



# October 2012

Area Delimited by County Of Washington

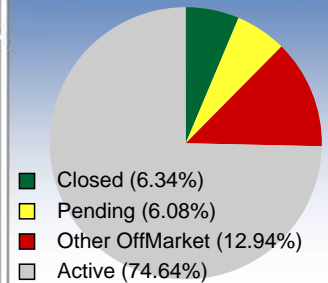


**Absorption:** Last 12 months, an Average of **67** Sales/Month

**Active Inventory** as of October 31, 2012 = **577**

	OCTOBER		
	2011	2012	+/- %
Closed Listings	51	49	-3.92%
Pending Listings	49	47	-4.08%
New Listings	112	110	-1.79%
Average List Price	117,252	142,135	21.22%
Average Sale Price	113,169	138,001	21.94%
Average Percent of List Price to Selling Price	101.67%	95.98%	-5.59%
Average Days on Market to Sale	61.59	53.35	-13.38%
End of Month Inventory	625	577	-7.68%
Months Supply of Inventory	9.84	8.65	-12.07%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Nov 12, 2012

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

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2012 decreased **7.68%** to 577 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **8.65** 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 **21.94%** in October 2012 to \$138,001 versus the previous year at \$113,169.

### Average Days on Market Shortens

The average number of **53.35** days that homes spent on the market before selling decreased by 8.24 days or **13.38%** in October 2012 compared to last year's same month at **61.59** DOM.

### Sales Success for October 2012 is Positive

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

There were 110 New Listings in October 2012, down **1.79%** from last year at 112. Furthermore, there were 49 Closed Listings this month versus last year at 51, a **-3.92%** decrease.

Closed versus Listed trends yielded a **44.5%** ratio, down from last year's October 2012 at **45.5%**, a **2.17%** downswing. 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 Greater Tulsa Association of REALTORS®

## October 2012

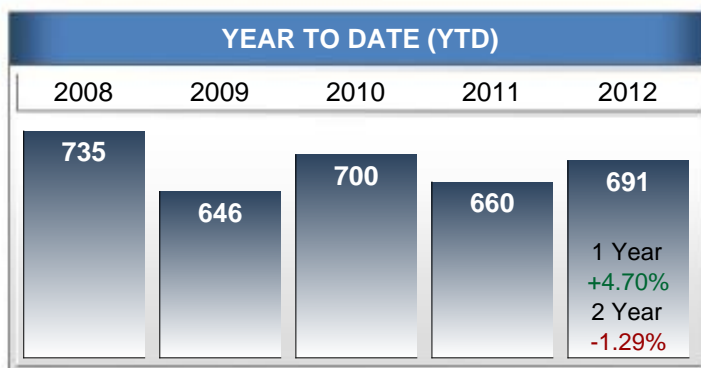
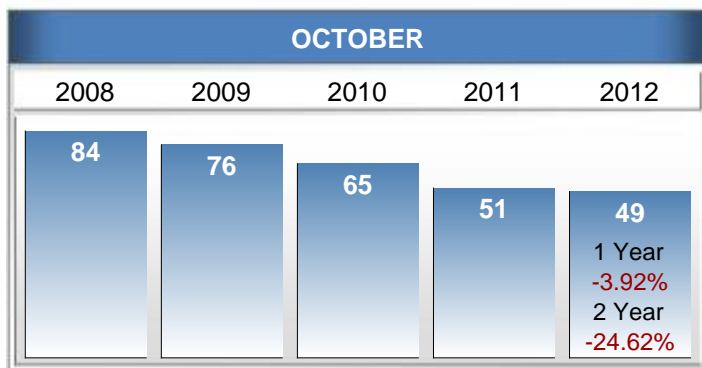
Closed Sales as of Nov 12, 2012



### Closed Listings

Report Produced on: Nov 12, 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+
\$30,000 and less	5	10.20%	59.2	4	1	0	0
\$30,001 - \$60,000	6	12.24%	69.0	1	4	1	0
\$60,001 - \$80,000	7	14.29%	72.1	2	5	0	0
\$80,001 - \$140,000	11	22.45%	52.5	0	10	1	0
\$140,001 - \$180,000	6	12.24%	32.8	0	4	2	0
\$180,001 - \$280,000	10	20.41%	48.6	0	3	6	1
\$280,001 and up	4	8.16%	34.8	0	0	4	0
<b>Total Closed Units:</b>	<b>49</b>		<b>53.3</b>	<b>7</b>	<b>27</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>6,762,036</b>			<b>285.80K</b>	<b>2.87M</b>	<b>3.42M</b>	<b>189.90K</b>
<b>Average Closed Price:</b>	<b>\$138,001</b>			<b>\$40,829</b>	<b>\$106,299</b>	<b>\$244,018</b>	<b>\$189,900</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2012

