0
\$25,001 - \$75,000	192	17.39%	56.9	70	110	12	0
\$75,001 - \$100,000	124	11.23%	54.3	28	80	16	0
\$100,001 - \$150,000	265	24.00%	52.2	18	202	45	0
\$150,001 - \$200,000	172	15.58%	58.2	6	103	58	5
\$200,001 - \$300,000	171	15.49%	57.3	4	69	87	11
\$300,001 and up	120	10.87%	52.4	1	23	73	23
<b>Total Closed Units:</b> 1,104				165	602	298	39
<b>Total Closed Volume:</b> 181,821,056				11.17M	81.83M	71.21M	17.60M
<b>Average Closed Price:</b> \$164,693				\$67,709	\$135,934	\$238,973	\$451,352

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

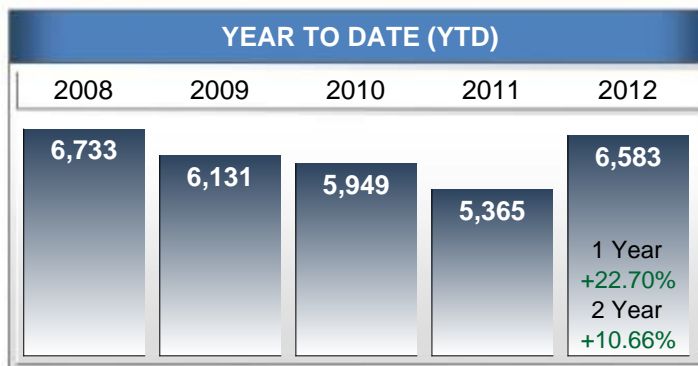
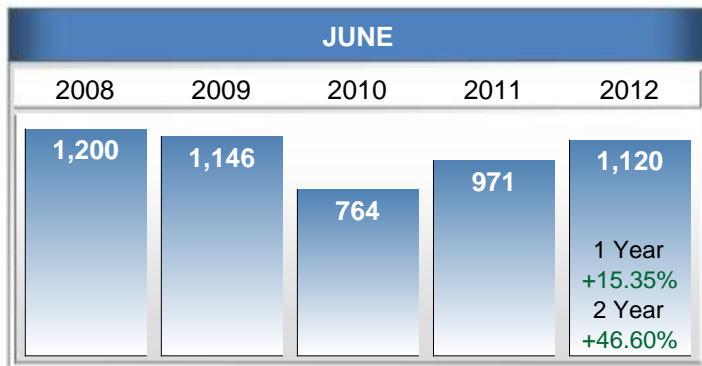
Pending Listings as of Jul 11, 2012



### Pending Listings

Report Produced on: Jul 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	49	4.38%	44.4	26	21	2	0		
\$25,001 - \$75,000	198	17.68%	55.7	62	119	16	1		
\$75,001 - \$100,000	119	10.63%	60.1	20	85	13	1		
\$100,001 - \$150,000	284	25.36%	60.9	25	219	39	1		
\$150,001 - \$200,000	191	17.05%	63.2	20	98	69	4		
\$200,001 - \$300,000	163	14.55%	53.7	6	63	82	12		
\$300,001 and up	116	10.36%	65.0	0	25	68	23		
Total Pending Units:				1,120	57.3	159	630	289	42
Total Pending Volume:				200,117,774		13.41M	88.56M	69.22M	28.94M
Average Listing Price:				\$160,944		\$84,309	\$140,570	\$239,501	\$688,995



