



December 2012

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

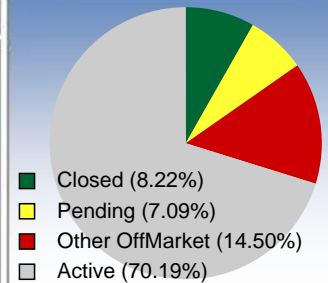


Absorption: Last 12 months, an Average of **985** Sales/Month

Active Inventory as of December 31, 2012 = **7,851**

	DECEMBER		
	2011	2012	+/- %
Closed Listings	801	919	14.73%
Pending Listings	634	793	25.08%
New Listings	1,640	1,441	-12.13%
Average List Price	166,244	173,991	4.66%
Average Sale Price	160,232	166,976	4.21%
Average Percent of List Price to Selling Price	97.39%	96.40%	-1.02%
Average Days on Market to Sale	65.10	63.35	-2.69%
End of Month Inventory	9,094	7,851	-13.67%
Months Supply of Inventory	10.73	7.97	-25.69%

Market Activity



Report Produced on: Jan 22, 2013

Monthly Inventory Analysis

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 December 2012 decreased **13.67%** to 7,851 existing homes available for sale. Over the last 12 months this area has had an average of 985 closed sales per month. This represents an unsold inventory index of **7.97** 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 **4.21%** in December 2012 to \$166,976 versus the previous year at \$160,232.

Average Days on Market Shortens

The average number of **63.35** days that homes spent on the market before selling decreased by 1.75 days or **2.69%** in December 2012 compared to last year's same month at **65.10** DOM.

Sales Success for December 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 1,441 New Listings in December 2012, down **12.13%** from last year at 1,640. Furthermore, there were 919 Closed Listings this month versus last year at 801, a **14.73%** increase.

Closed versus Listed trends yielded a **63.8%** ratio, up from last year's December 2012 at **48.8%**, a **30.58%** 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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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

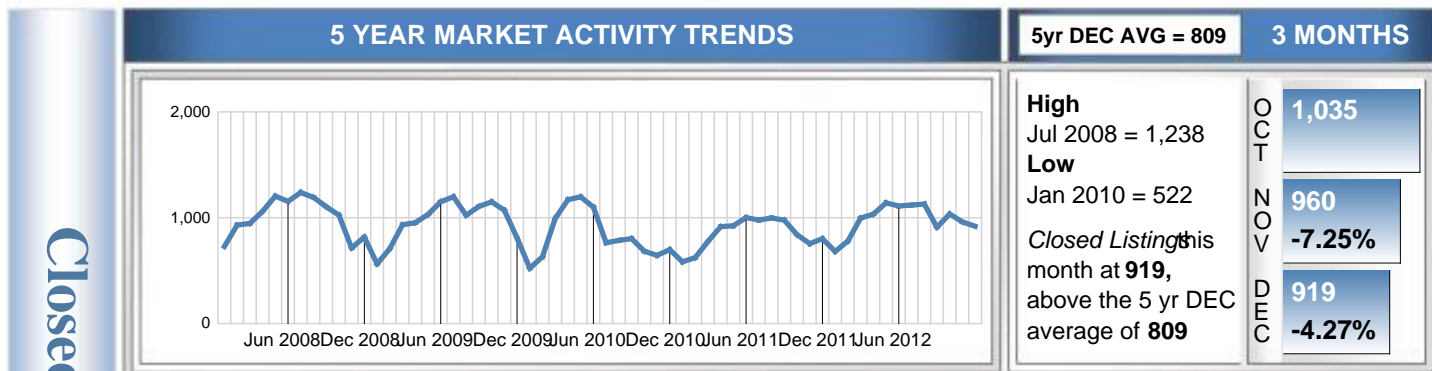
Closed Sales as of Jan 22, 2013



Closed Listings

Report Produced on: Jan 22, 2013

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			%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	46		5.01%	63.9	35	9	1	1	
\$25,001 - \$75,000	166		18.06%	60.7	58	97	8	3	
\$75,001 - \$100,000	102		11.10%	61.6	22	71	7	2	
\$100,001 - \$150,000	214		23.29%	61.0	25	146	43	0	
\$150,001 - \$200,000	154		16.76%	66.0	7	91	51	5	
\$200,001 - \$300,000	140		15.23%	72.7	7	58	64	11	
\$300,001 and up	97		10.55%	57.1	6	17	58	16	
Total Closed Units: 919					63.4	160	489	232	38
Total Closed Volume: 153,450,498						14.31M	67.72M	58.86M	12.56M
Average Closed Price: \$166,976						\$89,447	\$138,480	\$253,716	\$330,525



