



July 2012

Area Delimited by County Of Washington

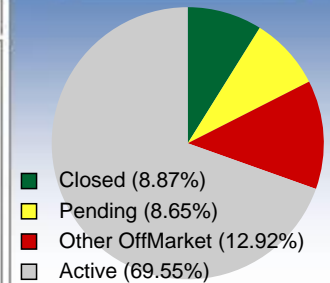


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of July 31, 2012 = **635**

	JULY		
	2011	2012	+/-%
Closed Listings	73	81	10.96%
Pending Listings	84	79	-5.95%
New Listings	151	158	4.64%
Average List Price	161,255	145,752	-9.61%
Average Sale Price	154,032	140,963	-8.48%
Average Percent of List Price to Selling Price	96.03%	96.02%	-0.01%
Average Days on Market to Sale	50.89	49.41	-2.91%
End of Month Inventory	627	635	1.28%
Months Supply of Inventory	9.89	9.58	-3.06%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 13, 2012

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2012 rose **1.28%** to 635 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 **9.58** 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 **8.48%** in July 2012 to \$140,963 versus the previous year at \$154,032.

Average Days on Market Shortens

The average number of **49.41** days that homes spent on the market before selling decreased by 1.48 days or **2.91%** in July 2012 compared to last year's same month at **50.89** DOM.

Sales Success for July 2012 is Positive

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

There were 158 New Listings in July 2012, up **4.64%** from last year at 151. Furthermore, there were 81 Closed Listings this month versus last year at 73, a **10.96%** increase.

Closed versus Listed trends yielded a **51.3%** ratio, up from last year's July 2012 at **48.3%**, a **6.04%** upswing. 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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July 2012

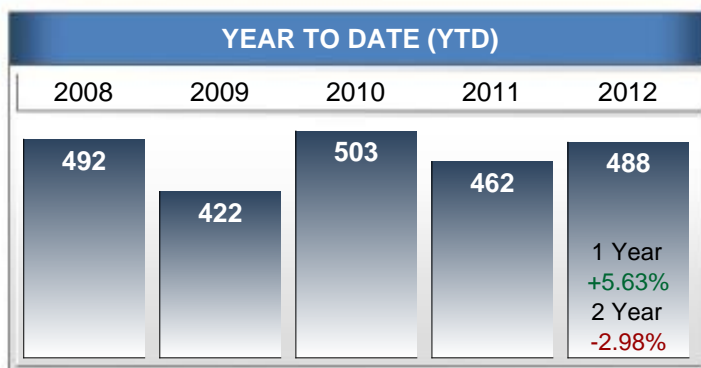
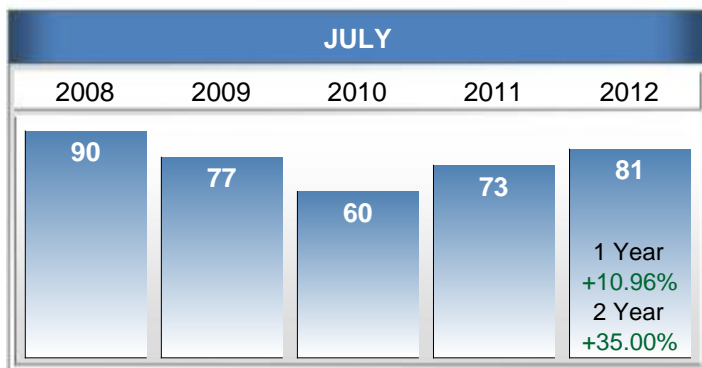
Closed Sales as of Aug 13, 2012



Closed Listings

Report Produced on: Aug 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	8	9.88%	28.5	3	5	0	0		
\$40,001 \$60,000	11	13.58%	42.6	6	4	0	1		
\$60,001 \$90,000	10	12.35%	40.2	0	9	1	0		
\$90,001 \$160,000	21	25.93%	46.6	1	15	5	0		
\$160,001 \$190,000	10	12.35%	25.5	0	6	4	0		
\$190,001 \$240,000	12	14.81%	86.4	0	4	7	1		
\$240,001 and up	9	11.11%	70.2	1	0	5	3		
Total Closed Units:				81	49.4	11	43	22	5
Total Closed Volume:				11,418,000		742.80K	4.78M	4.61M	1.29M
Average Closed Price:				\$140,963		\$67,527	\$111,069	\$209,670	\$257,300



