



October 2012

Area Delimited by County Of Washington

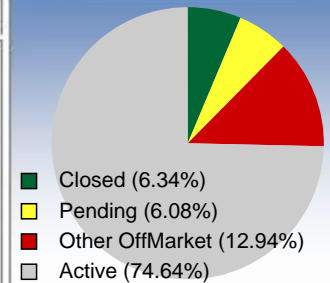


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of October 31, 2012 = **577**

	OCTOBER		
	2011	2012	+/- %
Closed Listings	51	49	-3.92%
Pending Listings	49	47	-4.08%
New Listings	112	110	-1.79%
Median List Price	78,000	113,900	46.03%
Median Sale Price	78,000	114,900	47.31%
Median Percent of List Price to Selling Price	96.41%	99.79%	3.51%
Median Days on Market to Sale	40.00	40.00	0.00%
End of Month Inventory	625	577	-7.68%
Months Supply of Inventory	9.84	8.65	-12.07%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 12, 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 October 2012 decreased **7.68%** to 577 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **8.65** 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 **47.31%** in October 2012 to \$114,900 versus the previous year at \$78,000.

Median Days on Market Shortens

The median number of **40.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in October 2012 compared to last year's same month at **40.00** DOM.

Sales Success for October 2012 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 110 New Listings in October 2012, down **1.79%** from last year at 112. Furthermore, there were 49 Closed Listings this month versus last year at 51, a **-3.92%** decrease.

Closed versus Listed trends yielded a **44.5%** ratio, down from last year's October 2012 at **45.5%**, a **2.17%** downswing. This will certainly create pressure on a decreasing 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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

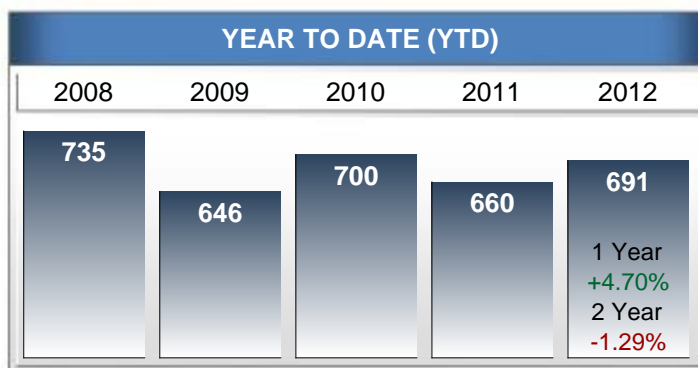
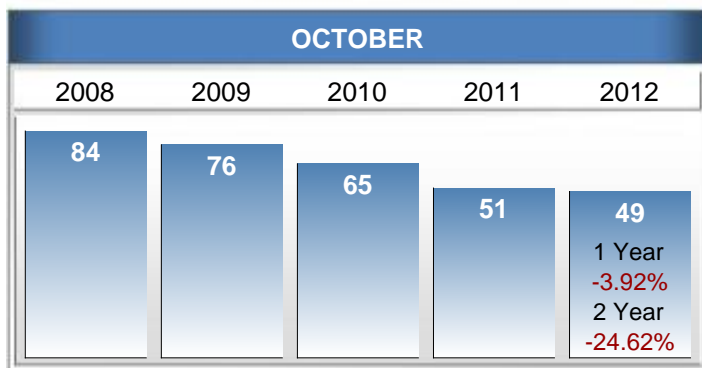
Closed Sales as of Nov 12, 2012



Closed Listings

Report Produced on: Nov 12, 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+	
\$30,000 and less	5	10.20%	42.0	4	1	0	0	
\$30,001 \$60,000	6	12.24%	60.0	1	4	1	0	
\$60,001 \$80,000	7	14.29%	52.0	2	5	0	0	
\$80,001 \$140,000	11	22.45%	40.0	0	10	1	0	
\$140,001 \$180,000	6	12.24%	30.0	0	4	2	0	
\$180,001 \$280,000	10	20.41%	10.5	0	3	6	1	
\$280,001 and up	4	8.16%	17.0	0	0	4	0	
Total Closed Units: 49				40.0	7	27	14	1
Total Closed Volume: 6,762,036					285.80K	2.87M	3.42M	189.90K
Median Closed Price: \$114,900					\$30,000	\$95,000	\$242,400	\$189,900

