



# September 2011

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

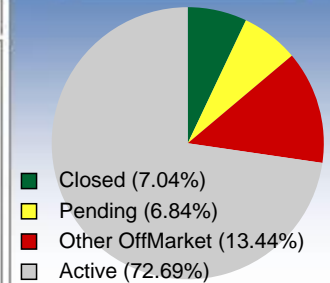


**Absorption:** Last 12 months, an Average of **814** Sales/Month

**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%
Average List Price	160,969	154,416	-4.07%
Average Sale Price	154,332	148,078	-4.05%
Average Percent of List Price to Selling Price	96.50%	99.05%	2.64%
Average Days on Market to Sale	64.06	61.45	-4.07%
End of Month Inventory	10,763	9,971	-7.36%
Months Supply of Inventory	11.75	12.25	4.24%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 11, 2011

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.

### 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 **4.05%** in September 2011 to \$148,078 versus the previous year at \$154,332.

### Average Days on Market Shortens

The average number of **61.45** days that homes spent on the market before selling decreased by 2.61 days or **4.07%** in September 2011 compared to last year's same month at **64.06** DOM.

### Sales Success for September 2011 is Positive

Overall, with Average 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

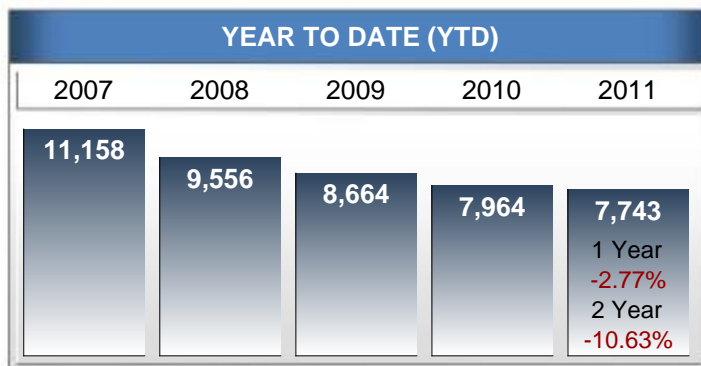
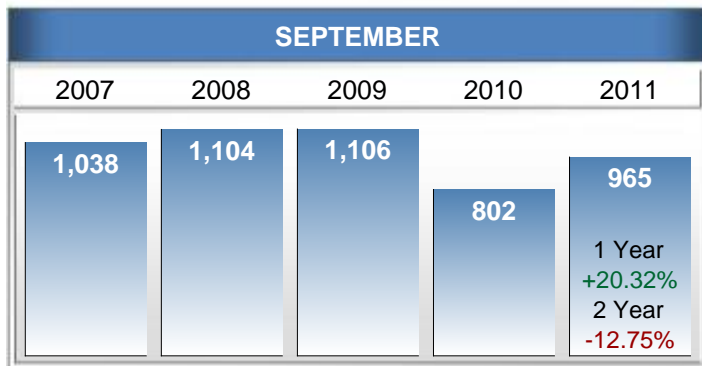
Closed Sales as of Oct 11, 2011



### Closed Listings

Report Produced on: Oct 11, 2011

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



**Closed Listings**  
  
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**5yr SEP AVG = 1,003**    **3 MONTHS**

**High**  
Jun 2007 = 1,631

**Low**  
Jan 2010 = 522

Closed Listing this month at **965**, below the 5 yr SEP average of **1,003**

JUL	973
AUG	991
SEP	965
<b>1.85%</b>	
<b>-2.62%</b>	

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	91	9.43%	41.9	53	32	5	1	
\$30,001 - \$70,000	132	13.68%	54.1	50	68	11	3	
\$70,001 - \$90,000	101	10.47%	53.9	21	70	8	2	
\$90,001 - \$150,000	286	29.64%	66.8	28	221	33	4	
\$150,001 - \$190,000	136	14.09%	64.6	10	78	43	5	
\$190,001 - \$270,000	119	12.33%	71.8	6	53	57	3	
\$270,001 and up	100	10.36%	64.7	6	23	56	15	
Total Closed Units: 965				61.5	174	545	213	33
Total Closed Volume: 142,895,633					13.45M	71.81M	48.85M	8.78M
Average Closed Price: \$148,078					\$77,316	\$131,760	\$229,338	\$266,195



