



# January 2012

Area Delimited by County Of Washington

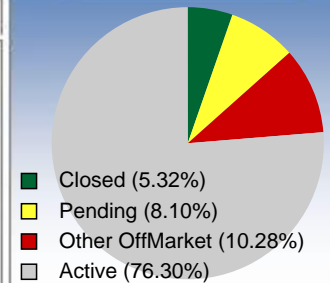


**Absorption:** Last 12 months, an Average of **64** Sales/Month

**Active Inventory** as of January 31, 2012 = **631**

	JANUARY		
	2011	2012	+/- %
Closed Listings	51	44	-13.73%
Pending Listings	68	67	-1.47%
New Listings	130	193	48.46%
Average List Price	144,171	105,856	-26.58%
Average Sale Price	139,582	101,316	-27.41%
Average Percent of List Price to Selling Price	93.82%	94.33%	0.54%
Average Days on Market to Sale	73.53	73.91	0.52%
End of Month Inventory	596	631	5.87%
Months Supply of Inventory	8.74	9.94	13.65%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 13, 2012

Data from the **Tulsa MLS**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2012 rose **5.87%** to 631 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 **9.94** 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 **27.41%** in January 2012 to \$101,316 versus the previous year at \$139,582.

### Average Days on Market Lengthens

The average number of **73.91** days that homes spent on the market before selling increased by 0.38 days or **0.52%** in January 2012 compared to last year's same month at **73.53** DOM.

### Sales Success for January 2012 is Positive

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

There were 193 New Listings in January 2012, up **48.46%** from last year at 130. Furthermore, there were 44 Closed Listings this month versus last year at 51, a **-13.73%** decrease.

Closed versus Listed trends yielded a **22.8%** ratio, down from last year's January 2012 at **39.2%**, a **41.89%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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.

### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

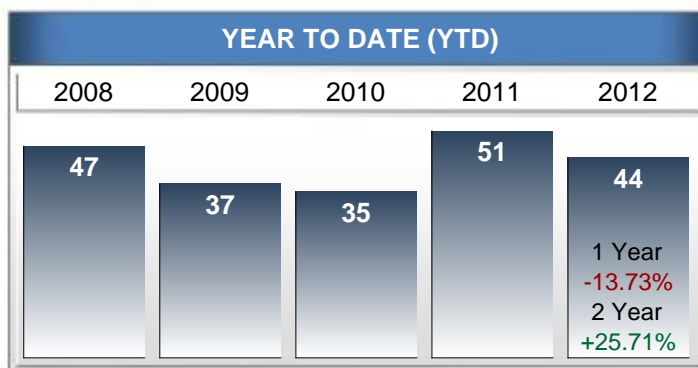
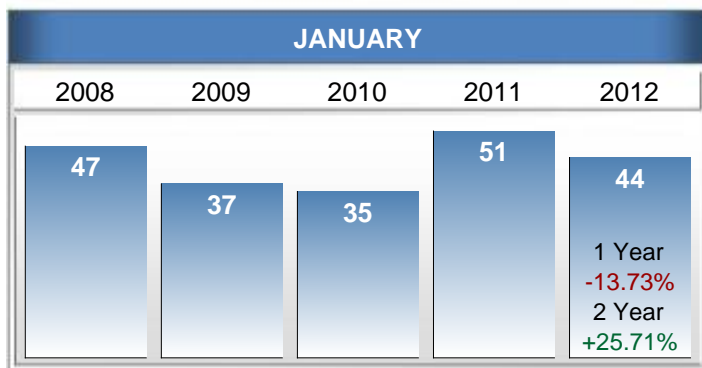
Closed Sales as of Feb 13, 2012



### Closed Listings

Report Produced on: Feb 13, 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+
\$10,000 and less	1	2.27%	163.0	0	1	0	0
\$10,001 - \$20,000	6	13.64%	71.3	5	1	0	0
\$20,001 - \$50,000	6	13.64%	14.8	5	1	0	0
\$50,001 - \$110,000	14	31.82%	73.7	1	12	1	0
\$110,001 - \$130,000	8	18.18%	70.3	1	5	1	1
\$130,001 - \$200,000	2	4.55%	137.0	0	0	2	0
\$200,001 and up	7	15.91%	100.6	0	3	3	1
<b>Total Closed Units:</b>	<b>44</b>		<b>73.9</b>	<b>12</b>	<b>23</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>4,457,921</b>			<b>415.77K</b>	<b>2.20M</b>	<b>1.33M</b>	<b>509.70K</b>
<b>Average Closed Price:</b>	<b>\$101,316</b>			<b>\$34,647</b>	<b>\$95,676</b>	<b>\$190,271</b>	<b>\$254,850</b>

