



February 2012

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

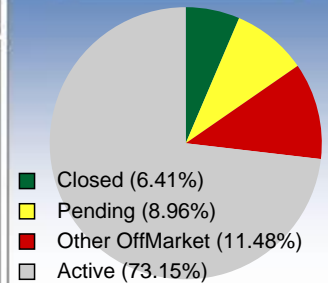


Absorption: Last 12 months, an Average of **867** Sales/Month

Active Inventory as of February 29, 2012 = **8,807**

	FEBRUARY		
	2011	2012	+/- %
Closed Listings	623	772	23.92%
Pending Listings	641	1,079	68.33%
New Listings	1,804	2,242	24.28%
Average List Price	154,760	148,257	-4.20%
Average Sale Price	147,173	141,754	-3.68%
Average Percent of List Price to Selling Price	94.92%	96.44%	1.60%
Average Days on Market to Sale	67.44	64.81	-3.90%
End of Month Inventory	9,198	8,807	-4.25%
Months Supply of Inventory	10.99	10.15	-7.63%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 12, 2012

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2012 decreased **4.25%** to 8,807 existing homes available for sale. Over the last 12 months this area has had an average of 867 closed sales per month. This represents an unsold inventory index of **10.15** 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 **3.68%** in February 2012 to \$141,754 versus the previous year at \$147,173.

Average Days on Market Shortens

The average number of **64.81** days that homes spent on the market before selling decreased by 2.63 days or **3.90%** in February 2012 compared to last year's same month at **67.44** DOM.

Sales Success for February 2012 is Positive

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

There were 2,242 New Listings in February 2012, up **24.28%** from last year at 1,804. Furthermore, there were 772 Closed Listings this month versus last year at 623, a **23.92%** increase.

Closed versus Listed trends yielded a **34.4%** ratio, down from last year's February 2012 at **34.5%**, a **0.29%** downswing. 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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Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

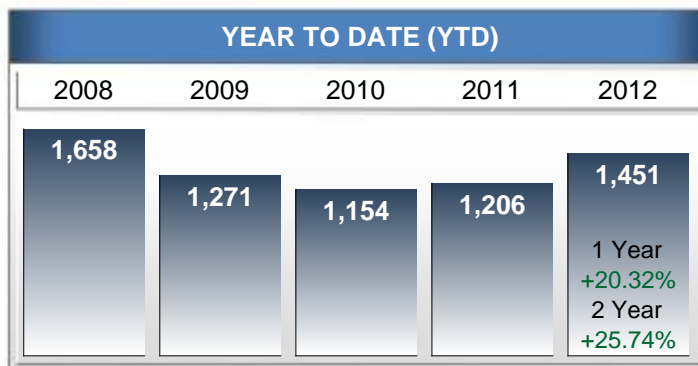
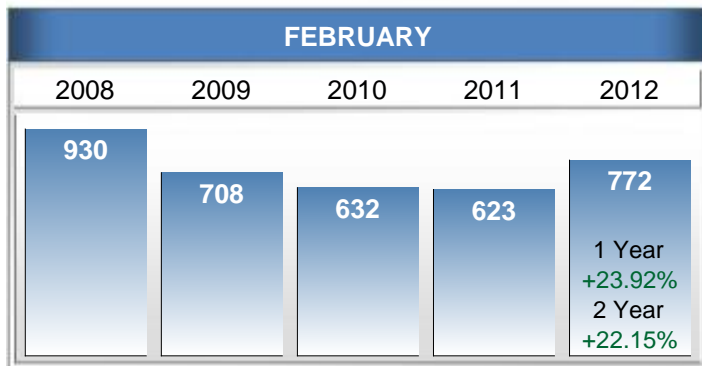
Closed Sales as of Mar 12, 2012



Closed Listings

Report Produced on: Mar 12, 2012

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	79	10.23%	52.2	39	36	4	0	
\$30,001 \$50,000	65	8.42%	61.7	23	35	7	0	
\$50,001 \$90,000	127	16.45%	58.1	30	78	17	2	
\$90,001 \$140,000	205	26.55%	65.2	13	155	33	4	
\$140,001 \$180,000	116	15.03%	76.8	4	73	37	2	
\$180,001 \$270,000	101	13.08%	67.6	7	37	51	6	
\$270,001 and up	79	10.23%	68.5	2	15	47	15	
Total Closed Units: 772				64.8	118	429	196	29
Total Closed Volume: 109,433,941					8.20M	50.22M	41.15M	9.87M
Average Closed Price: \$141,754					\$69,452	\$117,053	\$209,940	\$340,513