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

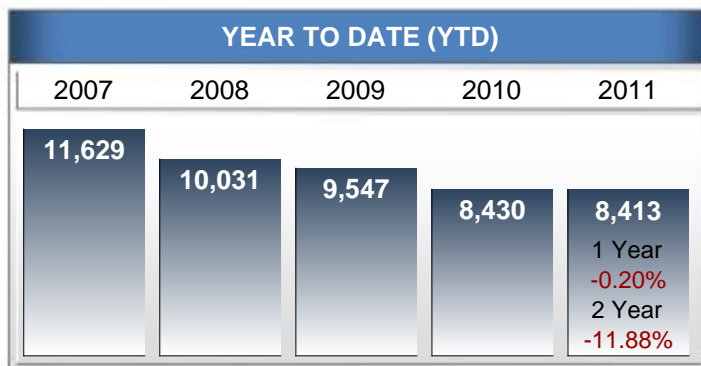
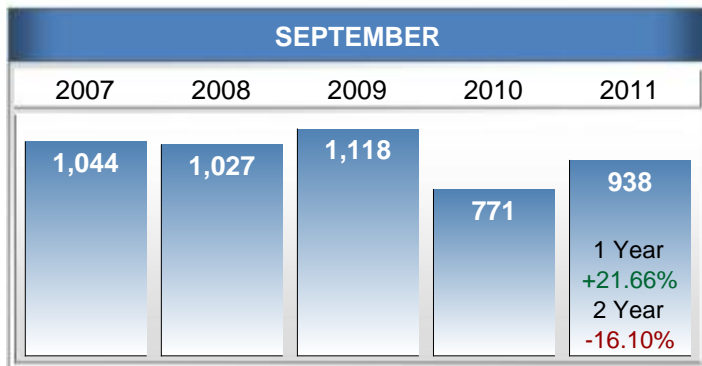
Pending Listings as of Oct 11, 2011



### Pending Listings

Report Produced on: Oct 11, 2011

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



5yr SEP AVG = 980	3 MONTHS
<b>High</b> Apr 2007 = 1,523	<b>JUL</b> 994
<b>Low</b> Dec 2009 = 580	<b>AUG</b> 1,081
Pending Listing this month at <b>938</b> , below the 5 yr SEP average of <b>980</b>	<b>SEP</b> 938
	<b>8.75%</b>
	<b>-13.23%</b>

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+	
\$30,000 and less	72	7.68%	50.8	40	28	3	1	
\$30,001 - \$60,000	116	12.37%	63.7	45	64	7	0	
\$60,001 - \$90,000	137	14.61%	65.7	35	87	12	3	
\$90,001 - \$140,000	231	24.63%	68.2	18	175	33	5	
\$140,001 - \$190,000	167	17.80%	73.0	8	109	46	4	
\$190,001 - \$280,000	121	12.90%	79.8	8	50	59	4	
\$280,001 and up	94	10.02%	81.5	9	23	51	11	
Total Pending Units: 938				72.5	163	536	211	28
Total Pending Volume: 140,772,847					15.33M	69.86M	48.21M	7.37M
Average Listing Price: \$142,557					\$94,055	\$130,332	\$228,483	\$263,361



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

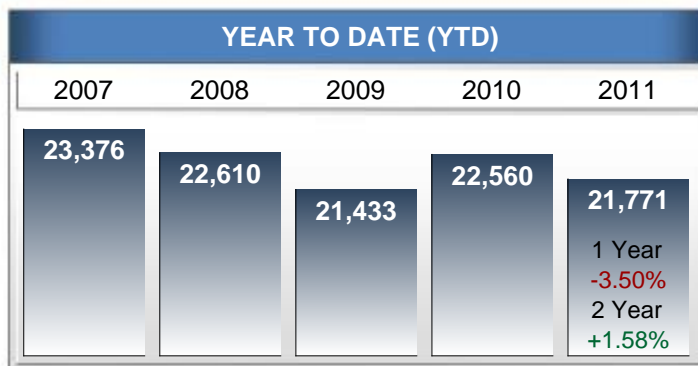
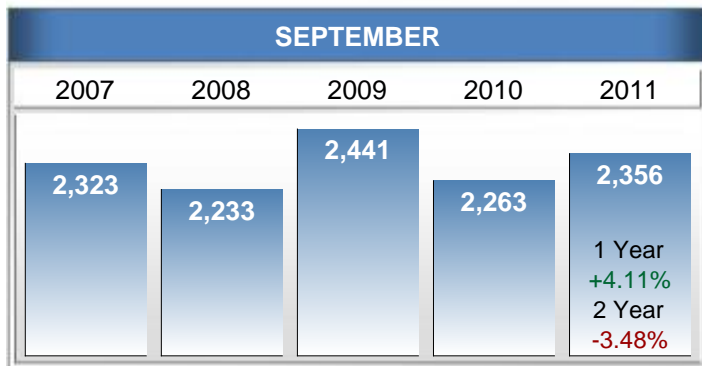
New Listings as of Oct 11, 2011



