



December 2011

Area Delimited by County Of Washington

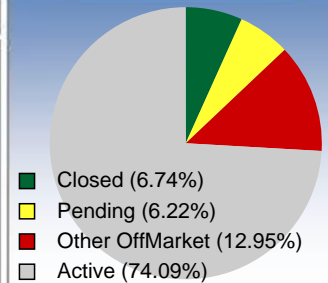


Absorption: Last 12 months, an Average of **64** Sales/Month

Active Inventory as of December 31, 2011 = **572**

	DECEMBER		
	2010	2011	+/- %
Closed Listings	43	52	20.93%
Pending Listings	46	48	4.35%
New Listings	127	148	16.54%
Median List Price	135,000	81,950	-39.30%
Median Sale Price	131,500	79,450	-39.58%
Median Percent of List Price to Selling Price	96.39%	94.58%	-1.88%
Median Days on Market to Sale	63.00	47.00	-25.40%
End of Month Inventory	607	572	-5.77%
Months Supply of Inventory	9.08	8.94	-1.59%

Market Activity



Report Produced on: Jan 10, 2012

Monthly Inventory Analysis

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2011 decreased **5.77%** to 572 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **8.94** 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 **39.58%** in December 2011 to \$79,450 versus the previous year at \$131,500.

Median Days on Market Shortens

The median number of **47.00** days that homes spent on the market before selling decreased by 16.00 days or **25.40%** in December 2011 compared to last year's same month at **63.00** DOM.

Sales Success for December 2011 is Positive

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

There were 148 New Listings in December 2011, up **16.54%** from last year at 127. Furthermore, there were 52 Closed Listings this month versus last year at 43, a **20.93%** increase.

Closed versus Listed trends yielded a **35.1%** ratio, up from last year's December 2011 at **33.9%**, a **3.77%** 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.

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

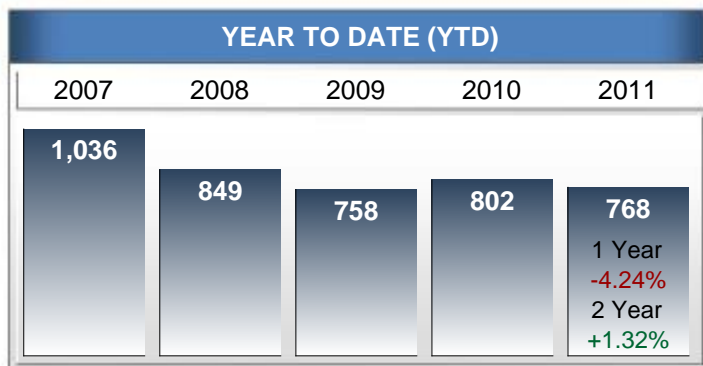
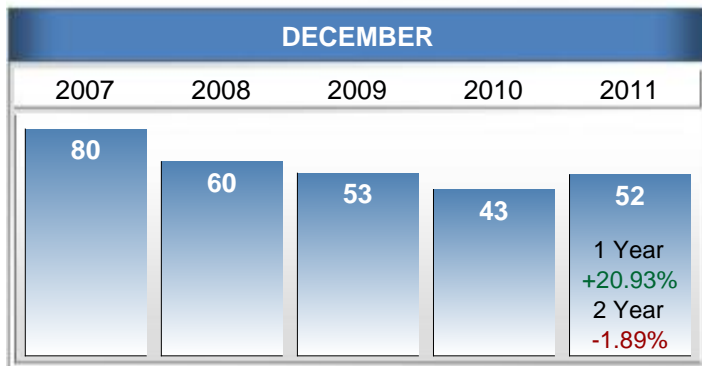
Closed Sales as of Jan 10, 2012



Closed Listings

Report Produced on: Jan 10, 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+
\$20,000 and less	5	9.62%	14.0	3	2	0	0
\$20,001 - \$30,000	3	5.77%	66.0	0	3	0	0
\$30,001 - \$50,000	9	17.31%	27.0	3	6	0	0
\$50,001 - \$110,000	14	26.92%	42.0	4	9	1	0
\$110,001 - \$150,000	9	17.31%	36.0	1	4	4	0
\$150,001 - \$210,000	7	13.46%	97.0	1	2	4	0
\$210,001 and up	5	9.62%	69.0	0	1	4	0
Total Closed Units: 52				12	27	13	
Total Closed Volume: 5,335,588				694.40K	2.16M	2.48M	0.00B
Median Closed Price: \$79,450				\$45,000	\$60,000	\$202,000	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

