



May 2012

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

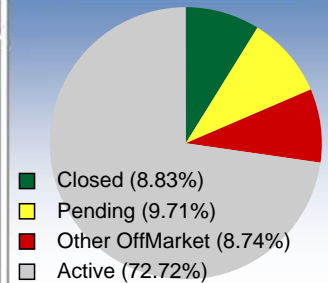


Absorption: Last 12 months, an Average of **913** Sales/Month

Active Inventory as of May 31, 2012 = **9,261**

	MAY		
	2011	2012	+/-%
Closed Listings	924	1,125	21.75%
Pending Listings	986	1,236	25.35%
New Listings	2,429	2,347	-3.38%
Median List Price	127,275	135,000	6.07%
Median Sale Price	121,500	131,599	8.31%
Median Percent of List Price to Selling Price	97.15%	97.57%	0.43%
Median Days on Market to Sale	45.00	45.00	0.00%
End of Month Inventory	10,123	9,261	-8.52%
Months Supply of Inventory	13.07	10.15	-22.36%

Market Activity



Report Produced on: Jun 11, 2012

Monthly Inventory Analysis

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 May 2012 decreased **8.52%** to 9,261 existing homes available for sale. Over the last 12 months this area has had an average of 913 closed sales per month. This represents an unsold inventory index of **10.15** 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 **8.31%** in May 2012 to \$131,599 versus the previous year at \$121,500.

Median Days on Market Shortens

The median number of **45.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in May 2012 compared to last year's same month at **45.00** DOM.

Sales Success for May 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 2,347 New Listings in May 2012, down **3.38%** from last year at 2,429. Furthermore, there were 1,125 Closed Listings this month versus last year at 924, a **21.75%** increase.

Closed versus Listed trends yielded a **47.9%** ratio, up from last year's May 2012 at **38.0%**, a **26.01%** 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2012

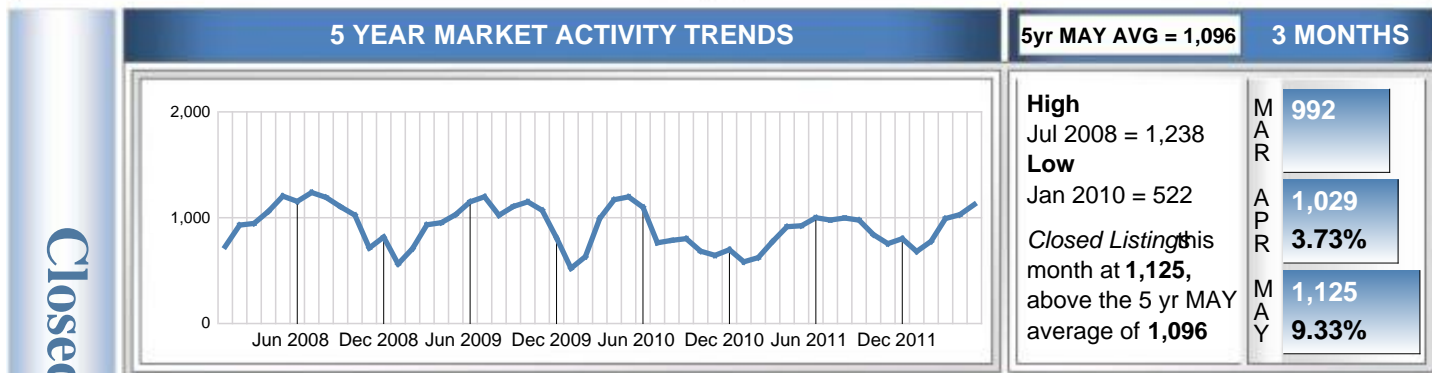
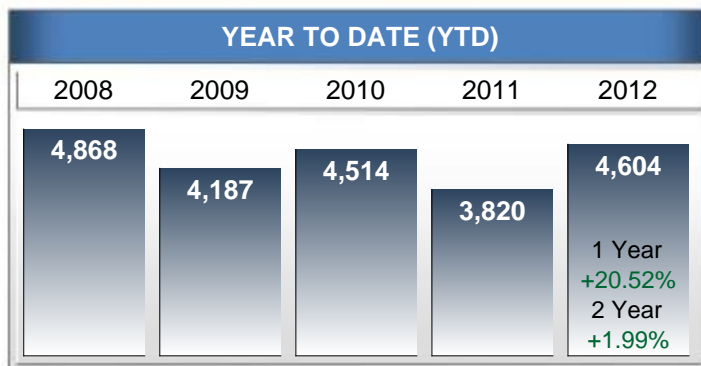
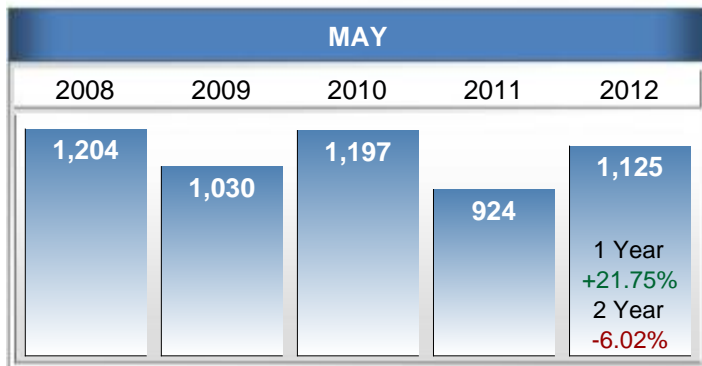
Closed Sales as of Jun 11, 2012



