



January 2013

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

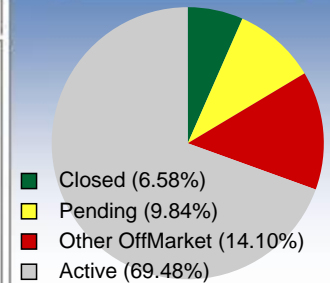


Absorption: Last 12 months, an Average of **988** Sales/Month

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%
Median List Price	118,000	129,900	10.08%
Median Sale Price	110,000	126,000	14.55%
Median Percent of List Price to Selling Price	96.38%	97.00%	0.65%
Median Days on Market to Sale	51.00	49.00	-3.92%
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.

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 **14.55%** in January 2013 to \$126,000 versus the previous year at \$110,000.

Median Days on Market Shortens

The median number of **49.00** days that homes spent on the market before selling decreased by 2.00 days or **3.92%** in January 2013 compared to last year's same month at **51.00** DOM.

Sales Success for January 2013 is Positive

Overall, with Median 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.

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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?

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



Monthly Inventory Analysis

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January 2013

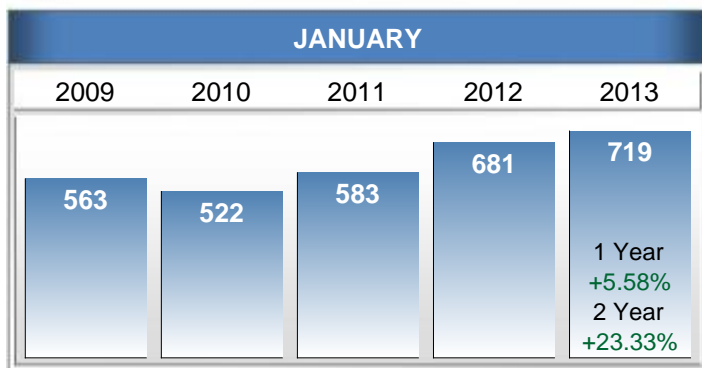
Closed Sales as of Feb 13, 2013



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	63	8.76%	29.0	45	16	1	1	
\$30,001 - \$60,000	81	11.27%	50.0	24	54	3	0	
\$60,001 - \$100,000	123	17.11%	45.0	23	88	10	2	
\$100,001 - \$150,000	183	25.45%	56.0	19	131	33	0	
\$150,001 - \$200,000	106	14.74%	57.5	3	55	45	3	
\$200,001 - \$300,000	90	12.52%	40.0	3	28	49	10	
\$300,001 and up	73	10.15%	36.0	2	15	37	19	
Total Closed Units: 719				49.0	119	387	178	35
Total Closed Volume: 109,389,537					7.99M	48.44M	41.19M	11.77M
Median Closed Price: \$126,000					\$48,000	\$115,000	\$197,000	\$305,100

