



April 2012

Area Delimited by County Of Washington

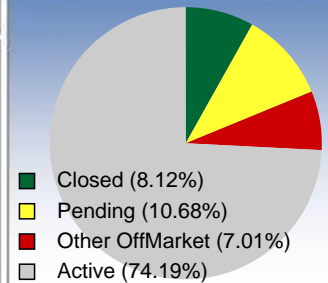


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of April 30, 2012 = **667**

	APRIL		
	2011	2012	+/- %
Closed Listings	80	73	-8.75%
Pending Listings	84	96	14.29%
New Listings	155	195	25.81%
Average List Price	137,138	137,904	0.56%
Average Sale Price	133,025	134,174	0.86%
Average Percent of List Price to Selling Price	96.75%	97.23%	0.49%
Average Days on Market to Sale	63.30	46.53	-26.49%
End of Month Inventory	587	667	13.63%
Months Supply of Inventory	9.10	10.18	11.89%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 23, 2012

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2012 rose **13.63%** to 667 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **10.18** 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 **0.86%** in April 2012 to \$134,174 versus the previous year at \$133,025.

Average Days on Market Shortens

The average number of **46.53** days that homes spent on the market before selling decreased by 16.77 days or **26.49%** in April 2012 compared to last year's same month at **63.30** DOM.

Sales Success for April 2012 is Positive

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

There were 195 New Listings in April 2012, up **25.81%** from last year at 155. Furthermore, there were 73 Closed Listings this month versus last year at 80, a **-8.75%** decrease.

Closed versus Listed trends yielded a **37.4%** ratio, down from last year's April 2012 at **51.6%**, a **27.47%** downswing. This will certainly create pressure on an increasing 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®

April 2012

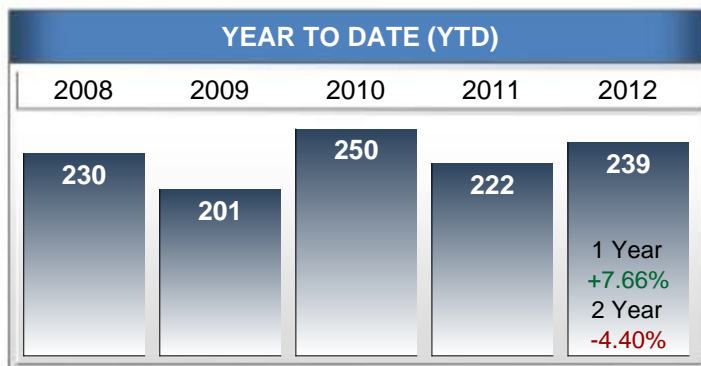
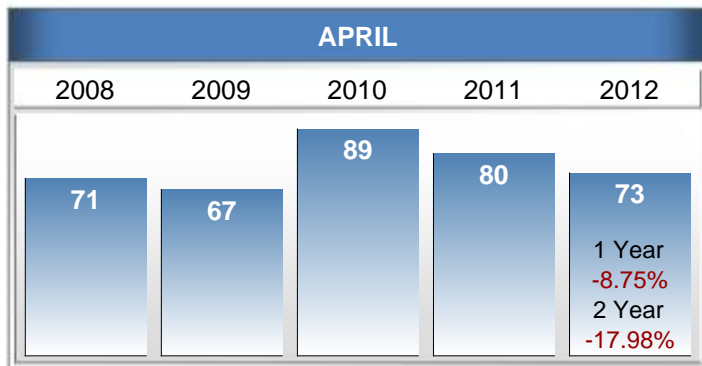
Closed Sales as of May 23, 2012



Closed Listings

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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	6	8.22%	17.3	3	2	1	0
\$30,001 - \$60,000	10	13.70%	89.4	3	6	0	1
\$60,001 - \$90,000	9	12.33%	30.8	1	7	1	0
\$90,001 - \$130,000	20	27.40%	45.6	2	13	4	1
\$130,001 - \$210,000	12	16.44%	24.9	0	4	8	0
\$210,001 - \$240,000	7	9.59%	61.3	0	1	6	0
\$240,001 and up	9	12.33%	53.6	0	1	6	2
Total Closed Units:	73		46.5	9	34	26	4
Total Closed Volume:	9,794,725			532.00K	3.38M	5.10M	783.00K
Average Closed Price:	\$134,174			\$59,111	\$99,479	\$196,055	\$195,750

