



December 2011

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

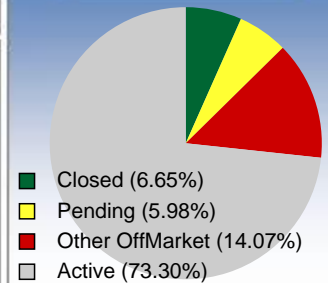


Absorption: Last 12 months, an Average of **844** Sales/Month

Active Inventory as of December 31, 2011 = **8,696**

	DECEMBER		
	2010	2011	+/- %
Closed Listings	698	789	13.04%
Pending Listings	625	710	13.60%
New Listings	1,859	1,640	-11.78%
Median List Price	130,000	135,000	3.85%
Median Sale Price	127,000	131,363	3.44%
Median Percent of List Price to Selling Price	97.11%	96.81%	-0.31%
Median Days on Market to Sale	52.00	55.00	5.77%
End of Month Inventory	9,727	8,696	-10.60%
Months Supply of Inventory	11.68	10.30	-11.86%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 10, 2012

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2011 decreased **10.60%** to 8,696 existing homes available for sale. Over the last 12 months this area has had an average of 844 closed sales per month. This represents an unsold inventory index of **10.30** 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 **3.44%** in December 2011 to \$131,363 versus the previous year at \$127,000.

Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 3.00 days or **5.77%** in December 2011 compared to last year's same month at **52.00** DOM.

Sales Success for December 2011 is Positive

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

There were 1,640 New Listings in December 2011, down **11.78%** from last year at 1,859. Furthermore, there were 789 Closed Listings this month versus last year at 698, a **13.04%** increase.

Closed versus Listed trends yielded a **48.1%** ratio, up from last year's December 2011 at **37.5%**, a **28.13%** 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.

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

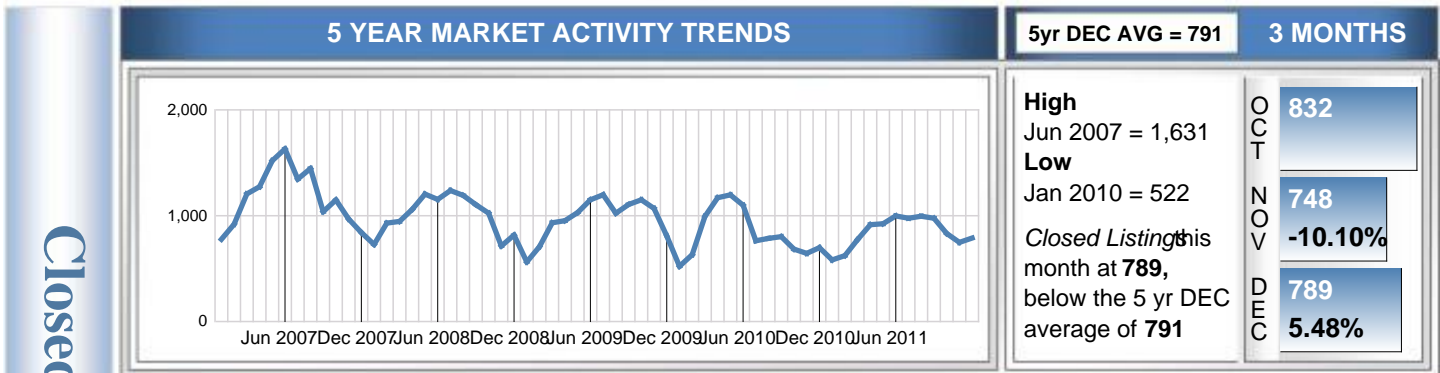
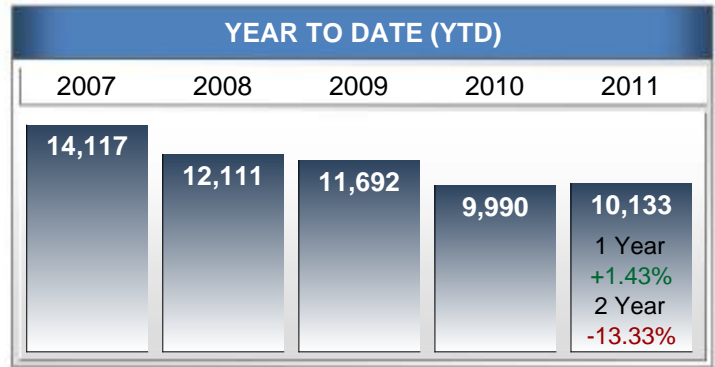
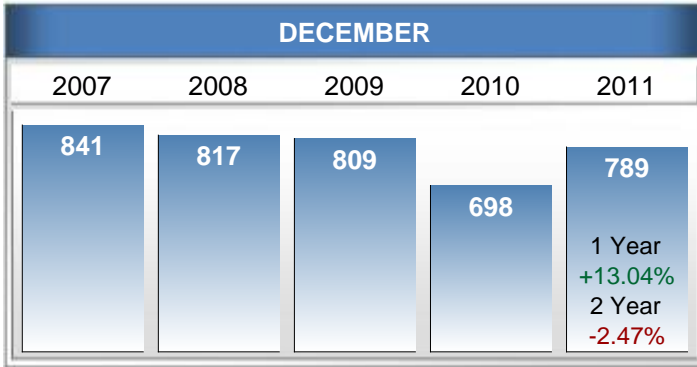
Closed Sales as of Jan 10, 2012



