



October 2012

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

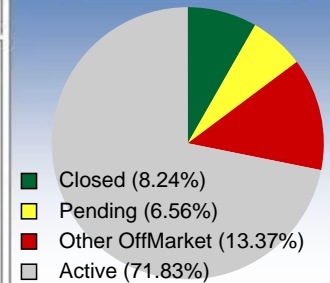


Absorption: Last 12 months, an Average of **954** Sales/Month

Active Inventory as of October 31, 2012 = **8,766**

	OCTOBER		
	2011	2012	+/- %
Closed Listings	840	1,006	19.76%
Pending Listings	613	800	30.51%
New Listings	2,112	2,044	-3.22%
Average List Price	157,679	161,919	2.69%
Average Sale Price	150,627	155,811	3.44%
Average Percent of List Price to Selling Price	96.15%	96.12%	-0.04%
Average Days on Market to Sale	64.69	60.20	-6.94%
End of Month Inventory	10,095	8,766	-13.16%
Months Supply of Inventory	12.17	9.19	-24.46%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 12, 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 October 2012 decreased **13.16%** to 8,766 existing homes available for sale. Over the last 12 months this area has had an average of 954 closed sales per month. This represents an unsold inventory index of **9.19** 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 **3.44%** in October 2012 to \$155,811 versus the previous year at \$150,627.

Average Days on Market Shortens

The average number of **60.20** days that homes spent on the market before selling decreased by 4.49 days or **6.94%** in October 2012 compared to last year's same month at **64.69** DOM.

Sales Success for October 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 2,044 New Listings in October 2012, down **3.22%** from last year at 2,112. Furthermore, there were 1,006 Closed Listings this month versus last year at 840, a **19.76%** increase.

Closed versus Listed trends yielded a **49.2%** ratio, up from last year's October 2012 at **39.8%**, a **23.75%** 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

Data from the Greater Tulsa Association of REALTORS®

October 2012

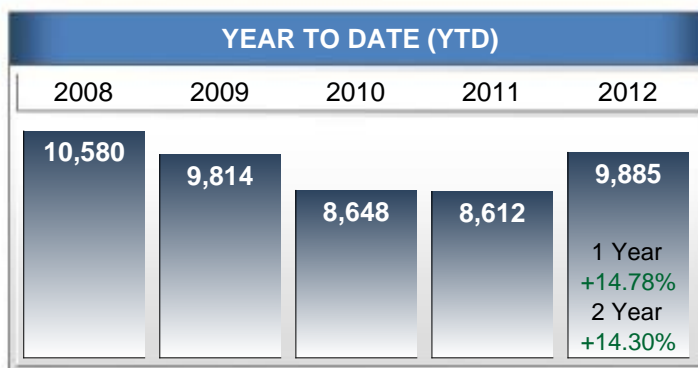
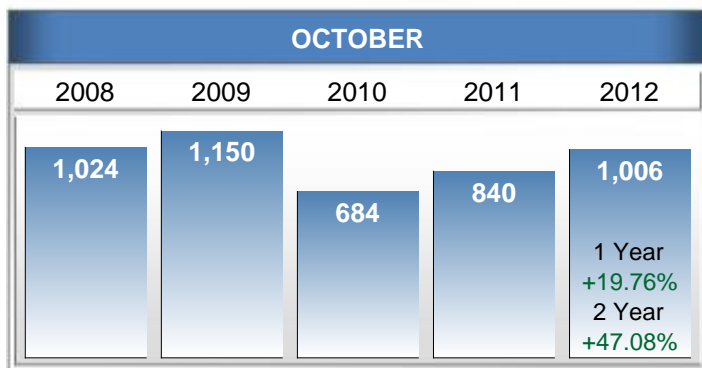
Closed Sales as of Nov 12, 2012



Closed Listings

Report Produced on: Nov 12, 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	59	5.86%	60.9	37	20	2	0	
\$25,001 \$50,000	109	10.83%	53.5	46	53	10	0	
\$50,001 \$100,000	183	18.19%	57.2	47	110	26	0	
\$100,001 \$150,000	251	24.95%	59.1	26	179	43	3	
\$150,001 \$200,000	175	17.40%	58.2	11	110	51	3	
\$200,001 \$275,000	123	12.23%	71.0	5	54	53	11	
\$275,001 and up	106	10.54%	65.4	11	19	59	17	
Total Closed Units: 1,006				60.2	183	545	244	34
Total Closed Volume: 156,745,431					17.40M	72.91M	54.87M	11.56M
Average Closed Price: \$155,811					\$95,106	\$133,781	\$224,894	\$339,885