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

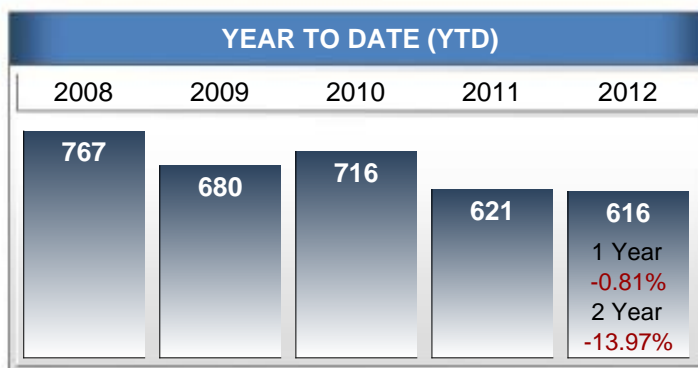
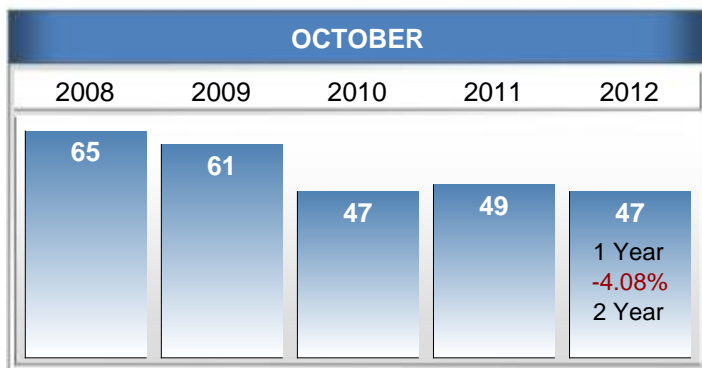
Pending Listings as of Nov 12, 2012



Pending Listings

Report Produced on: Nov 12, 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+		
\$10,000 and less	2	4.26%	111.5	2	0	0	0		
\$10,001 \$50,000	8	17.02%	11.5	7	1	0	0		
\$50,001 \$90,000	7	14.89%	33.0	3	4	0	0		
\$90,001 \$140,000	13	27.66%	16.0	3	7	2	1		
\$140,001 \$160,000	4	8.51%	76.0	0	2	2	0		
\$160,001 \$190,000	7	14.89%	20.0	1	2	3	1		
\$190,001 and up	6	12.77%	97.5	0	0	3	3		
Total Pending Units:				47	28.0	16	16	10	5
Total Pending Volume:				5,831,489		960.79K	1.71M	1.66M	1.50M
Median Listing Price:				\$112,000		\$47,000	\$107,450	\$165,950	\$289,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

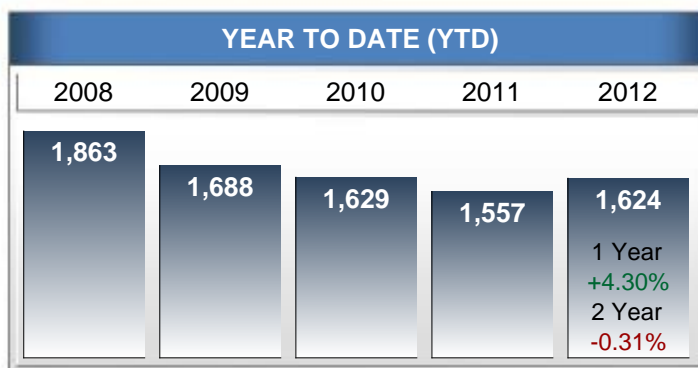
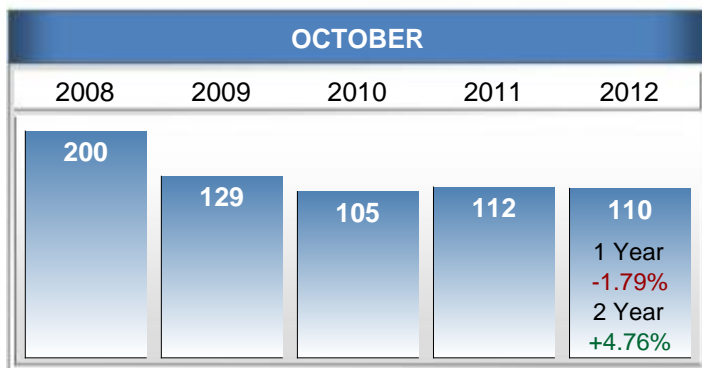
New Listings as of Nov 12, 2012



