



# April 2013

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

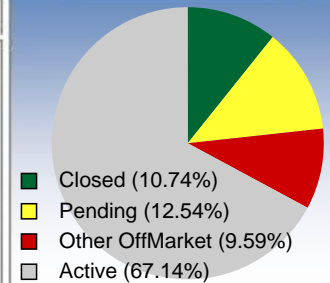


**Absorption:** Last 12 months, an Average of **1,015** Sales/Month

**Active Inventory** as of April 30, 2013 = **7,448**

	APRIL		
	2012	2013	+/- %
Closed Listings	1,034	1,191	15.18%
Pending Listings	1,213	1,391	14.67%
New Listings	2,672	2,395	-10.37%
Average List Price	166,073	170,467	2.65%
Average Sale Price	159,796	165,371	3.49%
Average Percent of List Price to Selling Price	97.06%	96.84%	-0.23%
Average Days on Market to Sale	58.59	55.14	-5.89%
End of Month Inventory	9,484	7,448	-21.47%
Months Supply of Inventory	10.57	7.33	-30.63%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 15, 2013

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 April 2013 decreased **21.47%** to 7,448 existing homes available for sale. Over the last 12 months this area has had an average of 1,015 closed sales per month. This represents an unsold inventory index of **7.33** 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 **3.49%** in April 2013 to \$165,371 versus the previous year at \$159,796.

### Average Days on Market Shortens

The average number of **55.14** days that homes spent on the market before selling decreased by 3.45 days or **5.89%** in April 2013 compared to last year's same month at **58.59** DOM.

### Sales Success for April 2013 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 2,395 New Listings in April 2013, down **10.37%** from last year at 2,672. Furthermore, there were 1,191 Closed Listings this month versus last year at 1,034, a **15.18%** increase.

Closed versus Listed trends yielded a **49.7%** ratio, up from last year's April 2013 at **38.7%**, a **28.51%** 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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<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
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<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®

## April 2013

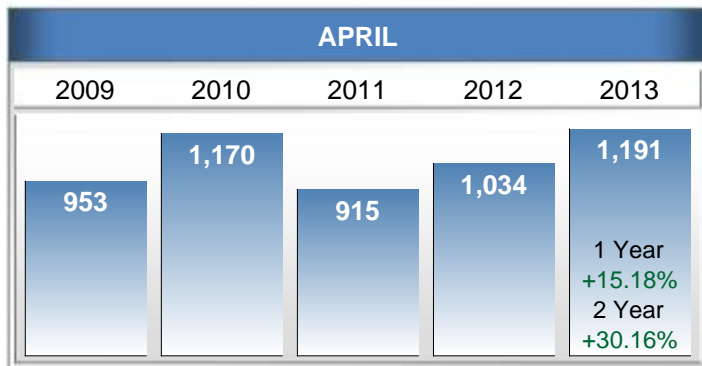
Closed Sales as of May 15, 2013



### Closed Listings

Report Produced on: May 15, 2013

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



Closed Listings  
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**5yr APR AVG = 1,053**    **3 MONTHS**

**High**  
Jul 2009 = 1,198

**Low**  
Jan 2010 = 522

Closed Listing this month at **1,191**, above the 5 yr APR average of **1,053**

FEB	802
MAR	1,135
APR	1,191
APR	4.93%

#### 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	62	5.21%	44.3	44	14	3	1	
\$25,001 - \$75,000	177	14.86%	51.0	72	89	15	1	
\$75,001 - \$100,000	109	9.15%	64.7	22	73	12	2	
\$100,001 - \$150,000	336	28.21%	53.4	21	261	52	2	
\$150,001 - \$200,000	219	18.39%	56.3	15	131	67	6	
\$200,001 - \$275,000	150	12.59%	54.0	7	58	76	9	
\$275,001 and up	138	11.59%	61.4	3	30	85	20	
Total Closed Units: 1,191 Total Closed Volume: 196,956,898 Average Closed Price: \$165,371				55.1	184	656	310	41
					14.40M	91.51M	74.92M	16.13M
					\$78,259	\$139,496	\$241,674	\$393,383



