



August 2012

Area Delimited by County Of Washington

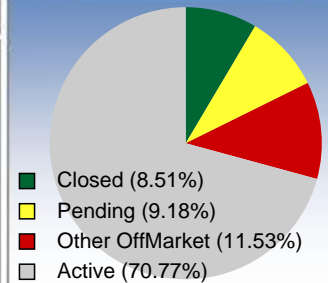


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of August 31, 2012 = **632**

	AUGUST		
	2011	2012	+/- %
Closed Listings	76	76	0.00%
Pending Listings	70	82	17.14%
New Listings	181	173	-4.42%
Median List Price	99,900	115,950	16.07%
Median Sale Price	97,500	106,500	9.23%
Median Percent of List Price to Selling Price	96.78%	96.96%	0.18%
Median Days on Market to Sale	44.50	37.00	-16.85%
End of Month Inventory	661	632	-4.39%
Months Supply of Inventory	10.52	9.54	-9.32%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 13, 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 August 2012 decreased **4.39%** to 632 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 **9.54** 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 **9.23%** in August 2012 to \$106,500 versus the previous year at \$97,500.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 7.50 days or **16.85%** in August 2012 compared to last year's same month at **44.50** DOM.

Sales Success for August 2012 is Positive

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

There were 173 New Listings in August 2012, down **4.42%** from last year at 181. Furthermore, there were 76 Closed Listings this month versus last year at 76, a **0.00%** decrease.

Closed versus Listed trends yielded a **43.9%** ratio, up from last year's August 2012 at **42.0%**, a **4.62%** 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

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August 2012

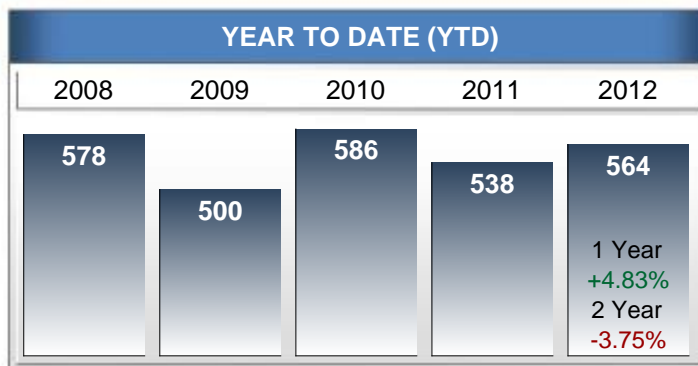
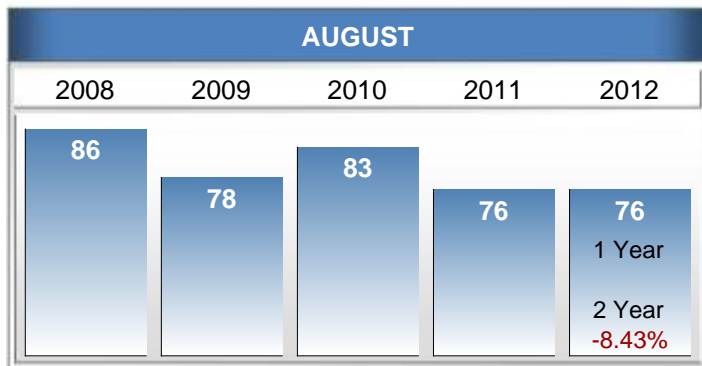
Closed Sales as of Sep 13, 2012



Closed Listings

Report Produced on: Sep 13, 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+
\$40,000 and less	7	9.21%	26.0	2	5	0	0
\$40,001 - \$60,000	7	9.21%	42.0	3	3	1	0
\$60,001 - \$90,000	14	18.42%	48.0	2	9	2	1
\$90,001 - \$120,000	16	21.05%	66.5	1	14	1	0
\$120,001 - \$190,000	14	18.42%	30.0	1	9	4	0
\$190,001 - \$250,000	9	11.84%	12.0	0	1	7	1
\$250,001 and up	9	11.84%	82.0	0	1	6	2
Total Closed Units:	76		37.0	9	42	21	4
Total Closed Volume:	11,068,076			633.55K	4.46M	4.73M	1.25M
Median Closed Price:	\$106,500			\$48,500	\$97,750	\$215,000	\$256,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2012

