



November 2012

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

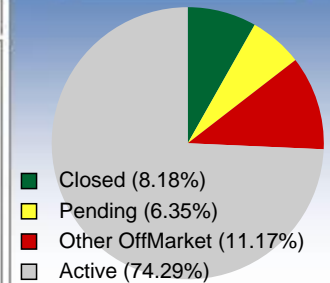


Absorption: Last 12 months, an Average of **970** Sales/Month

Active Inventory as of November 30, 2012 = **8,632**

	NOVEMBER		
	2011	2012	+/- %
Closed Listings	755	951	25.96%
Pending Listings	650	738	13.54%
New Listings	1,871	1,891	1.07%
Average List Price	145,106	168,572	16.17%
Average Sale Price	137,786	161,998	17.57%
Average Percent of List Price to Selling Price	95.78%	97.63%	1.93%
Average Days on Market to Sale	64.07	59.32	-7.42%
End of Month Inventory	9,657	8,632	-10.61%
Months Supply of Inventory	11.51	8.90	-22.72%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 11, 2012

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 November 2012 decreased **10.61%** to 8,632 existing homes available for sale. Over the last 12 months this area has had an average of 970 closed sales per month. This represents an unsold inventory index of **8.90** 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 **17.57%** in November 2012 to \$161,998 versus the previous year at \$137,786.

Average Days on Market Shortens

The average number of **59.32** days that homes spent on the market before selling decreased by 4.75 days or **7.42%** in November 2012 compared to last year's same month at **64.07** DOM.

Sales Success for November 2012 is Positive

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

There were 1,891 New Listings in November 2012, up **1.07%** from last year at 1,871. Furthermore, there were 951 Closed Listings this month versus last year at 755, a **25.96%** increase.

Closed versus Listed trends yielded a **50.3%** ratio, up from last year's November 2012 at **40.4%**, a **24.63%** 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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November 2012

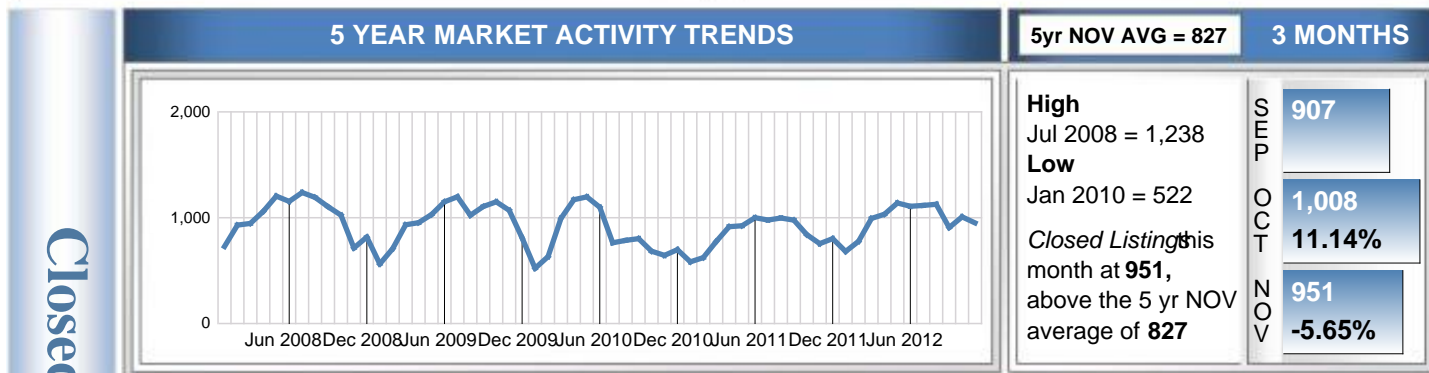
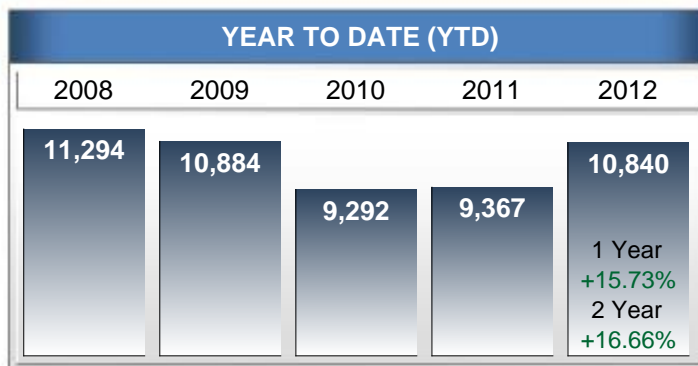
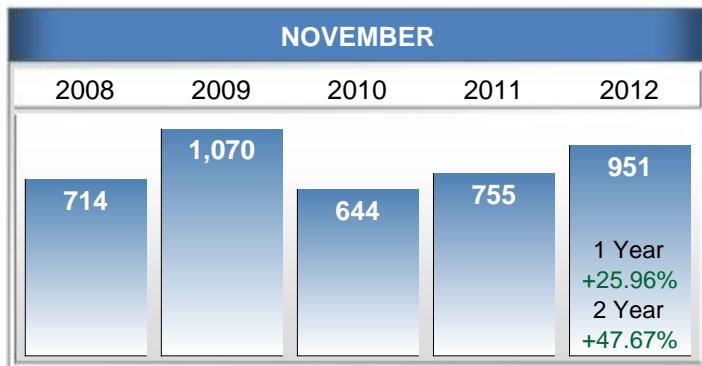
Closed Sales as of Dec 11, 2012



