



# September 2012

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

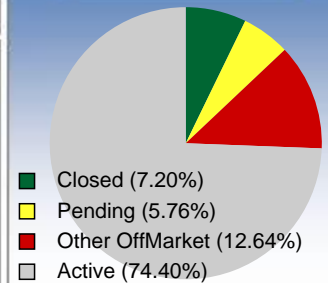


**Absorption:** Last 12 months, an Average of **939** Sales/Month

**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%
Median List Price	129,900	129,987	0.07%
Median Sale Price	123,500	127,000	2.83%
Median Percent of List Price to Selling Price	96.77%	97.21%	0.46%
Median Days on Market to Sale	49.00	50.00	2.04%
End of Month Inventory	10,435	9,310	-10.78%
Months Supply of Inventory	12.78	9.92	-22.41%

## Market Activity



Report Produced on: Oct 15, 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 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.

### 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 **2.83%** in September 2012 to \$127,000 versus the previous year at \$123,500.

### Median Days on Market Lengthens

The median number of **50.00** days that homes spent on the market before selling increased by 1.00 days or **2.04%** in September 2012 compared to last year's same month at **49.00** DOM.

### Sales Success for September 2012 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

## 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®

## September 2012

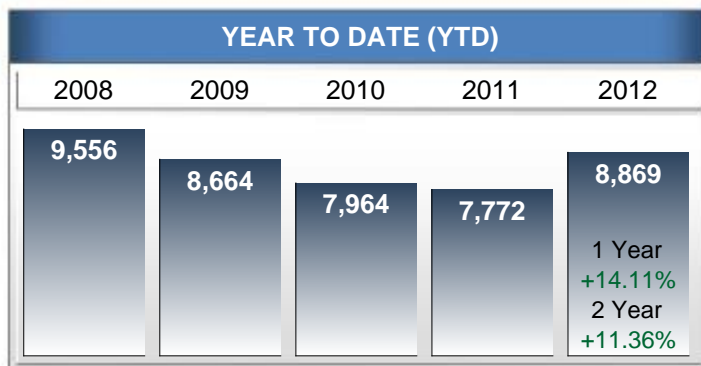
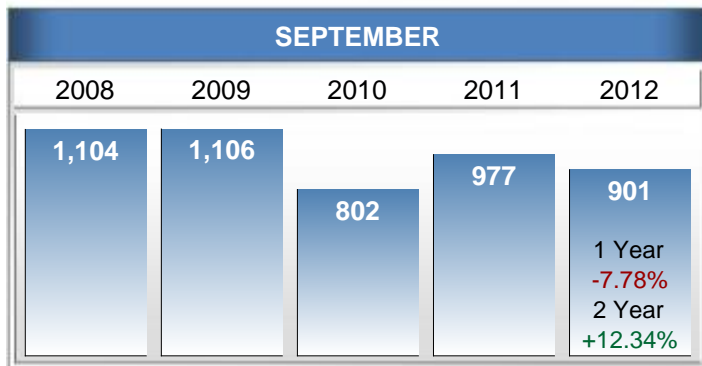
Closed Sales as of Oct 15, 2012



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	84	9.32%	44.5	49	29	6	0	
\$40,001 - \$70,000	104	11.54%	49.0	41	56	7	0	
\$70,001 - \$100,000	143	15.87%	42.0	31	101	10	1	
\$100,001 - \$140,000	190	21.09%	46.0	17	139	33	1	
\$140,001 - \$190,000	176	19.53%	62.0	6	112	57	1	
\$190,001 - \$270,000	108	11.99%	56.0	5	43	58	2	
\$270,001 and up	96	10.65%	55.5	3	26	50	17	
Total Closed Units: 901				50.0	152	506	221	22
Total Closed Volume: 136,734,646					11.95M	67.23M	48.29M	9.27M
Median Closed Price: \$127,000					\$55,000	\$121,750	\$188,500	\$324,900

