



# May 2012

Area Delimited by County Of Washington

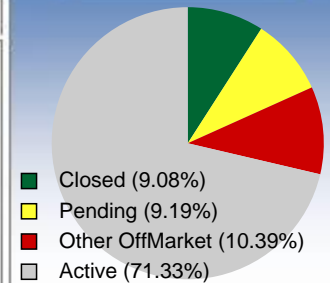


**Absorption:** Last 12 months, an Average of **66** Sales/Month

**Active Inventory** as of May 31, 2012 = **652**

	MAY		
	2011	2012	+/- %
Closed Listings	83	83	0.00%
Pending Listings	79	84	6.33%
New Listings	196	158	-19.39%
Median List Price	122,000	125,000	2.46%
Median Sale Price	116,995	125,000	6.84%
Median Percent of List Price to Selling Price	97.57%	98.57%	1.03%
Median Days on Market to Sale	31.00	30.00	-3.23%
End of Month Inventory	618	652	5.50%
Months Supply of Inventory	9.81	9.95	1.47%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 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 May 2012 rose **5.50%** to 652 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 **9.95** 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 **6.84%** in May 2012 to \$125,000 versus the previous year at \$116,995.

### Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 1.00 days or **3.23%** in May 2012 compared to last year's same month at **31.00** DOM.

### Sales Success for May 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 158 New Listings in May 2012, down **19.39%** from last year at 196. Furthermore, there were 83 Closed Listings this month versus last year at 83, a **0.00%** decrease.

Closed versus Listed trends yielded a **52.5%** ratio, up from last year's May 2012 at **42.3%**, a **24.05%** 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>
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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?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

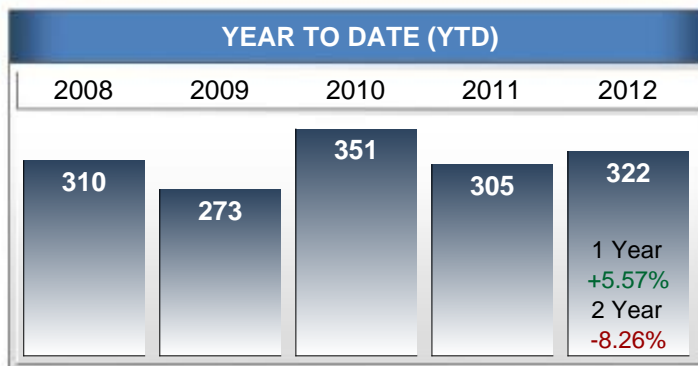
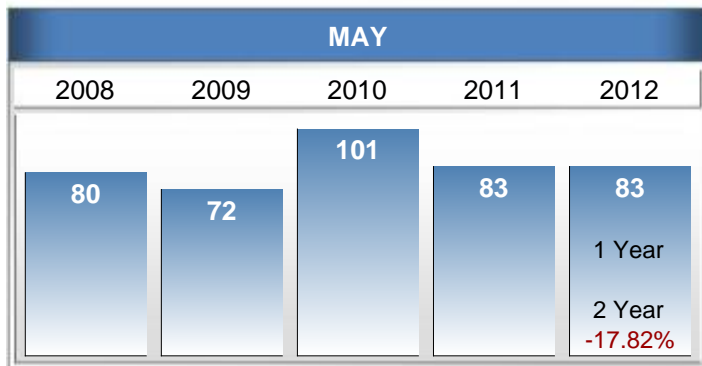
Closed Sales as of Jun 11, 2012



### Closed Listings

Report Produced on: Jun 11, 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+
\$50,000 and less	8	9.64%	26.5	3	5	0	0
\$50,001 \$70,000	9	10.84%	56.0	3	6	0	0
\$70,001 \$110,000	15	18.07%	20.0	1	13	1	0
\$110,001 \$140,000	16	19.28%	25.0	2	12	2	0
\$140,001 \$190,000	14	16.87%	37.0	1	9	4	0
\$190,001 \$270,000	12	14.46%	28.5	0	5	6	1
\$270,001 and up	9	10.84%	51.0	0	3	6	0
Total Closed Units: 83				10	53	19	1
Total Closed Volume: 12,341,121				812.40K	6.92M	4.36M	250.00K
Median Closed Price: \$125,000				\$63,950	\$115,300	\$236,000	\$250,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

