



October 2012

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

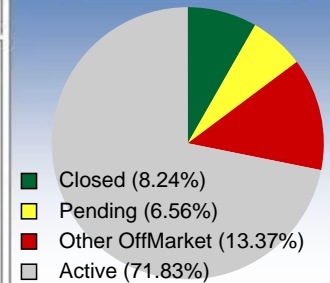


Absorption: Last 12 months, an Average of **954** Sales/Month

Active Inventory as of October 31, 2012 = **8,766**

| | OCTOBER | | |
|---|---------|---------|---------|
| | 2011 | 2012 | +/- % |
| Closed Listings | 840 | 1,006 | 19.76% |
| Pending Listings | 613 | 800 | 30.51% |
| New Listings | 2,112 | 2,044 | -3.22% |
| Median List Price | 124,950 | 137,950 | 10.40% |
| Median Sale Price | 122,750 | 134,000 | 9.16% |
| Median Percent of List Price to Selling Price | 96.93% | 97.33% | 0.41% |
| Median Days on Market to Sale | 55.50 | 48.00 | -13.51% |
| End of Month Inventory | 10,095 | 8,766 | -13.16% |
| Months Supply of Inventory | 12.17 | 9.19 | -24.46% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 12, 2012

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 October 2012 decreased **13.16%** to 8,766 existing homes available for sale. Over the last 12 months this area has had an average of 954 closed sales per month. This represents an unsold inventory index of **9.19** 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 **9.16%** in October 2012 to \$134,000 versus the previous year at \$122,750.

Median Days on Market Shortens

The median number of **48.00** days that homes spent on the market before selling decreased by 7.50 days or **13.51%** in October 2012 compared to last year's same month at **55.50** DOM.

Sales Success for October 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 2,044 New Listings in October 2012, down **3.22%** from last year at 2,112. Furthermore, there were 1,006 Closed Listings this month versus last year at 840, a **19.76%** increase.

Closed versus Listed trends yielded a **49.2%** ratio, up from last year's October 2012 at **39.8%**, a **23.75%** 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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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 Greater Tulsa Association of REALTORS®

October 2012

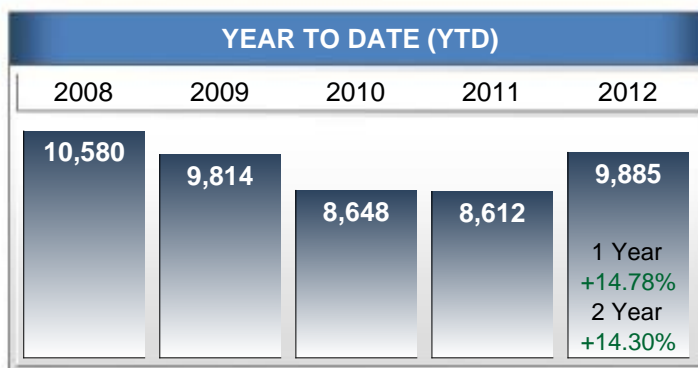
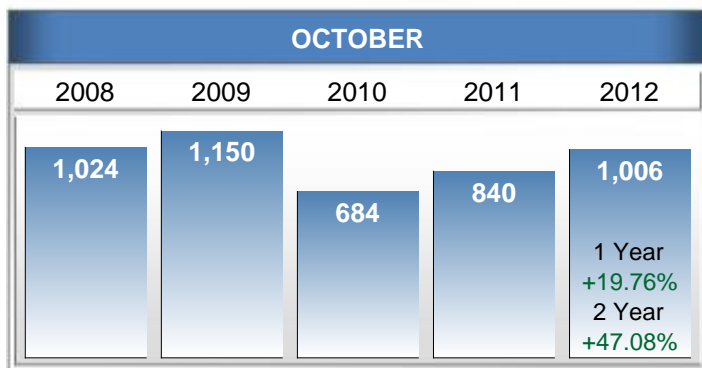
Closed Sales as of Nov 12, 2012



Closed Listings

Report Produced on: Nov 12, 2012

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



Closed Listings

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Contact an experienced REALTOR

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | |
|--|-----|--------|------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 79 | 7.85% | 47.0 | 46 | 30 | 3 | 0 | |
| \$30,001 - \$60,000 | 121 | 12.03% | 39.0 | 49 | 62 | 10 | 0 | |
| \$60,001 - \$100,000 | 151 | 15.01% | 46.0 | 35 | 91 | 25 | 0 | |
| \$100,001 - \$150,000 | 251 | 24.95% | 47.0 | 26 | 179 | 43 | 3 | |
| \$150,001 - \$200,000 | 175 | 17.40% | 47.0 | 11 | 110 | 51 | 3 | |
| \$200,001 - \$270,000 | 115 | 11.43% | 67.0 | 5 | 51 | 50 | 9 | |
| \$270,001 and up | 114 | 11.33% | 54.5 | 11 | 22 | 62 | 19 | |
| Total Closed Units: 1,006 | | | | 48.0 | 183 | 545 | 244 | 34 |
| Total Closed Volume: 156,745,431 | | | | | 17.40M | 72.91M | 54.87M | 11.56M |
| Median Closed Price: \$134,000 | | | | | \$60,000 | \$129,000 | \$194,500 | \$275,500 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

