



# January 2012

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

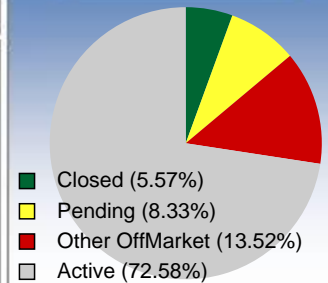


**Absorption:** Last 12 months, an Average of **854** Sales/Month

**Active Inventory** as of January 31, 2012 = **8,839**

	JANUARY		
	2011	2012	+/- %
Closed Listings	582	678	16.49%
Pending Listings	773	1,015	31.31%
New Listings	2,274	2,597	14.20%
Median List Price	124,900	118,000	-5.52%
Median Sale Price	121,750	110,000	-9.65%
Median Percent of List Price to Selling Price	96.77%	96.37%	-0.41%
Median Days on Market to Sale	59.00	50.50	-14.41%
End of Month Inventory	9,566	8,839	-7.60%
Months Supply of Inventory	11.42	10.35	-9.39%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 13, 2012

Data from the **Tulsa MLS**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2012 decreased **7.60%** to 8,839 existing homes available for sale. Over the last 12 months this area has had an average of 854 closed sales per month. This represents an unsold inventory index of **10.35** MSI for this period.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.65%** in January 2012 to \$110,000 versus the previous year at \$121,750.

### Median Days on Market Shortens

The median number of **50.50** days that homes spent on the market before selling decreased by 8.50 days or **14.41%** in January 2012 compared to last year's same month at **59.00** DOM.

### Sales Success for January 2012 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 2,597 New Listings in January 2012, up **14.20%** from last year at 2,274. Furthermore, there were 678 Closed Listings this month versus last year at 582, a **16.49%** increase.

Closed versus Listed trends yielded a **26.1%** ratio, up from last year's January 2012 at **25.6%**, a **2.01%** 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 **Tulsa MLS**

## January 2012

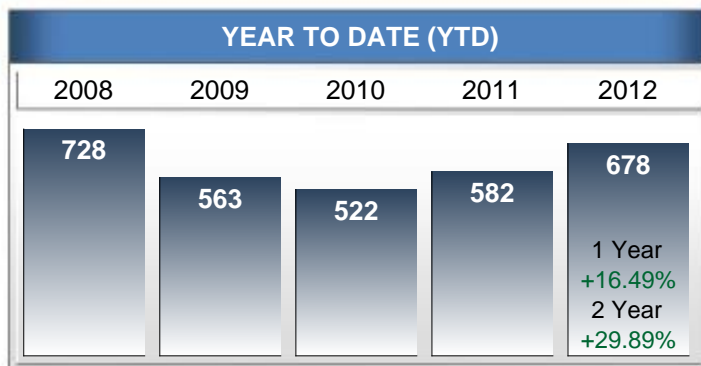
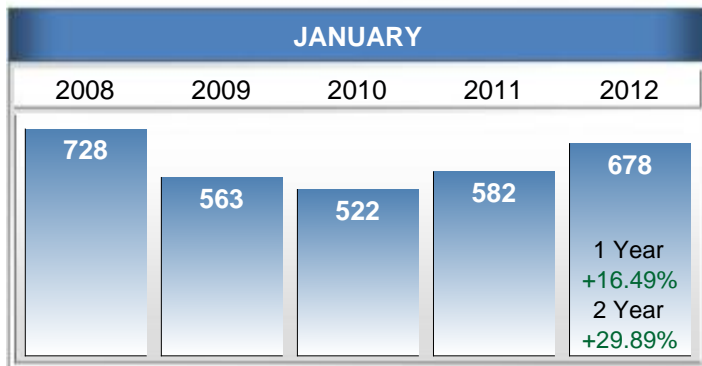
Closed Sales as of Feb 13, 2012



### Closed Listings

Report Produced on: Feb 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	39	5.75%	28.0	18	20	1	0	
\$20,001 \$40,000	89	13.13%	33.0	39	46	4	0	
\$40,001 \$80,000	119	17.55%	52.0	25	85	7	2	
\$80,001 \$130,000	147	21.68%	56.0	23	101	21	2	
\$130,001 \$180,000	124	18.29%	62.0	11	86	26	1	
\$180,001 \$250,000	90	13.27%	53.0	2	34	46	8	
\$250,001 and up	70	10.32%	50.5	2	18	38	12	
Total Closed Units: 678				50.5	120	390	143	25
Total Closed Volume: 93,301,427					8.11M	44.20M	32.82M	8.16M
Median Closed Price: \$110,000					\$45,500	\$100,000	\$193,500	\$245,000

