



November 2011

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

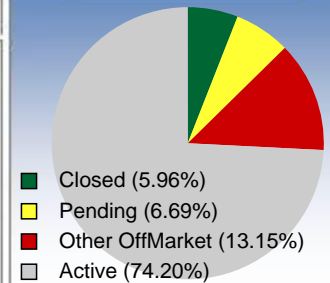


Absorption: Last 12 months, an Average of **836** Sales/Month

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%
Median List Price	132,700	124,500	-6.18%
Median Sale Price	129,250	117,900	-8.78%
Median Percent of List Price to Selling Price	96.90%	96.60%	-0.30%
Median Days on Market to Sale	53.00	55.00	3.77%
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.

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 **8.78%** in November 2011 to \$117,900 versus the previous year at \$129,250.

Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 2.00 days or **3.77%** in November 2011 compared to last year's same month at **53.00** DOM.

Sales Success for November 2011 is Positive

Overall, with Median 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.

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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**

November 2011

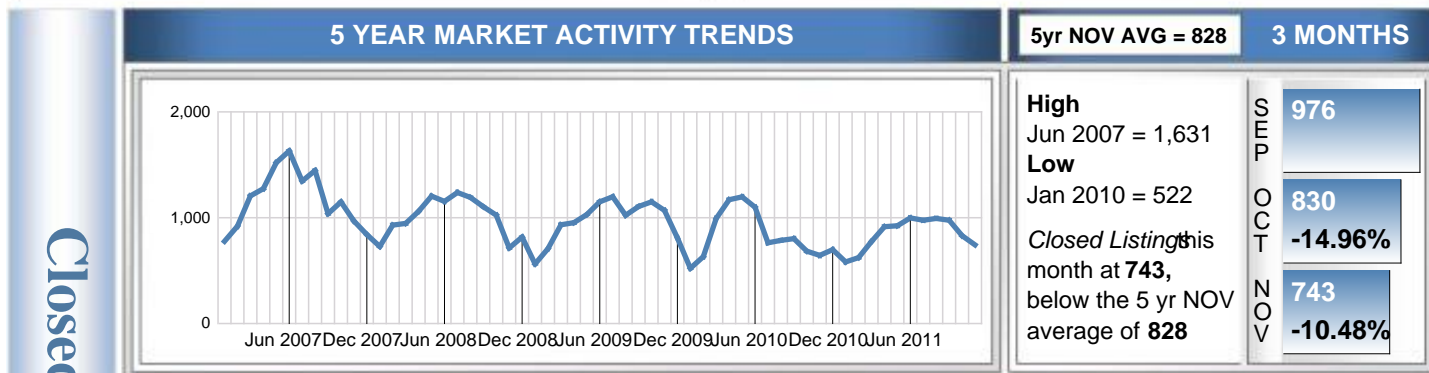
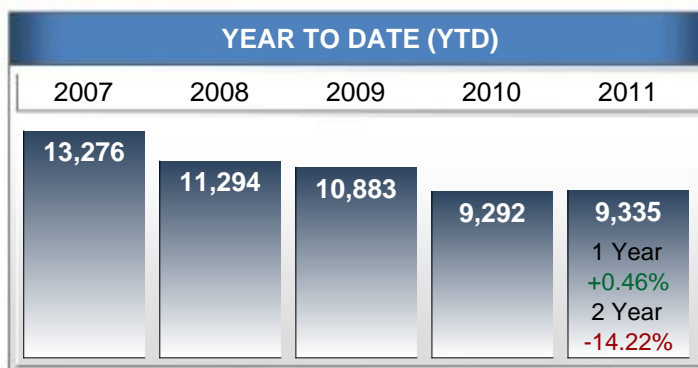
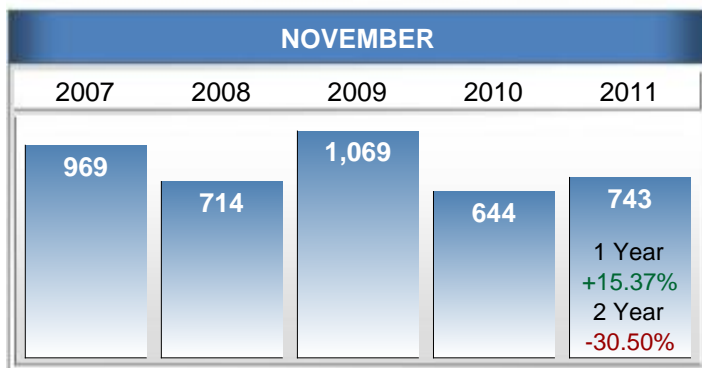
Closed Sales as of Dec 11, 2011



