



November 2012

Area Delimited by County Of Washington

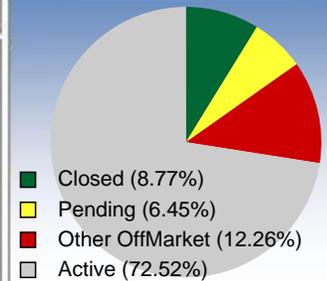


Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of November 30, 2012 = **562**

	NOVEMBER		
	2011	2012	+/- %
Closed Listings	56	68	21.43%
Pending Listings	32	50	56.25%
New Listings	122	137	12.30%
Average List Price	140,021	137,487	-1.81%
Average Sale Price	132,651	132,485	-0.13%
Average Percent of List Price to Selling Price	94.24%	95.21%	1.02%
Average Days on Market to Sale	61.38	47.62	-22.42%
End of Month Inventory	590	562	-4.75%
Months Supply of Inventory	9.33	8.31	-10.96%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 11, 2012

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 November 2012 decreased **4.75%** to 562 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **8.31** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.13%** in November 2012 to \$132,485 versus the previous year at \$132,651.

Average Days on Market Shortens

The average number of **47.62** days that homes spent on the market before selling decreased by 13.76 days or **22.42%** in November 2012 compared to last year's same month at **61.38** DOM.

Sales Success for November 2012 is Positive

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

There were 137 New Listings in November 2012, up **12.30%** from last year at 122. Furthermore, there were 68 Closed Listings this month versus last year at 56, a **21.43%** increase.

Closed versus Listed trends yielded a **49.6%** ratio, up from last year's November 2012 at **45.9%**, a **8.13%** 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

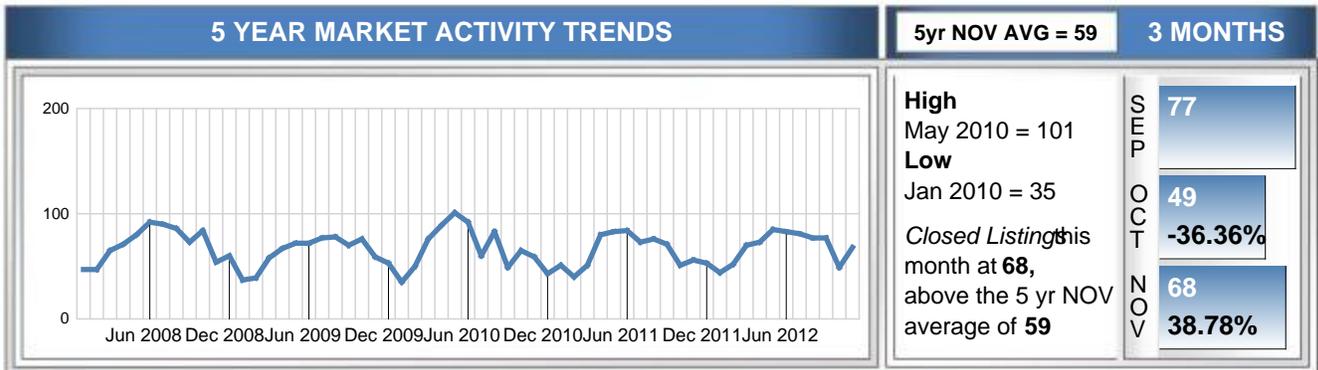
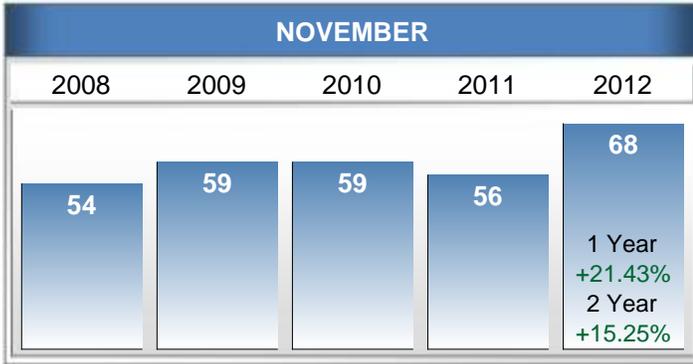
Closed Sales as of Dec 11, 2012



