



August 2012

Area Delimited by County Of Washington

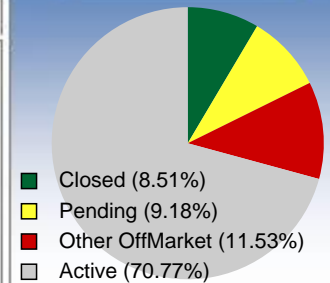


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of August 31, 2012 = **632**

	AUGUST		
	2011	2012	+/-%
Closed Listings	76	76	0.00%
Pending Listings	70	82	17.14%
New Listings	181	173	-4.42%
Average List Price	123,825	155,759	25.79%
Average Sale Price	122,593	145,633	18.79%
Average Percent of List Price to Selling Price	97.25%	95.89%	-1.41%
Average Days on Market to Sale	54.04	52.71	-2.46%
End of Month Inventory	661	632	-4.39%
Months Supply of Inventory	10.52	9.54	-9.32%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 13, 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 August 2012 decreased **4.39%** to 632 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **9.54** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **18.79%** in August 2012 to \$145,633 versus the previous year at \$122,593.

Average Days on Market Shortens

The average number of **52.71** days that homes spent on the market before selling decreased by 1.33 days or **2.46%** in August 2012 compared to last year's same month at **54.04** DOM.

Sales Success for August 2012 is Positive

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

There were 173 New Listings in August 2012, down **4.42%** from last year at 181. Furthermore, there were 76 Closed Listings this month versus last year at 76, a **0.00%** decrease.

Closed versus Listed trends yielded a **43.9%** ratio, up from last year's August 2012 at **42.0%**, a **4.62%** 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2012

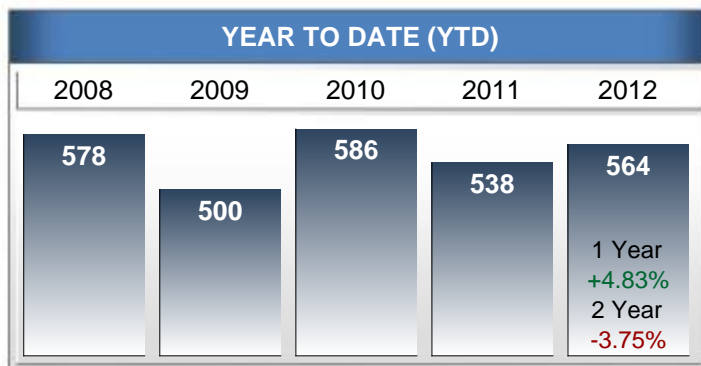
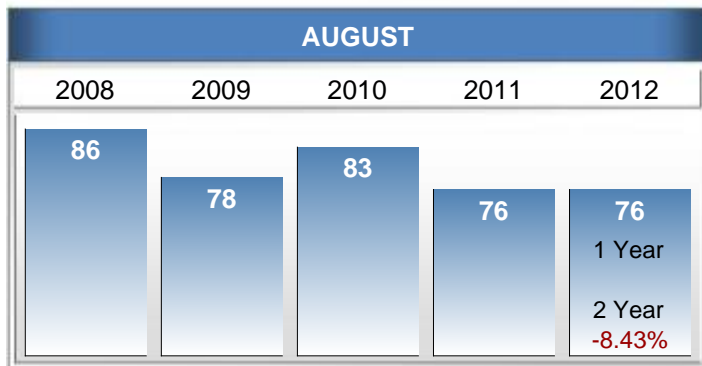
Closed Sales as of Sep 13, 2012



Closed Listings

Report Produced on: Sep 13, 2012

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	7	9.21%	38.4	2	5	0	0
\$40,001 - \$60,000	7	9.21%	44.9	3	3	1	0
\$60,001 - \$90,000	14	18.42%	64.8	2	9	2	1
\$90,001 - \$120,000	16	21.05%	67.1	1	14	1	0
\$120,001 - \$190,000	14	18.42%	38.9	1	9	4	0
\$190,001 - \$250,000	9	11.84%	29.7	0	1	7	1
\$250,001 and up	9	11.84%	70.1	0	1	6	2
Total Closed Units:	76		52.7	9	42	21	4
Total Closed Volume:	11,068,076			633.55K	4.46M	4.73M	1.25M
Average Closed Price:	\$145,633			\$70,394	\$106,075	\$225,304	\$312,000



