



# September 2012

Area Delimited by County Of Washington

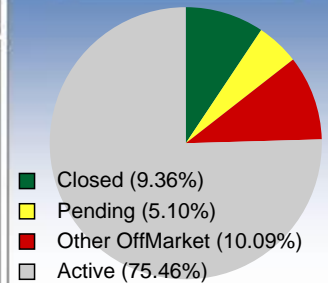


**Absorption:** Last 12 months, an Average of **67** Sales/Month

**Active Inventory** as of September 30, 2012 = **621**

	SEPTEMBER		
	2011	2012	+/- %
Closed Listings	71	77	8.45%
Pending Listings	45	42	-6.67%
New Listings	146	128	-12.33%
Average List Price	122,036	146,547	20.09%
Average Sale Price	117,689	143,033	21.53%
Average Percent of List Price to Selling Price	95.23%	96.90%	1.76%
Average Days on Market to Sale	47.30	51.75	9.42%
End of Month Inventory	642	621	-3.27%
Months Supply of Inventory	9.93	9.29	-6.41%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 15, 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 September 2012 decreased **3.27%** to 621 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **9.29** MSI for this period.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **21.53%** in September 2012 to \$143,033 versus the previous year at \$117,689.

### Average Days on Market Lengthens

The average number of **51.75** days that homes spent on the market before selling increased by 4.46 days or **9.42%** in September 2012 compared to last year's same month at **47.30** DOM.

### Sales Success for September 2012 is Positive

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

There were 128 New Listings in September 2012, down **12.33%** from last year at 146. Furthermore, there were 77 Closed Listings this month versus last year at 71, a **8.45%** increase.

Closed versus Listed trends yielded a **60.2%** ratio, up from last year's September 2012 at **48.6%**, a **23.70%** upswing. This will certainly create pressure on a decreasing Month's Supply of

## 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## Real Estate is Local

Inventory (MSI) in the following months to come.

### **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®

## September 2012

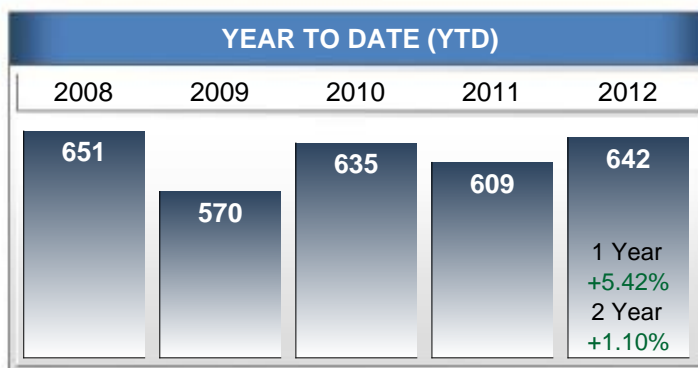
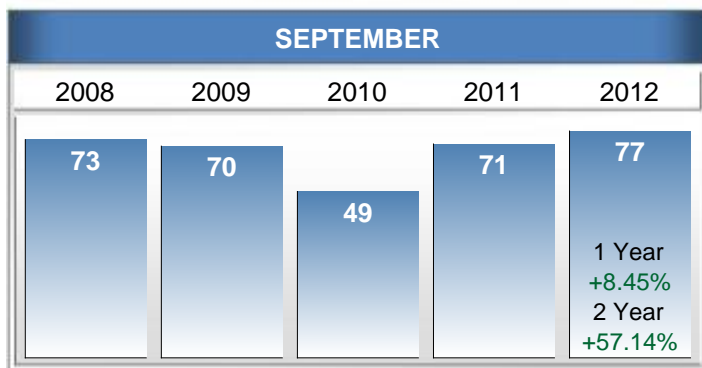
Closed Sales as of Oct 15, 2012



### Closed Listings

Report Produced on: Oct 15, 2012

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	8	10.39%	75.1	5	2	1	0		
\$30,001 - \$70,000	4	5.19%	33.5	1	3	0	0		
\$70,001 - \$100,000	16	20.78%	36.4	4	9	3	0		
\$100,001 - \$150,000	19	24.68%	42.7	1	14	4	0		
\$150,001 - \$190,000	10	12.99%	48.3	0	4	5	1		
\$190,001 - \$240,000	11	14.29%	75.5	2	3	5	1		
\$240,001 and up	9	11.69%	60.2	0	4	2	3		
Total Closed Units:				77	51.8	13	39	20	5
Total Closed Volume:				11,013,563		1.01M	5.11M	3.43M	1.47M
Average Closed Price:				\$143,033		\$77,396	\$131,048	\$171,382	\$293,780