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

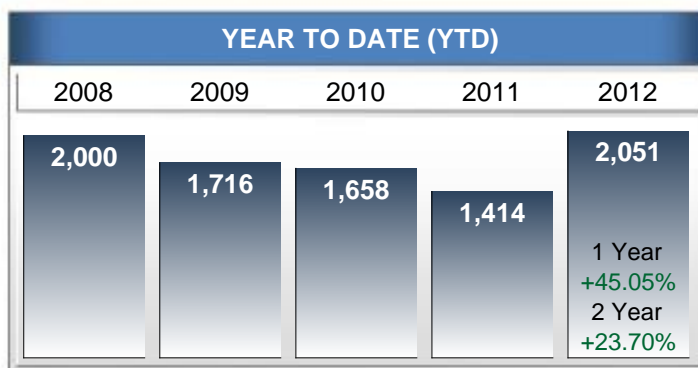
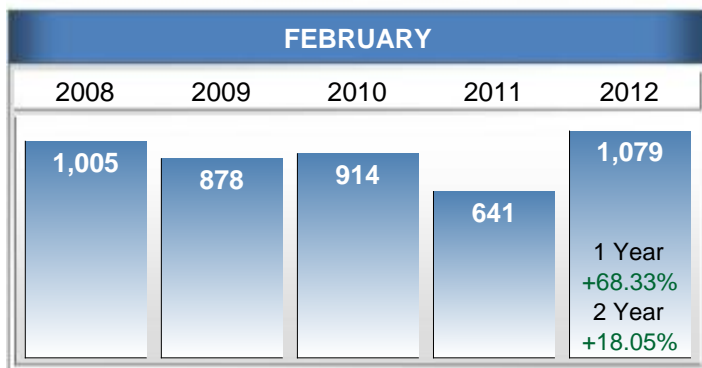
Pending Listings as of Mar 12, 2012



Pending Listings

Report Produced on: Mar 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	98	9.08%	61.4	60	36	2	0	
\$30,001 \$60,000	116	10.75%	57.4	39	66	10	1	
\$60,001 \$100,000	184	17.05%	66.1	34	129	19	2	
\$100,001 \$140,000	247	22.89%	72.9	22	187	38	0	
\$140,001 \$190,000	182	16.87%	72.6	11	104	61	6	
\$190,001 \$310,000	144	13.35%	70.9	4	54	74	12	
\$310,001 and up	108	10.01%	65.7	2	22	52	32	
Total Pending Units: 1,079				77.1	172	598	256	53
Total Pending Volume: 175,573,649					12.33M	76.54M	59.50M	27.20M
Average Listing Price: \$135,789					\$71,708	\$127,986	\$232,423	\$513,288

Pending Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

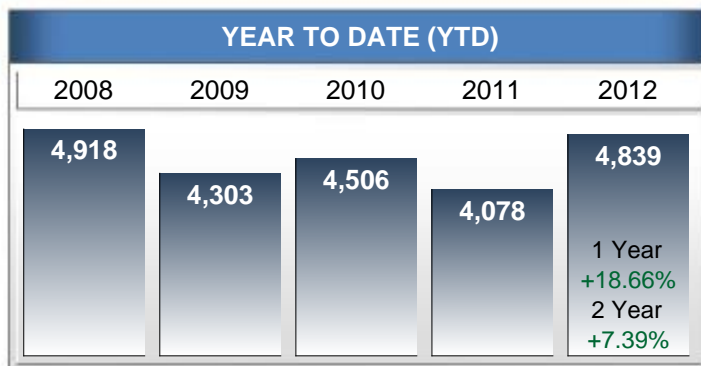
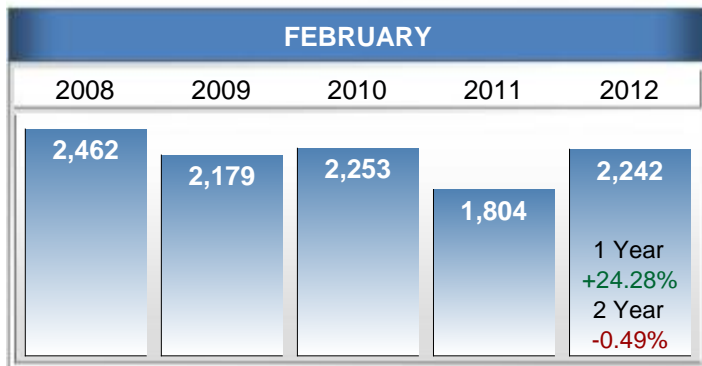
New Listings as of Mar 12, 2012