Closed Listings

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

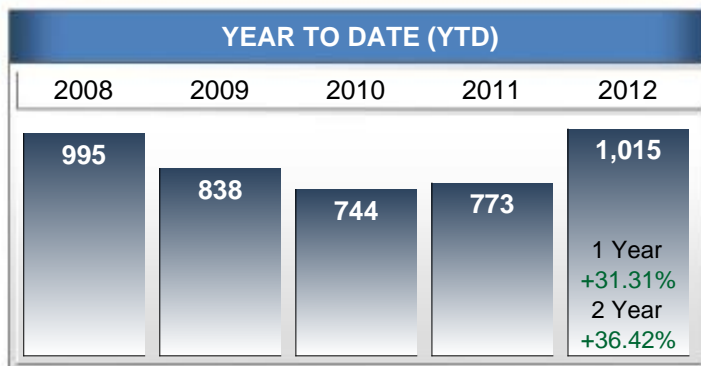
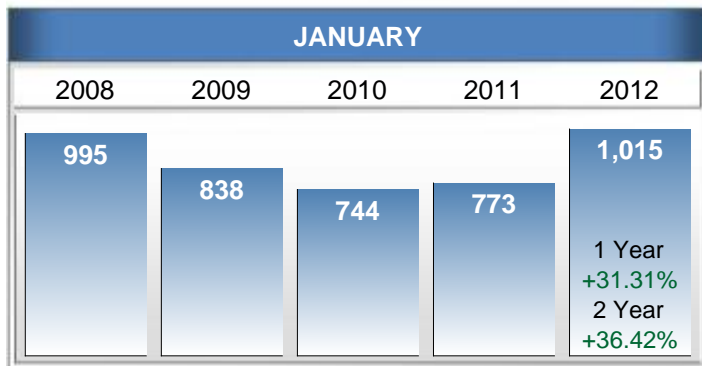
Pending Listings as of Feb 13, 2012



### Pending Listings

Report Produced on: Feb 13, 2012

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



**5yr JAN AVG = 873**     **3 MONTHS**

**High**  
Apr 2010 = 1,479  
**Low**  
Dec 2009 = 580

Pending Listing this month at **1,015**, above the 5 yr JAN average of **873**

NOV	793
DEC	667
<b>-15.89%</b>	
JAN	1,015
<b>52.17%</b>	

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+	
\$30,000 and less	98	9.66%	42.0	42	53	3	0	
\$30,001 - \$50,000	88	8.67%	64.5	27	47	14	0	
\$50,001 - \$90,000	184	18.13%	52.0	55	110	18	1	
\$90,001 - \$140,000	242	23.84%	60.0	16	177	42	7	
\$140,001 - \$180,000	154	15.17%	67.0	7	99	45	3	
\$180,001 - \$280,000	144	14.19%	65.5	7	57	69	11	
\$280,001 and up	105	10.34%	71.0	5	24	62	14	
Total Pending Units: 1,015				59.0	159	567	253	36
Total Pending Volume: 148,420,290					12.36M	69.15M	56.62M	10.29M
Median Listing Price: \$120,000					\$57,900	\$113,500	\$187,900	\$246,900



