



# July 2012

Area Delimited by County Of Washington

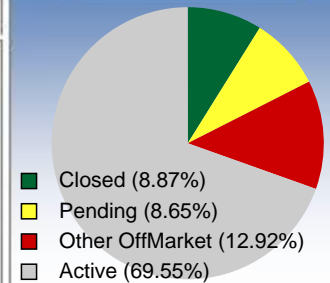


**Absorption:** Last 12 months, an Average of **66** Sales/Month

**Active Inventory** as of July 31, 2012 = **635**

	JULY		
	2011	2012	+/- %
Closed Listings	73	81	10.96%
Pending Listings	84	79	-5.95%
New Listings	151	158	4.64%
Median List Price	134,900	132,500	-1.78%
Median Sale Price	130,900	127,500	-2.60%
Median Percent of List Price to Selling Price	96.95%	98.11%	1.19%
Median Days on Market to Sale	42.00	41.00	-2.38%
End of Month Inventory	627	635	1.28%
Months Supply of Inventory	9.89	9.58	-3.06%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 13, 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 July 2012 rose **1.28%** to 635 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 **9.58** 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 **2.60%** in July 2012 to \$127,500 versus the previous year at \$130,900.

### Median Days on Market Shortens

The median number of **41.00** days that homes spent on the market before selling decreased by 1.00 days or **2.38%** in July 2012 compared to last year's same month at **42.00** DOM.

### Sales Success for July 2012 is Positive

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

There were 158 New Listings in July 2012, up **4.64%** from last year at 151. Furthermore, there were 81 Closed Listings this month versus last year at 73, a **10.96%** increase.

Closed versus Listed trends yielded a **51.3%** ratio, up from last year's July 2012 at **48.3%**, a **6.04%** upswing. 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>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
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<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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 Greater Tulsa Association of REALTORS®

## July 2012

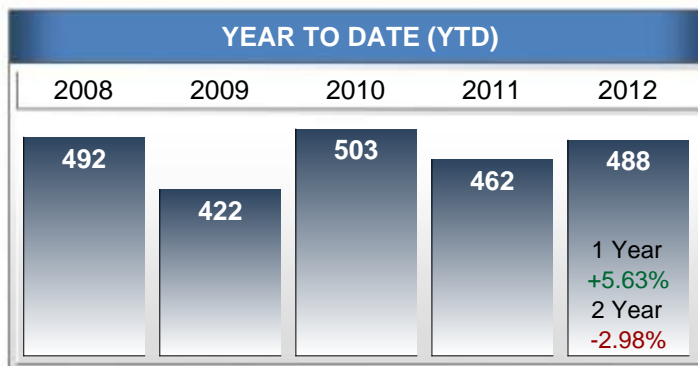
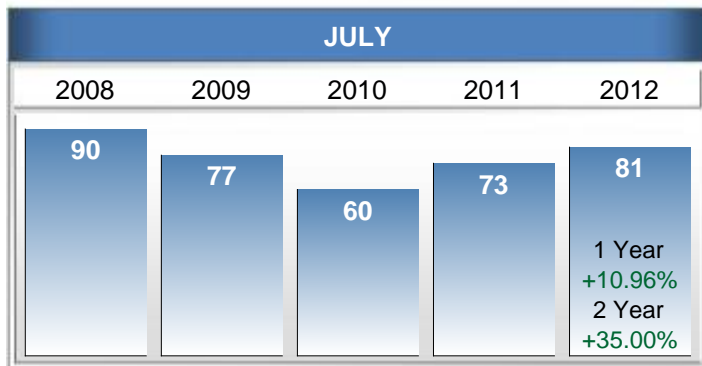
Closed Sales as of Aug 13, 2012



