



February 2012

Area Delimited by County Of Washington

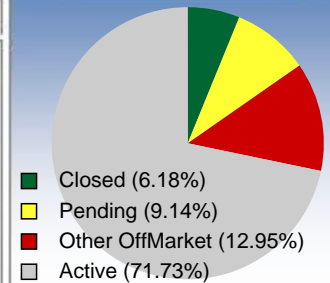


Absorption: Last 12 months, an Average of **65** Sales/Month

Active Inventory as of February 29, 2012 = **604**

	FEBRUARY		
	2011	2012	+/- %
Closed Listings	40	52	30.00%
Pending Listings	48	77	60.42%
New Listings	88	152	72.73%
Average List Price	130,835	147,095	12.43%
Average Sale Price	126,198	142,564	12.97%
Average Percent of List Price to Selling Price	96.20%	95.46%	-0.77%
Average Days on Market to Sale	78.97	69.44	-12.07%
End of Month Inventory	543	604	11.23%
Months Supply of Inventory	8.06	9.36	16.12%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 12, 2012

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2012 rose **11.23%** to 604 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 **9.36** 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 **12.97%** in February 2012 to \$142,564 versus the previous year at \$126,198.

Average Days on Market Shortens

The average number of **69.44** days that homes spent on the market before selling decreased by 9.53 days or **12.07%** in February 2012 compared to last year's same month at **78.97** DOM.

Sales Success for February 2012 is Positive

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

There were 152 New Listings in February 2012, up **72.73%** from last year at 88. Furthermore, there were 52 Closed Listings this month versus last year at 40, a **30.00%** increase.

Closed versus Listed trends yielded a **34.2%** ratio, down from last year's February 2012 at **45.5%**, a **24.74%** downswing. This will certainly create pressure on an increasing 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**

February 2012

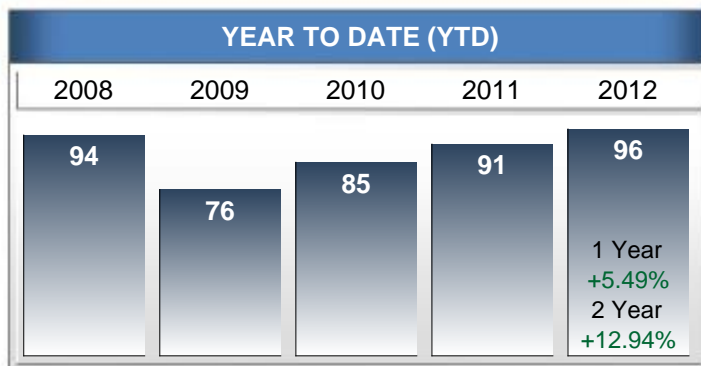
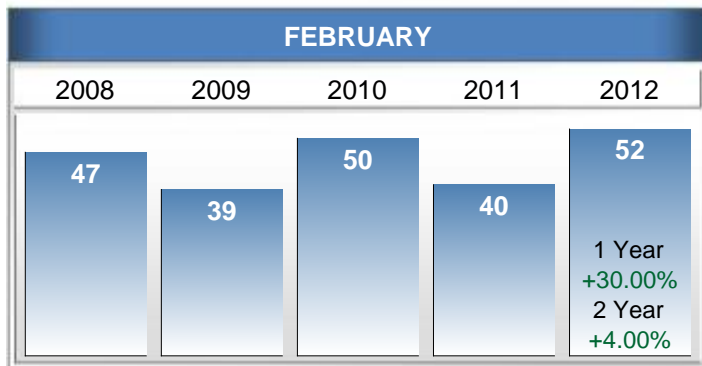
Closed Sales as of Mar 12, 2012



Closed Listings

Report Produced on: Mar 12, 2012

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	5	9.62%	73.8	2	2	1	0
\$30,001 - \$60,000	6	11.54%	94.5	5	1	0	0
\$60,001 - \$90,000	9	17.31%	71.9	0	7	2	0
\$90,001 - \$150,000	12	23.08%	89.5	0	9	3	0
\$150,001 - \$210,000	8	15.38%	43.3	0	4	4	0
\$210,001 - \$240,000	6	11.54%	37.7	0	1	5	0
\$240,001 and up	6	11.54%	63.7	0	0	6	0
Total Closed Units:	52		69.4	7	24	21	0.00B
Total Closed Volume:	7,413,340			246.90K	2.61M	4.55M	\$0
Average Closed Price:	\$142,564			\$35,271	\$108,907	\$216,794	

