



# February 2012

Area Delimited by County Of Washington

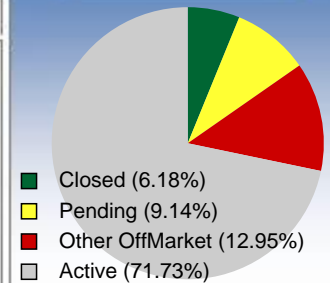


**Absorption:** Last 12 months, an Average of **65** Sales/Month

**Active Inventory** as of February 29, 2012 = **604**

	FEBRUARY		
	2011	2012	+/- %
Closed Listings	40	52	30.00%
Pending Listings	48	77	60.42%
New Listings	88	152	72.73%
Median List Price	101,200	121,950	20.50%
Median Sale Price	98,500	118,500	20.30%
Median Percent of List Price to Selling Price	97.11%	97.63%	0.54%
Median Days on Market to Sale	67.50	58.00	-14.07%
End of Month Inventory	543	604	11.23%
Months Supply of Inventory	8.06	9.36	16.12%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Mar 12, 2012

Data from the **Tulsa MLS**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2012 rose **11.23%** to 604 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **9.36** 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 **20.30%** in February 2012 to \$118,500 versus the previous year at \$98,500.

### Median Days on Market Shortens

The median number of **58.00** days that homes spent on the market before selling decreased by 9.50 days or **14.07%** in February 2012 compared to last year's same month at **67.50** DOM.

### Sales Success for February 2012 is Positive

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

There were 152 New Listings in February 2012, up **72.73%** from last year at 88. Furthermore, there were 52 Closed Listings this month versus last year at 40, a **30.00%** increase.

Closed versus Listed trends yielded a **34.2%** ratio, down from last year's February 2012 at **45.5%**, a **24.74%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## February 2012

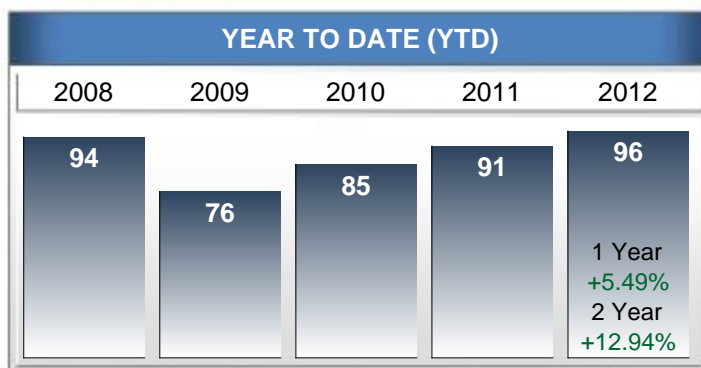
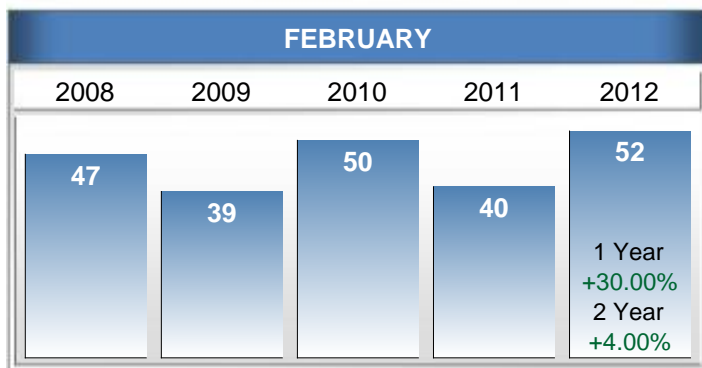
Closed Sales as of Mar 12, 2012