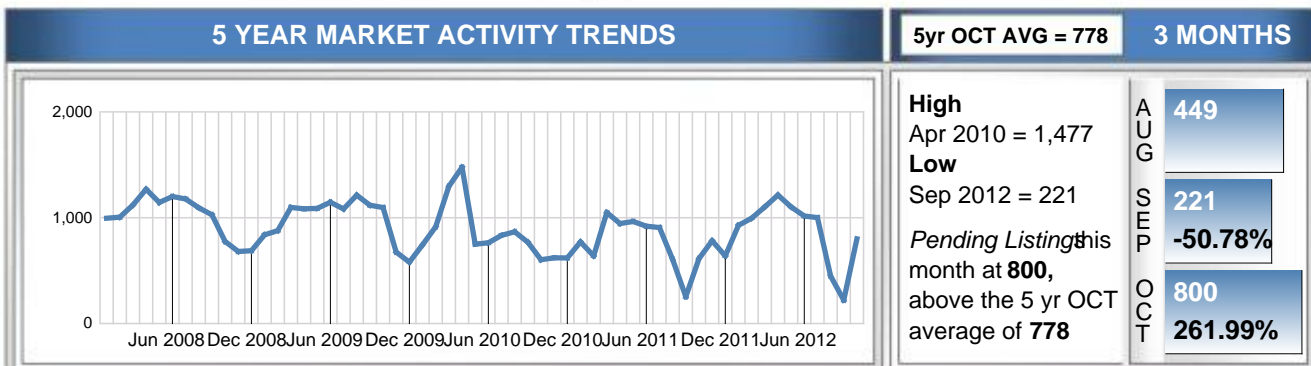
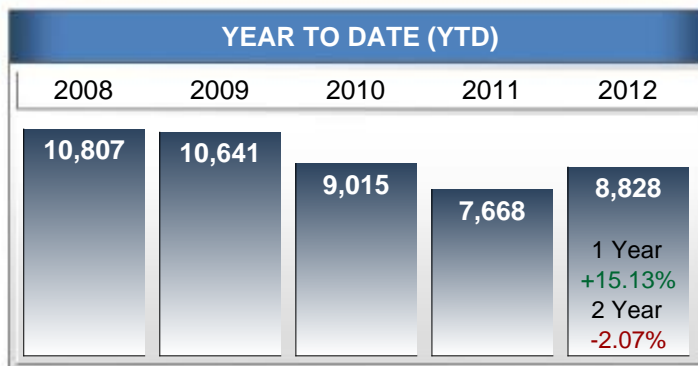
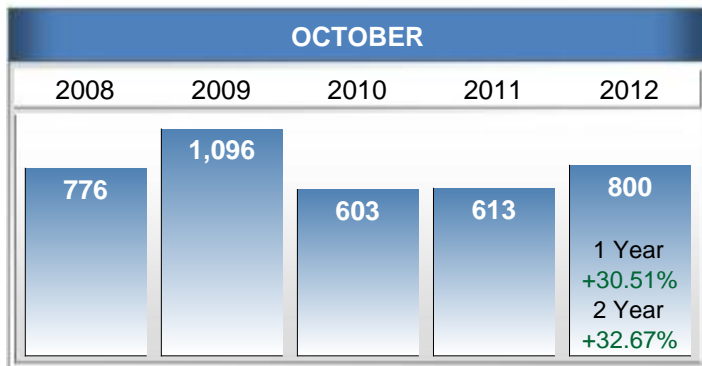
Pending Listings as of Nov 12, 2012



Pending Listings

Report Produced on: Nov 12, 2012

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 | 76 | 9.50% | 36.0 | 46 | 26 | 3 | 1 | |
| \$40,001 - \$70,000 | 94 | 11.75% | 29.5 | 30 | 58 | 6 | 0 | |
| \$70,001 - \$100,000 | 114 | 14.25% | 48.5 | 27 | 77 | 7 | 3 | |
| \$100,001 - \$150,000 | 202 | 25.25% | 53.0 | 10 | 151 | 41 | 0 | |
| \$150,001 - \$210,000 | 133 | 16.63% | 49.0 | 6 | 74 | 48 | 5 | |
| \$210,001 - \$300,000 | 100 | 12.50% | 52.0 | 5 | 37 | 55 | 3 | |
| \$300,001 and up | 81 | 10.13% | 48.0 | 4 | 19 | 42 | 16 | |
| Total Pending Units: 800 | | | | 47.0 | 128 | 442 | 202 | 28 |
| Total Pending Volume: 133,239,424 | | | | | 12.05M | 62.36M | 48.91M | 9.92M |
| Median Listing Price: \$130,000 | | | | | \$59,650 | \$122,382 | \$209,900 | \$348,950 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

