



December 2012

Area Delimited by County Of Washington

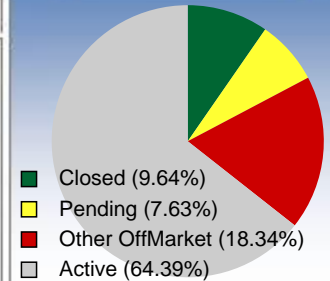


Absorption: Last 12 months, an Average of **70** Sales/Month

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%
Median List Price	78,900	110,000	39.42%
Median Sale Price	78,900	105,000	33.08%
Median Percent of List Price to Selling Price	95.05%	98.13%	3.24%
Median Days on Market to Sale	47.00	38.50	-18.09%
End of Month Inventory	600	481	-19.83%
Months Supply of Inventory	9.36	6.92	-26.08%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 22, 2013

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.

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 **33.08%** in December 2012 to \$105,000 versus the previous year at \$78,900.

Median Days on Market Shortens

The median number of **38.50** days that homes spent on the market before selling decreased by 8.50 days or **18.09%** in December 2012 compared to last year's same month at **47.00** DOM.

Sales Success for December 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 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.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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

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December 2012

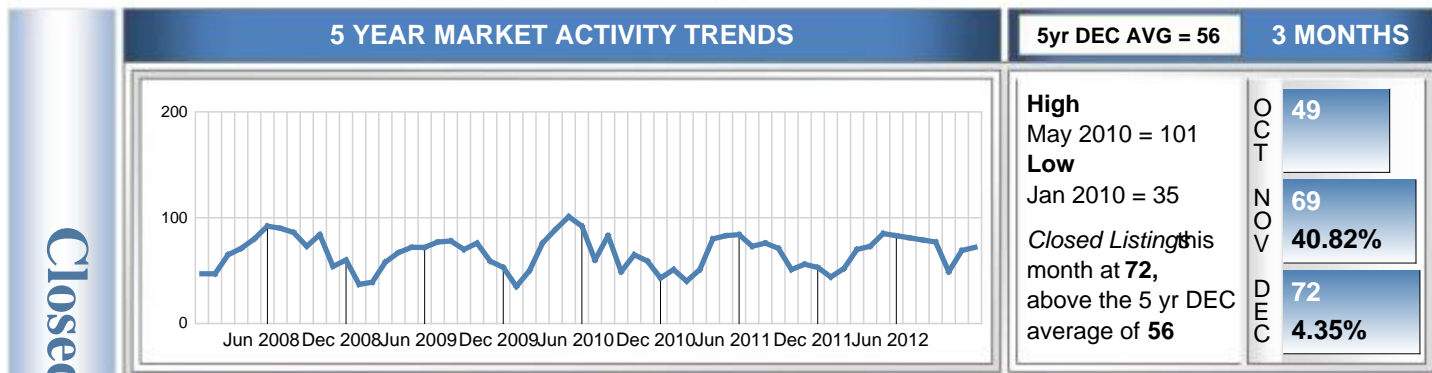
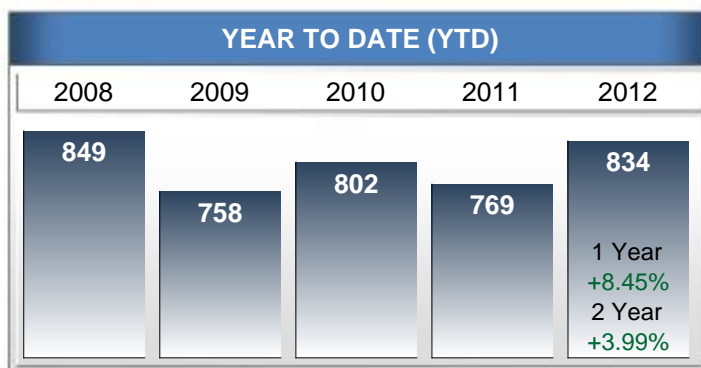
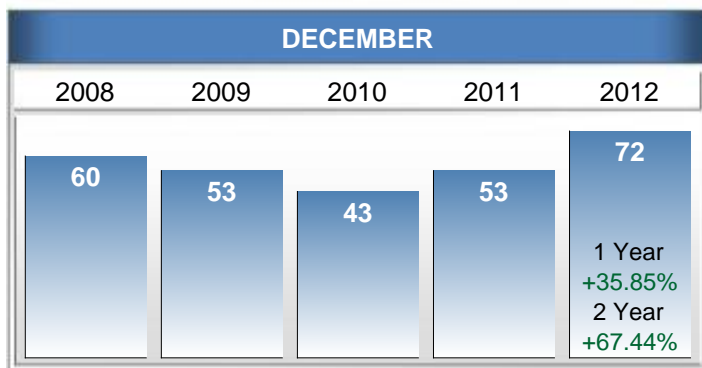
Closed Sales as of Jan 22, 2013