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

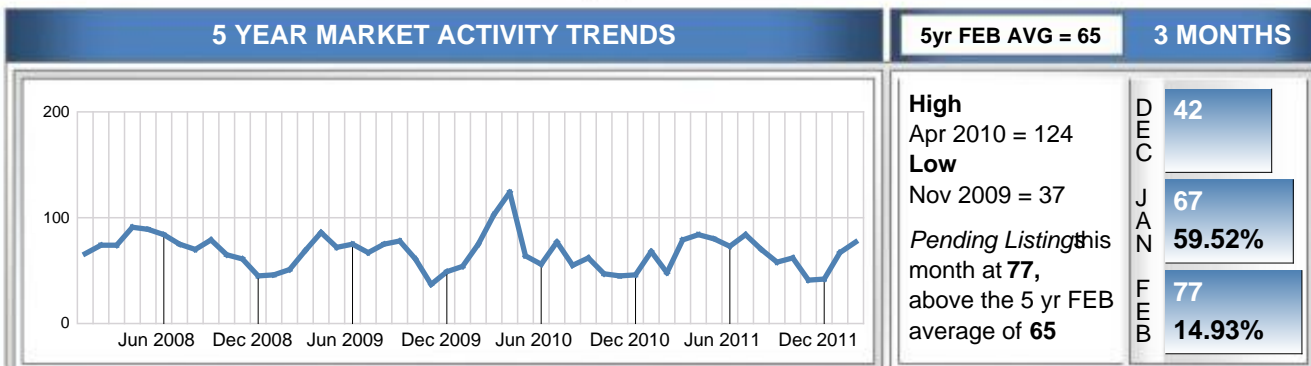
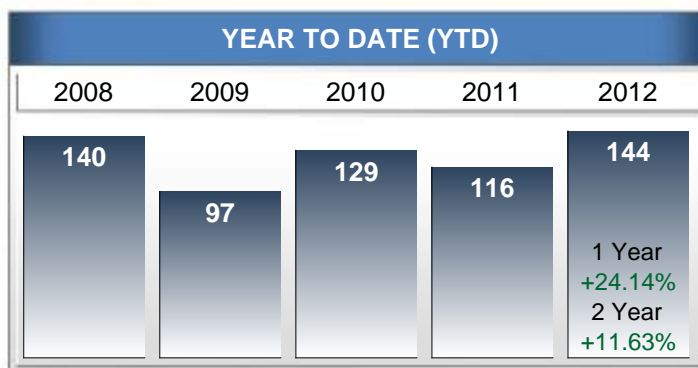
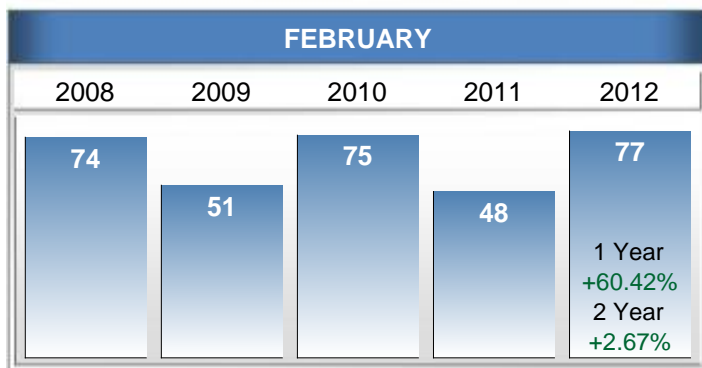
Pending Listings as of Mar 12, 2012



Pending Listings

Report Produced on: Mar 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	3	3.90%	22.0	2	0	1	0	
\$25,001 - \$50,000	5	6.49%	93.6	3	2	0	0	
\$50,001 - \$75,000	12	15.58%	50.9	2	7	3	0	
\$75,001 - \$125,000	25	32.47%	53.0	6	16	3	0	
\$125,001 - \$175,000	13	16.88%	87.8	1	9	2	1	
\$175,001 - \$250,000	10	12.99%	50.2	0	4	5	1	
\$250,001 and up	9	11.69%	46.9	0	0	8	1	
Total Pending Units: 77				12.0	14	38	22	3
Total Pending Volume: 10,055,510					1.01M	4.28M	4.19M	584.90K
Average Listing Price: \$203,900					\$71,970	\$112,546	\$190,286	\$194,967