Closed Listings

Report Produced on: Jun 11, 2012

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



Closed Listings

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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	81	7.20%	44.0	54	22	5	0	
\$30,001 - \$70,000	141	12.53%	34.0	50	82	9	0	
\$70,001 - \$100,000	151	13.42%	45.0	33	101	17	0	
\$100,001 - \$150,000	288	25.60%	49.0	24	222	41	1	
\$150,001 - \$210,000	199	17.69%	45.0	11	115	68	5	
\$210,001 - \$300,000	151	13.42%	50.0	3	56	81	11	
\$300,001 and up	114	10.13%	41.0	3	19	66	26	
Total Closed Units: 1,125				45.0	178	617	287	43
Total Closed Volume: 183,789,301					13.19M	83.45M	69.23M	17.93M
Median Closed Price: \$131,599					\$60,000	\$123,251	\$215,000	\$345,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2012

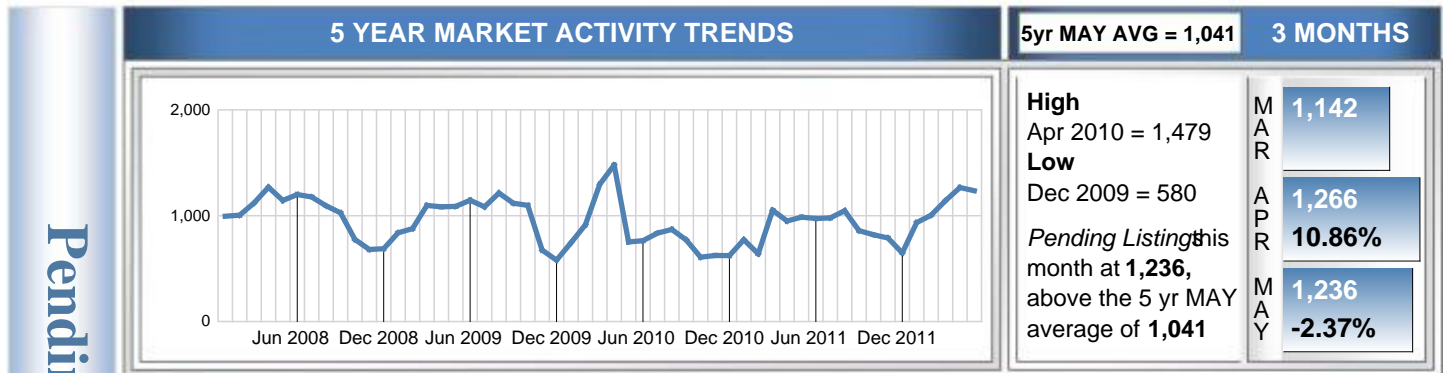
Pending Listings as of Jun 11, 2012



Pending Listings

Report Produced on: Jun 11, 2012

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			%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	124		10.03%	34.5	63	55	6	0	
\$40,001 \$70,000	117		9.47%	44.0	37	74	6	0	
\$70,001 \$110,000	226		18.28%	39.5	46	158	22	0	
\$110,001 \$150,000	272		22.01%	50.5	23	204	44	1	
\$150,001 \$190,000	188		15.21%	41.0	11	105	68	4	
\$190,001 \$290,000	180		14.56%	53.5	6	84	78	12	
\$290,001 and up	129		10.44%	49.0	1	23	78	27	
Total Pending Units: 1,236					45.0	187	703	302	44
Total Pending Volume: 198,395,784						13.98M	93.47M	74.44M	16.50M
Median Listing Price: \$131,200						\$64,900	\$122,000	\$199,000	\$315,000