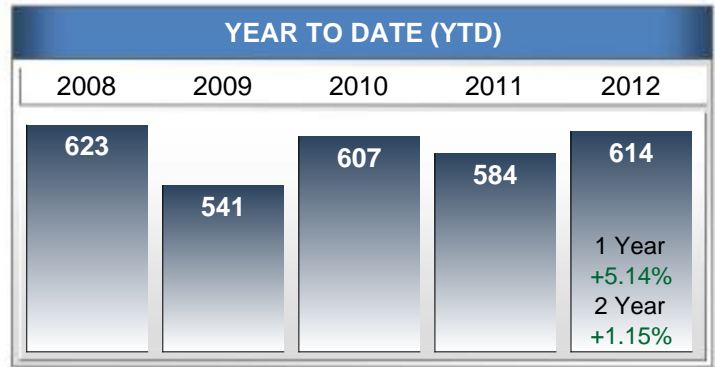
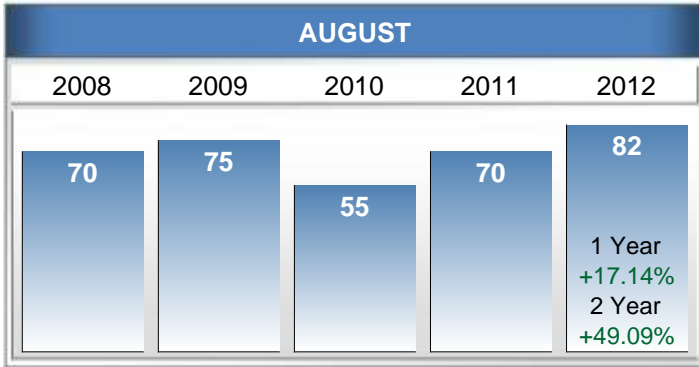
Pending Listings as of Sep 13, 2012



Pending Listings

Report Produced on: Sep 13, 2012

Area Delimited by County Of Washington



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	7	8.54%	73.0	5	1	1	0		
\$40,001 - \$70,000	5	6.10%	3.0	1	4	0	0		
\$70,001 - \$100,000	16	19.51%	60.5	3	9	4	0		
\$100,001 - \$140,000	22	26.83%	28.5	1	16	5	0		
\$140,001 - \$220,000	13	15.85%	72.0	0	6	4	3		
\$220,001 - \$270,000	10	12.20%	34.0	0	4	6	0		
\$270,001 and up	9	10.98%	50.0	0	1	5	3		
Total Pending Units:				82	44.5	10	41	25	6
Total Pending Volume:				13,167,687		514.70K	5.77M	4.63M	2.25M
Median Listing Price:				\$126,750		\$39,750	\$124,500	\$164,900	\$259,325