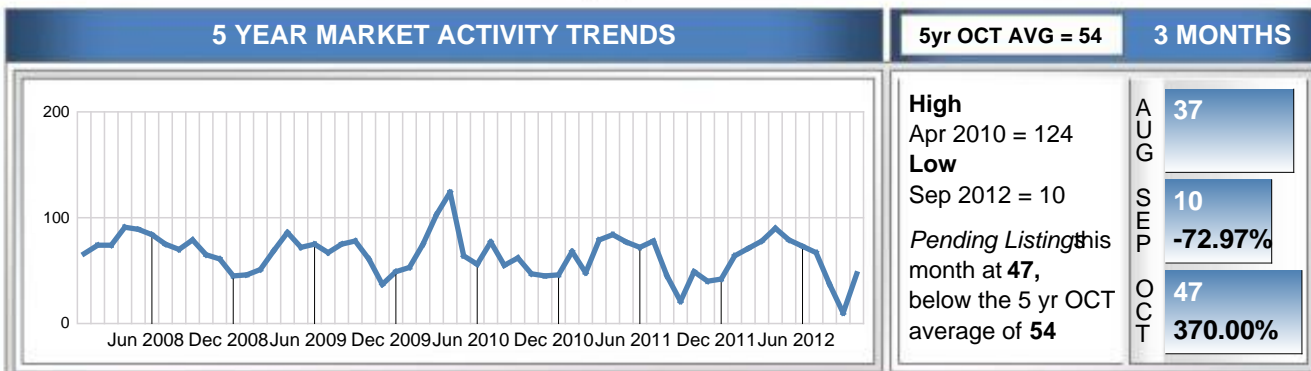
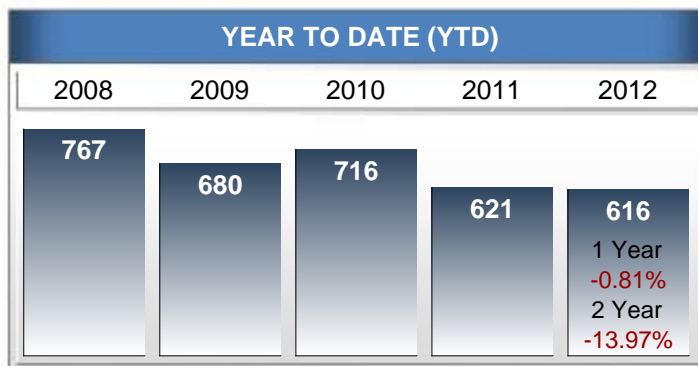
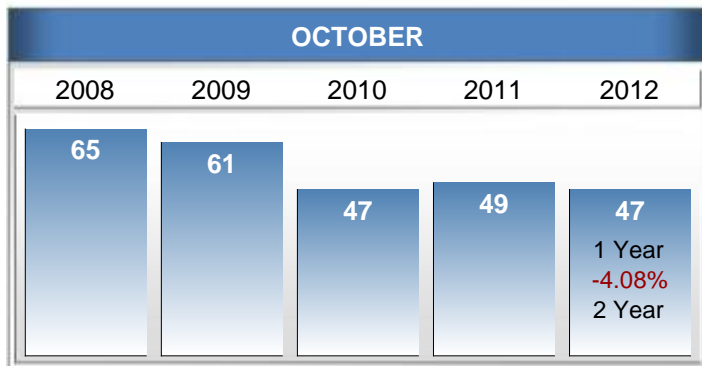
Pending Listings as of Nov 12, 2012



### Pending Listings

Report Produced on: Nov 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	4.26%	111.5	2	0	0	0
\$10,001 \$50,000	8	17.02%	36.4	7	1	0	0
\$50,001 \$90,000	7	14.89%	42.6	3	4	0	0
\$90,001 \$140,000	13	27.66%	33.6	3	7	2	1
\$140,001 \$160,000	4	8.51%	77.8	0	2	2	0
\$160,001 \$190,000	7	14.89%	22.6	1	2	3	1
\$190,001 and up	6	12.77%	85.7	0	0	3	3
Total Pending Units:				16	16	10	5
Total Pending Volume:				960.79K	1.71M	1.66M	1.50M
Average Listing Price:				\$60,049	\$106,981	\$166,070	\$299,660



