



April 2013

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

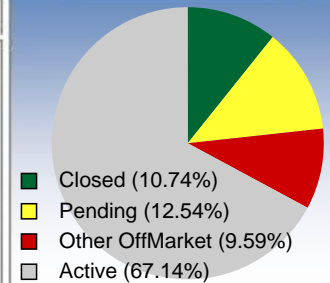


Absorption: Last 12 months, an Average of **1,015** Sales/Month

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%
Median List Price	129,900	140,000	7.78%
Median Sale Price	125,250	139,000	10.98%
Median Percent of List Price to Selling Price	97.55%	98.00%	0.46%
Median Days on Market to Sale	44.00	36.00	-18.18%
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.

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 **10.98%** in April 2013 to \$139,000 versus the previous year at \$125,250.

Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 8.00 days or **18.18%** in April 2013 compared to last year's same month at **44.00** DOM.

Sales Success for April 2013 is Positive

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

There were 2,395 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.

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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 to find a REALTOR® today.



Monthly Inventory Analysis

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April 2013

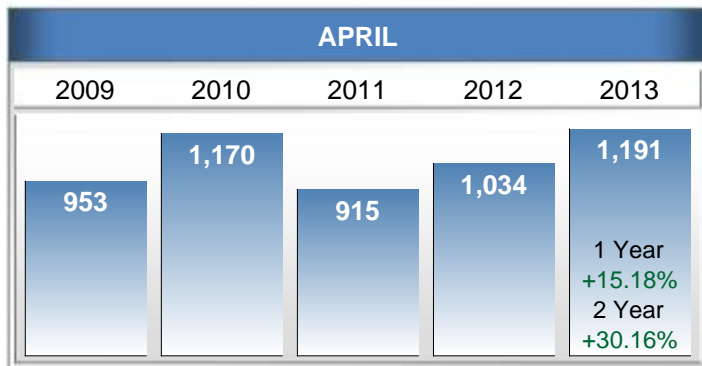
Closed Sales as of May 15, 2013



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	41.52%
MAY	1,191
JUN	4.93%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	112	9.40%	28.5	75	30	6	1	
\$40,001 - \$80,000	152	12.76%	37.5	48	88	15	1	
\$80,001 - \$110,000	141	11.84%	39.0	20	106	13	2	
\$110,001 - \$160,000	343	28.80%	41.0	20	255	65	3	
\$160,001 - \$210,000	176	14.78%	31.0	11	100	57	8	
\$210,001 - \$290,000	148	12.43%	33.0	7	50	82	9	
\$290,001 and up	119	9.99%	43.0	3	27	72	17	
Total Closed Units: 1,191				36.0	184	656	310	41
Total Closed Volume: 196,956,898					14.40M	91.51M	74.92M	16.13M
Median Closed Price: \$139,000					\$56,000	\$129,086	\$210,000	\$272,300



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2013

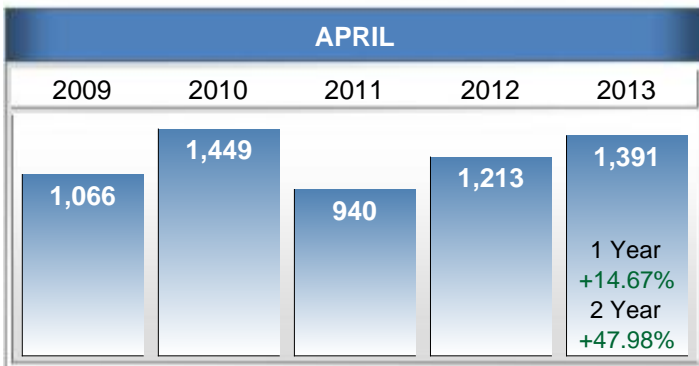
Pending Listings as of May 15, 2013



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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5yr APR AVG = 1,212 **3 MONTHS**

