



# February 2013

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

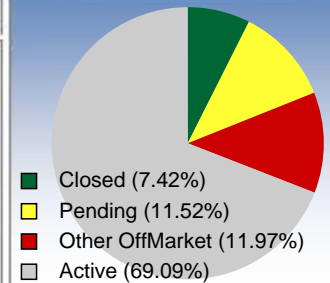


**Absorption:** Last 12 months, an Average of **995** Sales/Month

**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%
Average List Price	148,312	167,390	12.86%
Average Sale Price	141,707	159,938	12.87%
Average Percent of List Price to Selling Price	95.43%	96.14%	0.75%
Average Days on Market to Sale	64.24	62.05	-3.41%
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.

### 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 **12.87%** in February 2013 to \$159,938 versus the previous year at \$141,707.

### Average Days on Market Shortens

The average number of **62.05** days that homes spent on the market before selling decreased by 2.19 days or **3.41%** in February 2013 compared to last year's same month at **64.24** DOM.

### Sales Success for February 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 2,165 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>
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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.

### 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

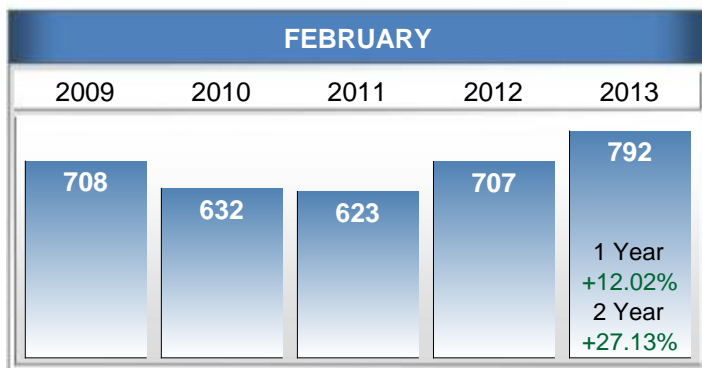
Closed Sales as of Mar 12, 2013



### Closed Listings

Report Produced on: Mar 12, 2013

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



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	40	5.05%	51.4	24	15	1	0	
\$25,001 \$50,000	76	9.60%	49.4	30	41	5	0	
\$50,001 \$100,000	177	22.35%	64.4	46	117	14	0	
\$100,001 \$150,000	191	24.12%	62.5	16	141	32	2	
\$150,001 \$200,000	109	13.76%	59.3	8	54	46	1	
\$200,001 \$275,000	105	13.26%	65.7	10	30	60	5	
\$275,001 and up	94	11.87%	70.5	3	18	57	16	
Total Closed Units: 792				62.0	137	416	215	24
Total Closed Volume: 126,670,950					11.46M	55.78M	49.84M	9.59M
Average Closed Price: \$159,938					\$83,625	\$134,092	\$231,819	\$399,633

Closed Listings

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# Monthly Inventory Analysis