Closed Listings

Report Produced on: Dec 12, 2011

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



Closed Listings

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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+
\$20,000 and less	40	5.38%	38.5	26	10	3	1
\$20,001 \$50,000	103	13.86%	54.0	65	37	1	0
\$50,001 \$90,000	121	16.29%	60.0	28	82	11	0
\$90,001 \$140,000	200	26.92%	55.0	23	150	25	2
\$140,001 \$180,000	111	14.94%	60.0	6	76	29	0
\$180,001 \$250,000	93	12.52%	62.0	5	38	43	7
\$250,001 and up	75	10.09%	62.0	4	17	44	10
Total Closed Units: 743				157	410	156	20
Total Closed Volume: 103,129,033				11.21M	50.36M	34.88M	6.67M
Median Closed Price: \$117,900				\$36,809	\$117,000	\$192,250	\$253,250



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

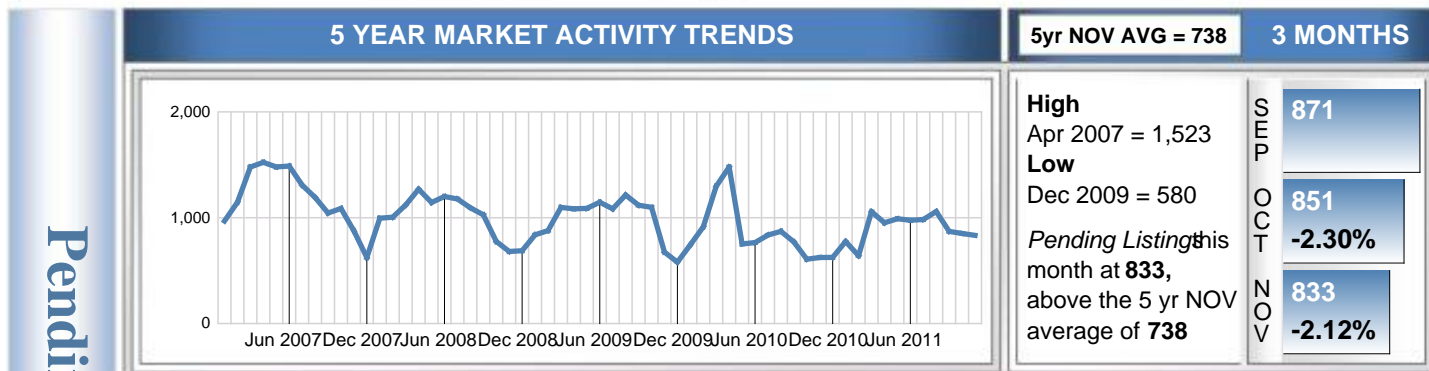
Pending Listings as of Dec 11, 2011



Pending Listings

Report Produced on: Dec 12, 2011

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE								
Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	63	7.56%	44.0	32	29	2	0	
\$30,001 \$60,000	97	11.64%	44.0	33	58	5	1	
\$60,001 \$100,000	151	18.13%	54.0	36	102	11	2	
\$100,001 \$150,000	210	25.21%	69.0	13	164	32	1	
\$150,001 \$190,000	115	13.81%	66.0	8	52	50	5	
\$190,001 \$290,000	106	12.73%	62.0	5	39	55	7	
\$290,001 and up	91	10.92%	43.0	2	22	47	20	
Total Pending Units: 833				55.0	129	466	202	36
Total Pending Volume: 129,462,393					9.86M	58.14M	47.30M	14.16M
Median Listing Price: \$129,000					\$60,000	\$119,200	\$194,200	\$339,950

