



December 2012

Area Delimited by County Of Washington

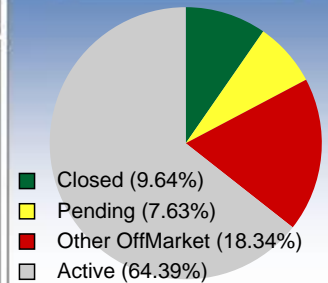


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of December 31, 2012 = **481**

	DECEMBER		
	2011	2012	+/- %
Closed Listings	53	72	35.85%
Pending Listings	41	57	39.02%
New Listings	148	101	-31.76%
Average List Price	107,000	125,080	16.90%
Average Sale Price	101,313	121,023	19.45%
Average Percent of List Price to Selling Price	93.21%	96.52%	3.56%
Average Days on Market to Sale	57.81	49.47	-14.42%
End of Month Inventory	600	481	-19.83%
Months Supply of Inventory	9.36	6.92	-26.08%

Market Activity



Report Produced on: Jan 22, 2013

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 December 2012 decreased **19.83%** to 481 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **6.92** 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 **19.45%** in December 2012 to \$121,023 versus the previous year at \$101,313.

Average Days on Market Shortens

The average number of **49.47** days that homes spent on the market before selling decreased by 8.34 days or **14.42%** in December 2012 compared to last year's same month at **57.81** DOM.

Sales Success for December 2012 is Positive

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

There were 101 New Listings in December 2012, down **31.76%** from last year at 148. Furthermore, there were 72 Closed Listings this month versus last year at 53, a **35.85%** increase.

Closed versus Listed trends yielded a **71.3%** ratio, up from last year's December 2012 at **35.8%**, a **99.07%** 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.

Are You Ready to Buy or Sell Real Estate?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

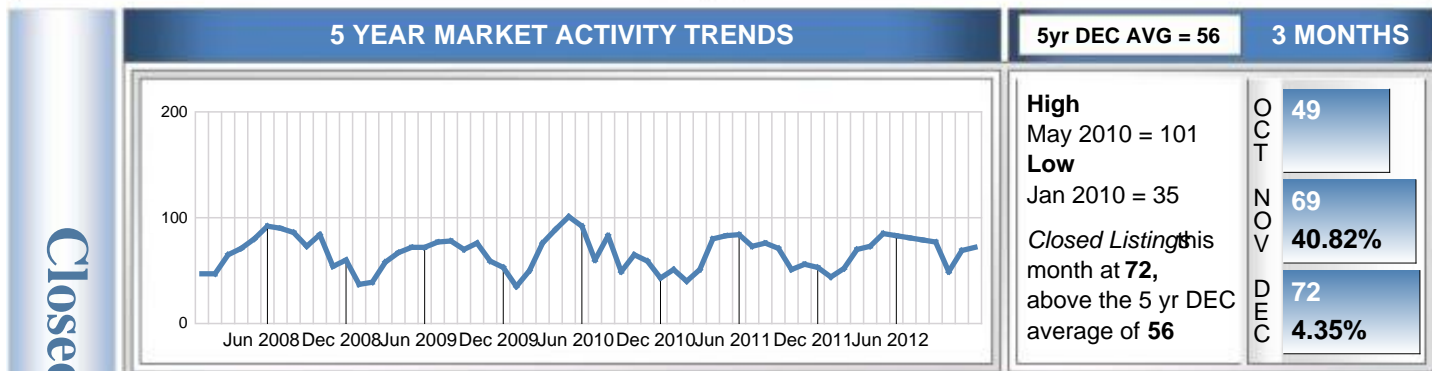
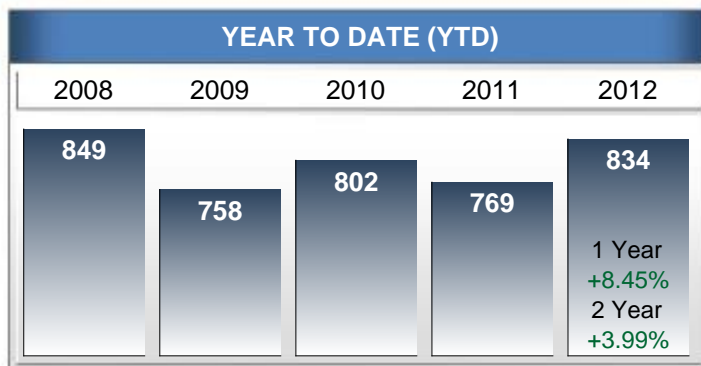
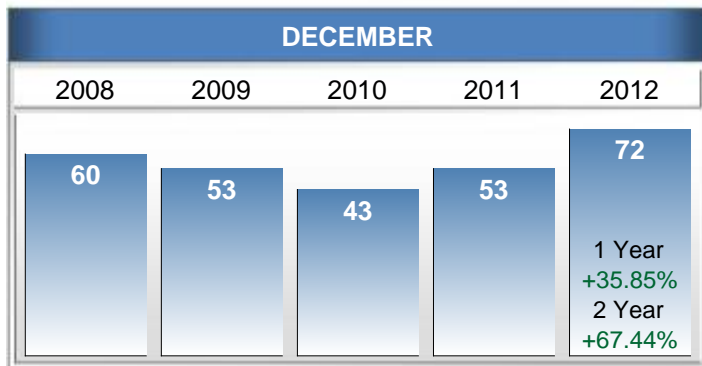
Closed Sales as of Jan 22, 2013