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## February 2013

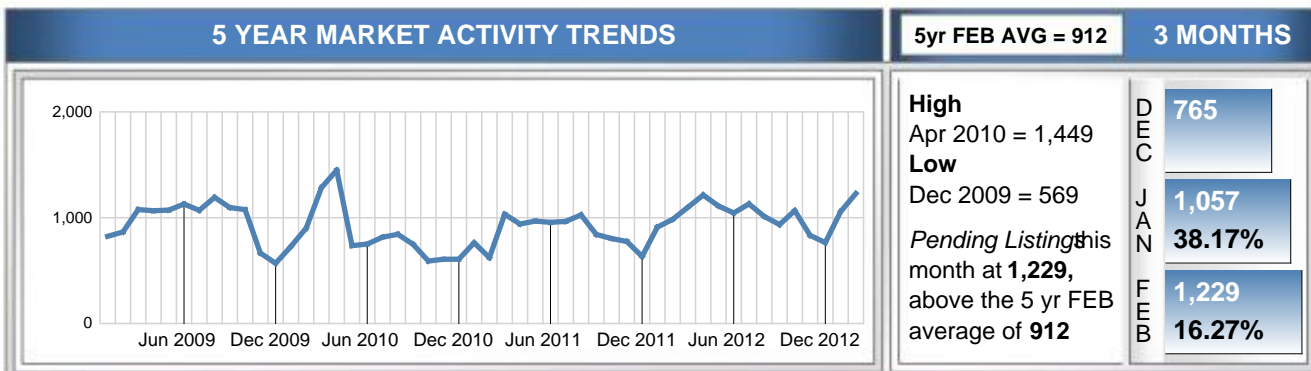
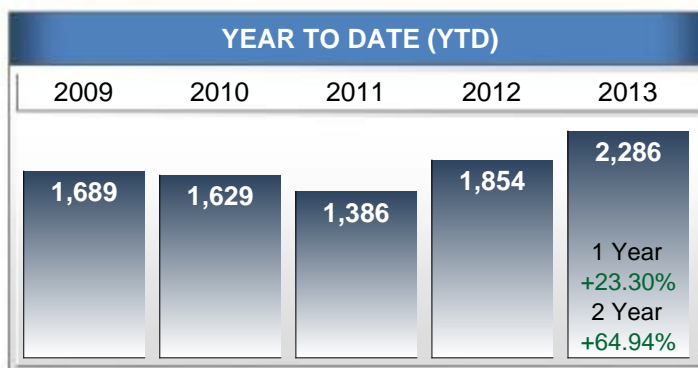
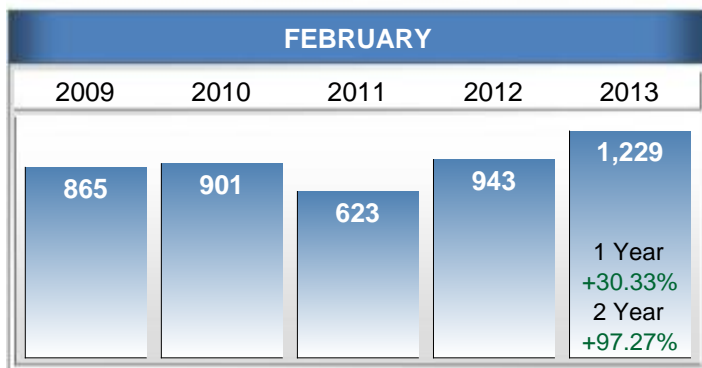
Pending Listings as of Mar 12, 2013



### Pending Listings

Report Produced on: Mar 12, 2013

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



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	63	5.13%	42.7	43	14	6	0		
\$25,001 - \$75,000	198	16.11%	60.4	76	105	16	1		
\$75,001 - \$100,000	152	12.37%	58.3	28	103	18	3		
\$100,001 - \$150,000	297	24.17%	62.5	23	227	47	0		
\$150,001 - \$200,000	210	17.09%	64.1	15	116	73	6		
\$200,001 - \$300,000	179	14.56%	57.5	7	71	86	15		
\$300,001 and up	130	10.58%	65.6	7	28	78	17		
Total Pending Units:				1,229	63.9	199	664	324	42
Total Pending Volume:				211,609,735		19.03M	97.73M	78.72M	16.13M
Average Listing Price:				\$199,416		\$95,605	\$147,187	\$242,969	\$384,059

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

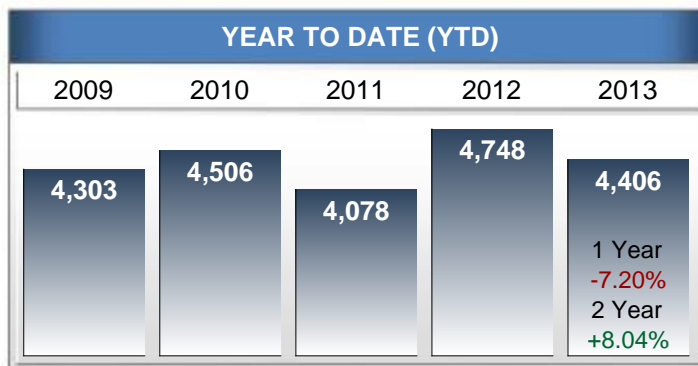
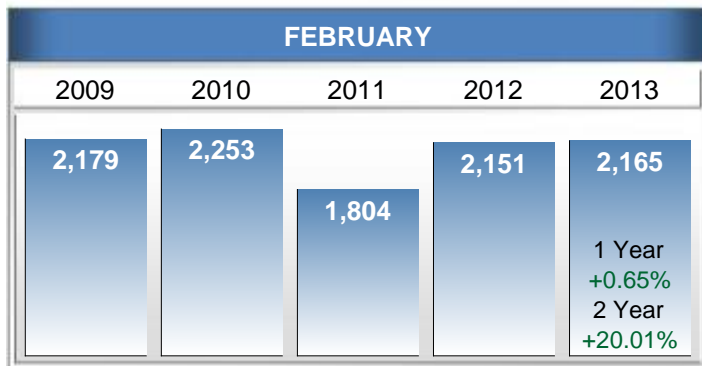
New Listings as of Mar 12, 2013