New Listings

Report Produced on: Mar 12, 2012

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	140	6.24%	113	24	3	0
\$25,001 - \$50,000	348	15.52%	277	66	5	0
\$50,001 - \$75,000	217	9.68%	104	102	9	2
\$75,001 - \$150,000	642	28.64%	129	422	85	6
\$150,001 - \$200,000	321	14.32%	23	199	89	10
\$200,001 - \$325,000	342	15.25%	28	111	176	27
\$325,001 and up	232	10.35%	29	40	110	53
Total New Listed Units:			703	964	477	98
Total New Listed Volume:			62.67M	138.85M	133.20M	45.87M
Average New Listed Listing Price:			\$89,152	\$144,036	\$279,245	\$468,026



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

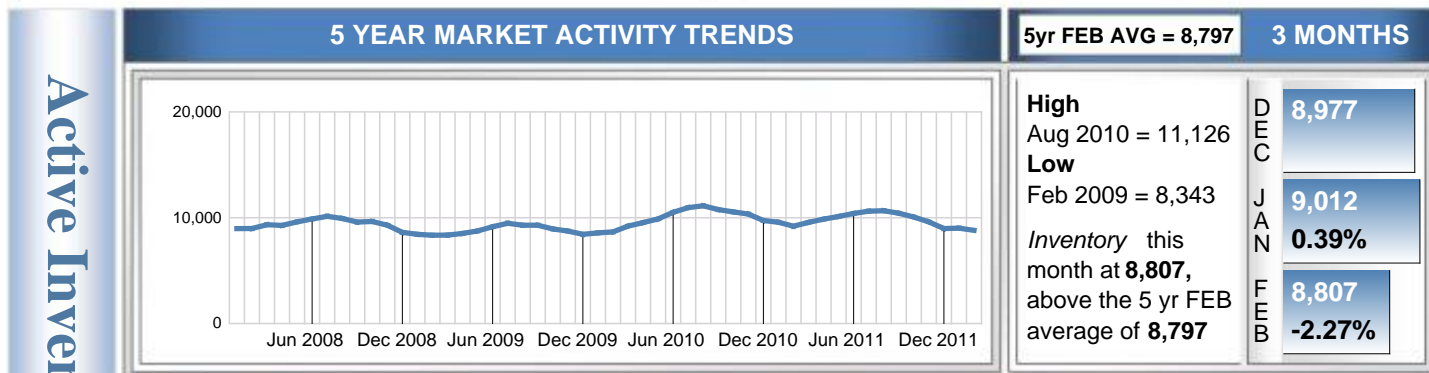
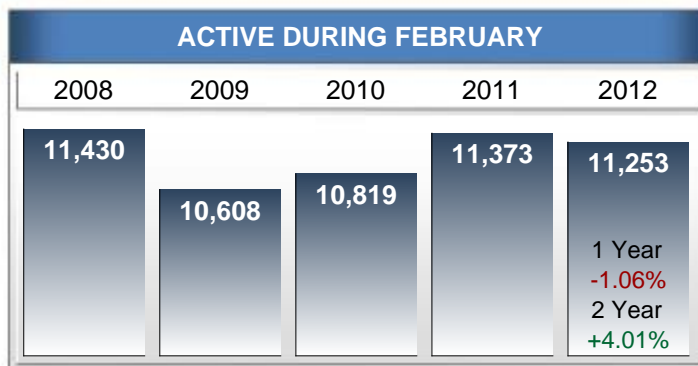
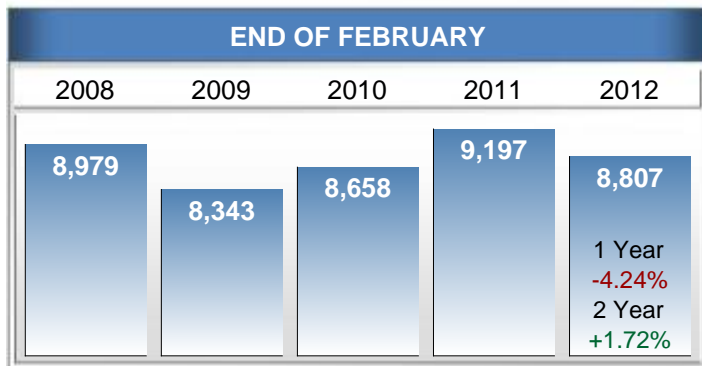
Active Inventory as of Mar 12, 2012



