



# May 2012

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

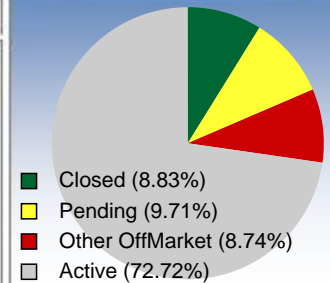


**Absorption:** Last 12 months, an Average of **913** Sales/Month

**Active Inventory** as of May 31, 2012 = **9,261**

	MAY		
	2011	2012	+/- %
Closed Listings	924	1,125	21.75%
Pending Listings	986	1,236	25.35%
New Listings	2,429	2,347	-3.38%
Average List Price	150,491	169,463	12.61%
Average Sale Price	144,793	163,368	12.83%
Average Percent of List Price to Selling Price	95.82%	97.30%	1.54%
Average Days on Market to Sale	58.21	58.32	0.19%
End of Month Inventory	10,123	9,261	-8.52%
Months Supply of Inventory	13.07	10.15	-22.36%

## Market Activity



Report Produced on: Jun 11, 2012

# Monthly Inventory Analysis

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 May 2012 decreased **8.52%** to 9,261 existing homes available for sale. Over the last 12 months this area has had an average of 913 closed sales per month. This represents an unsold inventory index of **10.15** 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 **12.83%** in May 2012 to \$163,368 versus the previous year at \$144,793.

### Average Days on Market Lengthens

The average number of **58.32** days that homes spent on the market before selling increased by 0.11 days or **0.19%** in May 2012 compared to last year's same month at **58.21** DOM.

### Sales Success for May 2012 is Positive

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

There were 2,347 New Listings in May 2012, down **3.38%** from last year at 2,429. Furthermore, there were 1,125 Closed Listings this month versus last year at 924, a **21.75%** increase.

Closed versus Listed trends yielded a **47.9%** ratio, up from last year's May 2012 at **38.0%**, a **26.01%** 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>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<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®

## May 2012

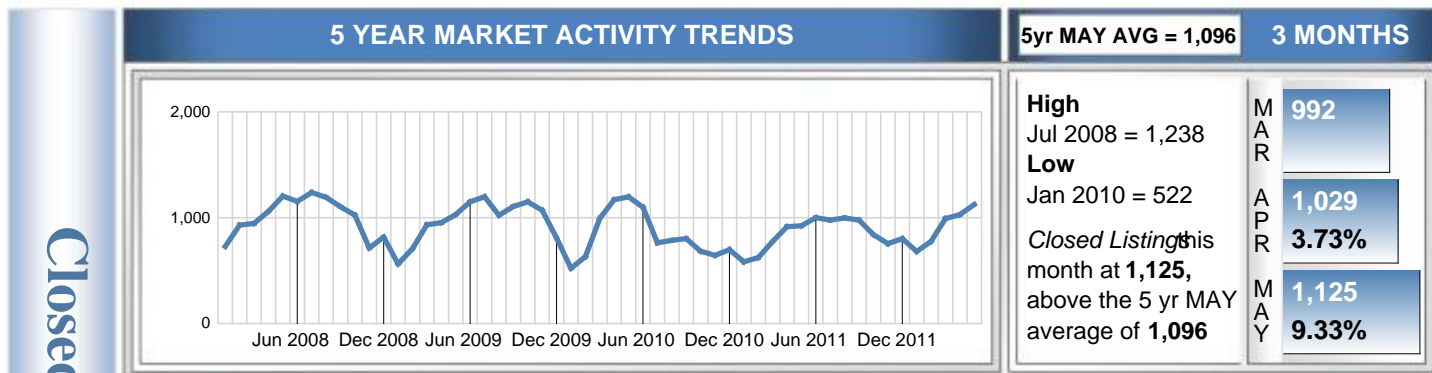
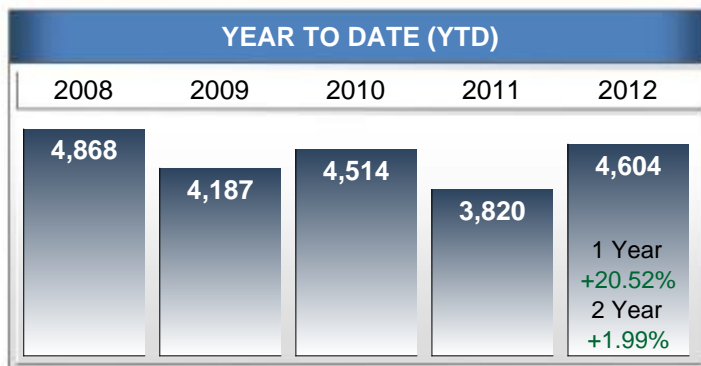
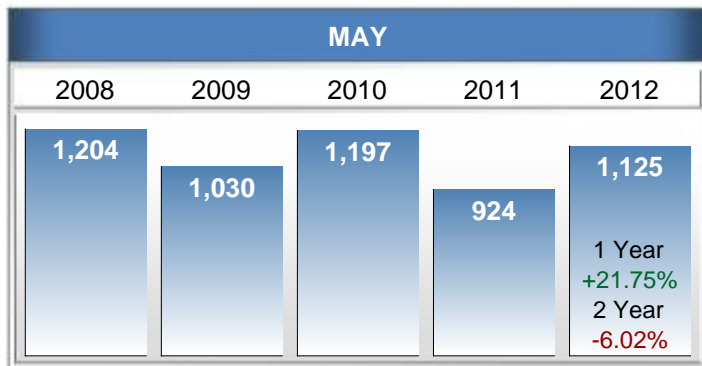
Closed Sales as of Jun 11, 2012



