



April 2012

Area Delimited by County Of Washington

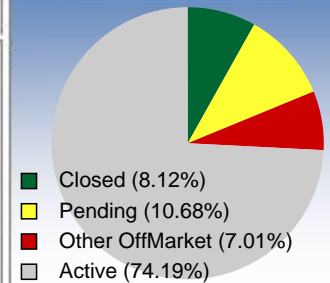


Absorption: Last 12 months, an Average of **66** Sales/Month

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% |
| Median List Price | 123,700 | 129,000 | 4.28% |
| Median Sale Price | 121,250 | 121,000 | -0.21% |
| Median Percent of List Price to Selling Price | 97.64% | 97.50% | -0.14% |
| Median Days on Market to Sale | 53.50 | 35.00 | -34.58% |
| 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.

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 **0.21%** in April 2012 to \$121,000 versus the previous year at \$121,250.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 18.50 days or **34.58%** in April 2012 compared to last year's same month at **53.50** DOM.

Sales Success for April 2012 is Positive

Overall, with Median Prices falling 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.

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®

April 2012

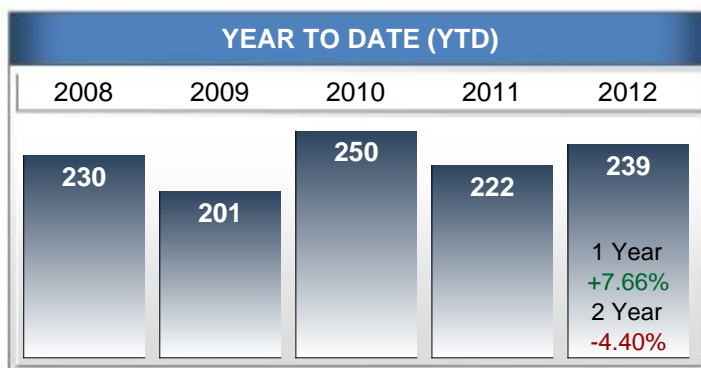
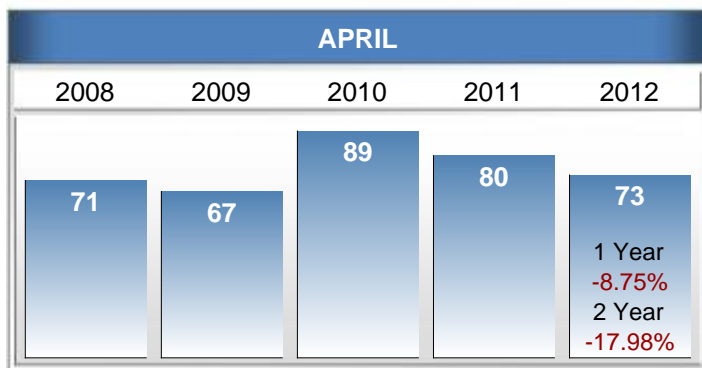
Closed Sales as of May 23, 2012



Closed Listings

Report Produced on: May 23, 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+ |
|--|------------------|--------|-------------|-----------------|-----------------|------------------|------------------|
| \$30,000 and less | 6 | 8.22% | 17.5 | 3 | 2 | 1 | 0 |
| \$30,001 - \$60,000 | 10 | 13.70% | 81.0 | 3 | 6 | 0 | 1 |
| \$60,001 - \$90,000 | 9 | 12.33% | 21.0 | 1 | 7 | 1 | 0 |
| \$90,001 - \$130,000 | 20 | 27.40% | 28.5 | 2 | 13 | 4 | 1 |
| \$130,001 - \$210,000 | 12 | 16.44% | 15.5 | 0 | 4 | 8 | 0 |
| \$210,001 - \$240,000 | 7 | 9.59% | 35.0 | 0 | 1 | 6 | 0 |
| \$240,001 and up | 9 | 12.33% | 60.0 | 0 | 1 | 6 | 2 |
| Total Closed Units: | 73 | | 35.0 | 9 | 34 | 26 | 4 |
| Total Closed Volume: | 9,794,725 | | | 532.00K | 3.38M | 5.10M | 783.00K |
| Median Closed Price: | \$121,000 | | | \$50,000 | \$99,750 | \$209,250 | \$186,500 |