### 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+
\$25,000 and less	118	5.45%	94	19	5	0
\$25,001 - \$50,000	322	14.87%	255	57	10	0
\$50,001 - \$75,000	180	8.31%	82	87	10	1
\$75,001 - \$150,000	653	30.16%	131	442	74	6
\$150,001 - \$200,000	324	14.97%	43	180	90	11
\$200,001 - \$325,000	327	15.10%	40	102	161	24
\$325,001 and up	241	11.13%	32	41	117	51
<b>Total New Listed Units:</b>			677	928	467	93
<b>Total New Listed Volume:</b>			79.11M	141.25M	128.95M	62.60M
<b>Average New Listed Listing Price:</b>			\$116,859	\$152,209	\$276,116	\$673,170



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

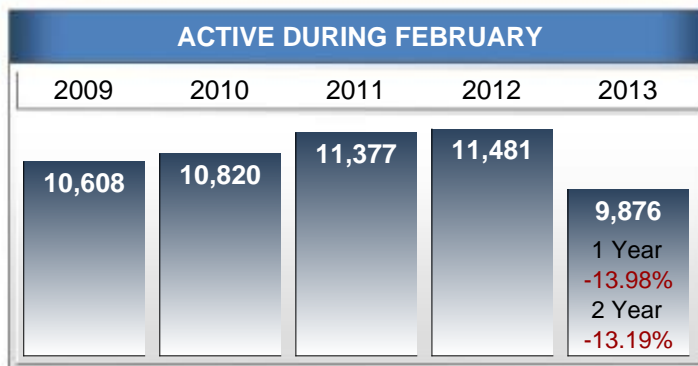
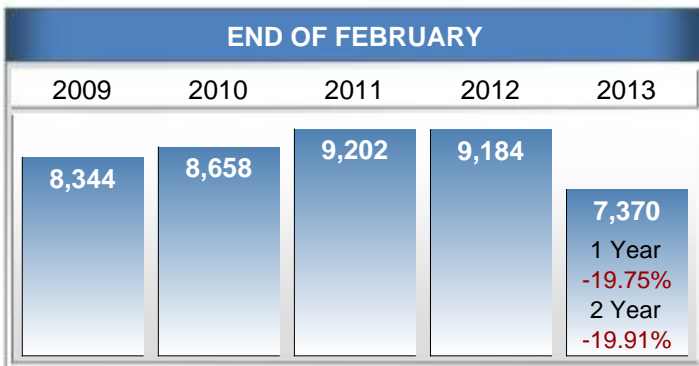
Active Inventory as of Mar 12, 2013



### 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**

DEC	8,043
JAN	7,712
FEB	7,370
-4.12%	
-4.43%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	629	8.53%	85.9	573	46	8	2		
\$25,001 \$50,000	988	13.41%	77.2	797	151	38	2		
\$50,001 \$75,000	786	10.66%	77.3	438	313	31	4		
\$75,001 \$150,000	2,084	28.28%	76.7	518	1,343	208	15		
\$150,001 \$225,000	1,253	17.00%	74.1	165	652	388	48		
\$225,001 \$375,000	864	11.72%	74.9	101	219	459	85		
\$375,001 and up	766	10.39%	82.5	154	115	303	194		
Total Active Inventory by Units:				7,370	77.6	2,746	2,839	1,435	350
Total Active Inventory by Volume:				1,449,403,362		359.40M	435.93M	428.37M	225.70M
Average Active Inventory Listing Price:				\$196,663		\$130,880	\$153,552	\$298,514	\$644,871