High
Apr 2010 = 1,449

Low
Dec 2009 = 569

Pending Listing this month at **1,391**, above the 5 yr APR average of **1,212**

FEB	1,162
MAR	1,278
APR	1,391
APR	9.98%
APR	8.84%

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	125	8.99%	39.0	71	49	4	1	
\$40,001 - \$70,000	147	10.57%	59.0	52	91	4	0	
\$70,001 - \$110,000	212	15.24%	51.0	50	136	24	2	
\$110,001 - \$160,000	342	24.59%	34.5	21	256	63	2	
\$160,001 - \$220,000	238	17.11%	34.0	11	134	86	7	
\$220,001 - \$320,000	174	12.51%	28.0	5	60	101	8	
\$320,001 and up	153	11.00%	32.0	13	31	79	30	
Total Pending Units: 1,391				36.0	223	757	361	50
Total Pending Volume: 247,998,895					21.22M	110.83M	92.85M	23.10M
Median Listing Price: \$144,500					\$64,500	\$129,900	\$220,000	\$344,900



Monthly Inventory Analysis

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April 2013

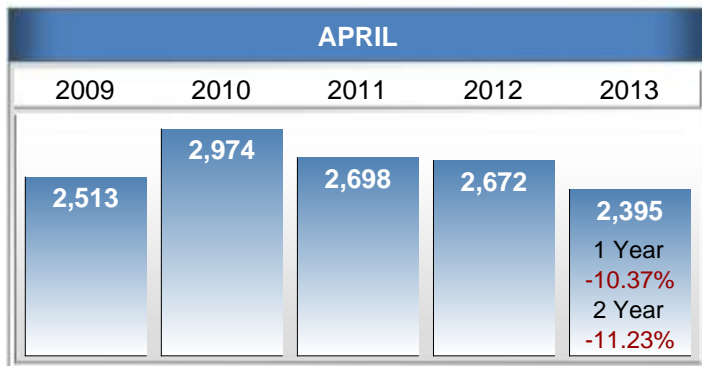
New Listings as of May 15, 2013



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+
\$40,000 and less	209	8.73%	149	53	6	1
\$40,001 - \$70,000	285	11.90%	163	108	10	4
\$70,001 - \$110,000	354	14.78%	90	237	26	1
\$110,001 - \$170,000	652	27.22%	65	454	124	9
\$170,001 - \$230,000	334	13.95%	27	160	135	12
\$230,001 - \$370,000	321	13.40%	15	84	190	32
\$370,001 and up	240	10.02%	32	40	115	53
Total New Listed Units:			541	1136	606	112
Total New Listed Volume:			61.10M	171.14M	170.48M	58.89M
Median New Listed Listing Price:			\$65,000	\$133,000	\$234,950	\$365,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2013

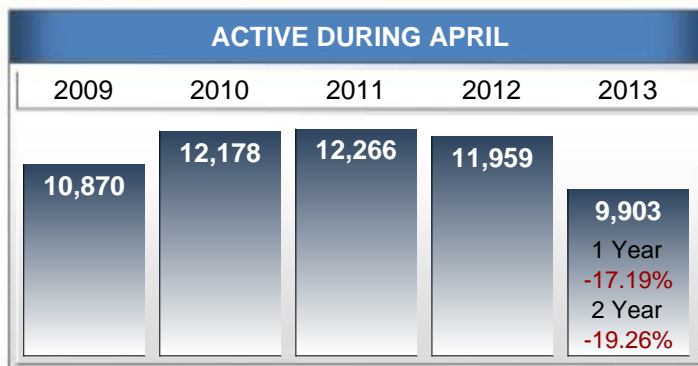
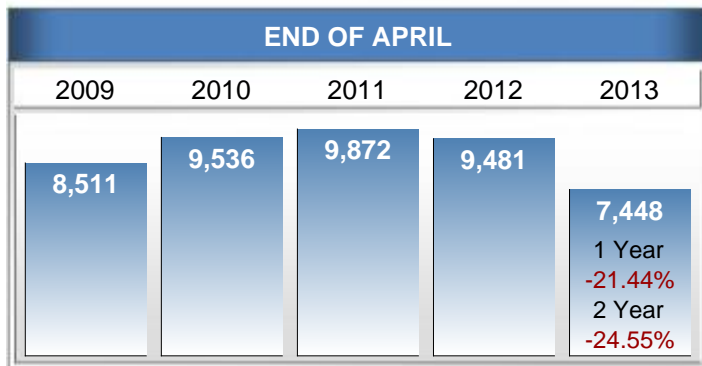
Active Inventory as of May 15, 2013