Monthly Inventory Analysis

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August 2012

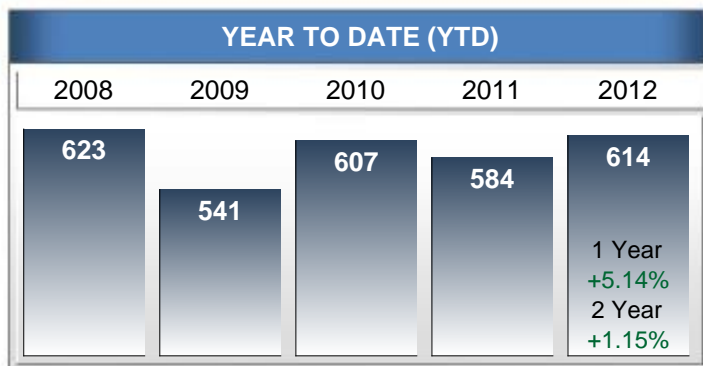
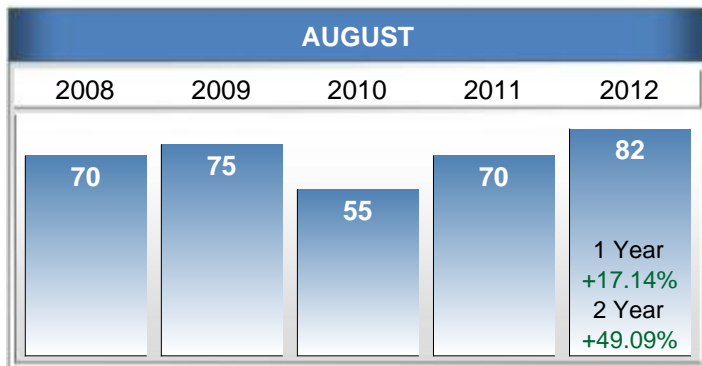
Pending Listings as of Sep 13, 2012



Pending Listings

Report Produced on: Sep 13, 2012

Area Delimited by County Of Washington



Pending Listings
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5yr AUG AVG = 70 **3 MONTHS**

High
Apr 2010 = 124
Low
Nov 2009 = 37

Pending Listing this month at **82**, above the 5 yr AUG average of **70**

JUN	75
JUL	74
AUG	82
-1.33%	
10.81%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	3	3.66%	84.3	2	0	1	0		
\$25,001 - \$75,000	15	18.29%	60.3	5	9	1	0		
\$75,001 - \$100,000	10	12.20%	67.7	2	5	3	0		
\$100,001 - \$125,000	13	15.85%	39.2	1	9	3	0		
\$125,001 - \$225,000	22	26.83%	53.8	0	13	6	3		
\$225,001 - \$250,000	7	8.54%	69.1	0	3	4	0		
\$250,001 and up	12	14.63%	53.0	0	2	7	3		
Total Pending Units:				82	52.3	10	41	25	6
Total Pending Volume:				13,167,687		514.70K	5.77M	4.63M	2.25M
Average Listing Price:				\$208,842		\$51,470	\$140,783	\$185,173	\$375,258