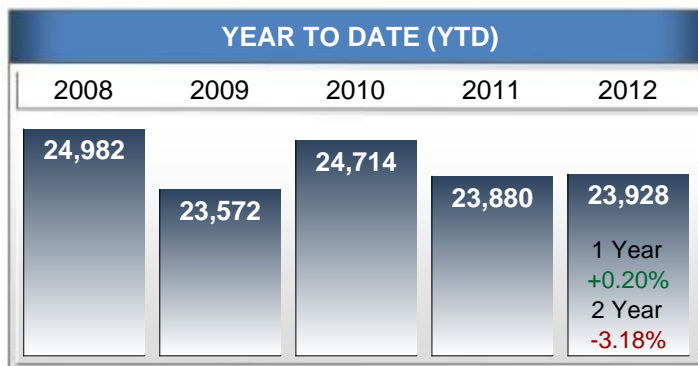
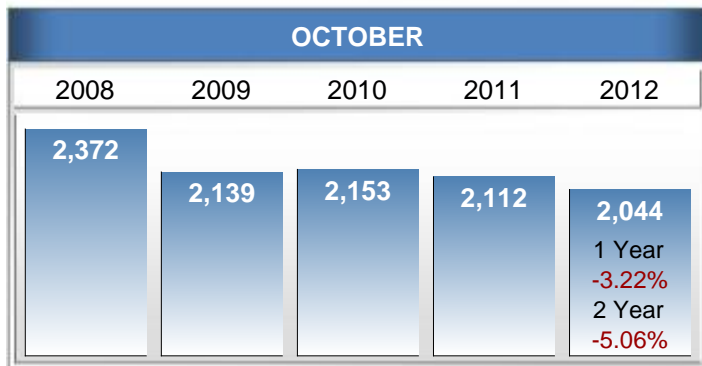
New Listings as of Nov 12, 2012



New Listings

Report Produced on: Nov 12, 2012

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+ |
|---|-----|--------|----------|-----------|-----------|-----------|
| \$40,000 and less | 195 | 9.54% | 144 | 41 | 8 | 2 |
| \$40,001 - \$70,000 | 255 | 12.48% | 136 | 110 | 8 | 1 |
| \$70,001 - \$100,000 | 267 | 13.06% | 82 | 165 | 18 | 2 |
| \$100,001 - \$160,000 | 555 | 27.15% | 78 | 391 | 85 | 1 |
| \$160,001 - \$230,000 | 312 | 15.26% | 32 | 174 | 92 | 14 |
| \$230,001 - \$370,000 | 252 | 12.33% | 21 | 73 | 130 | 28 |
| \$370,001 and up | 208 | 10.18% | 25 | 33 | 100 | 50 |
| Total New Listed Units: | | | 518 | 987 | 441 | 98 |
| Total New Listed Volume: | | | 61.87M | 148.51M | 129.21M | 57.80M |
| Median New Listed Listing Price: | | | \$66,500 | \$125,000 | \$239,900 | \$387,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

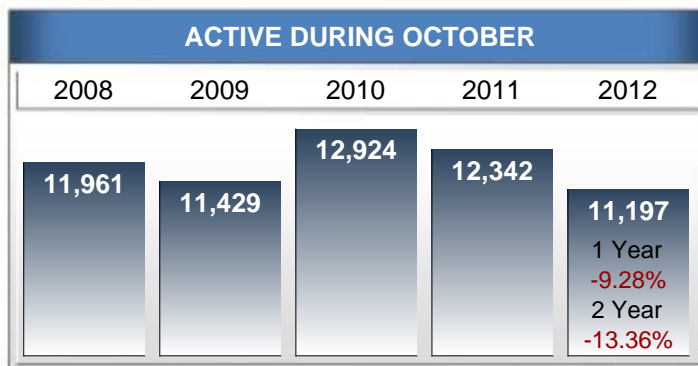
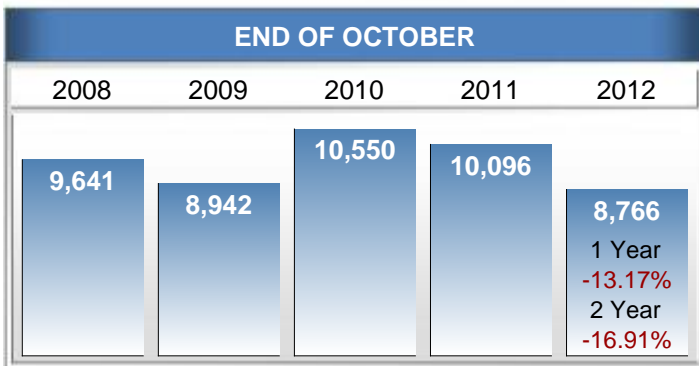
Active Inventory as of Nov 12, 2012



