



November 2011

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

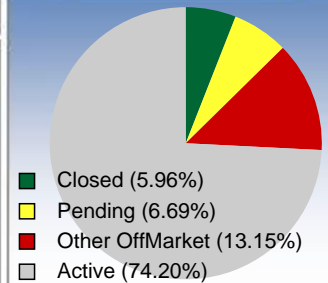


Absorption: Last 12 months, an Average of **836** Sales/Month

Active Inventory as of November 30, 2011 = **9,244**

	NOVEMBER		
	2010	2011	+/- %
Closed Listings	644	743	15.37%
Pending Listings	624	833	33.49%
New Listings	1,876	1,870	-0.32%
Average List Price	160,966	146,211	-9.17%
Average Sale Price	153,855	138,801	-9.78%
Average Percent of List Price to Selling Price	95.51%	95.61%	0.10%
Average Days on Market to Sale	63.32	64.04	1.15%
End of Month Inventory	10,340	9,244	-10.60%
Months Supply of Inventory	12.28	11.06	-9.99%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 12, 2011

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2011 decreased **10.60%** to 9,244 existing homes available for sale. Over the last 12 months this area has had an average of 836 closed sales per month. This represents an unsold inventory index of **11.06** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.78%** in November 2011 to \$138,801 versus the previous year at \$153,855.

Average Days on Market Lengthens

The average number of **64.04** days that homes spent on the market before selling increased by 0.73 days or **1.15%** in November 2011 compared to last year's same month at **63.32** DOM.

Sales Success for November 2011 is Positive

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

There were 1,870 New Listings in November 2011, down **0.32%** from last year at 1,876. Furthermore, there were 743 Closed Listings this month versus last year at 644, a **15.37%** increase.

Closed versus Listed trends yielded a **39.7%** ratio, up from last year's November 2011 at **34.3%**, a **15.74%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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 to find a REALTOR® today.



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

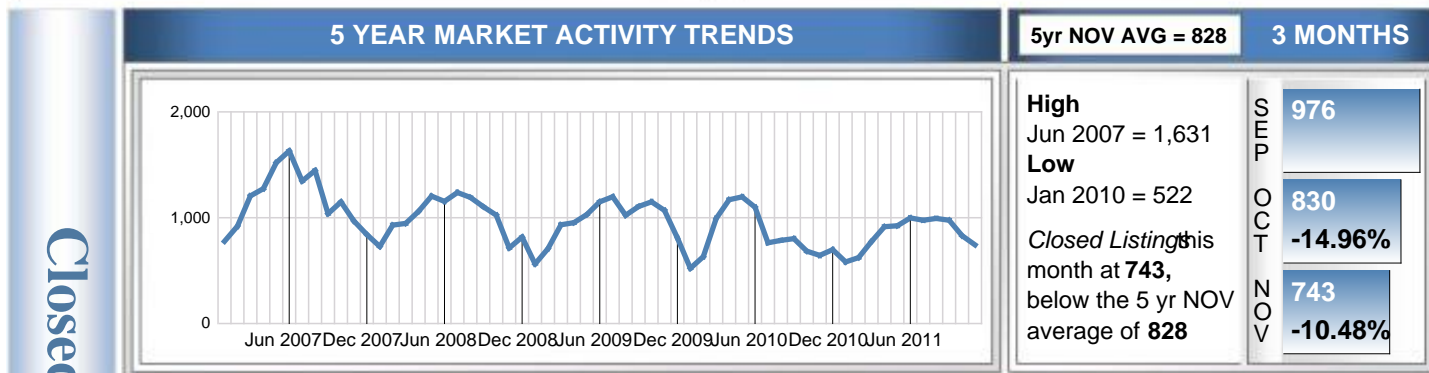
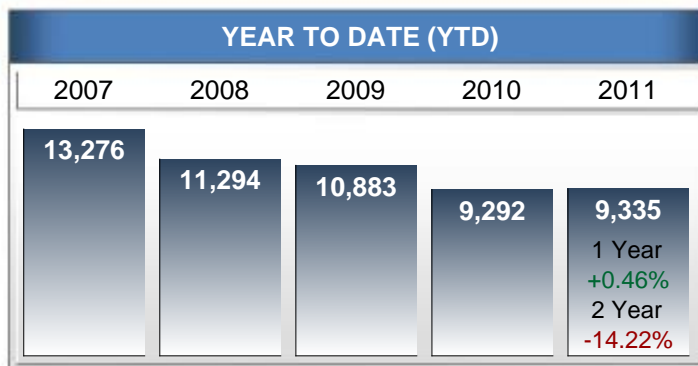
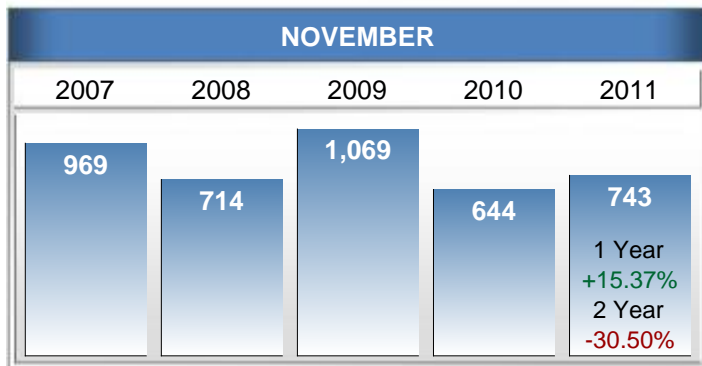
Closed Sales as of Dec 11, 2011