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

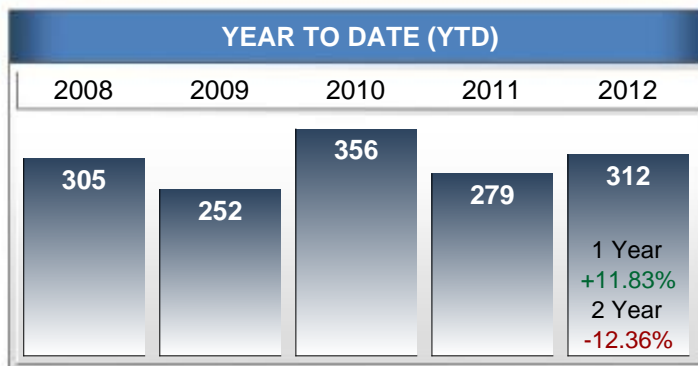
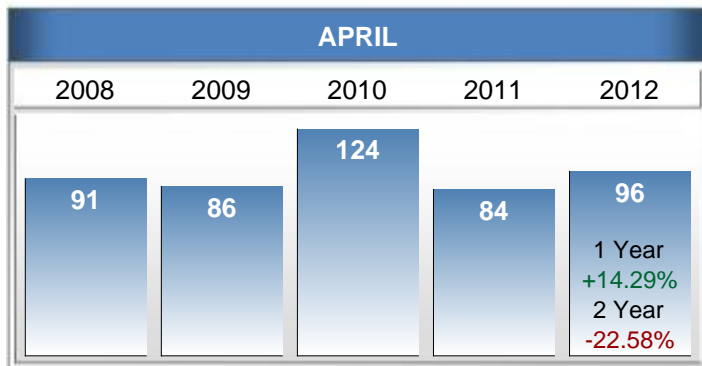
Pending Listings as of May 23, 2012



Pending Listings

Report Produced on: May 23, 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+		
\$50,000 and less	8	8.33%	39.3	3	5	0	0		
\$50,001 - \$70,000	12	12.50%	51.3	3	7	1	1		
\$70,001 - \$90,000	13	13.54%	50.6	3	9	1	0		
\$90,001 - \$140,000	26	27.08%	31.9	2	20	4	0		
\$140,001 - \$180,000	14	14.58%	38.1	0	10	4	0		
\$180,001 - \$240,000	13	13.54%	81.8	1	6	5	1		
\$240,001 and up	10	10.42%	35.4	0	0	8	2		
Total Pending Units:				96	39.9	12	57	23	4
Total Pending Volume:				13,209,057		937.35K	6.42M	4.66M	1.20M
Average Listing Price:				\$129,172		\$78,112	\$112,550	\$202,463	\$299,925



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

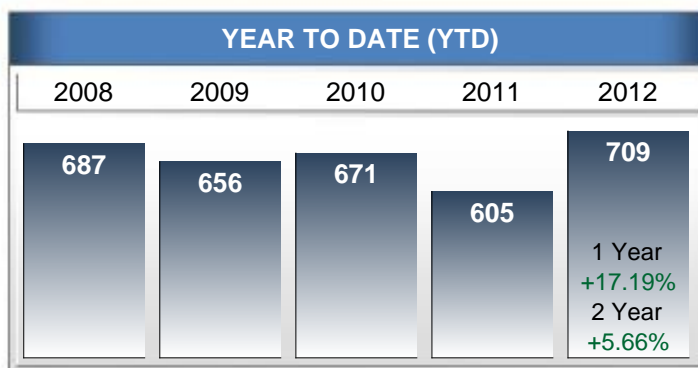
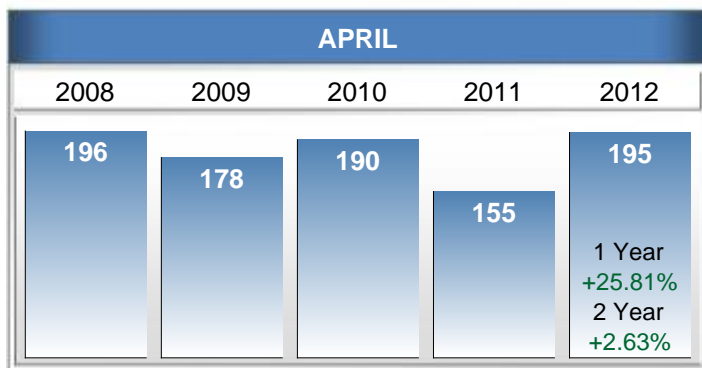
New Listings as of May 23, 2012



