



# November 2012

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

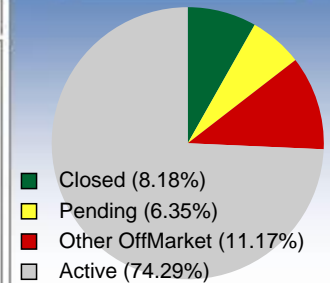


**Absorption:** Last 12 months, an Average of **970** Sales/Month

**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%
Median List Price	123,000	129,900	5.61%
Median Sale Price	117,900	122,500	3.90%
Median Percent of List Price to Selling Price	96.62%	97.49%	0.90%
Median Days on Market to Sale	55.00	47.00	-14.55%
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.

### 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 **3.90%** in November 2012 to \$122,500 versus the previous year at \$117,900.

### Median Days on Market Shortens

The median number of **47.00** days that homes spent on the market before selling decreased by 8.00 days or **14.55%** in November 2012 compared to last year's same month at **55.00** DOM.

### Sales Success for November 2012 is Positive

Overall, with Median 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.

## 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®

## November 2012

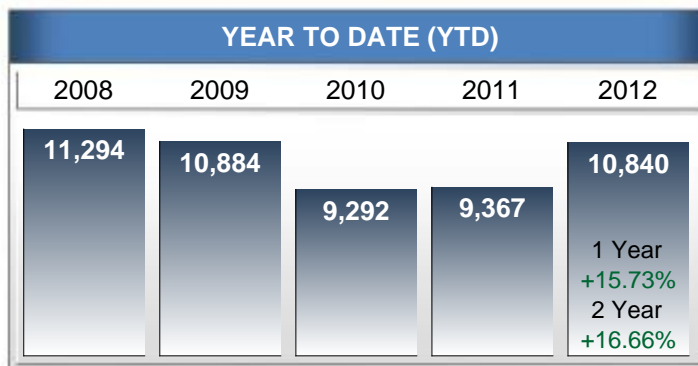
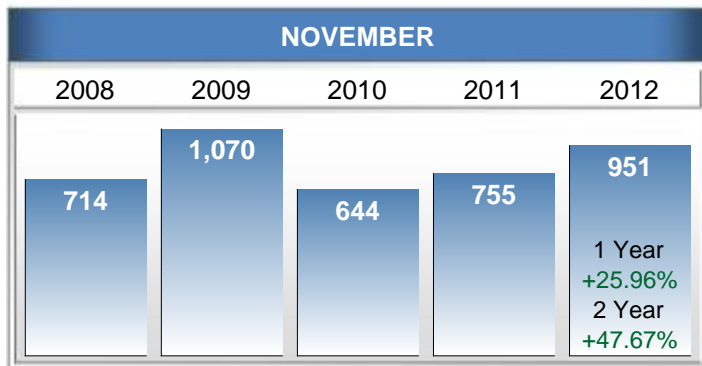
Closed Sales as of Dec 11, 2012



### Closed Listings

Report Produced on: Dec 11, 2012

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



Closed Listings  
  
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**5yr NOV AVG = 827**    **3 MONTHS**

**High**  
Jul 2008 = 1,238

**Low**  
Jan 2010 = 522

Closed Listing this month at **951**, above the 5 yr NOV average of **827**

SEP	907
OCT	1,008
NOV	951
-5.65%	

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	78	8.20%	47.0	66	9	3	0	
\$20,001 \$60,000	133	13.99%	38.0	59	66	8	0	
\$60,001 \$90,000	104	10.94%	53.5	32	64	8	0	
\$90,001 \$150,000	268	28.18%	51.0	29	203	35	1	
\$150,001 \$200,000	143	15.04%	45.0	9	83	48	3	
\$200,001 \$290,000	129	13.56%	52.0	4	45	74	6	
\$290,001 and up	96	10.09%	56.0	4	21	49	22	
Total Closed Units: 951 Total Closed Volume: 154,059,838 Median Closed Price: \$122,500				47.0	203	491	225	32
					14.66M	66.63M	55.68M	17.09M
					\$48,000	\$120,000	\$208,900	\$368,500