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2012

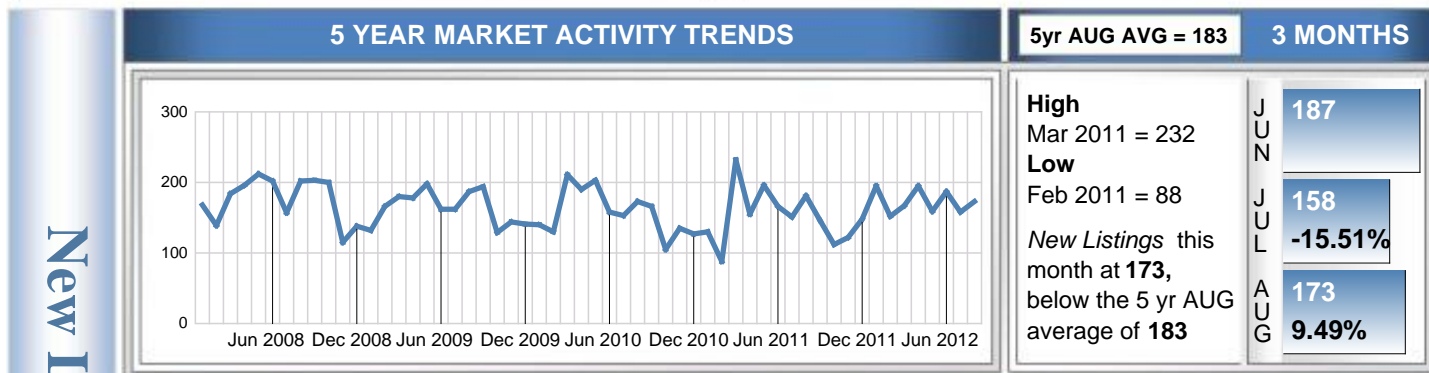
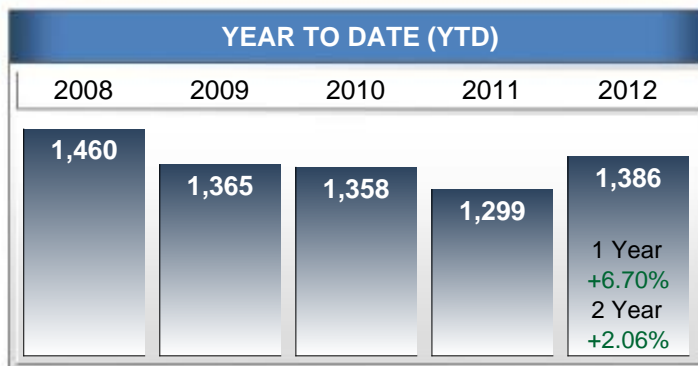
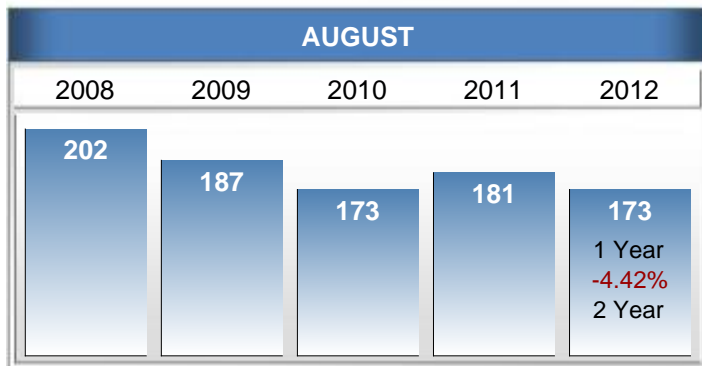
New Listings as of Sep 13, 2012



New Listings

Report Produced on: Sep 13, 2012

Area Delimited by County Of Washington



New Listings

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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	6	3.47%	4	2	0	0
\$20,001 \$50,000	29	16.76%	22	7	0	0
\$50,001 \$70,000	26	15.03%	19	7	0	0
\$70,001 \$130,000	45	26.01%	10	30	5	0
\$130,001 \$190,000	26	15.03%	2	12	10	2
\$190,001 \$270,000	23	13.29%	0	15	8	0
\$270,001 and up	18	10.40%	1	0	10	7
Total New Listed Units:	173		58	73	33	9
Total New Listed Volume:	24,128,550		4.39M	9.04M	7.30M	3.39M
Median New Listed Listing Price:	\$92,500		\$58,000	\$112,000	\$217,900	\$388,000



Monthly Inventory Analysis

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August 2012

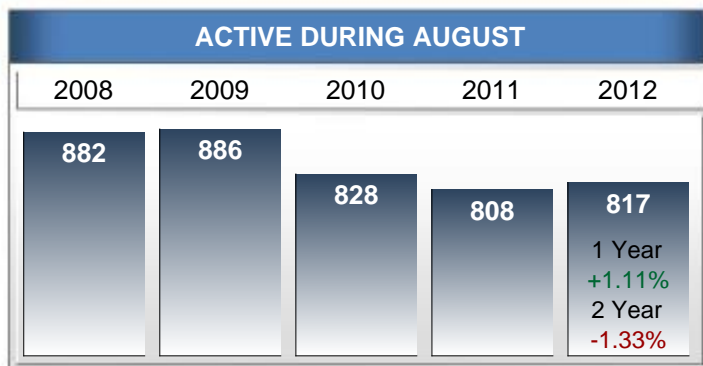
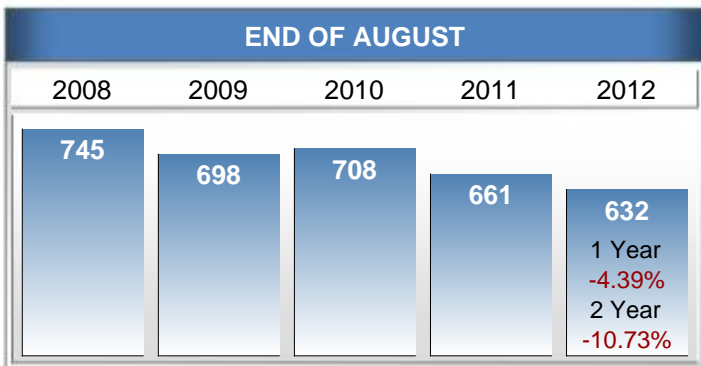
Active Inventory as of Sep 13, 2012



