



# September 2011

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

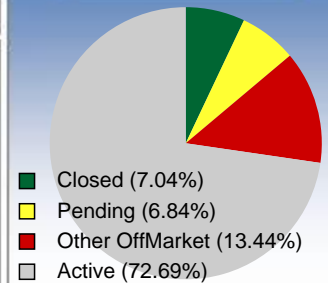


**Absorption:** Last 12 months, an Average of **814** Sales/Month

**Active Inventory** as of September 30, 2011 = **9,971**

	SEPTEMBER		
	2010	2011	+/- %
Closed Listings	802	965	20.32%
Pending Listings	771	938	21.66%
New Listings	2,263	2,356	4.11%
Median List Price	133,425	129,900	-2.64%
Median Sale Price	129,700	124,900	-3.70%
Median Percent of List Price to Selling Price	97.18%	96.77%	-0.42%
Median Days on Market to Sale	52.00	49.00	-5.77%
End of Month Inventory	10,763	9,971	-7.36%
Months Supply of Inventory	11.75	12.25	4.24%

## Market Activity



Report Produced on: Oct 11, 2011

# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2011 decreased **7.36%** to 9,971 existing homes available for sale. Over the last 12 months this area has had an average of 814 closed sales per month. This represents an unsold inventory index of **12.25** MSI for this period.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.70%** in September 2011 to \$124,900 versus the previous year at \$129,700.

### Median Days on Market Shortens

The median number of **49.00** days that homes spent on the market before selling decreased by 3.00 days or **5.77%** in September 2011 compared to last year's same month at **52.00** DOM.

### Sales Success for September 2011 is Positive

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

There were 2,356 New Listings in September 2011, up **4.11%** from last year at 2,263. Furthermore, there were 965 Closed Listings this month versus last year at 802, a **20.32%** increase.

Closed versus Listed trends yielded a **41.0%** ratio, up from last year's September 2011 at **35.4%**, a **15.57%** 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 **Tulsa MLS**

## September 2011

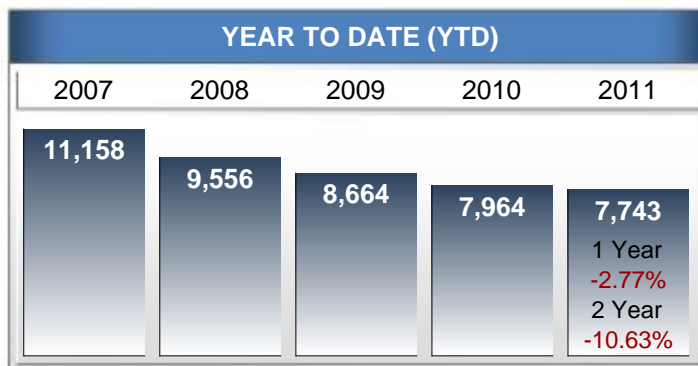
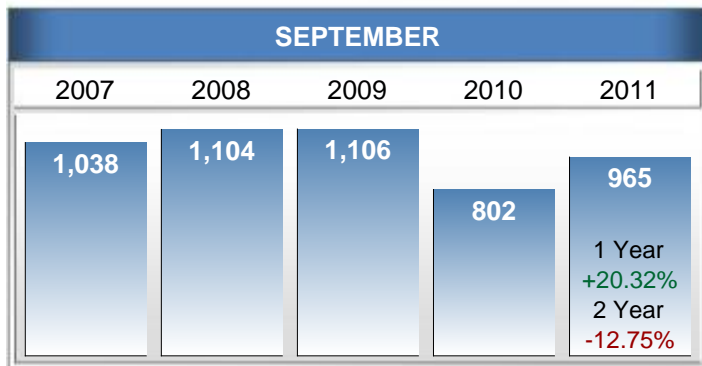
Closed Sales as of Oct 11, 2011



### Closed Listings

Report Produced on: Oct 11, 2011

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	91	9.43%	24.0	53	32	5	1	
\$30,001 - \$70,000	132	13.68%	38.0	50	68	11	3	
\$70,001 - \$90,000	101	10.47%	46.0	21	70	8	2	
\$90,001 - \$150,000	286	29.64%	57.0	28	221	33	4	
\$150,001 - \$190,000	136	14.09%	56.5	10	78	43	5	
\$190,001 - \$270,000	119	12.33%	68.0	6	53	57	3	
\$270,001 and up	100	10.36%	51.0	6	23	56	15	
Total Closed Units: 965				49.0	174	545	213	33
Total Closed Volume: 142,895,633					13.45M	71.81M	48.85M	8.78M
Median Closed Price: \$124,900					\$57,044	\$118,000	\$205,000	\$245,000