Closed Listings

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

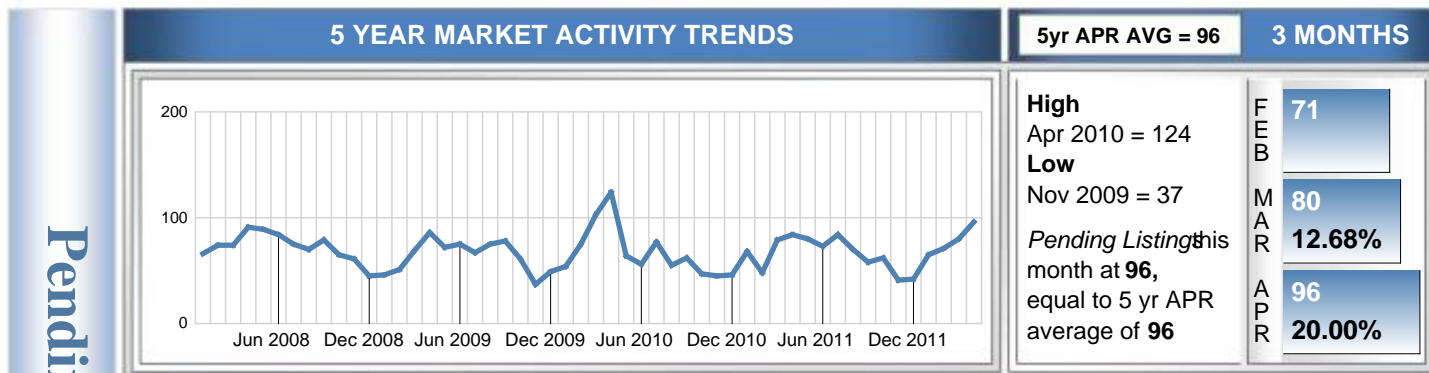
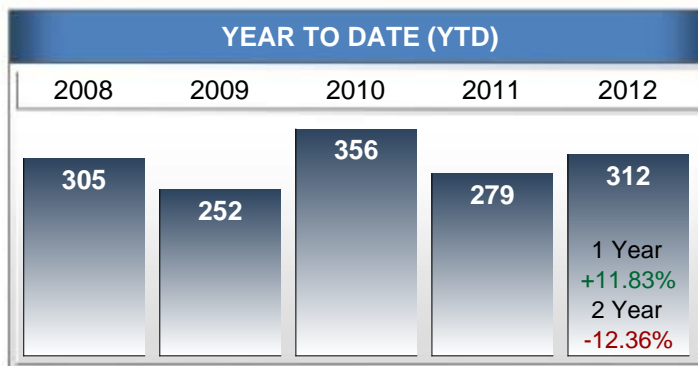
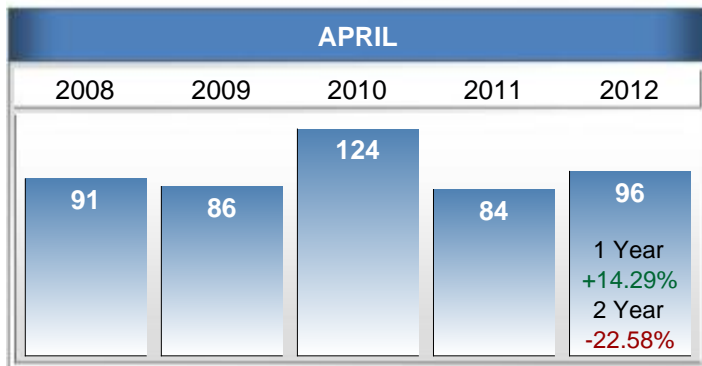
Pending Listings as of May 23, 2012



Pending Listings

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



Pending Listings

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 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+ | | |
|---|----|--------|------|------------|--------|----------|-----------|-----------|-----------|
| \$50,000 and less | 8 | 8.33% | 14.5 | 3 | 5 | 0 | 0 | | |
| \$50,001 - \$70,000 | 12 | 12.50% | 38.0 | 3 | 7 | 1 | 1 | | |
| \$70,001 - \$90,000 | 13 | 13.54% | 49.0 | 3 | 9 | 1 | 0 | | |
| \$90,001 - \$140,000 | 26 | 27.08% | 19.0 | 2 | 20 | 4 | 0 | | |
| \$140,001 - \$180,000 | 14 | 14.58% | 29.5 | 0 | 10 | 4 | 0 | | |
| \$180,001 - \$240,000 | 13 | 13.54% | 56.0 | 1 | 6 | 5 | 1 | | |
| \$240,001 and up | 10 | 10.42% | 19.5 | 0 | 0 | 8 | 2 | | |
| Total Pending Units: | | | | 96 | 25.0 | 12 | 57 | 23 | 4 |
| Total Pending Volume: | | | | 13,209,057 | | 937.35K | 6.42M | 4.66M | 1.20M |
| Median Listing Price: | | | | \$118,200 | | \$67,200 | \$110,000 | \$199,500 | \$299,900 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