Active Inventory

Report Produced on: Sep 13, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr AUG AVG = 689 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 543

Inventory this month at **632**, below the 5 yr AUG average of **689**

JUN	678
JUL	644
AUG	632

-5.01% (Jul vs Aug)
-1.86% (Aug vs 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	15	2.37%	53.0	11	3	0	1
\$20,001 \$40,000	102	16.14%	86.0	95	7	0	0
\$40,001 \$70,000	100	15.82%	66.0	70	29	1	0
\$70,001 \$130,000	173	27.37%	68.0	65	85	22	1
\$130,001 \$190,000	94	14.87%	86.5	9	47	33	5
\$190,001 \$270,000	81	12.82%	70.0	3	37	41	0
\$270,001 and up	67	10.60%	78.0	7	7	34	19
Total Active Inventory by Units:		632	68.0	260	215	131	26
Total Active Inventory by Volume:		91,576,050		22.26M	29.57M	30.56M	9.18M
Median Active Inventory Listing Price:		\$95,450		\$52,000	\$119,900	\$209,900	\$336,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2012

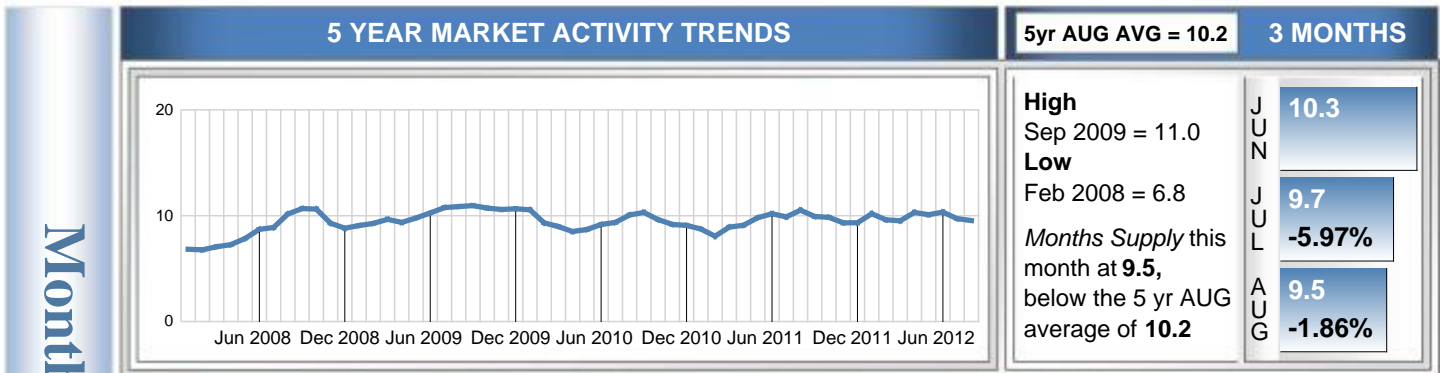
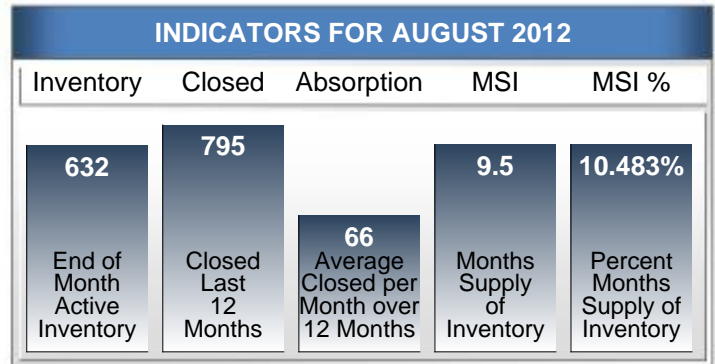
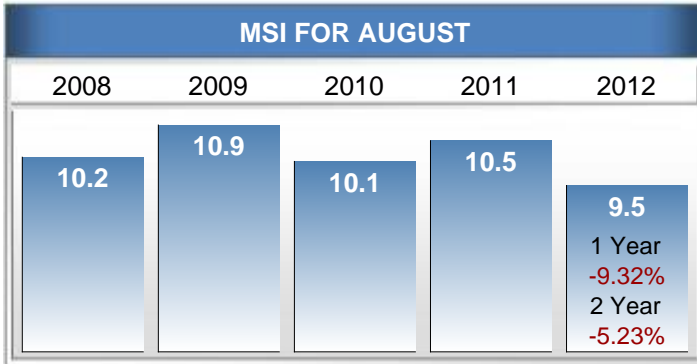
Active Inventory as of Sep 13, 2012