### Closed Listings

Report Produced on: Mar 12, 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	5	9.62%	63.0	2	2	1	0
\$30,001 - \$60,000	6	11.54%	102.5	5	1	0	0
\$60,001 - \$90,000	9	17.31%	61.0	0	7	2	0
\$90,001 - \$150,000	12	23.08%	97.0	0	9	3	0
\$150,001 - \$210,000	8	15.38%	23.5	0	4	4	0
\$210,001 - \$240,000	6	11.54%	39.5	0	1	5	0
\$240,001 and up	6	11.54%	56.5	0	0	6	0
<b>Total Closed Units:</b>	<b>52</b>		<b>58.0</b>	<b>7</b>	<b>24</b>	<b>21</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>7,413,340</b>			<b>246.90K</b>	<b>2.61M</b>	<b>4.55M</b>	<b>\$0</b>
<b>Median Closed Price:</b>	<b>\$118,500</b>			<b>\$40,000</b>	<b>\$97,750</b>	<b>\$214,500</b>	

Closed Listings

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## February 2012

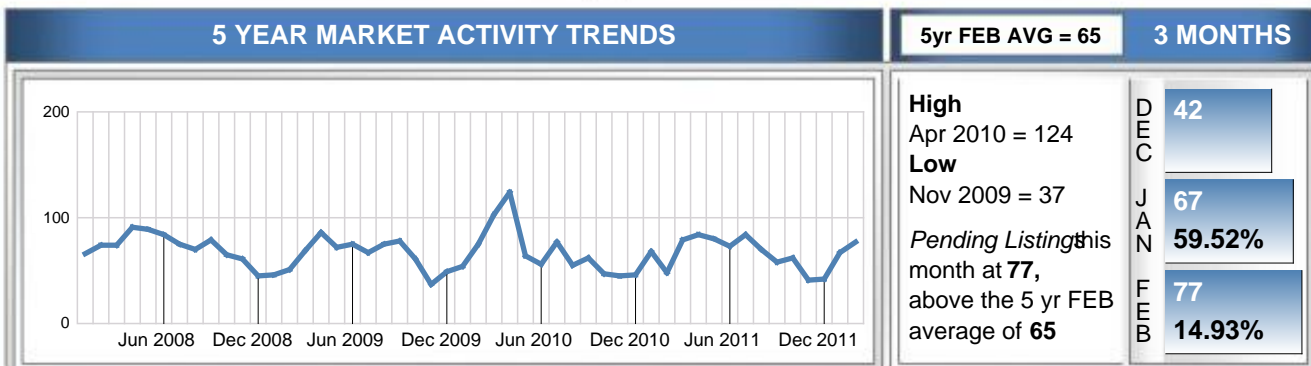
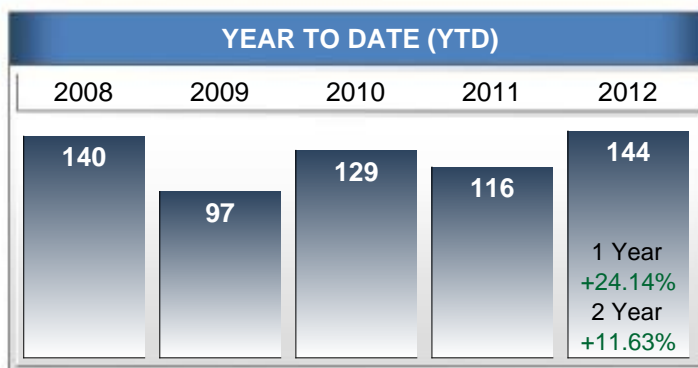
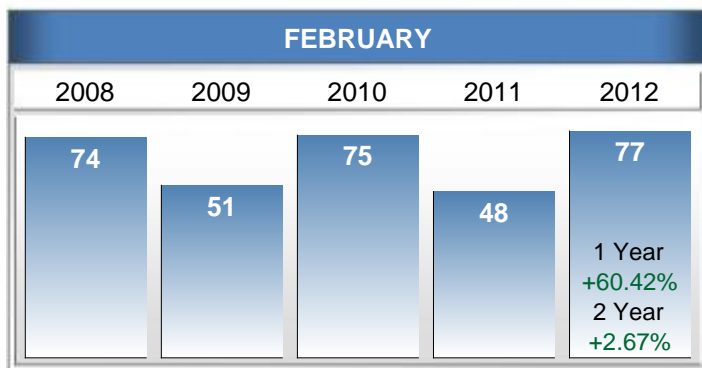
Pending Listings as of Mar 12, 2012



