



March 2012

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

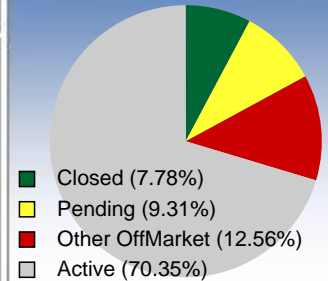


Absorption: Last 12 months, an Average of **886** Sales/Month

Active Inventory as of March 31, 2012 = **8,975**

	MARCH		
	2011	2012	+/- %
Closed Listings	775	992	28.00%
Pending Listings	1,053	1,188	12.82%
New Listings	2,939	2,725	-7.28%
Median List Price	119,900	122,450	2.13%
Median Sale Price	117,500	118,450	0.81%
Median Percent of List Price to Selling Price	96.99%	96.91%	-0.09%
Median Days on Market to Sale	56.00	53.00	-5.36%
End of Month Inventory	9,564	8,975	-6.16%
Months Supply of Inventory	11.68	10.13	-13.28%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 20, 2012

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2012 decreased **6.16%** to 8,975 existing homes available for sale. Over the last 12 months this area has had an average of 886 closed sales per month. This represents an unsold inventory index of **10.13** 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 **0.81%** in March 2012 to \$118,450 versus the previous year at \$117,500.

Median Days on Market Shortens

The median number of **53.00** days that homes spent on the market before selling decreased by 3.00 days or **5.36%** in March 2012 compared to last year's same month at **56.00** DOM.

Sales Success for March 2012 is Positive

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

There were 2,725 New Listings in March 2012, down **7.28%** from last year at 2,939. Furthermore, there were 992 Closed Listings this month versus last year at 775, a **28.00%** increase.

Closed versus Listed trends yielded a **36.4%** ratio, up from last year's March 2012 at **26.4%**, a **38.05%** 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.

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

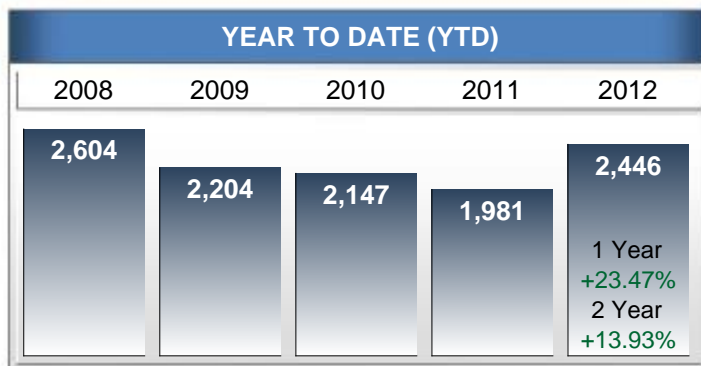
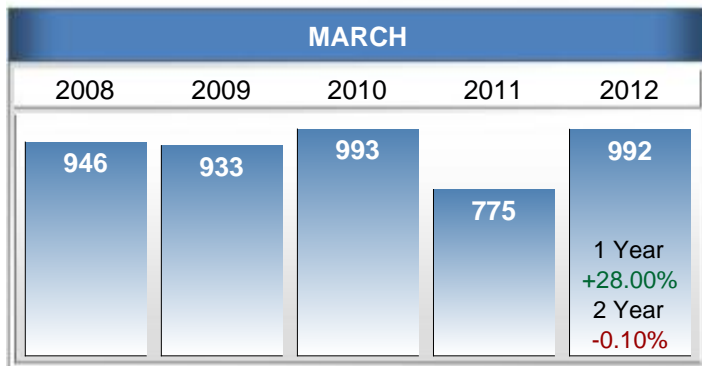
Closed Sales as of Apr 20, 2012



Closed Listings

Report Produced on: Apr 20, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	60	6.05%	37.5	37	23	0	0	
\$20,001 \$50,000	122	12.30%	42.0	59	57	5	1	
\$50,001 \$90,000	175	17.64%	52.0	37	119	19	0	
\$90,001 \$140,000	252	25.40%	63.0	24	197	30	1	
\$140,001 \$190,000	163	16.43%	58.0	8	95	56	4	
\$190,001 \$280,000	113	11.39%	59.0	3	45	58	7	
\$280,001 and up	107	10.79%	45.0	4	28	48	27	
Total Closed Units: 992				53.0	172	564	216	40
Total Closed Volume: 148,658,492					11.32M	70.92M	50.37M	16.04M
Median Closed Price: \$118,450					\$48,500	\$113,700	\$189,250	\$322,500