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

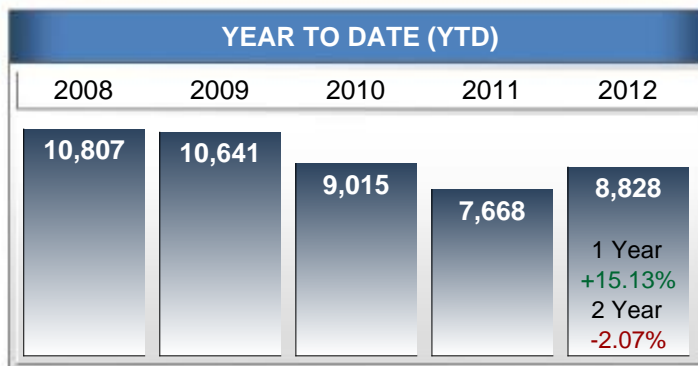
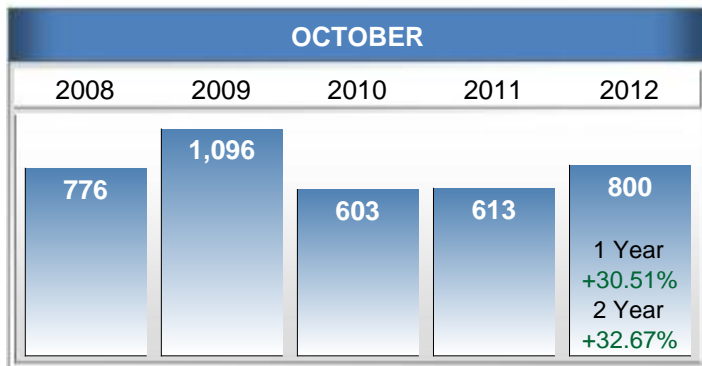
Pending Listings as of Nov 12, 2012



Pending Listings

Report Produced on: Nov 12, 2012

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



5yr OCT AVG = 778 **3 MONTHS**

High
Apr 2010 = 1,477
Low
Sep 2012 = 221

Pending Listing this month at **800**, above the 5 yr OCT average of **778**

AUG	449
SEP	221
OCT	800
-50.78%	
261.99%	

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	76	9.50%	49.5	46	26	3	1	
\$40,001 - \$70,000	94	11.75%	52.2	30	58	6	0	
\$70,001 - \$100,000	114	14.25%	68.0	27	77	7	3	
\$100,001 - \$150,000	202	25.25%	64.7	10	151	41	0	
\$150,001 - \$210,000	133	16.63%	57.8	6	74	48	5	
\$210,001 - \$300,000	100	12.50%	65.4	5	37	55	3	
\$300,001 and up	81	10.13%	64.4	4	19	42	16	
Total Pending Units: 800				0.0	128	442	202	28
Total Pending Volume: 133,239,424					12.05M	62.36M	48.91M	9.92M
Average Listing Price: \$0					\$94,152	\$141,094	\$242,105	\$354,264



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

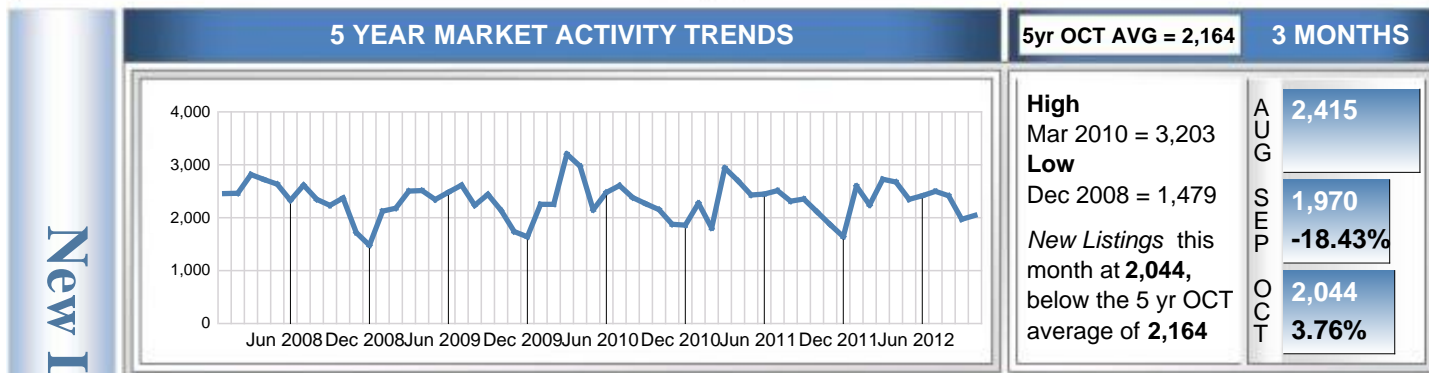
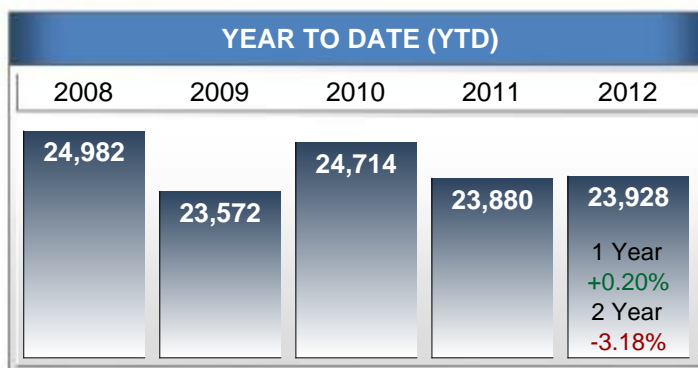
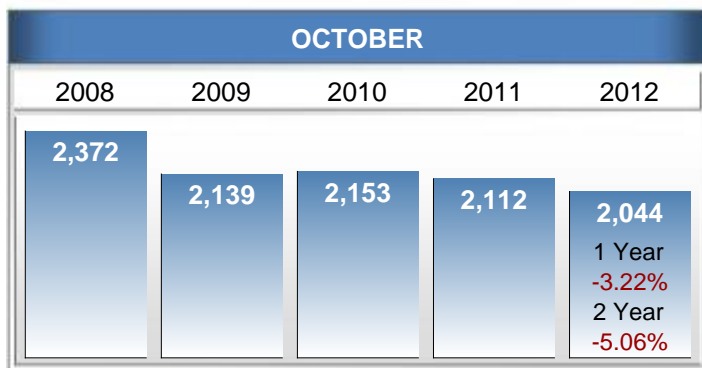
New Listings as of Nov 12, 2012