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

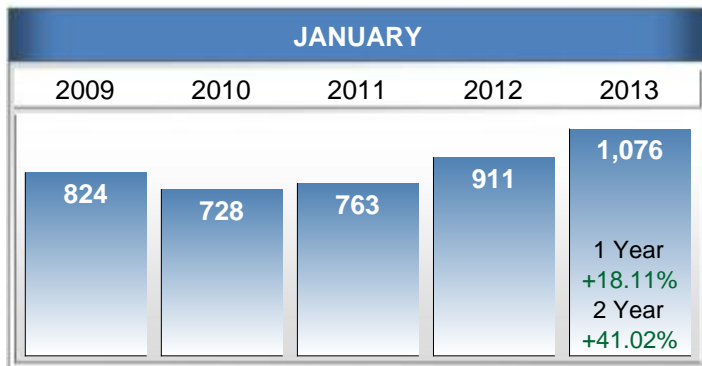
Pending Listings as of Feb 13, 2013



Pending Listings

Report Produced on: Feb 13, 2013

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



Pending Listings

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5yr JAN AVG = 860	3 MONTHS
High Apr 2010 = 1,449 Low Dec 2009 = 569 Pending Listings this month at 1,076 , above the 5 yr JAN average of 860	NOV 836 DEC 776 DEC -7.18% JAN 1,076 JAN 38.66%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	92	8.55%	42.0	57	34	1	0	
\$30,001 - \$70,000	158	14.68%	46.5	52	95	10	1	
\$70,001 - \$100,000	144	13.38%	57.5	37	95	12	0	
\$100,001 - \$150,000	258	23.98%	58.0	29	192	35	2	
\$150,001 - \$200,000	166	15.43%	50.5	15	84	65	2	
\$200,001 - \$300,000	147	13.66%	46.0	7	48	87	5	
\$300,001 and up	111	10.32%	49.0	2	23	59	27	
Total Pending Units: 1,076 Total Pending Volume: 178,562,204 Median Listing Price: \$130,000				50.0	199	571	269	37
					15.75M	75.88M	68.02M	18.91M
					\$69,900	\$121,100	\$224,900	\$440,000



Monthly Inventory Analysis

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January 2013

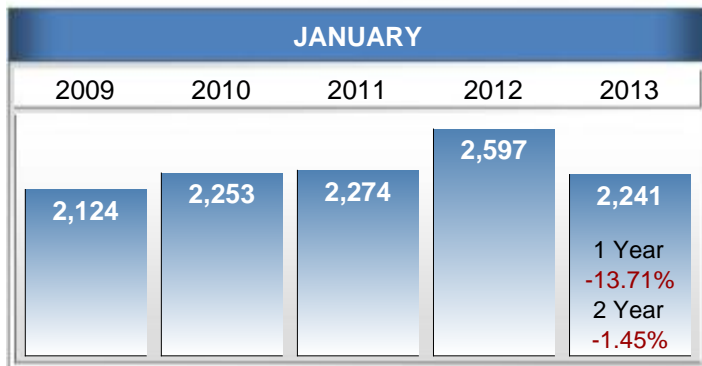
New Listings as of Feb 13, 2013



New Listings

Report Produced on: Feb 13, 2013

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



New Listings

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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+	
\$30,000 and less	204	9.10%	169	29	4	2	
\$30,001 - \$60,000	256	11.42%	167	74	15	0	
\$60,001 - \$90,000	332	14.81%	150	159	22	1	
\$90,001 - \$160,000	597	26.64%	98	422	74	3	
\$160,001 - \$220,000	323	14.41%	32	167	115	9	
\$220,001 - \$370,000	292	13.03%	23	77	167	25	
\$370,001 and up	237	10.58%	37	35	107	58	
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
Median New Listed Listing Price:			\$129,555	\$61,975	\$125,000	\$230,000	\$437,500



Monthly Inventory Analysis

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January 2013

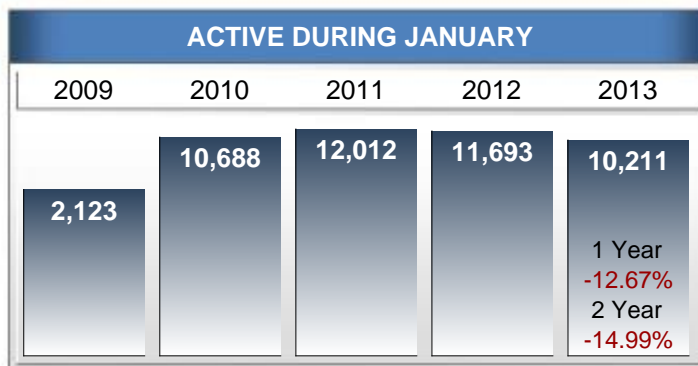
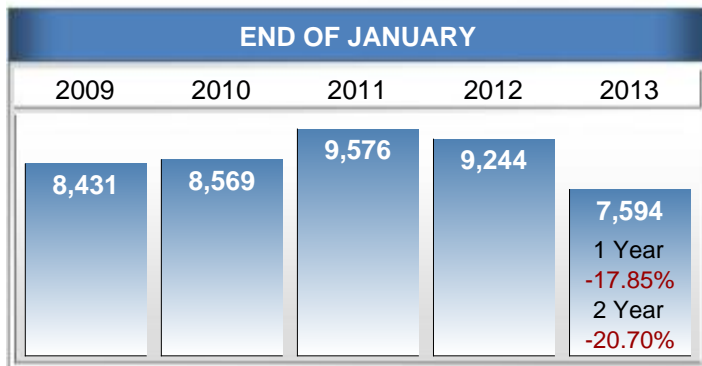
Active Inventory as of Feb 13, 2013



