



# January 2012

Area Delimited by County Of Washington

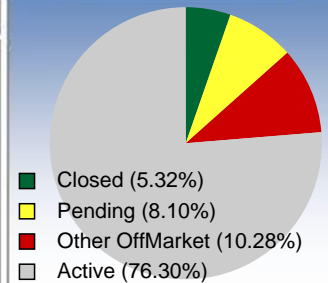


**Absorption:** Last 12 months, an Average of **64** Sales/Month

**Active Inventory** as of January 31, 2012 = **631**

	JANUARY		
	2011	2012	+/-%
Closed Listings	51	44	-13.73%
Pending Listings	68	67	-1.47%
New Listings	130	193	48.46%
Median List Price	119,900	86,000	-28.27%
Median Sale Price	115,000	76,200	-33.74%
Median Percent of List Price to Selling Price	96.90%	97.29%	0.40%
Median Days on Market to Sale	58.00	86.50	49.14%
End of Month Inventory	596	631	5.87%
Months Supply of Inventory	8.74	9.94	13.65%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 13, 2012

Data from the **Tulsa MLS**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2012 rose **5.87%** to 631 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **9.94** 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 **33.74%** in January 2012 to \$76,200 versus the previous year at \$115,000.

### Median Days on Market Lengthens

The median number of **86.50** days that homes spent on the market before selling increased by 28.50 days or **49.14%** in January 2012 compared to last year's same month at **58.00** DOM.

### Sales Success for January 2012 is Positive

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

There were 193 New Listings in January 2012, up **48.46%** from last year at 130. Furthermore, there were 44 Closed Listings this month versus last year at 51, a **-13.73%** decrease.

Closed versus Listed trends yielded a **22.8%** ratio, down from last year's January 2012 at **39.2%**, a **41.89%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

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

## 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?

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



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

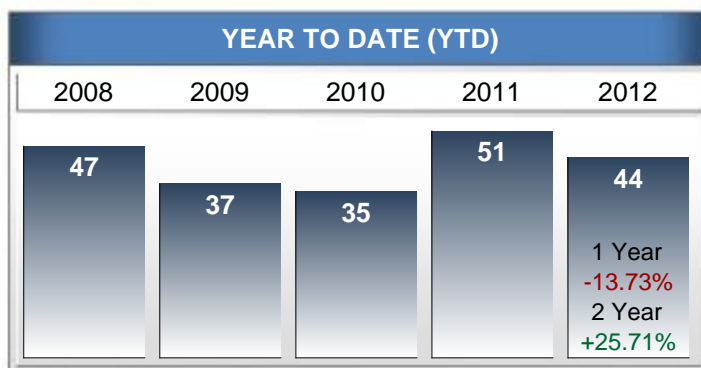
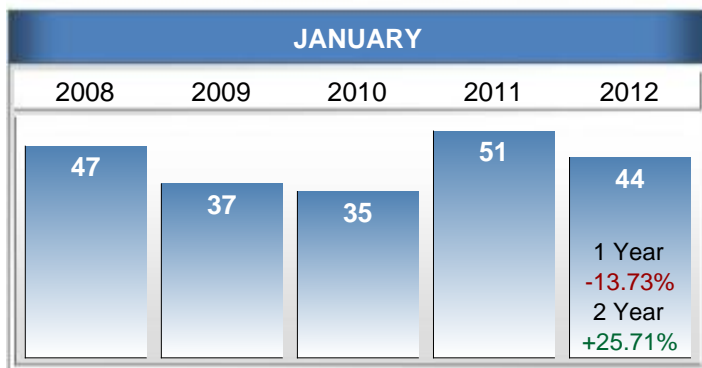
Closed Sales as of Feb 13, 2012



