



February 2012

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

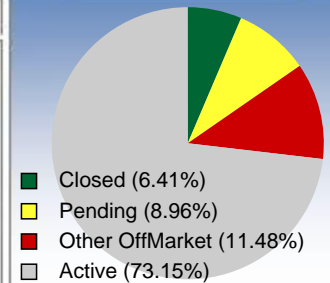


Absorption: Last 12 months, an Average of **867** Sales/Month

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%
Median List Price	120,000	124,900	4.08%
Median Sale Price	118,000	120,000	1.69%
Median Percent of List Price to Selling Price	96.67%	96.84%	0.18%
Median Days on Market to Sale	56.00	55.00	-1.79%
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.

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 **1.69%** in February 2012 to \$120,000 versus the previous year at \$118,000.

Median Days on Market Shortens

The median number of **55.00** days that homes spent on the market before selling decreased by 1.00 days or **1.79%** in February 2012 compared to last year's same month at **56.00** DOM.

Sales Success for February 2012 is Positive

Overall, with Median Prices going up 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

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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	79		10.23%	40.0	39	36	4	0	
\$30,001 \$50,000	65		8.42%	63.0	23	35	7	0	
\$50,001 \$90,000	127		16.45%	43.0	30	78	17	2	
\$90,001 \$140,000	205		26.55%	59.0	13	155	33	4	
\$140,001 \$180,000	116		15.03%	69.5	4	73	37	2	
\$180,001 \$270,000	101		13.08%	54.0	7	37	51	6	
\$270,001 and up	79		10.23%	60.0	2	15	47	15	
Total Closed Units: 772					55.0	118	429	196	29
Total Closed Volume: 109,433,941						8.20M	50.22M	41.15M	9.87M
Median Closed Price: \$120,000						\$47,250	\$115,000	\$181,950	\$289,900



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

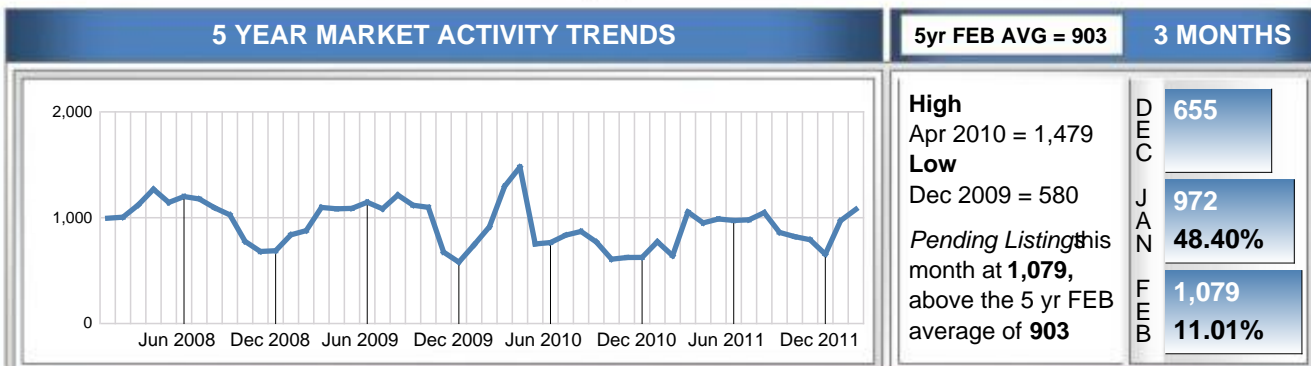
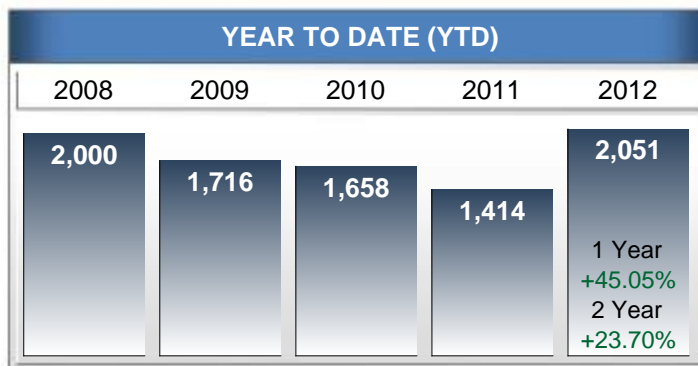
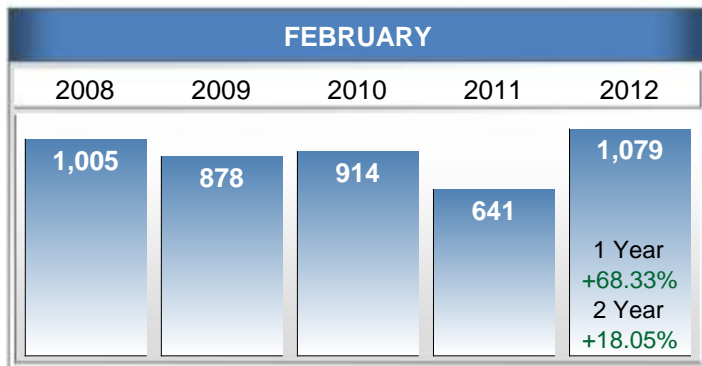
Pending Listings as of Mar 12, 2012