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2013

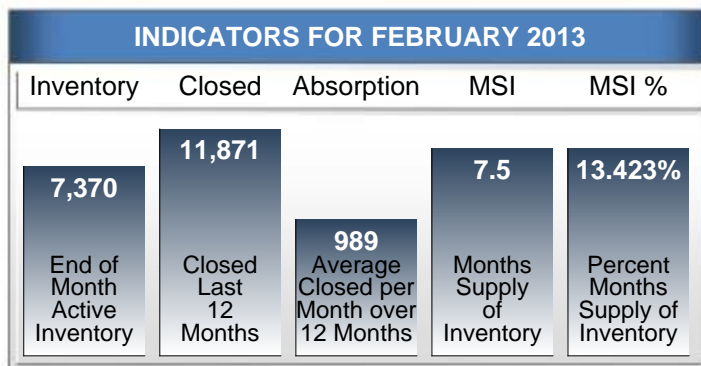
Active Inventory as of Mar 12, 2013



### Months Supply of Inventory

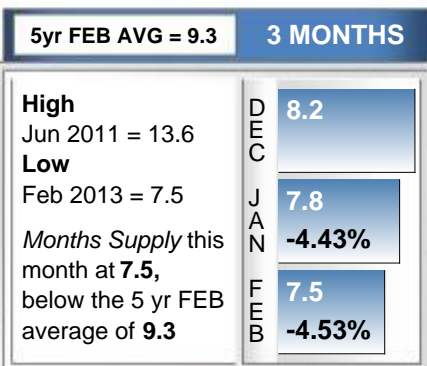
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	<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



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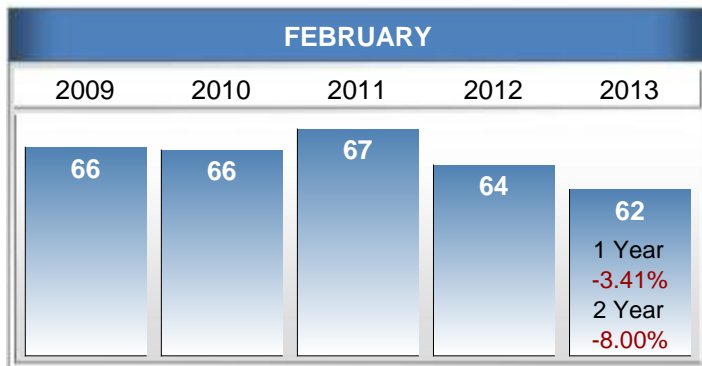
Closed Sales as of Mar 12, 2013



### Average Days on Market to Sale

Report Produced on: Mar 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	40	5.05%	51.4	61.3	39.1	1.0	0.0
\$25,001 \$50,000	76	9.60%	49.4	43.9	49.7	79.2	0.0
\$50,001 \$100,000	177	22.35%	64.4	81.2	59.2	53.4	0.0
\$100,001 \$150,000	191	24.12%	62.5	36.3	63.6	69.7	77.5
\$150,001 \$200,000	109	13.76%	59.3	23.0	55.3	71.4	8.0
\$200,001 \$275,000	105	13.26%	65.7	74.8	62.9	64.8	76.4
\$275,001 and up	94	11.87%	70.5	25.0	70.9	67.8	88.3
Average Closed DOM: 62.0				59.2	59.3	67.0	81.5
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