Monthly Inventory Analysis

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July 2012

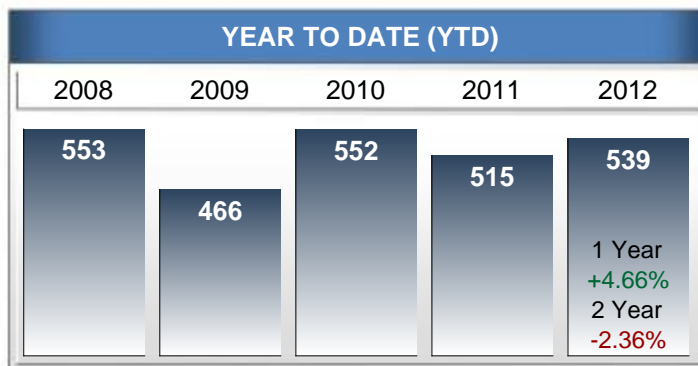
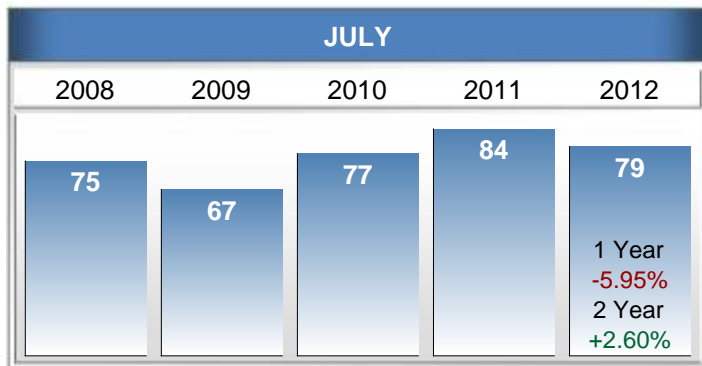
Pending Listings as of Aug 13, 2012



Pending Listings

Report Produced on: Aug 13, 2012

Area Delimited by County Of Washington



Pending Listings
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5yr JUL AVG = 76	3 MONTHS										
High Apr 2010 = 124 Low Nov 2009 = 37 <i>Pending Listing</i> this month at 79 , above the 5 yr JUL average of 76	<table border="1"> <tr> <td>MAY</td> <td>80</td> </tr> <tr> <td>JUN</td> <td>77</td> </tr> <tr> <td colspan="2">-3.75%</td> </tr> <tr> <td>JUL</td> <td>79</td> </tr> <tr> <td colspan="2">2.60%</td> </tr> </table>	MAY	80	JUN	77	-3.75%		JUL	79	2.60%	
MAY	80										
JUN	77										
-3.75%											
JUL	79										
2.60%											

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	7	8.86%	21.7	1	5	1	0	
\$30,001 \$60,000	11	13.92%	45.3	6	5	0	0	
\$60,001 \$80,000	9	11.39%	48.8	2	6	1	0	
\$80,001 \$130,000	22	27.85%	66.7	3	14	4	1	
\$130,001 \$180,000	10	12.66%	36.7	0	7	3	0	
\$180,001 \$240,000	12	15.19%	42.6	1	3	8	0	
\$240,001 and up	8	10.13%	64.5	1	0	6	1	
Total Pending Units: 79 Total Pending Volume: 10,468,060 Average Listing Price: \$101,827				34.7	14	40	23	2
					1.20M	3.94M	4.99M	339.00K
					\$85,683	\$98,508	\$216,922	\$169,500