### Closed Listings

Report Produced on: Jun 11, 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+	
\$25,000 and less	61	5.42%	64.7	41	18	2	0	
\$25,001 - \$75,000	190	16.89%	52.6	69	104	17	0	
\$75,001 - \$100,000	122	10.84%	62.3	27	83	12	0	
\$100,001 - \$150,000	288	25.60%	58.8	24	222	41	1	
\$150,001 - \$200,000	178	15.82%	57.4	10	109	55	4	
\$200,001 - \$300,000	172	15.29%	61.8	4	62	94	12	
\$300,001 and up	114	10.13%	55.0	3	19	66	26	
Total Closed Units: 1,125				58.3	178	617	287	43
Total Closed Volume: 183,789,301					13.19M	83.45M	69.23M	17.93M
Average Closed Price: \$163,368					\$74,076	\$135,247	\$241,220	\$416,888

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

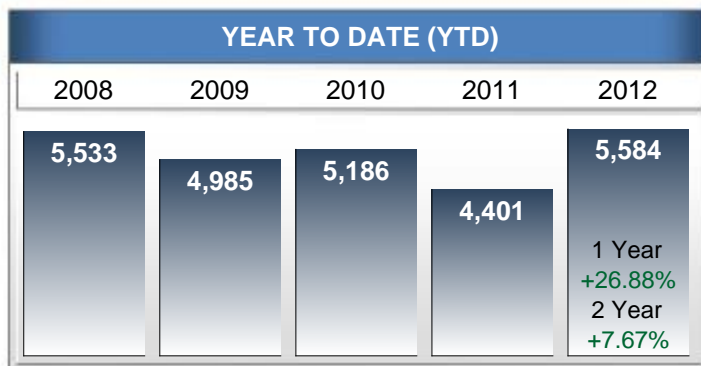
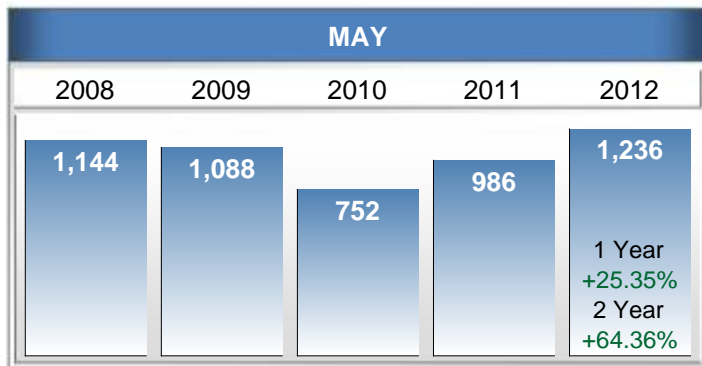
Pending Listings as of Jun 11, 2012



### Pending Listings

Report Produced on: Jun 11, 2012

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



**5yr MAY AVG = 1,041**    **3 MONTHS**

**High**  
Apr 2010 = 1,479

**Low**  
Dec 2009 = 580

Pending Listing this month at **1,236**, above the 5 yr MAY average of **1,041**

MAY	1,142
APR	1,266
APR	10.86%
MAY	1,236
MAY	-2.37%

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	64	5.18%	48.3	37	24	3	0	
\$25,001 - \$75,000	193	15.61%	56.9	65	119	9	0	
\$75,001 - \$100,000	151	12.22%	54.5	39	101	11	0	
\$100,001 - \$150,000	331	26.78%	58.7	28	247	55	1	
\$150,001 - \$175,000	122	9.87%	57.0	9	67	42	4	
\$175,001 - \$275,000	235	19.01%	57.7	8	117	98	12	
\$275,001 and up	140	11.33%	59.1	1	28	84	27	
Total Pending Units: 1,236				60.7	187	703	302	44
Total Pending Volume: 198,395,784					13.98M	93.47M	74.44M	16.50M
Average Listing Price: \$160,412					\$74,766	\$132,957	\$246,501	\$375,053



