



November 2012

Area Delimited by County Of Washington

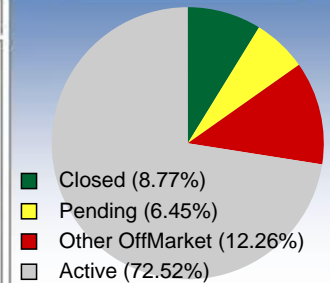


Absorption: Last 12 months, an Average of **68** Sales/Month

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%
Median List Price	113,750	118,300	4.00%
Median Sale Price	108,000	110,000	1.85%
Median Percent of List Price to Selling Price	95.97%	97.46%	1.55%
Median Days on Market to Sale	52.50	29.50	-43.81%
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.

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 **1.85%** in November 2012 to \$110,000 versus the previous year at \$108,000.

Median Days on Market Shortens

The median number of **29.50** days that homes spent on the market before selling decreased by 23.00 days or **43.81%** in November 2012 compared to last year's same month at **52.50** DOM.

Sales Success for November 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 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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?

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



Monthly Inventory Analysis

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November 2012

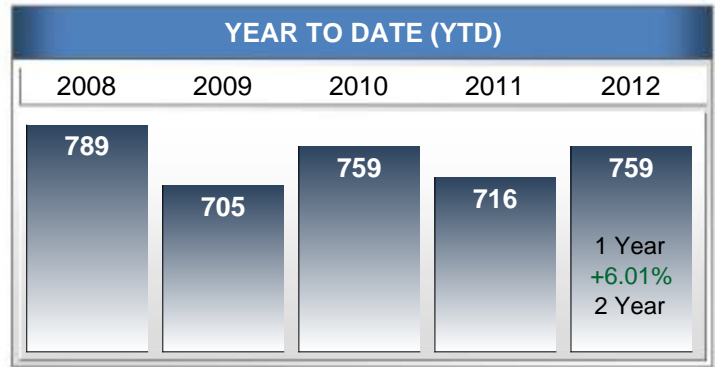
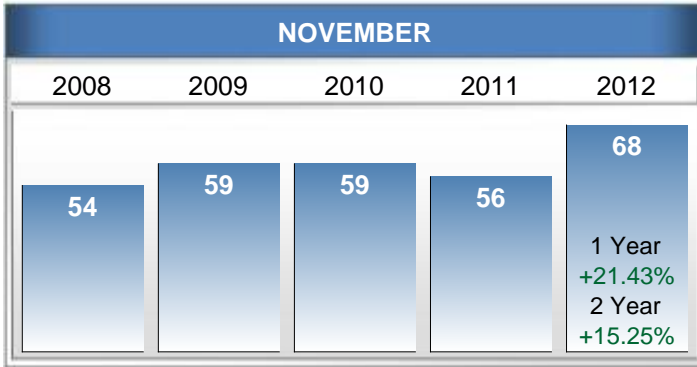
Closed Sales as of Dec 11, 2012



Closed Listings

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



5yr NOV AVG = 59 **3 MONTHS**

High
May 2010 = 101
Low
Jan 2010 = 35

Closed Listing this month at **68**, above the 5 yr NOV average of **59**

SEP	77
OCT	49
NOV	68
-36.36%	

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+
\$10,000 and less	1	1.47%	162.0	1	0	0	0
\$10,001 \$60,000	14	20.59%	16.5	7	5	1	1
\$60,001 \$80,000	8	11.76%	35.5	3	5	0	0
\$80,001 \$140,000	18	26.47%	20.5	1	12	5	0
\$140,001 \$170,000	8	11.76%	26.0	2	3	2	1
\$170,001 \$220,000	11	16.18%	58.0	0	4	7	0
\$220,001 and up	8	11.76%	60.5	0	1	5	2
Total Closed Units:	68		29.5	14	30	20	4
Total Closed Volume:	9,008,974			750.82K	3.23M	3.64M	1.38M
Median Closed Price:	\$110,000			\$41,750	\$104,750	\$184,950	\$358,500