Closed Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

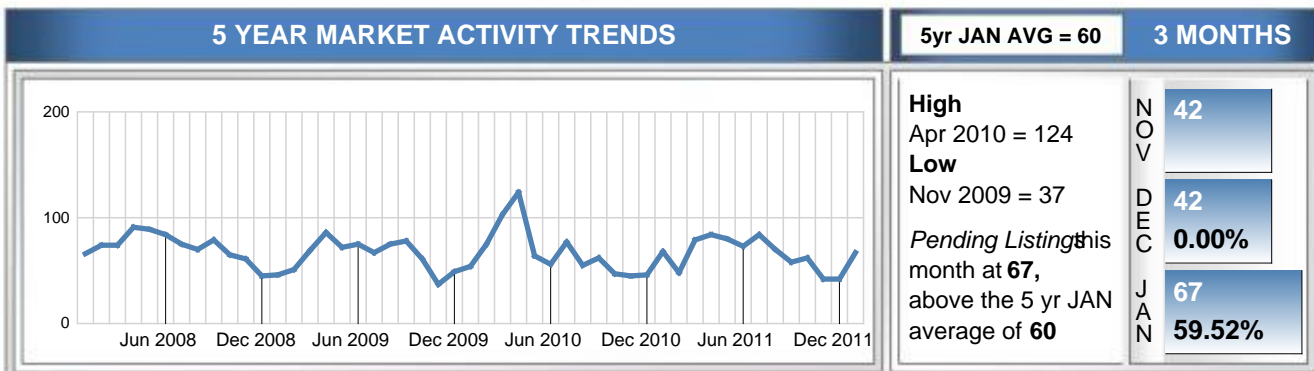
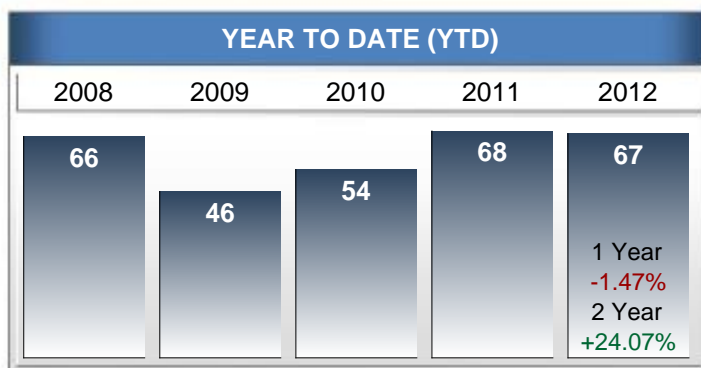
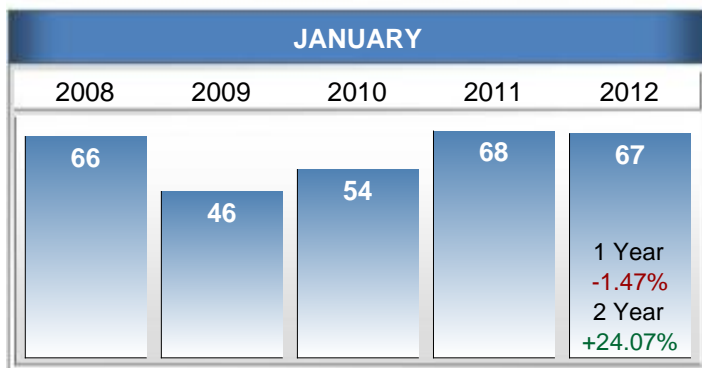
Pending Listings as of Feb 13, 2012



### Pending Listings

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



Pending Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	6	8.96%	62.0	4	2	0	0
\$20,001 \$50,000	8	11.94%	76.0	5	3	0	0
\$50,001 \$90,000	10	14.93%	72.9	2	8	0	0
\$90,001 \$130,000	14	20.90%	73.8	1	10	3	0
\$130,001 \$200,000	13	19.40%	95.8	1	6	6	0
\$200,001 \$240,000	9	13.43%	58.8	0	3	5	1
\$240,001 and up	7	10.45%	58.0	0	1	6	0
Total Pending Units: 67				13	33	20	1
Total Pending Volume: 8,790,106				672.70K	3.74M	4.15M	225.00K
Average Listing Price: \$97,721				\$51,746	\$113,361	\$207,575	\$225,000