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2012

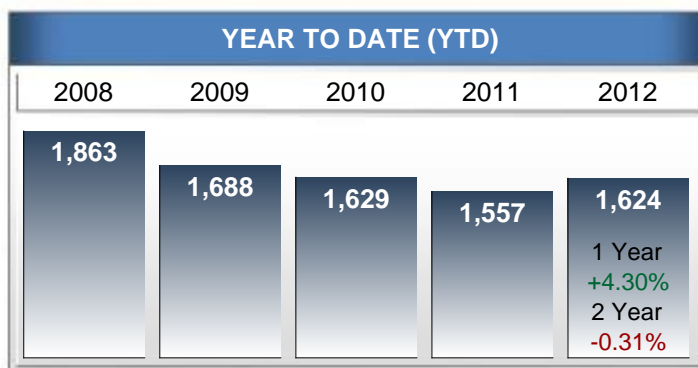
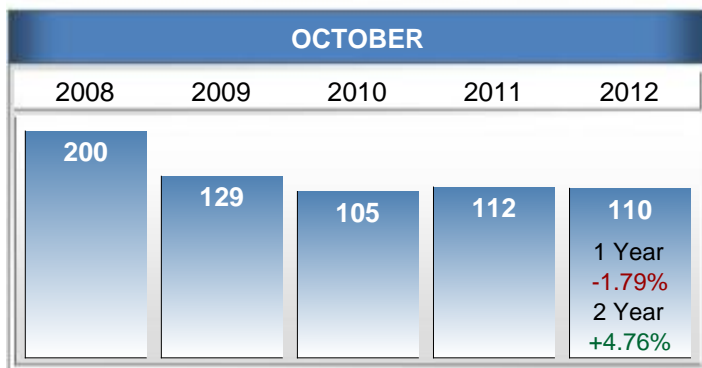
New Listings as of Nov 12, 2012



### New Listings

Report Produced on: Nov 12, 2012

Area Delimited by County Of Washington



New Listings  
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**5yr OCT AVG = 131**     **3 MONTHS**

**High**  
Mar 2011 = 232

**Low**  
Feb 2011 = 88

*New Listings* this month at **110**, below the 5 yr OCT average of **131**

AUG	173
SEP	128
OCT	110
<b>-26.01%</b>	
<b>-14.06%</b>	

#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	11	10.00%	5	6	0	0
\$50,001 - \$70,000	10	9.09%	5	5	0	0
\$70,001 - \$90,000	17	15.45%	3	12	2	0
\$90,001 - \$140,000	30	27.27%	5	19	6	0
\$140,001 - \$180,000	18	16.36%	2	10	6	0
\$180,001 - \$260,000	13	11.82%	0	4	9	0
\$260,001 and up	11	10.00%	0	1	7	3
Total New Listed Units:			20	57	30	3
Total New Listed Volume:			1.54M	6.85M	6.27M	914.80K
Average New Listed Listing Price:			\$77,150	\$120,244	\$208,846	\$304,933



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2012

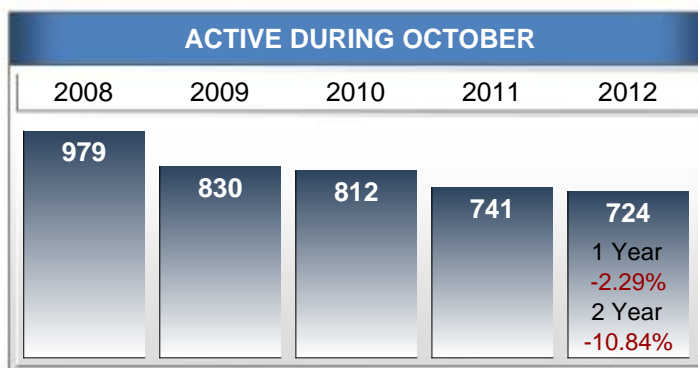
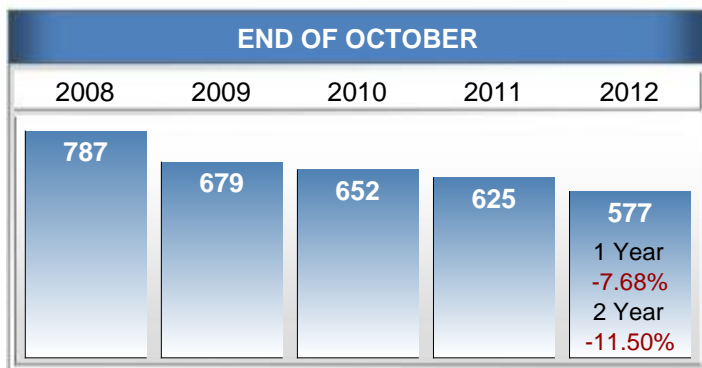
Active Inventory as of Nov 12, 2012