### Closed Listings

Report Produced on: Aug 13, 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+		
\$40,000 and less	8	9.88%	23.0	3	5	0	0		
\$40,001 \$60,000	11	13.58%	49.0	6	4	0	1		
\$60,001 \$90,000	10	12.35%	39.5	0	9	1	0		
\$90,001 \$160,000	21	25.93%	41.0	1	15	5	0		
\$160,001 \$190,000	10	12.35%	20.5	0	6	4	0		
\$190,001 \$240,000	12	14.81%	81.0	0	4	7	1		
\$240,001 and up	9	11.11%	75.0	1	0	5	3		
Total Closed Units:				81	41.0	11	43	22	5
Total Closed Volume:				11,418,000		742.80K	4.78M	4.61M	1.29M
Median Closed Price:				\$127,500		\$48,000	\$105,000	\$198,700	\$274,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2012

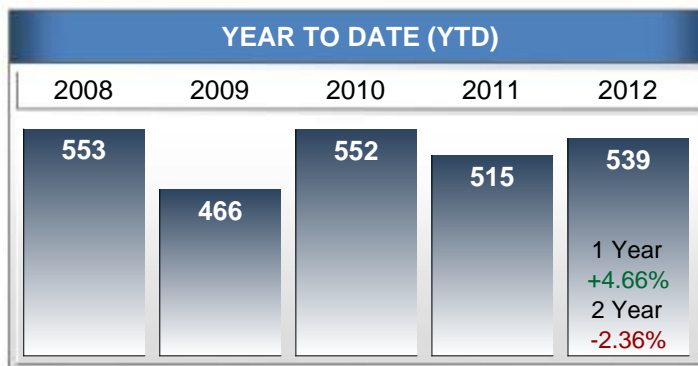
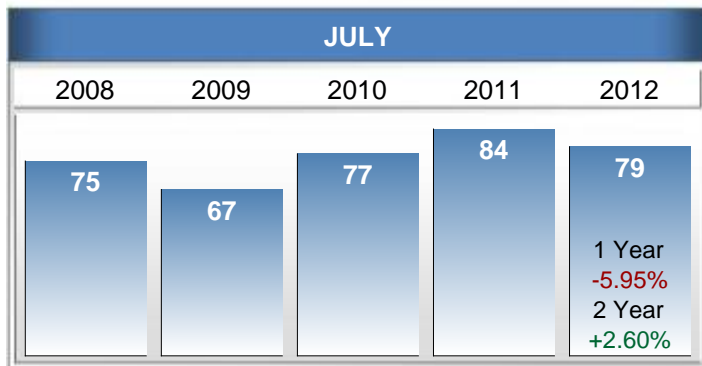
Pending Listings as of Aug 13, 2012



### Pending Listings

Report Produced on: Aug 13, 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+
\$30,000 and less	7	8.86%	20.0	1	5	1	0
\$30,001 - \$60,000	11	13.92%	42.0	6	5	0	0
\$60,001 - \$80,000	9	11.39%	40.0	2	6	1	0
\$80,001 - \$130,000	22	27.85%	65.0	3	14	4	1
\$130,001 - \$180,000	10	12.66%	28.5	0	7	3	0
\$180,001 - \$240,000	12	15.19%	40.5	1	3	8	0
\$240,001 and up	8	10.13%	52.5	1	0	6	1
Total Pending Units: 79				39.0			
Total Pending Volume: 10,468,060				1.20M 3.94M 4.99M 339.00K			
Median Listing Price: \$105,000				\$64,950 \$99,700 \$195,775 \$169,500			