Closed Listings

Report Produced on: Jan 10, 2012

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



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	79	10.01%	55.0	42	34	3	0
\$40,001 - \$70,000	89	11.28%	41.0	30	54	4	1
\$70,001 - \$110,000	134	16.98%	58.5	26	92	14	2
\$110,001 - \$150,000	186	23.57%	62.5	10	137	36	3
\$150,001 - \$190,000	105	13.31%	62.0	5	55	40	5
\$190,001 - \$290,000	116	14.70%	56.0	6	35	64	11
\$290,001 and up	80	10.14%	41.0	2	16	39	23
Total Closed Units: 789				121	423	200	45
Total Closed Volume: 127,254,084				9.38M	53.52M	44.94M	19.41M
Median Closed Price: \$131,363				\$59,000	\$119,929	\$193,000	\$323,900



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

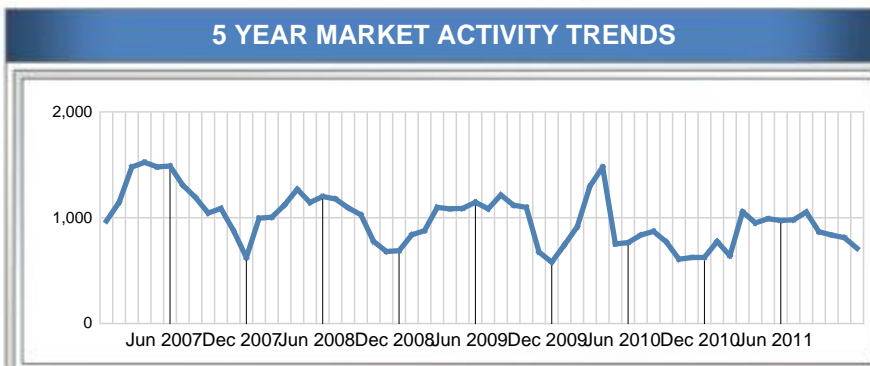
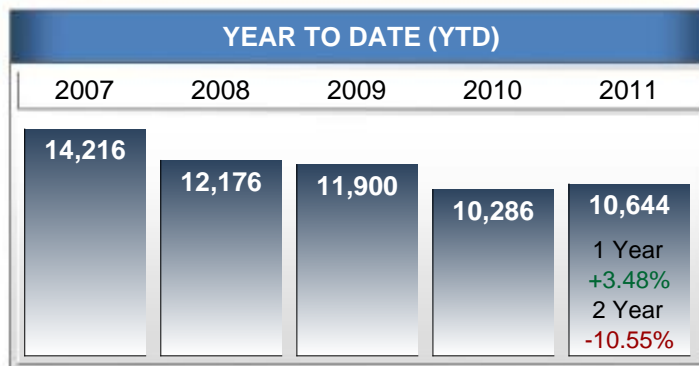
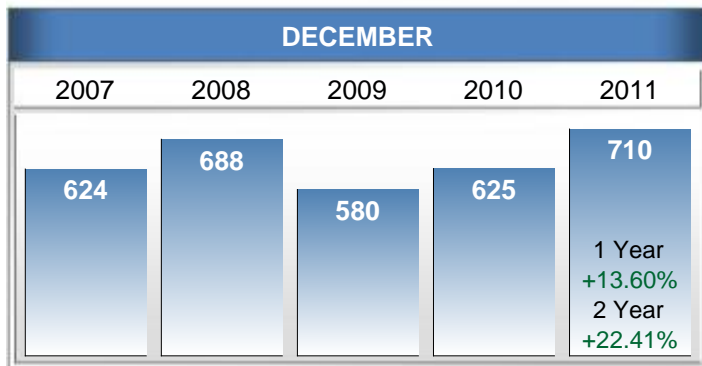
Pending Listings as of Jan 10, 2012



Pending Listings

Report Produced on: Jan 10, 2012

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



5yr DEC AVG = 645	3 MONTHS
High Apr 2007 = 1,523	OCT 836
Low Dec 2009 = 580	NOV 811
Pending Listing this month at 710 , above the 5 yr DEC average of 645	DEC 710
	-2.99%
	-12.45%

Pending Listings

Ready to Buy or Sell Real Estate?
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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+	
\$30,000 and less	57	8.03%	44.0	32	24	1	0	
\$30,001 - \$60,000	92	12.96%	62.5	32	51	9	0	
\$60,001 - \$90,000	103	14.51%	63.0	15	79	8	1	
\$90,001 - \$140,000	177	24.93%	59.0	22	121	30	4	
\$140,001 - \$180,000	107	15.07%	62.0	5	68	30	4	
\$180,001 - \$280,000	102	14.37%	54.0	8	43	46	5	
\$280,001 and up	72	10.14%	44.5	2	18	38	14	
Total Pending Units: 710				57.0	116	404	162	28
Total Pending Volume: 112,140,887					9.11M	54.12M	37.96M	10.94M
Median Listing Price: \$124,900					\$59,950	\$115,000	\$191,100	\$289,900



