



January 2012

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

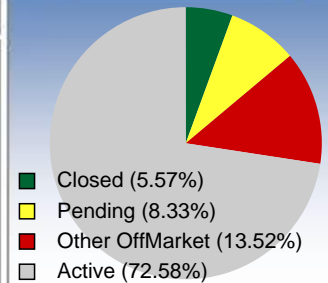


Absorption: Last 12 months, an Average of **854** Sales/Month

Active Inventory as of January 31, 2012 = **8,839**

	JANUARY		
	2011	2012	+/- %
Closed Listings	582	678	16.49%
Pending Listings	773	1,015	31.31%
New Listings	2,274	2,597	14.20%
Average List Price	152,335	143,903	-5.54%
Average Sale Price	145,116	137,613	-5.17%
Average Percent of List Price to Selling Price	95.57%	94.41%	-1.22%
Average Days on Market to Sale	65.94	62.73	-4.86%
End of Month Inventory	9,566	8,839	-7.60%
Months Supply of Inventory	11.42	10.35	-9.39%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 13, 2012

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2012 decreased **7.60%** to 8,839 existing homes available for sale. Over the last 12 months this area has had an average of 854 closed sales per month. This represents an unsold inventory index of **10.35** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.17%** in January 2012 to \$137,613 versus the previous year at \$145,116.

Average Days on Market Shortens

The average number of **62.73** days that homes spent on the market before selling decreased by 3.21 days or **4.86%** in January 2012 compared to last year's same month at **65.94** DOM.

Sales Success for January 2012 is Positive

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

There were 2,597 New Listings in January 2012, up **14.20%** from last year at 2,274. Furthermore, there were 678 Closed Listings this month versus last year at 582, a **16.49%** increase.

Closed versus Listed trends yielded a **26.1%** ratio, up from last year's January 2012 at **25.6%**, a **2.01%** 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

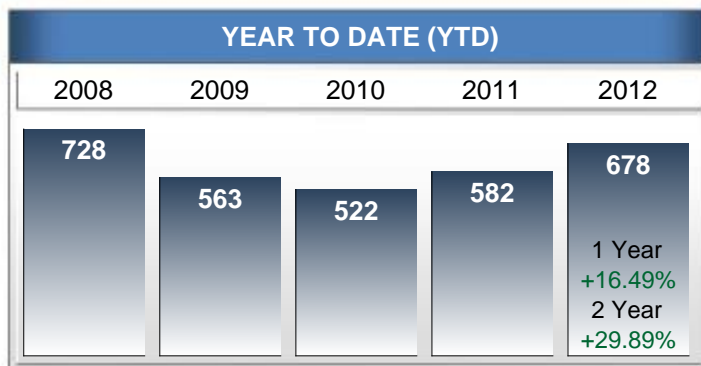
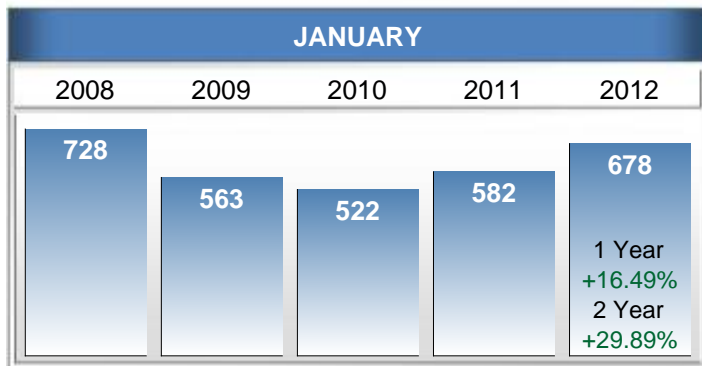
Closed Sales as of Feb 13, 2012



Closed Listings

Report Produced on: Feb 13, 2012

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+	
\$20,000 and less	39	5.75%	44.1	18	20	1	0	
\$20,001 \$40,000	89	13.13%	47.0	39	46	4	0	
\$40,001 \$80,000	119	17.55%	64.9	25	85	7	2	
\$80,001 \$130,000	147	21.68%	67.3	23	101	21	2	
\$130,001 \$180,000	124	18.29%	68.2	11	86	26	1	
\$180,001 \$250,000	90	13.27%	67.1	2	34	46	8	
\$250,001 and up	70	10.32%	64.6	2	18	38	12	
Total Closed Units: 678				62.7	120	390	143	25
Total Closed Volume: 93,301,427					8.11M	44.20M	32.82M	8.16M
Average Closed Price: \$137,613					\$67,615	\$113,341	\$229,533	\$326,456



Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

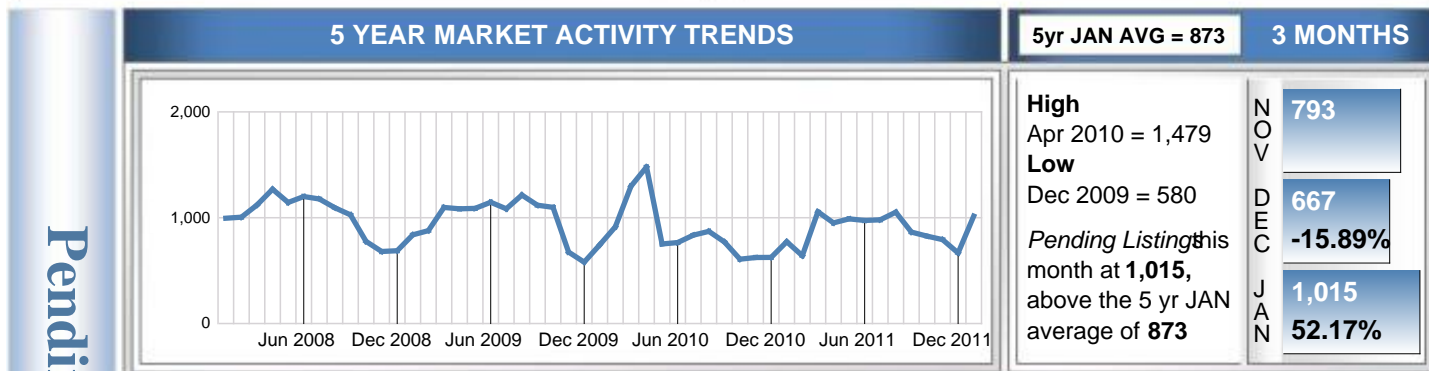
Pending Listings as of Feb 13, 2012



Pending Listings

Report Produced on: Feb 13, 2012

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+	
\$30,000 and less	98		9.66%	50.0	42	53	3	0	
\$30,001 \$50,000	88		8.67%	67.8	27	47	14	0	
\$50,001 \$90,000	184		18.13%	59.9	55	110	18	1	
\$90,001 \$140,000	242		23.84%	69.9	16	177	42	7	
\$140,001 \$180,000	154		15.17%	72.4	7	99	45	3	
\$180,001 \$280,000	144		14.19%	70.4	7	57	69	11	
\$280,001 and up	105		10.34%	72.8	5	24	62	14	
Total Pending Units: 1,015					67.8	159	567	253	36
Total Pending Volume: 148,420,290						12.36M	69.15M	56.62M	10.29M
Average Listing Price: \$121,785						\$77,750	\$121,953	\$223,781	\$285,946

Pending Listings

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



Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

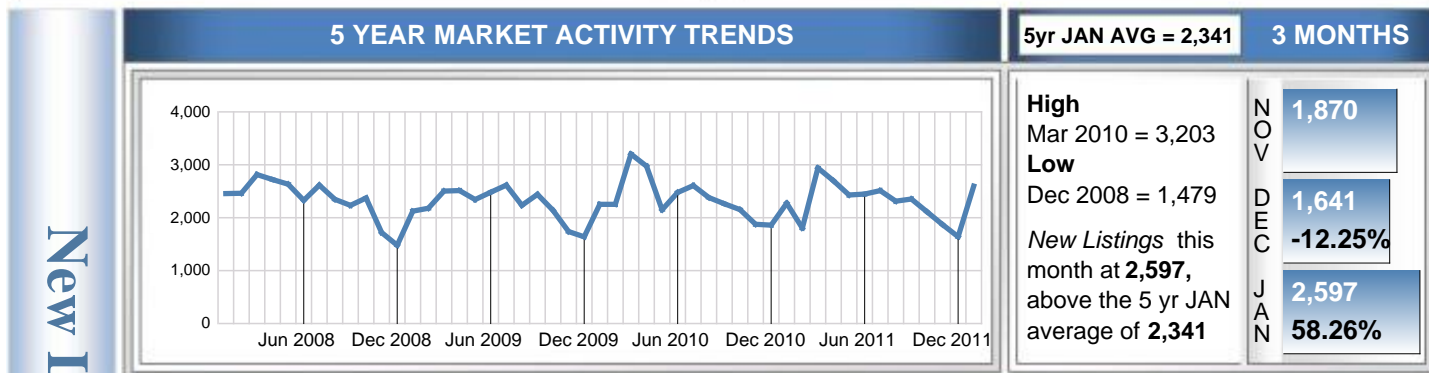
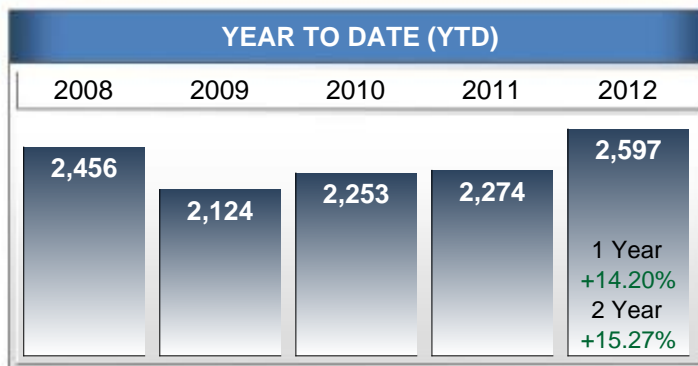
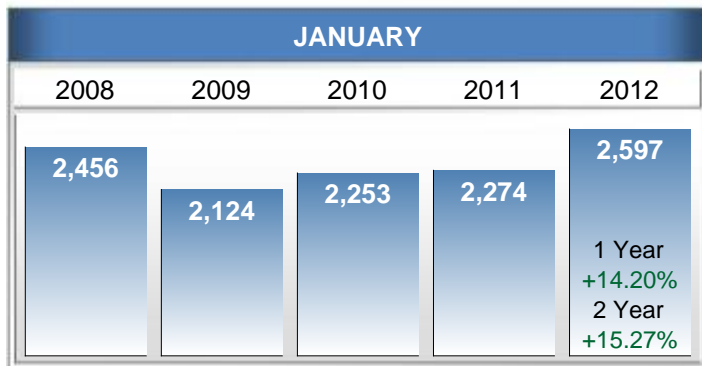
New Listings as of Feb 13, 2012