# Monthly Inventory Analysis

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## July 2012

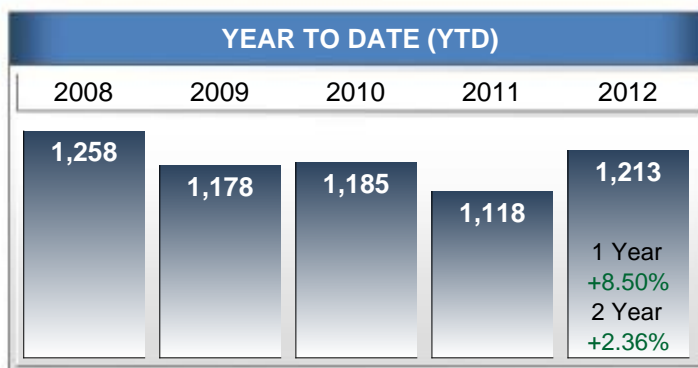
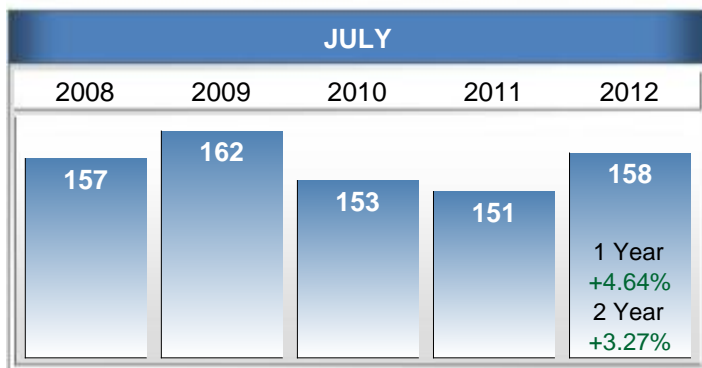
New Listings as of Aug 13, 2012



### New Listings

Report Produced on: Aug 13, 2012

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+
\$30,000 and less	12	7.59%	8	3	0	1
\$30,001 - \$60,000	24	15.19%	19	5	0	0
\$60,001 - \$90,000	25	15.82%	11	11	3	0
\$90,001 - \$140,000	37	23.42%	8	22	7	0
\$140,001 - \$190,000	21	13.29%	3	9	9	0
\$190,001 - \$260,000	22	13.92%	3	8	10	1
\$260,001 and up	17	10.76%	1	1	12	3
<b>Total New Listed Units:</b>	<b>158</b>		<b>53</b>	<b>59</b>	<b>41</b>	<b>5</b>
<b>Total New Listed Volume:</b>	<b>22,309,147</b>		<b>4.21M</b>	<b>7.34M</b>	<b>8.75M</b>	<b>2.01M</b>
<b>Median New Listed Listing Price:</b>	<b>\$110,000</b>		<b>\$60,000</b>	<b>\$109,900</b>	<b>\$199,900</b>	<b>\$364,900</b>



# Monthly Inventory Analysis

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## July 2012

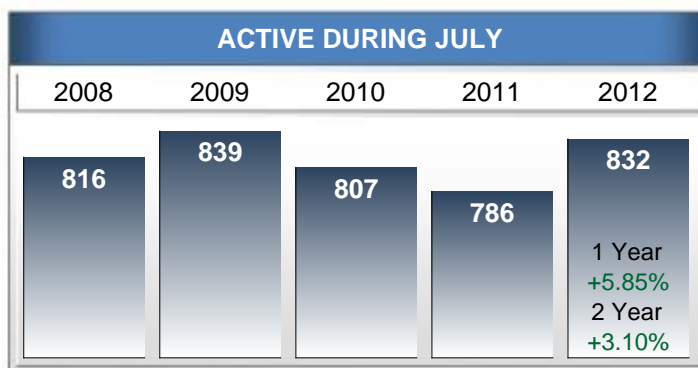
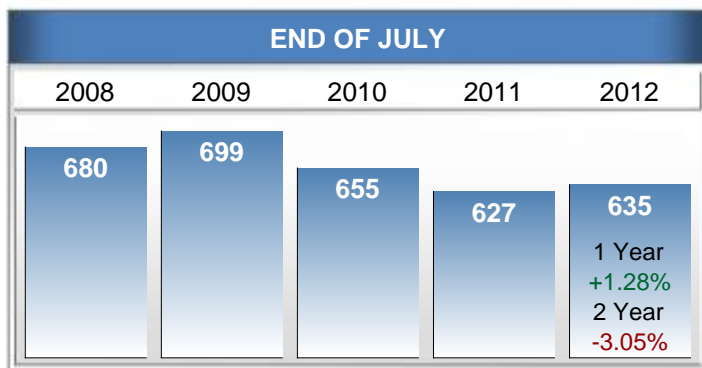
Active Inventory as of Aug 13, 2012



