



March 2012

Area Delimited by County Of Washington

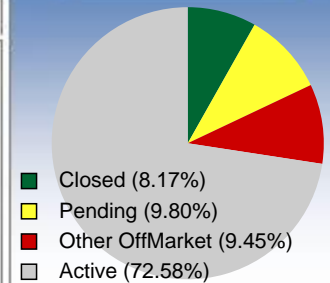


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of March 31, 2012 = **622**

	MARCH		
	2011	2012	+/- %
Closed Listings	51	70	37.25%
Pending Listings	79	84	6.33%
New Listings	232	168	-27.59%
Average List Price	119,778	131,797	10.03%
Average Sale Price	115,044	127,264	10.62%
Average Percent of List Price to Selling Price	94.77%	96.70%	2.04%
Average Days on Market to Sale	62.37	65.59	5.15%
End of Month Inventory	582	622	6.87%
Months Supply of Inventory	8.92	9.41	5.53%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 20, 2012

Data from the **Tulsa MLS**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2012 rose **6.87%** to 622 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 **9.41** 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 **10.62%** in March 2012 to \$127,264 versus the previous year at \$115,044.

Average Days on Market Lengthens

The average number of **65.59** days that homes spent on the market before selling increased by 3.21 days or **5.15%** in March 2012 compared to last year's same month at **62.37** DOM.

Sales Success for March 2012 is Positive

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

There were 168 New Listings in March 2012, down **27.59%** from last year at 232. Furthermore, there were 70 Closed Listings this month versus last year at 51, a **37.25%** increase.

Closed versus Listed trends yielded a **41.7%** ratio, up from last year's March 2012 at **22.0%**, a **89.54%** 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.

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



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

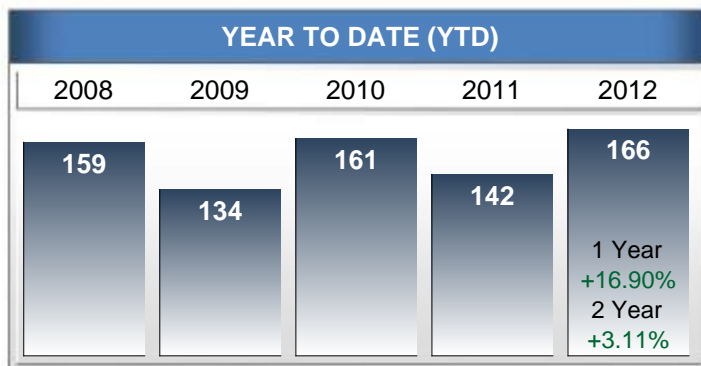
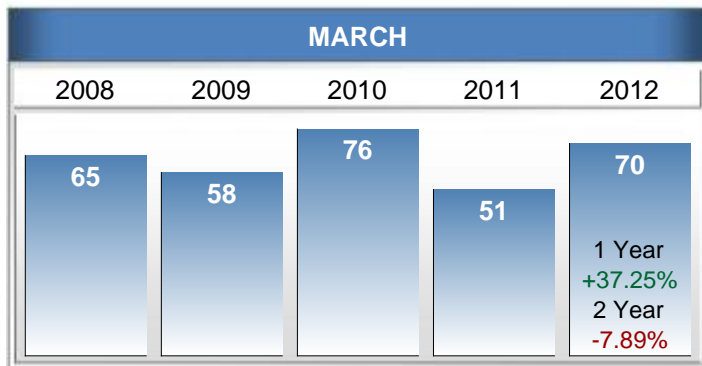
Closed Sales as of Apr 20, 2012



