



# November 2011

Area Delimited by County Of Washington

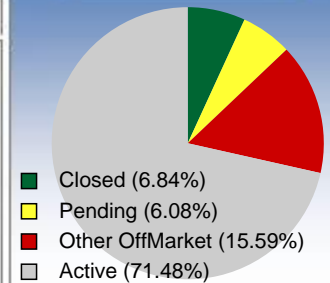


**Absorption:** Last 12 months, an Average of **63** Sales/Month

**Active Inventory** as of November 30, 2011 = **564**

	NOVEMBER		
	2010	2011	+/- %
Closed Listings	59	54	-8.47%
Pending Listings	45	48	6.67%
New Listings	135	122	-9.63%
Average List Price	125,673	143,950	14.54%
Average Sale Price	122,142	136,533	11.78%
Average Percent of List Price to Selling Price	96.18%	94.99%	-1.24%
Average Days on Market to Sale	68.78	62.46	-9.18%
End of Month Inventory	621	564	-9.18%
Months Supply of Inventory	9.18	8.94	-2.58%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 2011

Data from the **Tulsa MLS**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2011 decreased **9.18%** to 564 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **8.94** 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 **11.78%** in November 2011 to \$136,533 versus the previous year at \$122,142.

### Average Days on Market Shortens

The average number of **62.46** days that homes spent on the market before selling decreased by 6.32 days or **9.18%** in November 2011 compared to last year's same month at **68.78** DOM.

### Sales Success for November 2011 is Positive

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

There were 122 New Listings in November 2011, down **9.63%** from last year at 135. Furthermore, there were 54 Closed Listings this month versus last year at 59, a **-8.47%** decrease.

Closed versus Listed trends yielded a **44.3%** ratio, up from last year's November 2011 at **43.7%**, a **1.28%** upswing. This will certainly create pressure on a decreasing 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**

## November 2011

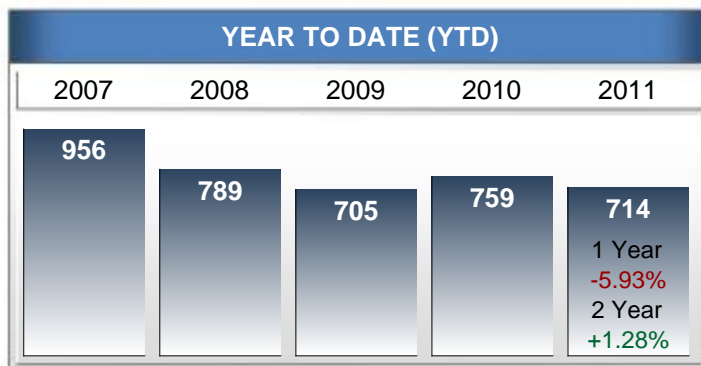
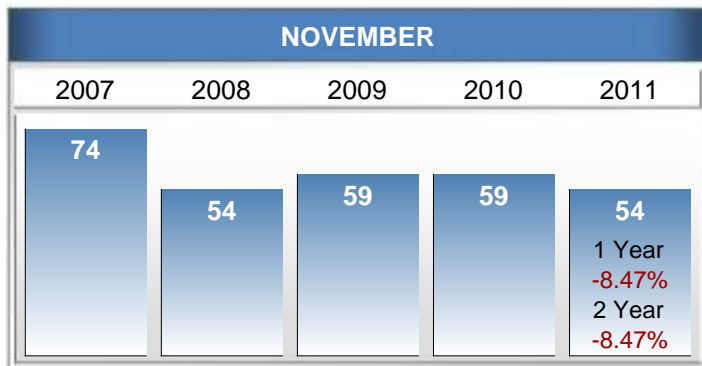
Closed Sales as of Dec 11, 2011



### Closed Listings

Report Produced on: Dec 12, 2011

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+
\$40,000 and less	5	9.26%	62.0	2	3	0	0
\$40,001 - \$60,000	7	12.96%	49.0	3	4	0	0
\$60,001 - \$80,000	4	7.41%	52.8	1	3	0	0
\$80,001 - \$130,000	18	33.33%	58.1	2	12	4	0
\$130,001 - \$170,000	6	11.11%	56.7	0	2	4	0
\$170,001 - \$280,000	7	12.96%	81.3	0	3	4	0
\$280,001 and up	7	12.96%	79.1	0	0	6	1
<b>Total Closed Units:</b>	<b>54</b>		<b>62.5</b>	<b>8</b>	<b>27</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>7,372,801</b>			<b>424.43K</b>	<b>2.77M</b>	<b>3.66M</b>	<b>515.00K</b>
<b>Average Closed Price:</b>	<b>\$136,533</b>			<b>\$53,053</b>	<b>\$102,585</b>	<b>\$203,532</b>	<b>\$515,000</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

