



March 2012

Area Delimited by County Of Washington

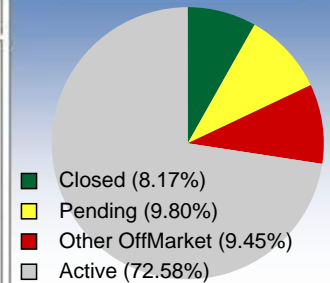


Absorption: Last 12 months, an Average of **66** Sales/Month

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%
Median List Price	89,900	118,900	32.26%
Median Sale Price	88,000	113,500	28.98%
Median Percent of List Price to Selling Price	96.84%	97.99%	1.19%
Median Days on Market to Sale	46.00	52.00	13.04%
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.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **28.98%** in March 2012 to \$113,500 versus the previous year at \$88,000.

Median Days on Market Lengthens

The median number of **52.00** days that homes spent on the market before selling increased by 6.00 days or **13.04%** in March 2012 compared to last year's same month at **46.00** DOM.

Sales Success for March 2012 is Positive

Overall, with Median 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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Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

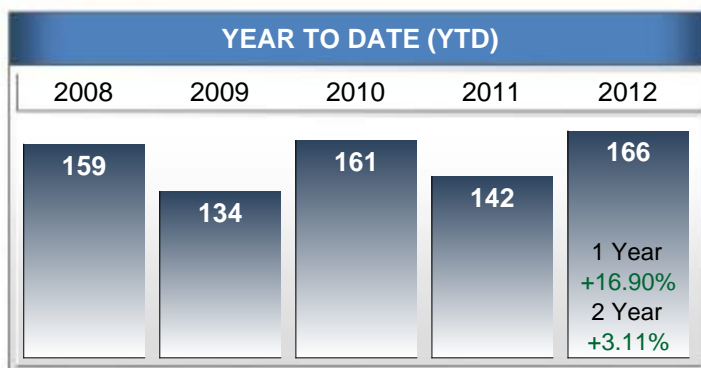
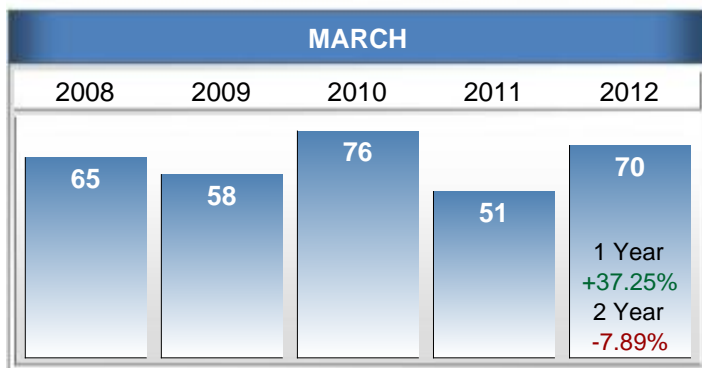
Closed Sales as of Apr 20, 2012



Closed Listings

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	10.00%	117.0	3	4	0	0
\$50,001 - \$60,000	3	4.29%	52.0	0	3	0	0
\$60,001 - \$90,000	15	21.43%	34.0	2	9	4	0
\$90,001 - \$130,000	20	28.57%	64.0	4	11	4	1
\$130,001 - \$170,000	9	12.86%	55.0	1	6	1	1
\$170,001 - \$210,000	8	11.43%	47.5	0	4	2	2
\$210,001 and up	8	11.43%	79.0	0	2	6	0
Total Closed Units:	70		52.0	10	39	17	4
Total Closed Volume:	8,908,463			837.48K	4.64M	2.78M	650.50K
Median Closed Price:	\$113,500			\$86,000	\$105,000	\$143,000	\$158,750

Closed Listings

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Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

