



February 2013

Area Delimited by County Of Washington

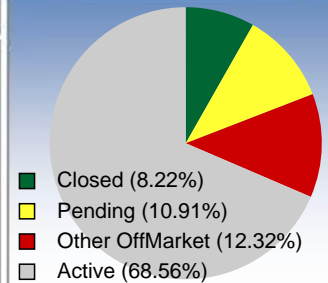


Absorption: Last 12 months, an Average of **71** Sales/Month

Active Inventory as of February 28, 2013 = **484**

	FEBRUARY		
	2012	2013	+/- %
Closed Listings	46	58	26.09%
Pending Listings	67	77	14.93%
New Listings	140	119	-15.00%
Average List Price	150,253	129,108	-14.07%
Average Sale Price	145,617	124,132	-14.75%
Average Percent of List Price to Selling Price	95.22%	94.75%	-0.50%
Average Days on Market to Sale	73.52	62.34	-15.20%
End of Month Inventory	614	484	-21.17%
Months Supply of Inventory	9.59	6.83	-28.78%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 12, 2013

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 February 2013 decreased **21.17%** to 484 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **6.83** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **14.75%** in February 2013 to \$124,132 versus the previous year at \$145,617.

Average Days on Market Shortens

The average number of **62.34** days that homes spent on the market before selling decreased by 11.18 days or **15.20%** in February 2013 compared to last year's same month at **73.52** DOM.

Sales Success for February 2013 is Positive

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

There were 119 New Listings in February 2013, down **15.00%** from last year at 140. Furthermore, there were 58 Closed Listings this month versus last year at 46, a **26.09%** increase.

Closed versus Listed trends yielded a **48.7%** ratio, up from last year's February 2013 at **32.9%**, a **48.34%** upswing. This will certainly create pressure on a decreasing 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?

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



Monthly Inventory Analysis

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February 2013

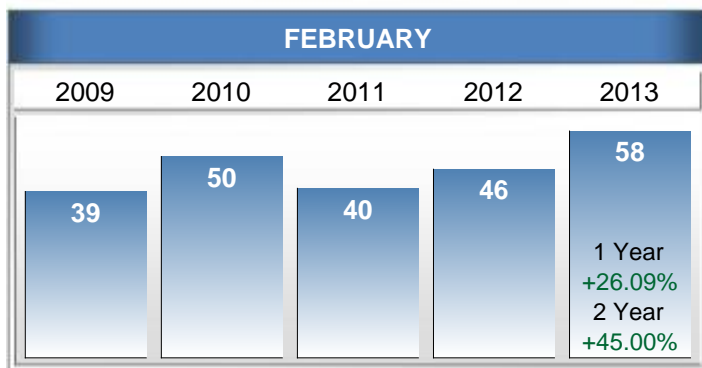
Closed Sales as of Mar 12, 2013



Closed Listings

Report Produced on: Mar 12, 2013

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+
\$20,000 and less	2	3.45%	2.5	1	1	0	0
\$20,001 - \$40,000	9	15.52%	72.4	4	4	1	0
\$40,001 - \$70,000	11	18.97%	61.5	5	6	0	0
\$70,001 - \$110,000	12	20.69%	58.5	0	8	4	0
\$110,001 - \$180,000	9	15.52%	65.6	1	6	2	0
\$180,001 - \$270,000	9	15.52%	75.9	1	2	6	0
\$270,001 and up	6	10.34%	51.3	0	2	3	1
Total Closed Units:	58		62.3	12	29	16	1
Total Closed Volume:	7,199,645			733.70K	2.97M	3.13M	365.00K
Average Closed Price:	\$124,132			\$61,142	\$102,559	\$195,421	\$365,000