# Monthly Inventory Analysis

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## November 2012

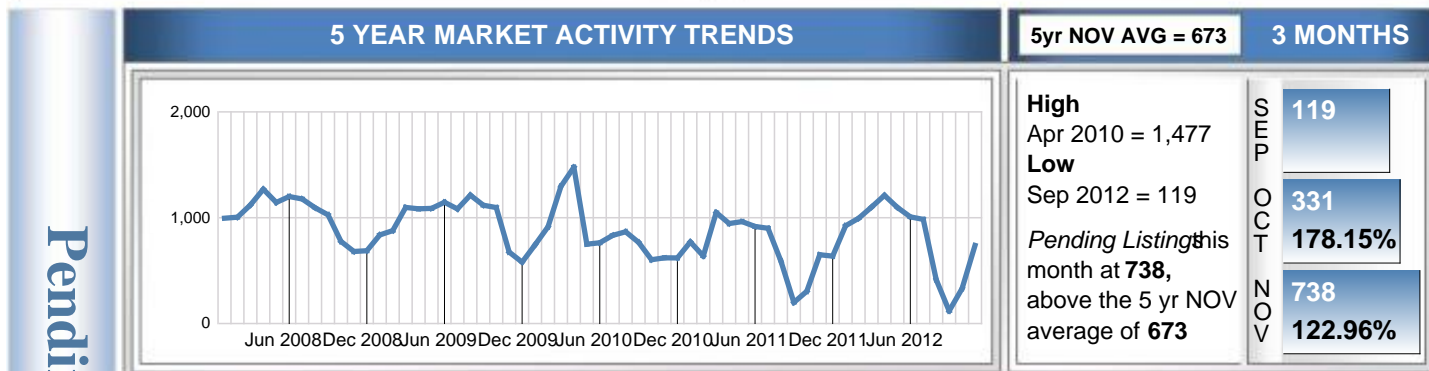
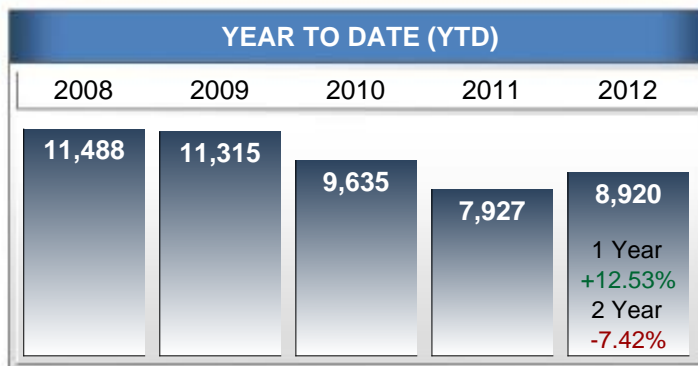
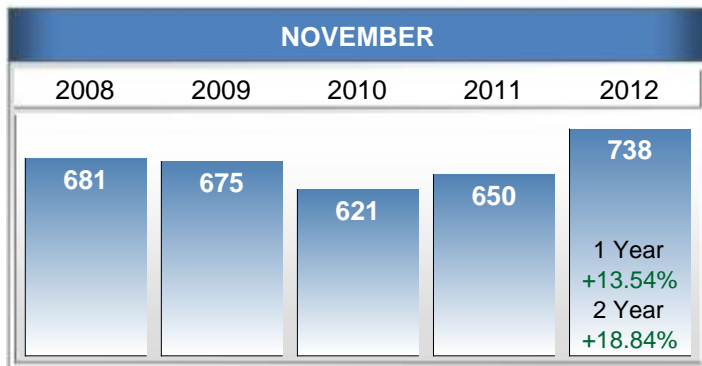
Pending Listings as of Dec 11, 2012



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	66	8.94%	28.0	38	24	3	1	
\$40,001 - \$70,000	77	10.43%	33.0	21	51	5	0	
\$70,001 - \$110,000	135	18.29%	56.0	22	99	11	3	
\$110,001 - \$160,000	170	23.04%	48.0	15	115	40	0	
\$160,001 - \$220,000	120	16.26%	62.0	3	57	54	6	
\$220,001 - \$310,000	94	12.74%	60.0	4	37	47	6	
\$310,001 and up	76	10.30%	42.0	2	19	42	13	
Total Pending Units: 738				48.0	105	402	202	29
Total Pending Volume: 127,793,286					9.00M	56.51M	47.81M	14.47M
Median Listing Price: \$134,992					\$57,900	\$124,082	\$198,500	\$300,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2012