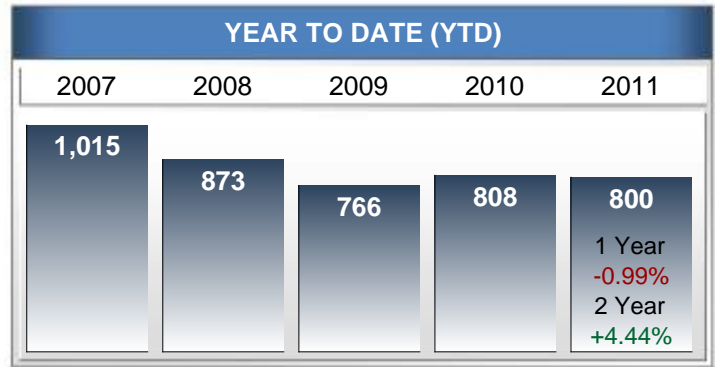
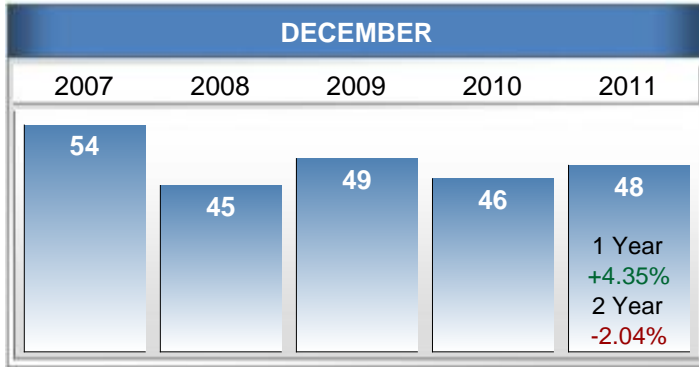
Pending Listings as of Jan 10, 2012



Pending Listings

Report Produced on: Jan 10, 2012

Area Delimited by County Of Washington



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	8.33%	25.5	3	1	0	0		
\$20,001 \$50,000	6	12.50%	72.0	4	1	1	0		
\$50,001 \$60,000	7	14.58%	29.0	1	6	0	0		
\$60,001 \$120,000	13	27.08%	72.0	1	8	3	1		
\$120,001 \$160,000	6	12.50%	104.0	1	3	2	0		
\$160,001 \$220,000	6	12.50%	103.5	0	2	4	0		
\$220,001 and up	6	12.50%	99.5	0	2	3	1		
Total Pending Units:				48	84.0	10	23	13	2
Total Pending Volume:				5,775,175		415.60K	2.53M	2.31M	514.78K
Median Listing Price:				\$99,200		\$27,450	\$95,000	\$164,500	\$257,389