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

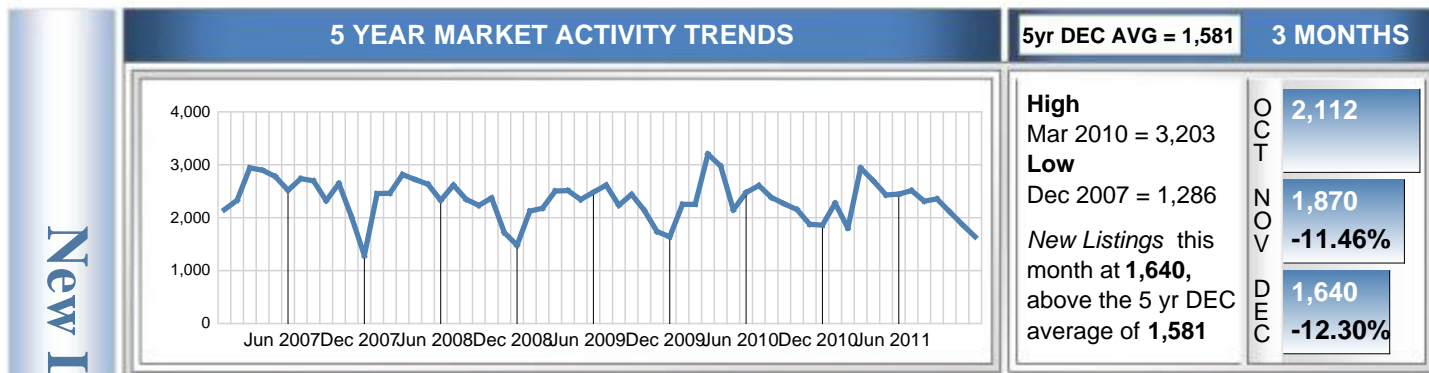
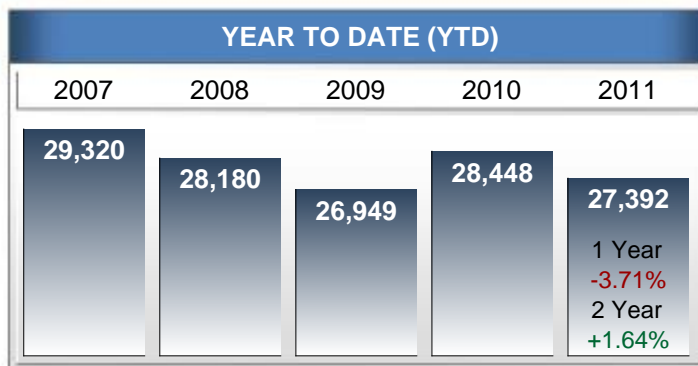
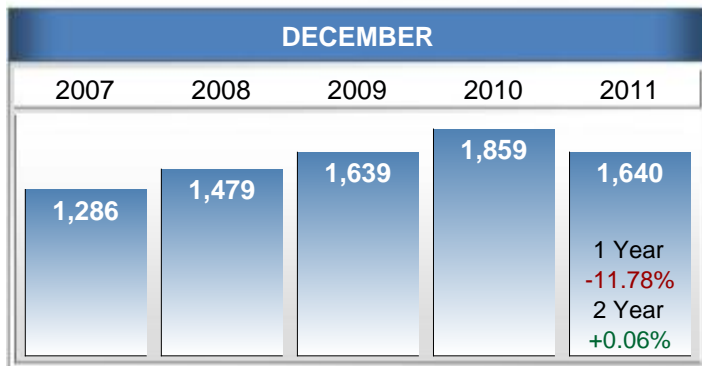
New Listings as of Jan 10, 2012



New Listings

Report Produced on: Jan 10, 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+	
\$20,000 and less	81	4.94%	58	21	2	0	
\$20,001 \$50,000	282	17.20%	210	54	16	2	
\$50,001 \$80,000	201	12.26%	101	90	8	2	
\$80,001 \$140,000	409	24.94%	84	270	53	2	
\$140,001 \$190,000	287	17.50%	53	150	79	5	
\$190,001 \$320,000	206	12.56%	18	75	97	16	
\$320,001 and up	174	10.61%	27	28	84	35	
Total New Listed Units:			1,640	551	688	339	62
Total New Listed Volume:			294,449,631	77.80M	93.33M	92.22M	31.10M
Median New Listed Listing Price:			\$117,625	\$54,000	\$120,500	\$200,000	\$347,900



