



# February 2013

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

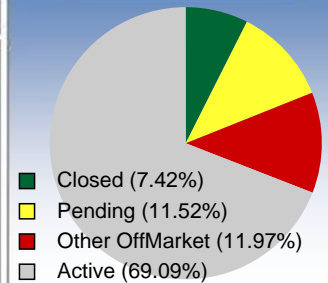


**Absorption:** Last 12 months, an Average of **995** Sales/Month

**Active Inventory** as of February 28, 2013 = **7,370**

	FEBRUARY		
	2012	2013	+/- %
Closed Listings	707	792	12.02%
Pending Listings	943	1,229	30.33%
New Listings	2,151	2,165	0.65%
Median List Price	122,500	135,000	10.20%
Median Sale Price	117,500	130,000	10.64%
Median Percent of List Price to Selling Price	96.77%	96.92%	0.15%
Median Days on Market to Sale	55.00	47.00	-14.55%
End of Month Inventory	9,188	7,370	-19.79%
Months Supply of Inventory	10.65	7.40	-30.48%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Mar 12, 2013

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 February 2013 decreased **19.79%** to 7,370 existing homes available for sale. Over the last 12 months this area has had an average of 995 closed sales per month. This represents an unsold inventory index of **7.40** 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 **10.64%** in February 2013 to \$130,000 versus the previous year at \$117,500.

### Median Days on Market Shortens

The median number of **47.00** days that homes spent on the market before selling decreased by 8.00 days or **14.55%** in February 2013 compared to last year's same month at **55.00** DOM.

### Sales Success for February 2013 is Positive

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

There were 2,165 New Listings in February 2013, up **0.65%** from last year at 2,151. Furthermore, there were 792 Closed Listings this month versus last year at 707, a **12.02%** increase.

Closed versus Listed trends yielded a **36.6%** ratio, up from last year's February 2013 at **32.9%**, a **11.30%** 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>
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<b>Median List Price at Closing</b>	<b>7</b>
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<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?

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**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

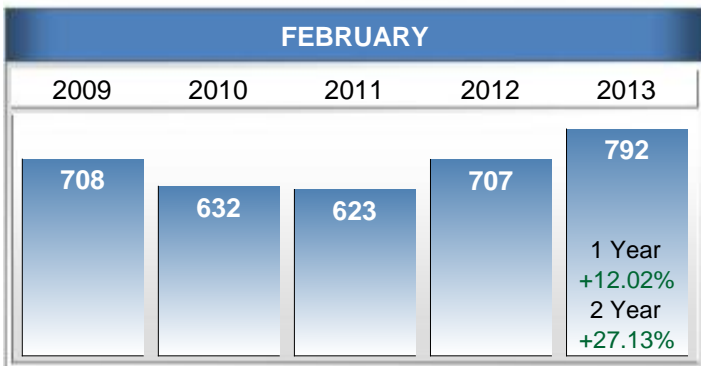
Closed Sales as of Mar 12, 2013



### Closed Listings

Report Produced on: Mar 12, 2013

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



Closed Listings  
  
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<b>5yr FEB AVG = 692</b>	<b>3 MONTHS</b>						
<b>High</b> Jul 2009 = 1,198 <b>Low</b> Jan 2010 = 522 <i>Closed Listing</i> this month at <b>792</b> , above the 5 yr FEB average of <b>692</b>	<table border="1"> <tr> <td>D E C</td> <td>922</td> </tr> <tr> <td>J A N</td> <td>720 -21.91%</td> </tr> <tr> <td>F E B</td> <td>792 10.00%</td> </tr> </table>	D E C	922	J A N	720 -21.91%	F E B	792 10.00%
D E C	922						
J A N	720 -21.91%						
F E B	792 10.00%						