Closed Listings

Report Produced on: Apr 20, 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+
\$50,000 and less	7	10.00%	95.6	3	4	0	0
\$50,001 - \$60,000	3	4.29%	47.7	0	3	0	0
\$60,001 - \$90,000	15	21.43%	44.3	2	9	4	0
\$90,001 - \$130,000	20	28.57%	66.8	4	11	4	1
\$130,001 - \$170,000	9	12.86%	70.9	1	6	1	1
\$170,001 - \$210,000	8	11.43%	62.1	0	4	2	2
\$210,001 and up	8	11.43%	80.5	0	2	6	0
Total Closed Units:	70		65.6	10	39	17	4
Total Closed Volume:	8,908,463			837.48K	4.64M	2.78M	650.50K
Average Closed Price:	\$127,264			\$83,748	\$118,900	\$163,729	\$162,625



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

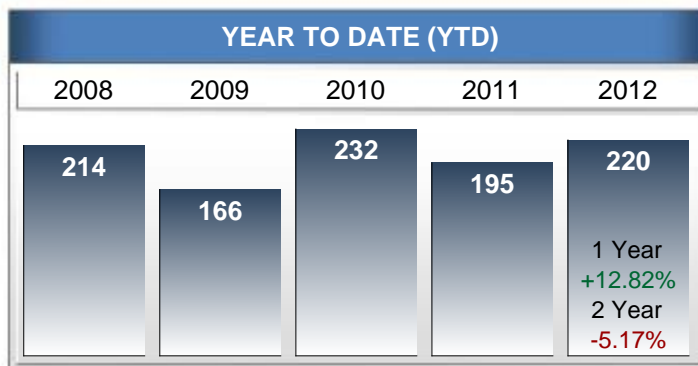
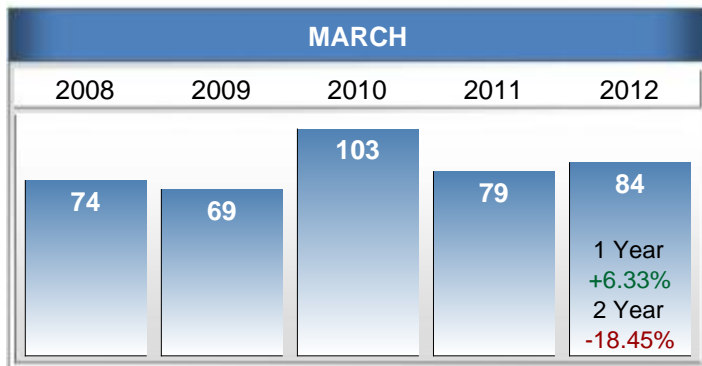
Pending Listings as of Apr 20, 2012



Pending Listings

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



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	3.57%	12.7	1	2	0	0
\$25,001 \$50,000	8	9.52%	60.4	4	4	0	0
\$50,001 \$100,000	16	19.05%	51.1	2	13	1	0
\$100,001 \$125,000	11	13.10%	63.5	0	7	4	0
\$125,001 \$200,000	28	33.33%	53.3	1	12	13	2
\$200,001 \$275,000	9	10.71%	49.1	0	2	7	0
\$275,001 and up	9	10.71%	69.0	0	3	5	1
Total Pending Units:		84	79.8	8	43	30	3
Total Pending Volume:		12,923,648		497.30K	5.89M	5.93M	603.90K
Average Listing Price:		\$150,554		\$62,162	\$136,998	\$197,718	\$201,300