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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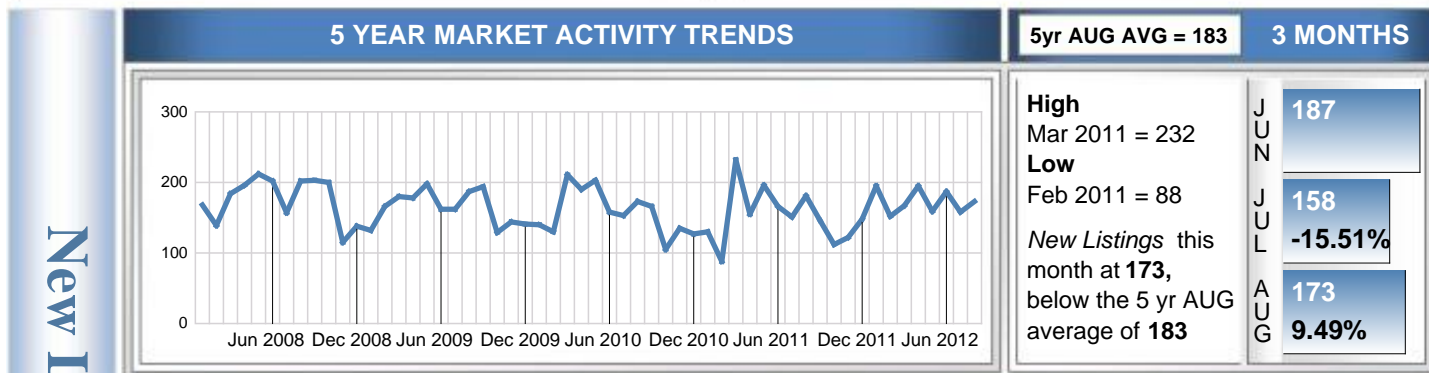
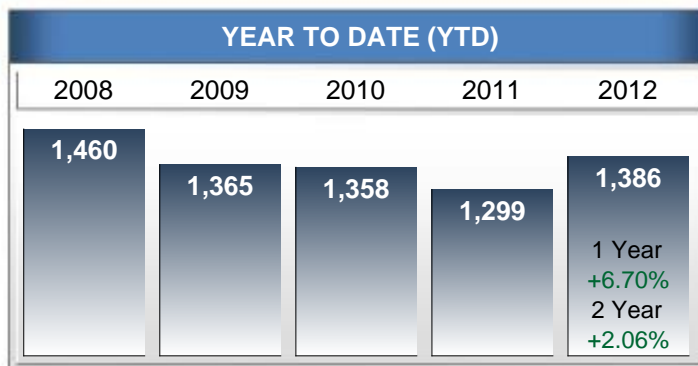
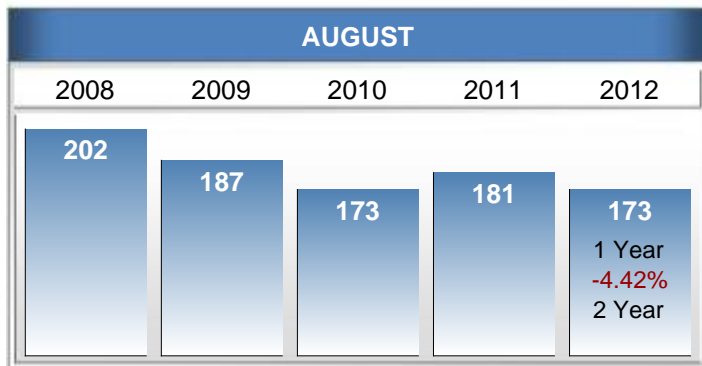
New Listings as of Sep 13, 2012



New Listings

Report Produced on: Sep 13, 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+
\$25,000 and less	17	9.83%	14	3	0	0
\$25,001 - \$50,000	18	10.40%	12	6	0	0
\$50,001 - \$75,000	29	16.76%	19	10	0	0
\$75,001 - \$125,000	38	21.97%	10	25	3	0
\$125,001 - \$175,000	23	13.29%	1	9	11	2
\$175,001 - \$275,000	30	17.34%	1	20	9	0
\$275,001 and up	18	10.40%	1	0	10	7
Total New Listed Units:			58	73	33	9
Total New Listed Volume:			4.39M	9.04M	7.30M	3.39M
Average New Listed Listing Price:			\$75,660	\$123,864	\$221,358	\$377,044



Monthly Inventory Analysis

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August 2012

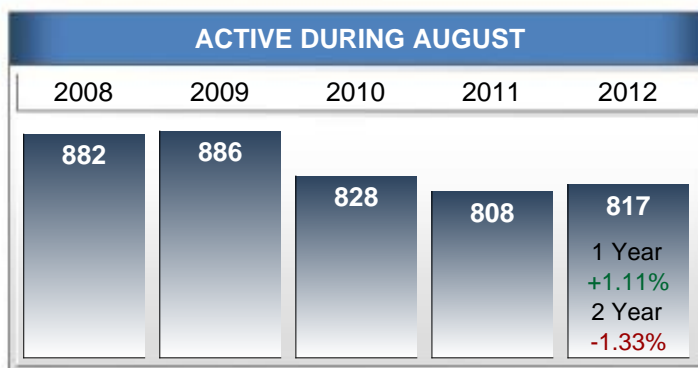
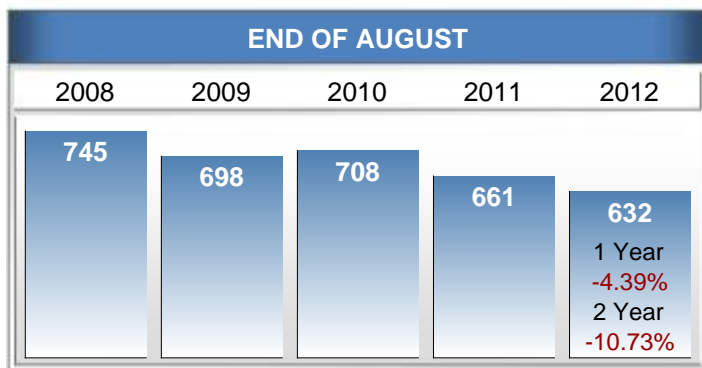
Active Inventory as of Sep 13, 2012



