



# December 2012

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

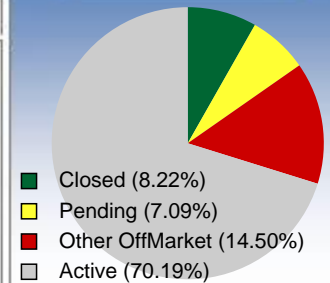


**Absorption:** Last 12 months, an Average of **985** Sales/Month

**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%
Median List Price	134,900	139,000	3.04%
Median Sale Price	131,000	134,000	2.29%
Median Percent of List Price to Selling Price	96.80%	97.55%	0.77%
Median Days on Market to Sale	55.00	50.00	-9.09%
End of Month Inventory	9,094	7,851	-13.67%
Months Supply of Inventory	10.73	7.97	-25.69%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jan 22, 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 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.

### 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 **2.29%** in December 2012 to \$134,000 versus the previous year at \$131,000.

### Median Days on Market Shortens

The median number of **50.00** days that homes spent on the market before selling decreased by 5.00 days or **9.09%** in December 2012 compared to last year's same month at **55.00** DOM.

### Sales Success for December 2012 is Positive

Overall, with Median 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.

## What's in this Issue

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<b>Inventory</b>	<b>4</b>
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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?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2012

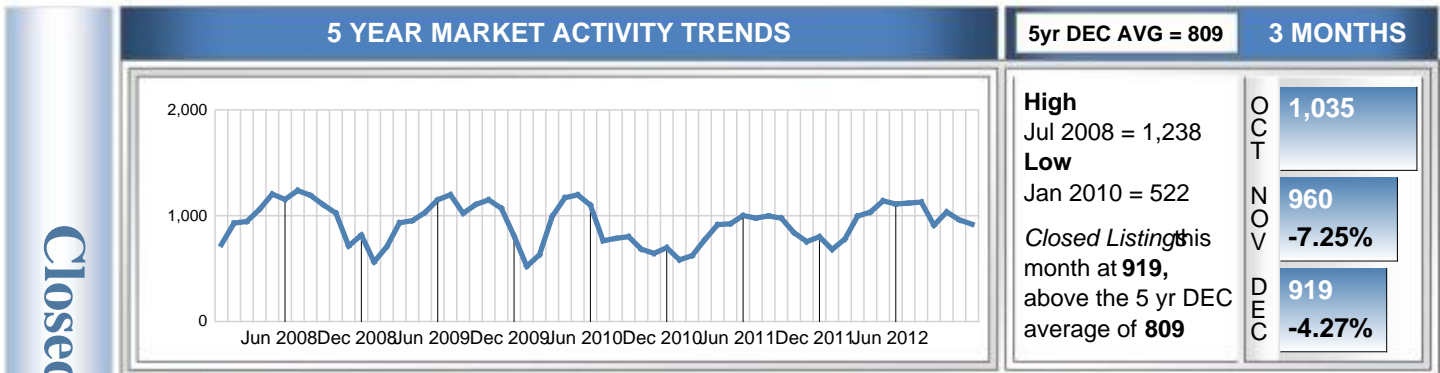
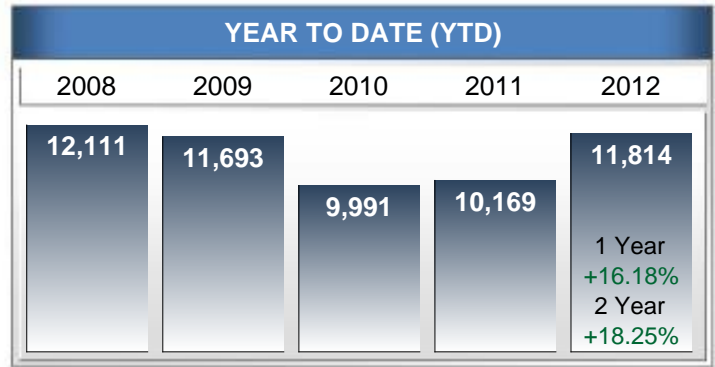
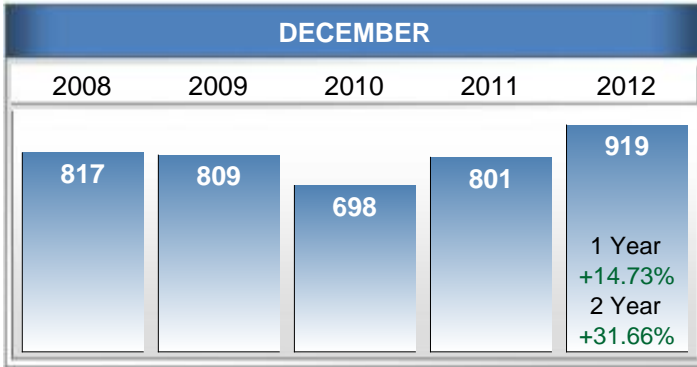
Closed Sales as of Jan 22, 2013