### Active Inventory

Report Produced on: Aug 13, 2012

Area Delimited by County Of Washington



Active Inventory

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**5yr JUL AVG = 659**      **3 MONTHS**

**High**  
Oct 2008 = 787

**Low**  
Feb 2011 = 543

*Inventory* this month at **635**, below the 5 yr JUL average of **659**

MAY	663
JUN	674
JUL	1.66%
JUL	635
JUL	-5.79%

#### 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	2.05%	63.0	11	1	1	0		
\$20,001 \$50,000	131	20.63%	84.0	115	14	0	2		
\$50,001 \$70,000	65	10.24%	83.0	45	17	3	0		
\$70,001 \$130,000	187	29.45%	52.0	69	90	27	1		
\$130,001 \$190,000	91	14.33%	81.0	8	46	31	6		
\$190,001 \$270,000	83	13.07%	71.0	4	32	46	1		
\$270,001 and up	65	10.24%	71.0	6	8	34	17		
Total Active Inventory by Units:				635	75.0	258	208	142	27
Total Active Inventory by Volume:				91,642,053		21.45M	28.54M	32.41M	9.25M
Median Active Inventory Listing Price:				\$99,000		\$54,000	\$124,000	\$210,250	\$324,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2012

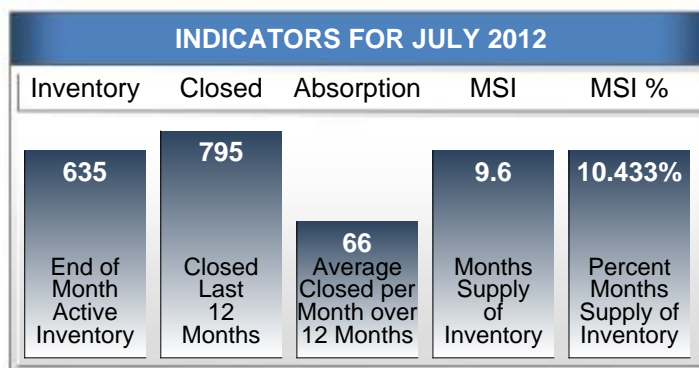
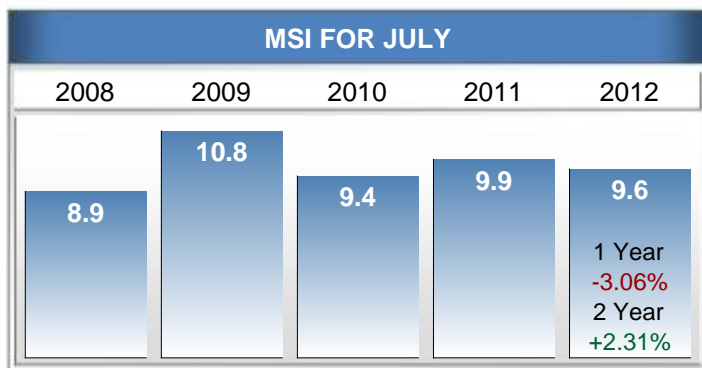
Active Inventory as of Aug 13, 2012



### Months Supply of Inventory

Report Produced on: Aug 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	13		2.05%	3.6	5.3	0.7	12.0	0.0
\$20,001 \$50,000	131		20.63%	15.1	30.0	3.2	0.0	24.0
\$50,001 \$70,000	65		10.24%	8.5	25.7	3.1	7.2	0.0
\$70,001 \$130,000	187		29.45%	9.0	25.9	6.3	7.9	3.0
\$130,001 \$190,000	91		14.33%	7.7	16.0	7.5	6.4	18.0
\$190,001 \$270,000	83		13.07%	10.1	48.0	16.0	8.0	2.4
\$270,001 and up	65		10.24%	11.8	0.0	13.7	9.3	13.6
MSI:		9.6			23.6	6.1	7.6	10.8
Total Active Inventory:		635			258	208	142	27