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

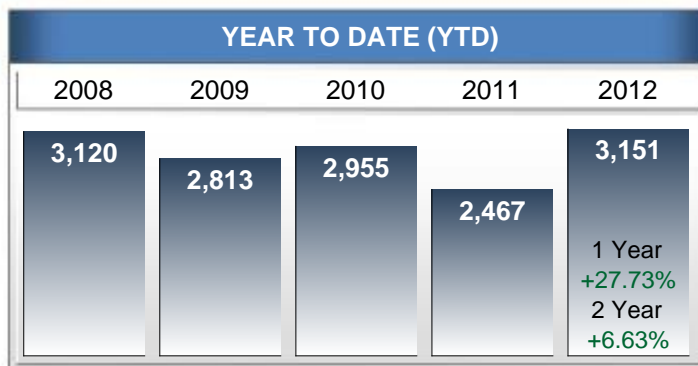
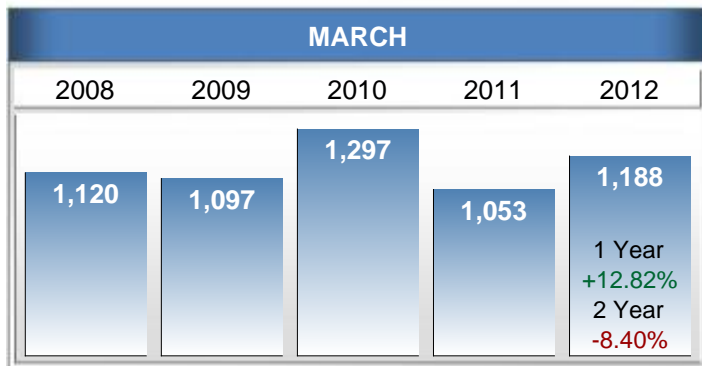
Pending Listings as of Apr 20, 2012



Pending Listings

Report Produced on: Apr 20, 2012

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



Pending Listings

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

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	114	9.60%	38.0	68	38	8	0	
\$40,001 - \$70,000	142	11.95%	35.0	39	91	11	1	
\$70,001 - \$100,000	168	14.14%	53.0	34	113	18	3	
\$100,001 - \$150,000	296	24.92%	50.0	26	224	43	3	
\$150,001 - \$200,000	191	16.08%	43.0	11	113	61	6	
\$200,001 - \$290,000	147	12.37%	44.0	8	45	81	13	
\$290,001 and up	130	10.94%	41.0	4	23	74	29	
Total Pending Units: 1,188				44.0	190	647	296	55
Total Pending Volume: 191,770,962					16.67M	83.87M	72.88M	18.35M
Median Listing Price: \$129,900					\$63,850	\$119,900	\$209,000	\$299,900



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

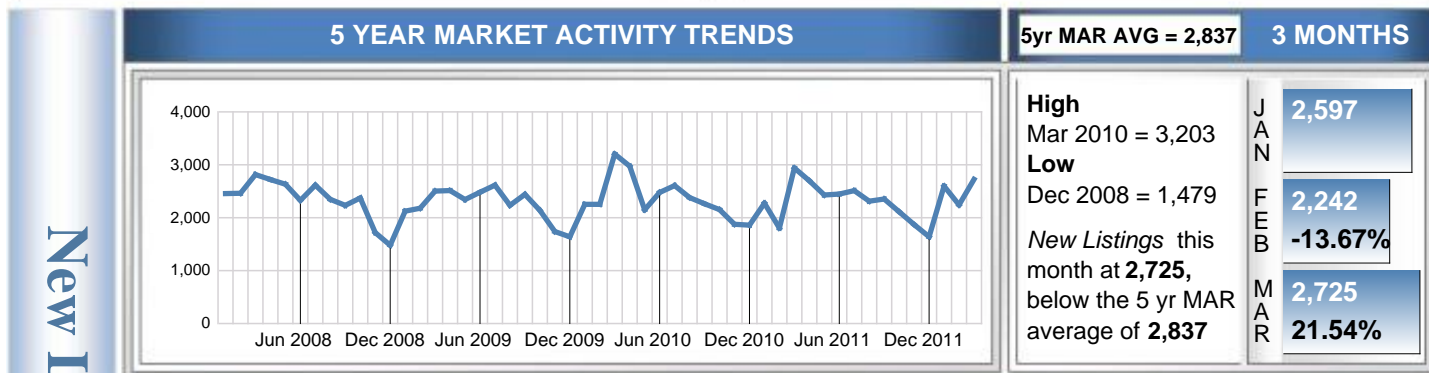
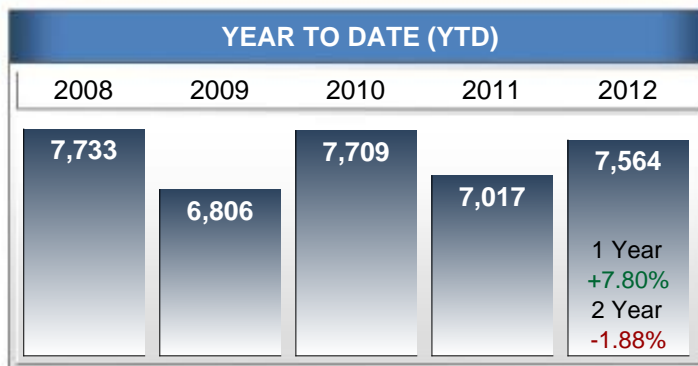
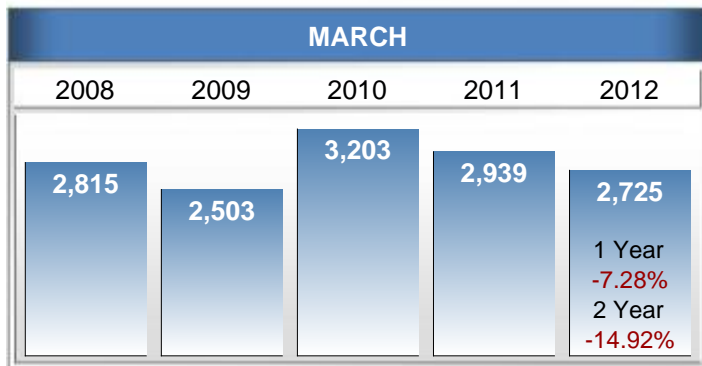
New Listings as of Apr 20, 2012