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

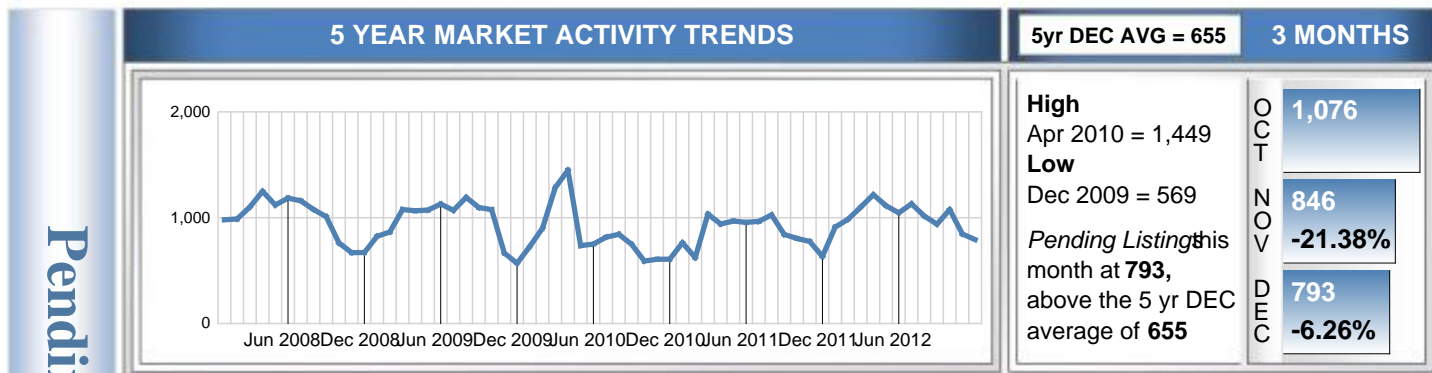
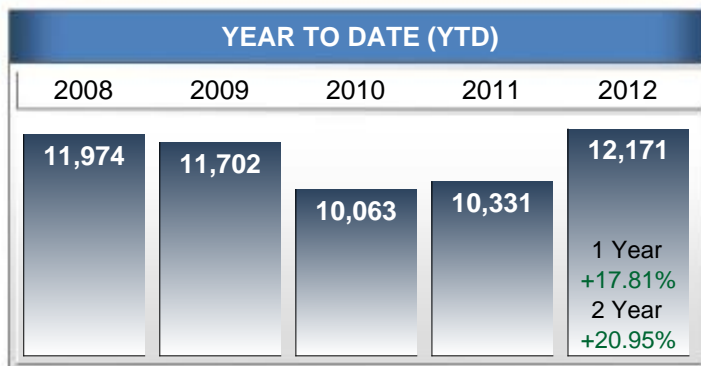
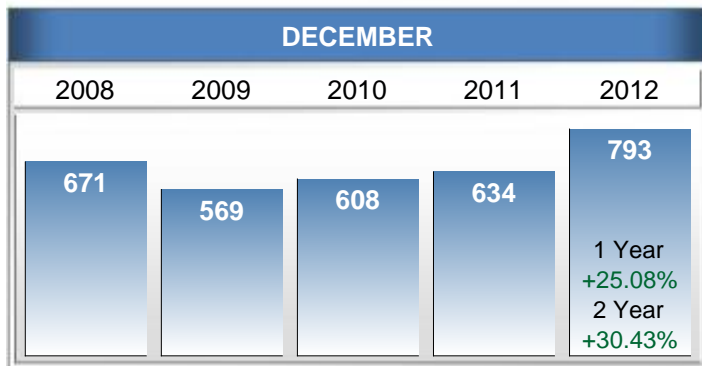
Pending Listings as of Jan 22, 2013



Pending Listings

Report Produced on: Jan 22, 2013

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



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+	
\$25,000 and less	34	4.29%	57.8	23	10	0	1	
\$25,001 - \$75,000	144	18.16%	63.3	45	88	10	1	
\$75,001 - \$100,000	91	11.48%	70.5	21	60	9	1	
\$100,001 - \$150,000	205	25.85%	68.2	25	149	31	0	
\$150,001 - \$200,000	128	16.14%	68.7	10	67	48	3	
\$200,001 - \$275,000	96	12.11%	67.1	3	31	53	9	
\$275,001 and up	95	11.98%	72.9	7	12	51	25	
Total Pending Units: 793				73.7	134	417	202	40
Total Pending Volume: 126,506,174					13.15M	52.99M	47.22M	13.15M
Average Listing Price: \$171,504					\$98,141	\$127,065	\$233,745	\$328,817