Monthly Inventory Analysis

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July 2012

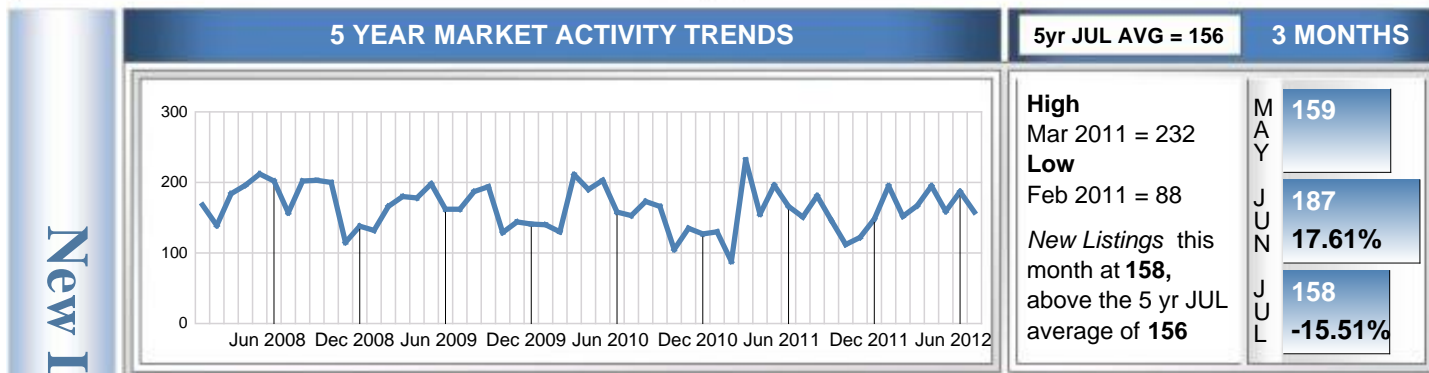
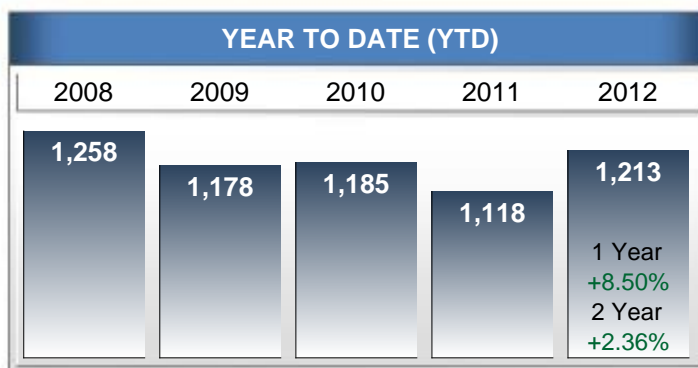
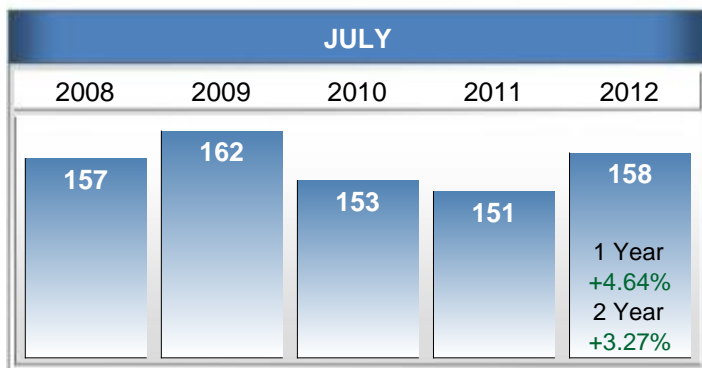
New Listings as of Aug 13, 2012



New Listings

Report Produced on: Aug 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+
\$30,000 and less	12	7.59%	8	3	0	1
\$30,001 - \$60,000	24	15.19%	19	5	0	0
\$60,001 - \$90,000	25	15.82%	11	11	3	0
\$90,001 - \$140,000	37	23.42%	8	22	7	0
\$140,001 - \$190,000	21	13.29%	3	9	9	0
\$190,001 - \$260,000	22	13.92%	3	8	10	1
\$260,001 and up	17	10.76%	1	1	12	3
Total New Listed Units:	158		53	59	41	5
Total New Listed Volume:	22,309,147		4.21M	7.34M	8.75M	2.01M
Average New Listed Listing Price:	\$113,975		\$79,371	\$124,448	\$213,528	\$401,080



Monthly Inventory Analysis

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July 2012

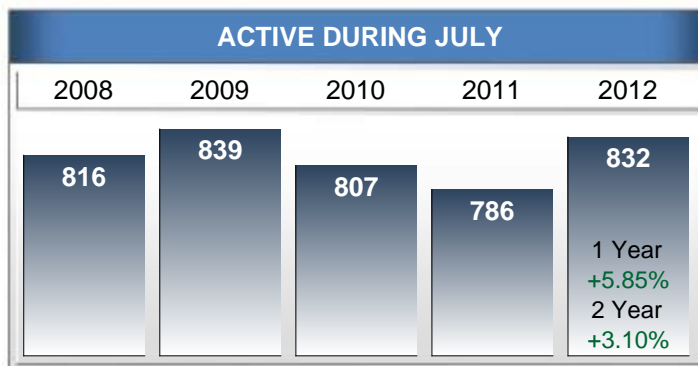
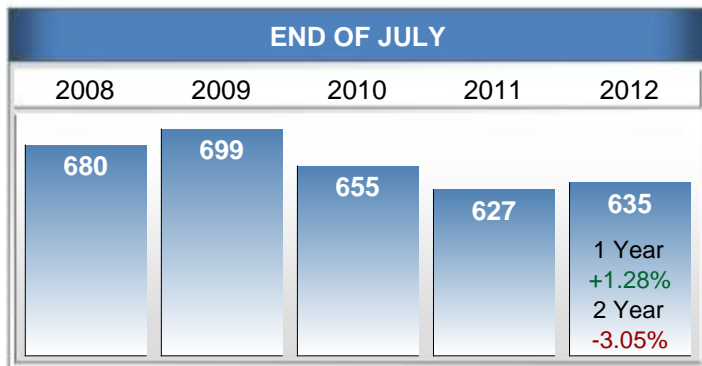
Active Inventory as of Aug 13, 2012