#### 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	62	7.83%	29.0	34	26	2	0	
\$30,001 \$60,000	95	11.99%	33.0	37	49	9	0	
\$60,001 \$100,000	136	17.17%	55.0	29	98	9	0	
\$100,001 \$150,000	191	24.12%	56.0	16	141	32	2	
\$150,001 \$210,000	121	15.28%	35.0	10	56	53	2	
\$210,001 \$290,000	105	13.26%	52.0	8	29	63	5	
\$290,001 and up	82	10.35%	53.0	3	17	47	15	
Total Closed Units: 792 Total Closed Volume: 126,670,950 Median Closed Price: \$130,000				47.0	137	416	215	24
					11.46M	55.78M	49.84M	9.59M
					\$59,900	\$116,000	\$215,000	\$349,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

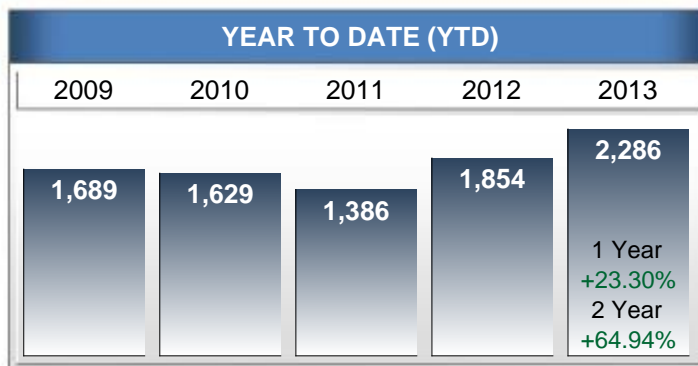
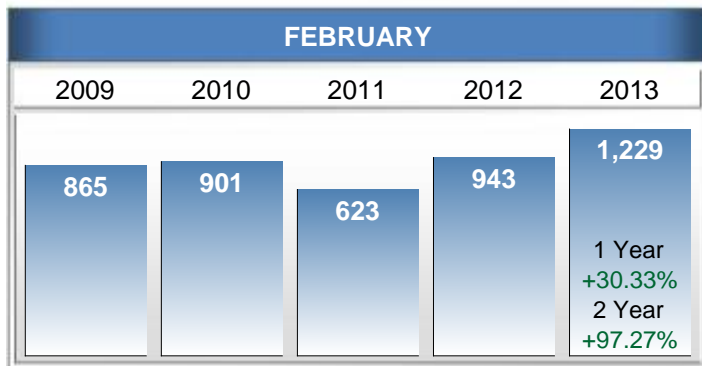
Pending Listings as of Mar 12, 2013



### Pending Listings

Report Produced on: Mar 12, 2013

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



Pending Listings  
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<b>5yr FEB AVG = 912</b>	<b>3 MONTHS</b>
<b>High</b> Apr 2010 = 1,449	<b>D</b> 765
<b>Low</b> Dec 2009 = 569	<b>E</b>
<i>Pending Listing</i> this month at <b>1,229</b> , above the 5 yr FEB average of <b>912</b>	<b>J</b> 1,057
	<b>A</b> <b>38.17%</b>
	<b>N</b>
	<b>F</b> 1,229
	<b>E</b> <b>16.27%</b>
	<b>B</b>

#### 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	117	9.52%	34.0	74	33	10	0
\$40,001 - \$70,000	118	9.60%	41.5	35	72	10	1
\$70,001 - \$110,000	219	17.82%	40.0	42	151	23	3
\$110,001 - \$160,000	307	24.98%	44.0	20	222	63	2
\$160,001 - \$220,000	192	15.62%	47.5	14	105	66	7
\$220,001 - \$310,000	153	12.45%	34.0	7	54	80	12
\$310,001 and up	123	10.01%	46.0	7	27	72	17
Total Pending Units: 1,229				199	664	324	42
Total Pending Volume: 211,609,735				19.03M	97.73M	78.72M	16.13M
Median Listing Price: \$138,000				\$65,000	\$127,776	\$203,250	\$282,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