Closed Listings

Report Produced on: Dec 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	93	9.78%	45.2	76	13	4	0
\$25,001 \$50,000	77	8.10%	59.6	38	36	3	0
\$50,001 \$75,000	92	9.67%	52.9	28	57	7	0
\$75,001 \$150,000	321	33.75%	59.9	44	236	40	1
\$150,001 \$200,000	143	15.04%	59.2	9	83	48	3
\$200,001 \$275,000	110	11.57%	65.7	4	41	59	6
\$275,001 and up	115	12.09%	68.1	4	25	64	22
Total Closed Units: 951				203	491	225	32
Total Closed Volume: 154,059,838				14.66M	66.63M	55.68M	17.09M
Average Closed Price: \$161,998				\$72,205	\$135,703	\$247,458	\$534,189

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

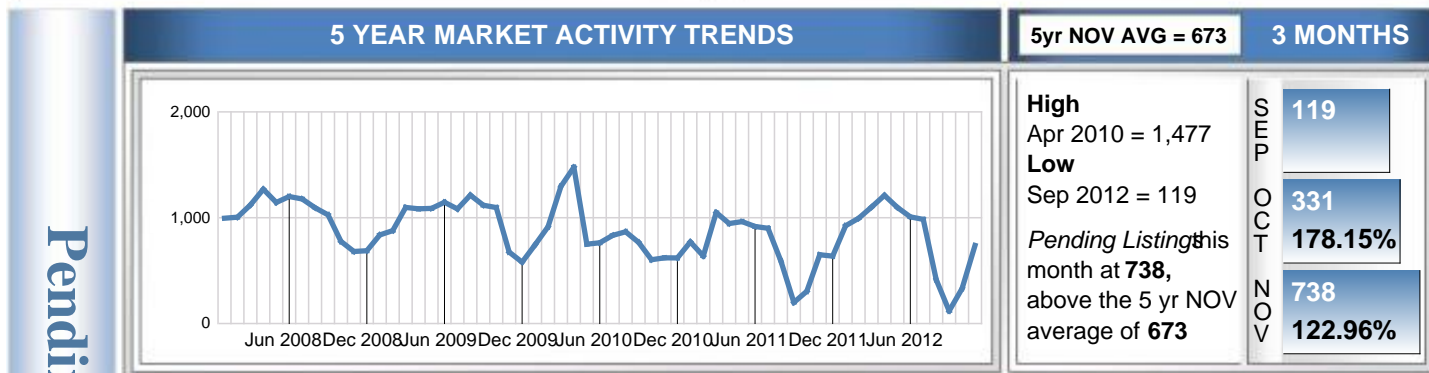
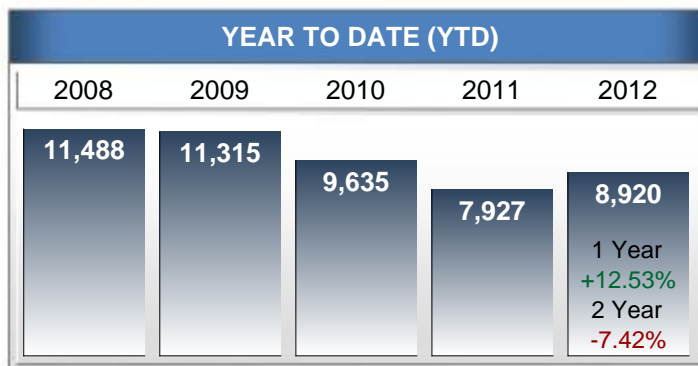
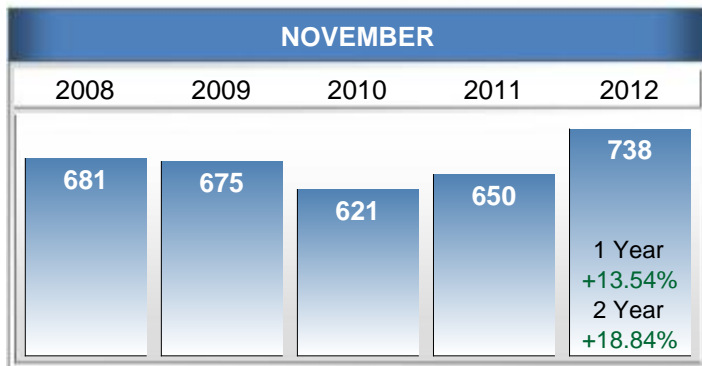
Pending Listings as of Dec 11, 2012