### Active Inventory

Report Produced on: Nov 12, 2012

Area Delimited by County Of Washington



Active Inventory

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<b>5yr OCT AVG = 664</b>	<b>3 MONTHS</b>
<b>High</b> Oct 2008 = 787 <b>Low</b> Feb 2011 = 542 <i>Inventory</i> this month at <b>577</b> , below the 5 yr OCT average of <b>664</b>	<b>AUG</b> 598 <b>SEP</b> 616 <b>OCT</b> 577 <b>3.01%</b> <b>-6.33%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	43	7.45%	95.8	35	8	0	0
\$30,001 \$50,000	69	11.96%	105.5	57	11	1	0
\$50,001 \$70,000	73	12.65%	81.1	49	24	0	0
\$70,001 \$120,000	162	28.08%	87.6	61	84	17	0
\$120,001 \$190,000	98	16.98%	76.5	10	46	39	3
\$190,001 \$260,000	72	12.48%	93.7	4	35	33	0
\$260,001 and up	60	10.40%	91.8	5	6	36	13
Total Active Inventory by Units:				221	214	126	16
Total Active Inventory by Volume:				19.14M	27.17M	27.54M	5.54M
Average Active Inventory Listing Price:				\$86,609	\$126,969	\$218,555	\$345,969



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2012

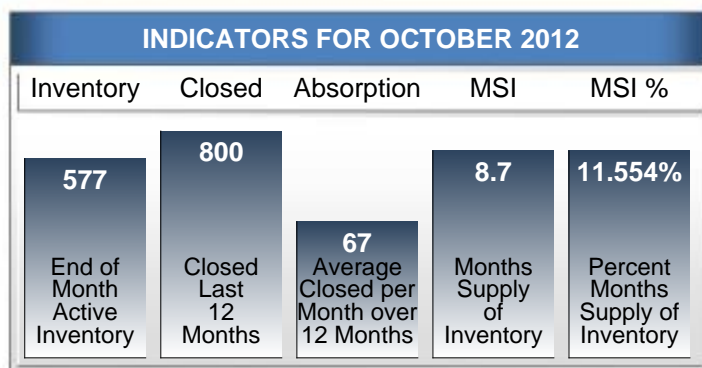
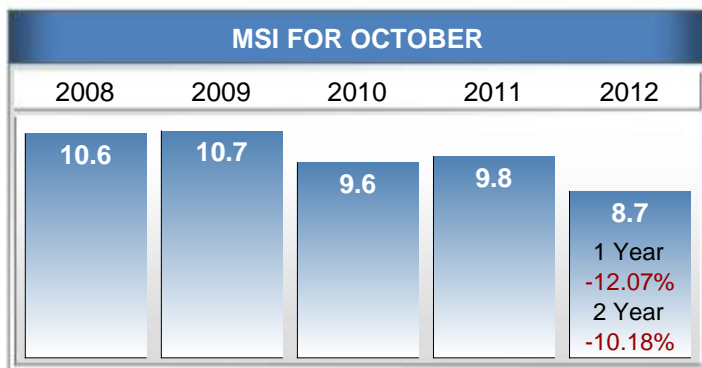
Active Inventory as of Nov 12, 2012



### Months Supply of Inventory

Report Produced on: Nov 12, 2012

Area Delimited by County Of Washington



Months Supply  
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**5yr OCT AVG = 9.9**    **3 MONTHS**

**High**  
Sep 2009 = 11.0  
**Low**  
Feb 2008 = 6.8

Months Supply this month at **8.7**, below the 5 yr OCT average of **9.9**

AUG	9.0
SEP	9.2
OCT	8.7
<b>2.24%</b>	
<b>-6.10%</b>	

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	43	7.45%	7.1	10.5	3.2	0.0	0.0	
\$30,001 \$50,000	69	11.96%	12.7	22.8	4.3	4.0	0.0	
\$50,001 \$70,000	73	12.65%	11.5	39.2	5.3	0.0	0.0	
\$70,001 \$120,000	162	28.08%	9.0	28.2	6.5	6.4	0.0	
\$120,001 \$190,000	98	16.98%	6.3	13.3	5.2	7.3	5.1	
\$190,001 \$260,000	72	12.48%	7.6	16.0	15.6	5.1	0.0	
\$260,001 and up	60	10.40%	10.3	0.0	7.2	9.6	10.4	
MSI:	8.7			21.6	6.2	6.6	5.8	
Total Active Inventory:	577			221	214	126	16	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2012