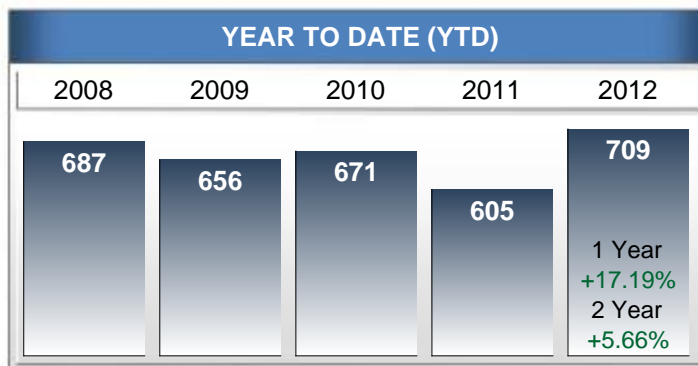
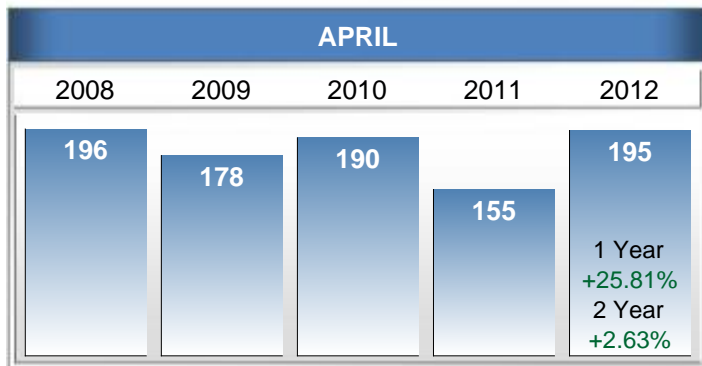
New Listings as of May 23, 2012



New Listings

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



New Listings

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+ |
|---|----|--------|---------|--------|--------|---------|
| \$20,000 and less | 7 | 3.59% | 3 | 3 | 1 | 0 |
| \$20,001 \$40,000 | 33 | 16.92% | 29 | 4 | 0 | 0 |
| \$40,001 \$70,000 | 27 | 13.85% | 15 | 10 | 1 | 1 |
| \$70,001 \$130,000 | 52 | 26.67% | 9 | 33 | 9 | 1 |
| \$130,001 \$180,000 | 31 | 15.90% | 0 | 24 | 6 | 1 |
| \$180,001 \$250,000 | 23 | 11.79% | 2 | 5 | 16 | 0 |
| \$250,001 and up | 22 | 11.28% | 1 | 2 | 18 | 1 |

| | | | | | |
|----------------------------------|------------|----------|-----------|-----------|-----------|
| Total New Listed Units: | 195 | 59 | 81 | 51 | 4 |
| Total New Listed Volume: | 26,442,571 | 3.58M | 9.79M | 12.23M | 843.90K |
| Median New Listed Listing Price: | \$109,000 | \$39,900 | \$115,000 | \$210,750 | \$125,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2012

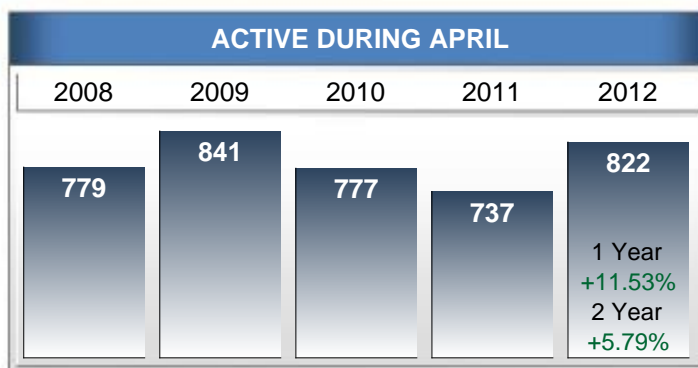
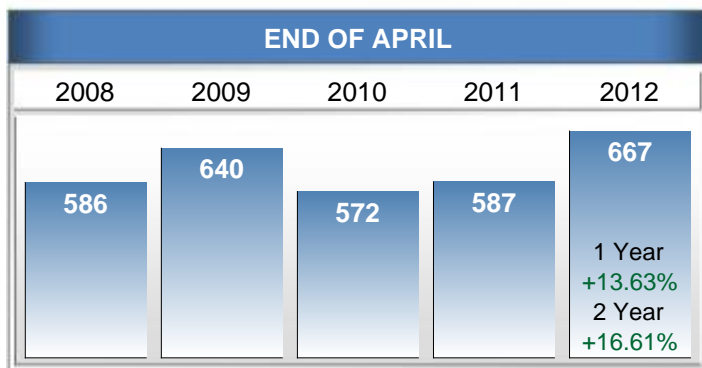
Active Inventory as of May 23, 2012