Pending Listings

Report Produced on: Dec 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	66	8.94%	47.5	38	24	3	1	
\$40,001 \$70,000	77	10.43%	52.4	21	51	5	0	
\$70,001 \$110,000	135	18.29%	64.5	22	99	11	3	
\$110,001 \$160,000	170	23.04%	60.8	15	115	40	0	
\$160,001 \$220,000	120	16.26%	71.5	3	57	54	6	
\$220,001 \$310,000	94	12.74%	71.9	4	37	47	6	
\$310,001 and up	76	10.30%	60.0	2	19	42	13	
Total Pending Units: 738				6.0	105	402	202	29
Total Pending Volume: 127,793,286					9.00M	56.51M	47.81M	14.47M
Average Listing Price: \$149,900					\$85,750	\$140,566	\$236,696	\$498,940



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

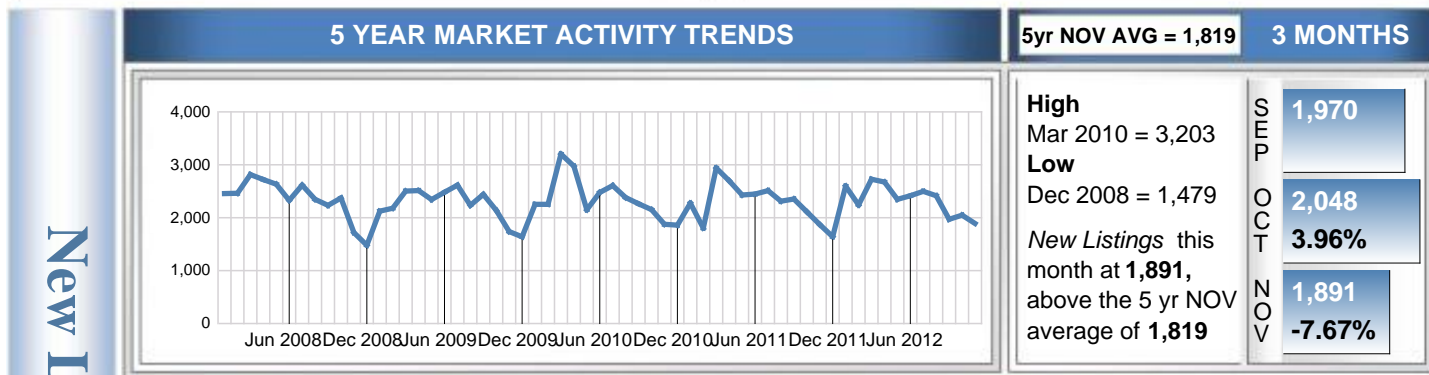
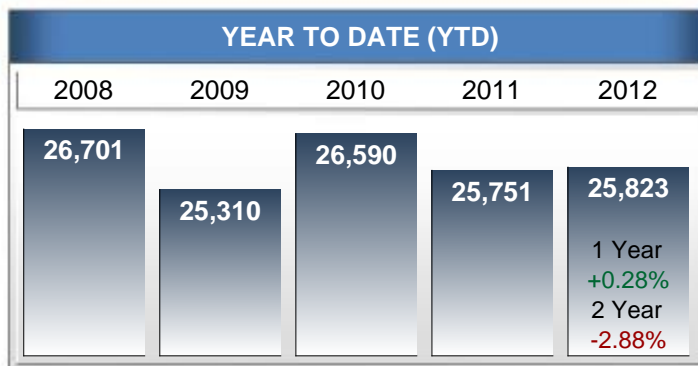
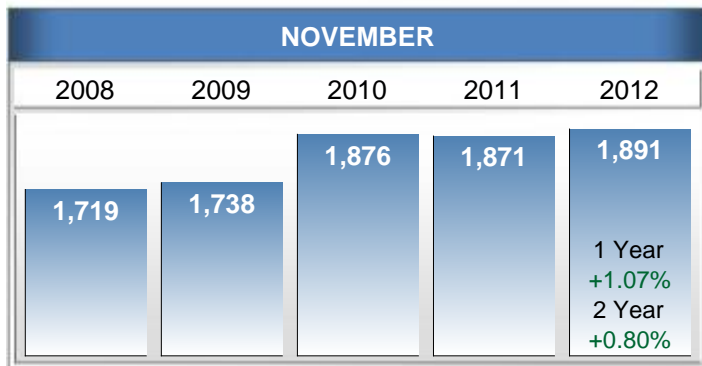
New Listings as of Dec 11, 2012



New Listings

Report Produced on: Dec 11, 2012

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



New Listings

Ready to Buy or Sell Real Estate?
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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+	
\$0 and less	0	0.00%	0	0	0	0	
\$1-\$25,000	274	14.49%	252	20	2	0	
\$25,001-\$75,000	374	19.78%	208	142	23	1	
\$75,001-\$125,000	382	20.20%	79	269	31	3	
\$125,001-\$200,000	438	23.16%	39	276	113	10	
\$200,001-\$325,000	224	11.85%	13	78	116	17	
\$325,001 and up	199	10.52%	34	39	87	39	
Total New Listed Units:			1,891	625	824	372	70
Total New Listed Volume:			311,386,313	57.86M	123.00M	97.61M	32.93M
Average New Listed Listing Price:			\$377,977	\$92,568	\$149,267	\$262,381	\$470,424