New Listings

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



New Listings
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5yr APR AVG = 183 **3 MONTHS**

High
Mar 2011 = 232

Low
Feb 2011 = 88

New Listings this month at **195**, above the 5 yr APR average of **183**

FEB	152
MAR	167
APR	195
9.87%	
16.77%	

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	14	7.18%	9	4	1	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	56	28.72%	39	15	1	1
\$75,001 - \$125,000	47	24.10%	8	30	8	1
\$125,001 - \$175,000	32	16.41%	0	24	7	1
\$175,001 - \$250,000	24	12.31%	2	6	16	0
\$250,001 and up	22	11.28%	1	2	18	1
Total New Listed Units:			59	81	51	4
Total New Listed Volume:			3.58M	9.79M	12.23M	843.90K
Average New Listed Listing Price:			\$60,651	\$120,834	\$239,857	\$210,975



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

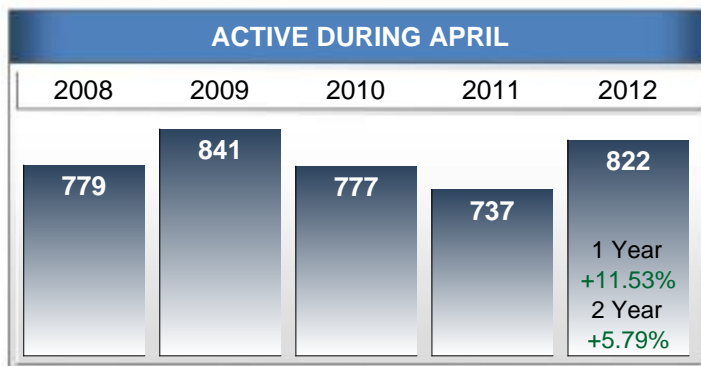
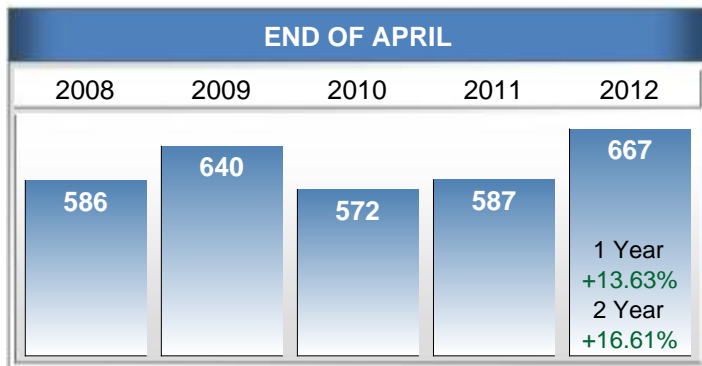
Active Inventory as of May 23, 2012



Active Inventory

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr APR AVG = 610 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 543

Inventory this month at **667**, above the 5 yr APR average of **610**

FEB	620
MAR	627
APR	1.13%
MAY	667
APR	6.38%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	13	1.95%	71.2	9	3	1	0
\$20,001 \$30,000	84	12.59%	70.3	78	5	0	1
\$30,001 \$50,000	98	14.69%	99.3	84	14	0	0
\$50,001 \$120,000	213	31.93%	83.8	114	82	15	2
\$120,001 \$180,000	95	14.24%	56.9	8	61	22	4
\$180,001 \$260,000	94	14.09%	70.2	6	32	55	1
\$260,001 and up	70	10.49%	75.6	8	11	32	19
Total Active Inventory by Units:		667	77.5	307	208	125	27
Total Active Inventory by Volume:		96,113,356		24.77M	29.83M	31.30M	10.21M
Average Active Inventory Listing Price:		\$144,098		\$80,674	\$143,419	\$250,413	\$378,285