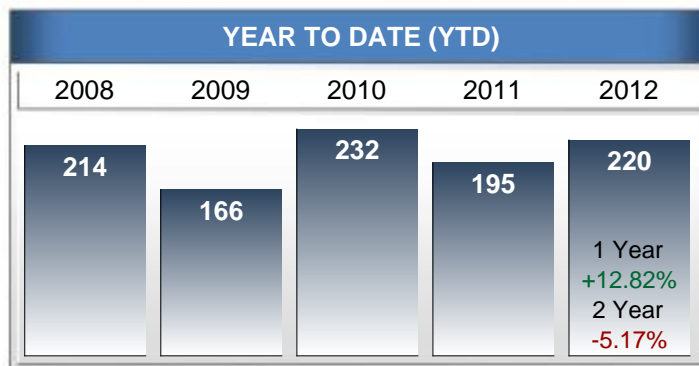
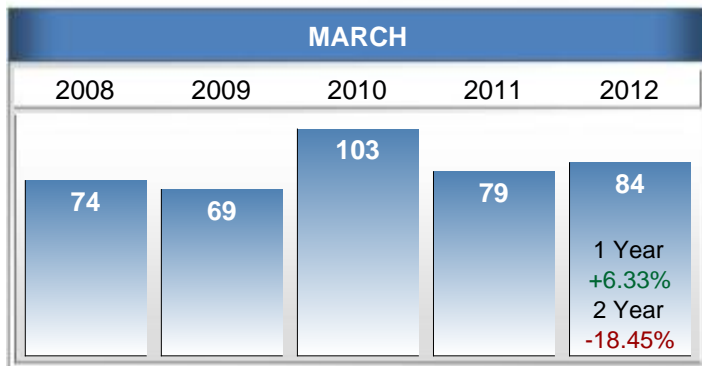
Pending Listings as of Apr 20, 2012



Pending Listings

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	5	5.95%	16.0	2	3	0	0
\$30,001 - \$60,000	10	11.90%	83.0	4	6	0	0
\$60,001 - \$110,000	15	17.86%	35.0	1	11	3	0
\$110,001 - \$140,000	22	26.19%	54.0	0	13	7	2
\$140,001 - \$200,000	14	16.67%	21.5	1	5	8	0
\$200,001 - \$280,000	9	10.71%	39.0	0	2	7	0
\$280,001 and up	9	10.71%	79.0	0	3	5	1
Total Pending Units:	84		48.0	8	43	30	3
Total Pending Volume:	12,923,648			497.30K	5.89M	5.93M	603.90K
Median Listing Price:	\$129,900			\$42,000	\$117,900	\$185,700	\$135,000



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

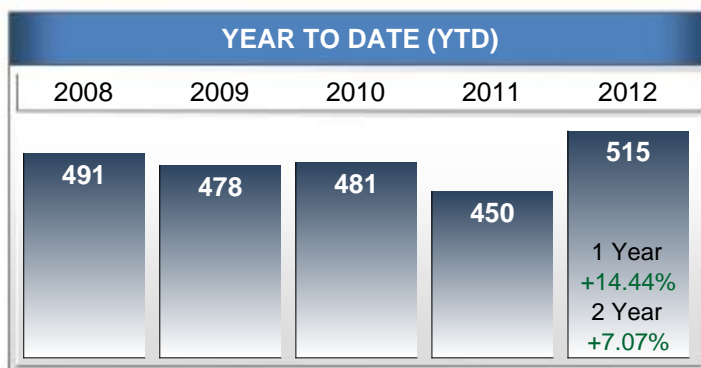
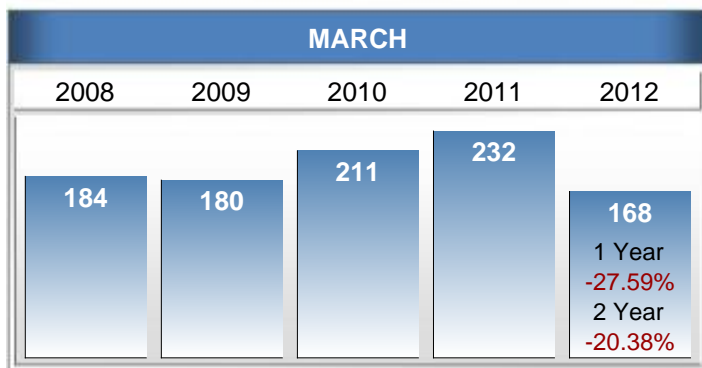
New Listings as of Apr 20, 2012



New Listings

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



New Listings

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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
Median New Listed Listing Price:			\$62,450	\$119,900	\$219,450	\$325,000