### 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
Average New Listed Listing Price:			\$105,960	\$147,087	\$276,291	\$489,204





# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

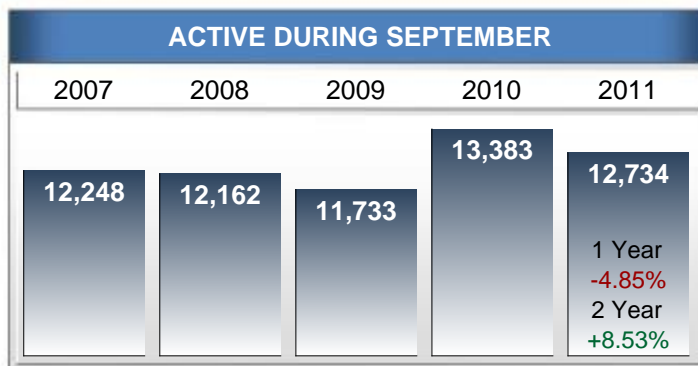
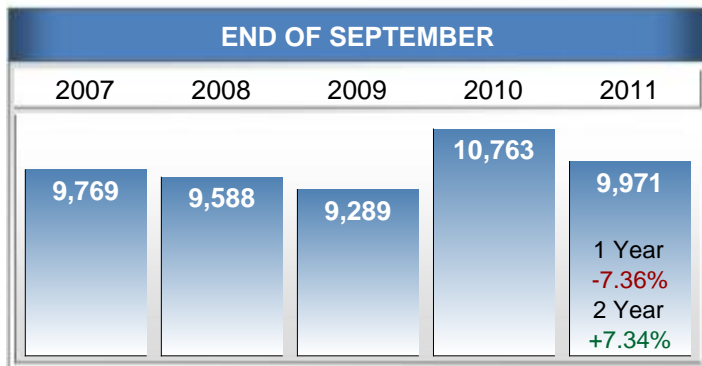
Active Inventory as of Oct 11, 2011



### 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	717	7.19%	81.9	645	58	13	1		
\$25,001 \$50,000	1,154	11.57%	75.4	934	199	20	1		
\$50,001 \$75,000	937	9.40%	83.9	515	379	40	3		
\$75,001 \$150,000	3,126	31.35%	81.7	756	1,992	349	29		
\$150,001 \$225,000	1,788	17.93%	83.3	250	891	599	48		
\$225,001 \$350,000	1,242	12.46%	84.0	162	365	599	116		
\$350,001 and up	1,007	10.10%	87.8	176	175	438	218		
Total Active Inventory by Units:				9,971	82.4	3,438	4,059	2,058	416
Total Active Inventory by Volume:				1,901,808,077		447.29M	626.05M	596.22M	232.25M
Average Active Inventory Listing Price:				\$190,734		\$130,103	\$154,237	\$289,710	\$558,282