New Listings

Report Produced on: Nov 12, 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+
\$50,000 and less	11	10.00%	5	6	0	0
\$50,001 - \$70,000	10	9.09%	5	5	0	0
\$70,001 - \$90,000	17	15.45%	3	12	2	0
\$90,001 - \$140,000	30	27.27%	5	19	6	0
\$140,001 - \$180,000	18	16.36%	2	10	6	0
\$180,001 - \$260,000	13	11.82%	0	4	9	0
\$260,001 and up	11	10.00%	0	1	7	3
Total New Listed Units:			20	57	30	3
Total New Listed Volume:			1.54M	6.85M	6.27M	914.80K
Median New Listed Listing Price:			\$71,000	\$105,000	\$199,925	\$289,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

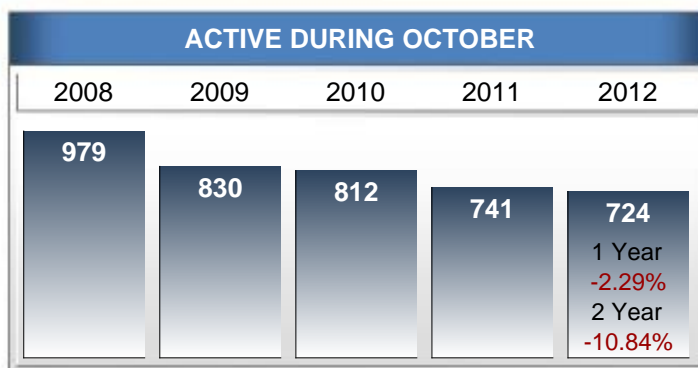
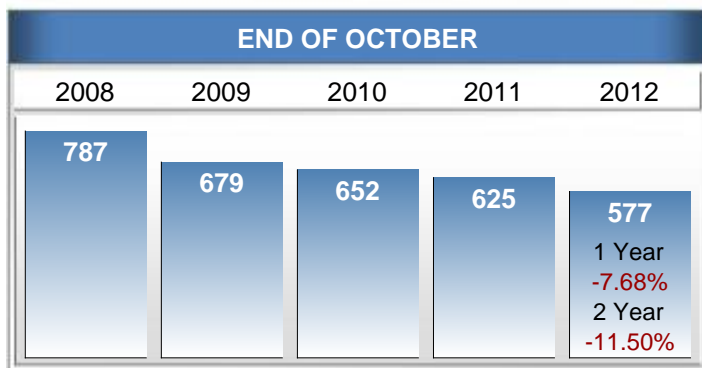
Active Inventory as of Nov 12, 2012



Active Inventory

Report Produced on: Nov 12, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr OCT AVG = 664	3 MONTHS
High Oct 2008 = 787 Low Feb 2011 = 542 <i>Inventory</i> this month at 577 , below the 5 yr OCT average of 664	AUG 598 SEP 616 OCT 577 3.01% -6.33%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	43	7.45%	84.0	35	8	0	0	
\$30,001 - \$50,000	69	11.96%	93.0	57	11	1	0	
\$50,001 - \$70,000	73	12.65%	71.0	49	24	0	0	
\$70,001 - \$120,000	162	28.08%	93.0	61	84	17	0	
\$120,001 - \$190,000	98	16.98%	62.5	10	46	39	3	
\$190,001 - \$260,000	72	12.48%	97.0	4	35	33	0	
\$260,001 and up	60	10.40%	87.5	5	6	36	13	
Total Active Inventory by Units:			577	86.0	221	214	126	16
Total Active Inventory by Volume:			79,385,381		19.14M	27.17M	27.54M	5.54M
Median Active Inventory Listing Price:			\$95,000		\$58,000	\$107,250	\$199,925	\$349,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