Active Inventory

Report Produced on: Feb 13, 2013

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



Active Inventory

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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</i> this month at 7,594 , below the 5 yr JAN average of 8,683	JAN 7,594
	DEC -10.53%
	JAN -4.73%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	318	4.19%	86.5	277	34	6	1		
\$20,001 \$50,000	1,323	17.42%	72.0	1,121	163	36	3		
\$50,001 \$80,000	1,001	13.18%	77.0	530	421	45	5		
\$80,001 \$150,000	2,008	26.44%	83.0	460	1,319	217	12		
\$150,001 \$220,000	1,201	15.82%	79.0	138	649	373	41		
\$220,001 \$370,000	958	12.62%	83.0	105	288	474	91		
\$370,001 and up	785	10.34%	80.0	155	118	320	192		
Total Active Inventory by Units:				7,594	80.0	2,786	2,992	1,471	345
Total Active Inventory by Volume:				1,462,805,354		349.26M	458.60M	437.84M	217.10M
Median Active Inventory Listing Price:				\$120,250		\$50,000	\$127,000	\$230,000	\$430,000



Monthly Inventory Analysis

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January 2013

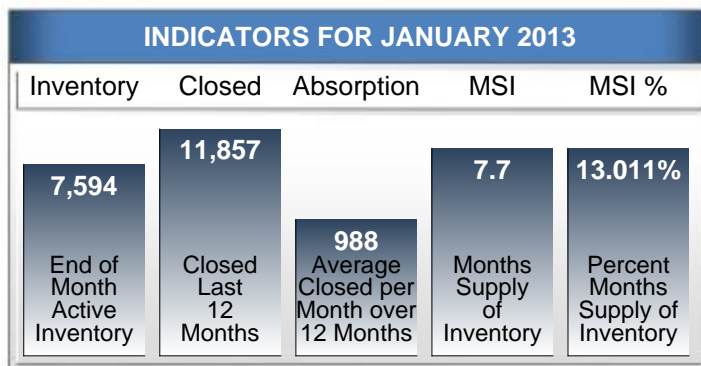
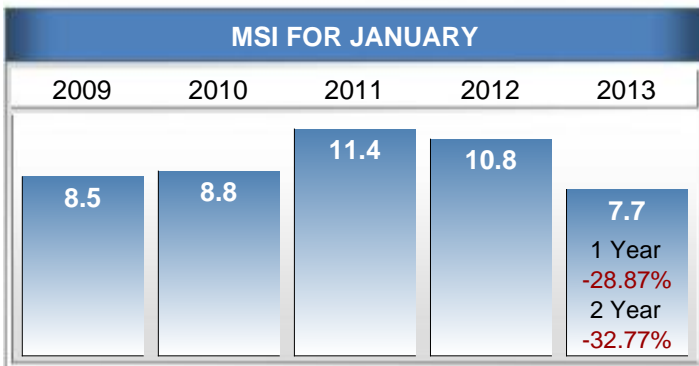
Active Inventory as of Feb 13, 2013



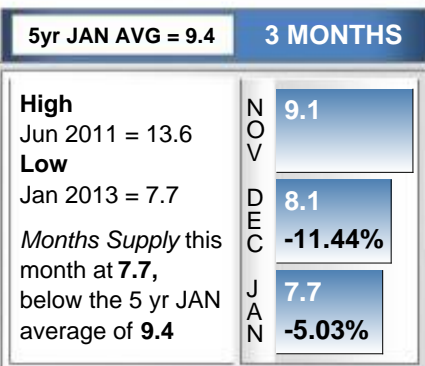
Months Supply of Inventory

Report Produced on: Feb 13, 2013

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



Months Supply
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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	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