### Pending Listings

Report Produced on: Mar 12, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	4	5.19%	29.0	3	0	1	0	
\$40,001 \$60,000	8	10.39%	45.5	3	4	1	0	
\$60,001 \$80,000	13	16.88%	51.0	2	9	2	0	
\$80,001 \$130,000	23	29.87%	35.0	6	13	3	1	
\$130,001 \$180,000	11	14.29%	82.0	0	9	2	0	
\$180,001 \$260,000	9	11.69%	49.0	0	3	5	1	
\$260,001 and up	9	11.69%	23.0	0	0	8	1	
Total Pending Units: 77				48.0	14	38	22	3
Total Pending Volume: 10,055,510					1.01M	4.28M	4.19M	584.90K
Median Listing Price: \$111,900					\$70,750	\$107,950	\$214,250	\$186,900



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## February 2012

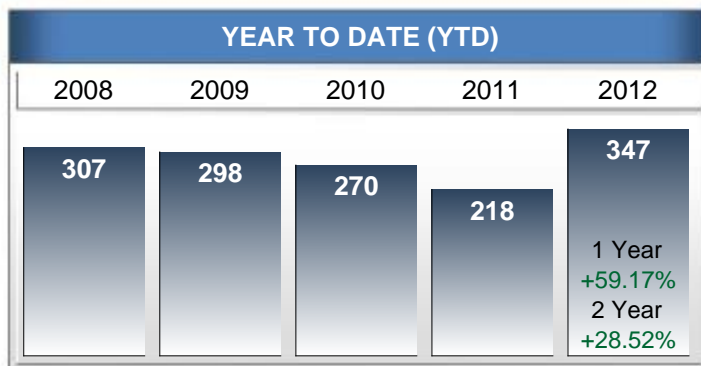
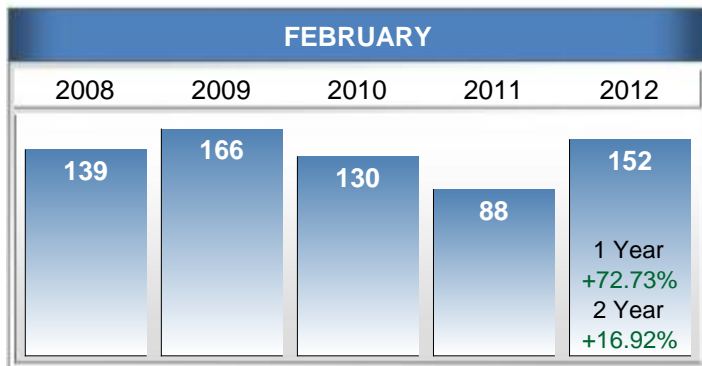
New Listings as of Mar 12, 2012



### New Listings

Report Produced on: Mar 12, 2012

Area Delimited by County Of Washington



#### 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	3	1.97%	0	2	1	0
\$20,001 \$50,000	21	13.82%	16	4	0	1
\$50,001 \$70,000	27	17.76%	18	8	1	0
\$70,001 \$120,000	39	25.66%	11	23	5	0
\$120,001 \$160,000	23	15.13%	0	17	4	2
\$160,001 \$240,000	23	15.13%	2	6	14	1
\$240,001 and up	16	10.53%	0	2	12	2
Total New Listed Units:			47	62	37	6
Total New Listed Volume:			2.79M	6.90M	7.85M	1.85M
Median New Listed Listing Price:			\$58,000	\$107,500	\$198,000	\$179,950

