



September 2012

Area Delimited by County Of Washington

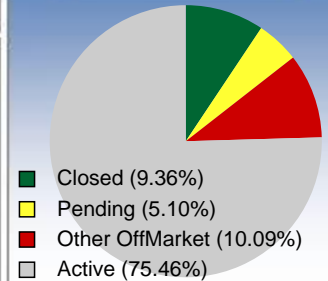


Absorption: Last 12 months, an Average of **67** Sales/Month

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%
Median List Price	99,900	125,000	25.13%
Median Sale Price	94,000	125,500	33.51%
Median Percent of List Price to Selling Price	97.01%	98.08%	1.09%
Median Days on Market to Sale	39.00	43.00	10.26%
End of Month Inventory	642	621	-3.27%
Months Supply of Inventory	9.93	9.29	-6.41%

Market Activity



Report Produced on: Oct 15, 2012

Monthly Inventory Analysis

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.

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 **33.51%** in September 2012 to \$125,500 versus the previous year at \$94,000.

Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 4.00 days or **10.26%** in September 2012 compared to last year's same month at **39.00** DOM.

Sales Success for September 2012 is Positive

Overall, with Median 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 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

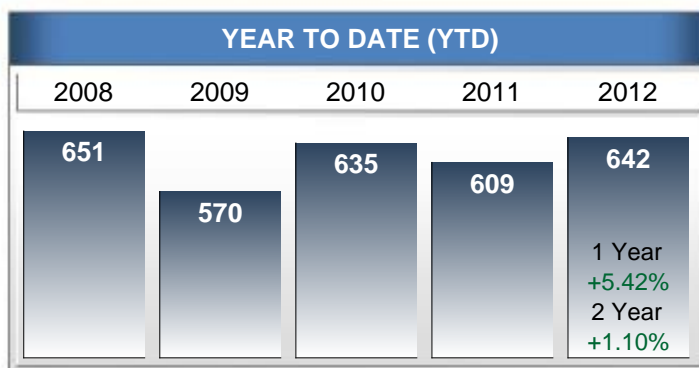
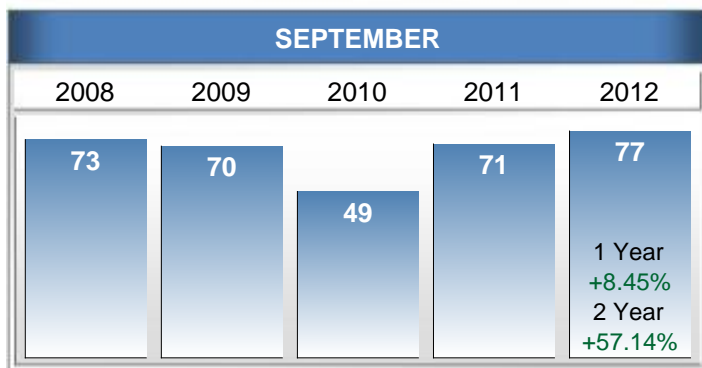
Closed Sales as of Oct 15, 2012



Closed Listings

Report Produced on: Oct 15, 2012

Area Delimited by County Of Washington



Closed Listings

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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+		
\$30,000 and less	8	10.39%	70.5	5	2	1	0		
\$30,001 - \$70,000	4	5.19%	3.0	1	3	0	0		
\$70,001 - \$100,000	16	20.78%	30.5	4	9	3	0		
\$100,001 - \$150,000	19	24.68%	33.0	1	14	4	0		
\$150,001 - \$190,000	10	12.99%	51.5	0	4	5	1		
\$190,001 - \$240,000	11	14.29%	72.0	2	3	5	1		
\$240,001 and up	9	11.69%	50.0	0	4	2	3		
Total Closed Units:				77	43.0	13	39	20	5
Total Closed Volume:				11,013,563		1.01M	5.11M	3.43M	1.47M
Median Closed Price:				\$125,500		\$74,000	\$124,500	\$154,950	\$243,900