Monthly Inventory Analysis

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December 2012

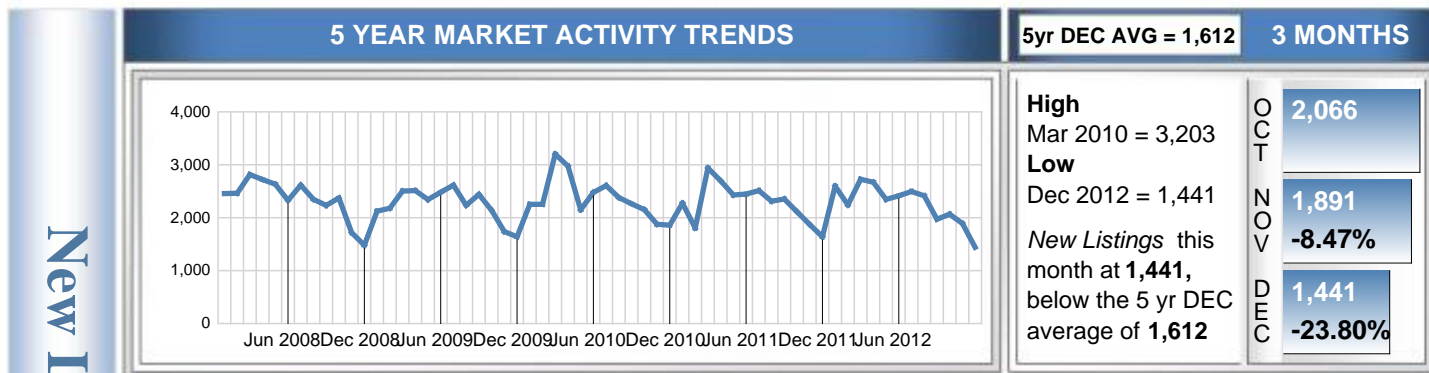
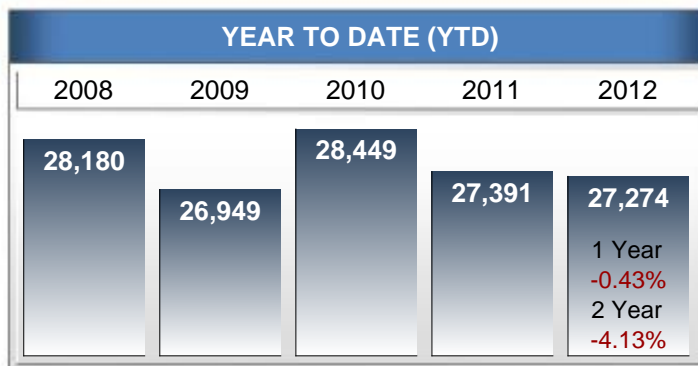
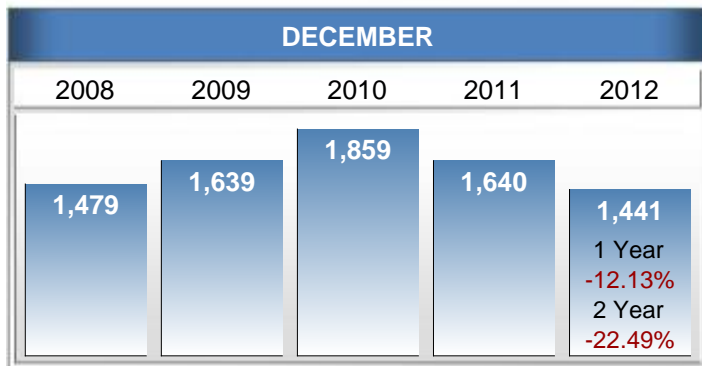
New Listings as of Jan 22, 2013



New Listings

Report Produced on: Jan 22, 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+
\$25,000 and less	72	5.00%	52	19	0	1
\$25,001 \$50,000	208	14.43%	141	55	10	2
\$50,001 \$75,000	162	11.24%	65	88	9	0
\$75,001 \$150,000	447	31.02%	113	276	54	4
\$150,001 \$200,000	183	12.70%	22	102	53	6
\$200,001 \$350,000	219	15.20%	20	85	96	18
\$350,001 and up	150	10.41%	24	14	64	48
Total New Listed Units:			437	639	286	79
Total New Listed Volume:			52.12M	89.82M	80.12M	47.46M
Average New Listed Listing Price:			\$119,264	\$140,570	\$280,132	\$600,807



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

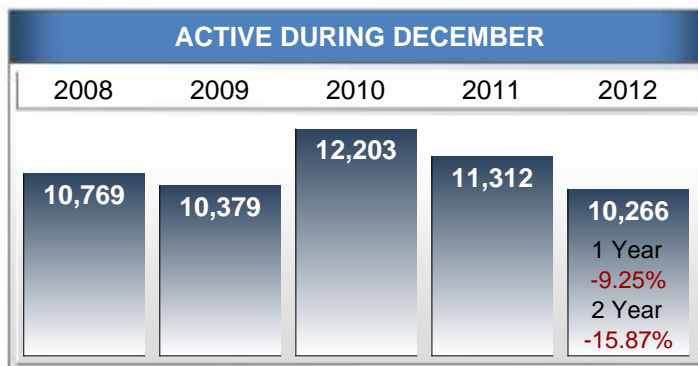
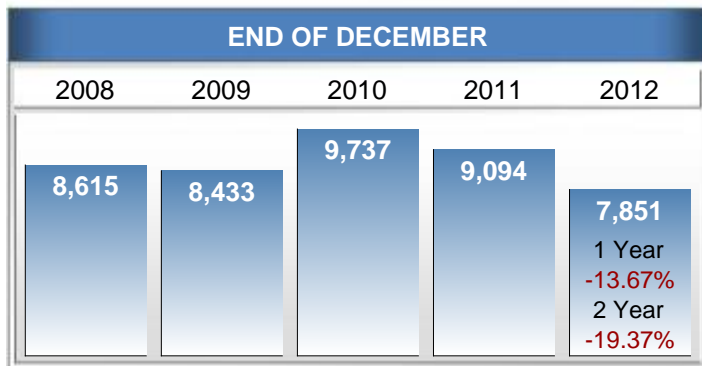
Active Inventory as of Jan 22, 2013