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

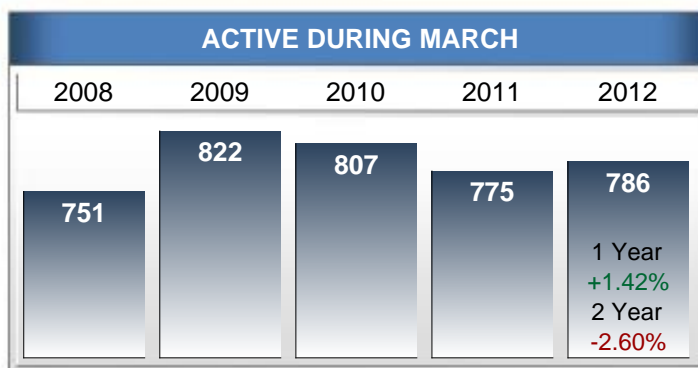
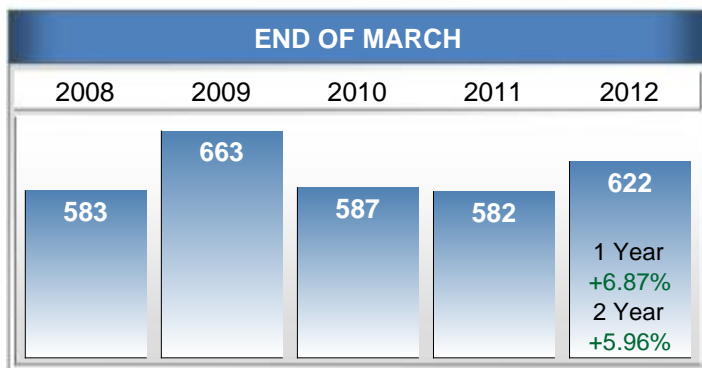
Active Inventory as of Apr 20, 2012



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	10	1.61%	82.5	8	2	0	0	
\$20,001 - \$40,000	111	17.85%	66.0	101	9	0	1	
\$40,001 - \$60,000	102	16.40%	92.0	80	21	1	0	
\$60,001 - \$120,000	153	24.60%	61.0	63	76	12	2	
\$120,001 - \$200,000	108	17.36%	52.0	12	59	34	3	
\$200,001 - \$260,000	70	11.25%	73.5	2	26	39	3	
\$260,001 and up	68	10.93%	61.5	7	12	29	20	
Total Active Inventory by Units:			622	66.0	273	205	115	29
Total Active Inventory by Volume:			92,867,738		22.77M	30.88M	28.24M	10.98M
Median Active Inventory Listing Price:			\$85,000		\$50,000	\$116,000	\$225,000	\$325,000



