



September 2011

Area Delimited by County Of Washington

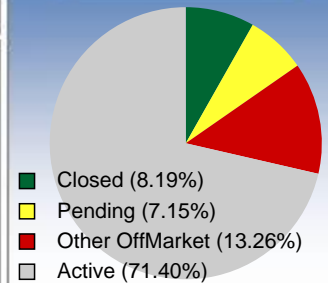


Absorption: Last 12 months, an Average of **65** Sales/Month

Active Inventory as of September 30, 2011 = **619**

	SEPTEMBER		
	2010	2011	+/- %
Closed Listings	49	71	44.90%
Pending Listings	62	62	0.00%
New Listings	166	146	-12.05%
Average List Price	132,545	122,036	-7.93%
Average Sale Price	128,235	117,689	-8.22%
Average Percent of List Price to Selling Price	94.45%	95.23%	0.82%
Average Days on Market to Sale	54.35	47.30	-12.97%
End of Month Inventory	707	619	-12.45%
Months Supply of Inventory	10.31	9.57	-7.14%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 11, 2011

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2011 decreased **12.45%** to 619 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **9.57** 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 **8.22%** in September 2011 to \$117,689 versus the previous year at \$128,235.

Average Days on Market Shortens

The average number of **47.30** days that homes spent on the market before selling decreased by 7.05 days or **12.97%** in September 2011 compared to last year's same month at **54.35** DOM.

Sales Success for September 2011 is Positive

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

There were 146 New Listings in September 2011, down **12.05%** from last year at 166. Furthermore, there were 71 Closed Listings this month versus last year at 49, a **44.90%** increase.

Closed versus Listed trends yielded a **48.6%** ratio, up from last year's September 2011 at **29.5%**, a **64.75%** upswing. 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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Monthly Inventory Analysis

Data from the **Tulsa MLS**

September 2011

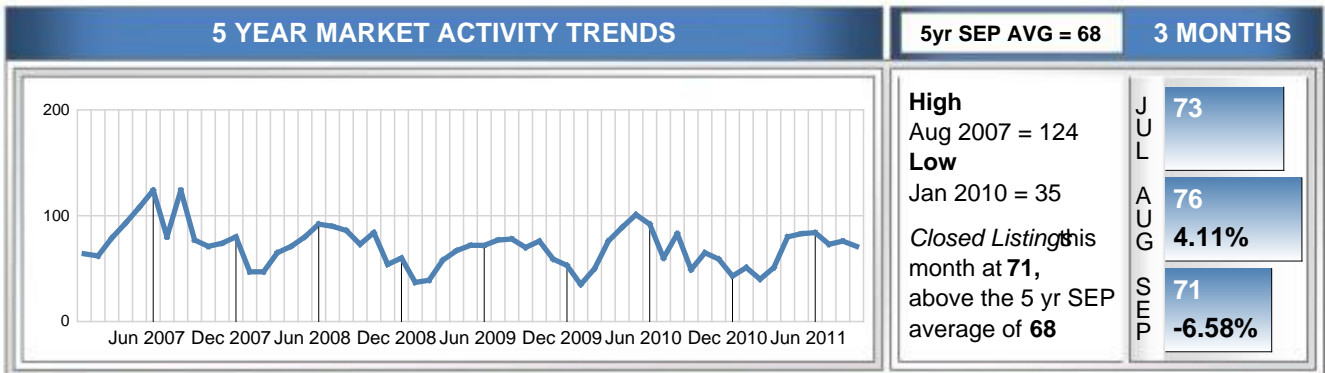
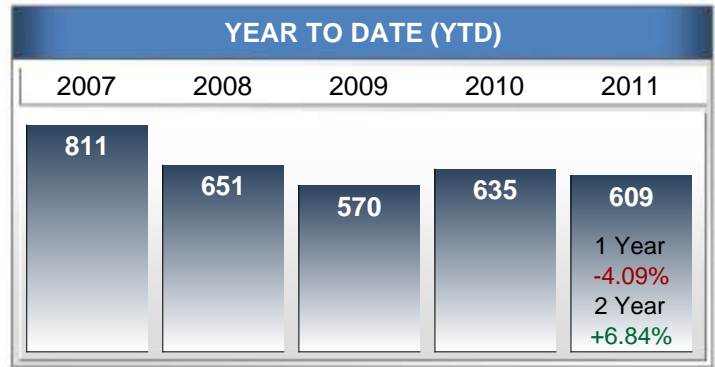
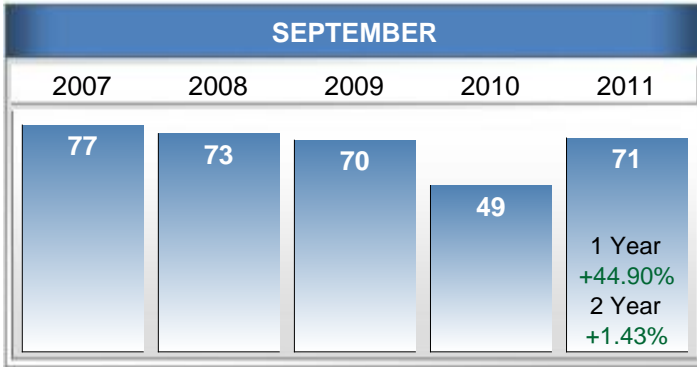
Closed Sales as of Oct 11, 2011