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	95	10.34%	36.0	57	32	4	2	
\$40,001 - \$70,000	98	10.66%	39.5	26	67	4	1	
\$70,001 - \$110,000	156	16.97%	56.0	42	100	11	3	
\$110,001 - \$160,000	220	23.94%	52.0	17	151	52	0	
\$160,001 - \$210,000	133	14.47%	60.0	6	75	46	6	
\$210,001 - \$320,000	126	13.71%	55.5	6	50	59	11	
\$320,001 and up	91	9.90%	41.0	6	14	56	15	
Total Closed Units: 919				50.0	160	489	232	38
Total Closed Volume: 153,450,498					14.31M	67.72M	58.86M	12.56M
Median Closed Price: \$134,000					\$67,000	\$125,000	\$207,599	\$282,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2012

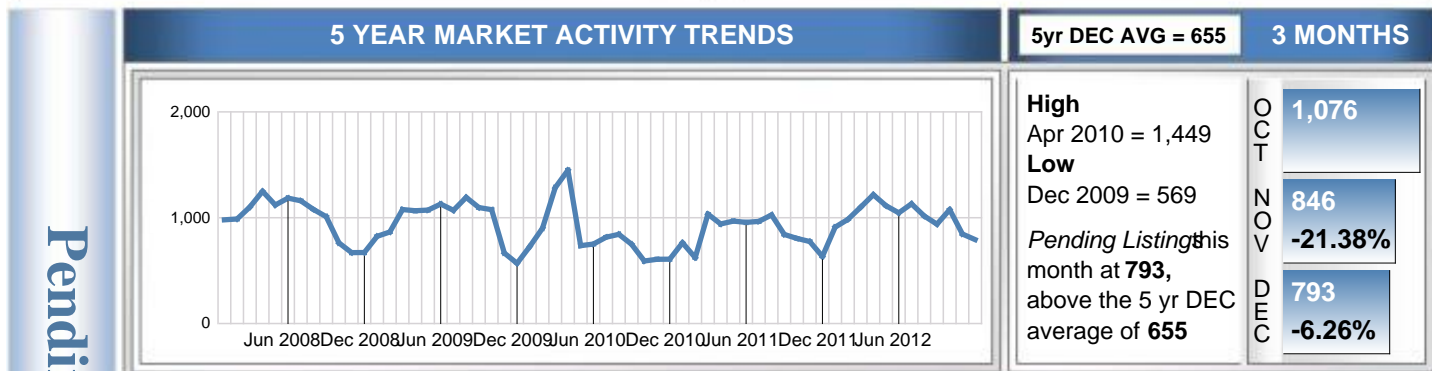
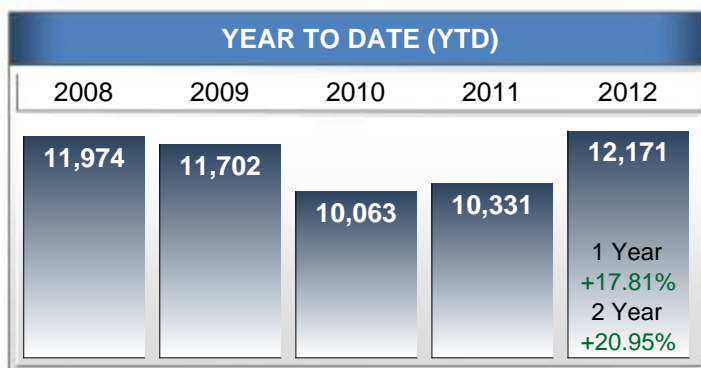
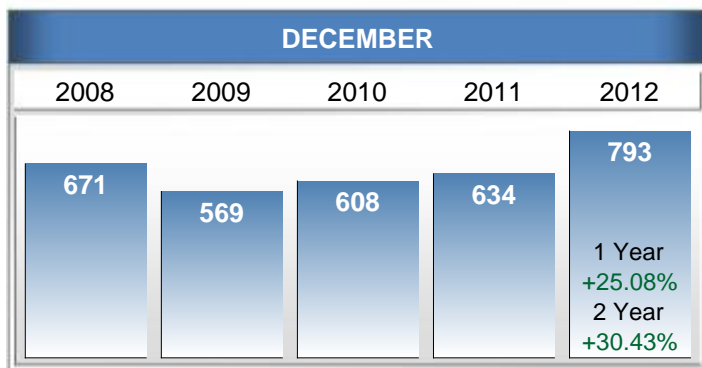
Pending Listings as of Jan 22, 2013