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

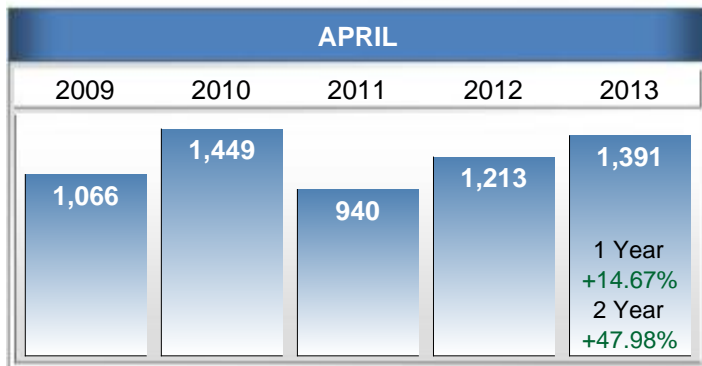
Pending Listings as of May 15, 2013



### Pending Listings

Report Produced on: May 15, 2013

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+	
\$25,000 and less	57	4.10%	43.2	35	21	1	0	
\$25,001 - \$75,000	236	16.97%	66.0	96	127	11	2	
\$75,001 - \$100,000	142	10.21%	64.3	36	91	14	1	
\$100,001 - \$150,000	321	23.08%	49.2	24	248	48	1	
\$150,001 - \$225,000	315	22.65%	49.3	14	180	112	9	
\$225,001 - \$325,000	172	12.37%	47.5	7	59	98	8	
\$325,001 and up	148	10.64%	48.5	11	31	77	29	
Total Pending Units: 1,391				63.3	223	757	361	50
Total Pending Volume: 247,998,895					21.22M	110.83M	92.85M	23.10M
Average Listing Price: \$170,053					\$95,152	\$146,412	\$257,202	\$461,926



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

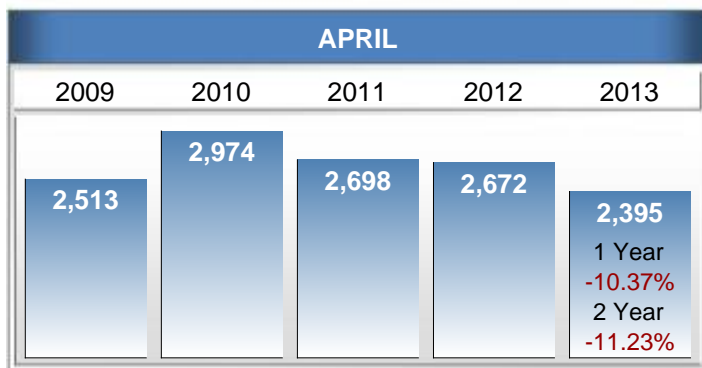
New Listings as of May 15, 2013



### New Listings

Report Produced on: May 15, 2013

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	101	4.22%	74	25	2	0
\$25,001 - \$75,000	434	18.12%	249	165	15	5
\$75,001 - \$100,000	228	9.52%	64	144	19	1
\$100,001 - \$150,000	520	21.71%	67	385	65	3
\$150,001 - \$225,000	531	22.17%	39	286	189	17
\$225,001 - \$375,000	344	14.36%	17	92	201	34
\$375,001 and up	237	9.90%	31	39	115	52
Total New Listed Units:			541	1136	606	112
Total New Listed Volume:			61.10M	171.14M	170.48M	58.89M
Average New Listed Listing Price:			\$112,935	\$150,655	\$281,318	\$525,790