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## September 2011

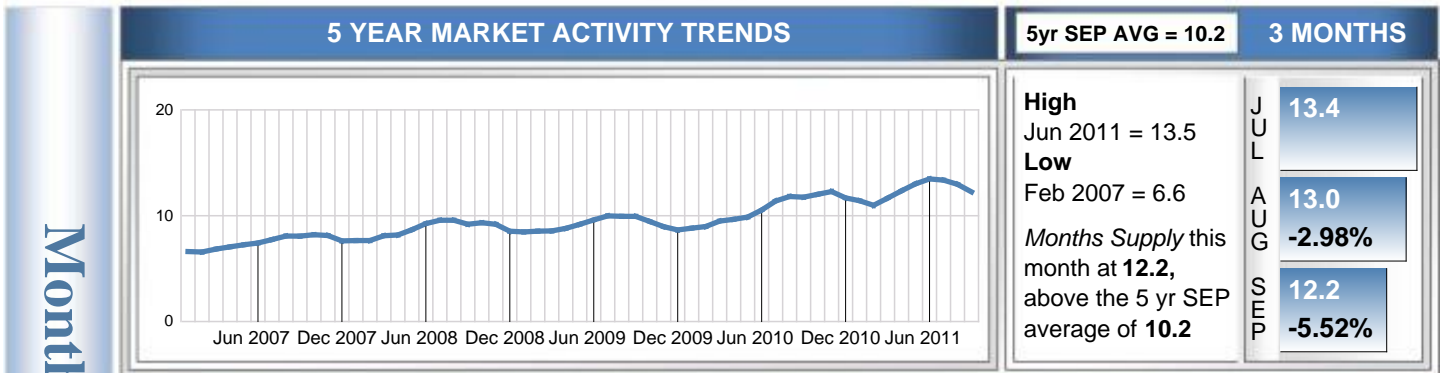
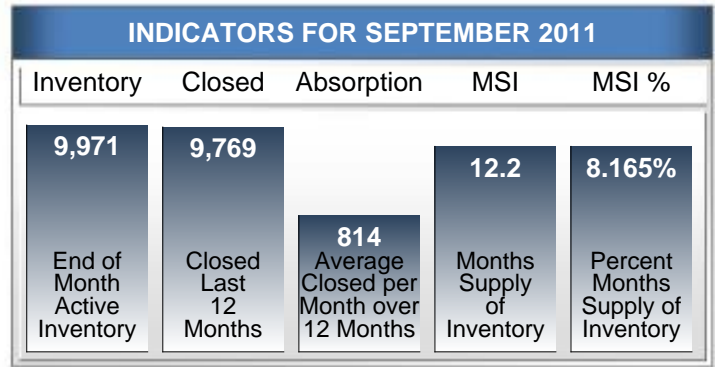
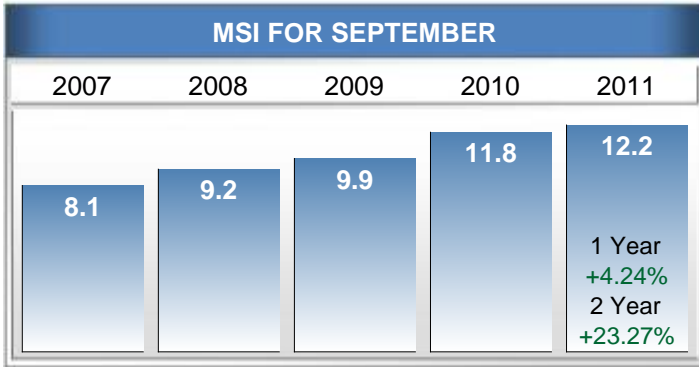
Active Inventory as of Oct 11, 2011



### Months Supply of Inventory

Report Produced on: Oct 11, 2011

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



Months Supply

Ready to Buy or Sell Real Estate?  
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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+
\$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