Monthly Inventory Analysis

Data from the **Tulsa MLS**

March 2012

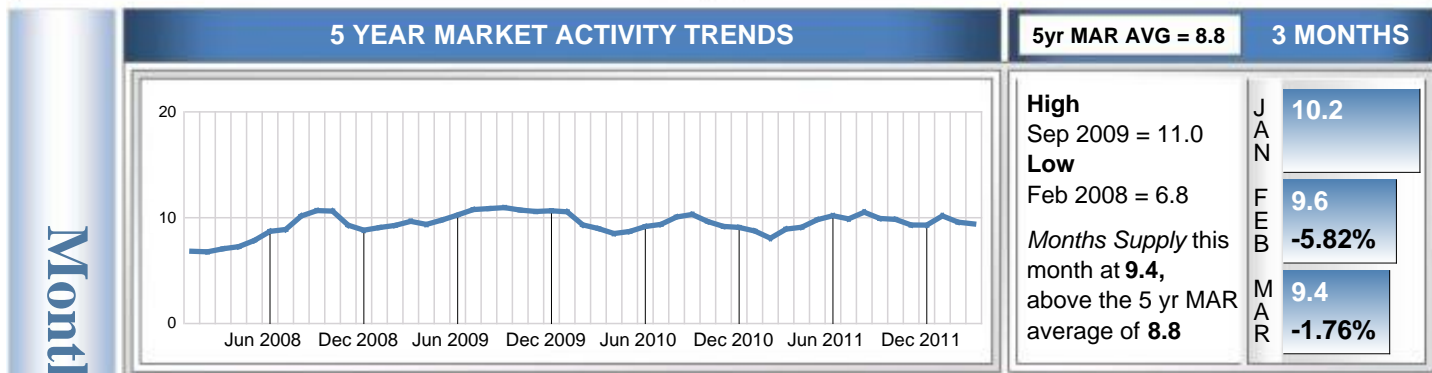
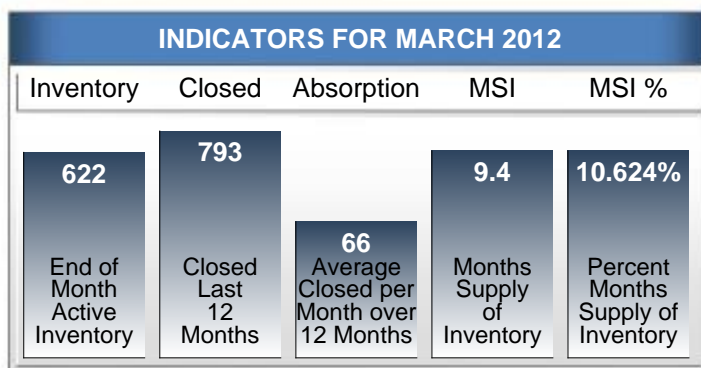
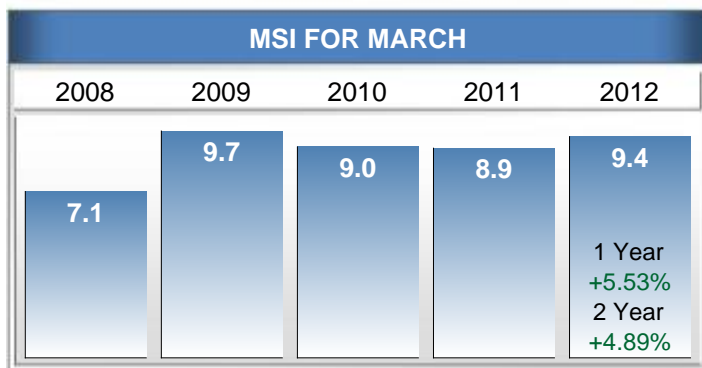
Active Inventory as of Apr 20, 2012



Months Supply of Inventory

Report Produced on: Apr 20, 2012

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	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

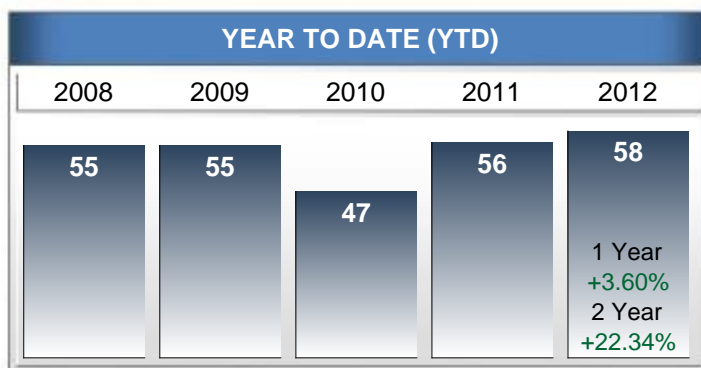
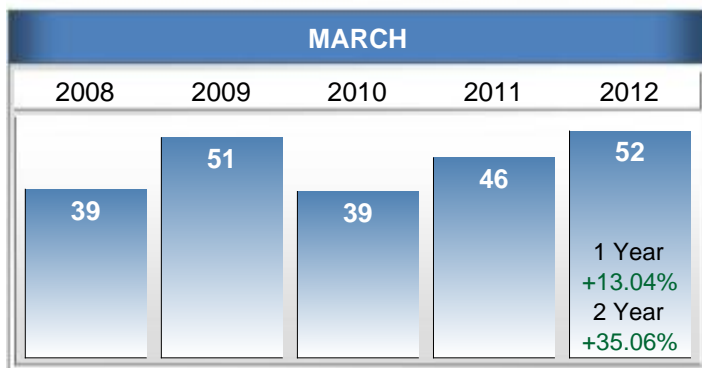
Closed Sales as of Apr 20, 2012