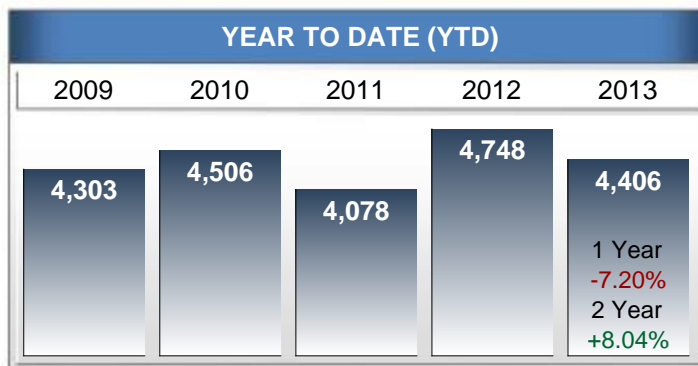
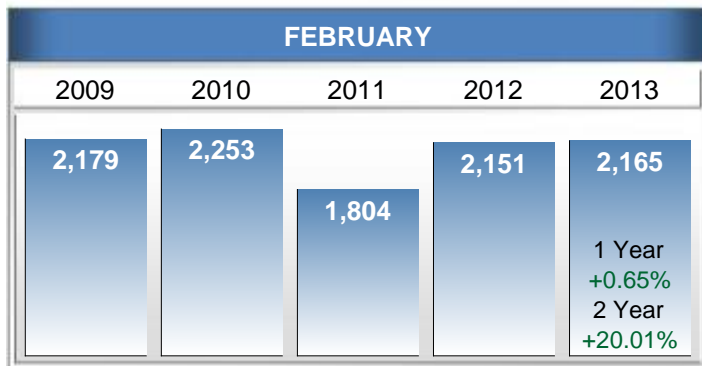
New Listings as of Mar 12, 2013



### New Listings

Report Produced on: Mar 12, 2013

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	77	3.56%	60	13	4	0
\$20,001 \$50,000	363	16.77%	289	63	11	0
\$50,001 \$90,000	328	15.15%	140	165	22	1
\$90,001 \$160,000	575	26.56%	84	405	78	8
\$160,001 \$220,000	334	15.43%	43	175	102	14
\$220,001 \$340,000	269	12.42%	29	66	151	23
\$340,001 and up	219	10.12%	32	41	99	47
Total New Listed Units:			677	928	467	93
Total New Listed Volume:			79.11M	141.25M	128.95M	62.60M
Median New Listed Listing Price:			\$49,950	\$130,000	\$230,000	\$345,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

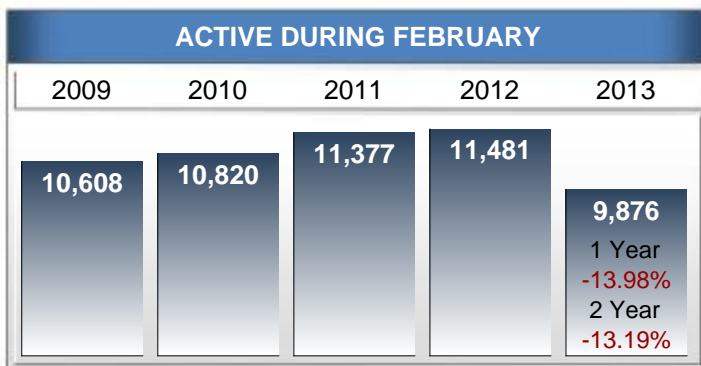
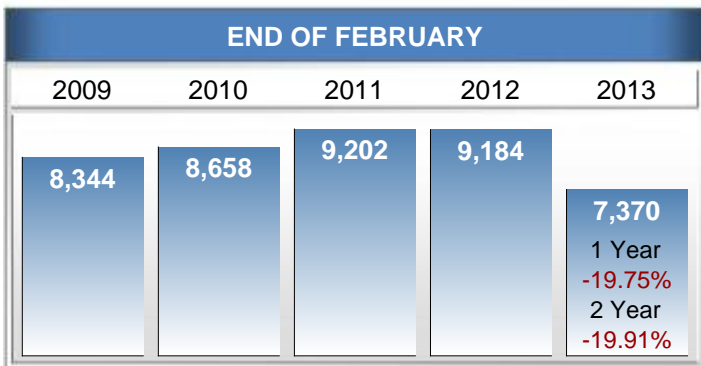
Active Inventory as of Mar 12, 2013