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	98	9.08%	47.0	60	36	2	0	
\$30,001 - \$60,000	116	10.75%	37.0	39	66	10	1	
\$60,001 - \$100,000	184	17.05%	56.5	34	129	19	2	
\$100,001 - \$140,000	247	22.89%	68.0	22	187	38	0	
\$140,001 - \$190,000	182	16.87%	62.0	11	104	61	6	
\$190,001 - \$310,000	144	13.35%	59.0	4	54	74	12	
\$310,001 and up	108	10.01%	45.0	2	22	52	32	
Total Pending Units: 1,079				55.0	172	598	256	53
Total Pending Volume: 175,573,649					12.33M	76.54M	59.50M	27.20M
Median Listing Price: \$125,000					\$49,950	\$115,500	\$189,900	\$344,000

Pending Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

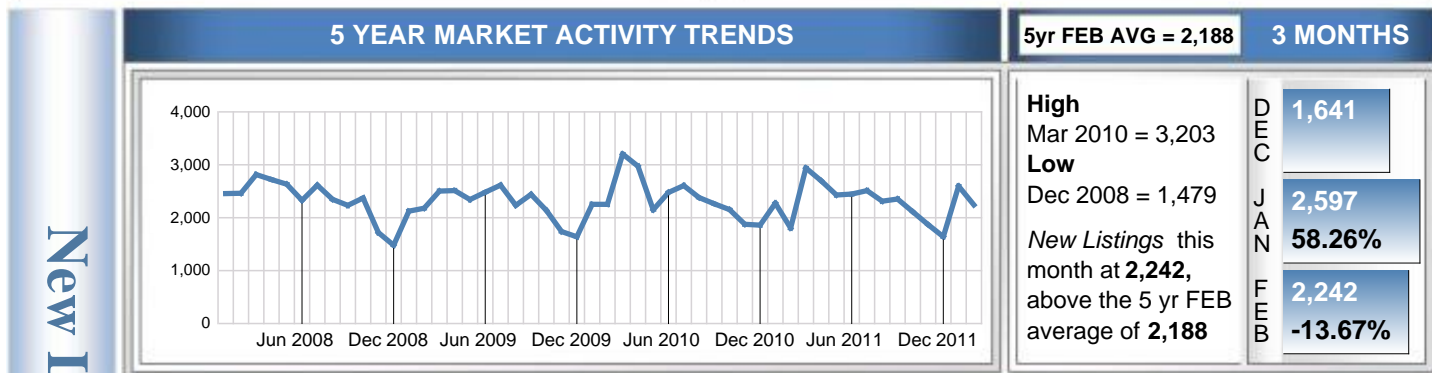
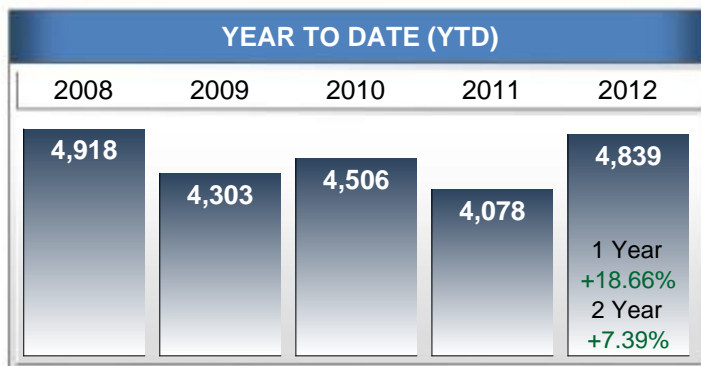
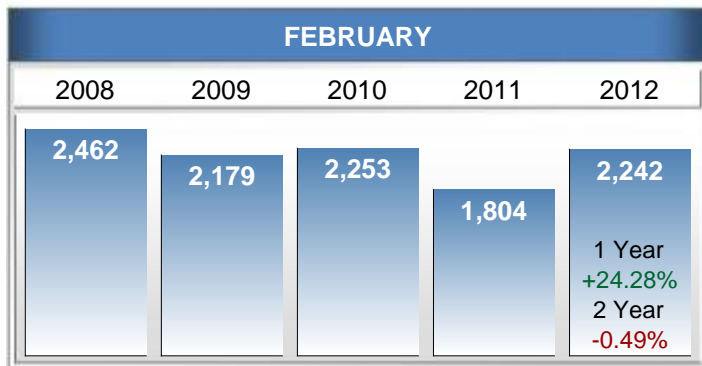
New Listings as of Mar 12, 2012