Monthly Inventory Analysis

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September 2012

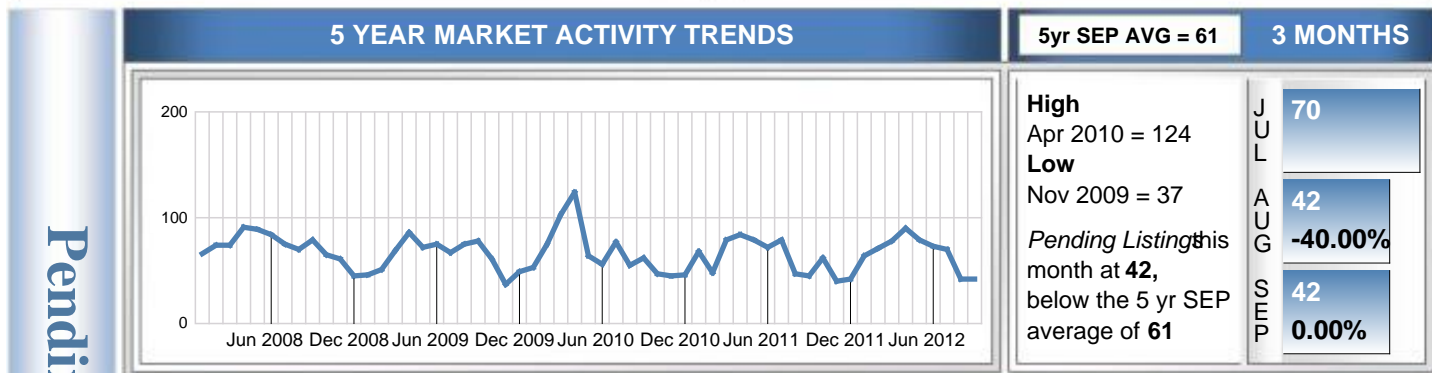
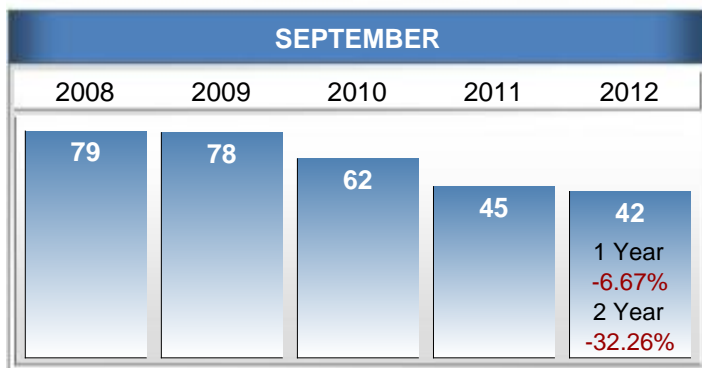
Pending Listings as of Oct 15, 2012



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	3	7.14%	9.0	1	2	0	0		
\$20,001 \$50,000	3	7.14%	43.0	1	2	0	0		
\$50,001 \$70,000	6	14.29%	62.5	2	3	1	0		
\$70,001 \$160,000	14	33.33%	35.5	0	13	1	0		
\$160,001 \$200,000	6	14.29%	29.5	0	2	3	1		
\$200,001 \$240,000	4	9.52%	19.5	0	2	2	0		
\$240,001 and up	6	14.29%	38.0	0	1	5	0		
Total Pending Units:				42	29.5	4	25	12	1
Total Pending Volume:				5,894,950		155,40K	2.68M	2.87M	189.90K
Median Listing Price:				\$113,950		\$42,750	\$97,500	\$221,500	\$189,900