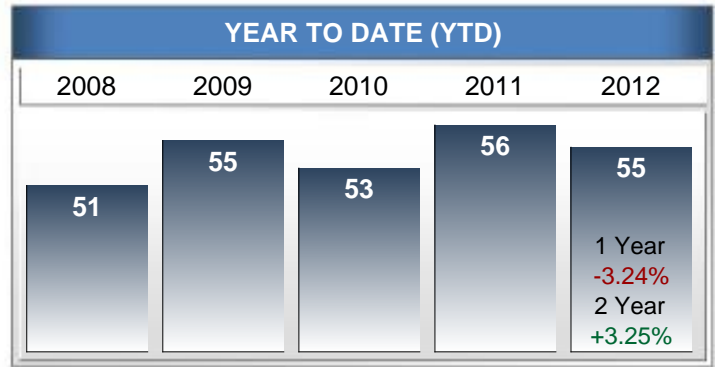
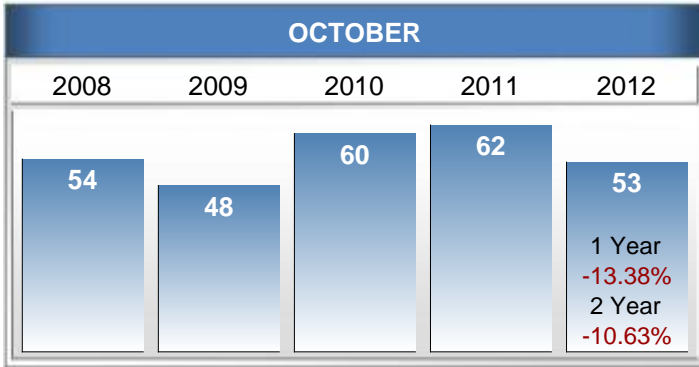
Closed Sales as of Nov 12, 2012



### Average Days on Market to Sale

Report Produced on: Nov 12, 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+
\$30,000 and less	5	10.20%	59.2	73.3	3.0	0.0	0.0
\$30,001 \$60,000	6	12.24%	69.0	27.0	63.3	134.0	0.0
\$60,001 \$80,000	7	14.29%	72.1	64.0	75.4	0.0	0.0
\$80,001 \$140,000	11	22.45%	52.5	0.0	53.7	40.0	0.0
\$140,001 \$180,000	6	12.24%	32.8	0.0	33.5	31.5	0.0
\$180,001 \$280,000	10	20.41%	48.6	0.0	76.3	42.0	5.0
\$280,001 and up	4	8.16%	34.8	0.0	0.0	34.8	0.0
Average Closed DOM: 53.3				64.0	56.8	44.9	5.0
Total Closed Units: 49				7	27	14	1
Total Closed Volume: 6,762,036				285.80K	2.87M	3.42M	189.90K



# Monthly Inventory Analysis

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## October 2012

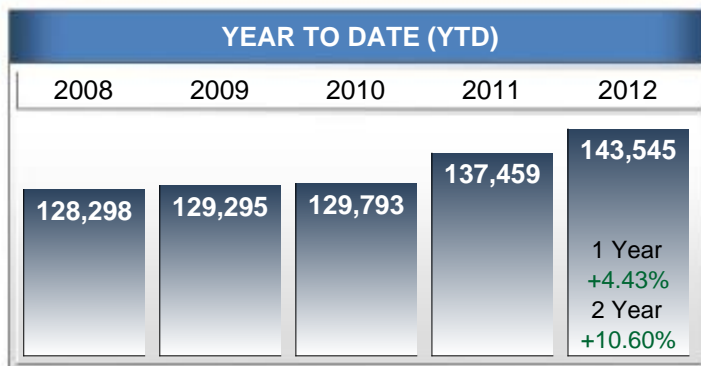
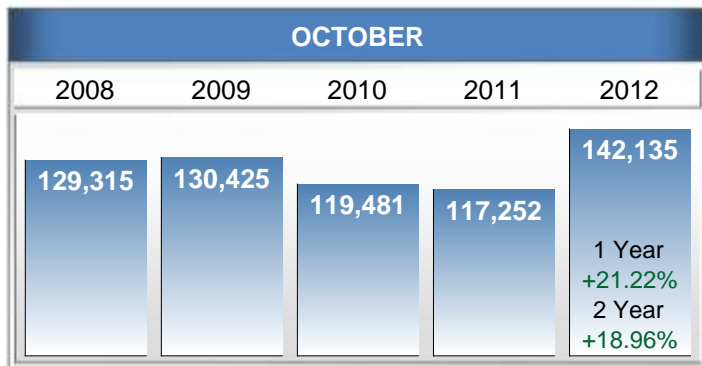
Closed Sales as of Nov 12, 2012



