



May 2012

Area Delimited by County Of Washington

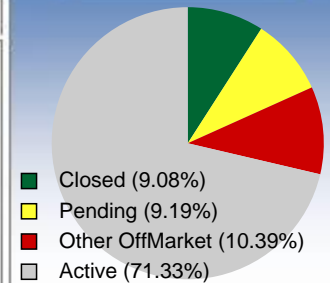


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of May 31, 2012 = **652**

	MAY		
	2011	2012	+/- %
Closed Listings	83	83	0.00%
Pending Listings	79	84	6.33%
New Listings	196	158	-19.39%
Average List Price	149,930	152,419	1.66%
Average Sale Price	145,260	148,688	2.36%
Average Percent of List Price to Selling Price	95.71%	97.78%	2.16%
Average Days on Market to Sale	46.84	47.84	2.13%
End of Month Inventory	618	652	5.50%
Months Supply of Inventory	9.81	9.95	1.47%

Market Activity



Report Produced on: Jun 11, 2012

Monthly Inventory Analysis

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 May 2012 rose **5.50%** to 652 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 **9.95** 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 **2.36%** in May 2012 to \$148,688 versus the previous year at \$145,260.

Average Days on Market Lengthens

The average number of **47.84** days that homes spent on the market before selling increased by 1.00 days or **2.13%** in May 2012 compared to last year's same month at **46.84** DOM.

Sales Success for May 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 158 New Listings in May 2012, down **19.39%** from last year at 196. Furthermore, there were 83 Closed Listings this month versus last year at 83, a **0.00%** decrease.

Closed versus Listed trends yielded a **52.5%** ratio, up from last year's May 2012 at **42.3%**, a **24.05%** 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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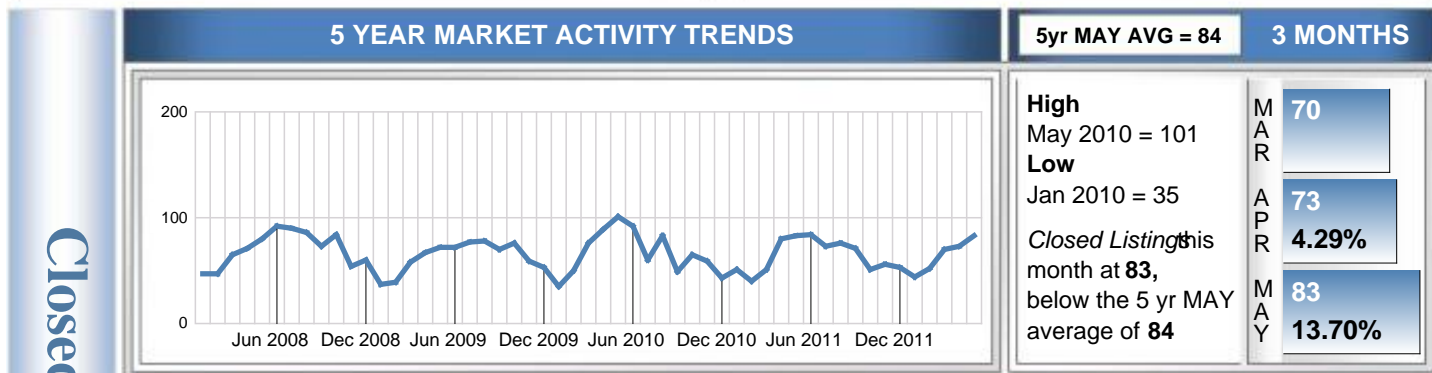
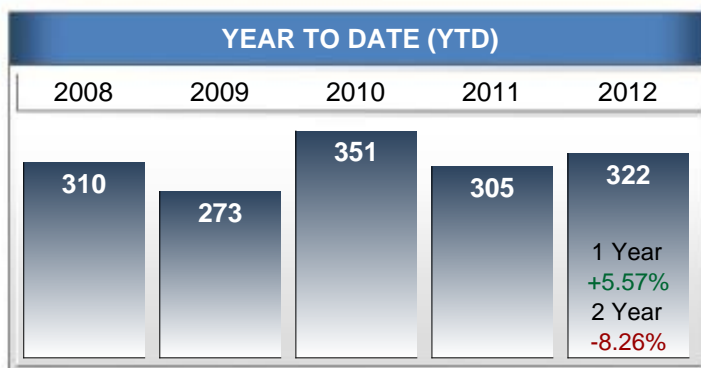
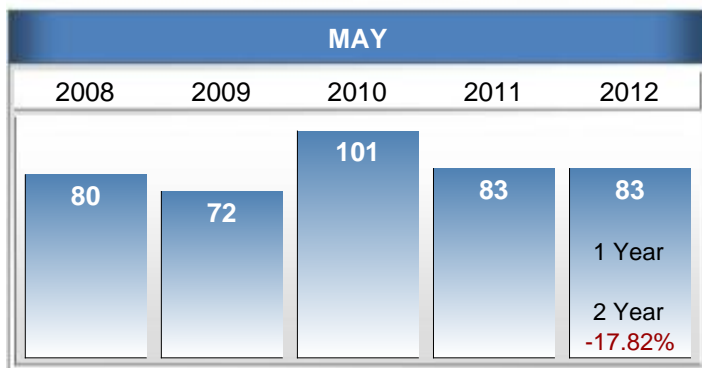
Closed Sales as of Jun 11, 2012