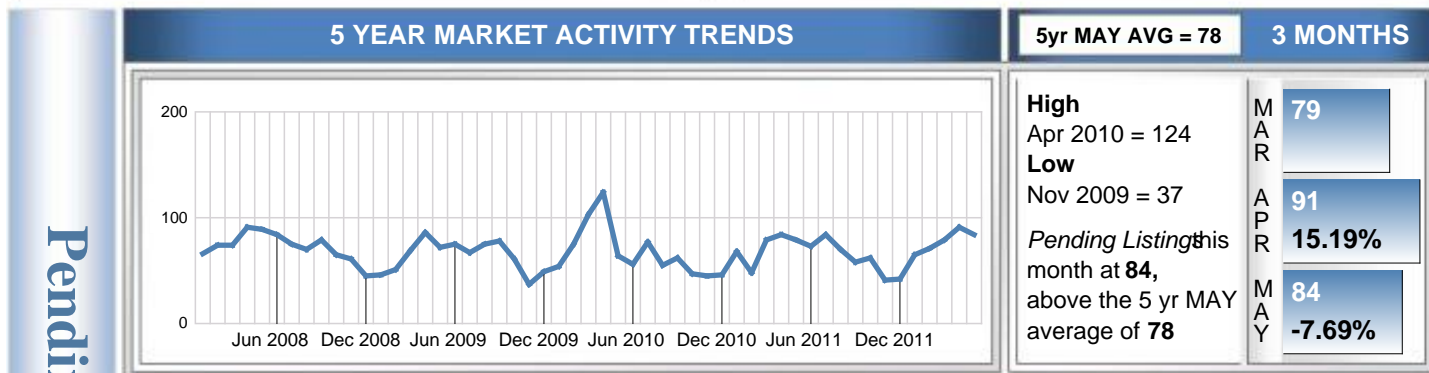
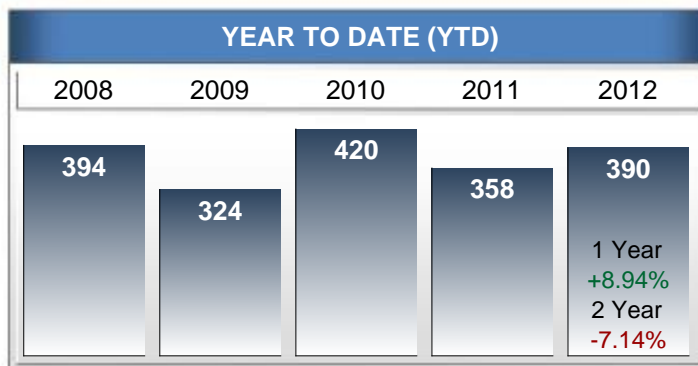
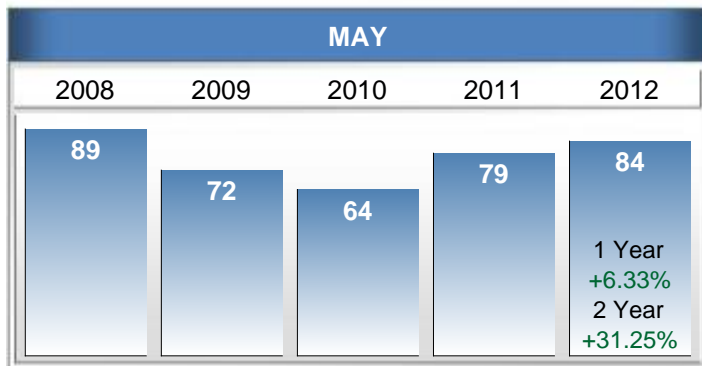
Pending Listings as of Jun 11, 2012



### Pending Listings

Report Produced on: Jun 11, 2012

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	5	5.95%	23.0	3	2	0	0		
\$20,001 \$60,000	13	15.48%	41.0	9	4	0	0		
\$60,001 \$100,000	13	15.48%	58.0	1	11	1	0		
\$100,001 \$160,000	20	23.81%	24.5	1	13	6	0		
\$160,001 \$210,000	15	17.86%	33.0	0	5	10	0		
\$210,001 \$250,000	9	10.71%	34.0	1	0	8	0		
\$250,001 and up	9	10.71%	56.0	0	1	5	3		
Total Pending Units:				84	33.0	15	36	30	3
Total Pending Volume:				12,222,070		803.67K	3.86M	6.00M	1.56M
Median Listing Price:				\$115,000		\$45,500	\$107,500	\$199,950	\$310,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