Closed Listings

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Closed Listings

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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.47%	162.0	1	0	0	0
\$10,001 \$60,000	14	20.59%	36.1	7	5	1	1
\$60,001 \$80,000	8	11.76%	43.5	3	5	0	0
\$80,001 \$140,000	18	26.47%	33.0	1	12	5	0
\$140,001 \$170,000	8	11.76%	52.3	2	3	2	1
\$170,001 \$220,000	11	16.18%	69.6	0	4	7	0
\$220,001 and up	8	11.76%	55.5	0	1	5	2
Total Closed Units:	68		47.6	14	30	20	4
Total Closed Volume:	9,008,974			750.82K	3.23M	3.64M	1.38M
Average Closed Price:	\$132,485			\$53,630	\$107,792	\$182,070	\$345,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

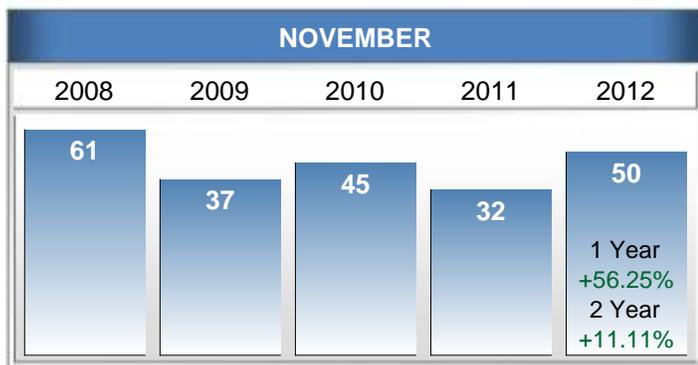
Pending Listings as of Dec 11, 2012



Pending Listings

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	4	8.00%	22.3	2	2	0	0		
\$20,001 \$50,000	6	12.00%	52.0	1	5	0	0		
\$50,001 \$90,000	7	14.00%	36.1	4	3	0	0		
\$90,001 \$150,000	13	26.00%	56.6	1	10	2	0		
\$150,001 \$200,000	8	16.00%	61.3	0	5	2	1		
\$200,001 \$270,000	8	16.00%	49.1	0	3	5	0		
\$270,001 and up	4	8.00%	96.8	0	1	3	0		
Total Pending Units:				50	0.0	8	29	12	1
Total Pending Volume:				6,596,200		405,90K	3.37M	2.64M	179.90K
Average Listing Price:				\$0		\$50,738	\$116,131	\$220,217	\$179,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