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+
\$20,000 and less	94	4.19%	73	19	2	0
\$20,001 - \$50,000	394	17.57%	317	71	6	0
\$50,001 - \$90,000	357	15.92%	162	170	23	2
\$90,001 - \$150,000	502	22.39%	71	354	71	6
\$150,001 - \$220,000	380	16.95%	32	225	109	14
\$220,001 - \$330,000	293	13.07%	19	86	164	24
\$330,001 and up	222	9.90%	29	39	102	52
Total New Listed Units:	2,242		703	964	477	98
Total New Listed Volume:	380,590,475		62.67M	138.85M	133.20M	45.87M
Median New Listed Listing Price:	\$126,629		\$47,500	\$129,907	\$235,000	\$341,500



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

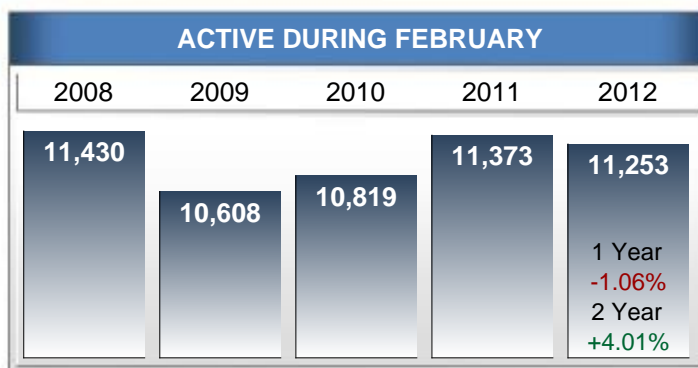
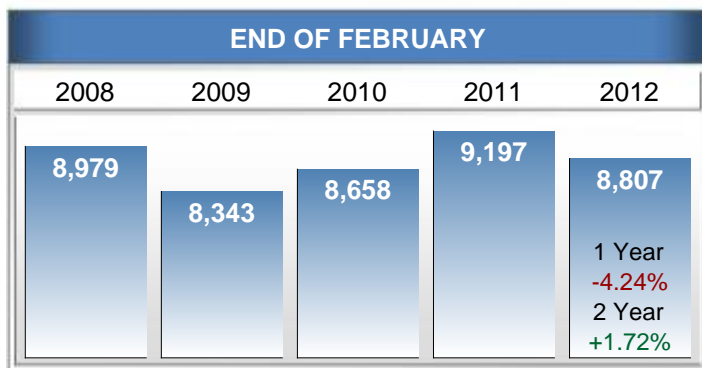
Active Inventory as of Mar 12, 2012



Active Inventory

Report Produced on: Mar 12, 2012

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



Active Inventory

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5yr FEB AVG = 8,797 **3 MONTHS**

High
Aug 2010 = 11,126
Low
Feb 2009 = 8,343

Inventory this month at **8,807**, above the 5 yr FEB average of **8,797**

D E C	8,977
J A N	9,012
F E B	8,807
0.39%	
-2.27%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	466	5.29%	52.5	424	37	5	0		
\$20,001 \$50,000	1,431	16.25%	74.0	1,180	222	27	2		
\$50,001 \$80,000	1,240	14.08%	57.0	748	438	48	6		
\$80,001 \$150,000	2,392	27.16%	70.0	559	1,542	274	17		
\$150,001 \$210,000	1,248	14.17%	72.0	180	637	404	27		
\$210,001 \$340,000	1,141	12.96%	62.0	113	374	553	101		
\$340,001 and up	889	10.09%	82.0	154	135	395	205		
Total Active Inventory by Units:				8,807	69.0	3,358	3,385	1,706	358
Total Active Inventory by Volume:				2,609,692,950		409.72M	497.53M	495.62M	1.21B
Median Active Inventory Listing Price:				\$119,500		\$54,900	\$128,000	\$232,450	\$369,150