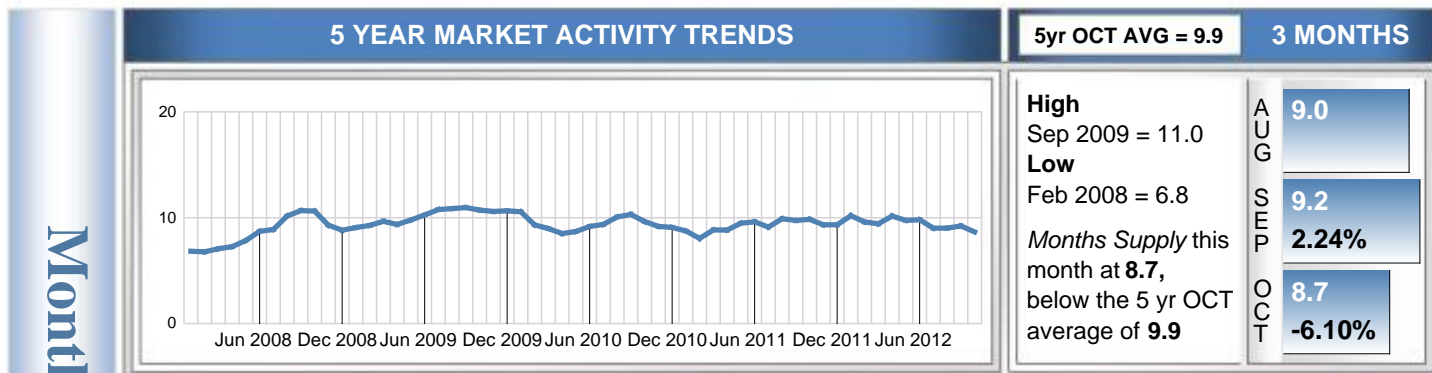
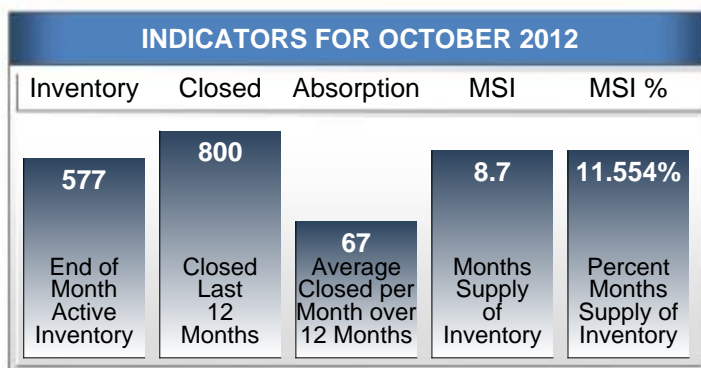
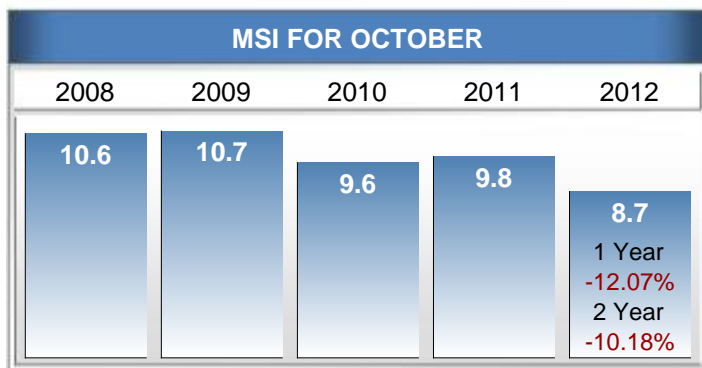
Active Inventory as of Nov 12, 2012



Months Supply of Inventory

Report Produced on: Nov 12, 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	43	7.45%	7.1	10.5	3.2	0.0	0.0
\$30,001 \$50,000	69	11.96%	12.7	22.8	4.3	4.0	0.0
\$50,001 \$70,000	73	12.65%	11.5	39.2	5.3	0.0	0.0
\$70,001 \$120,000	162	28.08%	9.0	28.2	6.5	6.4	0.0
\$120,001 \$190,000	98	16.98%	6.3	13.3	5.2	7.3	5.1
\$190,001 \$260,000	72	12.48%	7.6	16.0	15.6	5.1	0.0
\$260,001 and up	60	10.40%	10.3	0.0	7.2	9.6	10.4
MSI:			8.7	21.6	6.2	6.6	5.8
Total Active Inventory:			577	221	214	126	16



