



March 2013

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

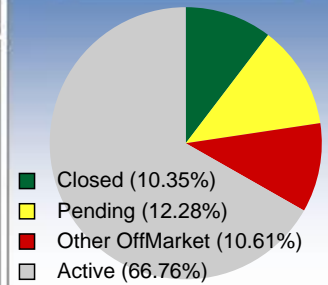


Absorption: Last 12 months, an Average of **1,002** Sales/Month

Active Inventory as of March 31, 2013 = **7,313**

	MARCH		
	2012	2013	+/- %
Closed Listings	996	1,134	13.86%
Pending Listings	1,099	1,345	22.38%
New Listings	2,727	2,335	-14.37%
Average List Price	156,894	174,826	11.43%
Average Sale Price	149,560	168,871	12.91%
Average Percent of List Price to Selling Price	95.24%	97.76%	2.65%
Average Days on Market to Sale	64.94	58.90	-9.30%
End of Month Inventory	9,288	7,313	-21.26%
Months Supply of Inventory	10.47	7.30	-30.27%

Market Activity



Report Produced on: Apr 12, 2013

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 March 2013 decreased **21.26%** to 7,313 existing homes available for sale. Over the last 12 months this area has had an average of 1,002 closed sales per month. This represents an unsold inventory index of **7.30** 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 **12.91%** in March 2013 to \$168,871 versus the previous year at \$149,560.

Average Days on Market Shortens

The average number of **58.90** days that homes spent on the market before selling decreased by 6.04 days or **9.30%** in March 2013 compared to last year's same month at **64.94** DOM.

Sales Success for March 2013 is Positive

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

There were 2,335 New Listings in March 2013, down **14.37%** from last year at 2,727. Furthermore, there were 1,134 Closed Listings this month versus last year at 996, a **13.86%** increase.

Closed versus Listed trends yielded a **48.6%** ratio, up from last year's March 2013 at **36.5%**, a **32.97%** 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®

March 2013

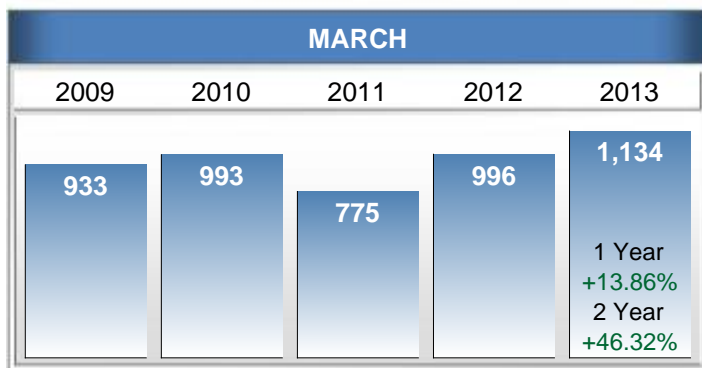
Closed Sales as of Apr 12, 2013



Closed Listings

Report Produced on: Apr 12, 2013

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	68	6.00%	48.3	51	14	2	1		
\$25,001 - \$75,000	189	16.67%	55.3	58	110	19	2		
\$75,001 - \$100,000	117	10.32%	53.4	23	80	13	1		
\$100,001 - \$150,000	283	24.96%	59.8	24	217	41	1		
\$150,001 - \$200,000	206	18.17%	62.6	14	117	70	5		
\$200,001 - \$300,000	158	13.93%	61.4	4	62	82	10		
\$300,001 and up	113	9.96%	64.5	7	27	60	19		
Total Closed Units:				1,134	58.9	181	627	287	39
Total Closed Volume:				191,499,515		17.37M	87.74M	68.28M	18.11M
Average Closed Price:				\$168,871		\$95,981	\$139,930	\$237,900	\$464,452