### Pending Listings

Report Produced on: Jan 22, 2013

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



Pending Listings

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

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	73	9.21%	44.0	41	29	2	1	
\$40,001 - \$70,000	83	10.47%	42.0	23	51	8	1	
\$70,001 - \$100,000	113	14.25%	61.0	25	78	9	1	
\$100,001 - \$150,000	205	25.85%	63.0	25	149	31	0	
\$150,001 - \$210,000	135	17.02%	57.0	11	70	51	3	
\$210,001 - \$290,000	99	12.48%	54.0	2	28	56	13	
\$290,001 and up	85	10.72%	53.0	7	12	45	21	
Total Pending Units: 793				56.0	134	417	202	40
Total Pending Volume: 126,506,174					13.15M	52.99M	47.22M	13.15M
Median Listing Price: \$130,000					\$73,500	\$119,900	\$210,950	\$304,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2012

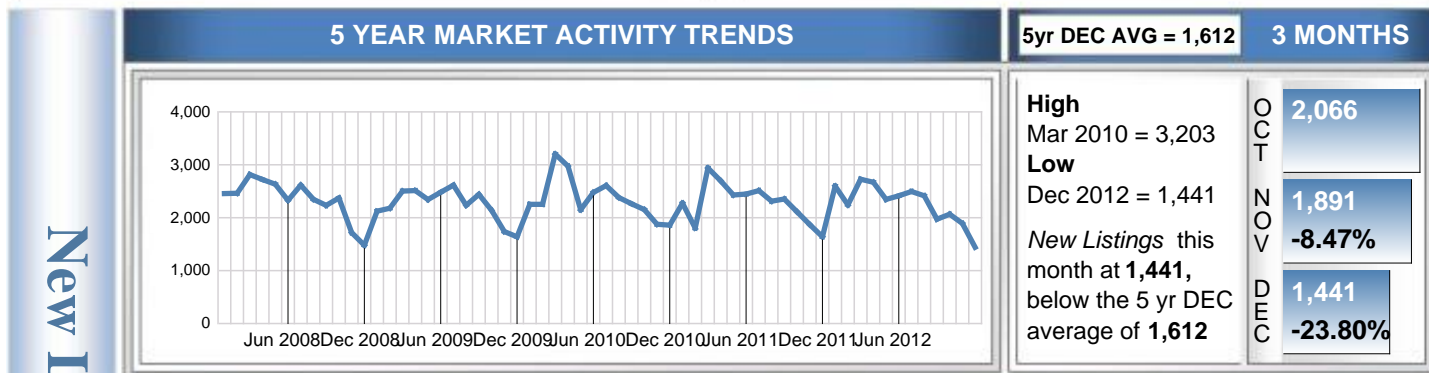
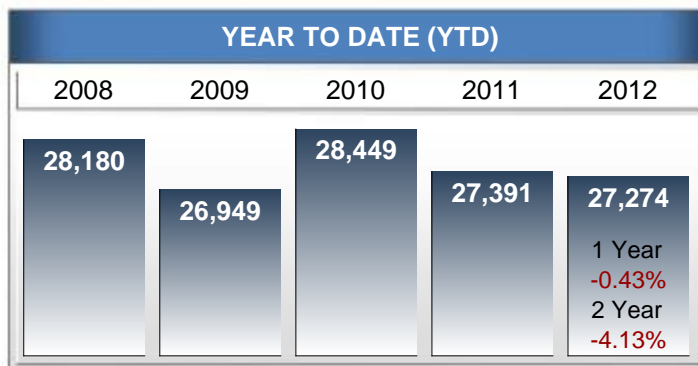
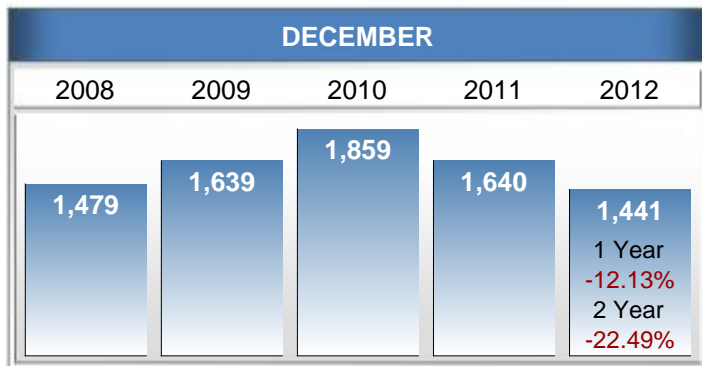
New Listings as of Jan 22, 2013