Active Inventory

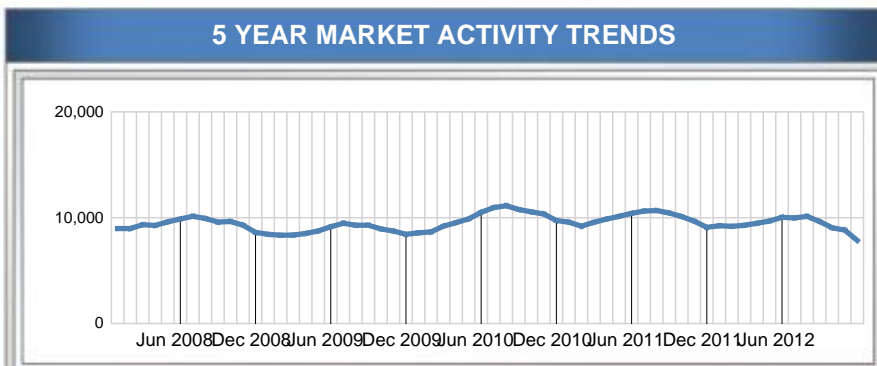
Report Produced on: Jan 22, 2013

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



Active Inventory

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5yr DEC AVG = 8,746	3 MONTHS
High Aug 2010 = 11,131	OCT 9,051
Low Dec 2012 = 7,851	NOV 8,826
<i>Inventory</i> this month at 7,851 , below the 5 yr DEC average of 8,746	DEC -11.05%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	639	8.14%	76.1	582	48	8	1		
\$25,001 \$50,000	1,066	13.58%	100.1	860	178	25	3		
\$50,001 \$75,000	895	11.40%	97.9	531	321	40	3		
\$75,001 \$150,000	2,300	29.30%	87.7	582	1,466	235	17		
\$150,001 \$200,000	998	12.71%	89.3	113	552	303	30		
\$200,001 \$350,000	1,127	14.35%	89.4	121	376	536	94		
\$350,001 and up	826	10.52%	91.2	151	129	349	197		
Total Active Inventory by Units:				7,851	90.4	2,940	3,070	1,496	345
Total Active Inventory by Volume:				1,479,413,664		349.81M	467.08M	442.23M	220.30M
Average Active Inventory Listing Price:				\$188,436		\$118,981	\$152,143	\$295,609	\$638,543



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

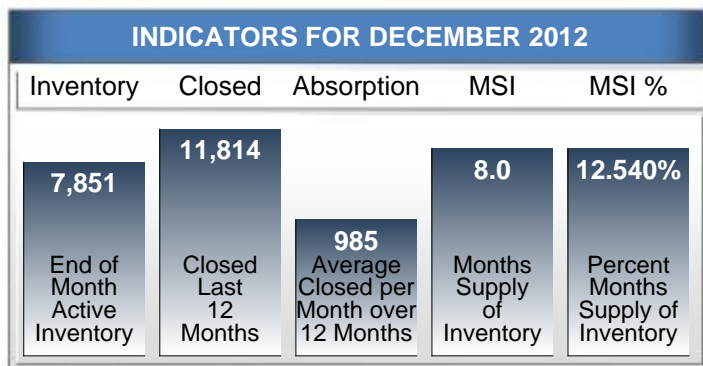
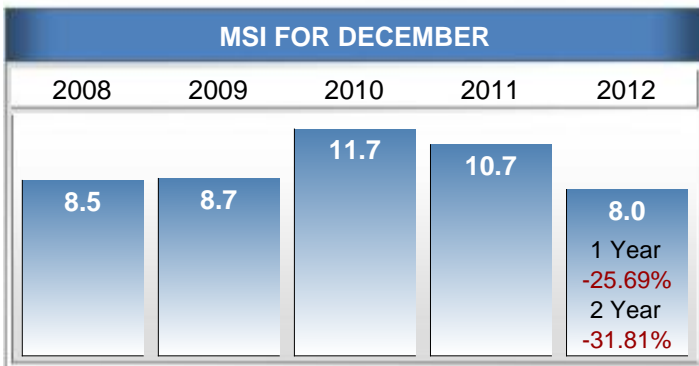
Active Inventory as of Jan 22, 2013