New Listings

Report Produced on: Apr 20, 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+
\$30,000 and less	253	9.28%	218	24	9	2
\$30,001 - \$60,000	350	12.84%	233	100	16	1
\$60,001 - \$100,000	424	15.56%	161	235	25	3
\$100,001 - \$160,000	636	23.34%	92	440	101	3
\$160,001 - \$230,000	442	16.22%	50	209	169	14
\$230,001 - \$350,000	351	12.88%	33	111	179	28
\$350,001 and up	269	9.87%	39	42	129	59
Total New Listed Units:	2,725		826	1,161	628	110
Total New Listed Volume:	504,958,141		93.74M	180.02M	170.31M	60.89M
Median New Listed Listing Price:	\$132,500		\$51,500	\$129,899	\$229,900	\$372,450



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

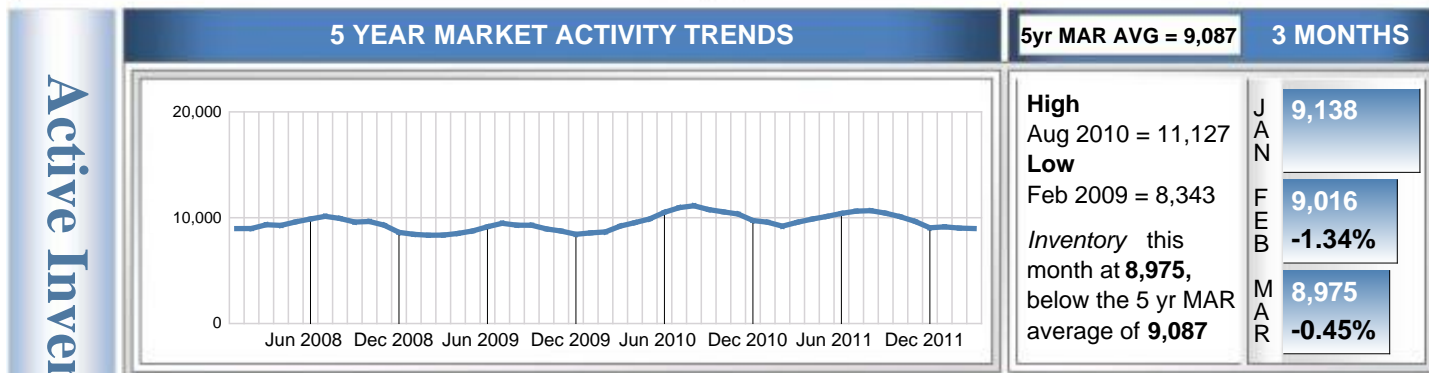
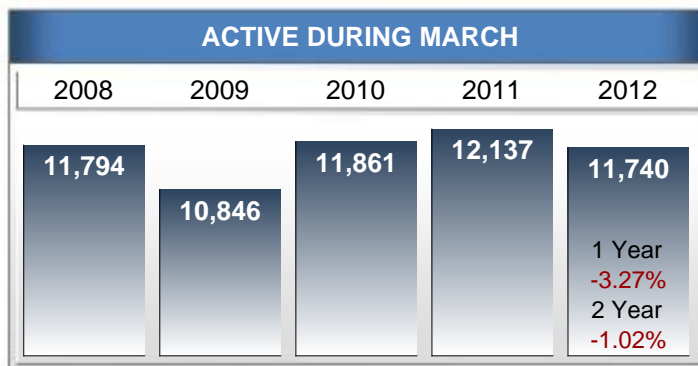
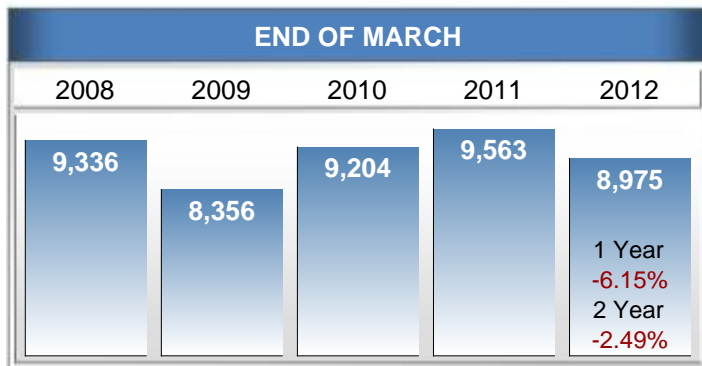
Active Inventory as of Apr 20, 2012