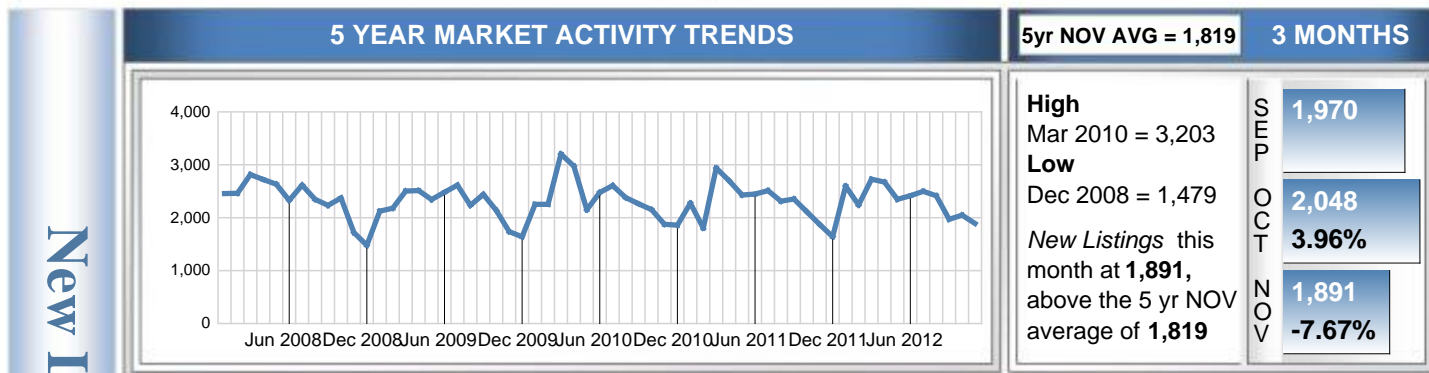
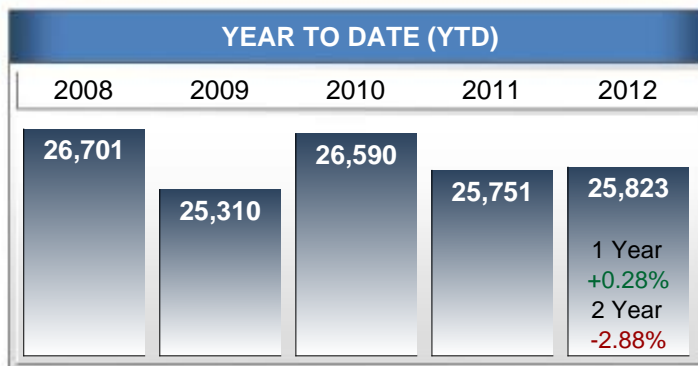
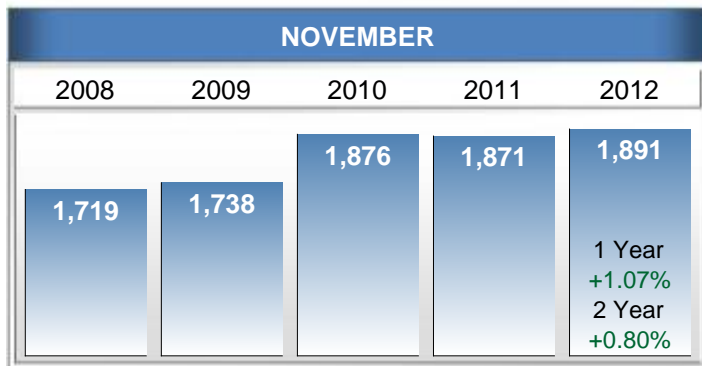
New Listings as of Dec 11, 2012



### 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+	
\$20,000 and less	54	2.86%	44	10	0	0	
\$20,001 - \$40,000	369	19.51%	326	36	7	0	
\$40,001 - \$80,000	280	14.81%	106	150	21	3	
\$80,001 - \$140,000	439	23.22%	71	322	44	2	
\$140,001 - \$200,000	326	17.24%	31	189	97	9	
\$200,001 - \$320,000	220	11.63%	13	77	114	16	
\$320,001 and up	203	10.74%	34	40	89	40	
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
Median New Listed Listing Price:			\$115,000	\$32,000	\$124,332	\$220,000	\$364,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2012

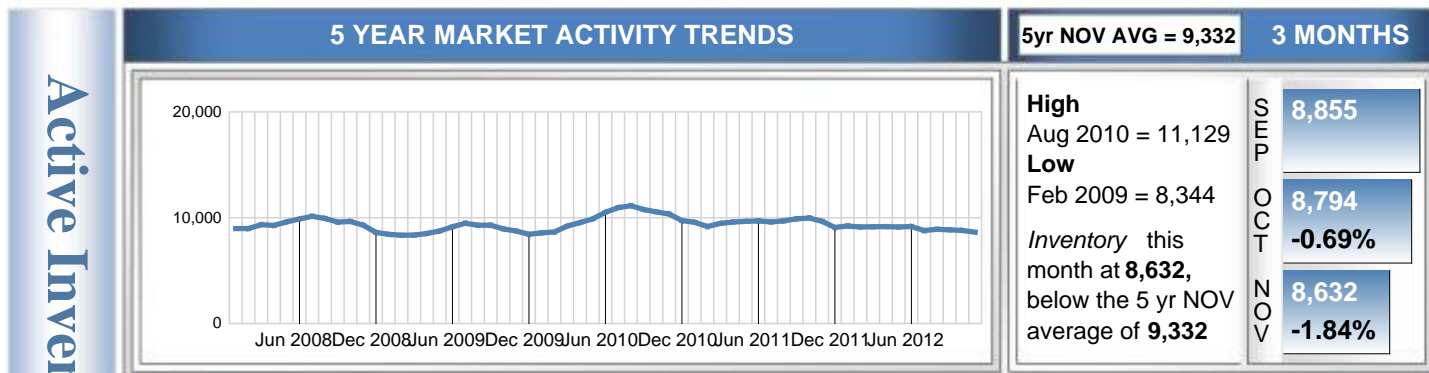
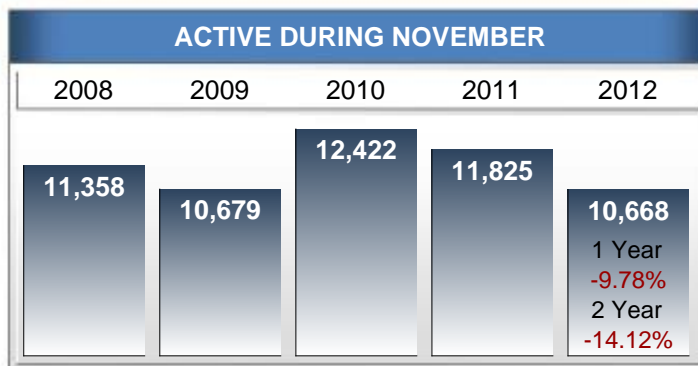
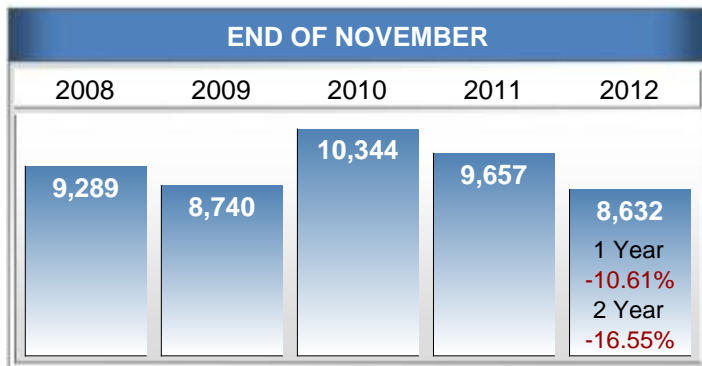
Active Inventory as of Dec 11, 2012