Closed Listings

Report Produced on: Dec 12, 2011

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



Closed Listings

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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	40	5.38%	50.7	26	10	3	1	
\$20,001 \$50,000	103	13.86%	53.4	65	37	1	0	
\$50,001 \$90,000	121	16.29%	69.0	28	82	11	0	
\$90,001 \$140,000	200	26.92%	62.4	23	150	25	2	
\$140,001 \$180,000	111	14.94%	68.6	6	76	29	0	
\$180,001 \$250,000	93	12.52%	68.5	5	38	43	7	
\$250,001 and up	75	10.09%	69.9	4	17	44	10	
Total Closed Units: 743				64.0	157	410	156	20
Total Closed Volume: 103,129,033					11.21M	50.36M	34.88M	6.67M
Average Closed Price: \$138,801					\$71,407	\$122,841	\$223,590	\$333,662



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

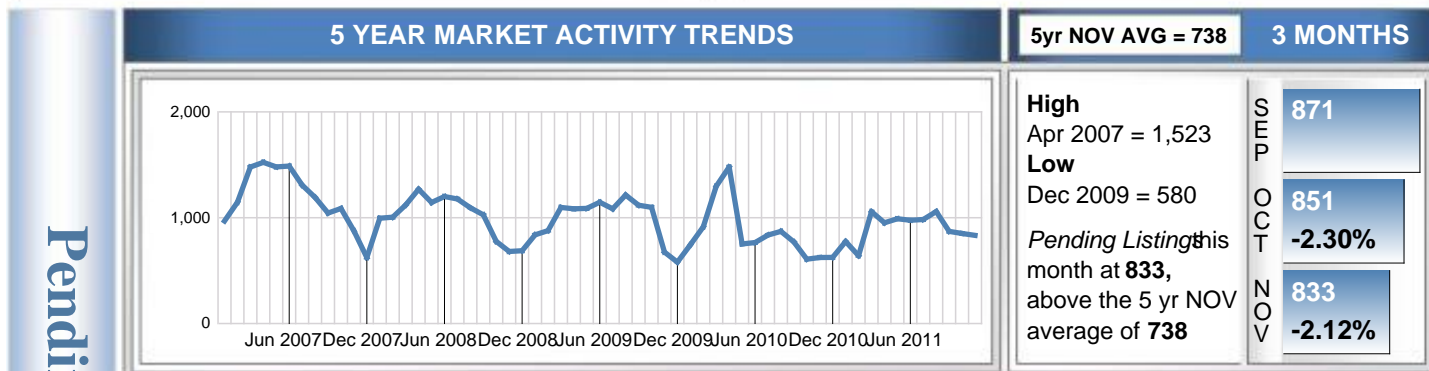
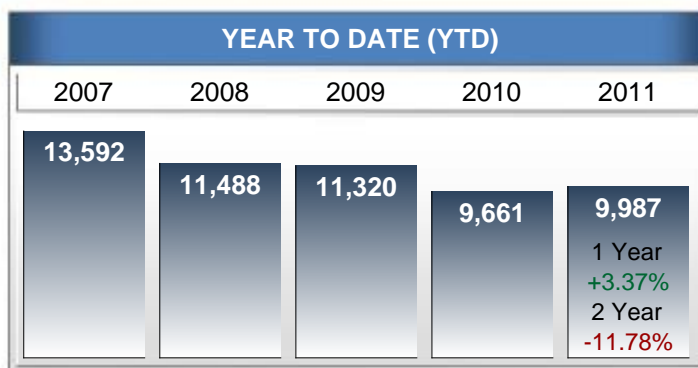
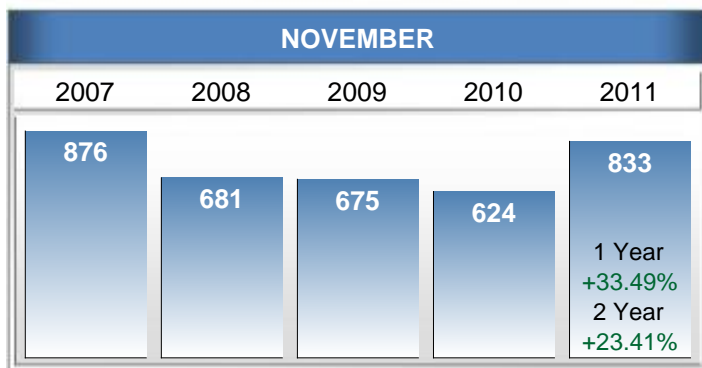
Pending Listings as of Dec 11, 2011



Pending Listings

Report Produced on: Dec 12, 2011

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	63	7.56%	56.1	32	29	2	0	
\$30,001 \$60,000	97	11.64%	57.2	33	58	5	1	
\$60,001 \$100,000	151	18.13%	70.4	36	102	11	2	
\$100,001 \$150,000	210	25.21%	71.1	13	164	32	1	
\$150,001 \$190,000	115	13.81%	76.2	8	52	50	5	
\$190,001 \$290,000	106	12.73%	69.3	5	39	55	7	
\$290,001 and up	91	10.92%	60.6	2	22	47	20	
Total Pending Units: 833				68.9	129	466	202	36
Total Pending Volume: 129,462,393					9.86M	58.14M	47.30M	14.16M
Average Listing Price: \$148,370					\$76,453	\$124,766	\$234,140	\$393,406