# Monthly Inventory Analysis

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## July 2012

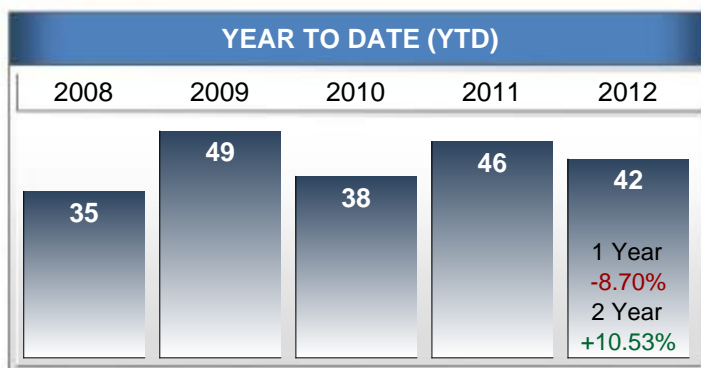
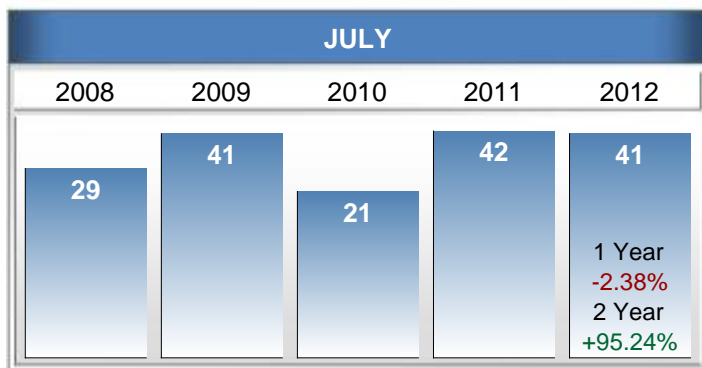
Closed Sales as of Aug 13, 2012



### Median Days on Market to Sale

Report Produced on: Aug 13, 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+
\$40,000 and less	8			9.88%	23.0	16.0	25.0	0.0	0.0
\$40,001 \$60,000	11			13.58%	49.0	52.5	28.0	0.0	58.0
\$60,001 \$90,000	10			12.35%	39.5	0.0	32.0	51.0	0.0
\$90,001 \$160,000	21			25.93%	41.0	36.0	41.0	42.0	0.0
\$160,001 \$190,000	10			12.35%	20.5	0.0	27.0	18.5	0.0
\$190,001 \$240,000	12			14.81%	81.0	0.0	88.0	65.0	130.0
\$240,001 and up	9			11.11%	75.0	6.0	0.0	75.0	87.0
Median Closed DOM:					41.0	33.0	36.0	57.0	87.0
Total Closed Units:					81	11	43	22	5
Total Closed Volume:					11,418,000	742.80K	4.78M	4.61M	1.29M