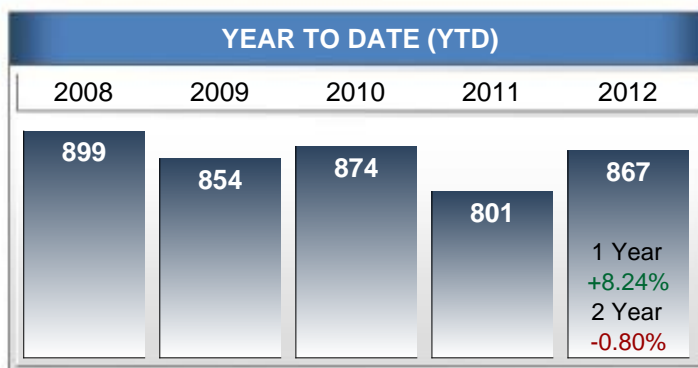
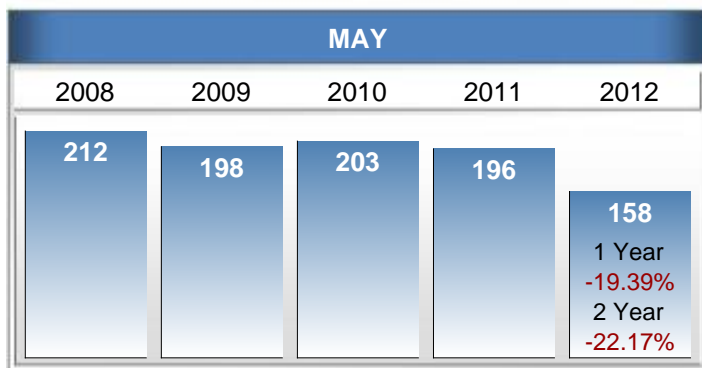
New Listings as of Jun 11, 2012



### New Listings

Report Produced on: Jun 11, 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+
\$20,000 and less	6	3.80%	5	1	0	0
\$20,001 - \$70,000	28	17.72%	17	9	2	0
\$70,001 - \$100,000	24	15.19%	9	13	0	2
\$100,001 - \$160,000	39	24.68%	1	23	13	2
\$160,001 - \$210,000	21	13.29%	2	7	12	0
\$210,001 - \$290,000	21	13.29%	0	8	13	0
\$290,001 and up	19	12.03%	3	6	7	3

Total New Listed Units:	158	37	67	47	7
Total New Listed Volume:	27,847,495	6.06M	10.26M	9.92M	1.61M
Median New Listed Listing Price:	\$134,950	\$34,500	\$129,900	\$208,000	\$150,000



# Monthly Inventory Analysis

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## May 2012

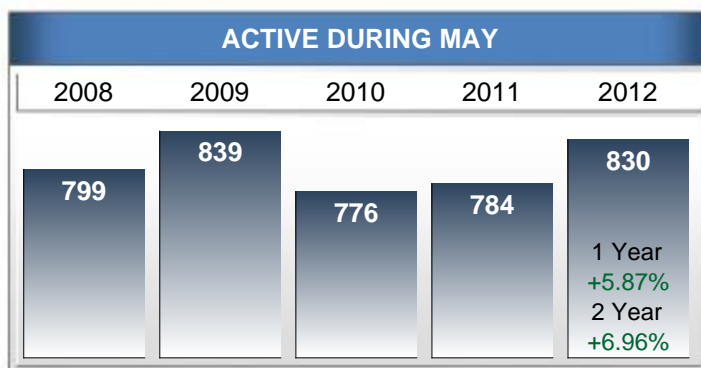
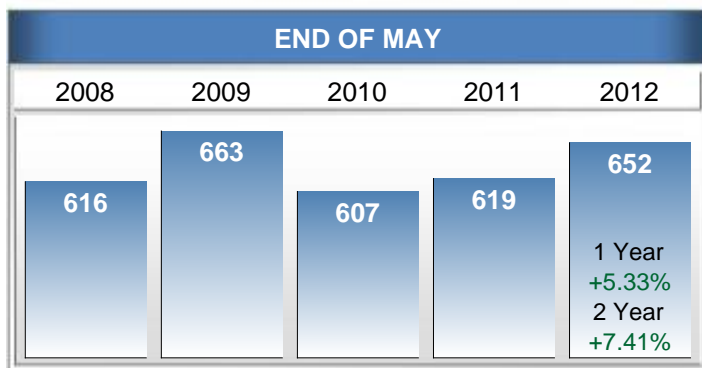
Active Inventory as of Jun 11, 2012