### Closed Listings

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	2.27%	163.0	0	1	0	0
\$10,001 - \$20,000	6	13.64%	77.5	5	1	0	0
\$20,001 - \$50,000	6	13.64%	9.5	5	1	0	0
\$50,001 - \$110,000	14	31.82%	89.5	1	12	1	0
\$110,001 - \$130,000	8	18.18%	79.0	1	5	1	1
\$130,001 - \$200,000	2	4.55%	137.0	0	0	2	0
\$200,001 and up	7	15.91%	109.0	0	3	3	1
<b>Total Closed Units:</b>	<b>44</b>		<b>86.5</b>	<b>12</b>	<b>23</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>4,457,921</b>			<b>415.77K</b>	<b>2.20M</b>	<b>1.33M</b>	<b>509.70K</b>
<b>Median Closed Price:</b>	<b>\$76,200</b>			<b>\$24,950</b>	<b>\$77,900</b>	<b>\$167,500</b>	<b>\$254,850</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

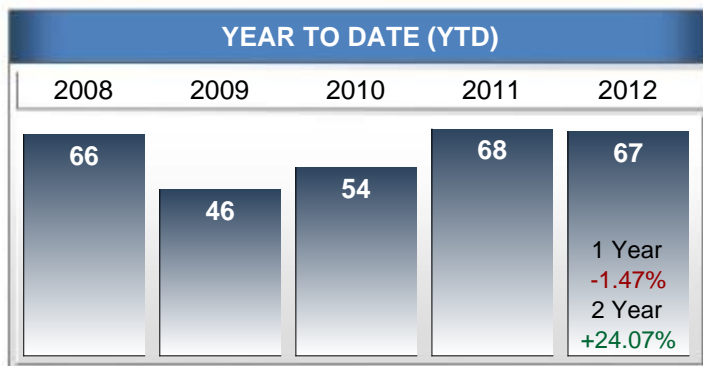
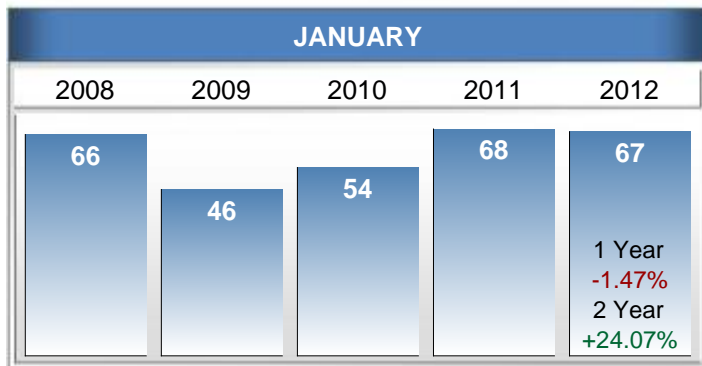
Pending Listings as of Feb 13, 2012



### Pending Listings

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



**Pending Listings**  
  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	6	8.96%	65.5	4	2	0	0		
\$20,001 \$50,000	8	11.94%	87.5	5	3	0	0		
\$50,001 \$90,000	10	14.93%	79.0	2	8	0	0		
\$90,001 \$130,000	14	20.90%	85.0	1	10	3	0		
\$130,001 \$200,000	13	19.40%	100.0	1	6	6	0		
\$200,001 \$240,000	9	13.43%	59.0	0	3	5	1		
\$240,001 and up	7	10.45%	53.0	0	1	6	0		
Total Pending Units:				67	72.0	13	33	20	1
Total Pending Volume:				8,790,106		672.70K	3.74M	4.15M	225.00K
Median Listing Price:				\$125,000		\$45,000	\$99,900	\$209,950	\$225,000