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

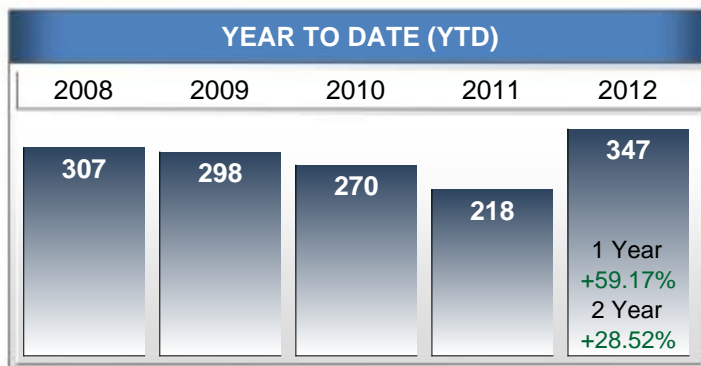
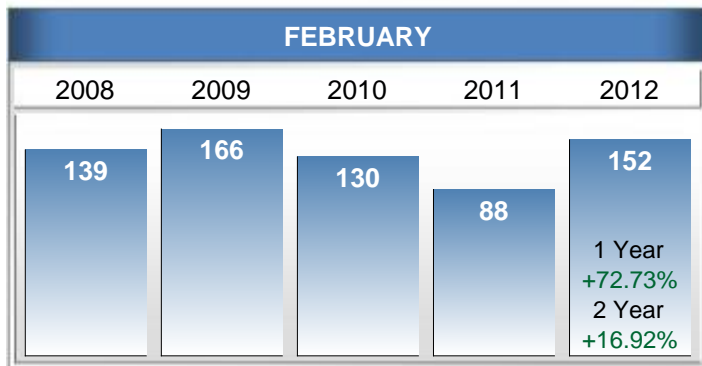
New Listings as of Mar 12, 2012



New Listings

Report Produced on: Mar 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+	
\$20,000 and less	3	1.97%	0	2	1	0	
\$20,001 \$50,000	21	13.82%	16	4	0	1	
\$50,001 \$70,000	27	17.76%	18	8	1	0	
\$70,001 \$120,000	39	25.66%	11	23	5	0	
\$120,001 \$160,000	23	15.13%	0	17	4	2	
\$160,001 \$240,000	23	15.13%	2	6	14	1	
\$240,001 and up	16	10.53%	0	2	12	2	
Total New Listed Units:			152	47	62	37	6
Total New Listed Volume:			19,391,355	2.79M	6.90M	7.85M	1.85M
Average New Listed Listing Price:			\$0	\$59,406	\$111,227	\$212,259	\$308,267



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

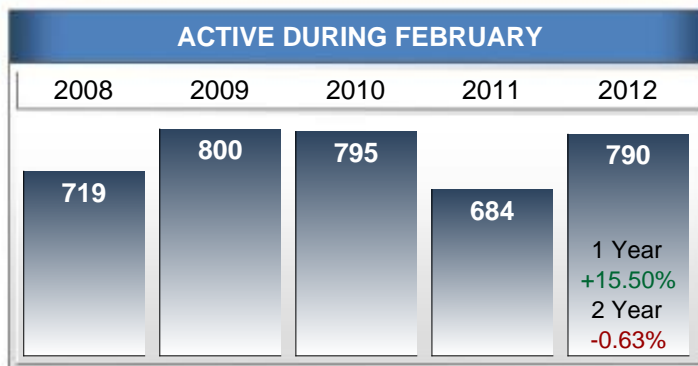
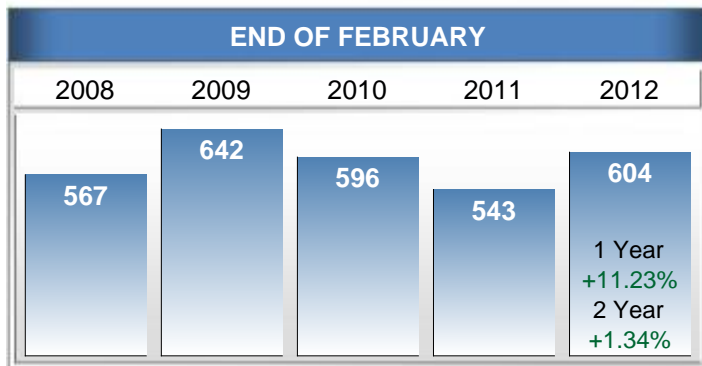
Active Inventory as of Mar 12, 2012