Active Inventory

Report Produced on: Aug 13, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr JUL AVG = 659 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 543

Inventory this month at **635**, below the 5 yr JUL average of **659**

MAY	663
JUN	674
JUL	1.66%
JUL	635
JUL	-5.79%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	13	2.05%	60.3	11	1	1	0
\$20,001 \$50,000	131	20.63%	81.5	115	14	0	2
\$50,001 \$70,000	65	10.24%	88.8	45	17	3	0
\$70,001 \$130,000	187	29.45%	71.3	69	90	27	1
\$130,001 \$190,000	91	14.33%	81.6	8	46	31	6
\$190,001 \$270,000	83	13.07%	79.4	4	32	46	1
\$270,001 and up	65	10.24%	79.8	6	8	34	17
Total Active Inventory by Units:		635	78.4	258	208	142	27
Total Active Inventory by Volume:		91,642,053		21.45M	28.54M	32.41M	9.25M
Average Active Inventory Listing Price:		\$144,318		\$83,121	\$137,195	\$228,249	\$342,554



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2012

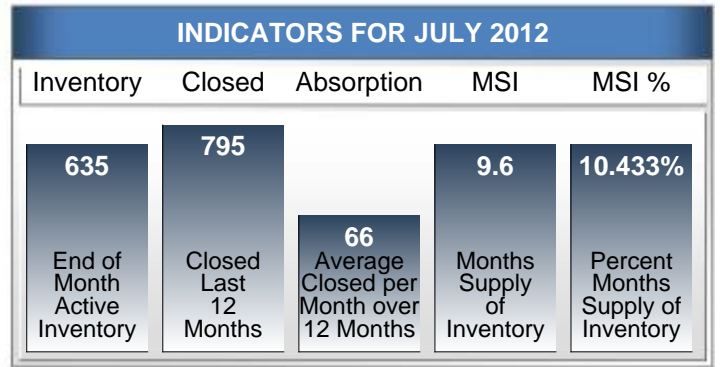
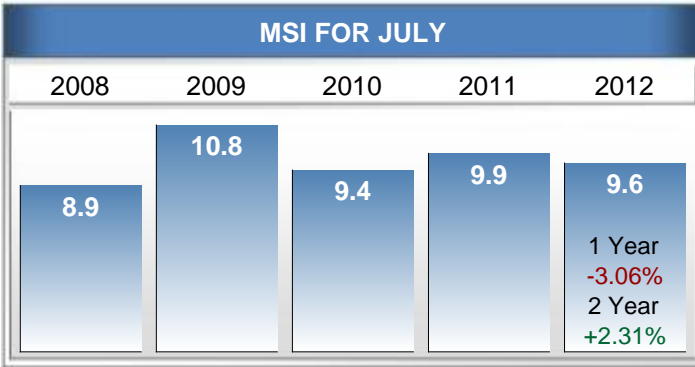
Active Inventory as of Aug 13, 2012



Months Supply of Inventory

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Months Supply
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5yr JUL AVG = 9.7	3 MONTHS
High Sep 2009 = 11.0 Low Feb 2008 = 6.8 <i>Months Supply</i> this month at 9.6 , below the 5 yr JUL average of 9.7	M A Y 10.1 J U N 10.3 1.79% J U L 9.6 -6.73%

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	13		2.05%	3.6	5.3	0.7	12.0	0.0
\$20,001 \$50,000	131		20.63%	15.1	30.0	3.2	0.0	24.0
\$50,001 \$70,000	65		10.24%	8.5	25.7	3.1	7.2	0.0
\$70,001 \$130,000	187		29.45%	9.0	25.9	6.3	7.9	3.0
\$130,001 \$190,000	91		14.33%	7.7	16.0	7.5	6.4	18.0
\$190,001 \$270,000	83		13.07%	10.1	48.0	16.0	8.0	2.4
\$270,001 and up	65		10.24%	11.8	0.0	13.7	9.3	13.6
MSI:		9.6			23.6	6.1	7.6	10.8
Total Active Inventory:		635			258	208	142	27