Pending Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

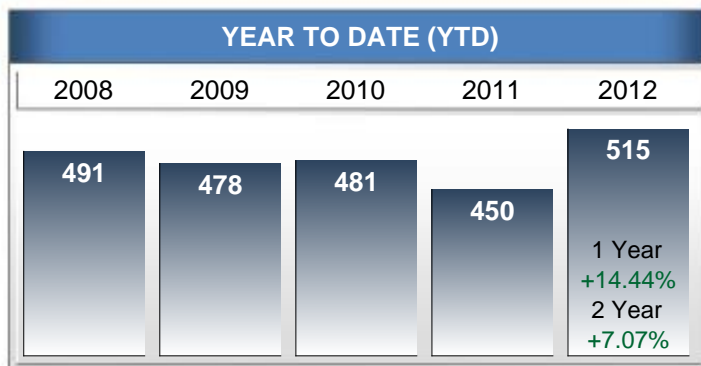
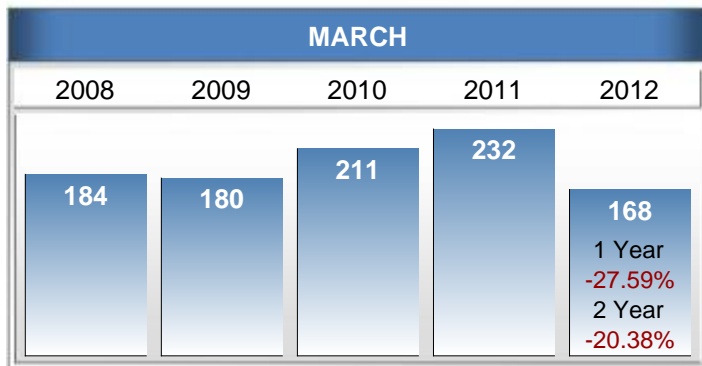
New Listings as of Apr 20, 2012



New Listings

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



New Listings

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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+
\$40,000 and less	14	8.33%	10	4	0	0
\$40,001 - \$70,000	19	11.31%	12	7	0	0
\$70,001 - \$110,000	30	17.86%	8	20	2	0
\$110,001 - \$170,000	42	25.00%	6	24	10	2
\$170,001 - \$220,000	24	14.29%	1	13	10	0
\$220,001 - \$310,000	22	13.10%	0	7	12	3
\$310,001 and up	17	10.12%	1	2	8	6
Total New Listed Units:			38	77	42	11
Total New Listed Volume:			4.54M	12.38M	10.07M	4.33M
Average New Listed Listing Price:			\$119,524	\$160,733	\$239,851	\$393,873



Monthly Inventory Analysis

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March 2012

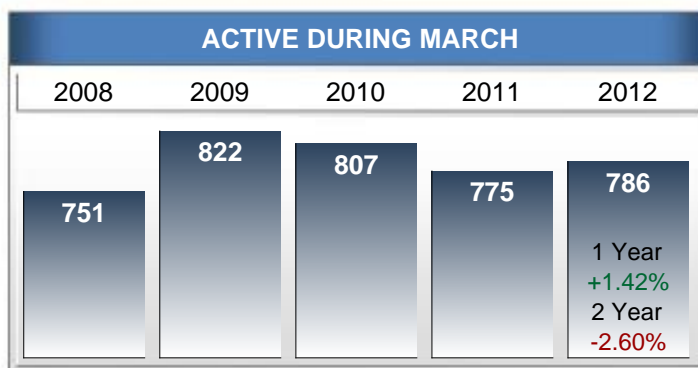
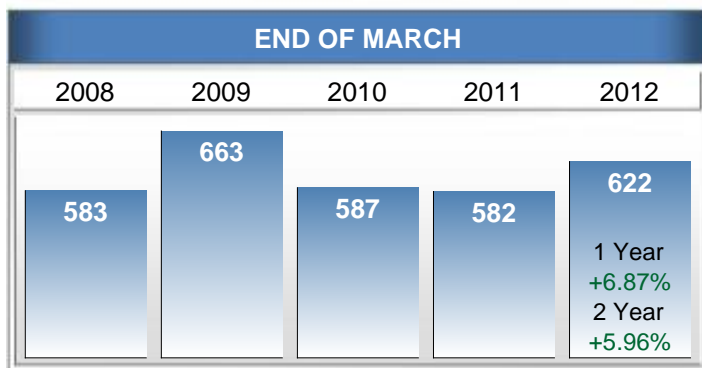
Active Inventory as of Apr 20, 2012



Active Inventory

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



Active Inventory

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5yr MAR AVG = 607 **3 MONTHS**