Pending Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

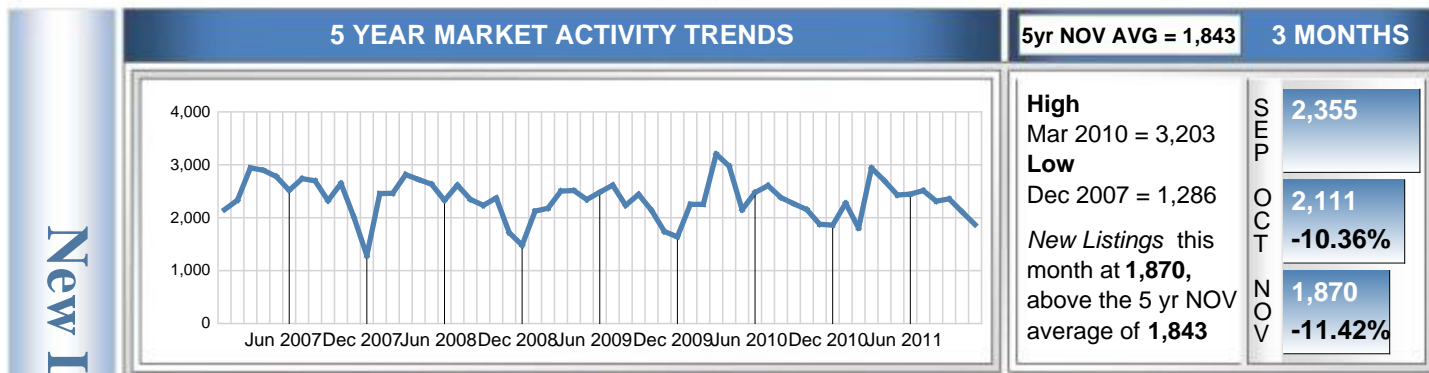
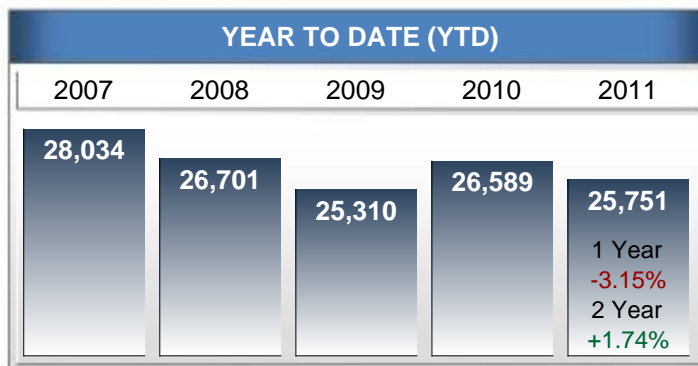
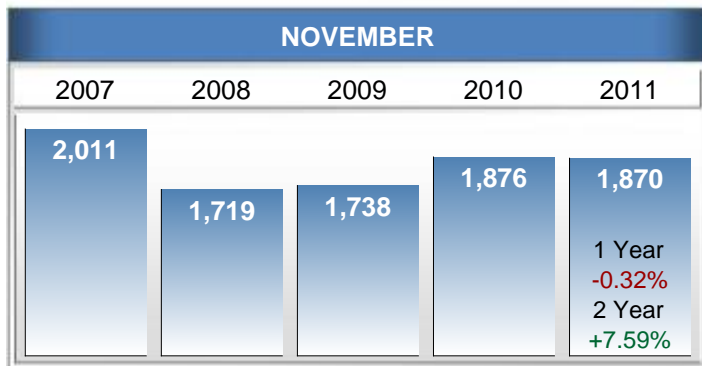
New Listings as of Dec 11, 2011



New Listings

Report Produced on: Dec 12, 2011

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



New Listings

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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	108	5.78%	81	25	2	0
\$20,001 \$50,000	254	13.58%	155	89	10	0
\$50,001 \$90,000	324	17.33%	133	164	24	3
\$90,001 \$140,000	435	23.26%	68	311	54	2
\$140,001 \$200,000	317	16.95%	34	160	109	14
\$200,001 \$320,000	234	12.51%	15	91	106	22
\$320,001 and up	198	10.59%	22	36	84	56
Total New Listed Units:			508	876	389	97
Total New Listed Volume:			69.29M	121.79M	103.59M	1.05B
Median New Listed Listing Price:			\$59,000	\$120,000	\$199,900	\$349,900