### Average List Price at Closing

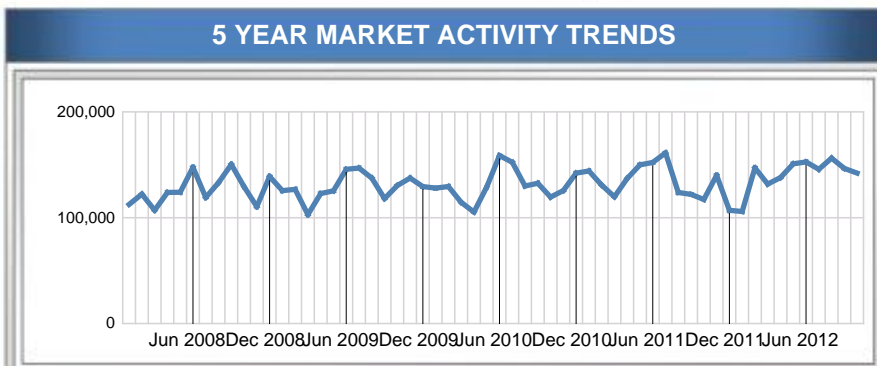
Report Produced on: Nov 12, 2012

Area Delimited by County Of Washington



Average List Price

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5yr OCT AVG = 128K		3 MONTHS	
<b>High</b>	Jul 2011 = 161,255	<b>AUG</b>	156,278
<b>Low</b>	Mar 2009 = 102,940	<b>SEP</b>	146,547
Average LPrice this month at <b>142,135</b> , above the 5 yr OCT average of <b>127,721</b>		<b>OCT</b>	142,135
			-6.23%
			-3.01%

#### 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+
\$30,000 and less	5	10.20%	25,380	27,750	15,900	0	0
\$30,001 \$60,000	5	10.20%	58,200	57,500	62,475	59,900	0
\$60,001 \$80,000	8	16.33%	75,113	69,900	76,960	0	0
\$80,001 \$140,000	10	20.41%	108,820	0	108,820	145,000	0
\$140,001 \$180,000	7	14.29%	152,957	0	153,950	154,950	0
\$180,001 \$280,000	10	20.41%	225,800	0	191,600	248,883	189,900
\$280,001 and up	4	8.16%	382,225	0	0	382,225	0
Average List Price:	\$142,135			\$44,043	\$108,496	\$252,643	\$189,900
Total Closed Units:	49			7	27	14	1
Total List Volume:	6,964,600			308.30K	2.93M	3.54M	189.90K