Pending Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

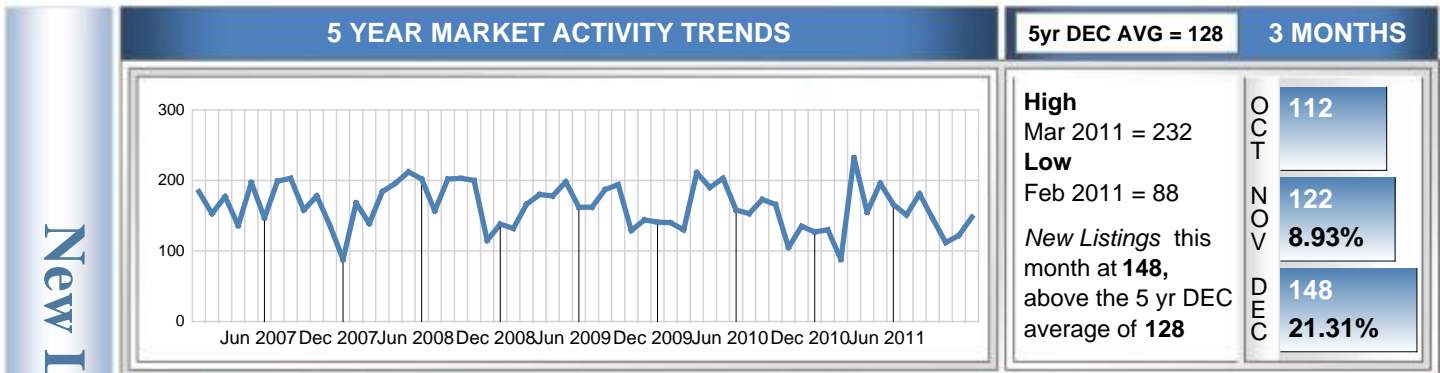
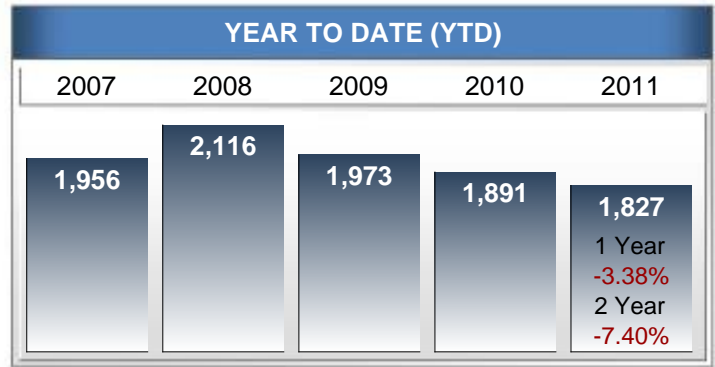
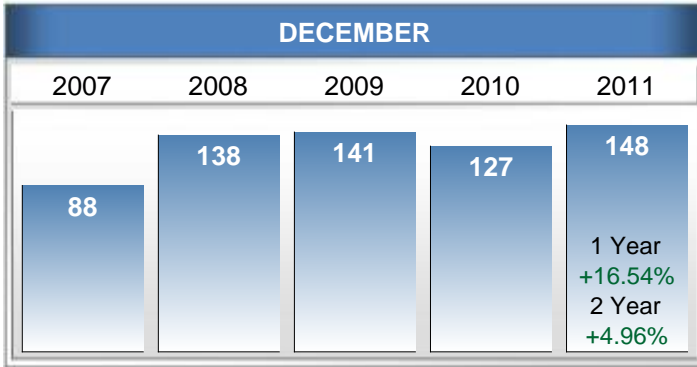
New Listings as of Jan 10, 2012



New Listings

Report Produced on: Jan 10, 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+	
\$30,000 and less	10	6.76%	10	0	0	0	
\$30,001 - \$40,000	14	9.46%	12	2	0	0	
\$40,001 - \$50,000	18	12.16%	17	1	0	0	
\$50,001 - \$90,000	50	33.78%	36	13	1	0	
\$90,001 - \$130,000	21	14.19%	6	13	2	0	
\$130,001 - \$230,000	20	13.51%	2	10	7	1	
\$230,001 and up	15	10.14%	0	4	9	2	
Total New Listed Units:			148	83	43	19	3
Total New Listed Volume:			15,670,290	5.10M	5.79M	4.06M	727.90K
Median New Listed Listing Price:			\$79,900	\$55,000	\$110,000	\$229,900	\$239,900



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

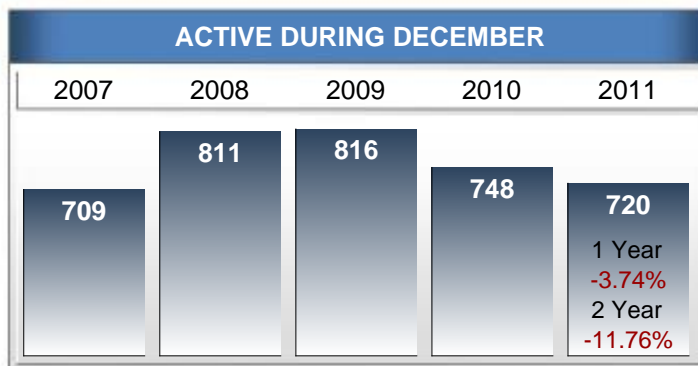
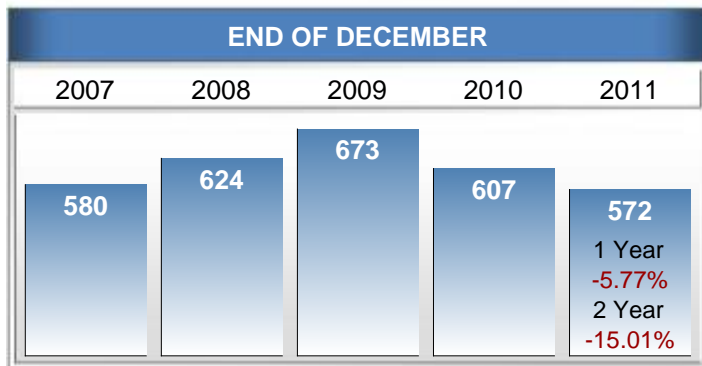
Active Inventory as of Jan 10, 2012