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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5yr APR AVG = 8,970 **3 MONTHS**

High
Aug 2010 = 11,131

Low
Apr 2013 = 7,448

Inventory this month at **7,448**, below the 5 yr APR average of **8,970**

FEB	7,593
MAR	7,509
APR	-1.11%
MAY	7,448
JUN	-0.81%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	300	4.03%	62.0	269	28	3	0		
\$20,001 \$50,000	1,260	16.92%	89.5	1,057	169	32	2		
\$50,001 \$80,000	958	12.86%	71.0	525	387	40	6		
\$80,001 \$160,000	2,163	29.04%	55.0	493	1,382	270	18		
\$160,001 \$220,000	989	13.28%	59.0	123	483	344	39		
\$220,001 \$390,000	1,022	13.72%	57.0	125	273	525	99		
\$390,001 and up	756	10.15%	68.0	143	99	303	211		
Total Active Inventory by Units:				7,448	65.0	2,735	2,821	1,517	375
Total Active Inventory by Volume:				1,566,549,943		450.33M	435.71M	449.24M	231.27M
Median Active Inventory Listing Price:				\$125,000		\$55,000	\$129,500	\$237,000	\$449,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2013

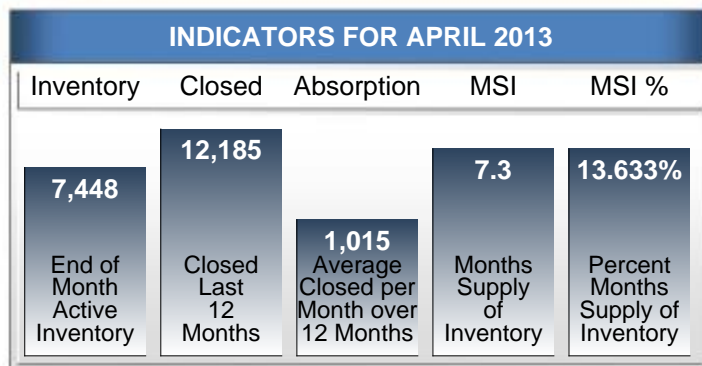
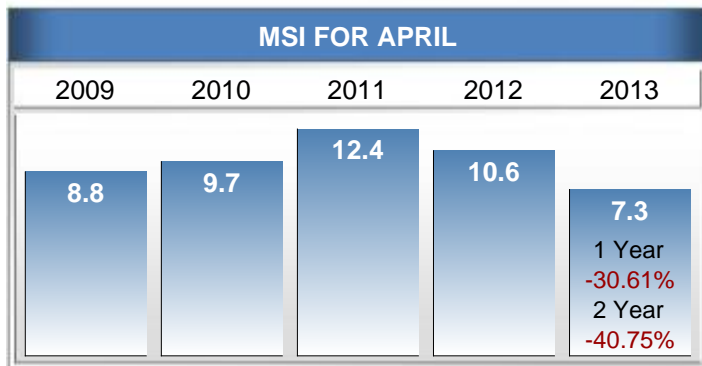
Active Inventory as of May 15, 2013



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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5yr APR AVG = 9.7 **3 MONTHS**