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

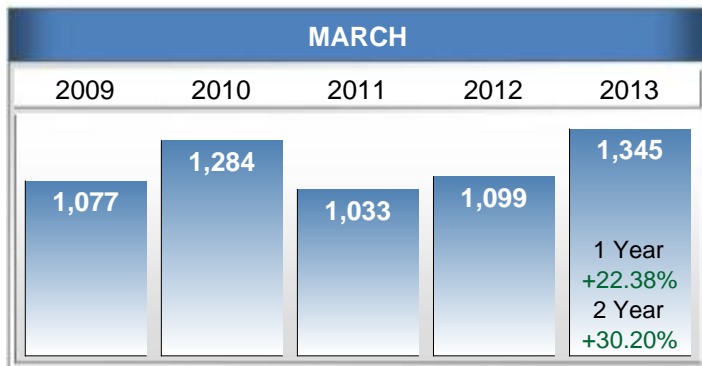
Pending Listings as of Apr 12, 2013



Pending Listings

Report Produced on: Apr 12, 2013

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



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	71	5.28%	44.1	38	27	4	2		
\$25,001 - \$75,000	202	15.02%	52.9	83	98	17	4		
\$75,001 - \$100,000	114	8.48%	66.0	17	86	11	0		
\$100,001 - \$150,000	373	27.73%	52.0	27	291	51	4		
\$150,001 - \$200,000	242	17.99%	52.9	8	163	65	6		
\$200,001 - \$275,000	180	13.38%	48.7	6	74	90	10		
\$275,001 and up	163	12.12%	61.5	11	34	92	26		
Total Pending Units:				1,345	54.5	190	773	330	52
Total Pending Volume:				235,908,629		20.94M	109.57M	83.20M	22.20M
Average Listing Price:				\$181,180		\$110,235	\$141,748	\$252,113	\$426,839



Monthly Inventory Analysis

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March 2013

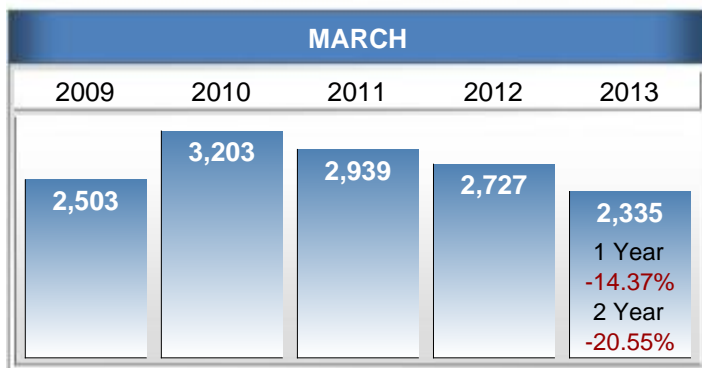
New Listings as of Apr 12, 2013



New Listings

Report Produced on: Apr 12, 2013

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



New Listings
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5yr MAR AVG = 2,741 **3 MONTHS**

High
Mar 2010 = 3,203

Low
Dec 2012 = 1,427

New Listings this month at **2,335**, below the 5 yr MAR average of **2,741**

JAN	2,239
FEB	2,163
MAR	2,335
7.95%	

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	171	7.32%	143	27	1	0
\$25,001 \$50,000	191	8.18%	126	53	9	3
\$50,001 \$100,000	431	18.46%	201	203	23	4
\$100,001 \$150,000	511	21.88%	69	370	70	2
\$150,001 \$225,000	469	20.09%	38	256	163	12
\$225,001 \$350,000	323	13.83%	33	103	165	22
\$350,001 and up	239	10.24%	36	37	108	58
Total New Listed Units:			646	1049	539	101
Total New Listed Volume:			102.24M	160.02M	154.40M	52.92M
Average New Listed Listing Price:			\$158,268	\$152,542	\$286,448	\$523,969



