



September 2012

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

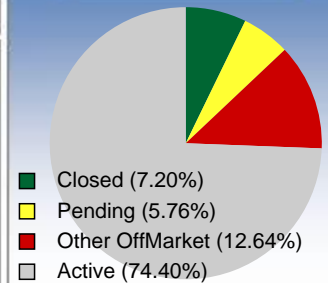


Absorption: Last 12 months, an Average of **939** Sales/Month

Active Inventory as of September 30, 2012 = **9,310**

	SEPTEMBER		
	2011	2012	+/- %
Closed Listings	977	901	-7.78%
Pending Listings	573	721	25.83%
New Listings	2,353	1,970	-16.28%
Average List Price	154,550	157,712	2.05%
Average Sale Price	147,611	151,759	2.81%
Average Percent of List Price to Selling Price	96.73%	97.90%	1.20%
Average Days on Market to Sale	61.58	60.71	-1.42%
End of Month Inventory	10,435	9,310	-10.78%
Months Supply of Inventory	12.78	9.92	-22.41%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 15, 2012

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 September 2012 decreased **10.78%** to 9,310 existing homes available for sale. Over the last 12 months this area has had an average of 939 closed sales per month. This represents an unsold inventory index of **9.92** 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 **2.81%** in September 2012 to \$151,759 versus the previous year at \$147,611.

Average Days on Market Shortens

The average number of **60.71** days that homes spent on the market before selling decreased by 0.87 days or **1.42%** in September 2012 compared to last year's same month at **61.58** DOM.

Sales Success for September 2012 is Positive

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

There were 1,970 New Listings in September 2012, down **16.28%** from last year at 2,353. Furthermore, there were 901 Closed Listings this month versus last year at 977, a **-7.78%** decrease.

Closed versus Listed trends yielded a **45.7%** ratio, up from last year's September 2012 at **41.5%**, a **10.15%** 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 Greater Tulsa Association of REALTORS®

September 2012

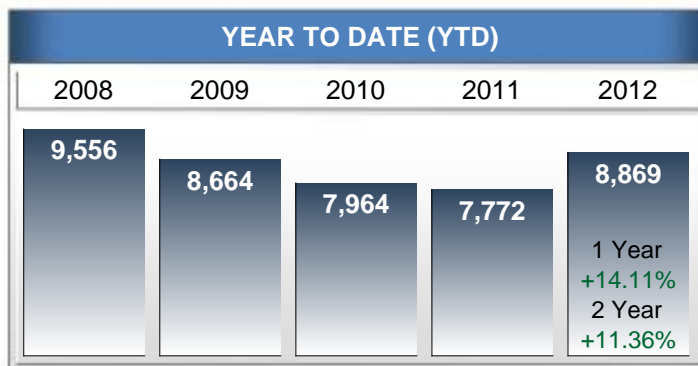
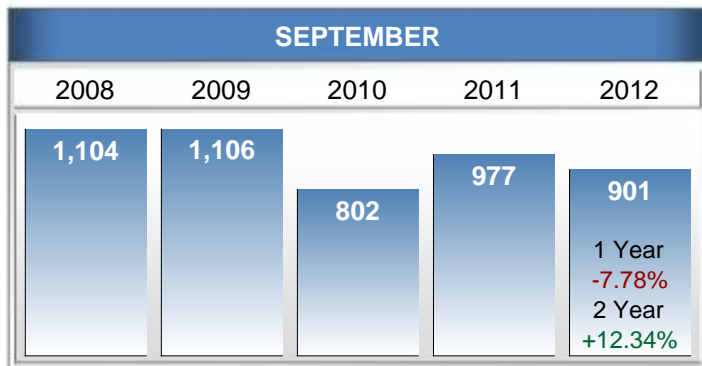
Closed Sales as of Oct 15, 2012



Closed Listings

Report Produced on: Oct 15, 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	44	4.88%	64.4	32	10	2	0	
\$25,001 - \$75,000	162	17.98%	57.0	61	89	12	0	
\$75,001 - \$100,000	125	13.87%	53.2	28	87	9	1	
\$100,001 - \$125,000	110	12.21%	54.1	10	81	18	1	
\$125,001 - \$175,000	216	23.97%	66.3	11	151	53	1	
\$175,001 - \$275,000	152	16.87%	62.2	8	64	78	2	
\$275,001 and up	92	10.21%	67.9	2	24	49	17	
Total Closed Units: 901				60.7	152	506	221	22
Total Closed Volume: 136,734,646					11.95M	67.23M	48.29M	9.27M
Average Closed Price: \$151,759					\$78,591	\$132,857	\$218,526	\$421,321