High
Oct 2008 = 787

Low
Feb 2011 = 543

Inventory this month at **622**, above the 5 yr MAR average of **607**

JAN	646
FEB	618
MAR	622
-4.33%	
0.65%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	10	1.61%	93.4	8	2	0	0
\$20,001 \$40,000	111	17.85%	75.4	101	9	0	1
\$40,001 \$60,000	102	16.40%	87.0	80	21	1	0
\$60,001 \$120,000	153	24.60%	69.1	63	76	12	2
\$120,001 \$200,000	108	17.36%	63.1	12	59	34	3
\$200,001 \$260,000	70	11.25%	72.2	2	26	39	3
\$260,001 and up	68	10.93%	73.1	7	12	29	20
Total Active Inventory by Units:		622	73.3	273	205	115	29
Total Active Inventory by Volume:		92,867,738		22.77M	30.88M	28.24M	10.98M
Average Active Inventory Listing Price:		\$149,305		\$83,390	\$150,623	\$245,571	\$378,748



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

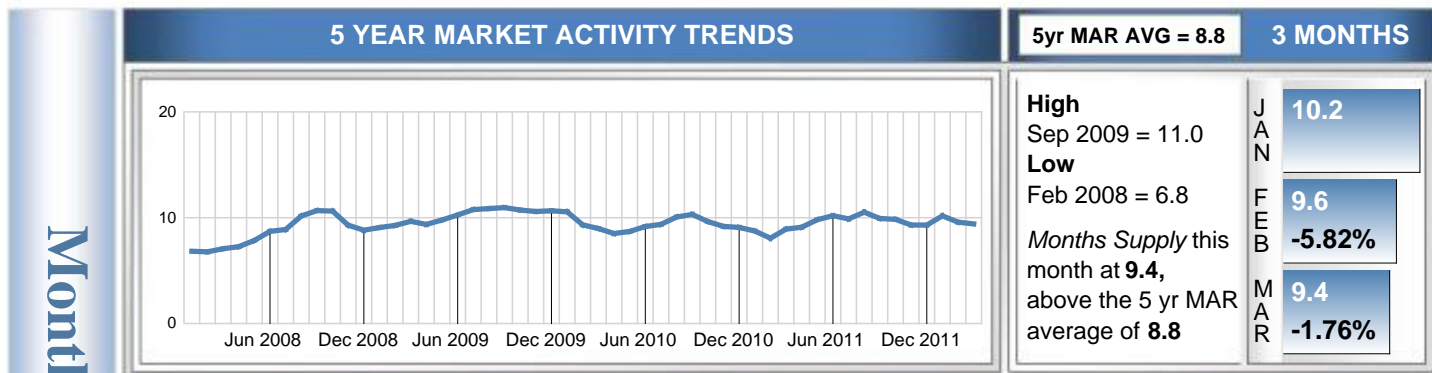
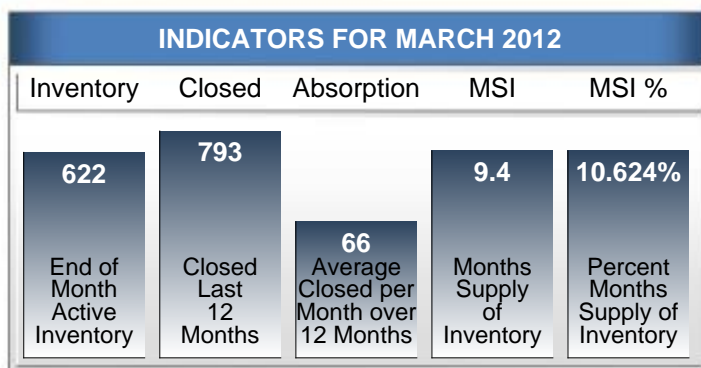
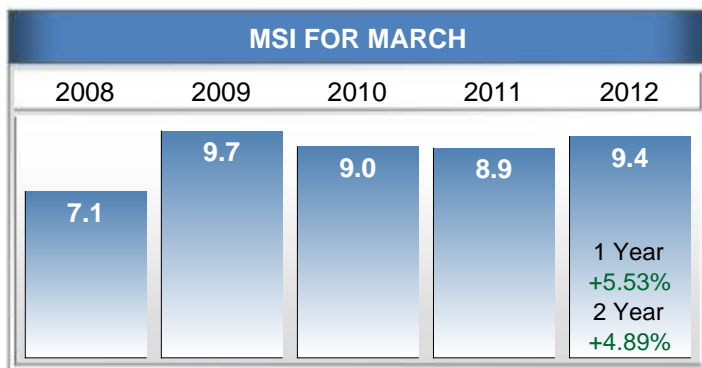
Active Inventory as of Apr 20, 2012