# Monthly Inventory Analysis

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## April 2013

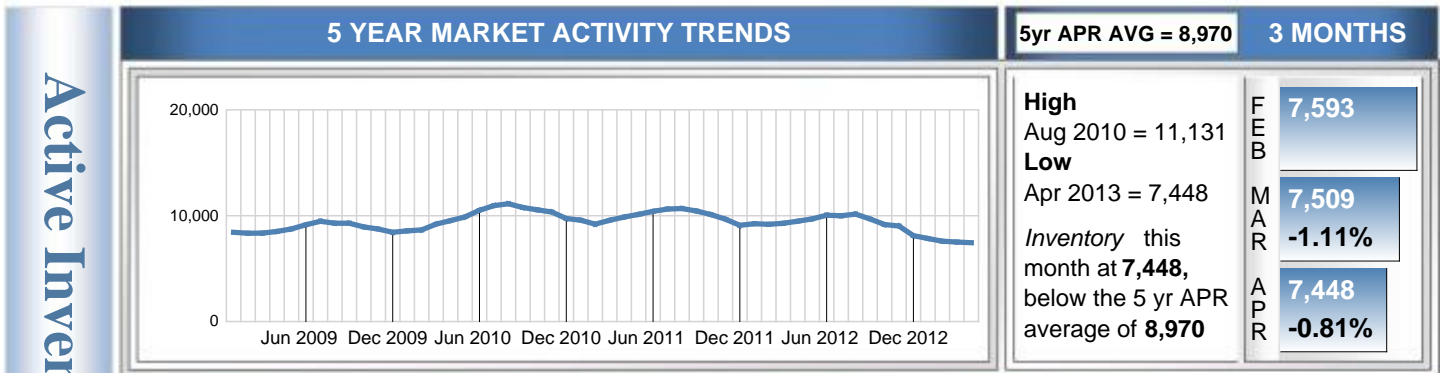
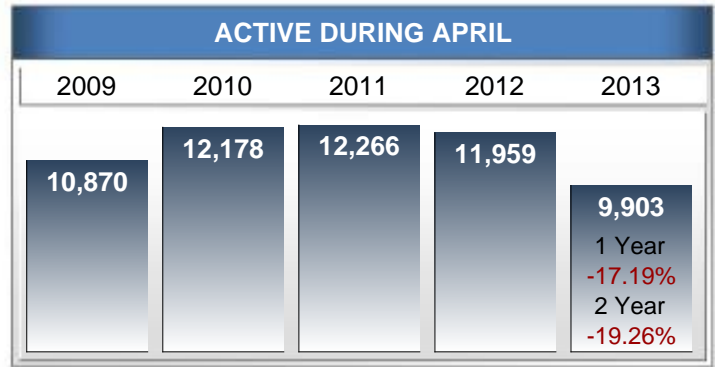
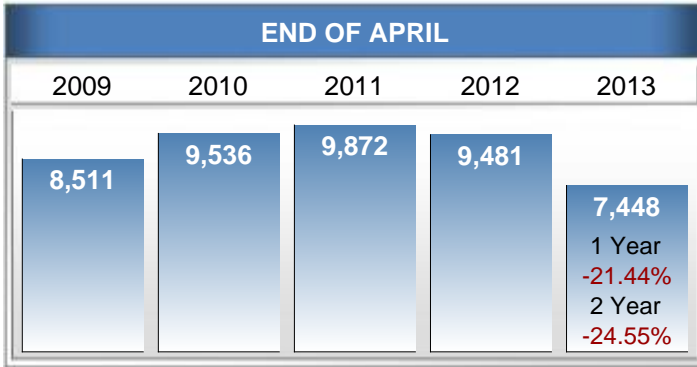
Active Inventory as of May 15, 2013



### Active Inventory

Report Produced on: May 15, 2013

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



Active Inventory

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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	583	7.83%	95.6	535	43	5	0		
\$25,001 \$50,000	977	13.12%	89.2	791	154	30	2		
\$50,001 \$75,000	784	10.53%	71.4	458	292	28	6		
\$75,001 \$150,000	2,099	28.18%	68.5	527	1,335	221	16		
\$150,001 \$225,000	1,298	17.43%	65.4	173	648	432	45		
\$225,001 \$375,000	910	12.22%	66.4	99	240	480	91		
\$375,001 and up	797	10.70%	76.6	152	109	321	215		
Total Active Inventory by Units:				7,448	73.7	2,735	2,821	1,517	375
Total Active Inventory by Volume:				1,566,549,943		450.33M	435.71M	449.24M	231.27M
Average Active Inventory Listing Price:				\$210,332		\$164,655	\$154,453	\$296,134	\$616,731