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

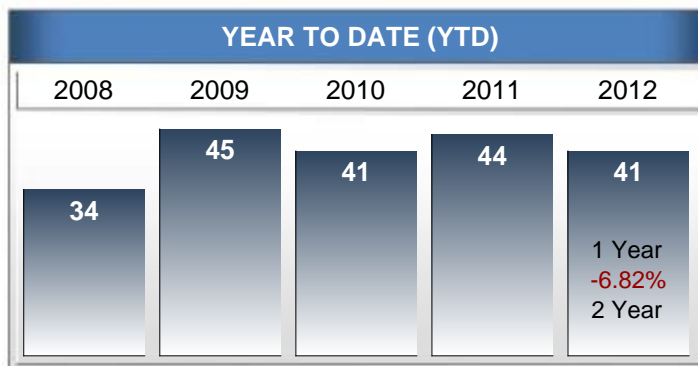
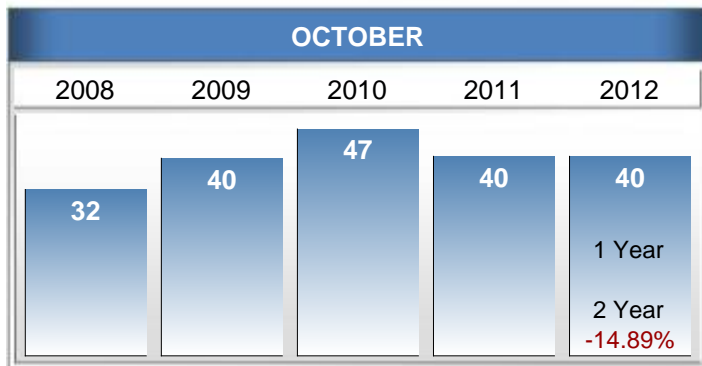
Closed Sales as of Nov 12, 2012



Median Days on Market to Sale

Report Produced on: Nov 12, 2012

Area Delimited by County Of Washington



Median Days on Market
 Ready to Buy or Sell Real Estate?
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5yr OCT AVG = 40	3 MONTHS								
High Jan 2012 = 87 Low Jul 2010 = 21 <i>Median DOM this month at 40, equal to 5 yr OCT average of 40</i>	<table border="1"> <tr> <td>AUG</td> <td>37</td> </tr> <tr> <td>SEP</td> <td>43</td> </tr> <tr> <td>OCT</td> <td>40</td> </tr> <tr> <td></td> <td>-6.98%</td> </tr> </table>	AUG	37	SEP	43	OCT	40		-6.98%
AUG	37								
SEP	43								
OCT	40								
	-6.98%								

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+
\$30,000 and less	5			10.20%	42.0	57.5	3.0	0.0	0.0
\$30,001 \$60,000	6			12.24%	60.0	27.0	55.5	134.0	0.0
\$60,001 \$80,000	7			14.29%	52.0	64.0	52.0	0.0	0.0
\$80,001 \$140,000	11			22.45%	40.0	0.0	50.0	40.0	0.0
\$140,001 \$180,000	6			12.24%	30.0	0.0	29.5	31.5	0.0
\$180,001 \$280,000	10			20.41%	10.5	0.0	52.0	10.5	5.0
\$280,001 and up	4			8.16%	17.0	0.0	0.0	17.0	0.0
Median Closed DOM:					40.0	42.0	52.0	17.0	5.0
Total Closed Units:					49	7	27	14	1
Total Closed Volume:					6,762,036	285.80K	2.87M	3.42M	189.90K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2012