Active Inventory

Report Produced on: Apr 20, 2012

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	414	4.61%	77.5	373	34	7	0		
\$20,001 \$50,000	1,514	16.87%	64.0	1,249	221	39	5		
\$50,001 \$80,000	1,232	13.73%	69.5	742	439	46	5		
\$80,001 \$150,000	2,416	26.92%	66.0	561	1,555	282	18		
\$150,001 \$220,000	1,356	15.11%	59.0	188	695	441	32		
\$220,001 \$340,000	1,106	12.32%	57.0	111	358	545	92		
\$340,001 and up	937	10.44%	65.0	160	141	412	224		
Total Active Inventory by Units:				8,975	65.0	3,384	3,443	1,772	376
Total Active Inventory by Volume:				2,673,768,387		420.12M	520.34M	509.48M	1.22B
Median Active Inventory Listing Price:				\$119,900		\$54,900	\$129,000	\$232,000	\$389,450



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

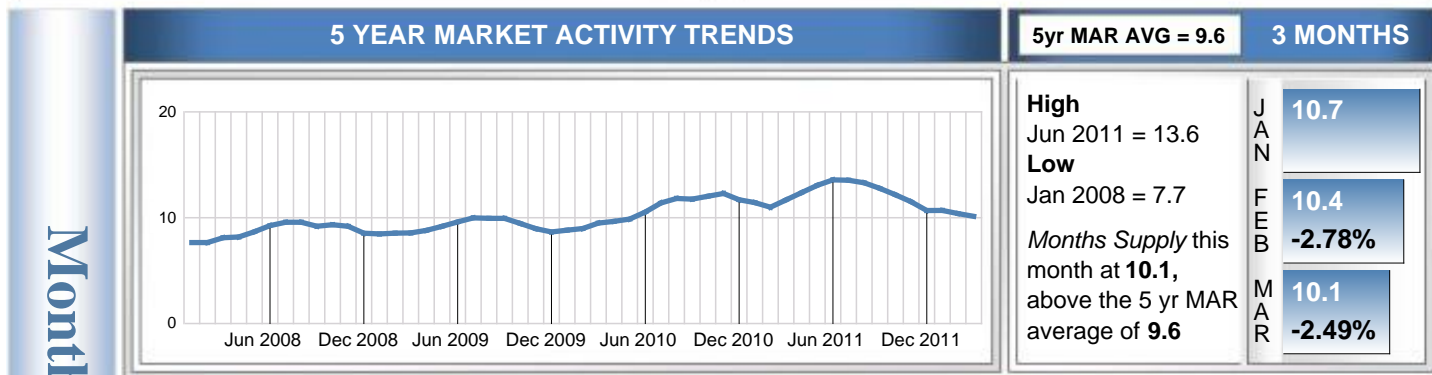
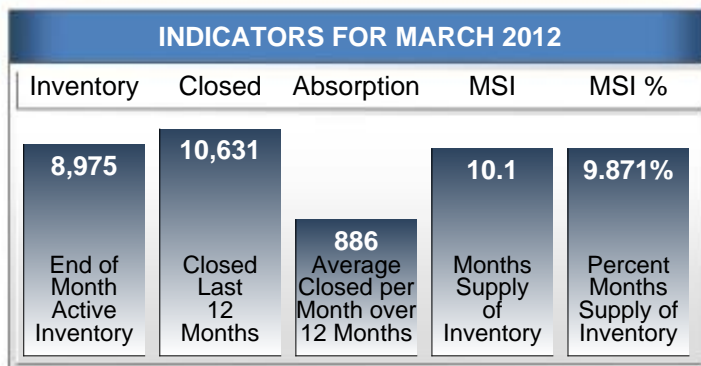
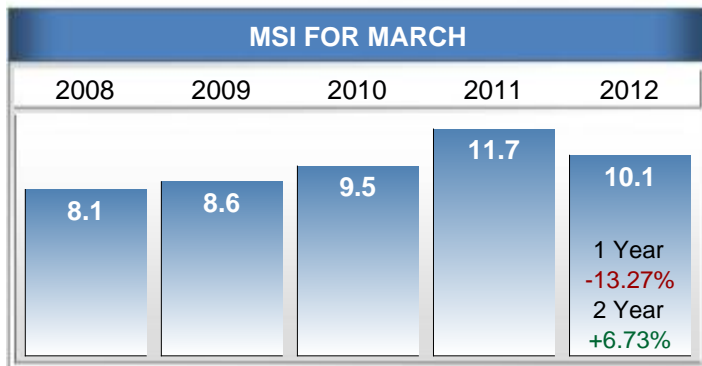
Active Inventory as of Apr 20, 2012