Active Inventory

Report Produced on: Nov 12, 2012

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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| 5yr OCT AVG = 9,599 | 3 MONTHS |
|--|------------------|
| High Aug 2010 = 11,131 | AUG 9,194 |
| Low Feb 2009 = 8,345 | SEP 9,198 |
| <i>Inventory</i> this month at 8,766 , below the 5 yr OCT average of 9,599 | OCT 8,766 |
| | 0.04% |
| | -4.70% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-------|--------|------|---------------|--------|----------|-----------|-----------|-----------|
| \$20,000 and less | 398 | 4.54% | 97.0 | 361 | 27 | 9 | 1 | | |
| \$20,001 \$50,000 | 1,355 | 15.46% | 92.0 | 1,161 | 171 | 19 | 4 | | |
| \$50,001 \$80,000 | 1,204 | 13.73% | 92.0 | 708 | 441 | 50 | 5 | | |
| \$80,001 \$150,000 | 2,353 | 26.84% | 74.0 | 571 | 1,510 | 258 | 14 | | |
| \$150,001 \$220,000 | 1,413 | 16.12% | 71.0 | 149 | 743 | 475 | 46 | | |
| \$220,001 \$360,000 | 1,145 | 13.06% | 77.0 | 117 | 346 | 575 | 107 | | |
| \$360,001 and up | 898 | 10.24% | 83.0 | 150 | 134 | 399 | 215 | | |
| Total Active Inventory by Units: | | | | 8,766 | 82.0 | 3,217 | 3,372 | 1,785 | 392 |
| Total Active Inventory by Volume: | | | | 1,882,602,482 | | 588.03M | 524.40M | 532.17M | 238.00M |
| Median Active Inventory Listing Price: | | | | \$124,900 | | \$55,000 | \$129,900 | \$237,700 | \$399,900 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

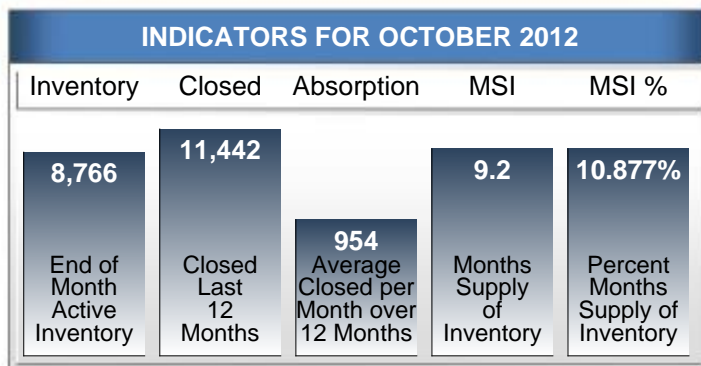
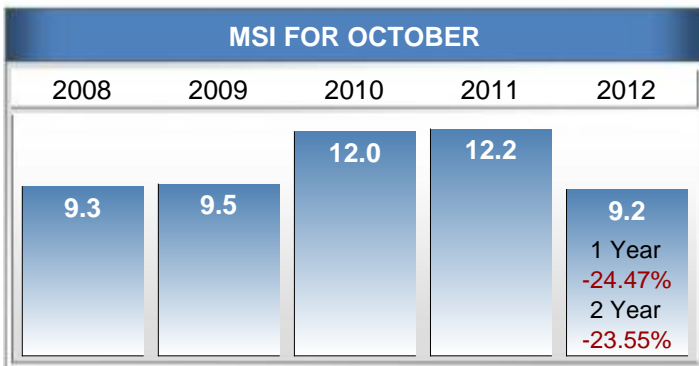
Active Inventory as of Nov 12, 2012



Months Supply of Inventory

Report Produced on: Nov 12, 2012

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



Months Supply
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5yr OCT AVG = 10.4 **3 MONTHS**

High
Jun 2011 = 12.8
Low
Jan 2008 = 7.7

Months Supply this month at **9.2**, below the 5 yr OCT average of **10.4**

| | |
|---------------|-----|
| AUG | 9.7 |
| SEP | 9.8 |
| OCT | 9.2 |
| 0.67% | |
| -6.08% | |

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 | 398 | 4.54% | 10.4 | 15.5 | 2.1 | 5.1 | 12.0 |
| \$20,001 \$50,000 | 1,355 | 15.46% | 12.3 | 23.1 | 3.2 | 3.2 | 6.0 |
| \$50,001 \$80,000 | 1,204 | 13.73% | 10.8 | 23.9 | 6.1 | 5.1 | 12.0 |
| \$80,001 \$150,000 | 2,353 | 26.84% | 7.2 | 16.9 | 6.2 | 5.2 | 4.5 |
| \$150,001 \$220,000 | 1,413 | 16.12% | 7.7 | 13.9 | 7.5 | 7.0 | 8.0 |
| \$220,001 \$360,000 | 1,145 | 13.06% | 9.1 | 29.9 | 9.2 | 8.1 | 8.0 |
| \$360,001 and up | 898 | 10.24% | 16.5 | 78.3 | 13.9 | 13.9 | 15.1 |
| MSI: | | | 9.2 | 20.9 | 6.4 | 7.6 | 10.4 |
| Total Active Inventory: | | | 8,766 | 3,217 | 3,372 | 1,785 | 392 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