High
Jun 2011 = 13.6
Low
Apr 2013 = 7.3

Months Supply this month at **7.3**, below the 5 yr APR average of **9.7**

FEB	7.7
MAR	7.5
APR	7.3
	-2.25%
	-2.09%

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

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April 2013

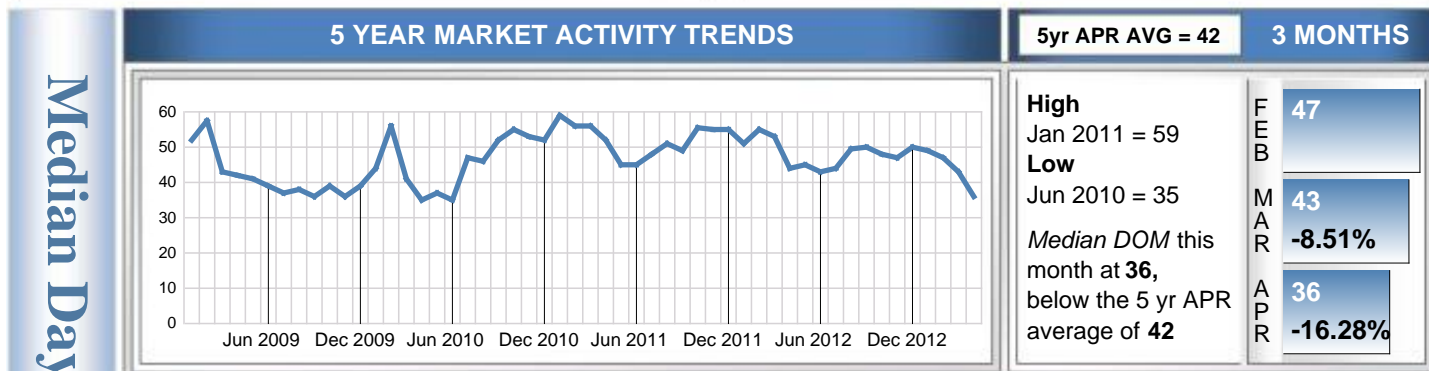
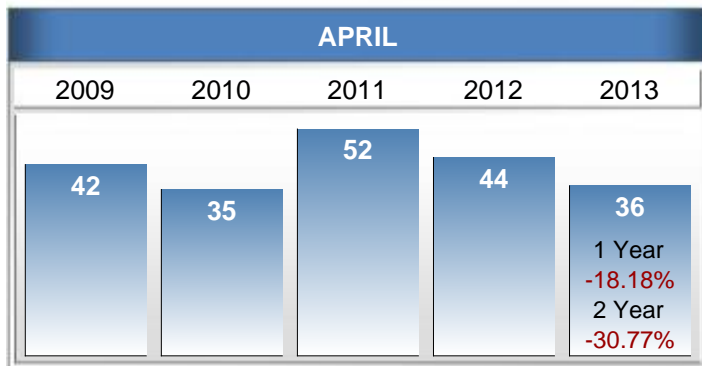
Closed Sales as of May 15, 2013



Median Days on Market to Sale

Report Produced on: May 15, 2013

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+
\$40,000 and less	112	9.40%	28.5	29.0	30.0	21.5	33.0
\$40,001 - \$80,000	152	12.76%	37.5	46.5	35.5	34.0	7.0
\$80,001 - \$110,000	141	11.84%	39.0	63.0	36.0	55.0	17.0
\$110,001 - \$160,000	343	28.80%	41.0	34.0	41.0	41.0	38.0
\$160,001 - \$210,000	176	14.78%	31.0	67.0	26.0	36.0	43.0
\$210,001 - \$290,000	148	12.43%	33.0	14.0	29.5	35.5	59.0
\$290,001 and up	119	9.99%	43.0	86.0	26.0	47.5	27.0
Median Closed DOM:	36.0			40.5	34.0	38.0	38.0
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

