



March 2012

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

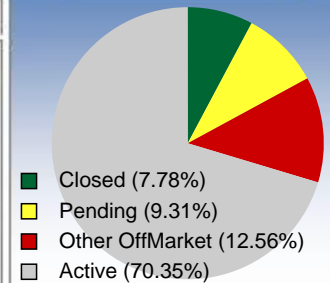


Absorption: Last 12 months, an Average of **886** Sales/Month

Active Inventory as of March 31, 2012 = **8,975**

	MARCH		
	2011	2012	+/- %
Closed Listings	775	992	28.00%
Pending Listings	1,053	1,188	12.82%
New Listings	2,939	2,725	-7.28%
Average List Price	160,125	157,211	-1.82%
Average Sale Price	153,028	149,857	-2.07%
Average Percent of List Price to Selling Price	95.91%	95.25%	-0.69%
Average Days on Market to Sale	64.39	65.02	0.98%
End of Month Inventory	9,564	8,975	-6.16%
Months Supply of Inventory	11.68	10.13	-13.28%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 20, 2012

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2012 decreased **6.16%** to 8,975 existing homes available for sale. Over the last 12 months this area has had an average of 886 closed sales per month. This represents an unsold inventory index of **10.13** 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 **2.07%** in March 2012 to \$149,857 versus the previous year at \$153,028.

Average Days on Market Lengthens

The average number of **65.02** days that homes spent on the market before selling increased by 0.63 days or **0.98%** in March 2012 compared to last year's same month at **64.39** DOM.

Sales Success for March 2012 is Positive

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

There were 2,725 New Listings in March 2012, down **7.28%** from last year at 2,939. Furthermore, there were 992 Closed Listings this month versus last year at 775, a **28.00%** increase.

Closed versus Listed trends yielded a **36.4%** ratio, up from last year's March 2012 at **26.4%**, a **38.05%** 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**

March 2012

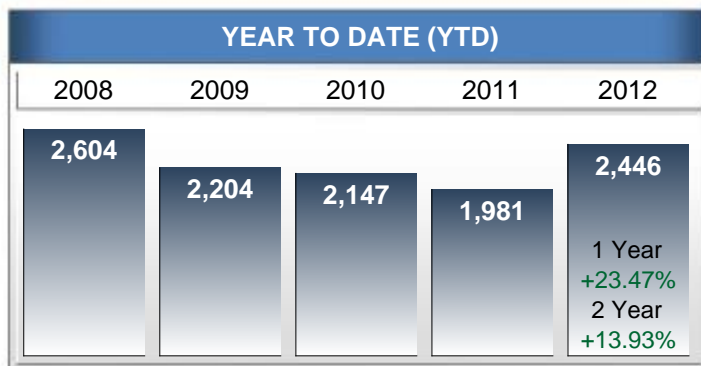
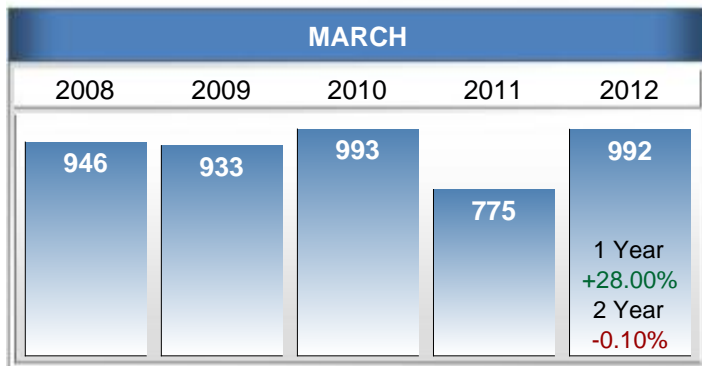
Closed Sales as of Apr 20, 2012



Closed Listings

Report Produced on: Apr 20, 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+	
\$20,000 and less	60	6.05%	54.9	37	23	0	0	
\$20,001 \$50,000	122	12.30%	55.3	59	57	5	1	
\$50,001 \$90,000	175	17.64%	61.4	37	119	19	0	
\$90,001 \$140,000	252	25.40%	68.3	24	197	30	1	
\$140,001 \$190,000	163	16.43%	69.7	8	95	56	4	
\$190,001 \$280,000	113	11.39%	70.9	3	45	58	7	
\$280,001 and up	107	10.79%	66.8	4	28	48	27	
Total Closed Units: 992				65.0	172	564	216	40
Total Closed Volume: 148,658,492					11.32M	70.92M	50.37M	16.04M
Average Closed Price: \$149,857					\$65,829	\$125,745	\$233,206	\$401,080