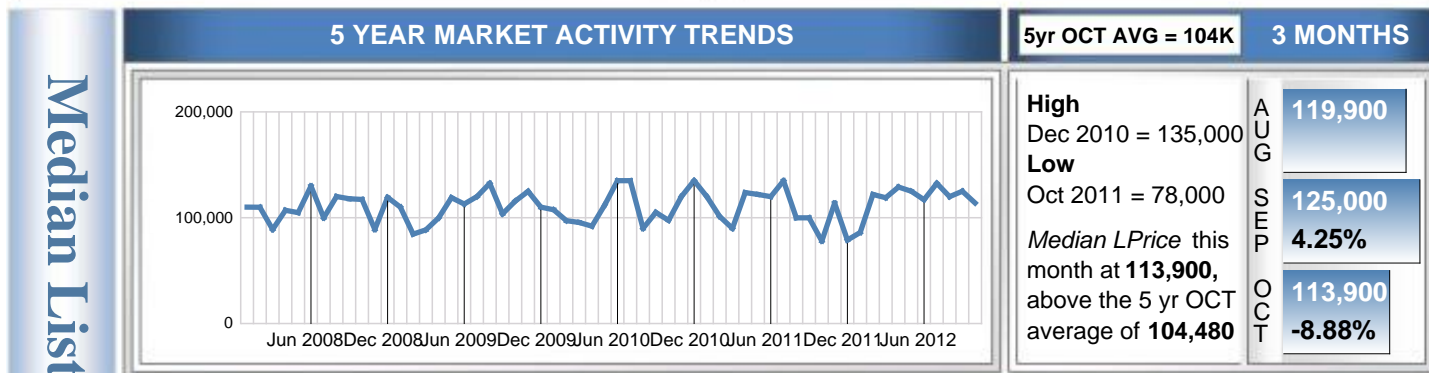
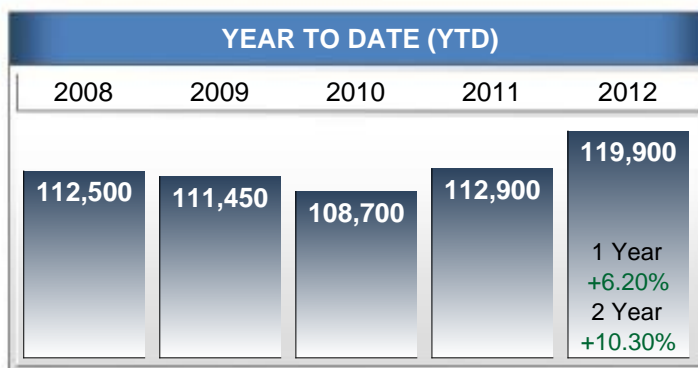
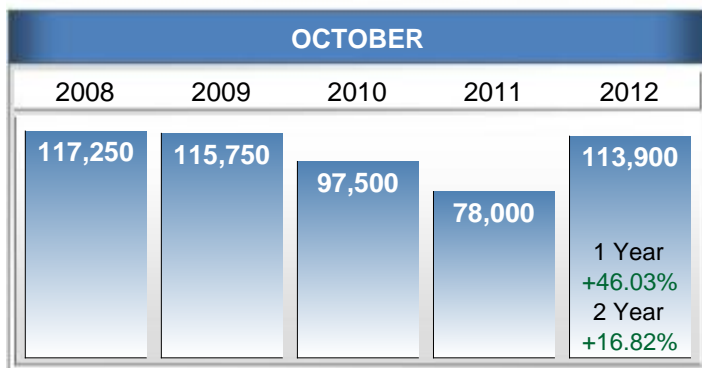
Closed Sales as of Nov 12, 2012



Median List Price at Closing

Report Produced on: Nov 12, 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+
\$30,000 and less	5	10.20%	28,000	28,000	15,900	0	0
\$30,001 \$60,000	5	10.20%	57,500	58,700	56,850	59,900	0
\$60,001 \$80,000	8	16.33%	75,000	79,900	75,000	0	0
\$80,001 \$140,000	10	20.41%	105,950	0	105,950	0	0
\$140,001 \$180,000	7	14.29%	146,900	0	147,950	145,000	0
\$180,001 \$280,000	10	20.41%	230,000	0	189,900	239,250	189,900
\$280,001 and up	4	8.16%	326,950	0	0	326,950	0
Median List Price:	\$113,900			\$30,000	\$99,500	\$239,250	\$189,900
Total Closed Units:	49			7	27	14	1
Total List Volume:	6,964,600			308.30K	2.93M	3.54M	189.90K