Monthly Inventory Analysis

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November 2012

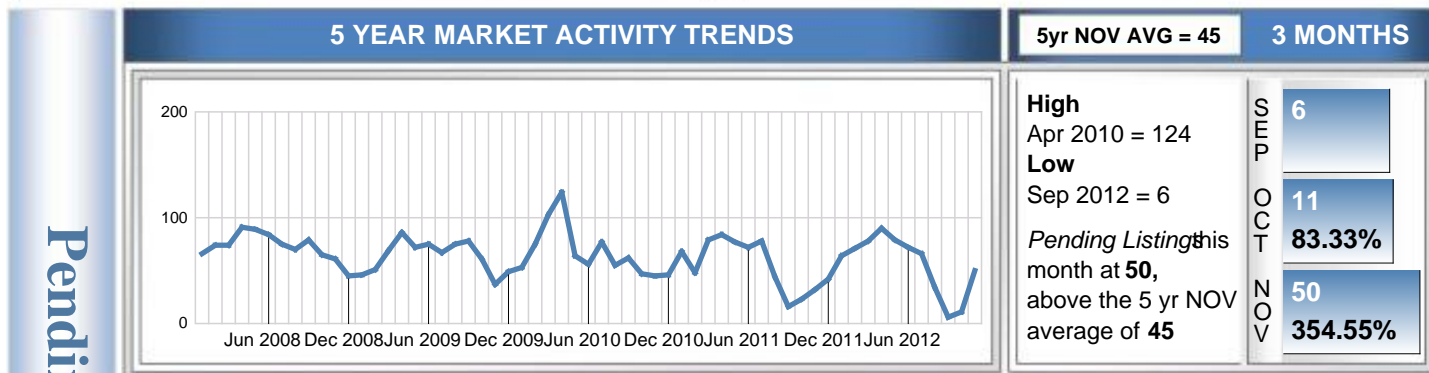
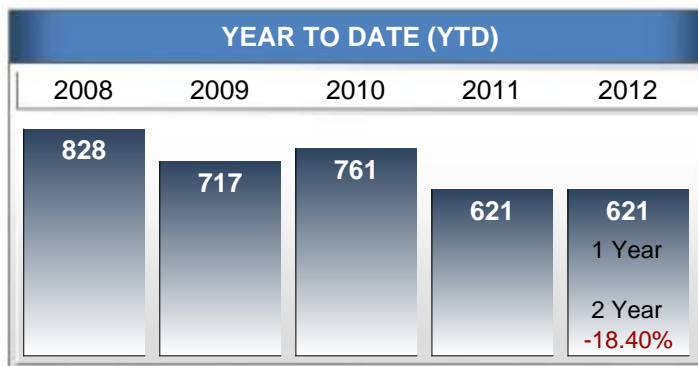
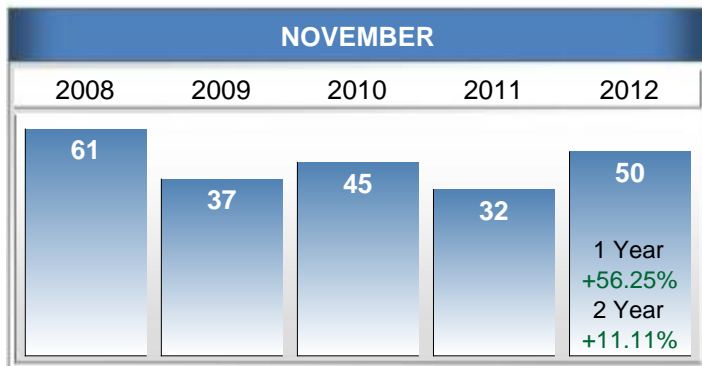
Pending Listings as of Dec 11, 2012



Pending Listings

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Pending Listings
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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	4	8.00%	21.5	2	2	0	0		
\$20,001 \$50,000	6	12.00%	47.0	1	5	0	0		
\$50,001 \$90,000	7	14.00%	19.0	4	3	0	0		
\$90,001 \$150,000	13	26.00%	47.0	1	10	2	0		
\$150,001 \$200,000	8	16.00%	56.0	0	5	2	1		
\$200,001 \$270,000	8	16.00%	42.5	0	3	5	0		
\$270,001 and up	4	8.00%	109.0	0	1	3	0		
Total Pending Units:				50	43.0	8	29	12	1
Total Pending Volume:				6,596,200		405.90K	3.37M	2.64M	179.90K
Median Listing Price:				\$110,625		\$55,000	\$105,000	\$232,450	\$179,900