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

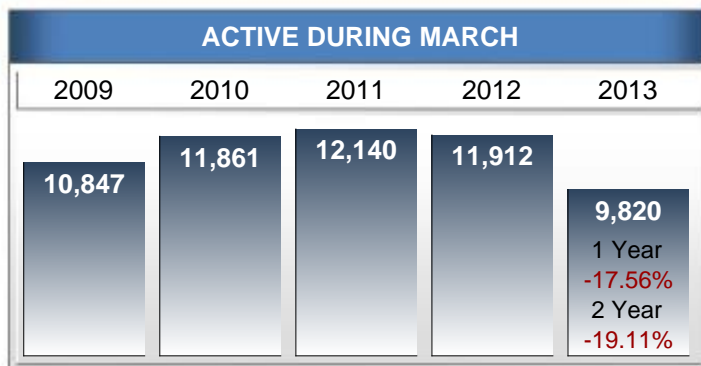
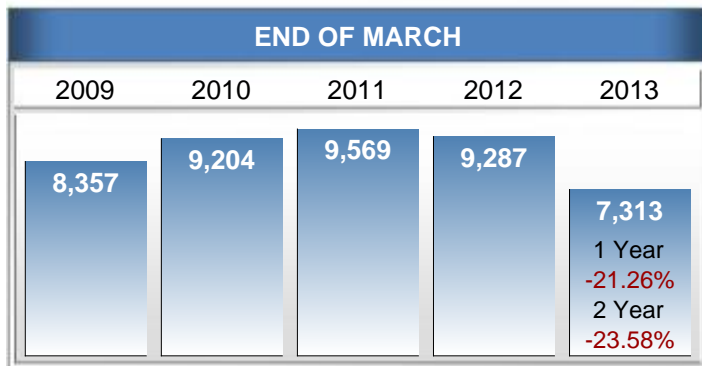
Active Inventory as of Apr 12, 2013



Active Inventory

Report Produced on: Apr 12, 2013

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



Active Inventory

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5yr MAR AVG = 8,746	3 MONTHS
High Aug 2010 = 11,131	JAN 7,769
Low Mar 2013 = 7,313	FEB 7,485
<i>Inventory</i> this month at 7,313 , below the 5 yr MAR average of 8,746	MAR 7,313 -2.30%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	614	8.40%	82.5	565	47	2	0		
\$25,001 \$50,000	967	13.22%	82.8	772	156	36	3		
\$50,001 \$75,000	762	10.42%	74.6	438	292	27	5		
\$75,001 \$150,000	2,054	28.09%	73.4	517	1,316	207	14		
\$150,001 \$225,000	1,228	16.79%	68.7	165	623	401	39		
\$225,001 \$375,000	895	12.24%	69.3	106	238	466	85		
\$375,001 and up	793	10.84%	78.5	154	119	311	209		
Total Active Inventory by Units:				7,313	74.8	2,717	2,791	1,450	355
Total Active Inventory by Volume:				1,551,005,615		455.92M	433.28M	434.73M	227.07M
Average Active Inventory Listing Price:				\$212,089		\$167,804	\$155,241	\$299,816	\$639,635



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

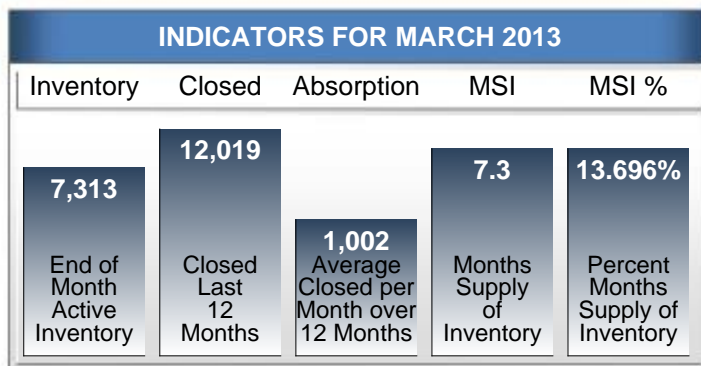
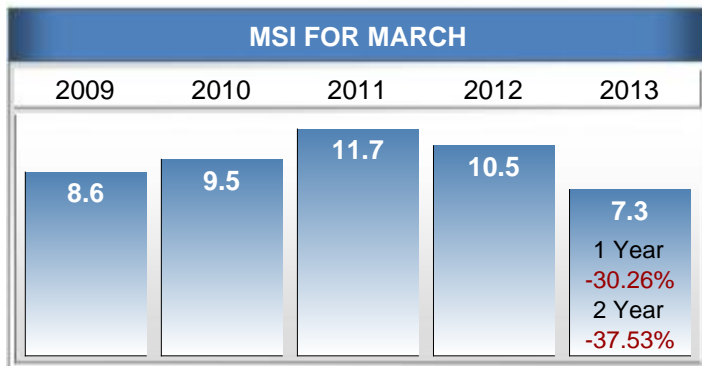
Active Inventory as of Apr 12, 2013



