



# March 2013

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

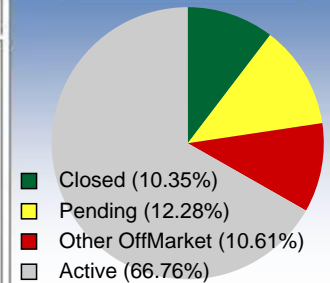


**Absorption:** Last 12 months, an Average of **1,002** Sales/Month

**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%
Median List Price	121,950	139,900	14.72%
Median Sale Price	118,000	136,000	15.25%
Median Percent of List Price to Selling Price	96.92%	97.81%	0.92%
Median Days on Market to Sale	53.00	43.00	-18.87%
End of Month Inventory	9,288	7,313	-21.26%
Months Supply of Inventory	10.47	7.30	-30.27%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Apr 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 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.

### 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 **15.25%** in March 2013 to \$136,000 versus the previous year at \$118,000.

### Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 10.00 days or **18.87%** in March 2013 compared to last year's same month at **53.00** DOM.

### Sales Success for March 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 2,335 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.

## 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## March 2013

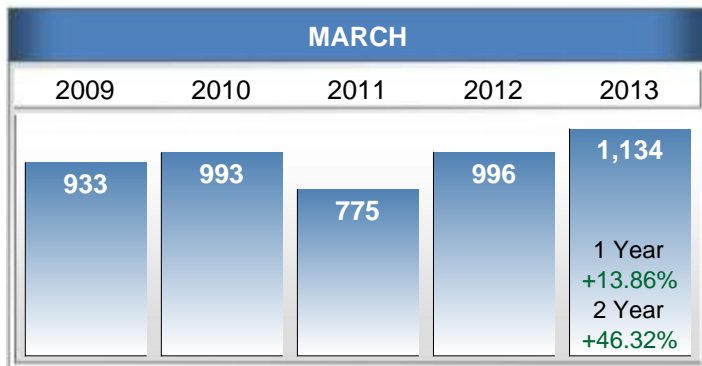
Closed Sales as of Apr 12, 2013



### Closed Listings

Report Produced on: Apr 12, 2013

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



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	87	7.67%	24.0	61	20	5	1	
\$30,001 - \$70,000	147	12.96%	36.0	40	92	13	2	
\$70,001 - \$110,000	183	16.14%	35.0	40	121	20	2	
\$110,001 - \$150,000	240	21.16%	50.0	15	188	37	0	
\$150,001 - \$200,000	206	18.17%	47.5	14	117	70	5	
\$200,001 - \$300,000	158	13.93%	46.0	4	62	82	10	
\$300,001 and up	113	9.96%	48.0	7	27	60	19	
Total Closed Units: 1,134				43.0	181	627	287	39
Total Closed Volume: 191,499,515					17.37M	87.74M	68.28M	18.11M
Median Closed Price: \$136,000					\$54,000	\$127,000	\$199,900	\$298,000