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

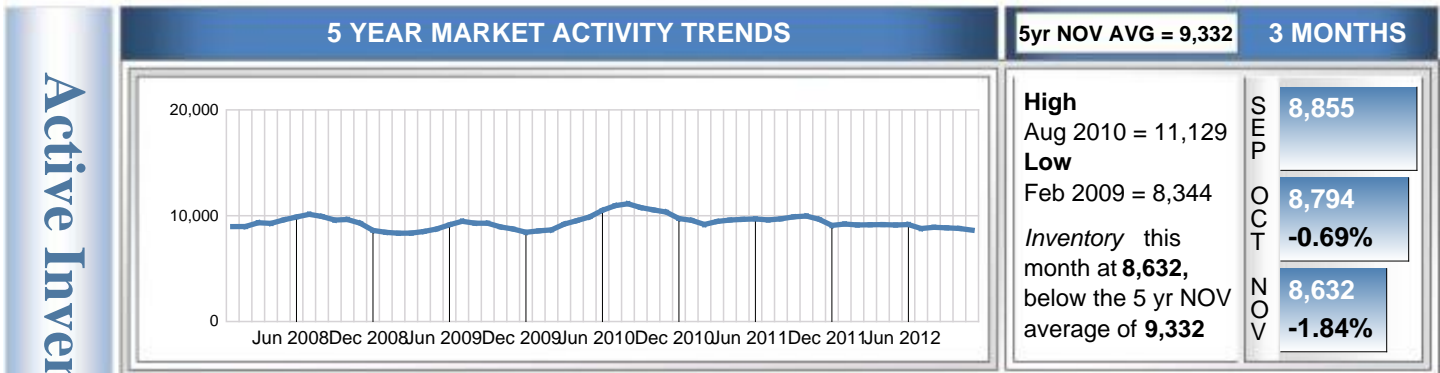
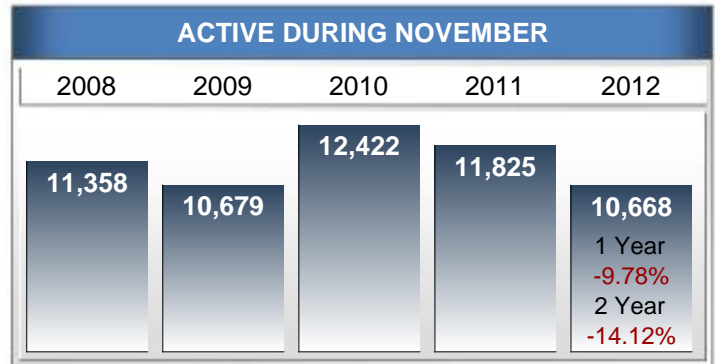
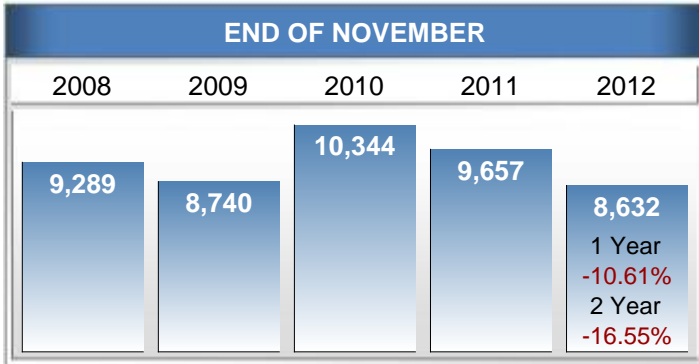
Active Inventory as of Dec 11, 2012



Active Inventory

Report Produced on: Dec 11, 2012

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



Active Inventory

Ready to Buy or Sell Real Estate?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	722	8.36%	72.8	667	43	10	2		
\$25,001 \$50,000	1,209	14.01%	98.8	1,010	177	20	2		
\$50,001 \$75,000	922	10.68%	94.9	567	312	39	4		
\$75,001 \$150,000	2,535	29.37%	82.5	677	1,584	259	15		
\$150,001 \$200,000	1,115	12.92%	82.8	126	612	344	33		
\$200,001 \$350,000	1,252	14.50%	85.3	129	383	629	111		
\$350,001 and up	877	10.16%	87.8	161	133	374	209		
Total Active Inventory by Units:				8,632	86.3	3,337	3,244	1,675	376
Total Active Inventory by Volume:				1,791,560,277		583.95M	494.02M	488.05M	225.55M
Average Active Inventory Listing Price:				\$207,549		\$174,991	\$152,287	\$291,372	\$599,861