### 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+
\$20,000 and less	44	3.05%	31	13	0	0
\$20,001 \$50,000	236	16.38%	162	61	10	3
\$50,001 \$90,000	254	17.63%	94	142	18	0
\$90,001 \$150,000	355	24.64%	84	222	45	4
\$150,001 \$220,000	225	15.61%	24	120	74	7
\$220,001 \$350,000	177	12.28%	18	67	75	17
\$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
Median New Listed Listing Price:			\$60,000	\$119,000	\$219,900	\$499,000





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2012

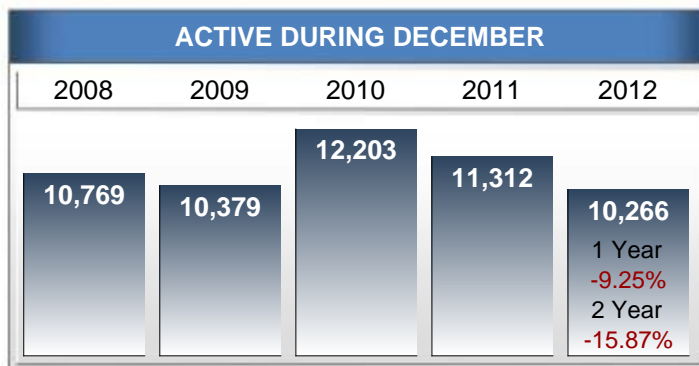
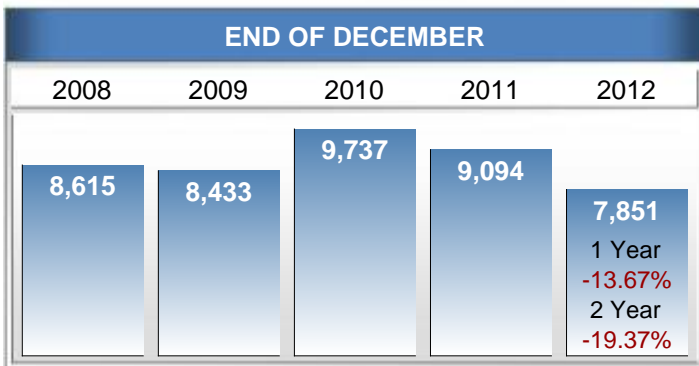
Active Inventory as of Jan 22, 2013



### 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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<b>5yr DEC AVG = 8,746</b>	<b>3 MONTHS</b>
<b>High</b> Aug 2010 = 11,131	<b>OCT</b> 9,051
<b>Low</b> Dec 2012 = 7,851	<b>NOV</b> 8,826
<i>Inventory this month at 7,851, below the 5 yr DEC average of 8,746</i>	<b>DEC</b> 7,851
	<b>-2.49%</b>
	<b>-11.05%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	299	3.81%	98.0	260	35	4	0		
\$20,001 \$50,000	1,406	17.91%	90.0	1,182	191	29	4		
\$50,001 \$80,000	1,099	14.00%	96.0	626	421	48	4		
\$80,001 \$150,000	2,096	26.70%	82.0	487	1,366	227	16		
\$150,001 \$220,000	1,197	15.25%	90.0	130	643	385	39		
\$220,001 \$360,000	961	12.24%	88.0	112	291	471	87		
\$360,001 and up	793	10.10%	89.0	143	123	332	195		
Total Active Inventory by Units:				7,851	89.0	2,940	3,070	1,496	345
Total Active Inventory by Volume:				1,479,413,664		349.81M	467.08M	442.23M	220.30M
Median Active Inventory Listing Price:				\$119,900		\$53,500	\$127,000	\$230,000	\$440,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2012