Monthly Inventory Analysis

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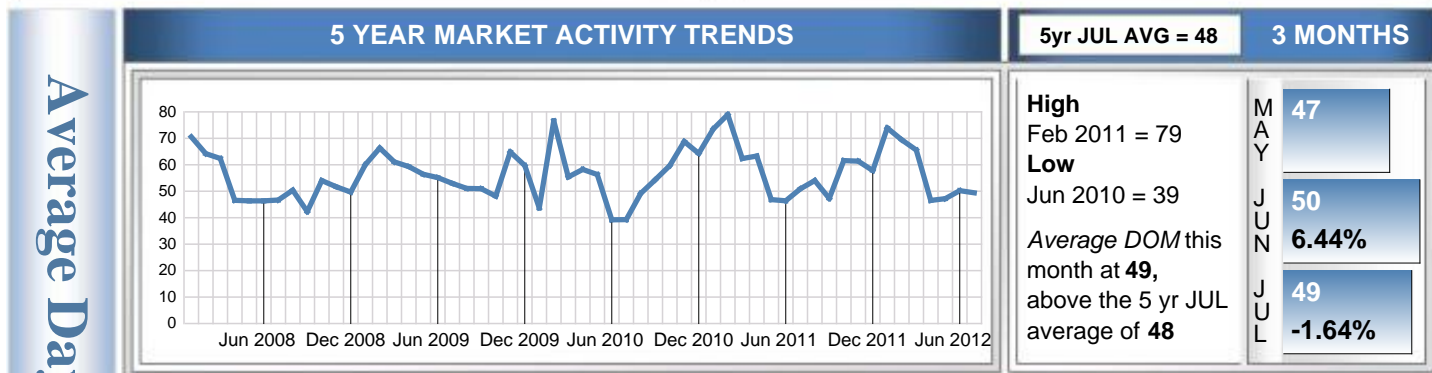
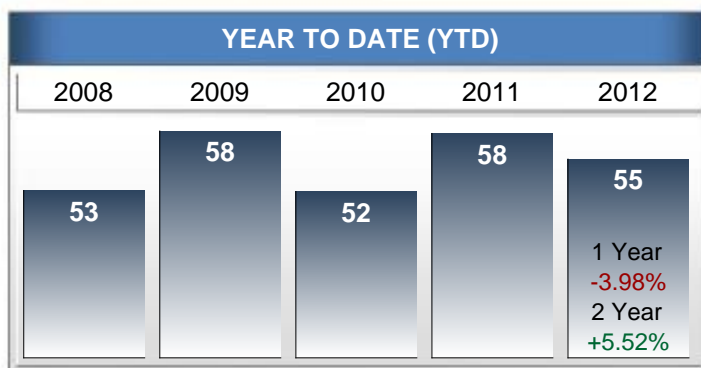
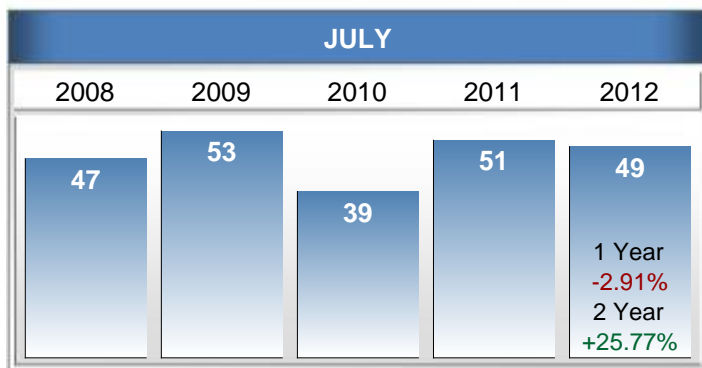
Closed Sales as of Aug 13, 2012



Average Days on Market to Sale

Report Produced on: Aug 13, 2012

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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	8	9.88%	28.5	14.3	37.0	0.0	0.0
\$40,001 - \$60,000	11	13.58%	42.6	50.8	26.5	0.0	58.0
\$60,001 - \$90,000	10	12.35%	40.2	0.0	39.0	51.0	0.0
\$90,001 - \$160,000	21	25.93%	46.6	36.0	41.1	65.2	0.0
\$160,001 - \$190,000	10	12.35%	25.5	0.0	31.5	16.5	0.0
\$190,001 - \$240,000	12	14.81%	86.4	0.0	96.3	74.6	130.0
\$240,001 and up	9	11.11%	70.2	6.0	0.0	89.8	59.0
Average Closed DOM: 49.4				35.5	42.6	64.3	73.0
Total Closed Units: 81				11	43	22	5
Total Closed Volume: 11,418,000				742.80K	4.78M	4.61M	1.29M