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

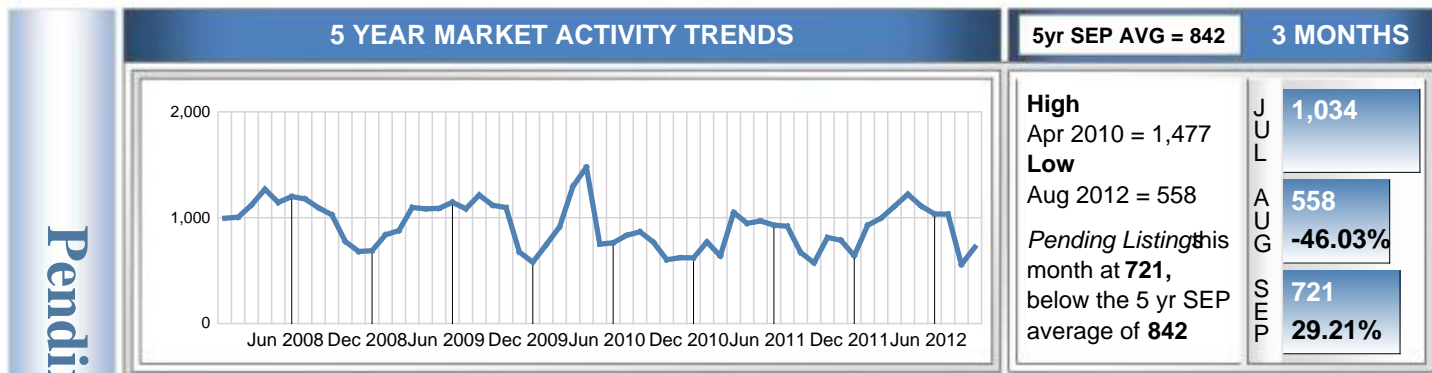
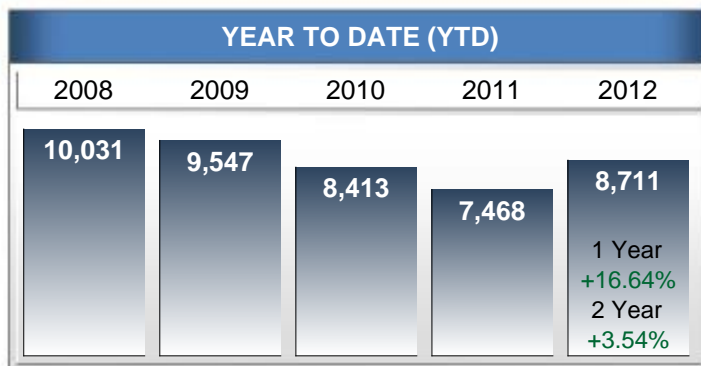
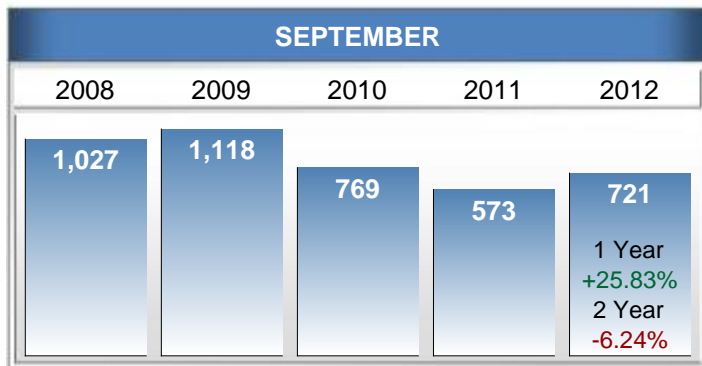
Pending Listings as of Oct 15, 2012



### Pending Listings

Report Produced on: Oct 15, 2012

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



**Pending Listings**  
  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	58	8.04%	28.0	33	22	3	0	
\$30,001 - \$60,000	77	10.68%	42.0	29	43	5	0	
\$60,001 - \$100,000	124	17.20%	44.0	33	78	12	1	
\$100,001 - \$150,000	181	25.10%	54.0	18	132	30	1	
\$150,001 - \$190,000	99	13.73%	44.0	6	72	20	1	
\$190,001 - \$270,000	100	13.87%	65.5	5	39	49	7	
\$270,001 and up	82	11.37%	51.5	5	22	45	10	
Total Pending Units: 721				48.0	129	408	164	20
Total Pending Volume: 111,281,879					11.62M	54.28M	38.42M	6.97M
Median Listing Price: \$132,000					\$64,900	\$129,350	\$207,450	\$284,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

