



January 2013

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

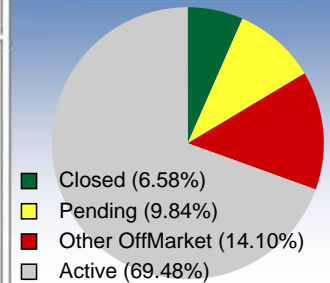


Absorption: Last 12 months, an Average of **988** Sales/Month

Active Inventory as of January 31, 2013 = **7,594**

	JANUARY		
	2012	2013	+/- %
Closed Listings	681	719	5.58%
Pending Listings	911	1,076	18.11%
New Listings	2,597	2,241	-13.71%
Average List Price	143,759	158,369	10.16%
Average Sale Price	137,785	152,141	10.42%
Average Percent of List Price to Selling Price	94.68%	96.30%	1.71%
Average Days on Market to Sale	63.03	60.82	-3.50%
End of Month Inventory	9,242	7,594	-17.83%
Months Supply of Inventory	10.80	7.69	-28.85%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 13, 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 January 2013 decreased **17.83%** to 7,594 existing homes available for sale. Over the last 12 months this area has had an average of 988 closed sales per month. This represents an unsold inventory index of **7.69** 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 **10.42%** in January 2013 to \$152,141 versus the previous year at \$137,785.

Average Days on Market Shortens

The average number of **60.82** days that homes spent on the market before selling decreased by 2.21 days or **3.50%** in January 2013 compared to last year's same month at **63.03** DOM.

Sales Success for January 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 2,241 New Listings in January 2013, down **13.71%** from last year at 2,597. Furthermore, there were 719 Closed Listings this month versus last year at 681, a **5.58%** increase.

Closed versus Listed trends yielded a **32.1%** ratio, up from last year's January 2013 at **26.2%**, a **22.35%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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®

January 2013

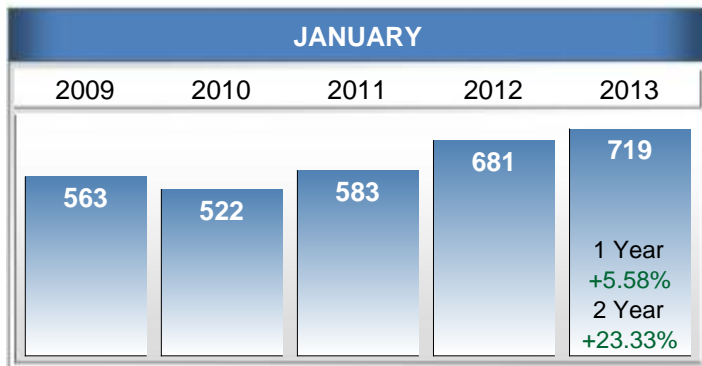
Closed Sales as of Feb 13, 2013



Closed Listings

Report Produced on: Feb 13, 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	53	7.37%	48.4	36	15	1	1	
\$25,001 \$50,000	71	9.87%	61.6	27	42	2	0	
\$50,001 \$100,000	143	19.89%	61.4	29	101	11	2	
\$100,001 \$150,000	183	25.45%	64.9	19	131	33	0	
\$150,001 \$200,000	106	14.74%	65.0	3	55	45	3	
\$200,001 \$300,000	90	12.52%	55.0	3	28	49	10	
\$300,001 and up	73	10.15%	59.1	2	15	37	19	
Total Closed Units: 719				60.8	119	387	178	35
Total Closed Volume: 109,389,537					7.99M	48.44M	41.19M	11.77M
Average Closed Price: \$152,141					\$67,168	\$125,163	\$231,388	\$336,321