Data from the Greater Tulsa Association of REALTORS®

## February 2013

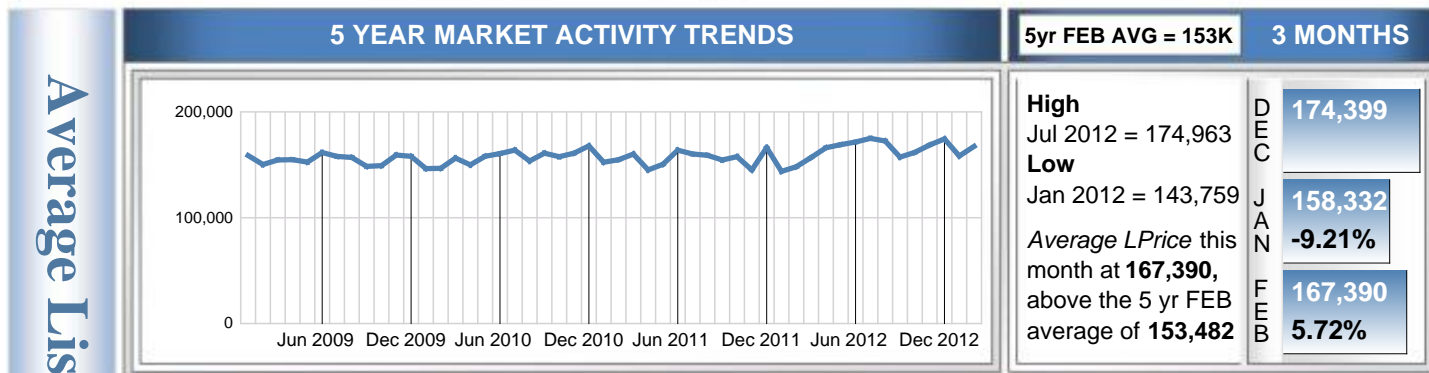
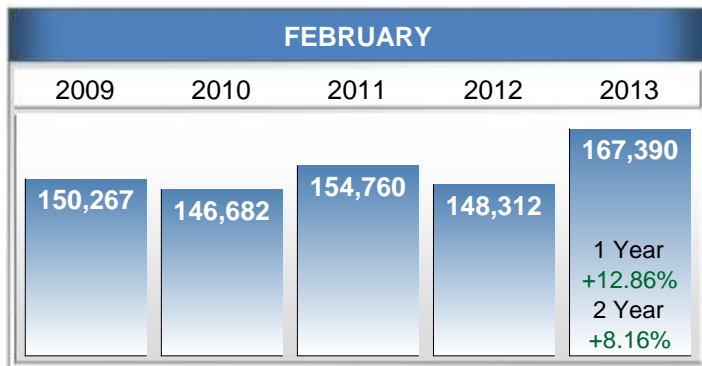
Closed Sales as of Mar 12, 2013



### Average List Price at Closing

Report Produced on: Mar 12, 2013

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



Average List Price

Ready to Buy or Sell Real Estate?  
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#### 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	34	4.29%	17,221	19,025	22,134	19,000	0
\$25,001 \$50,000	72	9.09%	37,688	39,149	41,694	40,300	0
\$50,001 \$100,000	172	21.72%	75,635	76,023	81,318	81,716	0
\$100,001 \$150,000	188	23.74%	129,240	136,738	132,471	134,584	151,200
\$150,001 \$200,000	123	15.53%	172,150	179,800	177,992	172,244	164,900
\$200,001 \$275,000	102	12.88%	238,688	243,970	242,442	242,112	245,340
\$275,001 and up	101	12.75%	459,866	336,300	624,850	416,018	529,700
Average List Price:	\$167,390			\$89,072	\$140,303	\$241,089	\$423,717
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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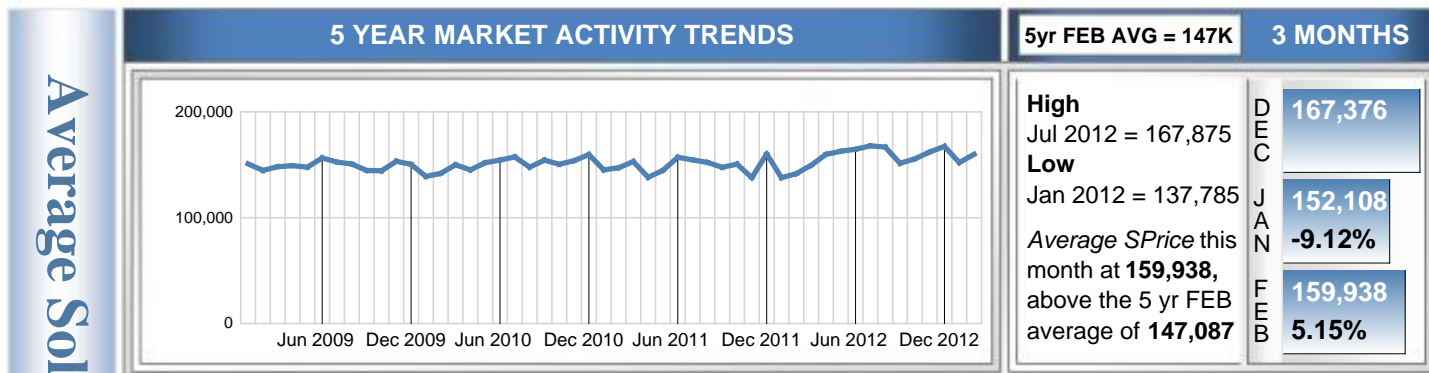
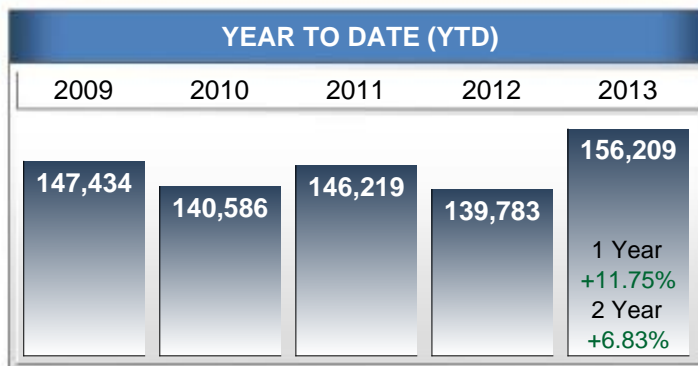
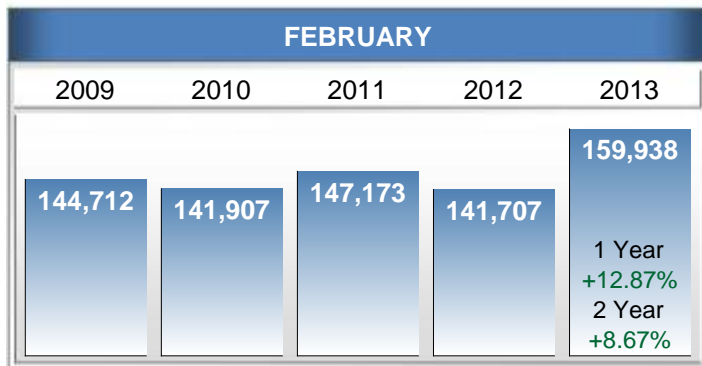
Closed Sales as of Mar 12, 2013