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

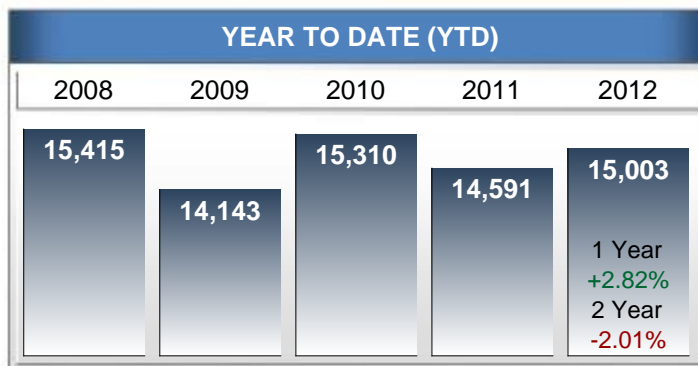
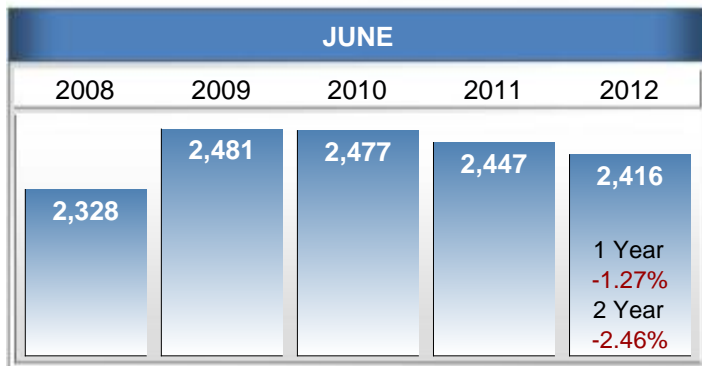
New Listings as of Jul 11, 2012



### New Listings

Report Produced on: Jul 11, 2012

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

#### 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	166	6.87%	149	13	3	1
\$25,001 - \$50,000	306	12.67%	249	49	7	1
\$50,001 - \$75,000	214	8.86%	110	95	8	1
\$75,001 - \$150,000	745	30.84%	171	491	78	5
\$150,001 - \$225,000	449	18.58%	44	227	163	15
\$225,001 - \$325,000	271	11.22%	17	76	151	27
\$325,001 and up	265	10.97%	29	45	130	61
Total New Listed Units:			769	996	540	111
Total New Listed Volume:			198.67M	148.81M	151.56M	53.15M
Average New Listed Listing Price:			\$258,343	\$149,412	\$280,668	\$478,817





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

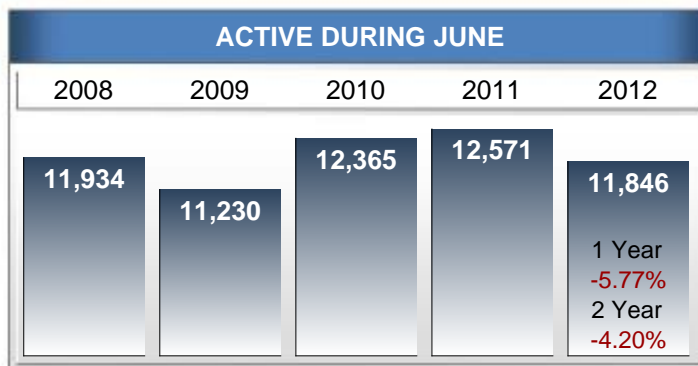
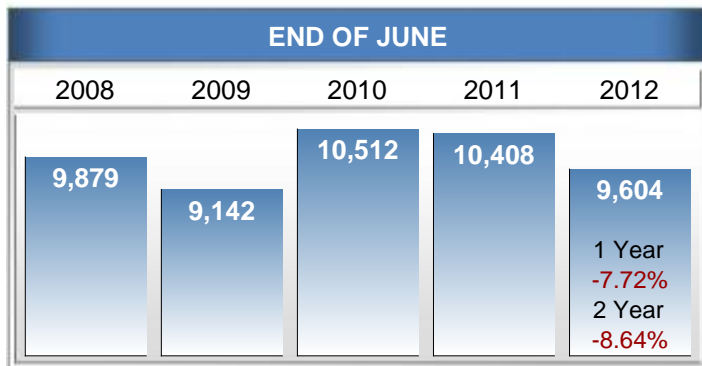
Active Inventory as of Jul 11, 2012