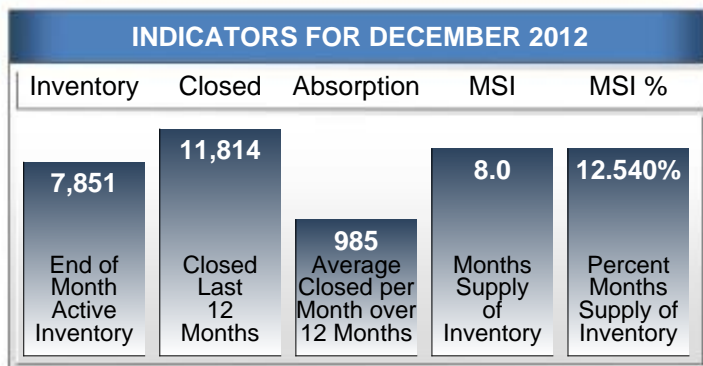
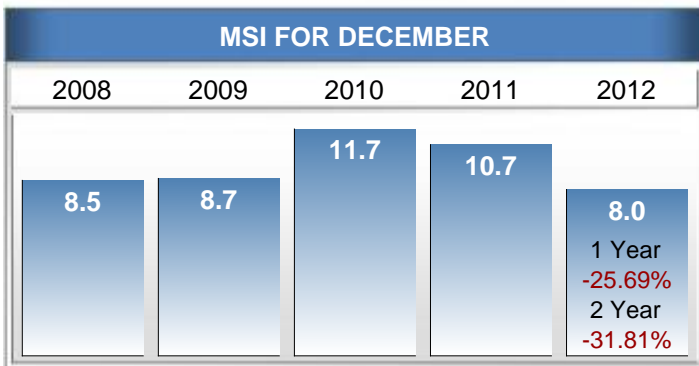
Active Inventory as of Jan 22, 2013



### 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
<b>High</b> Jun 2011 = 13.6 <b>Low</b> Jan 2008 = 7.7 <i>Months Supply</i> this month at <b>8.0</b> , below the 5 yr DEC average of <b>9.5</b>	O C T <b>9.5</b> N O V <b>9.1</b> <b>-4.20%</b> D E C <b>8.0</b> <b>-11.94%</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>299</b>		3.81%	7.0	9.3	2.7	2.3	0.0
\$20,001 \$50,000	<b>1,406</b>		17.91%	12.8	24.2	3.6	4.6	5.3
\$50,001 \$80,000	<b>1,099</b>		14.00%	9.6	20.0	5.8	5.1	5.3
\$80,001 \$150,000	<b>2,096</b>		26.70%	6.3	13.7	5.6	4.5	6.0
\$150,001 \$220,000	<b>1,197</b>		15.25%	6.3	11.9	6.2	5.5	6.8
\$220,001 \$360,000	<b>961</b>		12.24%	7.2	26.4	7.1	6.4	6.3
\$360,001 and up	<b>793</b>		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

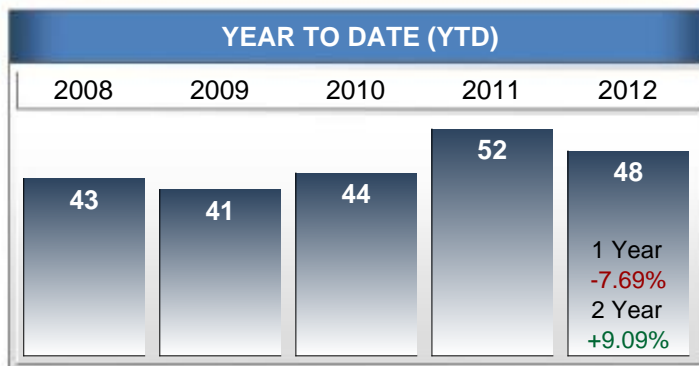
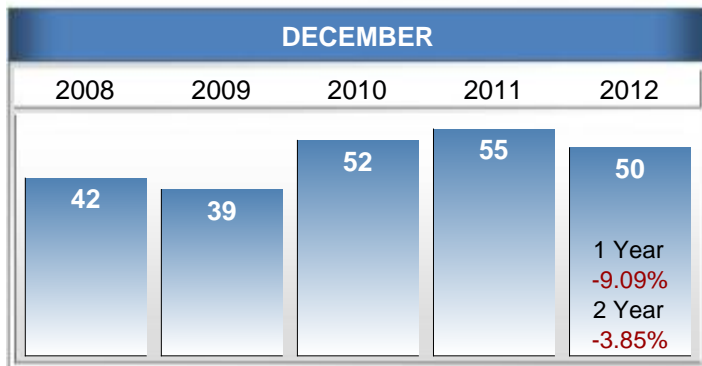
Closed Sales as of Jan 22, 2013