### Active Inventory

Report Produced on: Jun 11, 2012

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+
\$20,000 and less	14	2.15%	52.5	10	3	1	0
\$20,001 \$30,000	85	13.04%	97.0	81	3	0	1
\$30,001 \$70,000	144	22.09%	103.5	113	28	2	1
\$70,001 \$130,000	157	24.08%	73.0	62	79	13	3
\$130,001 \$190,000	98	15.03%	51.0	8	53	32	5
\$190,001 \$260,000	84	12.88%	69.0	4	32	47	1
\$260,001 and up	70	10.74%	64.5	5	14	37	14
Total Active Inventory by Units:				283	212	132	25
Total Active Inventory by Volume:				21.90M	31.27M	33.37M	8.01M
Median Active Inventory Listing Price:				\$45,000	\$126,250	\$215,000	\$279,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

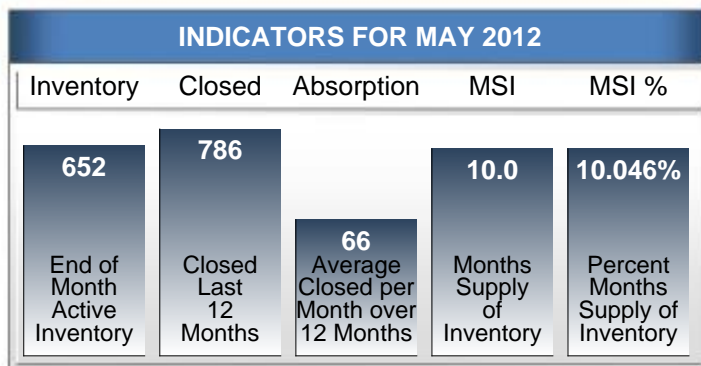
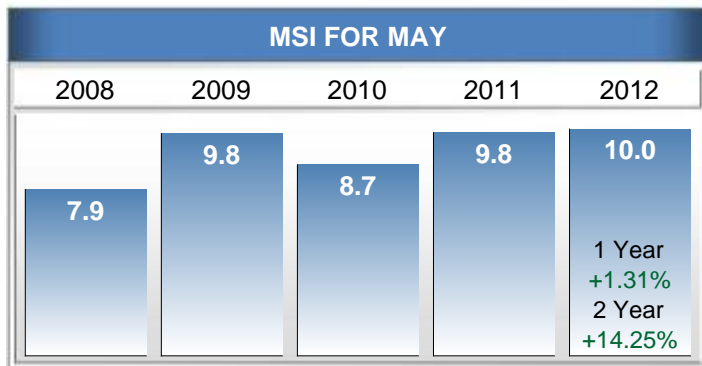
Active Inventory as of Jun 11, 2012



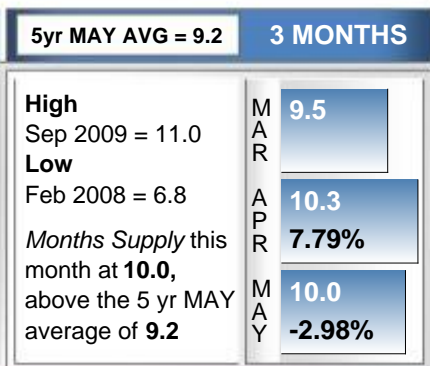
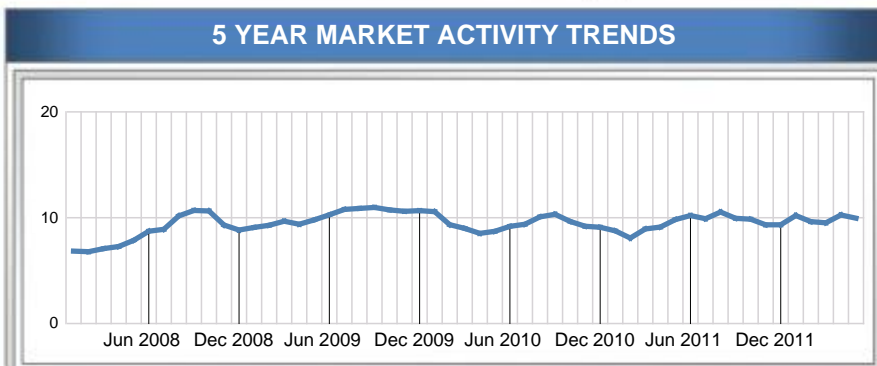
### Months Supply of Inventory