Active Inventory

Report Produced on: Mar 12, 2012

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



Active Inventory

Ready to Buy or Sell Real Estate?
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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	698	7.93%	83.5	622	65	11	0		
\$25,001 - \$50,000	1,199	13.61%	78.6	982	194	21	2		
\$50,001 - \$75,000	1,018	11.56%	75.9	631	346	35	6		
\$75,001 - \$150,000	2,614	29.68%	79.1	676	1,634	287	17		
\$150,001 - \$200,000	1,157	13.14%	79.1	171	603	359	24		
\$200,001 - \$325,000	1,163	13.21%	77.9	119	386	562	96		
\$325,001 and up	958	10.88%	83.6	157	157	431	213		
Total Active Inventory by Units:				8,807	79.3	3,358	3,385	1,706	358
Total Active Inventory by Volume:				2,609,692,950		409.72M	497.53M	495.62M	1.21B
Average Active Inventory Listing Price:				\$296,320		\$122,013	\$146,980	\$290,518	\$3,371,009



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

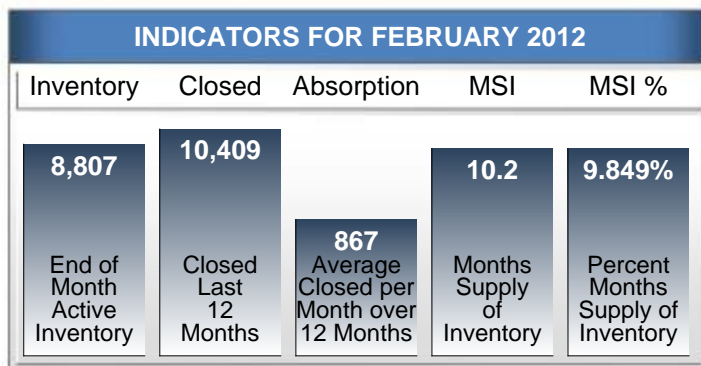
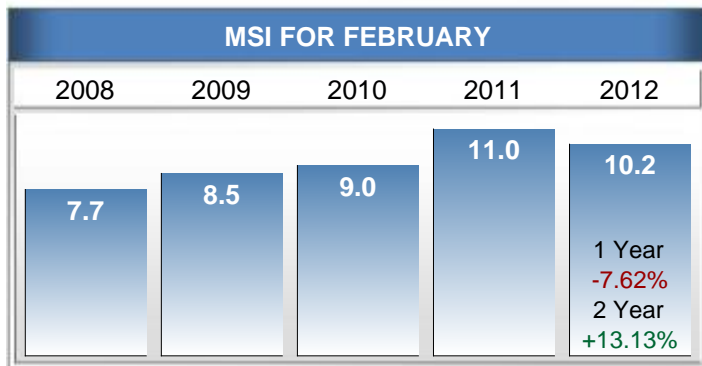
Active Inventory as of Mar 12, 2012



Months Supply of Inventory

Report Produced on: Mar 12, 2012

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



Months Supply
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5yr FEB AVG = 9.3 **3 MONTHS**