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

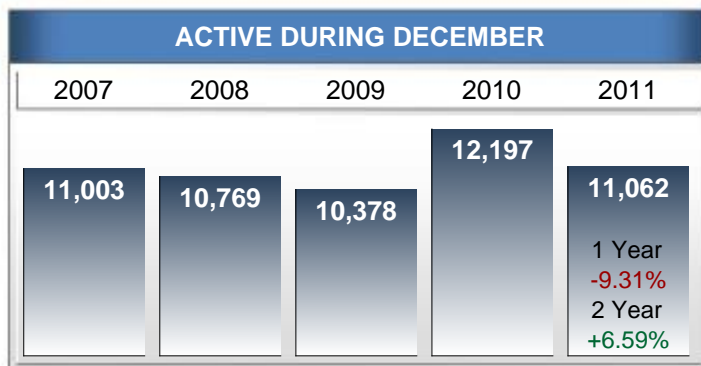
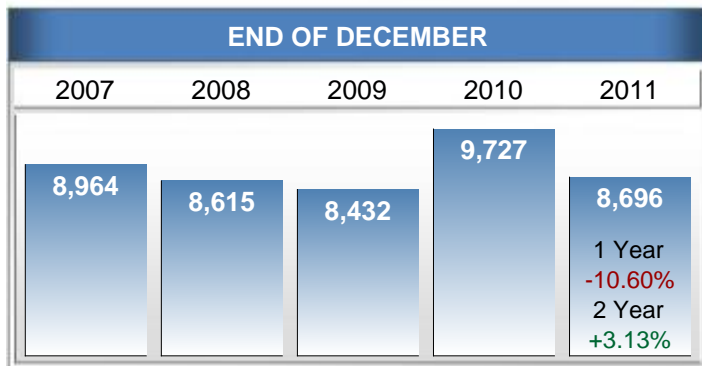
Active Inventory as of Jan 10, 2012



Active Inventory

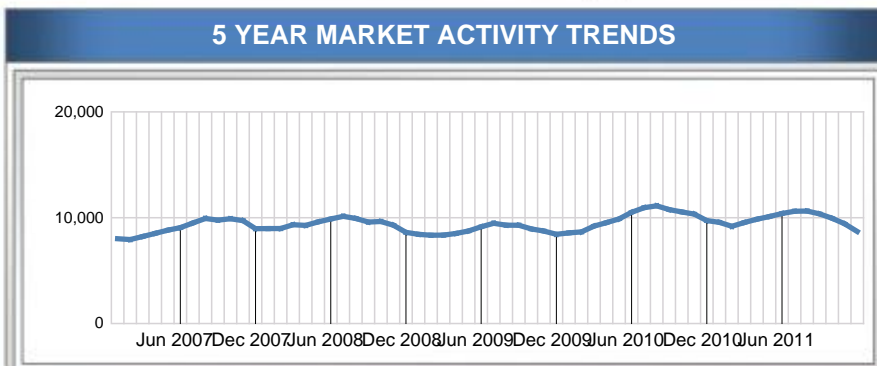
Report Produced on: Jan 10, 2012

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



Active Inventory

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5yr DEC AVG = 8,887	3 MONTHS
High Aug 2010 = 11,122	OCT 9,943
Low Feb 2007 = 7,935	NOV 9,422
<i>Inventory this month at 8,696, below the 5 yr DEC average of 8,887</i>	DEC 8,696
	NOV -5.24%
	DEC -7.71%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	426	4.90%	86.0	360	62	4	0		
\$20,001 \$50,000	1,406	16.17%	94.0	1,145	227	32	2		
\$50,001 \$80,000	1,088	12.51%	85.0	587	447	48	6		
\$80,001 \$150,000	2,489	28.62%	82.0	567	1,602	296	24		
\$150,001 \$210,000	1,271	14.62%	88.0	182	627	433	29		
\$210,001 \$340,000	1,122	12.90%	91.0	119	383	521	99		
\$340,001 and up	894	10.28%	88.0	159	147	398	190		
Total Active Inventory by Units:				8,696	87.0	3,119	3,495	1,732	350
Total Active Inventory by Volume:				2,623,472,513		403.61M	517.01M	497.81M	1.21B
Median Active Inventory Listing Price:				\$123,000		\$54,900	\$126,500	\$220,500	\$359,950



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

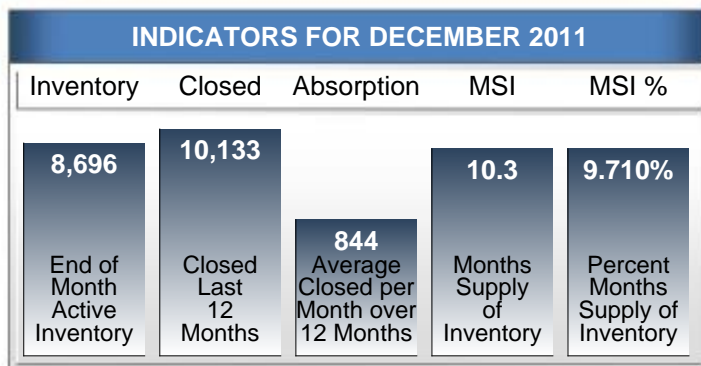
Active Inventory as of Jan 10, 2012



Months Supply of Inventory

Report Produced on: Jan 10, 2012

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	426		4.90%	11.8	16.6	4.8	4.4	0.0
\$20,001 \$50,000	1,406		16.17%	13.7	24.8	4.6	4.9	2.0
\$50,001 \$80,000	1,088		12.51%	10.2	21.0	6.6	4.8	5.1
\$80,001 \$150,000	2,489		28.62%	8.5	17.9	7.3	7.5	7.4
\$150,001 \$210,000	1,271		14.62%	8.7	21.6	7.9	8.1	6.4
\$210,001 \$340,000	1,122		12.90%	10.2	22.7	11.0	8.6	10.1
\$340,001 and up	894		10.28%	18.7	79.5	17.8	16.0	14.9
MSI:		10.3			21.8	7.4	8.8	10.7
Total Active Inventory:		8,696			3,119	3,495	1,732	350