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2013

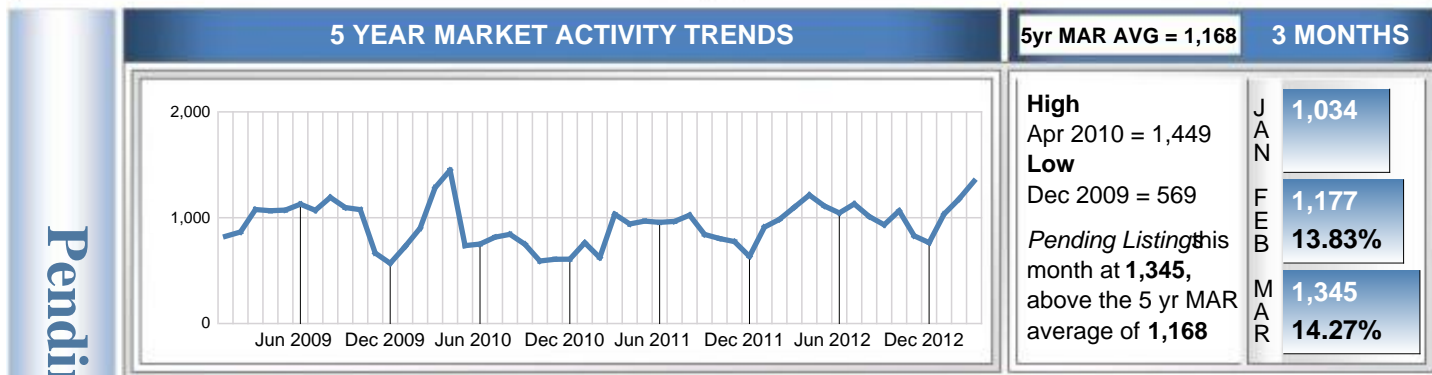
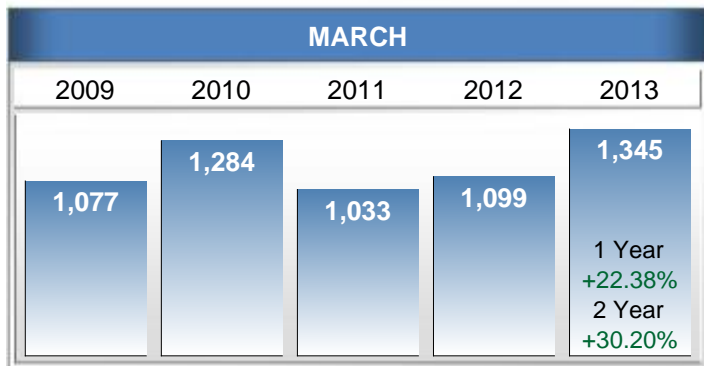
Pending Listings as of Apr 12, 2013



### Pending Listings

Report Produced on: Apr 12, 2013

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



Pending Listings

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	129	9.59%	28.0	71	47	9	2	
\$40,001 - \$80,000	176	13.09%	29.0	57	101	14	4	
\$80,001 - \$110,000	141	10.48%	44.0	14	110	17	0	
\$110,001 - \$160,000	376	27.96%	33.0	24	290	56	6	
\$160,001 - \$210,000	215	15.99%	30.0	8	137	63	7	
\$210,001 - \$290,000	173	12.86%	32.0	7	62	94	10	
\$290,001 and up	135	10.04%	44.0	9	26	77	23	
Total Pending Units: 1,345				34.0	190	773	330	52
Total Pending Volume: 235,908,629					20.94M	109.57M	83.20M	22.20M
Median Listing Price: \$139,900					\$59,000	\$132,500	\$215,000	\$273,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2013

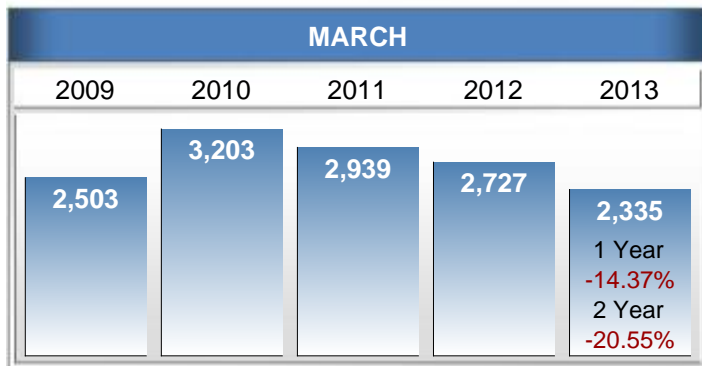
New Listings as of Apr 12, 2013



### New Listings

Report Produced on: Apr 12, 2013

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



New Listings

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

#### 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	216	9.25%	182	30	4	0
\$30,001 - \$70,000	313	13.40%	185	114	9	5
\$70,001 - \$110,000	343	14.69%	119	192	30	2
\$110,001 - \$160,000	516	22.10%	57	375	81	3
\$160,001 - \$230,000	405	17.34%	38	206	150	11
\$230,001 - \$350,000	303	12.98%	29	95	157	22
\$350,001 and up	239	10.24%	36	37	108	58
Total New Listed Units: 2,335			646	1049	539	101
Total New Listed Volume: 469,573,805			102.24M	160.02M	154.40M	52.92M
Median New Listed Listing Price: \$139,900			\$64,950	\$135,000	\$229,500	\$419,000