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

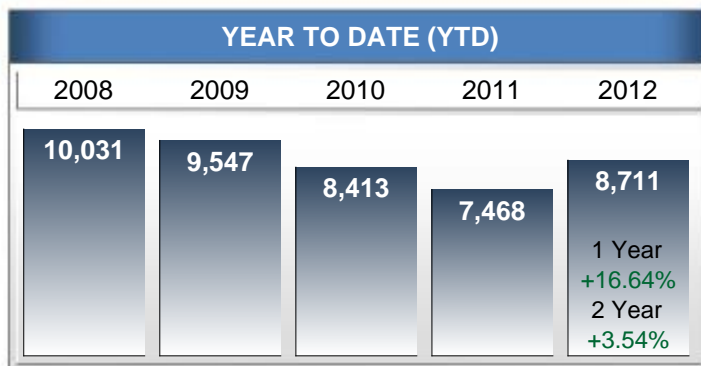
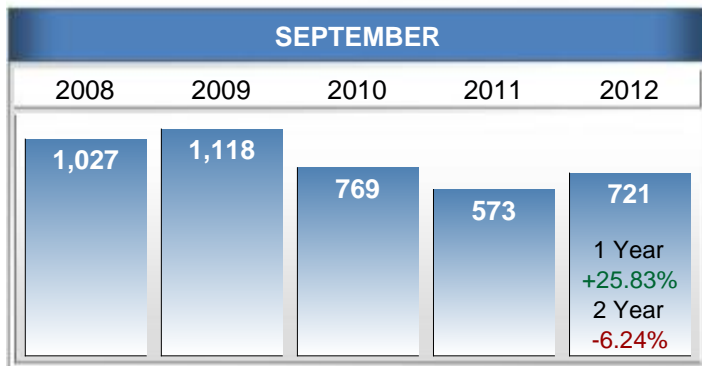
Pending Listings as of Oct 15, 2012



Pending Listings

Report Produced on: Oct 15, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	46	6.38%	36.6	26	17	3	0
\$25,001 \$50,000	59	8.18%	65.5	28	29	2	0
\$50,001 \$100,000	154	21.36%	55.4	41	97	15	1
\$100,001 \$150,000	181	25.10%	63.1	18	132	30	1
\$150,001 \$175,000	67	9.29%	56.1	3	50	14	0
\$175,001 \$275,000	138	19.14%	65.3	9	63	58	8
\$275,001 and up	76	10.54%	62.7	4	20	42	10
Total Pending Units:				129	408	164	20
Total Pending Volume:				11.62M	54.28M	38.42M	6.97M
Average Listing Price:				\$90,066	\$133,034	\$234,249	\$348,440



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

New Listings as of Oct 15, 2012



New Listings

Report Produced on: Oct 15, 2012

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



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	152		7.72%	127	20	4	1	
\$25,001 \$50,000	171		8.68%	124	42	4	1	
\$50,001 \$100,000	405		20.56%	172	211	19	3	
\$100,001 \$150,000	400		20.30%	75	258	65	2	
\$150,001 \$200,000	327		16.60%	30	184	107	6	
\$200,001 \$350,000	315		15.99%	31	111	152	21	
\$350,001 and up	200		10.15%	32	33	99	36	
Total New Listed Units:				1,970	591	859	450	70
Total New Listed Volume:				392,228,134	93.62M	130.73M	131.61M	36.27M
Average New Listed Listing Price:				\$214,101	\$158,416	\$152,186	\$292,467	\$518,099