Closed Listings

Report Produced on: Jan 22, 2013

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+		
\$20,000 and less	6	8.33%	10.5	4	2	0	0		
\$20,001 \$30,000	4	5.56%	55.0	2	2	0	0		
\$30,001 \$90,000	18	25.00%	50.2	4	13	1	0		
\$90,001 \$120,000	14	19.44%	50.3	5	7	2	0		
\$120,001 \$170,000	13	18.06%	45.9	0	7	6	0		
\$170,001 \$260,000	9	12.50%	71.0	0	4	4	1		
\$260,001 and up	8	11.11%	54.5	1	2	5	0		
Total Closed Units:				72	49.5	16	37	18	1
Total Closed Volume:				8,713,669		1.09M	4.00M	3.45M	174.00K
Average Closed Price:				\$121,023		\$68,000	\$108,088	\$191,800	\$174,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

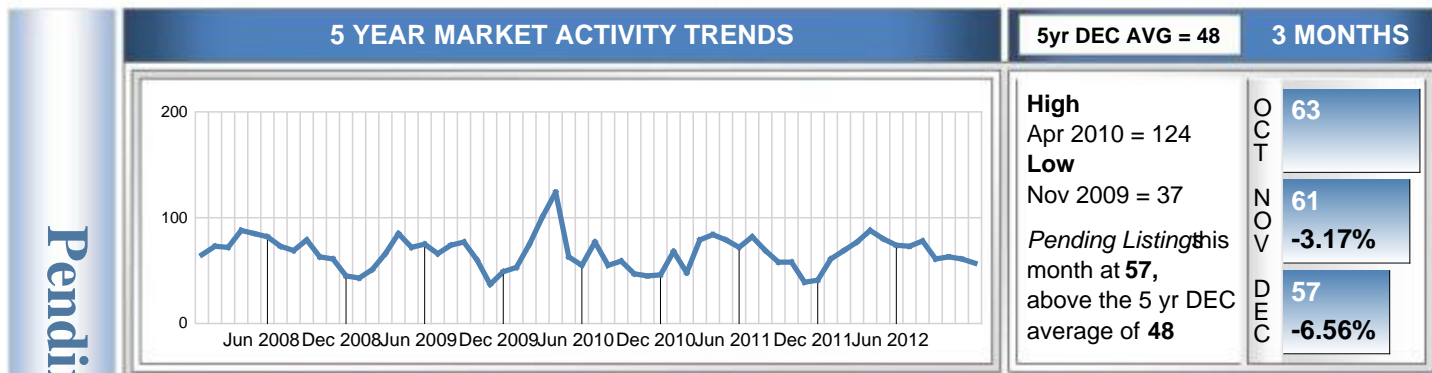
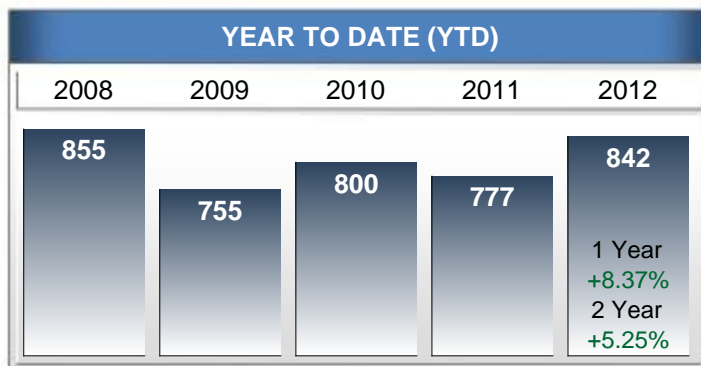
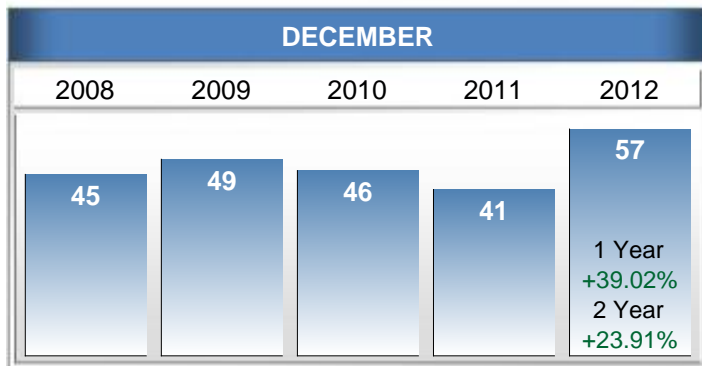
Pending Listings as of Jan 22, 2013