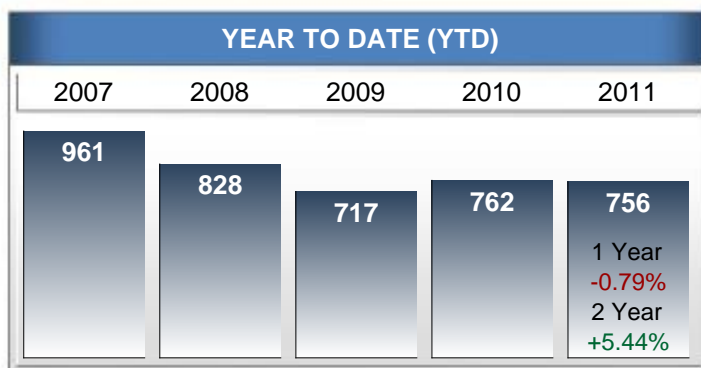
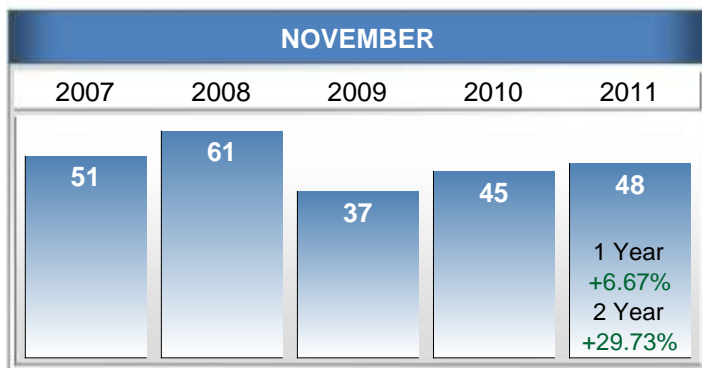
Pending Listings as of Dec 11, 2011



### Pending Listings

Report Produced on: Dec 12, 2011

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	2	4.17%	19.0	1	1	0	0		
\$20,001 \$50,000	8	16.67%	68.0	4	4	0	0		
\$50,001 \$80,000	6	12.50%	120.7	1	5	0	0		
\$80,001 \$120,000	12	25.00%	46.9	3	7	2	0		
\$120,001 \$150,000	9	18.75%	72.3	1	6	2	0		
\$150,001 \$240,000	6	12.50%	76.3	0	3	3	0		
\$240,001 and up	5	10.42%	60.0	0	0	4	1		
Total Pending Units:				48	66.0	10	26	11	1
Total Pending Volume:				6,011,070		650.70K	2.51M	2.59M	259.90K
Average Listing Price:				\$137,871		\$65,070	\$96,705	\$235,105	\$259,900



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

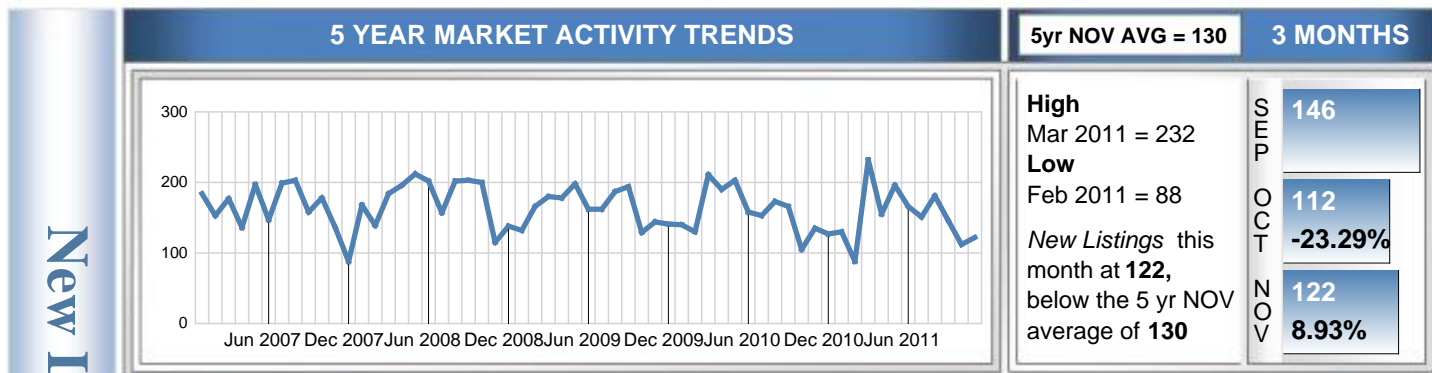
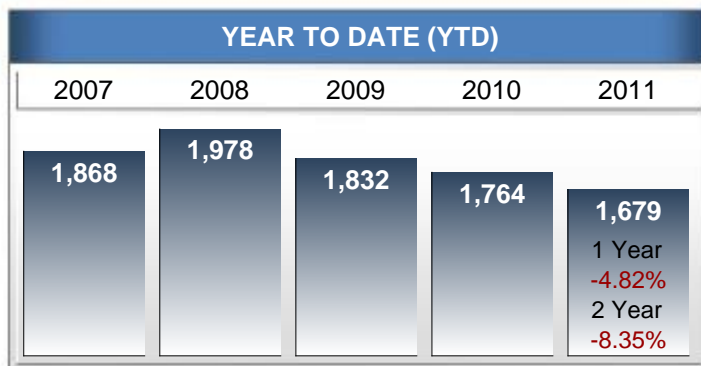
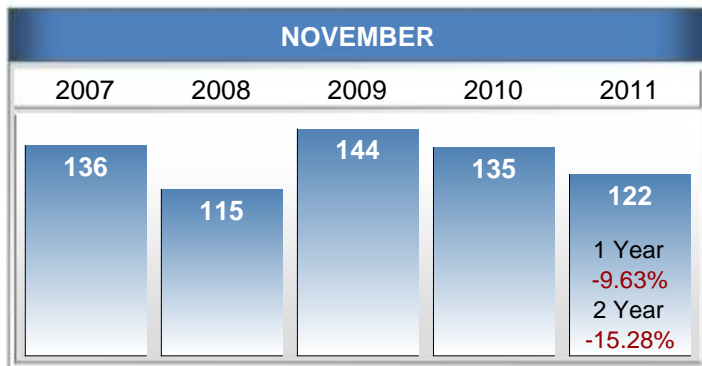
New Listings as of Dec 11, 2011