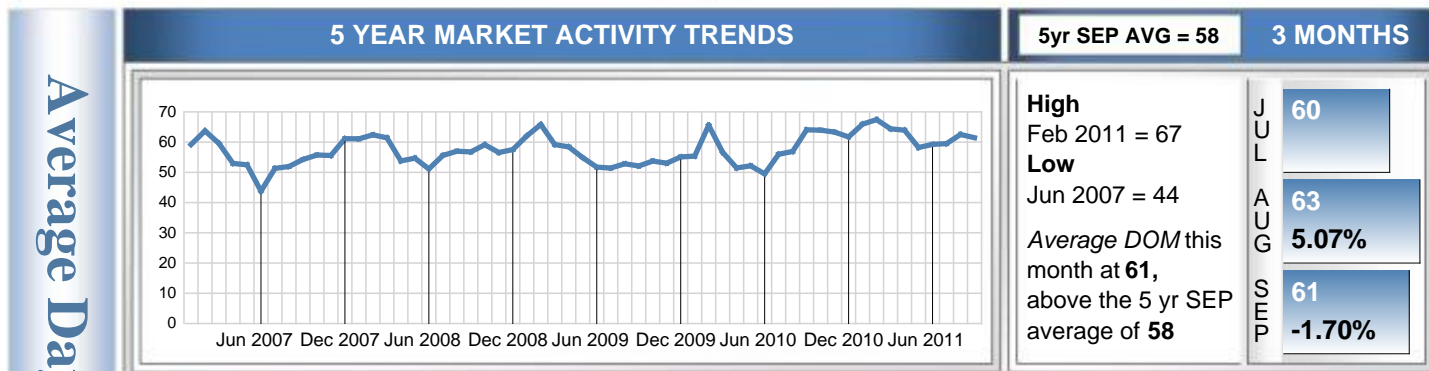
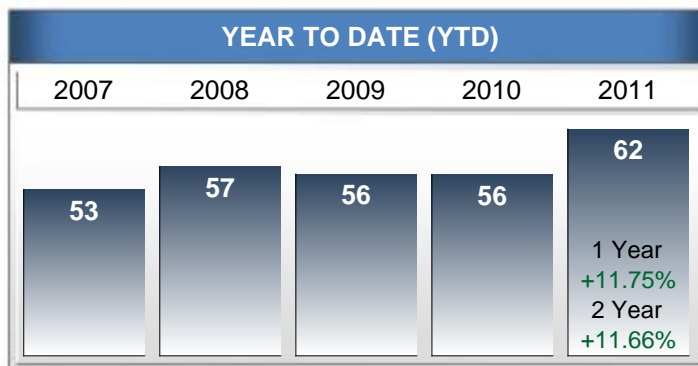
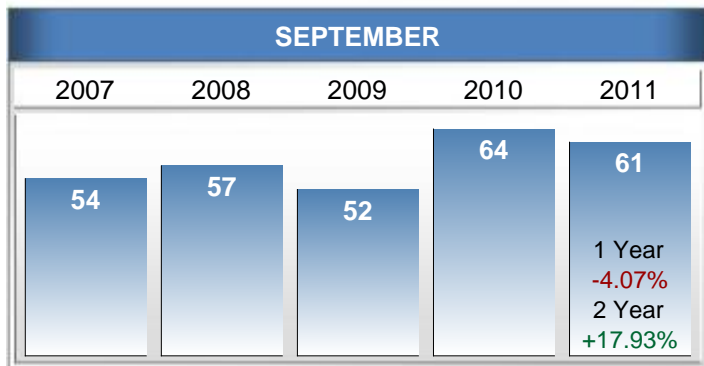
Closed Sales as of Oct 11, 2011



### Average Days on Market to Sale

Report Produced on: Oct 11, 2011

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



Average Days on Market

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#### 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+
\$30,000 and less	91	9.43%	41.9	42.0	42.5	43.0	9.0
\$30,001 \$70,000	132	13.68%	54.1	58.9	53.5	43.5	26.7
\$70,001 \$90,000	101	10.47%	53.9	55.9	55.4	47.0	11.5
\$90,001 \$150,000	286	29.64%	66.8	66.2	66.5	67.9	81.5
\$150,001 \$190,000	136	14.09%	64.6	41.2	70.0	63.0	39.4
\$190,001 \$270,000	119	12.33%	71.8	54.8	62.5	81.4	88.3
\$270,001 and up	100	10.36%	64.7	40.0	48.5	77.6	50.9
Average Closed DOM: 61.5				52.7	61.4	70.5	50.4
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