Monthly Inventory Analysis

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September 2012

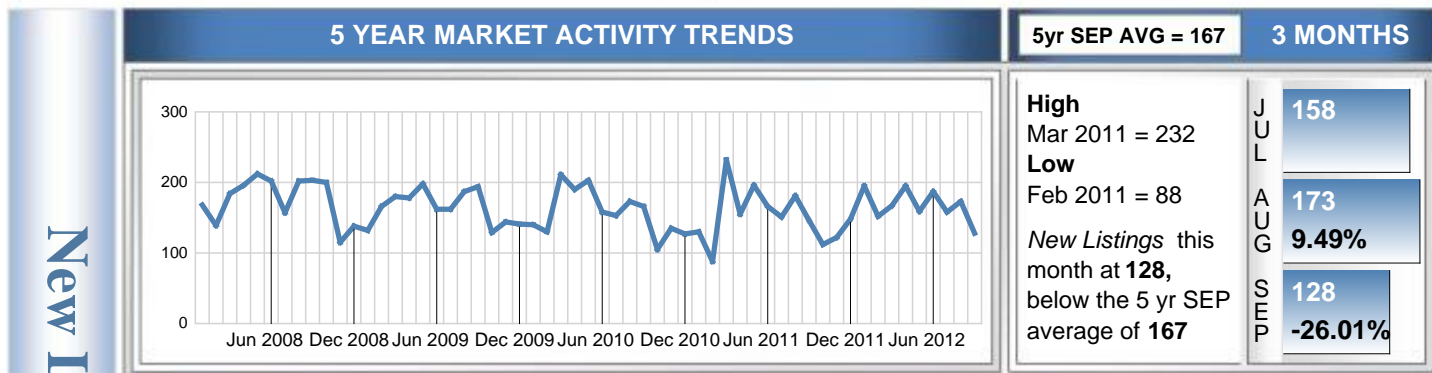
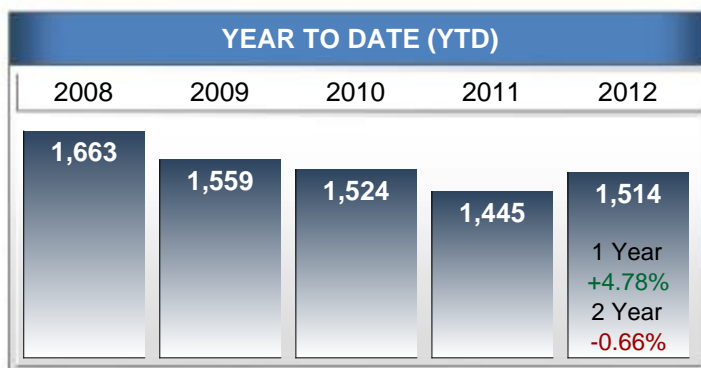
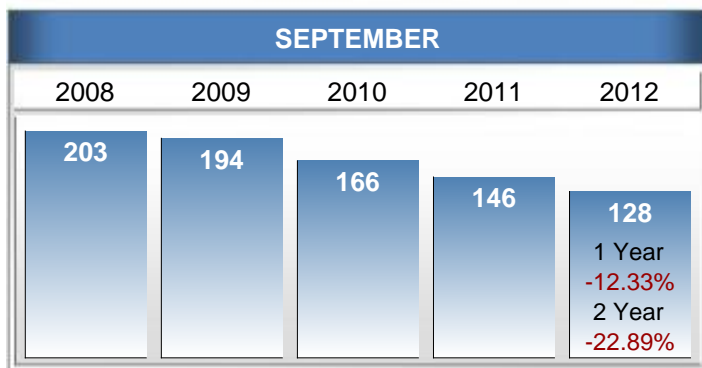
New Listings as of Oct 15, 2012



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+	
\$40,000 and less	10	7.81%	6	4	0	0	
\$40,001 - \$70,000	18	14.06%	8	9	1	0	
\$70,001 - \$90,000	17	13.28%	9	8	0	0	
\$90,001 - \$140,000	34	26.56%	3	28	3	0	
\$140,001 - \$170,000	18	14.06%	3	6	8	1	
\$170,001 - \$250,000	17	13.28%	1	8	7	1	
\$250,001 and up	14	10.94%	0	2	10	2	
Total New Listed Units:			128	30	65	29	4
Total New Listed Volume:			17,532,991	2.37M	7.66M	6.39M	1.11M
Median New Listed Listing Price:			\$115,000	\$73,500	\$104,900	\$199,000	\$229,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