Closed Listings

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Monthly Inventory Analysis

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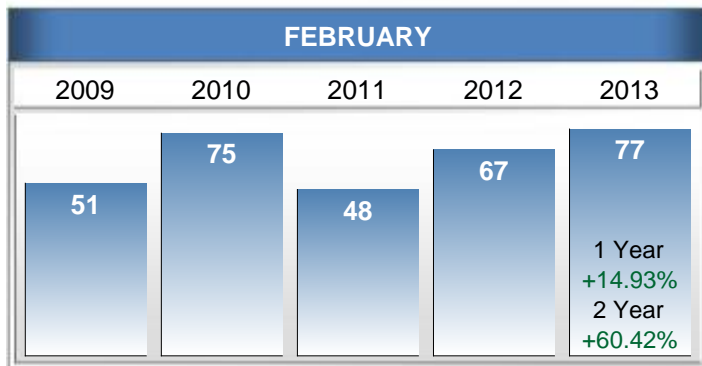
Pending Listings as of Mar 12, 2013



Pending Listings

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Pending Listings
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5yr FEB AVG = 64 **3 MONTHS**

High
Apr 2010 = 124

Low
Nov 2009 = 37

Pending Listing this month at **77**, above the 5 yr FEB average of **64**

D E C	56
J A N	74
F E B	77
32.14%	
4.05%	

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	6.49%	19.8	2	3	0	0
\$20,001 \$50,000	8	10.39%	49.8	3	4	1	0
\$50,001 \$70,000	11	14.29%	62.4	4	5	2	0
\$70,001 \$130,000	21	27.27%	45.1	1	17	3	0
\$130,001 \$190,000	14	18.18%	63.6	1	4	9	0
\$190,001 \$250,000	10	12.99%	45.0	1	4	5	0
\$250,001 and up	8	10.39%	87.5	0	1	4	3

Total Pending Units:	77	46.5	12	38	24	3
Total Pending Volume:	9,802,225		848.30K	3.78M	4.08M	1.10M
Average Listing Price:	\$95,400		\$70,692	\$99,480	\$169,946	\$365,000



Monthly Inventory Analysis

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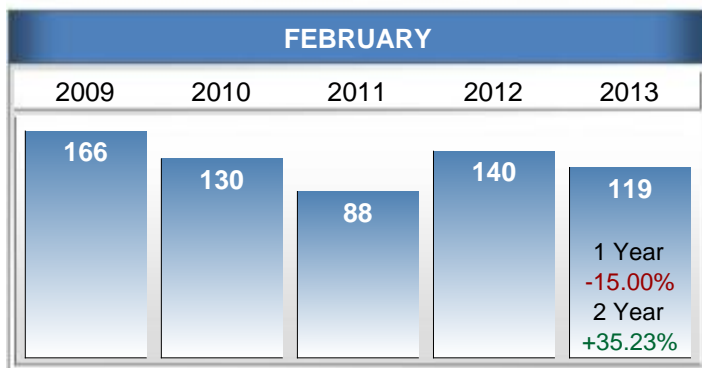
New Listings as of Mar 12, 2013



New Listings

Report Produced on: Mar 12, 2013

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	11	9.24%	6	5	0	0	
\$40,001 \$50,000	5	4.20%	3	1	1	0	
\$50,001 \$70,000	24	20.17%	15	8	1	0	
\$70,001 \$130,000	29	24.37%	6	19	3	1	
\$130,001 \$180,000	21	17.65%	0	9	12	0	
\$180,001 \$320,000	17	14.29%	0	7	10	0	
\$320,001 and up	12	10.08%	5	0	5	2	
Total New Listed Units:			119	35	49	32	3
Total New Listed Volume:			21,751,850	8.03M	5.36M	7.25M	1.10M
Average New Listed Listing Price:			\$99,900	\$229,466	\$109,468	\$226,644	\$368,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