Closed Listings

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

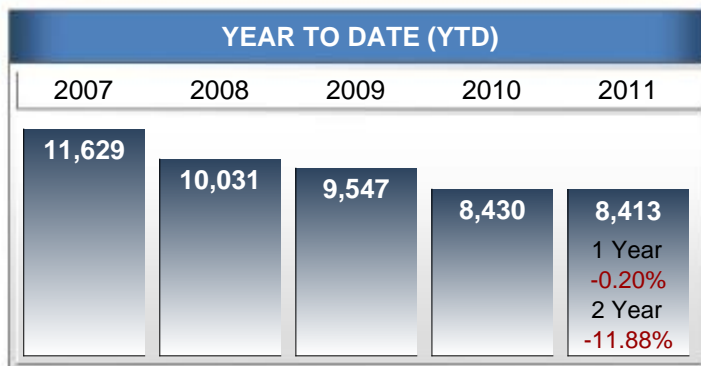
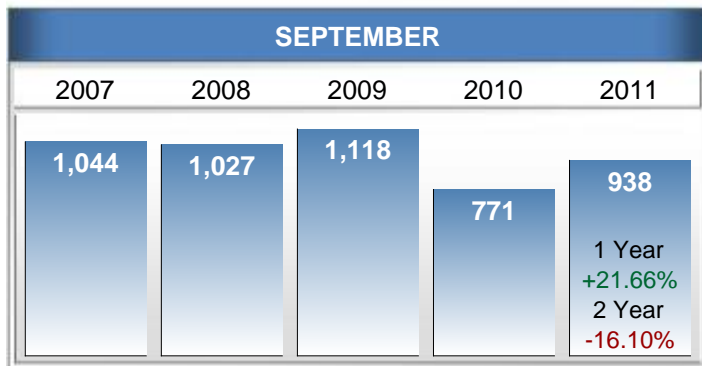
Pending Listings as of Oct 11, 2011



### Pending Listings

Report Produced on: Oct 11, 2011

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



**Pending Listings**  
  
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**5yr SEP AVG = 980**      **3 MONTHS**

**High**  
Apr 2007 = 1,523  
**Low**  
Dec 2009 = 580

Pending Listing this month at **938**, below the 5 yr SEP average of **980**

JUL	994
AUG	1,081
SEP	938
8.75%	
-13.23%	

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	72	7.68%	31.0	40	28	3	1	
\$30,001 - \$60,000	116	12.37%	50.5	45	64	7	0	
\$60,001 - \$90,000	137	14.61%	52.0	35	87	12	3	
\$90,001 - \$140,000	231	24.63%	63.0	18	175	33	5	
\$140,001 - \$190,000	167	17.80%	70.0	8	109	46	4	
\$190,001 - \$280,000	121	12.90%	74.0	8	50	59	4	
\$280,001 and up	94	10.02%	79.5	9	23	51	11	
Total Pending Units: 938				61.0	163	536	211	28
Total Pending Volume: 140,772,847					15.33M	69.86M	48.21M	7.37M
Median Listing Price: \$124,999					\$58,000	\$120,000	\$197,925	\$209,900



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

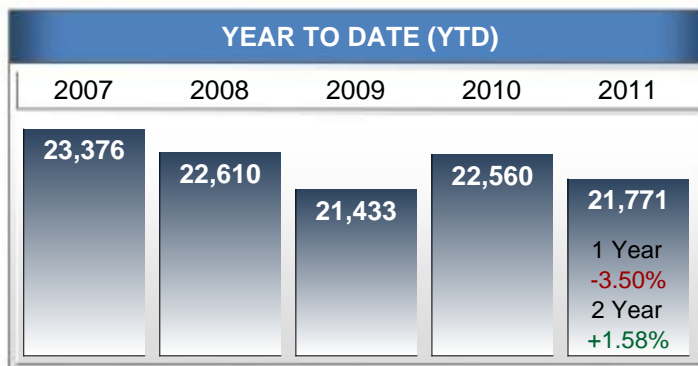
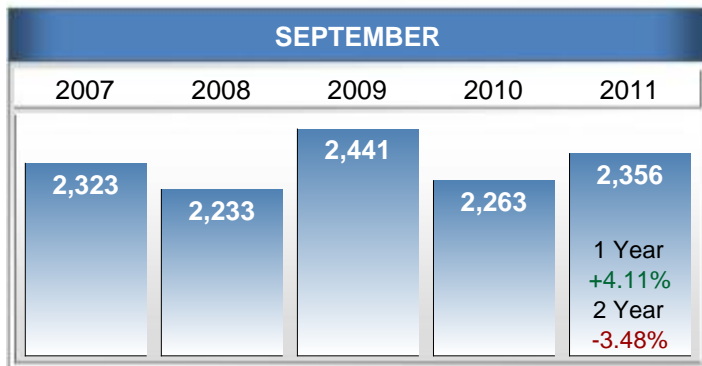
New Listings as of Oct 11, 2011