Pending Listings

Report Produced on: Jan 22, 2013

Area Delimited by County Of Washington



Pending Listings
 Ready to Buy or Sell Real Estate?
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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+	
\$30,000 and less	6	10.53%	17.8	5	1	0	0	
\$30,001 \$50,000	6	10.53%	49.2	4	2	0	0	
\$50,001 \$80,000	6	10.53%	24.5	0	6	0	0	
\$80,001 \$140,000	16	28.07%	73.6	3	11	2	0	
\$140,001 \$230,000	9	15.79%	45.6	0	6	3	0	
\$230,001 \$350,000	8	14.04%	71.3	1	0	5	2	
\$350,001 and up	6	10.53%	78.7	0	1	3	2	
Total Pending Units: 57				39.1	13	27	13	4
Total Pending Volume: 8,544,210					845.15K	3.10M	3.28M	1.32M
Average Listing Price: \$104,944					\$65,012	\$114,724	\$252,448	\$329,925



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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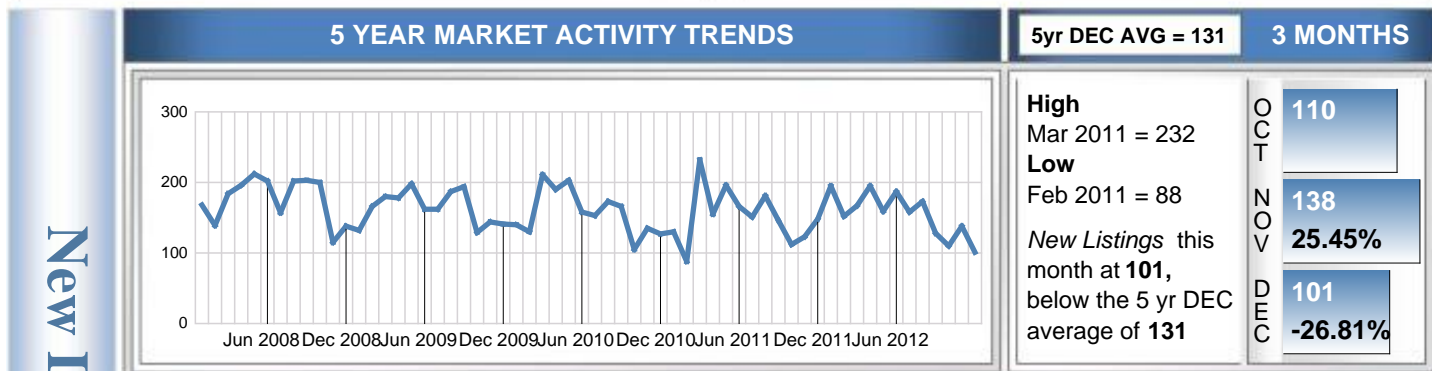
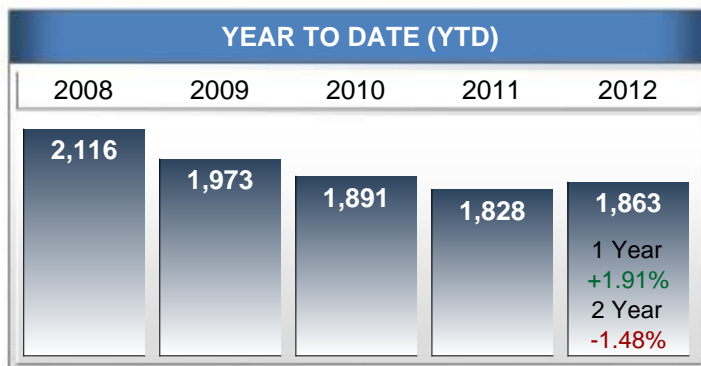
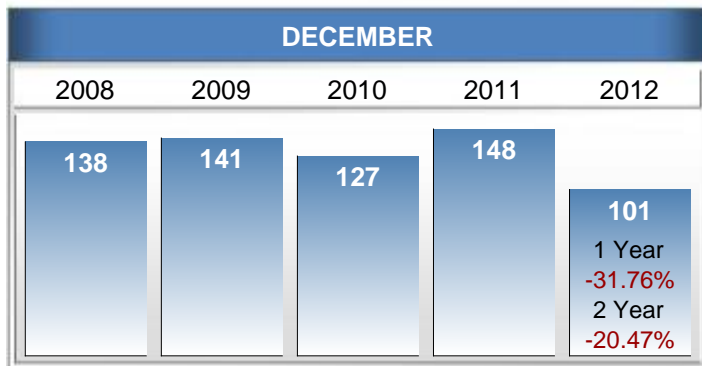
New Listings as of Jan 22, 2013