### New Listings

Report Produced on: Dec 12, 2011

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+	
\$20,000 and less	4	3.28%	3	1	0	0	
\$20,001 \$50,000	23	18.85%	16	7	0	0	
\$50,001 \$50,000	0	0.00%	0	0	0	0	
\$50,001 \$110,000	47	38.52%	23	21	2	1	
\$110,001 \$190,000	20	16.39%	2	10	7	1	
\$190,001 \$270,000	15	12.30%	0	6	9	0	
\$270,001 and up	13	10.66%	4	3	3	3	
Total New Listed Units:			122	48	48	21	5
Total New Listed Volume:			21,342,200	7.69M	7.74M	4.29M	1.63M
Average New Listed Listing Price:			\$0	\$160,160	\$161,160	\$204,243	\$325,940



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

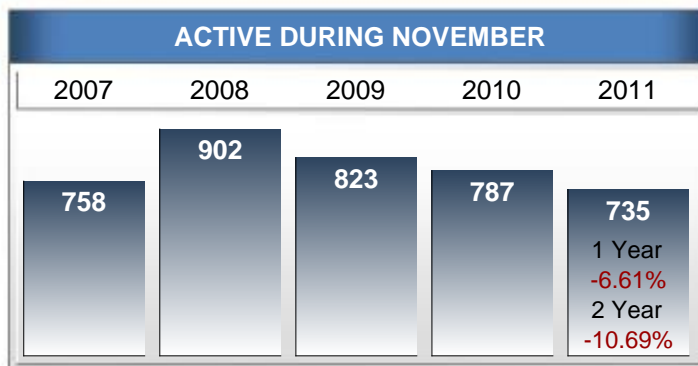
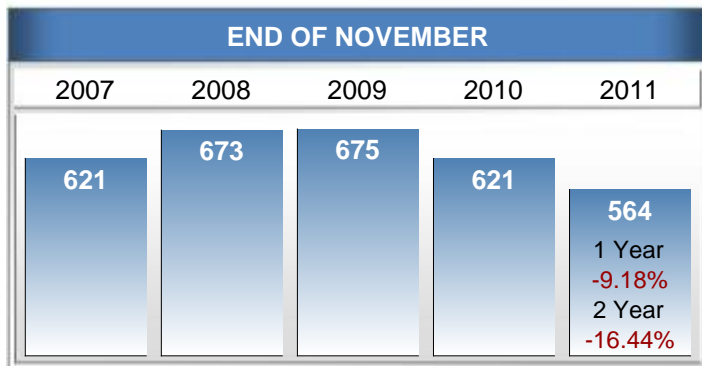
Active Inventory as of Dec 11, 2011



### Active Inventory

Report Produced on: Dec 12, 2011

Area Delimited by County Of Washington



Active Inventory

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**5yr NOV AVG = 631**      **3 MONTHS**

**High**  
Oct 2008 = 787

**Low**  
Jun 2007 = 515

*Inventory* this month at **564**, below the 5 yr NOV average of **631**

SEP	636
OCT	613
NOV	564
	-3.62%
	-7.99%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	16	2.84%	80.5	15	1	0	0
\$20,001 \$50,000	103	18.26%	84.4	79	21	3	0
\$50,001 \$70,000	78	13.83%	67.5	47	26	4	1
\$70,001 \$130,000	148	26.24%	95.0	50	79	15	4
\$130,001 \$200,000	91	16.13%	84.8	6	43	37	5
\$200,001 \$270,000	68	12.06%	83.8	0	25	41	2
\$270,001 and up	60	10.64%	86.8	5	12	26	17