Report Produced on: Jan 22, 2013

Closed Listings

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+
\$20,000 and less	6	8.33%	9.0	4	2	0	0
\$20,001 \$30,000	4	5.56%	54.5	2	2	0	0
\$30,001 \$90,000	18	25.00%	40.5	4	13	1	0
\$90,001 \$120,000	14	19.44%	45.0	5	7	2	0
\$120,001 \$170,000	13	18.06%	52.0	0	7	6	0
\$170,001 \$260,000	9	12.50%	65.0	0	4	4	1
\$260,001 and up	8	11.11%	41.5	1	2	5	0
Total Closed Units:	72		38.5	16	37	18	1
Total Closed Volume:	8,713,669			1.09M	4.00M	3.45M	174.00K
Median Closed Price:	\$105,000			\$40,500	\$98,000	\$181,550	\$174,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

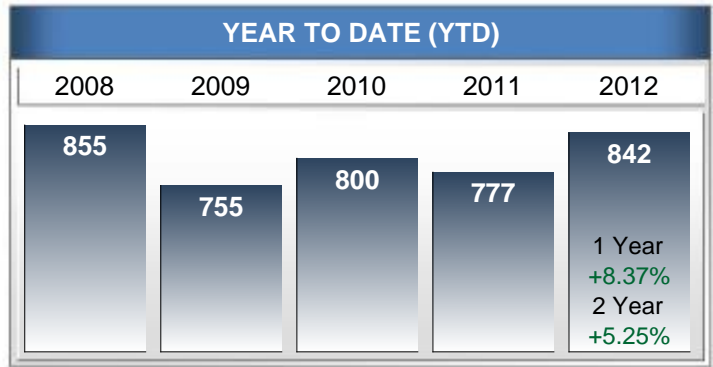
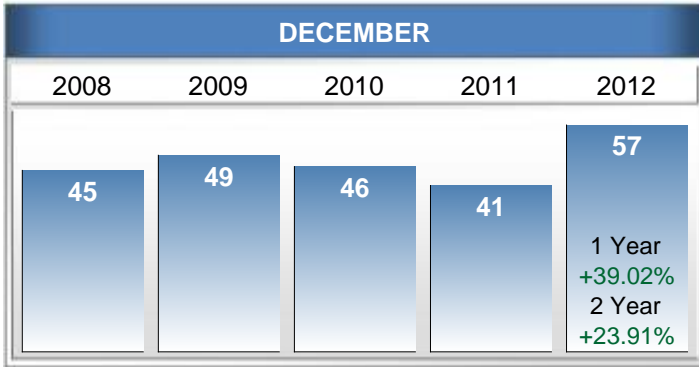
Pending Listings as of Jan 22, 2013



Pending Listings

Report Produced on: Jan 22, 2013

Area Delimited by County Of Washington



Pending Listings

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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+		
\$30,000 and less	6	10.53%	15.0	5	1	0	0		
\$30,001 \$50,000	6	10.53%	45.5	4	2	0	0		
\$50,001 \$80,000	6	10.53%	5.0	0	6	0	0		
\$80,001 \$140,000	16	28.07%	78.5	3	11	2	0		
\$140,001 \$230,000	9	15.79%	56.0	0	6	3	0		
\$230,001 \$350,000	8	14.04%	49.5	1	0	5	2		
\$350,001 and up	6	10.53%	85.5	0	1	3	2		
Total Pending Units:				57	49.0	13	27	13	4
Total Pending Volume:				8,544,210		845.15K	3.10M	3.28M	1.32M
Median Listing Price:				\$99,900		\$32,500	\$98,500	\$239,900	\$337,400