New Listings

Report Produced on: Jan 22, 2013

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+
\$20,000 and less	8	7.92%	5	3	0	0
\$20,001 \$50,000	17	16.83%	14	3	0	0
\$50,001 \$50,000	0	0.00%	0	0	0	0
\$50,001 \$90,000	36	35.64%	18	16	1	1
\$90,001 \$190,000	18	17.82%	3	10	5	0
\$190,001 \$270,000	11	10.89%	0	3	8	0
\$270,001 and up	11	10.89%	3	0	7	1
Total New Listed Units:			43	35	21	2
Total New Listed Volume:			4.92M	3.11M	5.22M	682.00K
Average New Listed Listing Price:			\$114,456	\$88,946	\$248,424	\$341,000



Monthly Inventory Analysis

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December 2012

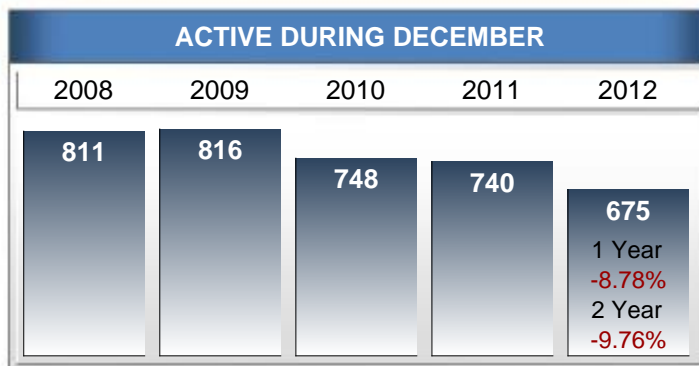
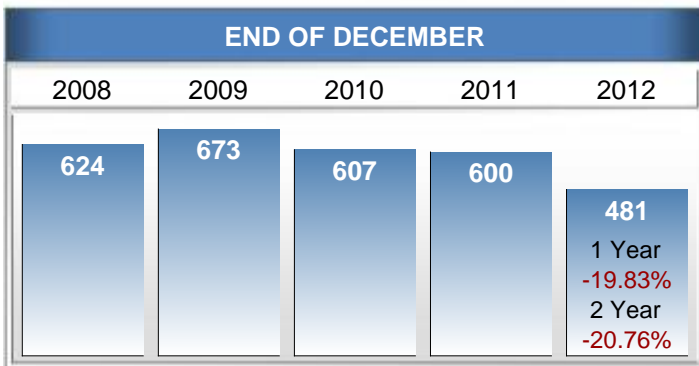
Active Inventory as of Jan 22, 2013



Active Inventory

Report Produced on: Jan 22, 2013

Area Delimited by County Of Washington



Active Inventory

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5yr DEC AVG = 597	3 MONTHS
High Oct 2008 = 787	OCT 592
Low Dec 2012 = 481	NOV 574
<i>Inventory this month at 481, below the 5 yr DEC average of 597</i>	DEC 481
	-3.04%
	-16.20%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	24	4.99%	93.2	21	3	0	0
\$25,001 \$50,000	88	18.30%	83.7	69	17	2	0
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 \$125,000	193	40.12%	86.9	77	96	19	1
\$125,001 \$175,000	49	10.19%	85.1	5	26	18	0
\$175,001 \$250,000	72	14.97%	89.7	9	30	33	0
\$250,001 and up	55	11.43%	90.8	5	5	32	13
Total Active Inventory by Units:		481	87.3	186	177	104	14
Total Active Inventory by Volume:		73,684,814		15.55M	21.08M	22.33M	14.72M
Average Active Inventory Listing Price:		\$153,191		\$83,610	\$119,098	\$214,735	\$1,051,479