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2013

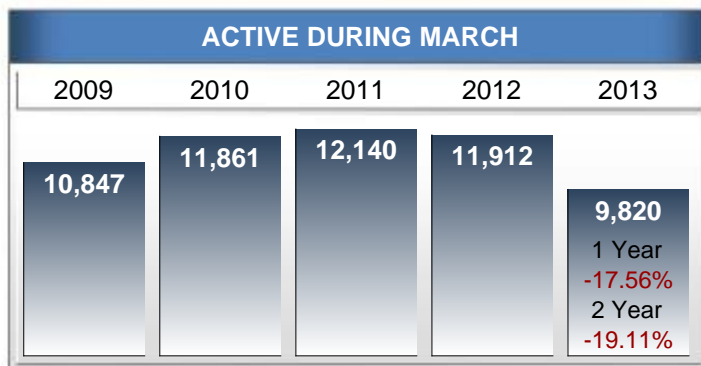
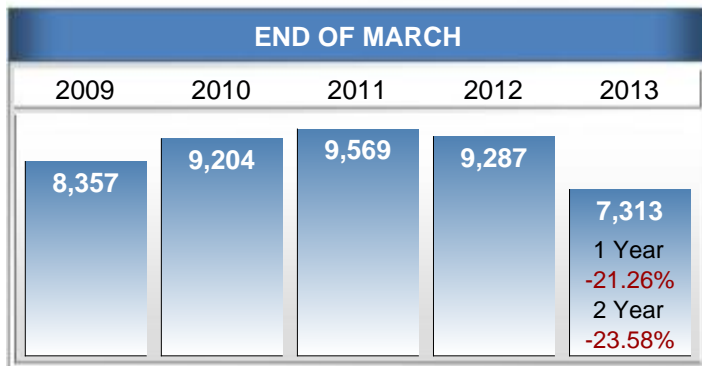
Active Inventory as of Apr 12, 2013



### Active Inventory

Report Produced on: Apr 12, 2013

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



Active Inventory

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



5yr MAR AVG = 8,746		3 MONTHS	
<b>High</b>	Aug 2010 = 11,131	JAN	7,769
<b>Low</b>	Mar 2013 = 7,313	FEB	7,485
<i>Inventory this month at 7,313, below the 5 yr MAR average of 8,746</i>		MAR	7,313
			-3.66%
			-2.30%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	332	4.54%	52.5	295	36	1	0		
\$20,001 \$50,000	1,249	17.08%	86.0	1,042	167	37	3		
\$50,001 \$80,000	952	13.02%	65.0	516	394	37	5		
\$80,001 \$150,000	1,864	25.49%	59.5	439	1,214	197	14		
\$150,001 \$230,000	1,274	17.42%	58.0	166	644	424	40		
\$230,001 \$390,000	902	12.33%	55.0	114	233	463	92		
\$390,001 and up	740	10.12%	68.0	145	103	291	201		
Total Active Inventory by Units:				7,313	63.0	2,717	2,791	1,450	355
Total Active Inventory by Volume:				1,551,005,615		455.92M	433.28M	434.73M	227.07M
Median Active Inventory Listing Price:				\$124,900		\$53,000	\$127,900	\$239,900	\$469,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2013