Months Supply of Inventory

Report Produced on: Sep 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	15	2.37%	4.4	6.0	2.0	0.0	0.0
\$20,001 \$40,000	102	16.14%	21.5	47.5	2.7	0.0	0.0
\$40,001 \$70,000	100	15.82%	8.8	21.0	4.1	1.2	0.0
\$70,001 \$130,000	173	27.37%	8.1	23.6	5.7	6.6	2.4
\$130,001 \$190,000	94	14.87%	8.4	18.0	7.9	7.2	20.0
\$190,001 \$270,000	81	12.82%	9.3	36.0	18.5	6.6	0.0
\$270,001 and up	67	10.60%	12.4	0.0	10.5	10.0	14.3
MSI:			9.5	24.8	6.2	7.0	9.8
Total Active Inventory:			632	260	215	131	26



Monthly Inventory Analysis

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August 2012

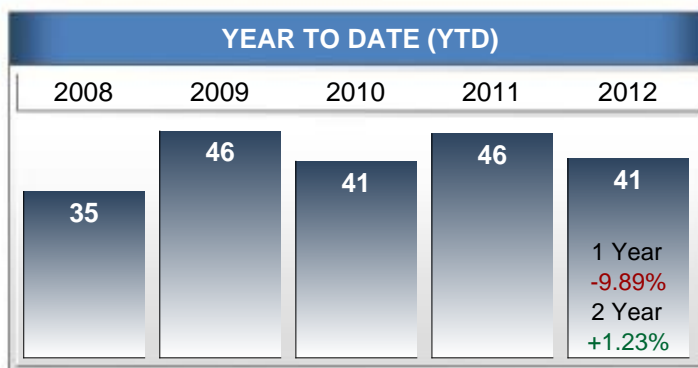
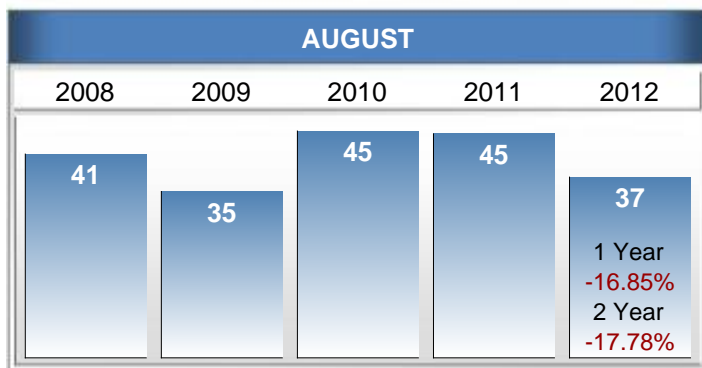
Closed Sales as of Sep 13, 2012