New Listings

Report Produced on: Nov 12, 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+
\$25,000 and less	103	5.04%	83	17	3	0
\$25,001 - \$50,000	187	9.15%	119	57	9	2
\$50,001 - \$100,000	427	20.89%	160	242	22	3
\$100,001 - \$150,000	478	23.39%	72	346	59	1
\$150,001 - \$225,000	379	18.54%	35	216	114	14
\$225,001 - \$375,000	265	12.96%	24	76	136	29
\$375,001 and up	205	10.03%	25	33	98	49
Total New Listed Units:			518	987	441	98
Total New Listed Volume:			61.87M	148.51M	129.21M	57.80M
Average New Listed Listing Price:			\$119,443	\$150,471	\$293,004	\$589,813



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

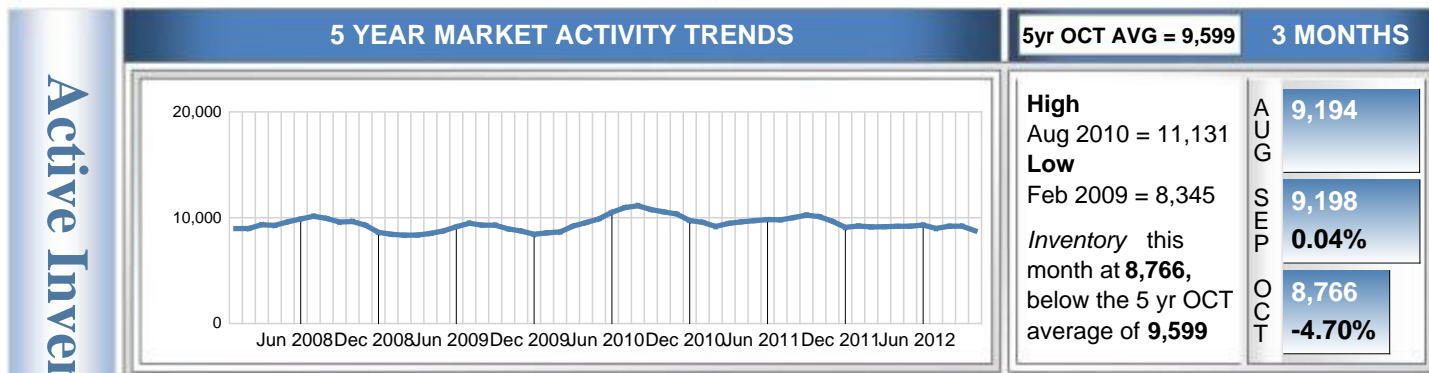
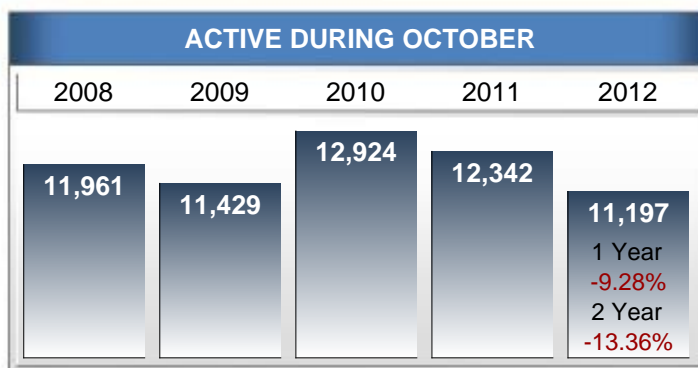
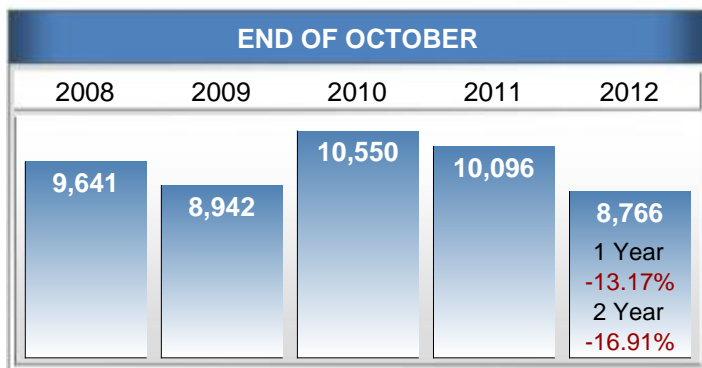
Active Inventory as of Nov 12, 2012