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	375	4.34%	99.0	338	30	6	1		
\$20,001 \$50,000	1,556	18.03%	97.5	1,339	190	24	3		
\$50,001 \$80,000	1,156	13.39%	99.5	678	423	49	6		
\$80,001 \$150,000	2,301	26.66%	74.0	566	1,473	249	13		
\$150,001 \$210,000	1,222	14.16%	79.0	133	658	393	38		
\$210,001 \$350,000	1,145	13.26%	82.0	122	337	580	106		
\$350,001 and up	877	10.16%	84.0	161	133	374	209		
Total Active Inventory by Units:				8,632	84.0	3,337	3,244	1,675	376
Total Active Inventory by Volume:				1,791,560,277		583.95M	494.02M	488.05M	225.55M
Median Active Inventory Listing Price:				\$119,900		\$50,000	\$128,948	\$233,000	\$399,700



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2012

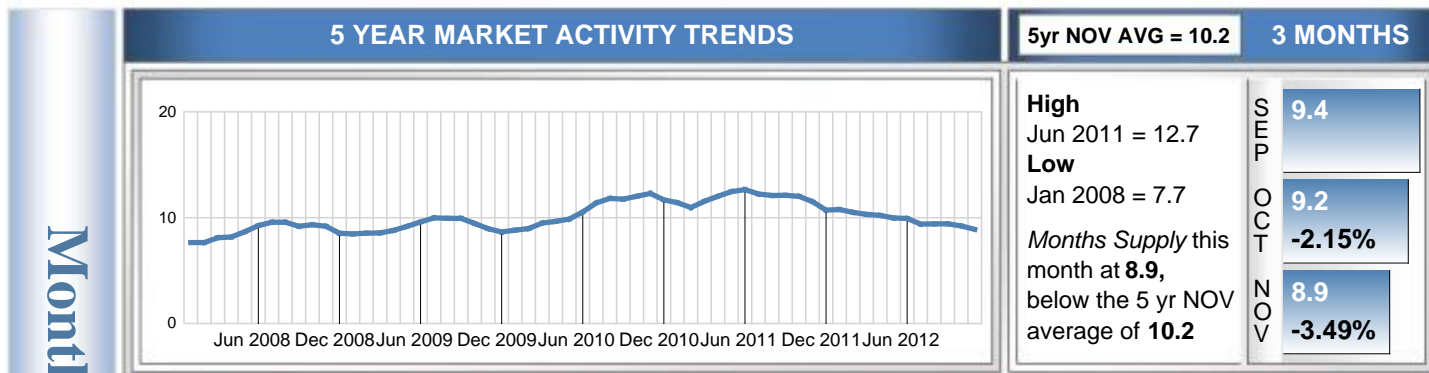
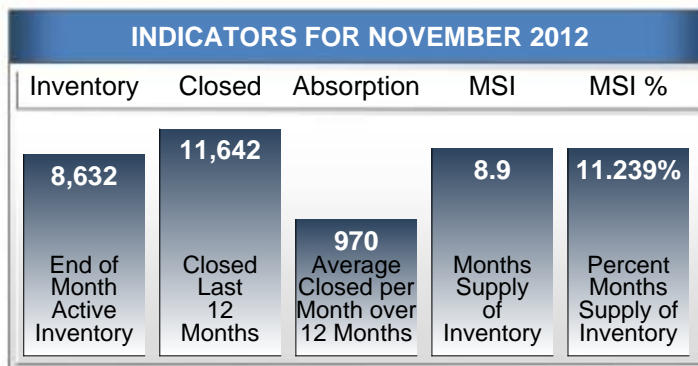
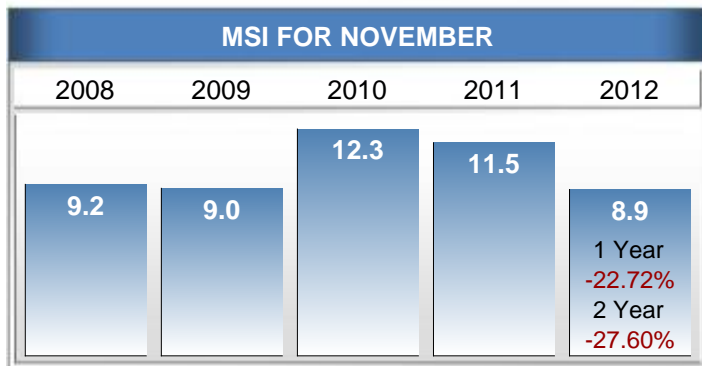
Active Inventory as of Dec 11, 2012