Total Active Inventory by Units:	564	85.0	202	207	126	29
Total Active Inventory by Volume:	84,351,729		16.86M	30.34M	26.95M	10.20M
Average Active Inventory Listing Price:	\$149,560		\$83,476	\$146,560	\$213,928	\$351,613



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

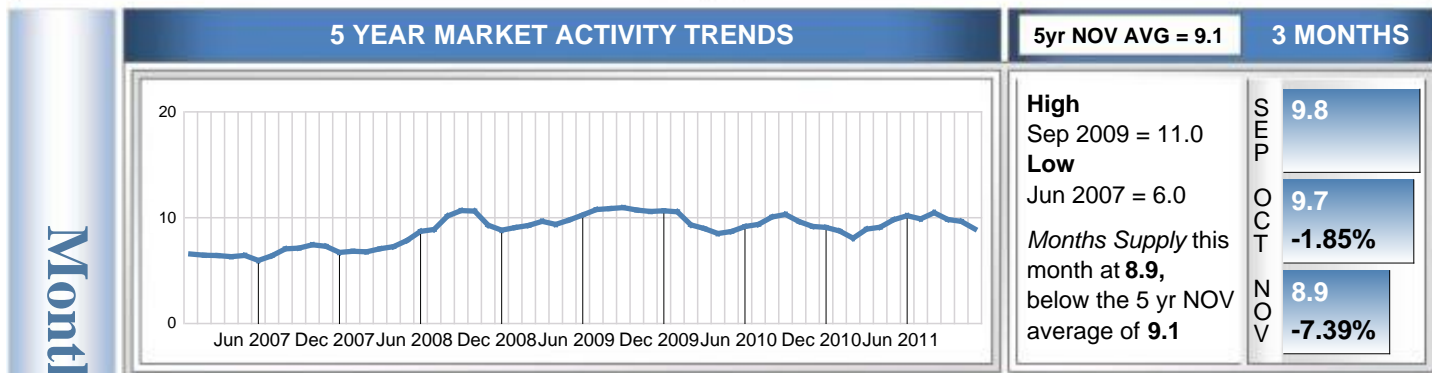
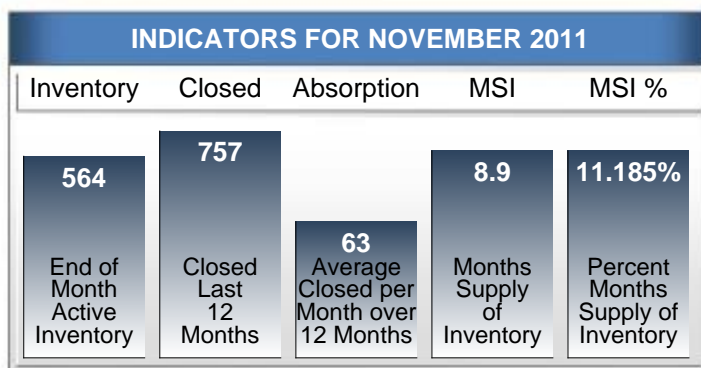
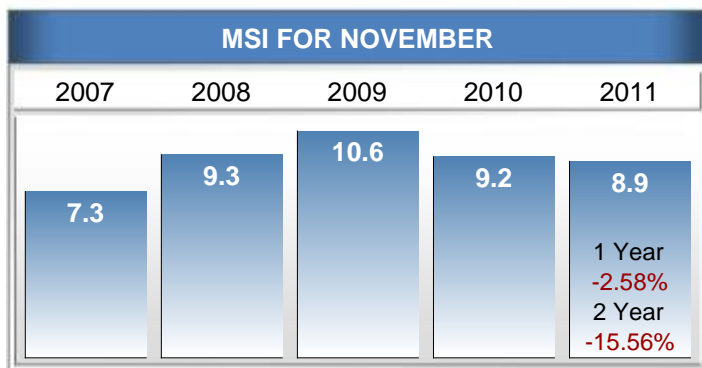
Active Inventory as of Dec 11, 2011



### Months Supply of Inventory

Report Produced on: Dec 12, 2011

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	16	2.84%	5.3	8.2	1.1	0.0	0.0
\$20,001 \$50,000	103	18.26%	13.4	27.9	4.6	12.0	0.0
\$50,001 \$70,000	78	13.83%	10.6	29.7	5.0	9.6	12.0
\$70,001 \$130,000	148	26.24%	7.6	24.0	5.5	5.6	12.0
\$130,001 \$200,000	91	16.13%	7.0	6.5	7.9	6.0	8.6
\$200,001 \$270,000	68	12.06%	10.7	0.0	11.5	10.7	6.0
\$270,001 and up	60	10.64%	9.7	30.0	14.4	6.2	17.0
MSI:			8.9	21.5	6.2	7.1	12.4
Total Active Inventory:			564	202	207	126	29