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

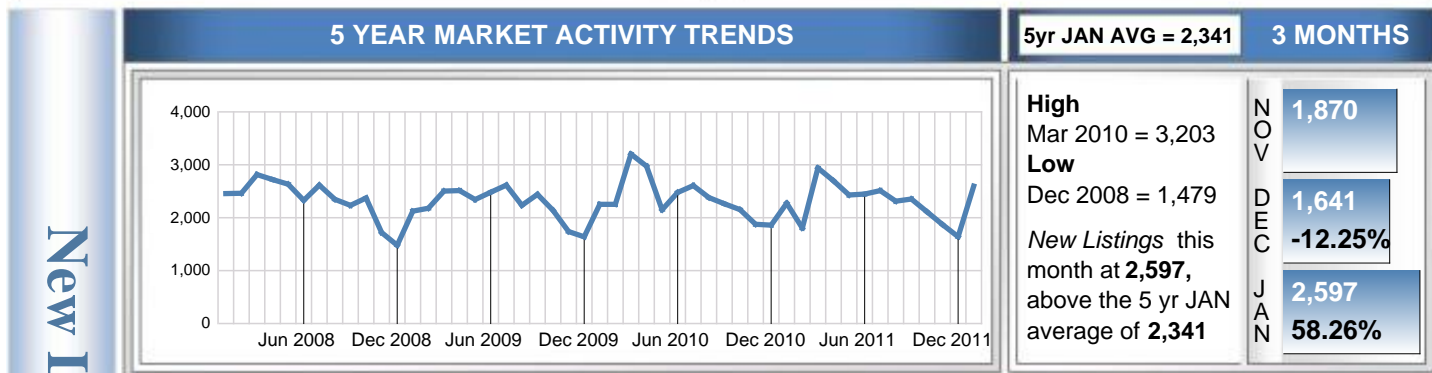
New Listings as of Feb 13, 2012



### New Listings

Report Produced on: Feb 13, 2012

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



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	<b>186</b>		7.16%	164	20	2	0	
\$20,001 \$50,000	<b>329</b>		12.67%	241	75	12	1	
\$50,001 \$80,000	<b>449</b>		17.29%	277	157	14	1	
\$80,001 \$140,000	<b>661</b>		25.45%	148	445	64	4	
\$140,001 \$190,000	<b>359</b>		13.82%	39	213	99	8	
\$190,001 \$320,000	<b>356</b>		13.71%	50	121	159	26	
\$320,001 and up	<b>257</b>		9.90%	32	44	116	65	
Total New Listed Units:				2,597	951	1075	466	105
Total New Listed Volume:				425,292,049	95.29M	149.24M	121.62M	59.15M
Median New Listed Listing Price:				\$112,900	\$59,500	\$122,500	\$226,450	\$394,900

New Listings

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

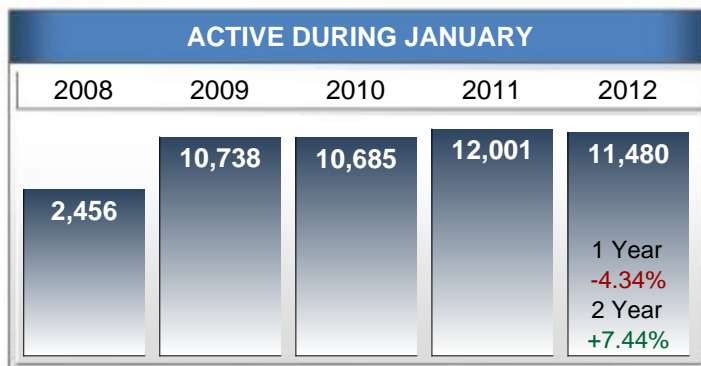
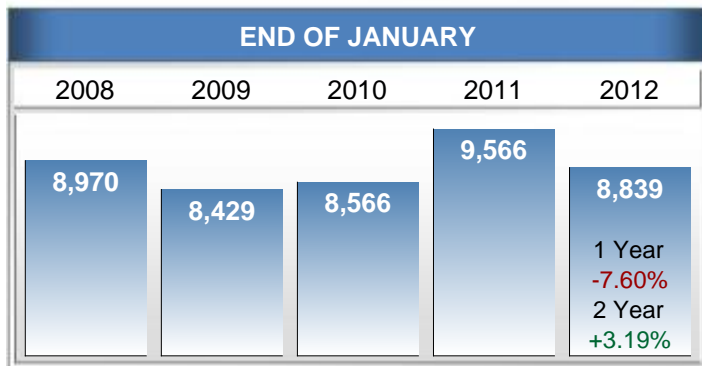
Active Inventory as of Feb 13, 2012