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

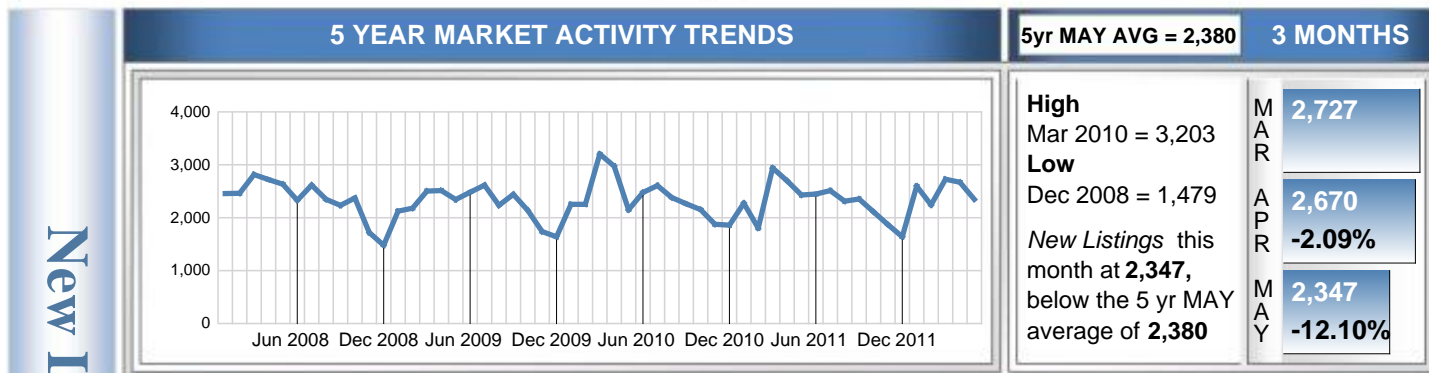
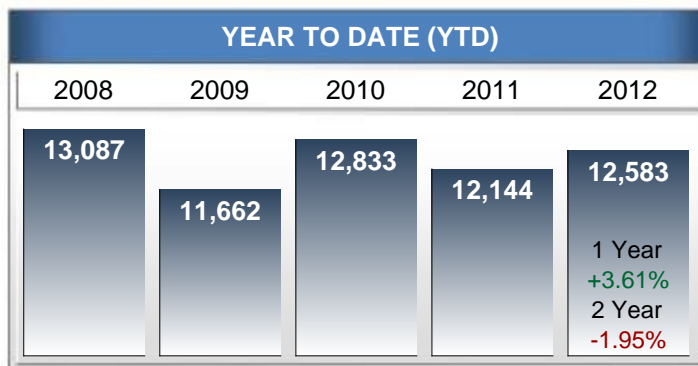
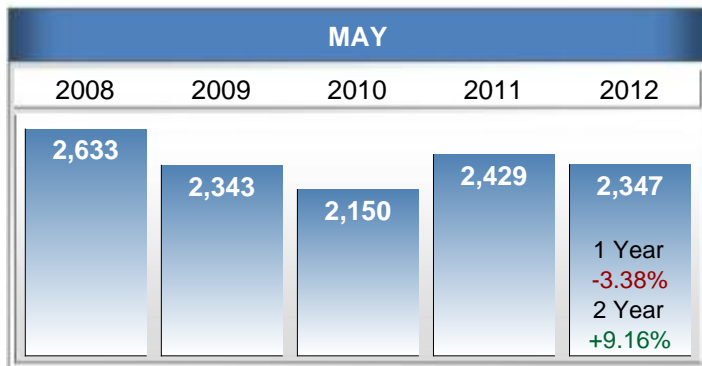
New Listings as of Jun 11, 2012



### New Listings

Report Produced on: Jun 11, 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	153	6.52%	117	30	6	0
\$25,001 \$50,000	224	9.54%	148	69	7	0
\$50,001 \$100,000	466	19.86%	174	257	33	2
\$100,001 \$150,000	510	21.73%	58	382	65	5
\$150,001 \$225,000	439	18.70%	31	229	169	10
\$225,001 \$325,000	295	12.57%	13	107	150	25
\$325,001 and up	260	11.08%	35	41	128	56
Total New Listed Units:			576	1115	558	98
Total New Listed Volume:			76.00M	169.55M	160.52M	46.23M
Average New Listed Listing Price:			\$131,951	\$152,059	\$287,663	\$471,711



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

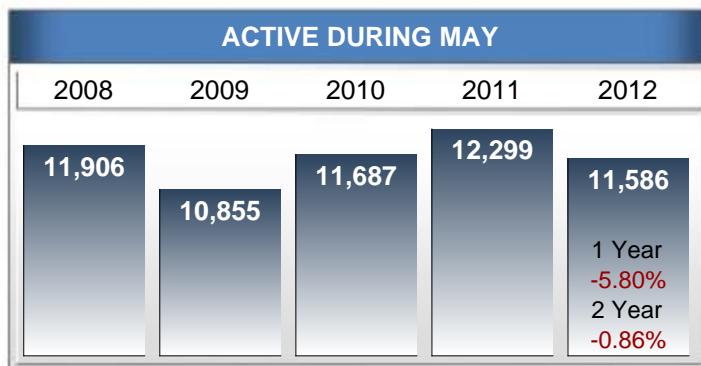
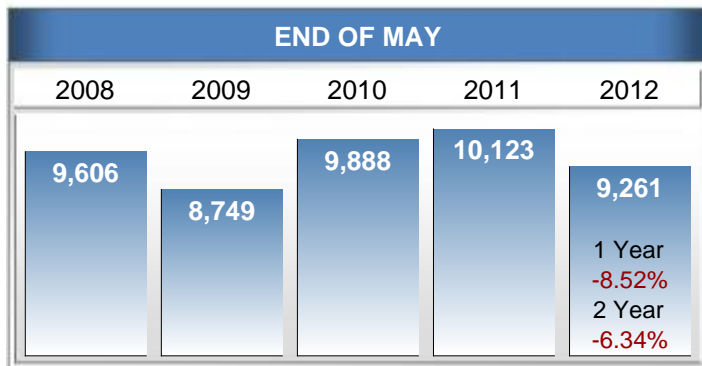
Active Inventory as of Jun 11, 2012