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

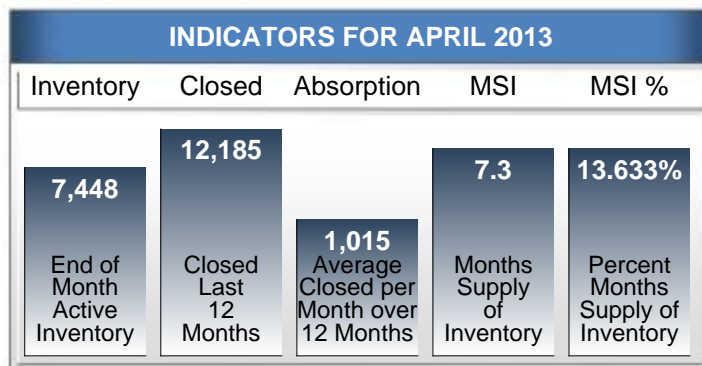
Active Inventory as of May 15, 2013



### Months Supply of Inventory

Report Produced on: May 15, 2013

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	300	4.03%	7.4	9.3	2.9	1.7	0.0
\$20,001 \$50,000	1,260	16.92%	12.0	22.2	3.3	5.3	2.4
\$50,001 \$80,000	958	12.86%	8.4	15.9	5.4	4.3	9.0
\$80,001 \$160,000	2,163	29.04%	5.6	12.2	4.9	4.2	7.2
\$160,001 \$220,000	989	13.28%	6.2	13.9	5.7	5.5	7.4
\$220,001 \$390,000	1,022	13.72%	6.6	23.1	5.7	6.0	6.6
\$390,001 and up	756	10.15%	14.7	61.3	12.0	11.0	15.8
MSI:			7.3	16.4	5.1	5.9	10.0
Total Active Inventory:			7,448	2,735	2,821	1,517	375



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

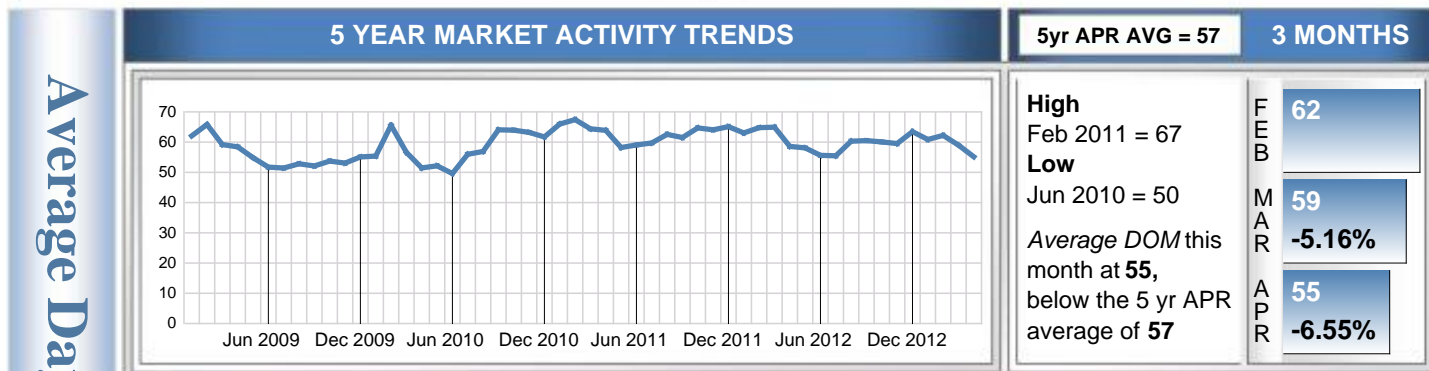
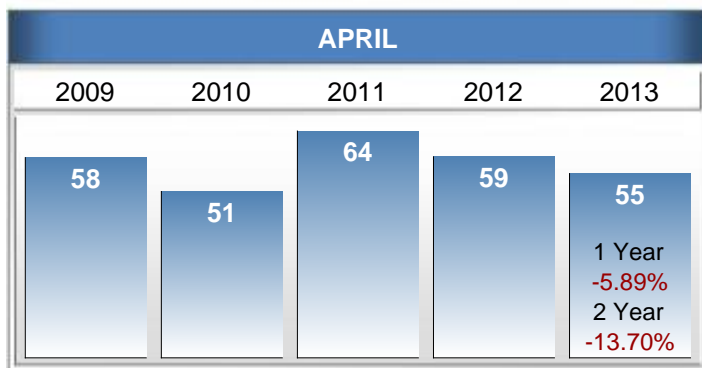
Closed Sales as of May 15, 2013