Active Inventory

Report Produced on: Jan 10, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr DEC AVG = 611	3 MONTHS										
High Oct 2008 = 787 Low Jun 2007 = 515 Inventory this month at 572 , below the 5 yr DEC average of 611	<table border="1"> <tr> <td>OCT</td> <td>617</td> </tr> <tr> <td>NOV</td> <td>572</td> </tr> <tr> <td>DEC</td> <td>572</td> </tr> <tr> <td colspan="2">-7.29%</td> </tr> <tr> <td colspan="2">0.00%</td> </tr> </table>	OCT	617	NOV	572	DEC	572	-7.29%		0.00%	
OCT	617										
NOV	572										
DEC	572										
-7.29%											
0.00%											

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	18	3.15%	84.5	16	2	0	0
\$20,001 \$50,000	119	20.80%	81.0	98	20	1	0
\$50,001 \$60,000	60	10.49%	47.0	47	13	0	0
\$60,001 \$120,000	152	26.57%	79.5	60	77	12	3
\$120,001 \$180,000	84	14.69%	90.0	10	44	26	4
\$180,001 \$250,000	77	13.46%	75.0	2	29	43	3
\$250,001 and up	62	10.84%	77.5	5	14	29	14
Total Active Inventory by Units:		572	79.5	238	199	111	24
Total Active Inventory by Volume:		79,809,044		19.02M	28.63M	23.88M	8.29M
Median Active Inventory Listing Price:		\$89,900		\$53,450	\$110,000	\$214,000	\$282,000



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

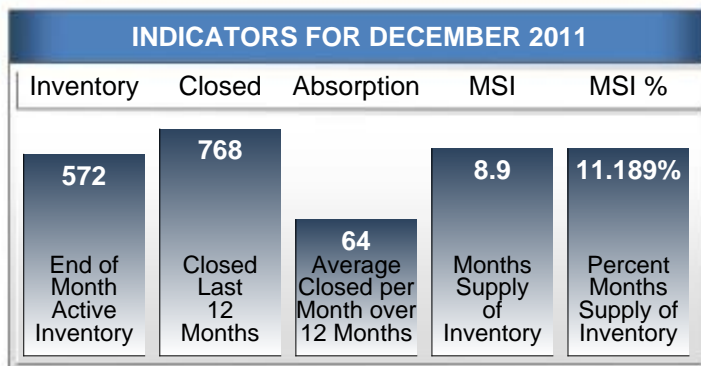
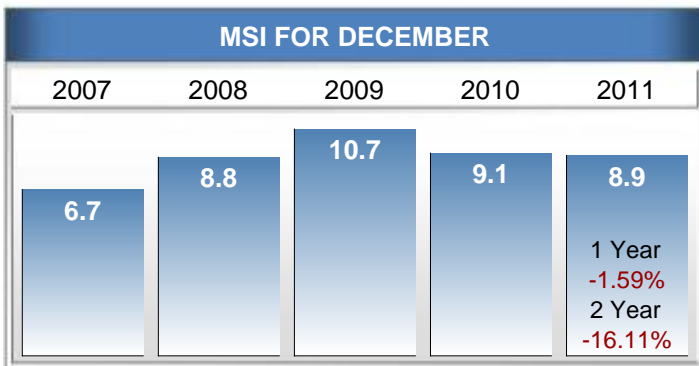
Active Inventory as of Jan 10, 2012



Months Supply of Inventory

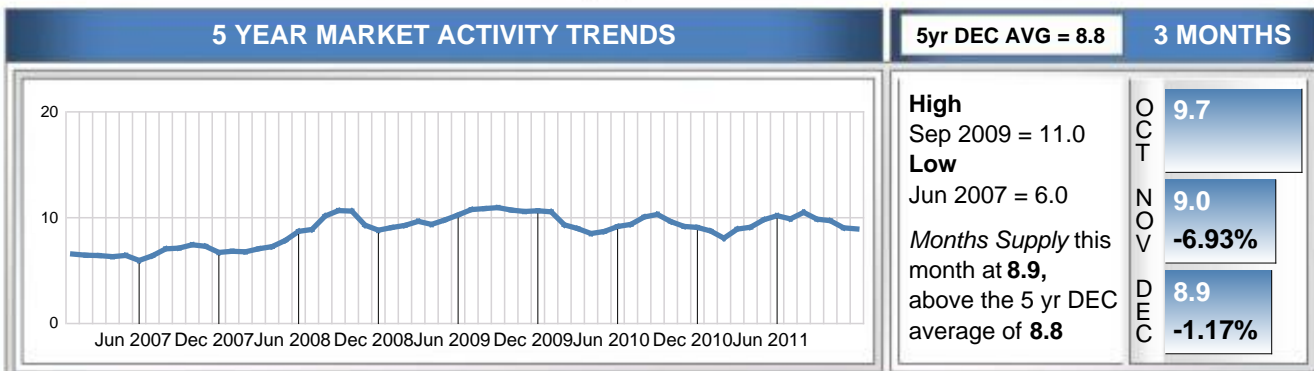
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Area Delimited by County Of Washington