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

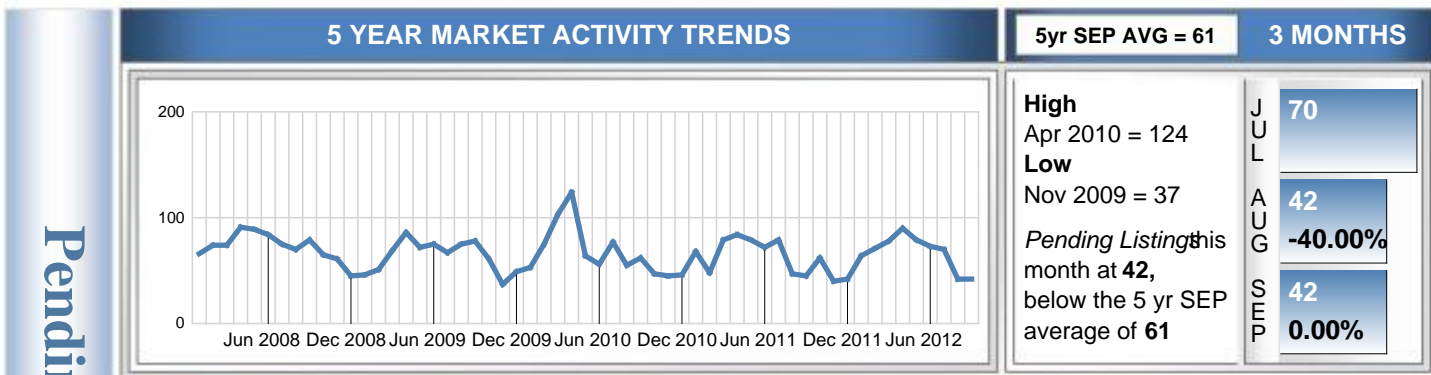
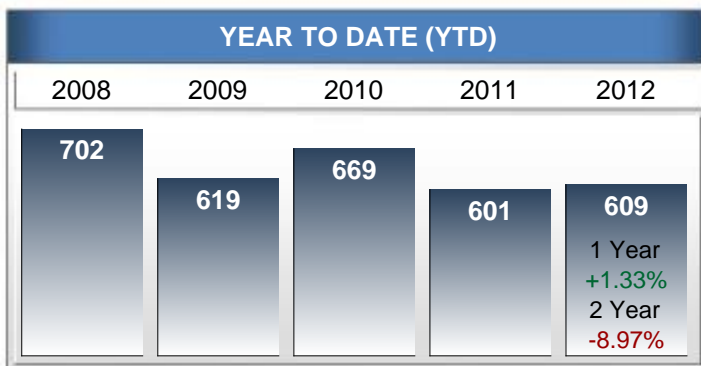
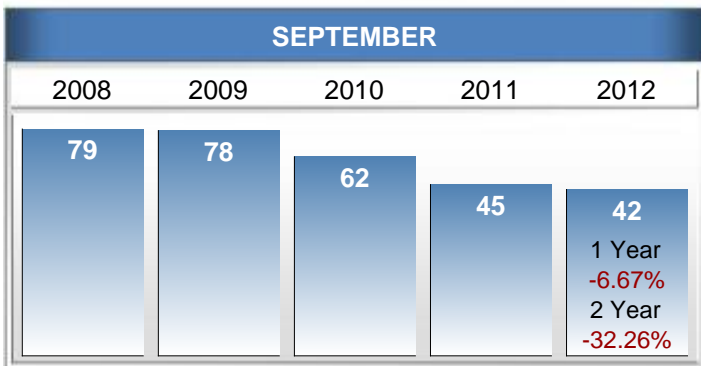
Pending Listings as of Oct 15, 2012



### Pending Listings

Report Produced on: Oct 15, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	4	9.52%	17.0	1	3	0	0		
\$25,001 \$50,000	2	4.76%	97.5	1	1	0	0		
\$50,001 \$75,000	9	21.43%	59.9	2	6	1	0		
\$75,001 \$150,000	11	26.19%	36.7	0	10	1	0		
\$150,001 \$200,000	6	14.29%	45.0	0	2	3	1		
\$200,001 \$225,000	2	4.76%	67.0	0	1	1	0		
\$225,001 and up	8	19.05%	36.8	0	2	6	0		
Total Pending Units:				42	14.5	4	25	12	1
Total Pending Volume:				5,894,950		155.40K	2.68M	2.87M	189.90K
Average Listing Price:				\$157,500		\$38,850	\$107,266	\$239,000	\$189,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