New Listings

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## February 2012

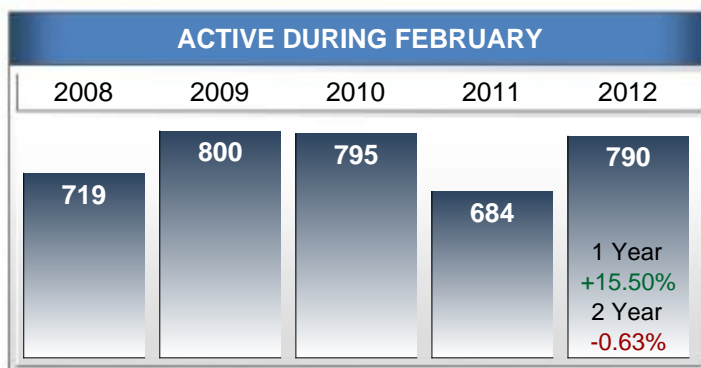
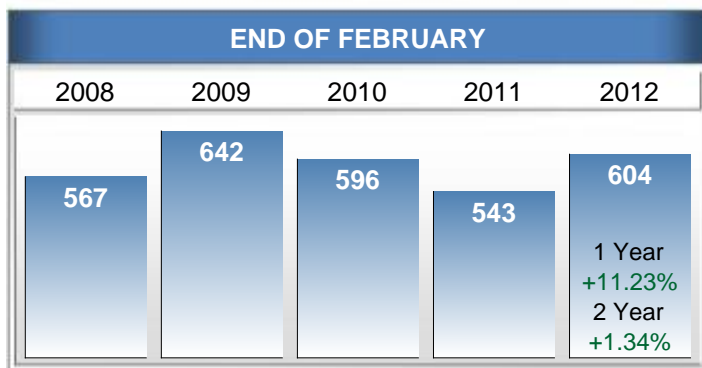
Active Inventory as of Mar 12, 2012



### Active Inventory

Report Produced on: Mar 12, 2012

Area Delimited by County Of Washington



Active Inventory

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**5yr FEB AVG = 590**     **3 MONTHS**

**High**  
Oct 2008 = 787

**Low**  
Feb 2011 = 543

*Inventory* this month at **604**, above the 5 yr FEB average of **590**

D E C	592
J A N	638
F E B	604

**7.77%**

**-5.33%**

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	14	2.32%	70.0	12	2	0	0		
\$20,001 \$40,000	117	19.37%	35.0	103	12	1	1		
\$40,001 \$60,000	98	16.23%	78.0	76	22	0	0		
\$60,001 \$120,000	148	24.50%	69.0	61	70	14	3		
\$120,001 \$180,000	82	13.58%	53.5	5	47	26	4		
\$180,001 \$250,000	81	13.41%	57.0	7	31	41	2		
\$250,001 and up	64	10.60%	66.0	6	13	30	15		
Total Active Inventory by Units:				604	61.0	270	197	112	25
Total Active Inventory by Volume:				82,993,501		20.43M	28.37M	25.65M	8.55M
Median Active Inventory Listing Price:				\$80,000		\$50,000	\$114,900	\$214,750	\$285,000



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## February 2012

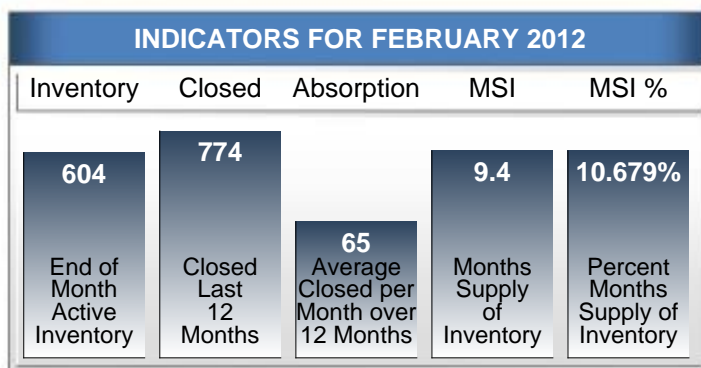
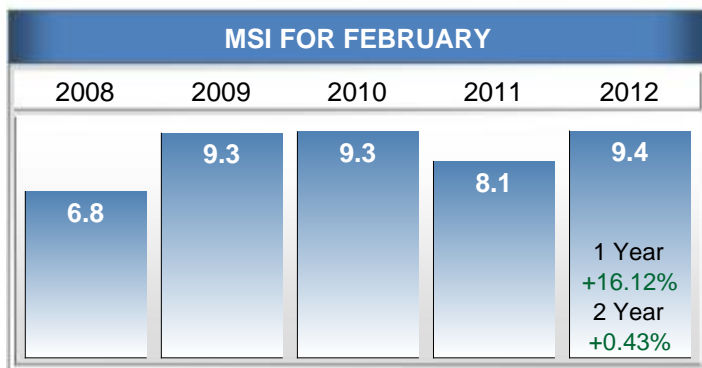
Active Inventory as of Mar 12, 2012