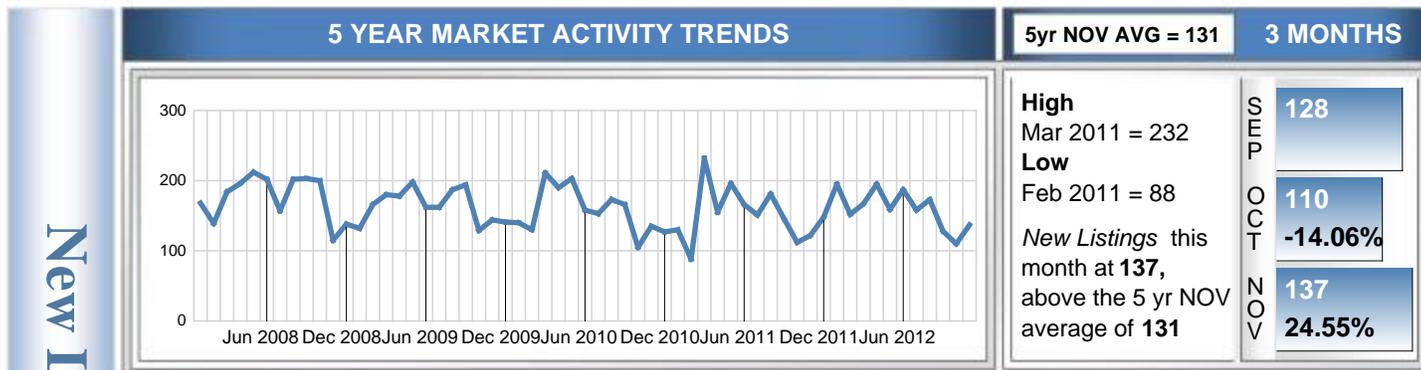
New Listings as of Dec 11, 2012



New Listings

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



New Listings

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

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	5	3.65%	4	1	0	0	
\$20,001 \$30,000	13	9.49%	11	2	0	0	
\$30,001 \$70,000	33	24.09%	21	10	2	0	
\$70,001 \$130,000	35	25.55%	9	21	5	0	
\$130,001 \$190,000	16	11.68%	3	9	4	0	
\$190,001 \$290,000	21	15.33%	3	8	10	0	
\$290,001 and up	14	10.22%	2	3	6	3	
Total New Listed Units:			137	53	54	27	3
Total New Listed Volume:			17,456,842	3.85M	6.87M	5.71M	1.03M
Average New Listed Listing Price:			\$106,000	\$72,588	\$127,270	\$211,530	\$341,933



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

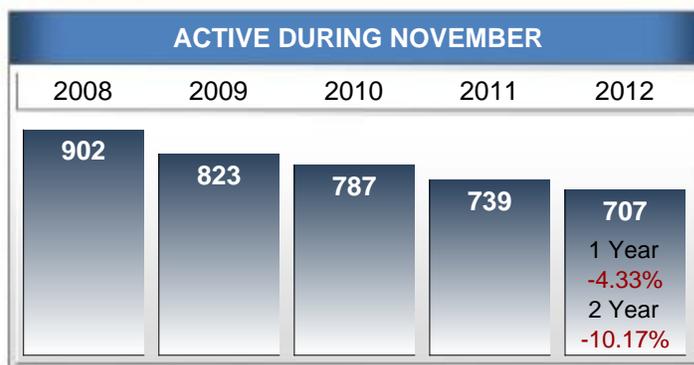
Active Inventory as of Dec 11, 2012



Active Inventory

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Active Inventory

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



5yr NOV AVG = 624 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 542

Inventory this month at **562**, below the 5 yr NOV average of **624**

SEP	593
OCT	572
NOV	562
	-3.54%
	-1.75%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	45	8.01%	82.3	38	7	0	0
\$30,001 \$50,000	82	14.59%	102.6	69	11	2	0
\$50,001 \$70,000	74	13.17%	102.9	47	26	1	0
\$70,001 \$110,000	140	24.91%	94.6	61	66	13	0
\$110,001 \$180,000	89	15.84%	75.6	12	47	30	0
\$180,001 \$260,000	75	13.35%	82.8	7	36	32	0
\$260,001 and up	57	10.14%	78.9	4	5	34	14
Total Active Inventory by Units:		562	89.7	238	198	112	14
Total Active Inventory by Volume:		71,735,378		17.40M	24.43M	24.52M	5.38M
Average Active Inventory Listing Price:		\$127,643		\$73,096	\$123,402	\$218,941	\$384,536