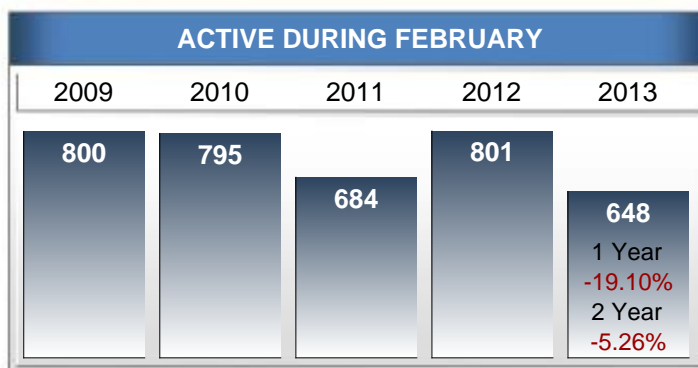
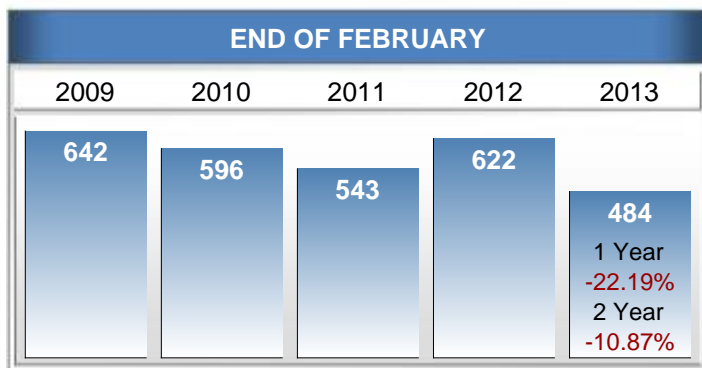
Active Inventory as of Mar 12, 2013



Active Inventory

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Active Inventory

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5yr FEB AVG = 577 **3 MONTHS**

High
Aug 2010 = 708

Low
Feb 2013 = 484

Inventory this month at **484**, below the 5 yr FEB average of **577**

D E C	491
J A N	529
F E B	484
7.74%	
-8.51%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	16	3.31%	73.6	15	1	0	0	
\$25,001 - \$50,000	75	15.50%	80.7	59	16	0	0	
\$50,001 - \$75,000	83	17.15%	63.1	53	26	3	1	
\$75,001 - \$100,000	97	20.04%	74.9	51	39	7	0	
\$100,001 - \$175,000	96	19.83%	73.4	14	50	30	2	
\$175,001 - \$275,000	67	13.84%	75.7	7	23	37	0	
\$275,001 and up	50	10.33%	80.1	9	4	27	10	
Total Active Inventory by Units:			484	74.1	208	159	104	13
Total Active Inventory by Volume:			78,410,353		22.36M	18.70M	23.45M	13.91M
Average Active Inventory Listing Price:			\$162,005		\$107,490	\$117,607	\$225,452	\$1,069,685



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

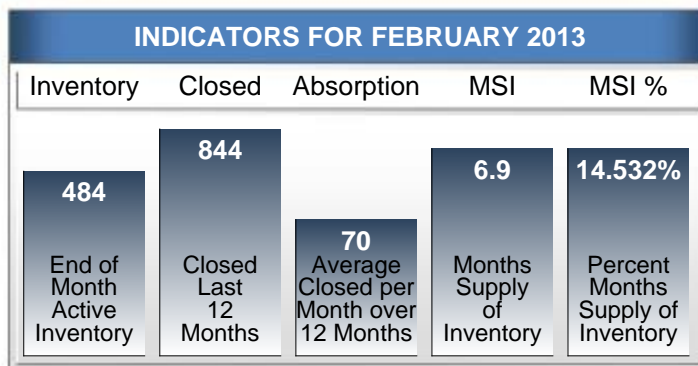
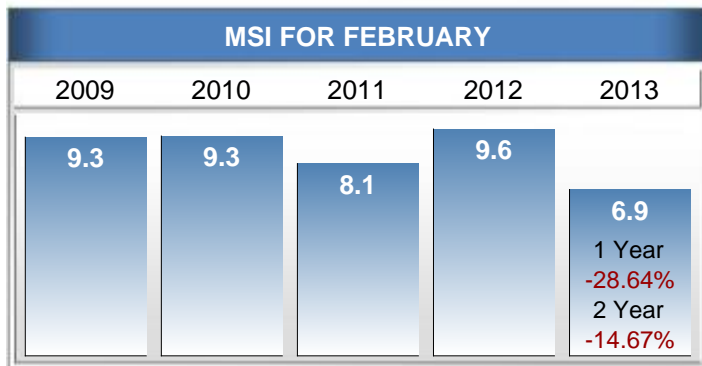
Active Inventory as of Mar 12, 2013