New Listings

Report Produced on: Feb 13, 2012

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



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	231	8.89%	194	33	4	0
\$25,001 \$50,000	284	10.94%	211	62	10	1
\$50,001 \$75,000	391	15.06%	254	123	13	1
\$75,001 \$125,000	550	21.18%	154	350	42	4
\$125,001 \$175,000	453	17.44%	48	295	103	7
\$175,001 \$300,000	404	15.56%	54	159	166	25
\$300,001 and up	284	10.94%	36	53	128	67
Total New Listed Units:			951	1075	466	105
Total New Listed Volume:			95.29M	149.24M	121.62M	59.15M
Average New Listed Listing Price:			\$100,195	\$138,827	\$260,990	\$563,296

New Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

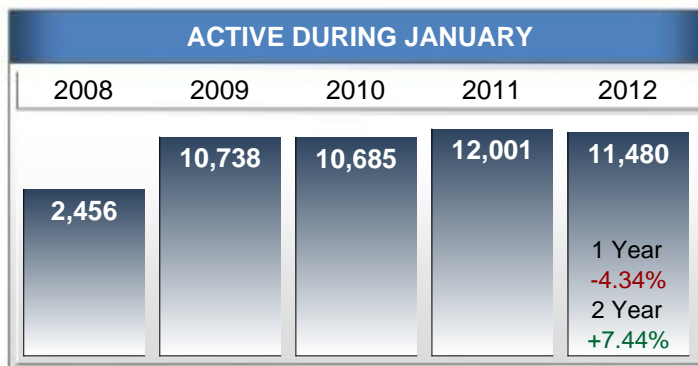
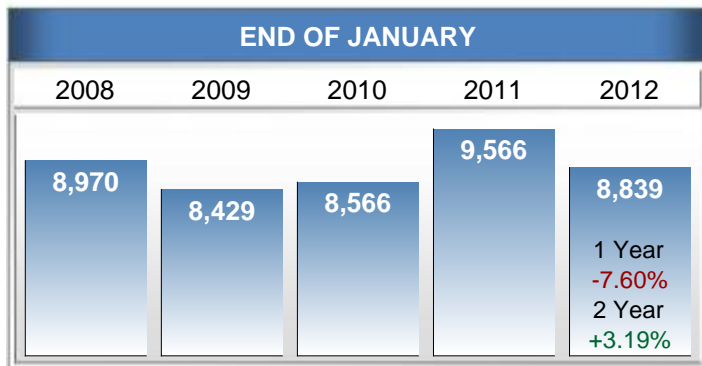
Active Inventory as of Feb 13, 2012