### Active Inventory

Report Produced on: Feb 13, 2012

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



Active Inventory

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5yr JAN AVG = 8,874	3 MONTHS
<b>High</b> Aug 2010 = 11,124	<b>NOV</b> 9,544
<b>Low</b> Feb 2009 = 8,343	<b>DEC</b> 8,883
<i>Inventory</i> this month at <b>8,839</b> , below the 5 yr JAN average of <b>8,874</b>	<b>JAN</b> 8,839
	<b>DEC</b> -6.93%
	<b>JAN</b> -0.50%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	450	5.09%	56.5	412	34	4	0		
\$20,001 \$50,000	1,425	16.12%	91.0	1,181	213	28	3		
\$50,001 \$80,000	1,234	13.96%	74.0	707	469	51	7		
\$80,001 \$140,000	2,184	24.71%	78.0	500	1,448	225	11		
\$140,001 \$210,000	1,546	17.49%	78.0	261	791	463	31		
\$210,001 \$340,000	1,107	12.52%	85.0	128	364	511	104		
\$340,001 and up	893	10.10%	90.0	146	146	391	210		
Total Active Inventory by Units:				8,839	81.0	3,335	3,465	1,673	366
Total Active Inventory by Volume:				2,621,485,194		409.30M	510.75M	483.14M	1.22B
Median Active Inventory Listing Price:				\$119,000		\$55,000	\$125,000	\$225,900	\$379,350



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

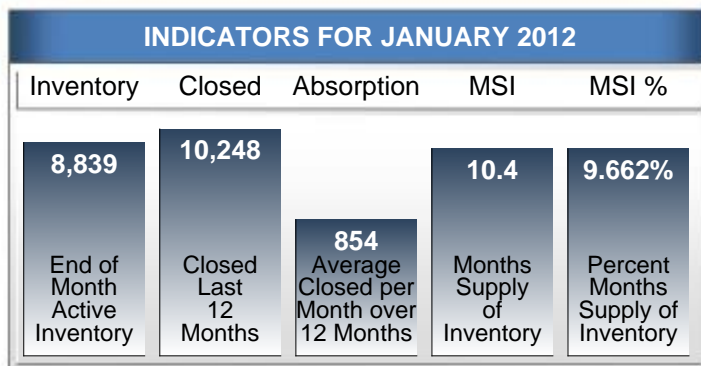
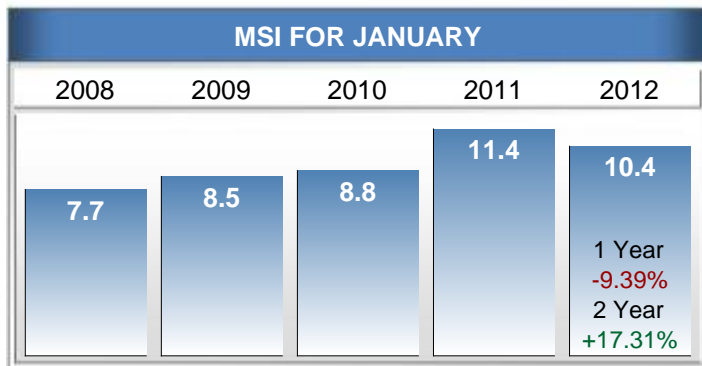
Active Inventory as of Feb 13, 2012



### Months Supply of Inventory

Report Produced on: Feb 13, 2012

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



**Months Supply**  
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5yr JAN AVG = 9.3	3 MONTHS
<b>High</b> Jun 2011 = 13.6 <b>Low</b> Jan 2008 = 7.7 <i>Months Supply</i> this month at <b>10.4</b> , above the 5 yr JAN average of <b>9.3</b>	NOV <b>11.4</b> DEC <b>10.5</b> <b>-7.83%</b> JAN <b>10.4</b> <b>-1.43%</b>

#### 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	<b>450</b>		5.09%	12.5	19.5	2.5	4.0	0.0
\$20,001 \$50,000	<b>1,425</b>		16.12%	13.4	24.8	4.1	4.2	3.3
\$50,001 \$80,000	<b>1,234</b>		13.96%	11.4	25.0	6.8	5.3	5.3
\$80,001 \$140,000	<b>2,184</b>		24.71%	8.5	16.9	7.5	7.2	4.0
\$140,001 \$210,000	<b>1,546</b>		17.49%	8.2	23.0	7.3	7.3	5.9
\$210,001 \$340,000	<b>1,107</b>		12.52%	9.9	25.6	10.4	8.3	10.4
\$340,001 and up	<b>893</b>		10.10%	18.9	83.4	17.3	15.9	17.0
MSI:		10.4			23.1	7.2	8.5	11.1
Total Active Inventory:		8,839			3,335	3,465	1,673	366