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

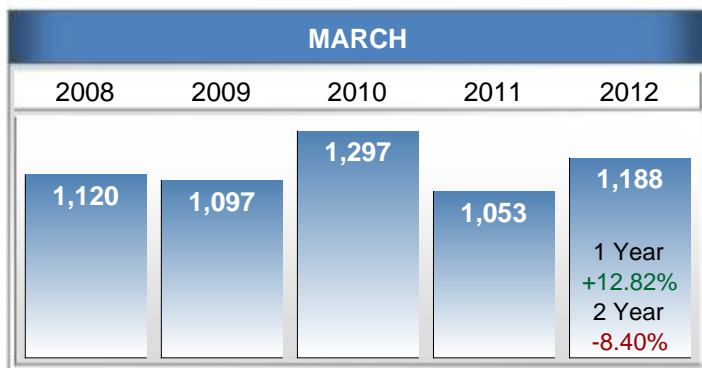
Pending Listings as of Apr 20, 2012



Pending Listings

Report Produced on: Apr 20, 2012

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



Pending Listings

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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	114	9.60%	59.0	68	38	8	0	
\$40,001 - \$70,000	142	11.95%	51.1	39	91	11	1	
\$70,001 - \$100,000	168	14.14%	59.4	34	113	18	3	
\$100,001 - \$150,000	296	24.92%	61.8	26	224	43	3	
\$150,001 - \$200,000	191	16.08%	58.2	11	113	61	6	
\$200,001 - \$290,000	147	12.37%	56.2	8	45	81	13	
\$290,001 and up	130	10.94%	57.4	4	23	74	29	
Total Pending Units: 1,188 Total Pending Volume: 191,770,962 Average Listing Price: \$146,761				64.1	190	647	296	55
					16.67M	83.87M	72.88M	18.35M
					\$87,756	\$129,622	\$246,226	\$333,615



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

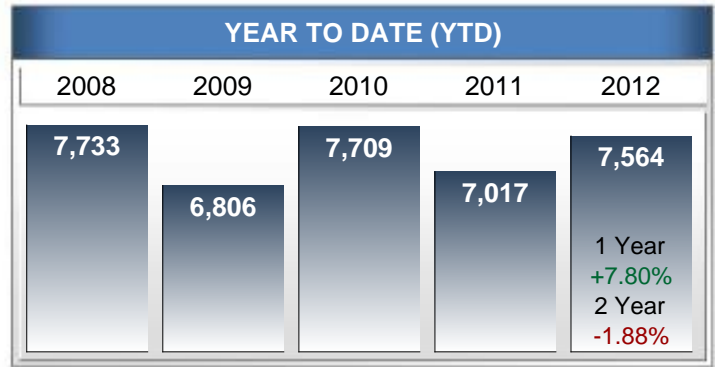
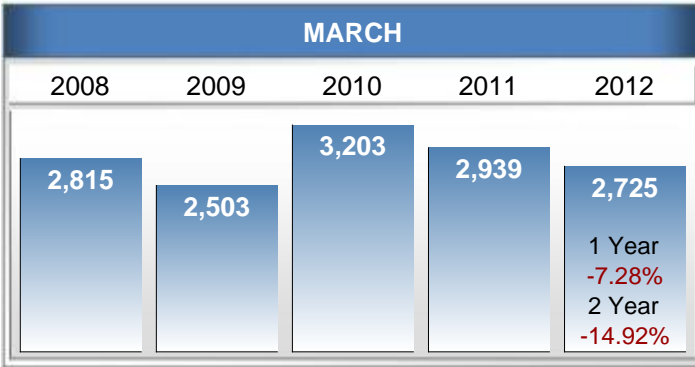
New Listings as of Apr 20, 2012



New Listings

Report Produced on: Apr 20, 2012

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	178	6.53%	153	18	6	1
\$25,001 - \$50,000	347	12.73%	259	71	16	1
\$50,001 - \$100,000	502	18.42%	200	270	28	4
\$100,001 - \$150,000	545	20.00%	87	376	79	3
\$150,001 - \$225,000	513	18.83%	53	265	182	13
\$225,001 - \$350,000	371	13.61%	35	119	188	29
\$350,001 and up	269	9.87%	39	42	129	59
Total New Listed Units:	2,725		826	1,161	628	110
Total New Listed Volume:	504,958,141		93.74M	180.02M	170.31M	60.89M
Average New Listed Listing Price:	\$213,853		\$113,490	\$155,054	\$271,197	\$553,504