Monthly Inventory Analysis

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October 2012

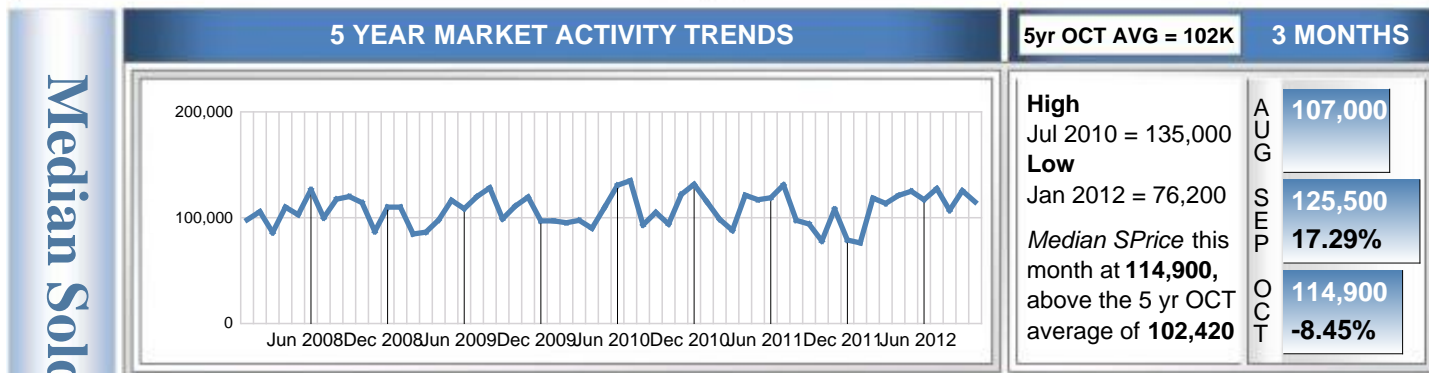
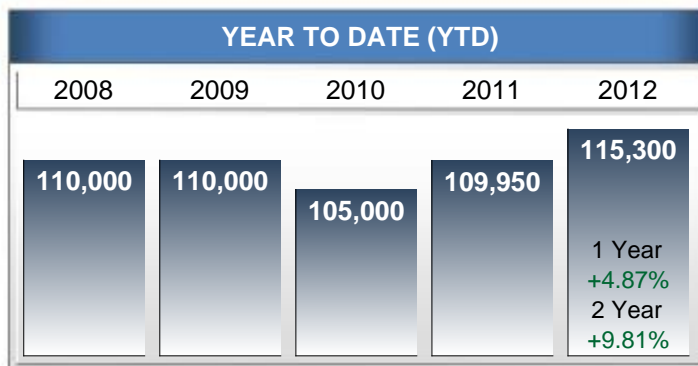
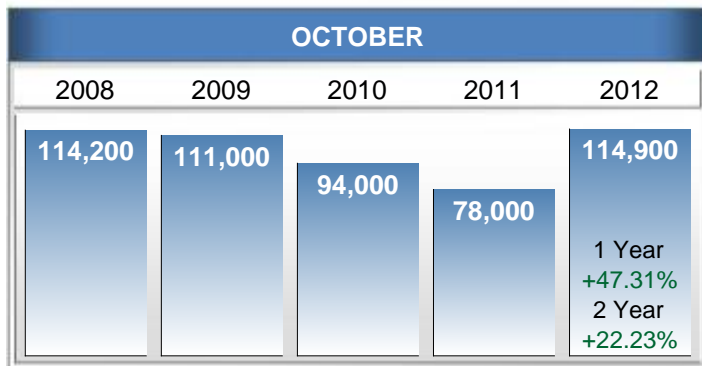
Closed Sales as of Nov 12, 2012



Median Sold Price at Closing

Report Produced on: Nov 12, 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+
\$30,000 and less	5		10.20%	22,000	23,500	19,400	0	0
\$30,001 - \$60,000	6		12.24%	56,250	57,500	57,000	40,000	0
\$60,001 - \$80,000	7		14.29%	71,000	66,900	75,000	0	0
\$80,001 - \$140,000	11		22.45%	112,000	0	105,750	124,500	0
\$140,001 - \$180,000	6		12.24%	147,000	0	147,000	149,750	0
\$180,001 - \$280,000	10		20.41%	218,750	0	189,900	242,400	189,900
\$280,001 and up	4		8.16%	317,000	0	0	317,000	0
Median Closed Price:	\$114,900				\$30,000	\$95,000	\$242,400	\$189,900
Total Closed Units:	49				7	27	14	1
Total Closed Volume:	6,762,036				285.80K	2.87M	3.42M	189.90K