Closed Listings

Report Produced on: Jun 11, 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+
\$50,000 and less	8	9.64%	65.8	3	5	0	0
\$50,001 - \$70,000	9	10.84%	53.4	3	6	0	0
\$70,001 - \$110,000	15	18.07%	31.5	1	13	1	0
\$110,001 - \$140,000	16	19.28%	29.8	2	12	2	0
\$140,001 - \$190,000	14	16.87%	58.8	1	9	4	0
\$190,001 - \$270,000	12	14.46%	62.8	0	5	6	1
\$270,001 and up	9	10.84%	48.7	0	3	6	0
Total Closed Units: 83				47.8			
Total Closed Volume: 12,341,121				812.40K 6.92M 4.36M 250.00K			
Average Closed Price: \$148,688				\$81,240 \$130,636 \$229,211 \$250,000			

Closed Listings

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



Monthly Inventory Analysis

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May 2012

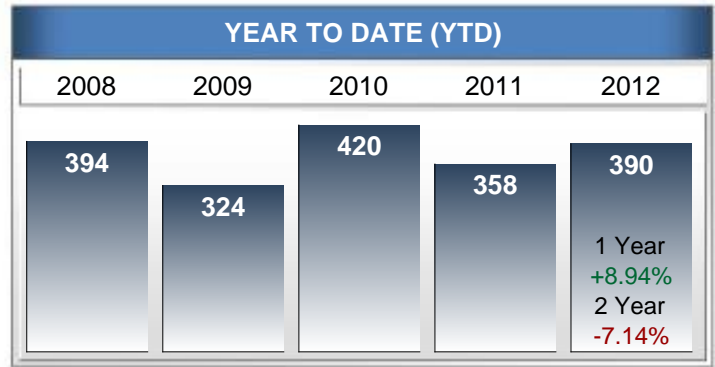
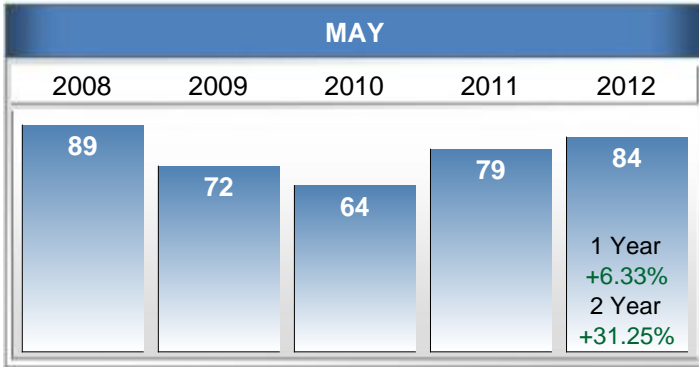
Pending Listings as of Jun 11, 2012



Pending Listings

Report Produced on: Jun 11, 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	5	5.95%	23.0	3	2	0	0	
\$20,001 \$60,000	13	15.48%	75.5	9	4	0	0	
\$60,001 \$100,000	13	15.48%	55.5	1	11	1	0	
\$100,001 \$160,000	20	23.81%	44.0	1	13	6	0	
\$160,001 \$210,000	15	17.86%	41.9	0	5	10	0	
\$210,001 \$250,000	9	10.71%	51.9	1	0	8	0	
\$250,001 and up	9	10.71%	45.9	0	1	5	3	
Total Pending Units: 84				45.5	15	36	30	3
Total Pending Volume: 12,222,070					803.67K	3.86M	6.00M	1.56M
Average Listing Price: \$135,954					\$53,578	\$107,219	\$199,983	\$519,667