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	18	3.15%	5.1	7.4	1.8	0.0	0.0
\$20,001 \$50,000	119	20.80%	14.4	31.8	4.1	3.0	0.0
\$50,001 \$60,000	60	10.49%	19.5	47.0	7.1	0.0	0.0
\$60,001 \$120,000	152	26.57%	7.1	24.0	4.6	5.8	12.0
\$120,001 \$180,000	84	14.69%	6.8	10.0	7.9	4.9	8.0
\$180,001 \$250,000	77	13.46%	10.0	12.0	12.4	8.6	18.0
\$250,001 and up	62	10.84%	8.2	30.0	12.9	5.5	12.9
MSI:			8.9	23.6	6.0	6.0	12.0
Total Active Inventory:			572	238	199	111	24



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

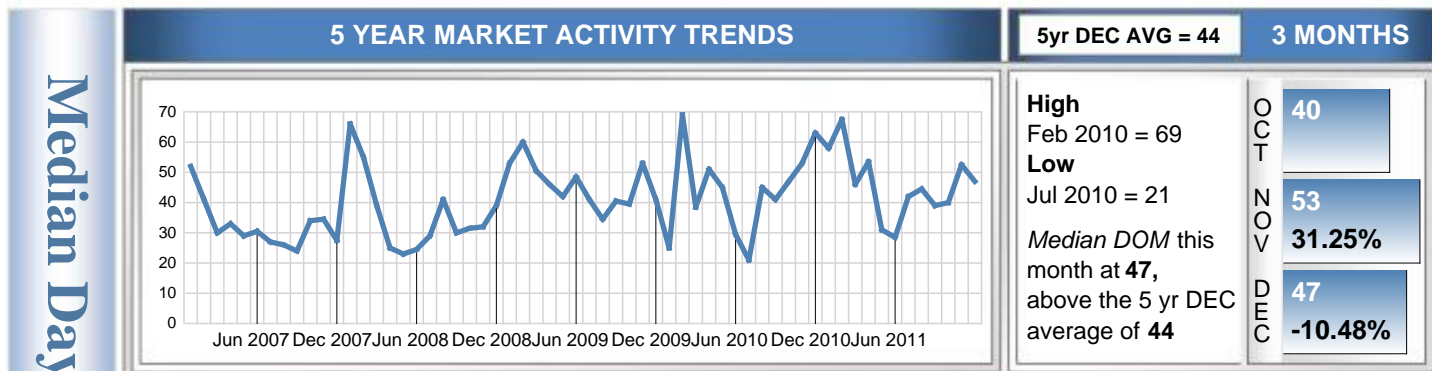
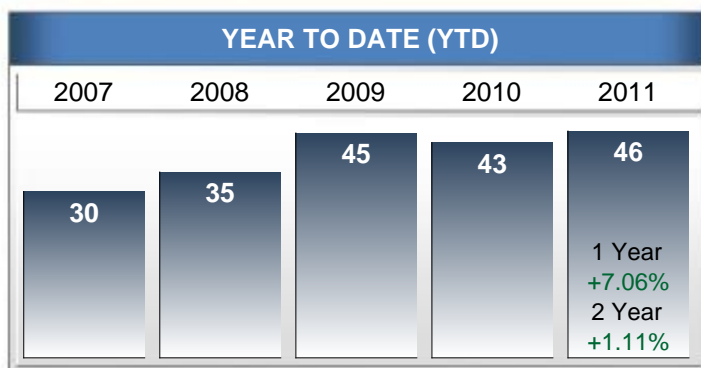
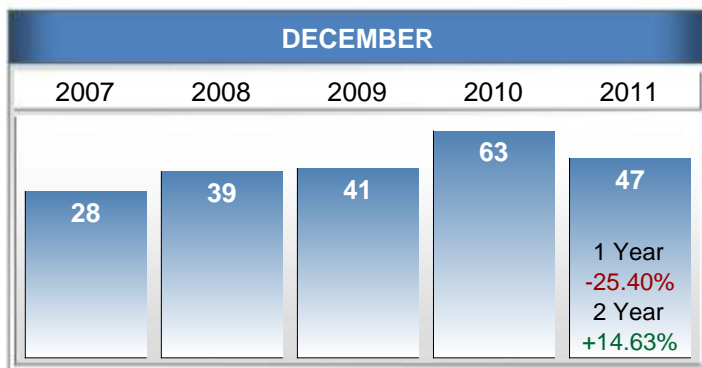
Closed Sales as of Jan 10, 2012