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

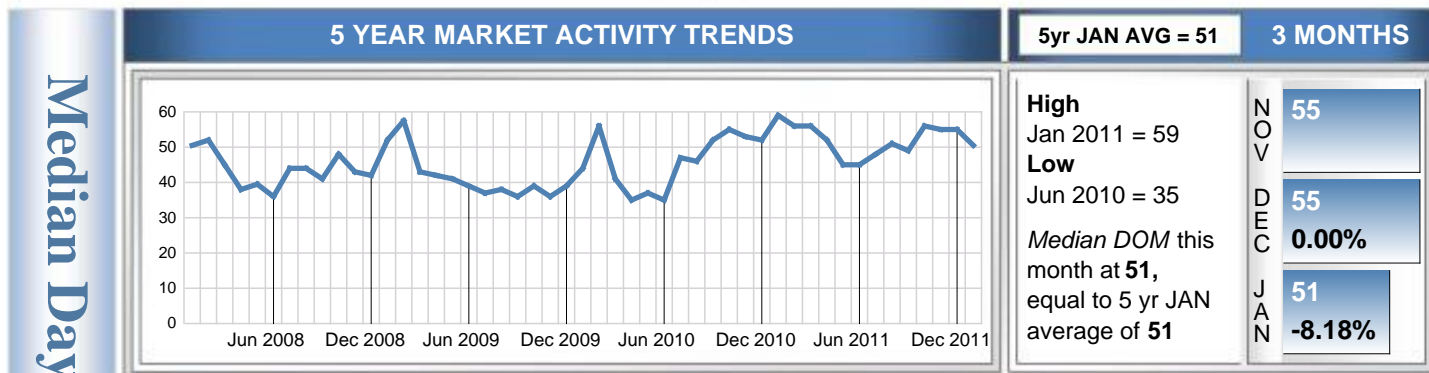
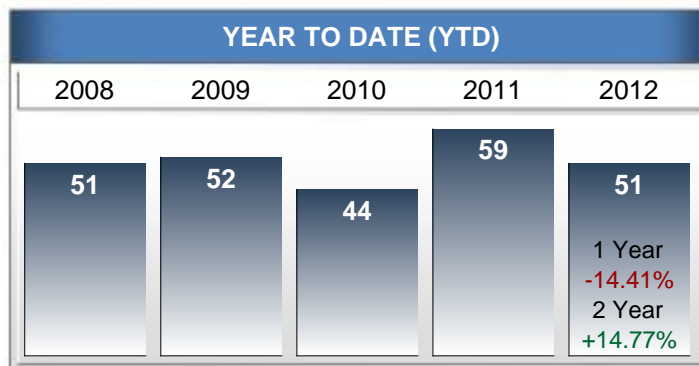
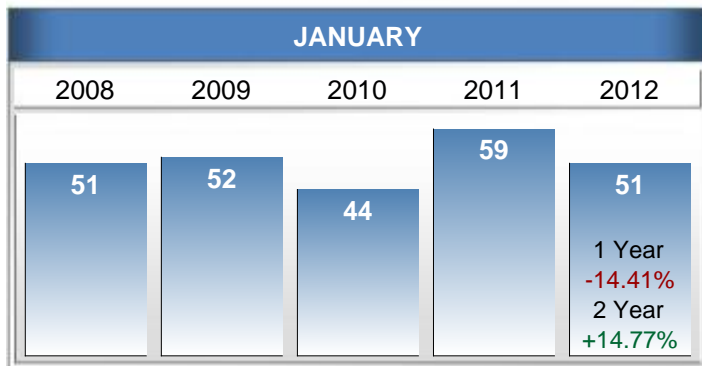
Closed Sales as of Feb 13, 2012



### Median Days on Market to Sale

Report Produced on: Feb 13, 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+
\$20,000 and less	39	5.75%	28.0	24.5	36.5	28.0	0.0		
\$20,001 \$40,000	89	13.13%	33.0	39.0	32.5	25.0	0.0		
\$40,001 \$80,000	119	17.55%	52.0	50.0	56.0	27.0	87.0		
\$80,001 \$130,000	147	21.68%	56.0	83.0	57.0	40.0	54.0		
\$130,001 \$180,000	124	18.29%	62.0	45.0	62.0	73.5	98.0		
\$180,001 \$250,000	90	13.27%	53.0	28.0	51.0	61.5	72.0		
\$250,001 and up	70	10.32%	50.5	49.0	47.5	52.5	61.0		
Median Closed DOM:	50.5			45.0	52.0	49.0	68.0		
Total Closed Units:	678			120	390	143	25		
Total Closed Volume:	93,301,427			8.11M	44.20M	32.82M	8.16M		