Monthly Inventory Analysis

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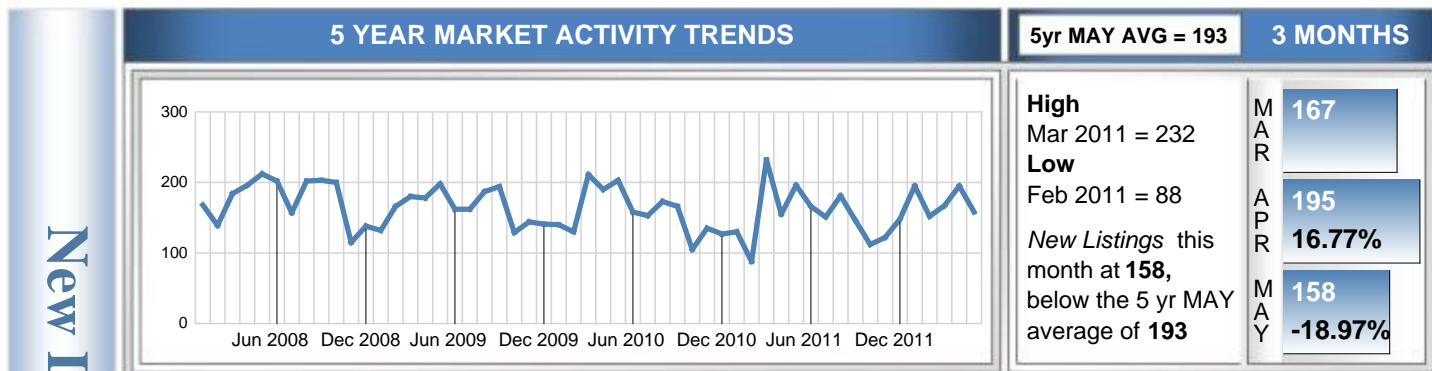
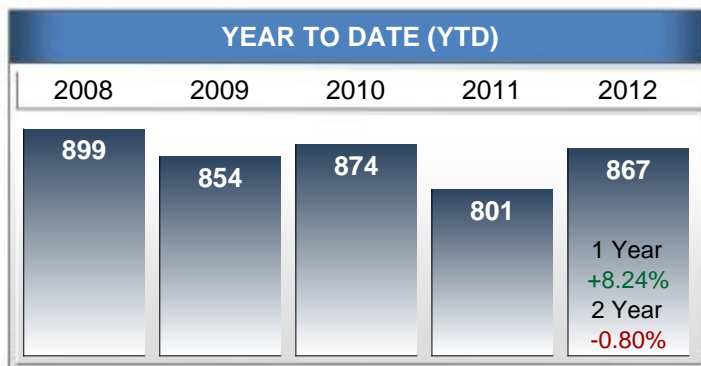
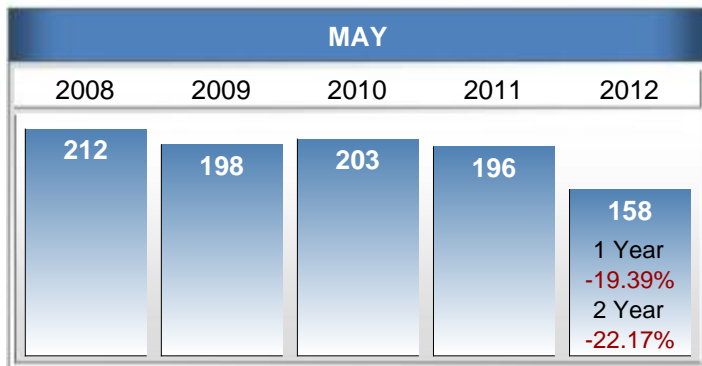
New Listings as of Jun 11, 2012



New Listings

Report Produced on: Jun 11, 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+
\$25,000 and less	8	5.06%	6	2	0	0
\$25,001 - \$75,000	29	18.35%	16	10	2	1
\$75,001 - \$100,000	21	13.29%	9	11	0	1
\$100,001 - \$150,000	32	20.25%	1	18	11	2
\$150,001 - \$200,000	21	13.29%	1	10	10	0
\$200,001 - \$275,000	27	17.09%	1	10	16	0
\$275,001 and up	20	12.66%	3	6	8	3
Total New Listed Units:			37	67	47	7
Total New Listed Volume:			6.06M	10.26M	9.92M	1.61M
Average New Listed Listing Price:			\$163,893	\$153,131	\$210,996	\$229,557



Monthly Inventory Analysis

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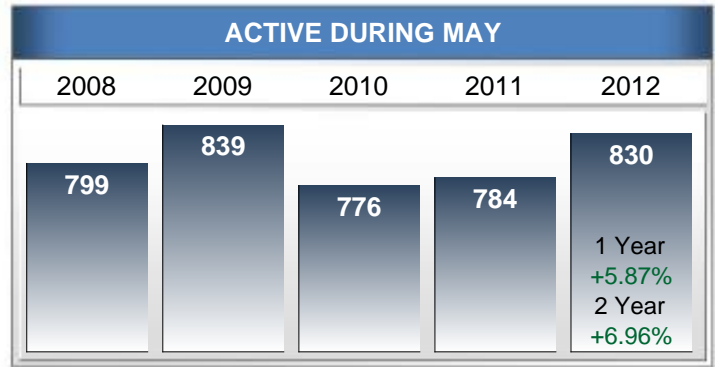
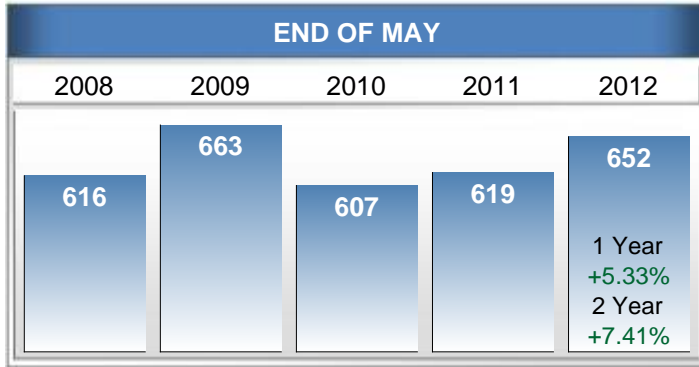
Active Inventory as of Jun 11, 2012