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

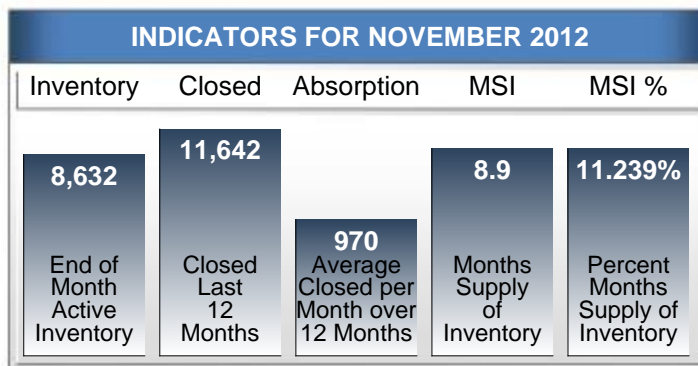
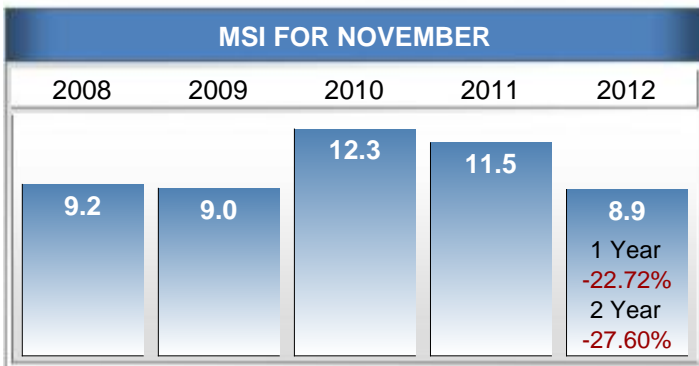
Active Inventory as of Dec 11, 2012



Months Supply of Inventory

Report Produced on: Dec 11, 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	375	4.34%	9.1	12.7	2.3	3.6	0.0	
\$20,001 \$50,000	1,556	18.03%	14.3	27.6	3.5	3.9	4.5	
\$50,001 \$80,000	1,156	13.39%	10.2	22.1	5.8	5.1	14.4	
\$80,001 \$150,000	2,301	26.66%	6.9	16.4	6.0	5.0	4.5	
\$150,001 \$210,000	1,222	14.16%	7.2	13.8	7.0	6.4	7.9	
\$210,001 \$350,000	1,145	13.26%	8.0	24.8	7.4	7.4	7.4	
\$350,001 and up	877	10.16%	14.3	74.3	11.6	11.6	13.5	
MSI:	8.9			21.2	6.1	7.0	9.7	
Total Active Inventory:	8,632			3,337	3,244	1,675	376	



Monthly Inventory Analysis

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November 2012

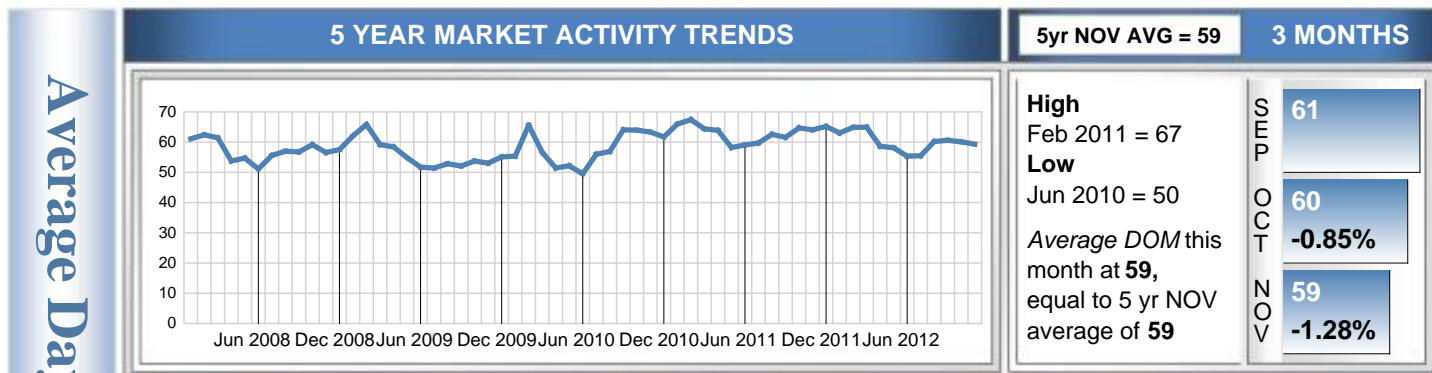
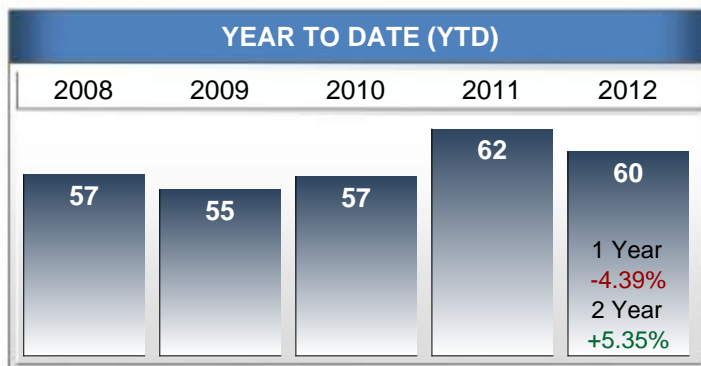
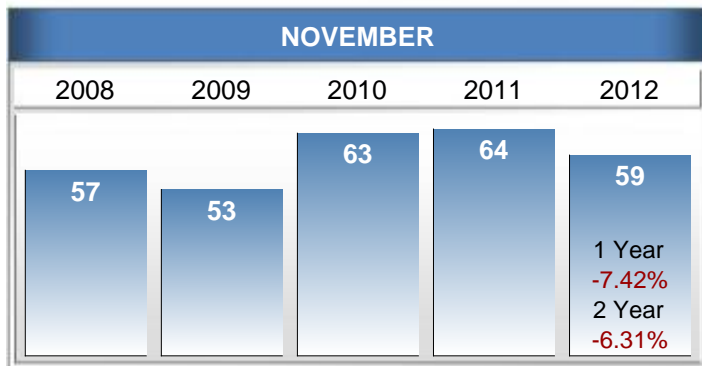
Closed Sales as of Dec 11, 2012