Months Supply of Inventory

Report Produced on: Mar 12, 2013

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+
\$30,000 and less	36	7.44%	5.4	8.9	1.5	0.0	0.0	
\$30,001 \$50,000	55	11.36%	11.4	21.0	5.0	0.0	0.0	
\$50,001 \$70,000	73	15.08%	11.4	27.6	5.5	6.0	12.0	
\$70,001 \$120,000	136	28.10%	7.0	24.4	4.1	5.6	0.0	
\$120,001 \$180,000	75	15.50%	5.2	12.0	4.3	6.1	3.4	
\$180,001 \$270,000	58	11.98%	4.5	21.0	5.9	3.7	0.0	
\$270,001 and up	51	10.54%	9.0	108.0	5.3	8.4	6.7	
MSI:	6.9			18.9	4.4	5.2	3.9	
Total Active Inventory:	484			208	159	104	13	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

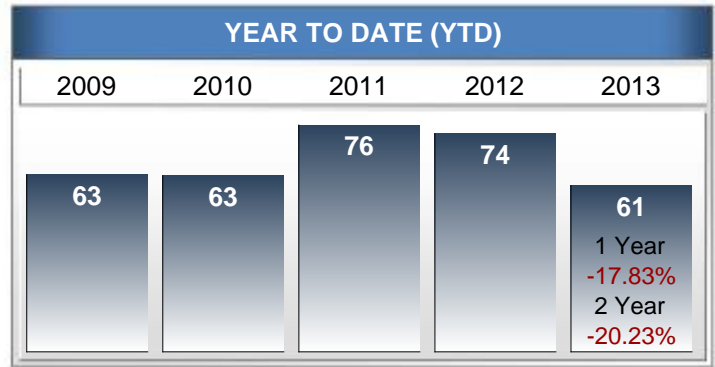
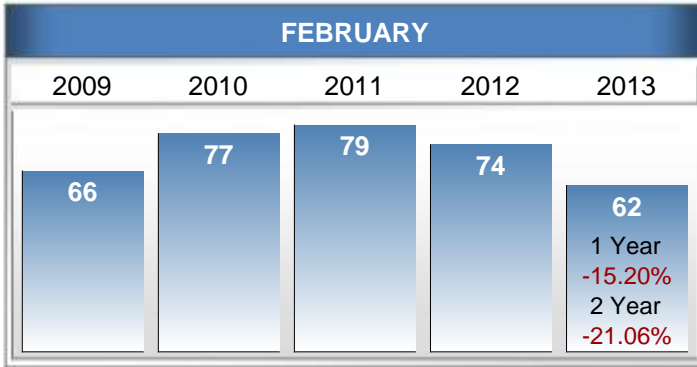
Closed Sales as of Mar 12, 2013