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

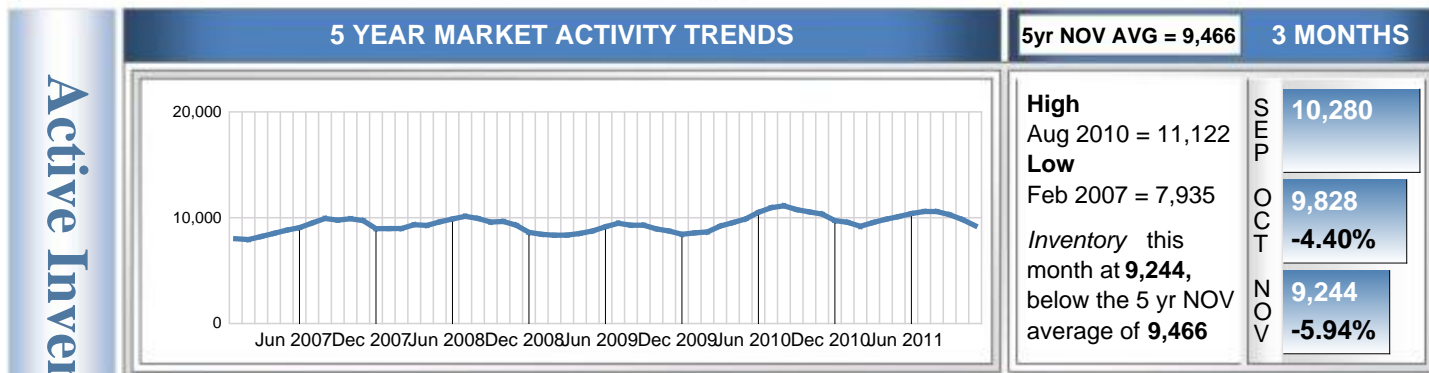
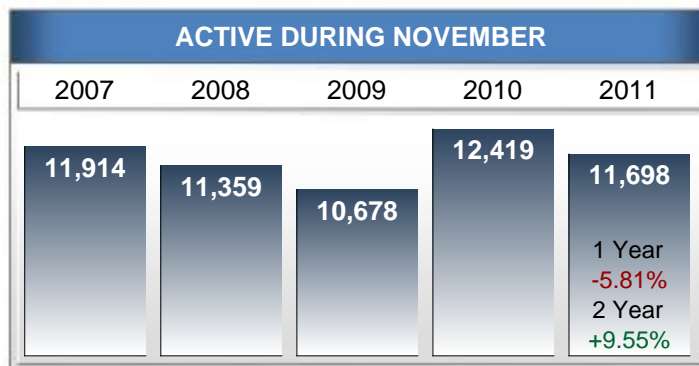
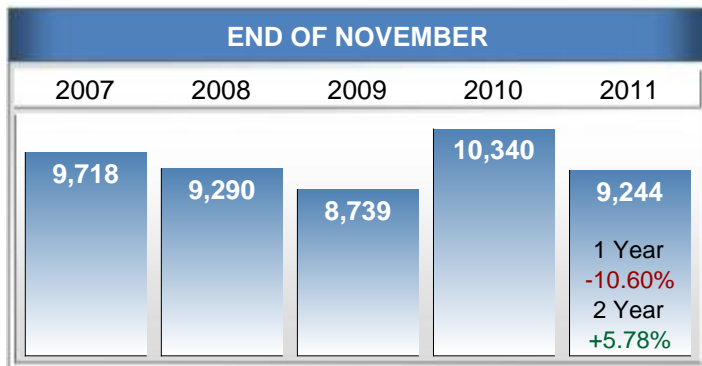
Active Inventory as of Dec 11, 2011



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?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	445	4.81%	97.0	387	55	3	0		
\$20,001 \$50,000	1,401	15.16%	89.0	1,133	237	30	1		
\$50,001 \$90,000	1,547	16.74%	76.0	728	729	83	7		
\$90,001 \$150,000	2,284	24.71%	79.0	468	1,497	292	27		
\$150,001 \$220,000	1,490	16.12%	79.0	201	737	509	43		
\$220,001 \$350,000	1,168	12.64%	81.0	132	377	542	117		
\$350,001 and up	909	9.83%	83.0	151	148	403	207		
Total Active Inventory by Units:				9,244	82.0	3,200	3,780	1,862	402
Total Active Inventory by Volume:				2,761,156,260		424.01M	566.23M	538.57M	1.23B
Median Active Inventory Listing Price:				\$125,000		\$55,000	\$128,000	\$224,900	\$363,750