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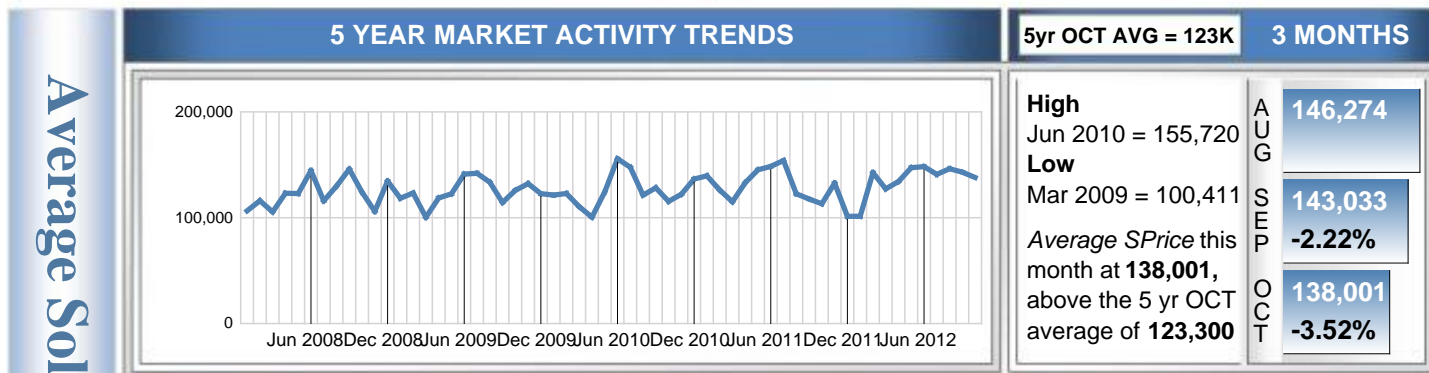
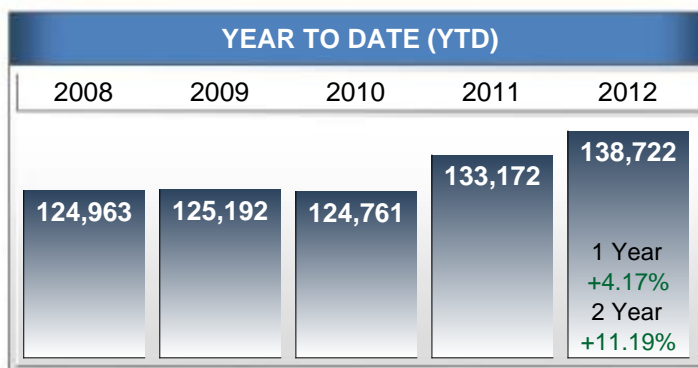
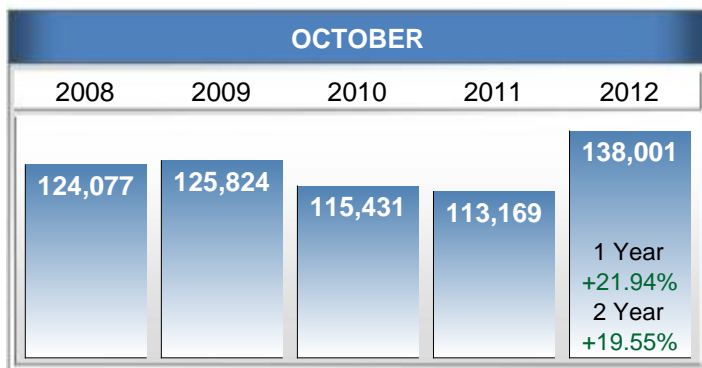
Closed Sales as of Nov 12, 2012



### Average Sold Price at Closing

Report Produced on: Nov 12, 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+
\$30,000 and less	5	10.20%	22,780	23,625	19,400	0	0
\$30,001 - \$60,000	6	12.24%	53,764	57,500	56,272	40,000	0
\$60,001 - \$80,000	7	14.29%	71,329	66,900	73,100	0	0
\$80,001 - \$140,000	11	22.45%	108,809	0	107,240	124,500	0
\$140,001 - \$180,000	6	12.24%	152,067	0	153,225	149,750	0
\$180,001 - \$280,000	10	20.41%	223,095	0	191,600	244,375	189,900
\$280,001 and up	4	8.16%	371,500	0	0	371,500	0
Average Closed Price: \$138,001				\$40,829	\$106,299	\$244,018	\$189,900
Total Closed Units: 49				7	27	14	1
Total Closed Volume: 6,762,036				285.80K	2.87M	3.42M	189.90K