Active Inventory

Report Produced on: Nov 12, 2012

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	581	6.63%	93.5	531	39	10	1
\$25,001 \$50,000	1,172	13.37%	94.9	991	159	18	4
\$50,001 \$75,000	968	11.04%	86.1	596	331	38	3
\$75,001 \$150,000	2,589	29.53%	79.5	683	1,620	270	16
\$150,001 \$225,000	1,487	16.96%	78.2	166	770	500	51
\$225,001 \$350,000	1,042	11.89%	82.9	94	315	534	99
\$350,001 and up	927	10.57%	85.6	156	138	415	218
Total Active Inventory by Units:		8,766	84.1	3,217	3,372	1,785	392
Total Active Inventory by Volume:		1,882,602,482		588.03M	524.40M	532.17M	238.00M
Average Active Inventory Listing Price:		\$214,762		\$182,788	\$155,516	\$298,135	\$607,151



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

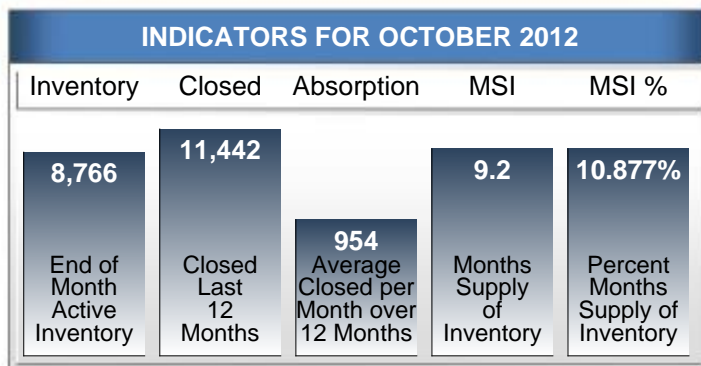
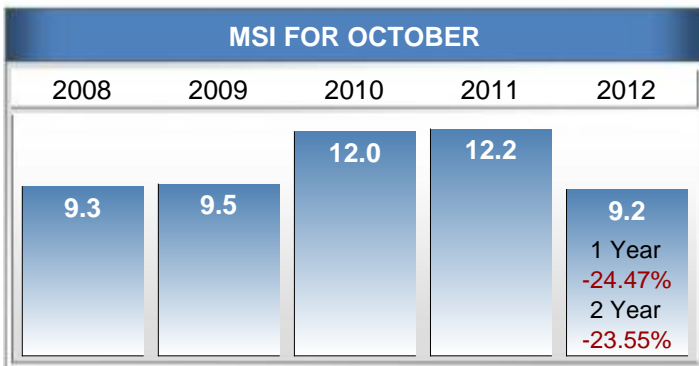
Active Inventory as of Nov 12, 2012



Months Supply of Inventory

Report Produced on: Nov 12, 2012

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



Months Supply
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5yr OCT AVG = 10.4 **3 MONTHS**

High
Jun 2011 = 12.8
Low
Jan 2008 = 7.7

Months Supply this month at **9.2**, below the 5 yr OCT average of **10.4**

AUG	9.7
SEP	9.8
OCT	9.2
0.67%	
-6.08%	

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	398	4.54%	10.4	15.5	2.1	5.1	12.0
\$20,001 \$50,000	1,355	15.46%	12.3	23.1	3.2	3.2	6.0
\$50,001 \$80,000	1,204	13.73%	10.8	23.9	6.1	5.1	12.0
\$80,001 \$150,000	2,353	26.84%	7.2	16.9	6.2	5.2	4.5
\$150,001 \$220,000	1,413	16.12%	7.7	13.9	7.5	7.0	8.0
\$220,001 \$360,000	1,145	13.06%	9.1	29.9	9.2	8.1	8.0
\$360,001 and up	898	10.24%	16.5	78.3	13.9	13.9	15.1
MSI:			9.2	20.9	6.4	7.6	10.4
Total Active Inventory:			8,766	3,217	3,372	1,785	392