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

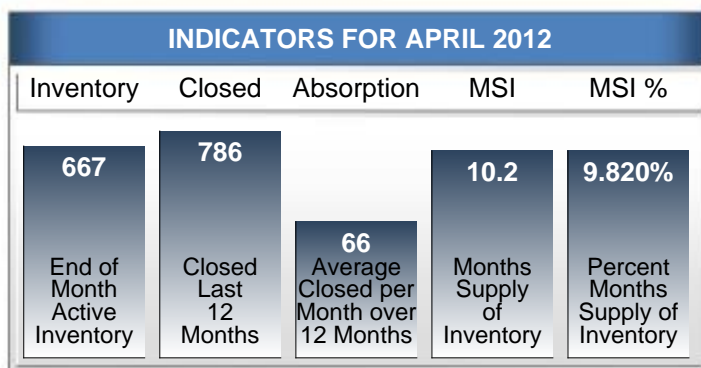
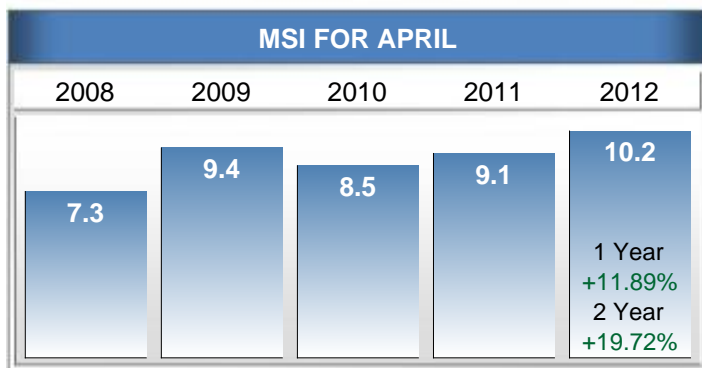
Active Inventory as of May 23, 2012



Months Supply of Inventory

Report Produced on: May 23, 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	13	1.95%	3.6	4.3	2.1	12.0	0.0
\$20,001 \$30,000	84	12.59%	42.0	62.4	8.6	0.0	0.0
\$30,001 \$50,000	98	14.69%	15.1	30.5	4.0	0.0	0.0
\$50,001 \$120,000	213	31.93%	8.5	30.4	4.5	5.6	6.0
\$120,001 \$180,000	95	14.24%	7.5	6.9	10.0	4.5	8.0
\$180,001 \$260,000	94	14.09%	10.2	36.0	12.8	8.8	3.0
\$260,001 and up	70	10.49%	10.6	96.0	13.2	7.1	16.3
MSI:			10.2	27.3	6.3	6.6	11.6
Total Active Inventory:			667	307	208	125	27



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

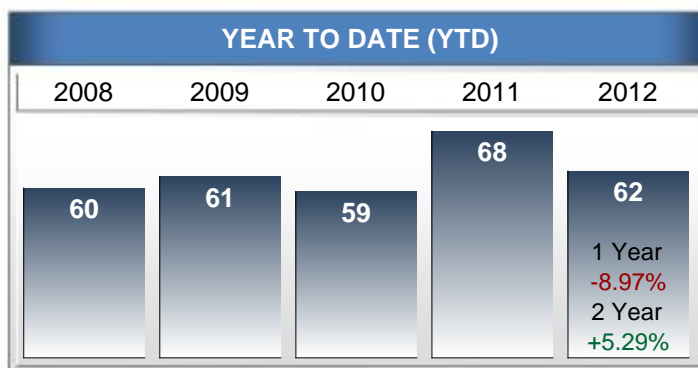
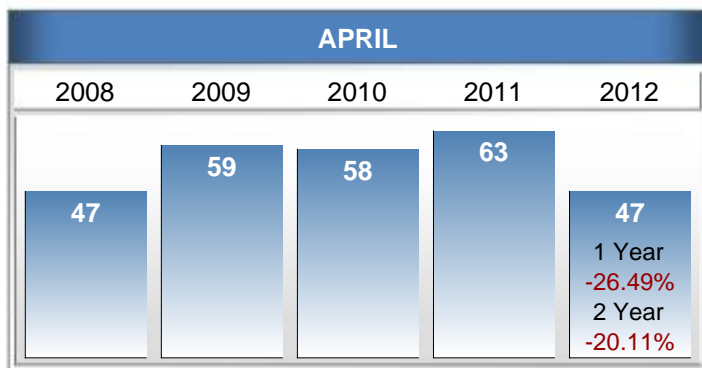
Closed Sales as of May 23, 2012