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

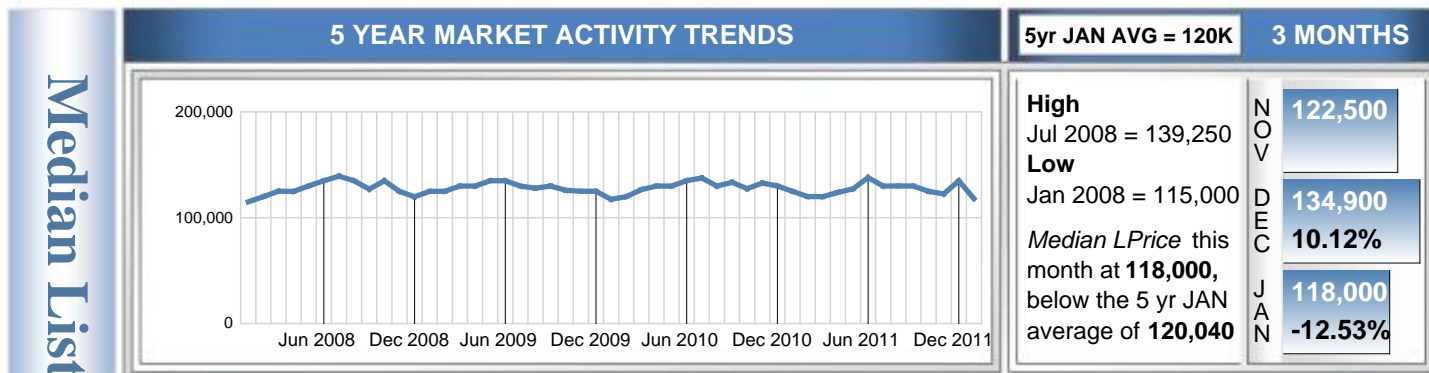
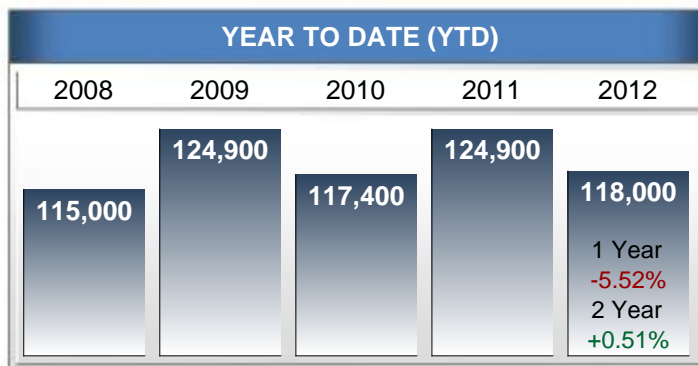
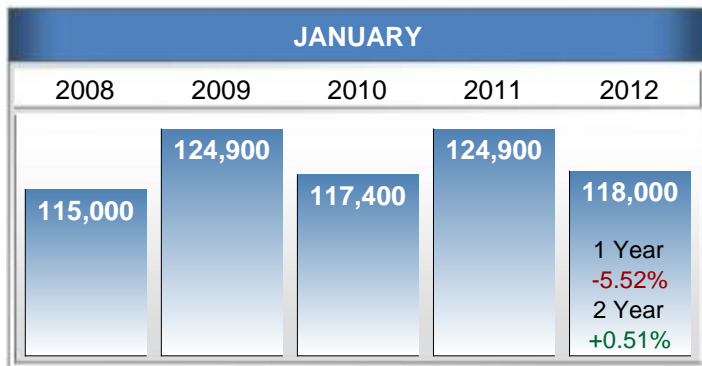
Closed Sales as of Feb 13, 2012



### Median List Price at Closing

Report Produced on: Feb 13, 2012

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+
\$20,000 and less	35		5.16%	12,500	12,500	11,000	13,860	0
\$20,001 \$40,000	71		10.47%	29,900	28,500	30,000	32,900	0
\$40,001 \$80,000	132		19.47%	60,200	59,700	64,900	50,900	64,900
\$80,001 \$130,000	144		21.24%	105,000	104,950	103,646	109,900	101,400
\$130,001 \$180,000	126		18.58%	149,900	140,000	149,900	149,900	154,320
\$180,001 \$250,000	96		14.16%	206,539	197,500	200,000	214,900	243,900
\$250,001 and up	74		10.91%	332,450	307,500	300,000	339,000	379,500
Median List Price:	\$118,000				\$58,000	\$101,396	\$199,500	\$250,000
Total Closed Units:	678				120	390	143	25
Total List Volume:	97,566,321				8.94M	45.99M	33.98M	8.65M