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

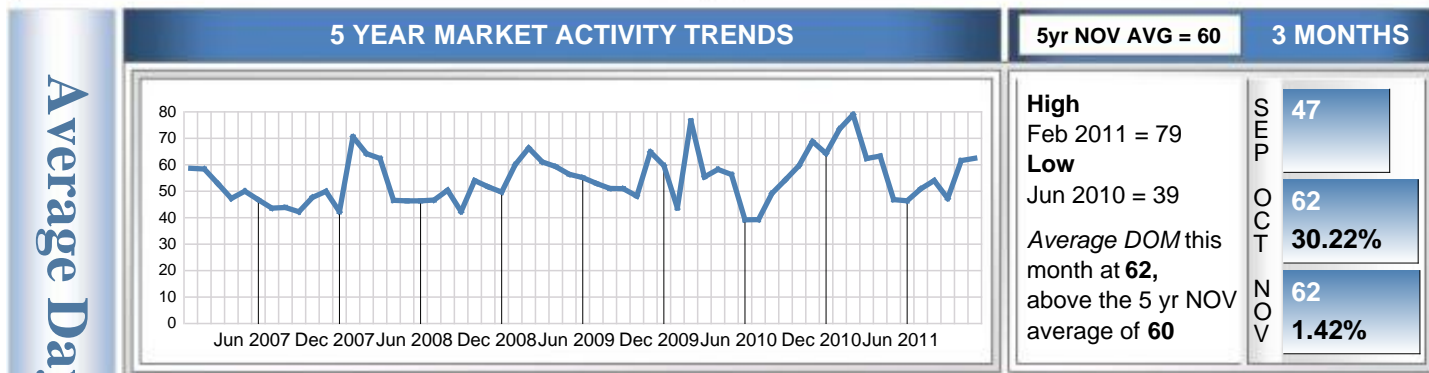
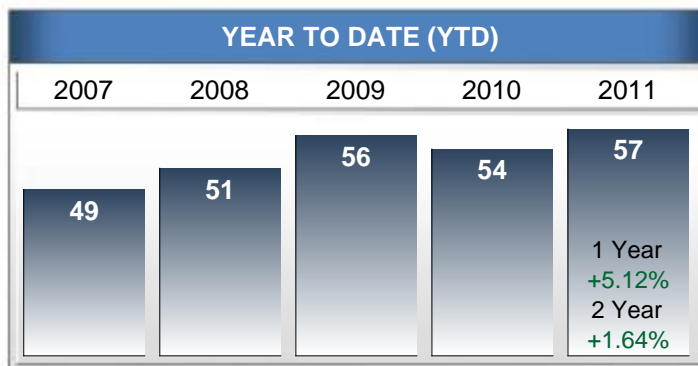
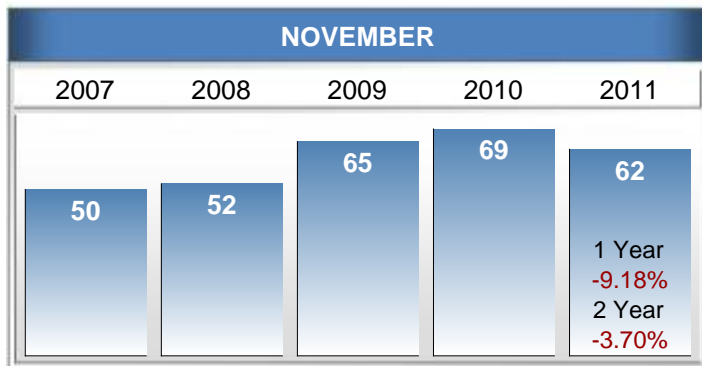
Closed Sales as of Dec 11, 2011



### Average Days on Market to Sale

Report Produced on: Dec 12, 2011

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+
\$40,000 and less	5	9.26%	62.0	12.5	95.0	0.0	0.0
\$40,001 \$60,000	7	12.96%	49.0	39.3	56.3	0.0	0.0
\$60,001 \$80,000	4	7.41%	52.8	23.0	62.7	0.0	0.0
\$80,001 \$130,000	18	33.33%	58.1	74.5	55.4	58.0	0.0
\$130,001 \$170,000	6	11.11%	56.7	0.0	55.0	57.5	0.0
\$170,001 \$280,000	7	12.96%	81.3	0.0	42.3	110.5	0.0
\$280,001 and up	7	12.96%	79.1	0.0	0.0	92.2	1.0
Average Closed DOM: 62.5				39.4	59.3	80.9	1.0
Total Closed Units: 54				8	27	18	1
Total Closed Volume: 7,372,801				424.43K	2.77M	3.66M	515.00K