Active Inventory

Report Produced on: Mar 12, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr FEB AVG = 590 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 543

Inventory this month at 604, above the 5 yr FEB average of 590

D E C	592
J A N	638
F E B	604
7.77%	
-5.33%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	14	2.32%	89.7	12	2	0	0
\$20,001 \$40,000	117	19.37%	60.7	103	12	1	1
\$40,001 \$60,000	98	16.23%	74.4	76	22	0	0
\$60,001 \$120,000	148	24.50%	72.6	61	70	14	3
\$120,001 \$180,000	82	13.58%	70.8	5	47	26	4
\$180,001 \$250,000	81	13.41%	75.3	7	31	41	2
\$250,001 and up	64	10.60%	75.8	6	13	30	15
Total Active Inventory by Units:		604	71.4	270	197	112	25
Total Active Inventory by Volume:		82,993,501		20.43M	28.37M	25.65M	8.55M
Average Active Inventory Listing Price:		\$137,406		\$75,664	\$143,985	\$229,026	\$341,936



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

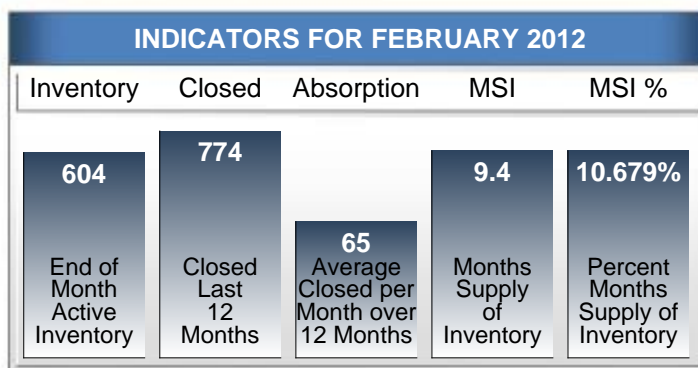
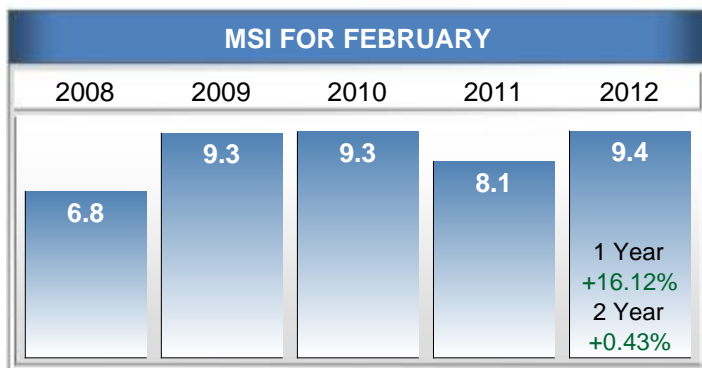
Active Inventory as of Mar 12, 2012



Months Supply of Inventory

Report Produced on: Mar 12, 2012

Area Delimited by County Of Washington



Months Supply
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5yr FEB AVG = 8.6 **3 MONTHS**

High
Sep 2009 = 11.0
Low
Feb 2008 = 6.8

Months Supply this month at **9.4**, above the 5 yr FEB average of **8.6**

DEC	9.2
JAN	10.0
FEB	9.4
FEB	-6.80%

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	14	2.32%	3.6	5.0	1.5	0.0	0.0
\$20,001 \$40,000	117	19.37%	25.1	49.4	5.0	6.0	0.0
\$40,001 \$60,000	98	16.23%	13.5	28.5	5.4	0.0	0.0
\$60,001 \$120,000	148	24.50%	7.0	24.4	4.3	6.7	12.0
\$120,001 \$180,000	82	13.58%	6.7	5.5	8.4	4.9	9.6
\$180,001 \$250,000	81	13.41%	10.3	42.0	12.4	8.2	12.0
\$250,001 and up	64	10.60%	8.6	36.0	12.0	6.0	12.9
MSI:			9.4	24.7	5.9	6.1	12.5
Total Active Inventory:			604	270	197	112	25