Monthly Inventory Analysis

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October 2012

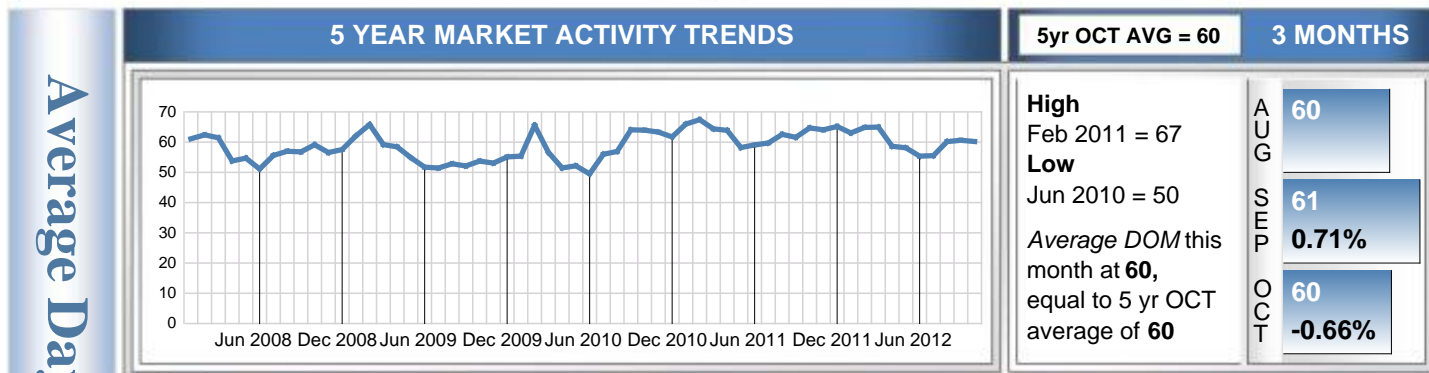
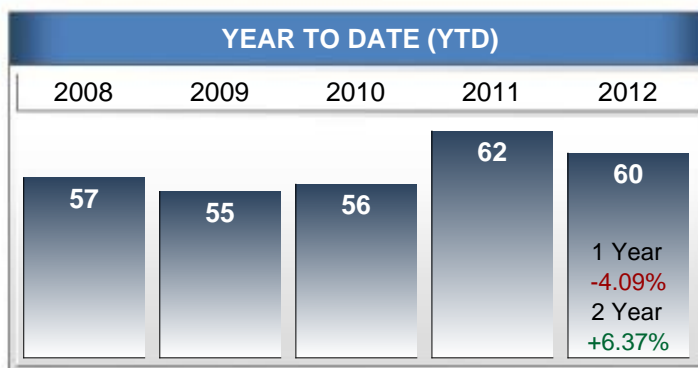
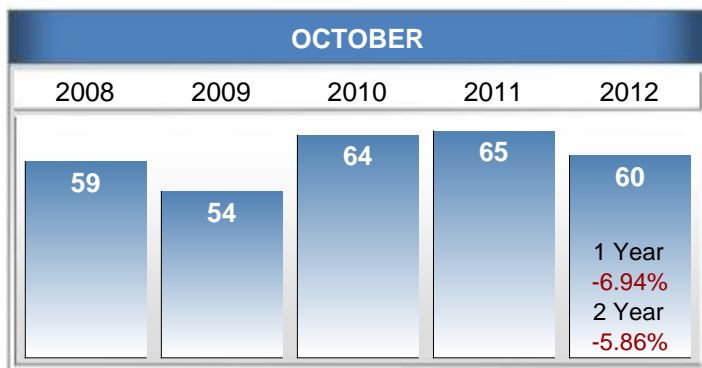
Closed Sales as of Nov 12, 2012



Average Days on Market to Sale

Report Produced on: Nov 12, 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	59	5.86%	60.9	63.3	51.0	114.0	0.0
\$25,001 \$50,000	109	10.83%	53.5	69.0	43.8	33.6	0.0
\$50,001 \$100,000	183	18.19%	57.2	62.8	57.3	46.7	0.0
\$100,001 \$150,000	251	24.95%	59.1	57.8	58.4	61.2	82.3
\$150,001 \$200,000	175	17.40%	58.2	52.5	55.9	63.4	74.0
\$200,001 \$275,000	123	12.23%	71.0	94.8	76.7	61.1	79.4
\$275,001 and up	106	10.54%	65.4	63.2	62.8	65.8	68.2
Average Closed DOM: 60.2				64.0	57.9	60.5	73.6
Total Closed Units: 1,006				183	545	244	34
Total Closed Volume: 156,745,431				17.40M	72.91M	54.87M	11.56M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