### Median Days on Market to Sale

Report Produced on: Jan 22, 2013

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



**Median Days on Market**  
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<b>5yr DEC AVG = 48</b>	<b>3 MONTHS</b>										
<b>High</b> Jan 2011 = 59 <b>Low</b> Jun 2010 = 35 <i>Median DOM this month at 50, above the 5 yr DEC average of 48</i>	<table border="1"> <tr> <td>OCT</td> <td>48</td> </tr> <tr> <td>NOV</td> <td>47</td> </tr> <tr> <td>DEC</td> <td>50</td> </tr> <tr> <td colspan="2">-2.08%</td> </tr> <tr> <td colspan="2">6.38%</td> </tr> </table>	OCT	48	NOV	47	DEC	50	-2.08%		6.38%	
OCT	48										
NOV	47										
DEC	50										
-2.08%											
6.38%											

#### 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	95	10.34%	36.0	36.0	30.0	58.5	33.5		
\$40,001 \$70,000	98	10.66%	39.5	48.0	40.0	8.0	39.0		
\$70,001 \$110,000	156	16.97%	56.0	62.5	51.0	48.0	56.0		
\$110,001 \$160,000	220	23.94%	52.0	63.0	50.0	52.0	0.0		
\$160,001 \$210,000	133	14.47%	60.0	41.5	56.0	72.5	82.5		
\$210,001 \$320,000	126	13.71%	55.5	36.0	42.0	76.0	53.0		
\$320,001 and up	91	9.90%	41.0	19.5	18.0	41.5	100.0		
Median Closed DOM:	50.0			48.0	48.0	52.0	69.0		
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

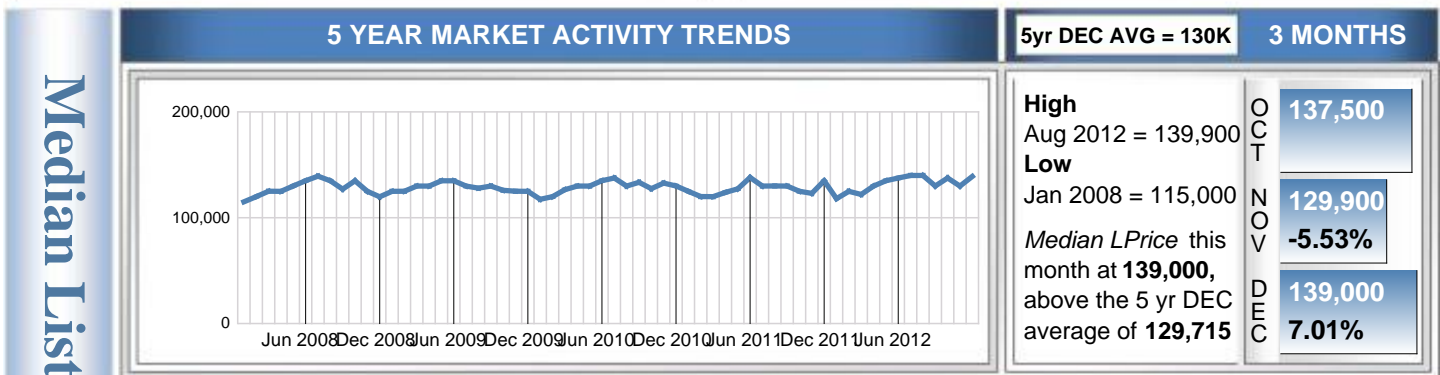
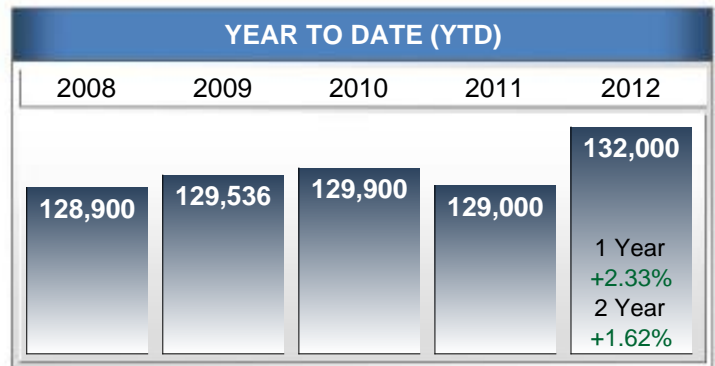
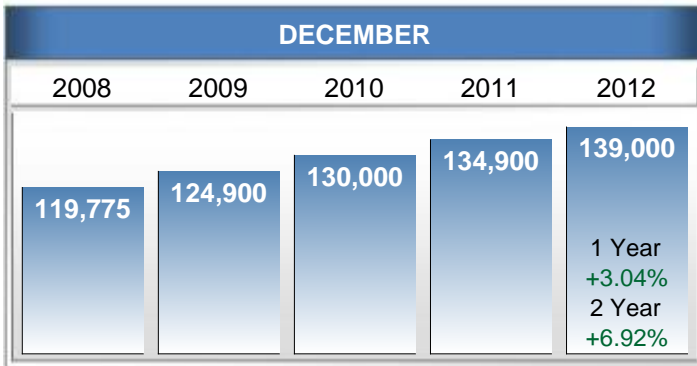
Closed Sales as of Jan 22, 2013