### Months Supply of Inventory

Report Produced on: Mar 12, 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	14	2.32%	3.6	5.0	1.5	0.0	0.0
\$20,001 \$40,000	117	19.37%	25.1	49.4	5.0	6.0	0.0
\$40,001 \$60,000	98	16.23%	13.5	28.5	5.4	0.0	0.0
\$60,001 \$120,000	148	24.50%	7.0	24.4	4.3	6.7	12.0
\$120,001 \$180,000	82	13.58%	6.7	5.5	8.4	4.9	9.6
\$180,001 \$250,000	81	13.41%	10.3	42.0	12.4	8.2	12.0
\$250,001 and up	64	10.60%	8.6	36.0	12.0	6.0	12.9
MSI:			9.4	24.7	5.9	6.1	12.5
Total Active Inventory:			604	270	197	112	25



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## February 2012

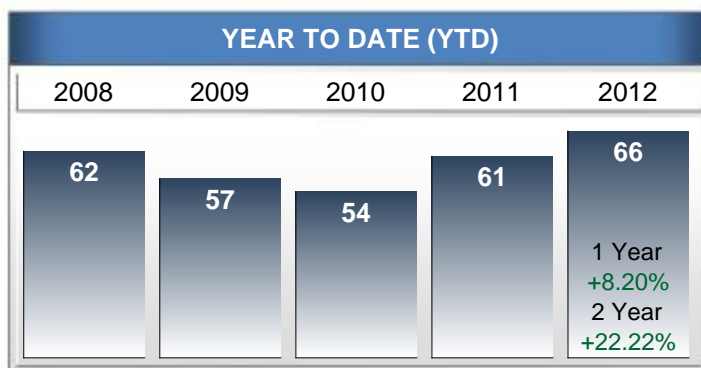
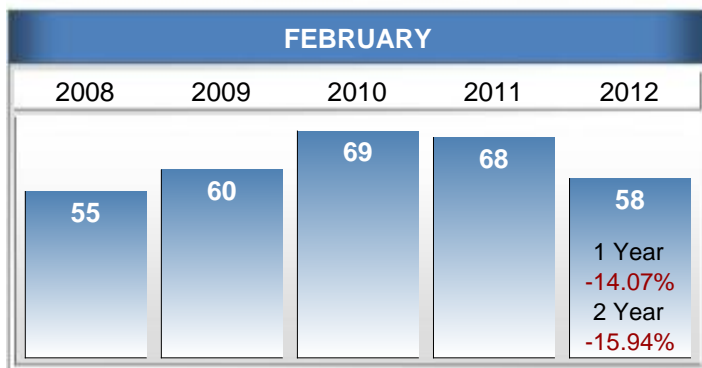
Closed Sales as of Mar 12, 2012