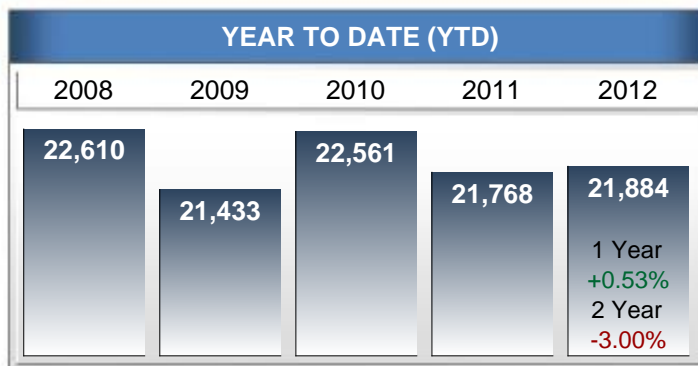
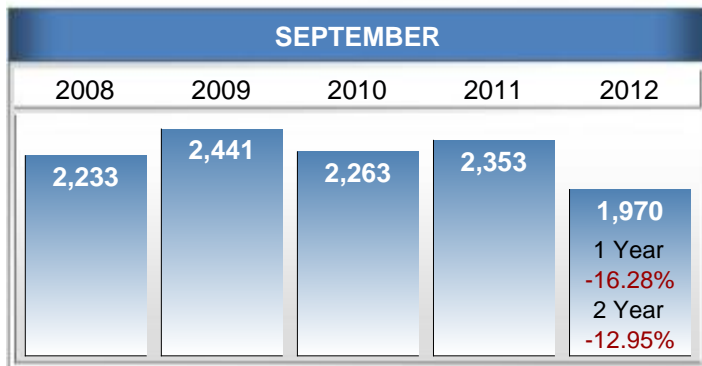
New Listings as of Oct 15, 2012



### New Listings

Report Produced on: Oct 15, 2012

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



New Listings

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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+	
\$30,000 and less	199	10.10%	163	31	4	1	
\$30,001 - \$60,000	193	9.80%	125	59	7	2	
\$60,001 - \$100,000	336	17.06%	135	183	16	2	
\$100,001 - \$160,000	469	23.81%	79	305	83	2	
\$160,001 - \$220,000	327	16.60%	31	172	116	8	
\$220,001 - \$350,000	246	12.49%	26	76	125	19	
\$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
Median New Listed Listing Price:			\$134,900	\$65,000	\$130,000	\$219,950	\$372,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

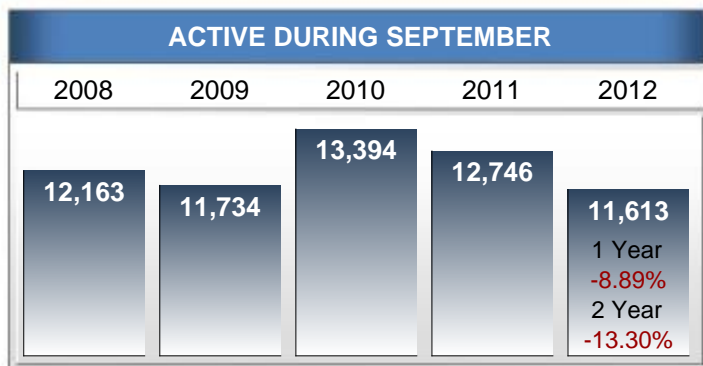
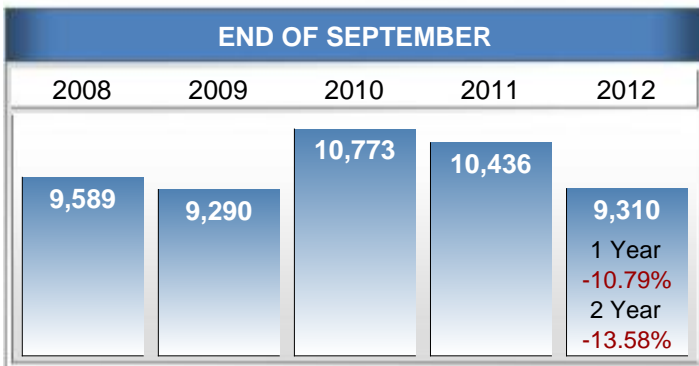
Active Inventory as of Oct 15, 2012