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## January 2012

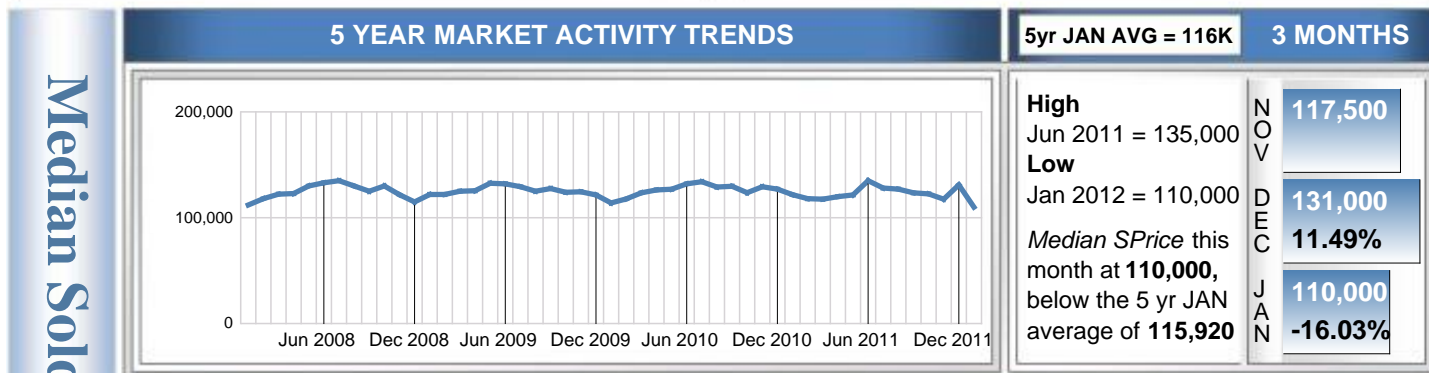
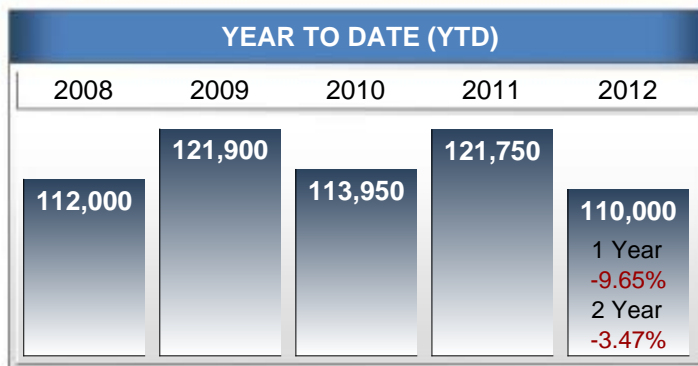
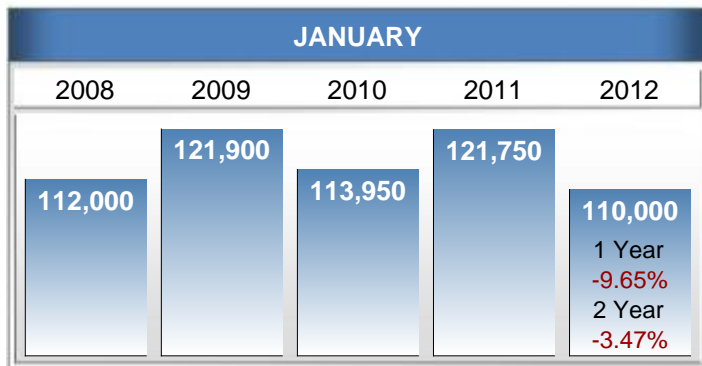
Closed Sales as of Feb 13, 2012



