



June 2012

Area Delimited by County Of Washington

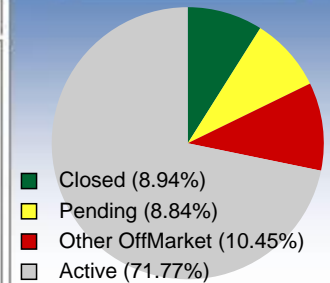


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of June 30, 2012 = **666**

	JUNE		
	2011	2012	+/- %
Closed Listings	84	83	-1.19%
Pending Listings	73	82	12.33%
New Listings	166	187	12.65%
Median List Price	119,900	117,000	-2.42%
Median Sale Price	118,850	117,000	-1.56%
Median Percent of List Price to Selling Price	97.77%	98.10%	0.34%
Median Days on Market to Sale	28.50	33.00	15.79%
End of Month Inventory	635	666	4.88%
Months Supply of Inventory	10.19	10.16	-0.32%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 11, 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 June 2012 rose **4.88%** to 666 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 **10.16** 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 **1.56%** in June 2012 to \$117,000 versus the previous year at \$118,850.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 4.50 days or **15.79%** in June 2012 compared to last year's same month at **28.50** DOM.

Sales Success for June 2012 is Positive

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

There were 187 New Listings in June 2012, up **12.65%** from last year at 166. Furthermore, there were 83 Closed Listings this month versus last year at 84, a **-1.19%** decrease.

Closed versus Listed trends yielded a **44.4%** ratio, down from last year's June 2012 at **50.6%**, a **12.29%** downswing. This will certainly create pressure on an increasing 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

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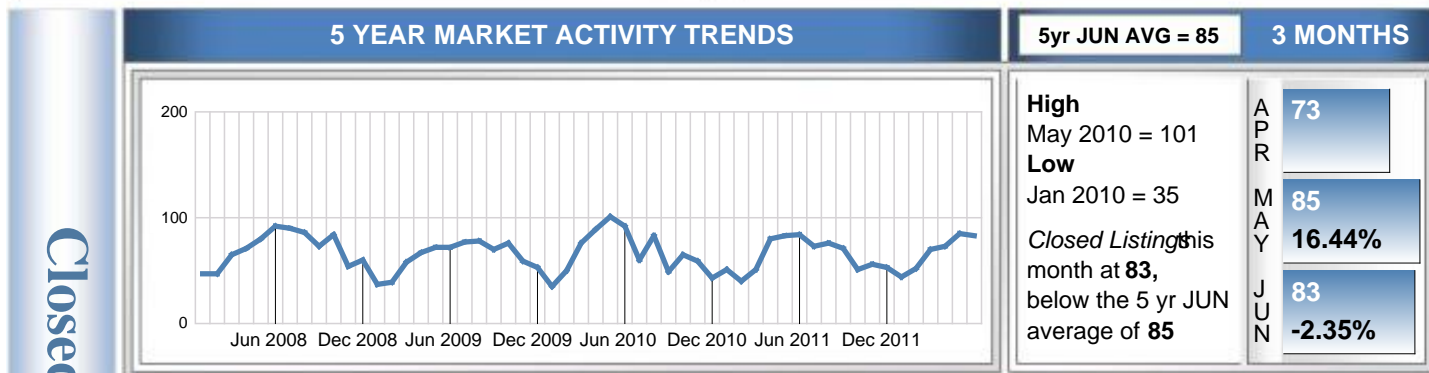
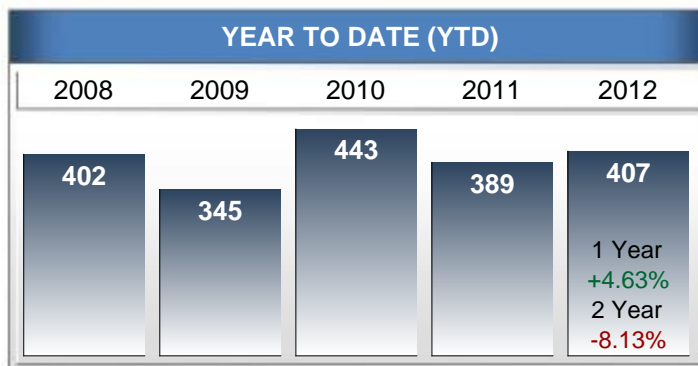
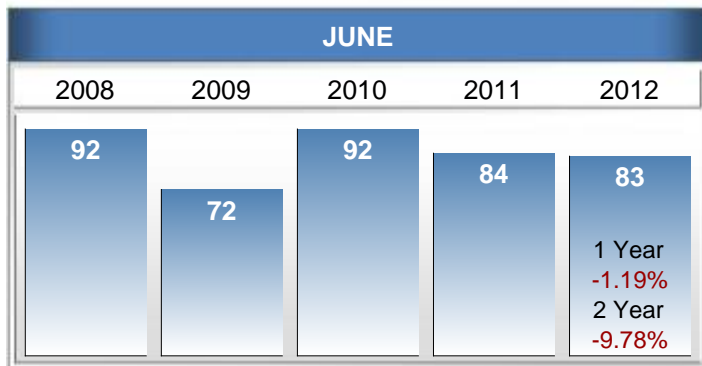
Closed Sales as of Jul 11, 2012