Average Days on Market to Sale

Report Produced on: Dec 11, 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+
\$25,000 and less	93	9.78%	45.2	45.4	46.2	38.8	0.0
\$25,001 \$50,000	77	8.10%	59.6	70.1	50.0	42.0	0.0
\$50,001 \$75,000	92	9.67%	52.9	64.4	47.5	50.7	0.0
\$75,001 \$150,000	321	33.75%	59.9	51.7	61.0	60.9	127.0
\$150,001 \$200,000	143	15.04%	59.2	56.4	60.6	56.0	78.3
\$200,001 \$275,000	110	11.57%	65.7	41.3	57.3	70.7	89.3
\$275,001 and up	115	12.09%	68.1	87.5	59.3	74.5	55.8
Average Closed DOM: 59.3				55.2	57.8	65.3	66.4
Total Closed Units: 951				203	491	225	32
Total Closed Volume: 154,059,838				14.66M	66.63M	55.68M	17.09M



Monthly Inventory Analysis

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November 2012

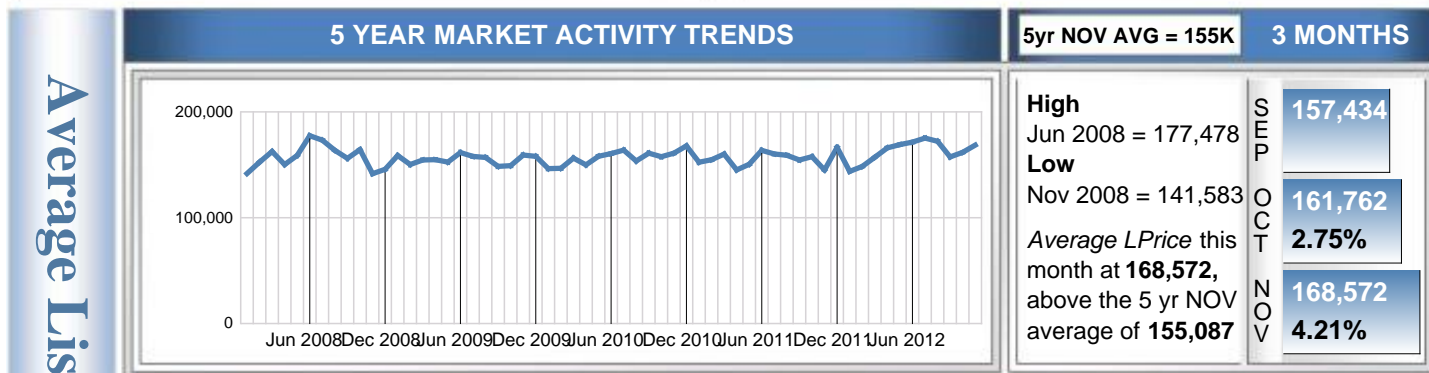
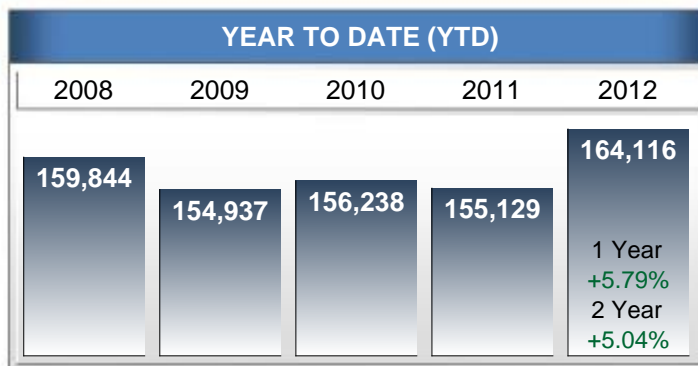
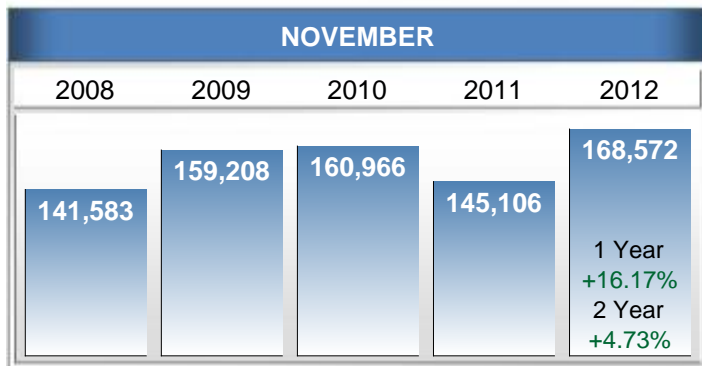
Closed Sales as of Dec 11, 2012