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

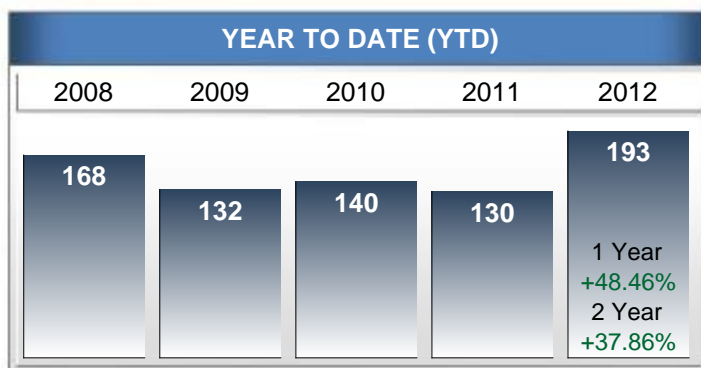
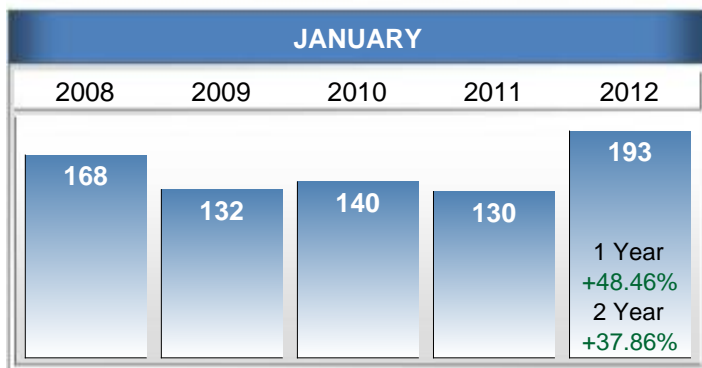
New Listings as of Feb 13, 2012



### New Listings

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



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	5	2.59%	5	0	0	0
\$20,001 - \$30,000	31	16.06%	30	1	0	0
\$30,001 - \$50,000	33	17.10%	28	5	0	0
\$50,001 - \$120,000	45	23.32%	6	31	8	0
\$120,001 - \$210,000	35	18.13%	4	19	11	1
\$210,001 - \$270,000	23	11.92%	1	9	12	1
\$270,001 and up	21	10.88%	2	2	11	6
<b>Total New Listed Units:</b>	<b>193</b>		<b>76</b>	<b>67</b>	<b>42</b>	<b>8</b>
<b>Total New Listed Volume:</b>	<b>26,996,362</b>		<b>4.50M</b>	<b>8.74M</b>	<b>10.34M</b>	<b>3.40M</b>
<b>Median New Listed Listing Price:</b>	<b>\$92,500</b>		<b>\$34,500</b>	<b>\$112,900</b>	<b>\$219,200</b>	<b>\$369,950</b>



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

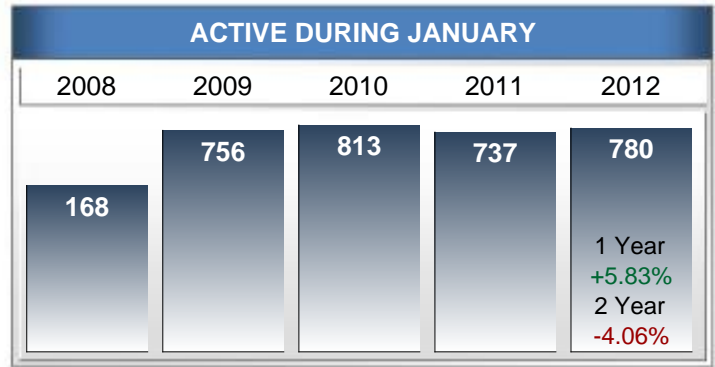
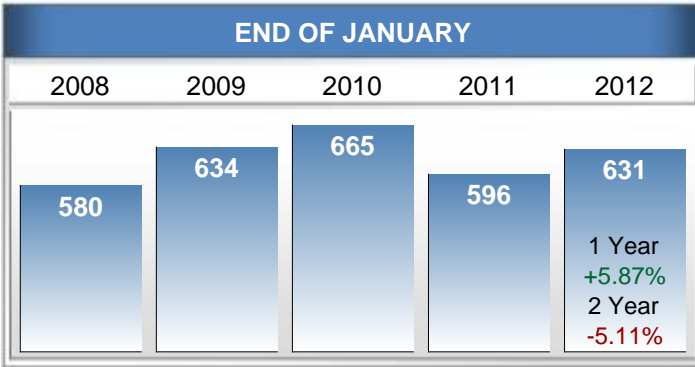
Active Inventory as of Feb 13, 2012