Monthly Inventory Analysis

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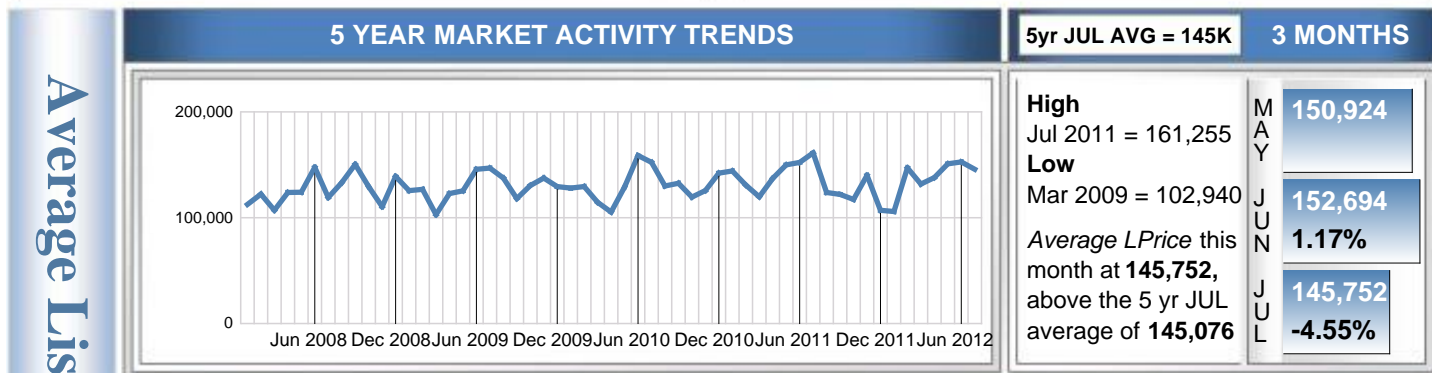
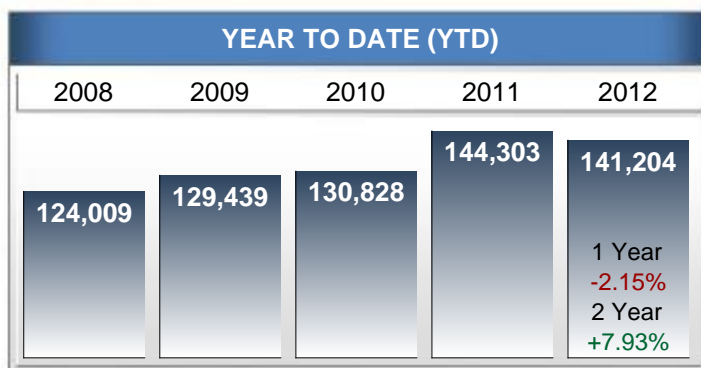
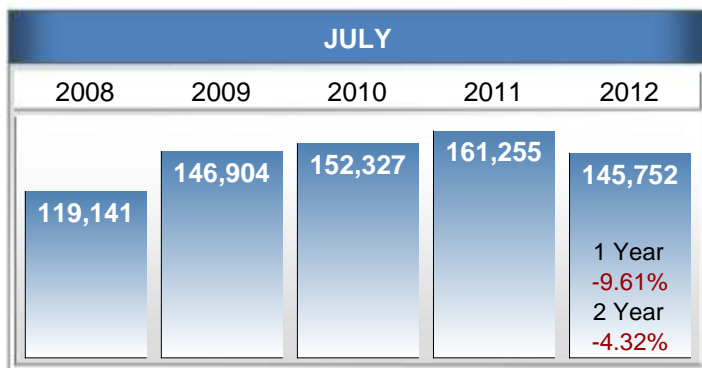
Closed Sales as of Aug 13, 2012



Average List Price at Closing

Report Produced on: Aug 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+
\$40,000 and less	8	9.88%	24,788	27,000	23,460	0	0
\$40,001 \$60,000	11	13.58%	54,018	53,650	55,600	0	49,900
\$60,001 \$90,000	9	11.11%	80,433	0	82,544	81,000	0
\$90,001 \$160,000	22	27.16%	125,956	121,125	127,540	127,360	0
\$160,001 \$190,000	10	12.35%	179,890	0	177,250	183,850	0
\$190,001 \$240,000	12	14.81%	219,583	0	220,875	218,086	224,900
\$240,001 and up	9	11.11%	342,733	258,000	0	352,540	354,633
Average List Price:	\$145,752			\$71,093	\$114,947	\$215,568	\$267,740
Total Closed Units:	81			11	43	22	5
Total List Volume:	11,805,925			782.03K	4.94M	4.74M	1.34M