Months Supply of Inventory

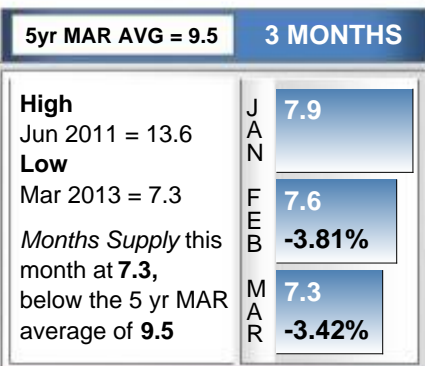
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	332	4.54%	8.3	10.4	3.7	0.6	0.0	
\$20,001 \$50,000	1,249	17.08%	11.8	22.3	3.2	6.1	3.0	
\$50,001 \$80,000	952	13.02%	8.3	16.2	5.4	4.0	7.5	
\$80,001 \$150,000	1,864	25.49%	5.5	11.7	4.9	3.9	6.2	
\$150,001 \$230,000	1,274	17.42%	5.9	13.3	5.6	5.2	5.9	
\$230,001 \$390,000	902	12.33%	6.6	27.9	5.9	5.8	6.4	
\$390,001 and up	740	10.12%	14.4	60.0	11.9	10.8	15.0	
MSI:			7.3	16.6	5.1	5.7	9.2	
Total Active Inventory:			7,313	2,717	2,791	1,450	355	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

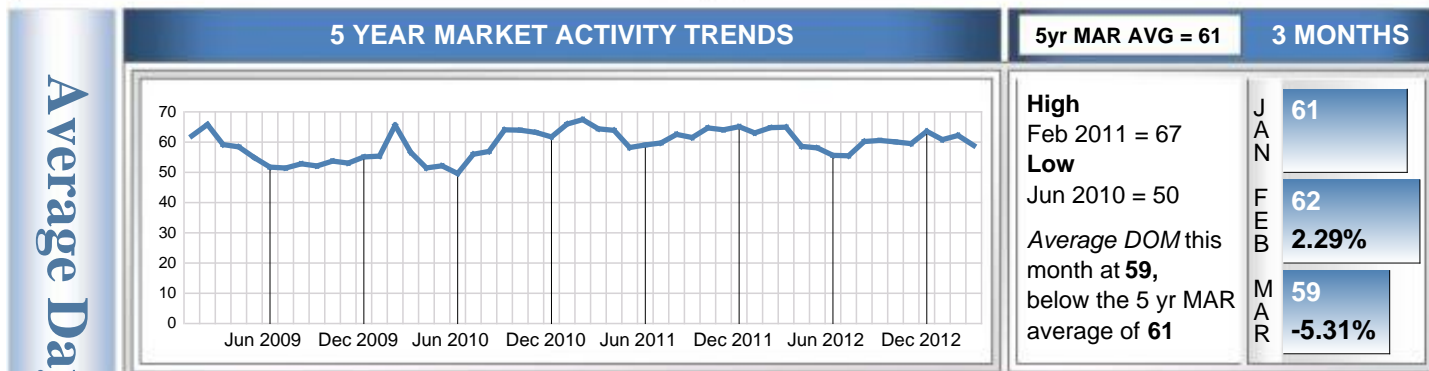
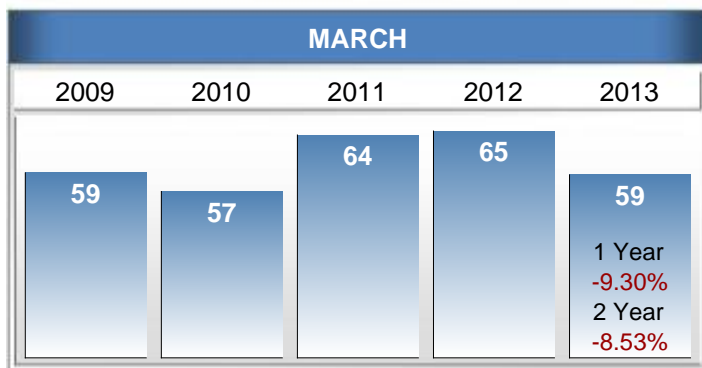
Closed Sales as of Apr 12, 2013