Months Supply of Inventory

Report Produced on: Apr 20, 2012

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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	10	1.61%	2.7	3.6	1.5	0.0	0.0
\$20,001 \$40,000	111	17.85%	25.1	46.6	4.3	0.0	0.0
\$40,001 \$60,000	102	16.40%	14.2	32.0	4.9	2.4	0.0
\$60,001 \$120,000	153	24.60%	7.0	22.9	4.6	5.0	8.0
\$120,001 \$200,000	108	17.36%	6.6	9.0	8.4	4.6	4.5
\$200,001 \$260,000	70	11.25%	11.8	0.0	14.2	10.0	18.0
\$260,001 and up	68	10.93%	10.5	84.0	12.0	6.7	18.5
MSI:			9.4	24.6	6.0	6.1	13.4
Total Active Inventory:			622	273	205	115	29



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

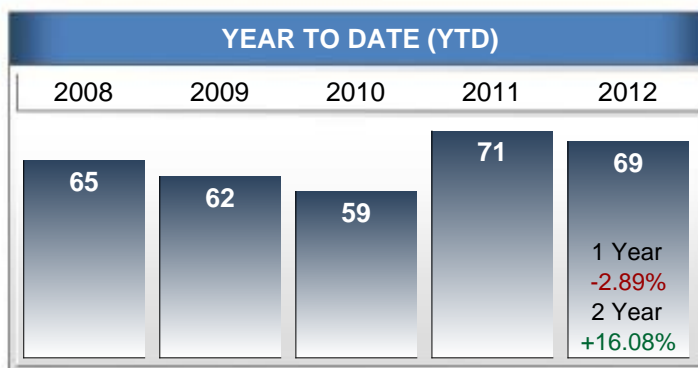
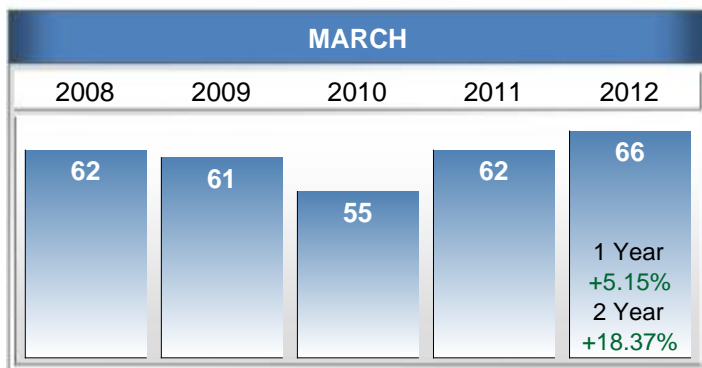
Closed Sales as of Apr 20, 2012