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## October 2012

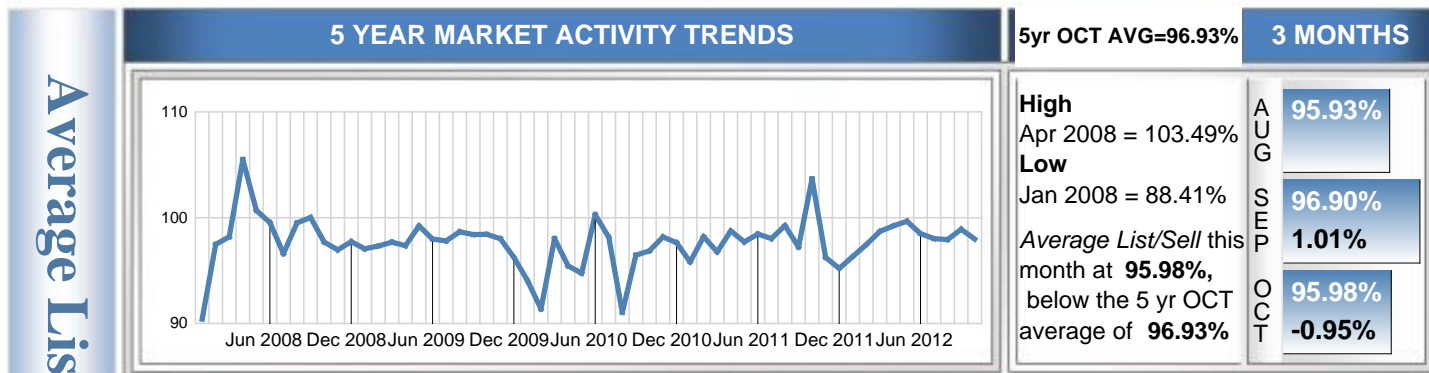
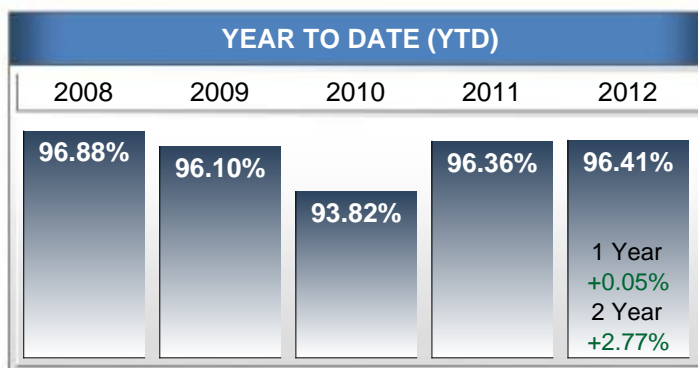
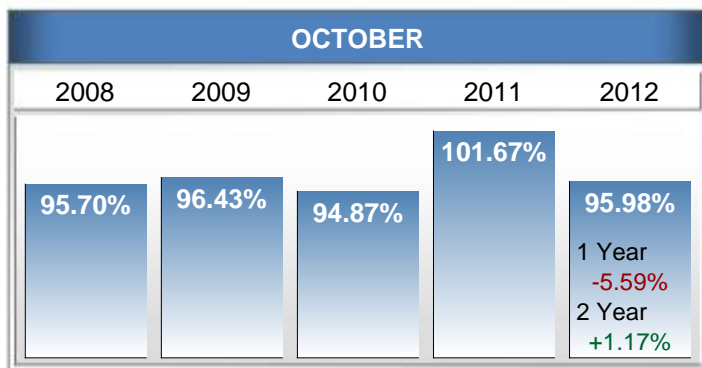
Closed Sales as of Nov 12, 2012



### Average Percent of List Price to Selling Price

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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+	
\$30,000 and less	5	10.20%	92.62%	85.27%	122.01%	0.00%	0.00%	
\$30,001 \$60,000	6	12.24%	88.07%	100.00%	90.41%	66.78%	0.00%	
\$60,001 \$80,000	7	14.29%	95.61%	96.87%	95.10%	0.00%	0.00%	
\$80,001 \$140,000	11	22.45%	97.45%	0.00%	98.61%	85.86%	0.00%	
\$140,001 \$180,000	6	12.24%	98.59%	0.00%	99.51%	96.77%	0.00%	
\$180,001 \$280,000	10	20.41%	98.90%	0.00%	100.00%	98.17%	100.00%	
\$280,001 and up	4	8.16%	97.48%	0.00%	0.00%	97.48%	0.00%	
Average List/Sell Ratio:				96.00%	90.69%	97.90%	94.65%	100.00%
Total Closed Units:				49	7	27	14	1
Total Closed Volume:				6,762,036	285.80K	2.87M	3.42M	189.90K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2012

Inventory as of Nov 12, 2012



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 67 Sales/Month

**Active Inventory** as of October 31, 2012 = 577

	OCTOBER			Year To Date		
	2011	2012	+/-%	2011	2012	+/-%
Closed Sales	51	49	-3.92%	660	691	4.70%
Pending Sales	49	47	-4.08%	621	616	-0.81%
New Listings	112	110	-1.79%	1,557	1,624	4.30%
Average List Price	117,252	142,135	21.22%	137,459	143,545	4.43%
Average Sale Price	113,169	138,001	21.94%	133,172	138,722	4.17%
Average Percent of List Price to Selling Price	101.67%	95.98%	-5.59%	96.36%	96.41%	0.05%
Average Days on Market to Sale	61.59	53.35	-13.38%	56.45	54.62	-3.24%
Monthly Inventory	625	577	-7.68%	625	577	-7.68%
Months Supply of Inventory	9.84	8.65	-12.07%	9.84	8.65	-12.07%