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

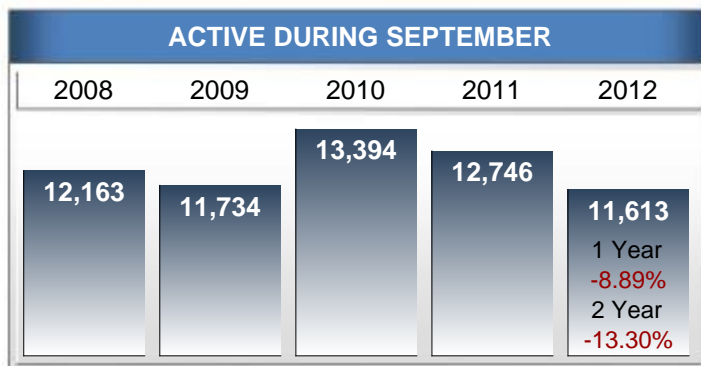
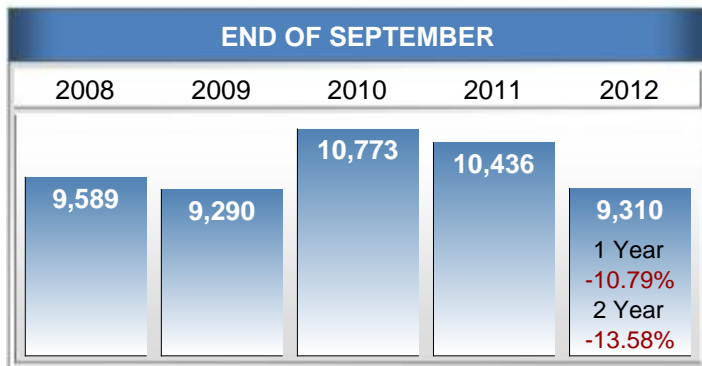
Active Inventory as of Oct 15, 2012



Active Inventory

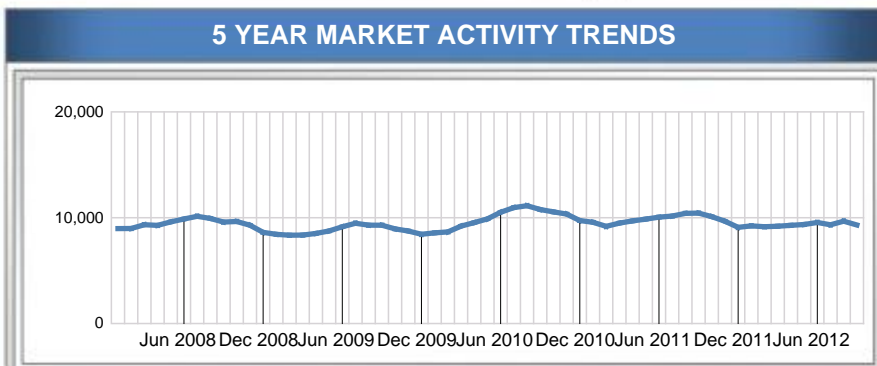
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr SEP AVG = 9,880 **3 MONTHS**

High
Aug 2010 = 11,132
Low
Feb 2009 = 8,345

Inventory this month at **9,310**, below the 5 yr SEP average of **9,880**

JUL	9,330
AUG	9,672
SEP	9,310
3.67%	
-3.74%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	718	7.71%	87.2	668	38	11	1		
\$25,001 \$50,000	1,259	13.52%	89.7	1,067	170	20	2		
\$50,001 \$75,000	995	10.69%	82.9	607	346	39	3		
\$75,001 \$150,000	2,699	28.99%	81.7	719	1,676	284	20		
\$150,001 \$225,000	1,555	16.70%	76.0	185	785	534	51		
\$225,001 \$350,000	1,110	11.92%	83.3	98	344	568	100		
\$350,001 and up	974	10.46%	86.0	159	142	442	231		
Total Active Inventory by Units:				9,310	83.0	3,503	3,501	1,898	408
Total Active Inventory by Volume:				1,963,565,572		601.59M	543.84M	568.77M	249.37M
Average Active Inventory Listing Price:				\$210,909		\$171,735	\$155,339	\$299,667	\$611,197