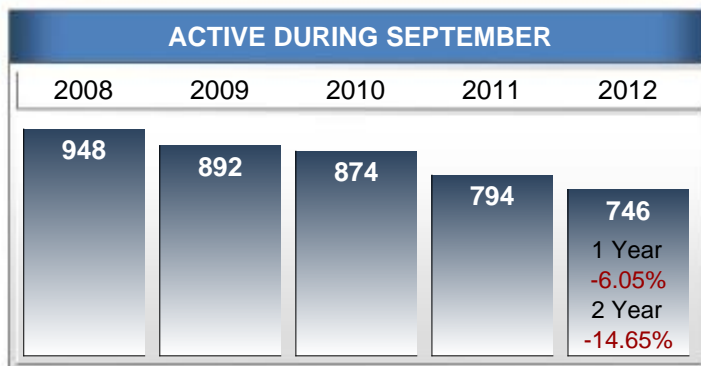
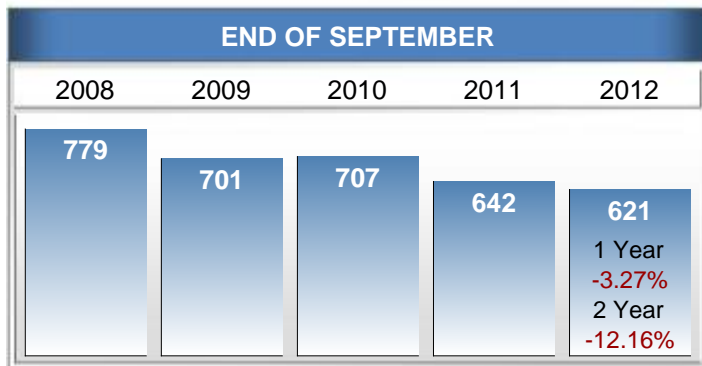
Active Inventory as of Oct 15, 2012



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	18	2.90%	75.5	13	4	0	1		
\$20,001 \$40,000	93	14.98%	116.0	89	4	0	0		
\$40,001 \$70,000	107	17.23%	90.0	73	33	1	0		
\$70,001 \$120,000	157	25.28%	74.0	61	78	17	1		
\$120,001 \$180,000	102	16.43%	70.5	10	46	41	5		
\$180,001 \$260,000	82	13.20%	80.0	5	39	38	0		
\$260,001 and up	62	9.98%	88.5	5	6	36	15		
Total Active Inventory by Units:				621	80.0	256	210	133	22
Total Active Inventory by Volume:				82,336,141		18.21M	26.70M	29.93M	7.50M
Median Active Inventory Listing Price:				\$95,000		\$50,000	\$110,000	\$195,000	\$346,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

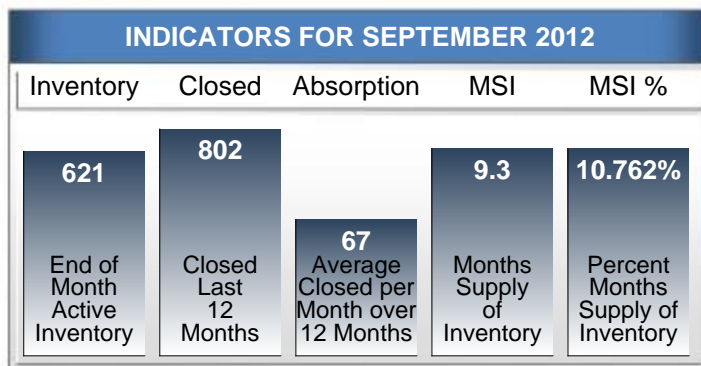
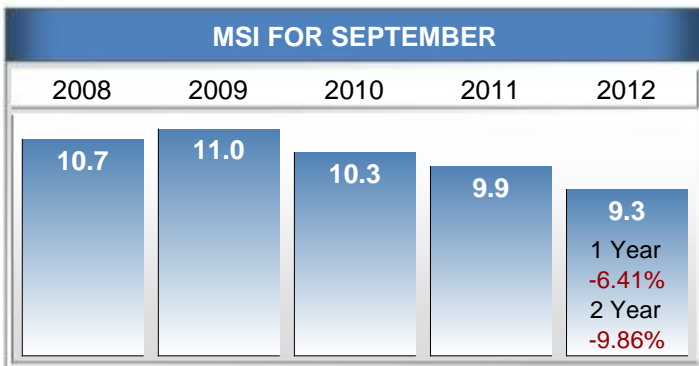
Active Inventory as of Oct 15, 2012