### Active Inventory

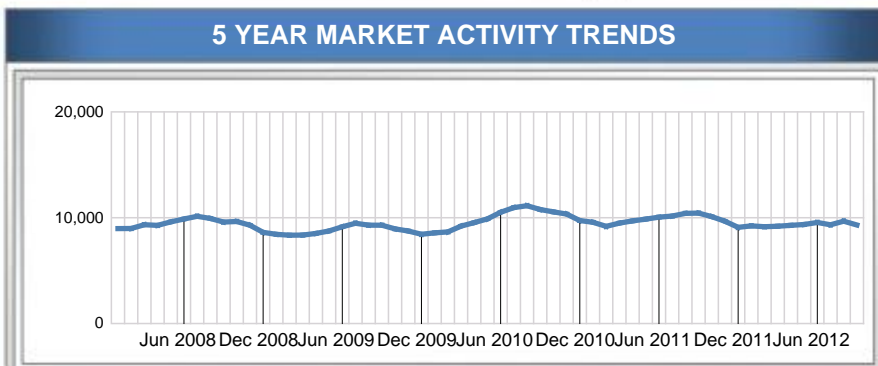
Report Produced on: Oct 15, 2012

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	
<b>High</b>	Aug 2010 = 11,132	JUL	9,330
<b>Low</b>	Feb 2009 = 8,345	AUG	9,672
Inventory this month at <b>9,310</b> , below the 5 yr SEP average of <b>9,880</b>		SEP	9,310
			<b>-3.74%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	529	5.68%	83.0	487	32	9	1		
\$20,001 \$50,000	1,448	15.55%	86.0	1,248	176	22	2		
\$50,001 \$80,000	1,233	13.24%	76.0	713	461	54	5		
\$80,001 \$150,000	2,461	26.43%	76.0	613	1,561	269	18		
\$150,001 \$220,000	1,469	15.78%	68.0	164	759	501	45		
\$220,001 \$360,000	1,227	13.18%	76.0	125	373	620	109		
\$360,001 and up	943	10.13%	84.0	153	139	423	228		
Total Active Inventory by Units:				9,310	77.0	3,503	3,501	1,898	408
Total Active Inventory by Volume:				1,963,565,572		601.59M	543.84M	568.77M	249.37M
Median Active Inventory Listing Price:				\$122,500		\$52,000	\$129,900	\$238,450	\$421,700



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

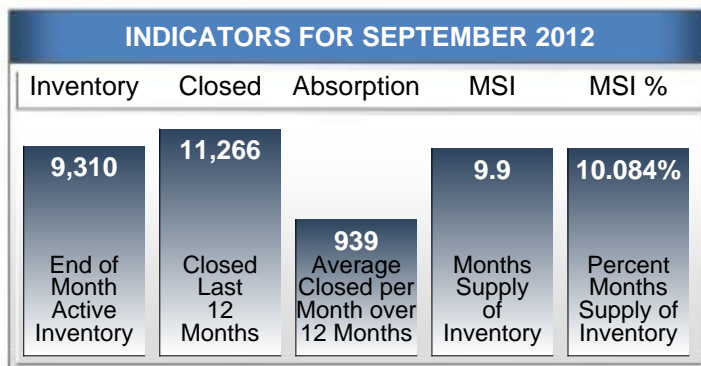
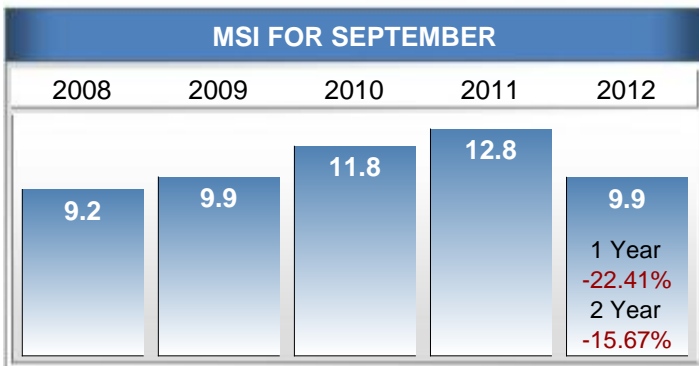
Active Inventory as of Oct 15, 2012