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 | 667 |
| 1.13% | |
| 6.38% | |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|-----|------------|------|----------|-----------|-----------|-----------|
| \$20,000 and less | 13 | 1.95% | 76.0 | 9 | 3 | 1 | 0 |
| \$20,001 - \$30,000 | 84 | 12.59% | 78.0 | 78 | 5 | 0 | 1 |
| \$30,001 - \$50,000 | 98 | 14.69% | 96.0 | 84 | 14 | 0 | 0 |
| \$50,001 - \$120,000 | 213 | 31.93% | 71.0 | 114 | 82 | 15 | 2 |
| \$120,001 - \$180,000 | 95 | 14.24% | 52.0 | 8 | 61 | 22 | 4 |
| \$180,001 - \$260,000 | 94 | 14.09% | 58.5 | 6 | 32 | 55 | 1 |
| \$260,001 and up | 70 | 10.49% | 61.5 | 8 | 11 | 32 | 19 |
| Total Active Inventory by Units: | | 667 | 72.0 | 307 | 208 | 125 | 27 |
| Total Active Inventory by Volume: | | 96,113,356 | | 24.77M | 29.83M | 31.30M | 10.21M |
| Median Active Inventory Listing Price: | | \$84,000 | | \$49,900 | \$120,450 | \$219,900 | \$325,000 |



Monthly Inventory Analysis

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April 2012

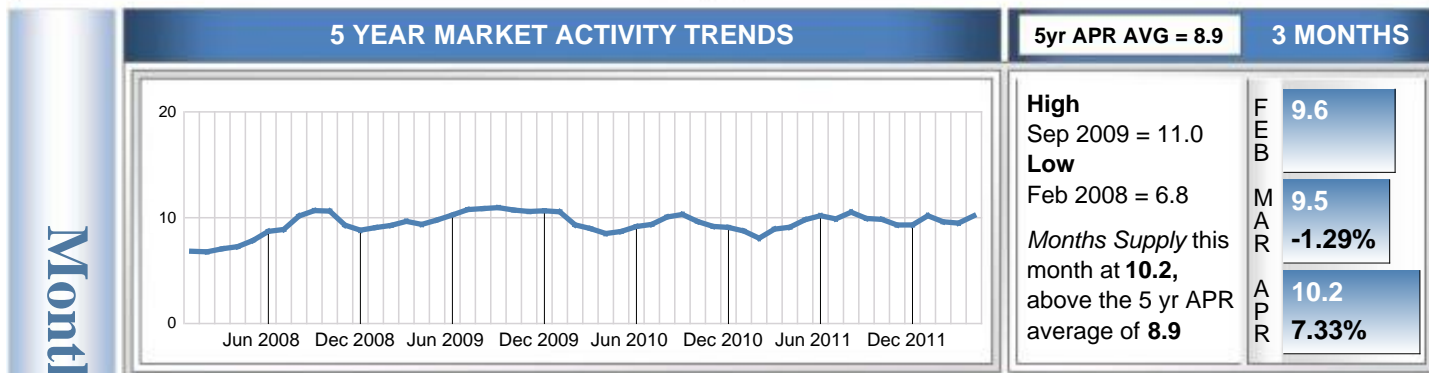
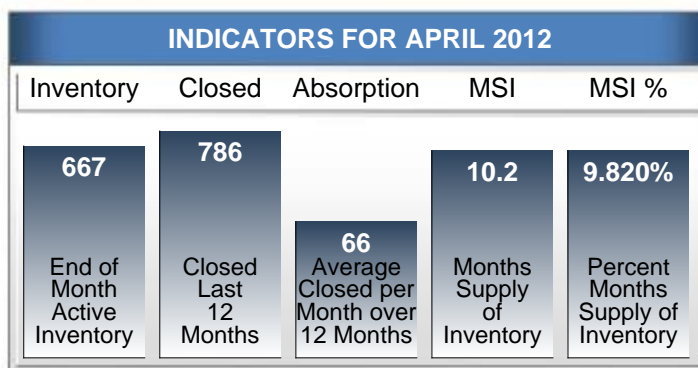
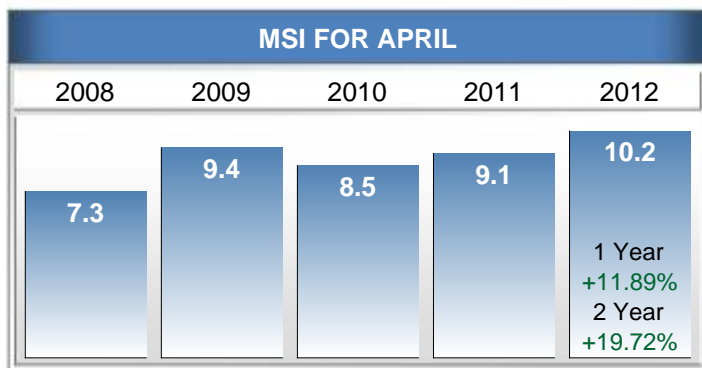
Active Inventory as of May 23, 2012