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

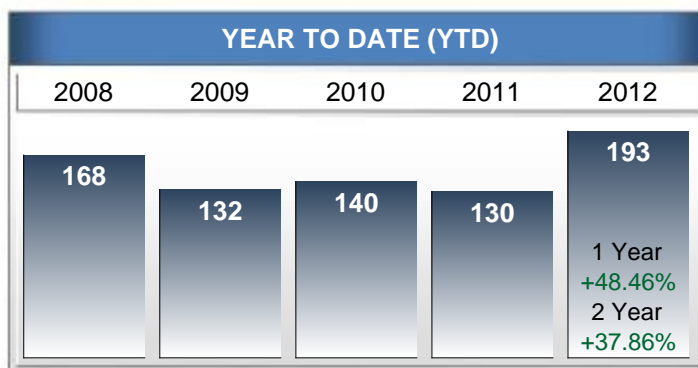
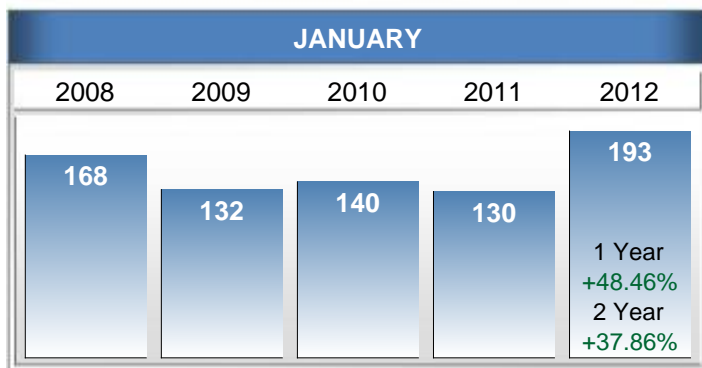
New Listings as of Feb 13, 2012



### New Listings

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



New Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	15	7.77%	15	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$50,000	54	27.98%	48	6	0	0
\$50,001 - \$125,000	50	25.91%	7	34	9	0
\$125,001 - \$200,000	29	15.03%	3	15	10	1
\$200,001 - \$275,000	25	12.95%	1	10	13	1
\$275,001 and up	20	10.36%	2	2	10	6
<b>Total New Listed Units:</b>	<b>193</b>		<b>76</b>	<b>67</b>	<b>42</b>	<b>8</b>
<b>Total New Listed Volume:</b>	<b>26,996,362</b>		<b>4.50M</b>	<b>8.74M</b>	<b>10.34M</b>	<b>3.40M</b>
<b>Average New Listed Listing Price:</b>	<b>\$175,753</b>		<b>\$59,262</b>	<b>\$130,519</b>	<b>\$246,307</b>	<b>\$425,350</b>



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

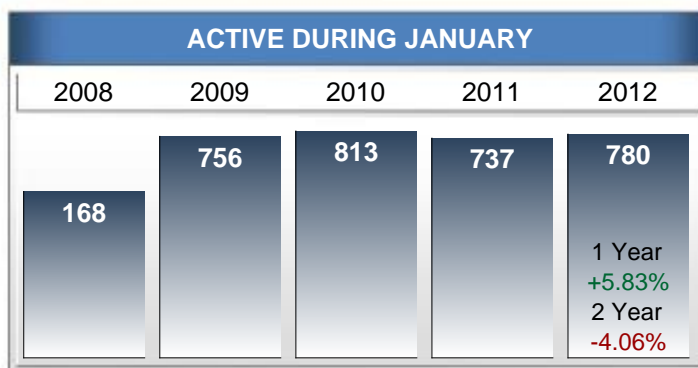
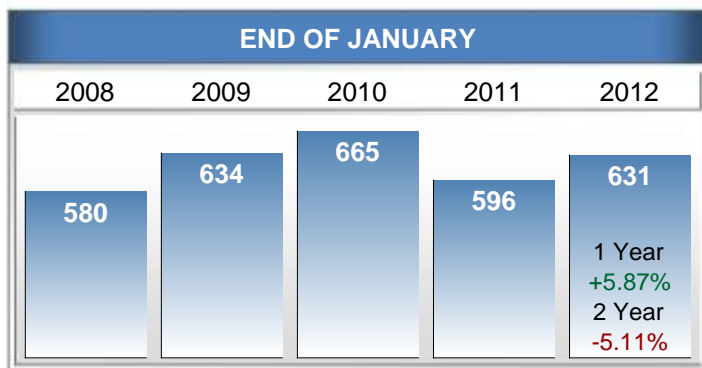
Active Inventory as of Feb 13, 2012