### Active Inventory

Report Produced on: Mar 12, 2013

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



Active Inventory

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**5yr FEB AVG = 8,552**    **3 MONTHS**

**High**  
Aug 2010 = 11,131  
**Low**  
Feb 2013 = 7,370

*Inventory* this month at **7,370**, below the 5 yr FEB average of **8,552**

D E C	8,043
J A N	7,712
F E B	7,370
	-4.12%
	-4.43%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	307	4.17%	77.0	272	28	6	1		
\$20,001 \$50,000	1,310	17.77%	90.0	1,098	169	40	3		
\$50,001 \$80,000	973	13.20%	65.0	521	407	40	5		
\$80,001 \$150,000	1,897	25.74%	71.0	435	1,249	199	14		
\$150,001 \$220,000	1,197	16.24%	55.0	153	631	369	44		
\$220,001 \$380,000	943	12.80%	69.0	115	247	488	93		
\$380,001 and up	743	10.08%	80.0	152	108	293	190		
Total Active Inventory by Units:				7,370	72.0	2,746	2,839	1,435	350
Total Active Inventory by Volume:				1,449,403,362		359.40M	435.93M	428.37M	225.70M
Median Active Inventory Listing Price:				\$120,000		\$50,420	\$126,500	\$235,000	\$432,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

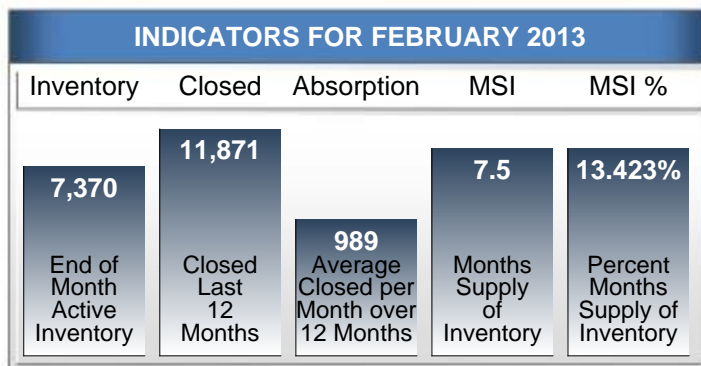
Active Inventory as of Mar 12, 2013



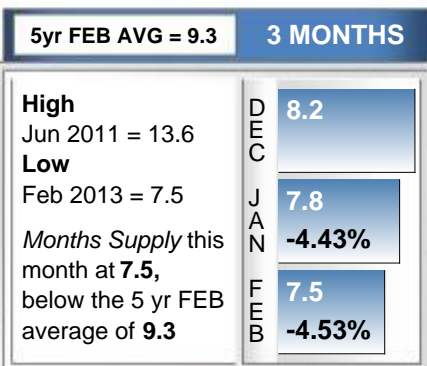
### Months Supply of Inventory

Report Produced on: Mar 12, 2013

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	<b>307</b>		4.17%	7.5	9.7	2.6	3.8	0.0
\$20,001 \$50,000	<b>1,310</b>		17.77%	12.3	23.0	3.3	7.0	3.6
\$50,001 \$80,000	<b>973</b>		13.20%	8.4	16.3	5.5	4.4	8.6
\$80,001 \$150,000	<b>1,897</b>		25.74%	5.7	11.9	5.1	4.0	6.0
\$150,001 \$220,000	<b>1,197</b>		16.24%	6.2	14.3	6.1	5.1	7.9
\$220,001 \$380,000	<b>943</b>		12.80%	6.4	22.3	5.5	6.0	6.0
\$380,001 and up	<b>743</b>		10.08%	14.1	70.2	12.5	10.4	13.8
MSI:		7.5			16.9	5.3	5.8	9.1
Total Active Inventory:		7,370			2,746	2,839	1,435	350