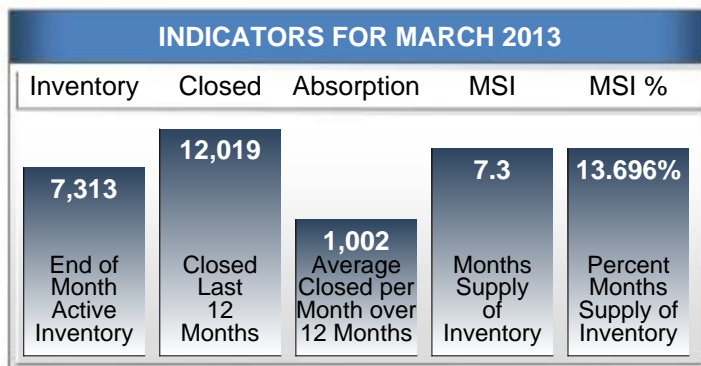
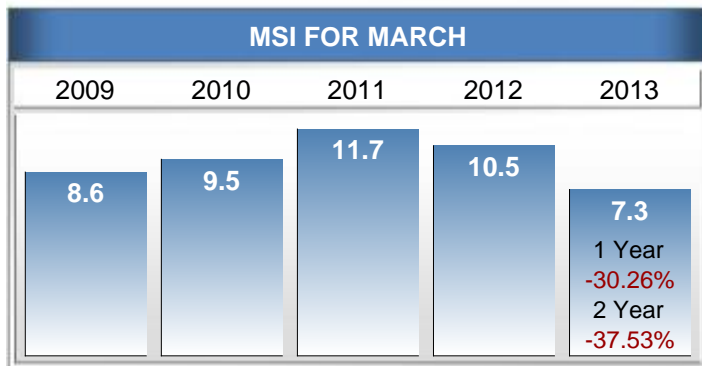
Active Inventory as of Apr 12, 2013



### Months Supply of Inventory

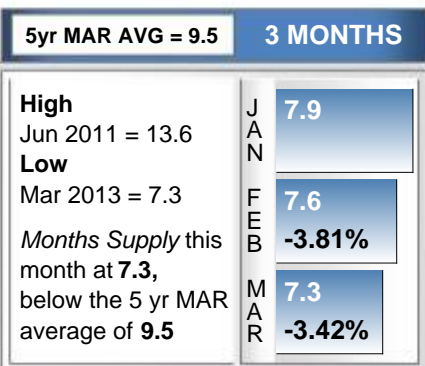
Report Produced on: Apr 12, 2013

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



Months Supply

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



#### 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

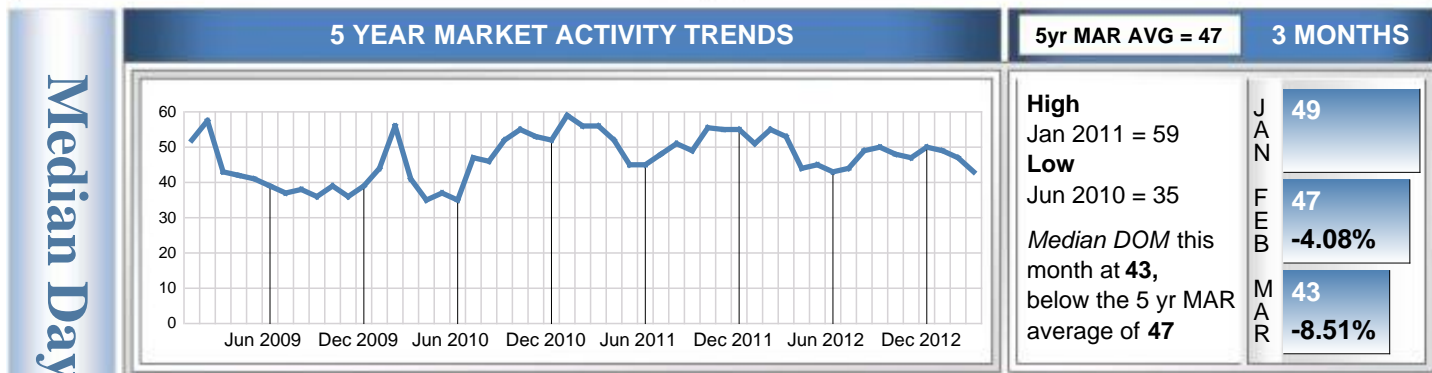
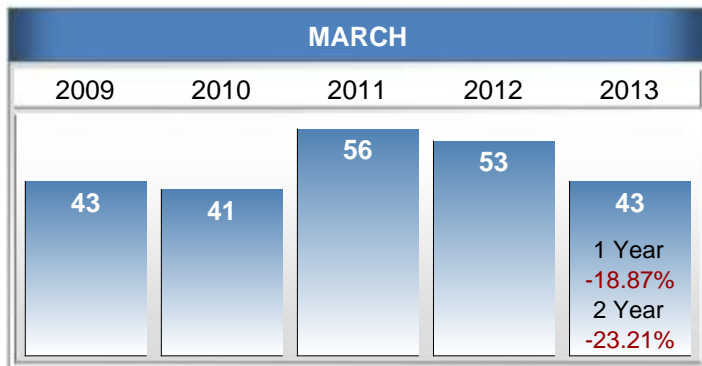
Closed Sales as of Apr 12, 2013