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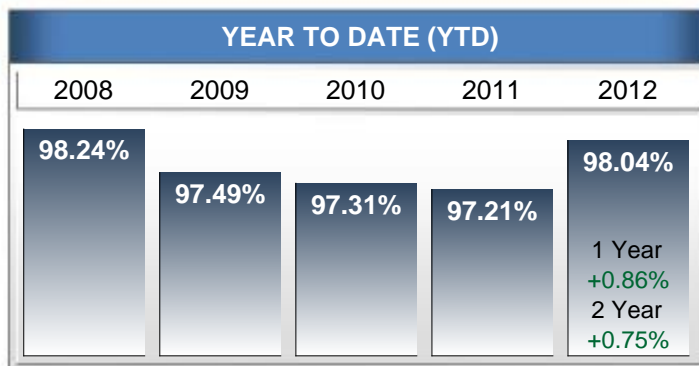
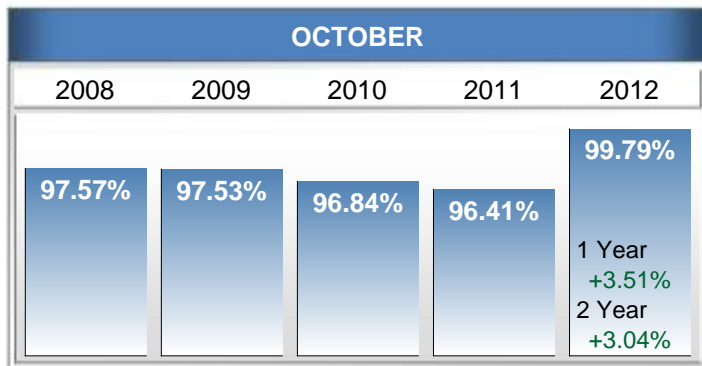
Closed Sales as of Nov 12, 2012



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+
\$30,000 and less	5	10.20%	100.00%	89.29%	122.01%	0.00%	0.00%
\$30,001 - \$60,000	6	12.24%	90.43%	100.00%	90.43%	66.78%	0.00%
\$60,001 - \$80,000	7	14.29%	96.37%	96.87%	96.37%	0.00%	0.00%
\$80,001 - \$140,000	11	22.45%	100.00%	0.00%	100.00%	85.86%	0.00%
\$140,001 - \$180,000	6	12.24%	99.34%	0.00%	100.00%	96.77%	0.00%
\$180,001 - \$280,000	10	20.41%	100.00%	0.00%	100.00%	99.34%	100.00%
\$280,001 and up	4	8.16%	97.77%	0.00%	0.00%	97.77%	0.00%
Median List/Sell Ratio:	99.79%			100.00%	100.00%	97.63%	100.00%
Total Closed Units:	49			7	27	14	1
Total Closed Volume:	6,762,036			285.80K	2.87M	3.42M	189.90K



Monthly Inventory Analysis

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October 2012

Inventory as of Nov 12, 2012



Market Summary

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Absorption: Last 12 months, an Average of 67 Sales/Month

Active Inventory as of October 31, 2012 = 577

	OCTOBER			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	51	49	-3.92%	660	691	4.70%
Pending Sales	49	47	-4.08%	621	616	-0.81%
New Listings	112	110	-1.79%	1,557	1,624	4.30%
Median List Price	78,000	113,900	46.03%	112,900	119,900	6.20%
Median Sale Price	78,000	114,900	47.31%	109,950	115,300	4.87%
Median Percent of List Price to Selling Price	96.41%	99.79%	3.51%	97.21%	98.04%	0.86%
Median Days on Market to Sale	40.00	40.00	0.00%	44.00	41.00	-6.82%
Monthly Inventory	625	577	-7.68%	625	577	-7.68%
Months Supply of Inventory	9.84	8.65	-12.07%	9.84	8.65	-12.07%