### Active Inventory

Report Produced on: Jul 11, 2012

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 JUN AVG = 9,909	3 MONTHS
<b>High</b> Aug 2010 = 11,130	<b>A P R</b> 9,332
<b>Low</b> Feb 2009 = 8,345	<b>M A Y</b> 9,430
<i>Inventory</i> this month at <b>9,604</b> , below the 5 yr JUN average of <b>9,909</b>	<b>J U N</b> 9,604
	<b>1.05%</b>
	<b>1.85%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	758	7.89%	84.9	696	49	12	1		
\$25,001 \$50,000	1,354	14.10%	88.8	1,144	176	32	2		
\$50,001 \$75,000	1,039	10.82%	92.8	642	368	23	6		
\$75,001 \$150,000	2,716	28.28%	75.2	714	1,673	304	25		
\$150,001 \$225,000	1,589	16.55%	73.3	194	794	555	46		
\$225,001 \$350,000	1,187	12.36%	76.5	118	362	592	115		
\$350,001 and up	961	10.01%	79.5	168	132	431	230		
Total Active Inventory by Units:				9,604	80.1	3,676	3,554	1,949	425
Total Active Inventory by Volume:				1,895,141,371		528.69M	554.71M	574.12M	237.62M
Average Active Inventory Listing Price:				\$197,328		\$143,822	\$156,080	\$294,573	\$559,109



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

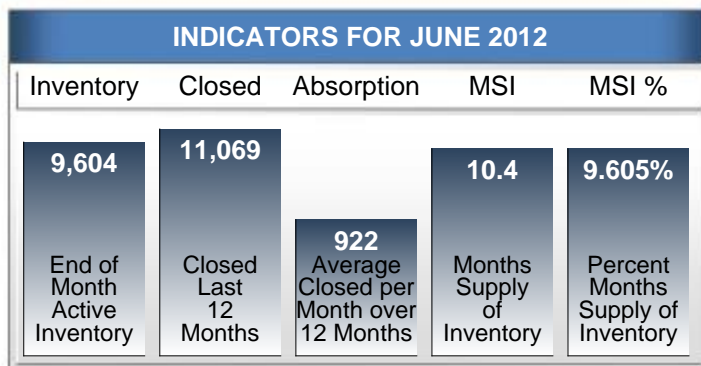
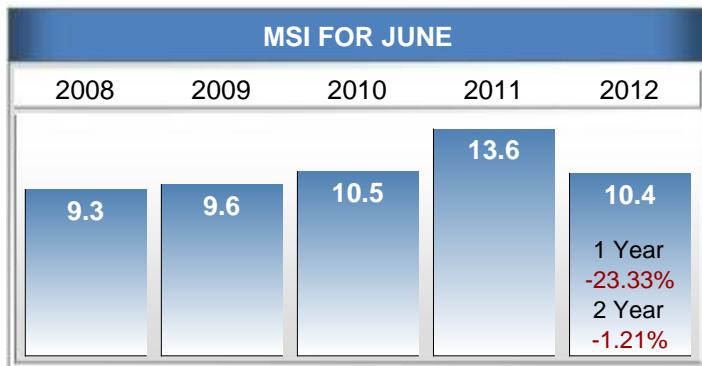
Active Inventory as of Jul 11, 2012



### Months Supply of Inventory

Report Produced on: Jul 11, 2012

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	519	5.40%	13.1	20.6	2.2	3.6	6.0	
\$20,001 \$50,000	1,593	16.59%	14.4	27.3	3.6	5.9	2.7	
\$50,001 \$80,000	1,268	13.20%	11.2	23.9	6.6	4.1	6.5	
\$80,001 \$150,000	2,487	25.90%	7.8	19.3	6.6	6.1	7.5	
\$150,001 \$220,000	1,500	15.62%	8.8	17.8	8.2	8.4	6.7	
\$220,001 \$350,000	1,276	13.29%	11.1	32.6	11.9	9.6	9.8	
\$350,001 and up	961	10.01%	18.0	112.0	13.9	15.3	16.2	
MSI:	10.4			24.3	6.9	8.8	11.3	
Total Active Inventory:	9,604			3,676	3,554	1,949	425	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