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

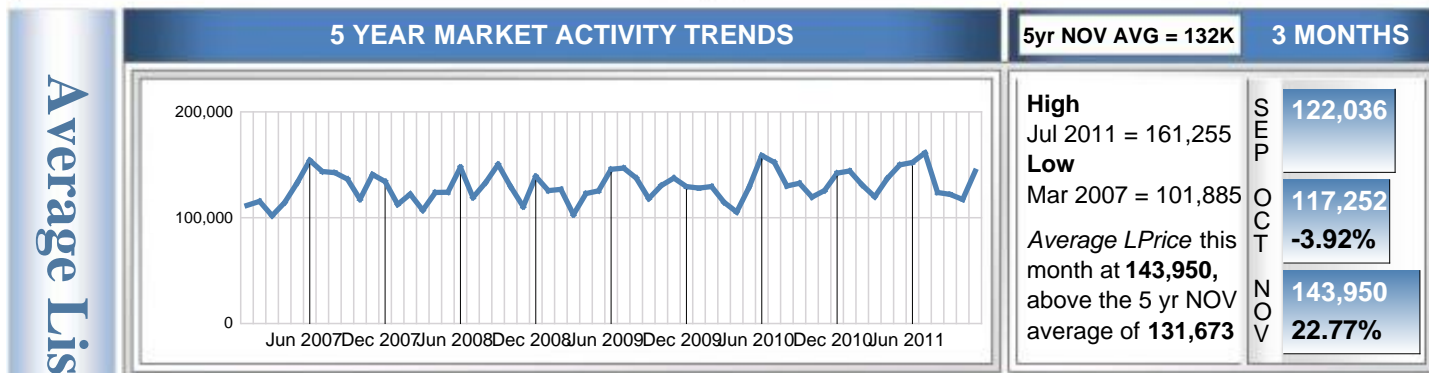
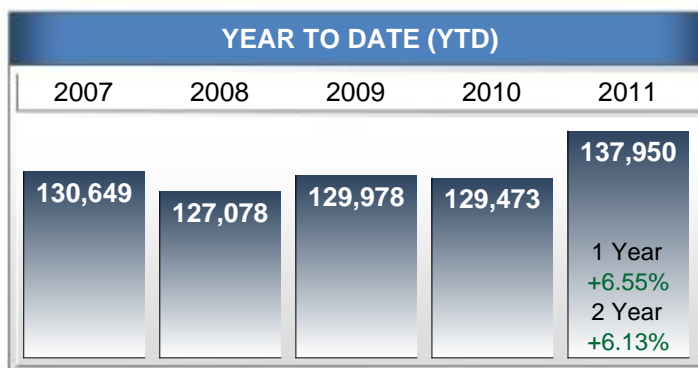
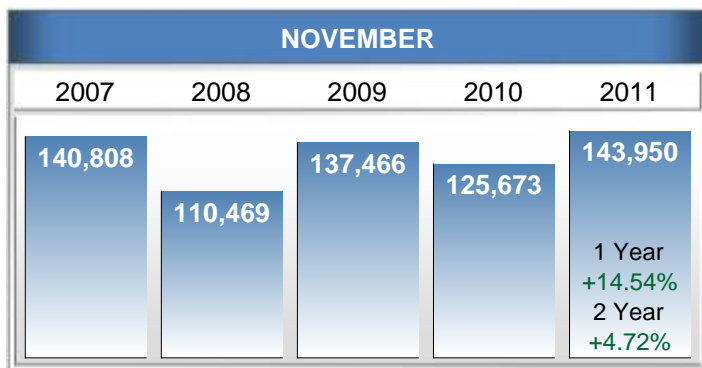
Closed Sales as of Dec 11, 2011



### Average List Price at Closing

Report Produced on: Dec 12, 2011

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	5	9.26%	17,400	9,000	23,000	0	0
\$40,001 - \$60,000	7	12.96%	52,086	48,267	54,950	0	0
\$60,001 - \$80,000	2	3.70%	77,450	75,000	83,100	0	0
\$80,001 - \$130,000	20	37.04%	107,405	106,250	108,200	116,950	0
\$130,001 - \$170,000	5	9.26%	153,720	0	154,950	158,425	0
\$170,001 - \$280,000	7	12.96%	203,443	0	242,967	201,050	0
\$280,001 and up	8	14.81%	353,250	0	0	336,167	525,000
Average List Price:	\$143,950			\$56,288	\$106,493	\$217,928	\$525,000
Total Closed Units:	54			8	27	18	1
Total List Volume:	7,773,300			450.30K	2.88M	3.92M	525.00K





# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

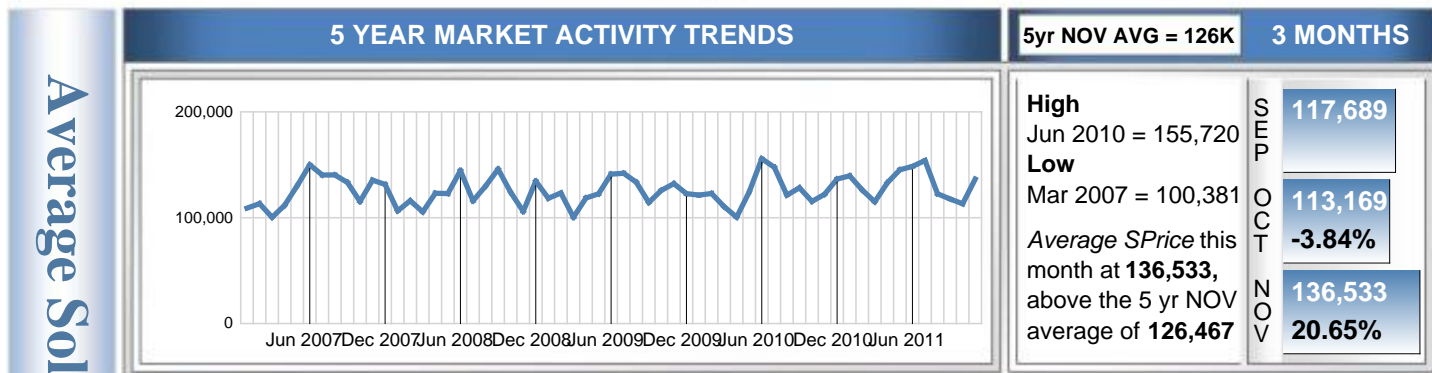
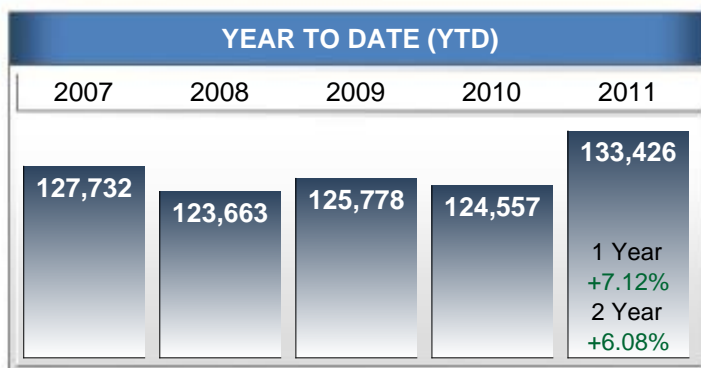
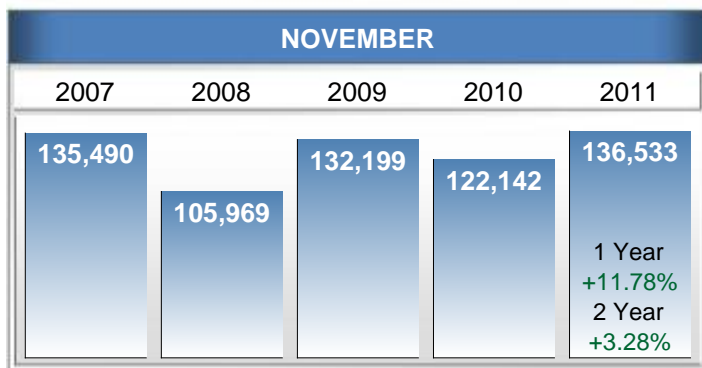
Closed Sales as of Dec 11, 2011



### Average Sold Price at Closing

Report Produced on: Dec 12, 2011

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	5		9.26%	16,956	9,013	22,252	0	0
\$40,001 \$60,000	7		12.96%	49,900	45,633	53,100	0	0
\$60,001 \$80,000	4		7.41%	70,500	64,000	72,667	0	0
\$80,001 \$130,000	18		33.33%	103,925	102,750	104,729	102,100	0
\$130,001 \$170,000	6		11.11%	150,050	0	150,450	149,850	0
\$170,001 \$280,000	7		12.96%	211,786	0	238,333	191,875	0
\$280,001 and up	7		12.96%	343,324	0	0	314,712	515,000
Average Closed Price:	\$136,533				\$53,053	\$102,585	\$203,532	\$515,000
Total Closed Units:	54				8	27	18	1
Total Closed Volume:	7,372,801				424.43K	2.77M	3.66M	515.00K