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

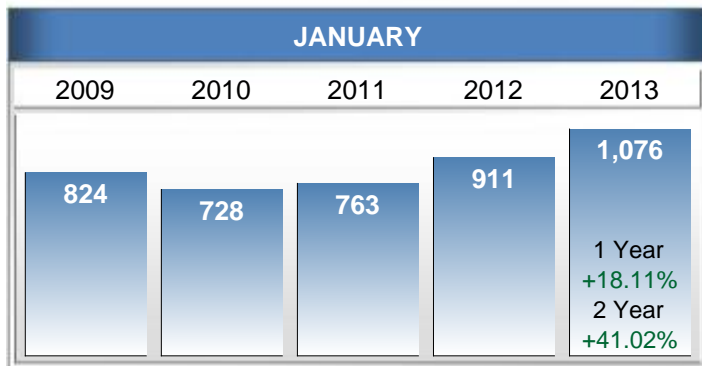
Pending Listings as of Feb 13, 2013



Pending Listings

Report Produced on: Feb 13, 2013

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



Pending Listings

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

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	92	8.55%	55.8	57	34	1	0		
\$30,001 - \$70,000	158	14.68%	60.9	52	95	10	1		
\$70,001 - \$100,000	144	13.38%	63.7	37	95	12	0		
\$100,001 - \$150,000	258	23.98%	67.3	29	192	35	2		
\$150,001 - \$200,000	166	15.43%	64.3	15	84	65	2		
\$200,001 - \$300,000	147	13.66%	65.9	7	48	87	5		
\$300,001 and up	111	10.32%	63.0	2	23	59	27		
Total Pending Units:				1,076	62.4	199	571	269	37
Total Pending Volume:				178,562,204		15.75M	75.88M	68.02M	18.91M
Average Listing Price:				\$133,261		\$79,171	\$132,889	\$252,860	\$511,027



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

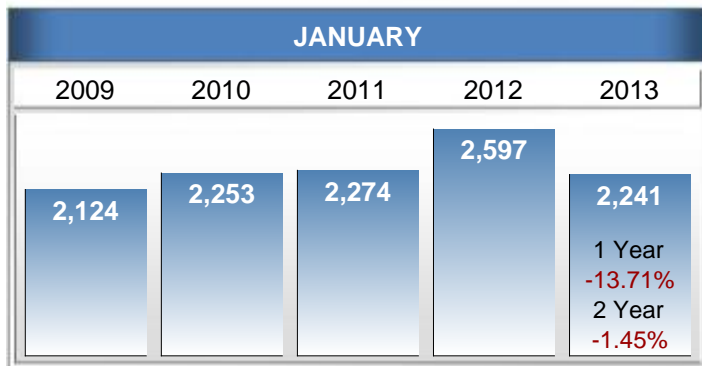
New Listings as of Feb 13, 2013



New Listings

Report Produced on: Feb 13, 2013

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



New Listings

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

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	161	7.18%	133	22	4	2
\$25,001 - \$50,000	210	9.37%	158	43	9	0
\$50,001 - \$75,000	272	12.14%	150	108	14	0
\$75,001 - \$150,000	669	29.85%	132	460	73	4
\$150,001 - \$225,000	421	18.79%	45	223	143	10
\$225,001 - \$375,000	280	12.49%	23	73	159	25
\$375,001 and up	228	10.17%	35	34	102	57
Total New Listed Units:	2,241		676	963	504	98
Total New Listed Volume:	418,385,617		79.88M	139.50M	142.11M	56.90M
Average New Listed Listing Price:	\$173,832		\$118,159	\$144,856	\$281,971	\$580,615