### Median List Price at Closing

Report Produced on: Jan 22, 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+
\$40,000 and less	83		9.03%	24,000	21,500	31,900	22,950	27,450
\$40,001 \$70,000	96		10.45%	58,000	52,500	59,500	55,900	69,000
\$70,001 \$110,000	164		17.85%	89,900	89,900	89,900	99,950	78,400
\$110,001 \$160,000	216		23.50%	134,992	137,450	134,900	139,900	0
\$160,001 \$210,000	136		14.80%	183,250	193,500	179,900	185,000	197,450
\$210,001 \$320,000	128		13.93%	254,900	240,000	250,000	259,900	249,900
\$320,001 and up	96		10.45%	419,450	562,400	362,450	409,000	489,000
Median List Price:		\$139,000			\$73,250	\$127,400	\$210,450	\$288,450
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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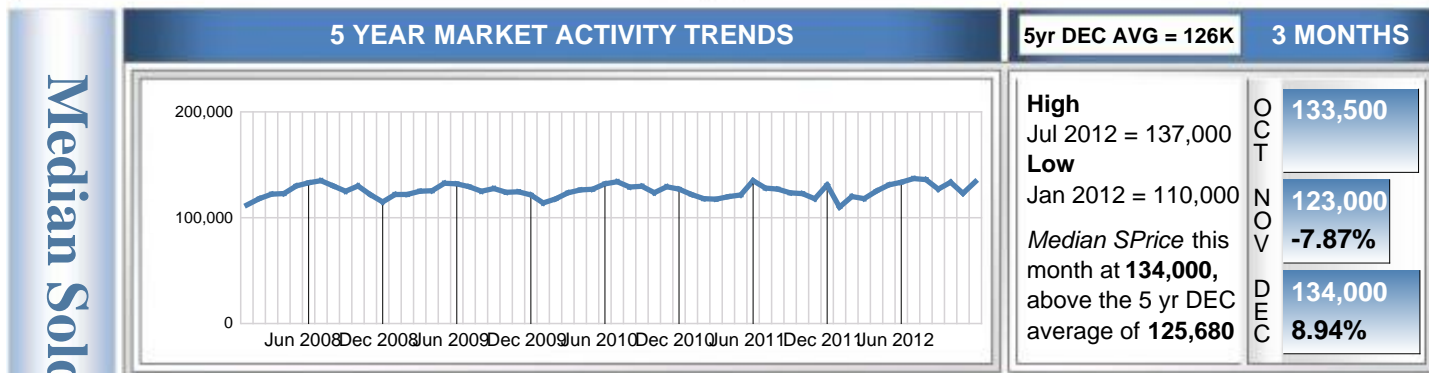
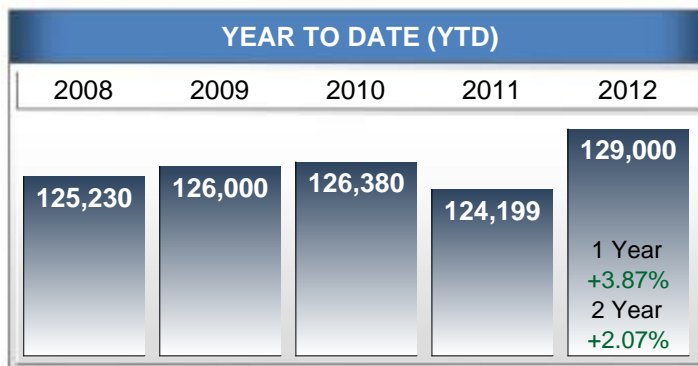
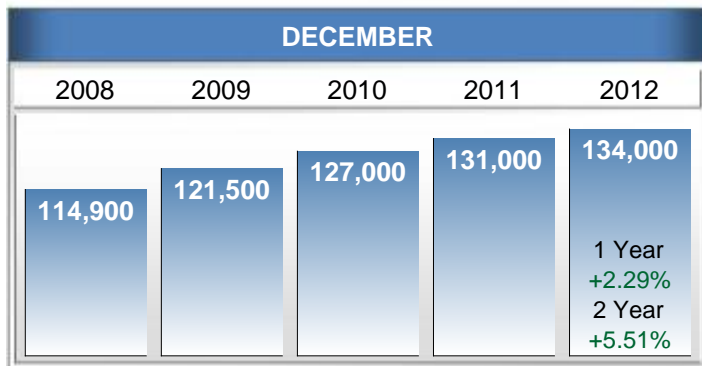
Closed Sales as of Jan 22, 2013