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

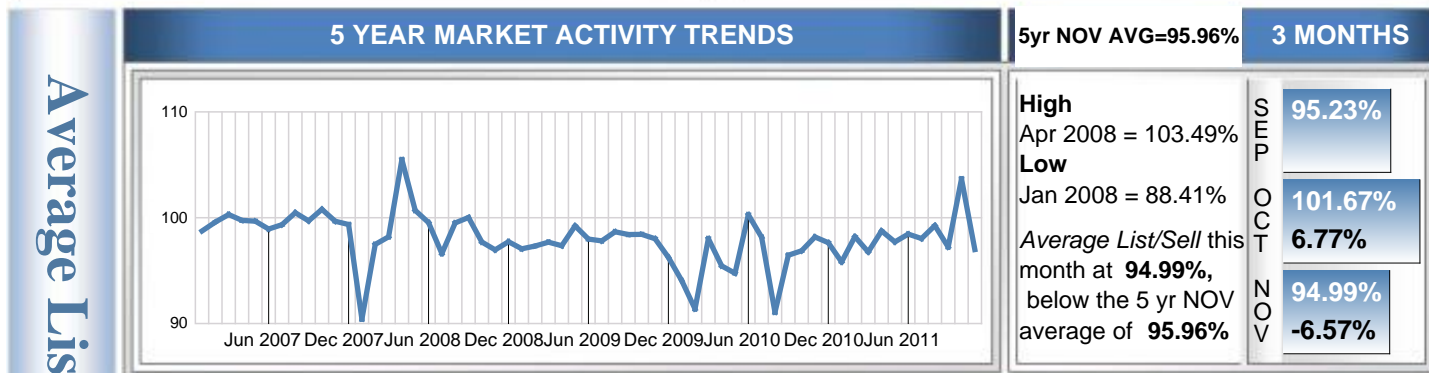
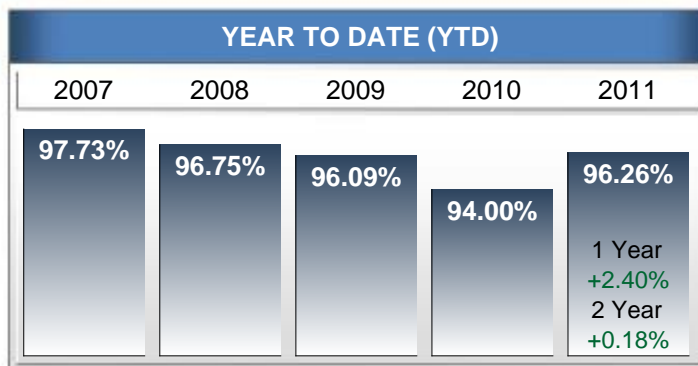
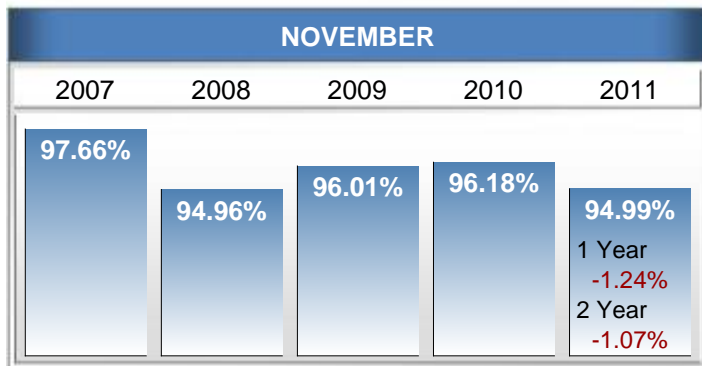
Closed Sales as of Dec 11, 2011



### Average Percent of List Price to Selling Price

Report Produced on: Dec 12, 2011

Area Delimited by County Of Washington



Average List/Sell Price

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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+	
\$40,000 and less	5	9.26%	100.00%	100.13%	99.91%	0.00%	0.00%	
\$40,001 \$60,000	7	12.96%	96.02%	94.94%	96.82%	0.00%	0.00%	
\$60,001 \$80,000	4	7.41%	87.04%	85.33%	87.61%	0.00%	0.00%	
\$80,001 \$130,000	18	33.33%	94.37%	96.81%	96.56%	86.59%	0.00%	
\$130,001 \$170,000	6	11.11%	95.39%	0.00%	97.00%	94.59%	0.00%	
\$170,001 \$280,000	7	12.96%	96.59%	0.00%	98.04%	95.51%	0.00%	
\$280,001 and up	7	12.96%	94.56%	0.00%	0.00%	93.97%	98.10%	
Average List/Sell Ratio: 95.00%				95.50%	96.18%	92.81%	98.10%	
Total Closed Units: 54					8	27	18	1
Total Closed Volume: 7,372,801				424.43K	2.77M	3.66M	515.00K	



# Monthly Inventory Analysis

Data from the **Tulsa MLS**

## November 2011

Inventory as of Dec 11, 2011



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 63 Sales/Month

**Active Inventory** as of November 30, 2011 = 564

	NOVEMBER			Year To Date		
	2010	2011	+/-%	2010	2011	+/-%
Closed Sales	59	54	-8.47%	759	714	-5.93%
Pending Sales	45	48	+6.67%	762	756	-0.79%
New Listings	135	122	-9.63%	1,764	1,679	-4.82%
Average List Price	125,673	143,950	+14.54%	129,473	137,950	+6.55%
Average Sale Price	122,142	136,533	+11.78%	124,557	133,426	+7.12%
Average Percent of List Price to Selling Price	96.18%	94.99%	-1.24%	94.00%	96.26%	+2.40%
Average Days on Market to Sale	68.78	62.46	-9.18%	54.14	56.91	+5.12%
Monthly Inventory	621	564	-9.18%	621	564	-9.18%
Months Supply of Inventory	9.18	8.94	-2.58%	9.18	8.94	-2.58%