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

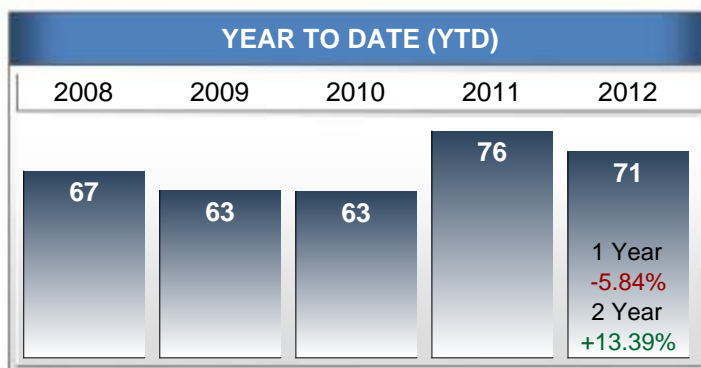
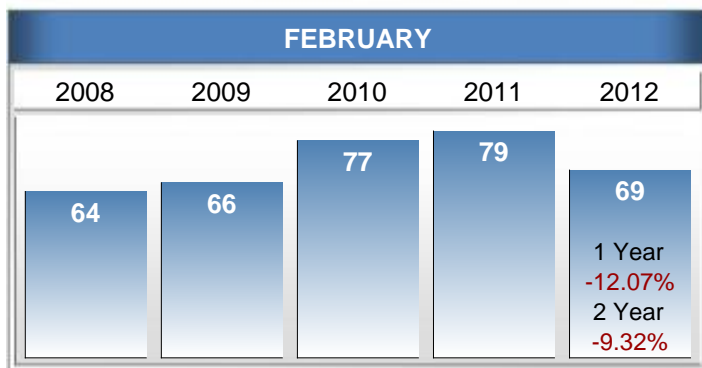
Closed Sales as of Mar 12, 2012



Average Days on Market to Sale

Report Produced on: Mar 12, 2012

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+
\$30,000 and less	5	9.62%	73.8	31.5	76.5	153.0	0.0
\$30,001 \$60,000	6	11.54%	94.5	96.4	85.0	0.0	0.0
\$60,001 \$90,000	9	17.31%	71.9	0.0	71.4	73.5	0.0
\$90,001 \$150,000	12	23.08%	89.5	0.0	107.7	35.0	0.0
\$150,001 \$210,000	8	15.38%	43.3	0.0	34.3	52.3	0.0
\$210,001 \$240,000	6	11.54%	37.7	0.0	26.0	40.0	0.0
\$240,001 and up	6	11.54%	63.7	0.0	0.0	63.7	0.0
Average Closed DOM: 69.4				77.9	77.9	57.0	0.0
Total Closed Units: 52				7	24	21	
Total Closed Volume: 7,413,340				246.90K	2.61M	4.55M	0.00B



Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

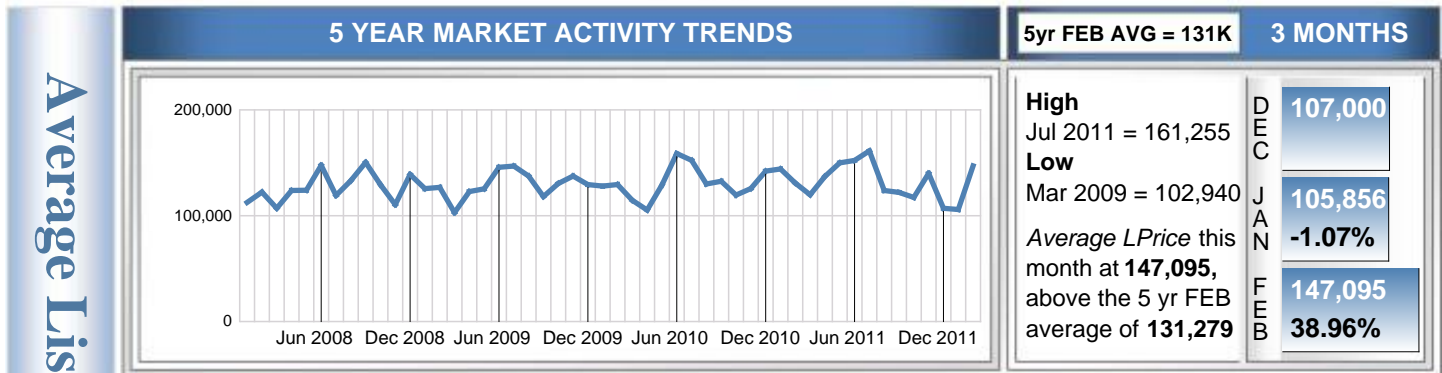
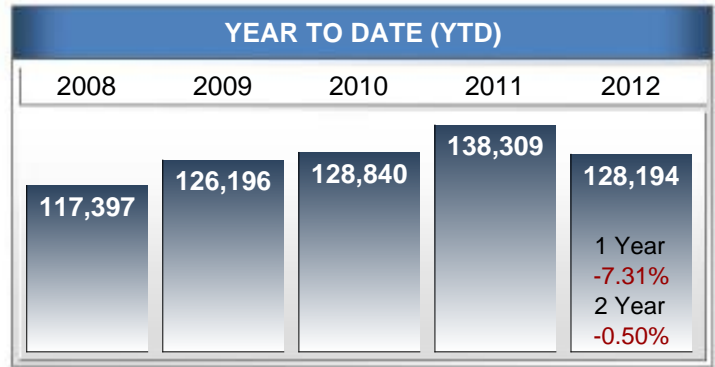
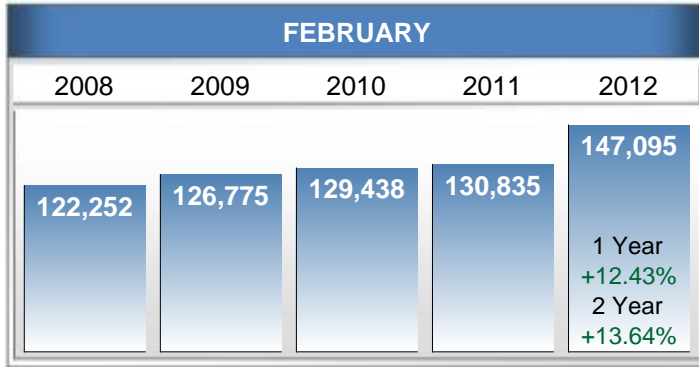
Closed Sales as of Mar 12, 2012



Average List Price at Closing

Report Produced on: Mar 12, 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+
\$30,000 and less	5	9.62%	22,840	19,950	22,450	29,400	0
\$30,001 - \$60,000	6	11.54%	47,383	46,880	49,900	0	0
\$60,001 - \$90,000	8	15.38%	80,788	0	79,900	93,000	0
\$90,001 - \$150,000	12	23.08%	115,442	0	121,389	119,267	0
\$150,001 - \$210,000	8	15.38%	179,063	0	180,200	190,650	0
\$210,001 - \$240,000	5	9.62%	224,460	0	235,000	233,160	0
\$240,001 and up	8	15.38%	333,006	0	0	361,775	0
Average List Price:	\$147,095			\$39,186	\$112,600	\$222,488	\$0
Total Closed Units:	52			7	24	21	
Total List Volume:	7,648,950			274.30K	2.70M	4.67M	0.00B