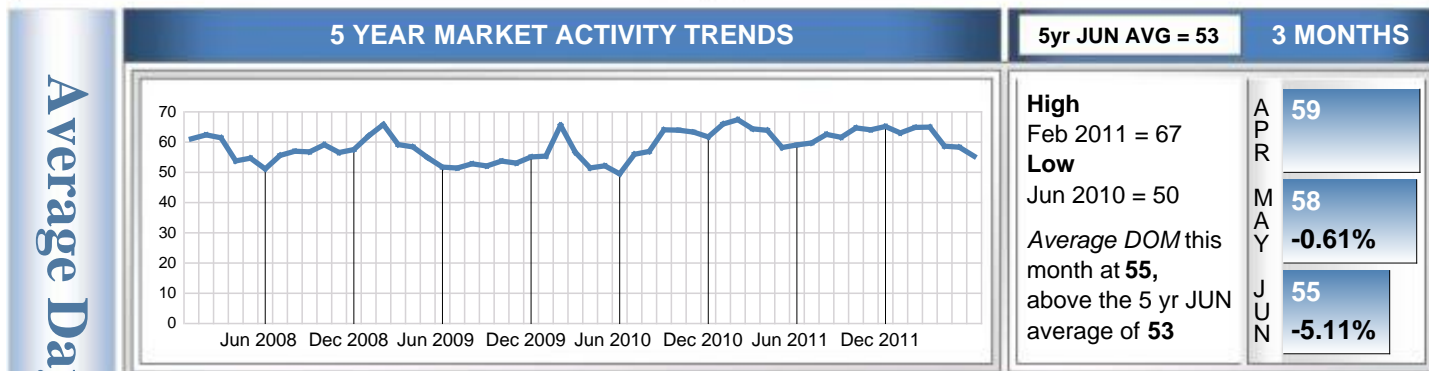
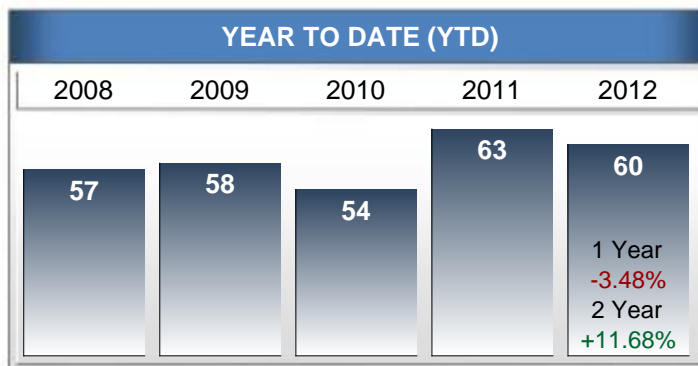
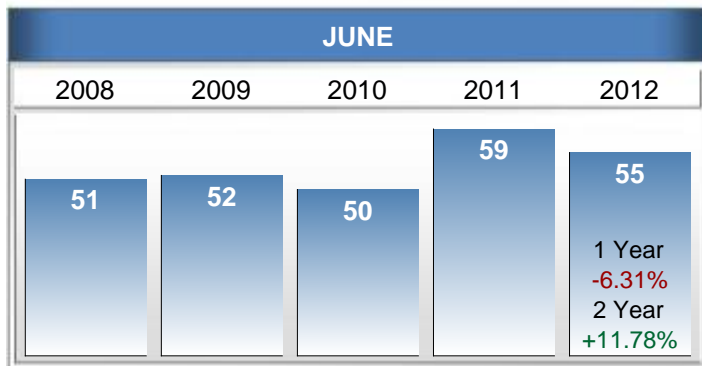
Closed Sales as of Jul 11, 2012