### Active Inventory

Report Produced on: Jun 11, 2012

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



Active Inventory

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**5yr MAY AVG = 9,525**    **3 MONTHS**

**High**  
Aug 2010 = 11,130

**Low**  
Feb 2009 = 8,345

*Inventory* this month at **9,261**, below the 5 yr MAY average of **9,525**

M A R	9,163
A P R	9,239
M A Y	9,261
	<b>0.83%</b>
	<b>0.24%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	695	7.50%	78.3	617	62	16	0		
\$25,001 \$50,000	1,294	13.97%	87.4	1,076	181	33	4		
\$50,001 \$75,000	1,018	10.99%	85.0	615	366	31	6		
\$75,001 \$150,000	2,651	28.63%	73.6	705	1,632	289	25		
\$150,001 \$225,000	1,517	16.38%	71.1	195	768	518	36		
\$225,001 \$350,000	1,163	12.56%	70.9	122	362	570	109		
\$350,001 and up	923	9.97%	75.4	159	139	422	203		
Total Active Inventory by Units:				9,261	76.6	3,489	3,510	1,879	383
Total Active Inventory by Volume:				1,728,953,232		413.66M	543.56M	554.59M	217.14M
Average Active Inventory Listing Price:				\$186,692		\$118,563	\$154,861	\$295,151	\$566,944



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

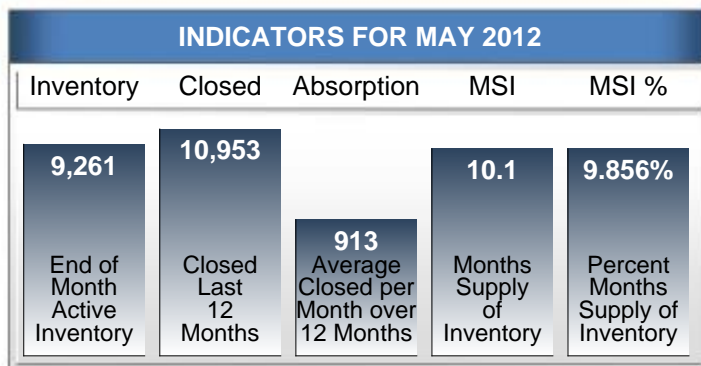
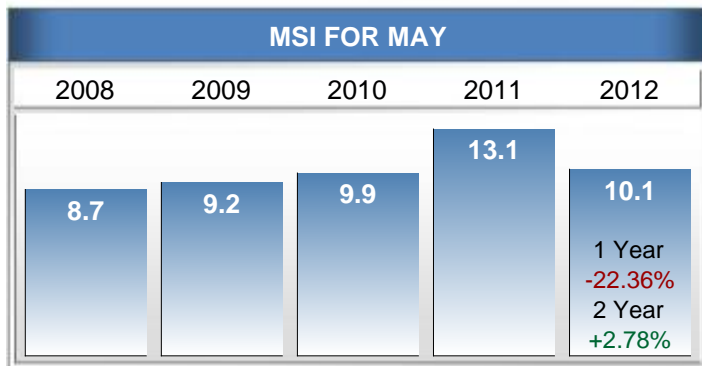
Active Inventory as of Jun 11, 2012



### Months Supply of Inventory

Report Produced on: Jun 11, 2012

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



Months Supply  
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5yr MAY AVG = 10.2	3 MONTHS
<b>High</b> Jun 2011 = 13.6 <b>Low</b> Jan 2008 = 7.7 <i>Months Supply</i> this month at <b>10.1</b> , below the 5 yr MAY average of <b>10.2</b>	M A R <b>10.3</b> A P R <b>10.3</b> -0.24% M A Y <b>10.1</b> -1.60%

#### 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	456		4.92%	11.6	17.7	2.7	5.6	0.0
\$20,001 \$50,000	1,533		16.55%	14.0	26.0	3.8	6.5	4.0
\$50,001 \$80,000	1,232		13.30%	10.9	23.6	6.4	4.6	6.5
\$80,001 \$150,000	2,437		26.31%	7.7	19.0	6.5	5.9	7.5
\$150,001 \$220,000	1,442		15.57%	8.5	18.1	8.1	7.8	6.2
\$220,001 \$350,000	1,238		13.37%	10.9	30.7	12.3	9.3	9.2
\$350,001 and up	923		9.97%	18.1	112.2	15.9	15.7	14.6
MSI:		10.1			23.2	6.9	8.6	10.4
Total Active Inventory:		9,261			3,489	3,510	1,879	383