Active Inventory

Report Produced on: Jun 11, 2012

Area Delimited by County Of Washington



Active Inventory

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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	2.15%	71.3	10	3	1	0
\$20,001 \$30,000	85	13.04%	86.3	81	3	0	1
\$30,001 \$70,000	144	22.09%	103.0	113	28	2	1
\$70,001 \$130,000	157	24.08%	81.2	62	79	13	3
\$130,001 \$190,000	98	15.03%	62.8	8	53	32	5
\$190,001 \$260,000	84	12.88%	75.8	4	32	47	1
\$260,001 and up	70	10.74%	67.9	5	14	37	14
Total Active Inventory by Units:				283	212	132	25
Total Active Inventory by Volume:				21,90M	31,27M	33,37M	8,01M
Average Active Inventory Listing Price:				\$77,400	\$147,499	\$252,824	\$320,404



Monthly Inventory Analysis

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May 2012

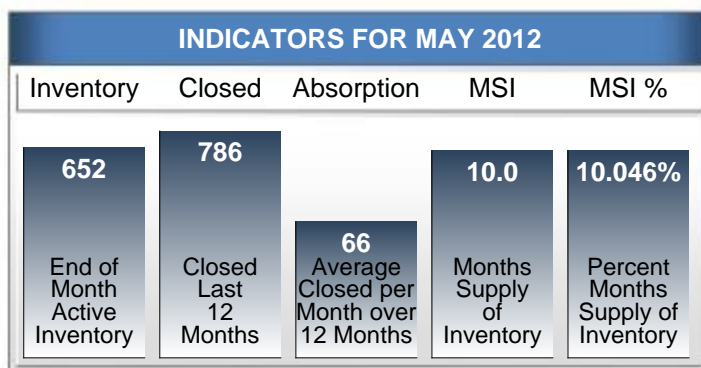
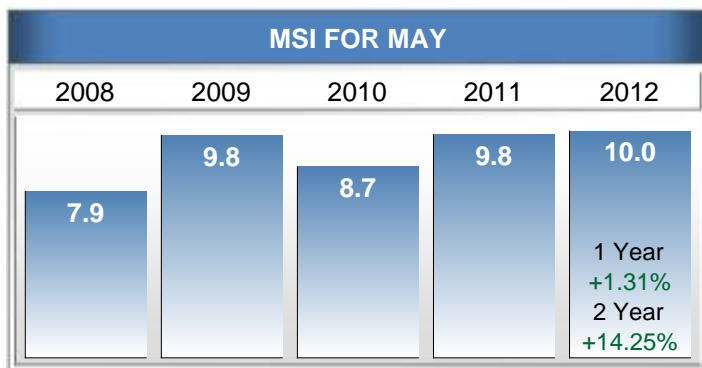
Active Inventory as of Jun 11, 2012



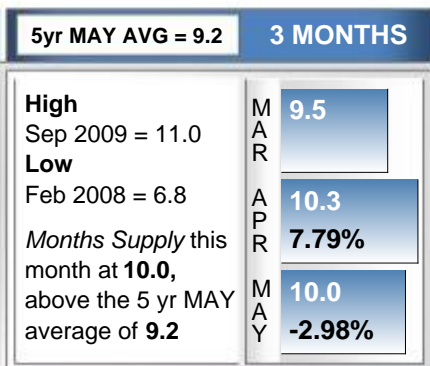
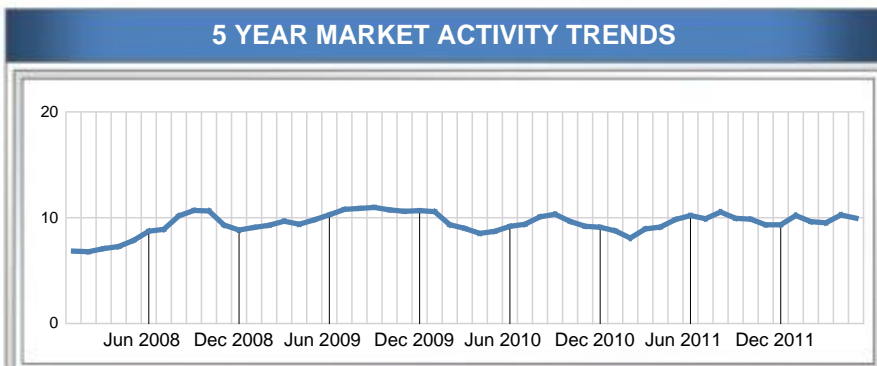
Months Supply of Inventory