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

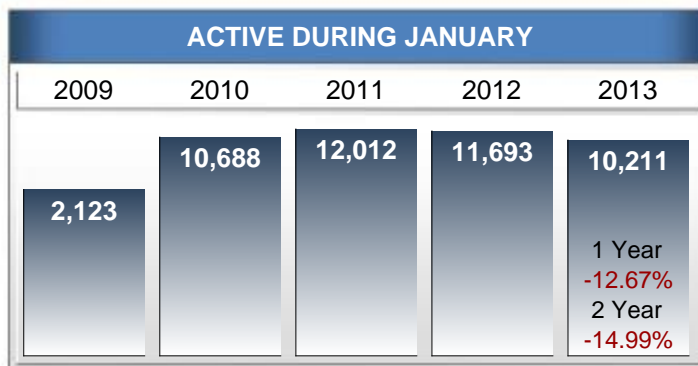
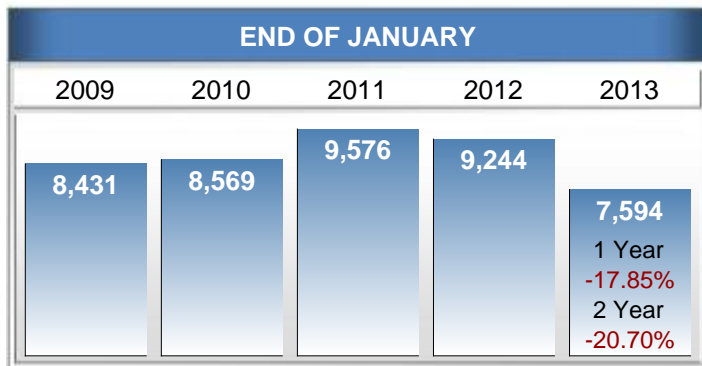
Active Inventory as of Feb 13, 2013



Active Inventory

Report Produced on: Feb 13, 2013

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



5yr JAN AVG = 8,683		3 MONTHS	
High	Aug 2010 = 11,133	NOV	8,909
Low	Jan 2013 = 7,594	DEC	7,971
<i>Inventory this month at 7,594, below the 5 yr JAN average of 8,683</i>		JAN	7,594
			-10.53%
			-4.73%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	659	8.68%	79.2	602	46	9	2		
\$25,001 \$50,000	982	12.93%	99.0	796	151	33	2		
\$50,001 \$75,000	803	10.57%	77.1	444	316	39	4		
\$75,001 \$150,000	2,206	29.05%	82.3	546	1,424	223	13		
\$150,001 \$225,000	1,270	16.72%	81.7	153	675	398	44		
\$225,001 \$375,000	906	11.93%	84.7	94	265	457	90		
\$375,001 and up	768	10.11%	82.8	151	115	312	190		
Total Active Inventory by Units:				7,594	83.9	2,786	2,992	1,471	345
Total Active Inventory by Volume:				1,462,805,354		349.26M	458.60M	437.84M	217.10M
Average Active Inventory Listing Price:				\$192,626		\$125,364	\$153,277	\$297,647	\$629,273



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

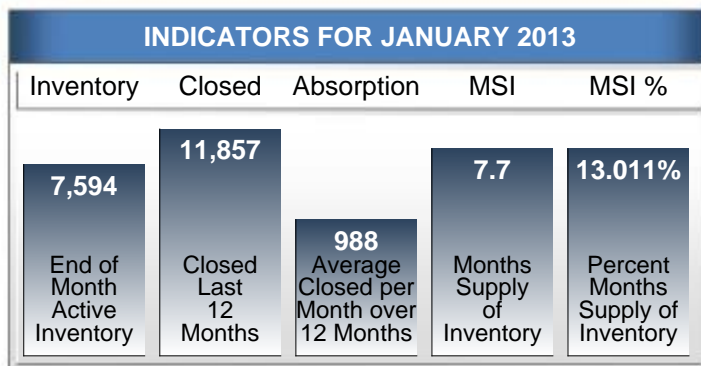
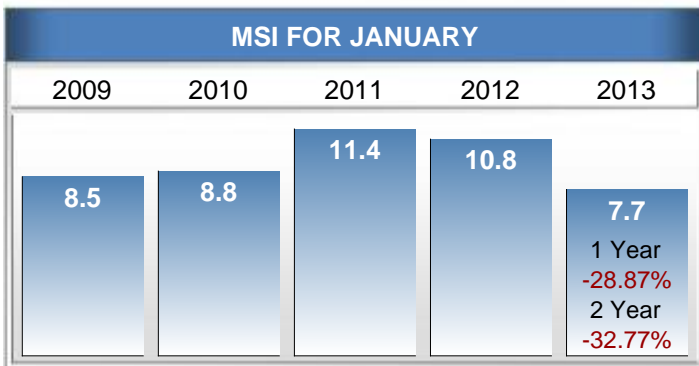
Active Inventory as of Feb 13, 2013