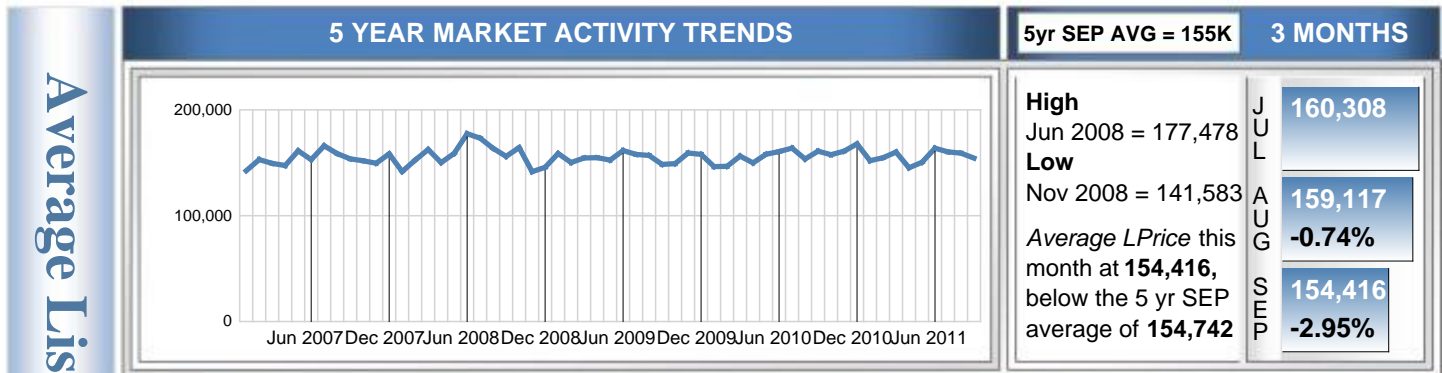
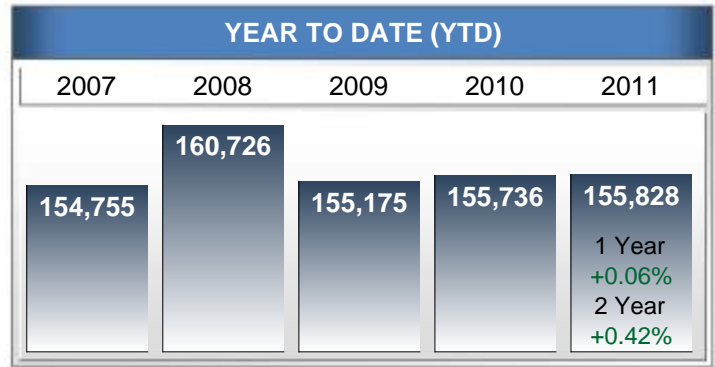
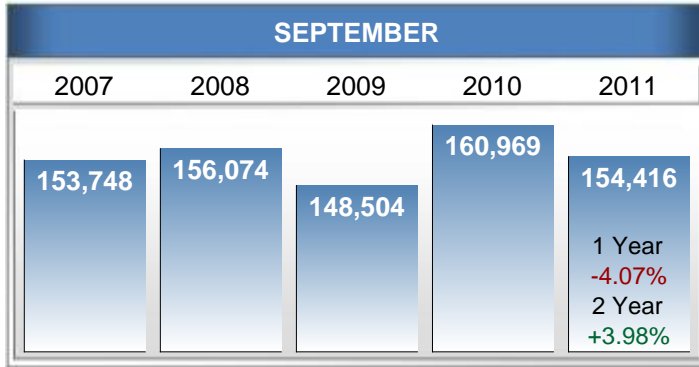
Closed Sales as of Oct 11, 2011



### Average List Price at Closing

Report Produced on: Oct 11, 2011

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



Average List Price

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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	66	6.84%	16,573	18,352	19,390	22,800	19,000
\$25,001 \$50,000	88	9.12%	39,544	42,720	39,303	44,387	0
\$50,001 \$75,000	81	8.39%	65,327	68,102	68,569	72,057	68,540
\$75,001 \$150,000	365	37.82%	115,373	107,693	117,614	129,342	126,100
\$150,001 \$175,000	82	8.50%	164,770	169,750	167,719	170,190	169,900
\$175,001 \$275,000	179	18.55%	215,698	246,929	219,665	225,672	216,583
\$275,001 and up	104	10.78%	431,863	423,750	492,232	429,815	422,517
Average List Price:	\$154,416			\$84,279	\$137,208	\$238,145	\$267,974
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