Monthly Inventory Analysis

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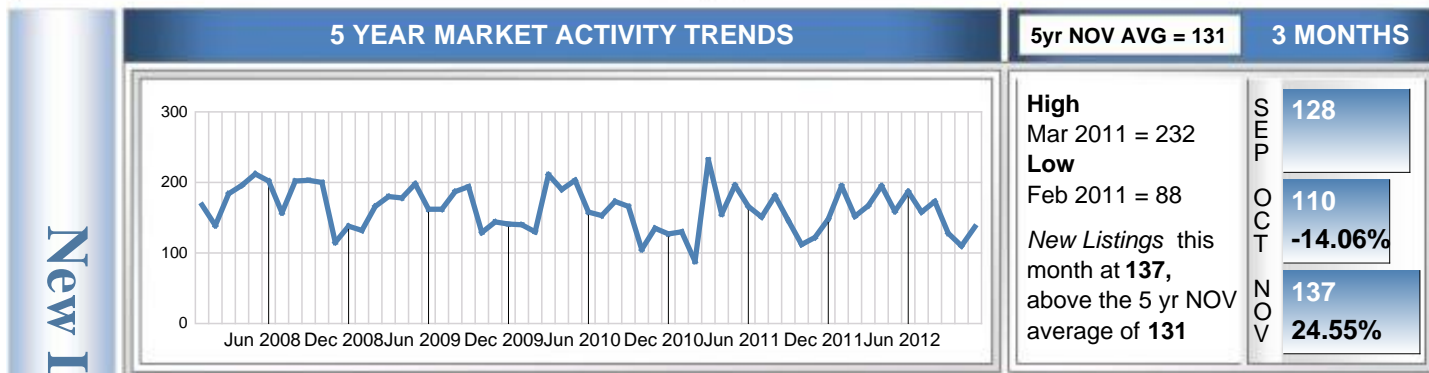
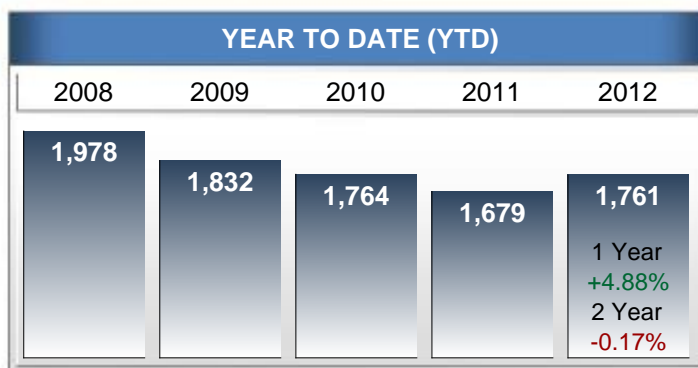
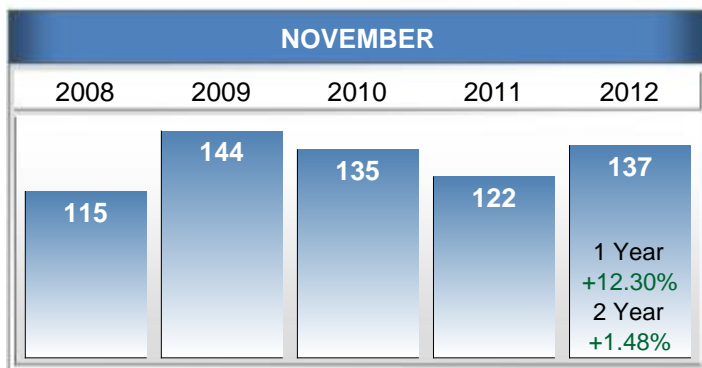
New Listings as of Dec 11, 2012



New Listings

Report Produced on: Dec 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	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
Median New Listed Listing Price:	\$95,000		\$34,000	\$101,700	\$220,000	\$349,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