Months Supply of Inventory

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



Months Supply

Ready to Buy or Sell Real Estate?
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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

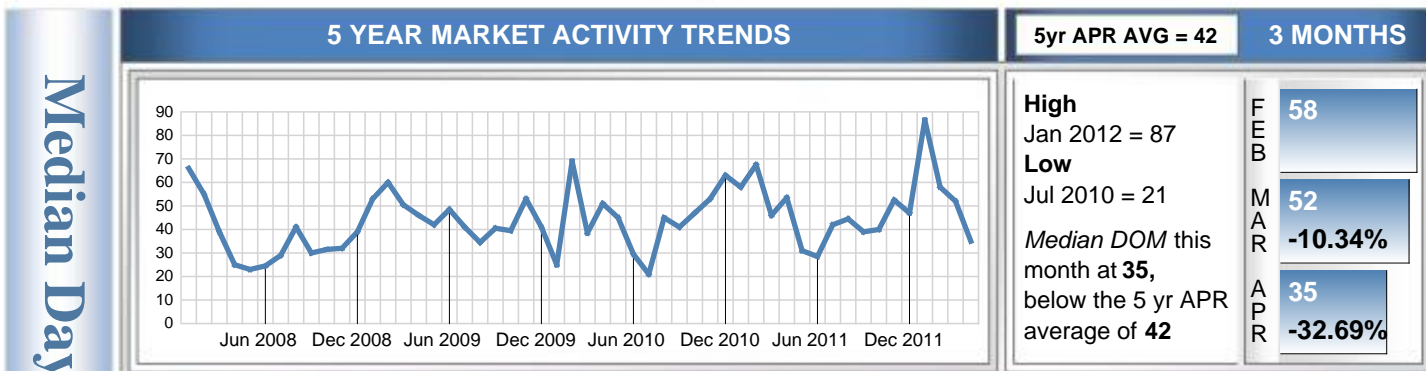
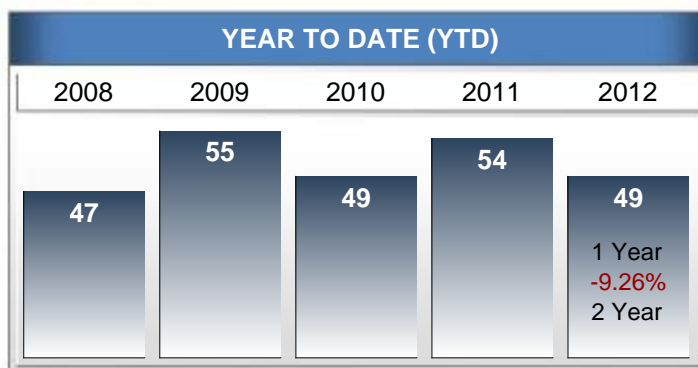
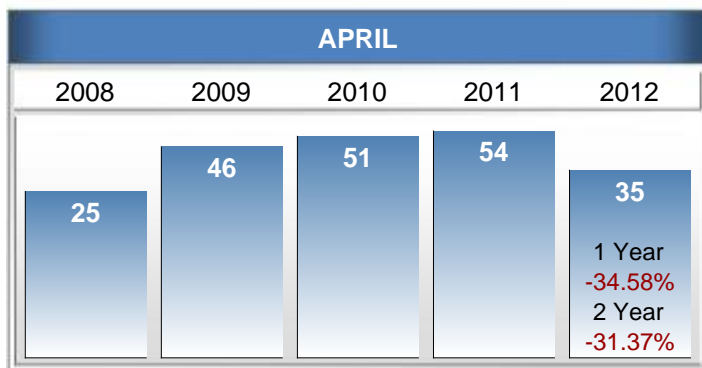
Closed Sales as of May 23, 2012