# Monthly Inventory Analysis

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## May 2012

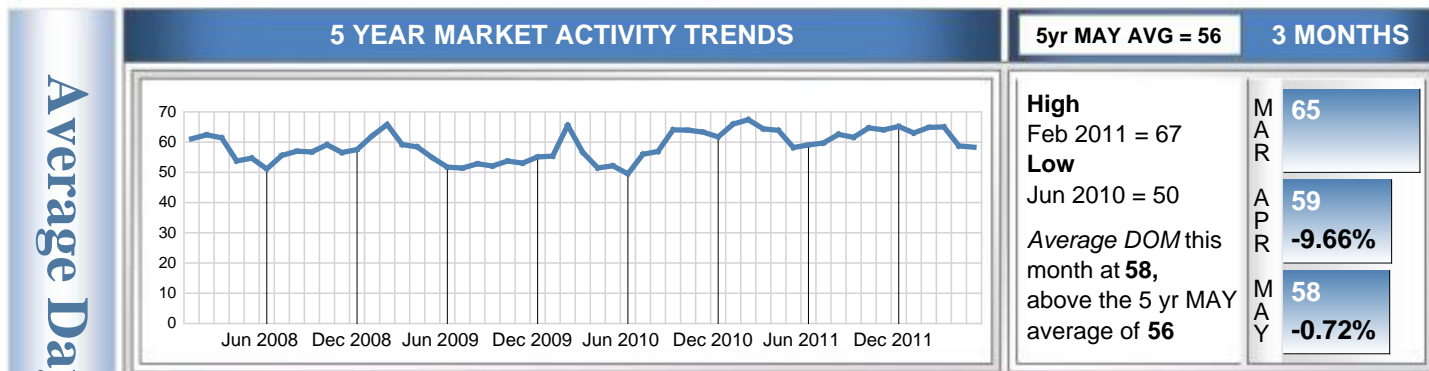
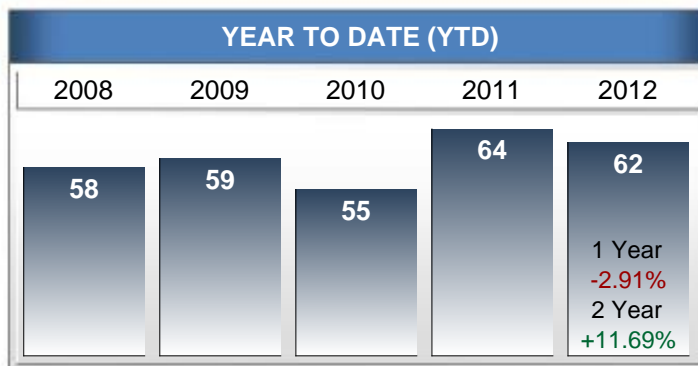
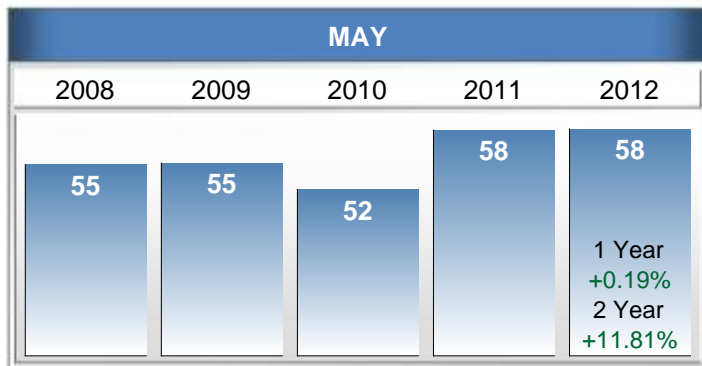
Closed Sales as of Jun 11, 2012



### Average Days on Market to Sale

Report Produced on: Jun 11, 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+
\$25,000 and less	61	5.42%	64.7	62.6	64.4	110.0	0.0
\$25,001 \$75,000	190	16.89%	52.6	58.9	47.8	56.6	0.0
\$75,001 \$100,000	122	10.84%	62.3	63.8	62.1	59.8	0.0
\$100,001 \$150,000	288	25.60%	58.8	61.2	58.3	61.2	15.0
\$150,001 \$200,000	178	15.82%	57.4	54.2	54.9	61.1	82.5
\$200,001 \$300,000	172	15.29%	61.8	28.8	62.4	59.1	91.3
\$300,001 and up	114	10.13%	55.0	48.7	44.7	50.8	74.0
Average Closed DOM: 58.3				59.7	56.6	58.1	78.2
Total Closed Units: 1,125				178	617	287	43
Total Closed Volume: 183,789,301				13.19M	83.45M	69.23M	17.93M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