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

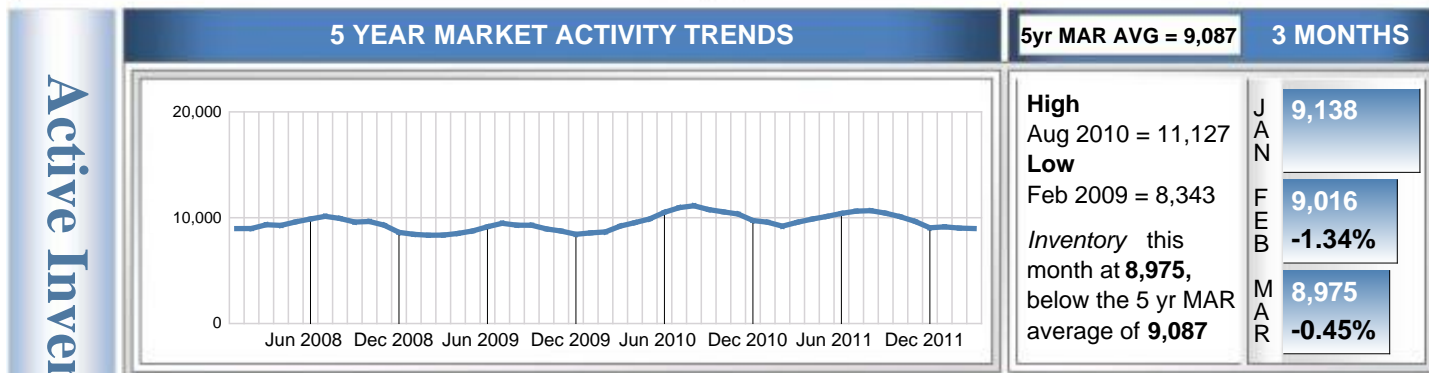
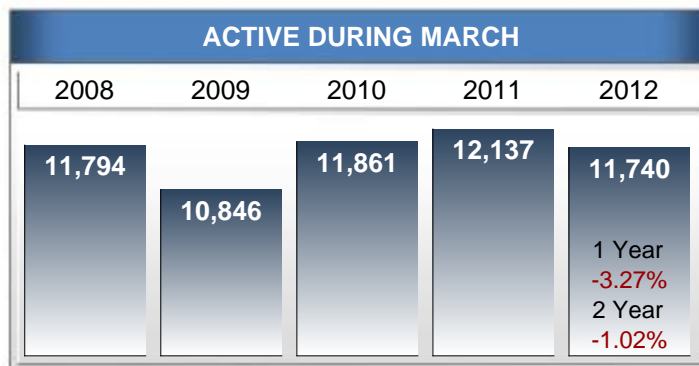
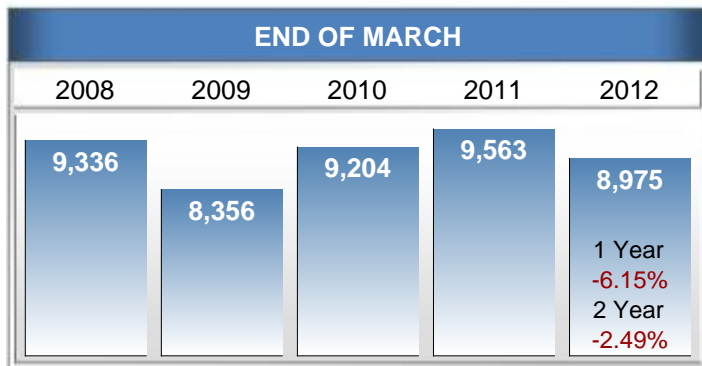
Active Inventory as of Apr 20, 2012



Active Inventory

Report Produced on: Apr 20, 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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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	673	7.50%	82.8	596	62	14	1		
\$25,001 \$50,000	1,255	13.98%	73.9	1,026	193	32	4		
\$50,001 \$75,000	1,007	11.22%	79.5	620	351	31	5		
\$75,001 \$150,000	2,641	29.43%	74.9	683	1,643	297	18		
\$150,001 \$200,000	1,160	12.92%	70.9	166	612	360	22		
\$200,001 \$325,000	1,214	13.53%	69.7	129	419	573	93		
\$325,001 and up	1,025	11.42%	74.8	164	163	465	233		
Total Active Inventory by Units:				8,975	74.7	3,384	3,443	1,772	376
Total Active Inventory by Volume:				2,673,768,387		420.12M	520.34M	509.48M	1.22B
Average Active Inventory Listing Price:				\$297,913		\$124,149	\$151,130	\$287,516	\$3,254,868