Median Days on Market to Sale

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



Median Days on Market
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR



5yr MAR AVG = 45 **3 MONTHS**

High
Jan 2012 = 87

Low
Jul 2010 = 21

Median DOM this month at **52**, above the 5 yr MAR average of **45**

JAN	87
FEB	58 -32.95%
MAR	52 -10.34%

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	10.00%	117.0	135.0	87.0	0.0	0.0
\$50,001 \$60,000	3	4.29%	52.0	0.0	52.0	0.0	0.0
\$60,001 \$90,000	15	21.43%	34.0	38.0	48.0	32.5	0.0
\$90,001 \$130,000	20	28.57%	64.0	66.0	76.0	43.0	51.0
\$130,001 \$170,000	9	12.86%	55.0	55.0	55.5	82.0	33.0
\$170,001 \$210,000	8	11.43%	47.5	0.0	41.5	29.0	88.0
\$210,001 and up	8	11.43%	79.0	0.0	116.5	55.5	0.0
Median Closed DOM:	52.0			66.0	57.0	46.0	50.0
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

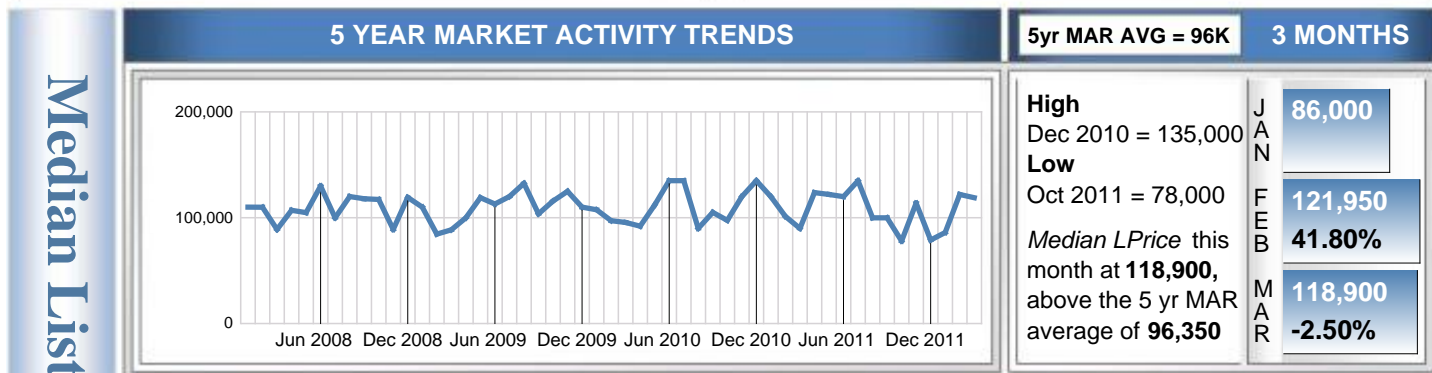
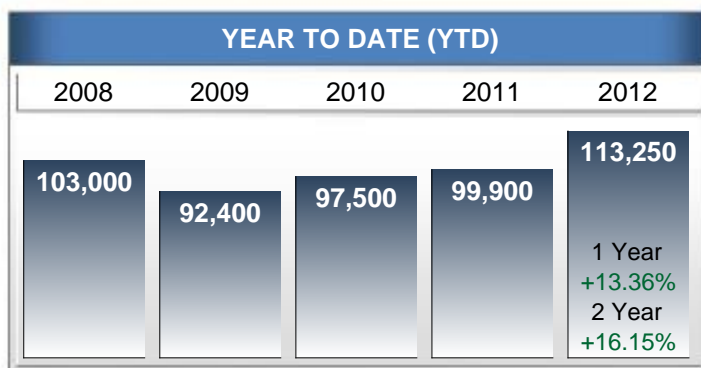
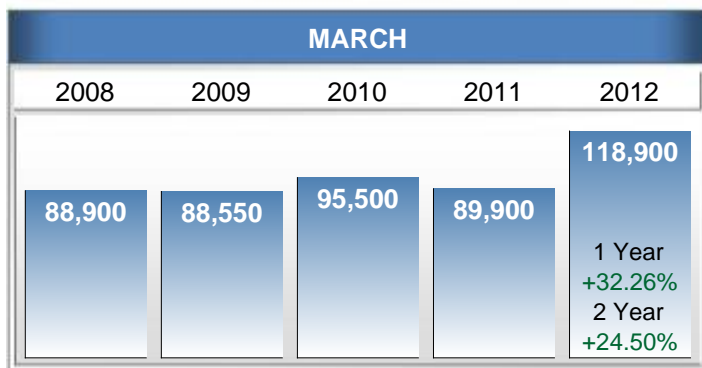
Closed Sales as of Apr 20, 2012