Active Inventory

Report Produced on: Sep 13, 2012

Area Delimited by County Of Washington



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr AUG AVG = 689 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 543

Inventory this month at **632**, below the 5 yr AUG average of **689**

JUN	678
JUL	644
AUG	632

-5.01% (Jul vs Aug)
-1.86% (Aug vs 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	15	2.37%	55.7	11	3	0	1	
\$20,001 \$40,000	102	16.14%	82.3	95	7	0	0	
\$40,001 \$70,000	100	15.82%	64.9	70	29	1	0	
\$70,001 \$130,000	173	27.37%	74.7	65	85	22	1	
\$130,001 \$190,000	94	14.87%	84.7	9	47	33	5	
\$190,001 \$270,000	81	12.82%	75.5	3	37	41	0	
\$270,001 and up	67	10.60%	83.7	7	7	34	19	
Total Active Inventory by Units:			632	76.5	260	215	131	26
Total Active Inventory by Volume:			91,576,050		22.26M	29.57M	30.56M	9.18M
Average Active Inventory Listing Price:			\$144,899		\$85,602	\$137,553	\$233,307	\$353,173



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2012

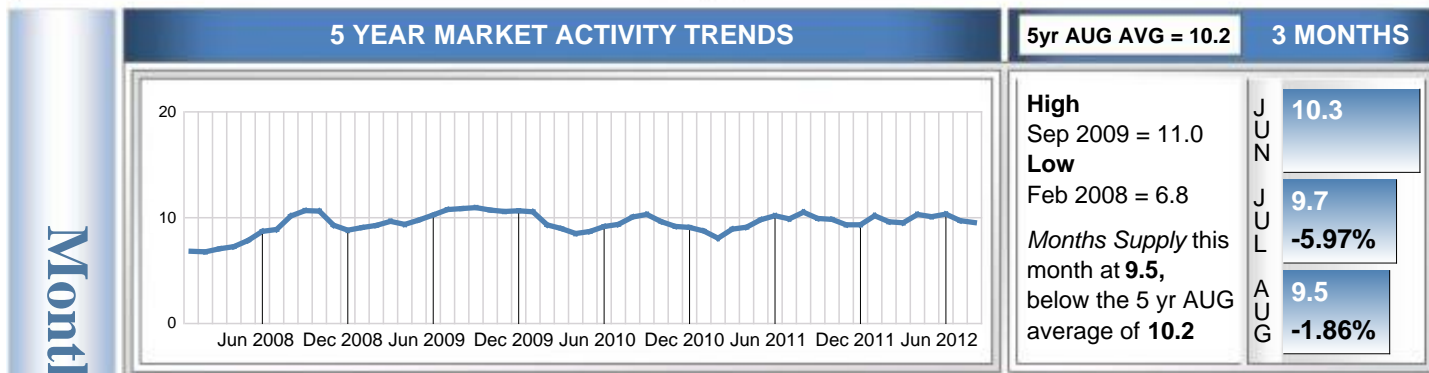
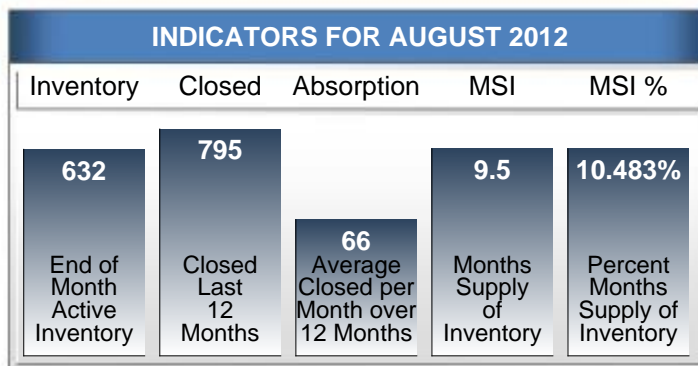
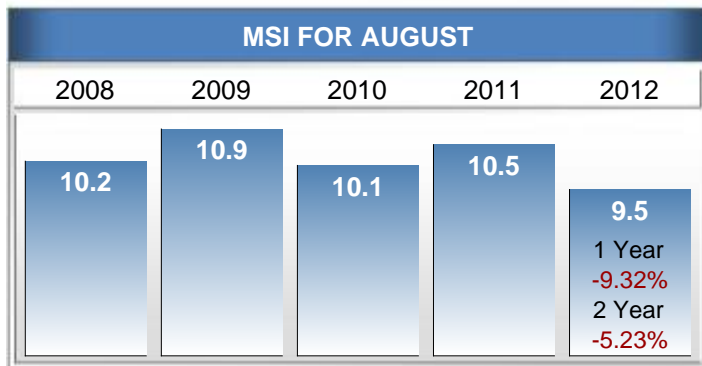
Active Inventory as of Sep 13, 2012