### 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

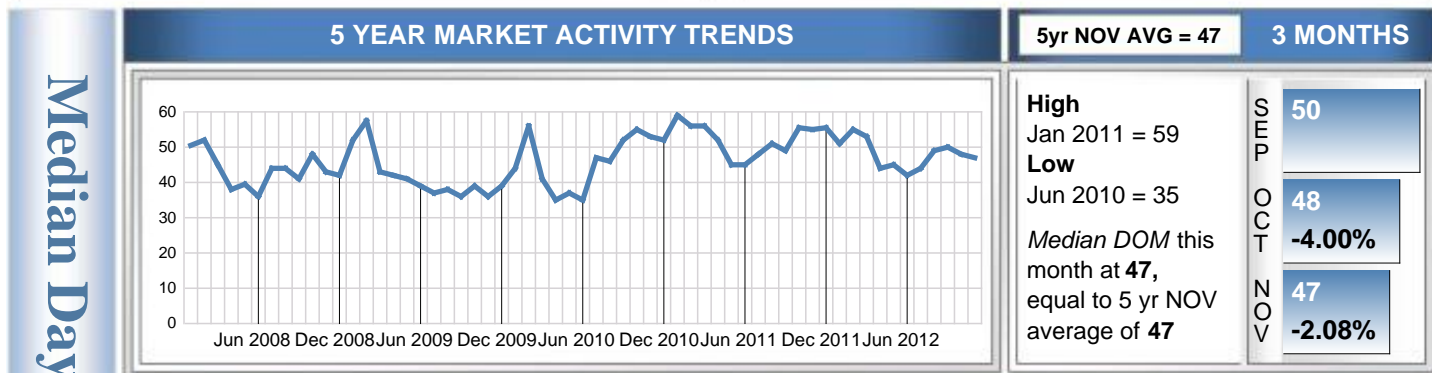
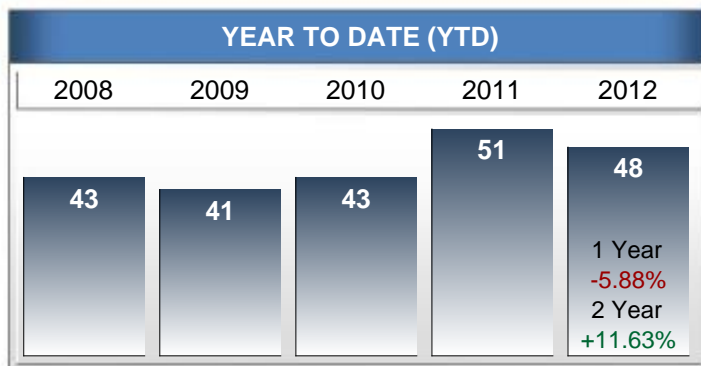
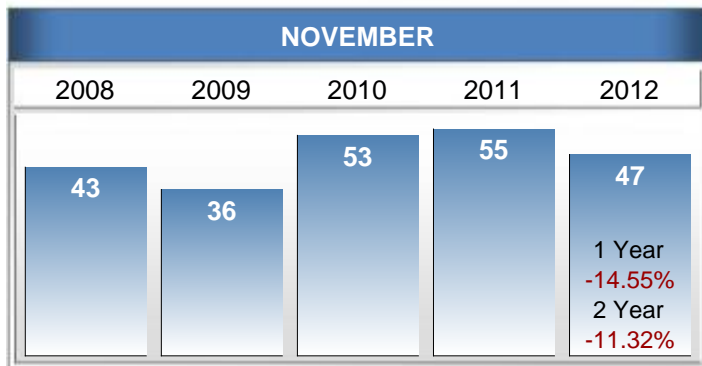
Closed Sales as of Dec 11, 2012