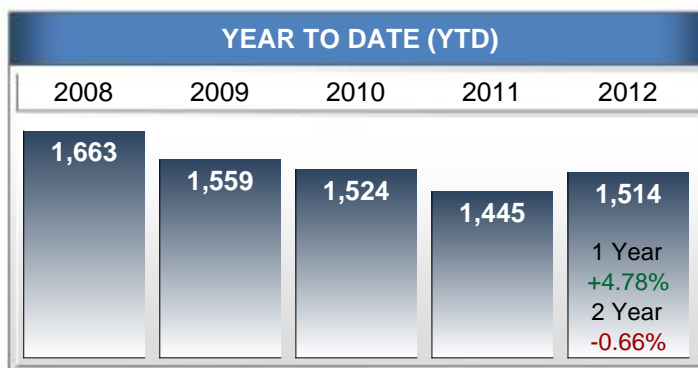
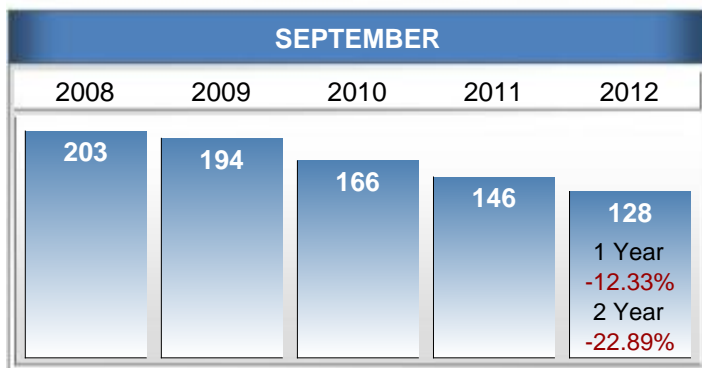
New Listings as of Oct 15, 2012



### New Listings

Report Produced on: Oct 15, 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+
\$25,000 and less	6	4.69%	3	3	0	0
\$25,001 - \$50,000	10	7.81%	7	2	1	0
\$50,001 - \$75,000	16	12.50%	6	10	0	0
\$75,001 - \$125,000	43	33.59%	9	32	2	0
\$125,001 - \$175,000	25	19.53%	4	10	10	1
\$175,001 - \$250,000	14	10.94%	1	6	6	1
\$250,001 and up	14	10.94%	0	2	10	2
Total New Listed Units:			30	65	29	4
Total New Listed Volume:			2.37M	7.66M	6.39M	1.11M
Average New Listed Listing Price:			\$79,076	\$117,837	\$220,400	\$277,425



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

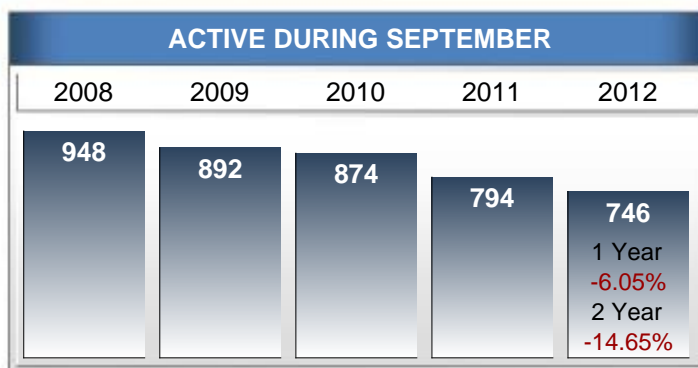
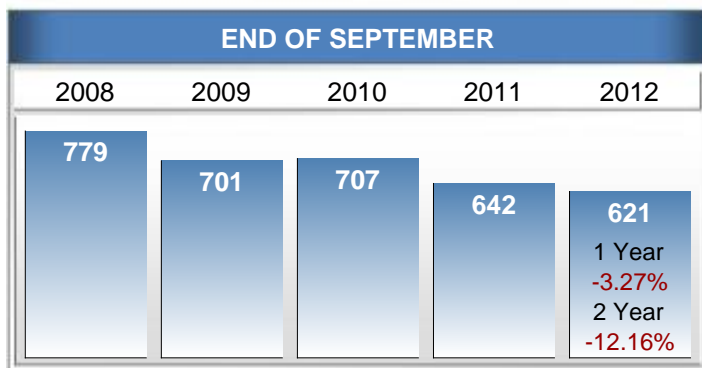
Active Inventory as of Oct 15, 2012



### Active Inventory

Report Produced on: Oct 15, 2012

Area Delimited by County Of Washington



Active Inventory

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**5yr SEP AVG = 690**     **3 MONTHS**