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

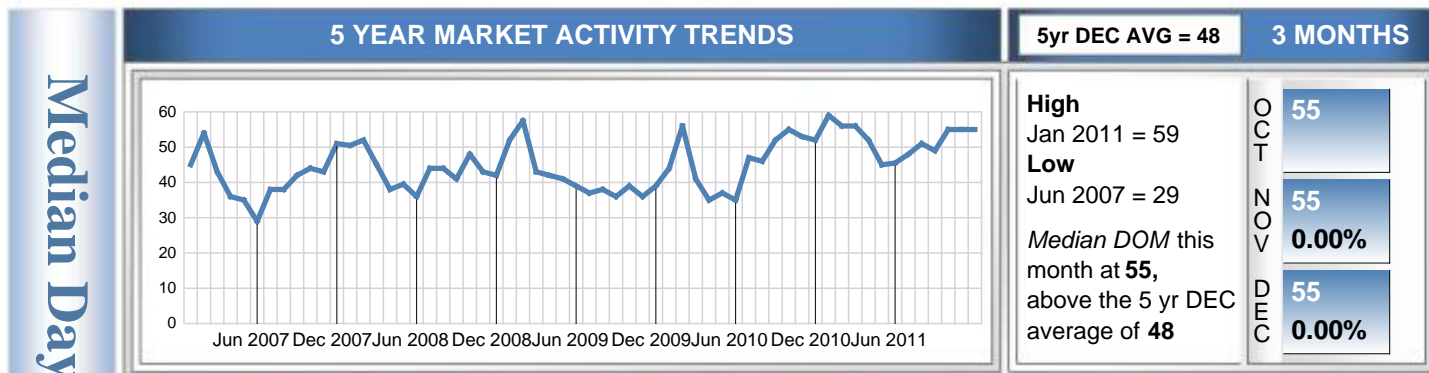
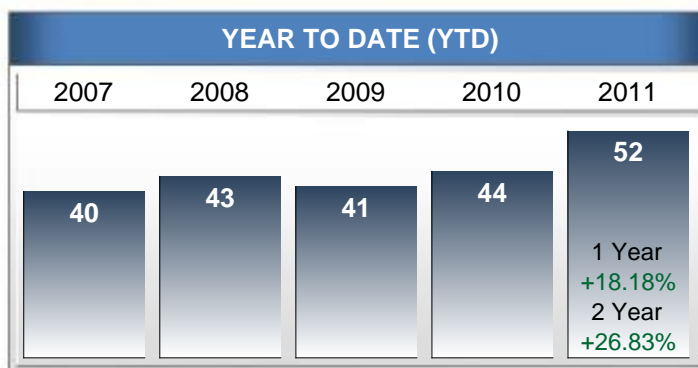
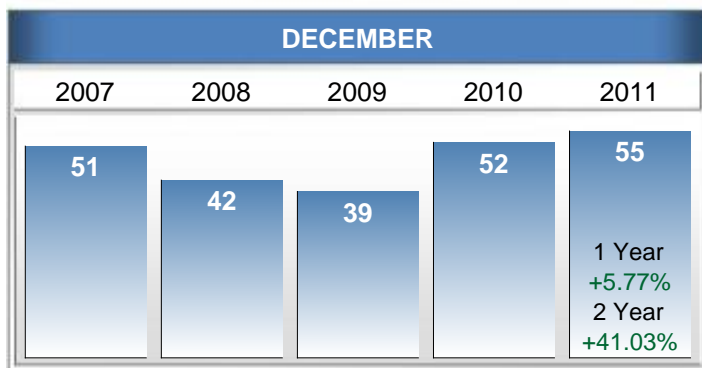
Closed Sales as of Jan 10, 2012



Median Days on Market to Sale

Report Produced on: Jan 10, 2012

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+
\$40,000 and less	79			10.01%	55.0	64.5	43.5	21.0	0.0
\$40,001 - \$70,000	89			11.28%	41.0	52.5	36.5	40.5	168.0
\$70,001 - \$110,000	134			16.98%	58.5	50.0	60.5	59.0	62.0
\$110,001 - \$150,000	186			23.57%	62.5	90.0	65.0	50.0	24.0
\$150,001 - \$190,000	105			13.31%	62.0	21.0	56.0	70.0	141.0
\$190,001 - \$290,000	116			14.70%	56.0	67.0	53.0	57.5	85.0
\$290,001 and up	80			10.14%	41.0	76.5	25.0	60.0	35.0
Median Closed DOM:					55.0	60.0	52.0	57.0	54.0
Total Closed Units:					789	121	423	200	45
Total Closed Volume:					127,254,084	9.38M	53.52M	44.94M	19.41M