### Active Inventory

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



Active Inventory

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



**5yr JAN AVG = 621**      **3 MONTHS**

**High**  
Oct 2008 = 787

**Low**  
Feb 2011 = 543

*Inventory* this month at **631**, above the 5 yr JAN average of **621**

N	582
O	
V	
D	587
E	0.86%
C	
J	631
A	7.50%
N	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	17	2.69%	86.4	16	1	0	0		
\$20,001 \$40,000	124	19.65%	66.3	113	10	1	0		
\$40,001 \$50,000	43	6.81%	65.1	32	11	0	0		
\$50,001 \$110,000	197	31.22%	81.3	104	77	13	3		
\$110,001 \$180,000	102	16.16%	85.2	11	58	29	4		
\$180,001 \$260,000	85	13.47%	71.0	5	33	43	4		
\$260,001 and up	63	9.98%	72.4	6	10	31	16		
Total Active Inventory by Units:				631	75.8	287	200	117	27
Total Active Inventory by Volume:				86,434,917		21.40M	28.66M	26.21M	10.17M
Average Active Inventory Listing Price:				\$136,981		\$74,564	\$143,281	\$224,012	\$376,648



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

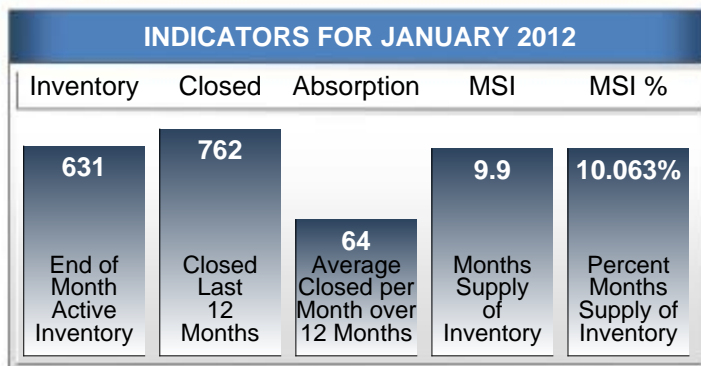
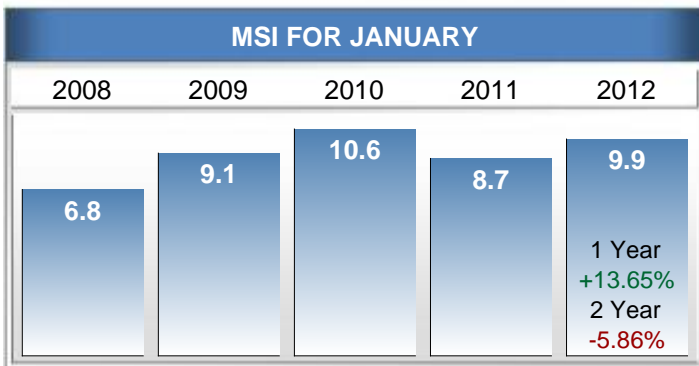
Active Inventory as of Feb 13, 2012



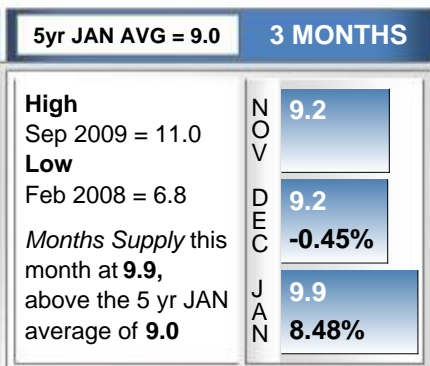
### Months Supply of Inventory

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



**Months Supply**  
 Ready to Buy or Sell Real Estate?  
 Contact an experienced REALTOR



#### 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	17	2.69%	4.4	6.9	0.8	0.0	0.0
\$20,001 \$40,000	124	19.65%	27.6	59.0	4.0	12.0	0.0
\$40,001 \$50,000	43	6.81%	11.2	21.3	5.3	0.0	0.0
\$50,001 \$110,000	197	31.22%	9.4	31.2	4.9	7.4	12.0
\$110,001 \$180,000	102	16.16%	6.5	9.4	7.0	5.0	8.0
\$180,001 \$260,000	85	13.47%	10.4	30.0	13.2	8.1	24.0
\$260,001 and up	63	9.98%	9.7	36.0	10.9	7.3	13.7
MSI:	9.9			27.1	6.0	6.6	13.0
Total Active Inventory:	631			287	200	117	27