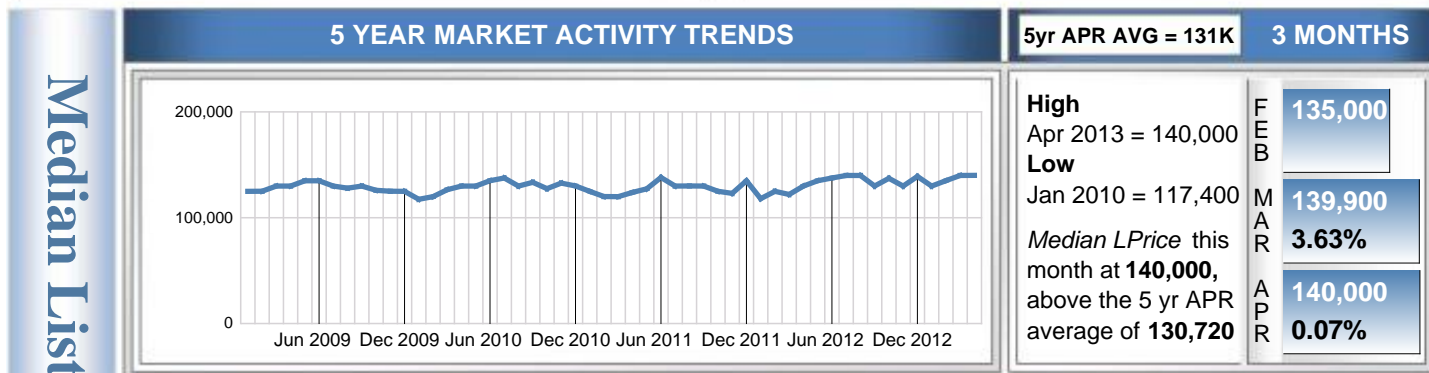
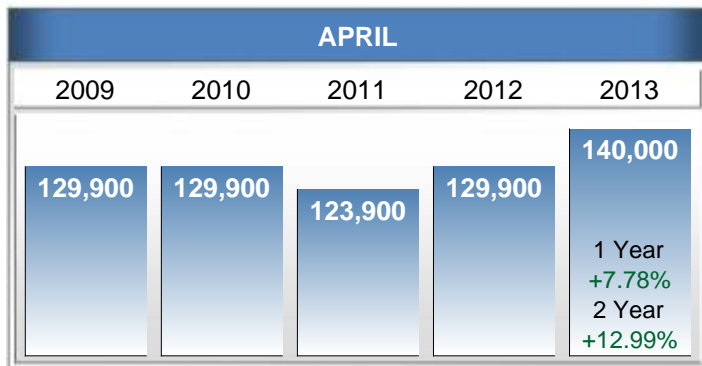
Closed Sales as of May 15, 2013



Median List Price at Closing

Report Produced on: May 15, 2013

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+
\$40,000 and less	105		8.82%	25,000	25,000	28,700	19,950	24,900
\$40,001 - \$80,000	153		12.85%	65,000	64,900	65,000	54,700	67,950
\$80,001 - \$110,000	129		10.83%	99,000	94,200	99,250	96,750	99,900
\$110,001 - \$160,000	344		28.88%	135,000	125,000	134,900	141,950	127,440
\$160,001 - \$210,000	180		15.11%	180,000	199,000	179,960	181,250	179,900
\$210,001 - \$290,000	151		12.68%	245,000	240,000	240,000	247,000	234,950
\$290,001 and up	129		10.83%	365,000	463,993	329,500	385,000	425,000
Median List Price:		\$140,000			\$60,000	\$130,968	\$215,000	\$289,900
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