Closed Listings

Report Produced on: Jul 11, 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+
\$20,000 and less	7	8.43%	23.0	6	1	0	0
\$20,001 - \$60,000	10	12.05%	64.0	5	5	0	0
\$60,001 - \$90,000	14	16.87%	26.5	3	9	2	0
\$90,001 - \$150,000	21	25.30%	40.0	0	12	8	1
\$150,001 - \$190,000	10	12.05%	40.0	0	4	6	0
\$190,001 - \$300,000	13	15.66%	53.0	0	2	10	1
\$300,001 and up	8	9.64%	16.0	0	0	4	4
Total Closed Units:	83		33.0	14	33	30	6
Total Closed Volume:	12,307,098			517.35K	3.43M	5.67M	2.69M
Median Closed Price:	\$117,000			\$27,250	\$99,000	\$184,625	\$406,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2012

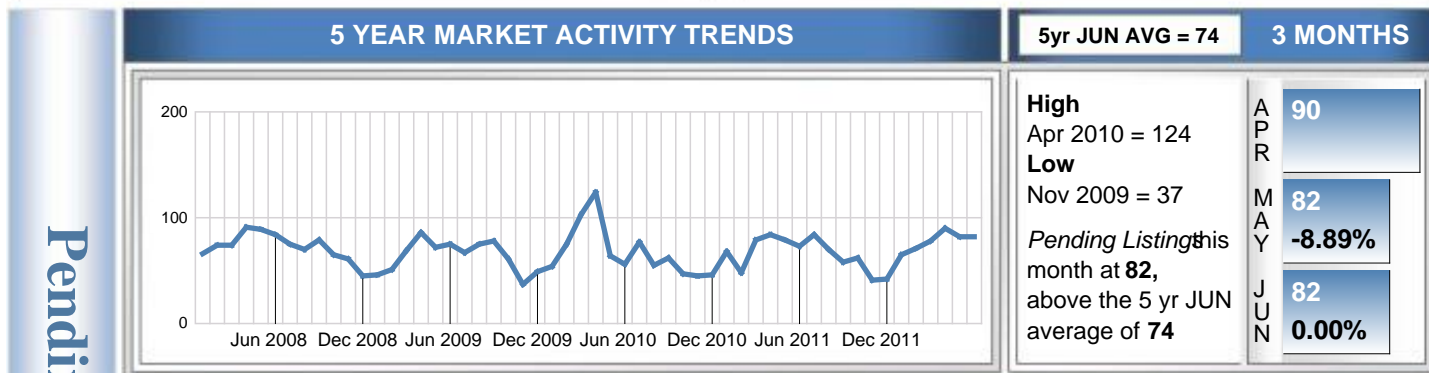
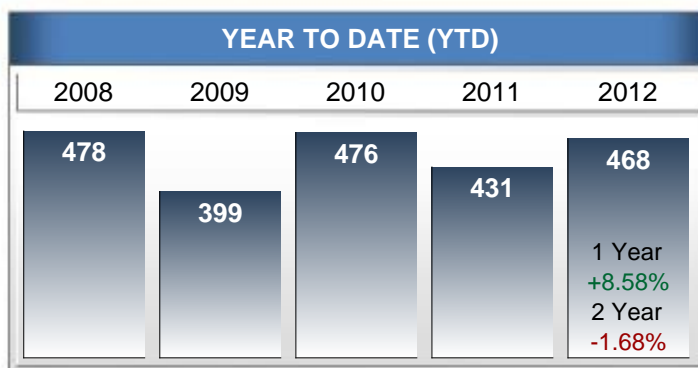
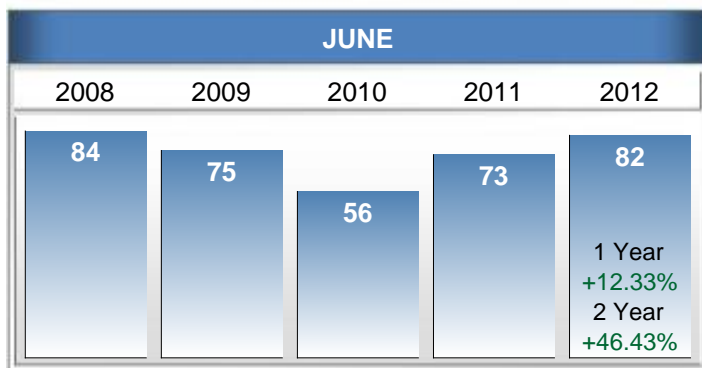
Pending Listings as of Jul 11, 2012