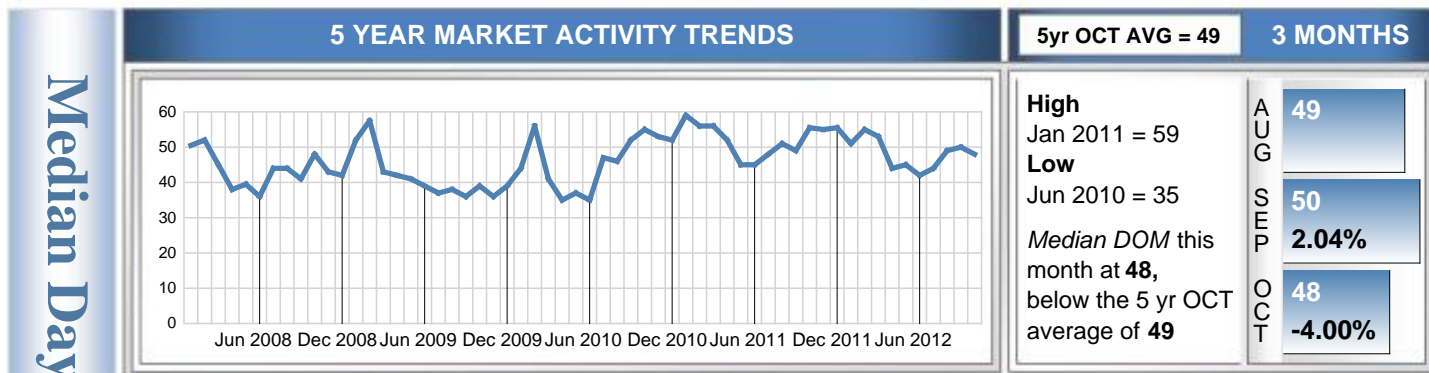
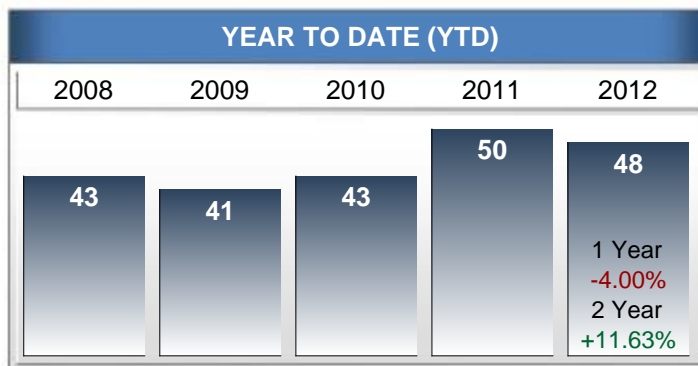
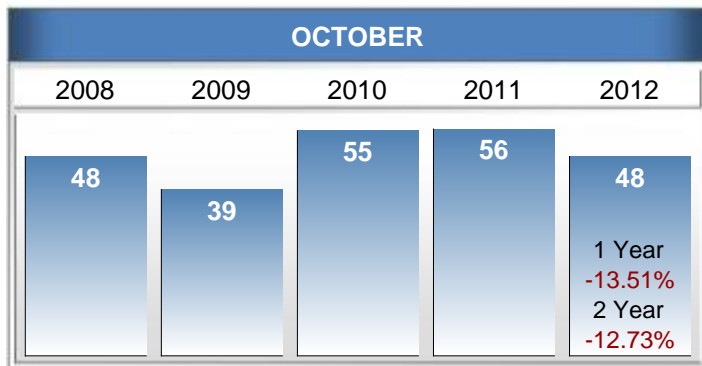
Closed Sales as of Nov 12, 2012



Median Days on Market to Sale

Report Produced on: Nov 12, 2012

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+ |
|--|-------------|--|--|--------|------|---------|--------|--------|---------|
| \$30,000 and less | 79 | | | 7.85% | 47.0 | 40.5 | 49.0 | 55.0 | 0.0 |
| \$30,001 \$60,000 | 121 | | | 12.03% | 39.0 | 80.0 | 20.0 | 28.0 | 0.0 |
| \$60,001 \$100,000 | 151 | | | 15.01% | 46.0 | 41.0 | 52.0 | 28.0 | 0.0 |
| \$100,001 \$150,000 | 251 | | | 24.95% | 47.0 | 37.0 | 47.0 | 50.0 | 87.0 |
| \$150,001 \$200,000 | 175 | | | 17.40% | 47.0 | 23.0 | 43.0 | 53.0 | 74.0 |
| \$200,001 \$270,000 | 115 | | | 11.43% | 67.0 | 85.0 | 72.0 | 50.0 | 67.0 |
| \$270,001 and up | 114 | | | 11.33% | 54.5 | 41.0 | 35.0 | 55.0 | 58.0 |
| Median Closed DOM: | 48.0 | | | | | 46.0 | 46.0 | 49.0 | 68.5 |
| Total Closed Units: | 1,006 | | | | | 183 | 545 | 244 | 34 |
| Total Closed Volume: | 156,745,431 | | | | | 17.40M | 72.91M | 54.87M | 11.56M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