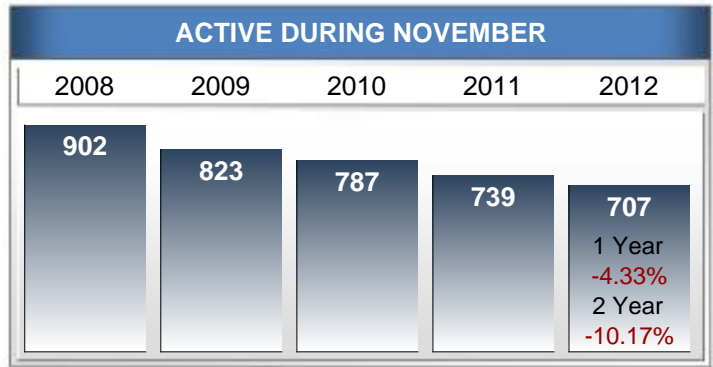
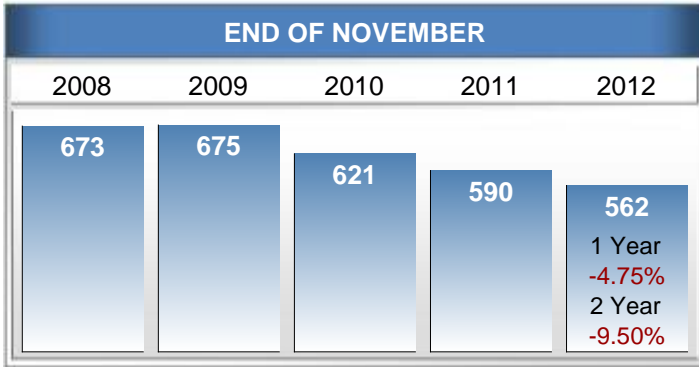
Active Inventory as of Dec 11, 2012



Active Inventory

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Active Inventory

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	45	8.01%	91.0	38	7	0	0	
\$30,001 - \$50,000	82	14.59%	123.0	69	11	2	0	
\$50,001 - \$70,000	74	13.17%	100.0	47	26	1	0	
\$70,001 - \$110,000	140	24.91%	93.0	61	66	13	0	
\$110,001 - \$180,000	89	15.84%	66.0	12	47	30	0	
\$180,001 - \$260,000	75	13.35%	93.0	7	36	32	0	
\$260,001 and up	57	10.14%	78.0	4	5	34	14	
Total Active Inventory by Units:			562	91.0	238	198	112	14
Total Active Inventory by Volume:			71,735,378		17.40M	24.43M	24.52M	5.38M
Median Active Inventory Listing Price:			\$89,900		\$56,000	\$99,950	\$207,500	\$365,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2012

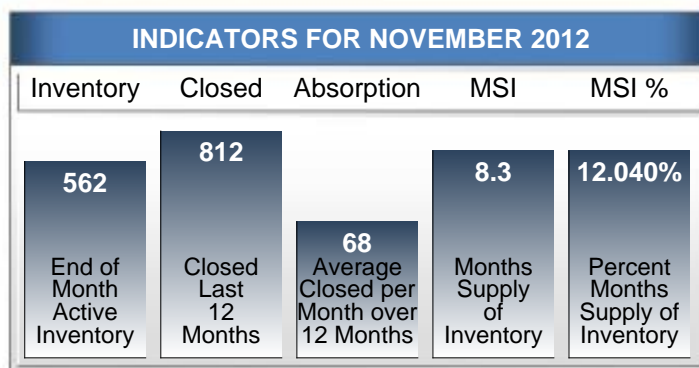
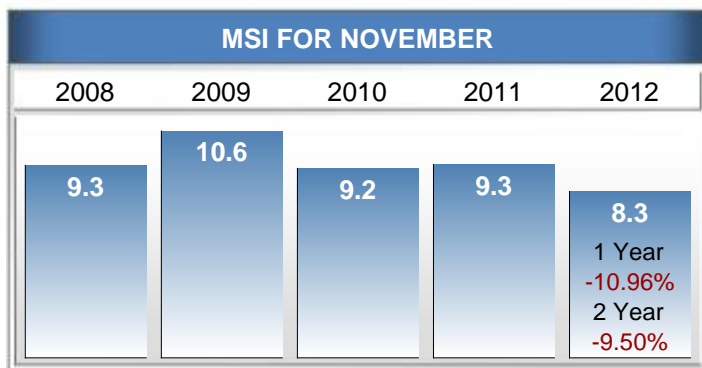
Active Inventory as of Dec 11, 2012