Pending Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2012

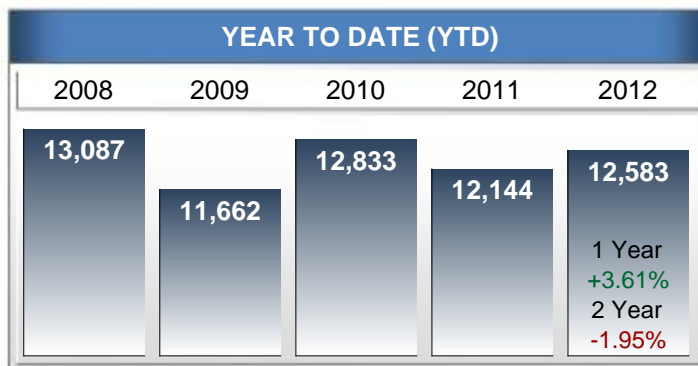
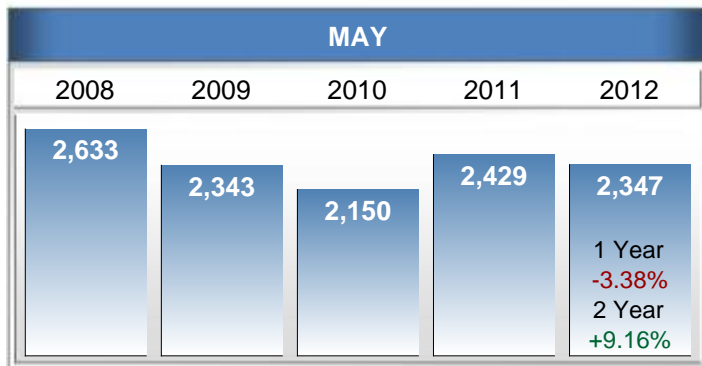
New Listings as of Jun 11, 2012



New Listings

Report Produced on: Jun 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+	
\$30,000 and less	198	8.44%	153	39	6	0	
\$30,001 - \$70,000	336	14.32%	184	134	16	2	
\$70,001 - \$100,000	309	13.17%	102	183	24	0	
\$100,001 - \$160,000	584	24.88%	64	428	87	5	
\$160,001 - \$230,000	388	16.53%	26	192	160	10	
\$230,001 - \$340,000	296	12.61%	14	105	149	28	
\$340,001 and up	236	10.06%	33	34	116	53	
Total New Listed Units:			2,347	576	1,115	558	98
Total New Listed Volume:			452,292,929	76.00M	169.55M	160.52M	46.23M
Median New Listed Listing Price:			\$134,400	\$59,000	\$126,500	\$225,000	\$362,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2012

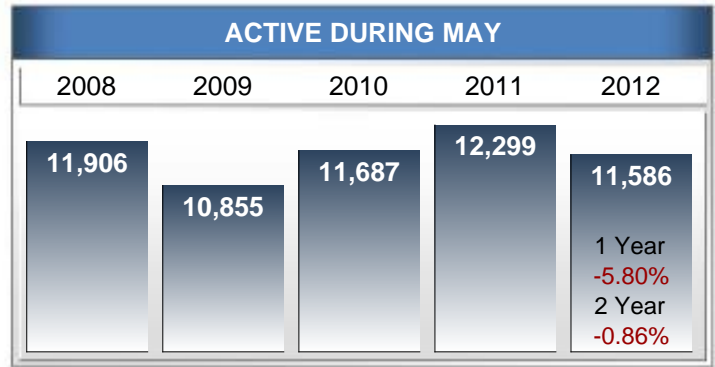
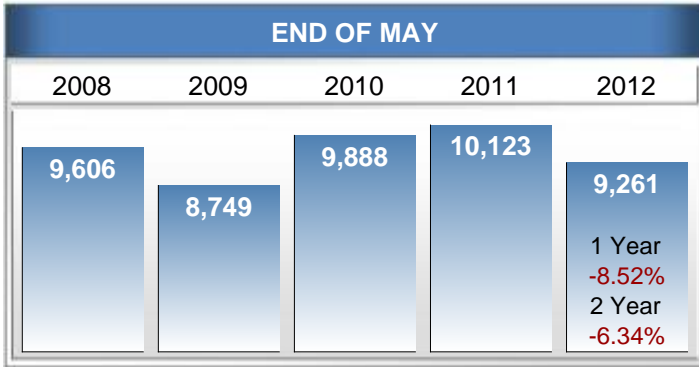
Active Inventory as of Jun 11, 2012



Active Inventory

Report Produced on: Jun 11, 2012

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



Active Inventory

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5yr MAY AVG = 9,525 **3 MONTHS**