### Months Supply of Inventory

Report Produced on: Oct 15, 2012

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



Months Supply  
Ready to Buy or Sell Real Estate?  
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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

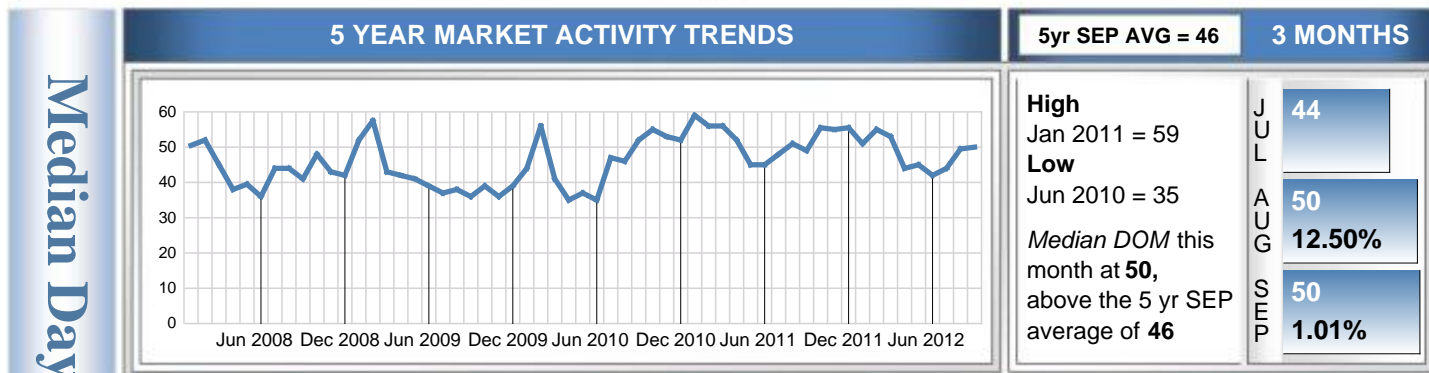
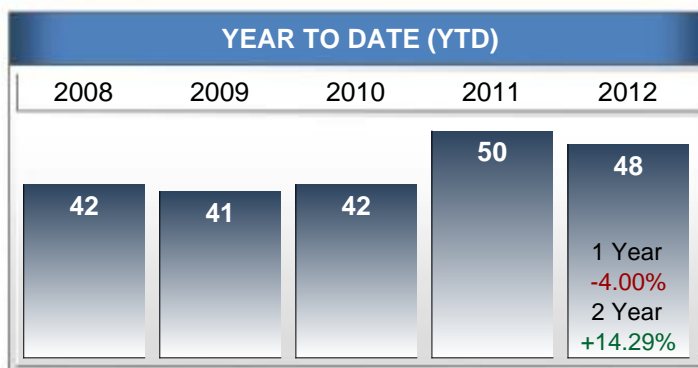
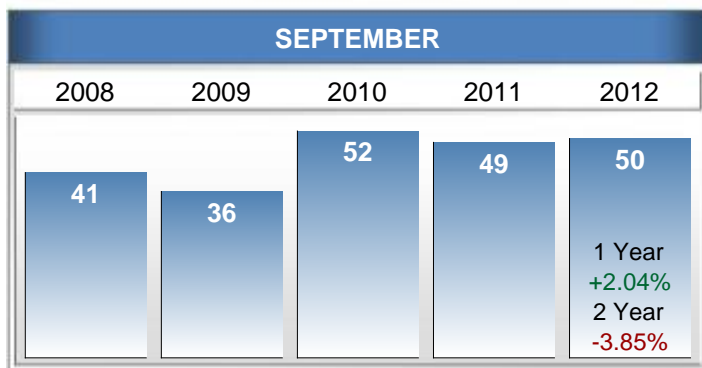
Closed Sales as of Oct 15, 2012



### Median Days on Market to Sale

Report Produced on: Oct 15, 2012

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+
\$40,000 and less	84	9.32%	44.5	38.0	48.0	23.5	0.0
\$40,001 - \$70,000	104	11.54%	49.0	59.0	50.5	25.0	0.0
\$70,001 - \$100,000	143	15.87%	42.0	61.0	35.0	35.5	122.0
\$100,001 - \$140,000	190	21.09%	46.0	48.0	42.0	59.0	91.0
\$140,001 - \$190,000	176	19.53%	62.0	51.0	56.5	66.0	94.0
\$190,001 - \$270,000	108	11.99%	56.0	32.0	60.0	51.0	132.5
\$270,001 and up	96	10.65%	55.5	152.0	66.5	45.0	41.0
Median Closed DOM:	50.0			54.5	48.0	55.0	92.5
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