Median Days on Market to Sale

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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	5			9.62%	14.0	12.0	17.5	0.0	0.0
\$20,001 \$30,000	3			5.77%	66.0	0.0	66.0	0.0	0.0
\$30,001 \$50,000	9			17.31%	27.0	26.0	39.0	0.0	0.0
\$50,001 \$110,000	14			26.92%	42.0	66.0	25.0	30.0	0.0
\$110,001 \$150,000	9			17.31%	36.0	6.0	53.0	35.5	0.0
\$150,001 \$210,000	7			13.46%	97.0	97.0	63.5	117.5	0.0
\$210,001 and up	5			9.62%	69.0	0.0	67.0	72.0	0.0
Median Closed DOM:					47.0	36.5	42.0	75.0	0.0
Total Closed Units:					52	12	27	13	
Total Closed Volume:					5,335,588	694.40K	2.16M	2.48M	0.00B



Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

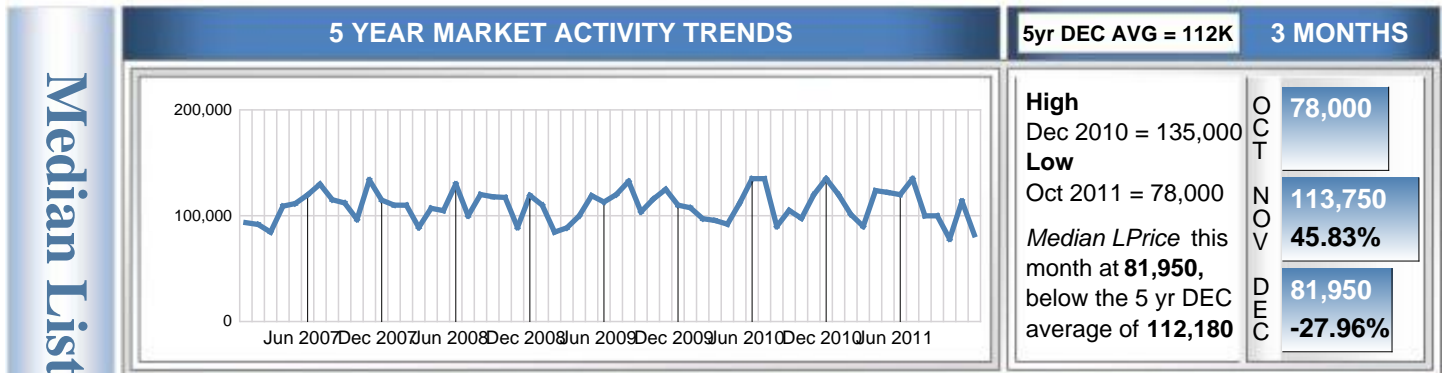
Closed Sales as of Jan 10, 2012



Median List Price at Closing

Report Produced on: Jan 10, 2012

Area Delimited by County Of Washington



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	5		9.62%	12,900	10,000	16,250	0	0
\$20,001 \$30,000	3		5.77%	29,000	0	29,000	0	0
\$30,001 \$50,000	8		15.38%	40,660	41,000	40,320	0	0
\$50,001 \$110,000	14		26.92%	68,450	77,450	66,450	0	0
\$110,001 \$150,000	9		17.31%	129,000	125,000	126,950	137,450	0
\$150,001 \$210,000	7		13.46%	199,000	157,500	199,450	187,450	0
\$210,001 and up	6		11.54%	274,950	0	359,000	250,000	0
Median List Price:		\$81,950			\$52,400	\$65,000	\$209,900	\$0
Total Closed Units:		52			12	27	13	
Total List Volume:		5,636,120			732.00K	2.30M	2.60M	0.00B