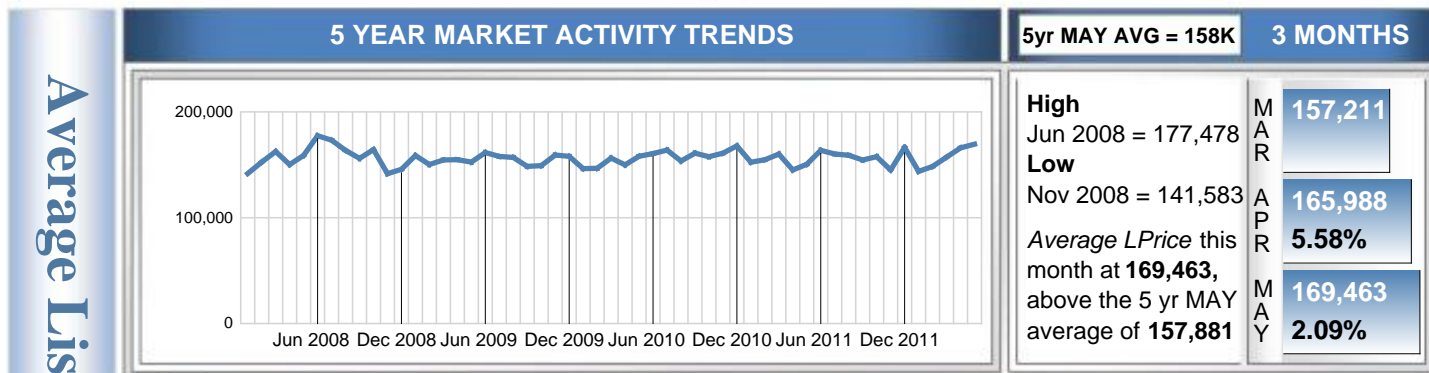
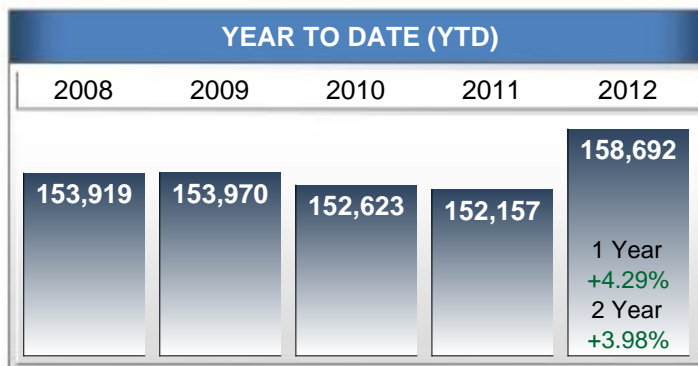
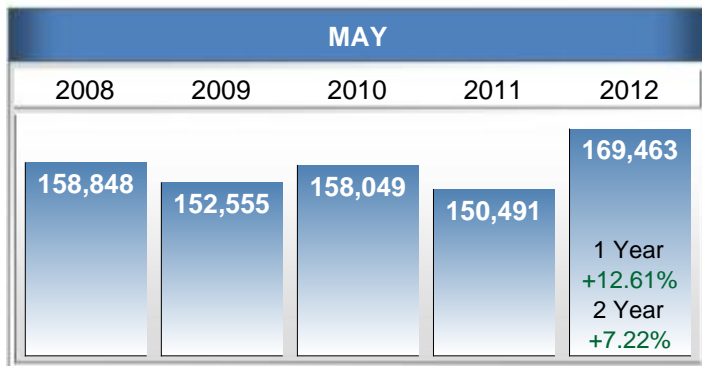
Closed Sales as of Jun 11, 2012



### Average List Price at Closing

Report Produced on: Jun 11, 2012

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	57	5.07%	16,275	17,357	20,417	9,950	0
\$25,001 - \$75,000	178	15.82%	52,063	52,212	56,803	58,191	0
\$75,001 - \$100,000	133	11.82%	89,571	87,916	91,568	102,733	0
\$100,001 - \$150,000	277	24.62%	126,997	126,654	128,522	131,463	99,900
\$150,001 - \$200,000	189	16.80%	173,740	182,580	175,323	175,917	180,475
\$200,001 - \$300,000	167	14.84%	251,090	245,000	263,266	252,431	259,750
\$300,001 and up	124	11.02%	472,506	469,000	444,239	466,313	564,365
Average List Price:	\$169,463			\$78,318	\$139,838	\$250,218	\$432,844
Total Closed Units:	1,125			178	617	287	43
Total List Volume:	190,645,575			13.94M	86.28M	71.81M	18.61M