High
Aug 2010 = 11,130

Low
Feb 2009 = 8,345

Inventory this month at **9,261**, below the 5 yr MAY average of **9,525**

M A R	9,163
A P R	9,239
M A Y	9,261
	0.83%
	0.24%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	456	4.92%	70.0	409	40	7	0		
\$20,001 \$50,000	1,533	16.55%	79.0	1,284	203	42	4		
\$50,001 \$80,000	1,232	13.30%	84.0	718	461	47	6		
\$80,001 \$150,000	2,437	26.31%	66.0	602	1,537	273	25		
\$150,001 \$220,000	1,442	15.57%	64.0	184	729	494	35		
\$220,001 \$350,000	1,238	13.37%	64.0	133	401	594	110		
\$350,001 and up	923	9.97%	69.0	159	139	422	203		
Total Active Inventory by Units:				9,261	71.0	3,489	3,510	1,879	383
Total Active Inventory by Volume:				1,728,953,232		413.66M	543.56M	554.59M	217.14M
Median Active Inventory Listing Price:				\$122,500		\$54,000	\$129,900	\$234,900	\$375,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2012

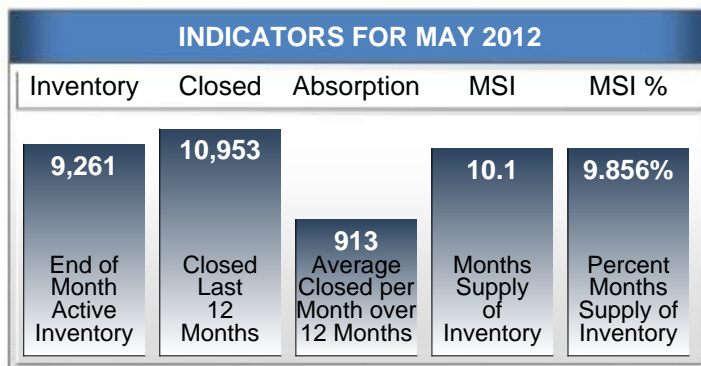
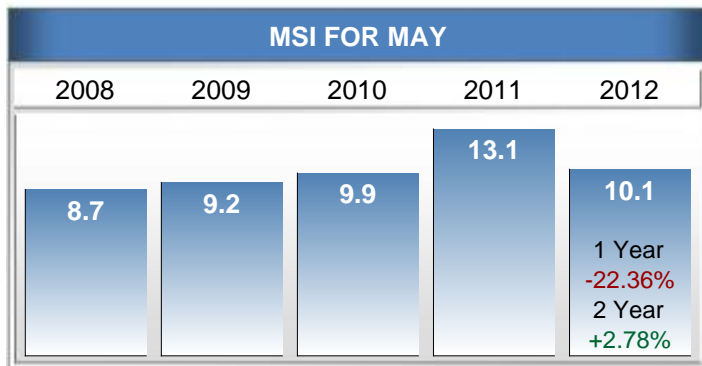
Active Inventory as of Jun 11, 2012



Months Supply of Inventory

Report Produced on: Jun 11, 2012

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



Months Supply
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5yr MAY AVG = 10.2	3 MONTHS
High Jun 2011 = 13.6 Low Jan 2008 = 7.7 <i>Months Supply</i> this month at 10.1 , below the 5 yr MAY average of 10.2	M A R 10.3 A P R 10.3 M A Y 10.1 -0.24% -1.60%

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	456		4.92%	11.6	17.7	2.7	5.6	0.0
\$20,001 \$50,000	1,533		16.55%	14.0	26.0	3.8	6.5	4.0
\$50,001 \$80,000	1,232		13.30%	10.9	23.6	6.4	4.6	6.5
\$80,001 \$150,000	2,437		26.31%	7.7	19.0	6.5	5.9	7.5
\$150,001 \$220,000	1,442		15.57%	8.5	18.1	8.1	7.8	6.2
\$220,001 \$350,000	1,238		13.37%	10.9	30.7	12.3	9.3	9.2
\$350,001 and up	923		9.97%	18.1	112.2	15.9	15.7	14.6
MSI:		10.1			23.2	6.9	8.6	10.4
Total Active Inventory:		9,261			3,489	3,510	1,879	383