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

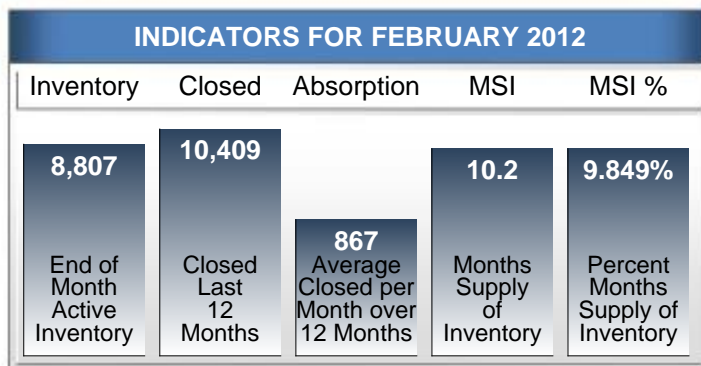
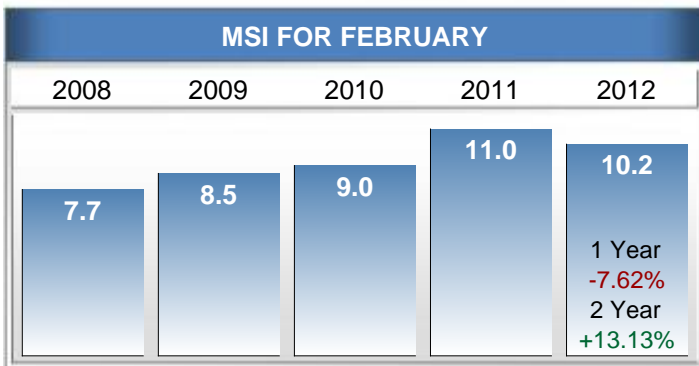
Active Inventory as of Mar 12, 2012



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

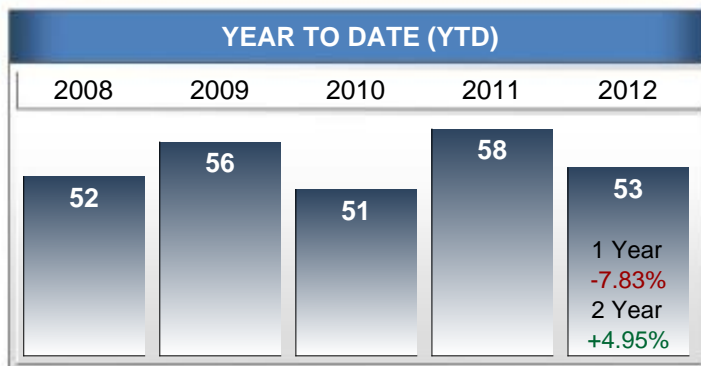
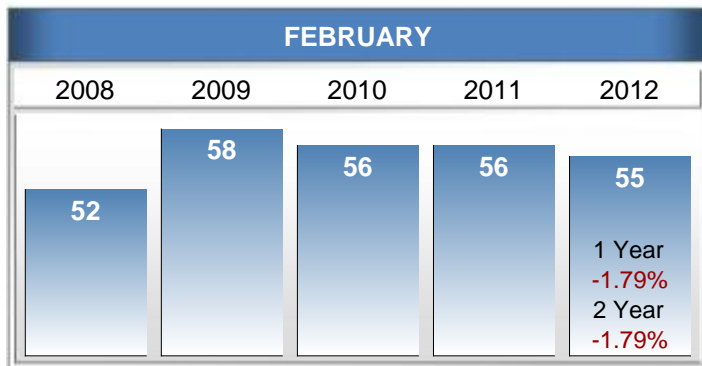
Closed Sales as of Mar 12, 2012