Average Days on Market to Sale

Report Produced on: Apr 20, 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+
\$50,000 and less	7	10.00%	95.6	110.3	84.5	0.0	0.0
\$50,001 - \$60,000	3	4.29%	47.7	0.0	47.7	0.0	0.0
\$60,001 - \$90,000	15	21.43%	44.3	38.0	43.0	50.3	0.0
\$90,001 - \$130,000	20	28.57%	66.8	68.5	76.5	42.3	51.0
\$130,001 - \$170,000	9	12.86%	70.9	55.0	78.0	82.0	33.0
\$170,001 - \$210,000	8	11.43%	62.1	0.0	65.8	29.0	88.0
\$210,001 and up	8	11.43%	80.5	0.0	116.5	68.5	0.0
Average Closed DOM: 65.6				73.6	68.6	54.2	65.0
Total Closed Units: 70				10	39	17	4
Total Closed Volume: 8,908,463				837.48K	4.64M	2.78M	650.50K



Monthly Inventory Analysis

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March 2012

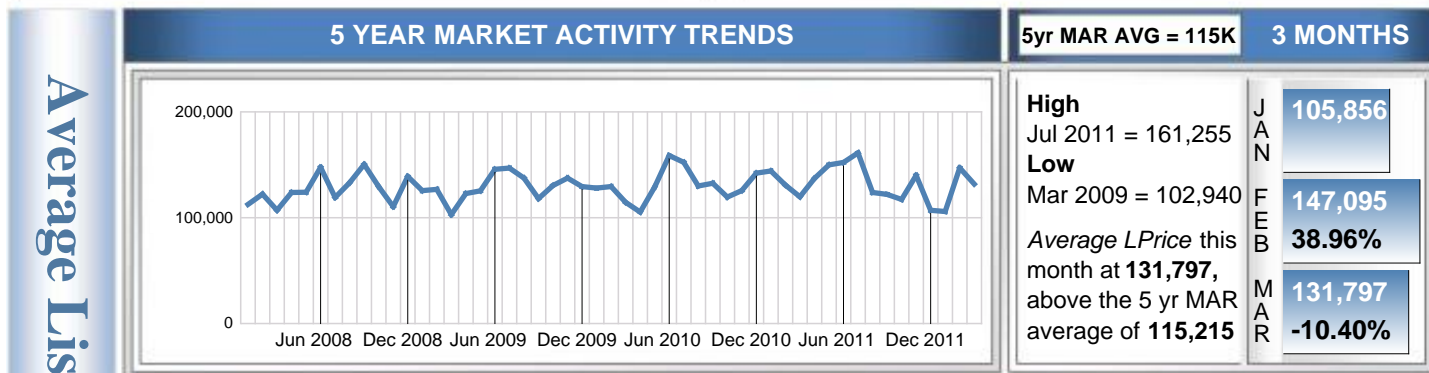
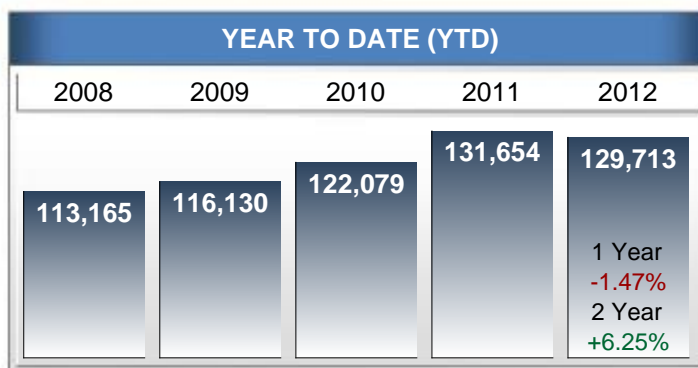
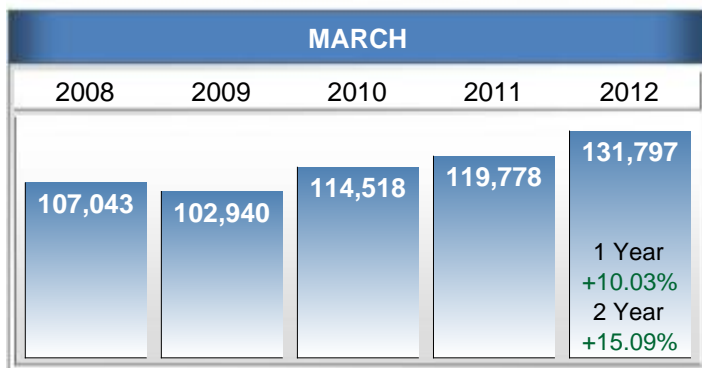
Closed Sales as of Apr 20, 2012