Monthly Inventory Analysis

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May 2012

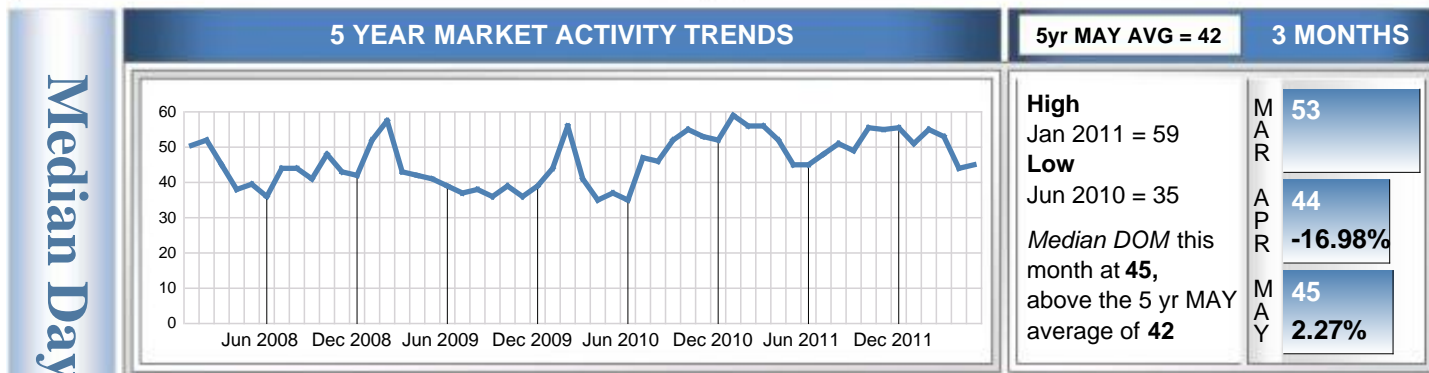
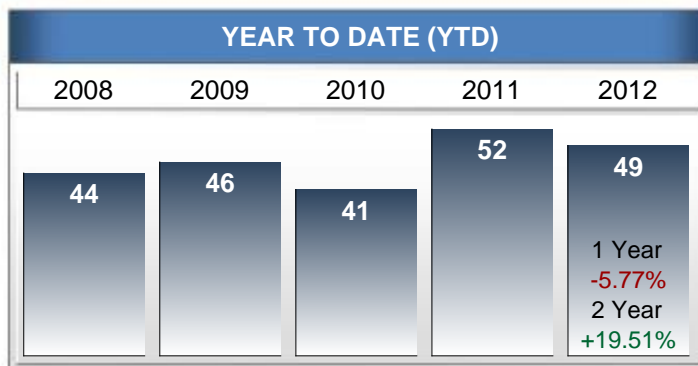
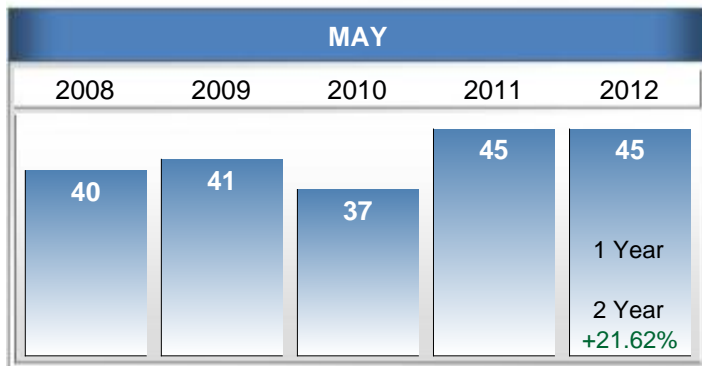
Closed Sales as of Jun 11, 2012



Median Days on Market to Sale

Report Produced on: Jun 11, 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	81	7.20%	44.0	44.5	31.0	59.0	0.0
\$30,001 - \$70,000	141	12.53%	34.0	41.5	34.0	19.0	0.0
\$70,001 - \$100,000	151	13.42%	45.0	41.0	47.0	42.0	0.0
\$100,001 - \$150,000	288	25.60%	49.0	49.0	49.0	50.0	15.0
\$150,001 - \$210,000	199	17.69%	45.0	45.0	43.0	51.5	74.0
\$210,001 - \$300,000	151	13.42%	50.0	10.0	40.5	52.0	91.0
\$300,001 and up	114	10.13%	41.0	24.0	41.0	35.5	67.5
Median Closed DOM:	45.0			44.0	43.0	47.0	74.0
Total Closed Units:	1,125			178	617	287	43
Total Closed Volume:	183,789,301			13.19M	83.45M	69.23M	17.93M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2012