### Median Days on Market to Sale

Report Produced on: Apr 12, 2013

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



Median Days on Market

Ready to Buy or Sell Real Estate?  
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+
\$30,000 and less	87	7.67%	24.0	31.0	14.5	29.0	36.0
\$30,001 - \$70,000	147	12.96%	36.0	43.0	33.0	46.0	72.0
\$70,001 - \$110,000	183	16.14%	35.0	55.0	35.0	42.0	64.5
\$110,001 - \$150,000	240	21.16%	50.0	18.0	45.5	67.0	0.0
\$150,001 - \$200,000	206	18.17%	47.5	68.5	41.0	53.5	104.0
\$200,001 - \$300,000	158	13.93%	46.0	105.5	36.0	37.5	97.0
\$300,001 and up	113	9.96%	48.0	81.0	54.0	37.0	97.0
Median Closed DOM:	43.0			38.0	39.0	48.0	85.0
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

Data from the Greater Tulsa Association of REALTORS®

## March 2013

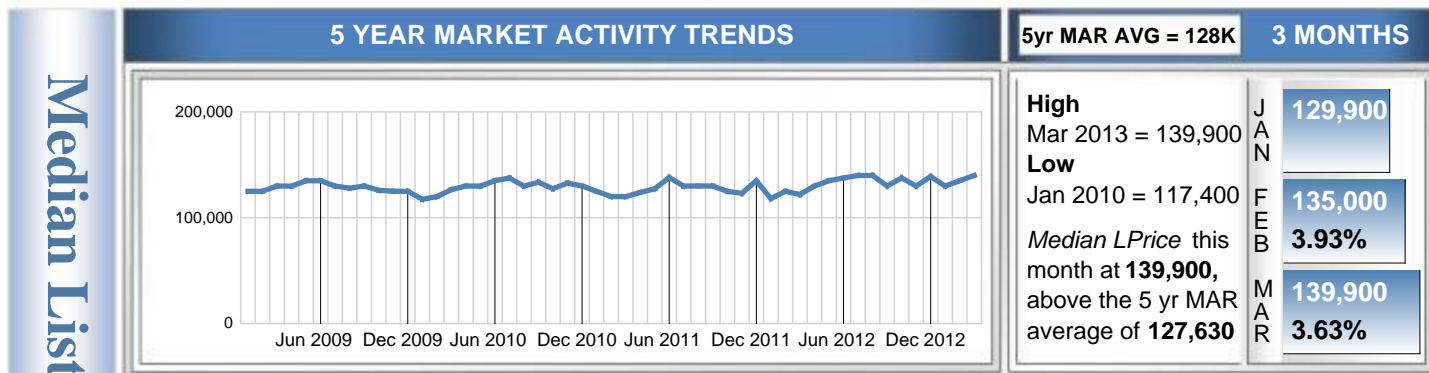
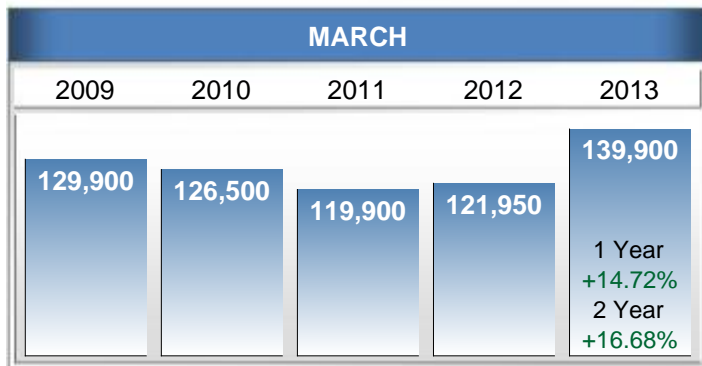
Closed Sales as of Apr 12, 2013