Pending Listings

Report Produced on: Jul 11, 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	10	12.20%	22.5	4	5	1	0		
\$40,001 \$50,000	4	4.88%	66.5	1	2	0	1		
\$50,001 \$90,000	15	18.29%	21.0	3	11	1	0		
\$90,001 \$160,000	23	28.05%	54.0	1	17	3	2		
\$160,001 \$200,000	10	12.20%	44.5	1	4	5	0		
\$200,001 \$270,000	10	12.20%	96.5	0	3	6	1		
\$270,001 and up	10	12.20%	63.5	0	2	4	4		
Total Pending Units:				82	52.0	10	44	20	8
Total Pending Volume:				12,192,375		636.42K	5.11M	4.58M	1.86M
Median Listing Price:				\$133,250		\$52,400	\$106,500	\$204,900	\$249,950



Monthly Inventory Analysis

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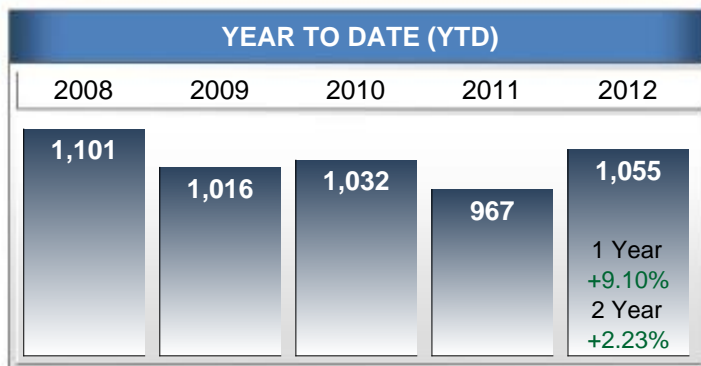
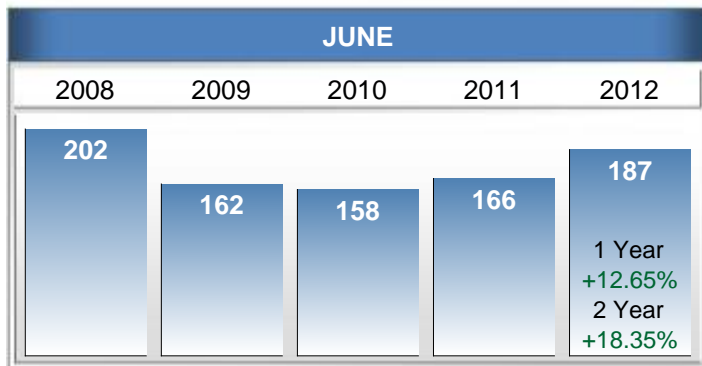
New Listings as of Jul 11, 2012



New Listings

Report Produced on: Jul 11, 2012

Area Delimited by County Of Washington



New Listings
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5yr JUN AVG = 175 **3 MONTHS**

High
Mar 2011 = 232

Low
Feb 2011 = 88

New Listings this month at **187**, above the 5 yr JUN average of **175**

A	195
P	
R	
M	159
A	-18.46%
Y	
J	187
U	17.61%
N	

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	13	6.95%	8	5	0	0
\$30,001 \$50,000	32	17.11%	27	3	2	0
\$50,001 \$70,000	25	13.37%	16	8	1	0
\$70,001 \$100,000	44	23.53%	25	15	4	0
\$100,001 \$160,000	30	16.04%	0	22	8	0
\$160,001 \$250,000	24	12.83%	0	12	10	2
\$250,001 and up	19	10.16%	0	2	10	7
Total New Listed Units:	187		76	67	35	9
Total New Listed Volume:	22,581,578		4.32M	7.94M	6.96M	3.36M
Median New Listed Listing Price:	\$79,900		\$54,950	\$105,000	\$182,900	\$328,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2012