Closed Listings

Report Produced on: Oct 11, 2011

Area Delimited by County Of Washington



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6	8.45%	57.8	3	2	1	0
\$40,001 - \$60,000	10	14.08%	61.8	3	7	0	0
\$60,001 - \$70,000	7	9.86%	44.1	1	6	0	0
\$70,001 - \$110,000	16	22.54%	45.5	3	11	1	1
\$110,001 - \$150,000	15	21.13%	44.3	3	7	5	0
\$150,001 - \$230,000	9	12.68%	34.1	0	2	7	0
\$230,001 and up	8	11.27%	48.1	0	1	5	2
Total Closed Units:	71		47.3	13	36	19	3
Total Closed Volume:	8,355,924			878,92K	3.22M	3.55M	701.50K
Average Closed Price:	\$117,689			\$67,609	\$89,558	\$186,917	\$233,833



Monthly Inventory Analysis

Data from the **Tulsa MLS**

September 2011

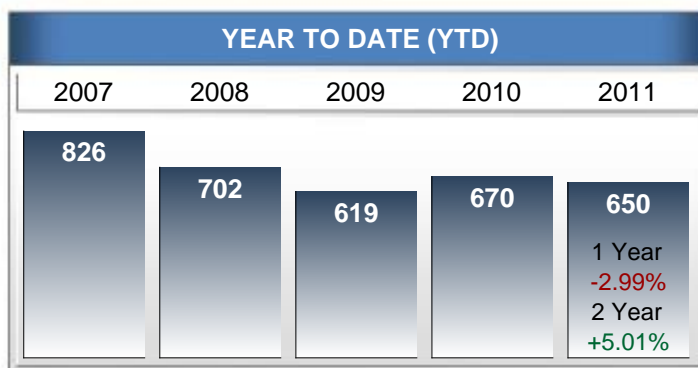
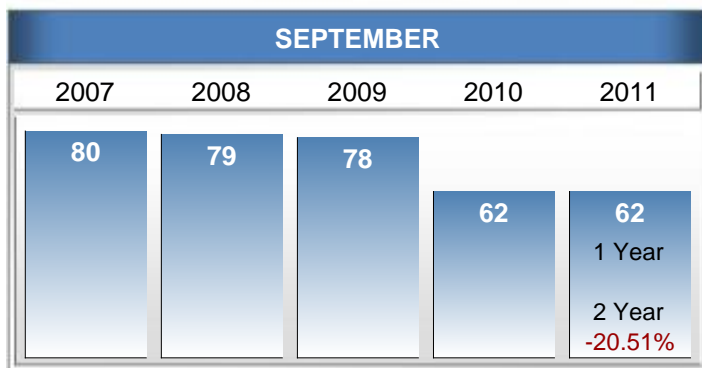
Pending Listings as of Oct 11, 2011



Pending Listings

Report Produced on: Oct 11, 2011

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	5	8.06%	68.6	3	2	0	0		
\$20,001 \$50,000	8	12.90%	46.1	2	6	0	0		
\$50,001 \$60,000	6	9.68%	56.3	1	4	1	0		
\$60,001 \$120,000	17	27.42%	67.6	7	7	2	1		
\$120,001 \$180,000	12	19.35%	70.3	0	10	2	0		
\$180,001 \$210,000	5	8.06%	108.0	0	1	3	1		
\$210,001 and up	9	14.52%	47.0	0	2	5	2		
Total Pending Units:				62	55.3	13	32	13	4
Total Pending Volume:				7,849,730		699,00K	3.16M	2.66M	1.33M
Average Listing Price:				\$143,833		\$53,769	\$98,870	\$204,385	\$332,475