Months Supply of Inventory

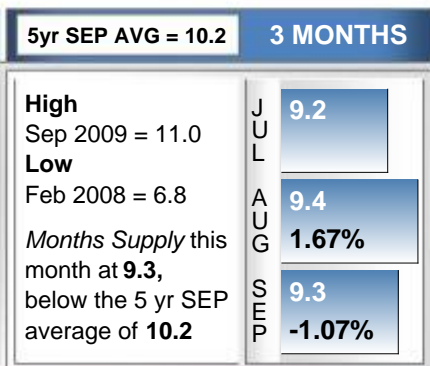
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Area Delimited by County Of Washington



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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2012

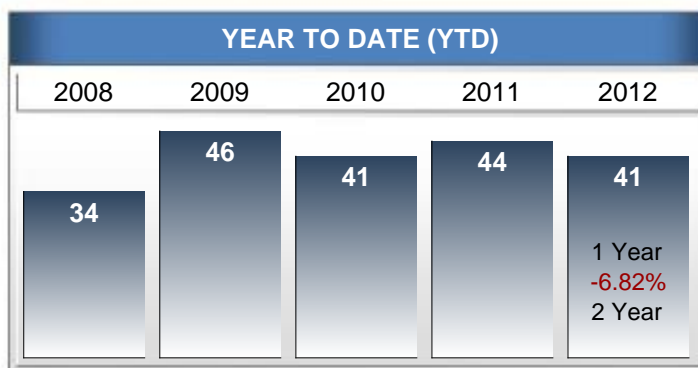
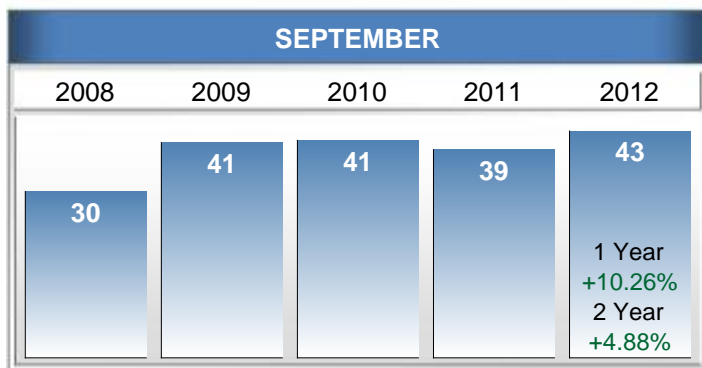
Closed Sales as of Oct 15, 2012



Median Days on Market to Sale

Report Produced on: Oct 15, 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+
\$30,000 and less	8			10.39%	70.5	86.0	17.0	139.0	0.0
\$30,001 - \$70,000	4			5.19%	3.0	126.0	3.0	0.0	0.0
\$70,001 - \$100,000	16			20.78%	30.5	37.5	26.0	31.0	0.0
\$100,001 - \$150,000	19			24.68%	33.0	26.0	38.0	68.5	0.0
\$150,001 - \$190,000	10			12.99%	51.5	0.0	56.5	33.0	19.0
\$190,001 - \$240,000	11			14.29%	72.0	3.5	32.0	141.0	72.0
\$240,001 and up	9			11.69%	50.0	0.0	4.5	137.5	60.0
Median Closed DOM:	43.0					45.0	26.0	84.0	60.0
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