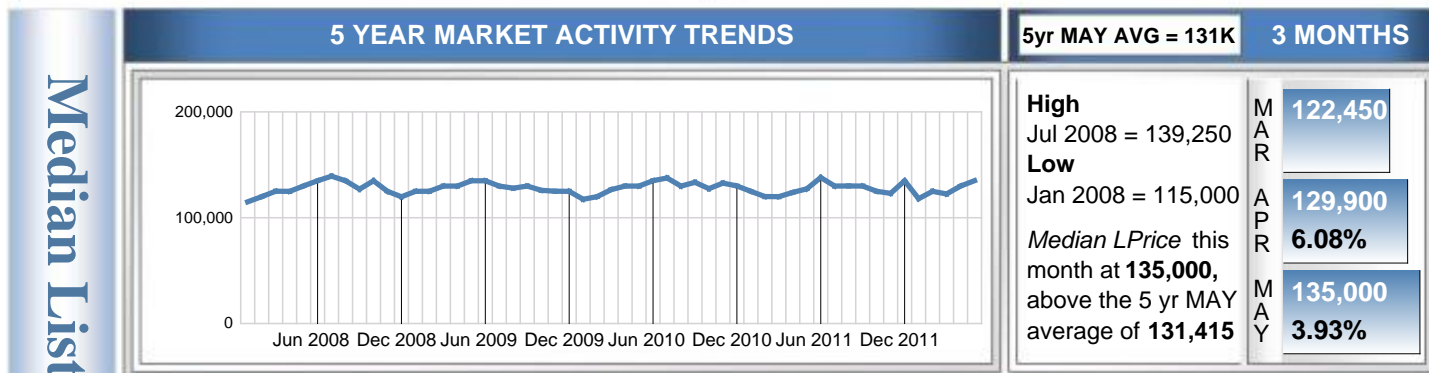
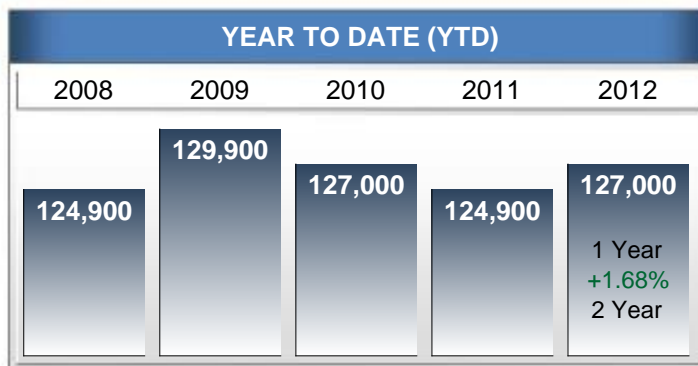
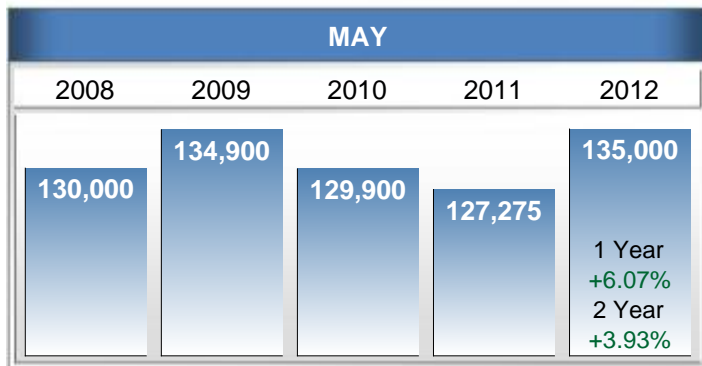
Closed Sales as of Jun 11, 2012



Median List Price at Closing

Report Produced on: Jun 11, 2012

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



Median List Price

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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	80		7.11%	21,200	19,500	24,000	19,500	0
\$30,001 - \$70,000	135		12.00%	52,900	54,900	52,900	38,900	0
\$70,001 - \$100,000	153		13.60%	88,500	85,000	88,750	94,900	99,900
\$100,001 - \$150,000	277		24.62%	126,000	117,450	125,000	135,000	0
\$150,001 - \$210,000	204		18.13%	174,900	169,000	174,386	179,900	182,200
\$210,001 - \$300,000	152		13.51%	250,000	225,000	250,000	250,000	249,900
\$300,001 and up	124		11.02%	391,200	480,000	349,500	389,900	550,000
Median List Price:	\$135,000				\$64,900	\$125,000	\$224,900	\$350,000
Total Closed Units:	1,125				178	617	287	43
Total List Volume:	190,645,575				13.94M	86.28M	71.81M	18.61M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2012