### Median Days on Market to Sale

Report Produced on: Dec 11, 2012

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



Median Days on Market

Ready to Buy or Sell Real Estate?  
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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+
\$20,000 and less	78			8.20%	47.0	47.0	36.0	34.0	0.0
\$20,001 \$60,000	133			13.99%	38.0	44.0	27.0	43.5	0.0
\$60,001 \$90,000	104			10.94%	53.5	60.5	48.5	46.0	0.0
\$90,001 \$150,000	268			28.18%	51.0	52.0	51.0	41.0	127.0
\$150,001 \$200,000	143			15.04%	45.0	31.0	43.0	53.0	45.0
\$200,001 \$290,000	129			13.56%	52.0	45.0	47.0	57.0	85.5
\$290,001 and up	96			10.09%	56.0	86.5	53.0	71.0	51.0
Median Closed DOM:		47.0				47.0	45.0	53.0	56.0
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

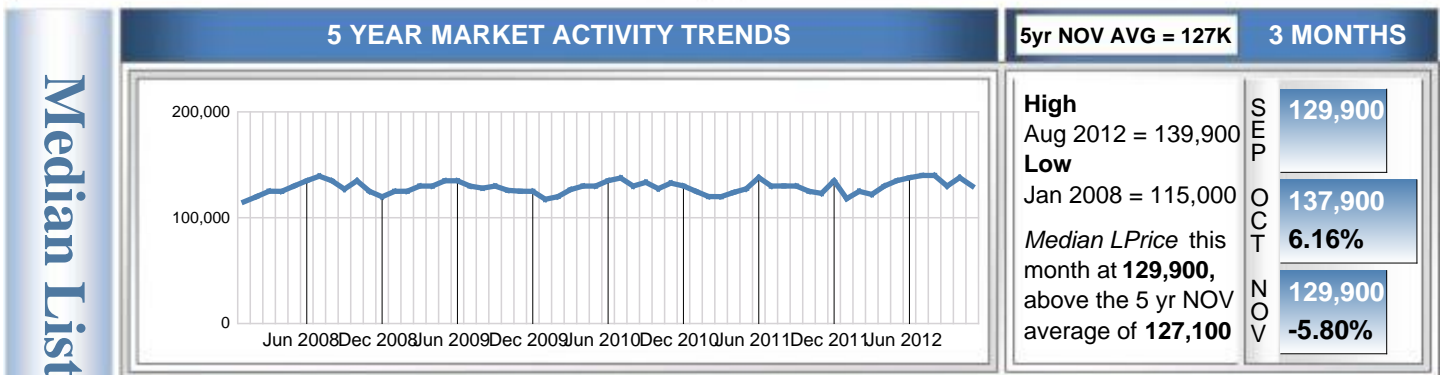
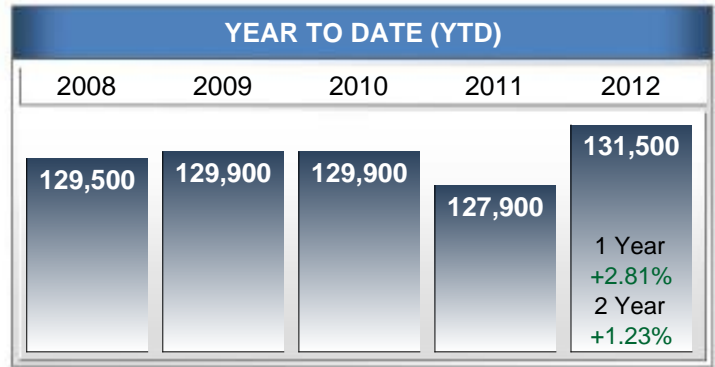
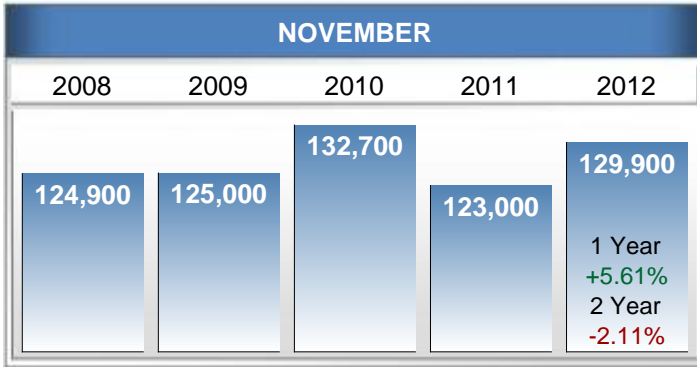
Closed Sales as of Dec 11, 2012



### Median List Price at Closing

Report Produced on: Dec 11, 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+
\$20,000 and less	80		8.41%	7,000	7,000	18,300	11,950	0
\$20,001 \$60,000	112		11.78%	44,950	39,700	46,900	40,350	0
\$60,001 \$90,000	104		10.94%	74,700	72,000	75,000	66,500	0
\$90,001 \$150,000	277		29.13%	119,500	109,900	119,900	121,950	99,900
\$150,001 \$200,000	147		15.46%	171,900	169,950	169,900	180,950	199,000
\$200,001 \$290,000	125		13.14%	240,000	230,000	237,450	240,000	250,000
\$290,001 and up	106		11.15%	399,716	775,000	394,629	369,700	569,000
Median List Price:	\$129,900				\$50,000	\$125,000	\$214,900	\$384,700
Total Closed Units:	951				203	491	225	32
Total List Volume:	160,312,374				15.73M	69.27M	57.43M	17.88M