**High**  
Oct 2008 = 787

**Low**  
Feb 2011 = 543

*Inventory* this month at **621**, below the 5 yr SEP average of **690**

JUL	612
AUG	623
SEP	621
1.80%	
-0.32%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	18	2.90%	77.6	13	4	0	1
\$20,001 \$40,000	93	14.98%	104.1	89	4	0	0
\$40,001 \$70,000	107	17.23%	77.1	73	33	1	0
\$70,001 \$120,000	157	25.28%	74.9	61	78	17	1
\$120,001 \$180,000	102	16.43%	82.3	10	46	41	5
\$180,001 \$260,000	82	13.20%	81.3	5	39	38	0
\$260,001 and up	62	9.98%	85.8	5	6	36	15
Total Active Inventory by Units:		621	82.9	256	210	133	22
Total Active Inventory by Volume:		82,336,141		18.21M	26.70M	29.93M	7.50M
Average Active Inventory Listing Price:		\$132,586		\$71,125	\$127,150	\$225,038	\$340,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

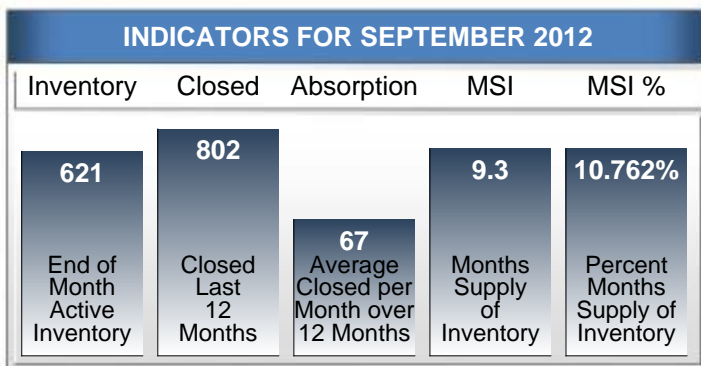
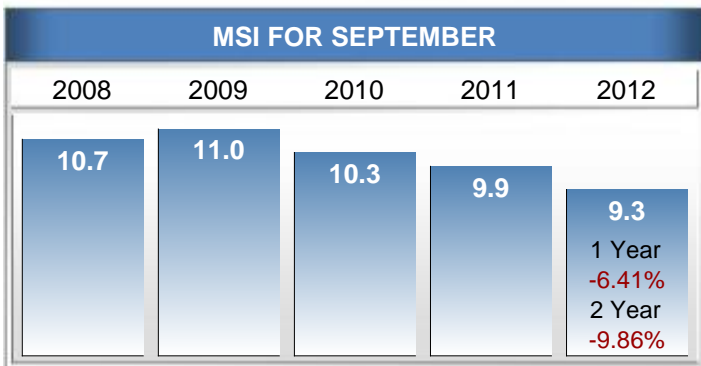
Active Inventory as of Oct 15, 2012



### Months Supply of Inventory

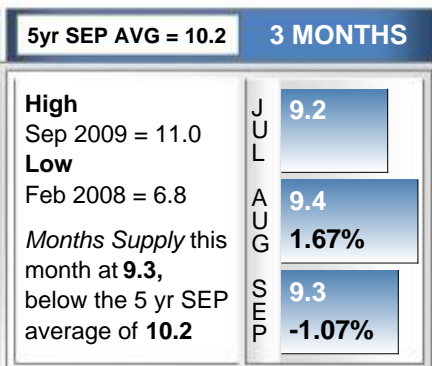
Report Produced on: Oct 15, 2012

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	18	2.90%	5.0	6.8	2.5	0.0	0.0
\$20,001 \$40,000	93	14.98%	19.2	41.1	1.6	0.0	0.0
\$40,001 \$70,000	107	17.23%	10.5	24.3	5.4	1.2	0.0
\$70,001 \$120,000	157	25.28%	8.8	26.1	6.2	6.2	6.0
\$120,001 \$180,000	102	16.43%	7.8	12.0	5.9	10.3	12.0
\$180,001 \$260,000	82	13.20%	7.0	20.0	12.3	5.1	0.0
\$260,001 and up	62	9.98%	11.1	0.0	7.2	10.5	11.3
MSI:			9.3	24.4	6.0	7.1	7.8
Total Active Inventory:			621	256	210	133	22