Monthly Inventory Analysis

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December 2011

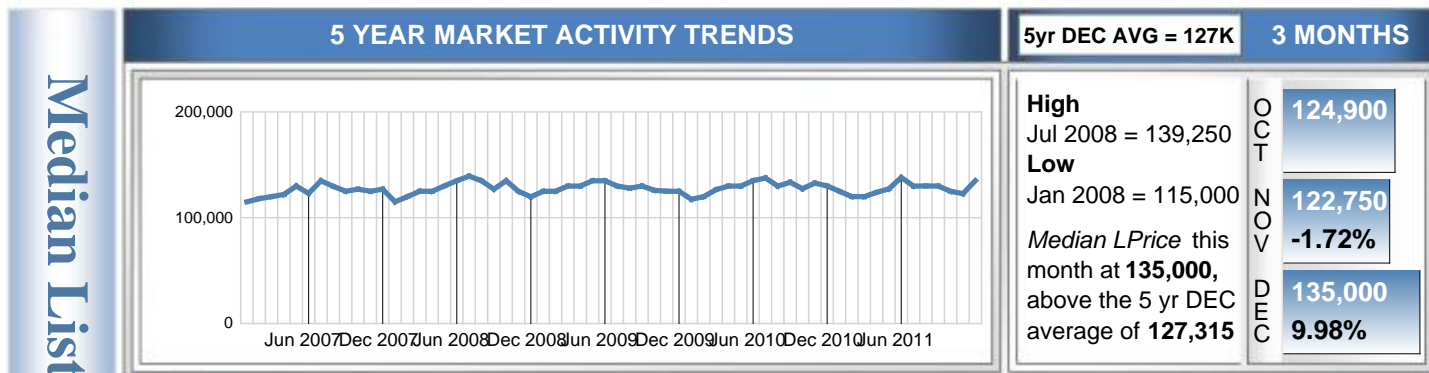
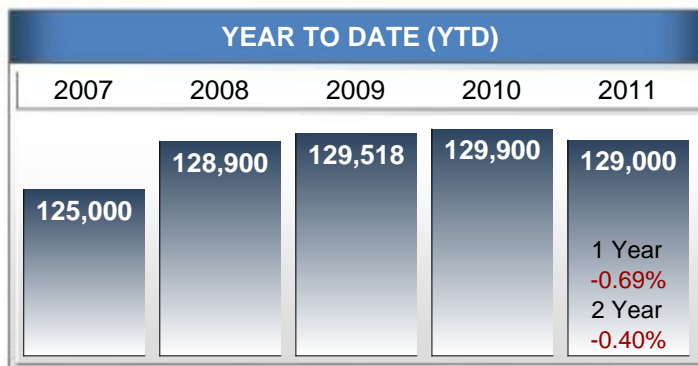
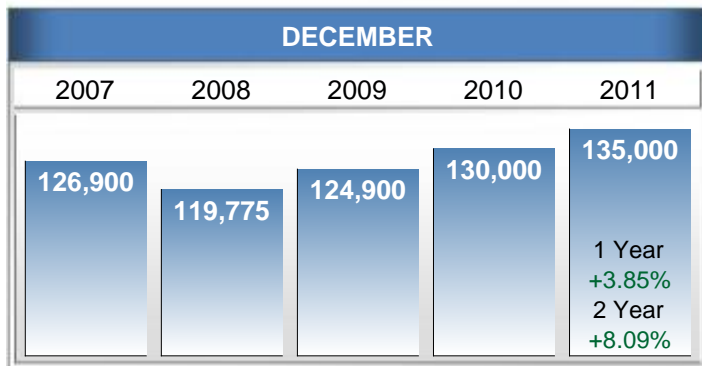
Closed Sales as of Jan 10, 2012



Median List Price at Closing

Report Produced on: Jan 10, 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+
\$40,000 and less	71		9.00%	27,000	29,900	25,250	40,000	0
\$40,001 - \$70,000	84		10.65%	58,400	59,450	54,900	63,500	65,000
\$70,001 - \$110,000	134		16.98%	88,750	89,900	87,000	89,900	75,900
\$110,001 - \$150,000	186		23.57%	133,535	121,500	132,976	134,900	140,950
\$150,001 - \$190,000	113		14.32%	169,900	169,900	167,450	179,900	175,000
\$190,001 - \$290,000	115		14.58%	229,900	251,250	214,900	234,900	230,000
\$290,001 and up	86		10.90%	413,450	419,950	385,000	359,900	675,000
Median List Price:		\$135,000			\$64,900	\$124,900	\$198,900	\$329,900
Total Closed Units:		789			121	423	200	45
Total List Volume:		132,032,569			10.02M	55.54M	46.54M	19.93M