Monthly Inventory Analysis

Data from the **Tulsa MLS**

September 2011

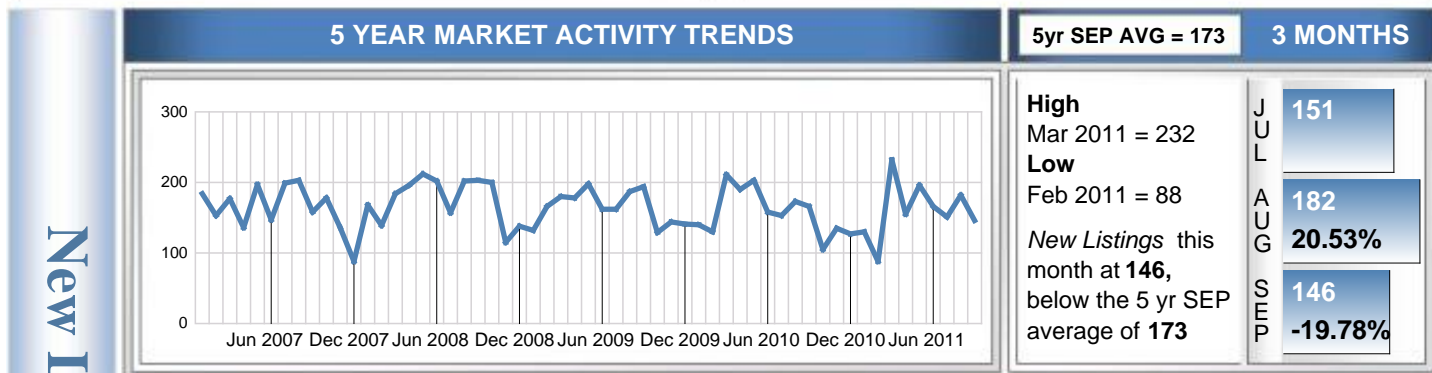
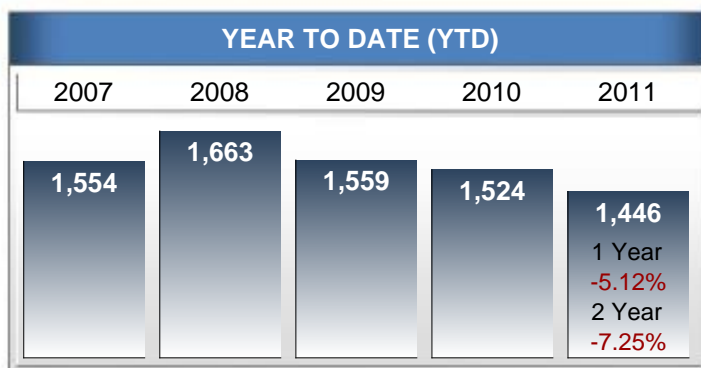
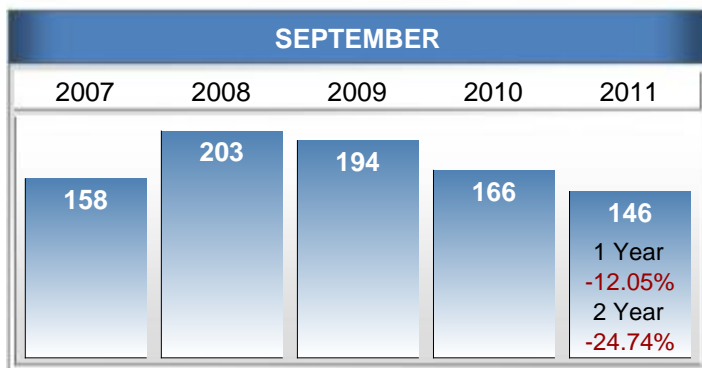
New Listings as of Oct 11, 2011



New Listings

Report Produced on: Oct 11, 2011

Area Delimited by County Of Washington



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	10	6.85%	9	1	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	43	29.45%	25	16	2	0
\$75,001 - \$125,000	35	23.97%	10	21	3	1
\$125,001 - \$175,000	23	15.75%	1	15	6	1
\$175,001 - \$250,000	19	13.01%	1	6	10	2
\$250,001 and up	16	10.96%	0	5	8	3
Total New Listed Units:		146	46	64	29	7
Total New Listed Volume:		20,496,345	2.53M	9.58M	6.13M	2.26M
Average New Listed Listing Price:		\$176,250	\$54,910	\$149,720	\$211,207	\$323,343

New Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

September 2011

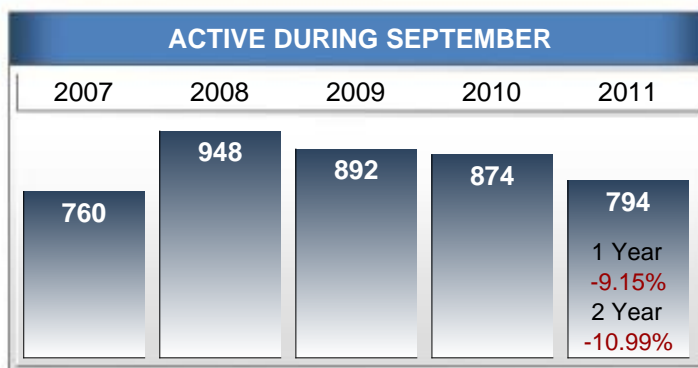
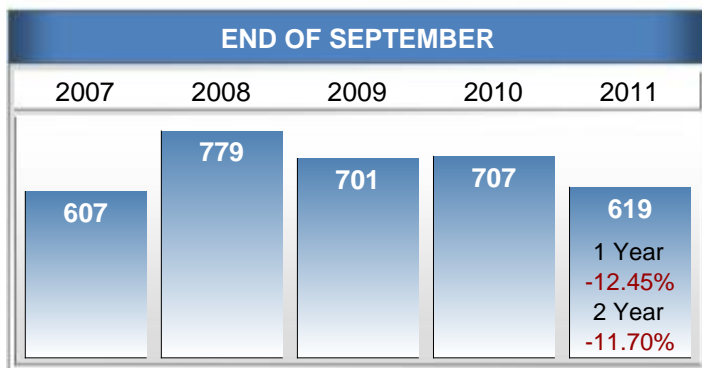
Active Inventory as of Oct 11, 2011



Active Inventory

Report Produced on: Oct 11, 2011

Area Delimited by County Of Washington



Active Inventory

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5yr SEP AVG = 683 **3 MONTHS**

High
Oct 2008 = 787

Low
Jun 2007 = 515

Inventory this month at **619**, below the 5 yr SEP average of **683**

JUL	618
AUG	648
SEP	619
4.85%	
-4.48%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	16	2.58%	60.8	14	2	0	0
\$20,001 \$40,000	95	15.35%	80.9	79	13	3	0
\$40,001 \$70,000	117	18.90%	82.1	76	37	4	0
\$70,001 \$130,000	157	25.36%	68.3	51	83	20	3
\$130,001 \$190,000	94	15.19%	76.5	7	49	35	3
\$190,001 \$260,000	75	12.12%	81.2	1	30	41	3
\$260,001 and up	65	10.50%	79.8	3	14	33	15
Total Active Inventory by Units:		619	76.6	231	228	136	24
Total Active Inventory by Volume:		88,465,713		17.32M	33.37M	28.88M	8.89M
Average Active Inventory Listing Price:		\$142,917		\$74,981	\$146,378	\$212,383	\$370,285



Monthly Inventory Analysis

Data from the **Tulsa MLS**

September 2011

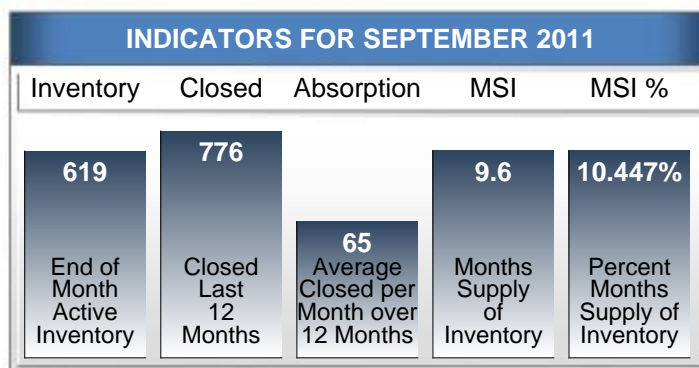
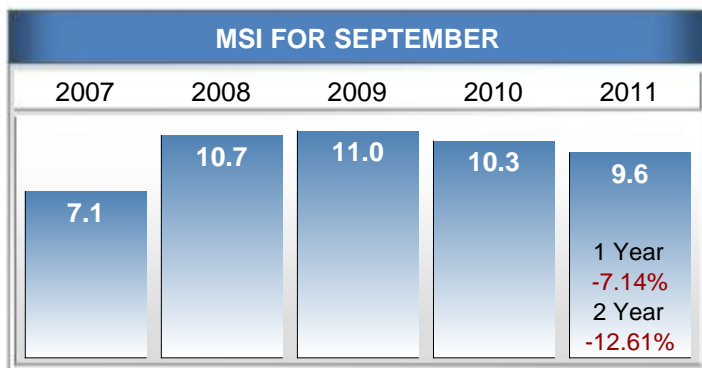
Active Inventory as of Oct 11, 2011



Months Supply of Inventory

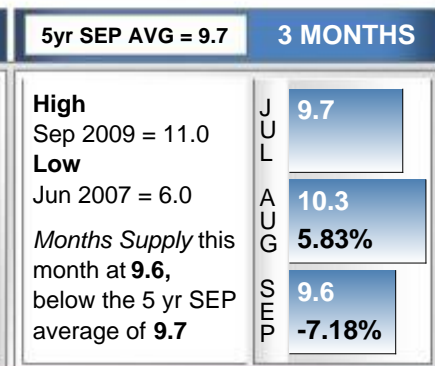
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Area Delimited by County Of Washington