Months Supply of Inventory

Report Produced on: Sep 13, 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+
\$20,000 and less	15	2.37%	4.4	6.0	2.0	0.0	0.0
\$20,001 \$40,000	102	16.14%	21.5	47.5	2.7	0.0	0.0
\$40,001 \$70,000	100	15.82%	8.8	21.0	4.1	1.2	0.0
\$70,001 \$130,000	173	27.37%	8.1	23.6	5.7	6.6	2.4
\$130,001 \$190,000	94	14.87%	8.4	18.0	7.9	7.2	20.0
\$190,001 \$270,000	81	12.82%	9.3	36.0	18.5	6.6	0.0
\$270,001 and up	67	10.60%	12.4	0.0	10.5	10.0	14.3
MSI:	9.5			24.8	6.2	7.0	9.8
Total Active Inventory:	632			260	215	131	26



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2012

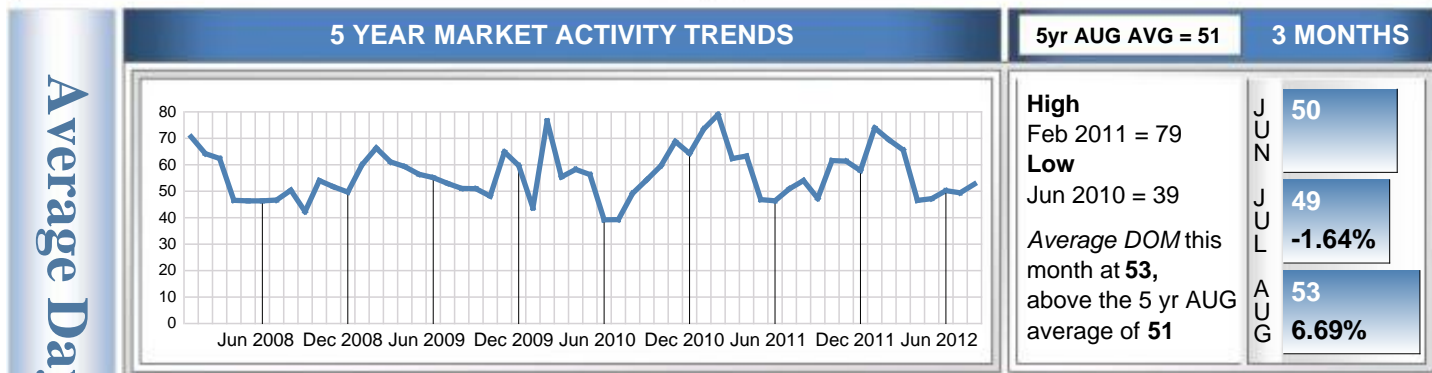
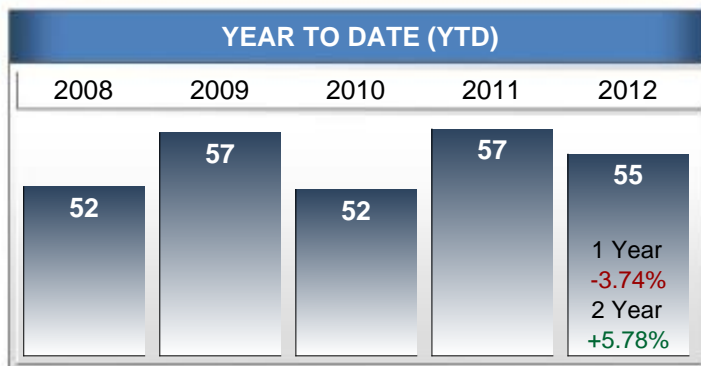
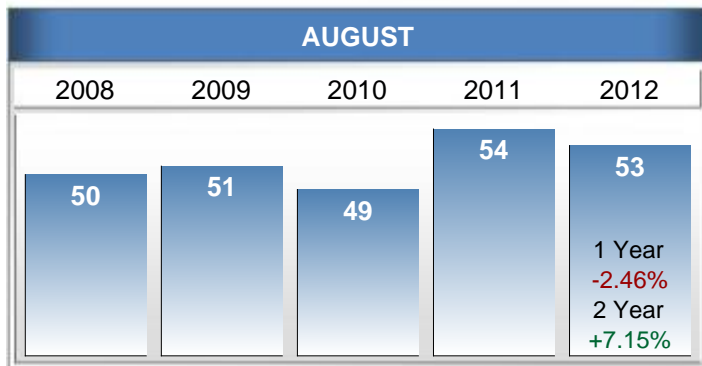
Closed Sales as of Sep 13, 2012