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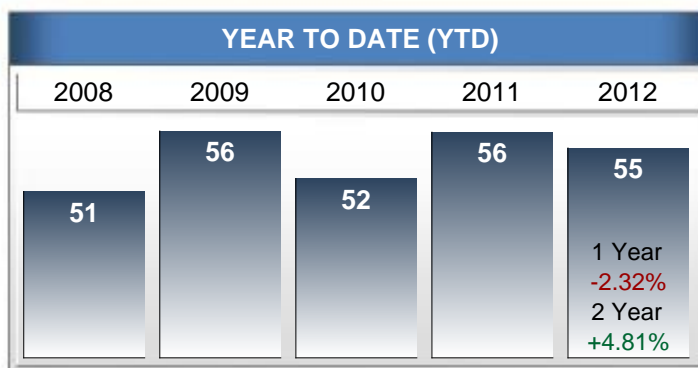
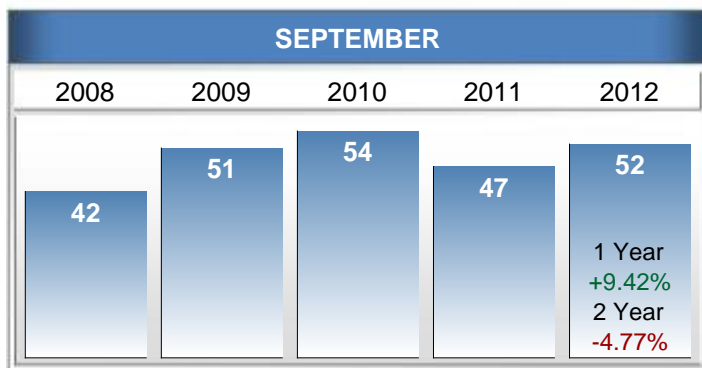
Closed Sales as of Oct 15, 2012



### Average Days on Market to Sale

Report Produced on: Oct 15, 2012

Area Delimited by County Of Washington



Average Days on Market

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#### 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+
\$30,000 and less	8	10.39%	75.1	85.6	17.0	139.0	0.0
\$30,001 - \$70,000	4	5.19%	33.5	126.0	2.7	0.0	0.0
\$70,001 - \$100,000	16	20.78%	36.4	41.0	34.3	36.7	0.0
\$100,001 - \$150,000	19	24.68%	42.7	26.0	35.7	71.3	0.0
\$150,001 - \$190,000	10	12.99%	48.3	0.0	61.8	43.4	19.0
\$190,001 - \$240,000	11	14.29%	75.5	3.5	40.0	126.4	72.0
\$240,001 and up	9	11.69%	60.2	0.0	5.8	137.5	81.3
Average Closed DOM: 51.8				57.8	31.8	82.9	67.0
Total Closed Units: 77				13	39	20	5
Total Closed Volume: 11,013,563				1.01M	5.11M	3.43M	1.47M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2012

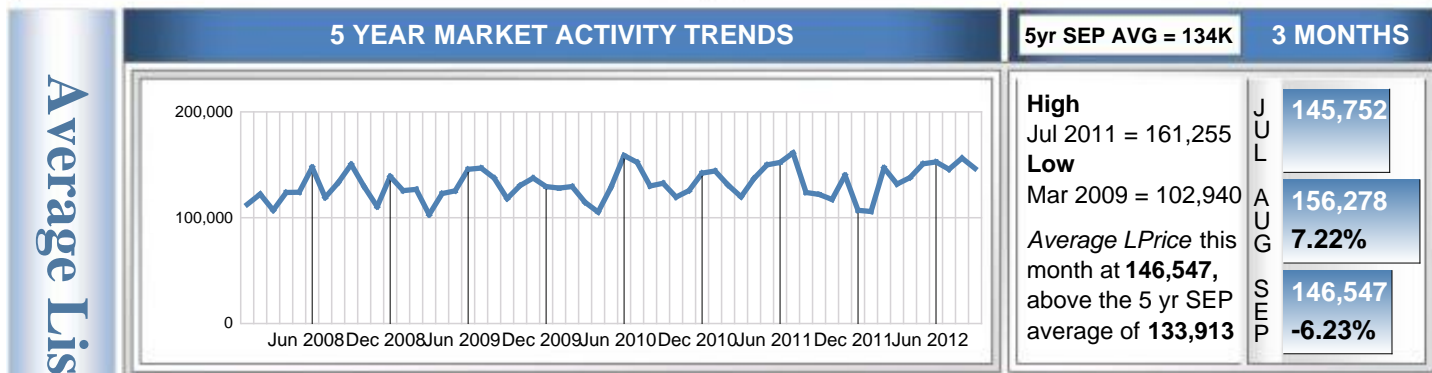
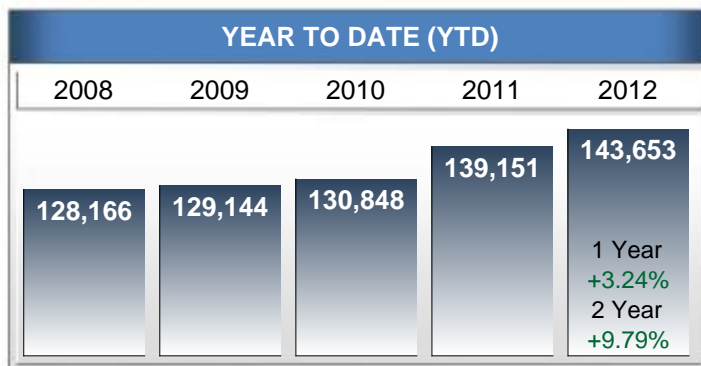
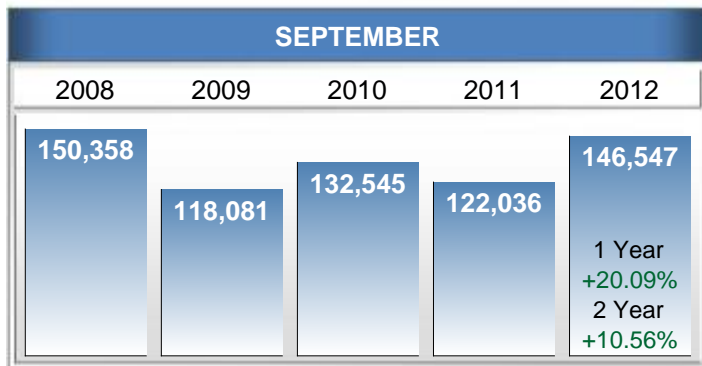
Closed Sales as of Oct 15, 2012