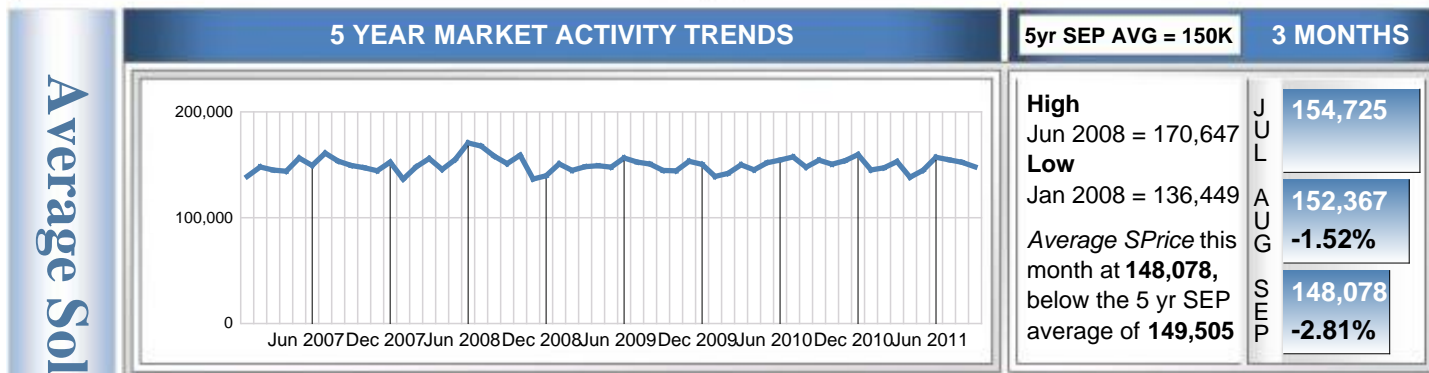
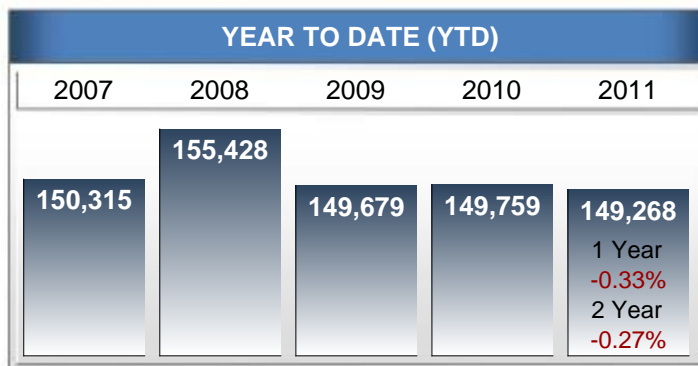
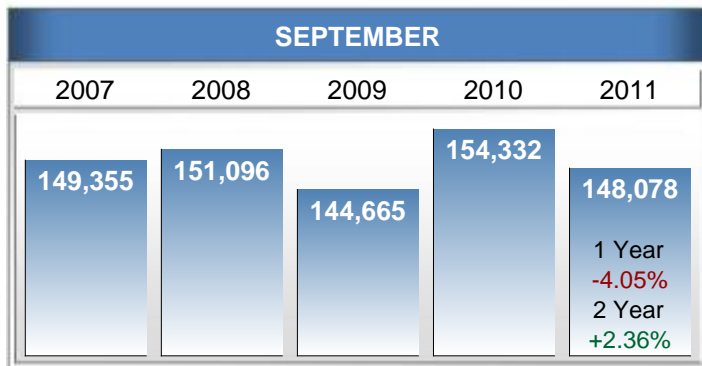
Closed Sales as of Oct 11, 2011



### Average Sold Price at Closing

Report Produced on: Oct 11, 2011

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+
\$30,000 and less	91	9.43%	18,888	17,192	20,878	24,097	19,000
\$30,001 - \$70,000	132	13.68%	50,722	48,965	51,232	52,874	60,550
\$70,001 - \$90,000	101	10.47%	80,805	80,305	81,659	77,048	71,200
\$90,001 - \$150,000	286	29.64%	121,425	114,697	121,408	127,658	118,000
\$150,001 - \$190,000	136	14.09%	170,184	162,689	168,592	174,290	174,700
\$190,001 - \$270,000	119	12.33%	226,169	221,125	223,735	228,060	243,333
\$270,001 and up	100	10.36%	415,337	373,667	439,216	407,568	424,393
Average Closed Price:	\$148,078			\$77,316	\$131,760	\$229,338	\$266,195
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