Monthly Inventory Analysis

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February 2012

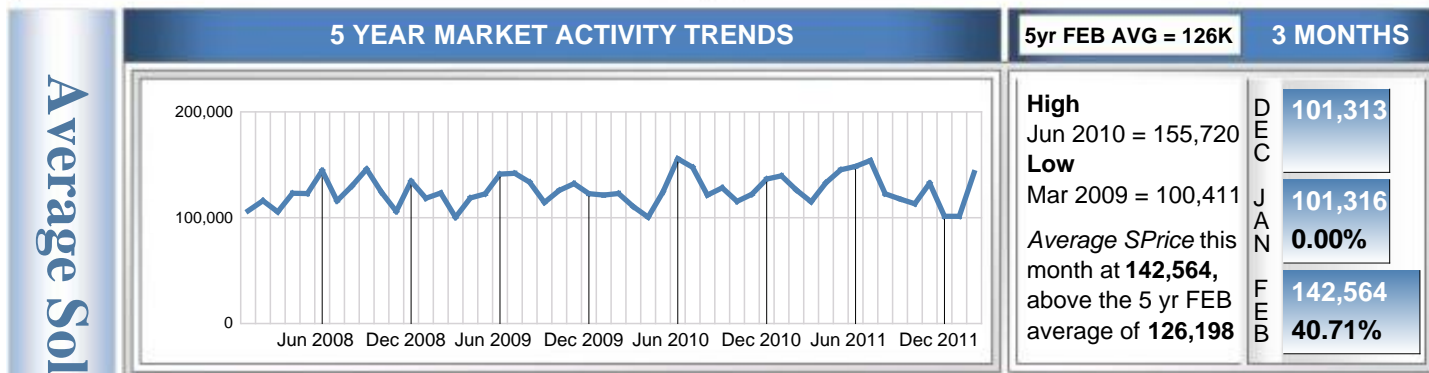
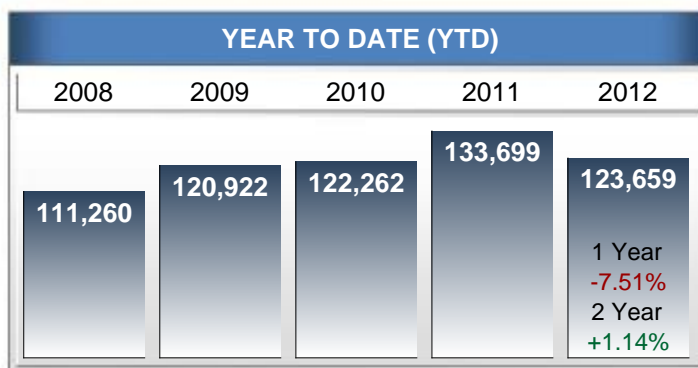
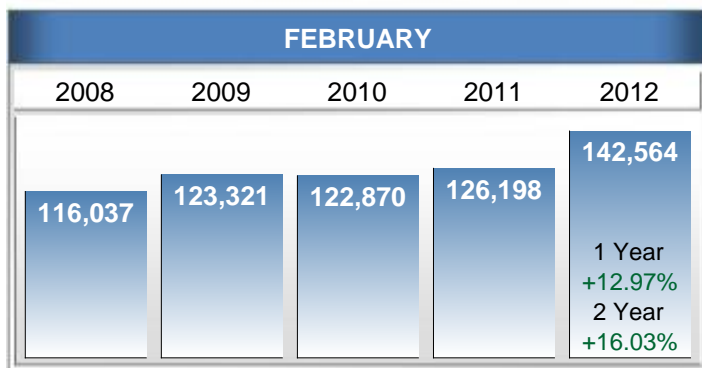
Closed Sales as of Mar 12, 2012



Average Sold Price at Closing

Report Produced on: Mar 12, 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+
\$30,000 and less	5		9.62%	19,650	16,450	21,000	23,350	0
\$30,001 \$60,000	6		11.54%	43,000	42,800	44,000	0	0
\$60,001 \$90,000	9		17.31%	81,249	0	79,178	88,500	0
\$90,001 \$150,000	12		23.08%	117,377	0	116,447	120,167	0
\$150,001 \$210,000	8		15.38%	181,050	0	173,375	188,725	0
\$210,001 \$240,000	6		11.54%	224,087	0	232,000	222,504	0
\$240,001 and up	6		11.54%	354,067	0	0	354,067	0
Average Closed Price: \$142,564					\$35,271	\$108,907	\$216,794	\$0
Total Closed Units: 52					7	24	21	
Total Closed Volume: 7,413,340					246.90K	2.61M	4.55M	0.00B