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

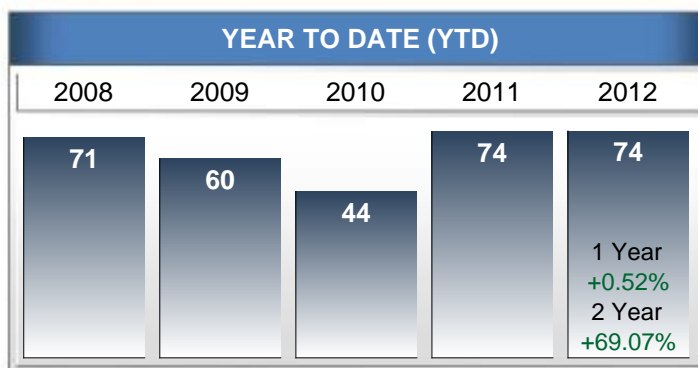
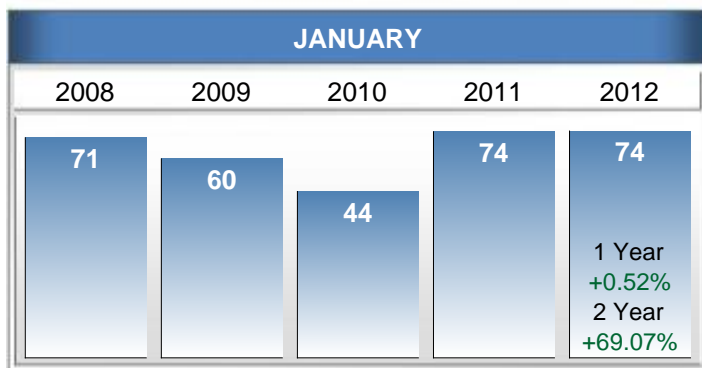
Closed Sales as of Feb 13, 2012



### Average Days on Market to Sale

Report Produced on: Feb 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+
\$10,000 and less	1	2.27%	163.0	0.0	163.0	0.0	0.0
\$10,001 - \$20,000	6	13.64%	71.3	61.4	121.0	0.0	0.0
\$20,001 - \$50,000	6	13.64%	14.8	15.0	14.0	0.0	0.0
\$50,001 - \$110,000	14	31.82%	73.7	97.0	75.3	31.0	0.0
\$110,001 - \$130,000	8	18.18%	70.3	118.0	42.8	112.0	118.0
\$130,001 - \$200,000	2	4.55%	137.0	0.0	0.0	137.0	0.0
\$200,001 and up	7	15.91%	100.6	0.0	58.0	122.0	164.0
Average Closed DOM: 73.9				49.8	69.1	111.9	141.0
Total Closed Units: 44				12	23	7	2
Total Closed Volume: 4,457,921				415.77K	2.20M	1.33M	509.70K