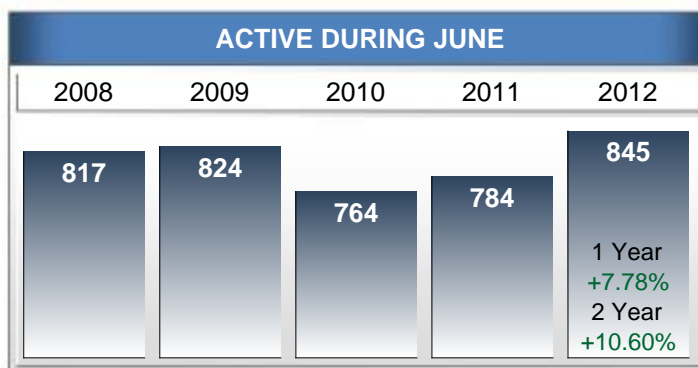
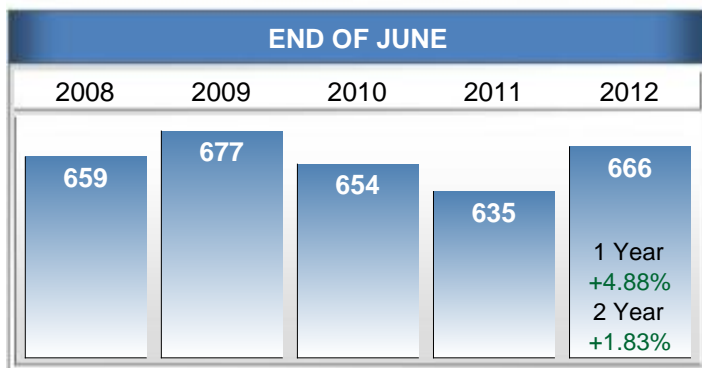
Active Inventory as of Jul 11, 2012



Active Inventory

Report Produced on: Jul 11, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr JUN AVG = 658 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 543

Inventory this month at 666, above the 5 yr JUN average of 658

A	672
P	
R	
M	658
A	-2.08%
Y	
J	666
U	1.22%
N	

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	2.10%	42.5	10	3	1	0
\$20,001 \$30,000	84	12.61%	95.5	81	2	0	1
\$30,001 \$70,000	147	22.07%	81.0	115	29	3	0
\$70,001 \$120,000	147	22.07%	54.0	59	71	16	1
\$120,001 \$190,000	124	18.62%	67.5	8	72	38	6
\$190,001 \$260,000	77	11.56%	67.0	3	31	42	1
\$260,001 and up	73	10.96%	77.0	5	12	39	17
Total Active Inventory by Units:		666	78.0	281	220	139	26
Total Active Inventory by Volume:		94,051,935		20.80M	30.68M	33.24M	9.33M
Median Active Inventory Listing Price:		\$94,950		\$45,000	\$124,900	\$209,000	\$331,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2012

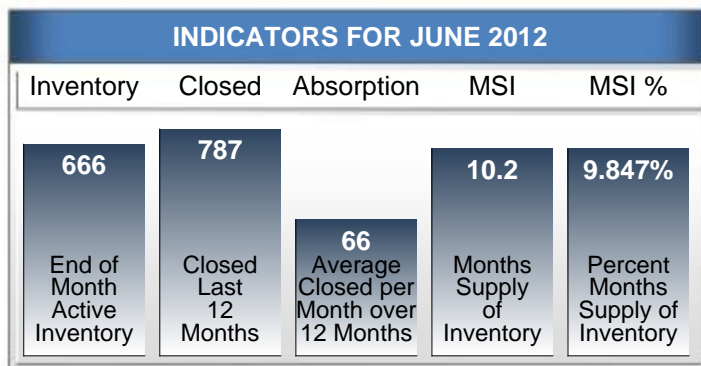
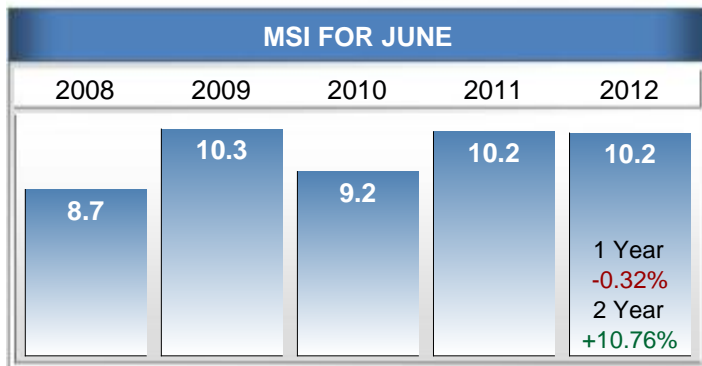
Active Inventory as of Jul 11, 2012