Median Days on Market to Sale

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



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 | 6 | | 8.22% | 17.5 | 21.0 | 11.0 | 8.0 | 0.0 |
| \$30,001 \$60,000 | 10 | | 13.70% | 81.0 | 160.0 | 40.5 | 0.0 | 151.0 |
| \$60,001 \$90,000 | 9 | | 12.33% | 21.0 | 35.0 | 21.0 | 9.0 | 0.0 |
| \$90,001 \$130,000 | 20 | | 27.40% | 28.5 | 126.0 | 32.0 | 22.0 | 12.0 |
| \$130,001 \$210,000 | 12 | | 16.44% | 15.5 | 0.0 | 15.5 | 15.5 | 0.0 |
| \$210,001 \$240,000 | 7 | | 9.59% | 35.0 | 0.0 | 1.0 | 61.5 | 0.0 |
| \$240,001 and up | 9 | | 12.33% | 60.0 | 0.0 | 60.0 | 64.0 | 51.0 |
| Median Closed DOM: | 35.0 | | | | 84.0 | 26.0 | 30.0 | 51.0 |
| 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

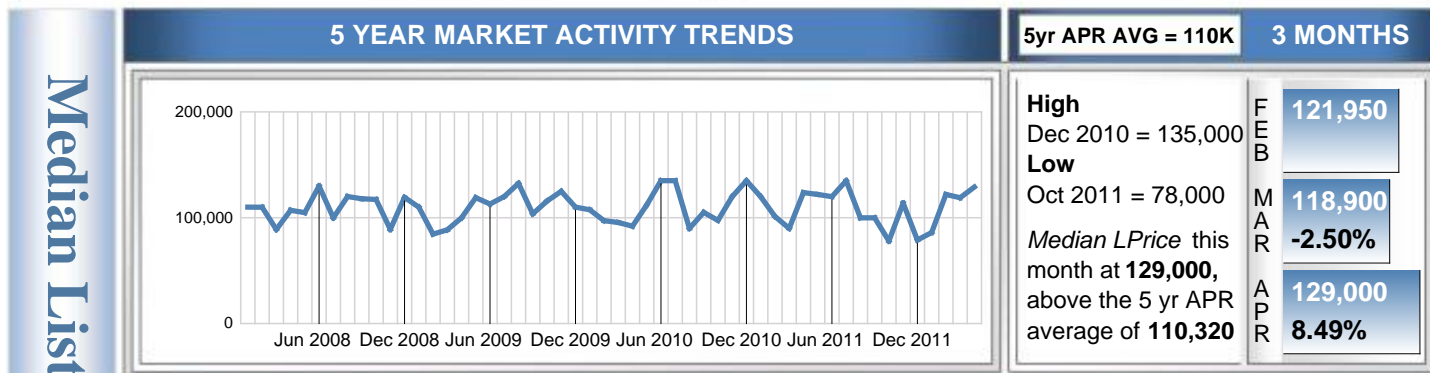
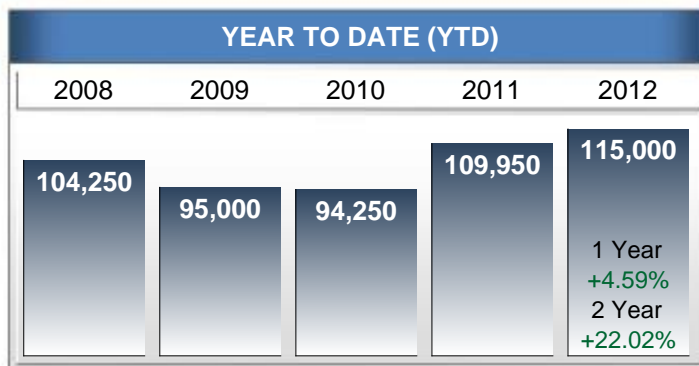
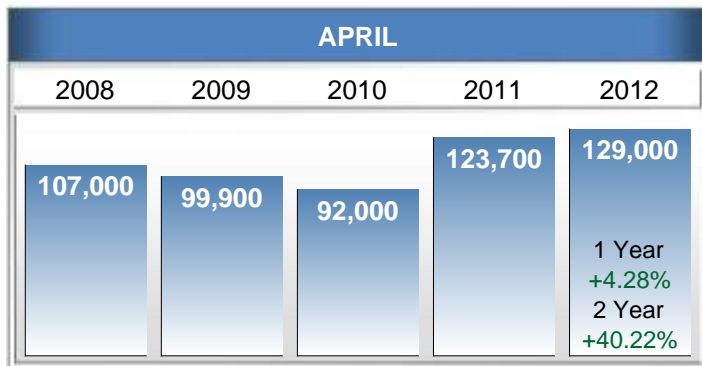
Closed Sales as of May 23, 2012