Monthly Inventory Analysis

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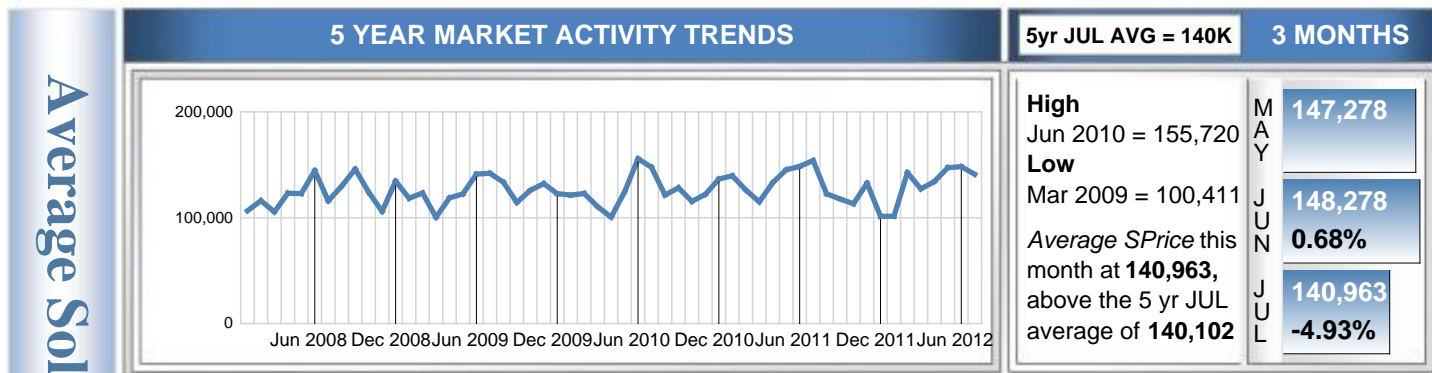
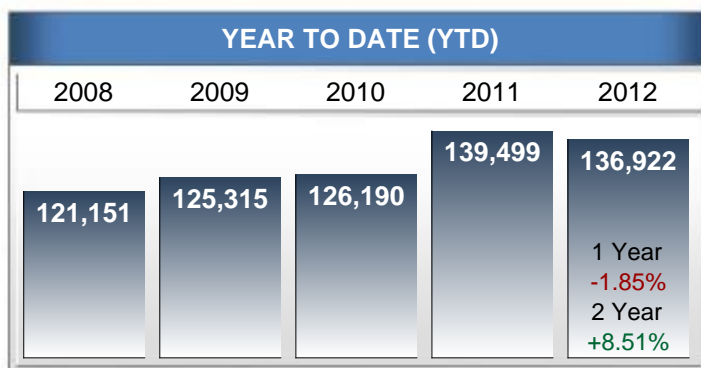
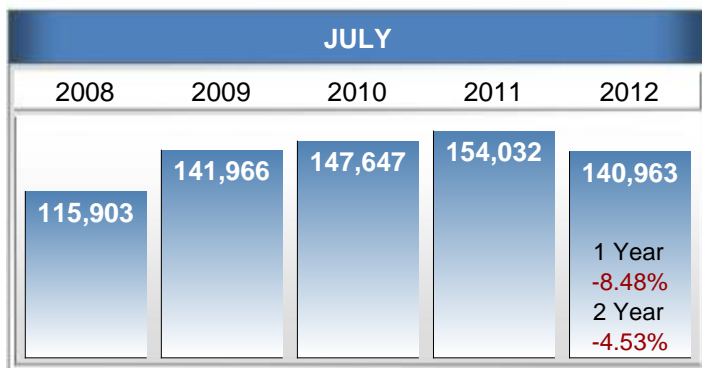
Closed Sales as of Aug 13, 2012