# Monthly Inventory Analysis

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## July 2012

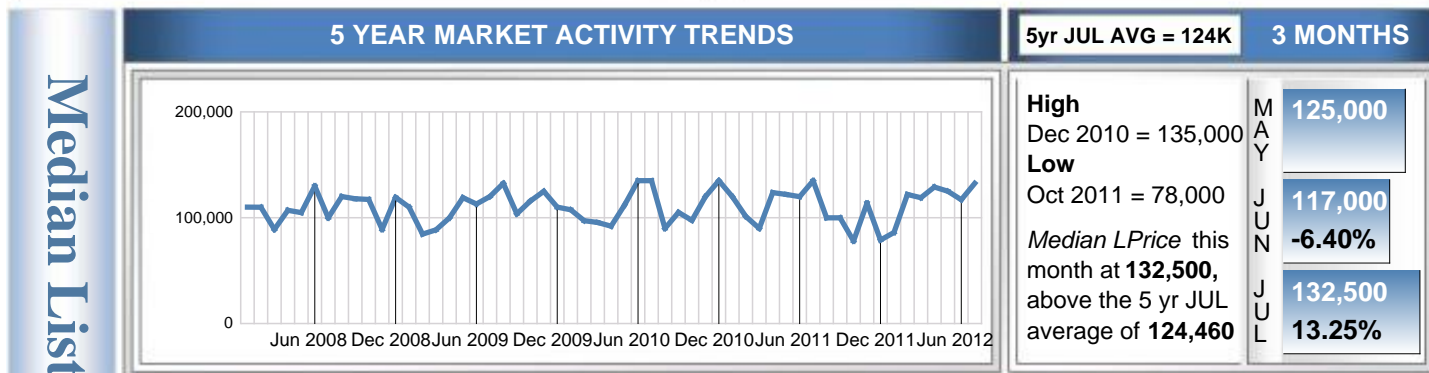
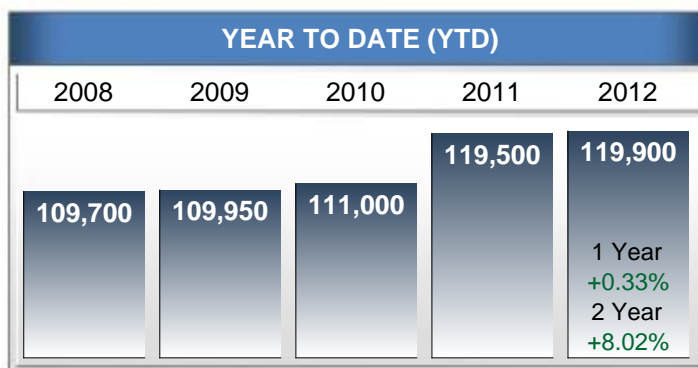
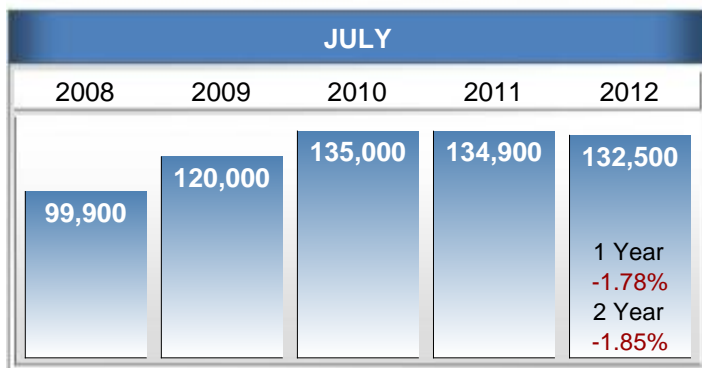
Closed Sales as of Aug 13, 2012



### Median List Price at Closing

Report Produced on: Aug 13, 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+
\$40,000 and less	8		9.88%	23,000	33,000	21,000	0	0
\$40,001 \$60,000	11		13.58%	53,500	51,000	55,450	0	49,900
\$60,001 \$90,000	9		11.11%	83,500	0	83,750	81,000	0
\$90,001 \$160,000	22		27.16%	123,013	121,125	128,700	112,000	0
\$160,001 \$190,000	10		12.35%	181,900	0	177,450	186,250	0
\$190,001 \$240,000	12		14.81%	221,750	0	221,750	215,000	224,900
\$240,001 and up	9		11.11%	279,000	258,000	0	259,900	285,000
Median List Price:		\$132,500			\$50,000	\$108,000	\$204,900	\$279,000
Total Closed Units:		81			11	43	22	5
Total List Volume:		11,805,925			782.03K	4.94M	4.74M	1.34M