### Average Sold Price at Closing

Report Produced on: Mar 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	40		5.05%	17,910	16,650	19,853	19,000	0
\$25,001 \$50,000	76		9.60%	37,663	36,310	38,474	39,134	0
\$50,001 \$100,000	177		22.35%	75,082	70,211	77,053	74,611	0
\$100,001 \$150,000	191		24.12%	128,960	131,178	128,182	130,654	138,950
\$150,001 \$200,000	109		13.76%	171,205	171,531	174,216	167,966	155,000
\$200,001 \$275,000	105		13.26%	234,940	231,693	234,619	235,329	238,700
\$275,001 and up	94		11.87%	445,120	316,667	576,208	395,697	497,800
Average Closed Price: \$159,938					\$83,625	\$134,092	\$231,819	\$399,633
Total Closed Units: 792					137	416	215	24
Total Closed Volume: 126,670,950					11.46M	55.78M	49.84M	9.59M



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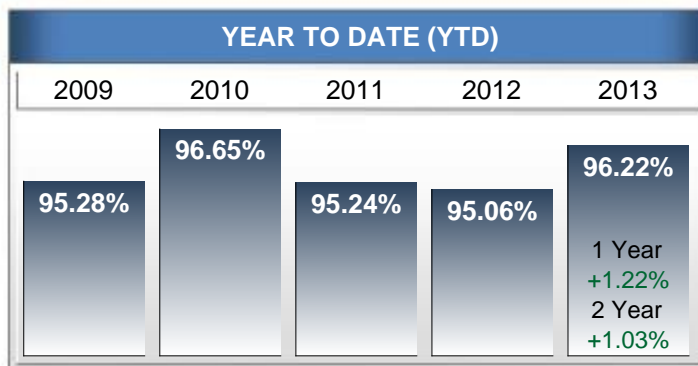
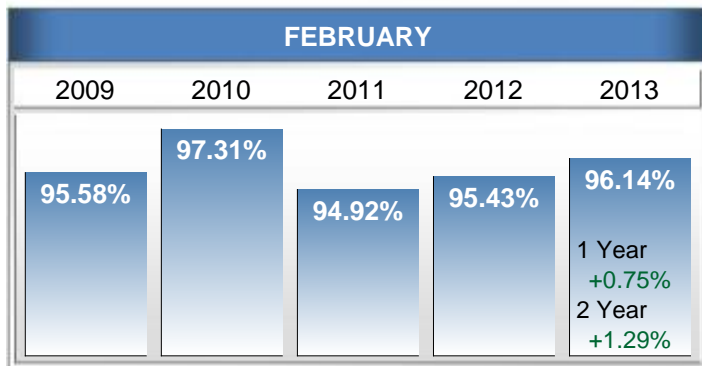
Closed Sales as of Mar 12, 2013