Months Supply of Inventory

Report Produced on: Jan 22, 2013

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



Months Supply
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5yr DEC AVG = 9.5	3 MONTHS
High Jun 2011 = 13.6 Low Jan 2008 = 7.7 <i>Months Supply</i> this month at 8.0 , below the 5 yr DEC average of 9.5	O C T 9.5 N O V 9.1 -4.20% D E C 8.0 -11.94%

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	299		3.81%	7.0	9.3	2.7	2.3	0.0
\$20,001 \$50,000	1,406		17.91%	12.8	24.2	3.6	4.6	5.3
\$50,001 \$80,000	1,099		14.00%	9.6	20.0	5.8	5.1	5.3
\$80,001 \$150,000	2,096		26.70%	6.3	13.7	5.6	4.5	6.0
\$150,001 \$220,000	1,197		15.25%	6.3	11.9	6.2	5.5	6.8
\$220,001 \$360,000	961		12.24%	7.2	26.4	7.1	6.4	6.3
\$360,001 and up	793		10.10%	13.3	57.2	11.7	10.3	13.4
MSI:		8.0			18.2	5.7	6.1	9.0
Total Active Inventory:		7,851			2,940	3,070	1,496	345



Monthly Inventory Analysis

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December 2012

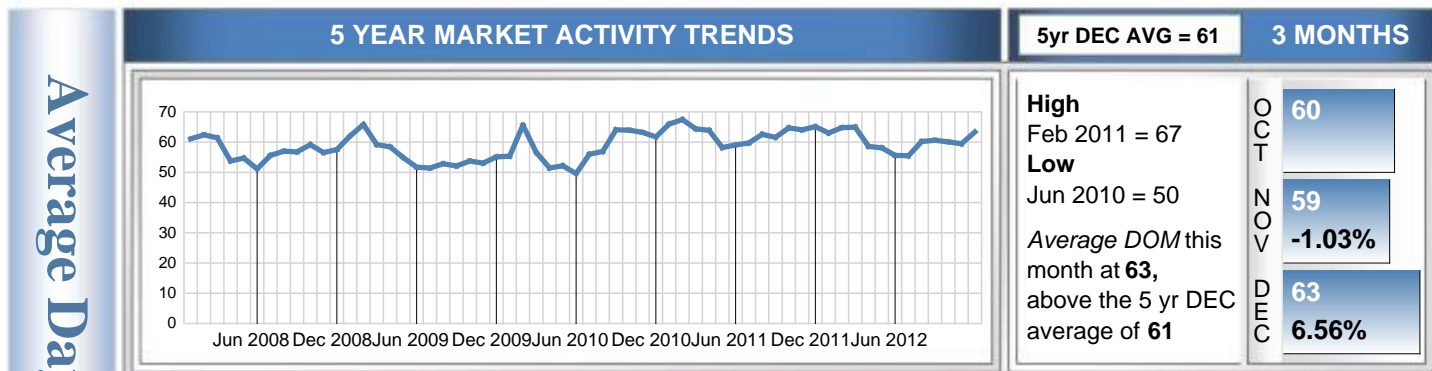
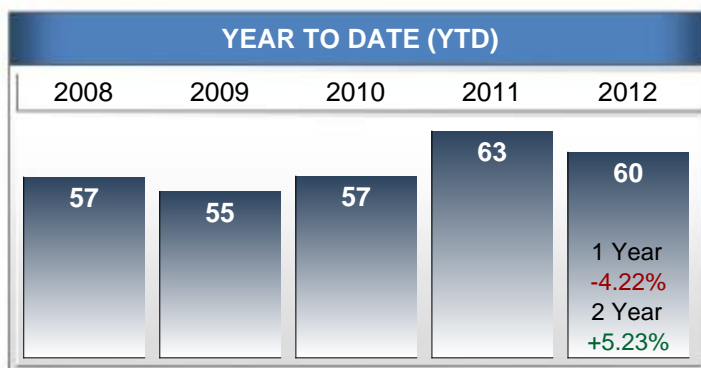
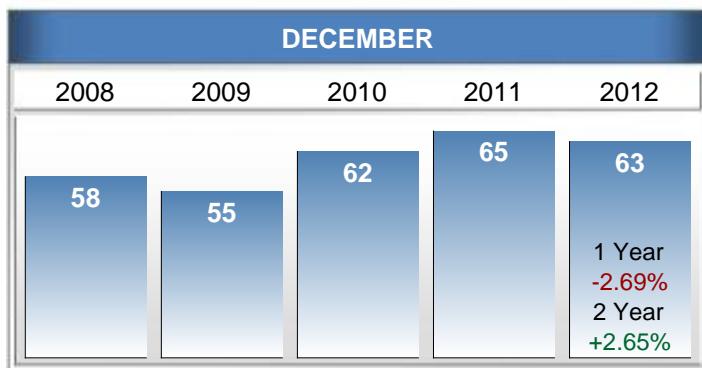
Closed Sales as of Jan 22, 2013