Report Produced on: Jun 11, 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	2.15%	4.4	5.7	2.3	12.0	0.0
\$20,001 \$30,000	85	13.04%	40.8	64.8	4.5	0.0	0.0
\$30,001 \$70,000	144	22.09%	10.1	25.6	3.1	3.0	12.0
\$70,001 \$130,000	157	24.08%	7.5	22.5	5.4	4.2	9.0
\$130,001 \$190,000	98	15.03%	8.8	10.7	10.1	6.7	15.0
\$190,001 \$260,000	84	12.88%	10.8	48.0	14.8	9.1	3.0
\$260,001 and up	70	10.74%	11.1	60.0	14.0	9.1	12.0
MSI:			10.0	25.5	6.2	7.3	11.1
Total Active Inventory:			652	283	212	132	25



# Monthly Inventory Analysis

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## May 2012

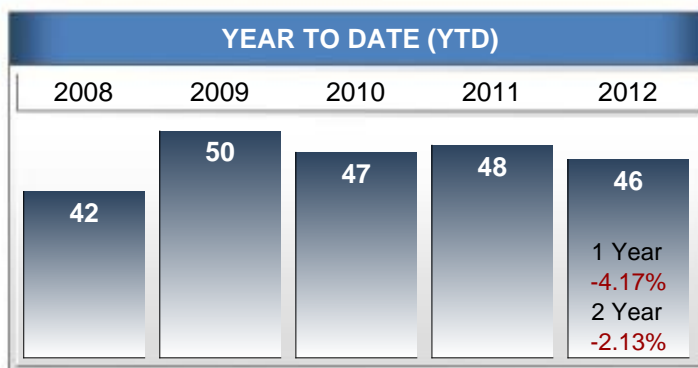
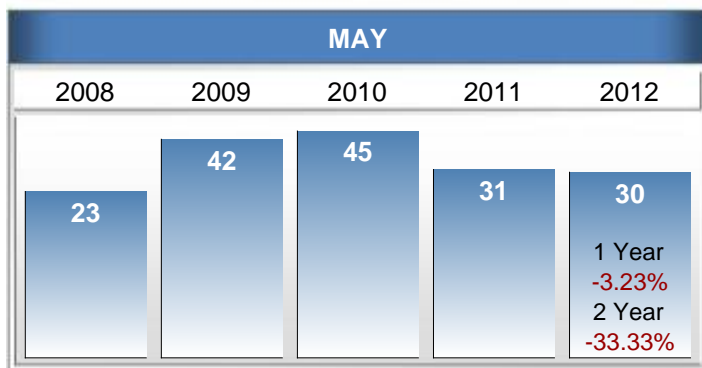
Closed Sales as of Jun 11, 2012



### Median Days on Market to Sale

Report Produced on: Jun 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+
\$50,000 and less	8	9.64%	26.5	41.0	12.0	0.0	0.0
\$50,001 - \$70,000	9	10.84%	56.0	48.0	59.5	0.0	0.0
\$70,001 - \$110,000	15	18.07%	20.0	126.0	20.0	1.0	0.0
\$110,001 - \$140,000	16	19.28%	25.0	13.5	20.5	52.0	0.0
\$140,001 - \$190,000	14	16.87%	37.0	75.0	36.0	26.0	0.0
\$190,001 - \$270,000	12	14.46%	28.5	0.0	31.0	37.0	5.0
\$270,001 and up	9	10.84%	51.0	0.0	89.0	24.5	0.0
Median Closed DOM:	30.0			44.5	29.0	30.0	5.0
Total Closed Units:	83			10	53	19	1
Total Closed Volume:	12,341,121			812.40K	6.92M	4.36M	250.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