Average List Price at Closing

Report Produced on: Apr 20, 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+
\$50,000 and less	6		8.57%	35,063	33,860	40,950	0	0
\$50,001 - \$60,000	4		5.71%	56,100	0	56,467	0	0
\$60,001 - \$90,000	13		18.57%	75,677	75,700	77,989	80,350	0
\$90,001 - \$130,000	20		28.57%	113,905	118,625	113,809	129,050	129,000
\$130,001 - \$170,000	11		15.71%	145,173	139,900	148,100	149,000	135,000
\$170,001 - \$210,000	6		8.57%	186,100	0	189,050	192,500	205,950
\$210,001 and up	10		14.29%	281,560	0	434,950	251,533	0
Average List Price:	\$131,797				\$86,738	\$123,121	\$169,459	\$168,975
Total Closed Units:	70				10	39	17	4
Total List Volume:	9,225,780				867.38K	4.80M	2.88M	675.90K



Monthly Inventory Analysis

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March 2012

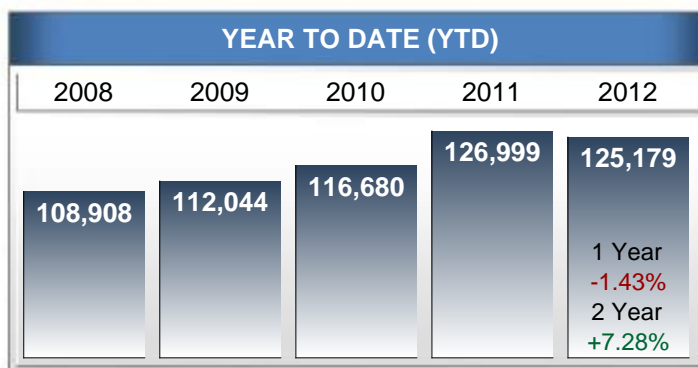
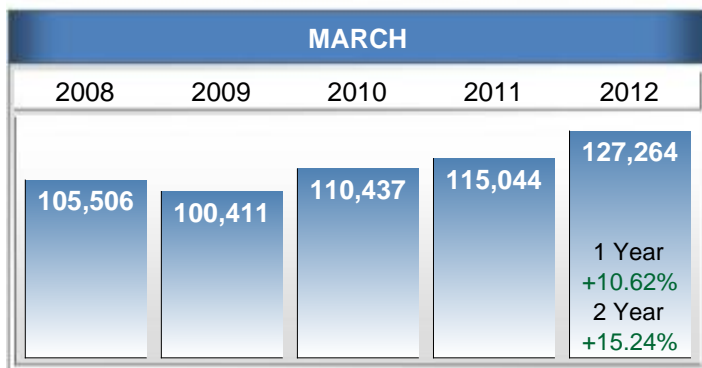
Closed Sales as of Apr 20, 2012



Average Sold Price at Closing

Report Produced on: Apr 20, 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+
\$50,000 and less	7		10.00%	36,092	34,692	37,141	0	0
\$50,001 \$60,000	3		4.29%	54,741	0	54,741	0	0
\$60,001 \$90,000	15		21.43%	74,920	72,200	74,267	77,750	0
\$90,001 \$130,000	20		28.57%	113,420	113,625	110,900	116,500	128,000
\$130,001 \$170,000	9		12.86%	141,856	134,500	144,450	143,000	132,500
\$170,001 \$210,000	8		11.43%	189,350	0	186,325	189,750	195,000
\$210,001 and up	8		11.43%	288,488	0	412,000	247,317	0
Average Closed Price:	\$127,264				\$83,748	\$118,900	\$163,729	\$162,625
Total Closed Units:	70				10	39	17	4
Total Closed Volume:	8,908,463				837.48K	4.64M	2.78M	650.50K