Months Supply of Inventory

Report Produced on: Jul 11, 2012

Area Delimited by County Of Washington



Months Supply
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5yr JUN AVG = 9.7 **3 MONTHS**

High
Sep 2009 = 11.0
Low
Feb 2008 = 6.8

Months Supply this month at **10.2**, above the 5 yr JUN average of **9.7**

A	10.3
P	
R	
M	10.0
A	-2.33%
Y	
J	10.2
U	1.34%
N	

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	2.10%	4.0	5.0	2.1	12.0	0.0
\$20,001 \$30,000	84	12.61%	38.8	64.8	2.7	0.0	0.0
\$30,001 \$70,000	147	22.07%	10.6	28.8	3.3	3.6	0.0
\$70,001 \$120,000	147	22.07%	8.6	22.8	5.8	7.7	6.0
\$120,001 \$190,000	124	18.62%	8.0	7.4	9.6	5.9	10.3
\$190,001 \$260,000	77	11.56%	10.5	36.0	16.9	8.3	3.0
\$260,001 and up	73	10.96%	12.0	60.0	14.4	10.0	13.6
MSI:			10.2	25.4	6.6	7.5	10.8
Total Active Inventory:			666	281	220	139	26



Monthly Inventory Analysis

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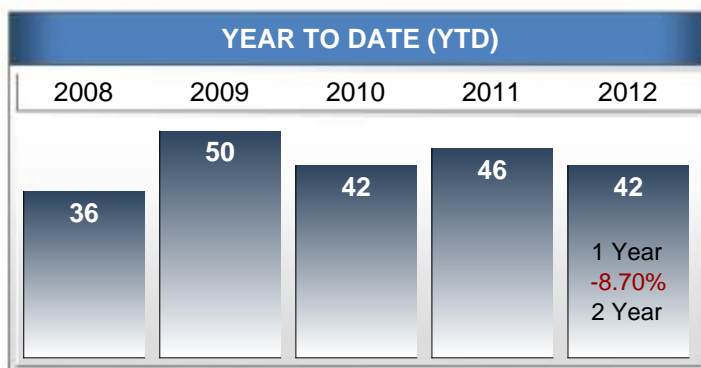
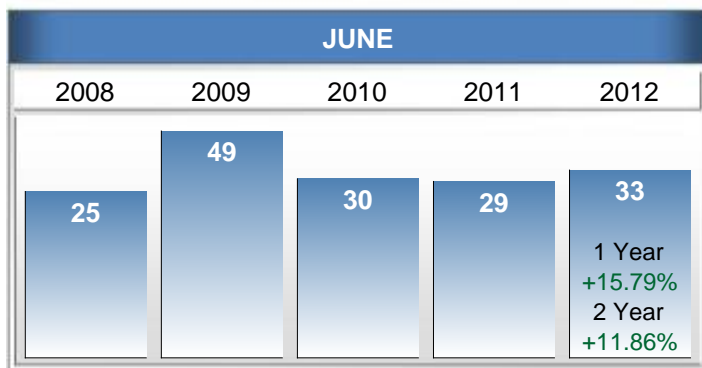
Closed Sales as of Jul 11, 2012



Median Days on Market to Sale

Report Produced on: Jul 11, 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+
\$20,000 and less	7	8.43%	23.0	23.0	24.0	0.0	0.0
\$20,001 \$60,000	10	12.05%	64.0	10.0	110.0	0.0	0.0
\$60,001 \$90,000	14	16.87%	26.5	8.0	49.0	11.5	0.0
\$90,001 \$150,000	21	25.30%	40.0	0.0	28.5	36.5	58.0
\$150,001 \$190,000	10	12.05%	40.0	0.0	39.5	51.5	0.0
\$190,001 \$300,000	13	15.66%	53.0	0.0	38.0	54.5	68.0
\$300,001 and up	8	9.64%	16.0	0.0	0.0	12.0	54.0
Median Closed DOM:	33.0			16.0	47.0	33.5	63.0
Total Closed Units:	83			14	33	30	6
Total Closed Volume:	12,307,098			517.35K	3.43M	5.67M	2.69M