Monthly Inventory Analysis

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December 2011

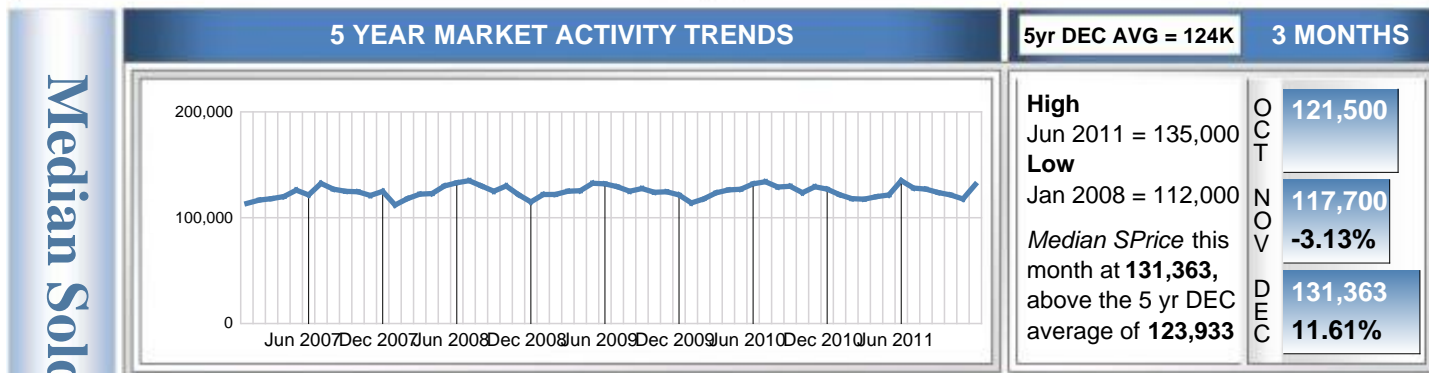
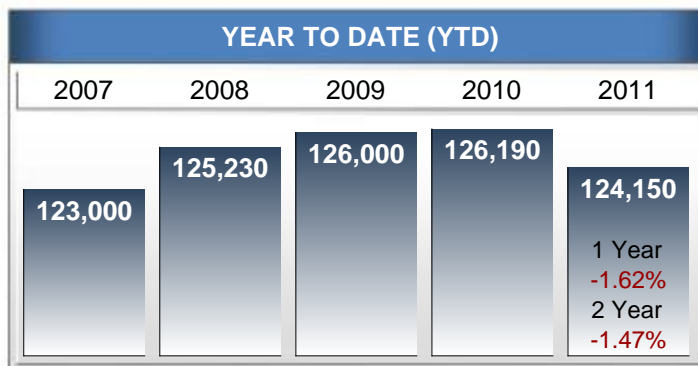
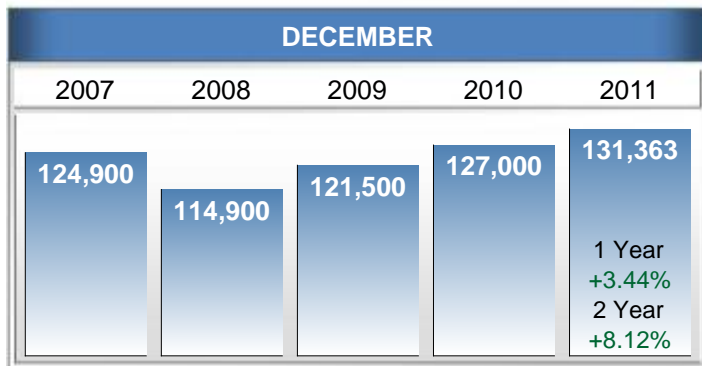
Closed Sales as of Jan 10, 2012



Median Sold Price at Closing

Report Produced on: Jan 10, 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+
\$40,000 and less	79		10.01%	25,704	25,076	25,352	40,000	0
\$40,001 \$70,000	89		11.28%	57,500	56,500	57,500	61,600	45,000
\$70,001 \$110,000	134		16.98%	87,850	89,750	86,875	86,500	98,600
\$110,001 \$150,000	186		23.57%	131,426	133,700	131,000	131,750	123,750
\$150,001 \$190,000	105		13.31%	170,000	168,500	167,500	175,250	170,000
\$190,001 \$290,000	116		14.70%	224,450	220,000	215,145	235,000	229,900
\$290,001 and up	80		10.14%	410,750	394,500	371,750	389,900	650,000
Median Closed Price:	\$131,363				\$59,000	\$119,929	\$193,000	\$323,900
Total Closed Units:	789				121	423	200	45
Total Closed Volume:	127,254,084				9.38M	53.52M	44.94M	19.41M