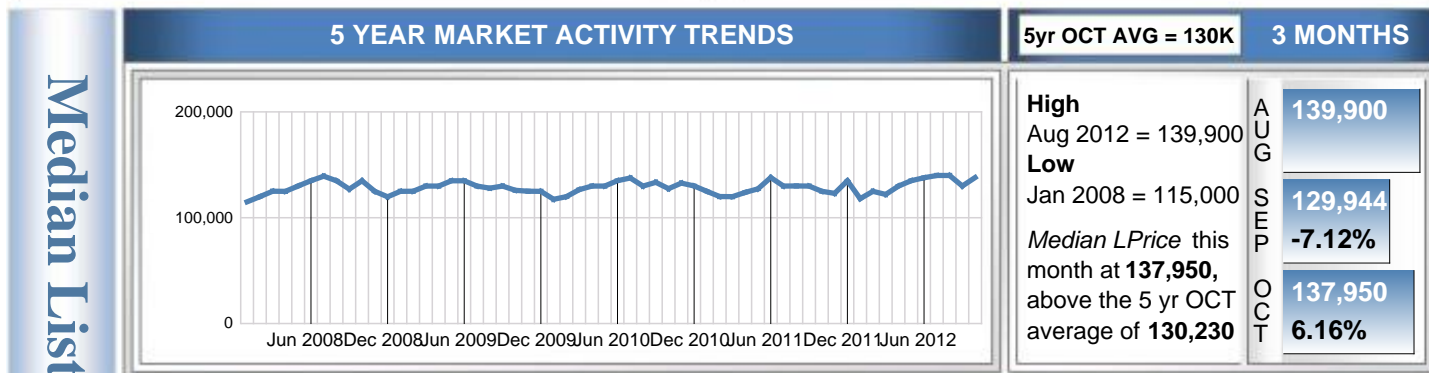
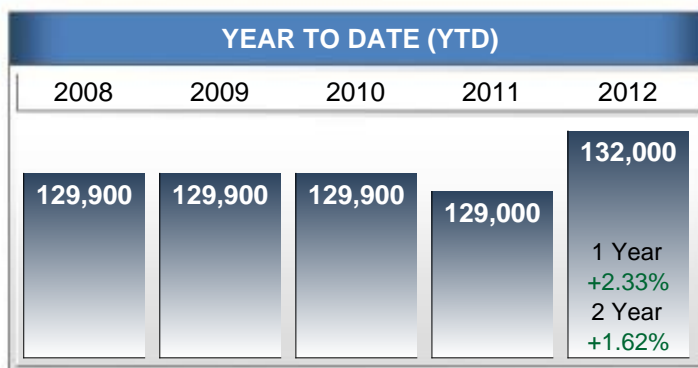
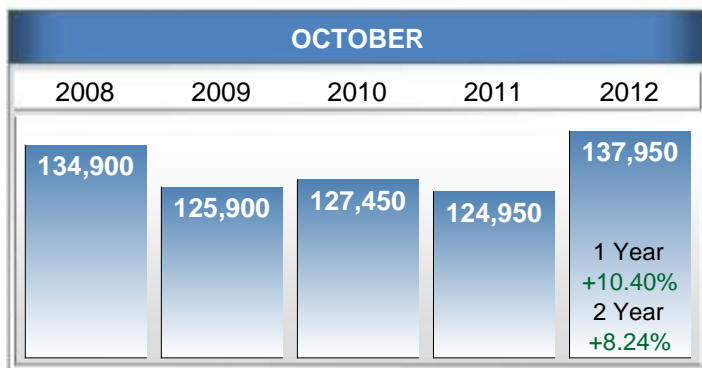
Closed Sales as of Nov 12, 2012



Median List Price at Closing

Report Produced on: Nov 12, 2012

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



Median List Price

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

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+ |
|---|-----|-------------|--------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 70 | | 6.96% | 19,900 | 19,900 | 19,650 | 21,000 | 0 |
| \$30,001 \$60,000 | 116 | | 11.53% | 45,858 | 46,000 | 45,408 | 50,000 | 0 |
| \$60,001 \$100,000 | 151 | | 15.01% | 81,000 | 75,000 | 83,500 | 81,000 | 0 |
| \$100,001 \$150,000 | 256 | | 25.45% | 129,900 | 131,400 | 129,900 | 136,200 | 139,999 |
| \$150,001 \$200,000 | 175 | | 17.40% | 175,900 | 184,500 | 170,000 | 179,935 | 184,500 |
| \$200,001 \$270,000 | 112 | | 11.13% | 229,900 | 224,900 | 229,950 | 230,944 | 239,000 |
| \$270,001 and up | 126 | | 12.52% | 347,450 | 469,450 | 304,950 | 355,000 | 354,900 |
| Median List Price: | | \$137,950 | | | \$65,000 | \$129,900 | \$197,750 | \$288,700 |
| Total Closed Units: | | 1,006 | | | 183 | 545 | 244 | 34 |
| Total List Volume: | | 162,890,493 | | | 18.79M | 75.29M | 56.84M | 11.97M |