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

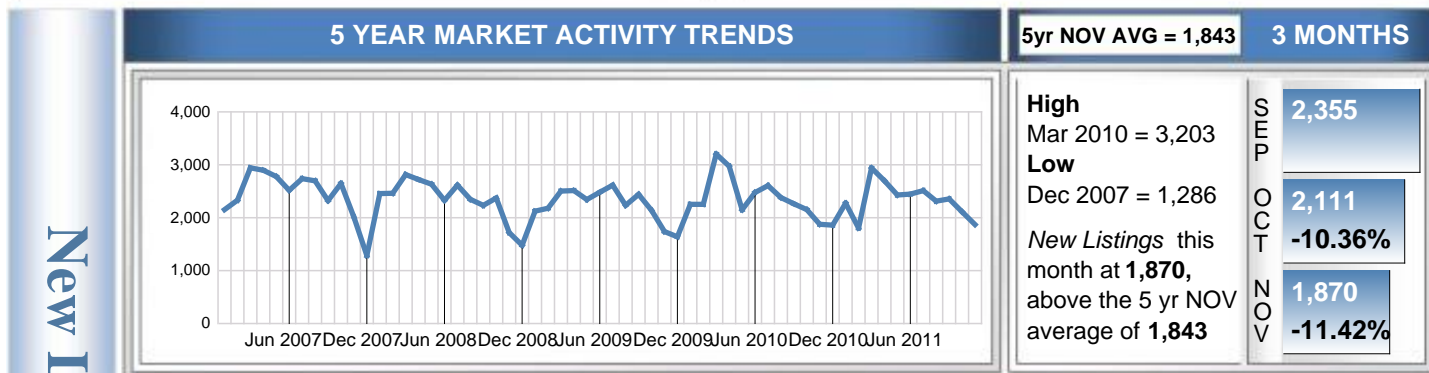
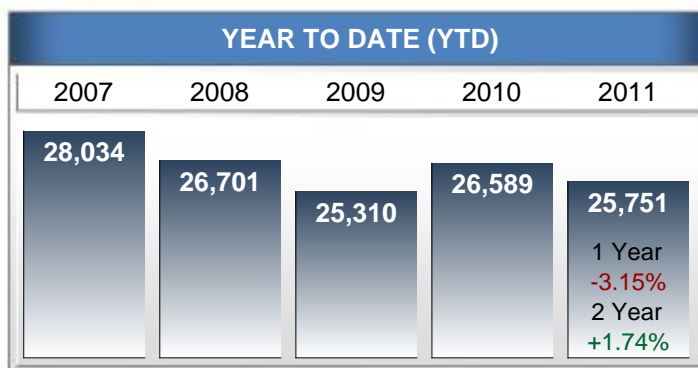
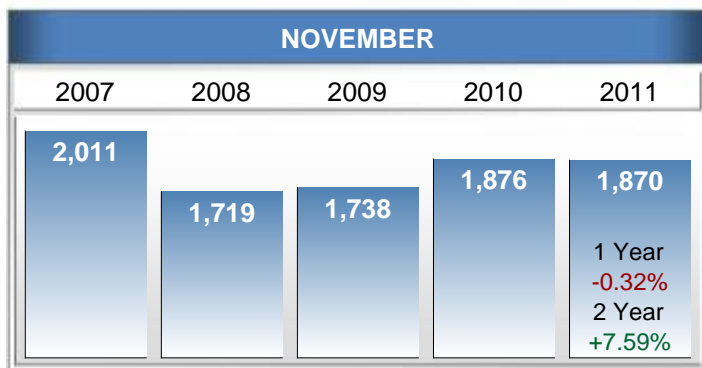
New Listings as of Dec 11, 2011



New Listings

Report Produced on: Dec 12, 2011

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



New Listings

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

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	157	8.40%	119	35	3	0
\$25,001 \$50,000	205	10.96%	117	79	9	0
\$50,001 \$75,000	195	10.43%	93	90	10	2
\$75,001 \$125,000	418	22.35%	93	278	46	1
\$125,001 \$200,000	463	24.76%	49	267	131	16
\$200,001 \$325,000	244	13.05%	15	91	114	24
\$325,001 and up	188	10.05%	22	36	76	54
Total New Listed Units:			508	876	389	97
Total New Listed Volume:			69.29M	121.79M	103.59M	1.05B
Average New Listed Listing Price:			\$136,407	\$139,033	\$266,293	\$10,795,584