Months Supply of Inventory

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Months Supply
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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+
\$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

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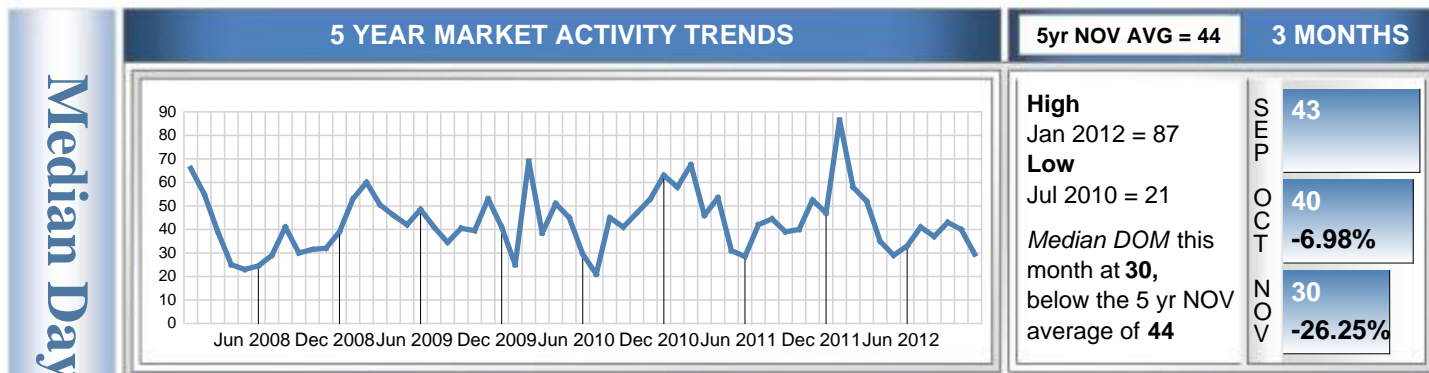
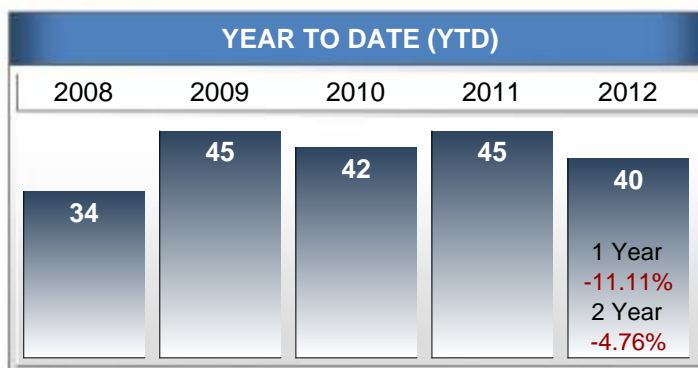
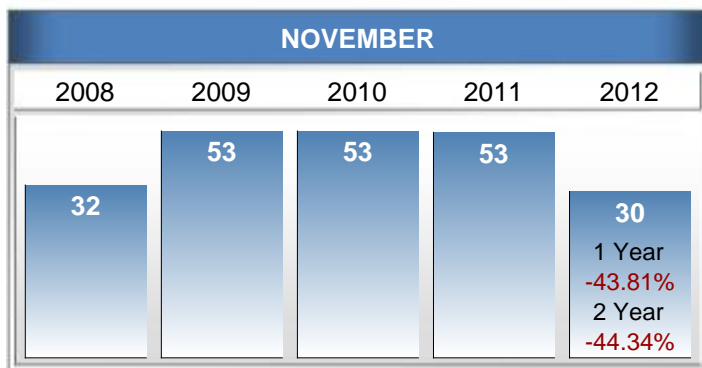
Closed Sales as of Dec 11, 2012