Median Days on Market to Sale

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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+
\$40,000 and less	7	9.21%	26.0	83.0	20.0	0.0	0.0
\$40,001 \$60,000	7	9.21%	42.0	43.0	8.0	11.0	0.0
\$60,001 \$90,000	14	18.42%	48.0	44.5	18.0	105.5	66.0
\$90,001 \$120,000	16	21.05%	66.5	94.0	66.5	21.0	0.0
\$120,001 \$190,000	14	18.42%	30.0	2.0	24.0	60.0	0.0
\$190,001 \$250,000	9	11.84%	12.0	0.0	12.0	36.0	10.0
\$250,001 and up	9	11.84%	82.0	0.0	109.0	87.0	20.5
Median Closed DOM:	37.0			73.0	28.5	40.0	20.5
Total Closed Units:	76			9	42	21	4
Total Closed Volume:	11,068,076			633.55K	4.46M	4.73M	1.25M



Monthly Inventory Analysis

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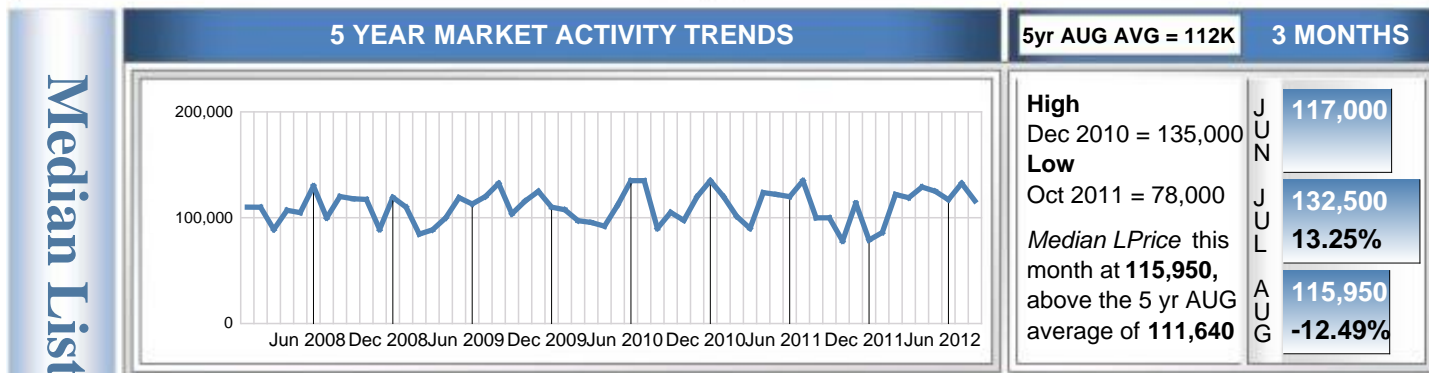
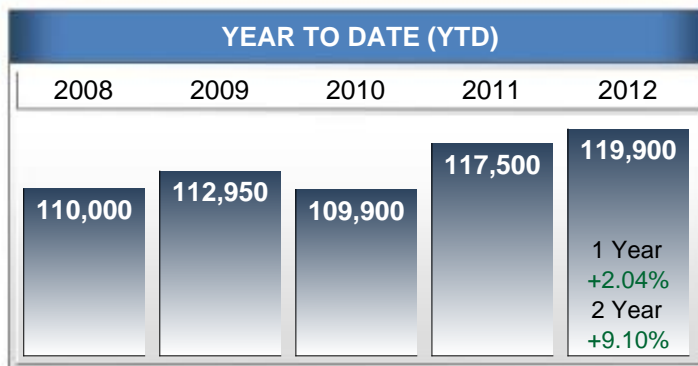
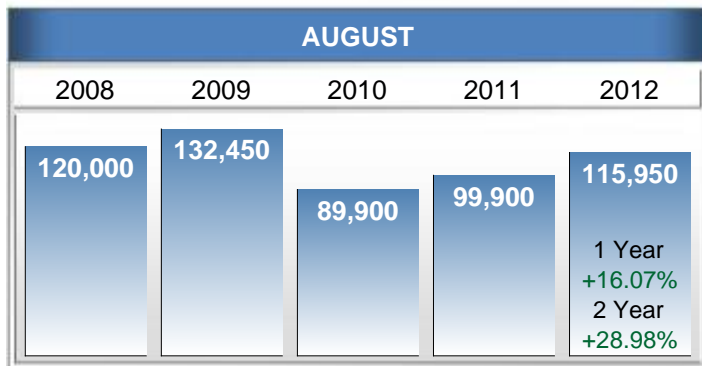
Closed Sales as of Sep 13, 2012