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

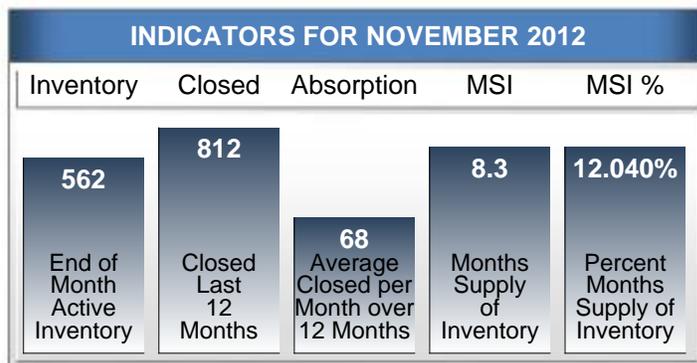
Active Inventory as of Dec 11, 2012



Months Supply of Inventory

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



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

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	45	8.01%	6.9	10.6	2.8	0.0	0.0
\$30,001 \$50,000	82	14.59%	15.9	28.6	4.4	12.0	0.0
\$50,001 \$70,000	74	13.17%	11.8	40.3	5.8	2.0	0.0
\$70,001 \$110,000	140	24.91%	9.3	28.2	6.2	6.0	0.0
\$110,001 \$180,000	89	15.84%	5.3	11.1	4.4	6.5	0.0
\$180,001 \$260,000	75	13.35%	6.1	28.0	10.8	4.0	0.0
\$260,001 and up	57	10.14%	10.4	0.0	7.5	9.7	10.5
MSI:			8.3	22.3	5.7	5.8	4.7
Total Active Inventory:			562	238	198	112	14



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

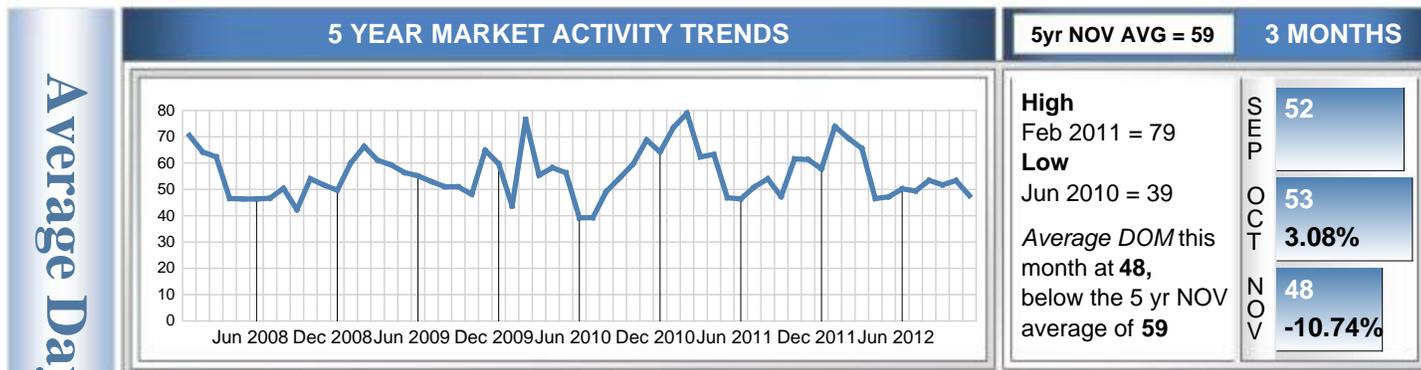
Closed Sales as of Dec 11, 2012



Average Days on Market to Sale

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Average Days on Market

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

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.47%	162.0	162.0	0.0	0.0	0.0
\$10,001 - \$60,000	14	20.59%	36.1	37.7	21.6	46.0	88.0
\$60,001 - \$80,000	8	11.76%	43.5	21.3	56.8	0.0	0.0
\$80,001 - \$140,000	18	26.47%	33.0	33.0	40.1	16.0	0.0
\$140,001 - \$170,000	8	11.76%	52.3	17.0	64.7	81.0	28.0
\$170,001 - \$220,000	11	16.18%	69.6	0.0	18.8	98.7	0.0
\$220,001 and up	8	11.76%	55.5	0.0	10.0	56.0	77.0
Average Closed DOM: 47.6				39.8	38.4	63.0	67.5
Total Closed Units: 68				14	30	20	4
Total Closed Volume: 9,008,974				750.82K	3.23M	3.64M	1.38M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