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

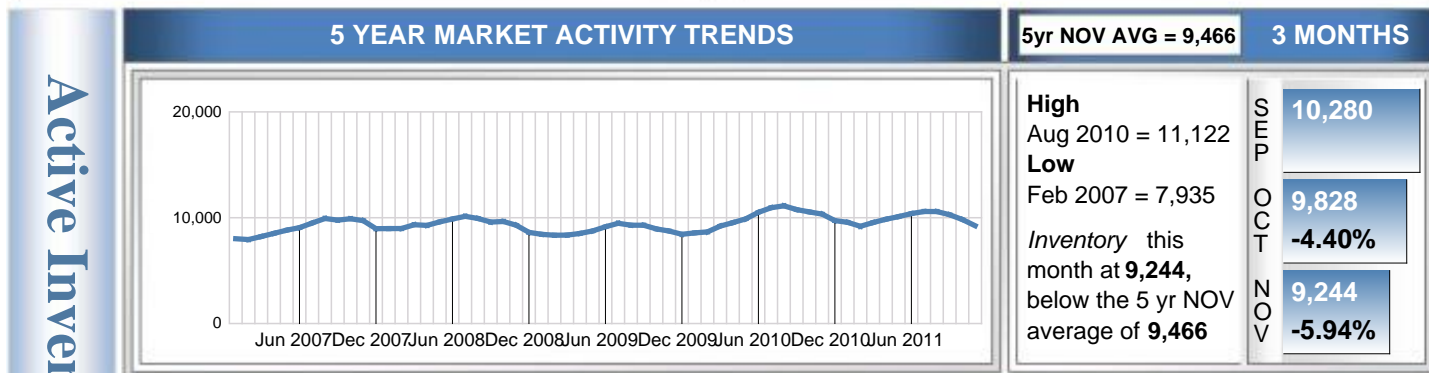
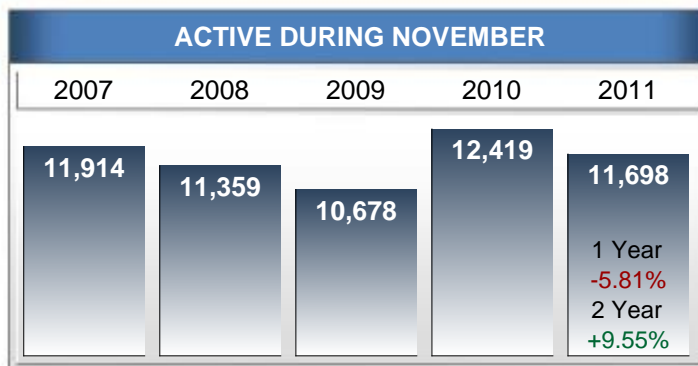
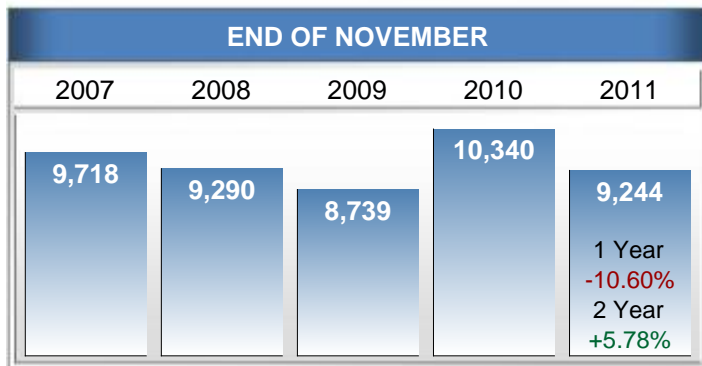
Active Inventory as of Dec 11, 2011



Active Inventory

Report Produced on: Dec 12, 2011

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	716	7.75%	85.3	629	80	6	1		
\$25,001 - \$50,000	1,130	12.22%	89.6	891	212	27	0		
\$50,001 - \$75,000	926	10.02%	82.3	495	386	41	4		
\$75,001 - \$150,000	2,905	31.43%	83.6	701	1,840	334	30		
\$150,001 - \$200,000	1,271	13.75%	87.2	178	653	404	36		
\$200,001 - \$350,000	1,387	15.00%	84.7	155	461	647	124		
\$350,001 and up	909	9.83%	89.5	151	148	403	207		
Total Active Inventory by Units:				9,244	85.6	3,200	3,780	1,862	402
Total Active Inventory by Volume:				2,761,156,260		424.01M	566.23M	538.57M	1.23B
Average Active Inventory Listing Price:				\$298,697		\$132,504	\$149,796	\$289,241	\$3,065,542



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

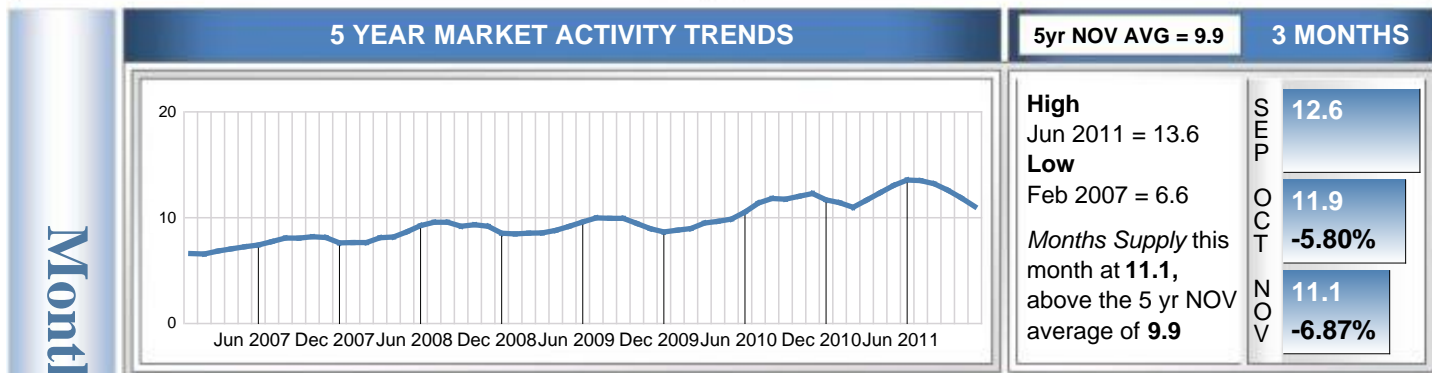
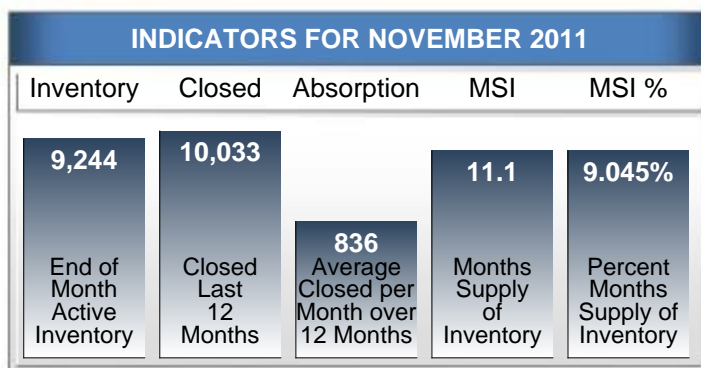
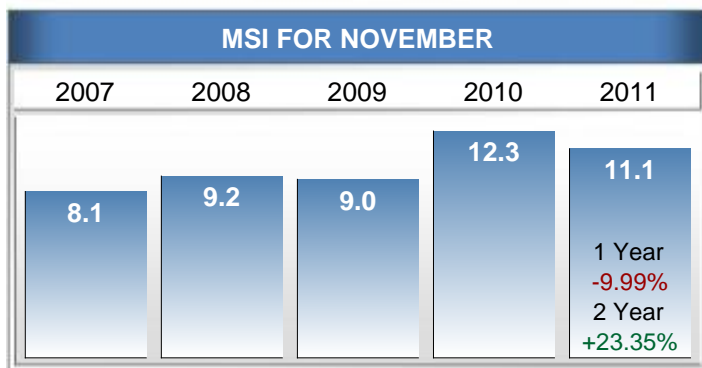
Active Inventory as of Dec 11, 2011