### Average Days on Market to Sale

Report Produced on: Jul 11, 2012

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	60	5.43%	58.3	64.2	37.8	70.3	0.0
\$25,001 - \$75,000	192	17.39%	56.9	61.6	52.7	68.3	0.0
\$75,001 - \$100,000	124	11.23%	54.3	56.7	53.7	53.4	0.0
\$100,001 - \$150,000	265	24.00%	52.2	42.8	55.5	41.0	0.0
\$150,001 - \$200,000	172	15.58%	58.2	98.7	50.9	65.2	78.6
\$200,001 - \$300,000	171	15.49%	57.3	69.8	57.7	54.6	70.9
\$300,001 and up	120	10.87%	52.4	54.0	53.3	50.0	59.3
Average Closed DOM: 55.3				60.8	53.7	54.3	65.0
Total Closed Units: 1,104				165	602	298	39
Total Closed Volume: 181,821,056				11.17M	81.83M	71.21M	17.60M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

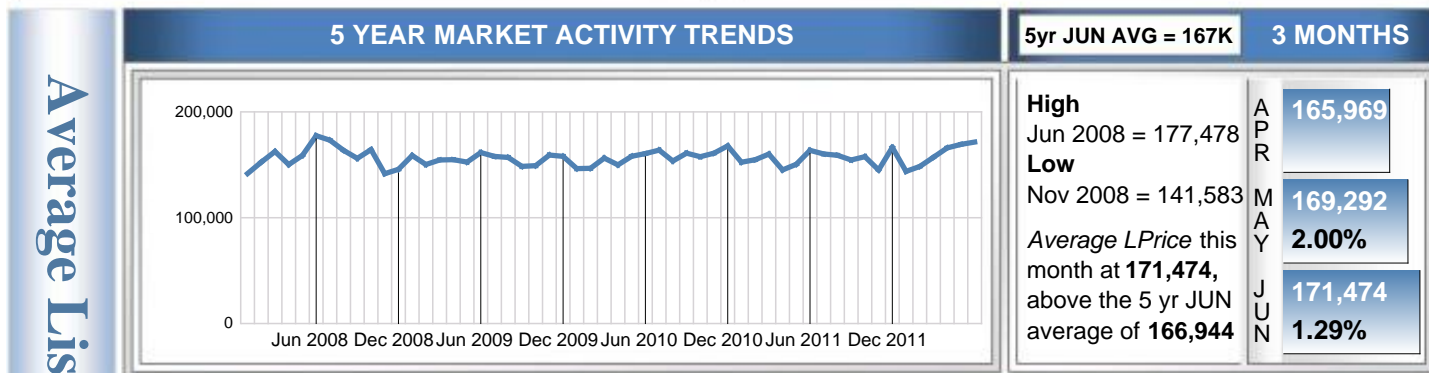
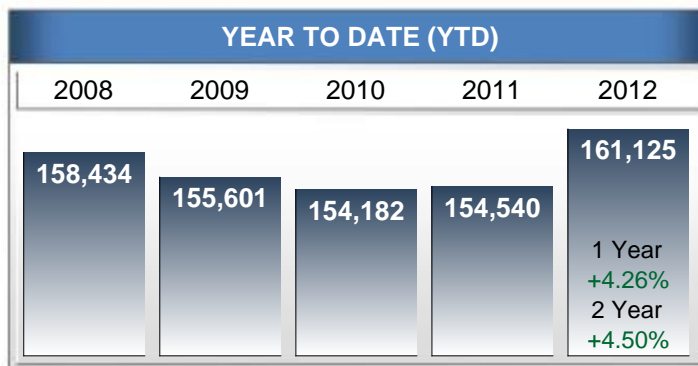
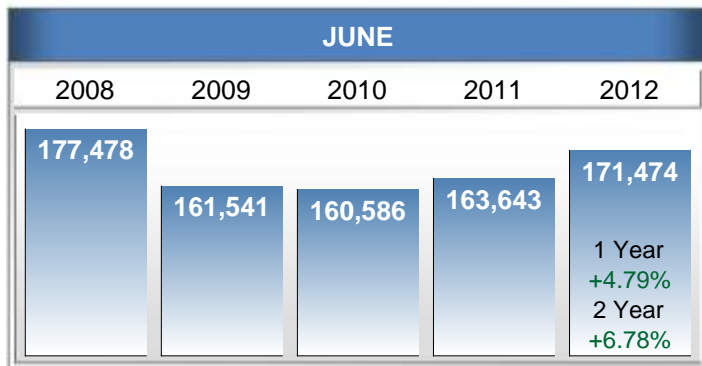
Closed Sales as of Jul 11, 2012