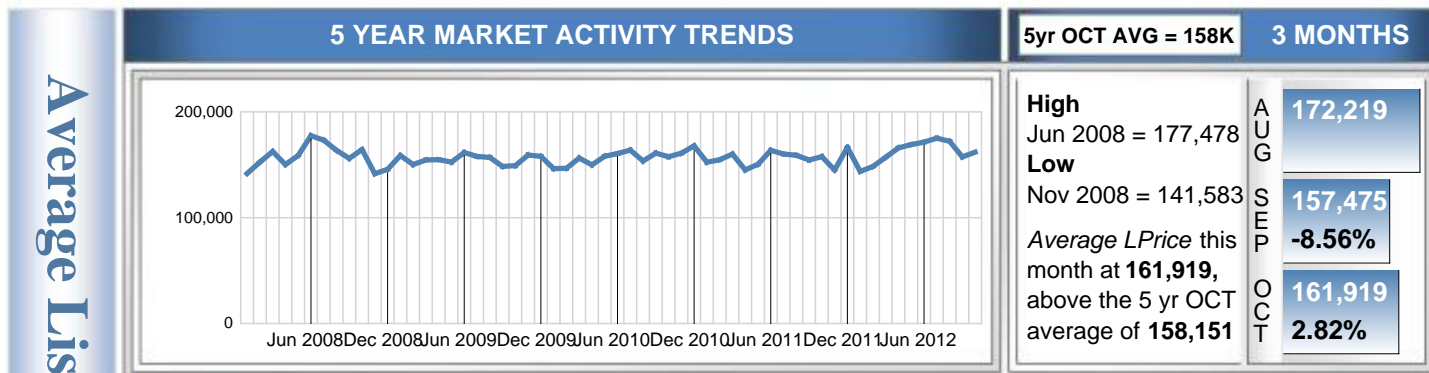
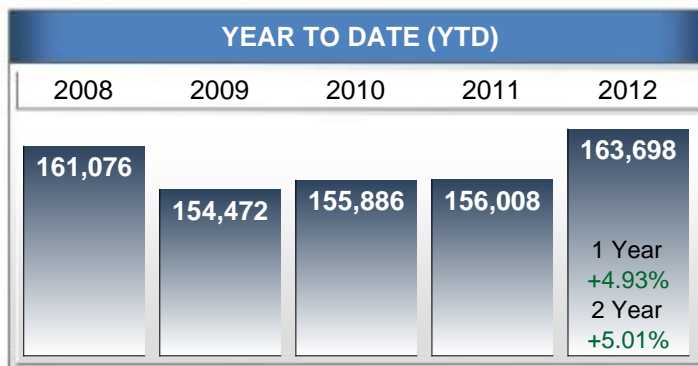
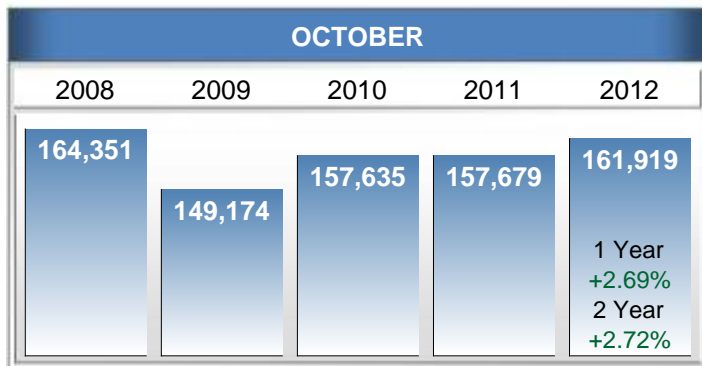
Closed Sales as of Nov 12, 2012



Average List Price at Closing

Report Produced on: Nov 12, 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+
\$25,000 and less	54	5.37%	16,633	18,668	17,945	16,450	0
\$25,001 \$50,000	97	9.64%	39,311	42,485	42,113	44,974	0
\$50,001 \$100,000	186	18.49%	76,595	77,180	82,128	82,831	0
\$100,001 \$150,000	256	25.45%	129,336	134,212	129,857	135,530	138,800
\$150,001 \$200,000	175	17.40%	175,700	186,250	175,382	183,163	178,433
\$200,001 \$275,000	120	11.93%	236,642	237,580	245,389	241,921	243,545
\$275,001 and up	118	11.73%	437,948	526,673	414,374	444,274	490,759
Average List Price: \$161,919				\$102,689	\$138,139	\$232,948	\$352,165
Total Closed Units: 1,006				183	545	244	34
Total List Volume: 162,890,493				18.79M	75.29M	56.84M	11.97M