Average Sold Price at Closing

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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	8	9.88%	23,353	25,133	22,285	0	0
\$40,001 \$60,000	11	13.58%	49,573	50,150	50,475	0	42,500
\$60,001 \$90,000	10	12.35%	78,083	0	77,489	83,430	0
\$90,001 \$160,000	21	25.93%	123,971	110,000	125,093	123,400	0
\$160,001 \$190,000	10	12.35%	175,385	0	171,391	181,375	0
\$190,001 \$240,000	12	14.81%	209,158	0	215,125	208,057	193,000
\$240,001 and up	9	11.11%	337,544	256,500	0	346,080	350,333
Average Closed Price:	\$140,963			\$67,527	\$111,069	\$209,670	\$257,300
Total Closed Units:	81			11	43	22	5
Total Closed Volume:	11,418,000			742.80K	4.78M	4.61M	1.29M



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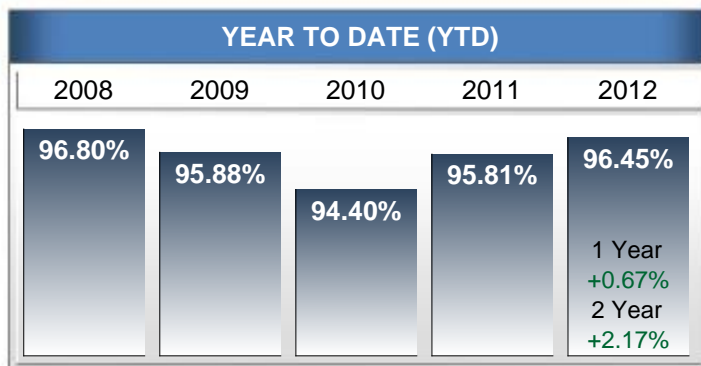
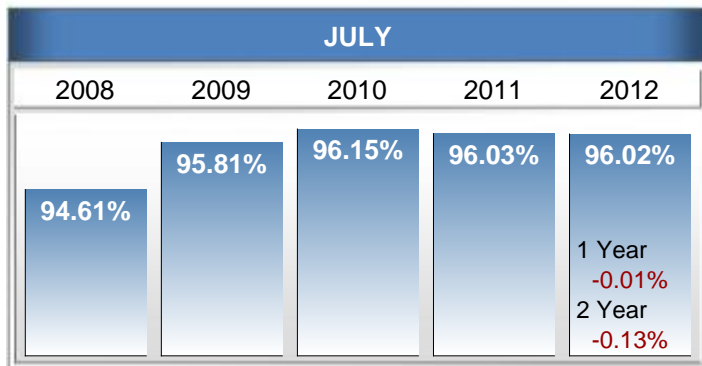
Closed Sales as of Aug 13, 2012



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr JUL AVG=95.73%	3 MONTHS
High Apr 2008 = 103.49%	MAY 97.66%
Low Jan 2008 = 88.41%	JUN 96.50%
Average List/Sell this month at 96.02% , above the 5 yr JUL average of 95.73%	JUL -1.19%
	JUL 96.02%
	JUL -0.49%

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	8	9.88%	96.42%	95.09%	97.22%	0.00%	0.00%
\$40,001 \$60,000	11	13.58%	91.54%	93.02%	90.90%	0.00%	85.17%
\$60,001 \$90,000	10	12.35%	95.19%	0.00%	94.32%	103.00%	0.00%
\$90,001 \$160,000	21	25.93%	97.30%	90.82%	97.98%	96.56%	0.00%
\$160,001 \$190,000	10	12.35%	97.51%	0.00%	96.73%	98.67%	0.00%
\$190,001 \$240,000	12	14.81%	95.36%	0.00%	97.34%	95.60%	85.82%
\$240,001 and up	9	11.11%	98.32%	99.42%	0.00%	97.97%	98.52%
Average List/Sell Ratio: 96.00%				93.97%	96.23%	97.25%	93.31%
Total Closed Units: 81				11	43	22	5
Total Closed Volume: 11,418,000				742.80K	4.78M	4.61M	1.29M



Monthly Inventory Analysis

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July 2012

Inventory as of Aug 13, 2012



Market Summary

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

Active Inventory as of July 31, 2012 = 635

	JULY			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	73	81	10.96%	462	488	5.63%
Pending Sales	84	79	-5.95%	515	539	4.66%
New Listings	151	158	4.64%	1,118	1,213	8.50%
Average List Price	161,255	145,752	-9.61%	144,303	141,204	-2.15%
Average Sale Price	154,032	140,963	-8.48%	139,499	136,922	-1.85%
Average Percent of List Price to Selling Price	96.03%	96.02%	-0.01%	95.81%	96.45%	0.67%
Average Days on Market to Sale	50.89	49.41	-2.91%	57.69	55.40	-3.98%
Monthly Inventory	627	635	1.28%	627	635	1.28%
Months Supply of Inventory	9.89	9.58	-3.06%	9.89	9.58	-3.06%