Median Days on Market to Sale

Report Produced on: Dec 11, 2012

Area Delimited by County Of Washington



Median Days on Market

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

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+
\$10,000 and less	1			1.47%	162.0	162.0	0.0	0.0	0.0
\$10,001 \$60,000	14			20.59%	16.5	12.0	19.0	46.0	88.0
\$60,001 \$80,000	8			11.76%	35.5	13.0	40.0	0.0	0.0
\$80,001 \$140,000	18			26.47%	20.5	33.0	29.0	16.0	0.0
\$140,001 \$170,000	8			11.76%	26.0	17.0	53.0	81.0	28.0
\$170,001 \$220,000	11			16.18%	58.0	0.0	21.0	106.0	0.0
\$220,001 and up	8			11.76%	60.5	0.0	10.0	59.0	77.0
Median Closed DOM:	29.5					13.5	25.0	52.0	75.0
Total Closed Units:	68					14	30	20	4
Total Closed Volume:	9,008,974					750.82K	3.23M	3.64M	1.38M



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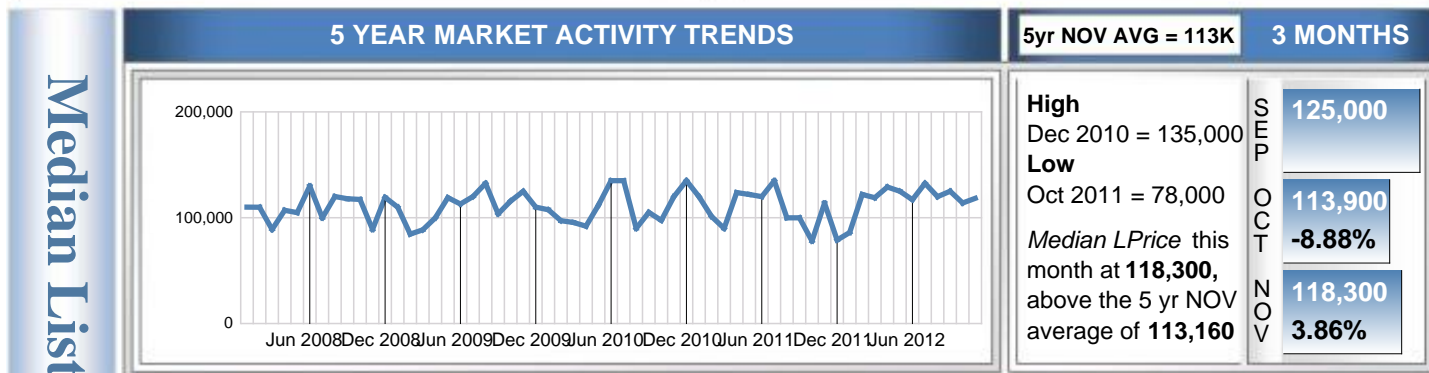
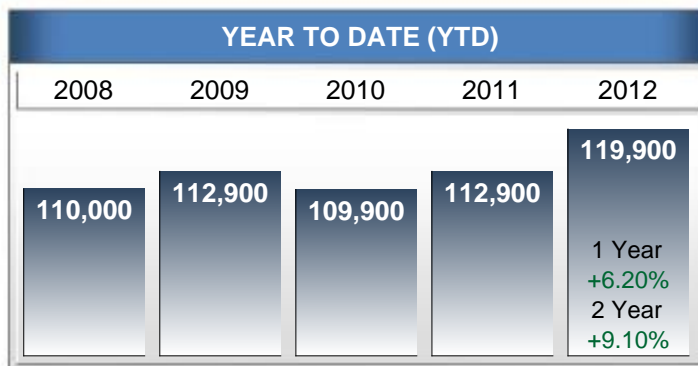
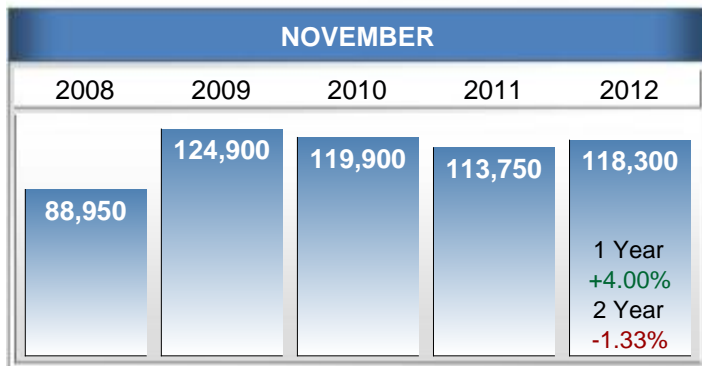
Closed Sales as of Dec 11, 2012