Average Days on Market to Sale

Report Produced on: May 23, 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	6	8.22%	17.3	24.7	11.0	8.0	0.0
\$30,001 \$60,000	10	13.70%	89.4	148.0	49.8	0.0	151.0
\$60,001 \$90,000	9	12.33%	30.8	35.0	33.3	9.0	0.0
\$90,001 \$130,000	20	27.40%	45.6	126.0	42.8	23.0	12.0
\$130,001 \$210,000	12	16.44%	24.9	0.0	20.0	27.4	0.0
\$210,001 \$240,000	7	9.59%	61.3	0.0	1.0	71.3	0.0
\$240,001 and up	9	12.33%	53.6	0.0	60.0	53.3	51.0
Average Closed DOM: 46.5				89.4	36.8	41.4	66.3
Total Closed Units: 73				9	34	26	4
Total Closed Volume: 9,794,725				532.00K	3.38M	5.10M	783.00K



Monthly Inventory Analysis

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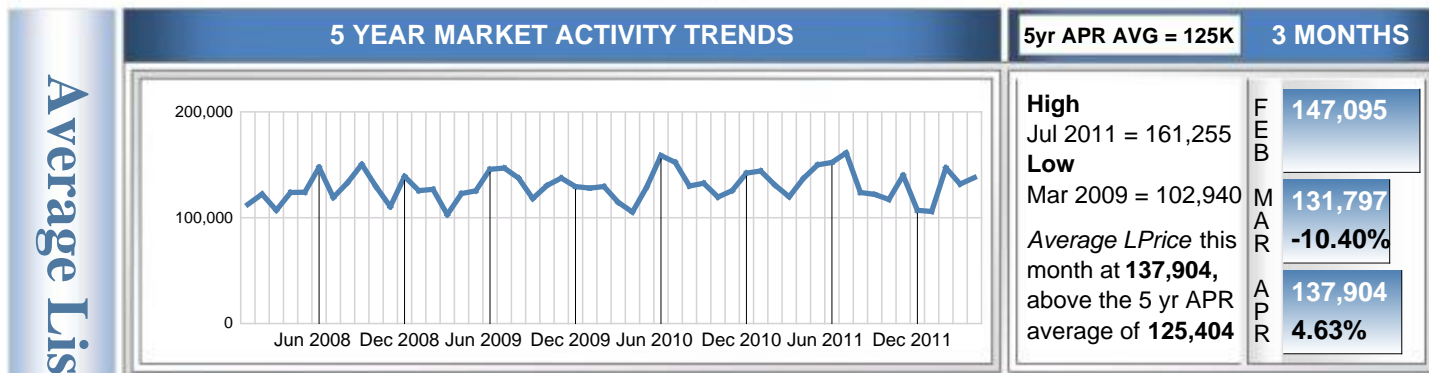
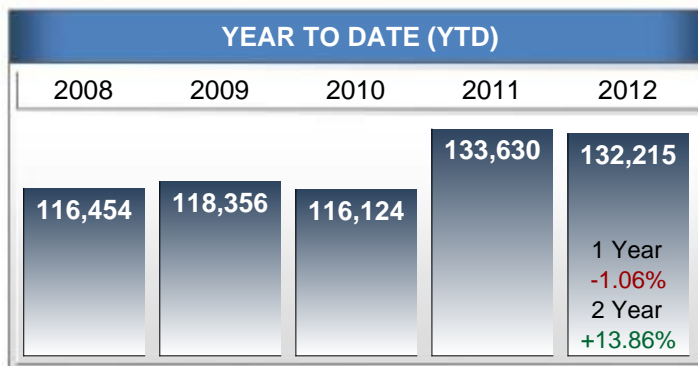
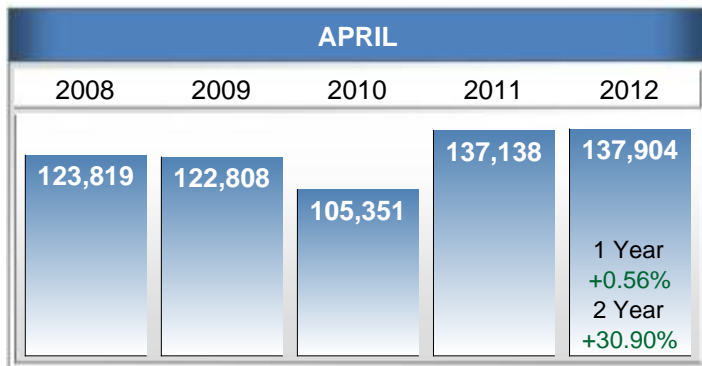
Closed Sales as of May 23, 2012