Monthly Inventory Analysis

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October 2012

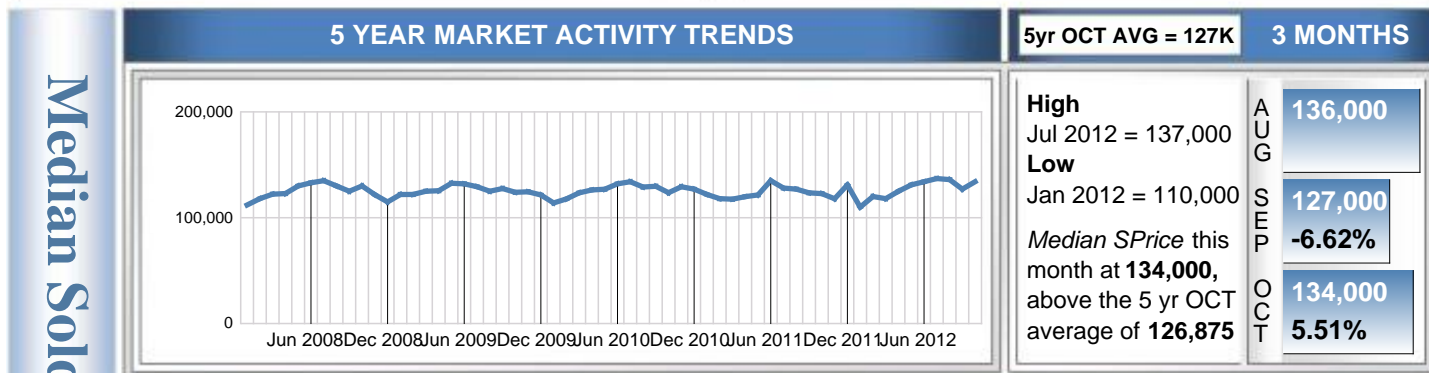
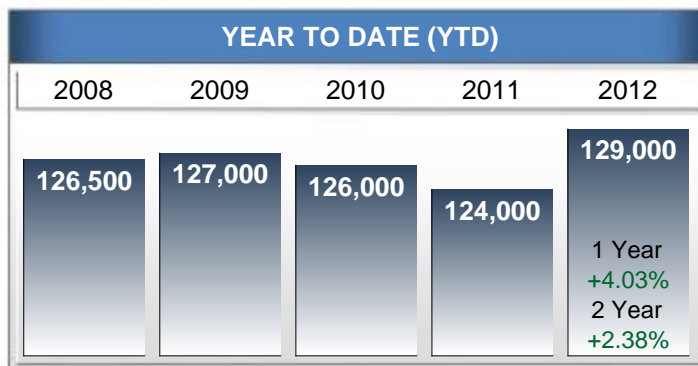
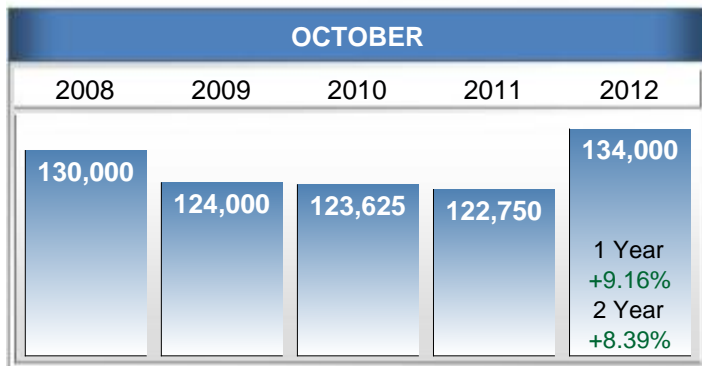
Closed Sales as of Nov 12, 2012



Median Sold Price at Closing

Report Produced on: Nov 12, 2012

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



Median Sold Price

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

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+ |
|---|-------------|--|--------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 79 | | 7.85% | 18,500 | 19,000 | 19,750 | 16,500 | 0 |
| \$30,001 - \$60,000 | 121 | | 12.03% | 44,230 | 40,800 | 44,615 | 47,283 | 0 |
| \$60,001 - \$100,000 | 151 | | 15.01% | 80,900 | 75,000 | 83,000 | 78,500 | 0 |
| \$100,001 - \$150,000 | 251 | | 24.95% | 129,500 | 133,950 | 129,000 | 134,000 | 139,999 |
| \$150,001 - \$200,000 | 175 | | 17.40% | 175,000 | 171,500 | 170,000 | 178,000 | 180,000 |
| \$200,001 - \$270,000 | 115 | | 11.43% | 230,000 | 220,000 | 231,000 | 233,467 | 219,900 |
| \$270,001 and up | 114 | | 11.33% | 347,000 | 440,000 | 325,700 | 354,250 | 333,000 |
| Median Closed Price: | \$134,000 | | | | \$60,000 | \$129,000 | \$194,500 | \$275,500 |
| Total Closed Units: | 1,006 | | | | 183 | 545 | 244 | 34 |
| Total Closed Volume: | 156,745,431 | | | | 17.40M | 72.91M | 54.87M | 11.56M |