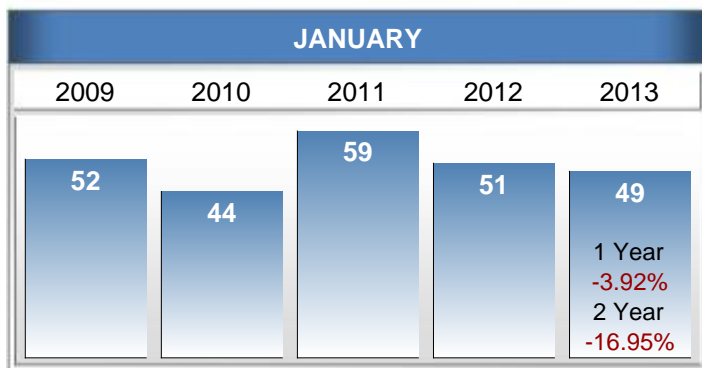
Closed Sales as of Feb 13, 2013



Median Days on Market to Sale

Report Produced on: Feb 13, 2013

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



Median Days on Market

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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+
\$30,000 and less	63	8.76%	29.0	30.0	20.5	147.0	72.0
\$30,001 \$60,000	81	11.27%	50.0	52.0	50.5	50.0	0.0
\$60,001 \$100,000	123	17.11%	45.0	39.0	49.0	37.0	34.0
\$100,001 \$150,000	183	25.45%	56.0	85.0	56.0	50.0	0.0
\$150,001 \$200,000	106	14.74%	57.5	39.0	54.0	66.0	95.0
\$200,001 \$300,000	90	12.52%	40.0	15.0	35.5	43.0	57.0
\$300,001 and up	73	10.15%	36.0	88.5	32.0	38.0	36.0
Median Closed DOM:	49.0			47.0	49.0	49.0	50.0
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

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January 2013

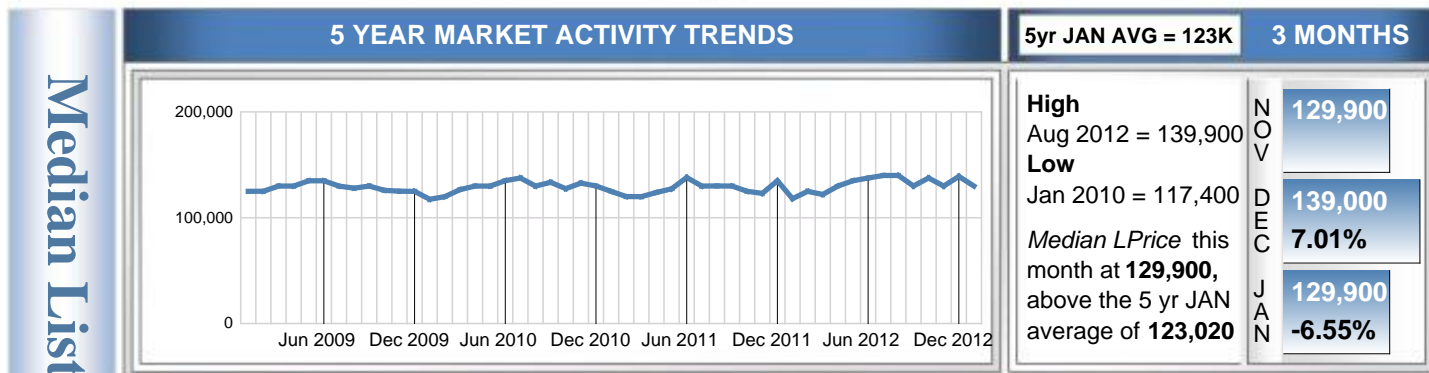
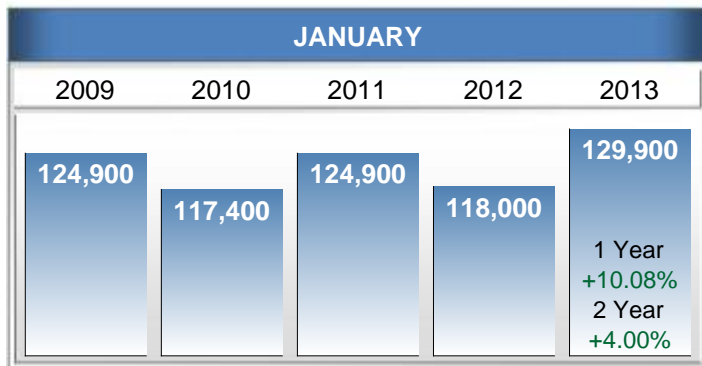
Closed Sales as of Feb 13, 2013