Months Supply of Inventory

Report Produced on: Feb 13, 2013

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



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



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	318		4.19%	7.5	9.7	2.8	3.4	0.0
\$20,001 \$50,000	1,323		17.42%	12.4	23.2	3.1	6.0	3.6
\$50,001 \$80,000	1,001		13.18%	8.7	16.9	5.8	4.8	7.5
\$80,001 \$150,000	2,008		26.44%	6.0	13.0	5.3	4.3	4.6
\$150,001 \$220,000	1,201		15.82%	6.3	13.1	6.3	5.2	7.1
\$220,001 \$370,000	958		12.62%	6.9	23.3	6.7	6.1	6.0
\$370,001 and up	785		10.34%	13.8	66.4	12.1	10.5	13.6
MSI:		7.7			17.3	5.5	6.0	8.8
Total Active Inventory:		7,594			2,786	2,992	1,471	345



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

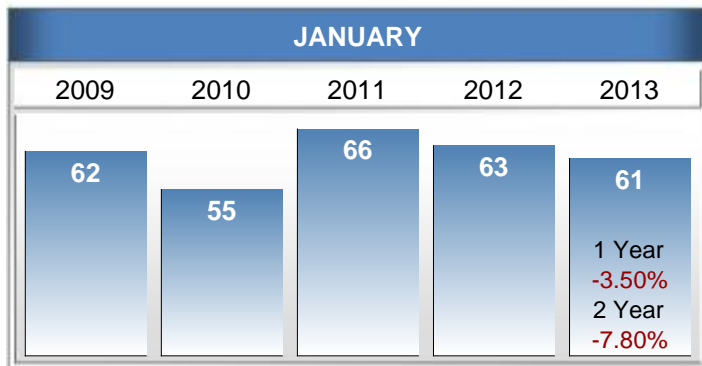
Closed Sales as of Feb 13, 2013



Average Days on Market to Sale

Report Produced on: Feb 13, 2013

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	53	7.37%	48.4	53.0	29.0	147.0	72.0
\$25,001 \$50,000	71	9.87%	61.6	65.5	57.5	94.0	0.0
\$50,001 \$100,000	143	19.89%	61.4	58.6	63.7	52.1	34.0
\$100,001 \$150,000	183	25.45%	64.9	82.6	63.6	59.8	0.0
\$150,001 \$200,000	106	14.74%	65.0	49.0	62.4	68.7	72.0
\$200,001 \$300,000	90	12.52%	55.0	35.0	51.6	57.0	60.6
\$300,001 and up	73	10.15%	59.1	88.5	69.9	57.9	49.9
Average Closed DOM: 60.8				62.0	60.8	61.3	54.6
Total Closed Units: 719				119	387	178	35
Total Closed Volume: 109,389,537				7.99M	48.44M	41.19M	11.77M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