Average Days on Market to Sale

Report Produced on: Apr 12, 2013

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	68	6.00%	48.3	53.5	27.7	67.0	36.0
\$25,001 - \$75,000	189	16.67%	55.3	58.1	53.4	56.6	72.0
\$75,001 - \$100,000	117	10.32%	53.4	68.3	52.4	34.5	34.0
\$100,001 - \$150,000	283	24.96%	59.8	44.1	58.1	77.1	95.0
\$150,001 - \$200,000	206	18.17%	62.6	72.4	57.7	67.4	82.8
\$200,001 - \$300,000	158	13.93%	61.4	96.5	53.8	61.8	91.9
\$300,001 and up	113	9.96%	64.5	85.1	63.4	54.7	89.1
Average Closed DOM: 58.9				59.2	55.6	62.3	85.5
Total Closed Units: 1,134				181	627	287	39
Total Closed Volume: 191,499,515				17.37M	87.74M	68.28M	18.11M



Monthly Inventory Analysis

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March 2013

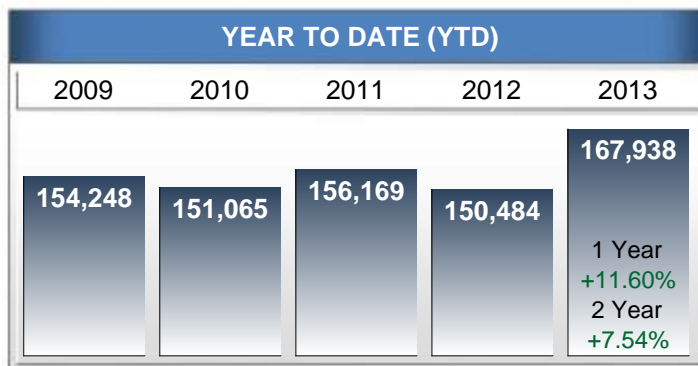
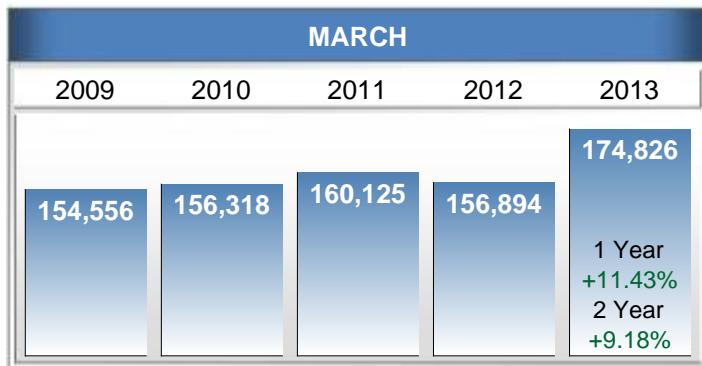
Closed Sales as of Apr 12, 2013