### Average List Price at Closing

Report Produced on: Jul 11, 2012

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	53	4.80%	15,569	18,800	18,938	15,814	0
\$25,001 - \$75,000	184	16.67%	51,238	52,758	55,289	54,524	0
\$75,001 - \$100,000	119	10.78%	88,121	95,845	91,101	93,959	0
\$100,001 - \$150,000	271	24.55%	127,120	128,594	129,099	134,651	0
\$150,001 - \$200,000	180	16.30%	174,482	180,083	175,664	178,034	183,080
\$200,001 - \$300,000	170	15.40%	247,077	234,750	243,405	256,214	270,018
\$300,001 and up	127	11.50%	478,016	749,900	425,213	446,998	663,947
Average List Price:	\$171,474			\$73,789	\$140,200	\$246,896	\$491,189
Total Closed Units:	1,104			165	602	298	39
Total List Volume:	189,306,854			12.18M	84.40M	73.58M	19.16M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

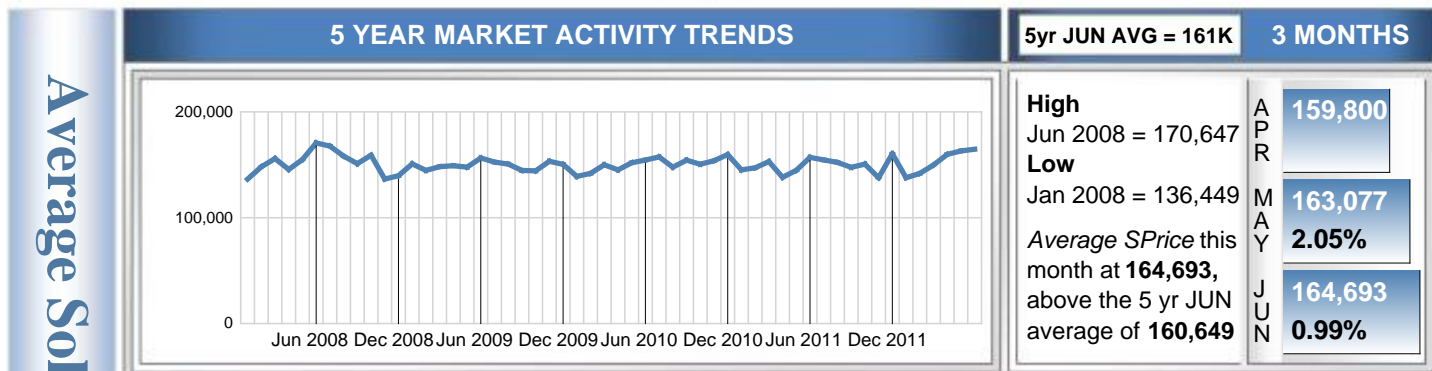
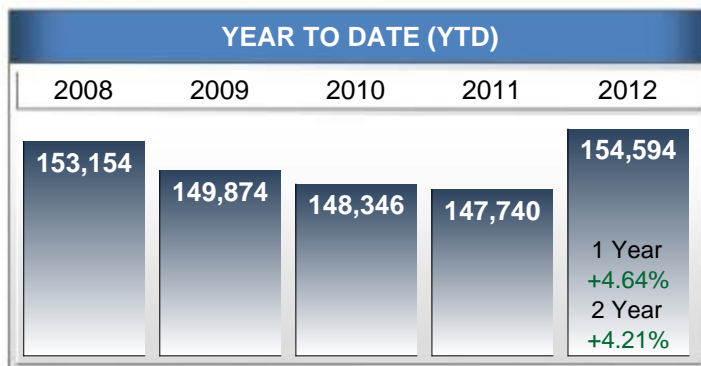
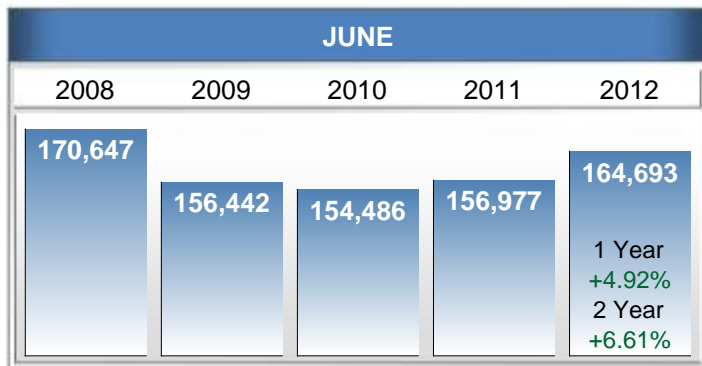
Closed Sales as of Jul 11, 2012