Active Inventory

Report Produced on: Feb 13, 2012

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



Active Inventory

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5yr JAN AVG = 8,874	3 MONTHS
High Aug 2010 = 11,124	NOV 9,544
Low Feb 2009 = 8,343	DEC 8,883
<i>Inventory</i> this month at 8,839 , below the 5 yr JAN average of 8,874	JAN 8,839
	-6.93%
	-0.50%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	723	8.18%	83.5	657	58	8	0
\$25,001 - \$50,000	1,152	13.03%	88.0	936	189	24	3
\$50,001 - \$75,000	1,017	11.51%	74.2	602	367	42	6
\$75,001 - \$125,000	1,819	20.58%	78.8	529	1,126	153	11
\$125,001 - \$200,000	2,044	23.12%	81.7	329	1,182	502	31
\$200,001 - \$325,000	1,123	12.71%	85.7	133	375	520	95
\$325,001 and up	961	10.87%	85.9	149	168	424	220
Total Active Inventory by Units:		8,839	82.2	3,335	3,465	1,673	366
Total Active Inventory by Volume:		2,621,485,194		409.30M	510.75M	483.14M	1.22B
Average Active Inventory Listing Price:		\$296,582		\$122,729	\$147,402	\$288,784	\$3,328,688



Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

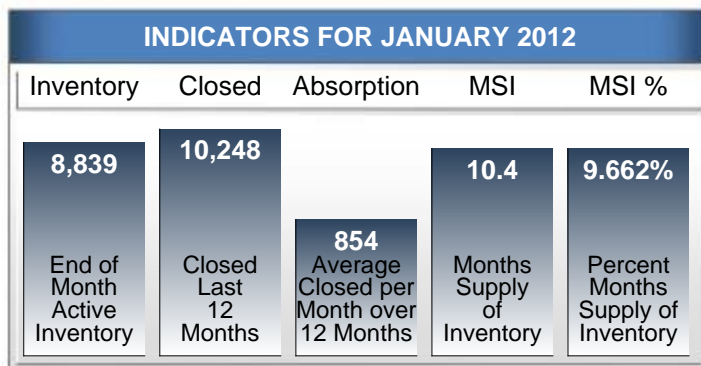
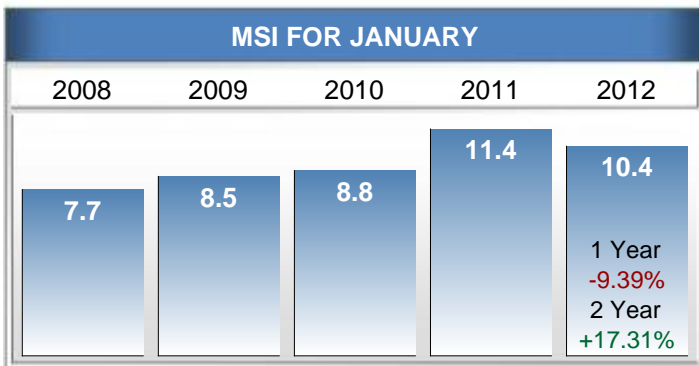
Active Inventory as of Feb 13, 2012



Months Supply of Inventory

Report Produced on: Feb 13, 2012

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



Months Supply

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5yr JAN AVG = 9.3	3 MONTHS
High Jun 2011 = 13.6 Low Jan 2008 = 7.7 <i>Months Supply</i> this month at 10.4 , above the 5 yr JAN average of 9.3	N O V 11.4 D E C 10.5 -7.83% J A N 10.4 -1.43%

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	450		5.09%	12.5	19.5	2.5	4.0	0.0
\$20,001 \$50,000	1,425		16.12%	13.4	24.8	4.1	4.2	3.3
\$50,001 \$80,000	1,234		13.96%	11.4	25.0	6.8	5.3	5.3
\$80,001 \$140,000	2,184		24.71%	8.5	16.9	7.5	7.2	4.0
\$140,001 \$210,000	1,546		17.49%	8.2	23.0	7.3	7.3	5.9
\$210,001 \$340,000	1,107		12.52%	9.9	25.6	10.4	8.3	10.4
\$340,001 and up	893		10.10%	18.9	83.4	17.3	15.9	17.0
MSI:		10.4			23.1	7.2	8.5	11.1
Total Active Inventory:		8,839			3,335	3,465	1,673	366



Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

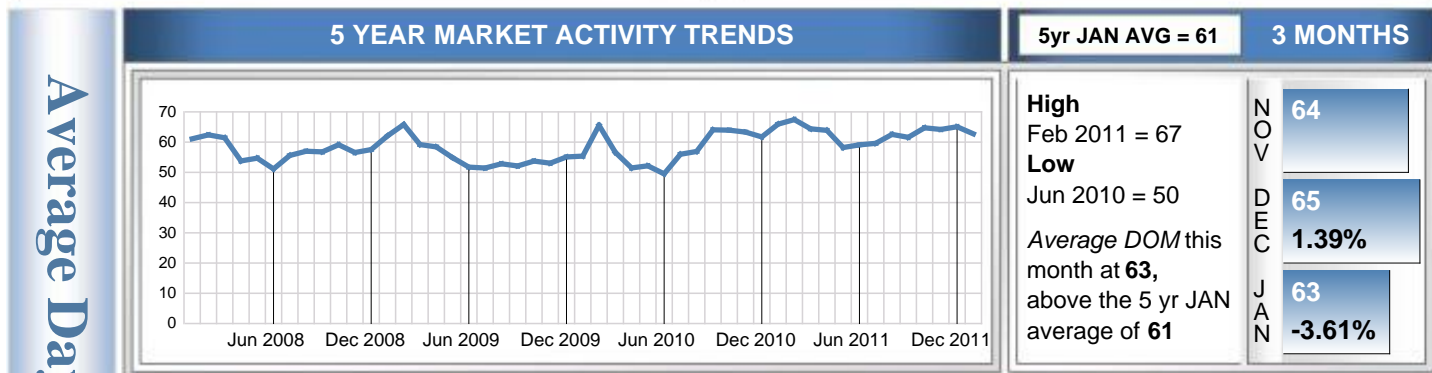
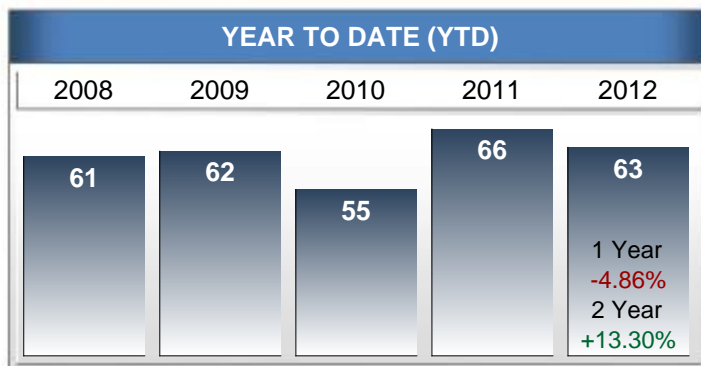
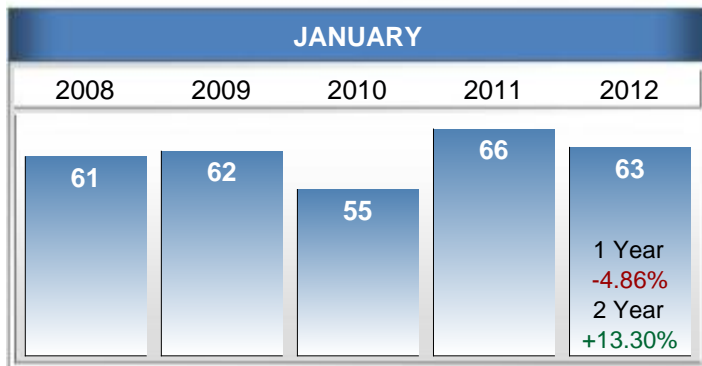
Closed Sales as of Feb 13, 2012



Average Days on Market to Sale

Report Produced on: Feb 13, 2012

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



Average Days on Market

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

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+	
\$20,000 and less	39			5.75%	44.1	47.1	42.3	28.0	0.0	
\$20,001 \$40,000	89			13.13%	47.0	54.2	42.3	30.5	0.0	
\$40,001 \$80,000	119			17.55%	64.9	60.2	67.5	43.6	87.0	
\$80,001 \$130,000	147			21.68%	67.3	87.2	64.9	58.2	54.0	
\$130,001 \$180,000	124			18.29%	68.2	45.1	70.1	70.6	98.0	
\$180,001 \$250,000	90			13.27%	67.1	28.0	65.3	69.9	68.3	
\$250,001 and up	70			10.32%	64.6	49.0	48.4	67.2	83.4	
Average Closed DOM:						62.7	59.3	62.1	64.9	77.1
Total Closed Units:						678	120	390	143	25
Total Closed Volume:						93,301,427	8.11M	44.20M	32.82M	8.16M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