### New Listings

Report Produced on: Oct 11, 2011

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+
\$30,000 and less	207	8.79%	167	37	3	0
\$30,001 - \$50,000	266	11.29%	199	60	7	0
\$50,001 - \$90,000	376	15.96%	167	188	20	1
\$90,001 - \$150,000	592	25.13%	115	399	71	7
\$150,001 - \$210,000	375	15.92%	56	184	126	9
\$210,001 - \$320,000	293	12.44%	28	105	143	17
\$320,001 and up	247	10.48%	37	53	110	47
Total New Listed Units:			769	1026	480	81
Total New Listed Volume:			81.48M	150.91M	132.62M	39.63M
Median New Listed Listing Price:			\$55,000	\$127,000	\$221,000	\$350,000



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

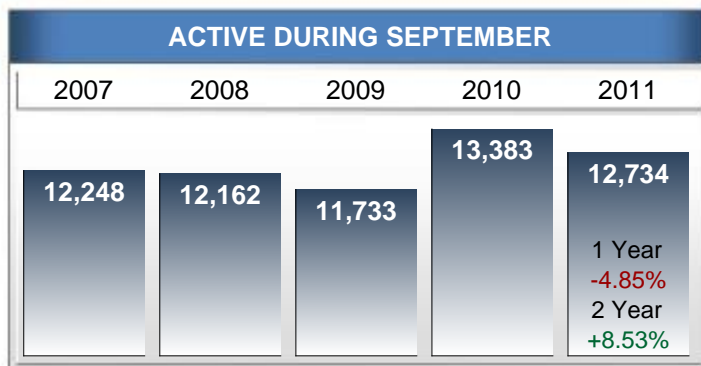
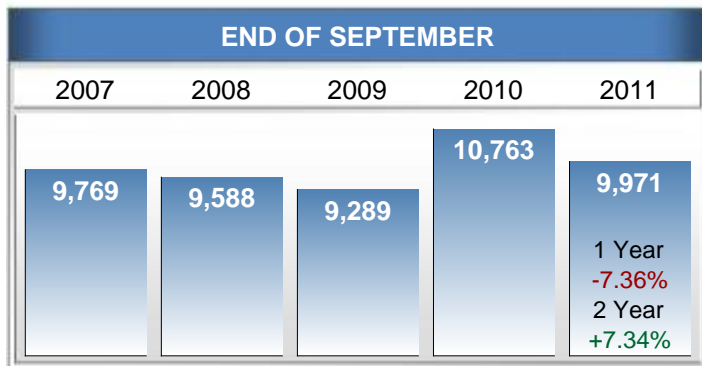
Active Inventory as of Oct 11, 2011



### Active Inventory

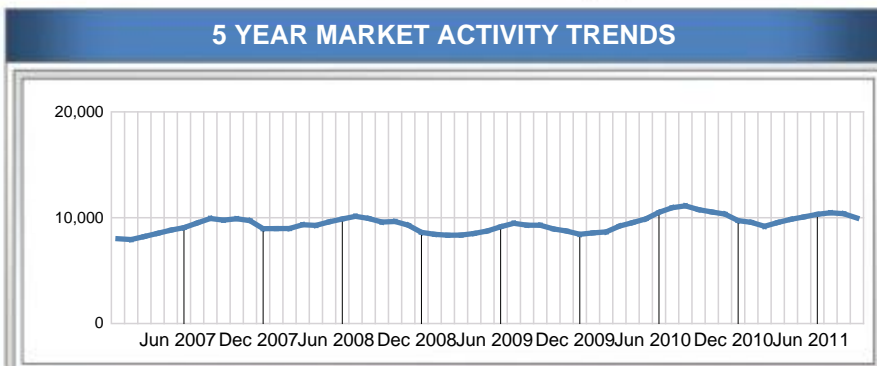
Report Produced on: Oct 11, 2011

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



Active Inventory

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5yr SEP AVG = 9,876	3 MONTHS
<b>High</b> Aug 2010 = 11,121	<b>JUL</b> 10,468
<b>Low</b> Feb 2007 = 7,935	<b>AUG</b> 10,378
<i>Inventory</i> this month at <b>9,971</b> , above the 5 yr SEP average of <b>9,876</b>	<b>SEP</b> 9,971
	<b>-0.86%</b>
	<b>-3.92%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	988	9.91%	63.0	889	83	15	1		
\$30,001 \$60,000	1,254	12.58%	75.0	920	299	33	2		
\$60,001 \$90,000	1,261	12.65%	79.0	540	652	65	4		
\$90,001 \$160,000	2,736	27.44%	74.0	538	1,780	385	33		
\$160,001 \$220,000	1,418	14.22%	81.0	209	677	493	39		
\$220,001 \$350,000	1,307	13.11%	81.0	166	393	629	119		
\$350,001 and up	1,007	10.10%	85.0	176	175	438	218		
Total Active Inventory by Units:				9,971	78.0	3,438	4,059	2,058	416
Total Active Inventory by Volume:				1,901,808,077		447.29M	626.05M	596.22M	232.25M
Median Active Inventory Listing Price:				\$129,900		\$59,000	\$129,900	\$228,297	\$376,900