Months Supply of Inventory

Report Produced on: Dec 12, 2011

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



Months Supply

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

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	445	4.81%	12.4	18.1	4.1	3.6	0.0
\$20,001 \$50,000	1,401	15.16%	13.9	24.8	5.0	4.3	1.1
\$50,001 \$90,000	1,547	16.74%	10.7	21.1	7.7	6.2	5.3
\$90,001 \$150,000	2,284	24.71%	9.0	19.1	7.8	8.4	8.8
\$150,001 \$220,000	1,490	16.12%	9.4	20.3	8.6	8.6	9.7
\$220,001 \$350,000	1,168	12.64%	11.8	27.3	13.1	9.8	12.1
\$350,001 and up	909	9.83%	21.0	86.3	19.5	18.0	17.9
MSI:			11.1	22.5	8.1	9.7	12.8
Total Active Inventory:			9,244	3,200	3,780	1,862	402



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

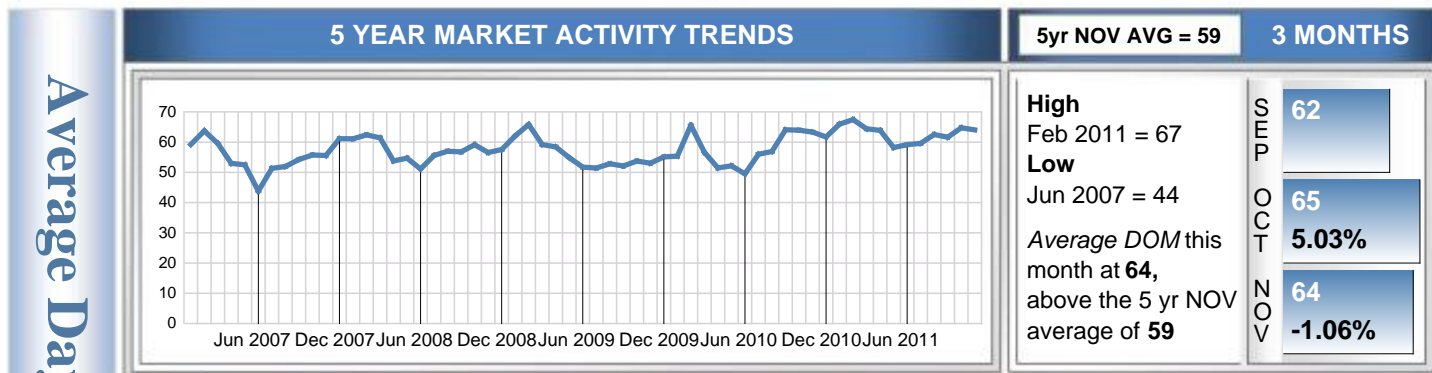
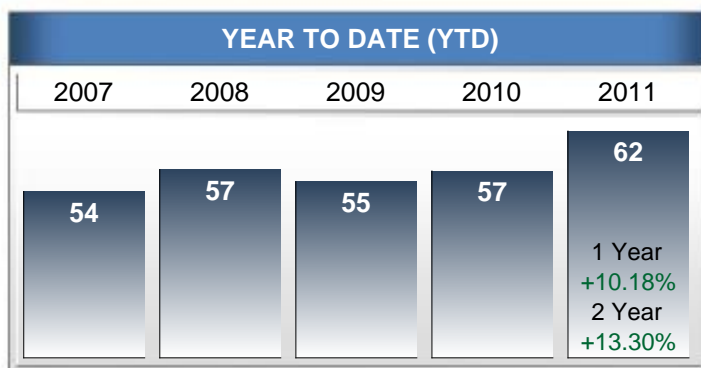
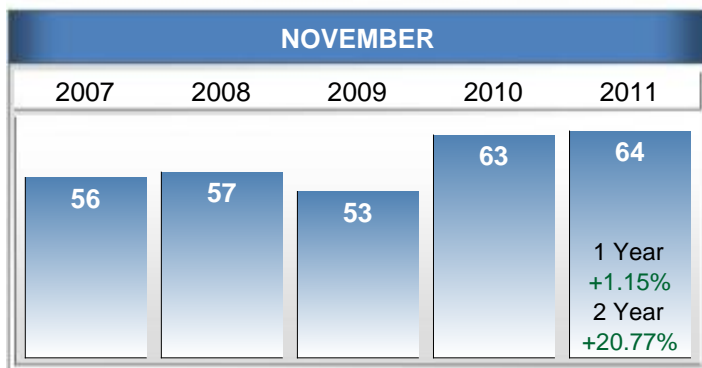
Closed Sales as of Dec 11, 2011