Report Produced on: Jun 11, 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	14	2.15%	4.4	5.7	2.3	12.0	0.0		
\$20,001 \$30,000	85	13.04%	40.8	64.8	4.5	0.0	0.0		
\$30,001 \$70,000	144	22.09%	10.1	25.6	3.1	3.0	12.0		
\$70,001 \$130,000	157	24.08%	7.5	22.5	5.4	4.2	9.0		
\$130,001 \$190,000	98	15.03%	8.8	10.7	10.1	6.7	15.0		
\$190,001 \$260,000	84	12.88%	10.8	48.0	14.8	9.1	3.0		
\$260,001 and up	70	10.74%	11.1	60.0	14.0	9.1	12.0		
MSI:			10.0			25.5	6.2	7.3	11.1
Total Active Inventory:			652			283	212	132	25



Monthly Inventory Analysis

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May 2012

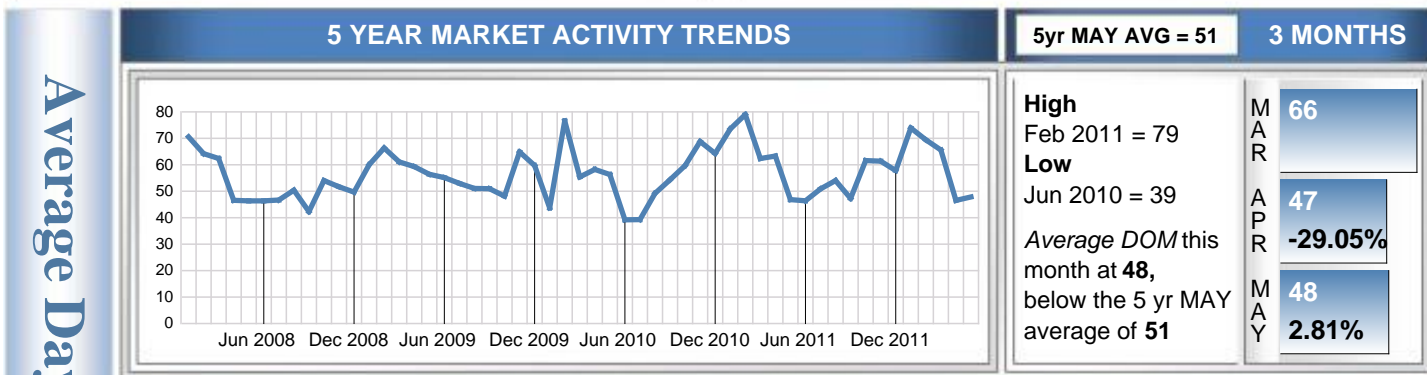
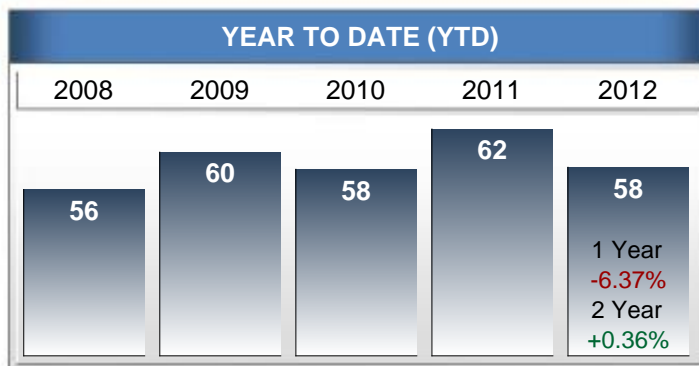
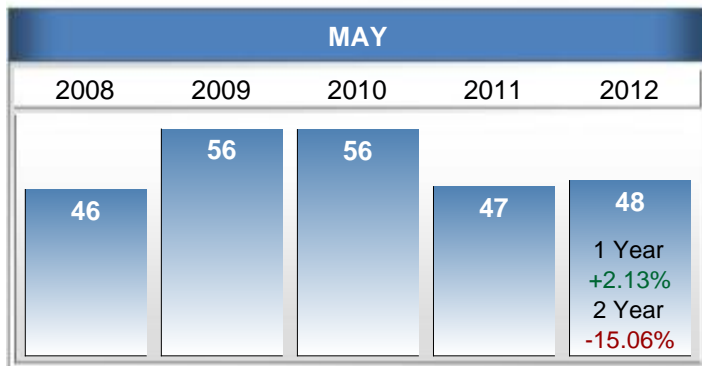
Closed Sales as of Jun 11, 2012



Average Days on Market to Sale

Report Produced on: Jun 11, 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+
\$50,000 and less	8	9.64%	65.8	65.7	65.8	0.0	0.0
\$50,001 - \$70,000	9	10.84%	53.4	40.7	59.8	0.0	0.0
\$70,001 - \$110,000	15	18.07%	31.5	126.0	26.5	1.0	0.0
\$110,001 - \$140,000	16	19.28%	29.8	13.5	28.8	52.0	0.0
\$140,001 - \$190,000	14	16.87%	58.8	75.0	67.7	34.8	0.0
\$190,001 - \$270,000	12	14.46%	62.8	0.0	74.4	62.8	5.0
\$270,001 and up	9	10.84%	48.7	0.0	79.3	33.3	0.0
Average Closed DOM: 47.8				54.7	49.0	43.2	5.0
Total Closed Units: 83				10	53	19	1
Total Closed Volume: 12,341,121				812.40K	6.92M	4.36M	250.00K