Average Days on Market to Sale

Report Produced on: Sep 13, 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+
\$40,000 and less	7	9.21%	38.4	83.0	20.6	0.0	0.0
\$40,001 - \$60,000	7	9.21%	44.9	73.7	27.3	11.0	0.0
\$60,001 - \$90,000	14	18.42%	64.8	44.5	60.1	105.5	66.0
\$90,001 - \$120,000	16	21.05%	67.1	94.0	68.4	21.0	0.0
\$120,001 - \$190,000	14	18.42%	38.9	2.0	30.9	66.3	0.0
\$190,001 - \$250,000	9	11.84%	29.7	0.0	12.0	35.0	10.0
\$250,001 and up	9	11.84%	70.1	0.0	109.0	80.2	20.5
Average Closed DOM: 52.7				63.6	49.6	58.8	29.3
Total Closed Units: 76				9	42	21	4
Total Closed Volume: 11,068,076				633.55K	4.46M	4.73M	1.25M



Monthly Inventory Analysis

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August 2012

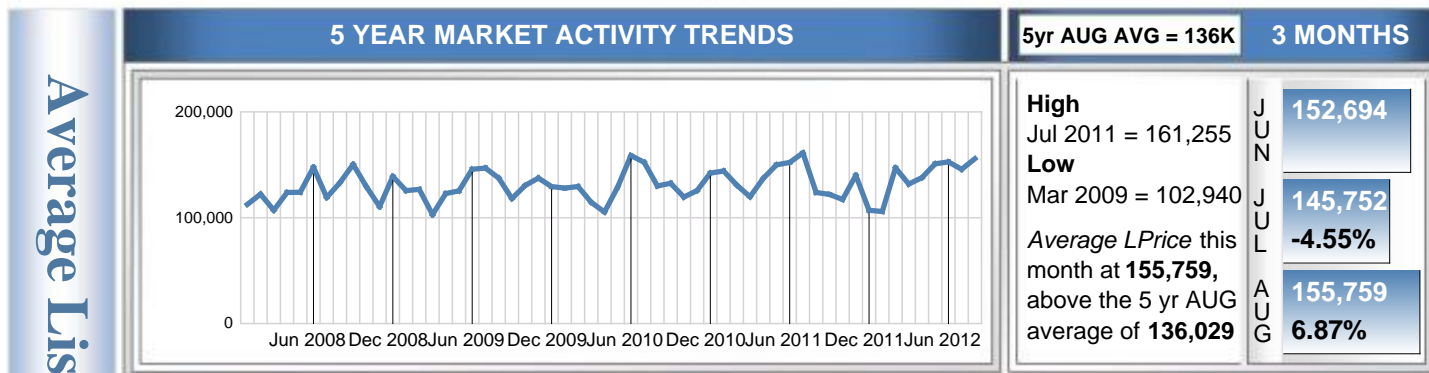
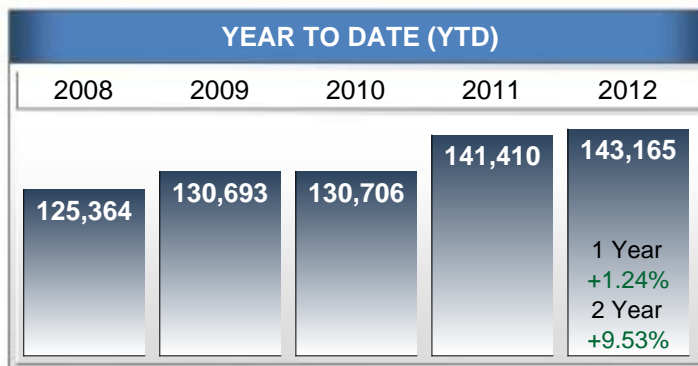
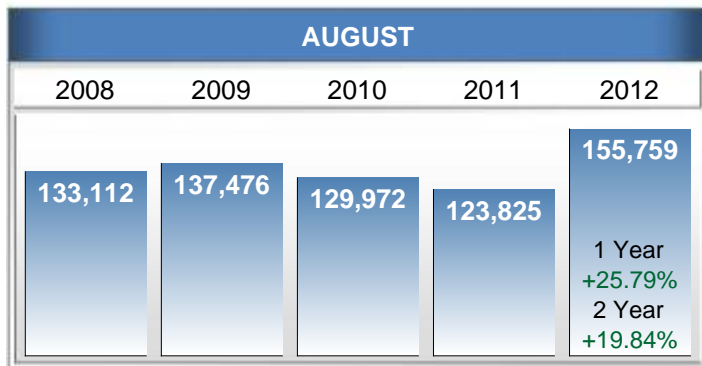
Closed Sales as of Sep 13, 2012