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

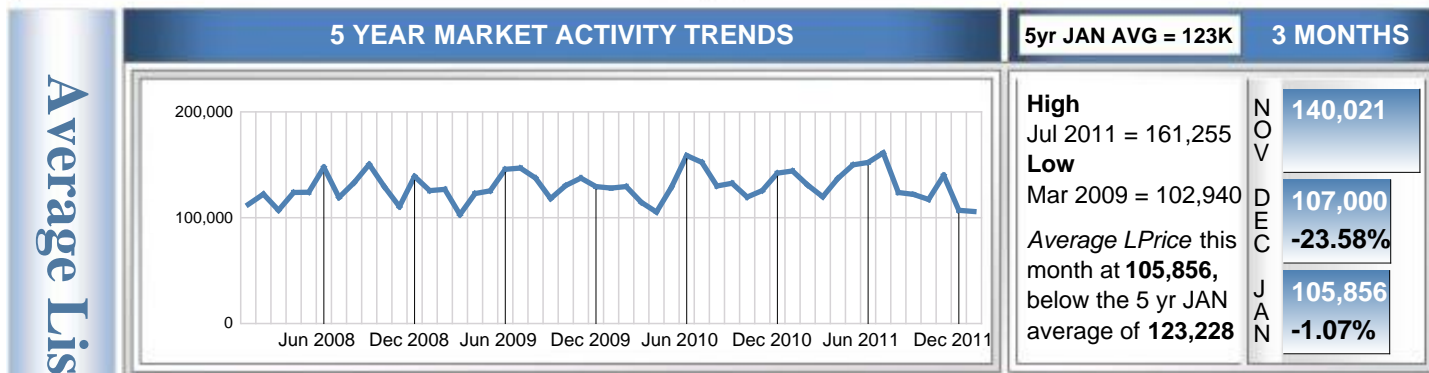
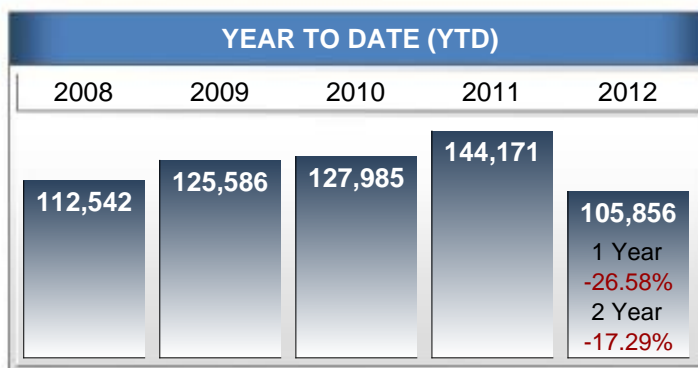
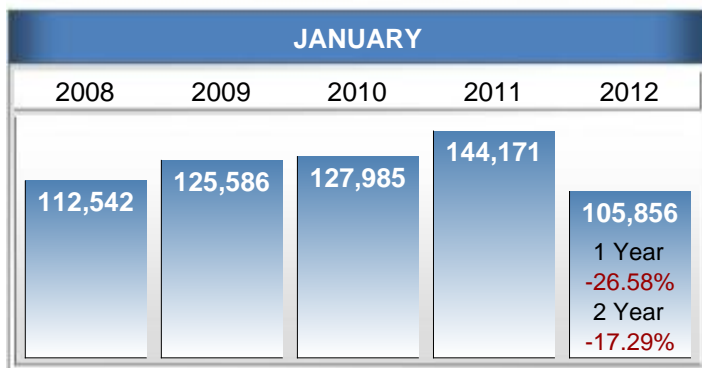
Closed Sales as of Feb 13, 2012



### Average List Price at Closing

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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+
\$10,000 and less	1	2.27%	9,900	0	9,900	0	0
\$10,001 \$20,000	5	11.36%	15,560	15,560	24,098	0	0
\$20,001 \$50,000	7	15.91%	31,200	32,880	29,900	0	0
\$50,001 \$110,000	13	29.55%	72,923	82,500	74,133	89,500	0
\$110,001 \$130,000	7	15.91%	119,968	125,000	125,260	139,500	114,777
\$130,001 \$200,000	4	9.09%	154,350	0	0	169,000	0
\$200,001 and up	7	15.91%	278,058	0	236,835	278,633	400,000
Average List Price:	\$105,856			\$37,475	\$99,578	\$200,414	\$257,389
Total Closed Units:	44			12	23	7	2
Total List Volume:	4,657,681			449.70K	2.29M	1.40M	514.78K





# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

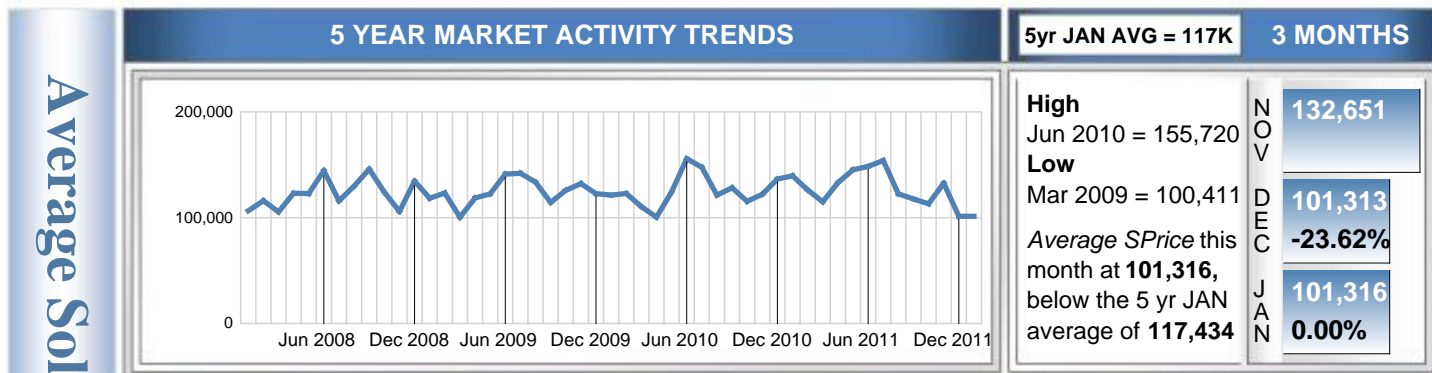
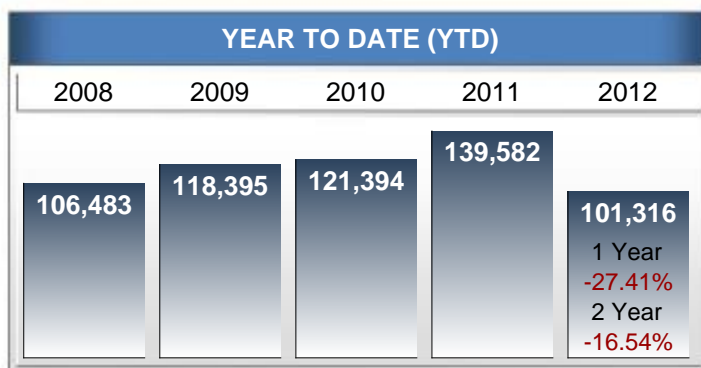
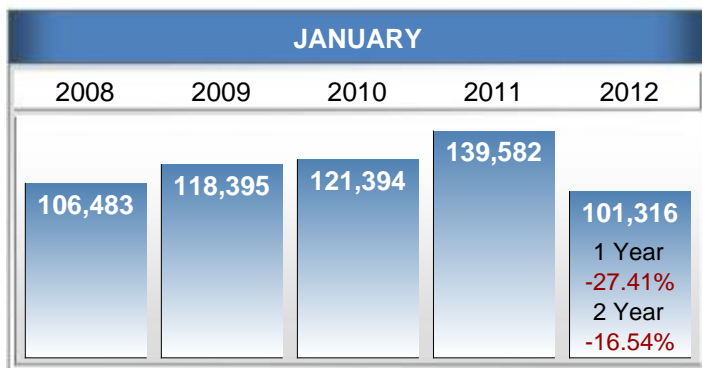
Closed Sales as of Feb 13, 2012



### Average Sold Price at Closing

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



Average Sold Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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+
\$10,000 and less	1		2.27%	8,100	0	8,100	0	0
\$10,001 \$20,000	6		13.64%	13,525	12,250	19,900	0	0
\$20,001 \$50,000	6		13.64%	32,853	33,003	32,100	0	0
\$50,001 \$110,000	14		31.82%	71,739	74,500	70,071	89,000	0
\$110,001 \$130,000	8		18.18%	120,688	115,000	121,600	130,000	112,500
\$130,001 \$200,000	2		4.55%	156,700	0	0	156,700	0
\$200,001 and up	7		15.91%	269,758	0	230,535	266,500	397,200
Average Closed Price:	\$101,316				\$34,647	\$95,676	\$190,271	\$254,850
Total Closed Units:	44				12	23	7	2
Total Closed Volume:	4,457,921				415.77K	2.20M	1.33M	509.70K