Median List Price

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

December 2011

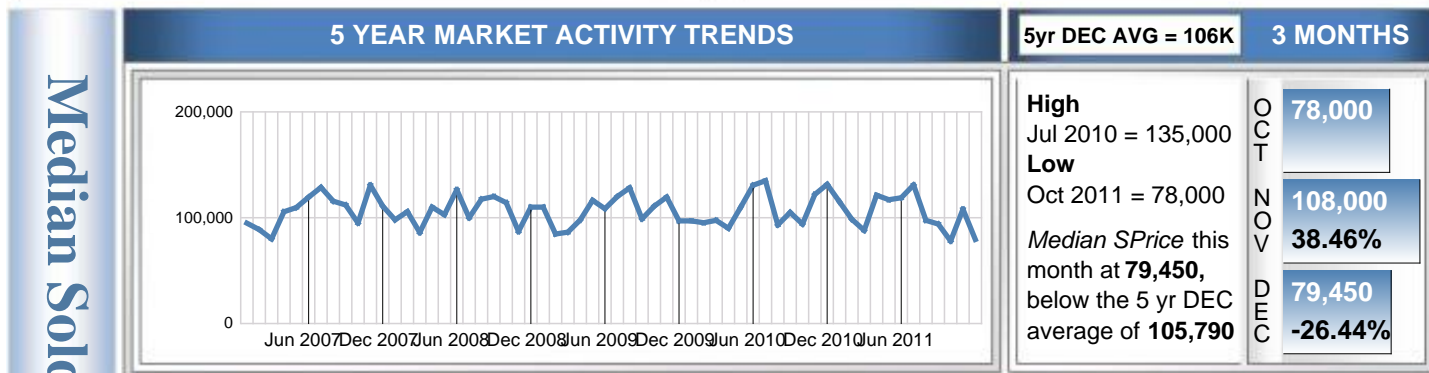
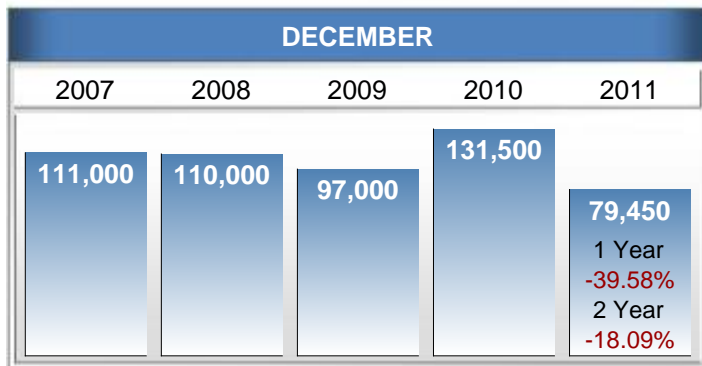
Closed Sales as of Jan 10, 2012



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	5	9.62%	10,000	10,000	11,750	0	0
\$20,001 \$30,000	3	5.77%	28,000	0	28,000	0	0
\$30,001 \$50,000	9	17.31%	36,206	34,900	40,735	0	0
\$50,001 \$110,000	14	26.92%	71,500	73,500	69,000	100,000	0
\$110,001 \$150,000	9	17.31%	129,900	125,000	118,000	141,250	0
\$150,001 \$210,000	7	13.46%	190,000	157,500	183,500	203,500	0
\$210,001 and up	5	9.62%	280,000	0	343,000	257,500	0
Median Closed Price:	\$79,450			\$45,000	\$60,000	\$202,000	\$0
Total Closed Units:	52			12	27	13	
Total Closed Volume:	5,335,588			694.40K	2.16M	2.48M	0.00B



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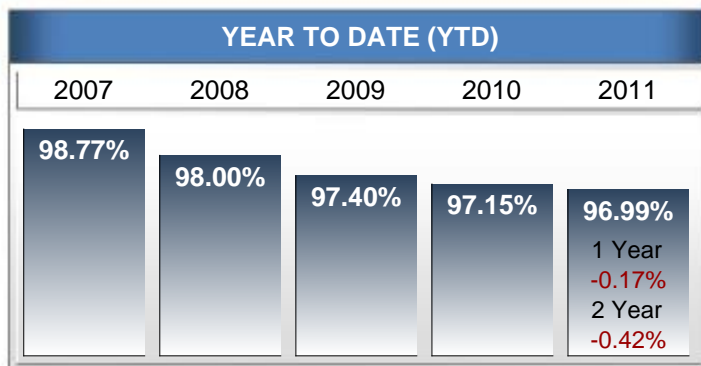
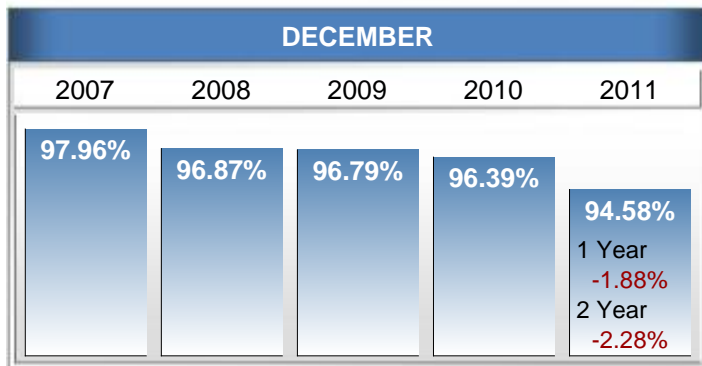
Closed Sales as of Jan 10, 2012



Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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+
\$20,000 and less	5	9.62%	77.52%	100.00%	71.90%	0.00%	0.00%
\$20,001 \$30,000	3	5.77%	93.65%	0.00%	93.65%	0.00%	0.00%
\$30,001 \$50,000	9	17.31%	91.43%	82.93%	91.79%	0.00%	0.00%
\$50,001 \$110,000	14	26.92%	94.75%	94.12%	98.43%	83.40%	0.00%
\$110,001 \$150,000	9	17.31%	97.01%	100.00%	95.02%	97.49%	0.00%
\$150,001 \$210,000	7	13.46%	96.24%	100.00%	92.00%	98.12%	0.00%
\$210,001 and up	5	9.62%	94.00%	0.00%	95.54%	93.67%	0.00%
Median List/Sell Ratio:	94.58%			94.98%	93.02%	96.24%	0.00%
Total Closed Units:	52			12	27	13	
Total Closed Volume:	5,335,588			694.40K	2.16M	2.48M	0.00B



Monthly Inventory Analysis

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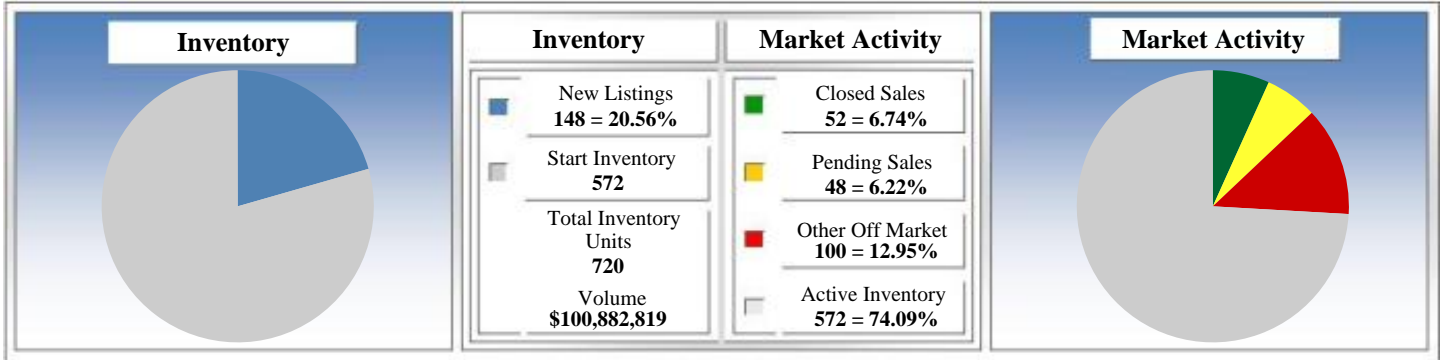
Inventory as of Jan 10, 2012



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of **64** Sales/Month

Active Inventory as of December 31, 2011 = **572**

	DECEMBER			Year To Date		
	2010	2011	+/-%	2010	2011	+/-%
Closed Sales	43	52	20.93%	802	768	-4.24%
Pending Sales	46	48	4.35%	808	800	-0.99%
New Listings	127	148	16.54%	1,891	1,827	-3.38%
Median List Price	135,000	81,950	-39.30%	110,000	112,500	2.27%
Median Sale Price	131,500	79,450	-39.58%	107,000	107,000	0.00%
Median Percent of List Price to Selling Price	96.39%	94.58%	-1.88%	97.15%	96.99%	-0.17%
Median Days on Market to Sale	63.00	47.00	-25.40%	42.50	45.50	7.06%
Monthly Inventory	607	572	-5.77%	607	572	-5.77%
Months Supply of Inventory	9.08	8.94	-1.59%	9.08	8.94	-1.59%