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

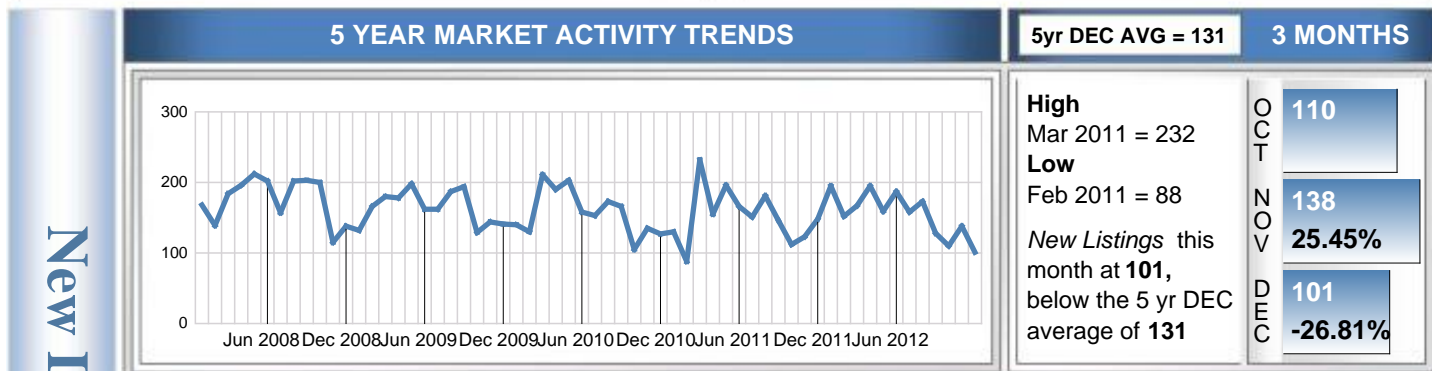
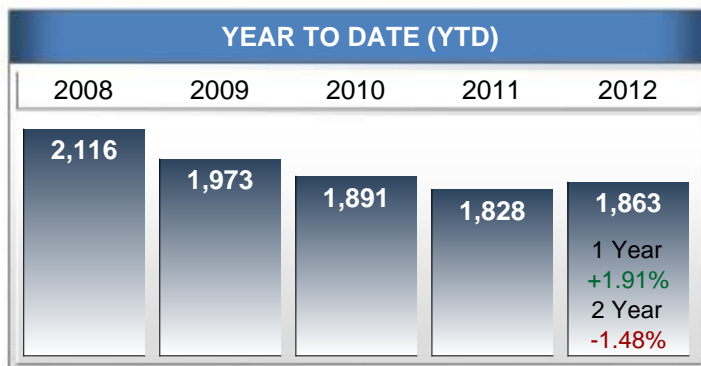
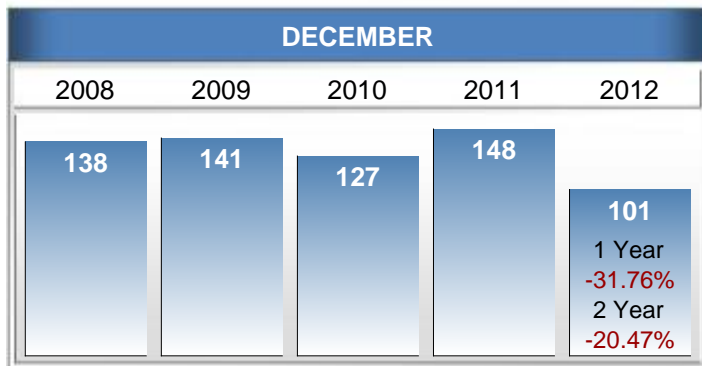
New Listings as of Jan 22, 2013