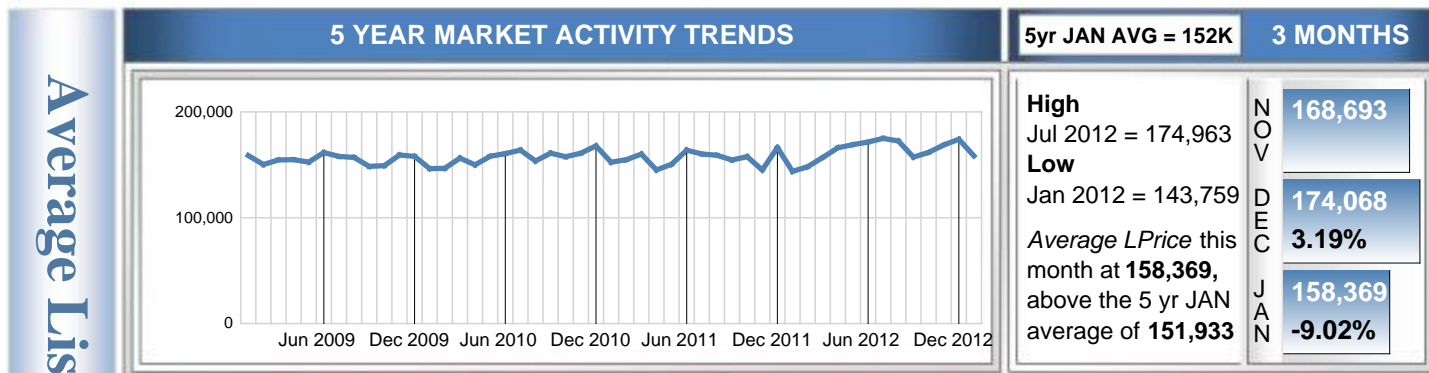
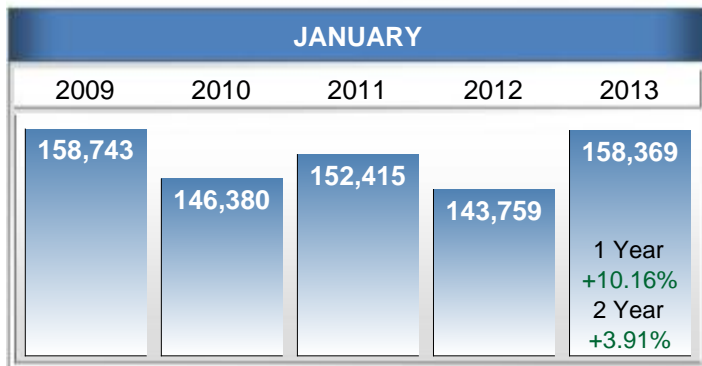
Closed Sales as of Feb 13, 2013



Average List Price at Closing

Report Produced on: Feb 13, 2013

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	46	6.40%	17,508	18,898	20,040	19,001	28,000
\$25,001 \$50,000	68	9.46%	38,356	41,054	42,157	52,400	0
\$50,001 \$100,000	148	20.58%	77,711	75,528	80,796	87,239	93,400
\$100,001 \$150,000	179	24.90%	127,429	127,847	127,901	135,006	0
\$150,001 \$200,000	110	15.30%	174,959	179,933	178,899	179,663	185,833
\$200,001 \$300,000	89	12.38%	248,012	282,833	247,382	252,500	268,805
\$300,001 and up	79	10.99%	440,809	327,000	435,633	454,224	466,668
Average List Price:	\$158,369			\$71,012	\$129,941	\$240,462	\$352,201
Total Closed Units:	719			119	387	178	35
Total List Volume:	113,866,991			8.45M	50.29M	42.80M	12.33M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