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

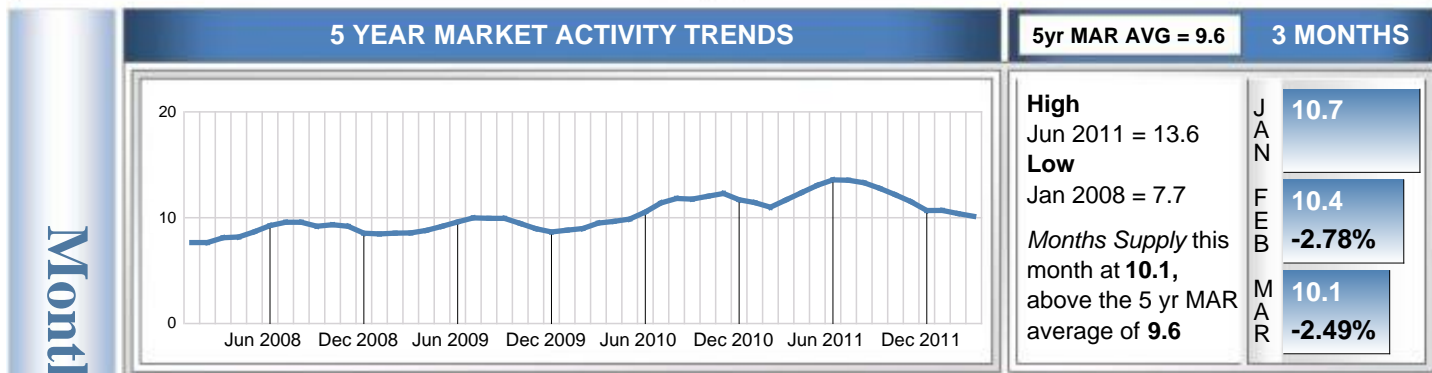
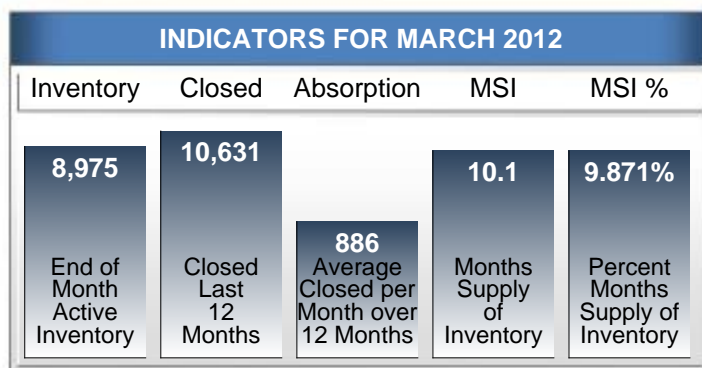
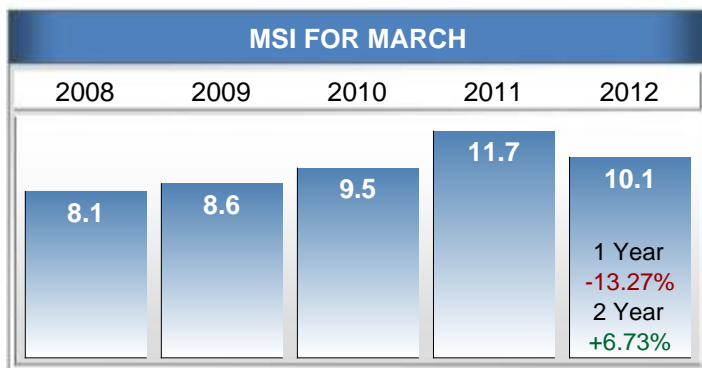
Active Inventory as of Apr 20, 2012



Months Supply of Inventory

Report Produced on: Apr 20, 2012

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



Months Supply

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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	414	4.61%	10.5	16.2	2.3	6.0	0.0
\$20,001 \$50,000	1,514	16.87%	13.7	24.7	4.2	6.1	6.7
\$50,001 \$80,000	1,232	13.73%	11.1	25.2	6.3	4.5	4.3
\$80,001 \$150,000	2,416	26.92%	7.8	17.9	6.7	6.4	5.4
\$150,001 \$220,000	1,356	15.11%	8.1	19.3	7.9	7.0	6.3
\$220,001 \$340,000	1,106	12.32%	11.0	26.6	12.2	9.7	8.8
\$340,001 and up	937	10.44%	19.2	106.7	16.1	16.1	17.2
MSI:			10.1	22.6	7.0	8.5	11.0
Total Active Inventory:			8,975	3,384	3,443	1,772	376