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

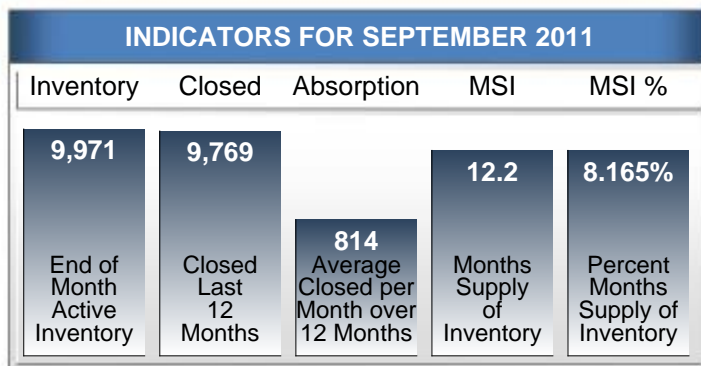
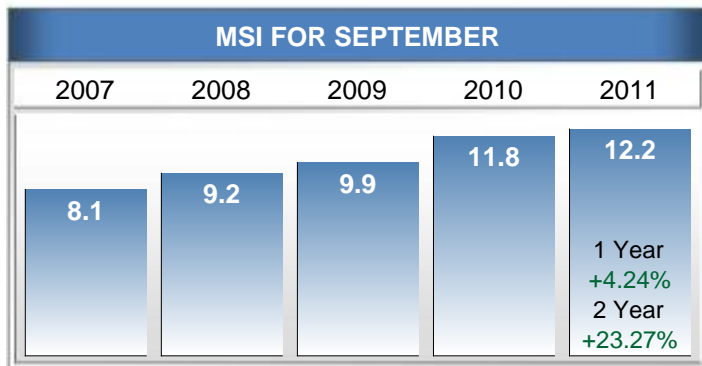
Active Inventory as of Oct 11, 2011



### Months Supply of Inventory

Report Produced on: Oct 11, 2011

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



**Months Supply**  
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5yr SEP AVG = 10.2	3 MONTHS
<b>High</b> Jun 2011 = 13.5 <b>Low</b> Feb 2007 = 6.6 <i>Months Supply</i> this month at <b>12.2</b> , above the 5 yr SEP average of <b>10.2</b>	<b>JUL</b> 13.4 <b>AUG</b> 13.0 <b>SEP</b> 12.2 -2.98% -5.52%

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	988	9.91%	15.4	24.9	3.4	5.0	1.7
\$30,001 \$60,000	1,254	12.58%	12.6	24.2	5.6	4.4	2.4
\$60,001 \$90,000	1,261	12.65%	11.8	23.3	9.1	6.1	3.4
\$90,001 \$160,000	2,736	27.44%	9.7	19.7	8.5	8.9	11.0
\$160,001 \$220,000	1,418	14.22%	11.9	30.2	11.5	10.0	9.6
\$220,001 \$350,000	1,307	13.11%	13.2	33.2	13.4	11.5	11.7
\$350,001 and up	1,007	10.10%	23.5	124.2	24.1	19.6	18.3
MSI:			12.2	25.0	8.9	10.8	13.1
Total Active Inventory:			9,971	3,438	4,059	2,058	416



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

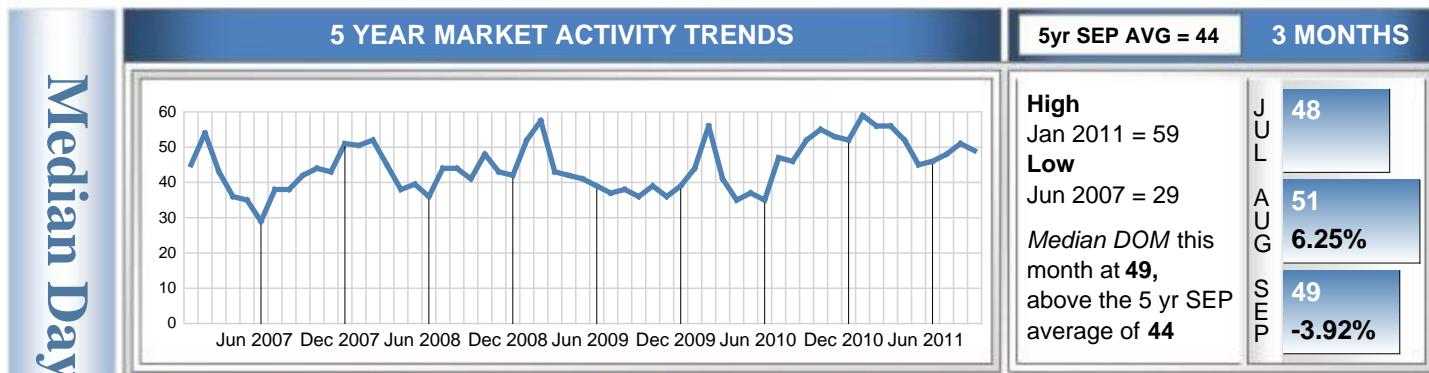
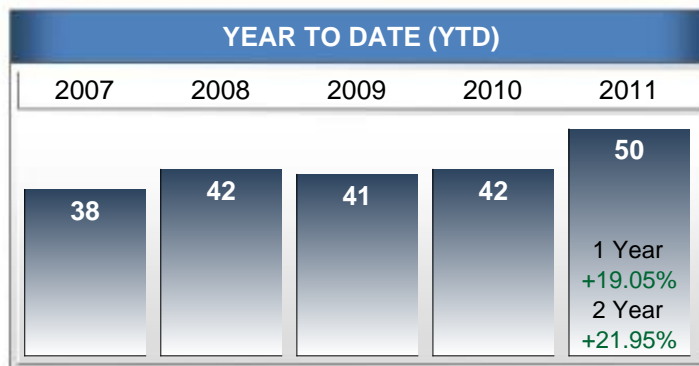
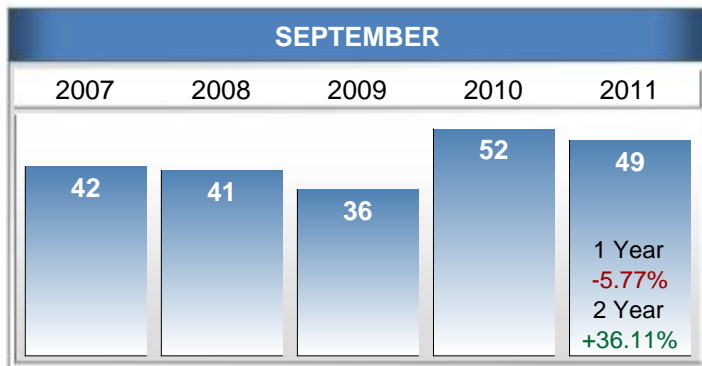
Closed Sales as of Oct 11, 2011