Average Days on Market to Sale

Report Produced on: Dec 12, 2011

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+
\$20,000 and less	40		5.38%	50.7	46.3	52.6	97.0	8.0
\$20,001 \$50,000	103		13.86%	53.4	57.9	46.7	13.0	0.0
\$50,001 \$90,000	121		16.29%	69.0	74.9	70.3	44.0	0.0
\$90,001 \$140,000	200		26.92%	62.4	64.2	63.4	55.1	57.5
\$140,001 \$180,000	111		14.94%	68.6	63.5	73.4	56.9	0.0
\$180,001 \$250,000	93		12.52%	68.5	57.0	56.7	75.3	99.1
\$250,001 and up	75		10.09%	69.9	15.5	72.6	72.0	78.1
Average Closed DOM: 64.0					59.0	64.6	65.5	79.9
Total Closed Units: 743					157	410	156	20
Total Closed Volume: 103,129,033					11.21M	50.36M	34.88M	6.67M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

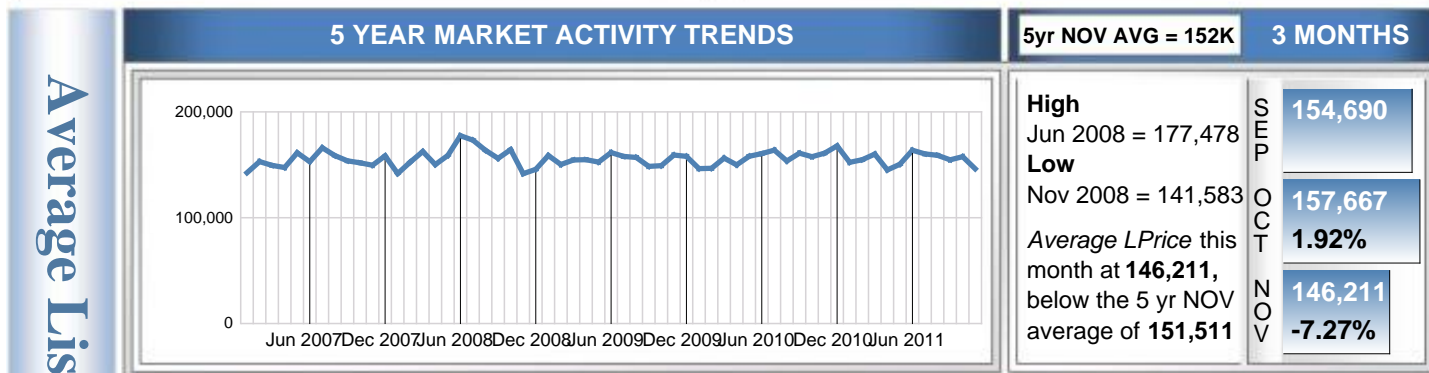
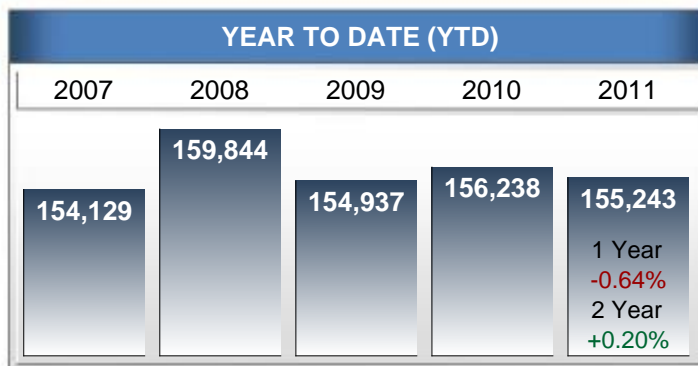
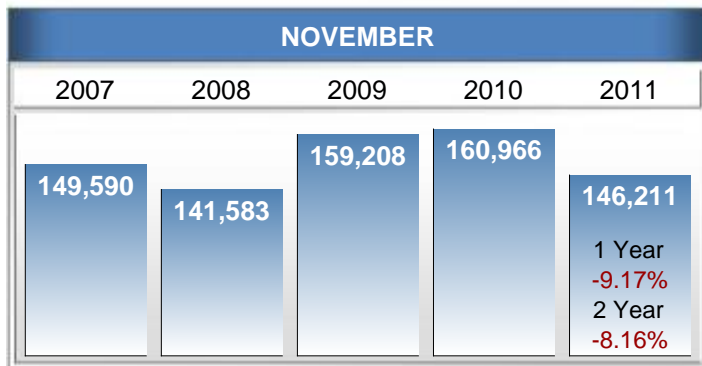
Closed Sales as of Dec 11, 2011



Average List Price at Closing

Report Produced on: Dec 12, 2011

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



Average List Price

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

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+
\$20,000 and less	35	4.71%	13,786	14,796	18,710	25,267	19,300
\$20,001 \$50,000	102	13.73%	34,508	34,724	39,489	30,000	0
\$50,001 \$90,000	122	16.42%	73,140	77,796	75,347	77,236	0
\$90,001 \$140,000	191	25.71%	117,993	123,228	119,904	121,404	116,700
\$140,001 \$180,000	114	15.34%	159,130	208,692	161,534	167,259	0
\$180,001 \$250,000	92	12.38%	212,490	221,480	215,711	218,308	236,929
\$250,001 and up	87	11.71%	407,847	600,000	369,862	415,932	520,680
Average List Price:	\$146,211			\$79,069	\$128,228	\$234,162	\$355,900
Total Closed Units:	743			157	410	156	20
Total List Volume:	108,634,621			12.41M	52.57M	36.53M	7.12M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