### Average Sold Price at Closing

Report Produced on: Jul 11, 2012

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	60	5.43%	17,024	17,117	17,830	14,793	0
\$25,001 \$75,000	192	17.39%	50,320	47,470	52,219	49,539	0
\$75,001 \$100,000	124	11.23%	88,394	86,419	88,607	90,786	0
\$100,001 \$150,000	265	24.00%	126,305	121,658	126,006	129,507	0
\$150,001 \$200,000	172	15.58%	172,260	176,250	171,325	173,507	172,280
\$200,001 \$300,000	171	15.49%	243,405	226,000	235,643	249,235	252,317
\$300,001 and up	120	10.87%	462,128	627,500	407,533	431,353	607,211
Average Closed Price:	\$164,693			\$67,709	\$135,934	\$238,973	\$451,352
Total Closed Units:	1,104			165	602	298	39
Total Closed Volume:	181,821,056			11.17M	81.83M	71.21M	17.60M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

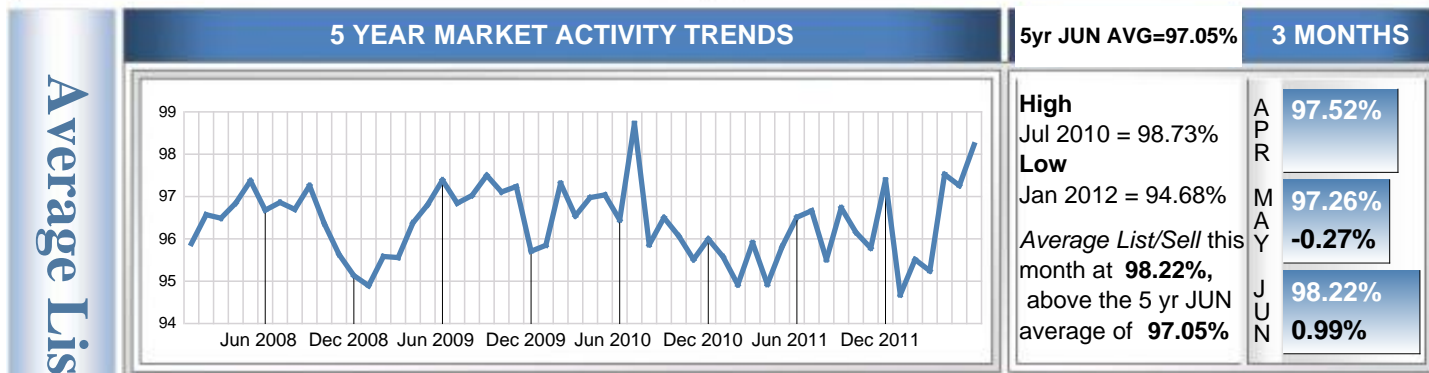
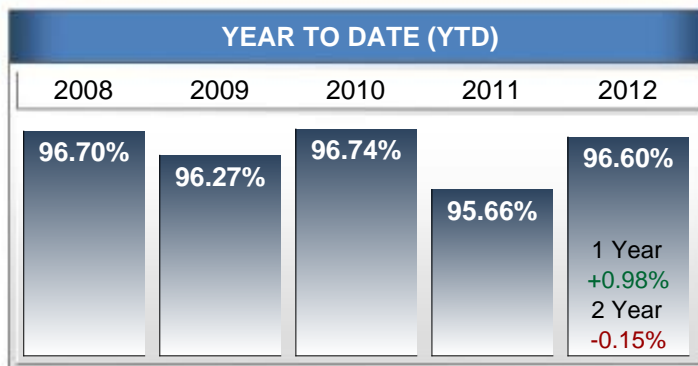
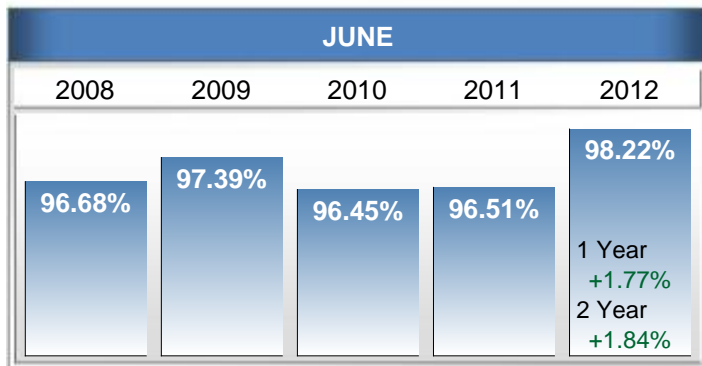
Closed Sales as of Jul 11, 2012