### Median Days on Market to Sale

Report Produced on: Oct 11, 2011

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	91	9.43%	24.0	18.0	27.5	8.0	9.0
\$30,001 \$70,000	132	13.68%	38.0	42.0	26.5	36.0	30.0
\$70,001 \$90,000	101	10.47%	46.0	55.0	46.5	41.0	11.5
\$90,001 \$150,000	286	29.64%	57.0	64.5	56.0	51.0	64.5
\$150,001 \$190,000	136	14.09%	56.5	33.0	67.0	53.0	50.0
\$190,001 \$270,000	119	12.33%	68.0	48.5	55.0	74.0	121.0
\$270,001 and up	100	10.36%	51.0	12.5	36.0	78.0	41.0
Median Closed DOM:	49.0			42.5	49.0	59.0	41.0
Total Closed Units:	965			174	545	213	33
Total Closed Volume:	142,895,633			13.45M	71.81M	48.85M	8.78M



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

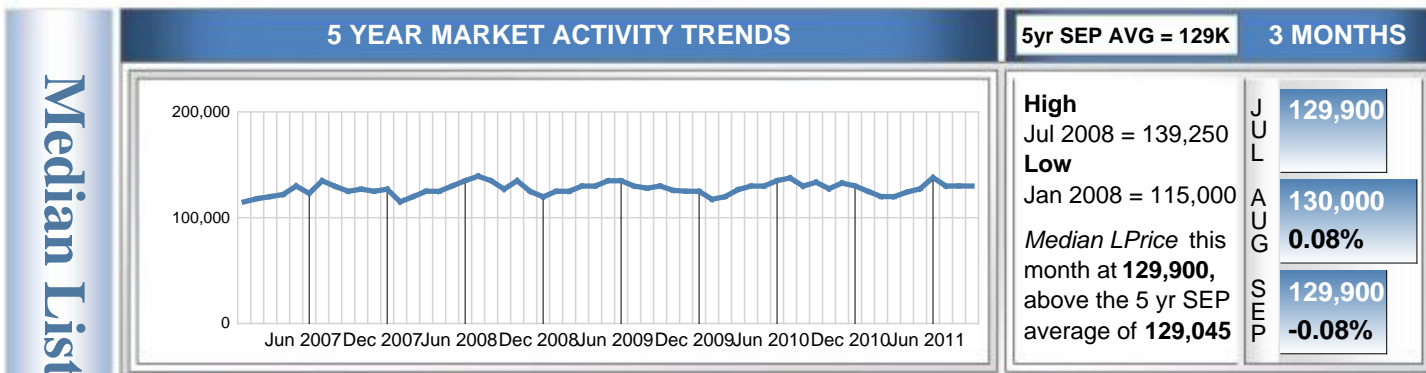
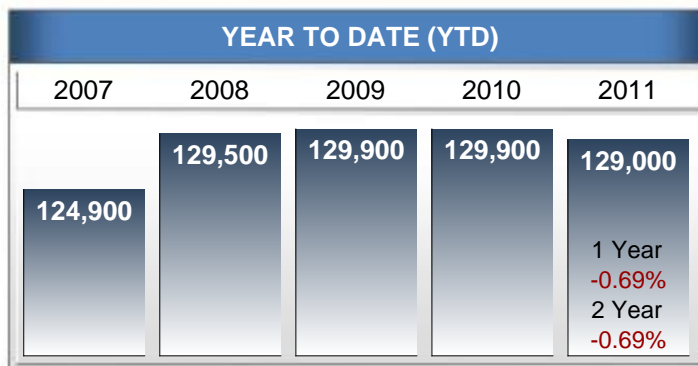
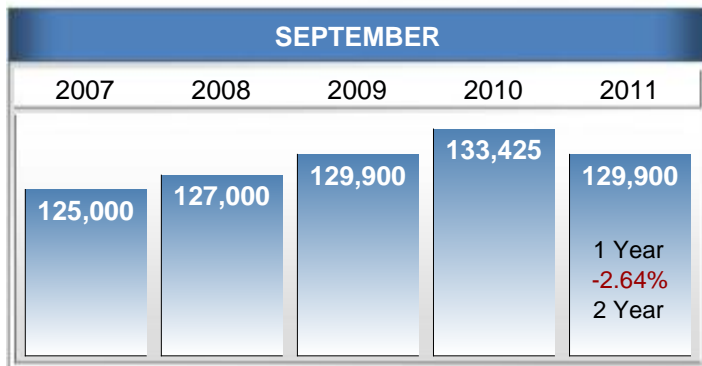
Closed Sales as of Oct 11, 2011