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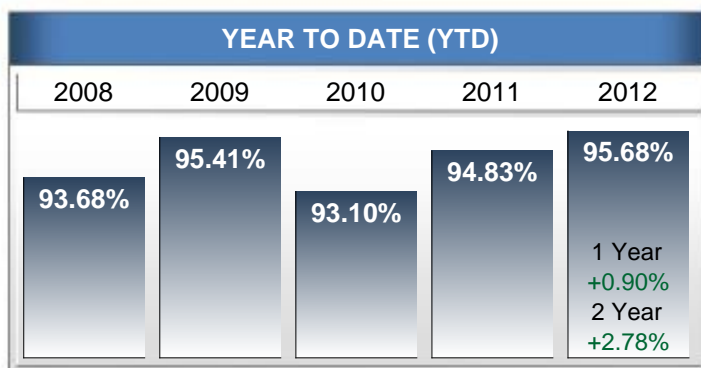
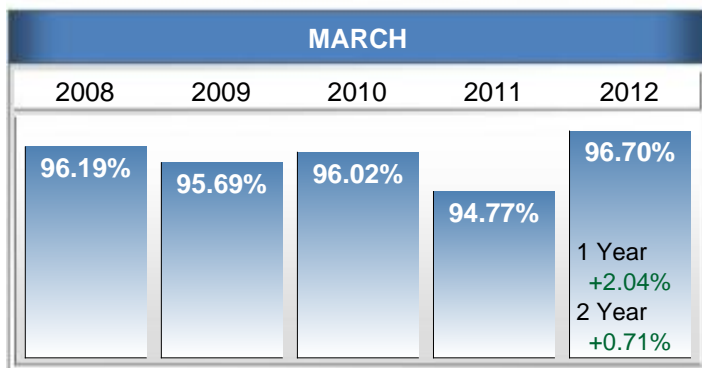
Closed Sales as of Apr 20, 2012



Average Percent of List Price to Selling Price

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	7	10.00%	97.87%	105.86%	91.87%	0.00%	0.00%
\$50,001 \$60,000	3	4.29%	96.88%	0.00%	96.88%	0.00%	0.00%
\$60,001 \$90,000	15	21.43%	95.97%	95.76%	95.38%	97.39%	0.00%
\$90,001 \$130,000	20	28.57%	95.75%	95.58%	97.47%	90.33%	99.22%
\$130,001 \$170,000	9	12.86%	97.32%	96.14%	97.60%	95.97%	98.15%
\$170,001 \$210,000	8	11.43%	97.72%	0.00%	98.64%	98.57%	95.05%
\$210,001 and up	8	11.43%	97.63%	0.00%	95.58%	98.32%	0.00%
Average List/Sell Ratio: 96.70%				98.75%	96.41%	96.11%	96.87%
Total Closed Units: 70				10	39	17	4
Total Closed Volume: 8,908,463				837.48K	4.64M	2.78M	650.50K



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

Inventory as of Apr 20, 2012



Market Summary

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

Active Inventory as of March 31, 2012 = **622**

	MARCH			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	51	70	37.25%	142	166	16.90%
Pending Sales	79	84	6.33%	195	220	12.82%
New Listings	232	168	-27.59%	450	515	14.44%
Average List Price	119,778	131,797	10.03%	131,654	129,713	-1.47%
Average Sale Price	115,044	127,264	10.62%	126,999	125,179	-1.43%
Average Percent of List Price to Selling Price	94.77%	96.70%	2.04%	94.83%	95.68%	0.90%
Average Days on Market to Sale	62.37	65.59	5.15%	71.06	69.00	-2.89%
Monthly Inventory	582	622	6.87%	582	622	6.87%
Months Supply of Inventory	8.92	9.41	5.53%	8.92	9.41	5.53%