Monthly Inventory Analysis

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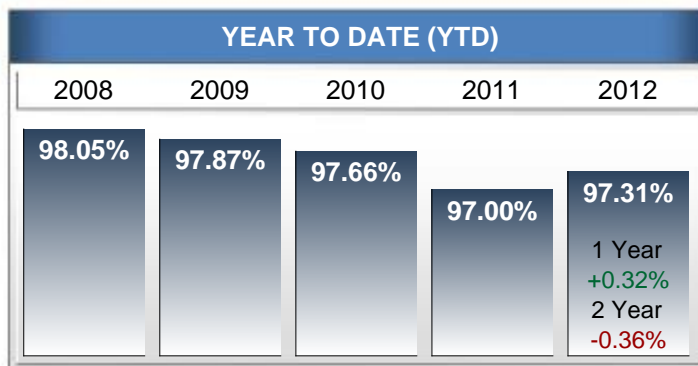
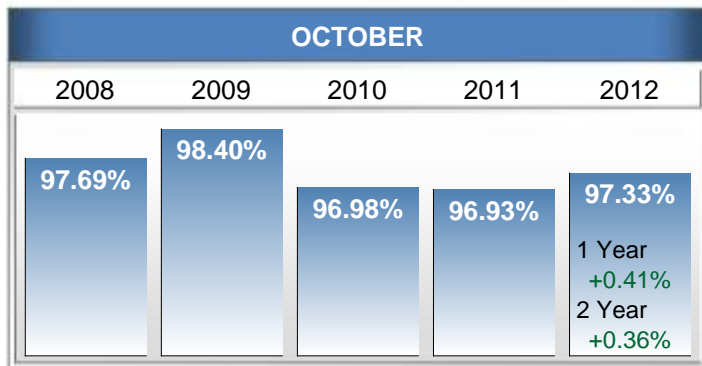
Closed Sales as of Nov 12, 2012



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

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+ |
|---|-------------|--------|--------|---------|--------|--------|---------|
| \$30,000 and less | 79 | 7.85% | 91.71% | 95.24% | 88.59% | 92.44% | 0.00% |
| \$30,001 - \$60,000 | 121 | 12.03% | 93.71% | 90.48% | 95.01% | 98.08% | 0.00% |
| \$60,001 - \$100,000 | 151 | 15.01% | 96.51% | 95.33% | 97.59% | 95.85% | 0.00% |
| \$100,001 - \$150,000 | 251 | 24.95% | 98.41% | 98.81% | 98.57% | 98.09% | 96.99% |
| \$150,001 - \$200,000 | 175 | 17.40% | 98.15% | 92.31% | 98.32% | 98.28% | 97.56% |
| \$200,001 - \$270,000 | 115 | 11.43% | 97.06% | 97.33% | 97.06% | 97.18% | 96.84% |
| \$270,001 and up | 114 | 11.33% | 97.15% | 95.86% | 98.44% | 97.03% | 96.47% |
| Median List/Sell Ratio: | 97.33% | | | 94.23% | 97.84% | 97.33% | 96.91% |
| Total Closed Units: | 1,006 | | | 183 | 545 | 244 | 34 |
| Total Closed Volume: | 156,745,431 | | | 17.40M | 72.91M | 54.87M | 11.56M |



Monthly Inventory Analysis

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October 2012

Inventory as of Nov 12, 2012



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 954 Sales/Month

Active Inventory as of October 31, 2012 = 8,766

| | OCTOBER | | | Year To Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2011 | 2012 | +/- % | 2011 | 2012 | +/- % |
| Closed Sales | 840 | 1,006 | 19.76% | 8,612 | 9,885 | 14.78% |
| Pending Sales | 613 | 800 | 30.51% | 7,668 | 8,828 | 15.13% |
| New Listings | 2,112 | 2,044 | -3.22% | 23,880 | 23,928 | 0.20% |
| Median List Price | 124,950 | 137,950 | 10.40% | 129,000 | 132,000 | 2.33% |
| Median Sale Price | 122,750 | 134,000 | 9.16% | 124,000 | 129,000 | 4.03% |
| Median Percent of List Price to Selling Price | 96.93% | 97.33% | 0.41% | 97.00% | 97.31% | 0.32% |
| Median Days on Market to Sale | 55.50 | 48.00 | -13.51% | 50.00 | 48.00 | -4.00% |
| Monthly Inventory | 10,095 | 8,766 | -13.16% | 10,095 | 8,766 | -13.16% |
| Months Supply of Inventory | 12.17 | 9.19 | -24.46% | 12.17 | 9.19 | -24.46% |