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	16	2.58%	4.9	6.5	2.4	0.0	0.0
\$20,001 \$40,000	95	15.35%	22.4	39.5	6.0	36.0	0.0
\$40,001 \$70,000	117	18.90%	11.1	26.8	5.2	8.0	0.0
\$70,001 \$130,000	157	25.36%	7.6	23.5	5.4	7.1	7.2
\$130,001 \$190,000	94	15.19%	8.2	9.3	9.3	7.1	6.0
\$190,001 \$260,000	75	12.12%	9.2	12.0	12.9	7.8	6.0
\$260,001 and up	65	10.50%	10.1	18.0	16.8	7.5	15.0
MSI:			9.6	22.7	6.8	7.5	9.6
Total Active Inventory:			619	231	228	136	24



Monthly Inventory Analysis

Data from the **Tulsa MLS**

September 2011

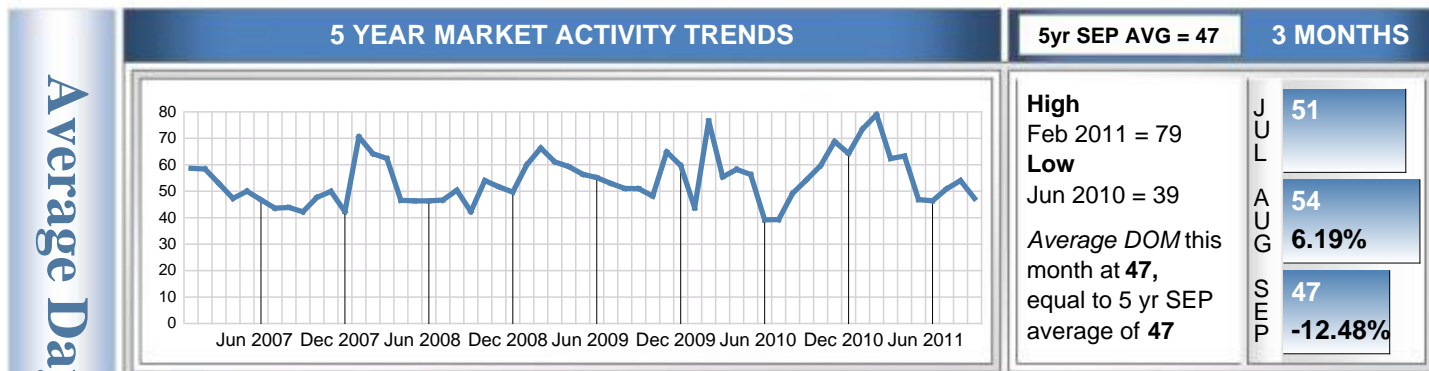
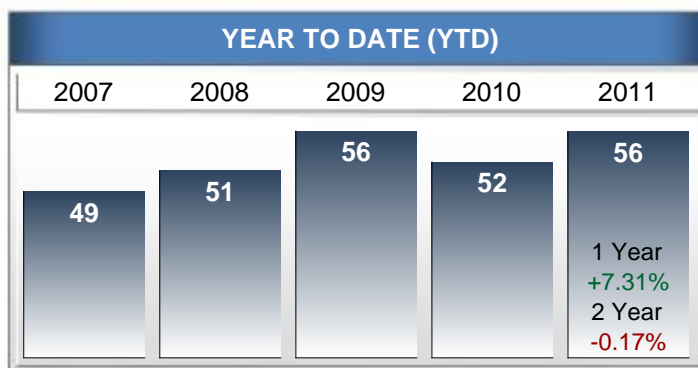
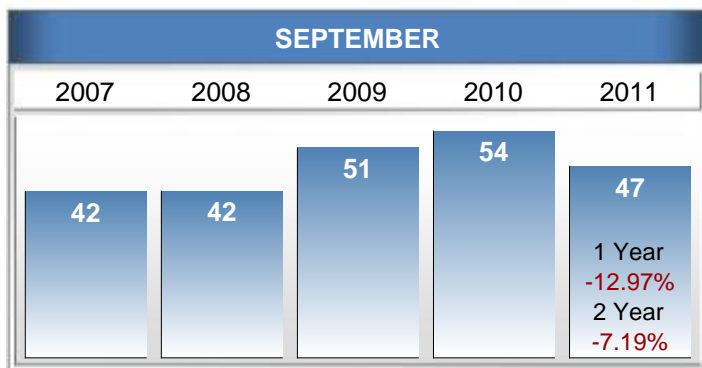
Closed Sales as of Oct 11, 2011