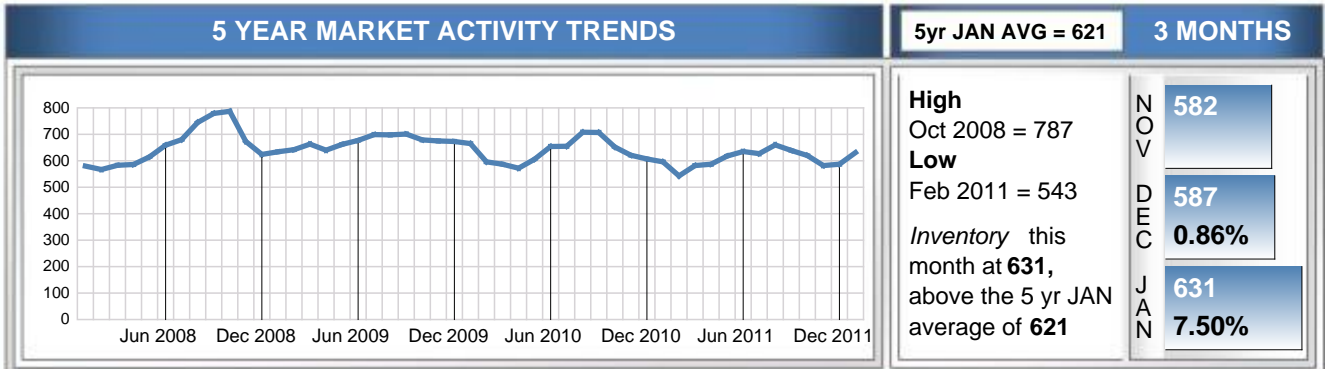
### Active Inventory

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



Active Inventory



#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	17	2.69%	76.0	16	1	0	0		
\$20,001 \$40,000	124	19.65%	51.0	113	10	1	0		
\$40,001 \$50,000	43	6.81%	51.0	32	11	0	0		
\$50,001 \$110,000	197	31.22%	76.0	104	77	13	3		
\$110,001 \$180,000	102	16.16%	84.0	11	58	29	4		
\$180,001 \$260,000	85	13.47%	70.0	5	33	43	4		
\$260,001 and up	63	9.98%	64.0	6	10	31	16		
Total Active Inventory by Units:				631	69.0	287	200	117	27
Total Active Inventory by Volume:				86,434,917		21.40M	28.66M	26.21M	10.17M
Median Active Inventory Listing Price:				\$80,000		\$49,500	\$112,006	\$214,500	\$285,000

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

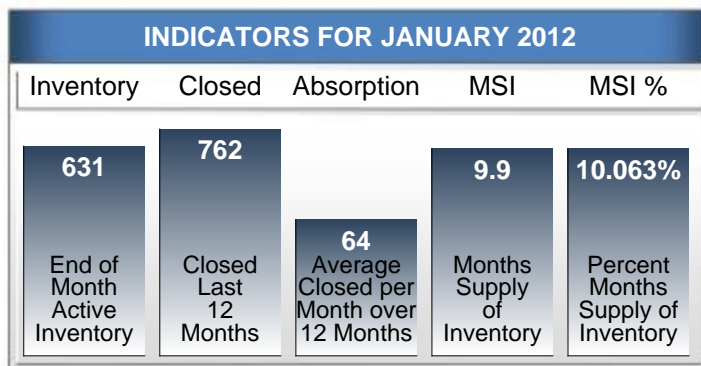
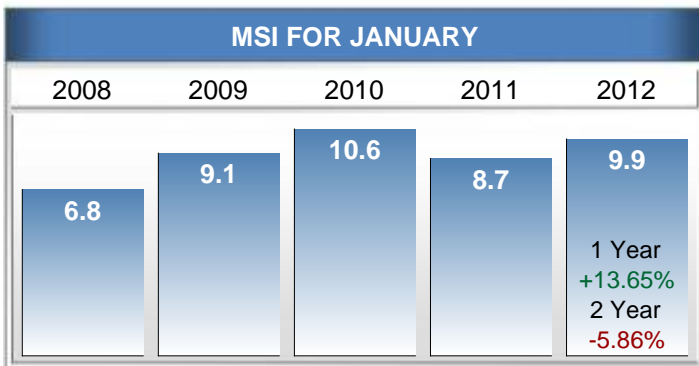
Active Inventory as of Feb 13, 2012