### Median List Price at Closing

Report Produced on: Oct 11, 2011

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	<b>83</b>		8.60%	19,950	19,000	22,000	23,000	19,000
\$30,001 - \$70,000	<b>130</b>		13.47%	50,000	49,950	50,000	54,900	62,400
\$70,001 - \$90,000	<b>100</b>		10.36%	82,250	81,750	82,700	79,350	74,000
\$90,001 - \$150,000	<b>287</b>		29.74%	125,000	116,750	125,000	129,900	130,950
\$150,001 - \$190,000	<b>136</b>		14.09%	171,000	169,900	169,900	176,000	174,900
\$190,001 - \$270,000	<b>120</b>		12.44%	225,000	225,000	219,950	229,900	242,450
\$270,001 and up	<b>109</b>		11.30%	350,000	386,500	350,000	336,000	438,500
Median List Price:		\$129,900			\$59,900	\$125,000	\$209,900	\$240,000
Total Closed Units:		965			174	545	213	33
Total List Volume:		149,011,231			14.66M	74.78M	50.72M	8.84M



# Monthly Inventory Analysis

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## September 2011

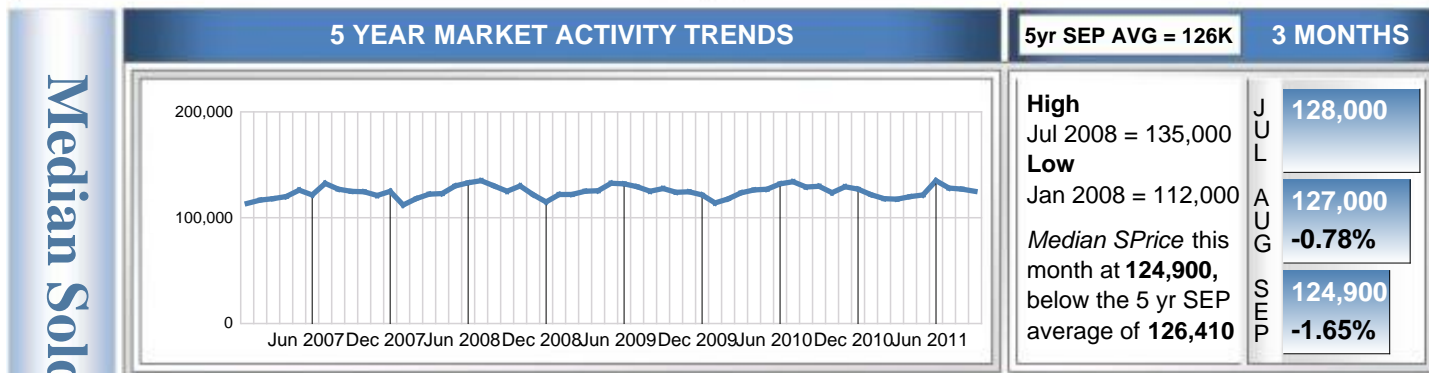
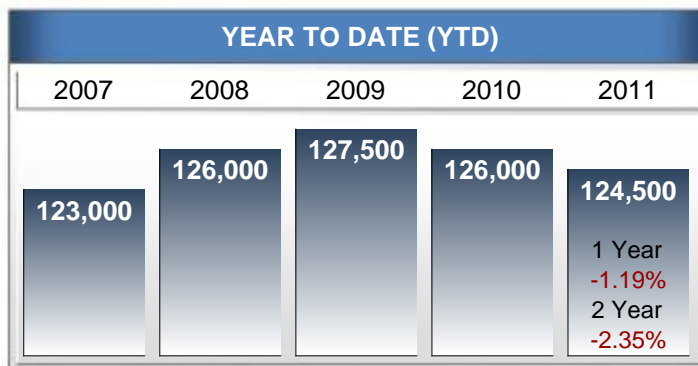
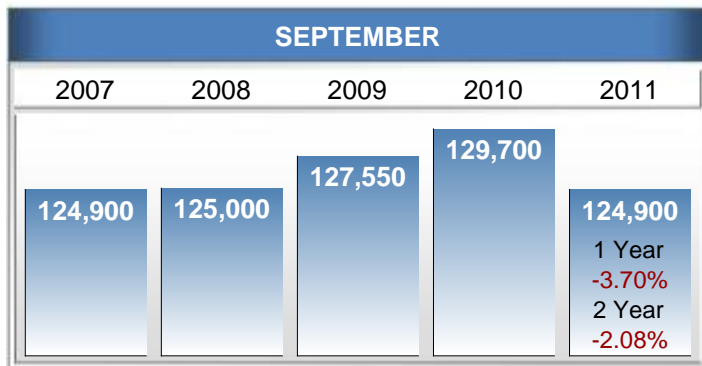
Closed Sales as of Oct 11, 2011