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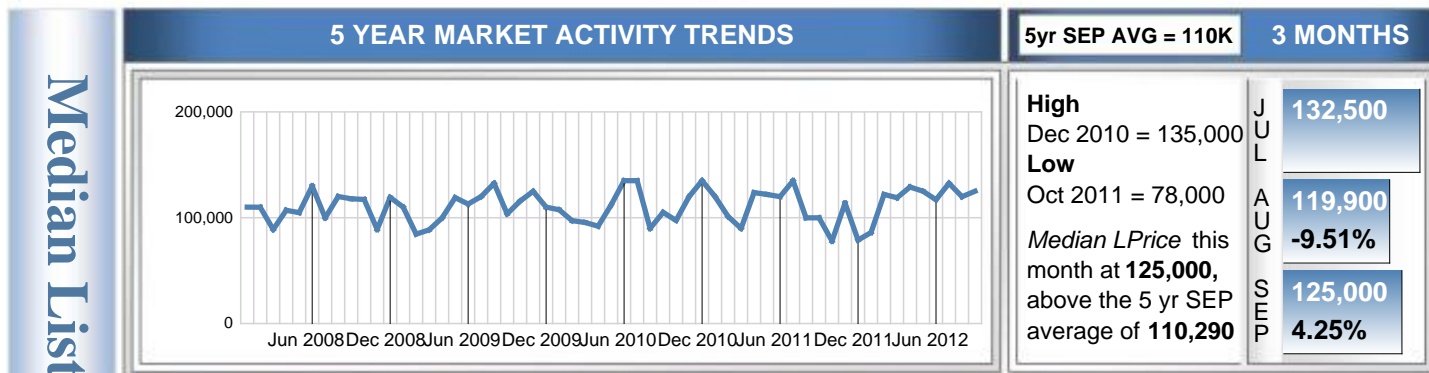
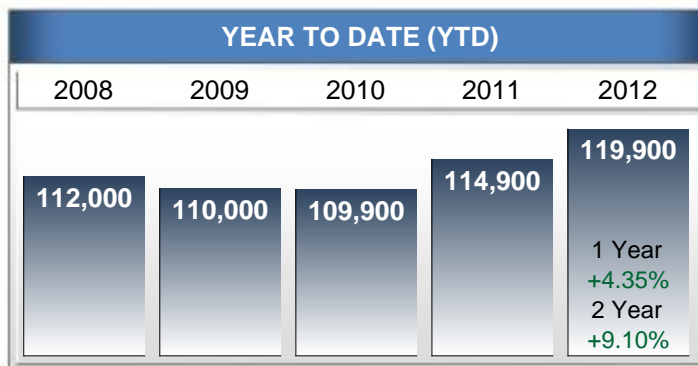
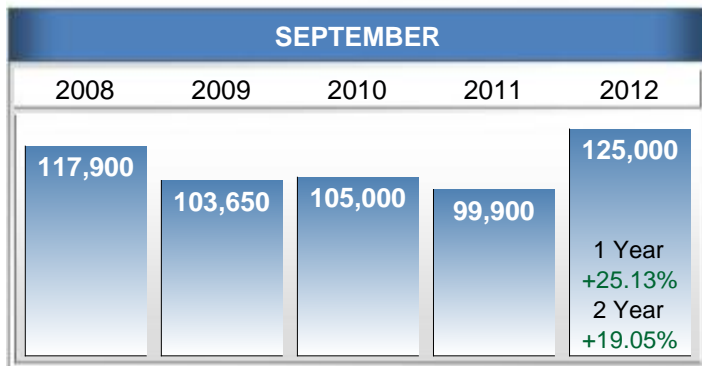
Closed Sales as of Oct 15, 2012