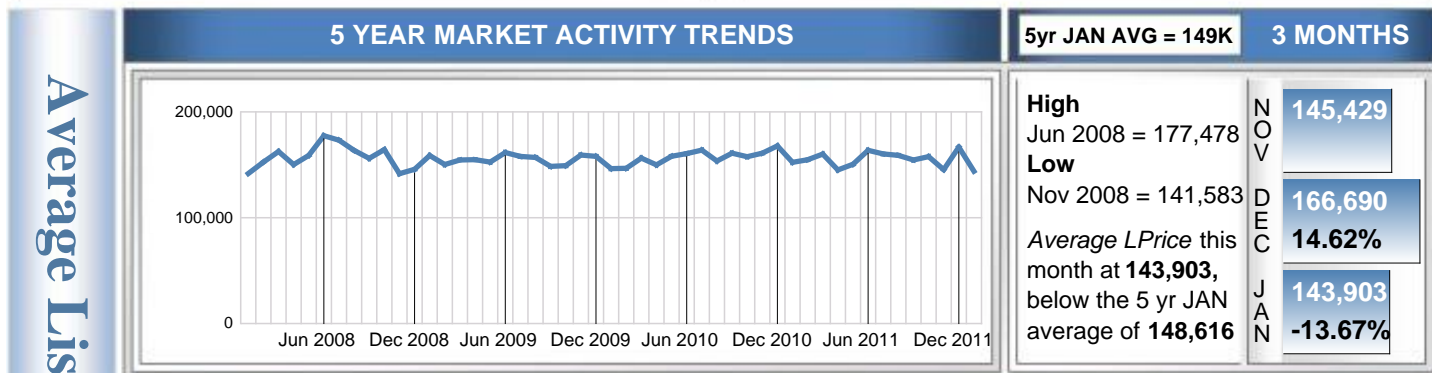
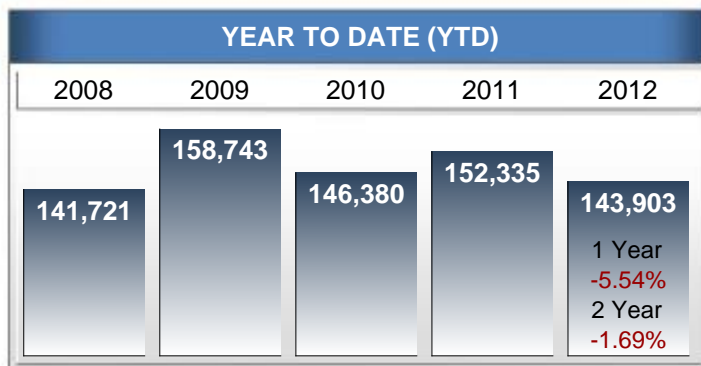
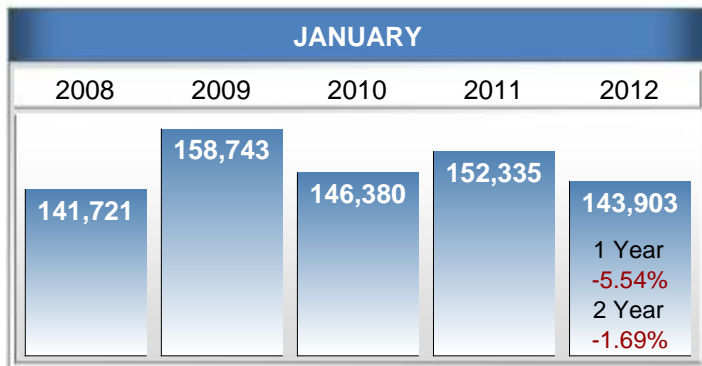
Closed Sales as of Feb 13, 2012



Average List Price at Closing

Report Produced on: Feb 13, 2012

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+
\$20,000 and less	35	5.16%	12,855	16,428	12,523	13,860	0
\$20,001 \$40,000	71	10.47%	30,579	39,390	32,168	41,975	0
\$40,001 \$80,000	132	19.47%	62,395	66,440	66,311	65,914	77,400
\$80,001 \$130,000	144	21.24%	105,955	111,104	108,174	114,248	124,400
\$130,001 \$180,000	126	18.58%	152,872	170,427	156,579	159,618	154,320
\$180,001 \$250,000	96	14.16%	210,966	203,250	213,000	213,935	220,394
\$250,001 and up	74	10.91%	431,580	307,500	388,336	445,971	527,542
Average List Price:	\$143,903			\$74,538	\$117,923	\$237,625	\$346,063
Total Closed Units:	678			120	390	143	25
Total List Volume:	97,566,321			8.94M	45.99M	33.98M	8.65M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