Average Days on Market to Sale

Report Produced on: Oct 11, 2011

Area Delimited by County Of Washington



Average Days on Market

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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+
\$40,000 and less	6	8.45%	57.8	82.0	50.0	1.0	0.0
\$40,001 - \$60,000	10	14.08%	61.8	73.3	56.9	0.0	0.0
\$60,001 - \$70,000	7	9.86%	44.1	9.0	50.0	0.0	0.0
\$70,001 - \$110,000	16	22.54%	45.5	62.3	31.3	133.0	64.0
\$110,001 - \$150,000	15	21.13%	44.3	26.3	44.7	54.4	0.0
\$150,001 - \$230,000	9	12.68%	34.1	0.0	5.0	42.4	0.0
\$230,001 and up	8	11.27%	48.1	0.0	110.0	39.8	38.0
Average Closed DOM: 47.3				57.0	43.8	47.5	46.7
Total Closed Units: 71				13	36	19	3
Total Closed Volume: 8,355,924				878.92K	3.22M	3.55M	701.50K



Monthly Inventory Analysis

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September 2011

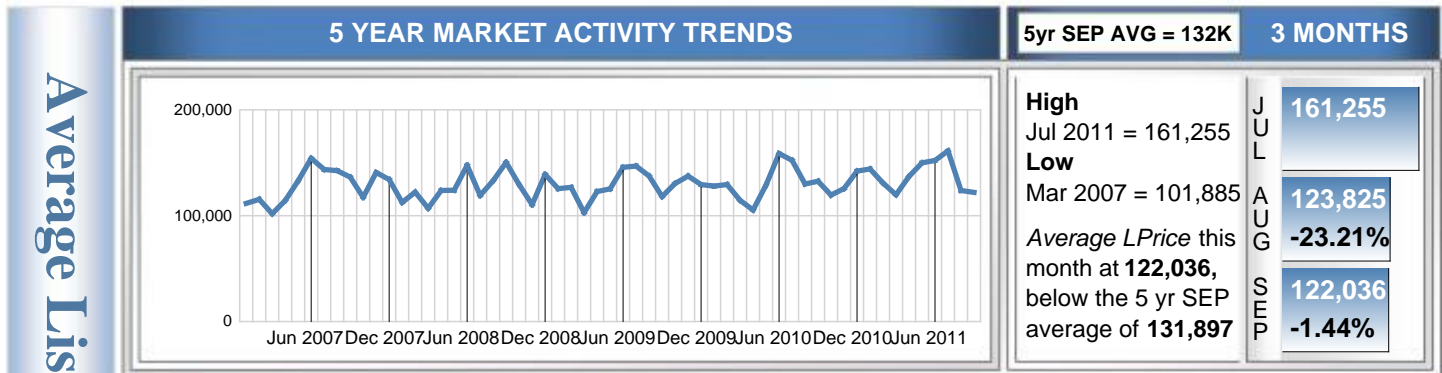
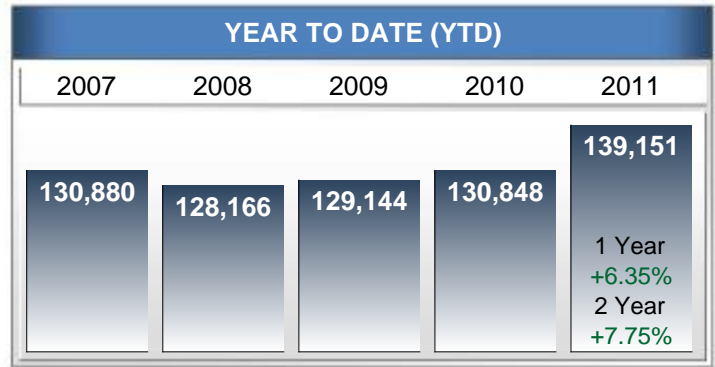
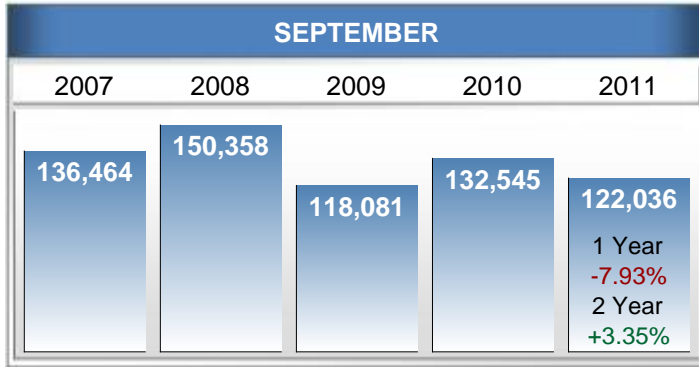
Closed Sales as of Oct 11, 2011