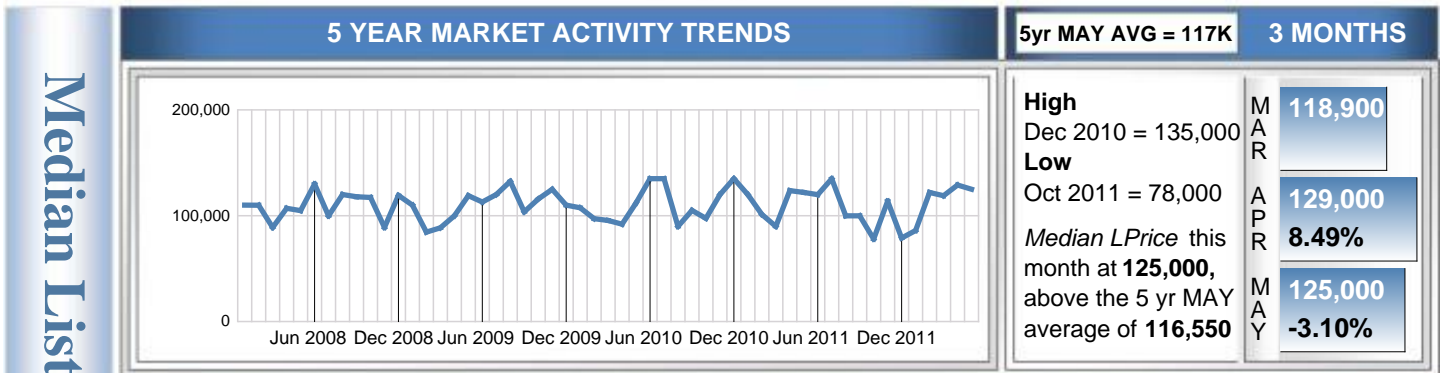
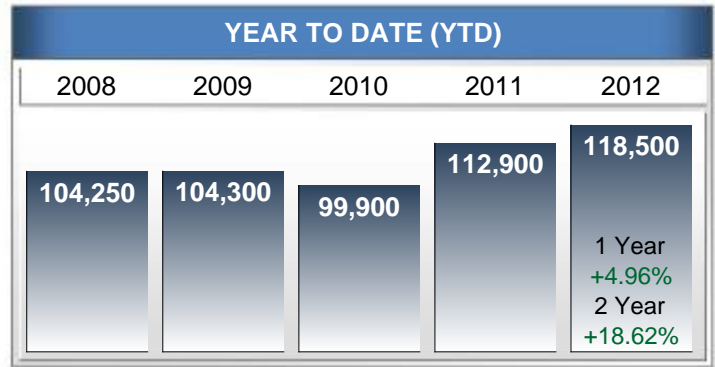
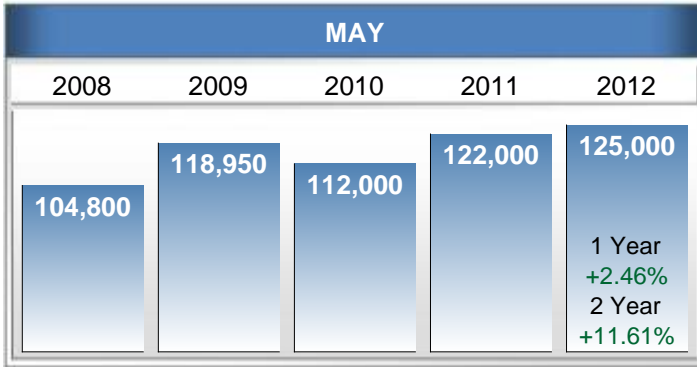
Closed Sales as of Jun 11, 2012



### Median List Price at Closing

Report Produced on: Jun 11, 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+
\$50,000 and less	7		8.43%	38,000	37,750	38,000	0	0
\$50,001 \$70,000	8		9.64%	59,450	57,900	64,900	0	0
\$70,001 \$110,000	15		18.07%	84,900	84,750	82,400	110,000	0
\$110,001 \$140,000	19		22.89%	124,000	119,500	125,000	130,500	0
\$140,001 \$190,000	12		14.46%	154,950	0	156,450	152,250	0
\$190,001 \$270,000	12		14.46%	217,450	200,000	201,500	241,250	0
\$270,001 and up	10		12.05%	312,500	0	398,000	312,500	299,000
Median List Price:		\$125,000			\$66,250	\$116,500	\$240,000	\$299,000
Total Closed Units:		83			10	53	19	1
Total List Volume:		12,650,740			855.90K	7.06M	4.44M	299.00K