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

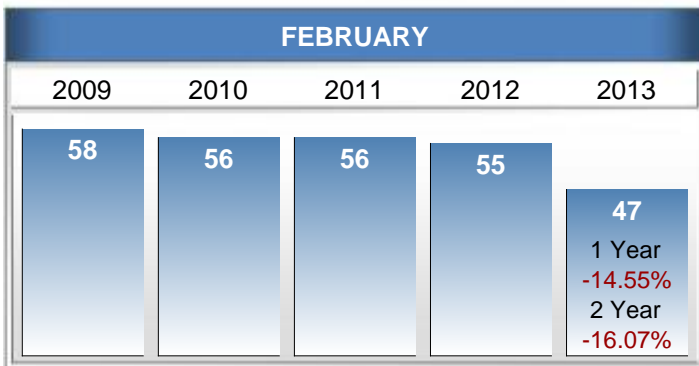
Closed Sales as of Mar 12, 2013



### Median Days on Market to Sale

Report Produced on: Mar 12, 2013

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



Median Days on Market

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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	62		7.83%	29.0	36.0	22.0	44.0	0.0
\$30,001 \$60,000	95		11.99%	33.0	22.0	37.0	30.0	0.0
\$60,001 \$100,000	136		17.17%	55.0	96.0	48.0	31.0	0.0
\$100,001 \$150,000	191		24.12%	56.0	11.0	59.0	56.5	77.5
\$150,001 \$210,000	121		15.28%	35.0	13.0	33.5	49.0	72.0
\$210,001 \$290,000	105		13.26%	52.0	76.0	32.0	52.0	79.0
\$290,001 and up	82		10.35%	53.0	27.0	70.0	49.0	91.0
Median Closed DOM:	47.0				35.0	45.0	50.0	85.5
Total Closed Units:	792				137	416	215	24
Total Closed Volume:	126,670,950				11.46M	55.78M	49.84M	9.59M