Average List Price at Closing

Report Produced on: May 23, 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	8.22%	20,867	24,000	16,600	20,000	0
\$30,001 - \$60,000	10	13.70%	49,020	53,467	44,967	0	64,900
\$60,001 - \$90,000	8	10.96%	77,600	85,000	80,986	60,000	0
\$90,001 - \$130,000	19	26.03%	115,932	119,500	119,115	116,075	129,900
\$130,001 - \$210,000	12	16.44%	163,675	0	153,725	188,525	0
\$210,001 - \$240,000	7	9.59%	222,921	0	215,000	233,158	0
\$240,001 and up	11	15.07%	282,141	0	249,900	293,025	304,000
Average List Price:	\$137,904			\$61,822	\$102,888	\$200,369	\$200,700
Total Closed Units:	73			9	34	26	4
Total List Volume:	10,067,000			556.40K	3.50M	5.21M	802.80K



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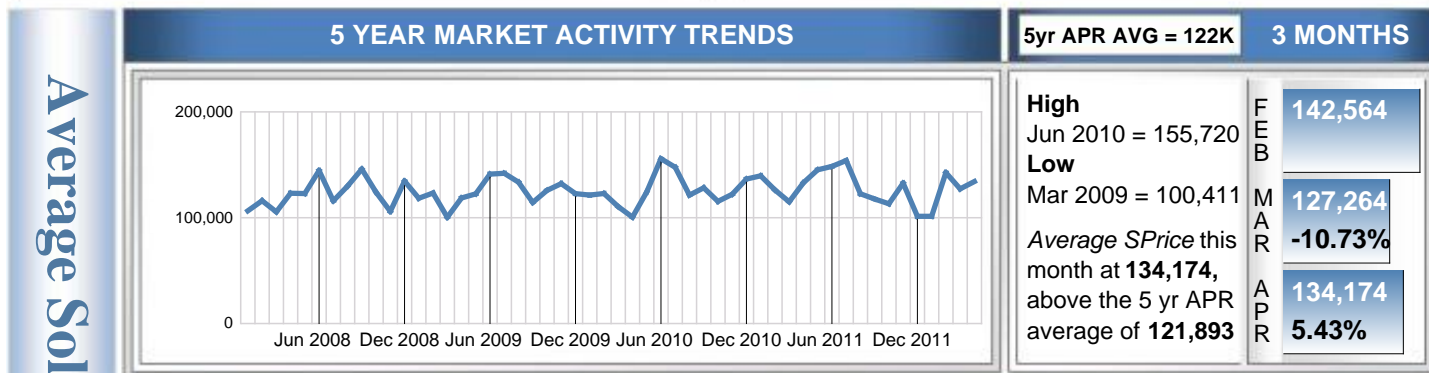
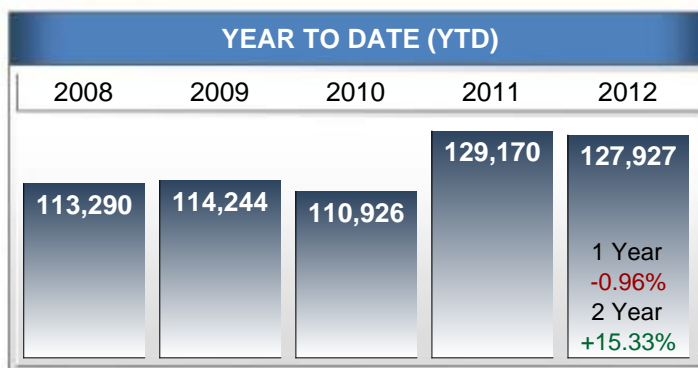
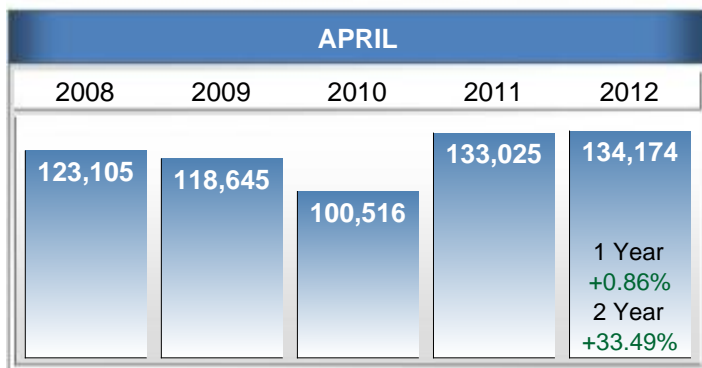
Closed Sales as of May 23, 2012