Average List Price at Closing

Report Produced on: Dec 11, 2012

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



Average List Price

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

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	92	9.67%	11,479	11,034	20,219	15,975	0
\$25,001 \$50,000	61	6.41%	38,489	45,772	44,192	55,233	0
\$50,001 \$75,000	94	9.88%	63,680	66,755	68,634	57,729	0
\$75,001 \$150,000	326	34.28%	114,940	109,481	118,317	121,357	99,900
\$150,001 \$200,000	147	15.46%	174,835	172,533	175,836	179,751	196,167
\$200,001 \$275,000	107	11.25%	235,550	239,600	243,560	239,361	245,583
\$275,001 and up	124	13.04%	504,416	988,401	440,205	456,075	714,545
Average List Price:	\$168,572			\$77,483	\$141,088	\$255,232	\$558,809
Total Closed Units:	951			203	491	225	32
Total List Volume:	160,312,374			15.73M	69.27M	57.43M	17.88M



Monthly Inventory Analysis

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November 2012

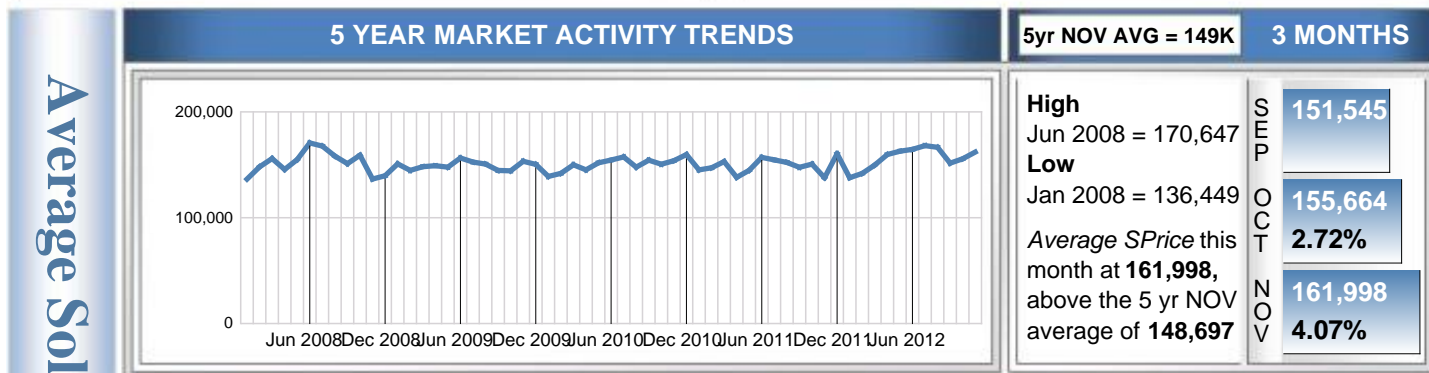
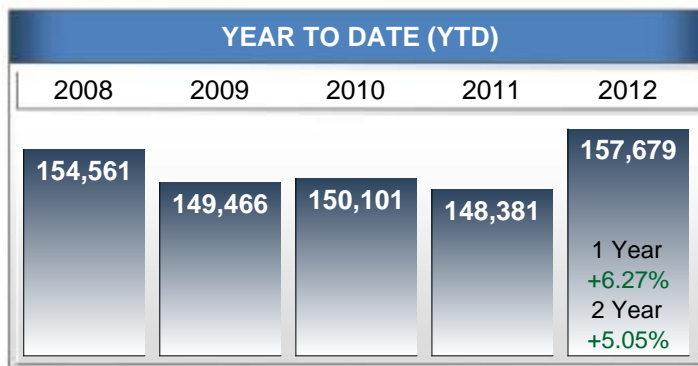
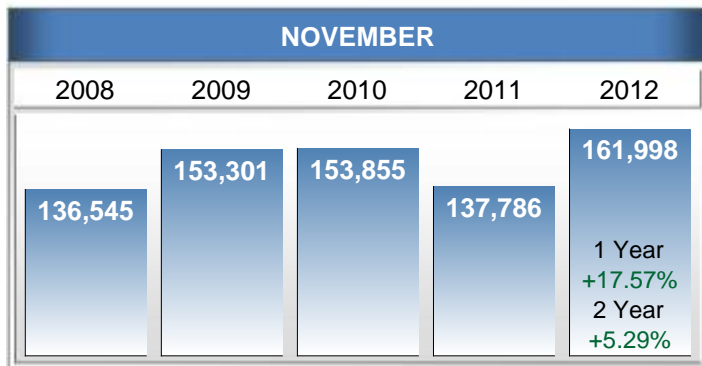
Closed Sales as of Dec 11, 2012