# Monthly Inventory Analysis

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## February 2013

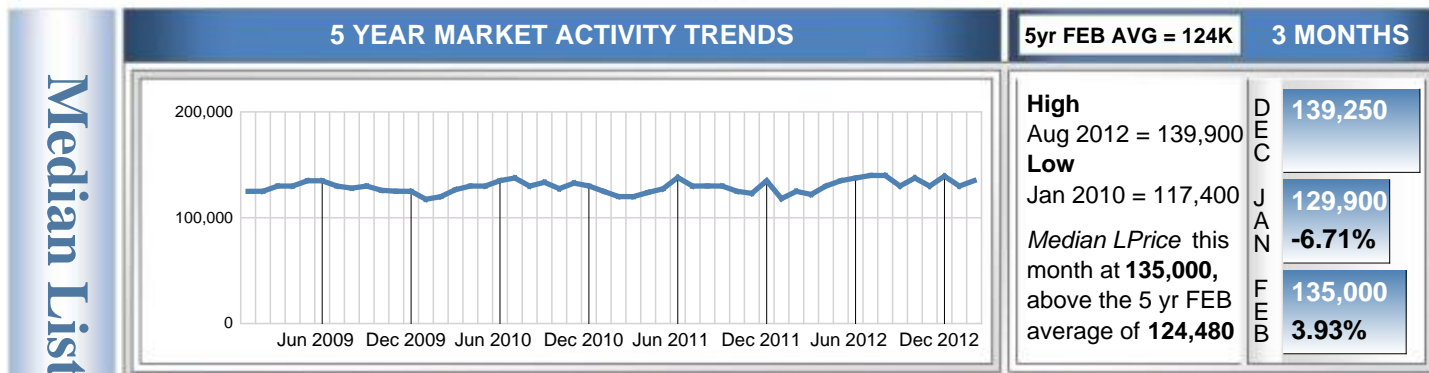
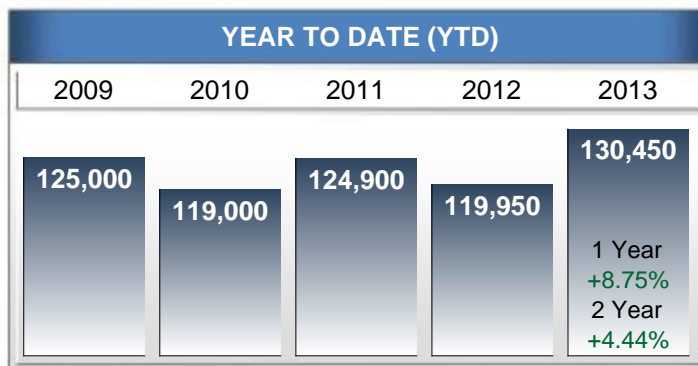
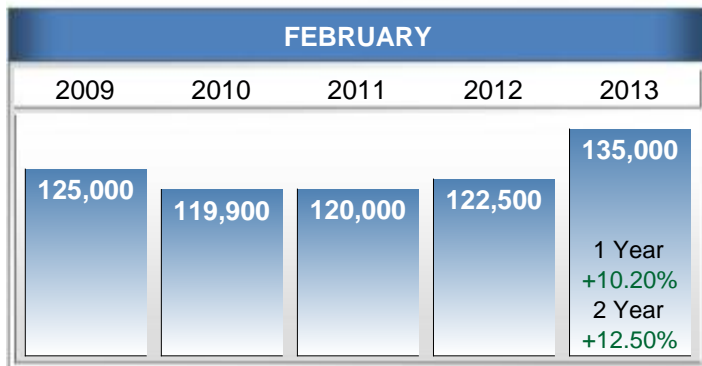
Closed Sales as of Mar 12, 2013



### Median List Price at Closing

Report Produced on: Mar 12, 2013

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



Median List Price

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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	52		6.57%	21,000	21,000	21,450	20,500	0
\$30,001 \$60,000	86		10.86%	45,900	45,000	45,791	56,000	0
\$60,001 \$100,000	140		17.68%	78,900	72,000	79,700	84,900	0
\$100,001 \$150,000	188		23.74%	129,450	129,450	128,200	129,900	149,900
\$150,001 \$210,000	135		17.05%	174,500	175,000	177,500	169,000	158,700
\$210,001 \$290,000	103		13.01%	245,000	238,000	248,000	245,000	249,900
\$290,001 and up	88		11.11%	389,700	324,950	377,250	386,750	454,750
Median List Price:	\$135,000				\$67,000	\$120,500	\$225,000	\$380,850
Total Closed Units:	792				137	416	215	24
Total List Volume:	132,572,491				12.20M	58.37M	51.83M	10.17M





# Monthly Inventory Analysis

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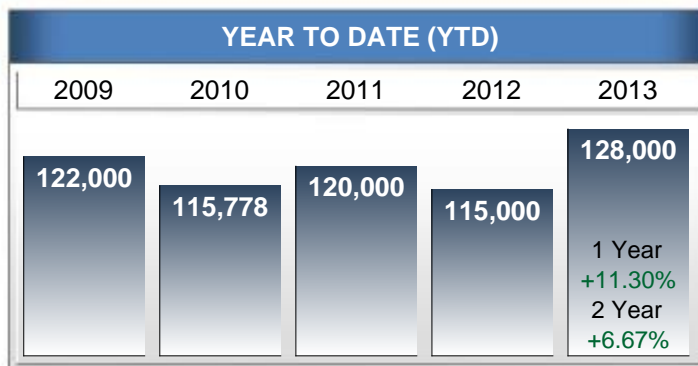
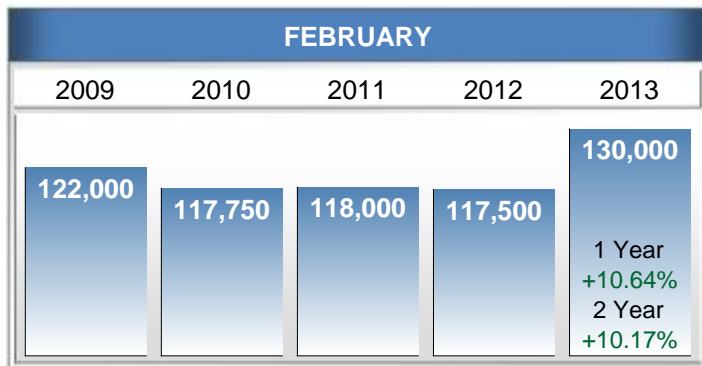
Closed Sales as of Mar 12, 2013