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

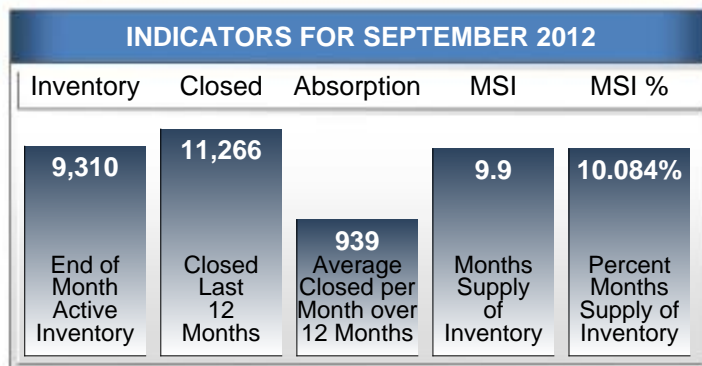
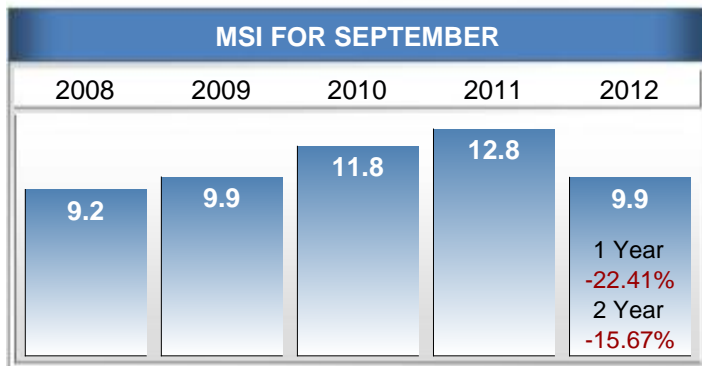
Active Inventory as of Oct 15, 2012



Months Supply of Inventory

Report Produced on: Oct 15, 2012

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



Months Supply
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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	529	5.68%	14.0	21.6	2.4	5.1	12.0
\$20,001 \$50,000	1,448	15.55%	13.3	25.4	3.3	3.9	2.0
\$50,001 \$80,000	1,233	13.24%	11.0	24.2	6.3	5.8	12.0