### Average List Price at Closing

Report Produced on: Oct 15, 2012

Area Delimited by County Of Washington



Average List Price

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#### 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+
\$30,000 and less	6		7.79%	21,300	24,960	26,000	20,000	0
\$30,001 - \$70,000	6		7.79%	45,550	49,000	51,767	0	0
\$70,001 - \$100,000	16		20.78%	86,631	84,100	89,689	80,833	0
\$100,001 - \$150,000	20		25.97%	125,333	115,000	126,829	125,831	0
\$150,001 - \$190,000	7		9.09%	170,743	0	180,925	162,527	169,000
\$190,001 - \$240,000	14		18.18%	218,311	209,351	221,600	226,560	218,750
\$240,001 and up	8		10.39%	342,338	0	261,450	389,000	379,600
Average List Price:		\$146,547			\$80,300	\$133,959	\$174,463	\$305,310
Total Closed Units:		77			13	39	20	5
Total List Volume:		11,284,113			1.04M	5.22M	3.49M	1.53M



# Monthly Inventory Analysis

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## September 2012

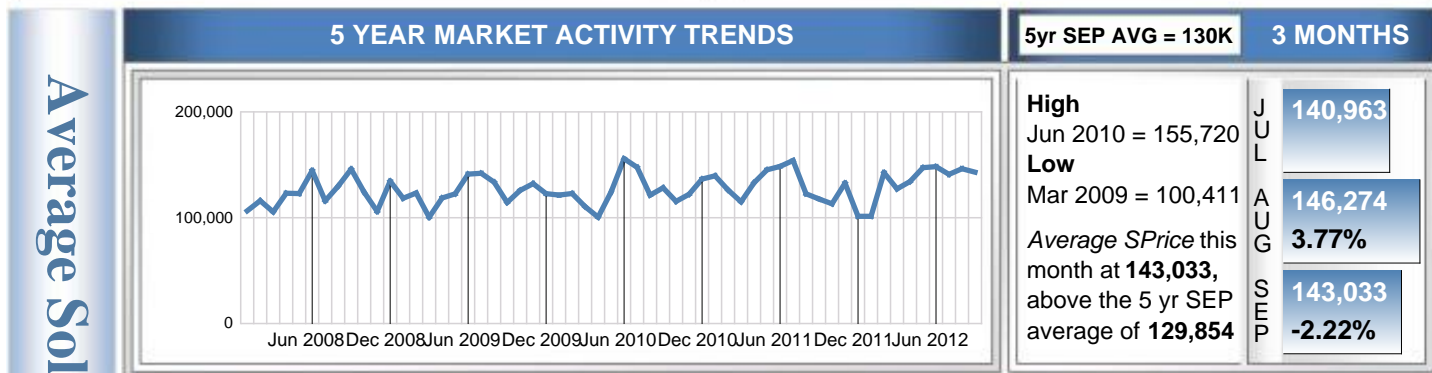
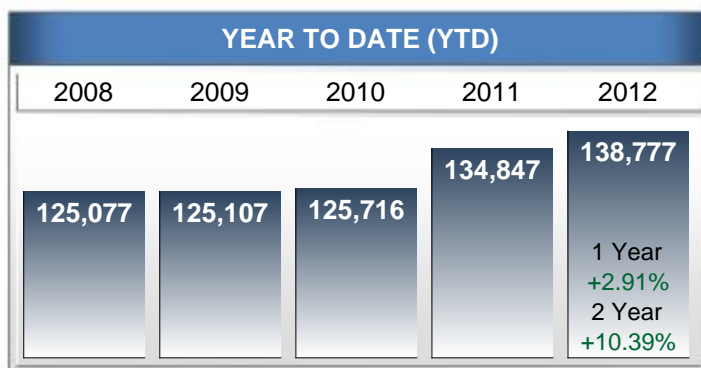
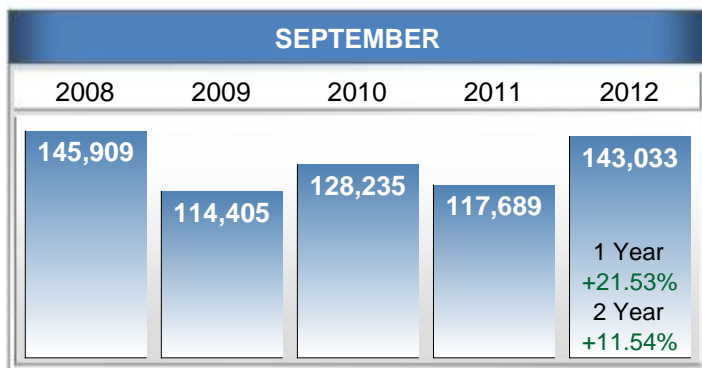
Closed Sales as of Oct 15, 2012