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

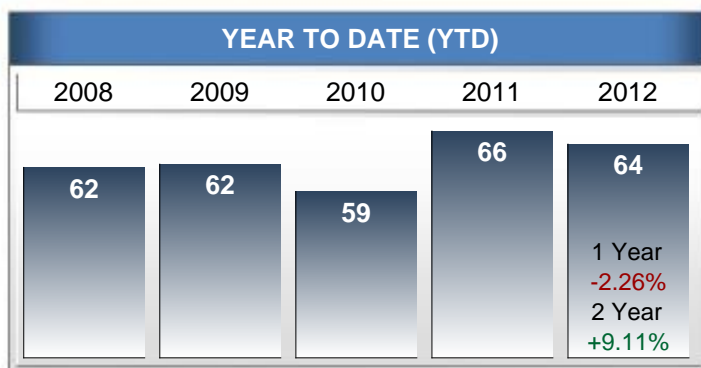
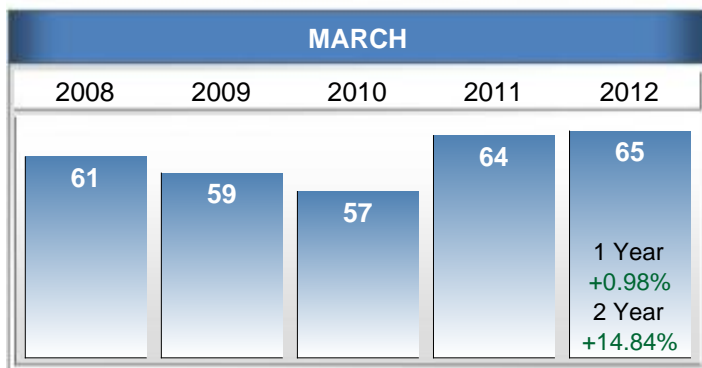
Closed Sales as of Apr 20, 2012



Average Days on Market to Sale

Report Produced on: Apr 20, 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+
\$20,000 and less	60	6.05%	54.9	59.2	48.1	0.0	0.0
\$20,001 \$50,000	122	12.30%	55.3	55.6	55.4	38.0	119.0
\$50,001 \$90,000	175	17.64%	61.4	59.2	61.0	67.9	0.0
\$90,001 \$140,000	252	25.40%	68.3	76.5	67.2	67.8	90.0
\$140,001 \$190,000	163	16.43%	69.7	94.9	65.0	74.0	72.0
\$190,001 \$280,000	113	11.39%	70.9	58.7	71.4	69.2	86.7
\$280,001 and up	107	10.79%	66.8	45.5	70.2	72.4	56.3
Average Closed DOM: 65.0				61.7	64.0	70.1	65.6
Total Closed Units: 992				172	564	216	40
Total Closed Volume: 148,658,492				11.32M	70.92M	50.37M	16.04M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

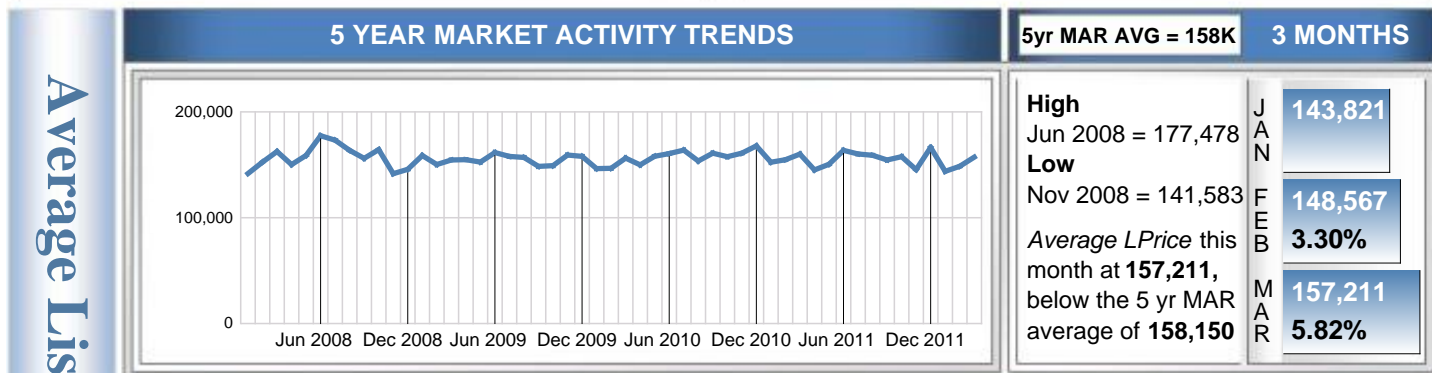
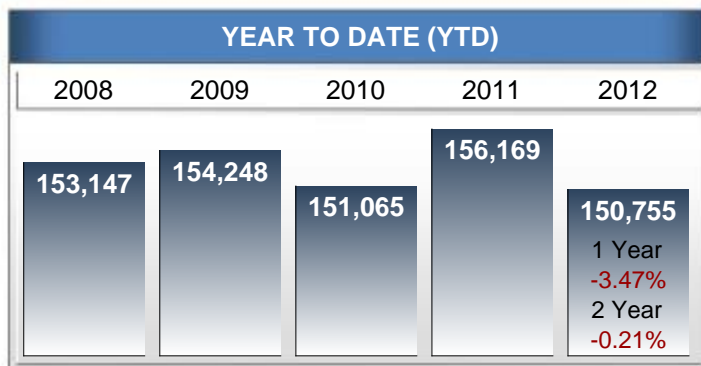
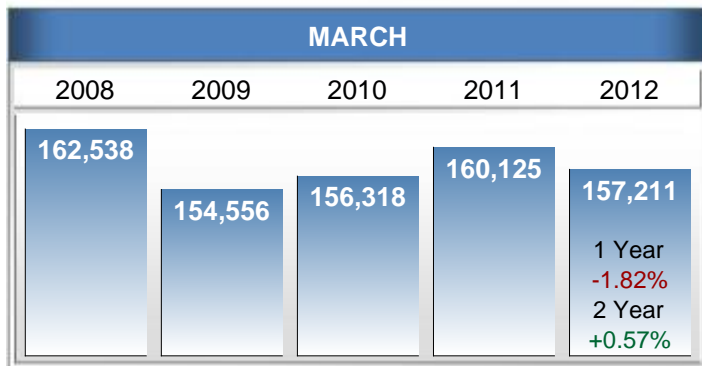
Closed Sales as of Apr 20, 2012