Monthly Inventory Analysis

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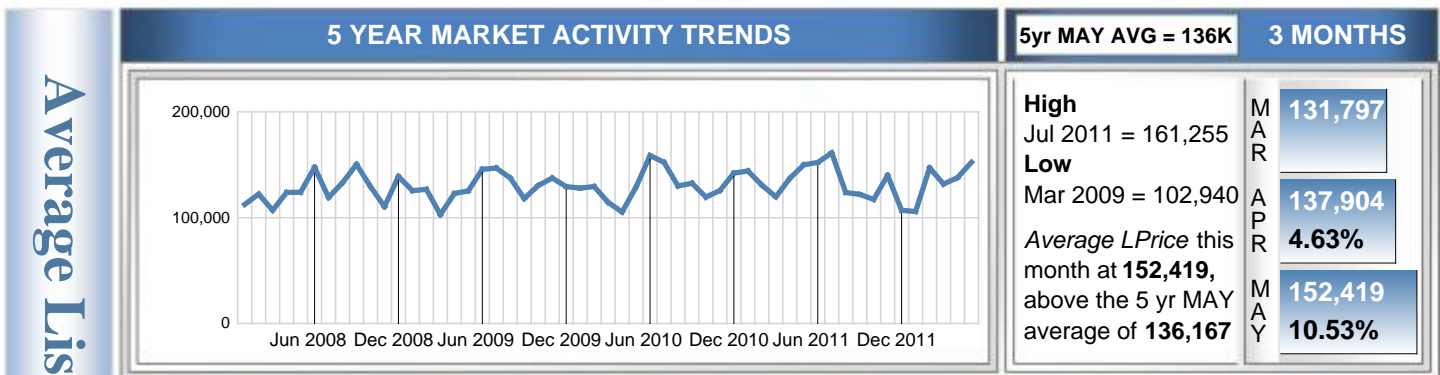
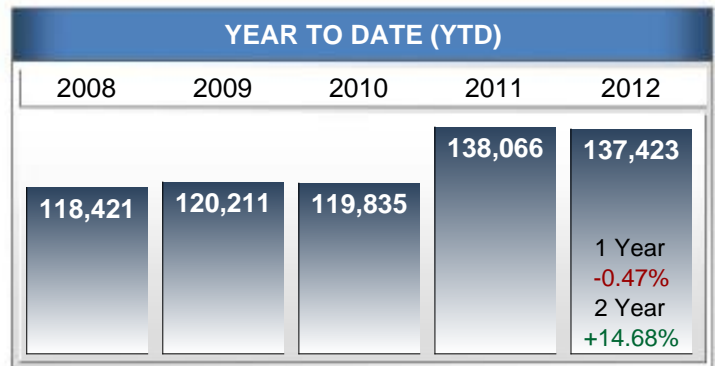
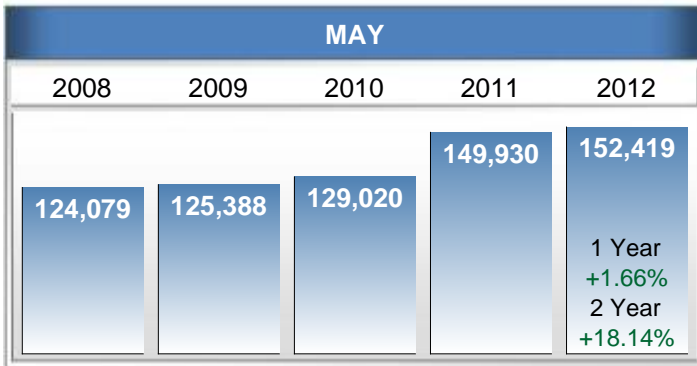
Closed Sales as of Jun 11, 2012



Average List Price at Closing

Report Produced on: Jun 11, 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	7	8.43%	36,057	43,833	35,380	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$100,000	21	25.30%	75,414	71,350	79,890	0	0
\$100,001 - \$125,000	15	18.07%	117,669	119,500	117,721	116,500	0
\$125,001 - \$175,000	15	18.07%	146,460	200,000	145,864	148,100	0
\$175,001 - \$250,000	14	16.87%	210,621	0	201,829	227,271	299,000
\$250,001 and up	11	13.25%	354,909	0	442,167	337,250	0
Average List Price:	\$152,419			\$85,590	\$133,133	\$233,674	\$299,000
Total Closed Units:	83			10	53	19	1
Total List Volume:	12,650,740			855.90K	7.06M	4.44M	299.00K