### Average Days on Market to Sale

Report Produced on: May 15, 2013

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+
\$25,000 and less	62	5.21%	44.3	36.7	74.1	21.0	33.0
\$25,001 - \$75,000	177	14.86%	51.0	59.6	46.2	41.3	7.0
\$75,001 - \$100,000	109	9.15%	64.7	71.0	64.9	59.3	17.0
\$100,001 - \$150,000	336	28.21%	53.4	45.9	53.4	56.0	60.0
\$150,001 - \$200,000	219	18.39%	56.3	62.4	54.7	57.1	67.3
\$200,001 - \$275,000	150	12.59%	54.0	58.9	51.7	54.0	65.0
\$275,001 and up	138	11.59%	61.4	81.7	50.6	63.2	66.9
Average Closed DOM: 55.1				54.5	54.1	56.8	61.5
Total Closed Units: 1,191				184	656	310	41
Total Closed Volume: 196,956,898				14.40M	91.51M	74.92M	16.13M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

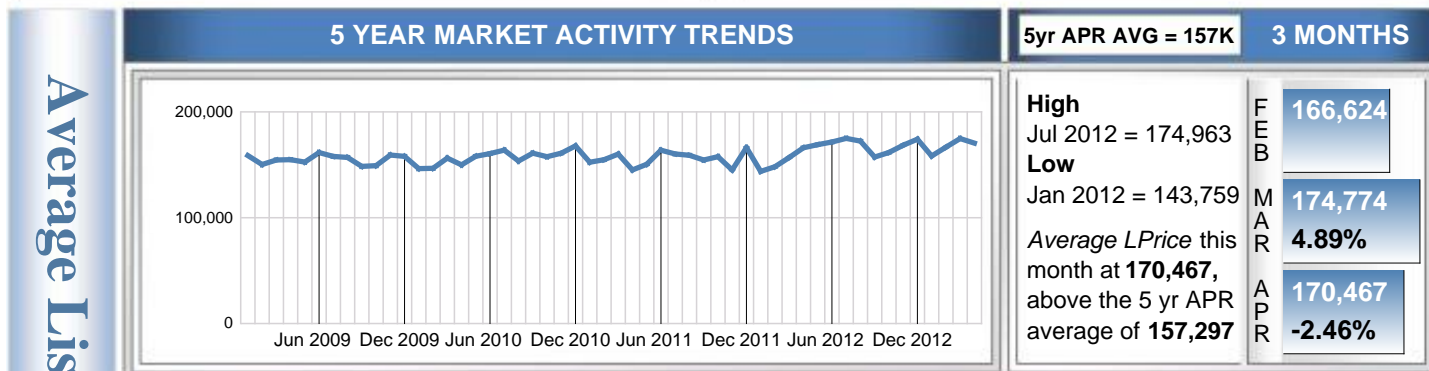
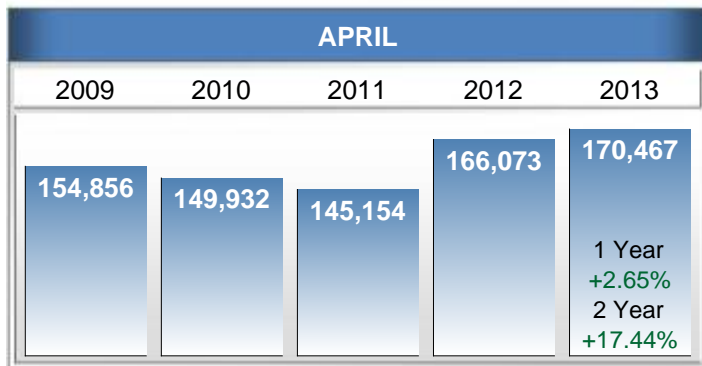
Closed Sales as of May 15, 2013