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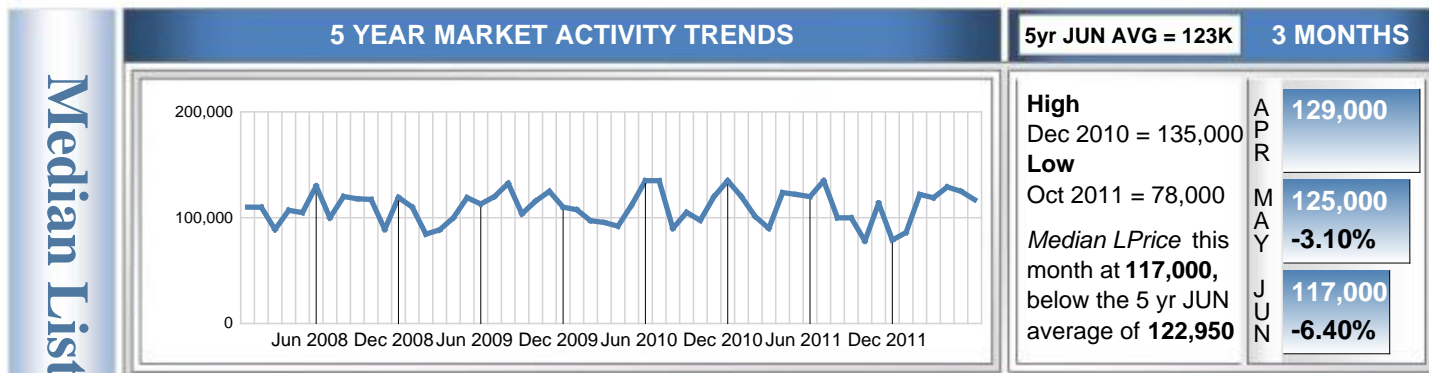
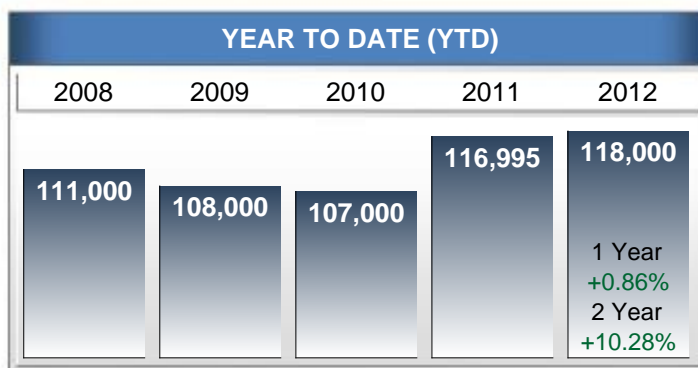
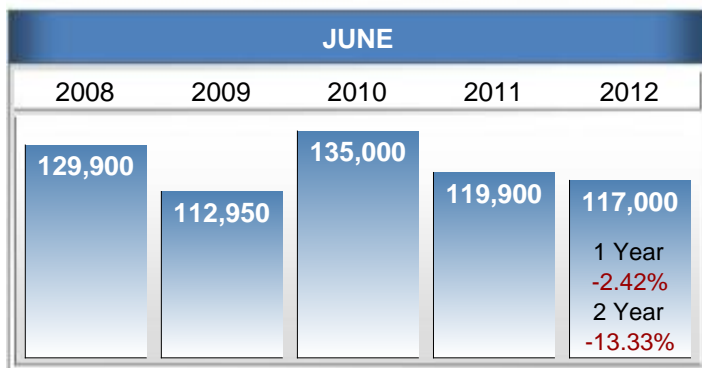
Closed Sales as of Jul 11, 2012