Months Supply of Inventory

Report Produced on: Apr 20, 2012

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+
\$20,000 and less	414		4.61%	10.5	16.2	2.3	6.0	0.0
\$20,001 \$50,000	1,514		16.87%	13.7	24.7	4.2	6.1	6.7
\$50,001 \$80,000	1,232		13.73%	11.1	25.2	6.3	4.5	4.3
\$80,001 \$150,000	2,416		26.92%	7.8	17.9	6.7	6.4	5.4
\$150,001 \$220,000	1,356		15.11%	8.1	19.3	7.9	7.0	6.3
\$220,001 \$340,000	1,106		12.32%	11.0	26.6	12.2	9.7	8.8
\$340,001 and up	937		10.44%	19.2	106.7	16.1	16.1	17.2
MSI:		10.1			22.6	7.0	8.5	11.0
Total Active Inventory:		8,975			3,384	3,443	1,772	376



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

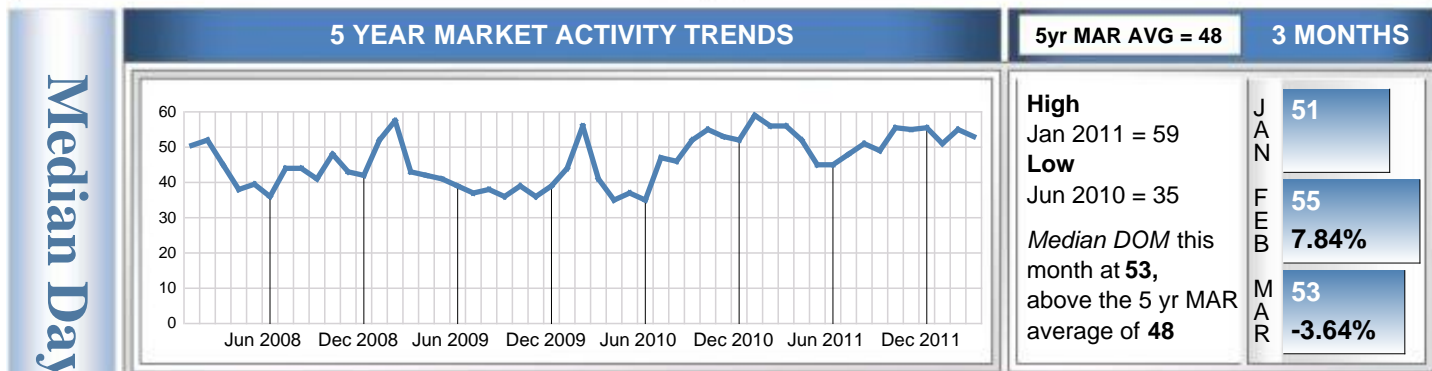
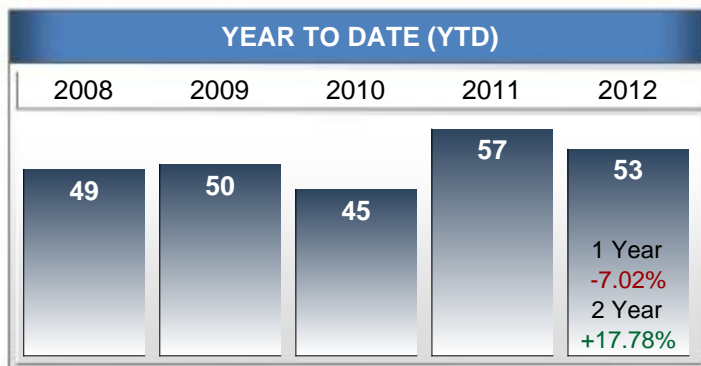
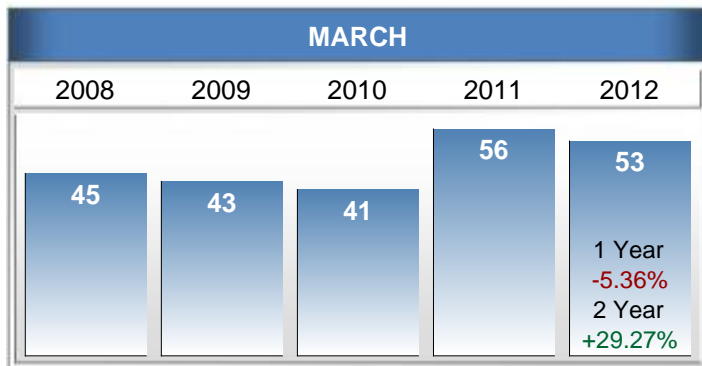
Closed Sales as of Apr 20, 2012