\$80,001 \$150,000	2,461	26.43%	7.6	18.9	6.5	5.5	5.7
\$150,001 \$220,000	1,469	15.78%	8.2	15.9	7.9	7.5	8.3
\$220,001 \$360,000	1,227	13.18%	10.1	34.1	10.5	8.9	8.5
\$360,001 and up	943	10.13%	17.3	96.6	13.8	15.0	15.7
MSI:			9.9	23.5	6.7	8.2	10.9
Total Active Inventory:			9,310	3,503	3,501	1,898	408



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

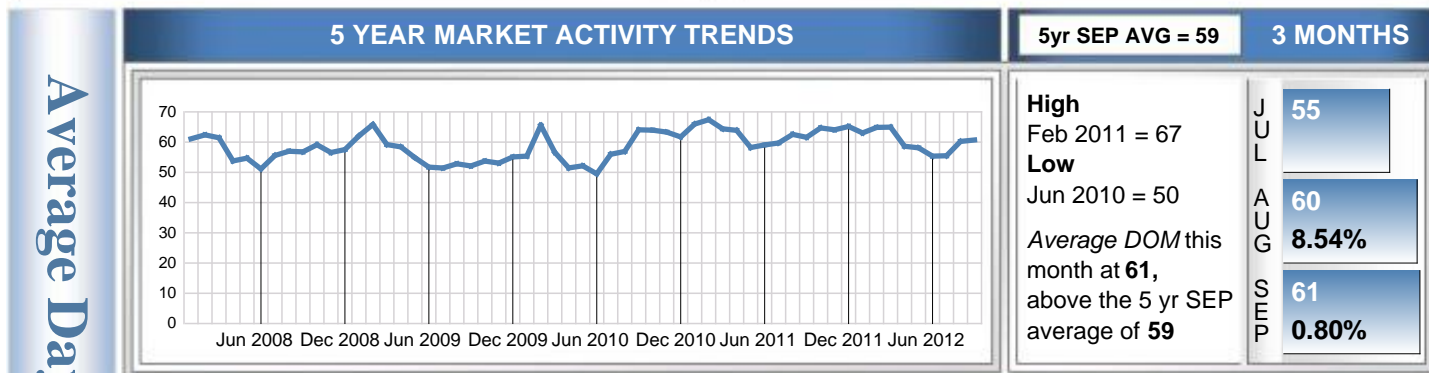
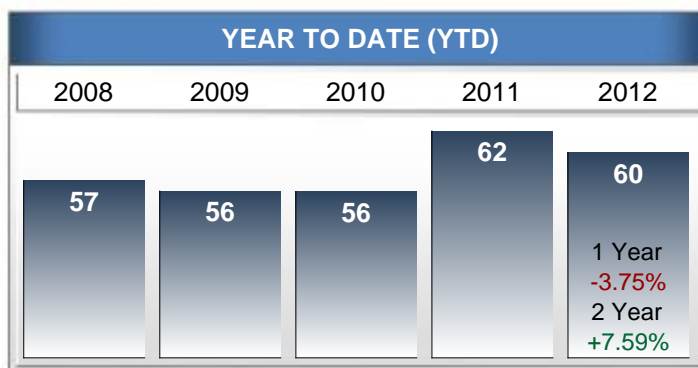
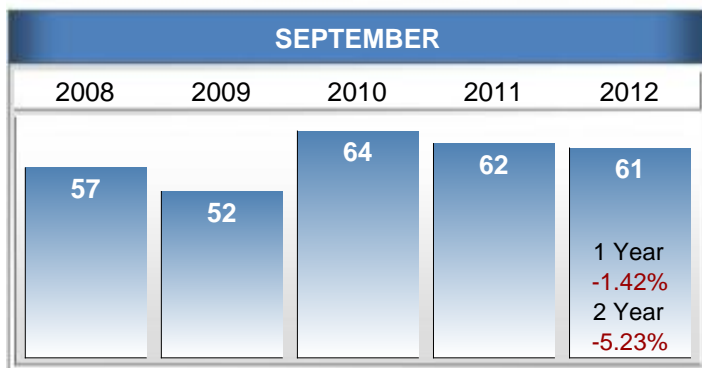
Closed Sales as of Oct 15, 2012