Median List Price at Closing

Report Produced on: May 23, 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 | | 8.22% | 19,950 | 24,500 | 16,600 | 20,000 | 0 |
| \$30,001 - \$60,000 | 10 | | 13.70% | 50,750 | 54,000 | 42,500 | 60,000 | 0 |
| \$60,001 - \$90,000 | 8 | | 10.96% | 76,950 | 85,000 | 76,950 | 0 | 64,900 |
| \$90,001 - \$130,000 | 19 | | 26.03% | 118,000 | 119,500 | 116,250 | 117,250 | 129,900 |
| \$130,001 - \$210,000 | 12 | | 16.44% | 162,500 | 0 | 141,000 | 185,700 | 0 |
| \$210,001 - \$240,000 | 7 | | 9.59% | 219,000 | 0 | 215,000 | 224,450 | 0 |
| \$240,001 and up | 11 | | 15.07% | 273,500 | 0 | 249,900 | 284,250 | 304,000 |
| Median List Price: | | \$129,000 | | | \$54,000 | \$101,950 | \$212,875 | \$199,450 |
| Total Closed Units: | | 73 | | | 9 | 34 | 26 | 4 |
| Total List Volume: | | 10,067,000 | | | 556.40K | 3.50M | 5.21M | 802.80K |



Monthly Inventory Analysis

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April 2012

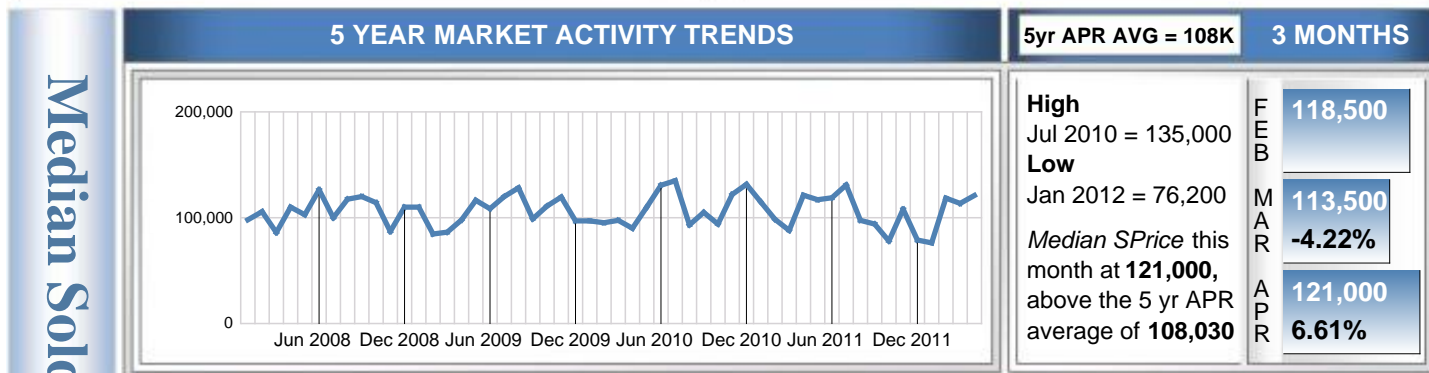
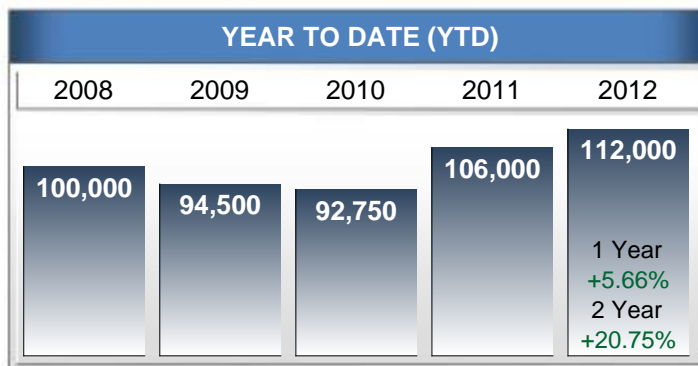
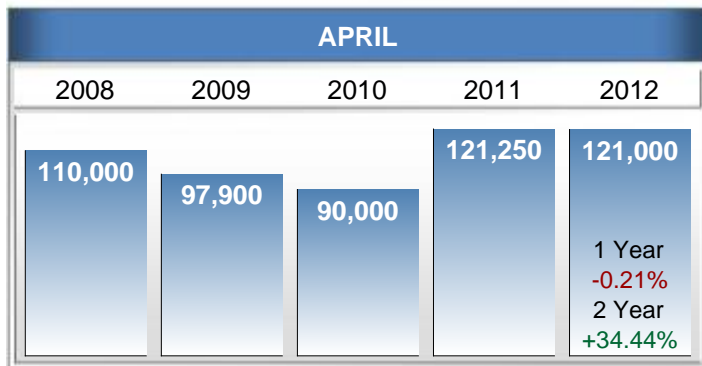
Closed Sales as of May 23, 2012