Median List Price at Closing

Report Produced on: Dec 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+
\$10,000 and less	2		2.94%	9,995	9,995	0	0	0
\$10,001 \$60,000	13		19.12%	24,900	21,750	34,900	27,900	19,500
\$60,001 \$80,000	7		10.29%	75,000	76,000	74,900	0	0
\$80,001 \$140,000	17		25.00%	110,000	84,750	110,000	128,850	0
\$140,001 \$170,000	9		13.24%	149,900	157,500	148,125	154,200	164,900
\$170,001 \$220,000	12		17.65%	189,900	0	184,900	197,400	0
\$220,001 and up	8		11.76%	273,200	0	231,000	268,900	637,000
Median List Price:		\$118,300			\$47,000	\$108,750	\$187,400	\$369,950
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

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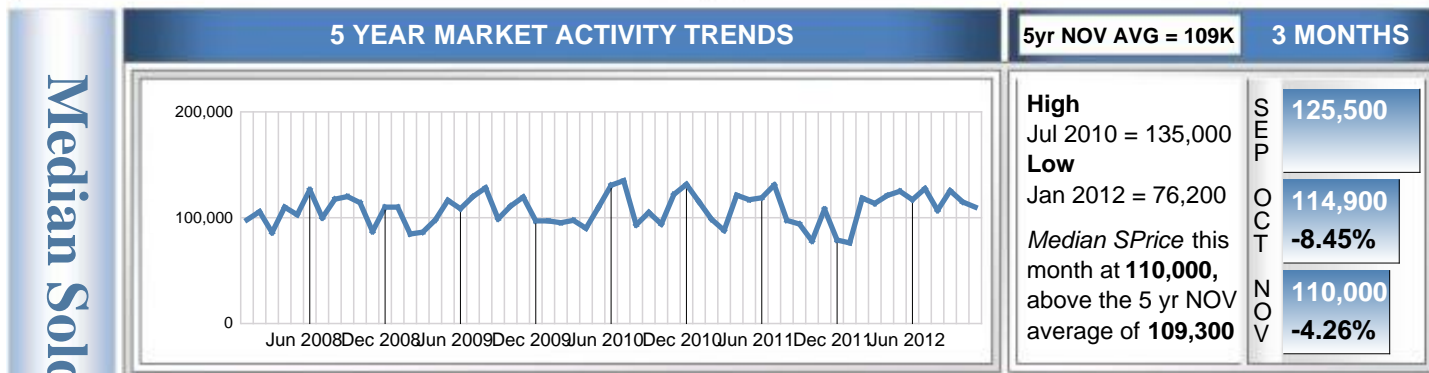
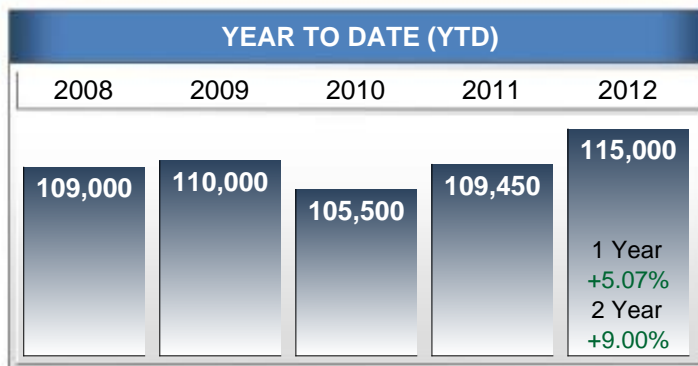
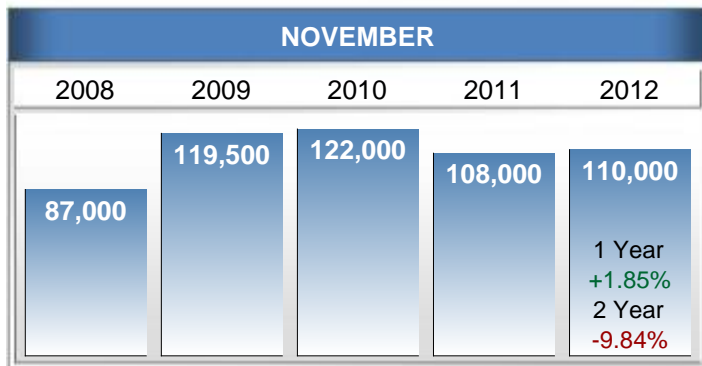
Closed Sales as of Dec 11, 2012