Data from the Greater Tulsa Association of REALTORS®

April 2013

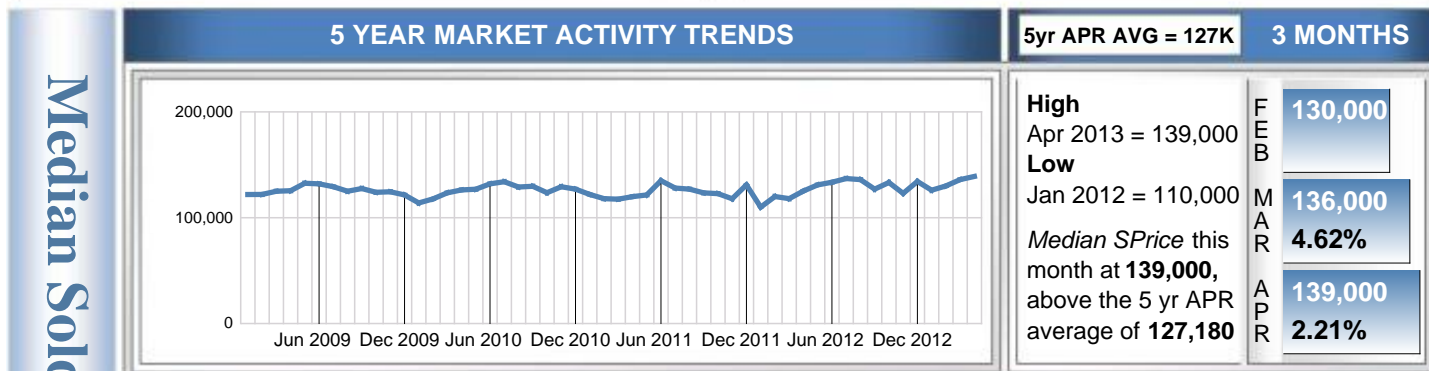
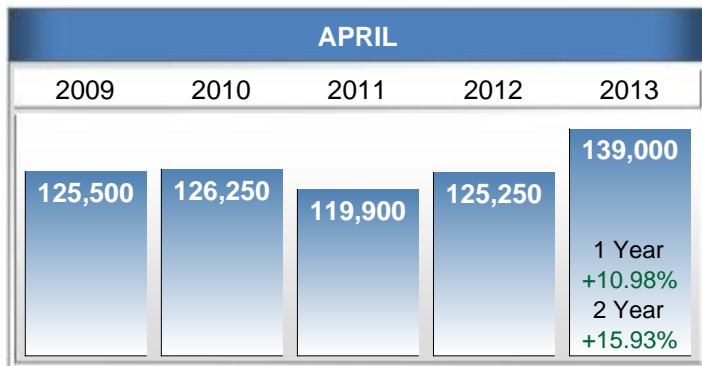
Closed Sales as of May 15, 2013



Median Sold Price at Closing

Report Produced on: May 15, 2013

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+
\$40,000 and less	112		9.40%	24,825	24,000	27,500	20,750	24,900
\$40,001 - \$80,000	152		12.76%	63,500	62,750	64,500	58,399	56,000
\$80,001 - \$110,000	141		11.84%	99,000	98,250	99,950	96,299	88,375
\$110,001 - \$160,000	343		28.80%	135,000	132,500	133,400	140,000	124,000
\$160,001 - \$210,000	176		14.78%	182,862	185,000	182,472	184,000	182,975
\$210,001 - \$290,000	148		12.43%	244,500	240,000	245,000	243,250	270,000
\$290,001 and up	119		9.99%	375,000	480,000	321,500	380,750	530,000
Median Closed Price:	\$139,000				\$56,000	\$129,086	\$210,000	\$272,300
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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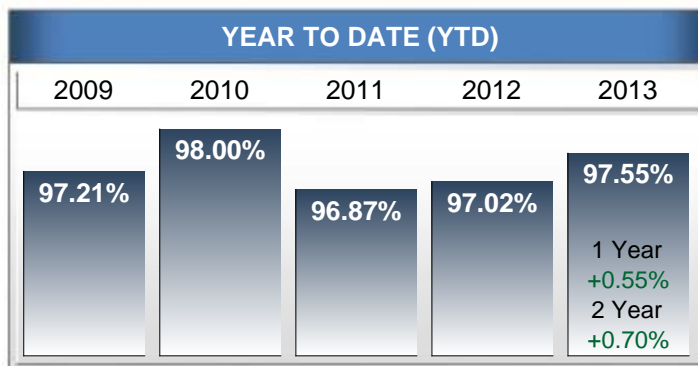
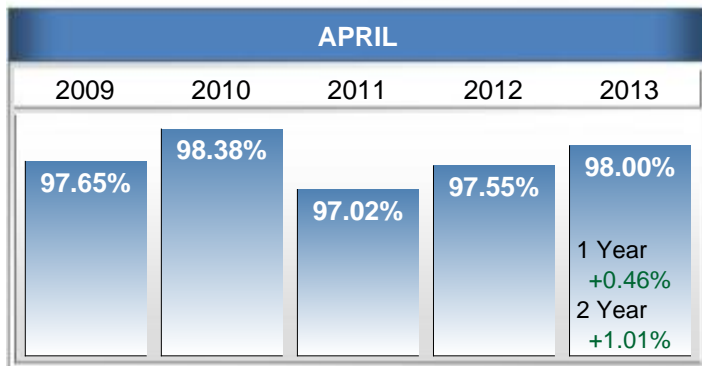
Closed Sales as of May 15, 2013