Average Sold Price at Closing

Report Produced on: May 23, 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	6		8.22%	21,417	23,667	15,250	27,000	0
\$30,001 - \$60,000	10		13.70%	46,090	50,333	42,483	0	55,000
\$60,001 - \$90,000	9		12.33%	76,556	78,000	78,571	61,000	0
\$90,001 - \$130,000	20		27.40%	115,170	116,000	113,923	115,600	128,000
\$130,001 - \$210,000	12		16.44%	172,400	0	150,600	183,300	0
\$210,001 - \$240,000	7		9.59%	226,089	0	215,000	227,938	0
\$240,001 and up	9		12.33%	284,611	0	248,500	285,500	300,000
Average Closed Price:	\$134,174				\$59,111	\$99,479	\$196,055	\$195,750
Total Closed Units:	73				9	34	26	4
Total Closed Volume:	9,794,725				532.00K	3.38M	5.10M	783.00K



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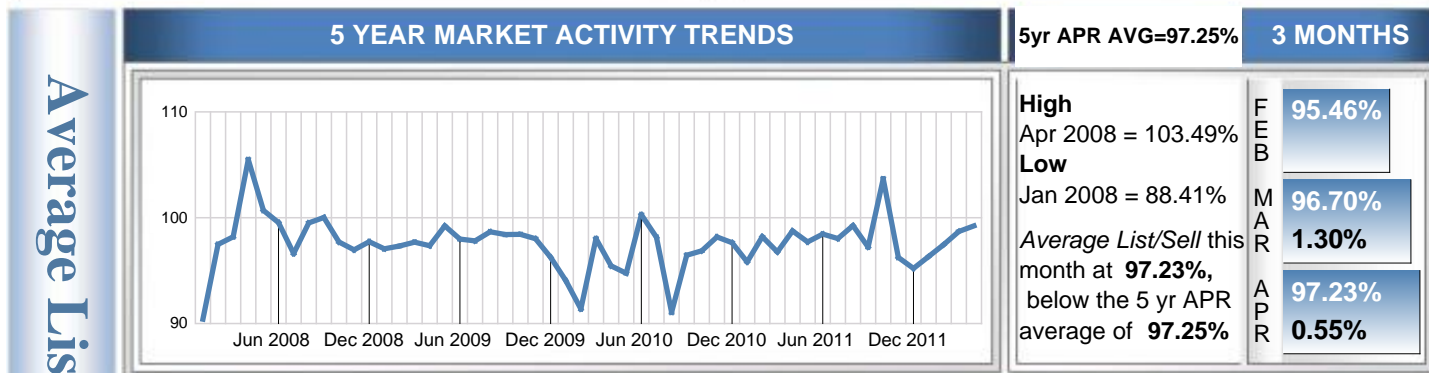
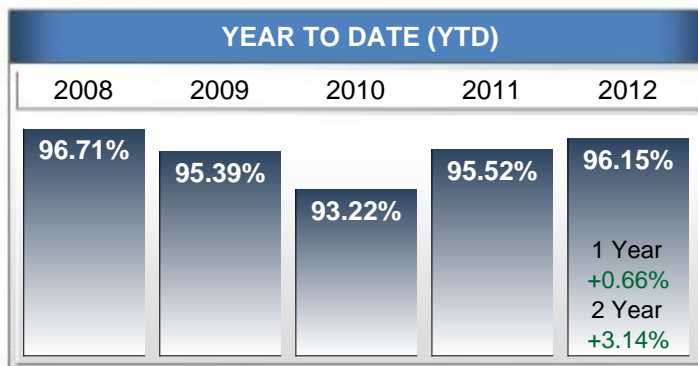
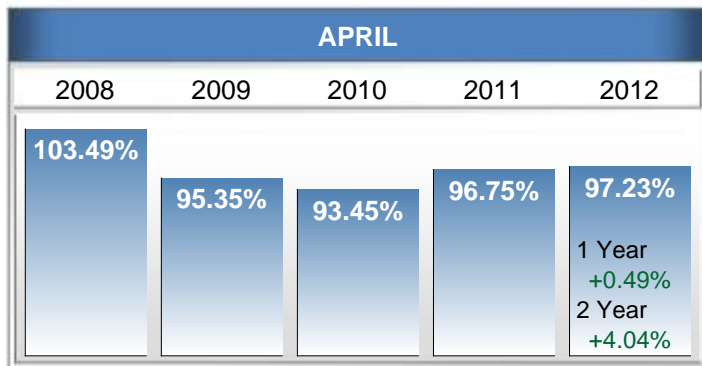
Closed Sales as of May 23, 2012



Average Percent of List Price to Selling Price

Report Produced on: May 23, 2012

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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	6	8.22%	102.93%	98.12%	94.09%	135.00%	0.00%
\$30,001 \$60,000	10	13.70%	93.31%	94.14%	94.33%	0.00%	84.75%
\$60,001 \$90,000	9	12.33%	96.91%	91.76%	96.96%	101.67%	0.00%