January 2012

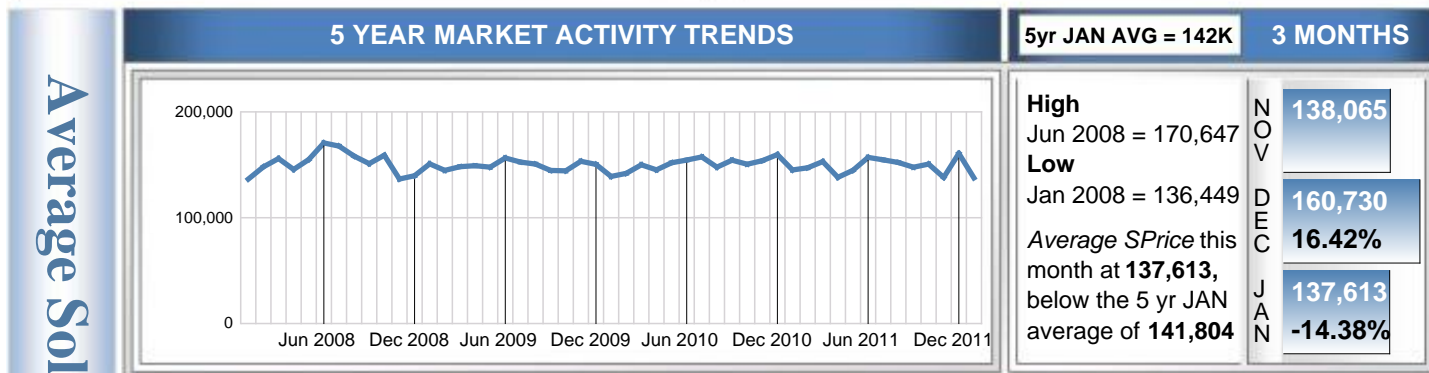
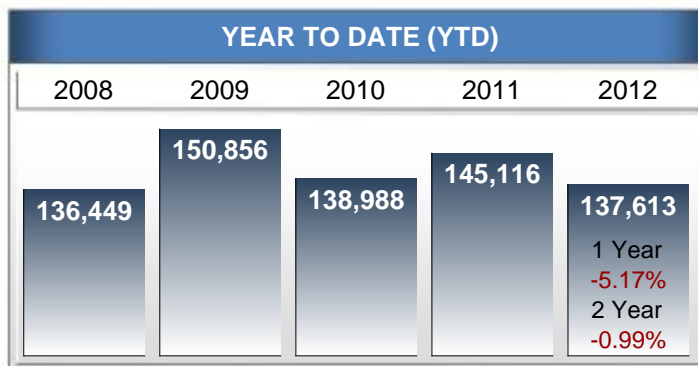
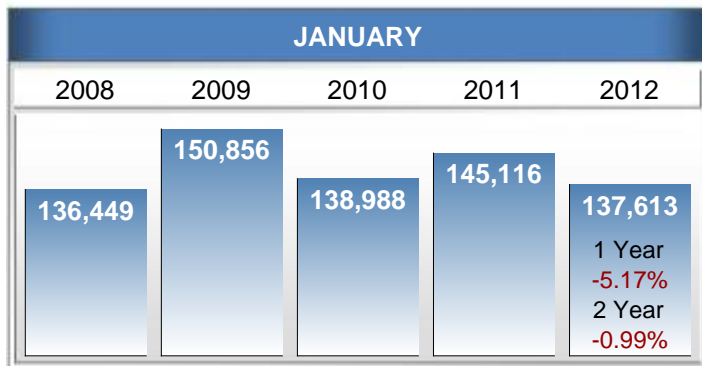
Closed Sales as of Feb 13, 2012



Average Sold Price at Closing

Report Produced on: Feb 13, 2012

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



Average Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	39		5.75%	11,689	13,167	10,443	10,000	0
\$20,001 \$40,000	89		13.13%	30,829	31,150	30,190	35,050	0
\$40,001 \$80,000	119		17.55%	61,997	61,809	61,731	62,740	73,050
\$80,001 \$130,000	147		21.68%	104,977	103,083	104,637	108,162	110,500
\$130,001 \$180,000	124		18.29%	153,303	155,165	152,476	155,187	155,000
\$180,001 \$250,000	90		13.27%	206,938	192,000	203,162	209,315	213,050
\$250,001 and up	70		10.32%	423,693	327,500	376,080	428,925	494,575
Average Closed Price:	\$137,613				\$67,615	\$113,341	\$229,533	\$326,456
Total Closed Units:	678				120	390	143	25
Total Closed Volume:	93,301,427				8.11M	44.20M	32.82M	8.16M