Median List Price at Closing

Report Produced on: Jul 11, 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+
\$20,000 and less	6		7.23%	11,058	10,115	14,000	0	0
\$20,001 \$60,000	10		12.05%	38,900	37,700	38,900	0	0
\$60,001 \$90,000	15		18.07%	76,500	79,900	76,700	68,450	0
\$90,001 \$150,000	20		24.10%	116,000	0	114,750	122,900	150,000
\$150,001 \$190,000	11		13.25%	171,900	0	161,250	179,900	0
\$190,001 \$300,000	12		14.46%	212,450	0	254,950	209,900	0
\$300,001 and up	9		10.84%	349,500	0	0	344,250	495,000
Median List Price:	\$117,000				\$29,900	\$99,000	\$184,450	\$427,450
Total Closed Units:	83				14	33	30	6
Total List Volume:	12,673,615				541.52K	3.56M	5.77M	2.80M



Monthly Inventory Analysis

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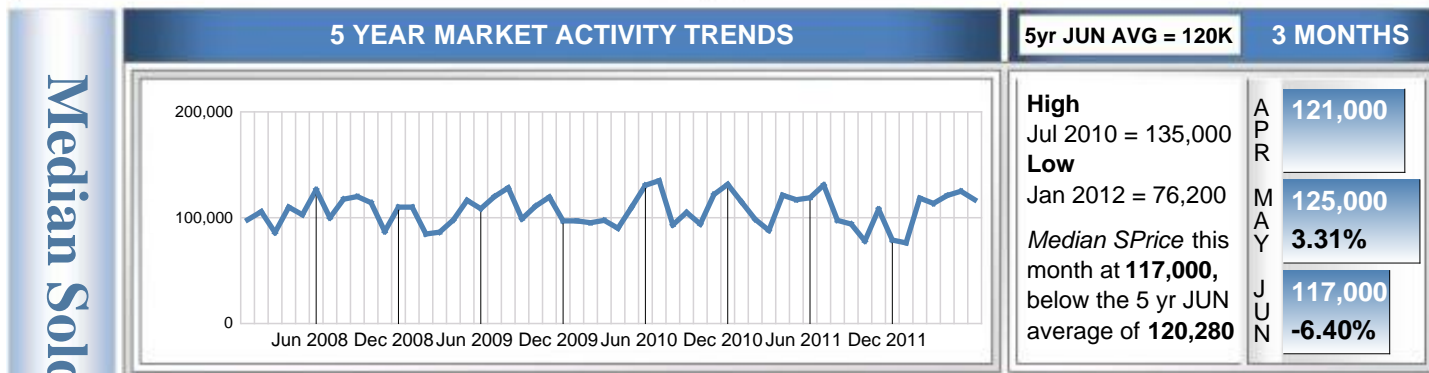
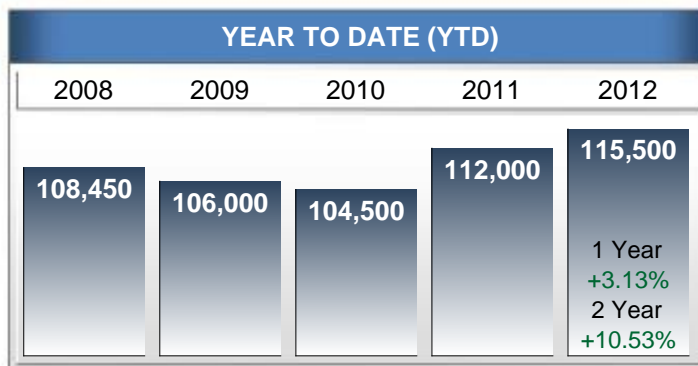
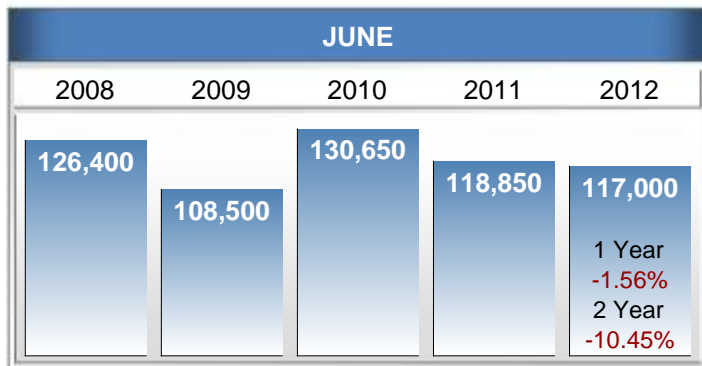
Closed Sales as of Jul 11, 2012