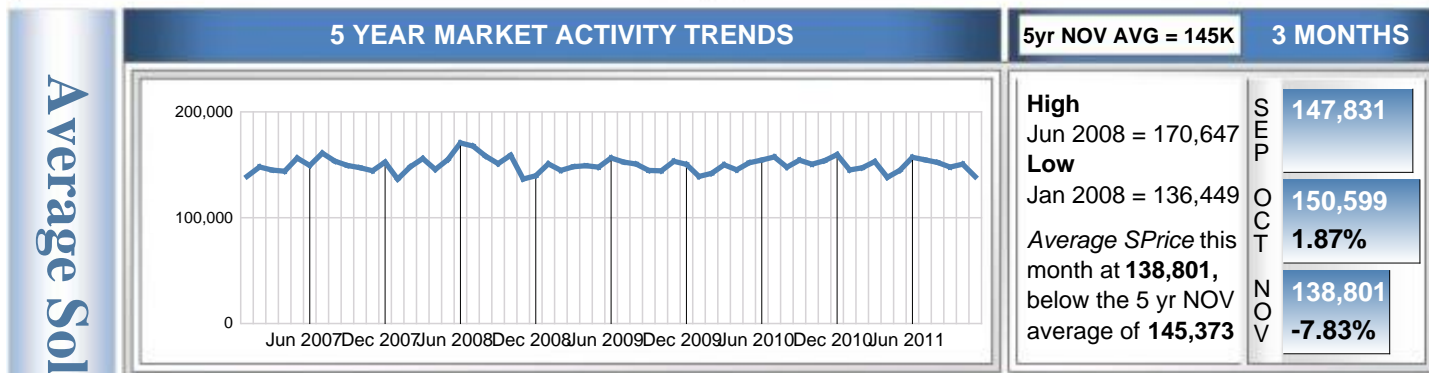
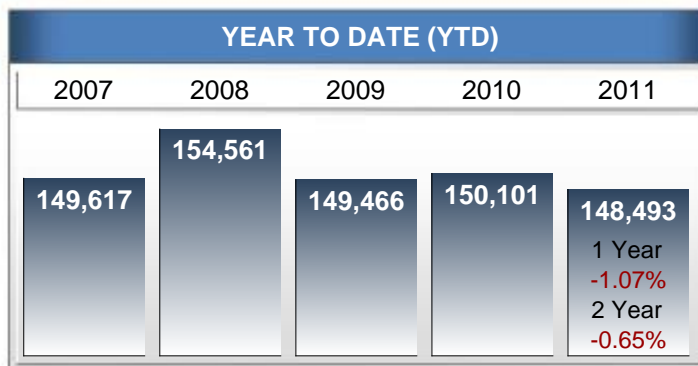
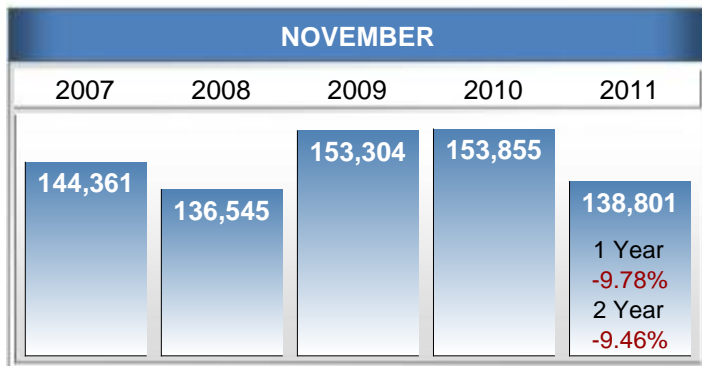
Closed Sales as of Dec 11, 2011



Average Sold Price at Closing

Report Produced on: Dec 12, 2011

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



Average Sold Price

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

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+
\$20,000 and less	40	5.38%	13,447	13,132	14,113	12,000	19,300
\$20,001 \$50,000	103	13.86%	31,469	29,327	35,270	30,000	0
\$50,001 \$90,000	121	16.29%	71,842	70,793	72,118	72,452	0
\$90,001 \$140,000	200	26.92%	116,173	114,627	116,369	116,432	116,000
\$140,001 \$180,000	111	14.94%	158,805	167,967	156,769	162,246	0
\$180,001 \$250,000	93	12.52%	212,666	204,300	208,303	215,905	222,436
\$250,001 and up	75	10.09%	400,229	578,805	336,461	389,028	486,488
Average Closed Price: \$138,801				\$71,407	\$122,841	\$223,590	\$333,662
Total Closed Units: 743				157	410	156	20
Total Closed Volume: 103,129,033				11.21M	50.36M	34.88M	6.67M