Average Days on Market to Sale

Report Produced on: Oct 15, 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	44	4.88%	64.4	66.0	57.1	74.5	0.0
\$25,001 - \$75,000	162	17.98%	57.0	62.7	55.5	39.3	0.0
\$75,001 - \$100,000	125	13.87%	53.2	72.9	47.7	36.7	122.0
\$100,001 - \$125,000	110	12.21%	54.1	59.9	49.0	72.1	91.0
\$125,001 - \$175,000	216	23.97%	66.3	65.0	64.5	71.3	94.0
\$175,001 - \$275,000	152	16.87%	62.2	28.3	68.5	58.7	132.5
\$275,001 and up	92	10.21%	67.9	154.5	62.7	64.3	75.2
Average Closed DOM: 60.7				64.6	57.8	62.3	84.1
Total Closed Units: 901				152	506	221	22
Total Closed Volume: 136,734,646				11.95M	67.23M	48.29M	9.27M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

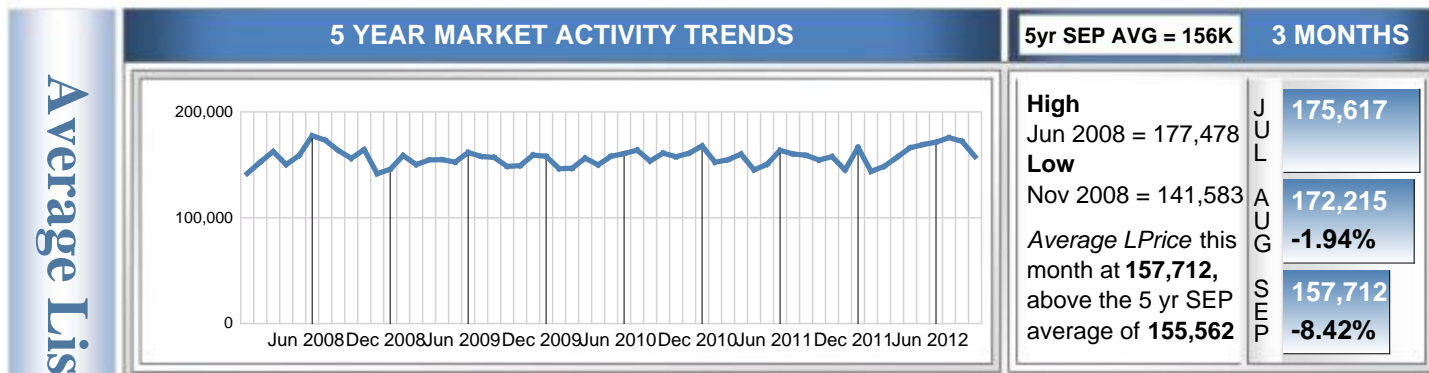
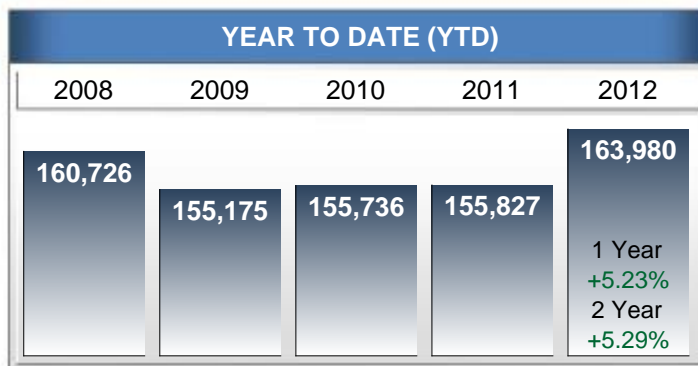
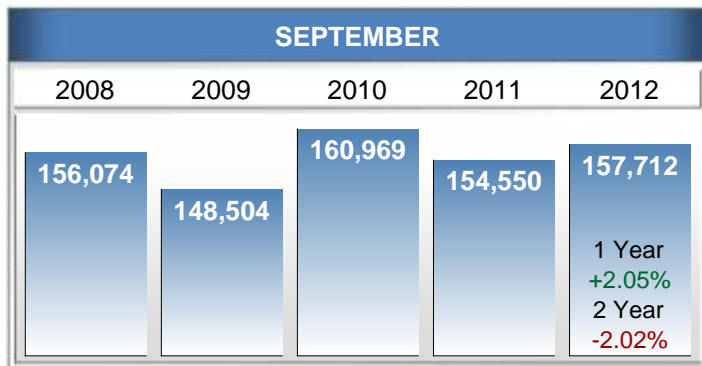
Closed Sales as of Oct 15, 2012