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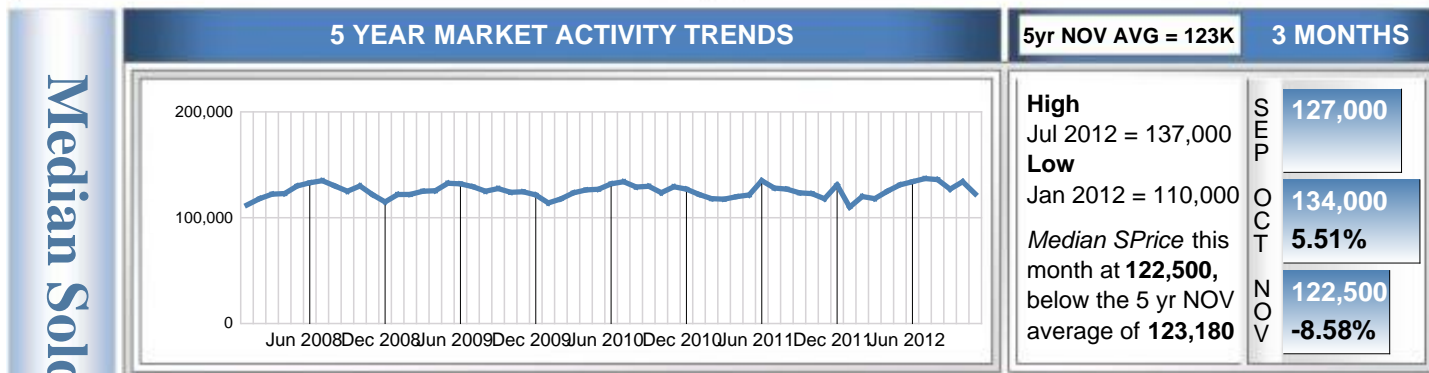
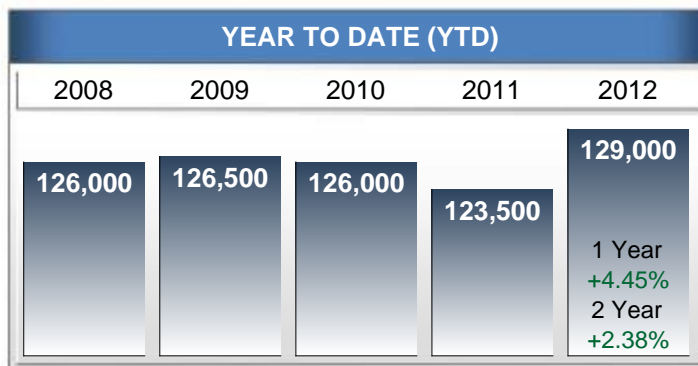
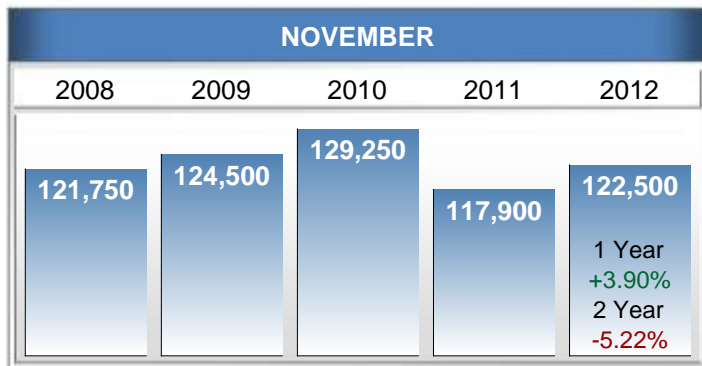
Closed Sales as of Dec 11, 2012