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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**5yr FEB AVG=95.88%**     **3 MONTHS**

**High**  
Jul 2010 = 98.73%

**Low**  
Jan 2012 = 94.68%

Average List/Sell this month at **96.14%**, above the 5 yr FEB average of **95.88%**

D	95.99%
E	
C	
J	96.30%
A	<b>0.32%</b>
N	
F	96.14%
E	
B	<b>-0.16%</b>

#### 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	40	5.05%	92.49%	89.85%	96.21%	100.00%	0.00%
\$25,001 \$50,000	76	9.60%	94.83%	94.44%	94.40%	100.68%	0.00%
\$50,001 \$100,000	177	22.35%	94.33%	92.81%	95.10%	92.94%	0.00%
\$100,001 \$150,000	191	24.12%	98.04%	111.16%	96.82%	97.25%	91.91%
\$150,001 \$200,000	109	13.76%	97.70%	96.01%	98.08%	97.63%	94.00%
\$200,001 \$275,000	105	13.26%	97.05%	95.88%	97.04%	97.22%	97.26%
\$275,001 and up	94	11.87%	95.51%	94.08%	94.25%	96.11%	95.04%
Average List/Sell Ratio: 96.10%				95.23%	96.14%	96.84%	95.20%
Total Closed Units: 792				137	416	215	24
Total Closed Volume: 126,670,950				11.46M	55.78M	49.84M	9.59M



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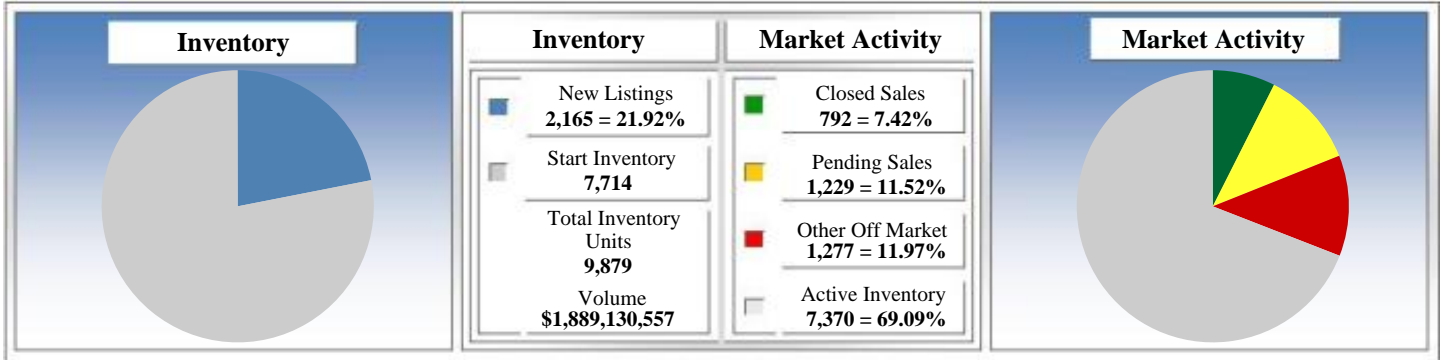
Inventory as of Mar 12, 2013



### Market Summary

Report Produced on: Mar 12, 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			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%
Average List Price	148,312	167,390	12.86%	146,078	163,076	11.64%
Average Sale Price	141,707	159,938	12.87%	139,783	156,209	11.75%
Average Percent of List Price to Selling Price	95.43%	96.14%	0.75%	95.06%	96.22%	1.22%
Average Days on Market to Sale	64.24	62.05	-3.41%	63.64	61.46	-3.43%
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%