Average List Price at Closing

Report Produced on: Oct 15, 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+
\$25,000 and less	40	4.44%	16,110	19,750	17,750	21,775	0
\$25,001 - \$75,000	155	17.20%	53,155	54,333	58,473	55,604	0
\$75,001 - \$100,000	118	13.10%	90,395	96,746	90,563	92,189	105,000
\$100,001 - \$125,000	107	11.88%	113,662	122,890	117,221	119,719	107,900
\$125,001 - \$175,000	224	24.86%	148,265	157,473	150,652	154,316	145,000
\$175,001 - \$275,000	155	17.20%	218,185	252,975	223,421	224,005	237,450
\$275,001 and up	102	11.32%	425,059	728,650	399,309	422,827	512,729
Average List Price:	\$157,712			\$86,167	\$137,127	\$226,539	\$434,055
Total Closed Units:	901			152	506	221	22
Total List Volume:	142,098,084			13.10M	69.39M	50.07M	9.55M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

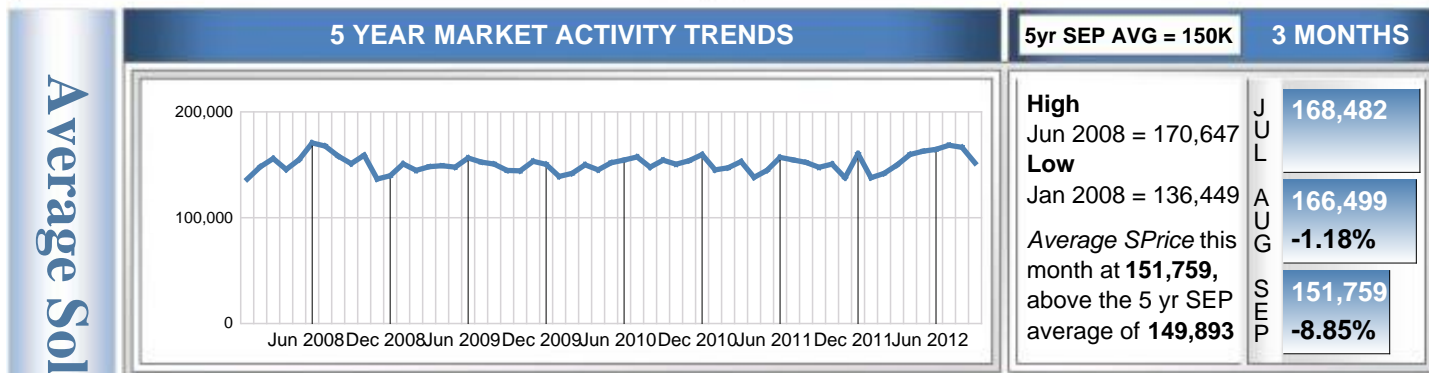
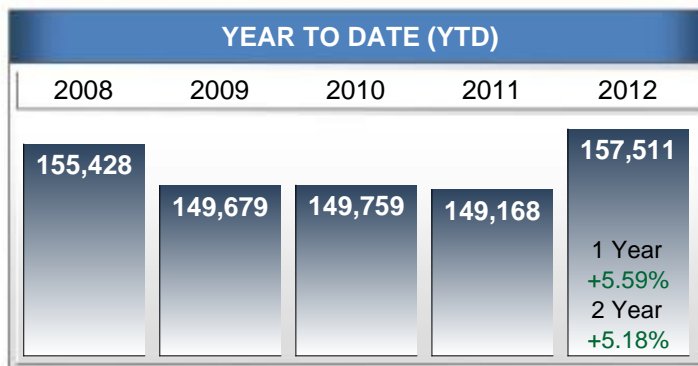
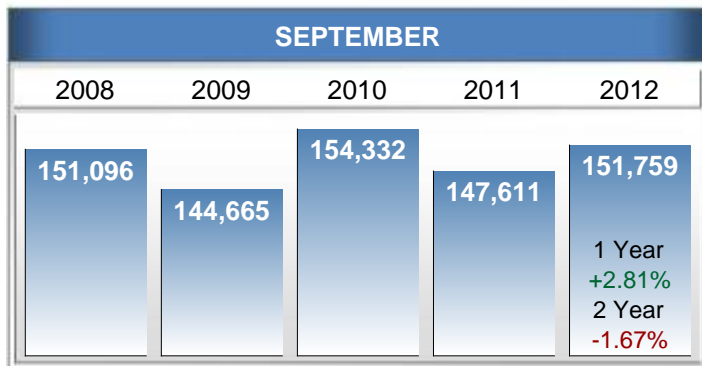
Closed Sales as of Oct 15, 2012



Average Sold Price at Closing

Report Produced on: Oct 15, 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	44	4.88%	17,017	17,006	16,245	21,050	0
\$25,001 \$75,000	162	17.98%	52,245	48,500	55,208	49,305	0
\$75,001 \$100,000	125	13.87%	89,360	88,943	89,144	91,900	97,000
\$100,001 \$125,000	110	12.21%	113,843	111,350	113,873	114,944	116,500
\$125,001 \$175,000	216	23.97%	147,120	141,227	146,513	150,112	145,000
\$175,001 \$275,000	152	16.87%	218,215	235,425	215,605	218,353	227,500
\$275,001 and up	92	10.21%	422,641	701,150	385,342	403,609	497,387
Average Closed Price:	\$151,759			\$78,591	\$132,857	\$218,526	\$421,321
Total Closed Units:	901			152	506	221	22
Total Closed Volume:	136,734,646			11.95M	67.23M	48.29M	9.27M