Average Days on Market to Sale

Report Produced on: Jan 22, 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	46	5.01%	63.9	61.6	72.9	90.0	36.0
\$25,001 - \$75,000	166	18.06%	60.7	66.3	58.8	48.0	48.7
\$75,001 - \$100,000	102	11.10%	61.6	62.9	62.0	58.7	41.0
\$100,001 - \$150,000	214	23.29%	61.0	73.9	59.4	59.0	0.0
\$150,001 - \$200,000	154	16.76%	66.0	45.0	65.6	69.3	70.4
\$200,001 - \$300,000	140	15.23%	72.7	40.7	65.4	80.9	83.5
\$300,001 and up	97	10.55%	57.1	60.3	41.2	52.2	90.4
Average Closed DOM: 63.4				63.7	61.1	65.4	78.4
Total Closed Units: 919				160	489	232	38
Total Closed Volume: 153,450,498				14.31M	67.72M	58.86M	12.56M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

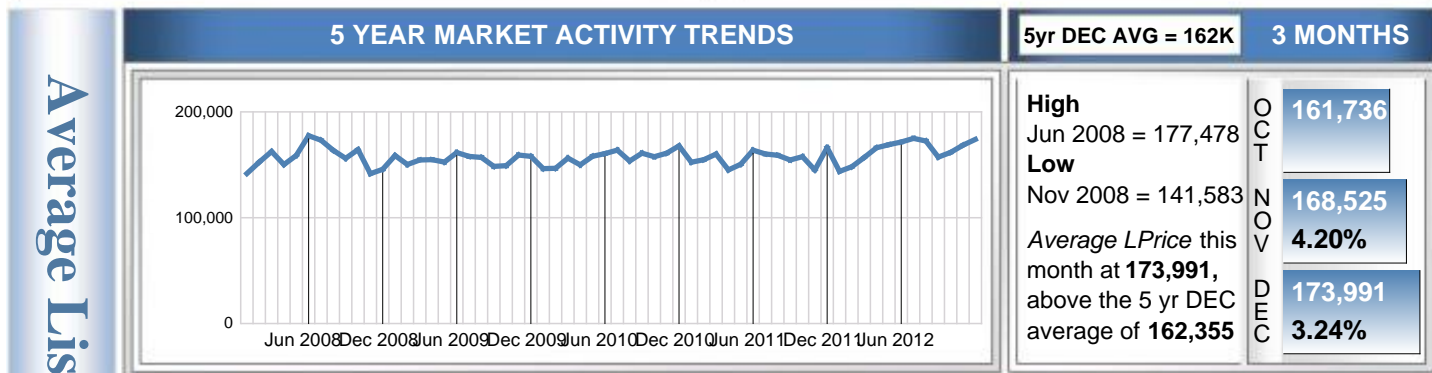
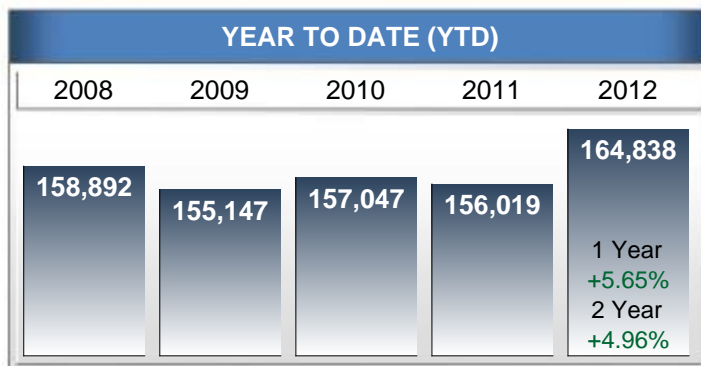
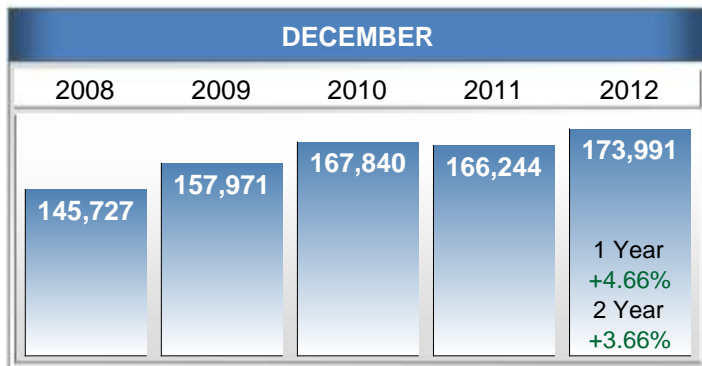
Closed Sales as of Jan 22, 2013