### Median Sold Price at Closing

Report Produced on: Oct 11, 2011

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



Median Sold Price

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

Distribution of Median Sold Price at Closing by Price Range			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	91		9.43%	19,000	17,500	23,500	24,501	19,000
\$30,001 - \$70,000	132		13.68%	50,463	48,250	51,000	51,000	63,000
\$70,001 - \$90,000	101		10.47%	80,000	80,000	82,250	74,750	71,200
\$90,001 - \$150,000	286		29.64%	120,000	114,500	120,000	130,000	122,000
\$150,001 - \$190,000	136		14.09%	170,000	162,500	167,950	174,500	179,000
\$190,001 - \$270,000	119		12.33%	225,000	220,250	219,000	227,500	245,000
\$270,001 and up	100		10.36%	360,000	338,500	357,500	339,100	425,000
Median Closed Price:	\$124,900				\$57,044	\$118,000	\$205,000	\$245,000
Total Closed Units:	965				174	545	213	33
Total Closed Volume:	142,895,633				13.45M	71.81M	48.85M	8.78M



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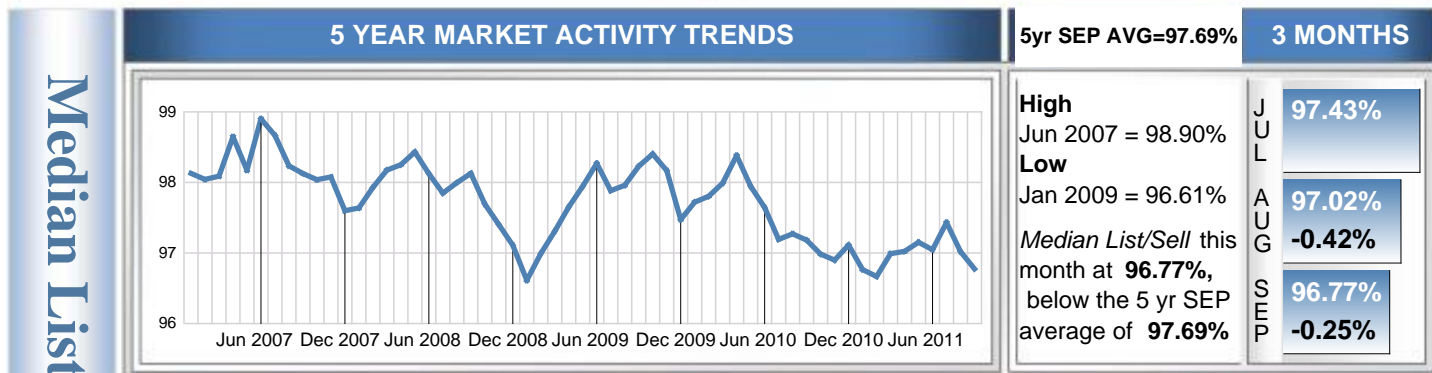
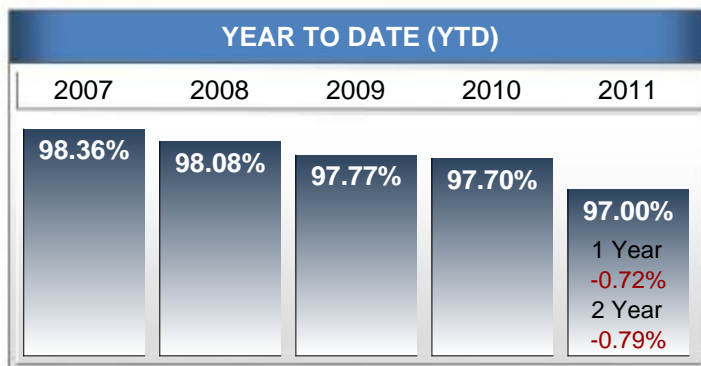
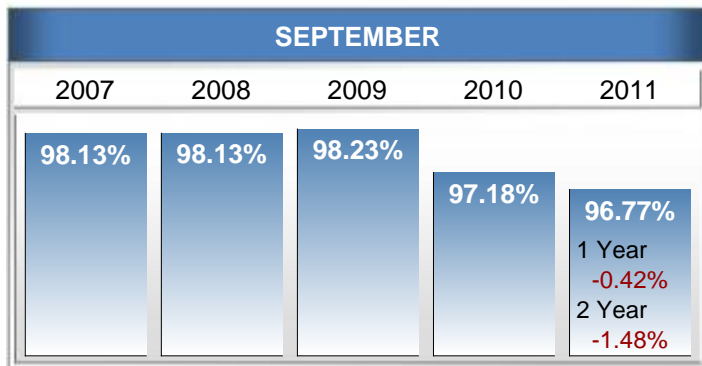
Closed Sales as of Oct 11, 2011