Median List Price at Closing

Report Produced on: Sep 13, 2012

Area Delimited by County Of Washington



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	8		10.53%	21,500	34,325	16,900	40,000	0
\$40,001 - \$60,000	6		7.89%	49,950	45,000	59,900	0	0
\$60,001 - \$90,000	10		13.16%	72,650	77,900	71,150	72,500	0
\$90,001 - \$120,000	17		22.37%	105,000	105,950	105,000	92,900	95,000
\$120,001 - \$190,000	17		22.37%	135,000	182,000	128,500	173,500	0
\$190,001 - \$250,000	7		9.21%	224,500	0	224,500	215,000	244,000
\$250,001 and up	11		14.47%	299,900	0	795,000	282,450	535,000
Median List Price:		\$115,950			\$54,900	\$104,950	\$215,000	\$259,500
Total Closed Units:		76			9	42	21	4
Total List Volume:		11,837,650			685.25K	4.79M	4.96M	1.41M



Monthly Inventory Analysis

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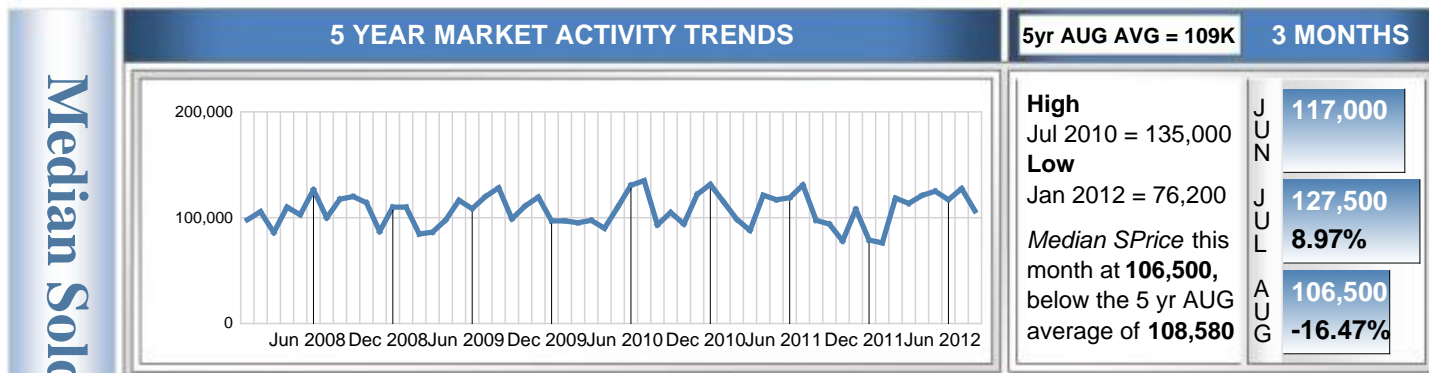
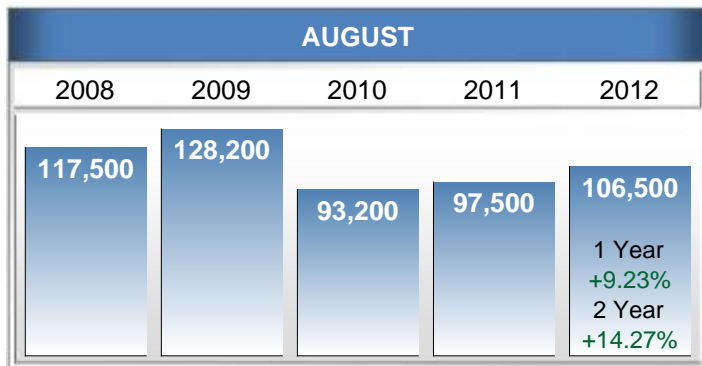
Closed Sales as of Sep 13, 2012



Median Sold Price at Closing

Report Produced on: Sep 13, 2012

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+
\$40,000 and less	7	9.21%	20,151	33,325	16,900	0	0
\$40,001 - \$60,000	7	9.21%	45,000	44,900	59,000	45,000	0
\$60,001 - \$90,000	14	18.42%	72,738	81,000	72,500	70,488	75,000
\$90,001 - \$120,000	16	21.05%	105,500	105,000	105,500	120,000	0
\$120,001 - \$190,000	14	18.42%	145,250	165,000	130,000	176,250	0
\$190,001 - \$250,000	9	11.84%	227,500	0	220,000	227,500	240,000
\$250,001 and up	9	11.84%	407,000	0	600,000	331,500	466,500
Median Closed Price:	\$106,500			\$48,500	\$97,750	\$215,000	\$256,500
Total Closed Units:	76			9	42	21	4
Total Closed Volume:	11,068,076			633.55K	4.46M	4.73M	1.25M