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

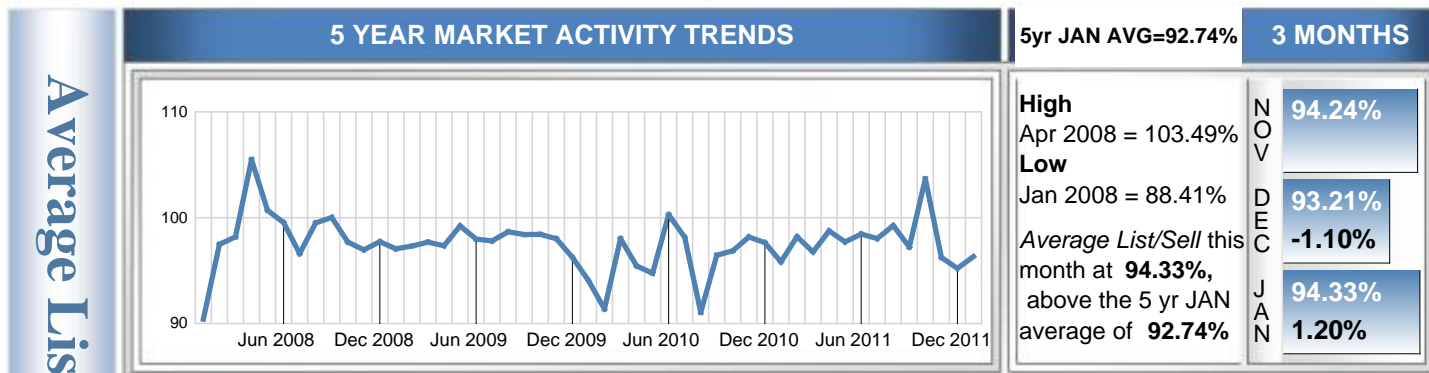
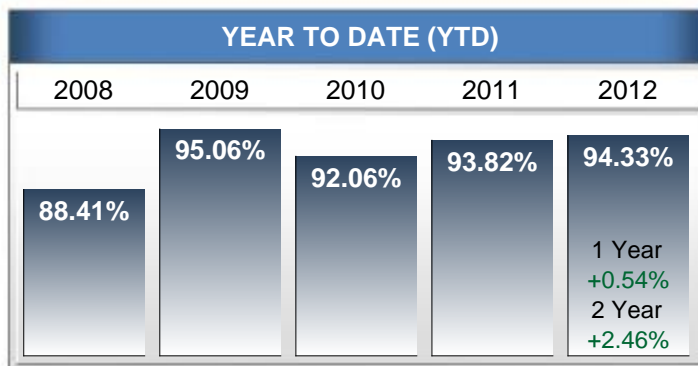
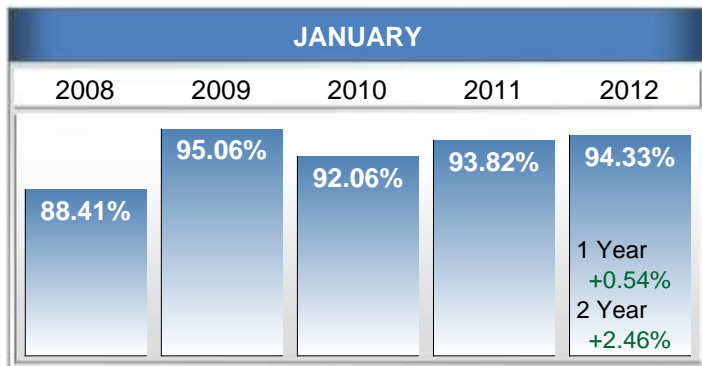
Closed Sales as of Feb 13, 2012



### Average Percent of List Price to Selling Price

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



Average List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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+
\$10,000 and less	1	2.27%	81.82%	0.00%	81.82%	0.00%	0.00%
\$10,001 \$20,000	6	13.64%	81.15%	80.86%	82.58%	0.00%	0.00%
\$20,001 \$50,000	6	13.64%	101.52%	100.35%	107.36%	0.00%	0.00%
\$50,001 \$110,000	14	31.82%	95.72%	90.30%	95.86%	99.44%	0.00%
\$110,001 \$130,000	8	18.18%	96.21%	92.00%	97.30%	93.19%	98.02%
\$130,001 \$200,000	2	4.55%	92.62%	0.00%	0.00%	92.62%	0.00%
\$200,001 and up	7	15.91%	96.81%	0.00%	97.26%	95.53%	99.30%
Average List/Sell Ratio: 94.30%				90.70%	95.67%	94.92%	98.66%
Total Closed Units: 44				12	23	7	2
Total Closed Volume: 4,457,921				415.77K	2.20M	1.33M	509.70K



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## January 2012

Inventory as of Feb 13, 2012



### Market Summary

Report Produced on: Feb 13, 2012

Area Delimited by County Of Washington



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

**Active Inventory** as of January 31, 2012 = **631**

	JANUARY			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	51	44	-13.73%	51	44	-13.73%
Pending Sales	68	67	-1.47%	68	67	-1.47%
New Listings	130	193	48.46%	130	193	48.46%
Average List Price	144,171	105,856	-26.58%	144,171	105,856	-26.58%
Average Sale Price	139,582	101,316	-27.41%	139,582	101,316	-27.41%
Average Percent of List Price to Selling Price	93.82%	94.33%	0.54%	93.82%	94.33%	0.54%
Average Days on Market to Sale	73.53	73.91	0.52%	73.53	73.91	0.52%
Monthly Inventory	596	631	5.87%	596	631	5.87%
Months Supply of Inventory	8.74	9.94	13.65%	8.74	9.94	13.65%