Median Days on Market to Sale

Report Produced on: Mar 12, 2012

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



Median Days on Market

Ready to Buy or Sell Real Estate?
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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	79			10.23%	40.0	40.0	36.0	37.0	0.0
\$30,001 \$50,000	65			8.42%	63.0	73.0	62.0	63.0	0.0
\$50,001 \$90,000	127			16.45%	43.0	34.5	46.0	49.0	49.0
\$90,001 \$140,000	205			26.55%	59.0	56.0	62.0	56.0	49.0
\$140,001 \$180,000	116			15.03%	69.5	56.0	66.0	100.0	70.0
\$180,001 \$270,000	101			13.08%	54.0	82.0	50.0	78.0	62.0
\$270,001 and up	79			10.23%	60.0	157.5	20.0	65.0	58.0
Median Closed DOM:	55.0					44.5	54.0	66.0	56.0
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

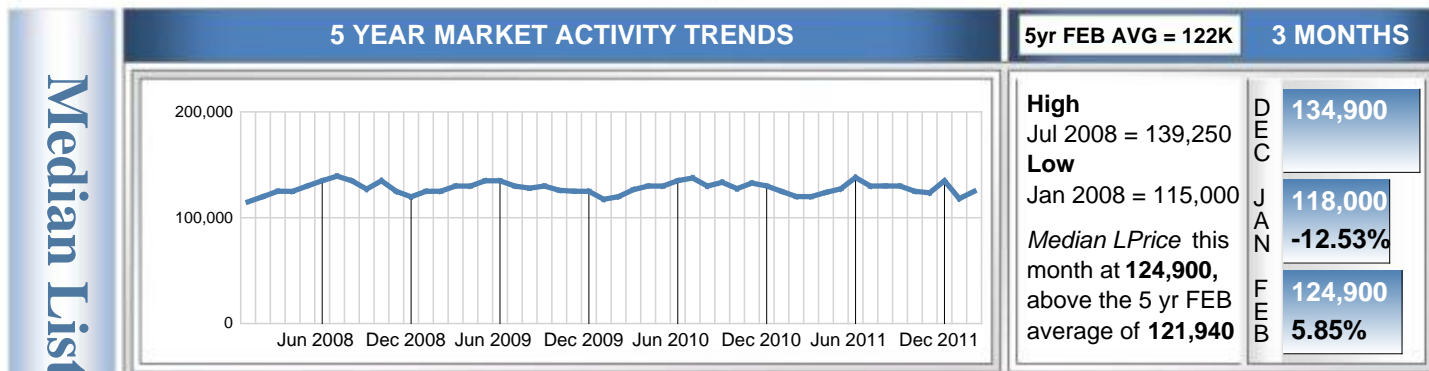
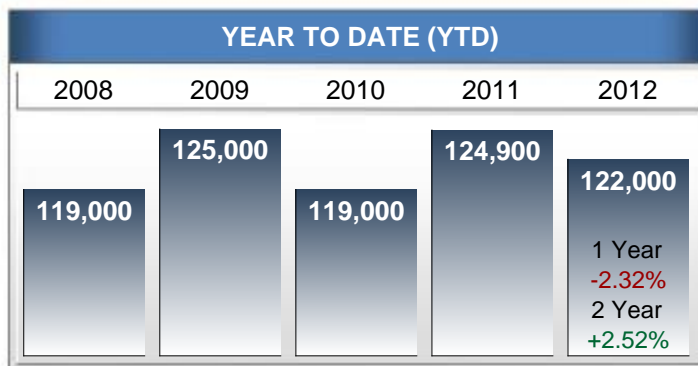
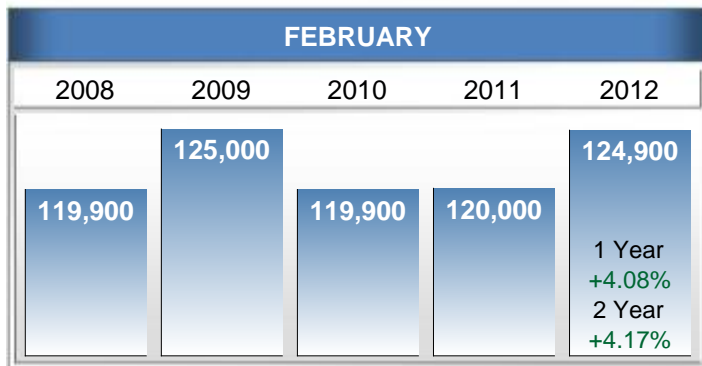
Closed Sales as of Mar 12, 2012