Average Sold Price at Closing

Report Produced on: Dec 11, 2012

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	93	9.78%	11,338	10,162	17,462	13,788	0
\$25,001 \$50,000	77	8.10%	39,951	39,798	40,047	40,732	0
\$50,001 \$75,000	92	9.67%	62,854	62,472	63,220	61,403	0
\$75,001 \$150,000	321	33.75%	113,149	103,060	114,225	118,231	99,900
\$150,001 \$200,000	143	15.04%	173,341	164,989	171,872	176,535	187,950
\$200,001 \$275,000	110	11.57%	234,334	231,375	235,292	233,338	239,550
\$275,001 and up	115	12.09%	497,924	919,694	419,544	439,077	681,500
Average Closed Price: \$161,998				\$72,205	\$135,703	\$247,458	\$534,189
Total Closed Units: 951				203	491	225	32
Total Closed Volume: 154,059,838				14.66M	66.63M	55.68M	17.09M



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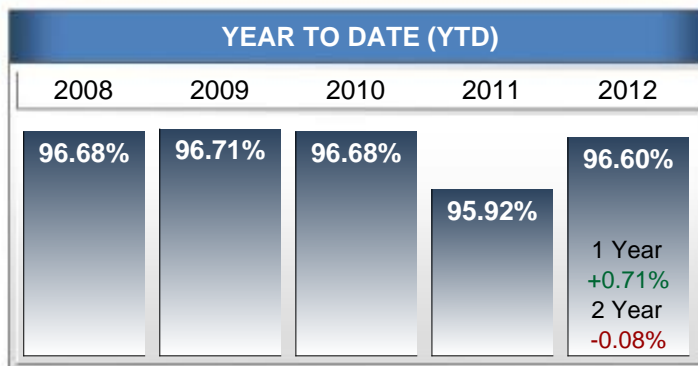
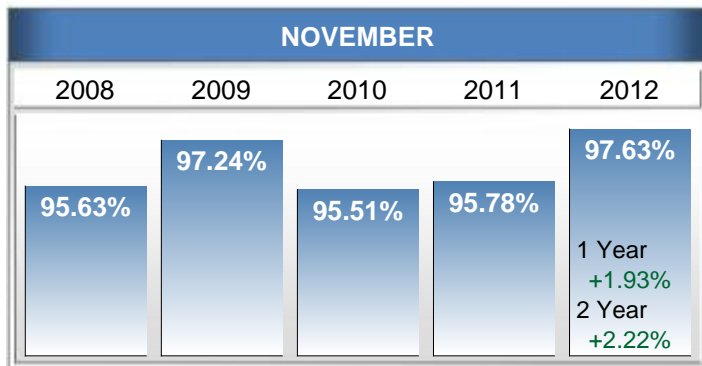
Closed Sales as of Dec 11, 2012



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr NOV AVG=96.36% **3 MONTHS**

High
Jul 2010 = 98.73%

Low
Jan 2012 = 94.68%

Average List/Sell this month at **97.63%**, above the 5 yr NOV average of **96.36%**

SEP	97.91%
OCT	96.12%
NOV	97.63%
Change from Oct	-1.83%
Change from Nov	1.57%

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	93	9.78%	96.15%	98.51%	86.59%	82.38%	0.00%
\$25,001 \$50,000	77	8.10%	90.98%	91.17%	91.77%	79.10%	0.00%
\$50,001 \$75,000	92	9.67%	100.85%	98.97%	92.99%	172.40%	0.00%
\$75,001 \$150,000	321	33.75%	99.18%	108.94%	97.65%	97.50%	100.00%
\$150,001 \$200,000	143	15.04%	97.86%	95.72%	97.83%	98.44%	95.87%
\$200,001 \$275,000	110	11.57%	97.41%	96.64%	97.13%	97.64%	97.69%
\$275,001 and up	115	12.09%	96.28%	88.06%	95.36%	97.09%	96.46%
Average List/Sell Ratio: 97.60%				99.09%	96.25%	99.44%	96.75%
Total Closed Units: 951				203	491	225	32
Total Closed Volume: 154,059,838				14.66M	66.63M	55.68M	17.09M



Monthly Inventory Analysis

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November 2012

Inventory as of Dec 11, 2012



Market Summary

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



Absorption: Last 12 months, an Average of **970** Sales/Month

Active Inventory as of November 30, 2012 = **8,632**

	NOVEMBER			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	755	951	25.96%	9,367	10,840	15.73%
Pending Sales	650	738	13.54%	7,927	8,920	12.53%
New Listings	1,871	1,891	1.07%	25,751	25,823	0.28%
Average List Price	145,106	168,572	16.17%	155,129	164,116	5.79%
Average Sale Price	137,786	161,998	17.57%	148,381	157,679	6.27%
Average Percent of List Price to Selling Price	95.78%	97.63%	1.93%	95.92%	96.60%	0.71%
Average Days on Market to Sale	64.07	59.32	-7.42%	62.49	59.74	-4.39%
Monthly Inventory	9,657	8,632	-10.61%	9,657	8,632	-10.61%
Months Supply of Inventory	11.51	8.90	-22.72%	11.51	8.90	-22.72%