Median List Price at Closing

Report Produced on: Oct 15, 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+
\$30,000 and less	6		7.79%	23,750	27,500	15,000	20,000	0
\$30,001 - \$70,000	6		7.79%	45,200	40,500	45,200	0	0
\$70,001 - \$100,000	16		20.78%	86,500	81,200	89,900	78,500	0
\$100,001 - \$150,000	20		25.97%	124,750	115,000	129,900	124,425	0
\$150,001 - \$190,000	7		9.09%	169,000	0	179,000	164,900	169,000
\$190,001 - \$240,000	14		18.18%	221,285	209,351	229,900	220,000	229,325
\$240,001 and up	8		10.39%	299,900	0	265,000	313,000	449,450
Median List Price:		\$125,000			\$75,000	\$124,500	\$159,950	\$239,900
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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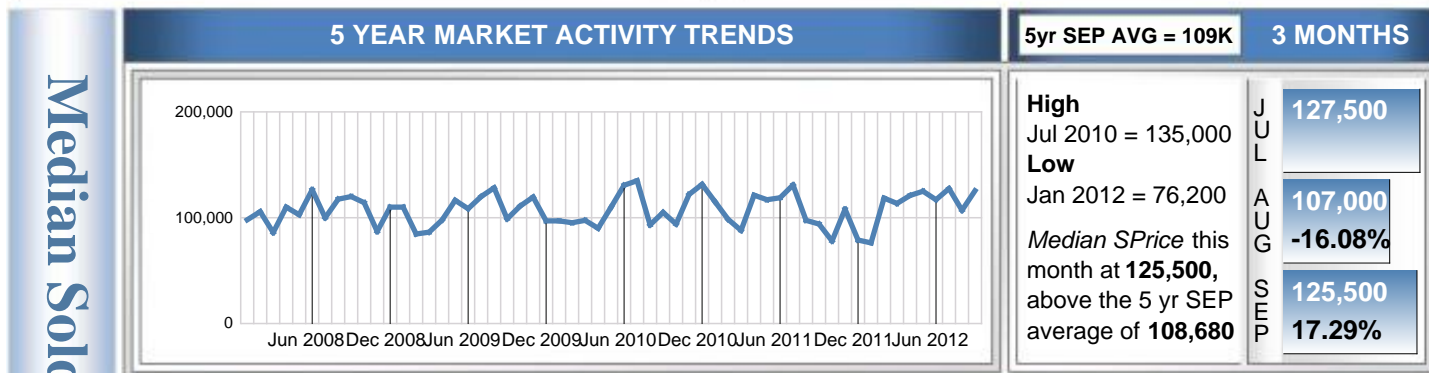
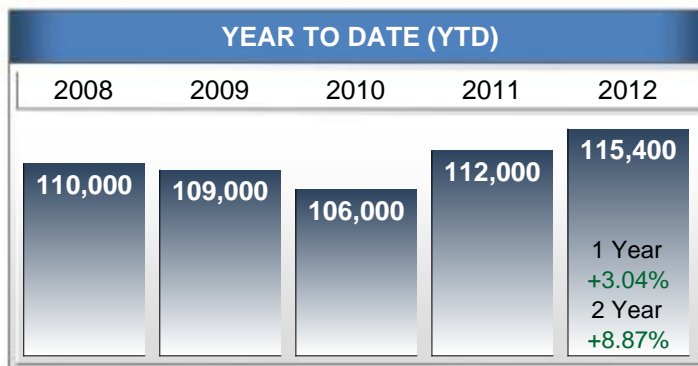
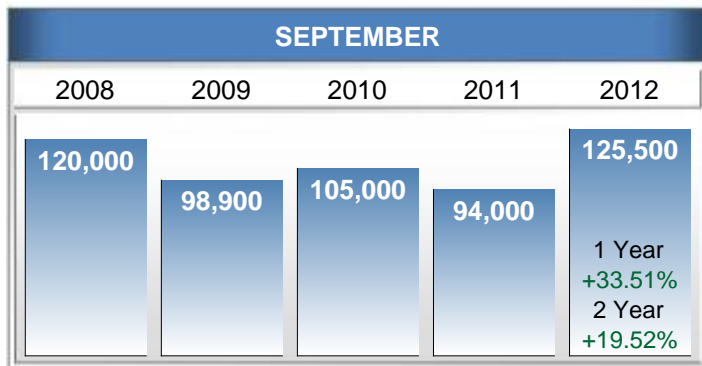
Closed Sales as of Oct 15, 2012