Median List Price at Closing

Report Produced on: Feb 13, 2013

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



Median List Price

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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+
\$30,000 and less	62	8.62%	20,450	21,000	19,999	19,001	28,000
\$30,001 - \$60,000	78	10.85%	46,500	49,900	43,000	49,063	0
\$60,001 - \$100,000	122	16.97%	80,500	79,700	81,750	85,000	76,900
\$100,001 - \$150,000	179	24.90%	128,900	119,700	125,000	134,900	109,900
\$150,001 - \$200,000	110	15.30%	172,250	164,950	171,238	174,000	190,000
\$200,001 - \$300,000	89	12.38%	247,400	269,500	240,000	249,900	269,900
\$300,001 and up	79	10.99%	400,000	325,000	389,900	420,000	414,000
Median List Price:	\$129,900			\$50,000	\$119,000	\$199,500	\$334,500
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

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January 2013

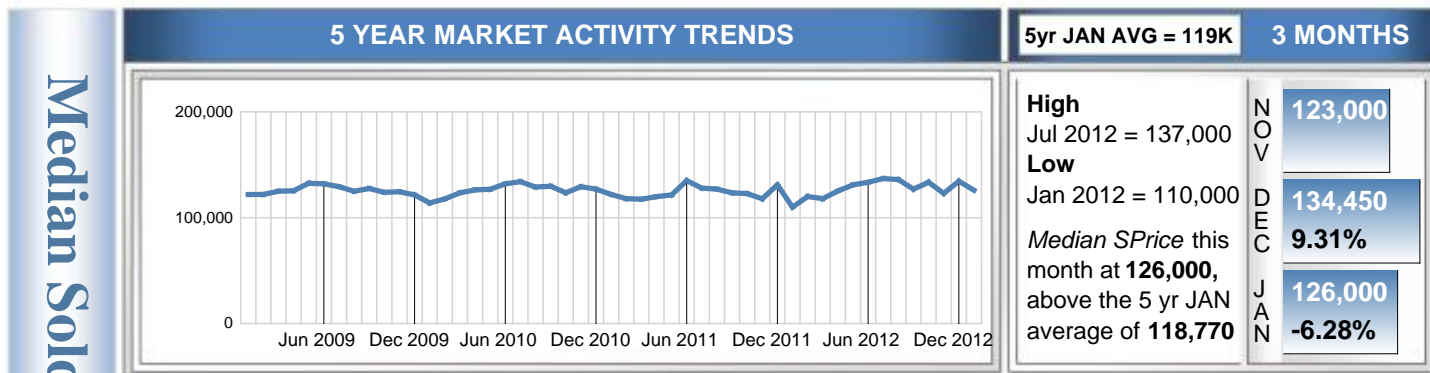
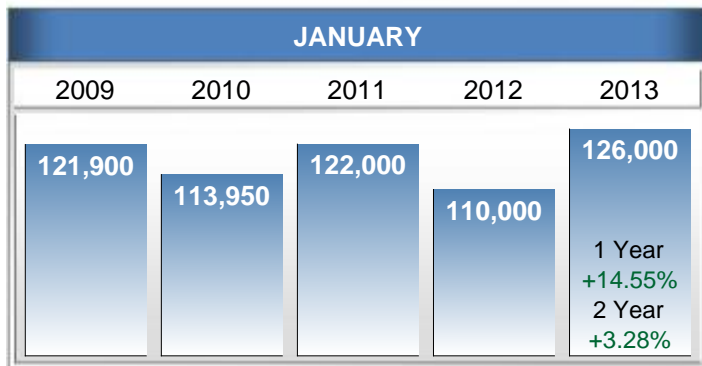
Closed Sales as of Feb 13, 2013