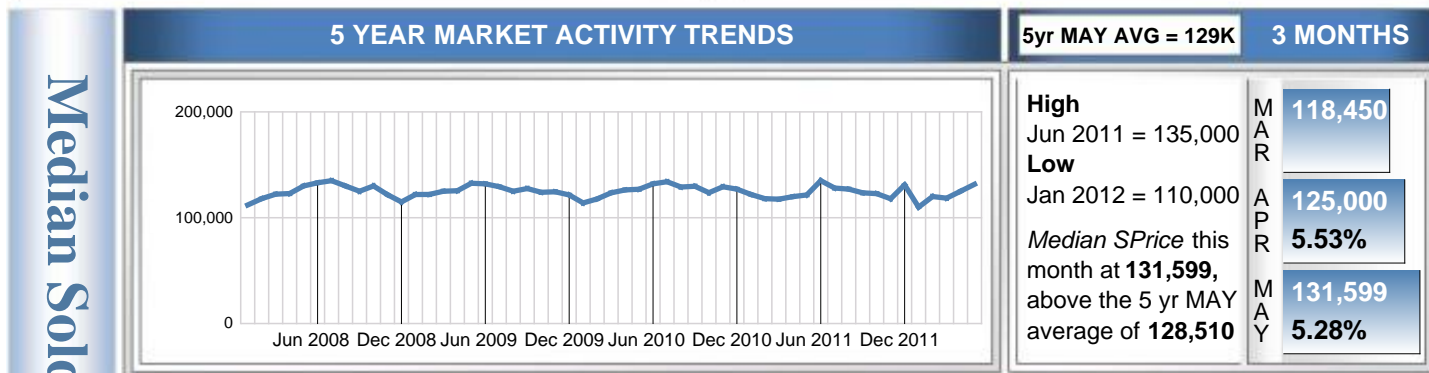
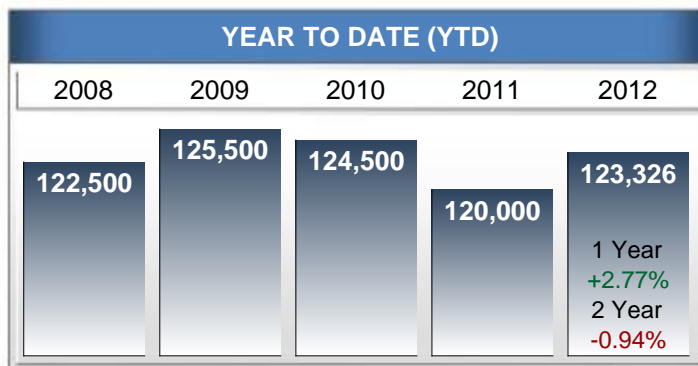
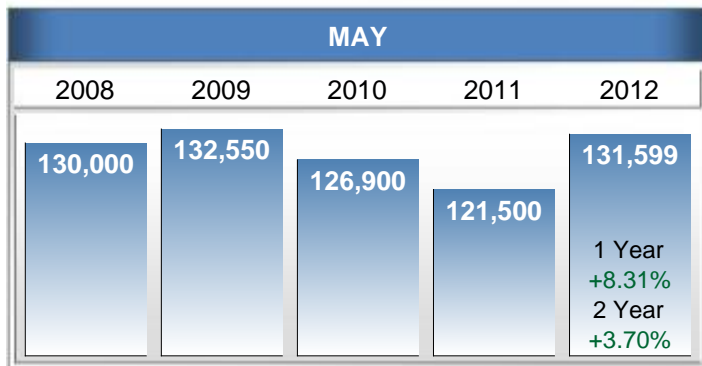
Closed Sales as of Jun 11, 2012



Median Sold Price at Closing

Report Produced on: Jun 11, 2012

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	81		7.20%	20,500	20,000	22,250	25,500	0
\$30,001 - \$70,000	141		12.53%	51,870	52,500	51,685	42,000	0
\$70,001 - \$100,000	151		13.42%	85,000	80,000	85,850	85,199	0
\$100,001 - \$150,000	288		25.60%	125,000	115,000	125,000	132,000	103,000
\$150,001 - \$210,000	199		17.69%	174,895	178,000	173,500	175,875	189,500
\$210,001 - \$300,000	151		13.42%	254,000	235,000	259,000	250,000	250,000
\$300,001 and up	114		10.13%	388,750	465,000	352,000	371,500	537,500
Median Closed Price:	\$131,599				\$60,000	\$123,251	\$215,000	\$345,000
Total Closed Units:	1,125				178	617	287	43
Total Closed Volume:	183,789,301				13.19M	83.45M	69.23M	17.93M



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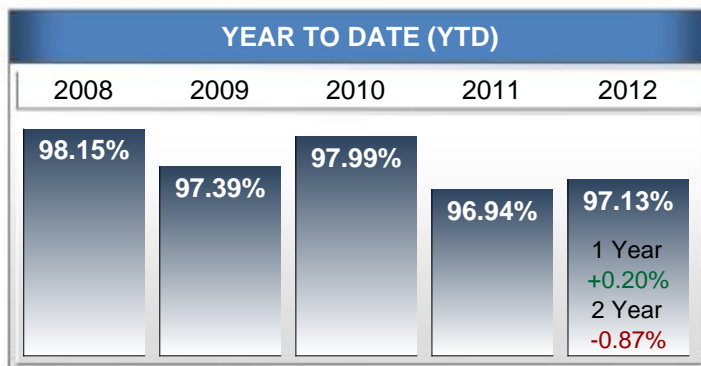
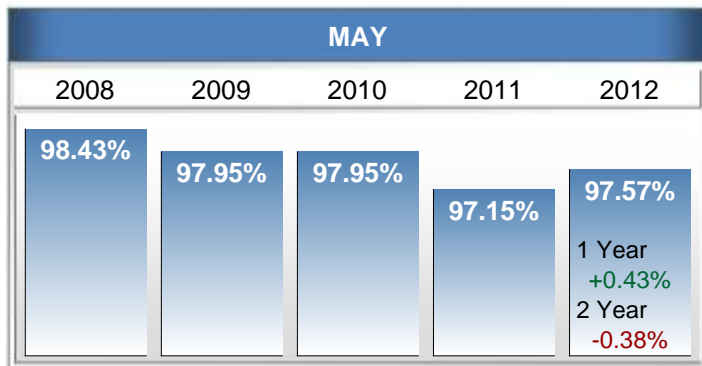
Closed Sales as of Jun 11, 2012