Average List Price at Closing

Report Produced on: Apr 20, 2012

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	68	6.85%	17,442	20,655	21,158	24,900	0
\$25,001 \$50,000	104	10.48%	38,778	43,740	43,301	37,970	38,800
\$50,001 \$75,000	107	10.79%	63,572	63,598	67,194	64,992	0
\$75,001 \$125,000	236	23.79%	102,859	105,377	106,575	109,954	0
\$125,001 \$175,000	205	20.67%	148,749	152,264	150,047	159,423	152,800
\$175,001 \$275,000	144	14.52%	218,104	243,100	223,320	234,636	230,086
\$275,001 and up	128	12.90%	451,225	402,250	441,713	481,241	517,108
Average List Price:	\$157,211			\$71,272	\$131,712	\$242,153	\$427,599
Total Closed Units:	992			172	564	216	40
Total List Volume:	155,953,266			12.26M	74.29M	52.30M	17.10M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

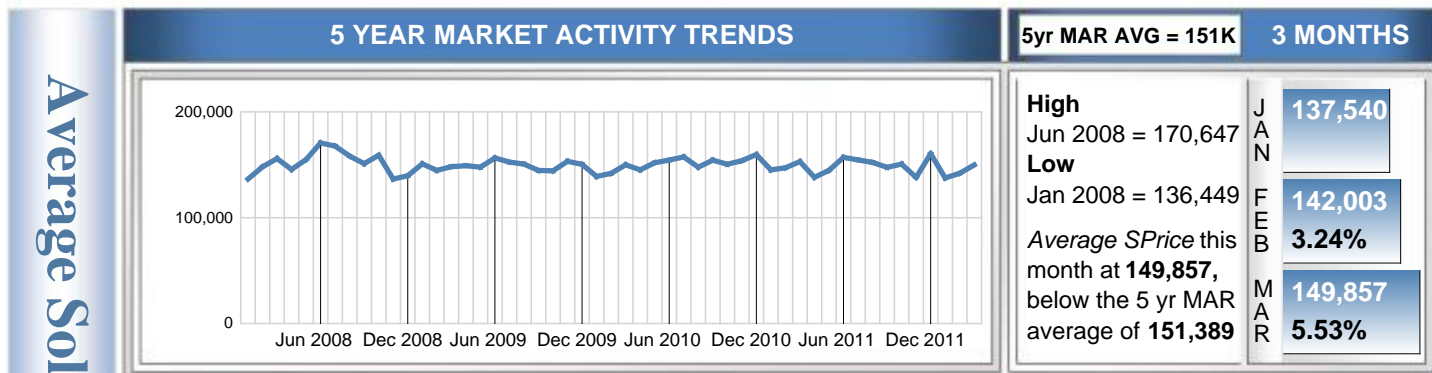
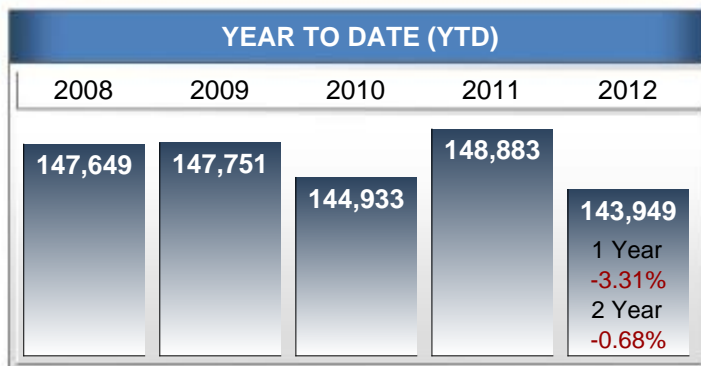
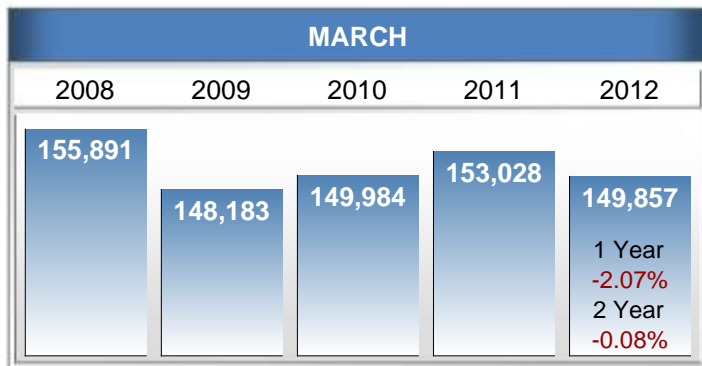
Closed Sales as of Apr 20, 2012