Monthly Inventory Analysis

Data from the **Tulsa MLS**

November 2011

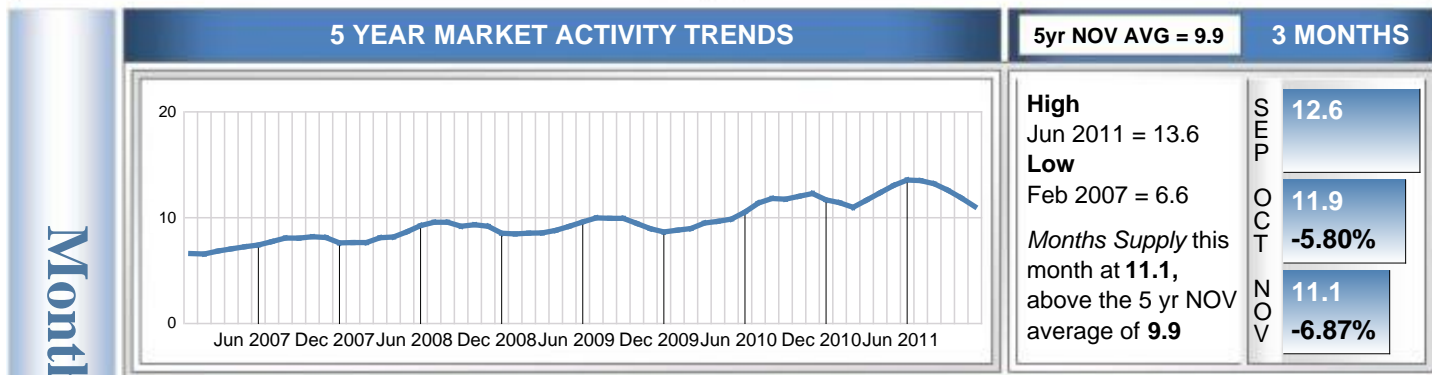
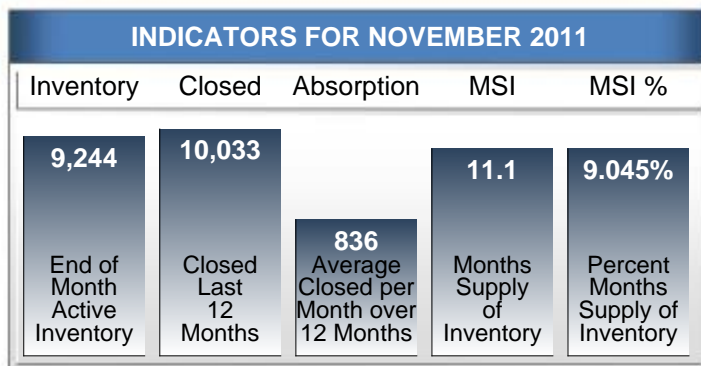
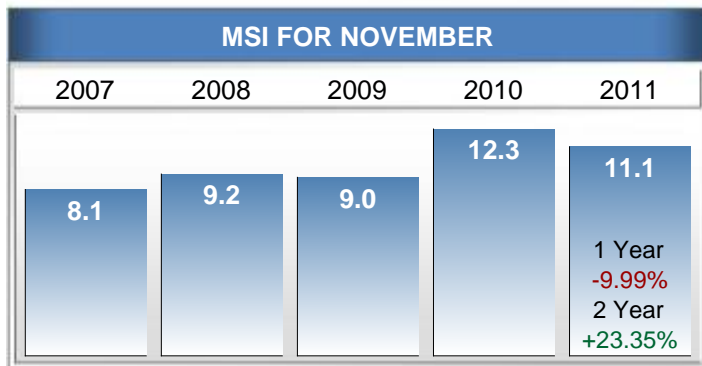
Active Inventory as of Dec 11, 2011



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?
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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	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

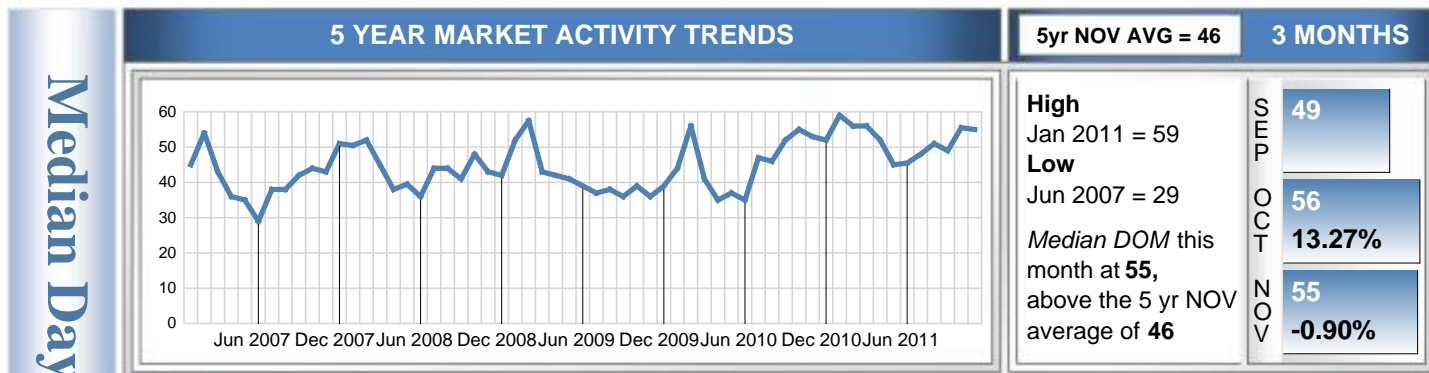
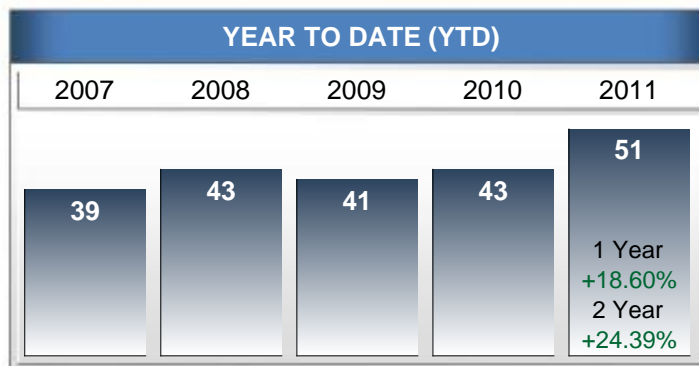
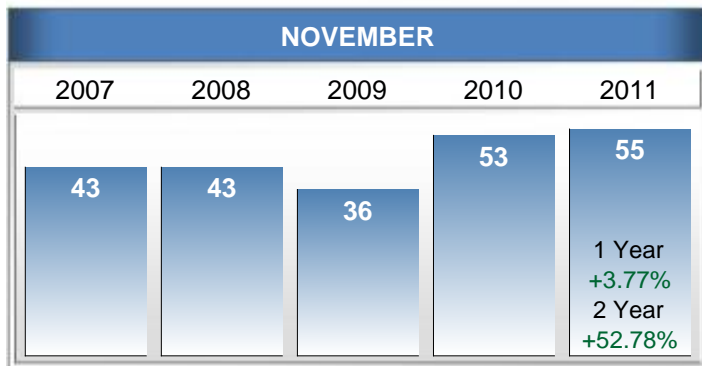
Closed Sales as of Dec 11, 2011