Average List Price at Closing

Report Produced on: Sep 13, 2012

Area Delimited by County Of Washington



Average List Price

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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+
\$25,000 and less	5	6.58%	16,200	0	16,200	0	0
\$25,001 \$50,000	6	7.89%	40,408	42,690	43,900	40,000	0
\$50,001 \$75,000	9	11.84%	64,833	77,900	65,157	82,700	95,000
\$75,001 \$125,000	25	32.89%	104,948	105,950	108,429	129,900	0
\$125,001 \$175,000	9	11.84%	143,700	182,000	144,780	154,250	0
\$175,001 \$250,000	11	14.47%	210,827	0	204,700	227,056	244,000
\$250,001 and up	11	14.47%	426,782	0	795,000	378,300	535,000
Average List Price:	\$155,759			\$76,139	\$113,960	\$236,052	\$352,250
Total Closed Units:	76			9	42	21	4
Total List Volume:	11,837,650			685.25K	4.79M	4.96M	1.41M



Monthly Inventory Analysis

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August 2012

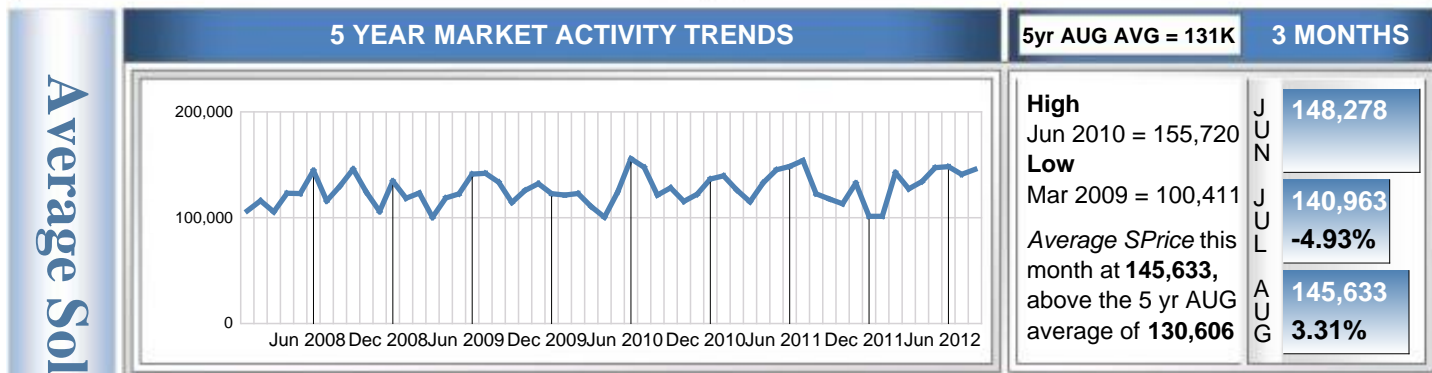
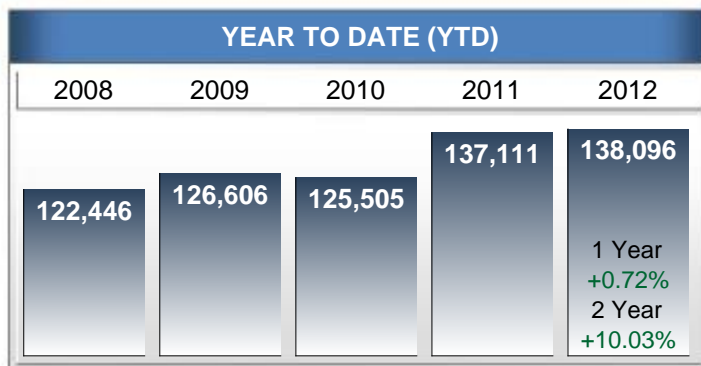
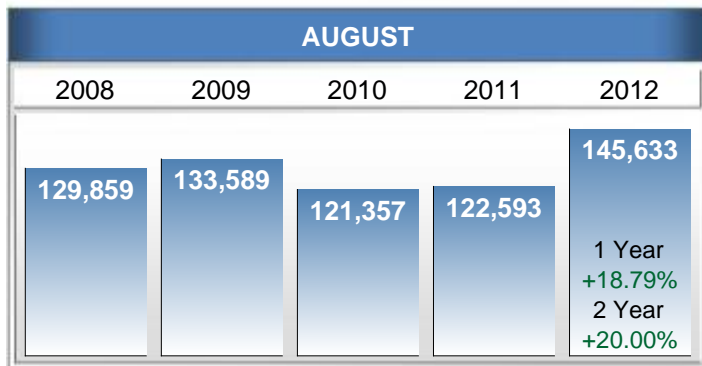
Closed Sales as of Sep 13, 2012