Average List Price at Closing

Report Produced on: Oct 11, 2011

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	6	8.45%	24,217	23,500	27,400	20,000	0
\$40,001 \$60,000	10	14.08%	52,565	50,617	53,400	0	0
\$60,001 \$70,000	6	8.45%	68,317	69,000	68,967	0	0
\$70,001 \$110,000	16	22.54%	89,844	93,233	92,509	79,900	99,900
\$110,001 \$150,000	16	22.54%	129,269	130,967	126,500	136,360	0
\$150,001 \$230,000	9	12.68%	183,344	0	168,750	186,886	0
\$230,001 and up	8	11.27%	303,475	0	246,900	310,800	313,450
Average List Price:	\$122,036			\$74,150	\$92,497	\$191,784	\$242,267
Total Closed Units:	71			13	36	19	3
Total List Volume:	8,664,550			963.95K	3.33M	3.64M	726.80K



Monthly Inventory Analysis

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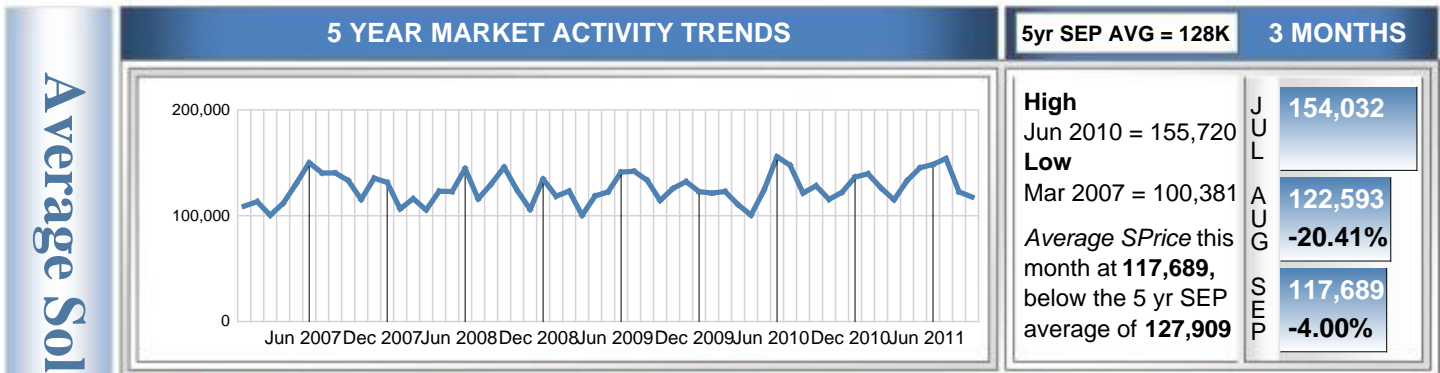
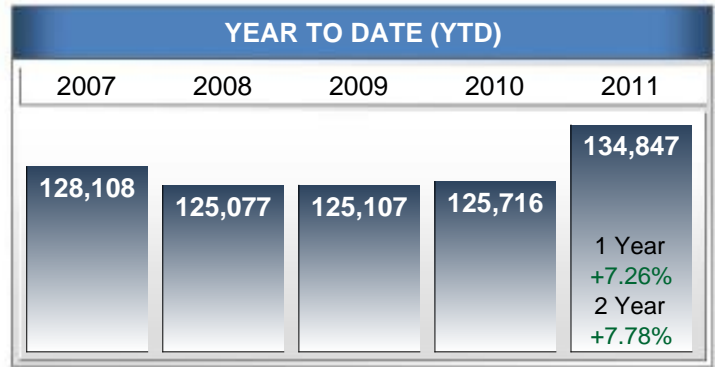
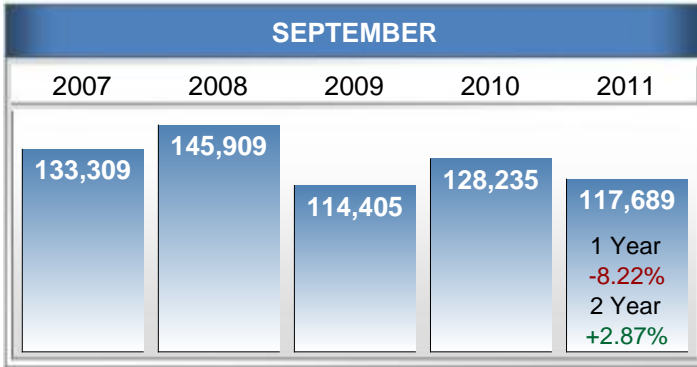
Closed Sales as of Oct 11, 2011