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+
\$30,000 and less	8	10.39%	22,000	24,000	22,000	20,000	0
\$30,001 - \$70,000	4	5.19%	46,750	40,000	50,000	0	0
\$70,001 - \$100,000	16	20.78%	82,798	79,500	88,000	76,000	0
\$100,001 - \$150,000	19	24.68%	124,500	110,000	126,750	115,000	0
\$150,001 - \$190,000	10	12.99%	172,450	0	174,450	156,000	175,000
\$190,001 - \$240,000	11	14.29%	222,570	209,351	229,900	229,900	200,000
\$240,001 and up	9	11.69%	299,900	0	246,450	379,000	300,000
Median Closed Price:	\$125,500			\$74,000	\$124,500	\$154,950	\$243,900
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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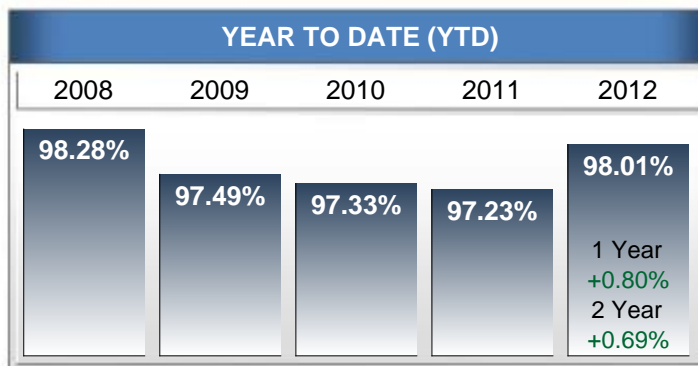
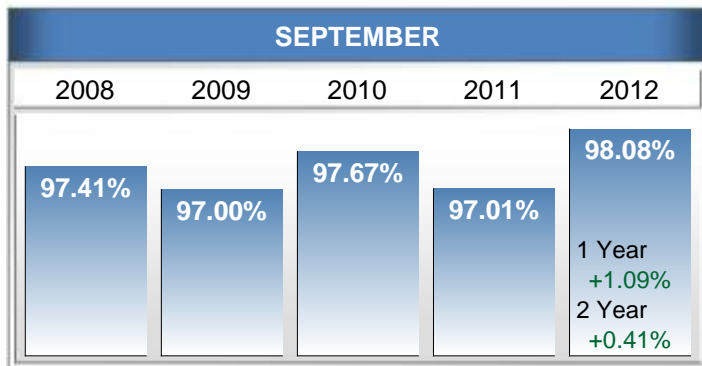
Closed Sales as of Oct 15, 2012



Median Percent of List Price to Selling Price

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Median List/Sell 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+
\$30,000 and less	8	10.39%	90.30%	87.27%	87.21%	100.00%	0.00%
\$30,001 - \$70,000	4	5.19%	99.31%	81.63%	100.00%	0.00%	0.00%
\$70,001 - \$100,000	16	20.78%	96.41%	99.39%	95.80%	96.00%	0.00%
\$100,001 - \$150,000	19	24.68%	98.08%	95.65%	99.04%	95.93%	0.00%
\$150,001 - \$190,000	10	12.99%	98.56%	0.00%	96.62%	98.87%	103.55%
\$190,001 - \$240,000	11	14.29%	100.00%	100.00%	99.49%	100.00%	91.43%
\$240,001 and up	9	11.69%	100.00%	0.00%	99.60%	97.85%	100.03%
Median List/Sell Ratio:	98.08%			94.30%	98.54%	96.59%	100.03%
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

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September 2012

Inventory as of Oct 15, 2012



Market Summary

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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%
Median List Price	99,900	125,000	25.13%	114,900	119,900	4.35%
Median Sale Price	94,000	125,500	33.51%	112,000	115,400	3.04%
Median Percent of List Price to Selling Price	97.01%	98.08%	1.09%	97.23%	98.01%	0.80%
Median Days on Market to Sale	39.00	43.00	10.26%	44.00	41.00	-6.82%
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%