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

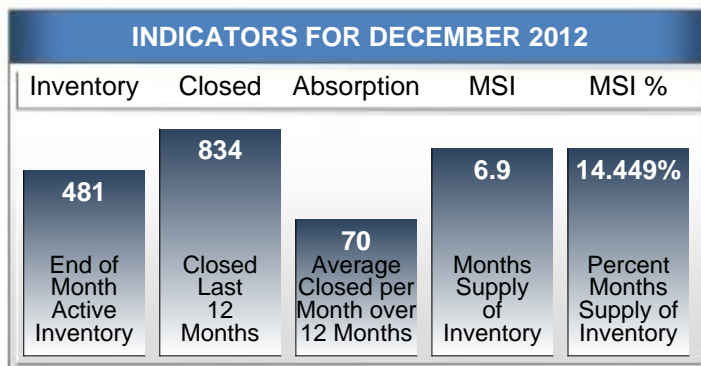
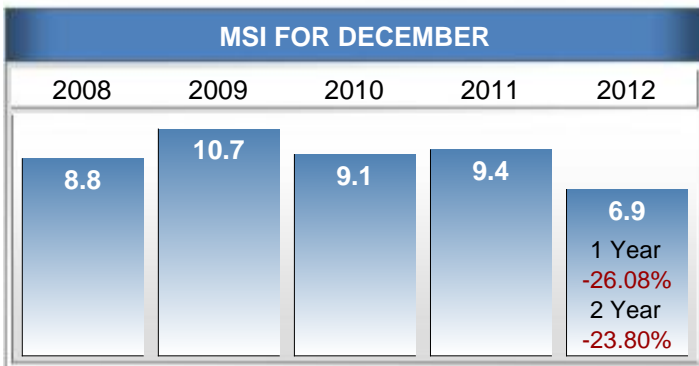
Active Inventory as of Jan 22, 2013



Months Supply of Inventory

Report Produced on: Jan 22, 2013

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+
\$30,000 and less	49	10.19%	7.4	10.2	3.7	3.0	0.0
\$30,001 \$50,000	63	13.10%	12.8	21.9	4.7	6.0	0.0
\$50,001 \$70,000	68	14.14%	10.9	34.4	5.2	4.0	0.0
\$70,001 \$120,000	115	23.91%	6.1	13.2	5.0	4.7	6.0
\$120,001 \$190,000	76	15.80%	4.6	10.7	4.2	5.1	0.0
\$190,001 \$260,000	59	12.27%	5.9	24.0	8.9	4.5	0.0
\$260,001 and up	51	10.60%	8.5	60.0	5.3	7.6	9.8
MSI:			6.9	16.8	5.0	5.3	4.5
Total Active Inventory:			481	186	177	104	14



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

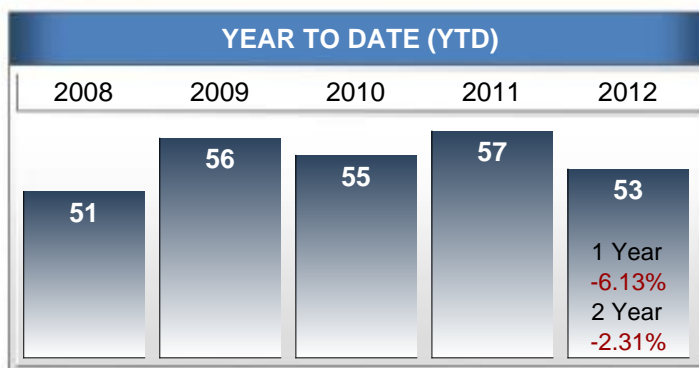
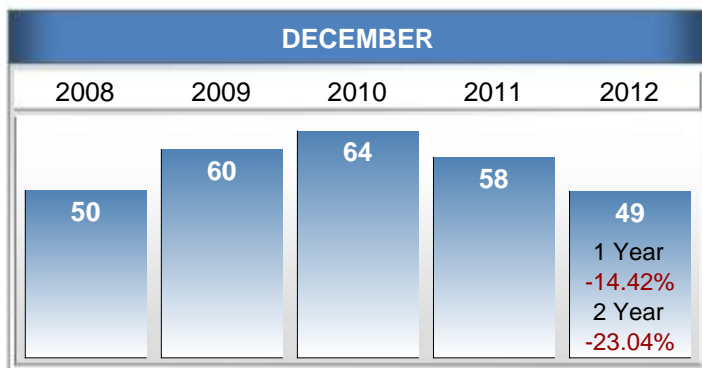
Closed Sales as of Jan 22, 2013



Average Days on Market to Sale

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Area Delimited by County Of Washington



Average Days on Market

Ready to Buy or Sell Real Estate?
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5yr DEC AVG = 56 **3 MONTHS**