# Monthly Inventory Analysis

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## May 2012

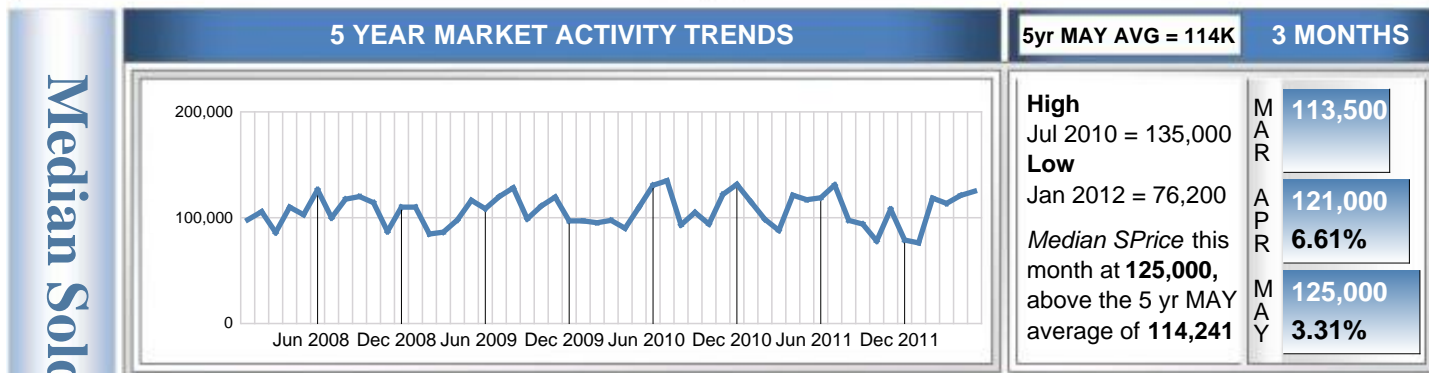
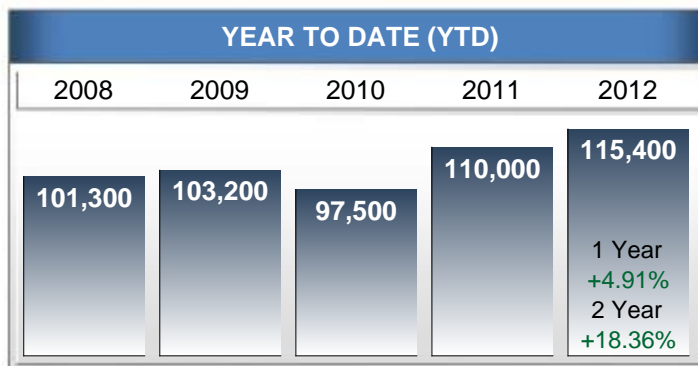
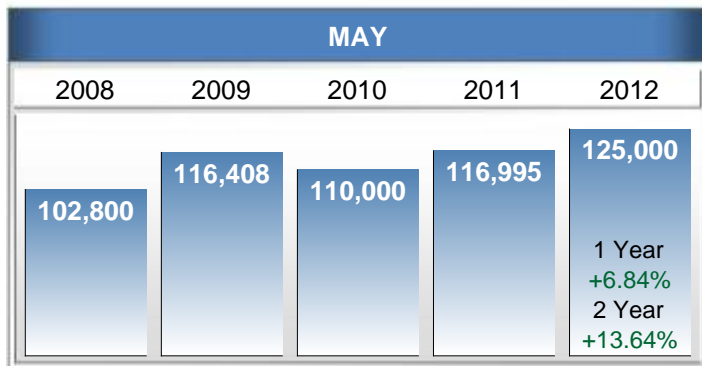
Closed Sales as of Jun 11, 2012