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

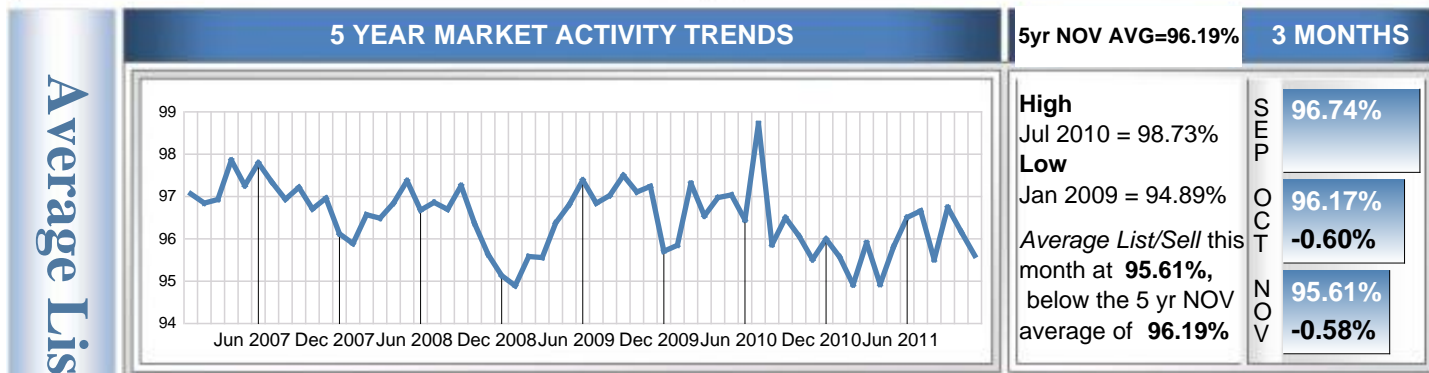
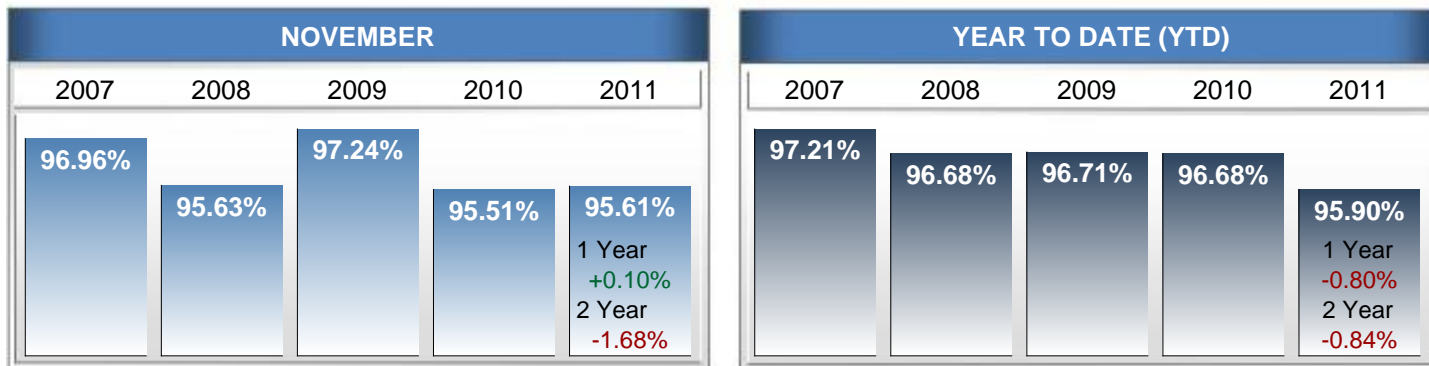
Closed Sales as of Dec 11, 2011



Average Percent of List Price to Selling Price

Report Produced on: Dec 12, 2011

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



Average List/Sell Price

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

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+	
\$20,000 and less	40		5.38%	88.92%	92.36%	82.65%	76.34%	100.00%	
\$20,001 \$50,000	103		13.86%	87.44%	85.13%	91.17%	100.00%	0.00%	
\$50,001 \$90,000	121		16.29%	96.15%	91.27%	98.00%	94.76%	0.00%	
\$90,001 \$140,000	200		26.92%	98.32%	94.01%	99.35%	96.04%	99.35%	
\$140,001 \$180,000	111		14.94%	96.84%	89.51%	97.32%	97.08%	0.00%	
\$180,001 \$250,000	93		12.52%	100.44%	93.29%	96.74%	105.57%	94.06%	
\$250,001 and up	75		10.09%	94.47%	95.21%	93.29%	94.78%	94.84%	
Average List/Sell Ratio: 95.60%					89.41%	97.06%	98.06%	95.28%	
Total Closed Units: 743					157	410	156	20	
Total Closed Volume: 103,129,033					11.21M	50.36M	34.88M	6.67M	



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

Inventory as of Dec 11, 2011



Market Summary

Report Produced on: Dec 12, 2011

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



Absorption: Last 12 months, an Average of **836** Sales/Month

Active Inventory as of November 30, 2011 = **9,244**

	NOVEMBER			Year To Date		
	2010	2011	+/-%	2010	2011	+/-%
Closed Sales	644	743	15.37%	9,292	9,335	0.46%
Pending Sales	624	833	33.49%	9,661	9,987	3.37%
New Listings	1,876	1,870	-0.32%	26,589	25,751	-3.15%
Average List Price	160,966	146,211	-9.17%	156,238	155,243	-0.64%
Average Sale Price	153,855	138,801	-9.78%	150,101	148,493	-1.07%
Average Percent of List Price to Selling Price	95.51%	95.61%	0.10%	96.68%	95.90%	-0.80%
Average Days on Market to Sale	63.32	64.04	1.15%	56.71	62.48	10.18%
Monthly Inventory	10,340	9,244	-10.60%	10,340	9,244	-10.60%
Months Supply of Inventory	12.28	11.06	-9.99%	12.28	11.06	-9.99%