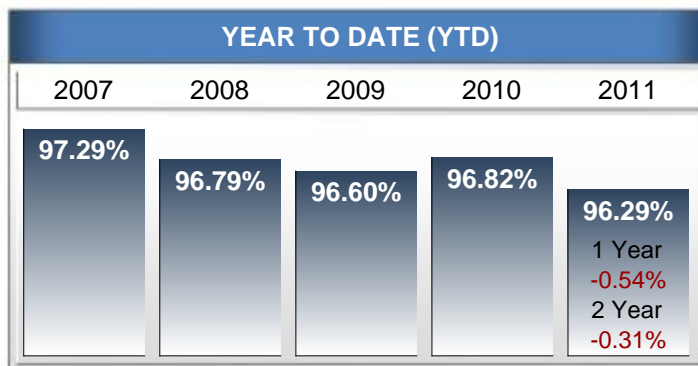
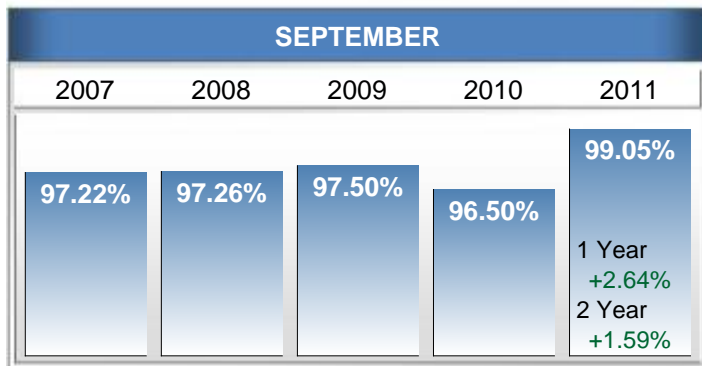
Closed Sales as of Oct 11, 2011



### Average 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



Average List/Sell Price

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<b>5yr SEP AVG=97.51%</b>	<b>3 MONTHS</b>										
<b>High</b> Sep 2011 = 99.05% <b>Low</b> Jan 2009 = 94.89% <i>Average List/Sell</i> this month at <b>99.05%</b> , above the 5 yr SEP average of <b>97.51%</b>	<table border="1"> <tr> <td>JUL</td> <td>97.09%</td> </tr> <tr> <td>AUG</td> <td>95.50%</td> </tr> <tr> <td>SEP</td> <td>99.05%</td> </tr> <tr> <td colspan="2"><b>-1.64%</b></td> </tr> <tr> <td colspan="2"><b>3.72%</b></td> </tr> </table>	JUL	97.09%	AUG	95.50%	SEP	99.05%	<b>-1.64%</b>		<b>3.72%</b>	
JUL	97.09%										
AUG	95.50%										
SEP	99.05%										
<b>-1.64%</b>											
<b>3.72%</b>											

#### 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+
\$30,000 and less	91	9.43%	90.50%	91.80%	88.56%	87.29%	100.00%
\$30,001 \$70,000	132	13.68%	108.70%	133.26%	93.75%	93.92%	92.41%
\$70,001 \$90,000	101	10.47%	95.98%	94.00%	96.89%	92.70%	98.04%
\$90,001 \$150,000	286	29.64%	97.91%	106.01%	97.19%	96.32%	94.38%
\$150,001 \$190,000	136	14.09%	96.89%	95.05%	96.95%	97.22%	96.73%
\$190,001 \$270,000	119	12.33%	98.93%	88.41%	102.00%	97.17%	99.32%
\$270,001 and up	100	10.36%	103.54%	90.08%	95.12%	97.11%	145.85%
Average List/Sell Ratio: 99.10%				106.28%	96.56%	96.46%	118.79%
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%
Average List Price	160,969	154,416	-4.07%	155,736	155,828	0.06%
Average Sale Price	154,332	148,078	-4.05%	149,759	149,268	-0.33%
Average Percent of List Price to Selling Price	96.50%	99.05%	2.64%	96.82%	96.29%	-0.54%
Average Days on Market to Sale	64.06	61.45	-4.07%	55.55	62.08	11.75%
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%