Median Days on Market to Sale

Report Produced on: Apr 20, 2012

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



Median Days on Market

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Contact an experienced REALTOR

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+
\$20,000 and less	60		6.05%	37.5	37.0	38.0	0.0	0.0
\$20,001 \$50,000	122		12.30%	42.0	43.0	40.0	32.0	119.0
\$50,001 \$90,000	175		17.64%	52.0	53.0	52.0	58.0	0.0
\$90,001 \$140,000	252		25.40%	63.0	65.5	60.0	66.5	90.0
\$140,001 \$190,000	163		16.43%	58.0	84.0	44.0	70.5	71.5
\$190,001 \$280,000	113		11.39%	59.0	59.0	62.0	53.5	87.0
\$280,001 and up	107		10.79%	45.0	31.0	54.0	57.0	43.0
Median Closed DOM:		53.0			47.0	53.0	60.0	48.5
Total Closed Units:		992			172	564	216	40
Total Closed Volume:		148,658,492			11.32M	70.92M	50.37M	16.04M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

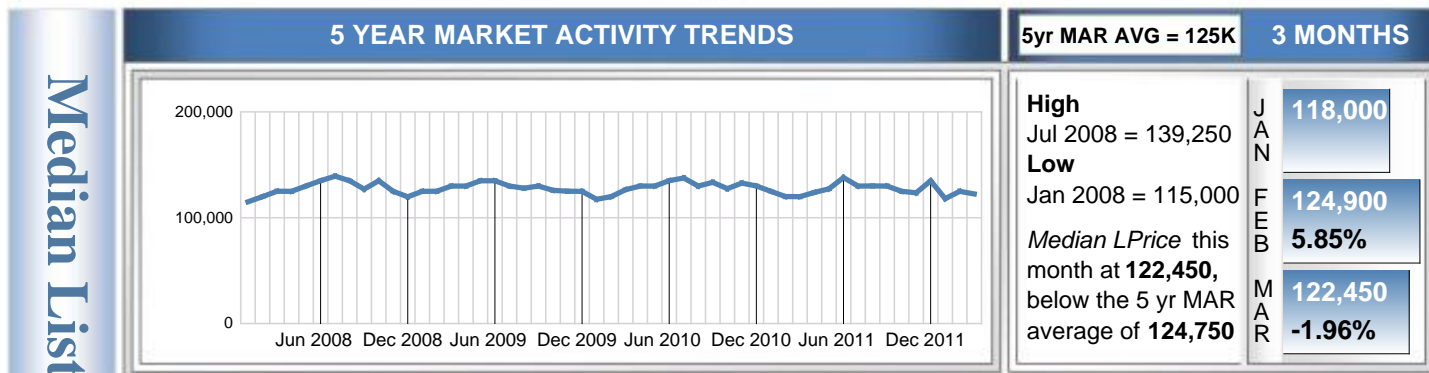
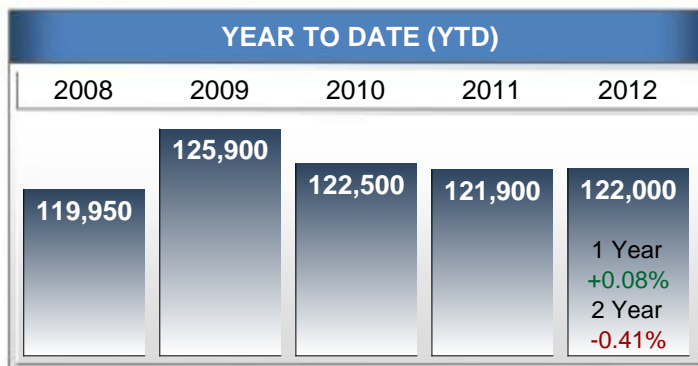
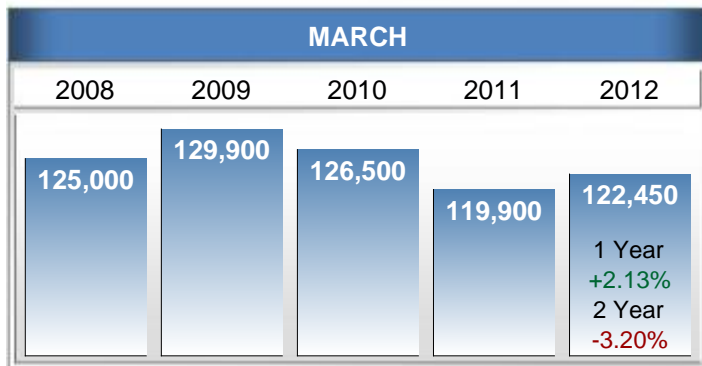
Closed Sales as of Apr 20, 2012