Median Percent of List Price to Selling Price

Report Produced on: May 15, 2013

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	112	9.40%	92.67%	91.49%	93.30%	98.39%	100.00%
\$40,001 \$80,000	152	12.76%	96.26%	95.73%	96.49%	98.89%	91.80%
\$80,001 \$110,000	141	11.84%	98.18%	95.45%	98.64%	95.69%	102.00%
\$110,001 \$160,000	343	28.80%	98.52%	97.66%	98.52%	98.86%	98.13%
\$160,001 \$210,000	176	14.78%	98.28%	94.44%	98.83%	97.67%	96.69%
\$210,001 \$290,000	148	12.43%	98.06%	95.87%	98.08%	98.18%	97.87%
\$290,001 and up	119	9.99%	97.17%	89.61%	97.02%	97.41%	97.37%
Median List/Sell Ratio:	98.00%			94.68%	98.38%	98.11%	97.37%
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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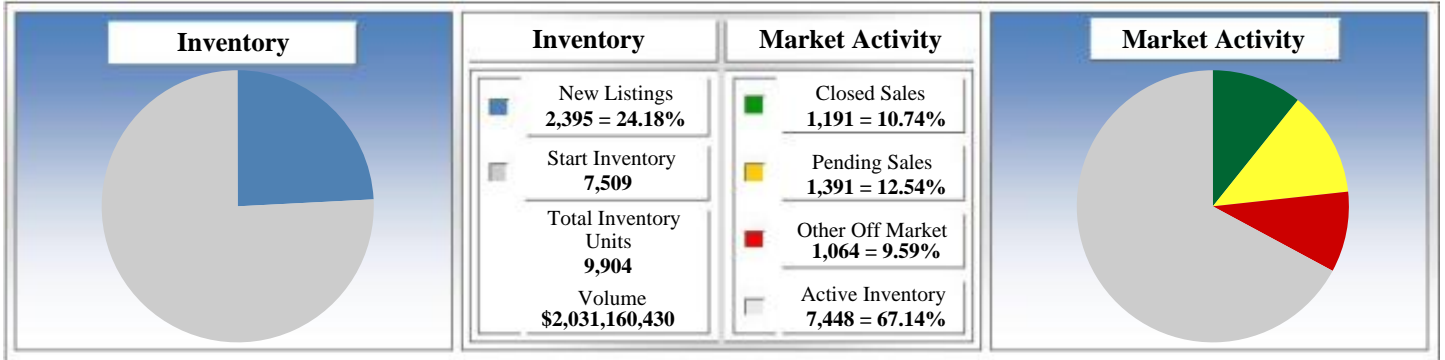
Inventory as of May 15, 2013



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%
Median List Price	129,900	140,000	7.78%	124,900	137,900	10.41%
Median Sale Price	125,250	139,000	10.98%	120,000	134,000	11.67%
Median Percent of List Price to Selling Price	97.55%	98.00%	0.46%	97.02%	97.55%	0.55%
Median Days on Market to Sale	44.00	36.00	-18.18%	50.00	43.00	-14.00%
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%