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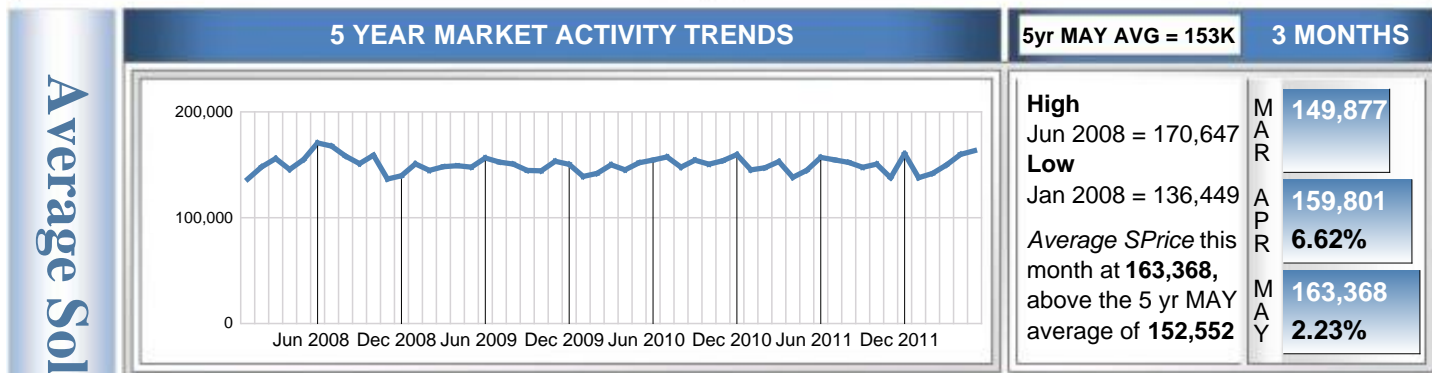
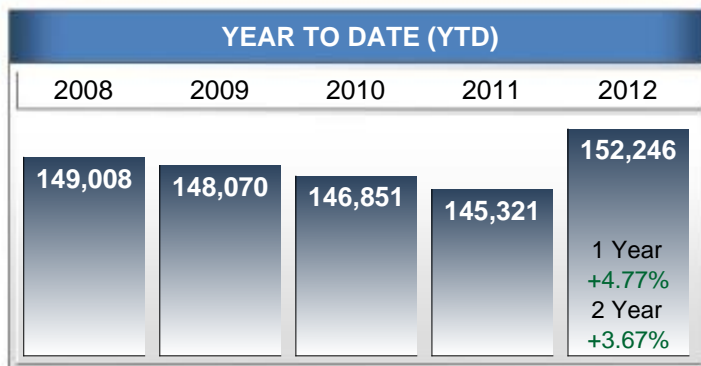
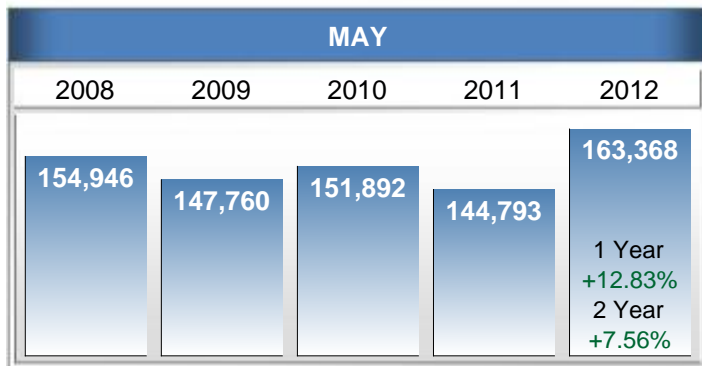
Closed Sales as of Jun 11, 2012



### Average Sold Price at Closing

Report Produced on: Jun 11, 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+
\$25,000 and less	61		5.42%	16,542	15,792	18,956	10,200	0
\$25,001 - \$75,000	190		16.89%	51,424	48,498	53,627	49,822	0
\$75,001 - \$100,000	122		10.84%	88,419	86,258	88,766	90,883	0
\$100,001 - \$150,000	288		25.60%	124,667	118,281	124,858	127,898	103,000
\$150,001 - \$200,000	178		15.82%	172,377	174,300	171,802	172,910	175,875
\$200,001 - \$300,000	172		15.29%	248,887	234,750	253,305	245,899	254,186
\$300,001 and up	114		10.13%	463,394	447,333	421,660	445,513	541,133
Average Closed Price:	\$163,368				\$74,076	\$135,247	\$241,220	\$416,888
Total Closed Units:	1,125				178	617	287	43
Total Closed Volume:	183,789,301				13.19M	83.45M	69.23M	17.93M



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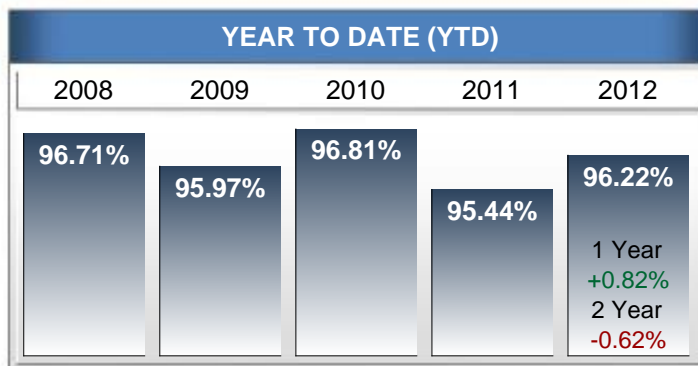
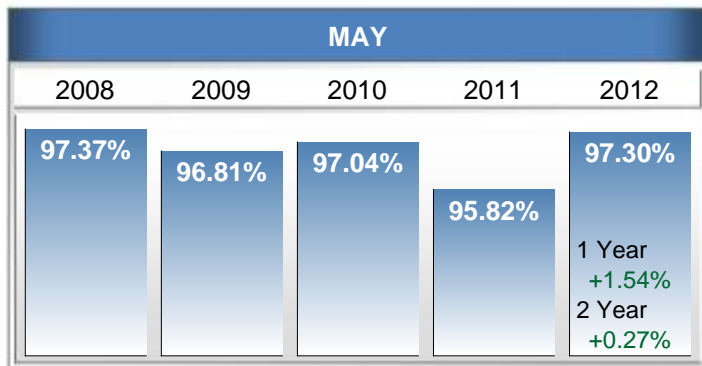
Closed Sales as of Jun 11, 2012