\$90,001 \$130,000	20	27.40%	96.94%	96.82%	96.01%	99.63%	98.54%
\$130,001 \$210,000	12	16.44%	97.46%	0.00%	97.84%	97.26%	0.00%
\$210,001 \$240,000	7	9.59%	98.15%	0.00%	100.00%	97.84%	0.00%
\$240,001 and up	9	12.33%	97.71%	0.00%	99.44%	97.35%	97.90%
Average List/Sell Ratio: 97.20%				95.80%	96.23%	99.40%	94.77%
Total Closed Units: 73				9	34	26	4
Total Closed Volume: 9,794,725				532.00K	3.38M	5.10M	783.00K



Monthly Inventory Analysis

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April 2012

Inventory as of May 23, 2012



Market Summary

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Absorption: Last 12 months, an Average of 66 Sales/Month

Active Inventory as of April 30, 2012 = 667

	APRIL			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	80	73	-8.75%	222	239	7.66%
Pending Sales	84	96	14.29%	279	312	11.83%
New Listings	155	195	25.81%	605	709	17.19%
Average List Price	137,138	137,904	0.56%	133,630	132,215	-1.06%
Average Sale Price	133,025	134,174	0.86%	129,170	127,927	-0.96%
Average Percent of List Price to Selling Price	96.75%	97.23%	0.49%	95.52%	96.15%	0.66%
Average Days on Market to Sale	63.30	46.53	-26.49%	68.26	62.14	-8.97%
Monthly Inventory	587	667	13.63%	587	667	13.63%
Months Supply of Inventory	9.10	10.18	11.89%	9.10	10.18	11.89%