Average List Price at Closing

Report Produced on: Jan 22, 2013

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	44	4.79%	15,559	17,143	17,522	19,900	24,900
\$25,001 - \$75,000	154	16.76%	53,306	54,141	56,829	56,013	59,133
\$75,001 - \$100,000	105	11.43%	88,278	90,077	91,220	115,243	88,350
\$100,001 - \$150,000	211	22.96%	127,154	126,392	128,884	135,131	0
\$150,001 - \$200,000	164	17.85%	174,666	173,643	175,342	178,116	194,542
\$200,001 - \$300,000	140	15.23%	249,784	250,180	251,950	252,277	255,664
\$300,001 and up	101	10.99%	507,825	581,807	497,741	489,565	605,636
Average List Price:	\$173,991			\$95,871	\$143,138	\$261,680	\$364,584
Total Closed Units:	919			160	489	232	38
Total List Volume:	159,897,793			15.34M	69.99M	60.71M	13.85M



Monthly Inventory Analysis

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December 2012

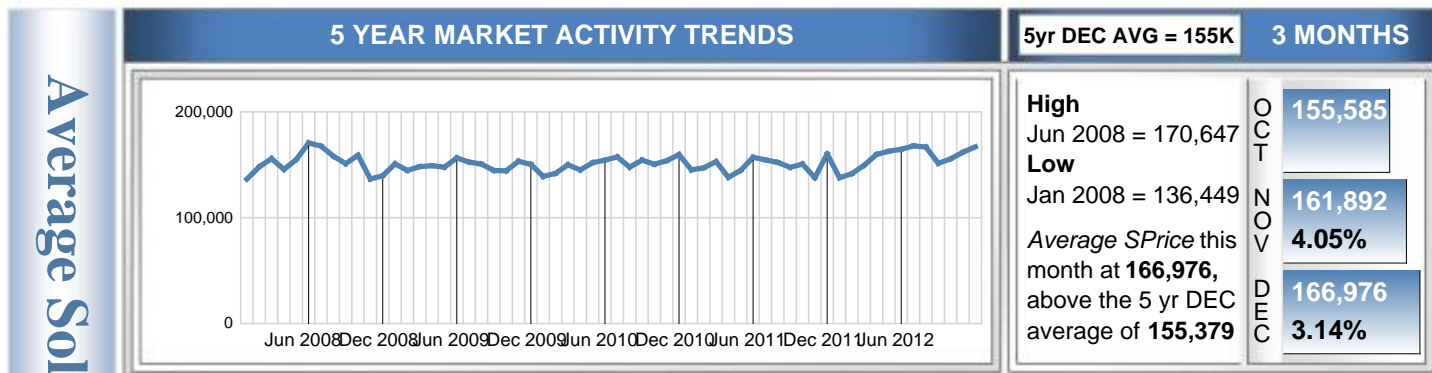
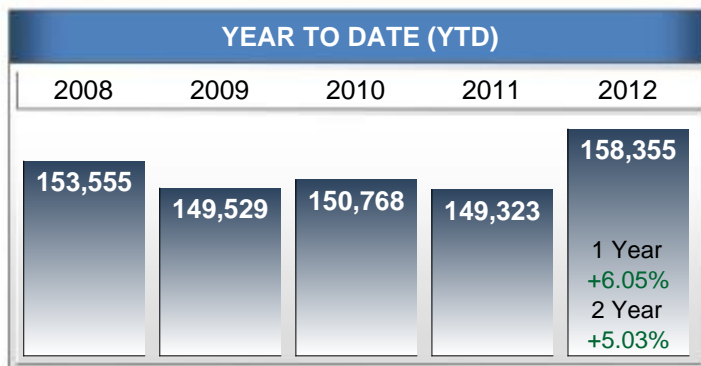
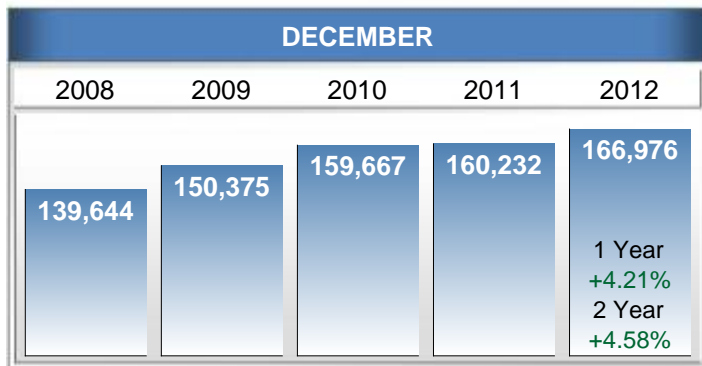
Closed Sales as of Jan 22, 2013