Monthly Inventory Analysis

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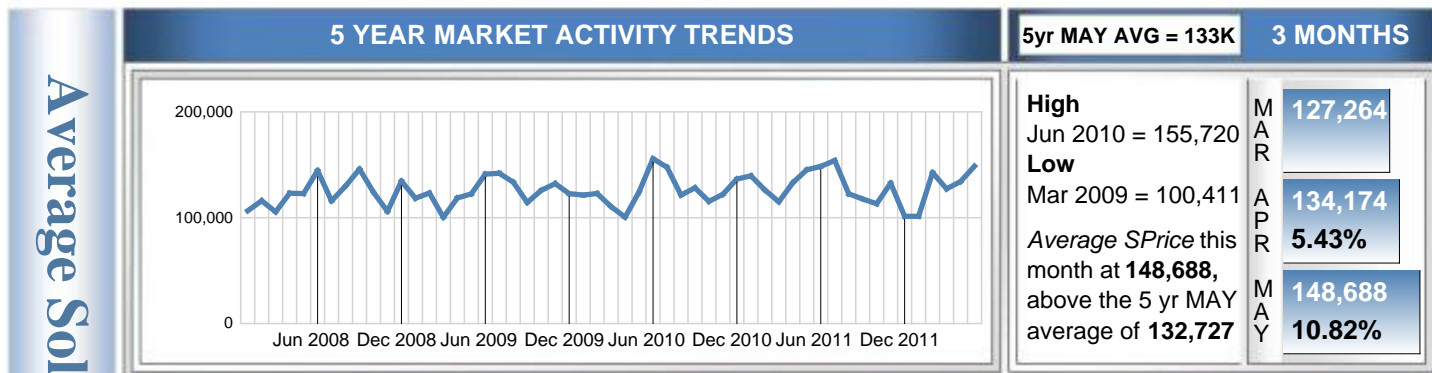
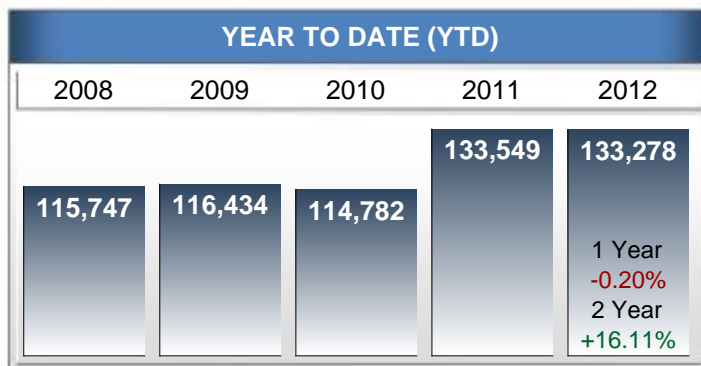
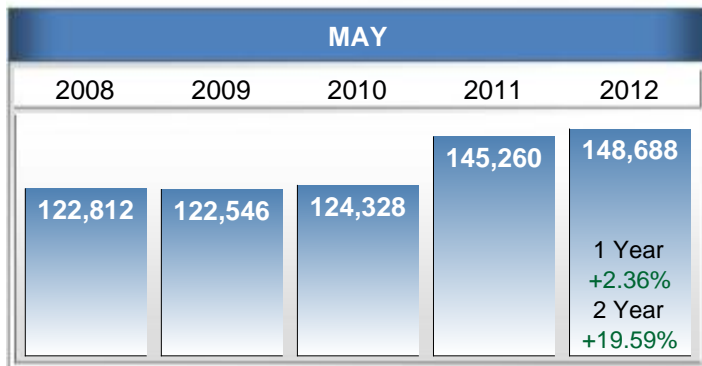
Closed Sales as of Jun 11, 2012



Average Sold Price at Closing

Report Produced on: Jun 11, 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	8		9.64%	37,953	42,833	35,024	0	0
\$50,001 \$70,000	9		10.84%	61,822	60,967	62,250	0	0
\$70,001 \$110,000	15		18.07%	90,164	94,000	88,343	110,000	0
\$110,001 \$140,000	16		19.28%	122,878	118,500	122,962	126,750	0
\$140,001 \$190,000	14		16.87%	158,064	170,000	156,544	158,500	0
\$190,001 \$270,000	12		14.46%	221,642	0	209,240	227,250	250,000
\$270,001 and up	9		10.84%	365,556	0	432,000	332,333	0
Average Closed Price:		\$148,688			\$81,240	\$130,636	\$229,211	\$250,000
Total Closed Units:		83			10	53	19	1
Total Closed Volume:		12,341,121			812.40K	6.92M	4.36M	250.00K