### Average List Price at Closing

Report Produced on: May 15, 2013

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	54	4.53%	18,287	20,928	17,029	15,800	24,900
\$25,001 - \$75,000	176	14.78%	52,358	51,534	58,947	51,638	61,000
\$75,001 - \$100,000	110	9.24%	89,100	91,591	91,185	91,896	87,400
\$100,001 - \$150,000	335	28.13%	128,216	130,833	128,534	135,306	119,220
\$150,001 - \$200,000	218	18.30%	174,799	189,019	175,320	178,237	177,217
\$200,001 - \$275,000	147	12.34%	235,909	264,829	240,128	239,082	238,967
\$275,001 and up	151	12.68%	445,597	629,328	387,344	443,995	616,320
Average List Price:	\$170,467			\$86,798	\$143,603	\$247,782	\$391,208
Total Closed Units:	1,191			184	656	310	41
Total List Volume:	203,025,926			15.97M	94.20M	76.81M	16.04M





# Monthly Inventory Analysis

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## April 2013

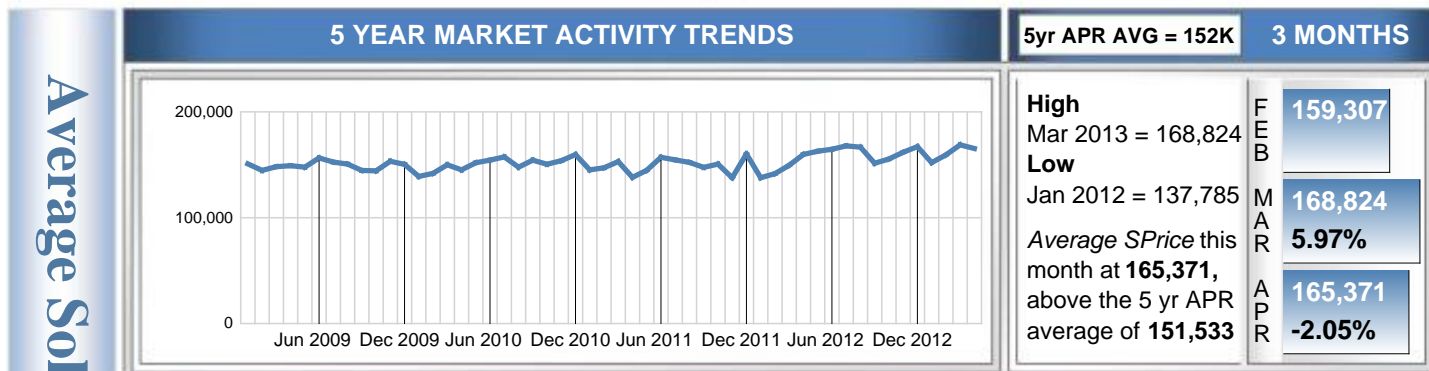
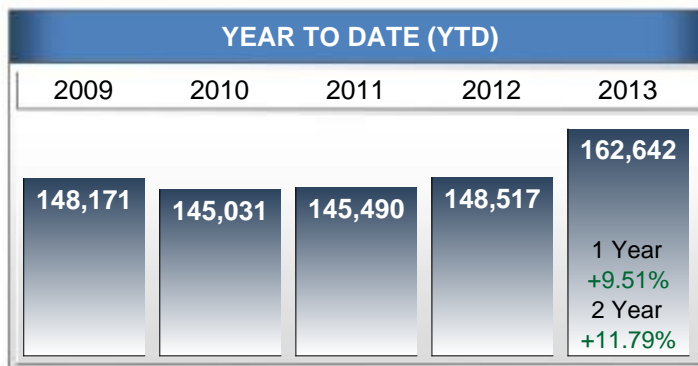
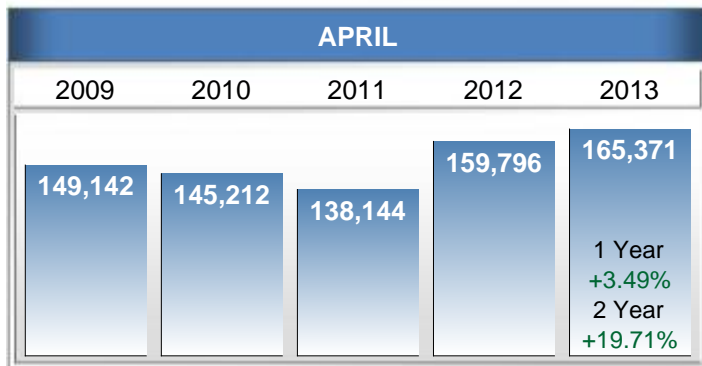
Closed Sales as of May 15, 2013