### Months Supply of Inventory

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



**Months Supply**  
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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	17	2.69%	4.4	6.9	0.8	0.0	0.0
\$20,001 \$40,000	124	19.65%	27.6	59.0	4.0	12.0	0.0
\$40,001 \$50,000	43	6.81%	11.2	21.3	5.3	0.0	0.0
\$50,001 \$110,000	197	31.22%	9.4	31.2	4.9	7.4	12.0
\$110,001 \$180,000	102	16.16%	6.5	9.4	7.0	5.0	8.0
\$180,001 \$260,000	85	13.47%	10.4	30.0	13.2	8.1	24.0
\$260,001 and up	63	9.98%	9.7	36.0	10.9	7.3	13.7
MSI:	9.9			27.1	6.0	6.6	13.0
Total Active Inventory:	631			287	200	117	27



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

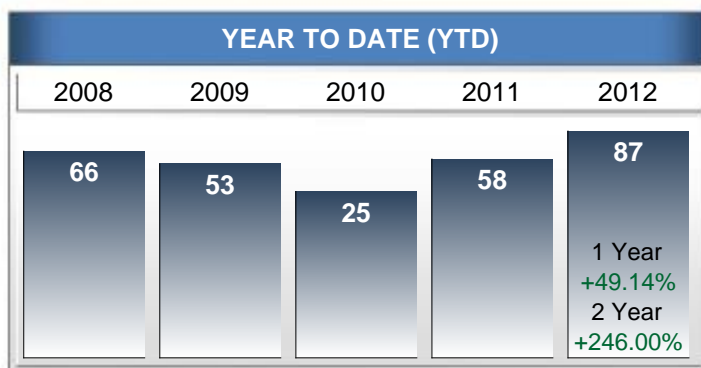
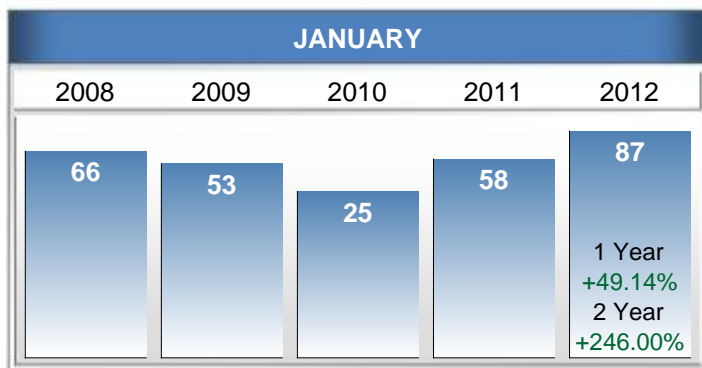
Closed Sales as of Feb 13, 2012



### Median Days on Market to Sale

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



Median Days on Market

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#### 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+
\$10,000 and less	1	2.27%	163.0	0.0	163.0	0.0	0.0
\$10,001 - \$20,000	6	13.64%	77.5	69.0	121.0	0.0	0.0
\$20,001 - \$50,000	6	13.64%	9.5	5.0	14.0	0.0	0.0
\$50,001 - \$110,000	14	31.82%	89.5	97.0	89.5	31.0	0.0
\$110,001 - \$130,000	8	18.18%	79.0	118.0	43.0	112.0	118.0
\$130,001 - \$200,000	2	4.55%	137.0	0.0	0.0	137.0	0.0
\$200,001 and up	7	15.91%	109.0	0.0	58.0	109.0	164.0
Median Closed DOM:	86.5			42.0	58.0	109.0	141.0
Total Closed Units:	44			12	23	7	2
Total Closed Volume:	4,457,921			415.77K	2.20M	1.33M	509.70K