Average List Price at Closing

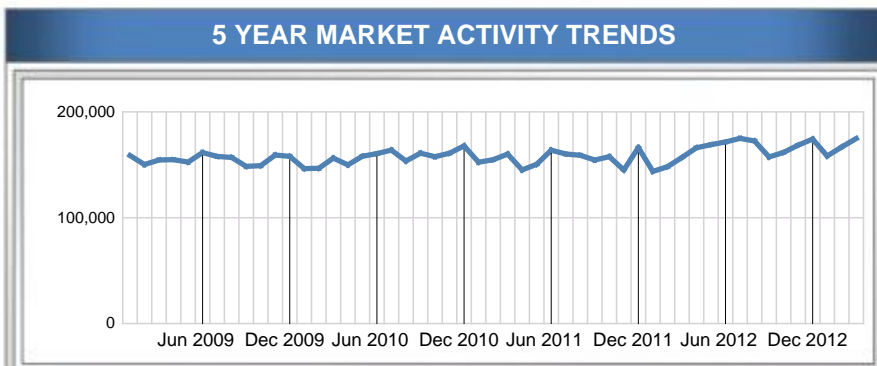
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

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5yr MAR AVG = 161K	3 MONTHS										
High Jul 2012 = 174,963 Low Jan 2012 = 143,759 <i>Average LPrice this month at 174,826, above the 5 yr MAR average of 160,544</i>	<table border="1"> <tr> <td>JAN</td> <td>158,332</td> </tr> <tr> <td>FEB</td> <td>166,817</td> </tr> <tr> <td>MAR</td> <td>174,826</td> </tr> <tr> <td colspan="2">5.36%</td> </tr> <tr> <td colspan="2">4.80%</td> </tr> </table>	JAN	158,332	FEB	166,817	MAR	174,826	5.36%		4.80%	
JAN	158,332										
FEB	166,817										
MAR	174,826										
5.36%											
4.80%											

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	66	5.82%	16,328	16,640	19,606	21,450	19,900
\$25,001 - \$75,000	181	15.96%	52,044	52,495	55,515	52,734	47,450
\$75,001 - \$100,000	121	10.67%	89,645	93,117	90,658	89,569	83,500
\$100,001 - \$150,000	277	24.43%	129,166	129,325	130,123	135,244	120,200
\$150,001 - \$200,000	212	18.69%	175,314	187,310	176,175	176,792	180,920
\$200,001 - \$300,000	158	13.93%	244,755	260,500	241,278	252,238	253,150
\$300,001 and up	119	10.49%	548,667	826,071	475,544	496,781	790,026
Average List Price: \$174,826				\$102,683	\$143,990	\$246,063	\$481,156
Total Closed Units: 1,134				181	627	287	39
Total List Volume: 198,252,830				18.59M	90.28M	70.62M	18.77M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

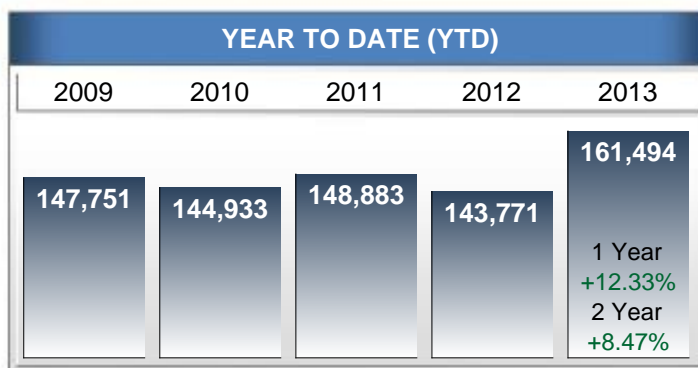
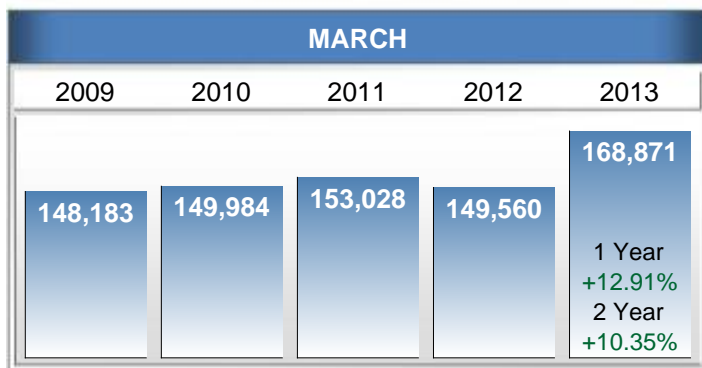
Closed Sales as of Apr 12, 2013