### Average Sold Price at Closing

Report Produced on: May 15, 2013

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+	
\$25,000 and less	62	5.21%	17,538	18,346	15,275	13,800	24,900	
\$25,001 - \$75,000	177	14.86%	51,323	47,184	54,833	50,052	56,000	
\$75,001 - \$100,000	109	9.15%	88,351	87,223	88,742	88,035	88,375	
\$100,001 - \$150,000	336	28.21%	126,672	124,437	125,677	132,745	122,000	
\$150,001 - \$200,000	219	18.39%	173,149	174,653	172,398	174,534	170,325	
\$200,001 - \$275,000	150	12.59%	235,835	241,900	234,326	236,683	233,689	
\$275,001 and up	138	11.59%	444,192	450,000	365,355	429,246	625,095	
Average Closed Price:				\$165,371	\$78,259	\$139,496	\$241,674	\$393,383
Total Closed Units:				1,191	184	656	310	41
Total Closed Volume:				196,956,898	14.40M	91.51M	74.92M	16.13M



# Monthly Inventory Analysis

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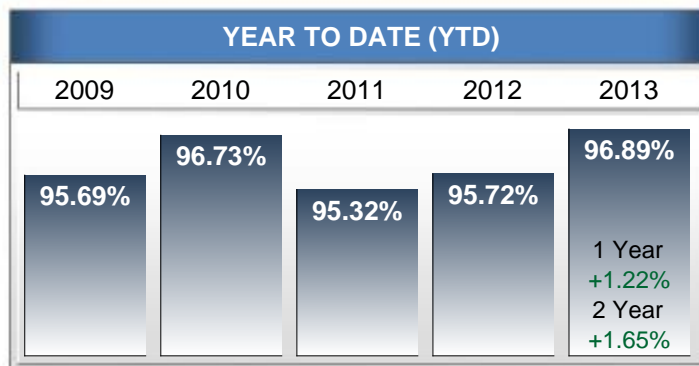
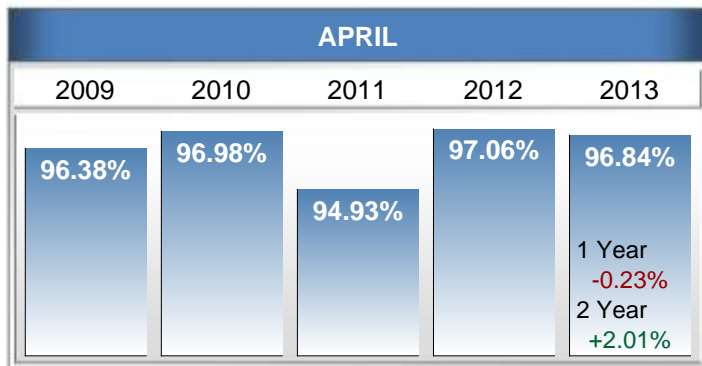
Closed Sales as of May 15, 2013



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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**5yr APR AVG=96.43%**     **3 MONTHS**