### Median Sold Price at Closing

Report Produced on: Mar 12, 2013

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	62		7.83%	23,500	21,250	25,000	22,756	0
\$30,001 \$60,000	95		11.99%	49,206	49,206	48,500	55,000	0
\$60,001 \$100,000	136		17.17%	80,000	73,500	82,500	82,100	0
\$100,001 \$150,000	191		24.12%	128,000	132,250	127,900	131,000	138,950
\$150,001 \$210,000	121		15.28%	174,500	175,750	176,500	167,000	182,500
\$210,001 \$290,000	105		13.26%	240,445	235,223	237,500	242,500	255,000
\$290,001 and up	82		10.35%	375,000	306,000	370,000	370,000	440,000
Median Closed Price:	\$130,000				\$59,900	\$116,000	\$215,000	\$349,250
Total Closed Units:	792				137	416	215	24
Total Closed Volume:	126,670,950				11.46M	55.78M	49.84M	9.59M



# Monthly Inventory Analysis

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## February 2013

Closed Sales as of Mar 12, 2013



### Median Percent of List Price to Selling Price

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Median List/Sell Price

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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	62	7.83%	94.41%	99.33%	92.96%	110.25%	0.00%
\$30,001 \$60,000	95	11.99%	93.18%	93.75%	93.18%	91.67%	0.00%
\$60,001 \$100,000	136	17.17%	95.72%	93.40%	96.81%	94.23%	0.00%
\$100,001 \$150,000	191	24.12%	97.65%	96.66%	97.65%	98.88%	91.91%
\$150,001 \$210,000	121	15.28%	98.81%	99.38%	98.66%	98.86%	94.75%
\$210,001 \$290,000	105	13.26%	97.66%	96.16%	97.83%	97.66%	97.83%
\$290,001 and up	82	10.35%	95.95%	94.15%	94.87%	96.73%	95.45%
Median List/Sell Ratio:	96.92%			95.00%	97.26%	97.40%	95.47%
Total Closed Units:	792			137	416	215	24
Total Closed Volume:	126,670,950			11.46M	55.78M	49.84M	9.59M



# Monthly Inventory Analysis

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## February 2013

Inventory as of Mar 12, 2013



### 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 **995** Sales/Month

**Active Inventory** as of February 28, 2013 = **7,370**

	FEBRUARY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	707	792	12.02%	1,388	1,512	8.93%
Pending Sales	943	1,229	30.33%	1,854	2,286	23.30%
New Listings	2,151	2,165	0.65%	4,748	4,406	-7.20%
Median List Price	122,500	135,000	10.20%	119,950	130,450	8.75%
Median Sale Price	117,500	130,000	10.64%	115,000	128,000	11.30%
Median Percent of List Price to Selling Price	96.77%	96.92%	0.15%	96.60%	96.99%	0.40%
Median Days on Market to Sale	55.00	47.00	-14.55%	53.00	48.00	-9.43%
Monthly Inventory	9,188	7,370	-19.79%	9,188	7,370	-19.79%
Months Supply of Inventory	10.65	7.40	-30.48%	10.65	7.40	-30.48%