Median List Price at Closing

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	6		8.57%	37,400	29,900	44,900	0	0
\$50,001 - \$60,000	4		5.71%	55,950	0	55,950	0	0
\$60,001 - \$90,000	13		18.57%	76,900	75,700	78,400	72,500	0
\$90,001 - \$130,000	20		28.57%	114,750	119,250	113,950	111,900	129,000
\$130,001 - \$170,000	11		15.71%	139,900	139,900	149,900	144,900	135,000
\$170,001 - \$210,000	6		8.57%	185,950	0	179,900	192,500	186,900
\$210,001 and up	10		14.29%	230,650	0	219,900	246,950	225,000
Median List Price:		\$118,900			\$94,750	\$109,000	\$149,000	\$160,950
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

Data from the **Tulsa MLS**

March 2012

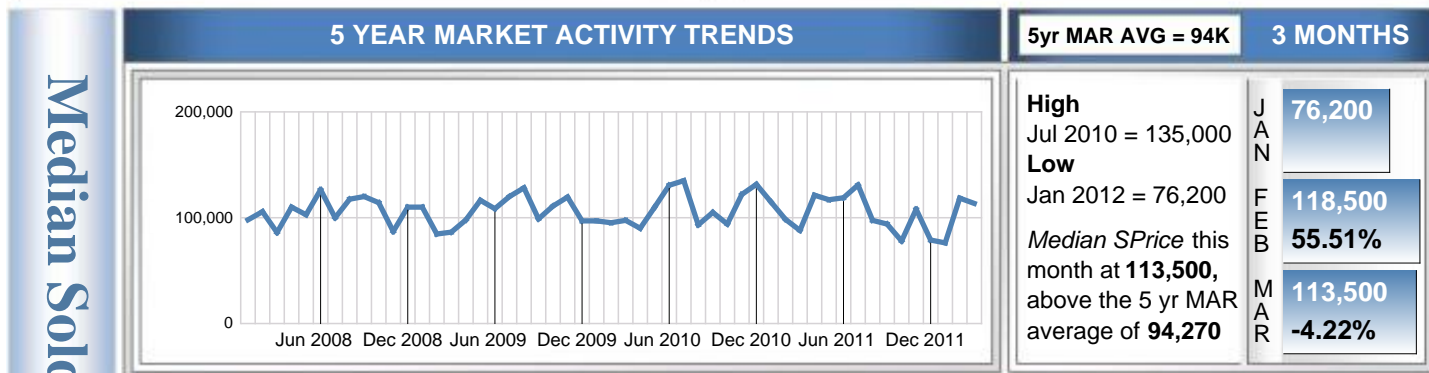
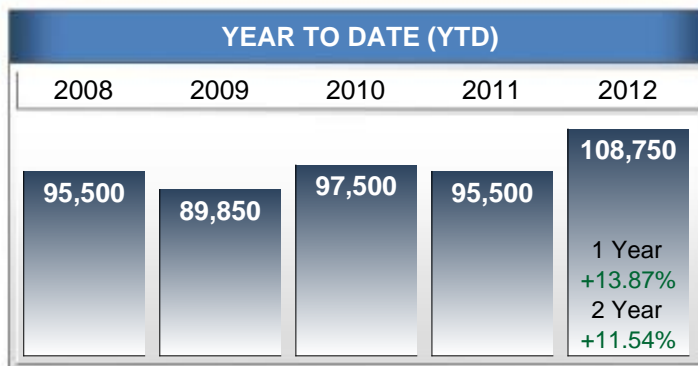
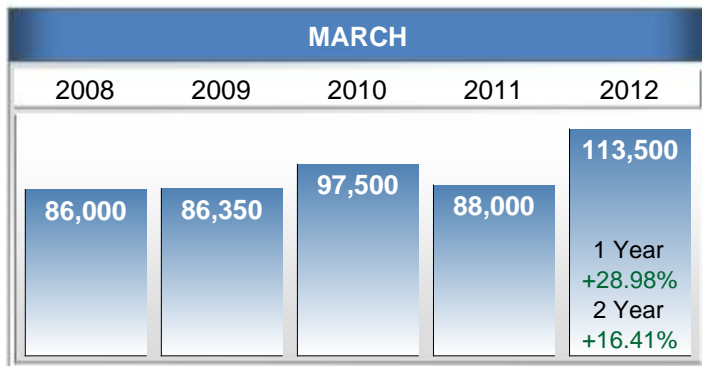
Closed Sales as of Apr 20, 2012