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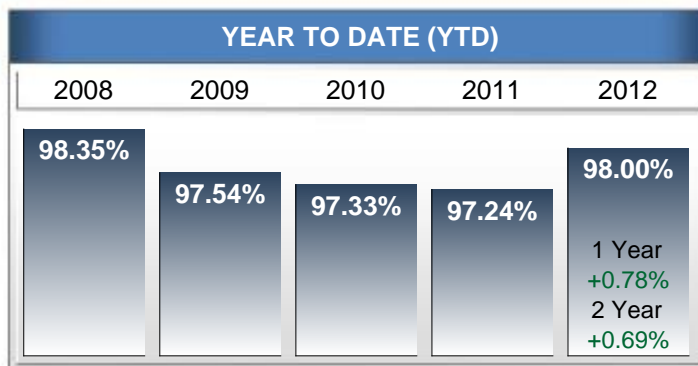
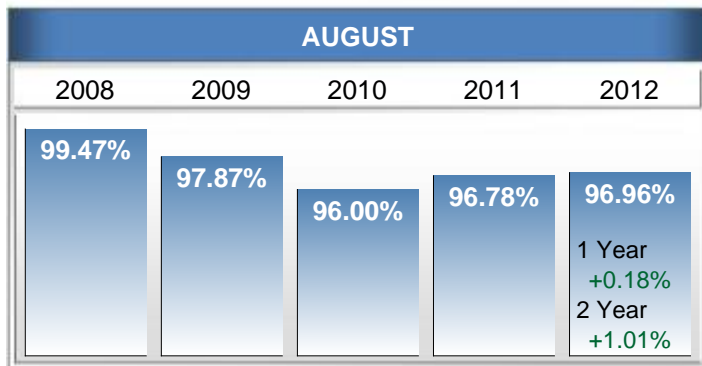
Closed Sales as of Sep 13, 2012



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+
\$40,000 and less	7	9.21%	100.76%	97.10%	106.19%	0.00%	0.00%
\$40,001 \$60,000	7	9.21%	98.50%	92.22%	98.50%	112.50%	0.00%
\$60,001 \$90,000	14	18.42%	96.30%	91.26%	99.59%	86.17%	78.95%
\$90,001 \$120,000	16	21.05%	93.88%	93.75%	94.24%	92.38%	0.00%
\$120,001 \$190,000	14	18.42%	97.64%	90.66%	98.64%	97.64%	0.00%
\$190,001 \$250,000	9	11.84%	96.34%	0.00%	98.00%	96.24%	98.36%
\$250,001 and up	9	11.84%	96.60%	0.00%	75.47%	96.77%	91.15%
Median List/Sell Ratio:	96.96%			92.43%	98.57%	96.60%	90.69%
Total Closed Units:	76			9	42	21	4
Total Closed Volume:	11,068,076			633.55K	4.46M	4.73M	1.25M



Monthly Inventory Analysis

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August 2012

Inventory as of Sep 13, 2012



Market Summary

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

Active Inventory as of August 31, 2012 = 632

	AUGUST			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	76	76	0.00%	538	564	4.83%
Pending Sales	70	82	17.14%	584	614	5.14%
New Listings	181	173	-4.42%	1,299	1,386	6.70%
Median List Price	99,900	115,950	16.07%	117,500	119,900	2.04%
Median Sale Price	97,500	106,500	9.23%	114,000	115,000	0.88%
Median Percent of List Price to Selling Price	96.78%	96.96%	0.18%	97.24%	98.00%	0.78%
Median Days on Market to Sale	44.50	37.00	-16.85%	45.50	41.00	-9.89%
Monthly Inventory	661	632	-4.39%	661	632	-4.39%
Months Supply of Inventory	10.52	9.54	-9.32%	10.52	9.54	-9.32%