High
Jun 2011 = 13.6

Low
Jan 2008 = 7.7

Months Supply this month at **10.2**, above the 5 yr FEB average of **9.3**

DEC	10.6
JAN	10.5
FEB	10.2
	-0.55%
	-3.67%

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	466		5.29%	12.6	19.7	2.6	4.3	0.0
\$20,001 \$50,000	1,431		16.25%	13.3	23.9	4.4	4.2	2.7
\$50,001 \$80,000	1,240		14.08%	11.2	25.9	6.2	4.7	4.5
\$80,001 \$150,000	2,392		27.16%	7.9	17.8	6.9	6.5	4.9
\$150,001 \$210,000	1,248		14.17%	8.3	19.8	7.9	7.4	5.8
\$210,001 \$340,000	1,141		12.96%	10.1	22.6	10.8	8.8	9.9
\$340,001 and up	889		10.09%	18.6	88.0	16.2	15.6	16.6
MSI:		10.2			22.8	7.0	8.4	10.8
Total Active Inventory:		8,807			3,358	3,385	1,706	358



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

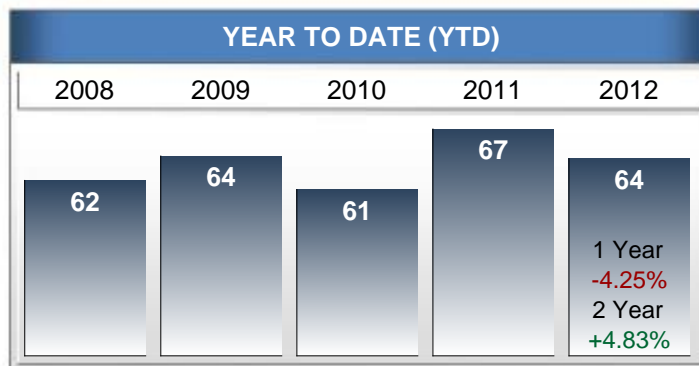
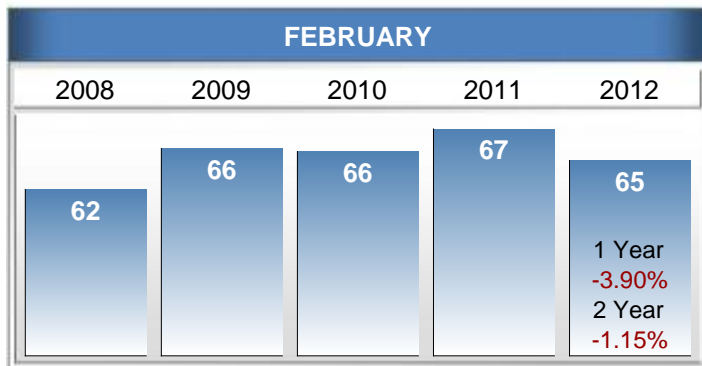
Closed Sales as of Mar 12, 2012



Average Days on Market to Sale

Report Produced on: Mar 12, 2012

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	79	10.23%	52.2	47.6	57.0	54.8	0.0
\$30,001 \$50,000	65	8.42%	61.7	70.5	56.9	56.4	0.0
\$50,001 \$90,000	127	16.45%	58.1	44.0	62.6	63.6	49.0
\$90,001 \$140,000	205	26.55%	65.2	61.3	64.9	68.1	65.8
\$140,001 \$180,000	116	15.03%	76.8	62.3	69.7	92.7	70.0
\$180,001 \$270,000	101	13.08%	67.6	61.4	65.5	70.9	59.7
\$270,001 and up	79	10.23%	68.5	157.5	45.6	71.2	71.3
Average Closed DOM: 64.8				55.9	63.4	73.1	66.5
Total Closed Units: 772				118	429	196	29
Total Closed Volume: 109,433,941				8.20M	50.22M	41.15M	9.87M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