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
Median New Listed Listing Price:			\$55,000	\$75,900	\$239,900	\$341,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

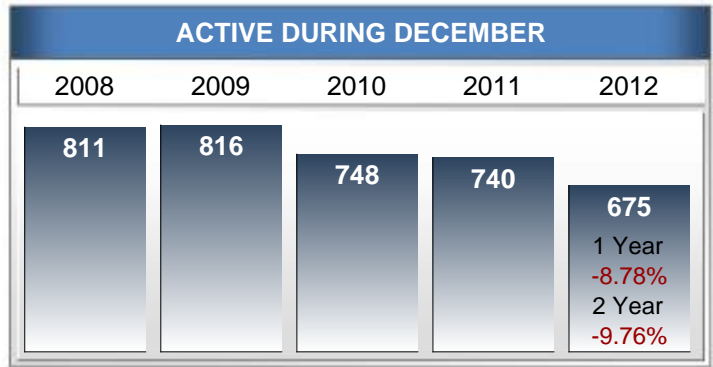
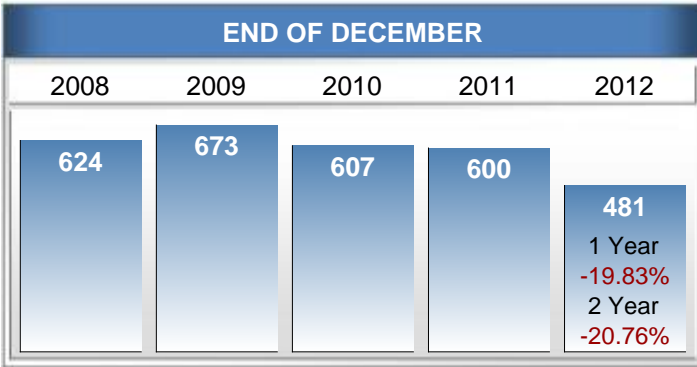
Active Inventory as of Jan 22, 2013



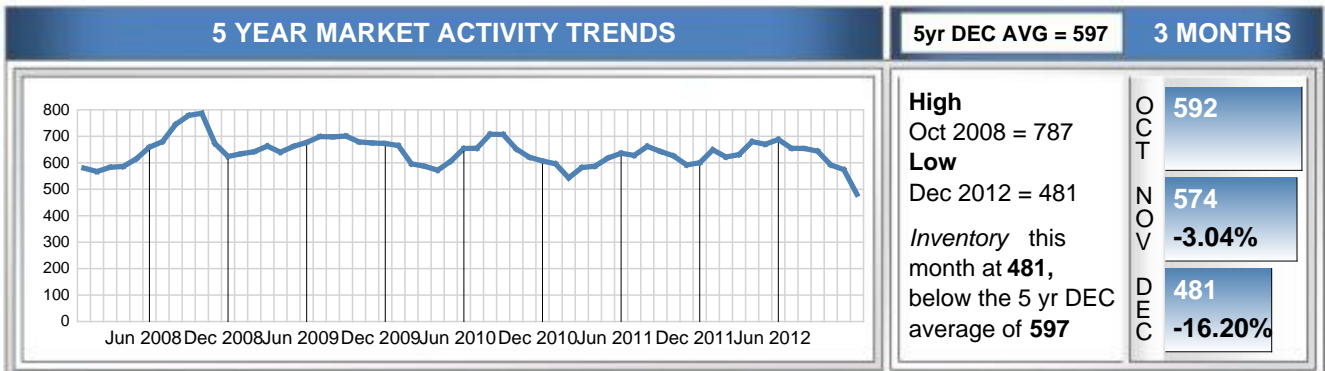
Active Inventory

Report Produced on: Jan 22, 2013

Area Delimited by County Of Washington



Active Inventory



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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	49	10.19%	77.0	39	9	1	0		
\$30,001 - \$50,000	63	13.10%	59.0	51	11	1	0		
\$50,001 - \$70,000	68	14.14%	83.5	43	23	2	0		
\$70,001 - \$120,000	115	23.91%	88.0	34	67	13	1		
\$120,001 - \$190,000	76	15.80%	91.5	8	40	28	0		
\$190,001 - \$260,000	59	12.27%	73.0	6	23	30	0		
\$260,001 and up	51	10.60%	80.0	5	4	29	13		
Total Active Inventory by Units:				481	81.0	186	177	104	14
Total Active Inventory by Volume:				73,684,814		15.55M	21.08M	22.33M	14.72M
Median Active Inventory Listing Price:				\$89,900		\$54,000	\$97,000	\$202,950	\$357,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2012