Median Sold Price at Closing

Report Produced on: Feb 13, 2013

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



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	63		8.76%	19,500	19,500	19,750	14,000	24,000
\$30,001 \$60,000	81		11.27%	43,000	46,250	40,000	45,000	0
\$60,001 \$100,000	123		17.11%	79,200	76,950	79,489	84,750	82,500
\$100,001 \$150,000	183		25.45%	125,000	117,000	125,000	132,765	0
\$150,001 \$200,000	106		14.74%	170,750	175,000	169,750	171,000	190,000
\$200,001 \$300,000	90		12.52%	245,000	269,750	240,000	247,000	257,250
\$300,001 and up	73		10.15%	392,000	312,500	380,000	405,900	410,000
Median Closed Price:	\$126,000				\$48,000	\$115,000	\$197,000	\$305,100
Total Closed Units:	719				119	387	178	35
Total Closed Volume:	109,389,537				7.99M	48.44M	41.19M	11.77M



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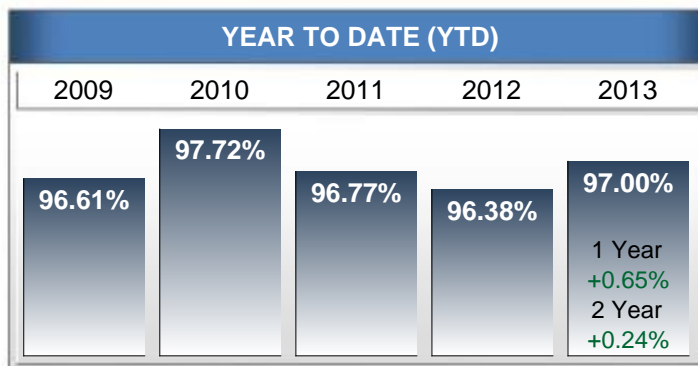
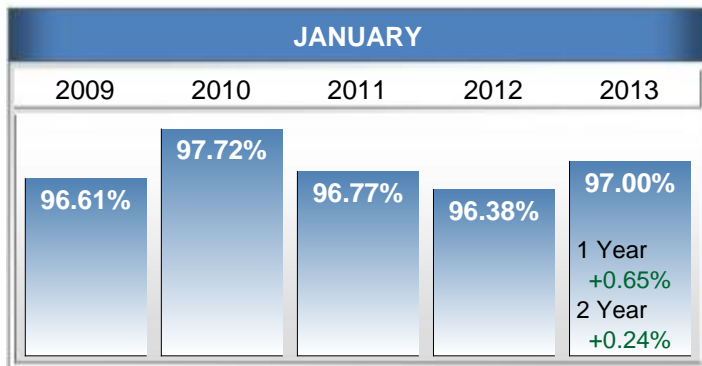
Closed Sales as of Feb 13, 2013



Median Percent of List Price to Selling Price

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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+
\$30,000 and less	63	8.76%	92.86%	92.86%	92.74%	73.68%	85.71%
\$30,001 \$60,000	81	11.27%	92.73%	93.52%	92.46%	100.00%	0.00%
\$60,001 \$100,000	123	17.11%	96.19%	97.44%	96.18%	93.58%	87.76%
\$100,001 \$150,000	183	25.45%	97.54%	96.23%	97.78%	97.32%	0.00%
\$150,001 \$200,000	106	14.74%	97.61%	97.42%	98.90%	97.00%	99.12%
\$200,001 \$300,000	90	12.52%	97.36%	92.05%	97.30%	97.77%	97.11%
\$300,001 and up	73	10.15%	96.90%	95.57%	95.31%	97.00%	97.52%
Median List/Sell Ratio: 97.00%				95.00%	97.24%	97.20%	97.07%
Total Closed Units: 719				119	387	178	35
Total Closed Volume: 109,389,537				7.99M	48.44M	41.19M	11.77M



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Inventory as of Feb 13, 2013



Market Summary

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	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%
Median List Price	118,000	129,900	10.08%	118,000	129,900	10.08%
Median Sale Price	110,000	126,000	14.55%	110,000	126,000	14.55%
Median Percent of List Price to Selling Price	96.38%	97.00%	0.65%	96.38%	97.00%	0.65%
Median Days on Market to Sale	51.00	49.00	-3.92%	51.00	49.00	-3.92%
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%