# Monthly Inventory Analysis

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## January 2012

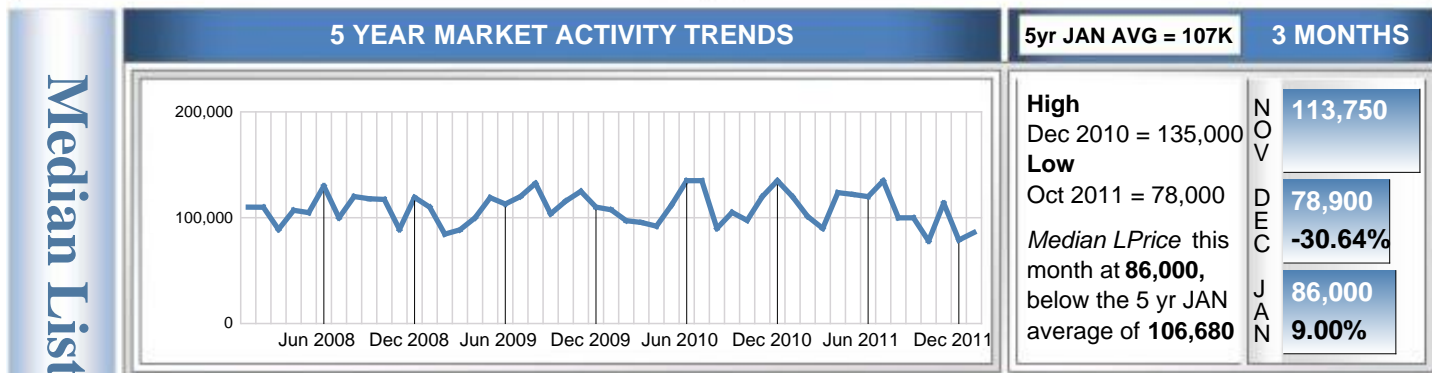
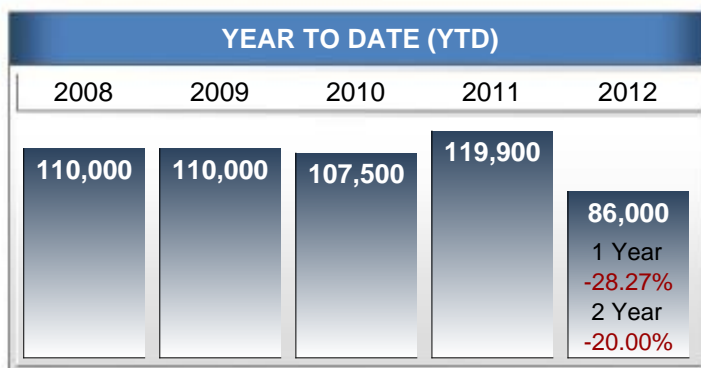
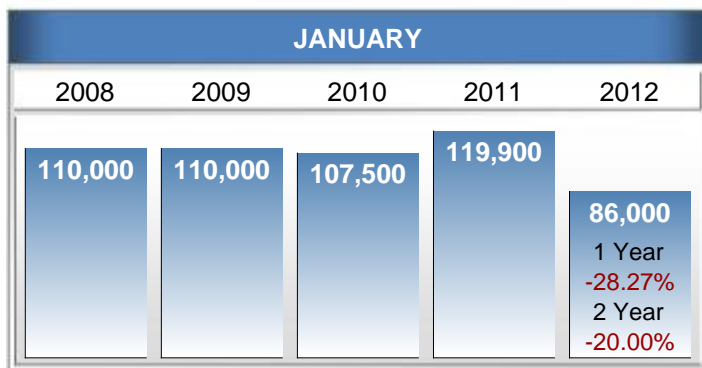
Closed Sales as of Feb 13, 2012