Monthly Inventory Analysis

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October 2012

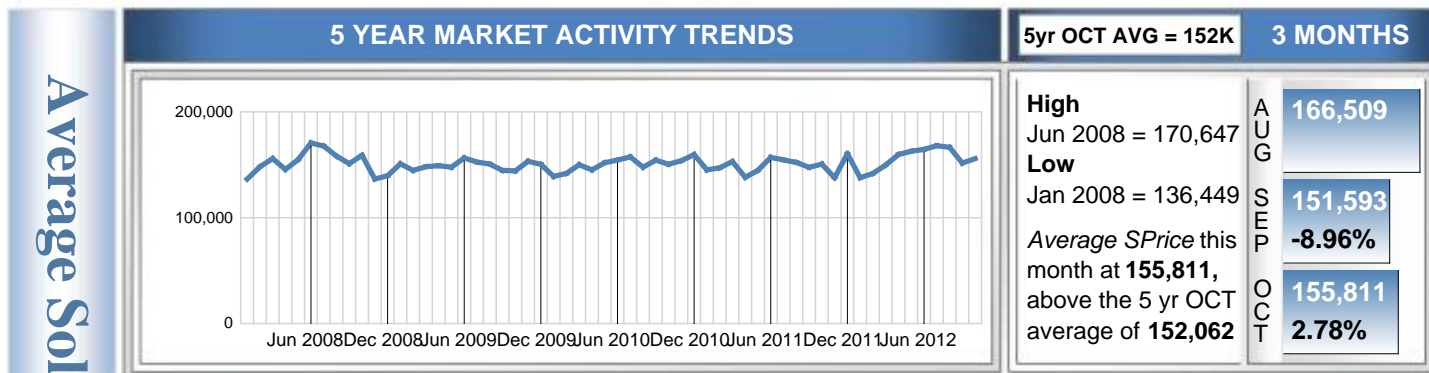
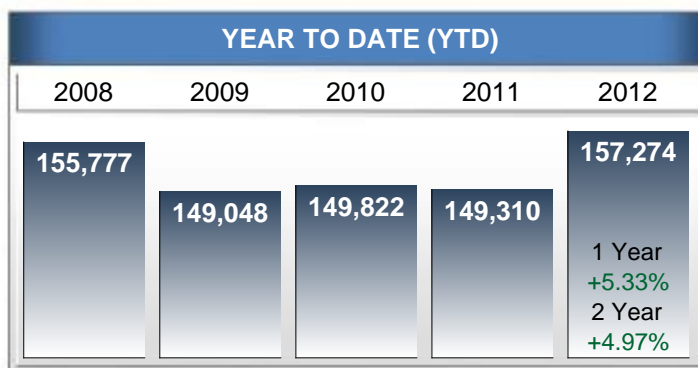
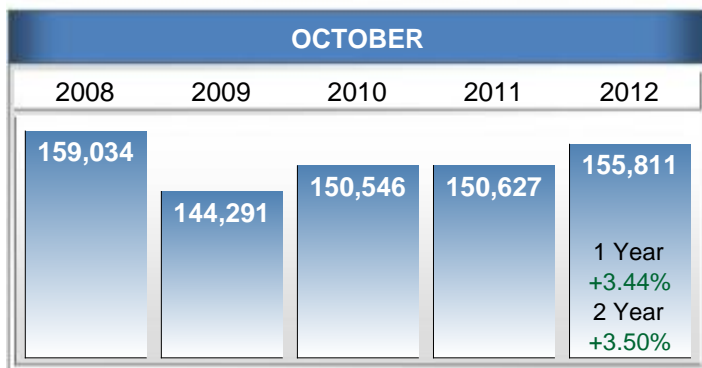
Closed Sales as of Nov 12, 2012



Average Sold Price at Closing

Report Produced on: Nov 12, 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+
\$25,000 and less	59	5.86%	16,098	16,525	15,544	13,750	0
\$25,001 \$50,000	109	10.83%	38,516	37,520	38,465	43,367	0
\$50,001 \$100,000	183	18.19%	76,918	72,281	78,596	78,201	0
\$100,001 \$150,000	251	24.95%	128,302	130,535	127,220	130,979	135,133
\$150,001 \$200,000	175	17.40%	173,676	171,600	171,554	178,689	173,833
\$200,001 \$275,000	123	12.23%	235,377	228,380	235,615	235,746	235,609
\$275,001 and up	106	10.54%	433,708	476,955	397,321	426,102	472,793
Average Closed Price: \$155,811				\$95,106	\$133,781	\$224,894	\$339,885
Total Closed Units: 1,006				183	545	244	34
Total Closed Volume: 156,745,431				17.40M	72.91M	54.87M	11.56M