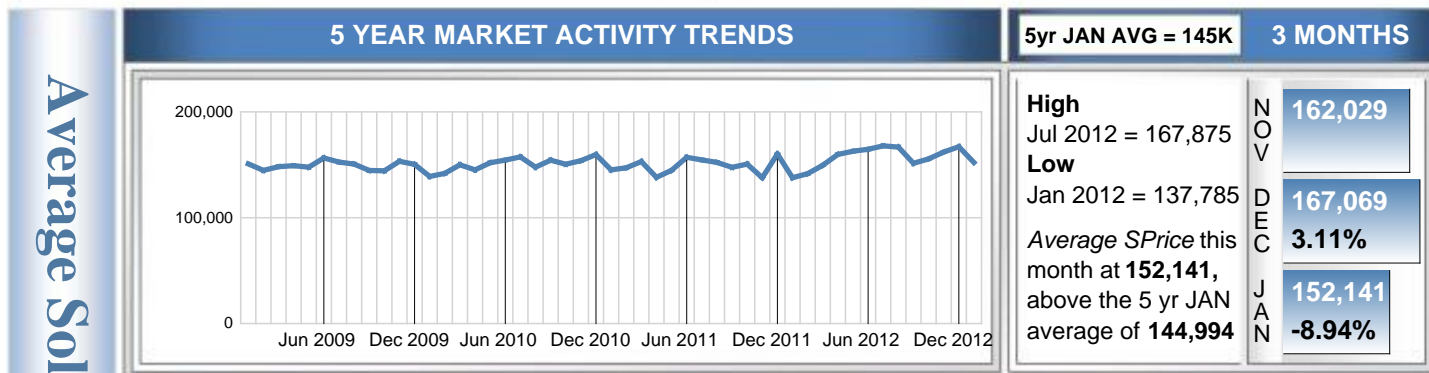
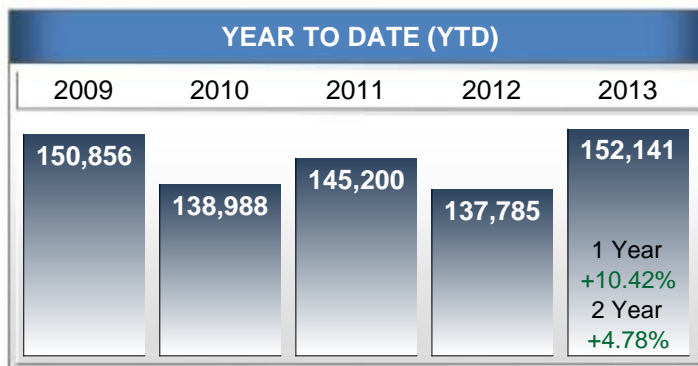
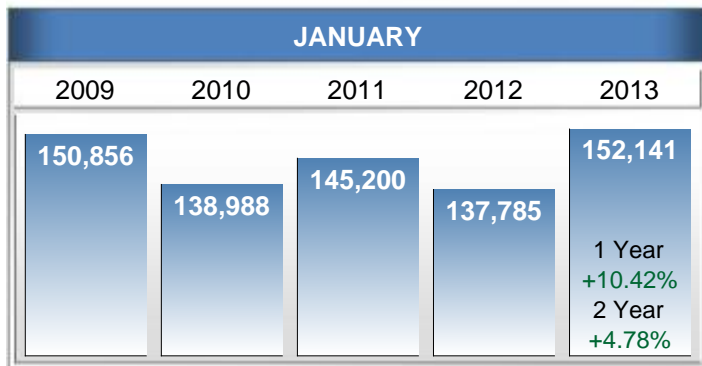
Closed Sales as of Feb 13, 2013



Average Sold Price at Closing

Report Produced on: Feb 13, 2013

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



Average Sold Price

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

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	53		7.37%	17,566	17,115	18,457	14,000	24,000
\$25,001 \$50,000	71		9.87%	38,155	37,257	38,475	43,550	0
\$50,001 \$100,000	143		19.89%	76,568	72,723	76,986	81,784	82,500
\$100,001 \$150,000	183		25.45%	125,528	122,376	124,716	130,567	0
\$150,001 \$200,000	106		14.74%	173,744	177,333	172,836	174,020	182,667
\$200,001 \$300,000	90		12.52%	245,076	259,917	240,005	246,159	249,513
\$300,001 and up	73		10.15%	429,520	312,500	413,727	432,027	449,426
Average Closed Price:	\$152,141				\$67,168	\$125,163	\$231,388	\$336,321
Total Closed Units:	719				119	387	178	35
Total Closed Volume:	109,389,537				7.99M	48.44M	41.19M	11.77M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