### Median Days on Market to Sale

Report Produced on: Mar 12, 2012

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+
\$30,000 and less	5	9.62%	63.0	31.5	76.5	153.0	0.0
\$30,001 \$60,000	6	11.54%	102.5	120.0	85.0	0.0	0.0
\$60,001 \$90,000	9	17.31%	61.0	0.0	61.0	73.5	0.0
\$90,001 \$150,000	12	23.08%	97.0	0.0	111.0	27.0	0.0
\$150,001 \$210,000	8	15.38%	23.5	0.0	15.0	38.5	0.0
\$210,001 \$240,000	6	11.54%	39.5	0.0	26.0	53.0	0.0
\$240,001 and up	6	11.54%	56.5	0.0	0.0	56.5	0.0
Median Closed DOM:	58.0			42.0	87.5	48.0	0.0
Total Closed Units:	52			7	24	21	
Total Closed Volume:	7,413,340			246.90K	2.61M	4.55M	0.00B



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## February 2012

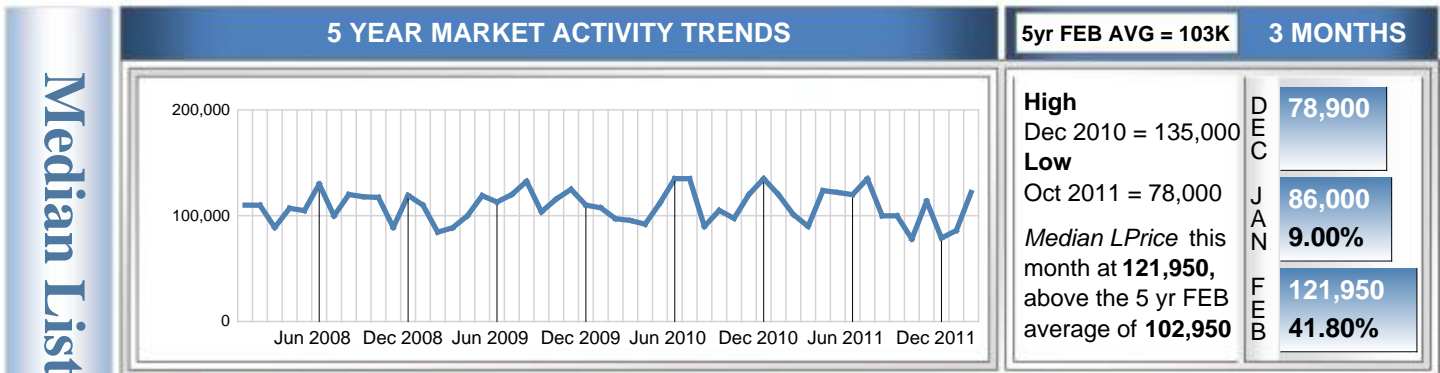
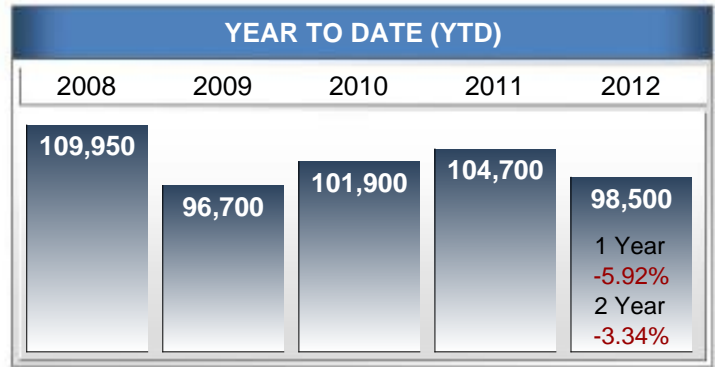
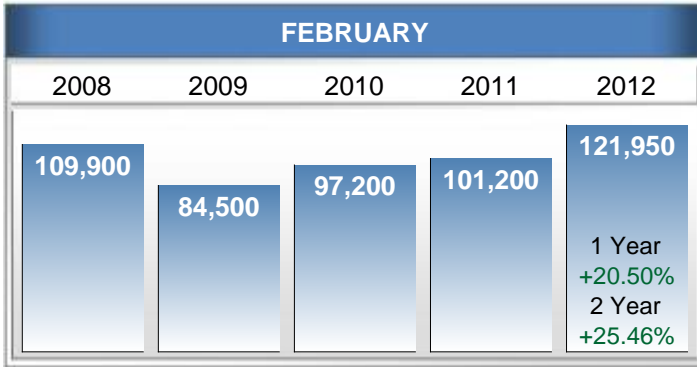
Closed Sales as of Mar 12, 2012