Median Sold Price at Closing

Report Produced on: Apr 20, 2012

Area Delimited by County Of Washington



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7		10.00%	36,000	29,176	40,500	0	0
\$50,001 \$60,000	3		4.29%	54,100	0	54,100	0	0
\$60,001 \$90,000	15		21.43%	75,500	72,200	78,000	77,000	0
\$90,001 \$130,000	20		28.57%	113,500	115,750	112,000	120,500	128,000
\$130,001 \$170,000	9		12.86%	135,000	134,500	143,000	143,000	132,500
\$170,001 \$210,000	8		11.43%	184,750	0	182,200	189,750	195,000
\$210,001 and up	8		11.43%	244,700	0	412,000	244,700	0
Median Closed Price:	\$113,500				\$86,000	\$105,000	\$143,000	\$158,750
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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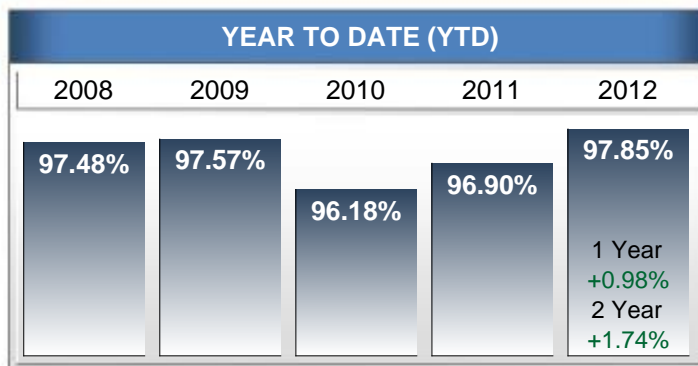
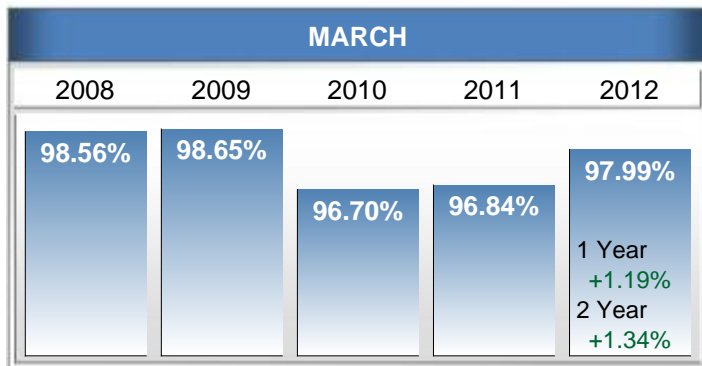
Closed Sales as of Apr 20, 2012



Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Median List/Sell Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	10.00%	98.23%	100.00%	93.66%	0.00%	0.00%
\$50,001 - \$60,000	3	4.29%	95.08%	0.00%	95.08%	0.00%	0.00%
\$60,001 - \$90,000	15	21.43%	95.53%	95.76%	95.53%	96.40%	0.00%
\$90,001 - \$130,000	20	28.57%	98.02%	97.03%	99.25%	91.45%	99.22%
\$130,001 - \$170,000	9	12.86%	98.00%	96.14%	98.09%	95.97%	98.15%
\$170,001 - \$210,000	8	11.43%	98.57%	0.00%	98.70%	98.57%	95.05%
\$210,001 and up	8	11.43%	98.23%	0.00%	95.58%	98.45%	0.00%
Median List/Sell Ratio:	97.99%			97.06%	97.50%	98.29%	98.57%
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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	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%
Median List Price	89,900	118,900	32.26%	99,900	113,250	13.36%
Median Sale Price	88,000	113,500	28.98%	95,500	108,750	13.87%
Median Percent of List Price to Selling Price	96.84%	97.99%	1.19%	96.90%	97.85%	0.98%
Median Days on Market to Sale	46.00	52.00	13.04%	55.50	57.50	3.60%
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%