Average Sold Price at Closing

Report Produced on: Apr 12, 2013

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	68	6.00%	16,220	15,696	17,536	20,500	16,000
\$25,001 - \$75,000	189	16.67%	50,817	47,540	52,427	52,118	44,950
\$75,001 - \$100,000	117	10.32%	87,669	88,413	87,490	88,316	76,500
\$100,001 - \$150,000	283	24.96%	127,900	124,604	127,444	132,681	110,000
\$150,001 - \$200,000	206	18.17%	173,526	175,378	173,257	173,130	180,168
\$200,001 - \$300,000	158	13.93%	242,475	238,875	235,394	247,179	249,240
\$300,001 and up	113	9.96%	533,465	768,571	451,973	471,172	759,368
Average Closed Price:	\$168,871			\$95,981	\$139,930	\$237,900	\$464,452
Total Closed Units:	1,134			181	627	287	39
Total Closed Volume:	191,499,515			17.37M	87.74M	68.28M	18.11M



Monthly Inventory Analysis

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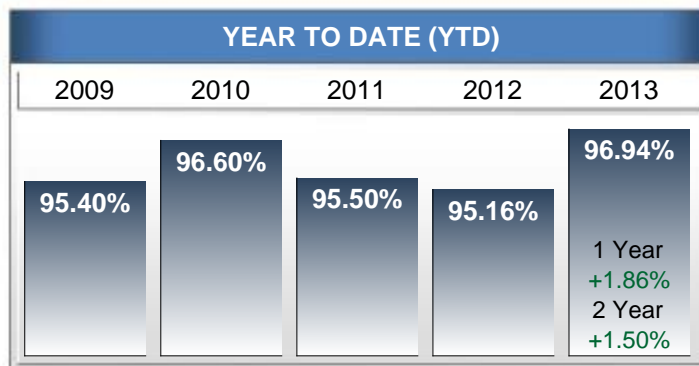
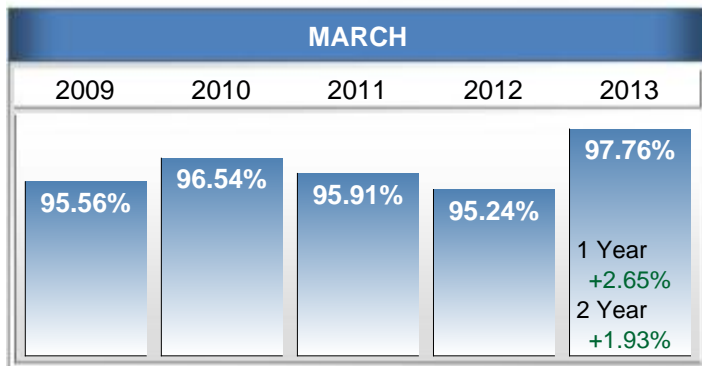
Closed Sales as of Apr 12, 2013



Average Percent of List Price to Selling Price

Report Produced on: Apr 12, 2013

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



5yr MAR AVG=96.20%		3 MONTHS	
High	Jul 2010 = 98.73%	JAN	96.30%
Low	Jan 2012 = 94.68%	FEB	96.34%
Average List/Sell this month at 97.76% , above the 5 yr MAR average of 96.20%		MAR	97.76%
			1.48%