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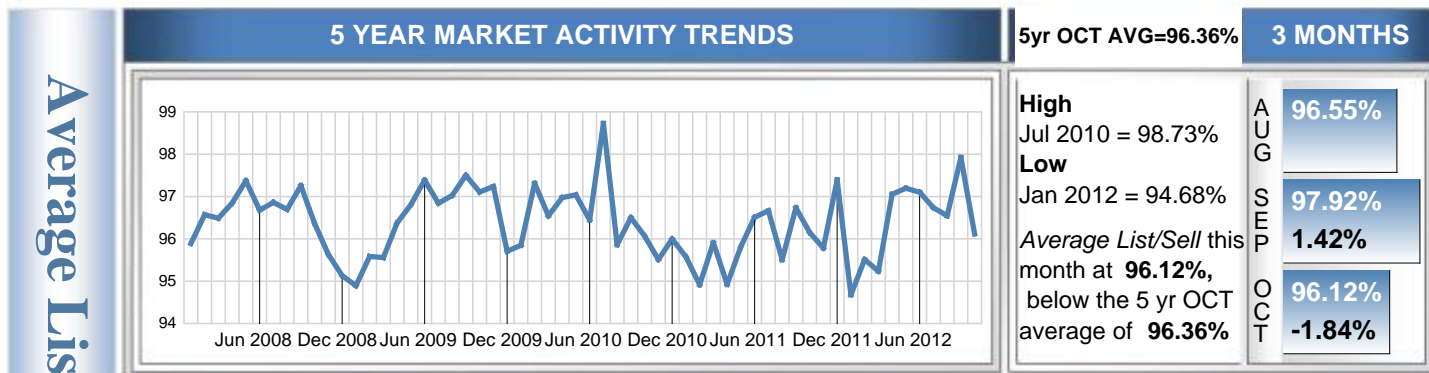
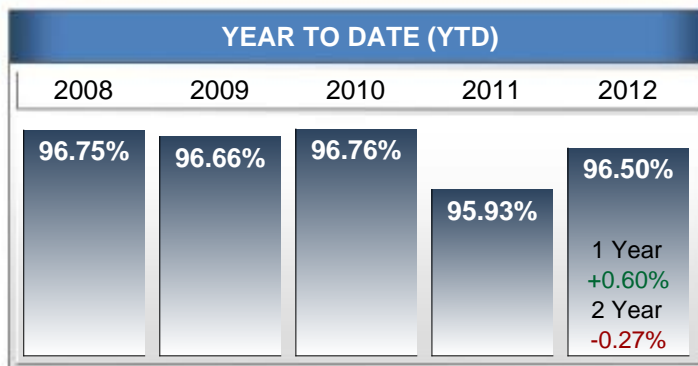
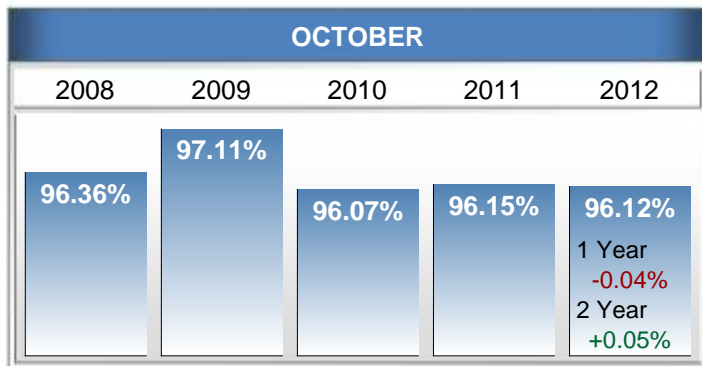
Closed Sales as of Nov 12, 2012



Average Percent of List Price to Selling Price

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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+	
\$25,000 and less	59	5.86%	90.88%	92.29%	88.80%	85.50%	0.00%	
\$25,001 \$50,000	109	10.83%	92.48%	90.91%	92.78%	98.12%	0.00%	
\$50,001 \$100,000	183	18.19%	95.68%	94.89%	96.09%	95.41%	0.00%	
\$100,001 \$150,000	251	24.95%	97.84%	97.33%	98.17%	96.84%	97.29%	
\$150,001 \$200,000	175	17.40%	97.50%	92.33%	97.97%	97.59%	97.43%	
\$200,001 \$275,000	123	12.23%	96.89%	96.41%	96.26%	97.59%	96.85%	
\$275,001 and up	106	10.54%	96.24%	92.23%	97.04%	96.64%	96.53%	
Average List/Sell Ratio:				96.10%	93.44%	96.61%	96.92%	96.78%
Total Closed Units:				1,006	183	545	244	34
Total Closed Volume:				156,745,431	17.40M	72.91M	54.87M	11.56M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

Inventory as of Nov 12, 2012



Market Summary

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Absorption: Last 12 months, an Average of 954 Sales/Month

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	OCTOBER			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	840	1,006	19.76%	8,612	9,885	14.78%
Pending Sales	613	800	30.51%	7,668	8,828	15.13%
New Listings	2,112	2,044	-3.22%	23,880	23,928	0.20%
Average List Price	157,679	161,919	2.69%	156,008	163,698	4.93%
Average Sale Price	150,627	155,811	3.44%	149,310	157,274	5.33%
Average Percent of List Price to Selling Price	96.15%	96.12%	-0.04%	95.93%	96.50%	0.60%
Average Days on Market to Sale	64.69	60.20	-6.94%	62.35	59.80	-4.09%
Monthly Inventory	10,095	8,766	-13.16%	10,095	8,766	-13.16%
Months Supply of Inventory	12.17	9.19	-24.46%	12.17	9.19	-24.46%