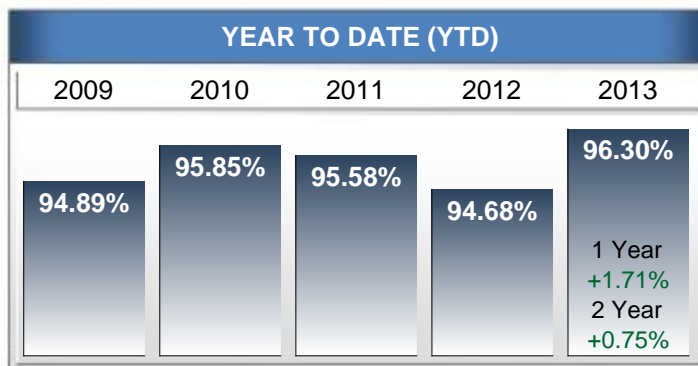
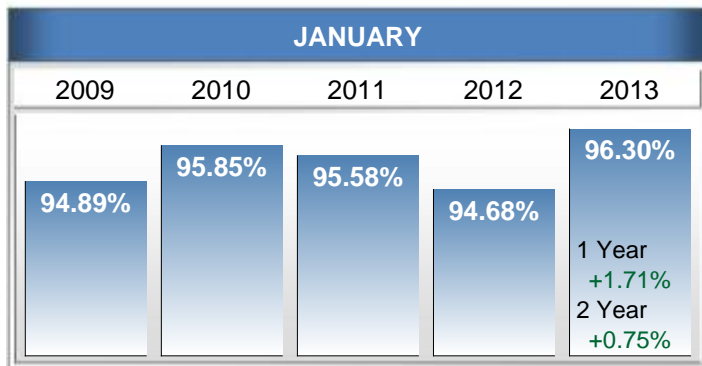
Closed Sales as of Feb 13, 2013



Average Percent of List Price to Selling Price

Report Produced on: Feb 13, 2013

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



5yr JAN AVG=95.46%		3 MONTHS	
High	Jul 2010 = 98.73%	NOV	96.34%
Low	Jan 2012 = 94.68%	DEC	95.99%
Average List/Sell this month at 96.30% , above the 5 yr JAN average of 95.46%		JAN	96.30%
			0.32%

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	53	7.37%	96.37%	98.48%	93.51%	73.68%	85.71%
\$25,001 \$50,000	71	9.87%	92.97%	92.15%	93.76%	87.43%	0.00%
\$50,001 \$100,000	143	19.89%	95.62%	96.94%	95.48%	94.91%	87.76%
\$100,001 \$150,000	183	25.45%	97.45%	96.19%	97.80%	96.79%	0.00%
\$150,001 \$200,000	106	14.74%	97.21%	98.63%	97.28%	96.95%	98.36%
\$200,001 \$300,000	90	12.52%	96.82%	91.96%	97.21%	97.52%	93.78%
\$300,001 and up	73	10.15%	95.92%	95.57%	95.60%	95.75%	96.55%
Average List/Sell Ratio: 96.30%				96.09%	96.39%	96.46%	95.11%
Total Closed Units: 719				119	387	178	35
Total Closed Volume: 109,389,537				7.99M	48.44M	41.19M	11.77M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

Inventory as of Feb 13, 2013



Market Summary

Report Produced on: Feb 13, 2013

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



Absorption: Last 12 months, an Average of **988** Sales/Month

Active Inventory as of January 31, 2013 = **7,594**

	JANUARY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	681	719	5.58%	681	719	5.58%
Pending Sales	911	1,076	18.11%	911	1,076	18.11%
New Listings	2,597	2,241	-13.71%	2,597	2,241	-13.71%
Average List Price	143,759	158,369	10.16%	143,759	158,369	10.16%
Average Sale Price	137,785	152,141	10.42%	137,785	152,141	10.42%
Average Percent of List Price to Selling Price	94.68%	96.30%	1.71%	94.68%	96.30%	1.71%
Average Days on Market to Sale	63.03	60.82	-3.50%	63.03	60.82	-3.50%
Monthly Inventory	9,242	7,594	-17.83%	9,242	7,594	-17.83%
Months Supply of Inventory	10.80	7.69	-28.85%	10.80	7.69	-28.85%