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	68	6.00%	98.35%	100.58%	91.86%	95.85%	80.40%
\$25,001 - \$75,000	189	16.67%	98.37%	91.71%	95.65%	134.77%	95.00%
\$75,001 - \$100,000	117	10.32%	97.04%	95.23%	97.07%	100.55%	91.62%
\$100,001 - \$150,000	283	24.96%	98.04%	97.35%	98.07%	98.48%	91.51%
\$150,001 - \$200,000	206	18.17%	98.06%	94.27%	98.51%	97.95%	99.78%
\$200,001 - \$300,000	158	13.93%	97.79%	92.01%	97.71%	98.04%	98.53%
\$300,001 and up	113	9.96%	95.85%	90.89%	95.25%	96.04%	97.91%
Average List/Sell Ratio: 97.80%				95.58%	97.30%	100.19%	97.39%
Total Closed Units: 1,134				181	627	287	39
Total Closed Volume: 191,499,515				17.37M	87.74M	68.28M	18.11M



Monthly Inventory Analysis

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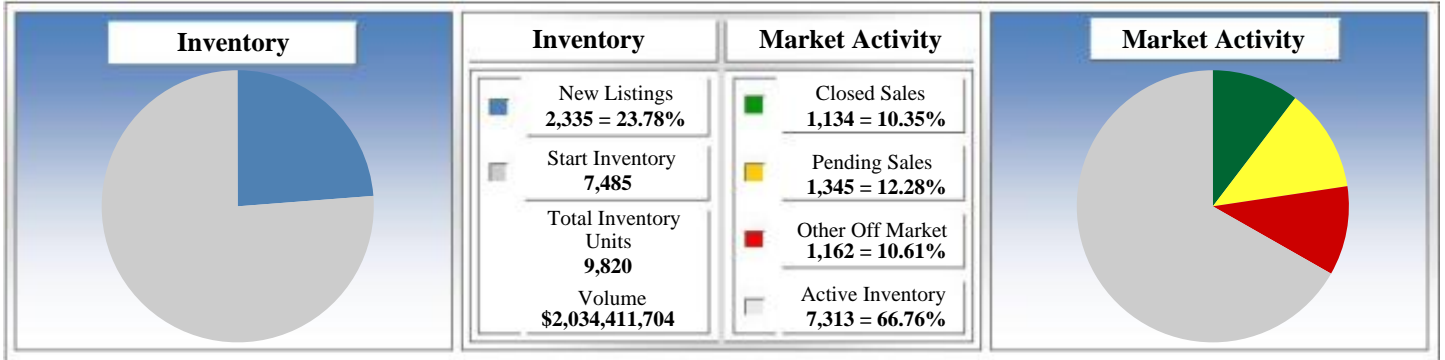
Inventory as of Apr 12, 2013



Market Summary

Report Produced on: Apr 12, 2013

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



Absorption: Last 12 months, an Average of **1,002** Sales/Month

Active Inventory as of March 31, 2013 = **7,313**

	MARCH			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	996	1,134	13.86%	2,457	2,653	7.98%
Pending Sales	1,099	1,345	22.38%	2,994	3,556	18.77%
New Listings	2,727	2,335	-14.37%	7,565	6,737	-10.95%
Average List Price	156,894	174,826	11.43%	150,484	167,938	11.60%
Average Sale Price	149,560	168,871	12.91%	143,771	161,494	12.33%
Average Percent of List Price to Selling Price	95.24%	97.76%	2.65%	95.16%	96.94%	1.86%
Average Days on Market to Sale	64.94	58.90	-9.30%	64.36	60.42	-6.13%
Monthly Inventory	9,288	7,313	-21.26%	9,288	7,313	-21.26%
Months Supply of Inventory	10.47	7.30	-30.27%	10.47	7.30	-30.27%