Median Sold Price at Closing

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



Median Sold Price

Ready to Buy or Sell Real Estate?
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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 | 6 | | 8.22% | 20,500 | 22,000 | 15,250 | 27,000 | 0 |
| \$30,001 - \$60,000 | 10 | | 13.70% | 47,500 | 50,000 | 39,450 | 0 | 55,000 |
| \$60,001 - \$90,000 | 9 | | 12.33% | 75,000 | 78,000 | 75,000 | 61,000 | 0 |
| \$90,001 - \$130,000 | 20 | | 27.40% | 118,750 | 116,000 | 118,000 | 116,500 | 128,000 |
| \$130,001 - \$210,000 | 12 | | 16.44% | 177,000 | 0 | 145,450 | 191,200 | 0 |
| \$210,001 - \$240,000 | 7 | | 9.59% | 226,500 | 0 | 215,000 | 228,938 | 0 |
| \$240,001 and up | 9 | | 12.33% | 285,500 | 0 | 248,500 | 287,750 | 300,000 |
| Median Closed Price: | \$121,000 | | | | \$50,000 | \$99,750 | \$209,250 | \$186,500 |
| 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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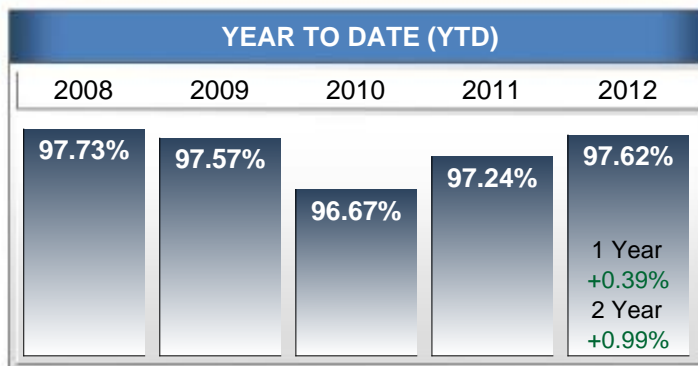
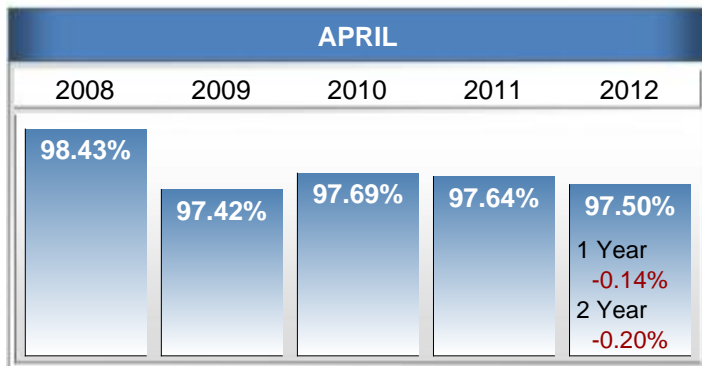
Closed Sales as of May 23, 2012



Median Percent of List Price to Selling Price

Report Produced on: May 23, 2012

Area Delimited by County Of Washington



Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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 | 6 | 8.22% | 101.35% | 97.44% | 94.09% | 135.00% | 0.00% |
| \$30,001 \$60,000 | 10 | 13.70% | 93.51% | 94.74% | 93.51% | 0.00% | 84.75% |
| \$60,001 \$90,000 | 9 | 12.33% | 96.26% | 91.76% | 96.26% | 101.67% | 0.00% |
| \$90,001 \$130,000 | 20 | 27.40% | 99.27% | 96.82% | 98.08% | 100.00% | 98.54% |
| \$130,001 \$210,000 | 12 | 16.44% | 97.24% | 0.00% | 98.75% | 96.97% | 0.00% |
| \$210,001 \$240,000 | 7 | 9.59% | 99.66% | 0.00% | 100.00% | 98.90% | 0.00% |
| \$240,001 and up | 9 | 12.33% | 96.99% | 0.00% | 99.44% | 96.88% | 97.90% |
| Median List/Sell Ratio: | 97.50% | | | 94.74% | 97.66% | 97.92% | 94.81% |
| 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

Data from the Greater Tulsa Association of REALTORS®

April 2012

Inventory as of May 23, 2012



Market Summary

Report Produced on: May 23, 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 | | | 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% |
| Median List Price | 123,700 | 129,000 | 4.28% | 109,950 | 115,000 | 4.59% |
| Median Sale Price | 121,250 | 121,000 | -0.21% | 106,000 | 112,000 | 5.66% |
| Median Percent of List Price to Selling Price | 97.64% | 97.50% | -0.14% | 97.24% | 97.62% | 0.39% |
| Median Days on Market to Sale | 53.50 | 35.00 | -34.58% | 54.00 | 49.00 | -9.26% |
| 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% |