Median List Price at Closing

Report Produced on: Mar 12, 2012

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



Median List Price

Ready to Buy or Sell Real Estate?
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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	71		9.20%	20,000	21,950	17,000	24,700	0
\$30,001 - \$50,000	60		7.77%	40,000	39,000	41,200	39,900	0
\$50,001 - \$90,000	132		17.10%	73,250	69,500	69,900	78,900	64,900
\$90,001 - \$140,000	198		25.65%	119,450	110,000	119,950	118,500	120,900
\$140,001 - \$180,000	127		16.45%	159,000	172,500	154,950	163,500	154,900
\$180,001 - \$270,000	93		12.05%	215,000	219,500	212,500	217,000	216,950
\$270,001 and up	91		11.79%	359,000	385,816	300,000	359,000	547,000
Median List Price:	\$124,900				\$52,050	\$119,000	\$182,950	\$298,000
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

Data from the **Tulsa MLS**

February 2012

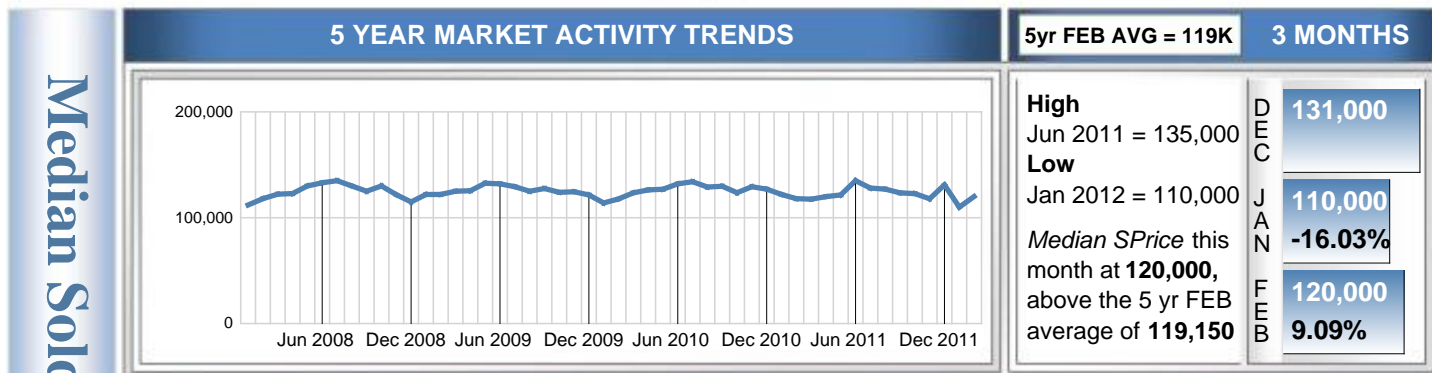
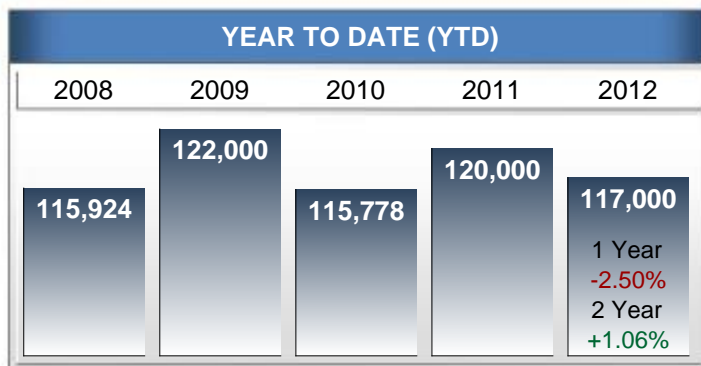
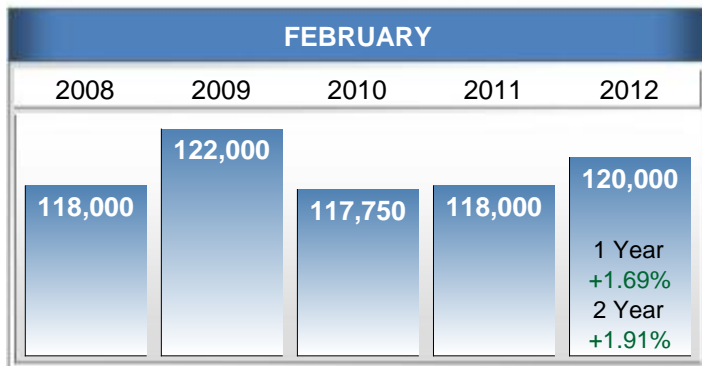
Closed Sales as of Mar 12, 2012