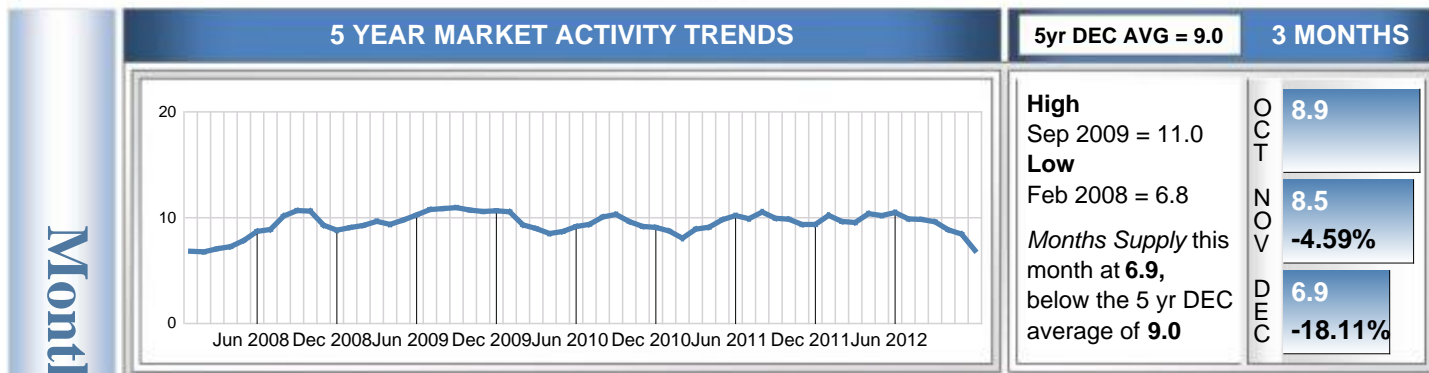
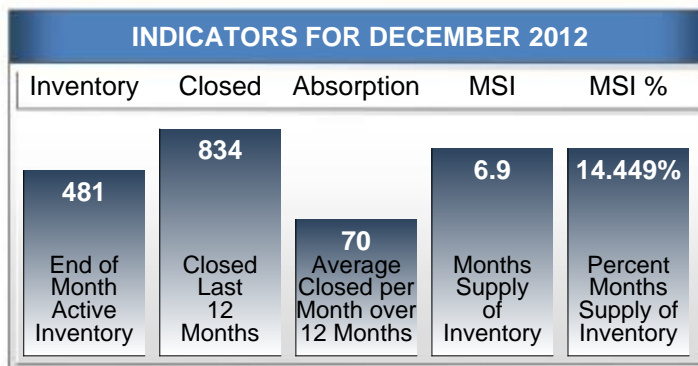
Active Inventory as of Jan 22, 2013