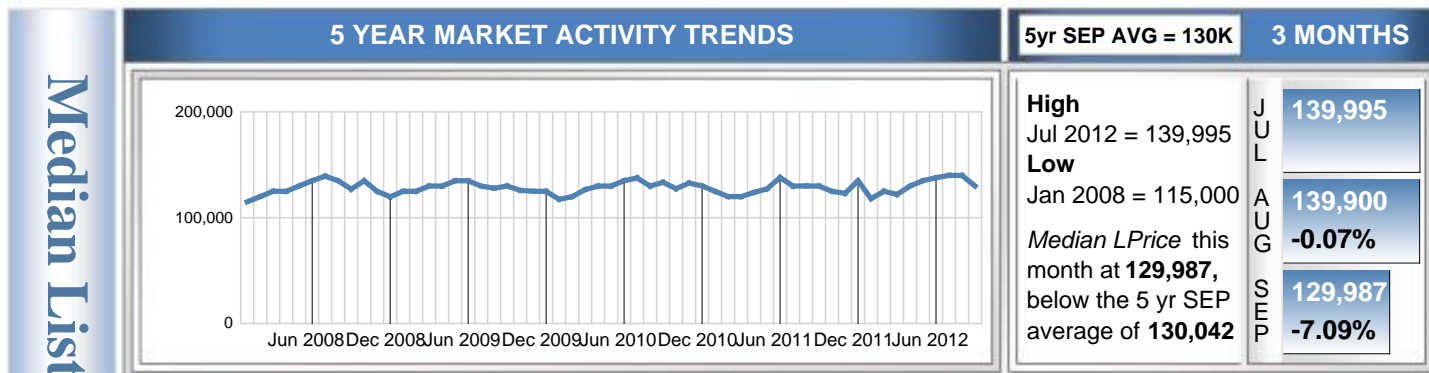
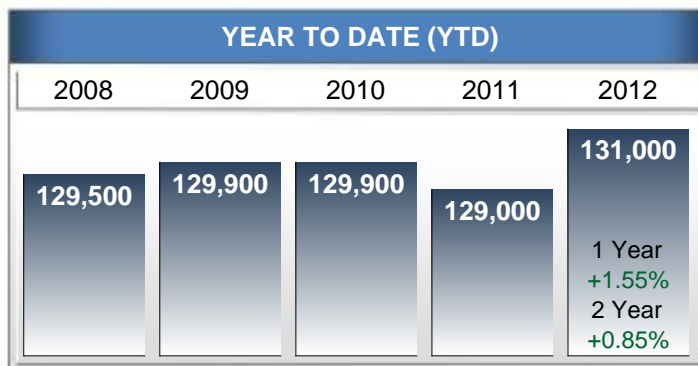
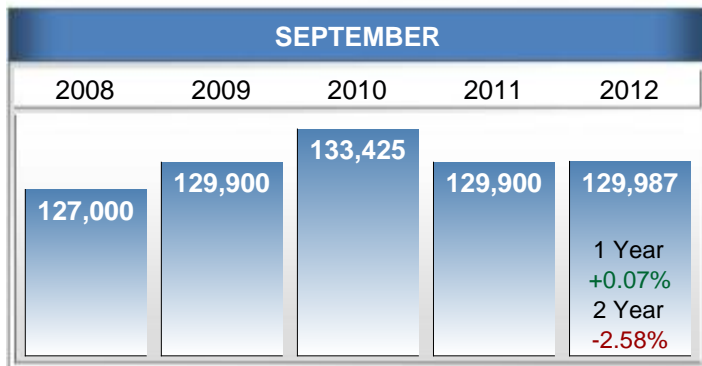
Closed Sales as of Oct 15, 2012