### Median Sold Price at Closing

Report Produced on: Jan 22, 2013

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	95	10.34%	25,500	22,000	32,000	29,207	29,000
\$40,001 \$70,000	98	10.66%	56,500	51,700	57,800	51,250	60,000
\$70,001 \$110,000	156	16.97%	87,750	82,500	89,250	96,800	77,000
\$110,001 \$160,000	220	23.94%	134,000	130,000	133,000	139,950	0
\$160,001 \$210,000	133	14.47%	182,900	184,750	179,900	184,950	192,500
\$210,001 \$320,000	126	13.71%	252,250	247,500	250,950	252,500	253,900
\$320,001 and up	91	9.90%	410,000	536,522	395,000	400,000	475,000
Median Closed Price:	\$134,000			\$67,000	\$125,000	\$207,599	\$282,950
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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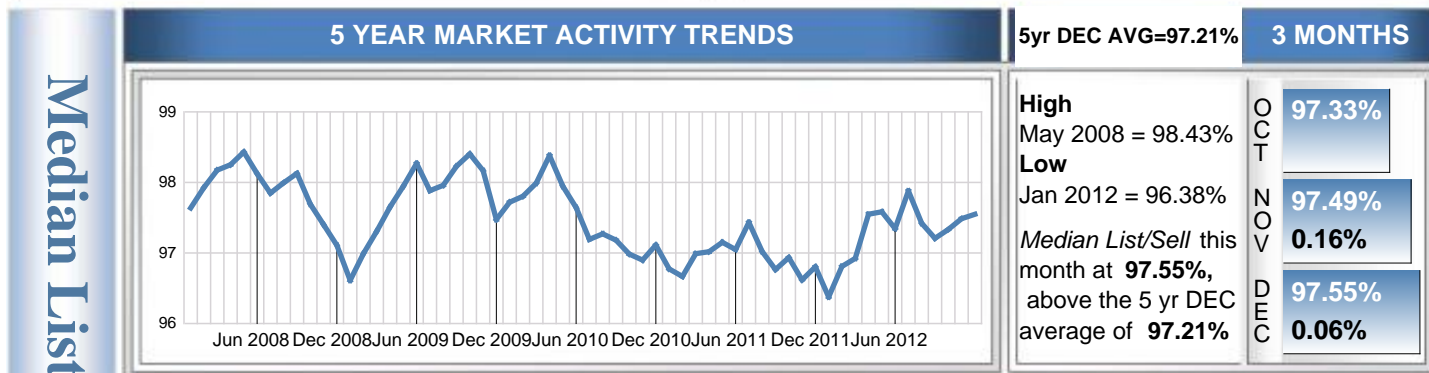
Closed Sales as of Jan 22, 2013



### 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 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	95	10.34%	92.85%	100.00%	90.91%	82.51%	104.18%	
\$40,001 \$70,000	98	10.66%	93.15%	90.61%	93.74%	95.61%	86.96%	
\$70,001 \$110,000	156	16.97%	96.78%	96.11%	97.80%	92.47%	91.49%	
\$110,001 \$160,000	220	23.94%	98.28%	93.60%	98.59%	97.50%	0.00%	
\$160,001 \$210,000	133	14.47%	98.54%	94.86%	98.13%	99.33%	100.00%	
\$210,001 \$320,000	126	13.71%	97.91%	99.31%	97.30%	98.09%	98.60%	
\$320,001 and up	91	9.90%	97.37%	90.57%	96.94%	97.67%	97.14%	
Median List/Sell Ratio:				97.55%	95.28%	97.69%	97.96%	97.65%
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

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%
Median List Price	134,900	139,000	3.04%	129,000	132,000	2.33%
Median Sale Price	131,000	134,000	2.29%	124,199	129,000	3.87%
Median Percent of List Price to Selling Price	96.80%	97.55%	0.77%	96.95%	97.35%	0.40%
Median Days on Market to Sale	55.00	50.00	-9.09%	52.00	48.00	-7.69%
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%