High
Feb 2011 = 79

Low
Jun 2010 = 39

Average DOM this month at **49**, below the 5 yr DEC average of **56**

OCT	53
NOV	47
DEC	49
-12.01%	
5.39%	

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+
\$20,000 and less	6	8.33%	10.5	5.5	20.5	0.0	0.0
\$20,001 \$30,000	4	5.56%	55.0	105.5	4.5	0.0	0.0
\$30,001 \$90,000	18	25.00%	50.2	39.0	57.1	5.0	0.0
\$90,001 \$120,000	14	19.44%	50.3	43.8	50.3	66.5	0.0
\$120,001 \$170,000	13	18.06%	45.9	0.0	34.9	58.8	0.0
\$170,001 \$260,000	9	12.50%	71.0	0.0	70.3	54.3	141.0
\$260,001 and up	8	11.11%	54.5	1.0	79.5	55.2	0.0
Average Closed DOM: 49.5				38.1	49.4	54.7	141.0
Total Closed Units: 72				16	37	18	1
Total Closed Volume: 8,713,669				1.09M	4.00M	3.45M	174.00K



Monthly Inventory Analysis

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December 2012

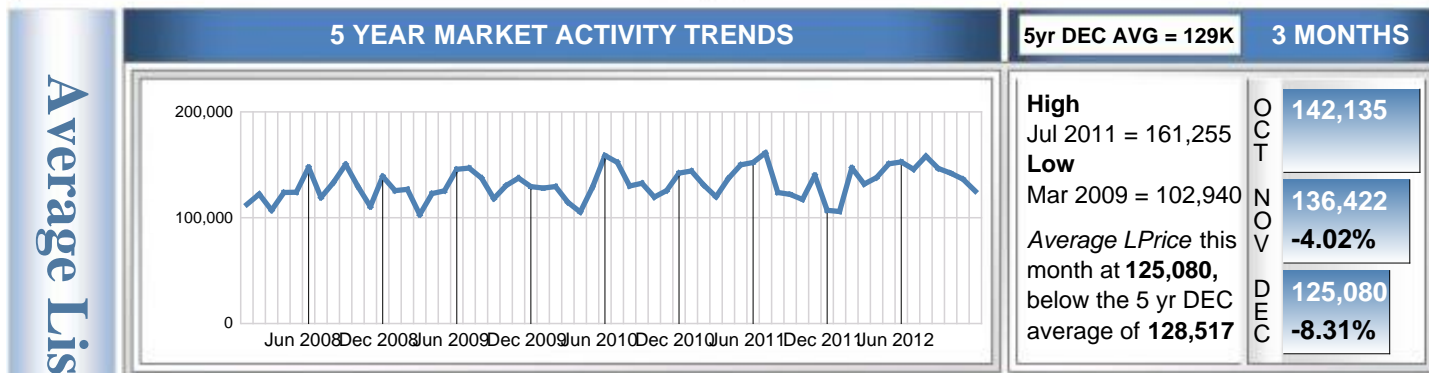
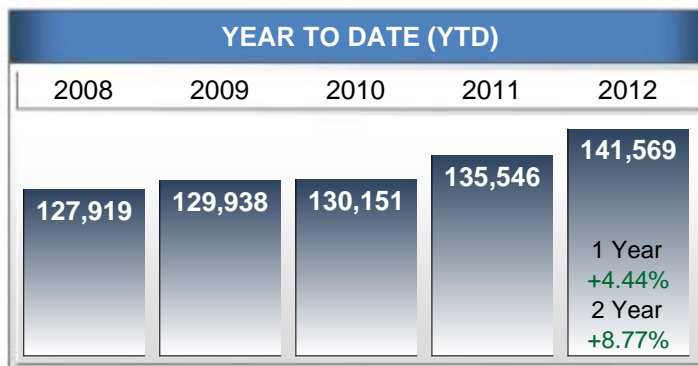
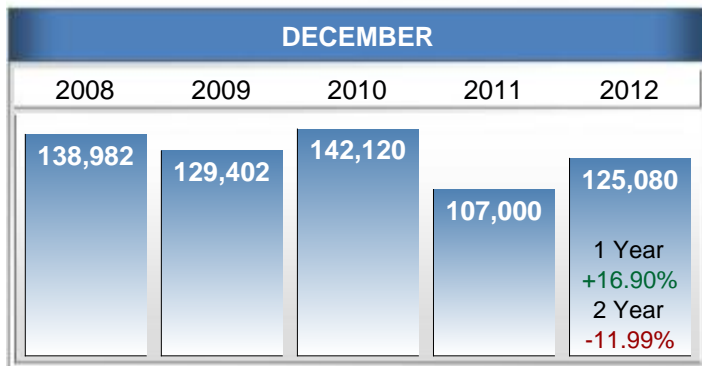
Closed Sales as of Jan 22, 2013