### Median List Price at Closing

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



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+
\$10,000 and less	1		2.27%	9,900	0	9,900	0	0
\$10,001 \$20,000	5		11.36%	14,900	14,900	0	0	0
\$20,001 \$50,000	7		15.91%	29,600	29,600	26,999	0	0
\$50,001 \$110,000	13		29.55%	70,000	82,500	69,900	89,500	0
\$110,001 \$130,000	7		15.91%	119,000	125,000	119,000	0	114,777
\$130,001 \$200,000	4		9.09%	152,200	0	139,900	164,500	0
\$200,001 and up	7		15.91%	229,900	0	229,900	225,000	400,000
Median List Price:		\$86,000			\$24,950	\$89,500	\$173,500	\$257,389
Total Closed Units:		44			12	23	7	2
Total List Volume:		4,657,681			449.70K	2.29M	1.40M	514.78K





# Monthly Inventory Analysis

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## January 2012

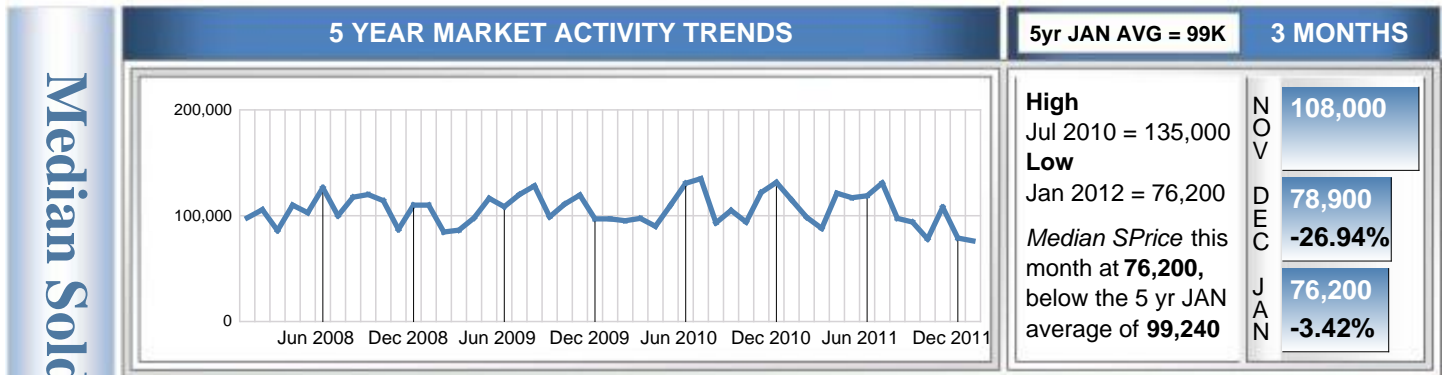
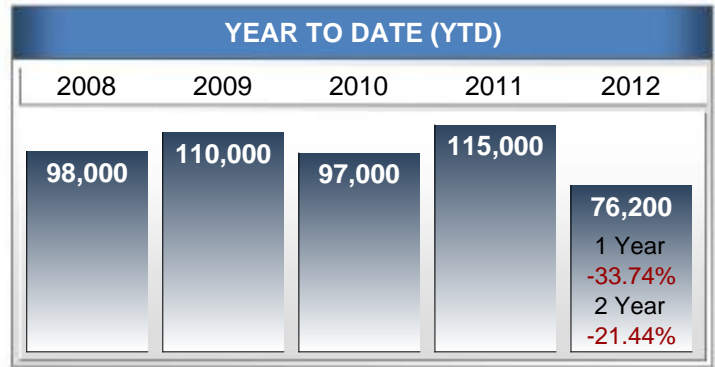
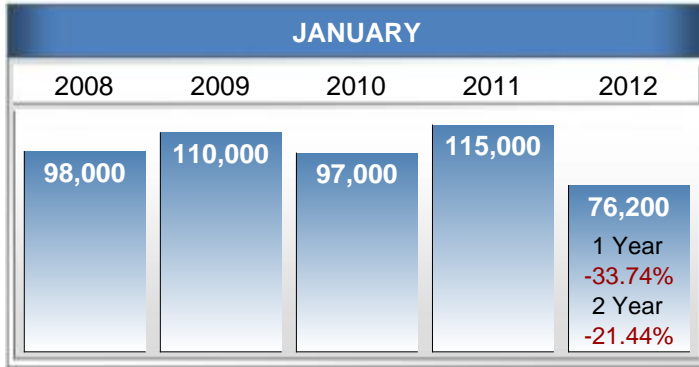
Closed Sales as of Feb 13, 2012