Monthly Inventory Analysis

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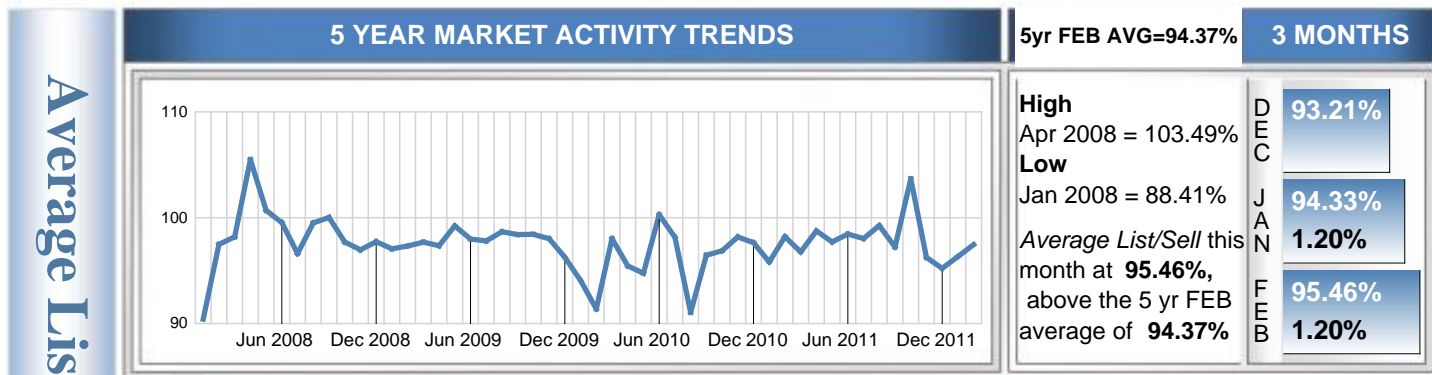
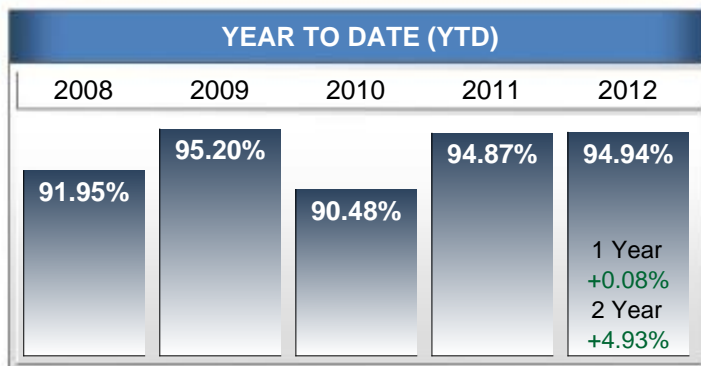
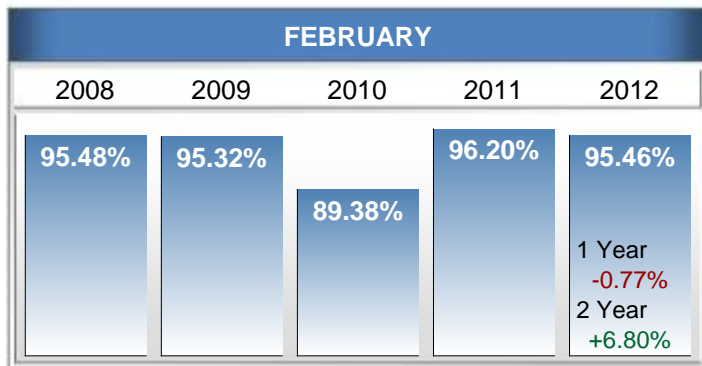
Closed Sales as of Mar 12, 2012



Average Percent of List Price to Selling Price

Report Produced on: Mar 12, 2012

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+
\$30,000 and less	5	9.62%	84.04%	74.98%	95.41%	79.42%	0.00%
\$30,001 \$60,000	6	11.54%	90.50%	90.96%	88.18%	0.00%	0.00%
\$60,001 \$90,000	9	17.31%	98.27%	0.00%	99.08%	95.45%	0.00%
\$90,001 \$150,000	12	23.08%	97.43%	0.00%	96.32%	100.73%	0.00%
\$150,001 \$210,000	8	15.38%	97.72%	0.00%	96.41%	99.03%	0.00%
\$210,001 \$240,000	6	11.54%	96.14%	0.00%	98.72%	95.63%	0.00%
\$240,001 and up	6	11.54%	98.10%	0.00%	0.00%	98.10%	0.00%
Average List/Sell Ratio: 95.50%				86.39%	96.82%	96.92%	0.00%
Total Closed Units: 52				7	24	21	
Total Closed Volume: 7,413,340				246.90K	2.61M	4.55M	0.00B

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

February 2012

Inventory as of Mar 12, 2012



Market Summary

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

Active Inventory as of February 29, 2012 = 604

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

	FEBRUARY			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	40	52	30.00%	91	96	5.49%
Pending Sales	48	77	60.42%	116	144	24.14%
New Listings	88	152	72.73%	218	347	59.17%
Average List Price	130,835	147,095	12.43%	138,309	128,194	-7.31%
Average Sale Price	126,198	142,564	12.97%	133,699	123,659	-7.51%
Average Percent of List Price to Selling Price	96.20%	95.46%	-0.77%	94.87%	94.94%	0.08%
Average Days on Market to Sale	78.97	69.44	-12.07%	75.92	71.49	-5.84%
Monthly Inventory	543	604	11.23%	543	604	11.23%
Months Supply of Inventory	8.06	9.36	16.12%	8.06	9.36	16.12%