Average List Price at Closing

Report Produced on: Jan 22, 2013

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	6	8.33%	12,333	13,875	9,250	0	0
\$20,001 \$30,000	2	2.78%	24,900	33,750	24,900	0	0
\$30,001 \$90,000	17	23.61%	51,088	44,575	62,708	94,900	0
\$90,001 \$120,000	17	23.61%	106,574	109,400	109,650	104,900	0
\$120,001 \$170,000	12	16.67%	149,038	0	151,007	151,067	0
\$170,001 \$260,000	9	12.50%	205,217	0	208,038	232,700	179,900
\$260,001 and up	9	12.50%	285,144	320,000	284,750	281,180	0
Average List Price:	\$125,080			\$73,019	\$111,074	\$197,100	\$179,900
Total Closed Units:	72			16	37	18	1
Total List Volume:	9,005,750			1.17M	4.11M	3.55M	179.90K



Monthly Inventory Analysis

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December 2012

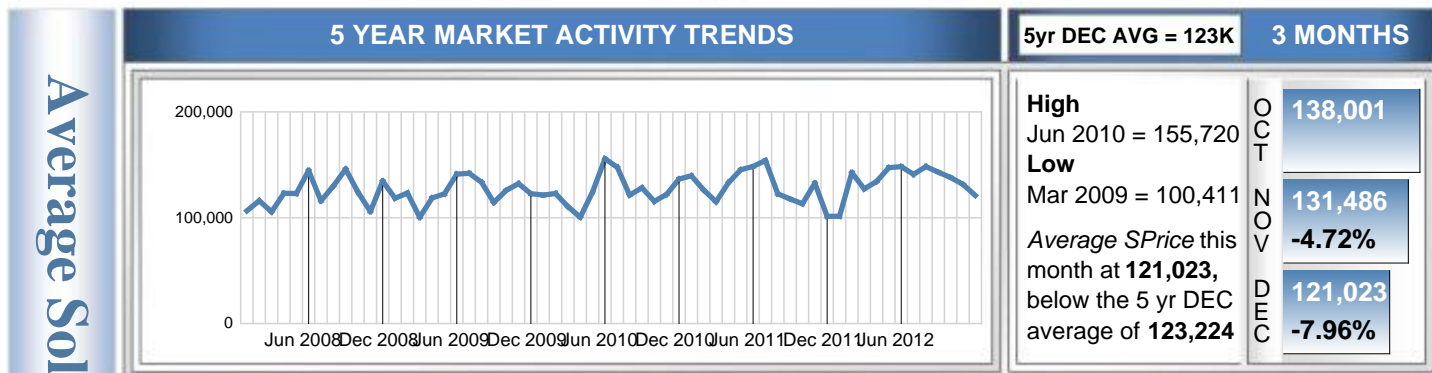
Closed Sales as of Jan 22, 2013



Average Sold Price at Closing

Report Produced on: Jan 22, 2013

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+
\$20,000 and less	6		8.33%	12,183	13,250	10,050	0	0
\$20,001 \$30,000	4		5.56%	26,500	28,750	24,250	0	0
\$30,001 \$90,000	18		25.00%	57,543	42,875	59,713	88,000	0
\$90,001 \$120,000	14		19.44%	104,379	103,600	105,486	102,450	0
\$120,001 \$170,000	13		18.06%	148,054	0	147,571	148,617	0
\$170,001 \$260,000	9		12.50%	208,244	0	203,000	222,050	174,000
\$260,001 and up	8		11.11%	279,825	288,000	285,500	275,920	0
Average Closed Price:	\$121,023				\$68,000	\$108,088	\$191,800	\$174,000
Total Closed Units:	72				16	37	18	1
Total Closed Volume:	8,713,669				1.09M	4.00M	3.45M	174.00K