**High**  
Jul 2010 = 98.73%

**Low**  
Jan 2012 = 94.68%

Average List/Sell this month at **96.84%**, above the 5 yr APR average of **96.43%**

FEB	96.30%
MAR	97.76%
APR	96.84%
MAY	-0.95%

#### 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	62	5.21%	88.51%	88.58%	87.76%	87.20%	100.00%
\$25,001 - \$75,000	177	14.86%	93.53%	92.05%	93.92%	98.41%	91.80%
\$75,001 - \$100,000	109	9.15%	97.24%	96.06%	97.56%	96.61%	102.00%
\$100,001 - \$150,000	336	28.21%	97.83%	95.49%	97.89%	98.24%	102.94%
\$150,001 - \$200,000	219	18.39%	97.87%	92.91%	98.40%	98.08%	96.15%
\$200,001 - \$275,000	150	12.59%	100.23%	91.99%	97.68%	103.20%	97.94%
\$275,001 and up	138	11.59%	96.77%	78.77%	96.01%	97.10%	99.18%
Average List/Sell Ratio: 96.80%				91.94%	97.10%	98.95%	98.63%
Total Closed Units: 1,191				184	656	310	41
Total Closed Volume: 196,956,898				14.40M	91.51M	74.92M	16.13M



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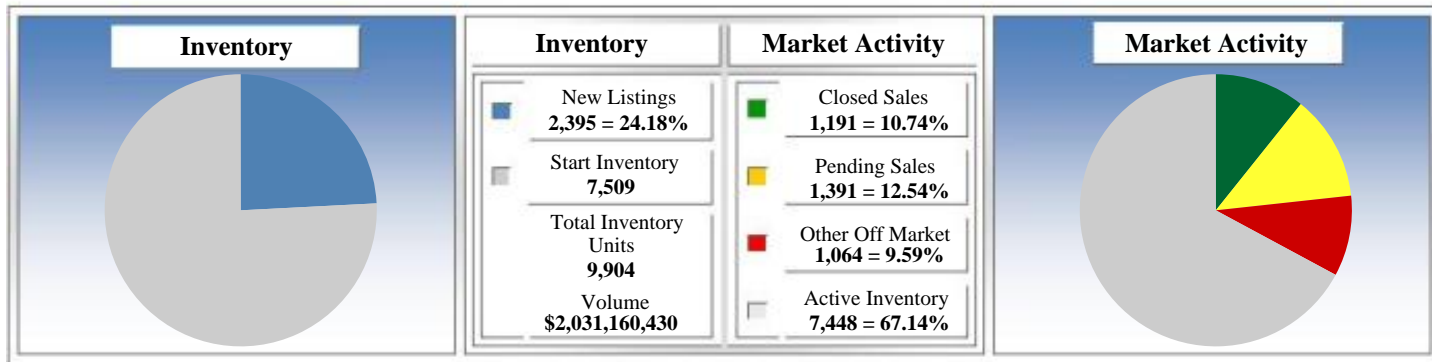
Inventory as of May 15, 2013



### Market Summary

Report Produced on: May 15, 2013

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



**Absorption:** Last 12 months, an Average of **1,015** Sales/Month

**Active Inventory** as of April 30, 2013 = **7,448**

	APRIL			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	1,034	1,191	15.18%	3,491	3,847	10.20%
Pending Sales	1,213	1,391	14.67%	4,206	4,857	15.48%
New Listings	2,672	2,395	-10.37%	10,237	9,136	-10.76%
Average List Price	166,073	170,467	2.65%	155,102	168,665	8.74%
Average Sale Price	159,796	165,371	3.49%	148,517	162,642	9.51%
Average Percent of List Price to Selling Price	97.06%	96.84%	-0.23%	95.72%	96.89%	1.22%
Average Days on Market to Sale	58.59	55.14	-5.89%	62.65	58.83	-6.10%
Monthly Inventory	9,484	7,448	-21.47%	9,484	7,448	-21.47%
Months Supply of Inventory	10.57	7.33	-30.63%	10.57	7.33	-30.63%