### Median List Price at Closing

Report Produced on: Oct 15, 2012

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



Median List Price

Ready to Buy or Sell Real Estate?  
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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+
\$40,000 and less	77		8.55%	25,000	25,000	28,000	26,250	0
\$40,001 - \$70,000	102		11.32%	55,000	54,900	58,900	51,200	0
\$70,001 - \$100,000	134		14.87%	89,500	85,950	89,500	95,000	0
\$100,001 - \$140,000	191		21.20%	124,900	115,000	124,900	127,700	106,450
\$140,001 - \$190,000	184		20.42%	161,250	157,450	160,000	165,000	145,000
\$190,001 - \$270,000	108		11.99%	229,450	200,000	225,000	229,950	237,450
\$270,001 and up	105		11.65%	367,400	297,500	369,900	365,000	405,000
Median List Price:		\$129,987			\$65,950	\$125,000	\$195,900	\$332,450
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

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## September 2012

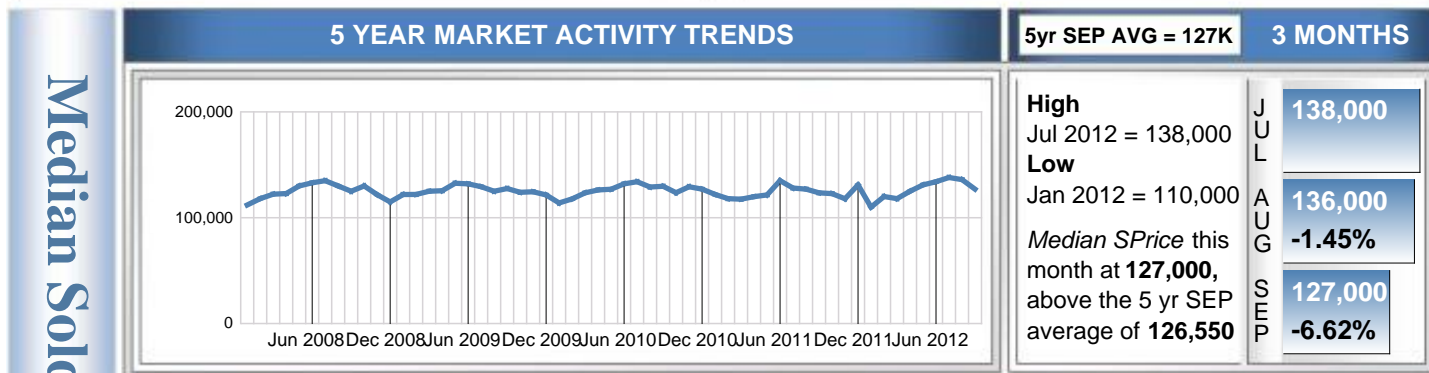
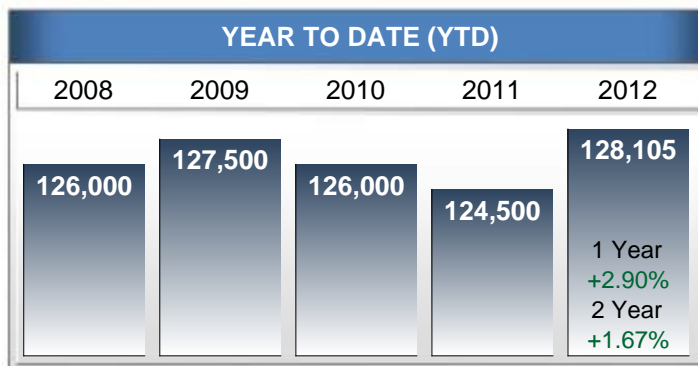
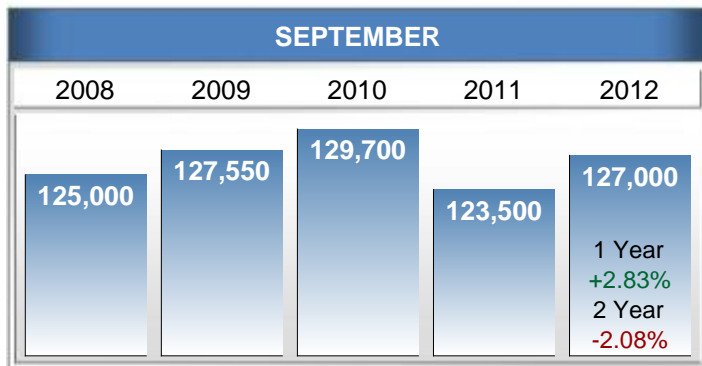
Closed Sales as of Oct 15, 2012