Average Sold Price at Closing

Report Produced on: Apr 20, 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+
\$20,000 and less	60	6.05%	14,287	14,068	14,641	0	0
\$20,001 \$50,000	122	12.30%	35,427	35,280	35,674	34,027	37,000
\$50,001 \$90,000	175	17.64%	70,847	68,706	71,377	71,696	0
\$90,001 \$140,000	252	25.40%	116,534	112,829	116,252	120,583	139,500
\$140,001 \$190,000	163	16.43%	163,865	161,688	163,227	164,997	167,500
\$190,001 \$280,000	113	11.39%	235,554	230,833	230,642	237,280	254,843
\$280,001 and up	107	10.79%	452,214	371,148	402,464	462,927	496,770
Average Closed Price: \$149,857				\$65,829	\$125,745	\$233,206	\$401,080
Total Closed Units: 992				172	564	216	40
Total Closed Volume: 148,658,492				11.32M	70.92M	50.37M	16.04M



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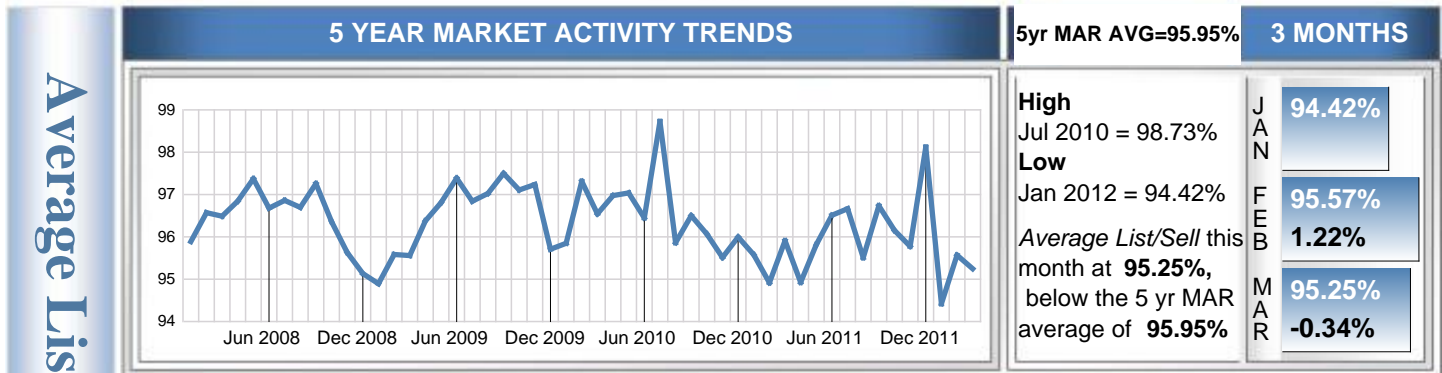
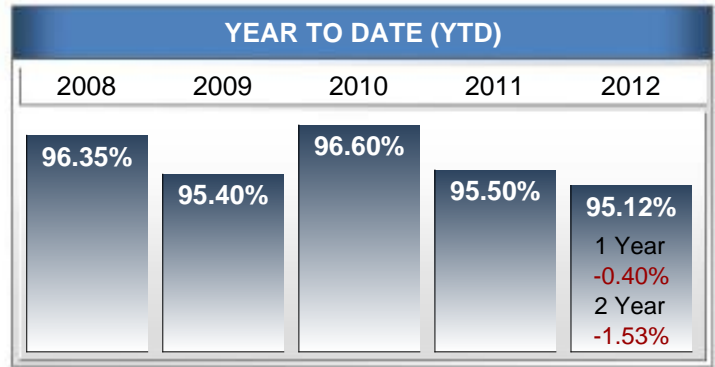
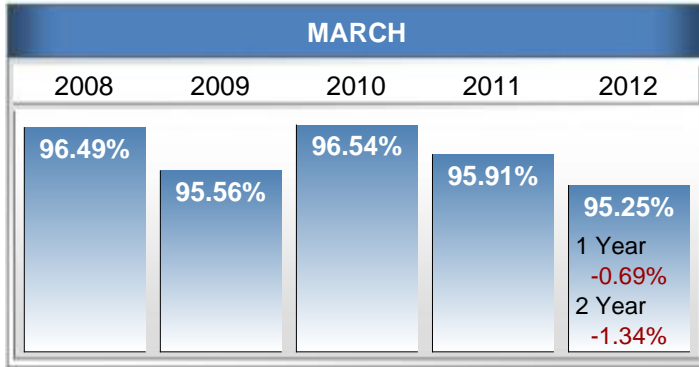
Closed Sales as of Apr 20, 2012