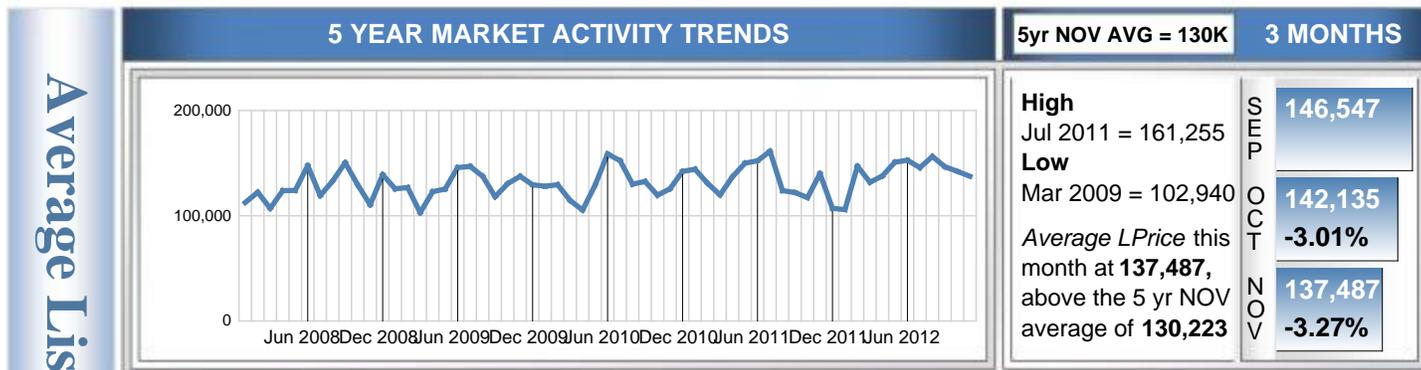
Closed Sales as of Dec 11, 2012



Average List Price at Closing

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Average List Price

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

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	2.94%	9,995	9,990	0	0	0
\$10,001 - \$60,000	13	19.12%	30,731	24,771	37,740	27,900	19,500
\$60,001 - \$80,000	7	10.29%	72,971	78,833	71,760	0	0
\$80,001 - \$140,000	17	25.00%	109,076	85,000	110,246	131,900	0
\$140,001 - \$170,000	9	13.24%	153,161	157,500	147,467	166,250	164,900
\$170,001 - \$220,000	12	17.65%	192,025	0	190,675	195,371	0
\$220,001 and up	8	11.76%	360,225	0	231,000	275,360	637,000
Average List Price:	\$137,487			\$58,564	\$110,218	\$188,215	\$364,600
Total Closed Units:	68			14	30	20	4
Total List Volume:	9,349,139			819.89K	3.31M	3.76M	1.46M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

Closed Sales as of Dec 11, 2012



Average Sold Price at Closing

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Average Sold Price

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

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1		1.47%	6,000	6,000	0	0	0
\$10,001 \$60,000	14		20.59%	26,914	21,243	37,220	26,000	16,000
\$60,001 \$80,000	8		11.76%	73,275	76,000	71,640	0	0
\$80,001 \$140,000	18		26.47%	110,267	83,900	106,242	125,200	0
\$140,001 \$170,000	8		11.76%	149,266	142,112	144,300	157,500	162,000
\$170,001 \$220,000	11		16.18%	188,609	0	187,975	188,971	0
\$220,001 and up	8		11.76%	348,294	0	229,750	270,320	602,500
Average Closed Price:	\$132,485				\$53,630	\$107,792	\$182,070	\$345,750
Total Closed Units:	68				14	30	20	4
Total Closed Volume:	9,008,974				750.82K	3.23M	3.64M	1.38M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