Median Percent of List Price to Selling Price

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



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	81	7.20%	97.56%	97.90%	95.66%	100.00%	0.00%
\$30,001 \$70,000	141	12.53%	95.53%	92.25%	96.10%	100.00%	0.00%
\$70,001 \$100,000	151	13.42%	97.60%	98.72%	97.60%	95.10%	0.00%
\$100,001 \$150,000	288	25.60%	97.68%	94.09%	97.82%	97.56%	103.10%
\$150,001 \$210,000	199	17.69%	98.13%	96.25%	98.48%	98.11%	97.58%
\$210,001 \$300,000	151	13.42%	97.39%	95.14%	96.94%	97.61%	98.33%
\$300,001 and up	114	10.13%	96.99%	96.88%	96.55%	96.73%	97.86%
Median List/Sell Ratio:	97.57%			95.86%	97.69%	97.59%	97.93%
Total Closed Units:	1,125			178	617	287	43
Total Closed Volume:	183,789,301			13.19M	83.45M	69.23M	17.93M



Monthly Inventory Analysis

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May 2012

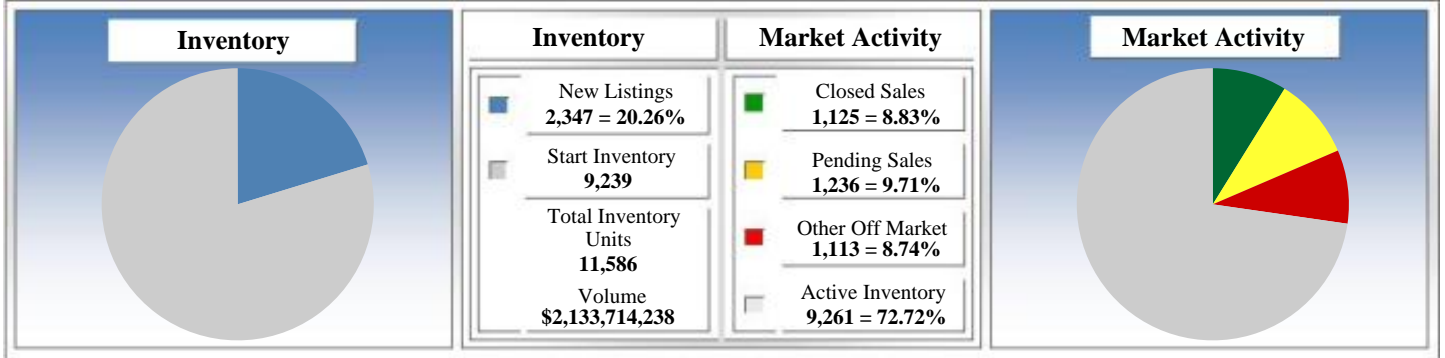
Inventory as of Jun 11, 2012



Market Summary

Report Produced on: Jun 11, 2012

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



Absorption: Last 12 months, an Average of 913 Sales/Month

Active Inventory as of May 31, 2012 = 9,261

	MAY			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	924	1,125	21.75%	3,820	4,604	20.52%
Pending Sales	986	1,236	25.35%	4,401	5,584	26.88%
New Listings	2,429	2,347	-3.38%	12,144	12,583	3.61%
Median List Price	127,275	135,000	6.07%	124,900	127,000	1.68%
Median Sale Price	121,500	131,599	8.31%	120,000	123,326	2.77%
Median Percent of List Price to Selling Price	97.15%	97.57%	0.43%	96.94%	97.13%	0.20%
Median Days on Market to Sale	45.00	45.00	0.00%	52.00	49.00	-5.77%
Monthly Inventory	10,123	9,261	-8.52%	10,123	9,261	-8.52%
Months Supply of Inventory	13.07	10.15	-22.36%	13.07	10.15	-22.36%