### Median Sold Price at Closing

Report Produced on: Jun 11, 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+
\$50,000 and less	8		9.64%	37,900	50,000	35,000	0	0
\$50,001 - \$70,000	9		10.84%	58,500	57,900	61,250	0	0
\$70,001 - \$110,000	15		18.07%	90,000	94,000	85,000	110,000	0
\$110,001 - \$140,000	16		19.28%	122,500	118,500	121,250	126,750	0
\$140,001 - \$190,000	14		16.87%	152,750	170,000	151,000	151,250	0
\$190,001 - \$270,000	12		14.46%	224,950	0	206,300	238,000	250,000
\$270,001 and up	9		10.84%	310,000	0	398,000	308,250	0
Median Closed Price:	\$125,000				\$63,950	\$115,300	\$236,000	\$250,000
Total Closed Units:	83				10	53	19	1
Total Closed Volume:	12,341,121				812.40K	6.92M	4.36M	250.00K



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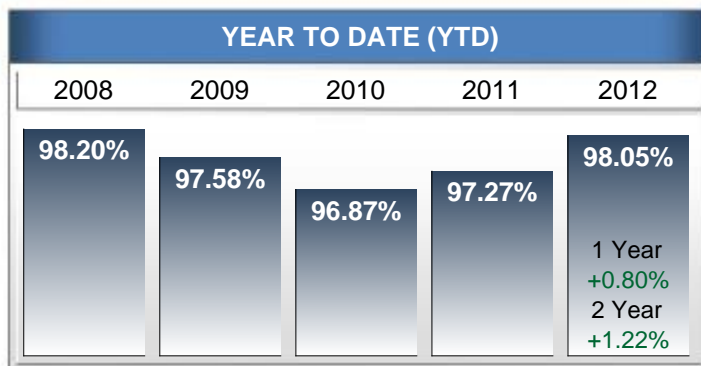
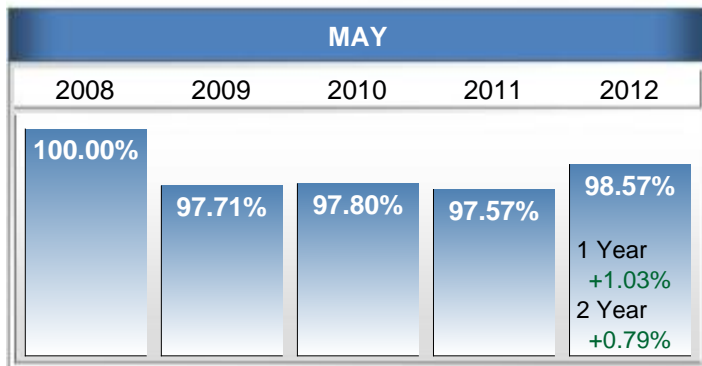
Closed Sales as of Jun 11, 2012



### 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+
\$50,000 and less	8	9.64%	100.00%	100.00%	100.00%	0.00%	0.00%
\$50,001 - \$70,000	9	10.84%	94.92%	94.83%	96.29%	0.00%	0.00%
\$70,001 - \$110,000	15	18.07%	98.94%	98.95%	98.88%	100.00%	0.00%
\$110,001 - \$140,000	16	19.28%	98.97%	99.13%	99.68%	97.19%	0.00%
\$140,001 - \$190,000	14	16.87%	98.57%	85.00%	99.33%	98.57%	0.00%
\$190,001 - \$270,000	12	14.46%	97.89%	0.00%	100.00%	97.19%	83.61%
\$270,001 and up	9	10.84%	99.28%	0.00%	98.03%	99.64%	0.00%
Median List/Sell Ratio:	98.57%			98.60%	98.88%	98.37%	83.61%
Total Closed Units:	83			10	53	19	1
Total Closed Volume:	12,341,121			812.40K	6.92M	4.36M	250.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2012

Inventory as of Jun 11, 2012



### Market Summary

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

**Active Inventory** as of May 31, 2012 = 652

	MAY			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	83	83	0.00%	305	322	5.57%
Pending Sales	79	84	6.33%	358	390	8.94%
New Listings	196	158	-19.39%	801	867	8.24%
Median List Price	122,000	125,000	2.46%	112,900	118,500	4.96%
Median Sale Price	116,995	125,000	6.84%	110,000	115,400	4.91%
Median Percent of List Price to Selling Price	97.57%	98.57%	1.03%	97.27%	98.05%	0.80%
Median Days on Market to Sale	31.00	30.00	-3.23%	48.00	46.00	-4.17%
Monthly Inventory	618	652	5.50%	618	652	5.50%
Months Supply of Inventory	9.81	9.95	1.47%	9.81	9.95	1.47%