### Average Percent of List Price to Selling Price

Report Produced on: Jul 11, 2012

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

#### 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	60	5.43%	111.08%	120.32%	95.73%	93.80%	0.00%
\$25,001 - \$75,000	192	17.39%	99.58%	98.65%	100.88%	93.01%	0.00%
\$75,001 - \$100,000	124	11.23%	96.34%	92.71%	97.49%	96.94%	0.00%
\$100,001 - \$150,000	265	24.00%	97.30%	95.18%	97.70%	96.36%	0.00%
\$150,001 - \$200,000	172	15.58%	97.60%	98.16%	97.64%	97.74%	94.36%
\$200,001 - \$300,000	171	15.49%	97.05%	96.52%	96.97%	97.42%	94.80%
\$300,001 and up	120	10.87%	96.18%	83.68%	96.07%	96.68%	95.25%
Average List/Sell Ratio: 98.20%				102.09%	98.05%	96.85%	95.01%
Total Closed Units: 1,104				165	602	298	39
Total Closed Volume: 181,821,056				11.17M	81.83M	71.21M	17.60M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2012

Inventory as of Jul 11, 2012



### Market Summary

Report Produced on: Jul 11, 2012

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



**Absorption:** Last 12 months, an Average of 922 Sales/Month

**Active Inventory** as of June 30, 2012 = 9,604

	JUNE			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	1,000	1,104	10.40%	4,820	5,720	18.67%
Pending Sales	971	1,120	15.35%	5,365	6,583	22.70%
New Listings	2,447	2,416	-1.27%	14,591	15,003	2.82%
Average List Price	163,643	171,474	4.79%	154,540	161,125	4.26%
Average Sale Price	156,977	164,693	4.92%	147,740	154,594	4.64%
Average Percent of List Price to Selling Price	96.51%	98.22%	1.77%	95.66%	96.60%	0.98%
Average Days on Market to Sale	59.06	55.33	-6.31%	62.59	60.41	-3.48%
Monthly Inventory	10,408	9,604	-7.72%	10,408	9,604	-7.72%
Months Supply of Inventory	13.58	10.41	-23.33%	13.58	10.41	-23.33%