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\$S	≤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%	20,500	15,000	34,900	26,000	16,000
\$60,001 - \$80,000	8			11.76%	75,500	76,000	75,000	0	0
\$80,001 - \$140,000	18			26.47%	108,250	83,900	107,500	131,000	0
\$140,001 - \$170,000	8			11.76%	145,000	142,112	145,000	157,500	162,000
\$170,001 - \$220,000	11			16.18%	190,000	0	182,000	191,500	0
\$220,001 and up	8			11.76%	267,800	0	229,750	266,700	602,500
Median Closed Price:	\$110,000					\$41,750	\$104,750	\$184,950	\$358,500
Total Closed Units:	68					14	30	20	4
Total Closed Volume:	9,008,974					750.82K	3.23M	3.64M	1.38M



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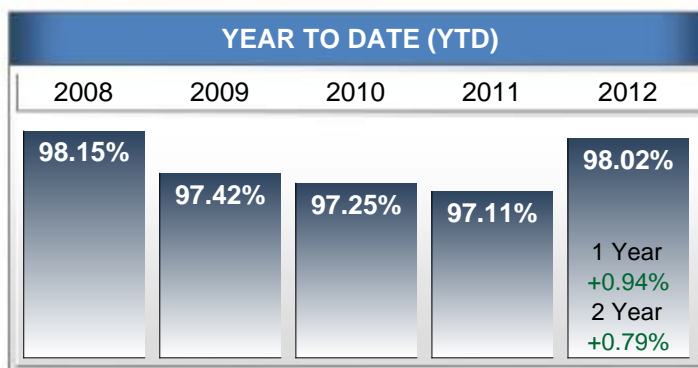
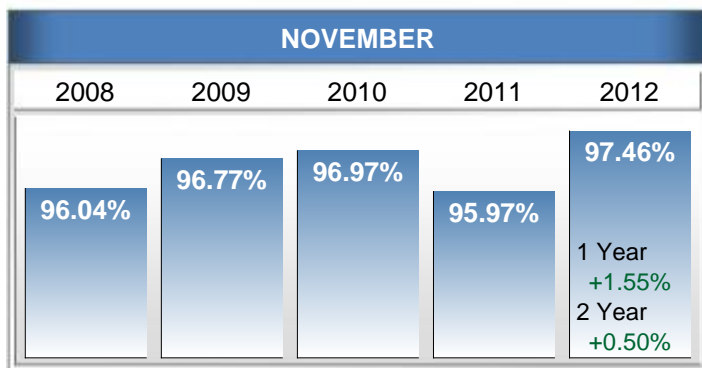
Closed Sales as of Dec 11, 2012



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$10,000 and less	1	1.47%	60.06%	60.06%	0.00%	0.00%	0.00%
\$10,001 \$60,000	14	20.59%	95.86%	93.96%	100.00%	93.19%	82.05%
\$60,001 \$80,000	8	11.76%	100.00%	96.05%	100.00%	0.00%	0.00%
\$80,001 \$140,000	18	26.47%	98.15%	98.71%	99.55%	93.64%	0.00%
\$140,001 \$170,000	8	11.76%	97.28%	90.44%	97.32%	94.59%	98.24%
\$170,001 \$220,000	11	16.18%	97.27%	0.00%	98.63%	97.00%	0.00%
\$220,001 and up	8	11.76%	97.54%	0.00%	99.46%	97.98%	94.76%
Median List/Sell Ratio:	97.46%			94.39%	100.00%	96.55%	94.76%
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

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November 2012

Inventory as of Dec 11, 2012



Market Summary

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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%
Median List Price	113,750	118,300	4.00%	112,900	119,900	6.20%
Median Sale Price	108,000	110,000	1.85%	109,450	115,000	5.07%
Median Percent of List Price to Selling Price	95.97%	97.46%	1.55%	97.11%	98.02%	0.94%
Median Days on Market to Sale	52.50	29.50	-43.81%	45.00	40.00	-11.11%
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%