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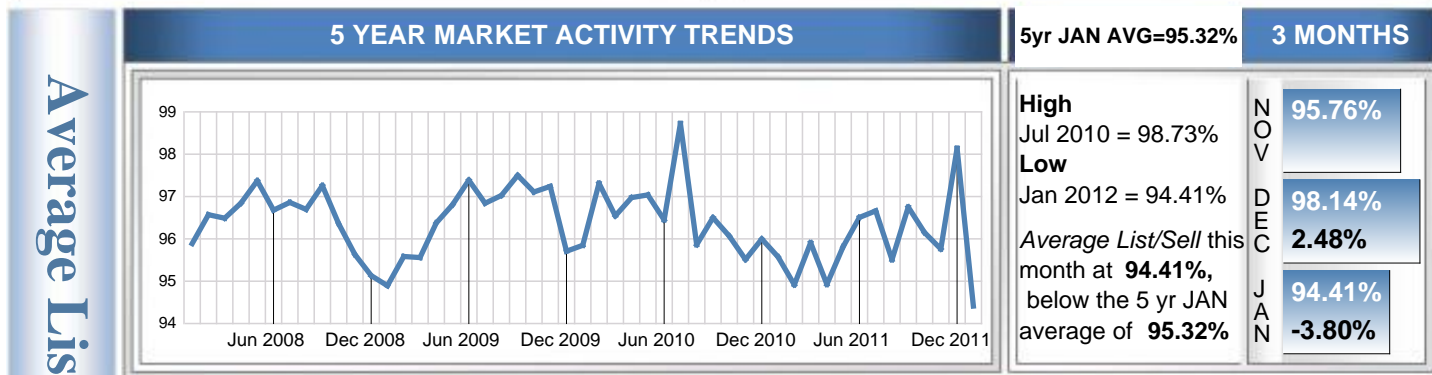
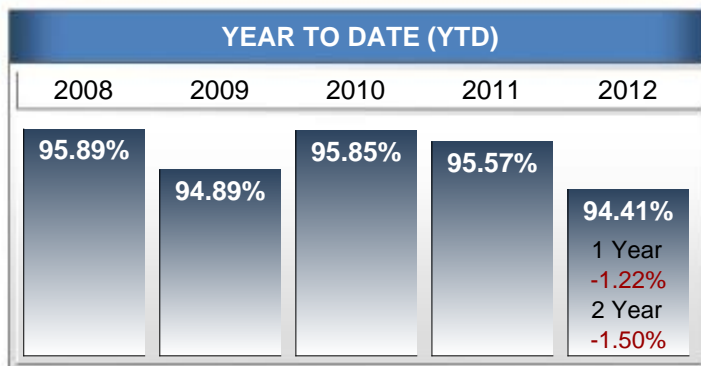
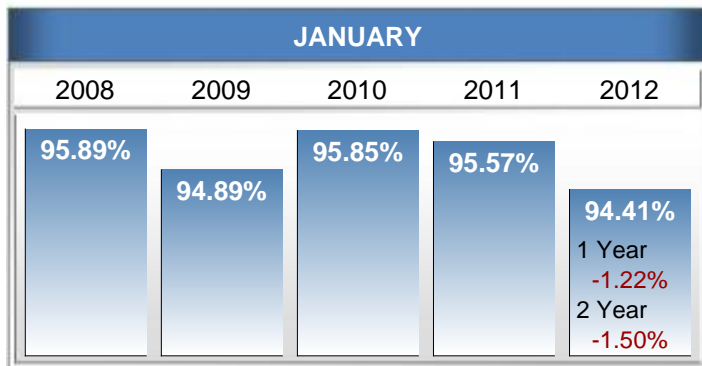
Closed Sales as of Feb 13, 2012



Average Percent of List Price to Selling Price

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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

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+
\$20,000 and less	39	5.75%	84.26%	85.31%	83.93%	72.15%	0.00%
\$20,001 \$40,000	89	13.13%	89.03%	82.76%	94.84%	83.23%	0.00%
\$40,001 \$80,000	119	17.55%	93.44%	93.02%	93.34%	95.45%	95.42%
\$80,001 \$130,000	147	21.68%	95.99%	93.25%	97.02%	94.78%	88.24%
\$130,001 \$180,000	124	18.29%	97.16%	92.61%	97.64%	97.40%	100.44%
\$180,001 \$250,000	90	13.27%	97.13%	94.58%	95.57%	98.43%	96.92%
\$250,001 and up	70	10.32%	96.90%	107.44%	96.33%	97.03%	95.59%
Average List/Sell Ratio: 94.40%				88.80%	95.27%	96.58%	95.61%
Total Closed Units: 678				120	390	143	25
Total Closed Volume: 93,301,427				8.11M	44.20M	32.82M	8.16M



Monthly Inventory Analysis

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January 2012

Inventory as of Feb 13, 2012



Market Summary

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Pending Sales	773	1,015	31.31%	773	1,015	31.31%
New Listings	2,274	2,597	14.20%	2,274	2,597	14.20%
Average List Price	152,335	143,903	-5.54%	152,335	143,903	-5.54%
Average Sale Price	145,116	137,613	-5.17%	145,116	137,613	-5.17%
Average Percent of List Price to Selling Price	95.57%	94.41%	-1.22%	95.57%	94.41%	-1.22%
Average Days on Market to Sale	65.94	62.73	-4.86%	65.94	62.73	-4.86%
Monthly Inventory	9,566	8,839	-7.60%	9,566	8,839	-7.60%
Months Supply of Inventory	11.42	10.35	-9.39%	11.42	10.35	-9.39%