Median Sold Price at Closing

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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	7		8.43%	10,500	11,100	10,500	0	0
\$20,001 \$60,000	10		12.05%	39,950	47,000	32,900	0	0
\$60,001 \$90,000	14		16.87%	73,500	78,000	75,000	67,000	0
\$90,001 \$150,000	21		25.30%	117,000	0	113,500	115,950	145,000
\$150,001 \$190,000	10		12.05%	170,450	0	166,950	173,100	0
\$190,001 \$300,000	13		15.66%	206,500	0	226,500	204,750	300,000
\$300,001 and up	8		9.64%	349,250	0	0	340,500	498,750
Median Closed Price:	\$117,000				\$27,250	\$99,000	\$184,625	\$406,000
Total Closed Units:	83				14	33	30	6
Total Closed Volume:	12,307,098				517.35K	3.43M	5.67M	2.69M



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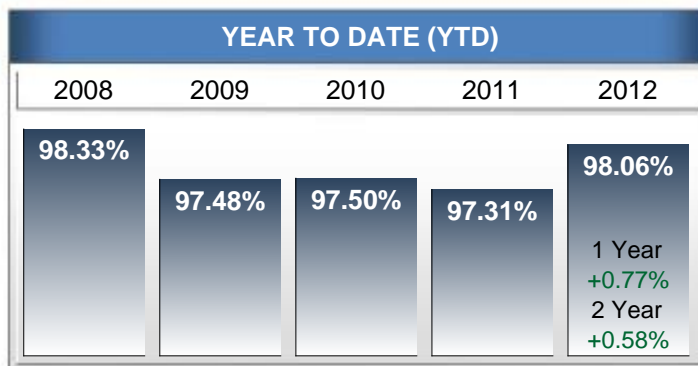
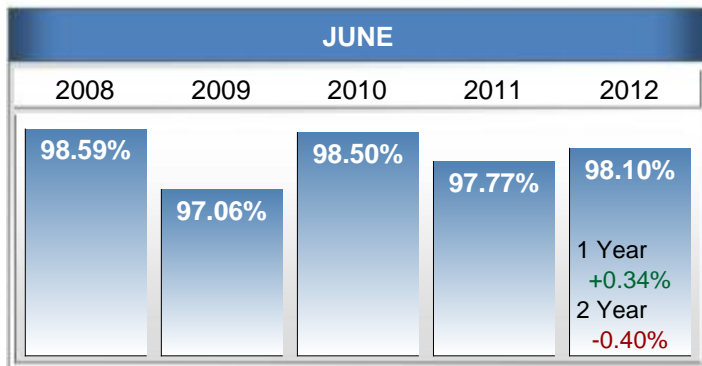
Closed Sales as of Jul 11, 2012



Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Median List/Sell Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	7	8.43%	94.72%	97.36%	75.00%	0.00%	0.00%
\$20,001 \$60,000	10	12.05%	96.91%	96.99%	91.94%	0.00%	0.00%
\$60,001 \$90,000	14	16.87%	98.87%	99.12%	98.62%	97.93%	0.00%
\$90,001 \$150,000	21	25.30%	97.27%	0.00%	98.30%	95.53%	96.67%
\$150,001 \$190,000	10	12.05%	98.91%	0.00%	99.50%	98.34%	0.00%
\$190,001 \$300,000	13	15.66%	96.77%	0.00%	89.66%	98.79%	96.77%
\$300,001 and up	8	9.64%	98.09%	0.00%	0.00%	99.19%	95.14%
Median List/Sell Ratio:	98.10%			98.06%	98.39%	97.99%	95.96%
Total Closed Units:	83			14	33	30	6
Total Closed Volume:	12,307,098			517.35K	3.43M	5.67M	2.69M



Monthly Inventory Analysis

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June 2012

Inventory as of Jul 11, 2012



Market Summary

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Area Delimited by County Of Washington



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

Active Inventory as of June 30, 2012 = 666

	JUNE			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	84	83	-1.19%	389	407	4.63%
Pending Sales	73	82	12.33%	431	468	8.58%
New Listings	166	187	12.65%	967	1,055	9.10%
Median List Price	119,900	117,000	-2.42%	116,995	118,000	0.86%
Median Sale Price	118,850	117,000	-1.56%	112,000	115,500	3.13%
Median Percent of List Price to Selling Price	97.77%	98.10%	0.34%	97.31%	98.06%	0.77%
Median Days on Market to Sale	28.50	33.00	15.79%	46.00	42.00	-8.70%
Monthly Inventory	635	666	4.88%	635	666	4.88%
Months Supply of Inventory	10.19	10.16	-0.32%	10.19	10.16	-0.32%