Median Days on Market to Sale

Report Produced on: Dec 12, 2011

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



Median Days on Market

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

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	40	5.38%	38.5	28.0	38.5	97.0	8.0	
\$20,001 \$50,000	103	13.86%	54.0	54.0	42.0	13.0	0.0	
\$50,001 \$90,000	121	16.29%	60.0	64.0	64.5	23.0	0.0	
\$90,001 \$140,000	200	26.92%	55.0	57.0	56.0	52.0	57.5	
\$140,001 \$180,000	111	14.94%	60.0	61.5	65.0	49.0	0.0	
\$180,001 \$250,000	93	12.52%	62.0	64.0	47.5	73.0	88.0	
\$250,001 and up	75	10.09%	62.0	15.5	45.0	63.0	86.0	
Median Closed DOM:				55.0	54.0	53.5	61.0	81.5
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

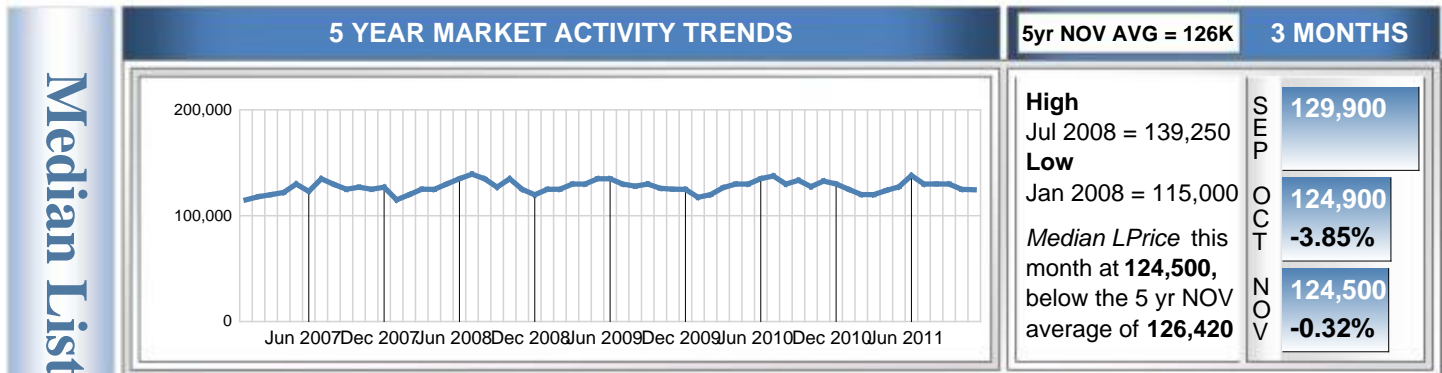
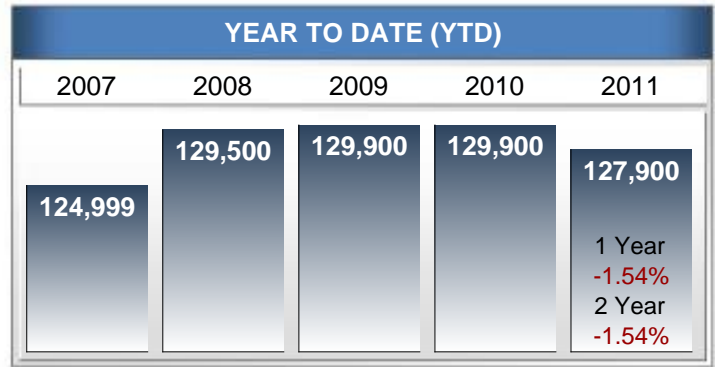
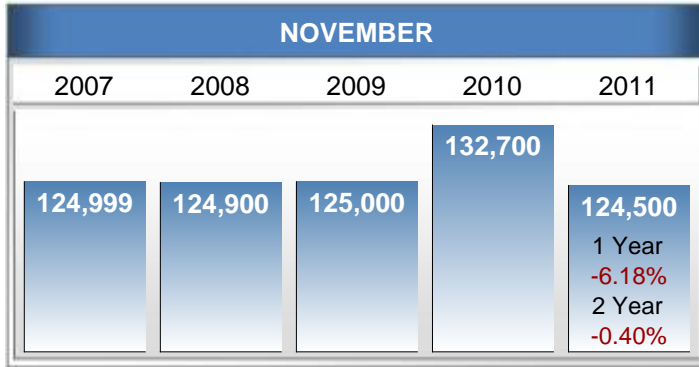
Closed Sales as of Dec 11, 2011