Average Sold Price at Closing

Report Produced on: Oct 11, 2011

Area Delimited by County Of Washington



Average Sold Price

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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+
\$40,000 and less	6		8.45%	20,167	19,833	23,250	15,000	0
\$40,001 \$60,000	10		14.08%	50,798	47,833	52,069	0	0
\$60,001 \$70,000	7		9.86%	66,843	65,000	67,150	0	0
\$70,001 \$110,000	16		22.54%	86,907	80,006	88,827	79,900	93,500
\$110,001 \$150,000	15		21.13%	127,868	123,633	125,729	133,405	0
\$150,001 \$230,000	9		12.68%	178,044	0	159,000	183,486	0
\$230,001 and up	8		11.27%	293,513	0	235,000	301,020	304,000
Average Closed Price:	\$117,689				\$67,609	\$89,558	\$186,917	\$233,833
Total Closed Units:	71				13	36	19	3
Total Closed Volume:	8,355,924				878.92K	3.22M	3.55M	701.50K



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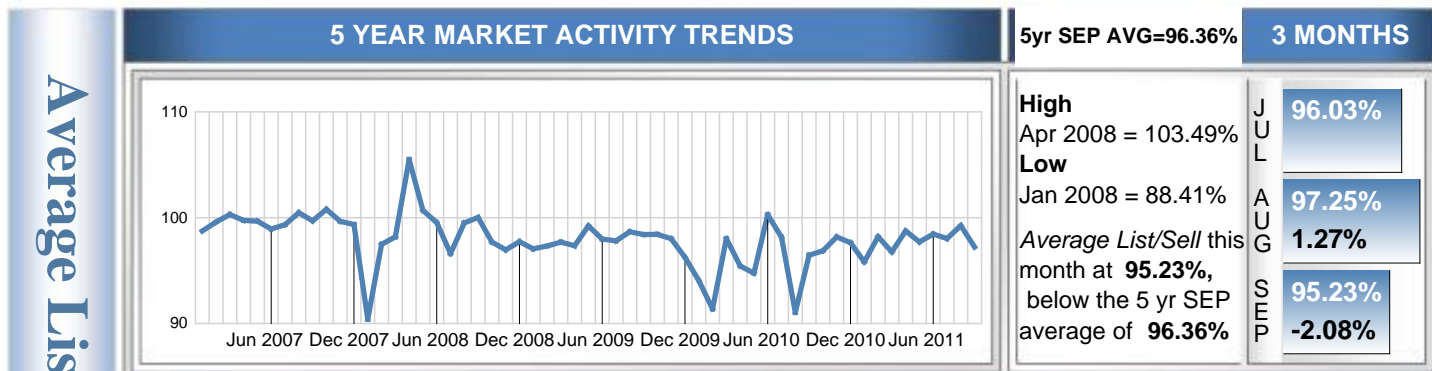
Closed Sales as of Oct 11, 2011



Average Percent of List Price to Selling Price

Report Produced on: Oct 11, 2011

Area Delimited by County Of Washington



Average List/Sell Price

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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+	
\$40,000 and less	6	8.45%	81.07%	80.59%	84.81%	75.00%	0.00%	
\$40,001 \$60,000	10	14.08%	96.67%	94.72%	97.51%	0.00%	0.00%	
\$60,001 \$70,000	7	9.86%	96.95%	94.20%	97.41%	0.00%	0.00%	
\$70,001 \$110,000	16	22.54%	94.36%	86.35%	96.10%	100.00%	93.59%	
\$110,001 \$150,000	15	21.13%	97.92%	94.72%	99.36%	97.83%	0.00%	
\$150,001 \$230,000	9	12.68%	97.53%	0.00%	94.45%	98.41%	0.00%	
\$230,001 and up	8	11.27%	96.63%	0.00%	95.18%	96.80%	96.94%	
Average List/Sell Ratio: 95.20%				89.49%	96.48%	96.69%	95.82%	
Total Closed Units: 71					13	36	19	3
Total Closed Volume: 8,355,924				878.92K	3.22M	3.55M	701.50K	



Monthly Inventory Analysis

Data from the **Tulsa MLS**

September 2011

Inventory as of Oct 11, 2011



Market Summary

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Absorption: Last 12 months, an Average of 65 Sales/Month

Active Inventory as of September 30, 2011 = 619

	SEPTEMBER			Year To Date		
	2010	2011	+/-%	2010	2011	+/-%
Closed Sales	49	71	44.90%	635	609	-4.09%
Pending Sales	62	62	0.00%	670	650	-2.99%
New Listings	166	146	-12.05%	1,524	1,446	-5.12%
Average List Price	132,545	122,036	-7.93%	130,848	139,151	6.35%
Average Sale Price	128,235	117,689	-8.22%	125,716	134,847	7.26%
Average Percent of List Price to Selling Price	94.45%	95.23%	0.82%	93.71%	95.92%	2.36%
Average Days on Market to Sale	54.35	47.30	-12.97%	52.21	56.02	7.31%
Monthly Inventory	707	619	-12.45%	707	619	-12.45%
Months Supply of Inventory	10.31	9.57	-7.14%	10.31	9.57	-7.14%