### Average Percent of List Price to Selling Price

Report Produced on: Jun 11, 2012

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



Average List/Sell Price

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**5yr MAY AVG=96.87%**    **3 MONTHS**

**High**  
Jul 2010 = 98.73%

**Low**  
Jan 2012 = 94.68%

Average List/Sell this month at **97.30%**, above the 5 yr MAY average of **96.87%**

MAY	95.25%
APR	97.52%
MAY	97.30%
APR	-0.23%

### 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	61	5.42%	100.65%	102.88%	95.38%	102.53%	0.00%	
\$25,001 - \$75,000	190	16.89%	96.61%	100.03%	95.47%	89.70%	0.00%	
\$75,001 - \$100,000	122	10.84%	97.19%	100.35%	97.10%	90.69%	0.00%	
\$100,001 - \$150,000	288	25.60%	97.07%	94.01%	97.29%	97.51%	103.10%	
\$150,001 - \$200,000	178	15.82%	98.07%	95.82%	98.07%	98.54%	97.37%	
\$200,001 - \$300,000	172	15.29%	97.21%	95.98%	96.65%	97.53%	97.96%	
\$300,001 and up	114	10.13%	96.26%	96.18%	96.01%	96.24%	96.50%	
Average List/Sell Ratio:				97.30%	99.53%	96.93%	96.71%	97.14%
Total Closed Units:				1,125	178	617	287	43
Total Closed Volume:				183,789,301	13.19M	83.45M	69.23M	17.93M



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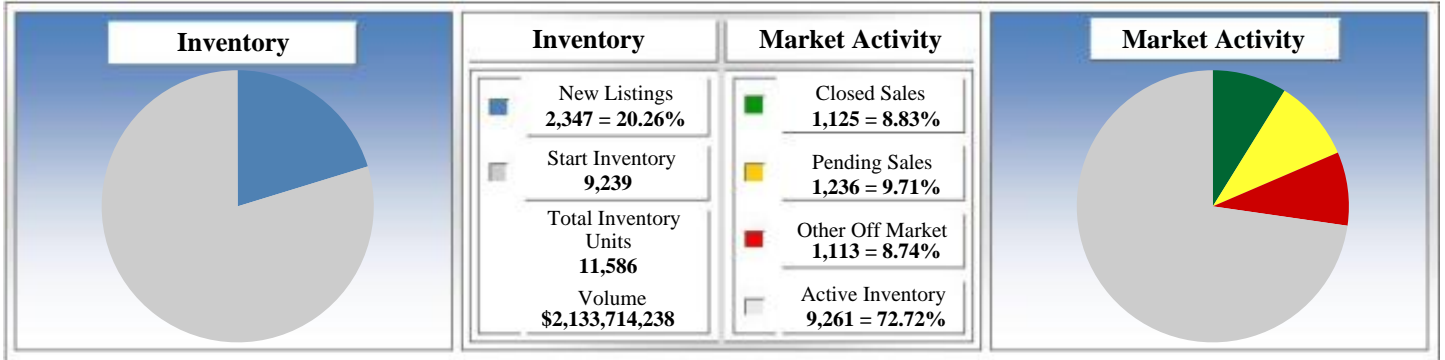
Inventory as of Jun 11, 2012



### Market Summary

Report Produced on: Jun 11, 2012

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



**Absorption:** Last 12 months, an Average of 913 Sales/Month

**Active Inventory** as of May 31, 2012 = 9,261

	MAY			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	924	1,125	21.75%	3,820	4,604	20.52%
Pending Sales	986	1,236	25.35%	4,401	5,584	26.88%
New Listings	2,429	2,347	-3.38%	12,144	12,583	3.61%
Average List Price	150,491	169,463	12.61%	152,157	158,692	4.29%
Average Sale Price	144,793	163,368	12.83%	145,321	152,246	4.77%
Average Percent of List Price to Selling Price	95.82%	97.30%	1.54%	95.44%	96.22%	0.82%
Average Days on Market to Sale	58.21	58.32	0.19%	63.51	61.66	-2.91%
Monthly Inventory	10,123	9,261	-8.52%	10,123	9,261	-8.52%
Months Supply of Inventory	13.07	10.15	-22.36%	13.07	10.15	-22.36%