Median List Price at Closing

Report Produced on: Dec 12, 2011

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+
\$20,000 and less	35		4.71%	14,900	14,900	14,900	13,900	19,300
\$20,001 \$50,000	102		13.73%	33,000	31,000	37,250	48,000	0
\$50,001 \$90,000	122		16.42%	74,900	73,400	74,900	76,900	0
\$90,001 \$140,000	191		25.71%	117,000	113,000	119,900	112,700	116,700
\$140,001 \$180,000	114		15.34%	158,500	168,000	154,950	161,900	0
\$180,001 \$250,000	92		12.38%	205,000	198,950	200,514	209,900	234,900
\$250,001 and up	87		11.71%	325,000	369,375	299,500	332,000	369,500
Median List Price:	\$124,500				\$41,900	\$122,750	\$199,400	\$261,500
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

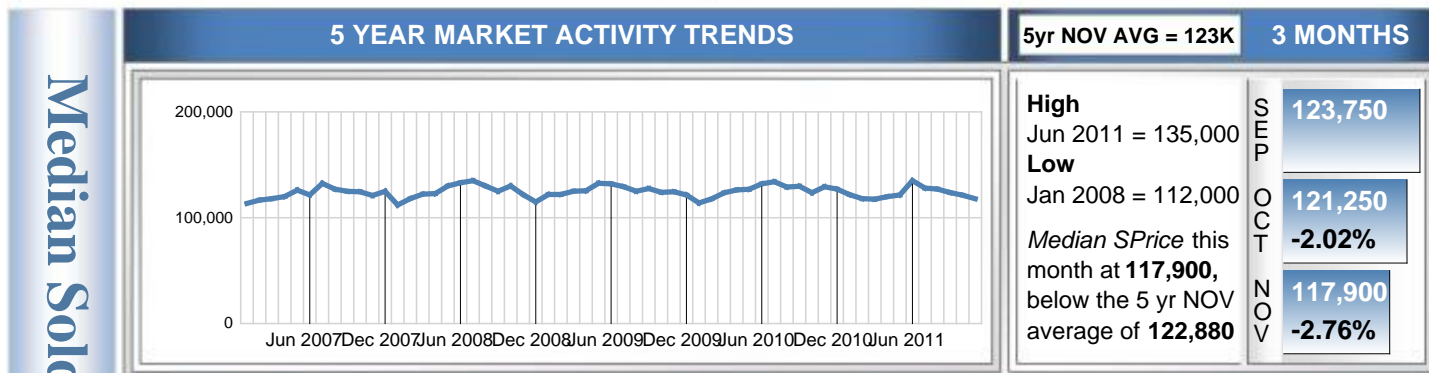
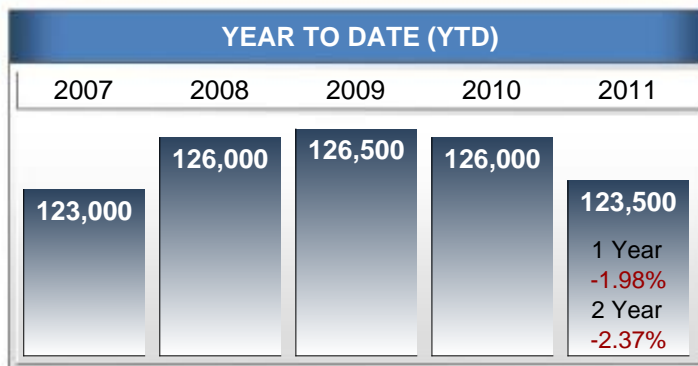
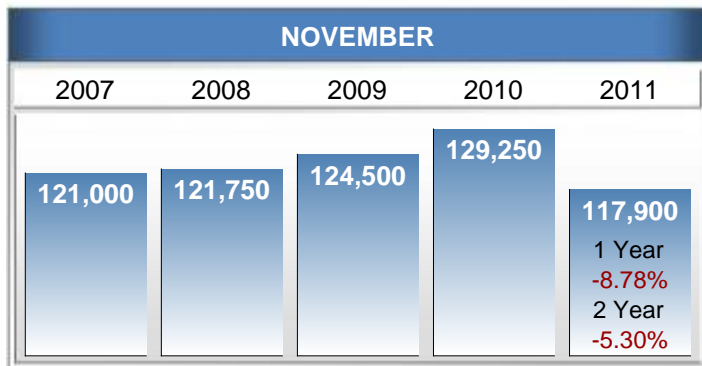
Closed Sales as of Dec 11, 2011