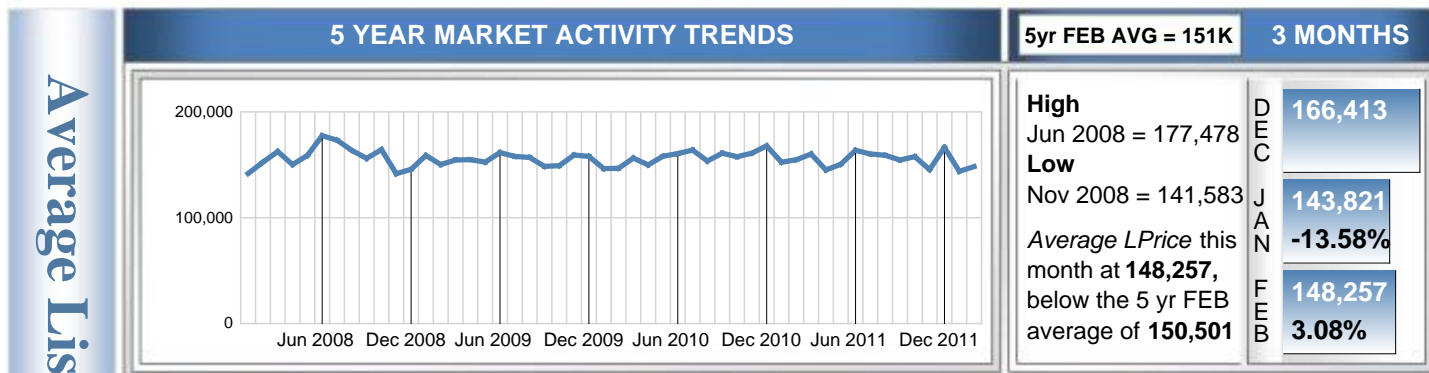
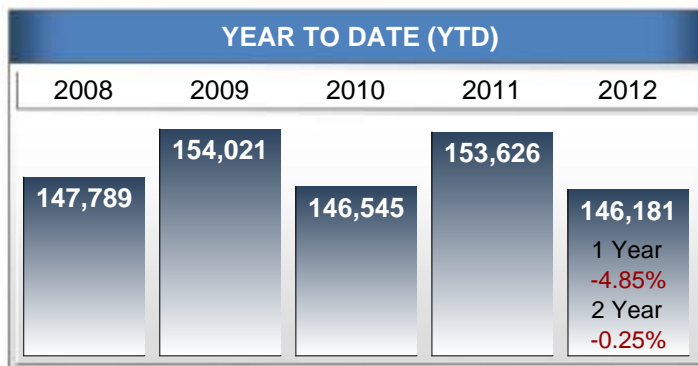
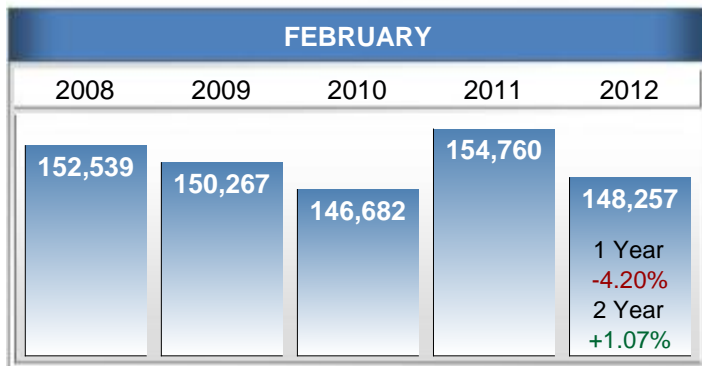
Closed Sales as of Mar 12, 2012



Average List Price at Closing

Report Produced on: Mar 12, 2012

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



Average List Price

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

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+
\$30,000 and less	71		9.20%	18,969	20,393	22,673	24,175	0
\$30,001 \$50,000	60		7.77%	41,593	45,763	44,447	45,279	0
\$50,001 \$90,000	132		17.10%	71,675	72,339	74,410	83,435	86,900
\$90,001 \$140,000	198		25.65%	118,056	117,277	120,719	120,681	127,975
\$140,001 \$180,000	127		16.45%	159,043	180,750	159,291	163,770	166,950
\$180,001 \$270,000	93		12.05%	220,622	230,857	226,988	227,645	240,467
\$270,001 and up	91		11.79%	407,242	475,408	364,487	413,933	522,599
Average List Price:	\$148,257				\$74,851	\$122,101	\$219,075	\$355,220
Total Closed Units:	772				118	429	196	29
Total List Volume:	114,454,026				8.83M	52.38M	42.94M	10.30M