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

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December 2012

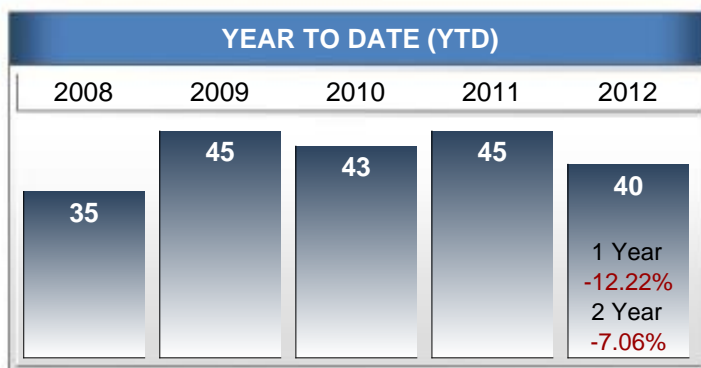
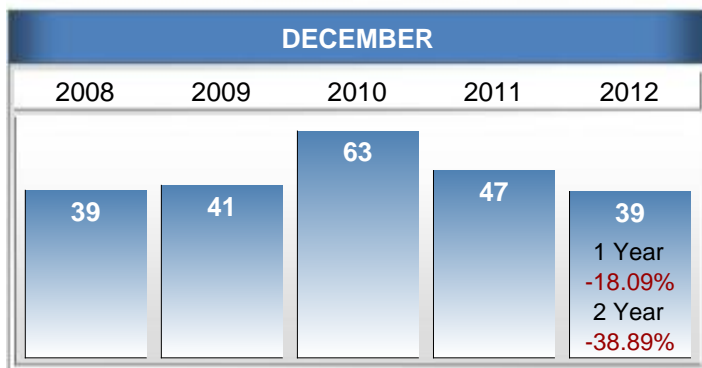
Closed Sales as of Jan 22, 2013



Median Days on Market to Sale

Report Produced on: Jan 22, 2013

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+
\$20,000 and less	6			8.33%	9.0	5.5	20.5	0.0	0.0
\$20,001 \$30,000	4			5.56%	54.5	105.5	4.5	0.0	0.0
\$30,001 \$90,000	18			25.00%	40.5	30.5	52.0	5.0	0.0
\$90,001 \$120,000	14			19.44%	45.0	9.0	43.0	66.5	0.0
\$120,001 \$170,000	13			18.06%	52.0	0.0	32.0	55.5	0.0
\$170,001 \$260,000	9			12.50%	65.0	0.0	71.5	28.5	141.0
\$260,001 and up	8			11.11%	41.5	1.0	79.5	72.0	0.0
Median Closed DOM:	38.5					9.5	43.0	50.5	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

Data from the Greater Tulsa Association of REALTORS®

December 2012

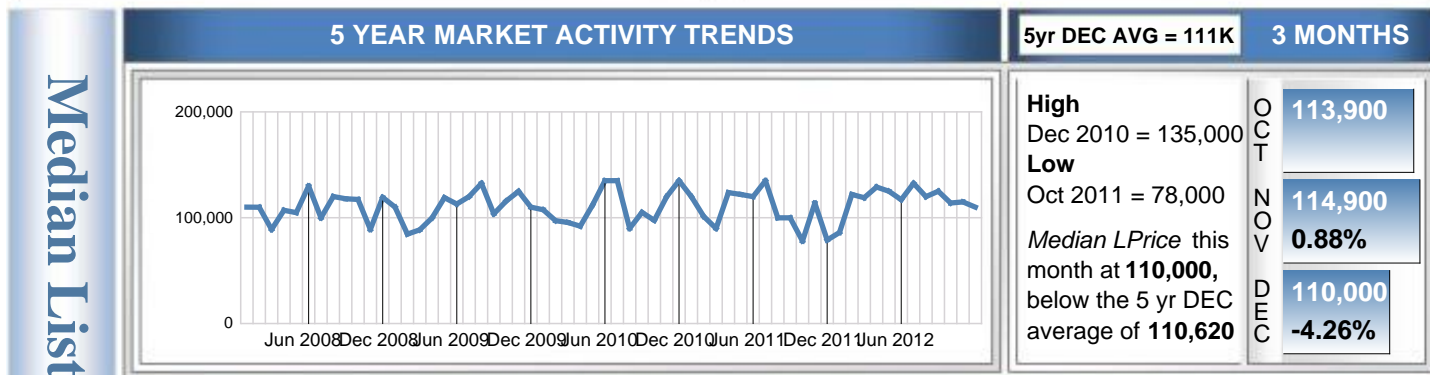
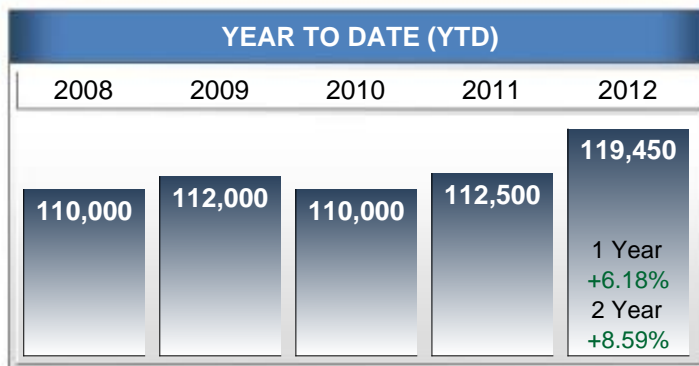
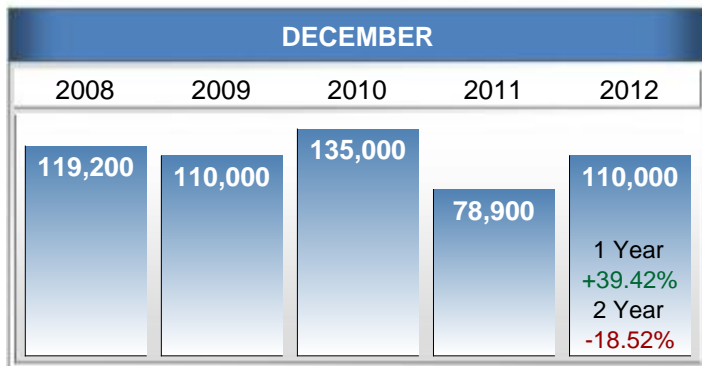
Closed Sales as of Jan 22, 2013