Median Sold Price at Closing

Report Produced on: Dec 12, 2011

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	40	5.38%	14,200	14,700	13,700	12,000	19,300
\$20,001 \$50,000	103	13.86%	29,000	25,300	35,500	30,000	0
\$50,001 \$90,000	121	16.29%	72,500	71,600	72,500	76,000	0
\$90,001 \$140,000	200	26.92%	116,400	111,500	116,650	117,500	116,000
\$140,001 \$180,000	111	14.94%	156,500	168,400	152,200	164,900	0
\$180,001 \$250,000	93	12.52%	208,000	192,000	204,500	219,000	226,000
\$250,001 and up	75	10.09%	325,000	376,500	290,000	328,000	392,500
Median Closed Price:	\$117,900			\$36,809	\$117,000	\$192,250	\$253,250
Total Closed Units:	743			157	410	156	20
Total Closed Volume:	103,129,033			11.21M	50.36M	34.88M	6.67M



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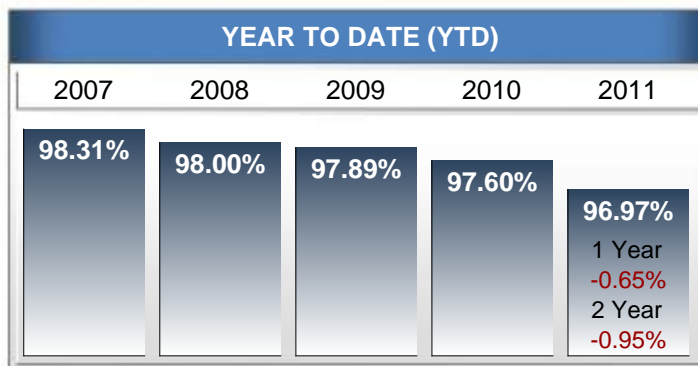
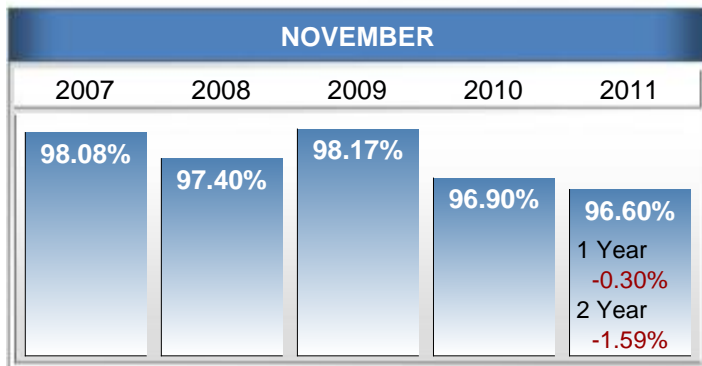
Closed Sales as of Dec 11, 2011



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+
\$20,000 and less	40	5.38%	97.34%	97.68%	87.00%	92.18%	100.00%
\$20,001 \$50,000	103	13.86%	88.06%	85.71%	90.80%	100.00%	0.00%
\$50,001 \$90,000	121	16.29%	96.13%	91.77%	97.30%	93.86%	0.00%
\$90,001 \$140,000	200	26.92%	96.93%	94.98%	97.02%	97.77%	99.35%
\$140,001 \$180,000	111	14.94%	97.57%	98.49%	97.48%	97.35%	0.00%
\$180,001 \$250,000	93	12.52%	97.55%	96.97%	97.29%	97.68%	97.22%
\$250,001 and up	75	10.09%	95.88%	97.50%	96.46%	95.52%	95.00%
Median List/Sell Ratio:	96.60%			92.31%	96.94%	97.10%	97.54%
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

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

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	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%
Median List Price	132,700	124,500	-6.18%	129,900	127,900	-1.54%
Median Sale Price	129,250	117,900	-8.78%	126,000	123,500	-1.98%
Median Percent of List Price to Selling Price	96.90%	96.60%	-0.30%	97.60%	96.97%	-0.65%
Median Days on Market to Sale	53.00	55.00	3.77%	43.00	51.00	18.60%
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%