Median Sold Price at Closing

Report Produced on: Mar 12, 2012

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+
\$30,000 and less	79		10.23%	18,900	20,000	18,450	16,750	0
\$30,001 - \$50,000	65		8.42%	40,000	39,950	40,000	42,299	0
\$50,001 - \$90,000	127		16.45%	71,199	69,475	70,000	75,500	74,663
\$90,001 - \$140,000	205		26.55%	117,500	110,000	118,000	122,000	127,500
\$140,001 - \$180,000	116		15.03%	155,500	170,000	152,000	158,000	167,950
\$180,001 - \$270,000	101		13.08%	215,000	213,000	215,000	215,000	220,923
\$270,001 and up	79		10.23%	360,000	423,500	317,625	360,000	535,000
Median Closed Price:	\$120,000				\$47,250	\$115,000	\$181,950	\$289,900
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

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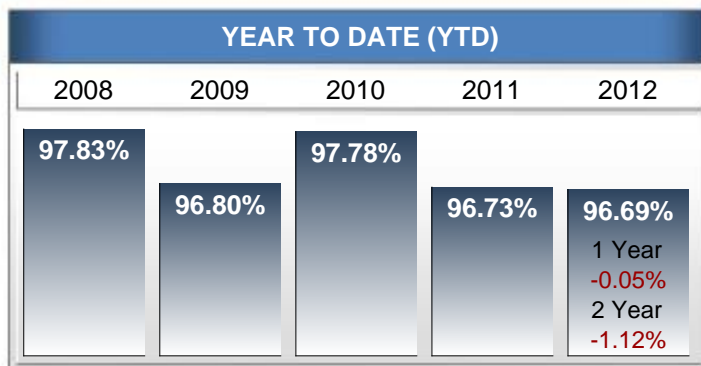
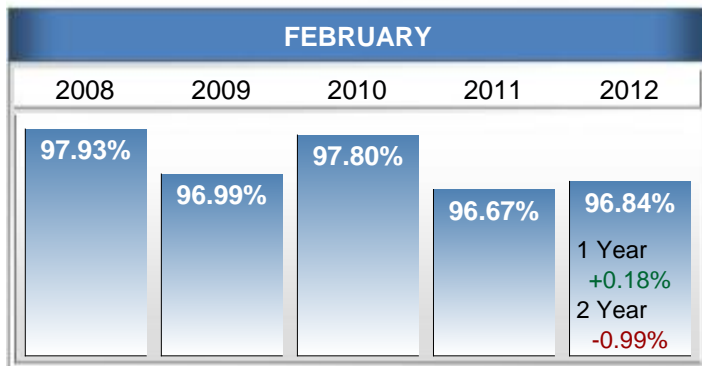
Closed Sales as of Mar 12, 2012



Median Percent of List Price to Selling Price

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Median List/Sell Price

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

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	79	10.23%	88.85%	88.85%	85.26%	67.05%	0.00%
\$30,001 \$50,000	65	8.42%	93.19%	92.71%	93.19%	93.79%	0.00%
\$50,001 \$90,000	127	16.45%	94.99%	97.03%	94.44%	94.49%	87.03%
\$90,001 \$140,000	205	26.55%	97.83%	98.10%	97.83%	98.48%	95.01%
\$140,001 \$180,000	116	15.03%	97.62%	93.76%	97.59%	97.65%	100.69%
\$180,001 \$270,000	101	13.08%	97.05%	97.49%	96.15%	97.92%	95.53%
\$270,001 and up	79	10.23%	96.19%	87.29%	97.56%	95.98%	97.28%
Median List/Sell Ratio:	96.84%			95.63%	96.90%	96.96%	95.96%
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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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			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%
Median List Price	120,000	124,900	4.08%	124,900	122,000	-2.32%
Median Sale Price	118,000	120,000	1.69%	120,000	117,000	-2.50%
Median Percent of List Price to Selling Price	96.67%	96.84%	0.18%	96.73%	96.69%	-0.05%
Median Days on Market to Sale	56.00	55.00	-1.79%	57.50	53.00	-7.83%
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%