### Median Sold Price at Closing

Report Produced on: Oct 15, 2012

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		%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	84	9.32%	25,000	23,000	32,685	27,550	0
\$40,001 - \$70,000	104	11.54%	55,000	50,000	57,640	56,900	0
\$70,001 - \$100,000	143	15.87%	88,500	89,500	88,000	91,900	97,000
\$100,001 - \$140,000	190	21.09%	122,000	120,000	122,000	125,000	116,500
\$140,001 - \$190,000	176	19.53%	158,700	155,500	157,250	165,000	145,000
\$190,001 - \$270,000	108	11.99%	231,500	245,000	225,000	229,500	227,500
\$270,001 and up	96	10.65%	363,450	640,000	360,950	365,000	397,000
Median Closed Price:	\$127,000			\$55,000	\$121,750	\$188,500	\$324,900
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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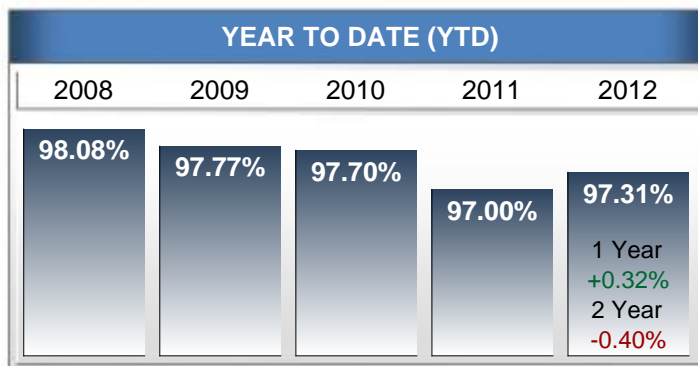
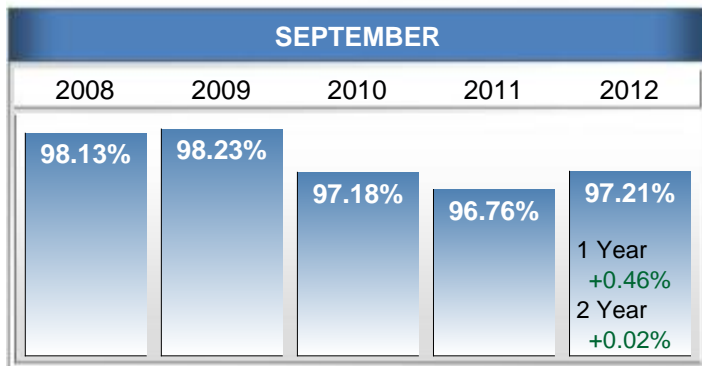
Closed Sales as of Oct 15, 2012



### Median Percent of List Price to Selling Price

Report Produced on: Oct 15, 2012

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



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+
\$40,000 and less	84	9.32%	91.20%	90.67%	92.07%	100.14%	0.00%
\$40,001 \$70,000	104	11.54%	93.90%	92.67%	94.96%	94.99%	0.00%
\$70,001 \$100,000	143	15.87%	97.47%	95.10%	98.00%	99.47%	92.38%
\$100,001 \$140,000	190	21.09%	97.63%	94.93%	97.74%	96.55%	107.97%
\$140,001 \$190,000	176	19.53%	97.80%	96.05%	97.78%	98.13%	100.00%
\$190,001 \$270,000	108	11.99%	97.45%	93.79%	96.65%	97.91%	95.93%
\$270,001 and up	96	10.65%	97.02%	98.57%	96.48%	97.05%	97.20%
Median List/Sell Ratio:	97.21%			93.88%	97.57%	97.56%	97.20%
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

Inventory as of Oct 15, 2012



### Market Summary

Report Produced on: Oct 15, 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			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%
Median List Price	129,900	129,987	0.07%	129,000	131,000	1.55%
Median Sale Price	123,500	127,000	2.83%	124,500	128,105	2.90%
Median Percent of List Price to Selling Price	96.77%	97.21%	0.46%	97.00%	97.31%	0.32%
Median Days on Market to Sale	49.00	50.00	2.04%	50.00	48.00	-4.00%
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%