### Median Sold Price at Closing

Report Produced on: Dec 11, 2012

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



Median Sold Price

Ready to Buy or Sell Real Estate?  
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#### 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+
\$20,000 and less	78	8.20%	7,000	7,000	15,000	9,000	0
\$20,001 - \$60,000	133	13.99%	45,000	39,900	45,726	51,950	0
\$60,001 - \$90,000	104	10.94%	75,563	72,500	77,150	83,700	0
\$90,001 - \$150,000	268	28.18%	118,875	104,500	119,900	118,850	99,900
\$150,001 - \$200,000	143	15.04%	172,500	162,500	168,000	179,000	187,000
\$200,001 - \$290,000	129	13.56%	240,800	232,500	239,900	243,450	246,000
\$290,001 and up	96	10.09%	411,250	657,500	410,000	393,118	472,000
Median Closed Price:	\$122,500			\$48,000	\$120,000	\$208,900	\$368,500
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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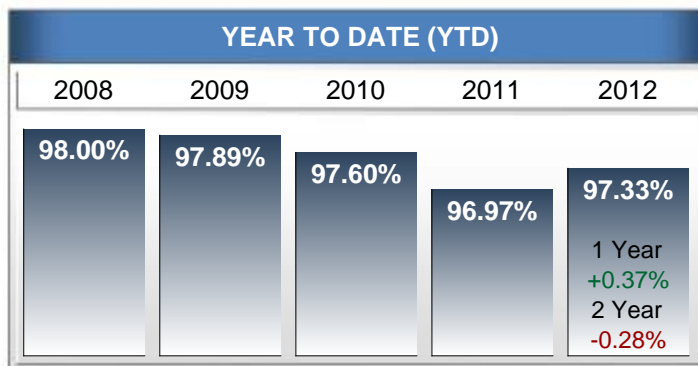
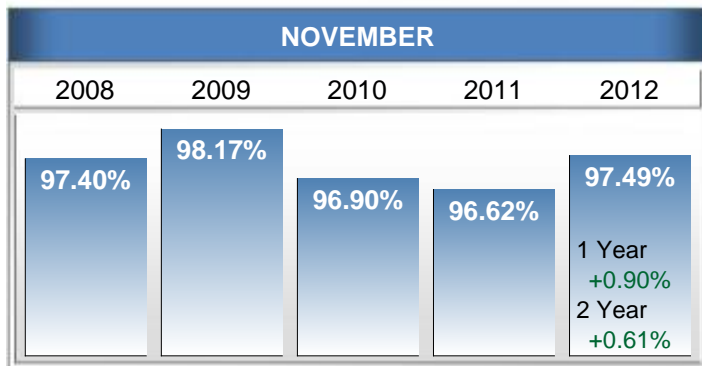
Closed Sales as of Dec 11, 2012



### Median Percent of List Price to Selling Price

Report Produced on: Dec 11, 2012

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?  
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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+
\$20,000 and less	78	8.20%	100.00%	100.00%	88.24%	75.00%	0.00%
\$20,001 \$60,000	133	13.99%	92.31%	92.45%	92.40%	90.46%	0.00%
\$60,001 \$90,000	104	10.94%	95.37%	94.02%	96.47%	93.97%	0.00%
\$90,001 \$150,000	268	28.18%	97.73%	96.67%	97.54%	99.86%	100.00%
\$150,001 \$200,000	143	15.04%	98.05%	95.76%	97.90%	98.81%	97.91%
\$200,001 \$290,000	129	13.56%	97.78%	96.47%	96.95%	97.89%	98.61%
\$290,001 and up	96	10.09%	96.91%	92.02%	95.24%	97.06%	98.04%
Median List/Sell Ratio:	97.49%			98.18%	97.06%	98.00%	98.33%
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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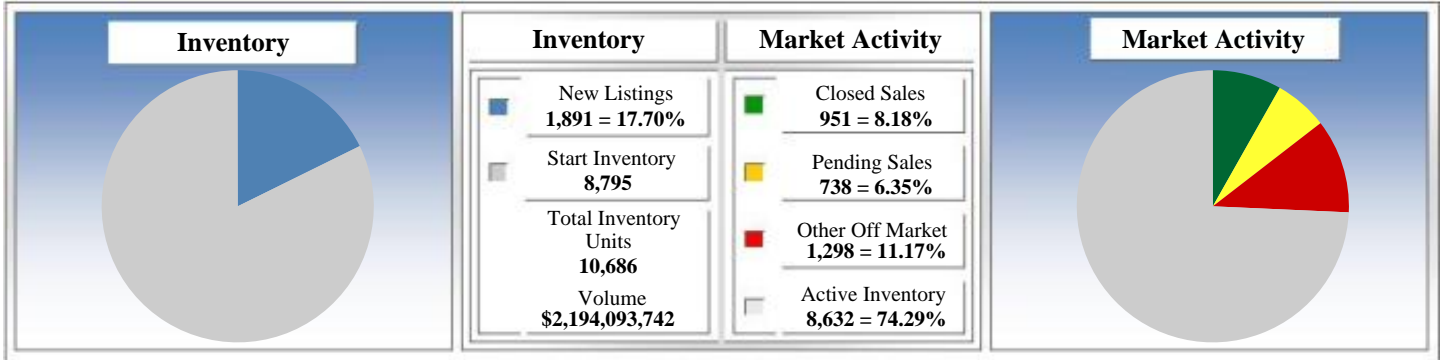
Inventory as of Dec 11, 2012



### Market Summary

Report Produced on: Dec 11, 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			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%
Median List Price	123,000	129,900	5.61%	127,900	131,500	2.81%
Median Sale Price	117,900	122,500	3.90%	123,500	129,000	4.45%
Median Percent of List Price to Selling Price	96.62%	97.49%	0.90%	96.97%	97.33%	0.37%
Median Days on Market to Sale	55.00	47.00	-14.55%	51.00	48.00	-5.88%
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%