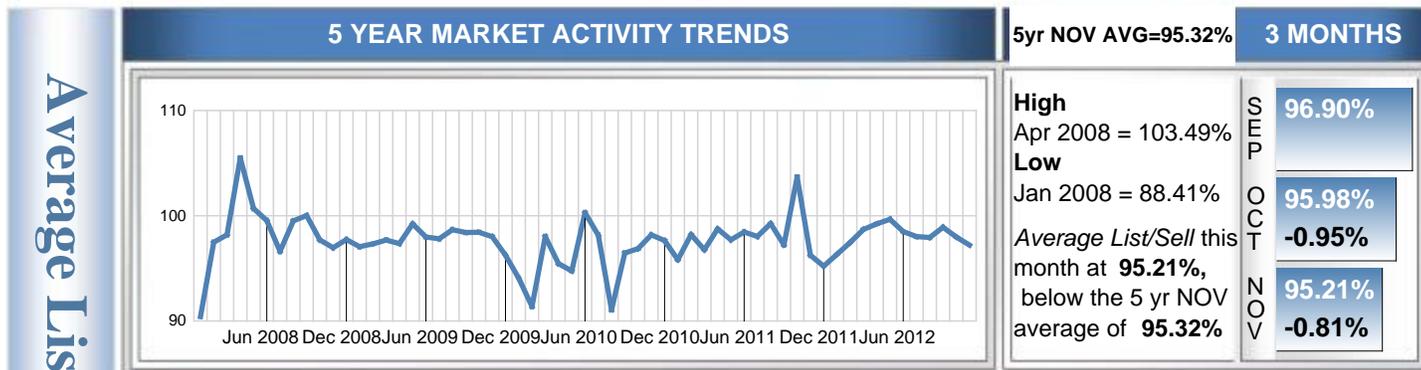
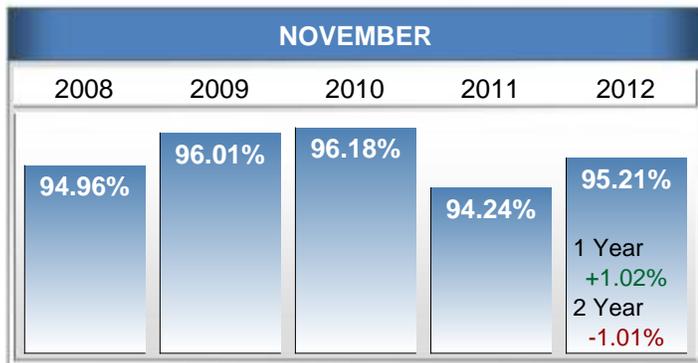
Closed Sales as of Dec 11, 2012



Average Percent of List Price to Selling Price

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Average List/Sell Price

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

AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	1	1.47%	60.06%	60.06%	0.00%	0.00%	0.00%	
\$10,001 \$60,000	14	20.59%	91.35%	87.81%	97.78%	93.19%	82.05%	
\$60,001 \$80,000	8	11.76%	98.47%	96.51%	99.65%	0.00%	0.00%	
\$80,001 \$140,000	18	26.47%	96.31%	98.71%	96.71%	94.89%	0.00%	
\$140,001 \$170,000	8	11.76%	95.23%	90.44%	97.85%	94.59%	98.24%	
\$170,001 \$220,000	11	16.18%	97.43%	0.00%	98.53%	96.80%	0.00%	
\$220,001 and up	8	11.76%	97.52%	0.00%	99.46%	98.24%	94.76%	
Average List/Sell Ratio:				95.20%	88.85%	97.83%	96.28%	92.45%
Total Closed Units:				68	14	30	20	4
Total Closed Volume:				9,008,974	750.82K	3.23M	3.64M	1.38M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

Inventory as of Dec 11, 2012



Market Summary

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 68 Sales/Month

Active Inventory as of November 30, 2012 = 562

	NOVEMBER			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	56	68	21.43%	716	759	6.01%
Pending Sales	32	50	56.25%	621	621	0.00%
New Listings	122	137	12.30%	1,679	1,761	4.88%
Average List Price	140,021	137,487	-1.81%	137,659	143,002	3.88%
Average Sale Price	132,651	132,485	-0.13%	133,131	138,163	3.78%
Average Percent of List Price to Selling Price	94.24%	95.21%	1.02%	96.20%	96.30%	0.11%
Average Days on Market to Sale	61.38	47.62	-22.42%	56.84	54.00	-5.00%
Monthly Inventory	590	562	-4.75%	590	562	-4.75%
Months Supply of Inventory	9.33	8.31	-10.96%	9.33	8.31	-10.96%