Median List Price at Closing

Report Produced on: Jan 22, 2013

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+
\$20,000 and less	6	8.33%	9,500	13,750	9,250	0	0
\$20,001 \$30,000	2	2.78%	24,900	0	24,900	0	0
\$30,001 \$90,000	17	23.61%	43,900	34,950	64,900	0	0
\$90,001 \$120,000	17	23.61%	105,000	110,000	105,000	99,900	0
\$120,001 \$170,000	12	16.67%	158,250	0	153,375	160,500	0
\$170,001 \$260,000	9	12.50%	199,500	0	199,500	225,000	179,900
\$260,001 and up	9	12.50%	275,000	320,000	284,750	272,950	0
Median List Price:	\$110,000			\$42,500	\$104,000	\$180,950	\$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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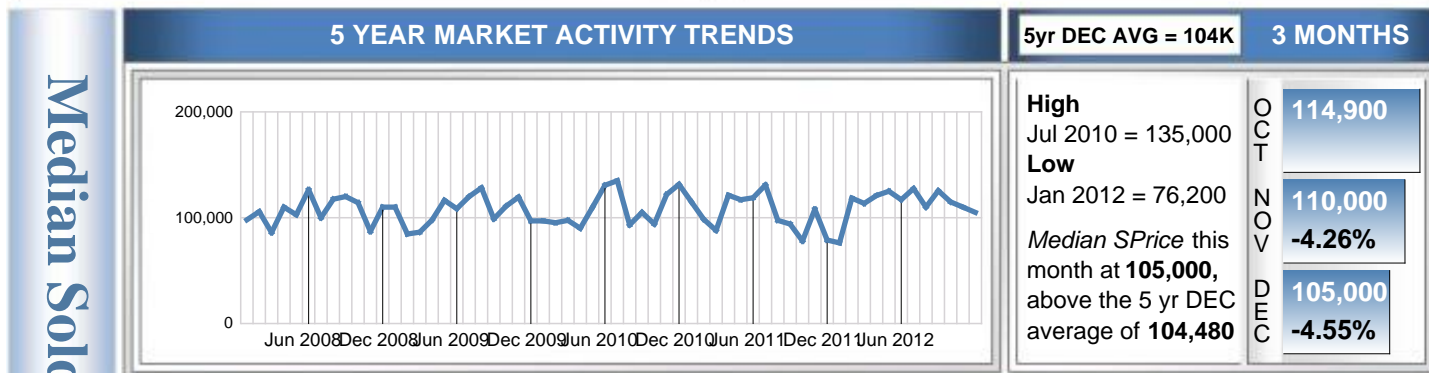
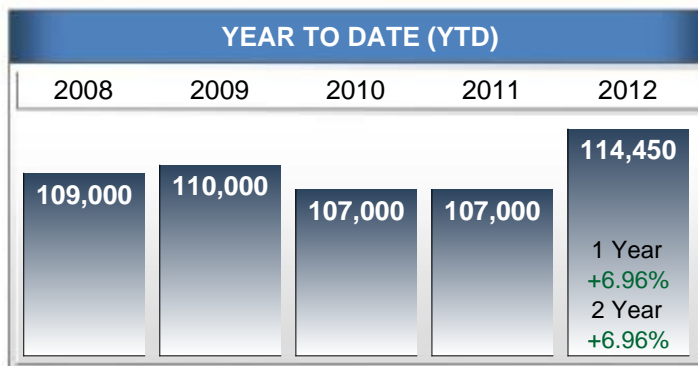
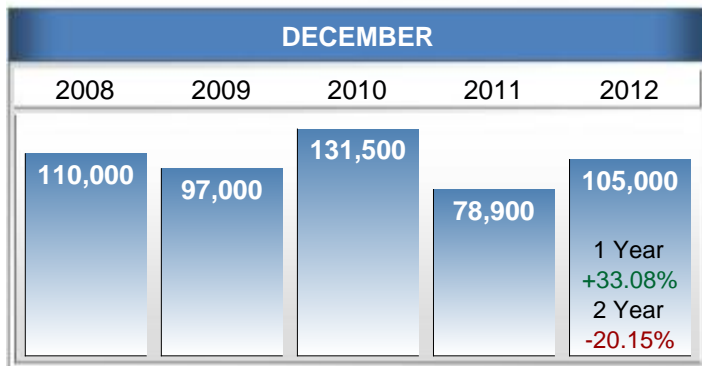
Closed Sales as of Jan 22, 2013