# Monthly Inventory Analysis

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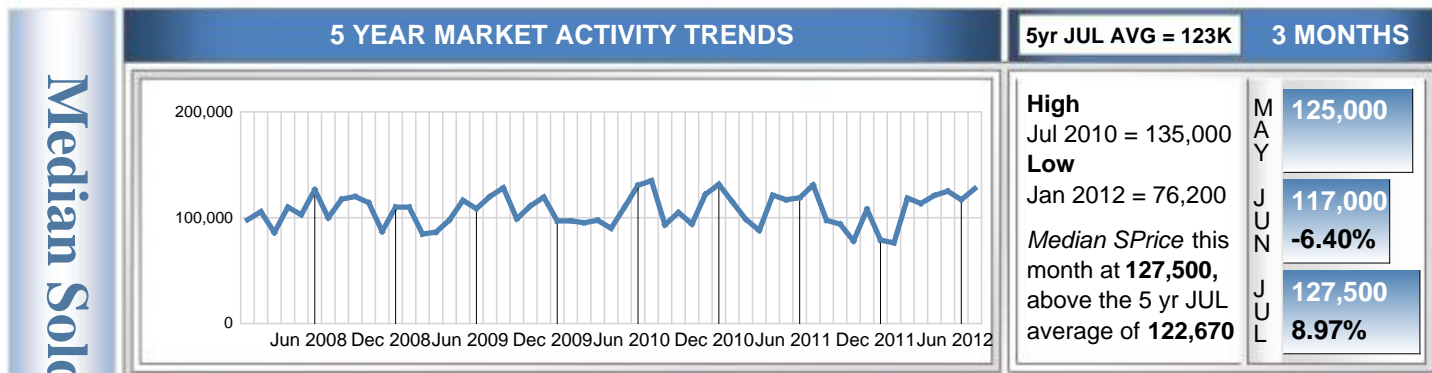
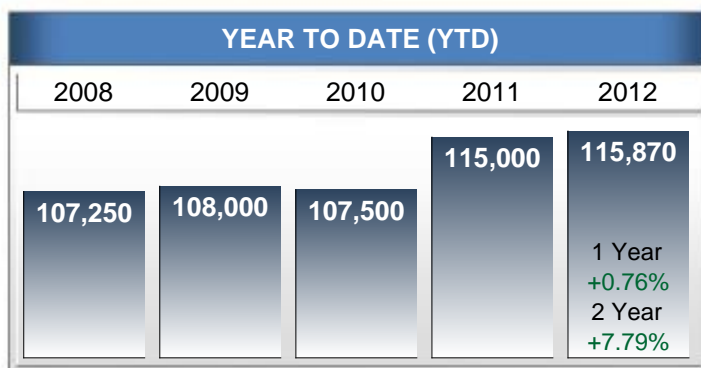
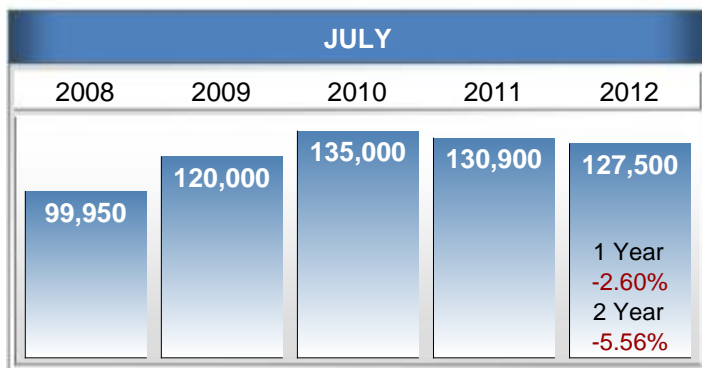
Closed Sales as of Aug 13, 2012



### Median Sold Price at Closing

Report Produced on: Aug 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			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	8		9.88%	23,250	32,400	21,000	0	0
\$40,001 \$60,000	11		13.58%	48,000	49,000	50,000	0	42,500
\$60,001 \$90,000	10		12.35%	78,450	0	77,400	83,430	0
\$90,001 \$160,000	21		25.93%	113,500	110,000	127,500	107,000	0
\$160,001 \$190,000	10		12.35%	175,473	0	170,723	183,750	0
\$190,001 \$240,000	12		14.81%	204,750	0	215,750	202,000	193,000
\$240,001 and up	9		11.11%	274,000	256,500	0	258,900	278,000
Median Closed Price:	\$127,500				\$48,000	\$105,000	\$198,700	\$274,000
Total Closed Units:	81				11	43	22	5
Total Closed Volume:	11,418,000				742.80K	4.78M	4.61M	1.29M