### Median List Price at Closing

Report Produced on: Mar 12, 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	5		9.62%	24,900	19,950	22,450	29,400	0
\$30,001 - \$60,000	6		11.54%	47,450	45,000	49,900	0	0
\$60,001 - \$90,000	8		15.38%	82,250	0	80,000	87,000	0
\$90,001 - \$150,000	12		23.08%	114,250	0	114,250	114,450	0
\$150,001 - \$210,000	8		15.38%	178,950	0	169,000	183,000	0
\$210,001 - \$240,000	5		9.62%	225,000	0	235,000	222,450	0
\$240,001 and up	8		15.38%	279,900	0	0	279,900	0
Median List Price:		\$121,950			\$45,000	\$100,700	\$219,900	\$0
Total Closed Units:		52			7	24	21	
Total List Volume:		7,648,950			274.30K	2.70M	4.67M	0.00B





# Monthly Inventory Analysis

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## February 2012

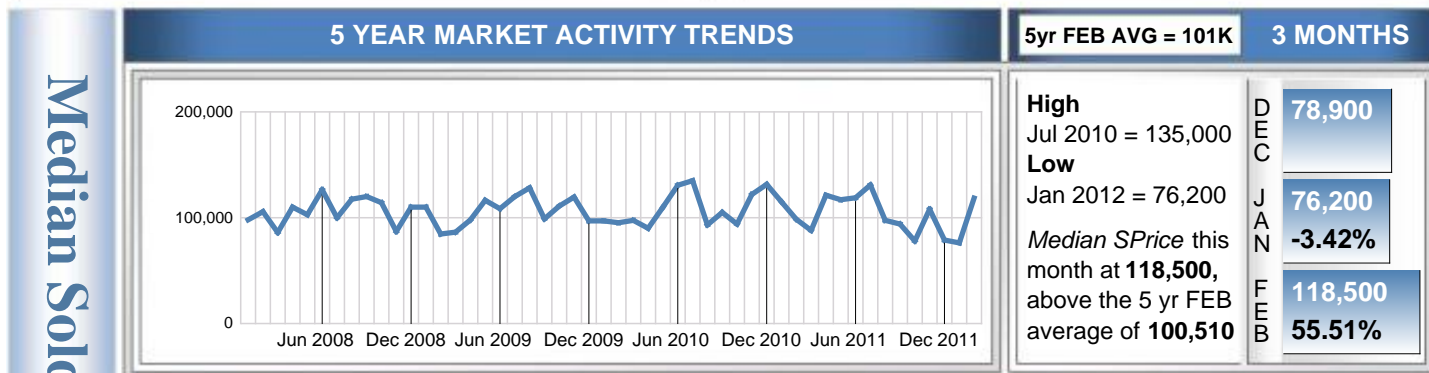
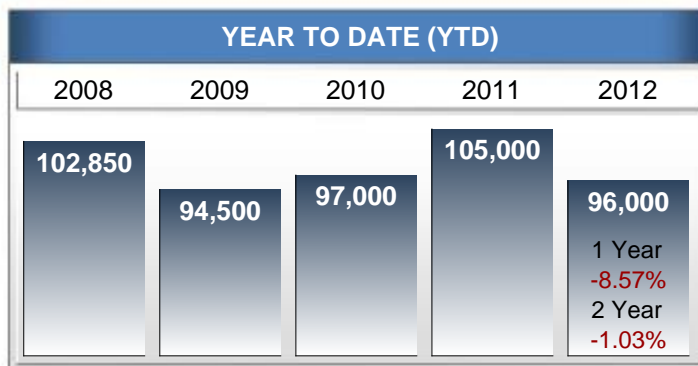
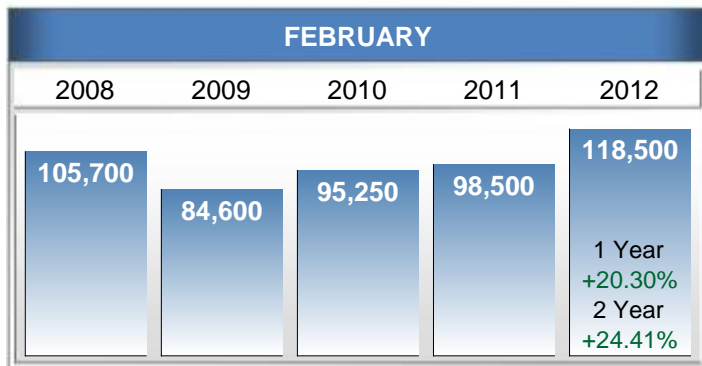
Closed Sales as of Mar 12, 2012