Median List Price at Closing

Report Produced on: Apr 20, 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+
\$20,000 and less	47		4.74%	14,900	14,450	17,000	0	0
\$20,001 \$50,000	125		12.60%	35,000	35,000	35,600	38,290	38,800
\$50,001 \$90,000	168		16.94%	69,900	65,750	70,750	71,450	0
\$90,001 \$140,000	256		25.81%	116,950	115,000	115,000	119,500	139,500
\$140,001 \$190,000	165		16.63%	165,000	150,000	160,000	169,000	169,900
\$190,001 \$280,000	111		11.19%	235,000	207,500	228,550	238,500	255,000
\$280,001 and up	120		12.10%	350,000	350,000	332,000	360,000	410,500
Median List Price:	\$122,450				\$50,000	\$115,000	\$196,500	\$330,500
Total Closed Units:	992				172	564	216	40
Total List Volume:	155,953,266				12.26M	74.29M	52.30M	17.10M



Monthly Inventory Analysis

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March 2012

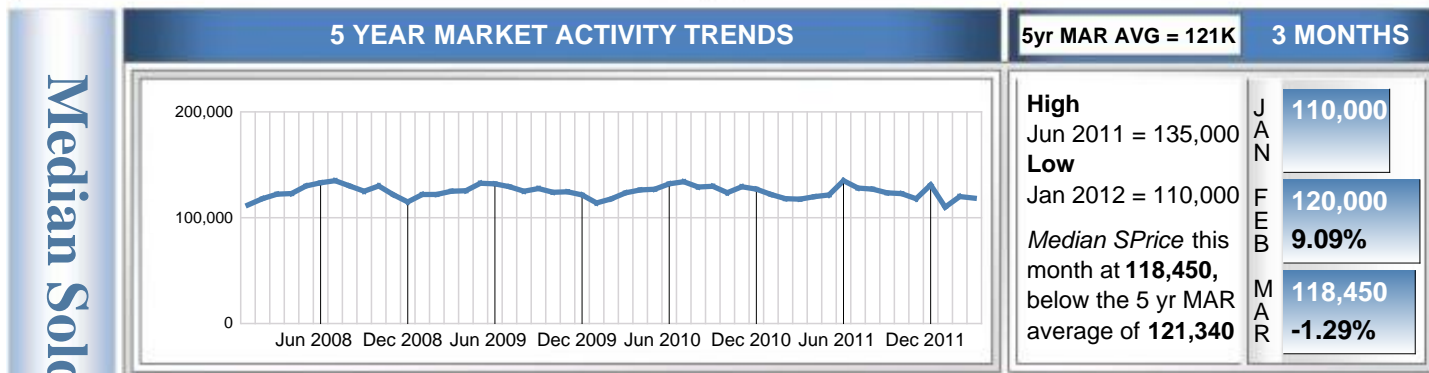
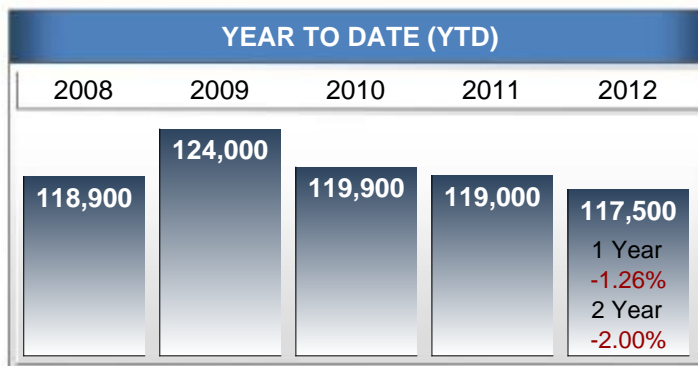
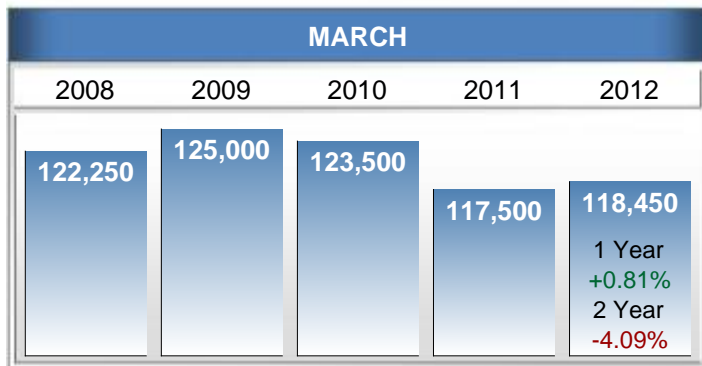
Closed Sales as of Apr 20, 2012