Monthly Inventory Analysis

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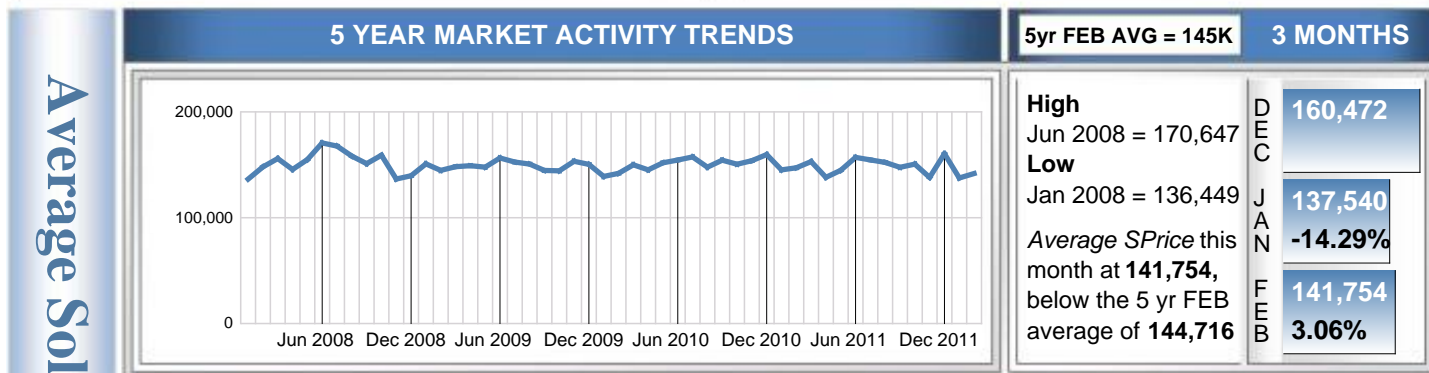
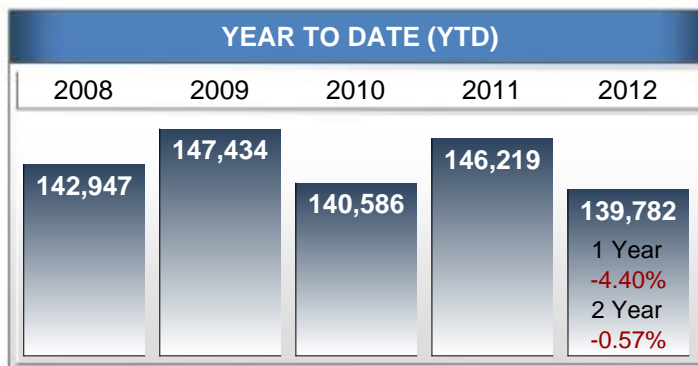
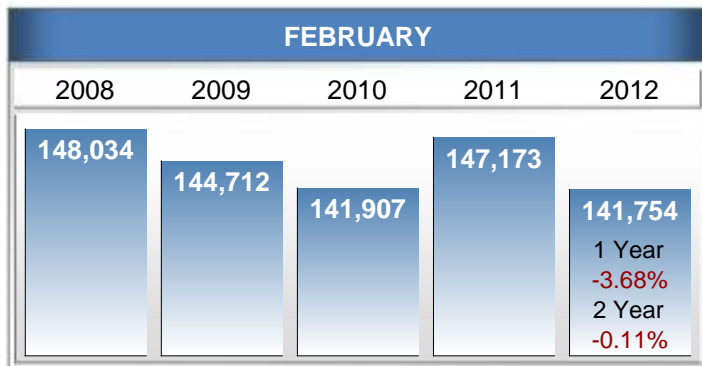
Closed Sales as of Mar 12, 2012



Average Sold Price at Closing

Report Produced on: Mar 12, 2012

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	79		10.23%	18,450	18,458	18,533	17,625	0
\$30,001 \$50,000	65		8.42%	40,702	40,294	40,730	41,907	0
\$50,001 \$90,000	127		16.45%	70,343	68,969	69,546	75,916	74,663
\$90,001 \$140,000	205		26.55%	116,563	110,800	116,697	117,622	121,375
\$140,001 \$180,000	116		15.03%	157,287	170,000	155,401	159,059	167,950
\$180,001 \$270,000	101		13.08%	219,529	216,036	215,646	221,404	231,608
\$270,001 and up	79		10.23%	406,126	423,500	352,468	392,243	500,967
Average Closed Price:	\$141,754				\$69,452	\$117,053	\$209,940	\$340,513
Total Closed Units:	772				118	429	196	29
Total Closed Volume:	109,433,941				8.20M	50.22M	41.15M	9.87M