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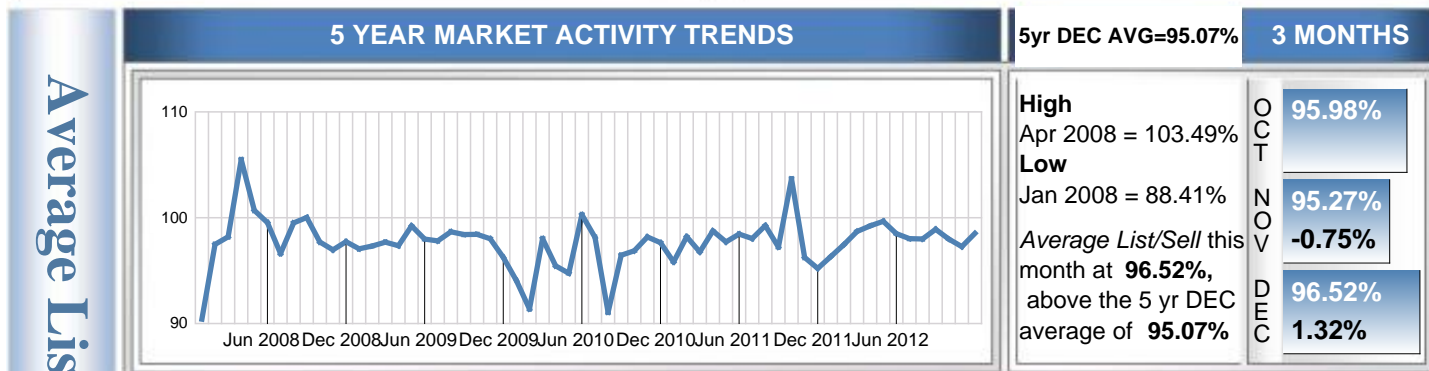
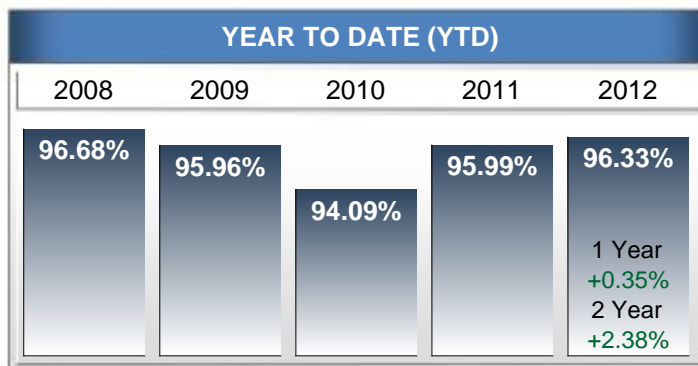
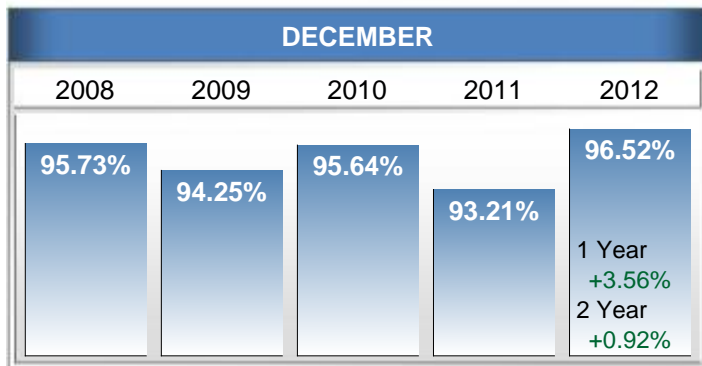
Closed Sales as of Jan 22, 2013



Average Percent of List Price to Selling Price

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Average List/Sell Price

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Contact an experienced REALTOR

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+
\$20,000 and less	6	8.33%	100.71%	96.79%	108.55%	0.00%	0.00%
\$20,001 \$30,000	4	5.56%	91.32%	85.33%	97.32%	0.00%	0.00%
\$30,001 \$90,000	18	25.00%	95.05%	95.95%	94.95%	92.73%	0.00%
\$90,001 \$120,000	14	19.44%	95.87%	94.64%	96.22%	97.77%	0.00%
\$120,001 \$170,000	13	18.06%	98.08%	0.00%	97.76%	98.45%	0.00%
\$170,001 \$260,000	9	12.50%	96.74%	0.00%	97.50%	95.98%	96.72%
\$260,001 and up	8	11.11%	97.66%	90.00%	100.16%	98.19%	0.00%
Average List/Sell Ratio: 96.50%				94.05%	97.14%	97.44%	96.72%
Total Closed Units: 72				16	37	18	1
Total Closed Volume: 8,713,669				1.09M	4.00M	3.45M	174.00K



Monthly Inventory Analysis

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December 2012

Inventory as of Jan 22, 2013



Market Summary

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Absorption: Last 12 months, an Average of 70 Sales/Month

Active Inventory as of December 31, 2012 = 481

	DECEMBER			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	53	72	35.85%	769	834	8.45%
Pending Sales	41	57	39.02%	777	842	8.37%
New Listings	148	101	-31.76%	1,828	1,863	1.91%
Average List Price	107,000	125,080	16.90%	135,546	141,569	4.44%
Average Sale Price	101,313	121,023	19.45%	130,938	136,807	4.48%
Average Percent of List Price to Selling Price	93.21%	96.52%	3.56%	95.99%	96.33%	0.35%
Average Days on Market to Sale	57.81	49.47	-14.42%	56.91	53.42	-6.13%
Monthly Inventory	600	481	-19.83%	600	481	-19.83%
Months Supply of Inventory	9.36	6.92	-26.08%	9.36	6.92	-26.08%