Average Sold Price at Closing

Report Produced on: Sep 13, 2012

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	7		9.21%	21,586	33,325	16,890	0	0
\$40,001 \$60,000	7		9.21%	48,671	44,967	53,600	45,000	0
\$60,001 \$90,000	14		18.42%	74,034	81,000	73,167	70,488	75,000
\$90,001 \$120,000	16		21.05%	105,594	105,000	104,607	120,000	0
\$120,001 \$190,000	14		18.42%	150,314	165,000	140,767	168,125	0
\$190,001 \$250,000	9		11.84%	223,433	0	220,000	221,557	240,000
\$250,001 and up	9		11.84%	415,000	0	600,000	367,000	466,500
Average Closed Price:	\$145,633				\$70,394	\$106,075	\$225,304	\$312,000
Total Closed Units:	76				9	42	21	4
Total Closed Volume:	11,068,076				633.55K	4.46M	4.73M	1.25M



Monthly Inventory Analysis

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August 2012

Closed Sales as of Sep 13, 2012



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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	7	9.21%	102.70%	97.10%	104.94%	0.00%	0.00%
\$40,001 \$60,000	7	9.21%	98.14%	93.52%	97.98%	112.50%	0.00%
\$60,001 \$90,000	14	18.42%	93.23%	91.26%	96.82%	86.17%	78.95%
\$90,001 \$120,000	16	21.05%	94.51%	93.75%	94.72%	92.38%	0.00%
\$120,001 \$190,000	14	18.42%	97.71%	90.66%	98.38%	97.98%	0.00%
\$190,001 \$250,000	9	11.84%	94.91%	0.00%	98.00%	93.97%	98.36%
\$250,001 and up	9	11.84%	93.55%	0.00%	75.47%	97.36%	91.15%
Average List/Sell Ratio: 95.90%				93.52%	97.02%	95.77%	89.90%
Total Closed Units: 76				9	42	21	4
Total Closed Volume: 11,068,076				633.55K	4.46M	4.73M	1.25M



Monthly Inventory Analysis

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August 2012

Inventory as of Sep 13, 2012



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 66 Sales/Month

Active Inventory as of August 31, 2012 = 632

	AUGUST			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	76	76	0.00%	538	564	4.83%
Pending Sales	70	82	17.14%	584	614	5.14%
New Listings	181	173	-4.42%	1,299	1,386	6.70%
Average List Price	123,825	155,759	25.79%	141,410	143,165	1.24%
Average Sale Price	122,593	145,633	18.79%	137,111	138,096	0.72%
Average Percent of List Price to Selling Price	97.25%	95.89%	-1.41%	96.01%	96.38%	0.38%
Average Days on Market to Sale	54.04	52.71	-2.46%	57.17	55.03	-3.74%
Monthly Inventory	661	632	-4.39%	661	632	-4.39%
Months Supply of Inventory	10.52	9.54	-9.32%	10.52	9.54	-9.32%