### Median Percent of List Price to Selling Price

Report Produced on: Oct 11, 2011

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



Median List/Sell Price

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#### 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	91	9.43%	88.57%	87.72%	89.87%	84.60%	100.00%
\$30,001 \$70,000	132	13.68%	93.58%	93.26%	94.42%	94.90%	94.35%
\$70,001 \$90,000	101	10.47%	96.23%	95.41%	96.78%	96.61%	98.04%
\$90,001 \$150,000	286	29.64%	97.49%	95.21%	97.70%	98.34%	95.49%
\$150,001 \$190,000	136	14.09%	97.19%	96.00%	97.50%	97.35%	98.00%
\$190,001 \$270,000	119	12.33%	97.49%	90.62%	97.52%	97.36%	98.04%
\$270,001 and up	100	10.36%	96.80%	94.79%	96.32%	97.01%	97.14%
Median List/Sell Ratio:	96.77%			93.48%	97.14%	97.13%	97.12%
Total Closed Units:	965			174	545	213	33
Total Closed Volume:	142,895,633			13.45M	71.81M	48.85M	8.78M



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

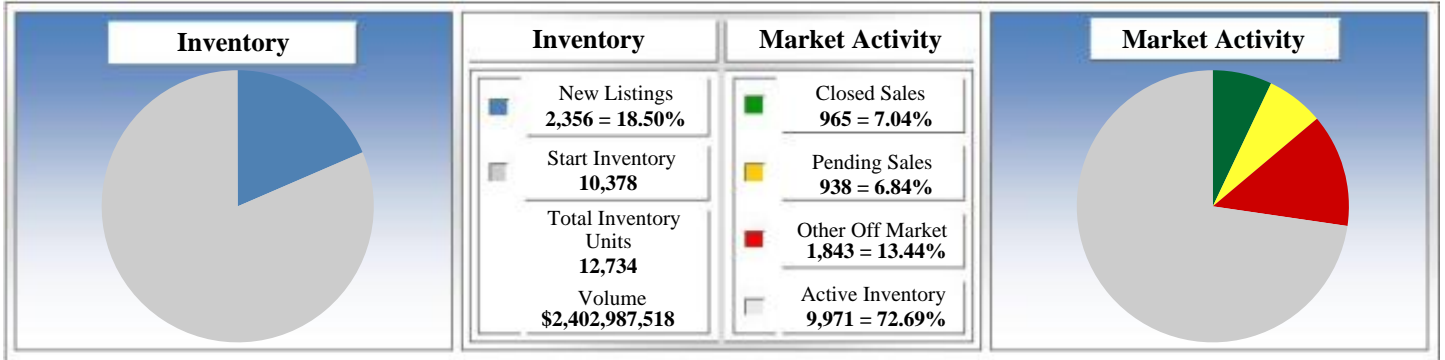
Inventory as of Oct 11, 2011



### Market Summary

Report Produced on: Oct 11, 2011

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



**Absorption:** Last 12 months, an Average of **814** Sales/Month

**Active Inventory** as of September 30, 2011 = **9,971**

	SEPTEMBER			Year To Date		
	2010	2011	+/-%	2010	2011	+/-%
Closed Sales	802	965	20.32%	7,964	7,743	-2.77%
Pending Sales	771	938	21.66%	8,430	8,413	-0.20%
New Listings	2,263	2,356	4.11%	22,560	21,771	-3.50%
Median List Price	133,425	129,900	-2.64%	129,900	129,000	-0.69%
Median Sale Price	129,700	124,900	-3.70%	126,000	124,500	-1.19%
Median Percent of List Price to Selling Price	97.18%	96.77%	-0.42%	97.70%	97.00%	-0.72%
Median Days on Market to Sale	52.00	49.00	-5.77%	42.00	50.00	19.05%
Monthly Inventory	10,763	9,971	-7.36%	10,763	9,971	-7.36%
Months Supply of Inventory	11.75	12.25	4.24%	11.75	12.25	4.24%