Average Sold Price at Closing

Report Produced on: Jan 22, 2013

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



Average Sold Price

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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	46	5.01%	14,546	14,596	13,497	14,750	22,000
\$25,001 \$75,000	166	18.06%	51,599	48,970	53,252	48,996	55,909
\$75,001 \$100,000	102	11.10%	86,876	83,950	87,723	88,457	83,500
\$100,001 \$150,000	214	23.29%	126,333	118,866	126,145	131,315	0
\$150,001 \$200,000	154	16.76%	173,305	172,643	171,489	174,757	192,462
\$200,001 \$300,000	140	15.23%	244,583	242,500	242,617	245,454	251,200
\$300,001 and up	97	10.55%	488,543	539,307	476,882	475,312	529,858
Average Closed Price:	\$166,976			\$89,447	\$138,480	\$253,716	\$330,525
Total Closed Units:	919			160	489	232	38
Total Closed Volume:	153,450,498			14.31M	67.72M	58.86M	12.56M



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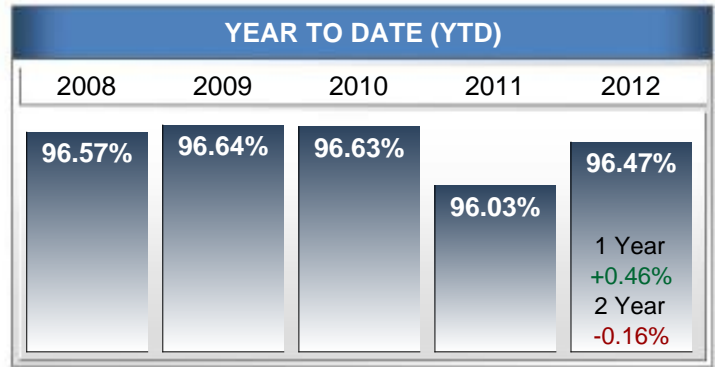
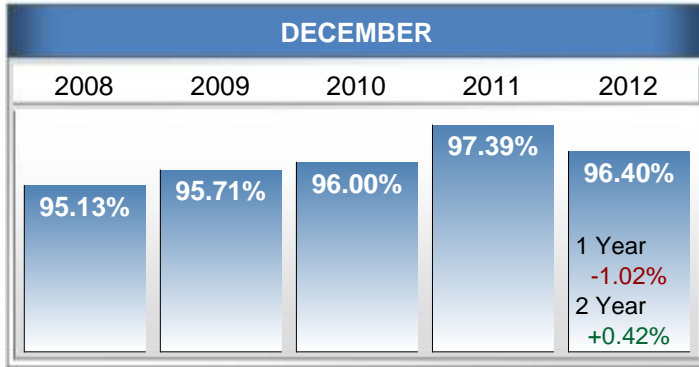
Closed Sales as of Jan 22, 2013



Average Percent of List Price to Selling Price

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



Average List/Sell Price

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5yr DEC AVG=96.12%	3 MONTHS
High Jul 2010 = 98.73% Low Jan 2012 = 94.68% Average List/Sell this month at 96.40% , above the 5 yr DEC average of 96.12%	OCT 96.07% NOV 96.36% 0.30% DEC 96.40% 0.04%

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	46	5.01%	89.86%	93.49%	77.69%	74.12%	88.35%
\$25,001 \$75,000	166	18.06%	95.16%	91.73%	97.34%	91.87%	99.48%
\$75,001 \$100,000	102	11.10%	94.90%	94.03%	96.41%	82.25%	95.20%
\$100,001 \$150,000	214	23.29%	97.62%	95.26%	97.97%	97.79%	0.00%
\$150,001 \$200,000	154	16.76%	98.29%	103.20%	97.93%	98.18%	98.95%
\$200,001 \$300,000	140	15.23%	97.12%	97.21%	96.51%	97.45%	98.38%
\$300,001 and up	97	10.55%	96.46%	92.87%	97.27%	97.25%	94.07%
Average List/Sell Ratio: 96.40%				93.77%	97.04%	96.87%	96.29%
Total Closed Units: 919				160	489	232	38
Total Closed Volume: 153,450,498				14.31M	67.72M	58.86M	12.56M



Monthly Inventory Analysis

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December 2012

Inventory as of Jan 22, 2013



Market Summary

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



Absorption: Last 12 months, an Average of **985** Sales/Month

Active Inventory as of December 31, 2012 = **7,851**

	DECEMBER			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	801	919	14.73%	10,169	11,814	16.18%
Pending Sales	634	793	25.08%	10,331	12,171	17.81%
New Listings	1,640	1,441	-12.13%	27,391	27,274	-0.43%
Average List Price	166,244	173,991	4.66%	156,019	164,838	5.65%
Average Sale Price	160,232	166,976	4.21%	149,323	158,355	6.05%
Average Percent of List Price to Selling Price	97.39%	96.40%	-1.02%	96.03%	96.47%	0.46%
Average Days on Market to Sale	65.10	63.35	-2.69%	62.70	60.05	-4.22%
Monthly Inventory	9,094	7,851	-13.67%	9,094	7,851	-13.67%
Months Supply of Inventory	10.73	7.97	-25.69%	10.73	7.97	-25.69%