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

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+
\$20,000 and less	60	6.05%	86.57%	86.92%	86.02%	0.00%	0.00%
\$20,001 \$50,000	122	12.30%	90.21%	89.03%	90.89%	95.27%	95.36%
\$50,001 \$90,000	175	17.64%	96.35%	95.67%	96.43%	97.20%	0.00%
\$90,001 \$140,000	252	25.40%	97.24%	95.22%	97.38%	97.82%	100.00%
\$140,001 \$190,000	163	16.43%	97.31%	95.98%	97.56%	97.12%	96.53%
\$190,001 \$280,000	113	11.39%	96.53%	89.72%	95.56%	97.33%	99.06%
\$280,001 and up	107	10.79%	94.86%	92.65%	93.19%	96.01%	94.87%
Average List/Sell Ratio: 95.20%				91.29%	95.74%	96.99%	95.91%
Total Closed Units: 992				172	564	216	40
Total Closed Volume: 148,658,492				11.32M	70.92M	50.37M	16.04M



Monthly Inventory Analysis

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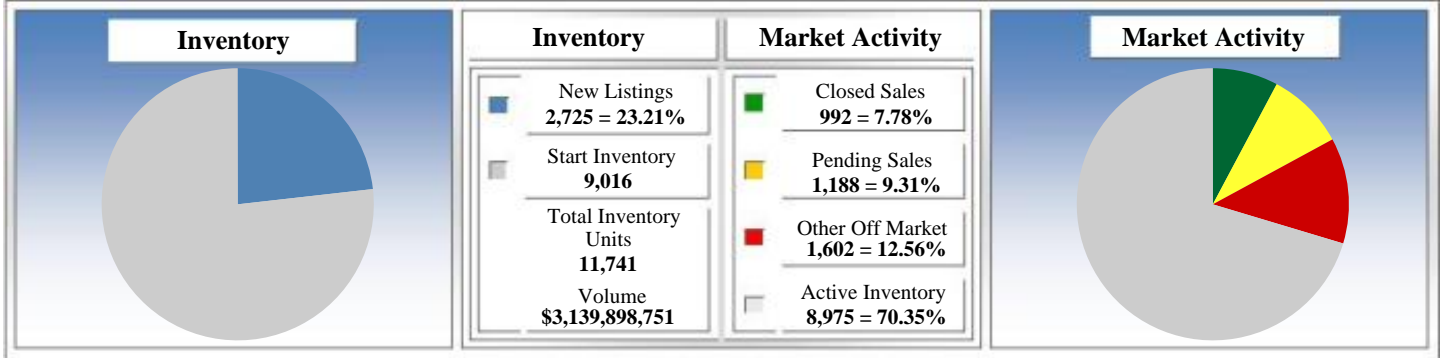
Inventory as of Apr 20, 2012



Market Summary

Report Produced on: Apr 20, 2012

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Absorption: Last 12 months, an Average of **886** Sales/Month

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	MARCH			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	775	992	28.00%	1,981	2,446	23.47%
Pending Sales	1,053	1,188	12.82%	2,467	3,151	27.73%
New Listings	2,939	2,725	-7.28%	7,017	7,564	7.80%
Average List Price	160,125	157,211	-1.82%	156,169	150,755	-3.47%
Average Sale Price	153,028	149,857	-2.07%	148,883	143,949	-3.31%
Average Percent of List Price to Selling Price	95.91%	95.25%	-0.69%	95.50%	95.12%	-0.40%
Average Days on Market to Sale	64.39	65.02	0.98%	65.81	64.32	-2.26%
Monthly Inventory	9,564	8,975	-6.16%	9,564	8,975	-6.16%
Months Supply of Inventory	11.68	10.13	-13.28%	11.68	10.13	-13.28%