### Median Sold Price at Closing

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Area Delimited by County Of Washington



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+
\$10,000 and less	1			2.27%	8,100	0	8,100	0	0
\$10,001 - \$20,000	6			13.64%	12,500	11,000	19,900	0	0
\$20,001 - \$50,000	6			13.64%	30,858	29,615	32,100	0	0
\$50,001 - \$110,000	14			31.82%	71,250	74,500	68,750	89,000	0
\$110,001 - \$130,000	8			18.18%	119,250	115,000	120,000	130,000	112,500
\$130,001 - \$200,000	2			4.55%	156,700	0	0	156,700	0
\$200,001 and up	7			15.91%	211,000	0	211,000	207,500	397,200
Median Closed Price:		\$76,200				\$24,950	\$77,900	\$167,500	\$254,850
Total Closed Units:		44				12	23	7	2
Total Closed Volume:		4,457,921				415.77K	2.20M	1.33M	509.70K



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## January 2012

Closed Sales as of Feb 13, 2012



### Median Percent of List Price to Selling Price

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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+
\$10,000 and less	1	2.27%	81.82%	0.00%	81.82%	0.00%	0.00%
\$10,001 \$20,000	6	13.64%	80.04%	77.50%	82.58%	0.00%	0.00%
\$20,001 \$50,000	6	13.64%	100.03%	100.00%	107.36%	0.00%	0.00%
\$50,001 \$110,000	14	31.82%	95.78%	90.30%	95.78%	99.44%	0.00%
\$110,001 \$130,000	8	18.18%	98.16%	92.00%	98.92%	93.19%	98.02%
\$130,001 \$200,000	2	4.55%	92.62%	0.00%	0.00%	92.62%	0.00%
\$200,001 and up	7	15.91%	98.10%	0.00%	100.00%	96.27%	99.30%
Median List/Sell Ratio:	97.29%			96.98%	98.30%	96.27%	98.66%
Total Closed Units:	44			12	23	7	2
Total Closed Volume:	4,457,921			415.77K	2.20M	1.33M	509.70K

Median List/Sell Price

Ready to Buy or Sell Real Estate?  
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# Monthly Inventory Analysis

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## January 2012

Inventory as of Feb 13, 2012



### Market Summary

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	JANUARY			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	51	44	-13.73%	51	44	-13.73%
Pending Sales	68	67	-1.47%	68	67	-1.47%
New Listings	130	193	48.46%	130	193	48.46%
Median List Price	119,900	86,000	-28.27%	119,900	86,000	-28.27%
Median Sale Price	115,000	76,200	-33.74%	115,000	76,200	-33.74%
Median Percent of List Price to Selling Price	96.90%	97.29%	0.40%	96.90%	97.29%	0.40%
Median Days on Market to Sale	58.00	86.50	49.14%	58.00	86.50	49.14%
Monthly Inventory	596	631	5.87%	596	631	5.87%
Months Supply of Inventory	8.74	9.94	13.65%	8.74	9.94	13.65%