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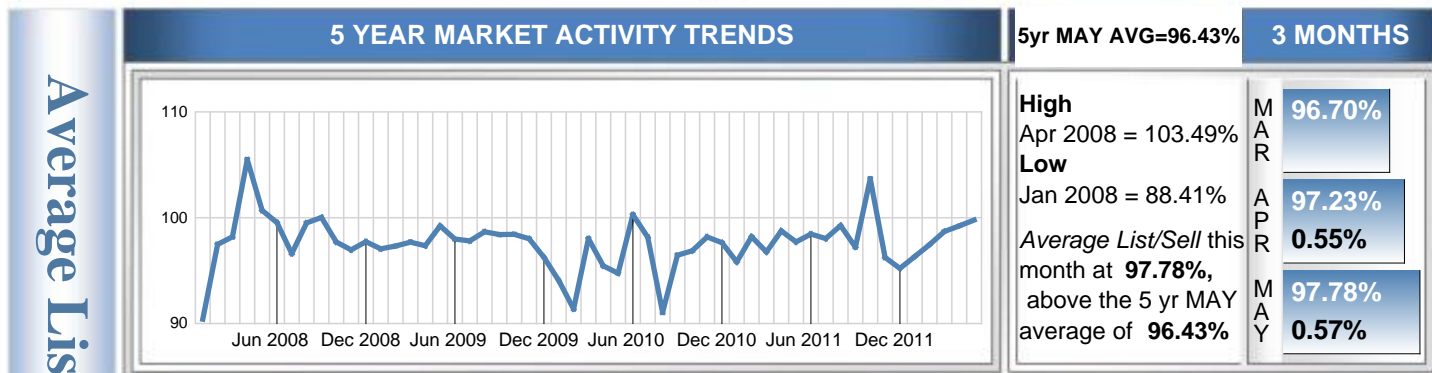
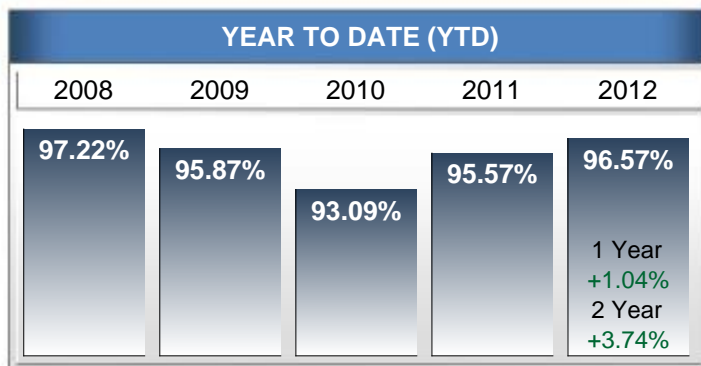
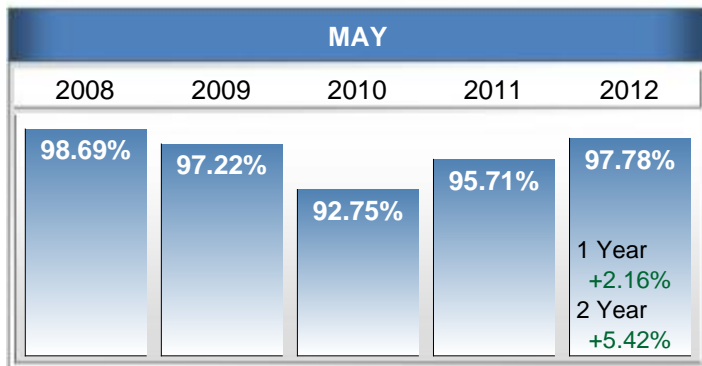
Closed Sales as of Jun 11, 2012



Average Percent of List Price to Selling Price

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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+
\$50,000 and less	8	9.64%	99.70%	98.56%	100.38%	0.00%	0.00%
\$50,001 - \$70,000	9	10.84%	95.51%	96.26%	95.13%	0.00%	0.00%
\$70,001 - \$110,000	15	18.07%	97.02%	98.95%	96.65%	100.00%	0.00%
\$110,001 - \$140,000	16	19.28%	99.03%	99.13%	99.32%	97.19%	0.00%
\$140,001 - \$190,000	14	16.87%	97.40%	85.00%	98.34%	98.38%	0.00%
\$190,001 - \$270,000	12	14.46%	97.42%	0.00%	100.30%	97.33%	83.61%
\$270,001 and up	9	10.84%	98.45%	0.00%	98.06%	98.65%	0.00%
Average List/Sell Ratio: 97.80%				96.67%	98.14%	98.09%	83.61%
Total Closed Units: 83				10	53	19	1
Total Closed Volume: 12,341,121				812.40K	6.92M	4.36M	250.00K



Monthly Inventory Analysis

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Inventory as of Jun 11, 2012



Market Summary

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

Active Inventory as of May 31, 2012 = 652

	MAY			Year To Date		
	2011	2012	+/- %	2011	2012	+/- %
Closed Sales	83	83	0.00%	305	322	5.57%
Pending Sales	79	84	6.33%	358	390	8.94%
New Listings	196	158	-19.39%	801	867	8.24%
Average List Price	149,930	152,419	1.66%	138,066	137,423	-0.47%
Average Sale Price	145,260	148,688	2.36%	133,549	133,278	-0.20%
Average Percent of List Price to Selling Price	95.71%	97.78%	2.16%	95.57%	96.57%	1.04%
Average Days on Market to Sale	46.84	47.84	2.13%	62.43	58.45	-6.37%
Monthly Inventory	618	652	5.50%	618	652	5.50%
Months Supply of Inventory	9.81	9.95	1.47%	9.81	9.95	1.47%