### Average Sold Price at Closing

Report Produced on: Oct 15, 2012

Area Delimited by County Of Washington



Average Sold Price

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#### 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+
\$30,000 and less	8	10.39%	21,181	21,090	22,000	20,000	0
\$30,001 - \$70,000	4	5.19%	49,375	40,000	52,500	0	0
\$70,001 - \$100,000	16	20.78%	83,300	83,000	85,322	77,633	0
\$100,001 - \$150,000	19	24.68%	122,811	110,000	124,836	118,925	0
\$150,001 - \$190,000	10	12.99%	170,164	0	175,200	165,168	175,000
\$190,001 - \$240,000	11	14.29%	217,345	209,351	218,967	223,039	200,000
\$240,001 and up	9	11.69%	320,887	0	259,020	379,000	364,633
Average Closed Price:	\$143,033			\$77,396	\$131,048	\$171,382	\$293,780
Total Closed Units:	77			13	39	20	5
Total Closed Volume:	11,013,563			1.01M	5.11M	3.43M	1.47M



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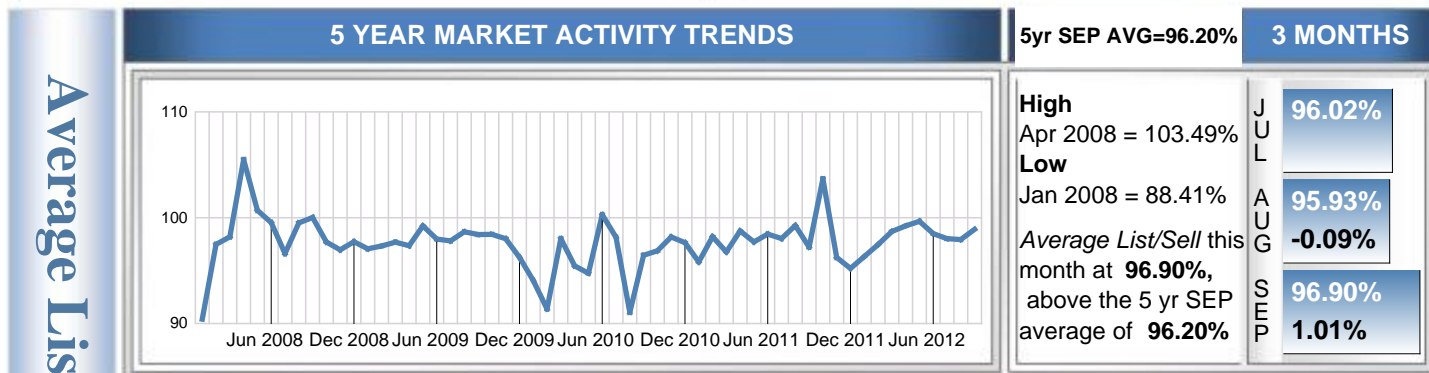
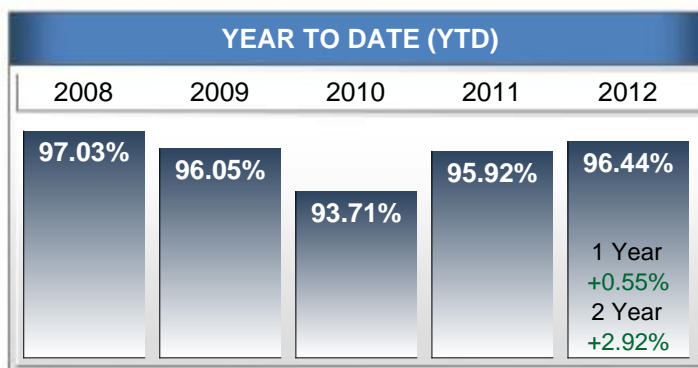
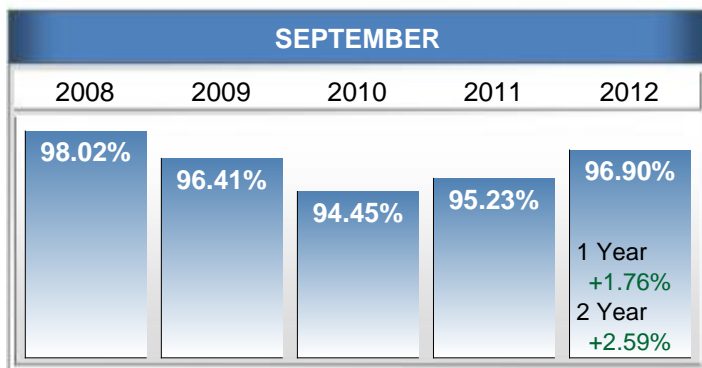
Closed Sales as of Oct 15, 2012



### Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Average List/Sell Price

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#### 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+
\$30,000 and less	8	10.39%	87.99%	85.90%	87.21%	100.00%	0.00%
\$30,001 \$70,000	4	5.19%	96.71%	81.63%	101.74%	0.00%	0.00%
\$70,001 \$100,000	16	20.78%	96.20%	98.68%	95.14%	96.07%	0.00%
\$100,001 \$150,000	19	24.68%	97.49%	95.65%	98.45%	94.59%	0.00%
\$150,001 \$190,000	10	12.99%	101.24%	0.00%	96.92%	104.23%	103.55%
\$190,001 \$240,000	11	14.29%	98.23%	100.00%	98.87%	98.50%	91.43%
\$240,001 and up	9	11.69%	98.47%	0.00%	99.24%	97.85%	97.84%
Average List/Sell Ratio: 96.90%				92.42%	97.32%	98.80%	97.70%
Total Closed Units: 77					13	39	20
Total Closed Volume: 11,013,563					1.01M	5.11M	3.43M



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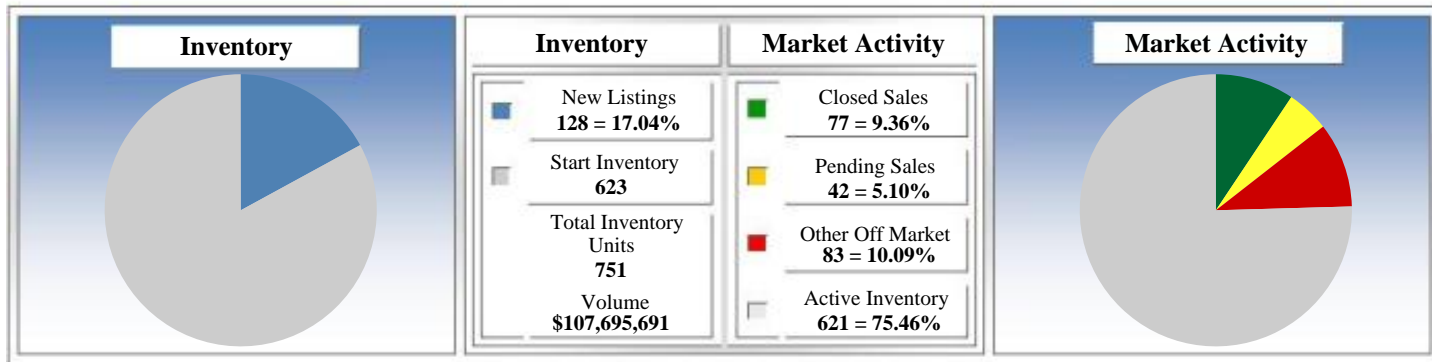
Inventory as of Oct 15, 2012



### Market Summary

Report Produced on: Oct 15, 2012

Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 67 Sales/Month

**Active Inventory** as of September 30, 2012 = 621

	SEPTEMBER			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	71	77	8.45%	609	642	5.42%
Pending Sales	45	42	-6.67%	601	609	1.33%
New Listings	146	128	-12.33%	1,445	1,514	4.78%
Average List Price	122,036	146,547	20.09%	139,151	143,653	3.24%
Average Sale Price	117,689	143,033	21.53%	134,847	138,777	2.91%
Average Percent of List Price to Selling Price	95.23%	96.90%	1.76%	95.92%	96.44%	0.55%
Average Days on Market to Sale	47.30	51.75	9.42%	56.02	54.72	-2.32%
Monthly Inventory	642	621	-3.27%	642	621	-3.27%
Months Supply of Inventory	9.93	9.29	-6.41%	9.93	9.29	-6.41%