### Median Sold Price at Closing

Report Produced on: Mar 12, 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+
\$30,000 and less	5		9.62%	22,500	16,450	21,000	23,350	0
\$30,001 - \$60,000	6		11.54%	42,500	41,000	44,000	0	0
\$60,001 - \$90,000	9		17.31%	84,000	0	80,000	88,500	0
\$90,001 - \$150,000	12		23.08%	118,500	0	114,000	130,000	0
\$150,001 - \$210,000	8		15.38%	182,750	0	172,250	186,450	0
\$210,001 - \$240,000	6		11.54%	225,000	0	232,000	225,000	0
\$240,001 and up	6		11.54%	312,450	0	0	312,450	0
Median Closed Price:	\$118,500				\$40,000	\$97,750	\$214,500	\$0
Total Closed Units:	52				7	24	21	
Total Closed Volume:	7,413,340				246.90K	2.61M	4.55M	0.00B



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## February 2012

Closed Sales as of Mar 12, 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+
\$30,000 and less	5	9.62%	79.42%	74.98%	95.41%	79.42%	0.00%
\$30,001 \$60,000	6	11.54%	89.53%	90.18%	88.18%	0.00%	0.00%
\$60,001 \$90,000	9	17.31%	100.00%	0.00%	100.00%	95.45%	0.00%
\$90,001 \$150,000	12	23.08%	98.42%	0.00%	96.37%	100.51%	0.00%
\$150,001 \$210,000	8	15.38%	98.03%	0.00%	95.98%	99.17%	0.00%
\$210,001 \$240,000	6	11.54%	98.13%	0.00%	98.72%	97.54%	0.00%
\$240,001 and up	6	11.54%	98.27%	0.00%	0.00%	98.27%	0.00%
Median List/Sell Ratio:	97.63%			89.97%	97.32%	98.35%	0.00%
Total Closed Units:	52			7	24	21	
Total Closed Volume:	7,413,340			246.90K	2.61M	4.55M	0.00B



# Monthly Inventory Analysis

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## February 2012

Inventory as of Mar 12, 2012



### Market Summary

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**Absorption:** Last 12 months, an Average of 65 Sales/Month

**Active Inventory** as of February 29, 2012 = 604

	FEBRUARY			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	40	52	30.00%	91	96	5.49%
Pending Sales	48	77	60.42%	116	144	24.14%
New Listings	88	152	72.73%	218	347	59.17%
Median List Price	101,200	121,950	20.50%	104,700	98,500	-5.92%
Median Sale Price	98,500	118,500	20.30%	105,000	96,000	-8.57%
Median Percent of List Price to Selling Price	97.11%	97.63%	0.54%	96.97%	97.63%	0.68%
Median Days on Market to Sale	67.50	58.00	-14.07%	61.00	66.00	8.20%
Monthly Inventory	543	604	11.23%	543	604	11.23%
Months Supply of Inventory	8.06	9.36	16.12%	8.06	9.36	16.12%