Median Sold Price at Closing

Report Produced on: Apr 20, 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+
\$20,000 and less	60		6.05%	14,950	14,000	15,200	0	0
\$20,001 \$50,000	122		12.30%	35,448	36,000	35,000	32,500	37,000
\$50,001 \$90,000	175		17.64%	71,500	65,000	72,100	67,900	0
\$90,001 \$140,000	252		25.40%	116,500	112,125	115,000	120,950	139,500
\$140,001 \$190,000	163		16.43%	165,000	163,250	165,000	165,000	168,500
\$190,001 \$280,000	113		11.39%	240,000	232,500	229,900	240,000	258,000
\$280,001 and up	107		10.79%	350,000	325,000	334,000	354,000	407,000
Median Closed Price:	\$118,450				\$48,500	\$113,700	\$189,250	\$322,500
Total Closed Units:	992				172	564	216	40
Total Closed Volume:	148,658,492				11.32M	70.92M	50.37M	16.04M



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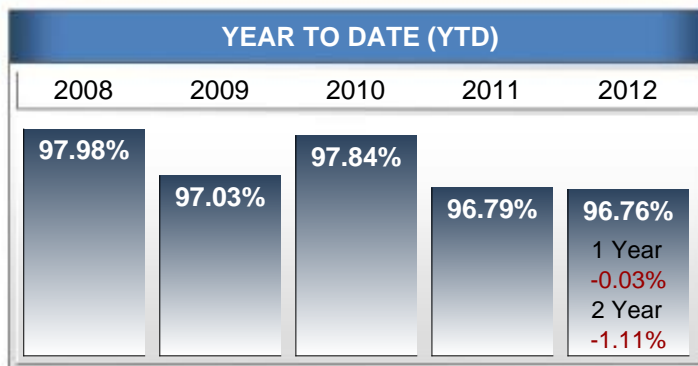
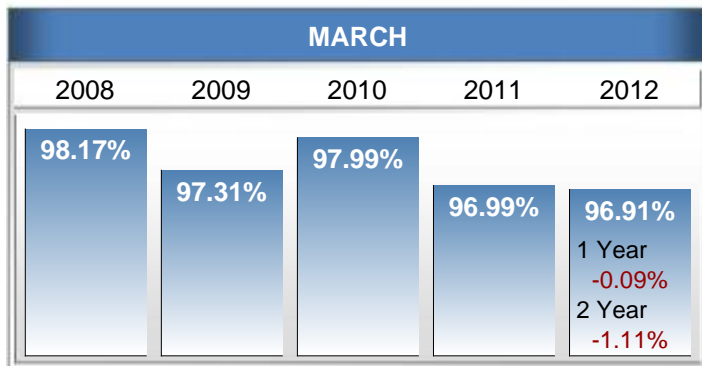
Closed Sales as of Apr 20, 2012



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+
\$20,000 and less	60	6.05%	85.76%	85.71%	88.24%	0.00%	0.00%
\$20,001 \$50,000	122	12.30%	92.08%	91.07%	93.69%	92.86%	95.36%
\$50,001 \$90,000	175	17.64%	96.73%	95.59%	96.77%	97.84%	0.00%
\$90,001 \$140,000	252	25.40%	98.12%	96.23%	98.10%	99.48%	100.00%
\$140,001 \$190,000	163	16.43%	97.86%	95.38%	98.29%	97.62%	95.74%
\$190,001 \$280,000	113	11.39%	97.40%	88.24%	96.00%	97.88%	100.00%
\$280,001 and up	107	10.79%	95.50%	94.01%	94.58%	95.92%	96.00%
Median List/Sell Ratio: 96.91%				93.32%	97.11%	97.60%	96.70%
Total Closed Units: 992				172	564	216	40
Total Closed Volume: 148,658,492				11.32M	70.92M	50.37M	16.04M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

Inventory as of Apr 20, 2012



Market Summary

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Absorption: Last 12 months, an Average of **886** Sales/Month

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	MARCH			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	775	992	28.00%	1,981	2,446	23.47%
Pending Sales	1,053	1,188	12.82%	2,467	3,151	27.73%
New Listings	2,939	2,725	-7.28%	7,017	7,564	7.80%
Median List Price	119,900	122,450	2.13%	121,900	122,000	0.08%
Median Sale Price	117,500	118,450	0.81%	119,000	117,500	-1.26%
Median Percent of List Price to Selling Price	96.99%	96.91%	-0.09%	96.79%	96.76%	-0.03%
Median Days on Market to Sale	56.00	53.00	-5.36%	57.00	53.00	-7.02%
Monthly Inventory	9,564	8,975	-6.16%	9,564	8,975	-6.16%
Months Supply of Inventory	11.68	10.13	-13.28%	11.68	10.13	-13.28%