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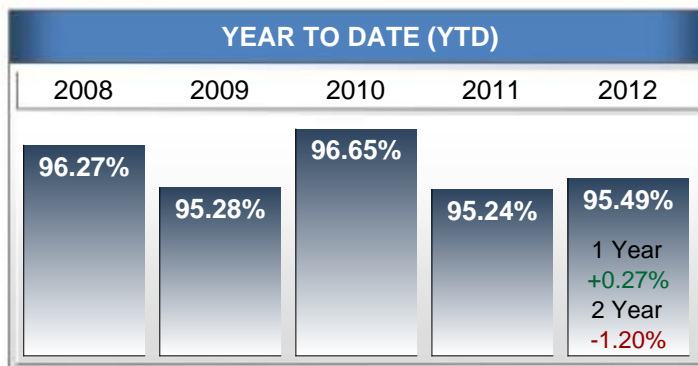
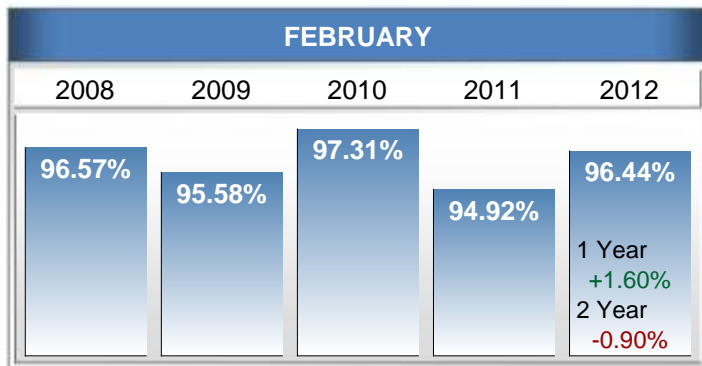
Closed Sales as of Mar 12, 2012



Average Percent of List Price to Selling Price

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Average List/Sell Price

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



5yr FEB AVG=96.16% **3 MONTHS**

High
Jul 2010 = 98.73%

Low
Jan 2012 = 94.42%

Average List/Sell this month at **96.44%**, above the 5 yr FEB average of **96.16%**

DEC	98.12%
JAN	94.42%
FEB	96.44%
	2.14%

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	79	10.23%	94.66%	98.94%	91.49%	81.49%	0.00%
\$30,001 \$50,000	65	8.42%	100.24%	90.12%	108.02%	94.60%	0.00%
\$50,001 \$90,000	127	16.45%	94.41%	96.03%	94.43%	92.34%	87.03%
\$90,001 \$140,000	205	26.55%	96.94%	95.23%	96.90%	98.01%	95.01%
\$140,001 \$180,000	116	15.03%	97.46%	94.22%	97.68%	97.20%	100.69%
\$180,001 \$270,000	101	13.08%	96.43%	94.35%	95.35%	97.49%	96.49%
\$270,001 and up	79	10.23%	95.56%	87.29%	97.46%	95.32%	95.51%
Average List/Sell Ratio: 96.40%				95.44%	96.92%	96.13%	95.42%
Total Closed Units: 772				118	429	196	29
Total Closed Volume: 109,433,941				8.20M	50.22M	41.15M	9.87M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

Inventory as of Mar 12, 2012



Market Summary

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Absorption: Last 12 months, an Average of **867** Sales/Month

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	FEBRUARY			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	623	772	23.92%	1,206	1,451	20.32%
Pending Sales	641	1,079	68.33%	1,414	2,051	45.05%
New Listings	1,804	2,242	24.28%	4,078	4,839	18.66%
Average List Price	154,760	148,257	-4.20%	153,626	146,181	-4.85%
Average Sale Price	147,173	141,754	-3.68%	146,219	139,782	-4.40%
Average Percent of List Price to Selling Price	94.92%	96.44%	1.60%	95.24%	95.49%	0.27%
Average Days on Market to Sale	67.44	64.81	-3.90%	66.73	63.90	-4.25%
Monthly Inventory	9,198	8,807	-4.25%	9,198	8,807	-4.25%
Months Supply of Inventory	10.99	10.15	-7.63%	10.99	10.15	-7.63%