### Median List Price at Closing

Report Produced on: Apr 12, 2013

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



Median List Price

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

#### 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	82		7.23%	19,900	18,000	20,450	21,450	19,900
\$30,001 - \$70,000	145		12.79%	52,000	49,900	52,000	57,500	47,450
\$70,001 - \$110,000	179		15.78%	90,000	90,000	90,000	93,000	83,500
\$110,001 - \$150,000	239		21.08%	133,000	132,500	132,500	137,500	120,200
\$150,001 - \$200,000	212		18.69%	173,874	189,000	173,950	171,185	179,900
\$200,001 - \$300,000	158		13.93%	242,200	237,950	231,250	245,430	242,900
\$300,001 and up	119		10.49%	405,000	810,000	424,900	373,900	624,000
Median List Price:		\$139,900			\$59,000	\$129,900	\$200,000	\$305,000
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

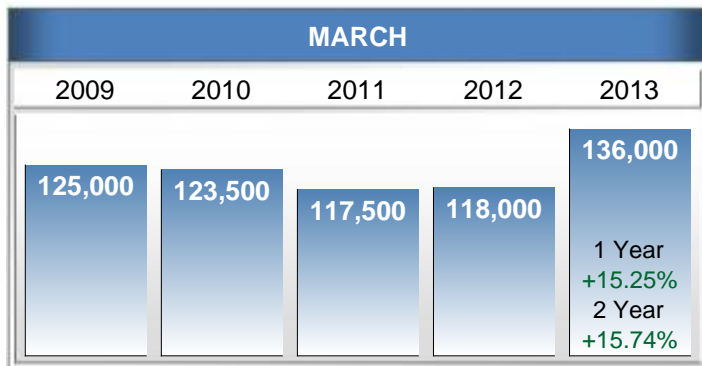
Closed Sales as of Apr 12, 2013



### Median Sold Price at Closing

Report Produced on: Apr 12, 2013

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



Median Sold Price

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

#### 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	87		7.67%	19,250	18,000	20,413	28,000	16,000
\$30,001 - \$70,000	147		12.96%	49,900	48,500	50,000	53,500	44,950
\$70,001 - \$110,000	183		16.14%	89,900	90,000	89,500	87,950	93,250
\$110,001 - \$150,000	240		21.16%	132,000	135,000	130,000	137,000	0
\$150,001 - \$200,000	206		18.17%	173,200	177,500	173,000	172,000	178,000
\$200,001 - \$300,000	158		13.93%	239,950	227,000	229,000	241,478	246,450
\$300,001 and up	113		9.96%	400,000	720,000	400,000	371,950	642,000
Median Closed Price:	\$136,000				\$54,000	\$127,000	\$199,900	\$298,000
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

Data from the Greater Tulsa Association of REALTORS®

## March 2013

Closed Sales as of Apr 12, 2013



### Median 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



**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+
\$30,000 and less	87	7.67%	96.03%	96.03%	96.11%	93.65%	80.40%
\$30,001 - \$70,000	147	12.96%	92.99%	90.40%	93.82%	95.71%	95.00%
\$70,001 - \$110,000	183	16.14%	97.02%	96.69%	97.36%	97.41%	91.57%
\$110,001 - \$150,000	240	21.16%	98.42%	97.40%	98.64%	98.04%	0.00%
\$150,001 - \$200,000	206	18.17%	98.36%	96.76%	98.81%	98.11%	98.94%
\$200,001 - \$300,000	158	13.93%	98.16%	94.38%	98.40%	98.11%	98.54%
\$300,001 and up	113	9.96%	97.10%	90.00%	95.96%	97.13%	97.66%
Median List/Sell Ratio:	97.81%			95.54%	98.21%	97.98%	97.70%
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

Data from the Greater Tulsa Association of REALTORS®

## March 2013

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%
Median List Price	121,950	139,900	14.72%	122,000	135,000	10.66%
Median Sale Price	118,000	136,000	15.25%	117,500	131,500	11.91%
Median Percent of List Price to Selling Price	96.92%	97.81%	0.92%	96.76%	97.37%	0.63%
Median Days on Market to Sale	53.00	43.00	-18.87%	53.00	47.00	-11.32%
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%