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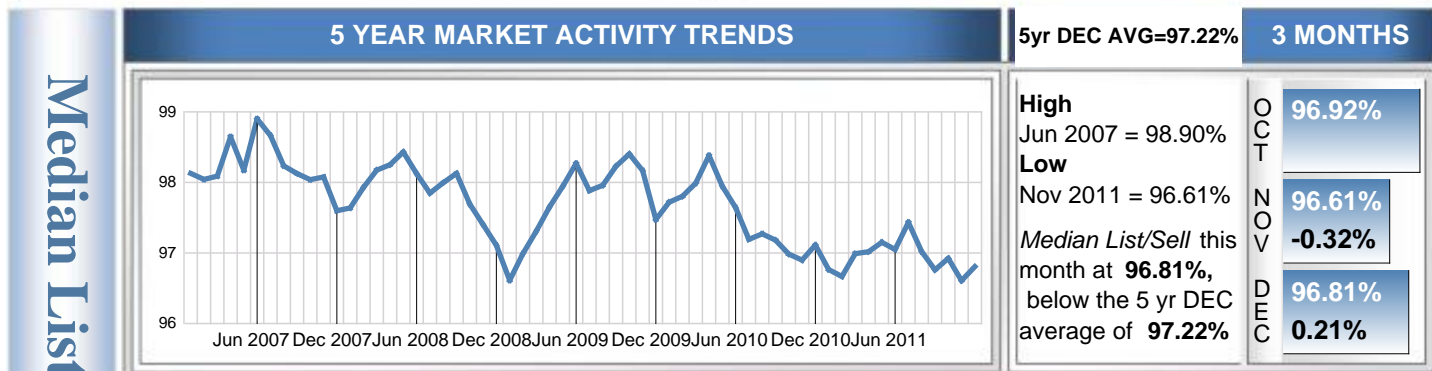
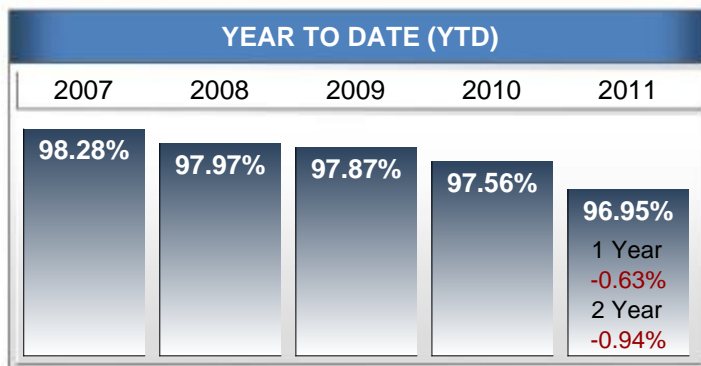
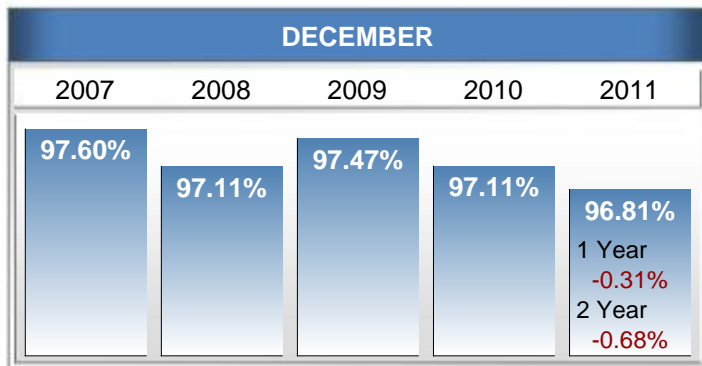
Closed Sales as of Jan 10, 2012



Median Percent of List Price to Selling Price

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



Median List/Sell Price
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

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+
\$40,000 and less	79	10.01%	90.70%	91.85%	90.44%	90.70%	0.00%
\$40,001 - \$70,000	89	11.28%	93.33%	95.36%	92.74%	95.75%	69.23%
\$70,001 - \$110,000	134	16.98%	95.39%	94.43%	96.01%	95.25%	105.83%
\$110,001 - \$150,000	186	23.57%	97.73%	95.26%	98.28%	97.04%	88.39%
\$150,001 - \$190,000	105	13.31%	97.96%	99.12%	98.56%	97.36%	95.76%
\$190,001 - \$290,000	116	14.70%	97.26%	96.32%	96.52%	97.75%	97.83%
\$290,001 and up	80	10.14%	96.30%	94.16%	96.15%	96.99%	95.72%
Median List/Sell Ratio:	96.81%			94.92%	96.90%	97.24%	96.82%
Total Closed Units:	789			121	423	200	45
Total Closed Volume:	127,254,084			9.38M	53.52M	44.94M	19.41M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

Inventory as of Jan 10, 2012



Market Summary

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Absorption: Last 12 months, an Average of **844** Sales/Month

Active Inventory as of December 31, 2011 = **8,696**

	DECEMBER			Year To Date		
	2010	2011	+/-%	2010	2011	+/-%
Closed Sales	698	789	13.04%	9,990	10,133	1.43%
Pending Sales	625	710	13.60%	10,286	10,644	3.48%
New Listings	1,859	1,640	-11.78%	28,448	27,392	-3.71%
Median List Price	130,000	135,000	3.85%	129,900	129,000	-0.69%
Median Sale Price	127,000	131,363	3.44%	126,190	124,150	-1.62%
Median Percent of List Price to Selling Price	97.11%	96.81%	-0.31%	97.56%	96.95%	-0.63%
Median Days on Market to Sale	52.00	55.00	5.77%	44.00	52.00	18.18%
Monthly Inventory	9,727	8,696	-10.60%	9,727	8,696	-10.60%
Months Supply of Inventory	11.68	10.30	-11.86%	11.68	10.30	-11.86%