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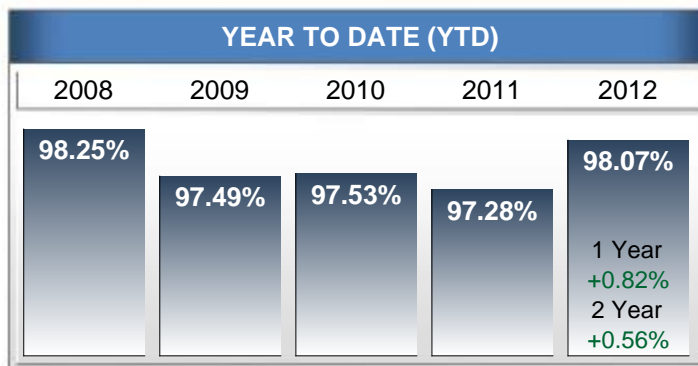
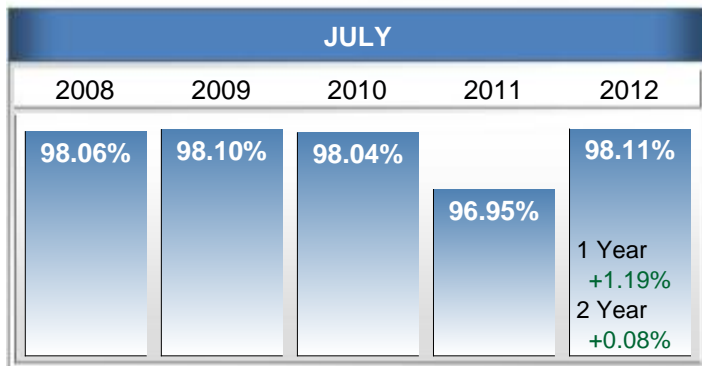
Closed Sales as of Aug 13, 2012



### 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	8	9.88%	100.00%	100.00%	100.00%	0.00%	0.00%
\$40,001 - \$60,000	11	13.58%	96.00%	96.08%	92.99%	0.00%	85.17%
\$60,001 - \$90,000	10	12.35%	95.36%	0.00%	95.21%	103.00%	0.00%
\$90,001 - \$160,000	21	25.93%	98.70%	90.82%	98.73%	98.40%	0.00%
\$160,001 - \$190,000	10	12.35%	98.11%	0.00%	97.16%	98.89%	0.00%
\$190,001 - \$240,000	12	14.81%	96.83%	0.00%	97.41%	97.56%	85.82%
\$240,001 and up	9	11.11%	98.21%	99.42%	0.00%	97.47%	98.21%
Median List/Sell Ratio:	98.11%			96.15%	98.11%	98.52%	97.54%
Total Closed Units:	81			11	43	22	5
Total Closed Volume:	11,418,000			742.80K	4.78M	4.61M	1.29M



# Monthly Inventory Analysis

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## July 2012

Inventory as of Aug 13, 2012



### Market Summary

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

**Active Inventory** as of July 31, 2012 = 635

	JULY			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	73	81	10.96%	462	488	5.63%
Pending Sales	84	79	-5.95%	515	539	4.66%
New Listings	151	158	4.64%	1,118	1,213	8.50%
Median List Price	134,900	132,500	-1.78%	119,500	119,900	0.33%
Median Sale Price	130,900	127,500	-2.60%	115,000	115,870	0.76%
Median Percent of List Price to Selling Price	96.95%	98.11%	1.19%	97.28%	98.07%	0.82%
Median Days on Market to Sale	42.00	41.00	-2.38%	46.00	42.00	-8.70%
Monthly Inventory	627	635	1.28%	627	635	1.28%
Months Supply of Inventory	9.89	9.58	-3.06%	9.89	9.58	-3.06%