### Median Sold Price at Closing

Report Produced on: Feb 13, 2012

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			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	39		5.75%	11,000	12,500	9,700	10,000	0
\$20,001 \$40,000	89		13.13%	30,077	30,000	30,289	37,500	0
\$40,001 \$80,000	119		17.55%	64,225	62,000	63,000	67,000	73,050
\$80,001 \$130,000	147		21.68%	105,000	101,000	105,000	108,000	110,500
\$130,001 \$180,000	124		18.29%	152,000	157,000	149,950	151,250	155,000
\$180,001 \$250,000	90		13.27%	200,000	192,000	195,000	209,000	213,500
\$250,001 and up	70		10.32%	327,450	327,500	312,500	329,950	349,500
Median Closed Price:	\$110,000				\$45,500	\$100,000	\$193,500	\$245,000
Total Closed Units:	678				120	390	143	25
Total Closed Volume:	93,301,427				8.11M	44.20M	32.82M	8.16M



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## January 2012

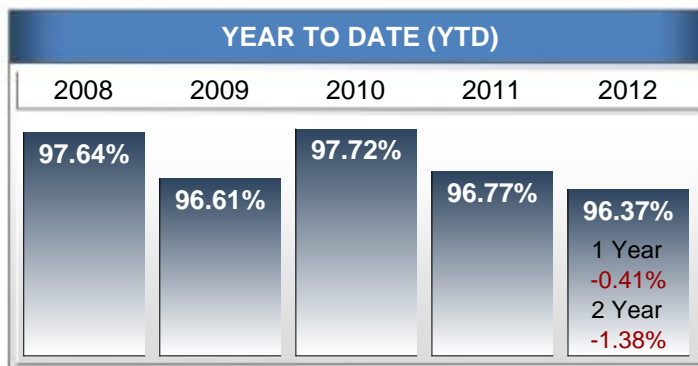
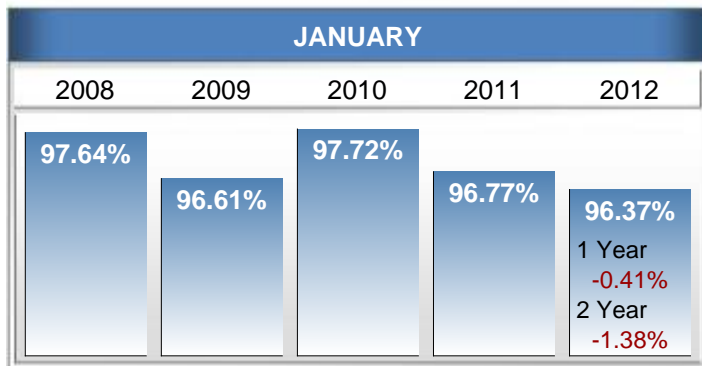
Closed Sales as of Feb 13, 2012



### 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

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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	39	5.75%	85.86%	85.56%	88.19%	72.15%	0.00%
\$20,001 \$40,000	89	13.13%	91.35%	84.44%	94.40%	81.11%	0.00%
\$40,001 \$80,000	119	17.55%	93.87%	93.33%	93.87%	95.28%	95.42%
\$80,001 \$130,000	147	21.68%	96.84%	95.49%	97.77%	96.15%	88.24%
\$130,001 \$180,000	124	18.29%	98.21%	98.33%	98.16%	98.87%	100.44%
\$180,001 \$250,000	90	13.27%	97.27%	94.58%	95.85%	97.83%	96.25%
\$250,001 and up	70	10.32%	97.17%	107.44%	96.12%	97.60%	96.73%
Median List/Sell Ratio:	96.37%			91.07%	96.60%	97.56%	96.37%
Total Closed Units:	678			120	390	143	25
Total Closed Volume:	93,301,427			8.11M	44.20M	32.82M	8.16M



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

Inventory as of Feb 13, 2012



### Market Summary

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**Absorption:** Last 12 months, an Average of **854** Sales/Month

**Active Inventory** as of January 31, 2012 = **8,839**

	JANUARY			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	582	678	16.49%	582	678	16.49%
Pending Sales	773	1,015	31.31%	773	1,015	31.31%
New Listings	2,274	2,597	14.20%	2,274	2,597	14.20%
Median List Price	124,900	118,000	-5.52%	124,900	118,000	-5.52%
Median Sale Price	121,750	110,000	-9.65%	121,750	110,000	-9.65%
Median Percent of List Price to Selling Price	96.77%	96.37%	-0.41%	96.77%	96.37%	-0.41%
Median Days on Market to Sale	59.00	50.50	-14.41%	59.00	50.50	-14.41%
Monthly Inventory	9,566	8,839	-7.60%	9,566	8,839	-7.60%
Months Supply of Inventory	11.42	10.35	-9.39%	11.42	10.35	-9.39%