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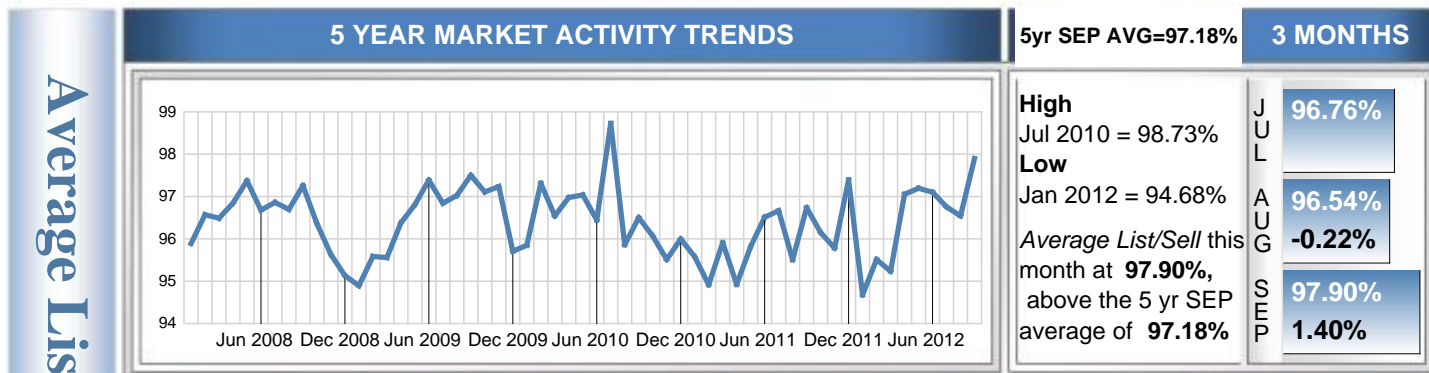
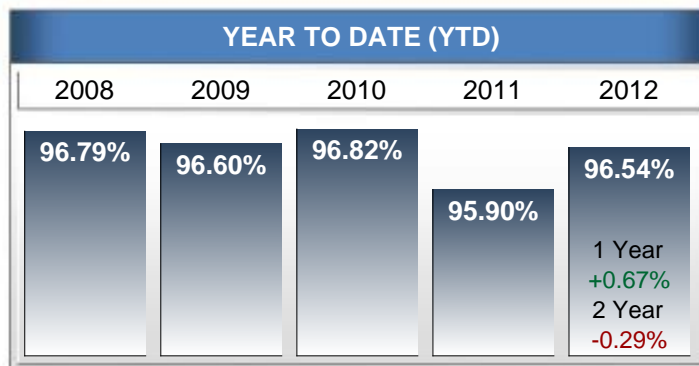
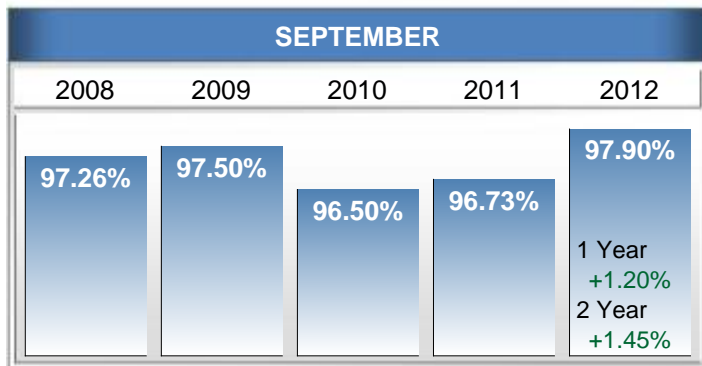
Closed Sales as of Oct 15, 2012



Average Percent of List Price to Selling Price

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



Average List/Sell Price

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

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	44	4.88%	114.15%	122.32%	91.23%	98.03%	0.00%
\$25,001 \$75,000	162	17.98%	95.08%	90.39%	98.54%	93.25%	0.00%
\$75,001 \$100,000	125	13.87%	100.50%	92.86%	103.11%	99.99%	92.38%
\$100,001 \$125,000	110	12.21%	96.91%	92.22%	97.39%	96.73%	107.97%
\$125,001 \$175,000	216	23.97%	97.07%	90.76%	97.42%	97.34%	100.00%
\$175,001 \$275,000	152	16.87%	96.95%	93.69%	96.64%	97.57%	95.93%
\$275,001 and up	92	10.21%	96.25%	96.04%	96.52%	95.85%	97.03%
Average List/Sell Ratio: 97.90%				97.96%	98.32%	96.94%	97.35%
Total Closed Units: 901				152	506	221	22
Total Closed Volume: 136,734,646				11.95M	67.23M	48.29M	9.27M



Monthly Inventory Analysis

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September 2012

Inventory as of Oct 15, 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 **939** Sales/Month

Active Inventory as of September 30, 2012 = **9,310**

	SEPTEMBER			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	977	901	-7.78%	7,772	8,869	14.11%
Pending Sales	573	721	25.83%	7,468	8,711	16.64%
New Listings	2,353	1,970	-16.28%	21,768	21,884	0.53%
Average List Price	154,550	157,712	2.05%	155,827	163,980	5.23%
Average Sale Price	147,611	151,759	2.81%	149,168	157,511	5.59%
Average Percent of List Price to Selling Price	96.73%	97.90%	1.20%	95.90%	96.54%	0.67%
Average Days on Market to Sale	61.58	60.71	-1.42%	62.10	59.77	-3.75%
Monthly Inventory	10,435	9,310	-10.78%	10,435	9,310	-10.78%
Months Supply of Inventory	12.78	9.92	-22.41%	12.78	9.92	-22.41%