Median Sold Price at Closing

Report Produced on: Jan 22, 2013

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+
\$20,000 and less	6	8.33%	10,050	12,500	10,050	0	0
\$20,001 \$30,000	4	5.56%	27,500	28,750	24,250	0	0
\$30,001 \$90,000	18	25.00%	60,000	40,500	63,480	88,000	0
\$90,001 \$120,000	14	19.44%	105,000	100,000	105,000	102,450	0
\$120,001 \$170,000	13	18.06%	155,000	0	155,000	154,500	0
\$170,001 \$260,000	9	12.50%	214,000	0	195,750	227,500	174,000
\$260,001 and up	8	11.11%	276,500	288,000	285,500	271,000	0
Median Closed Price:	\$105,000			\$40,500	\$98,000	\$181,550	\$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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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+
\$20,000 and less	6	8.33%	100.00%	100.00%	108.55%	0.00%	0.00%
\$20,001 \$30,000	4	5.56%	92.86%	85.33%	97.32%	0.00%	0.00%
\$30,001 \$90,000	18	25.00%	95.95%	97.69%	96.50%	92.73%	0.00%
\$90,001 \$120,000	14	19.44%	96.82%	95.24%	98.10%	97.77%	0.00%
\$120,001 \$170,000	13	18.06%	98.41%	0.00%	98.19%	100.00%	0.00%
\$170,001 \$260,000	9	12.50%	98.79%	0.00%	99.53%	98.28%	96.72%
\$260,001 and up	8	11.11%	98.35%	90.00%	100.16%	98.55%	0.00%
Median List/Sell Ratio:	98.13%			95.31%	98.15%	98.67%	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%
Median List Price	78,900	110,000	39.42%	112,500	119,450	6.18%
Median Sale Price	78,900	105,000	33.08%	107,000	114,450	6.96%
Median Percent of List Price to Selling Price	95.05%	98.13%	3.24%	97.01%	98.04%	1.06%
Median Days on Market to Sale	47.00	38.50	-18.09%	45.00	39.50	-12.22%
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%