Average Days on Market to Sale

Report Produced on: Mar 12, 2013

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+
\$20,000 and less	2	3.45%	2.5	3.0	2.0	0.0	0.0
\$20,001 \$40,000	9	15.52%	72.4	70.3	62.0	123.0	0.0
\$40,001 \$70,000	11	18.97%	61.5	109.8	21.2	0.0	0.0
\$70,001 \$110,000	12	20.69%	58.5	0.0	47.3	81.0	0.0
\$110,001 \$180,000	9	15.52%	65.6	1.0	69.3	86.5	0.0
\$180,001 \$270,000	9	15.52%	75.9	36.0	116.0	69.2	0.0
\$270,001 and up	6	10.34%	51.3	0.0	49.5	22.0	143.0
Average Closed DOM: 62.3				72.5	51.8	68.8	143.0
Total Closed Units: 58				12	29	16	1
Total Closed Volume: 7,199,645				733.70K	2.97M	3.13M	365.00K



Monthly Inventory Analysis

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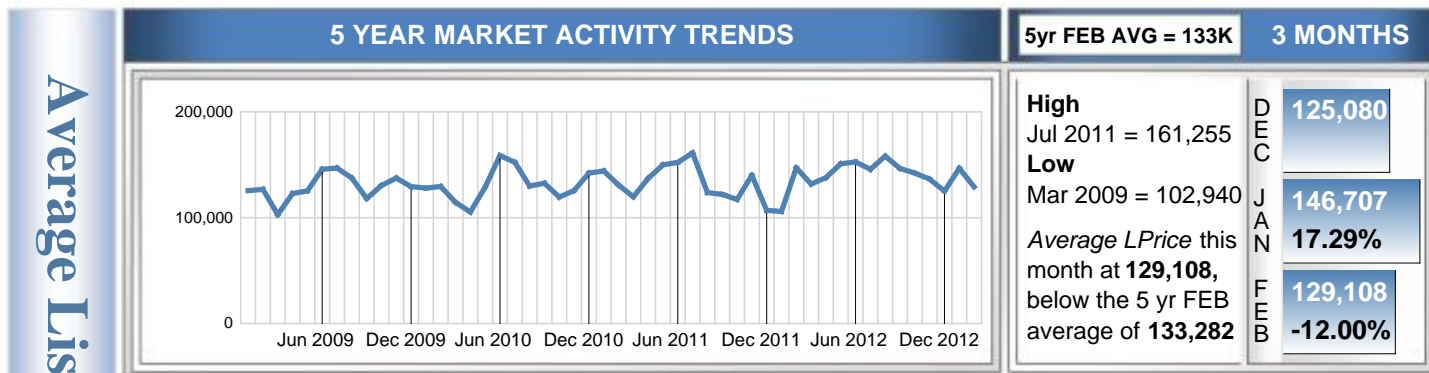
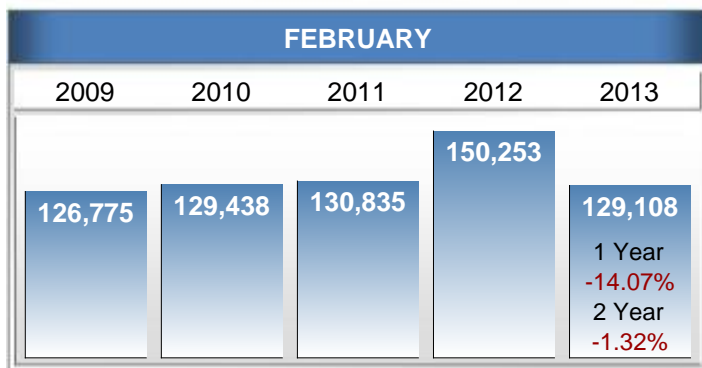
Closed Sales as of Mar 12, 2013



Average List Price at Closing

Report Produced on: Mar 12, 2013

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+
\$20,000 and less	1	1.72%	19,900	19,900	24,000	0	0
\$20,001 \$40,000	9	15.52%	28,644	32,125	29,225	29,900	0
\$40,001 \$70,000	10	17.24%	54,535	67,600	53,808	0	0
\$70,001 \$110,000	14	24.14%	87,086	0	87,188	91,175	0
\$110,001 \$180,000	9	15.52%	136,378	112,200	138,400	142,400	0
\$180,001 \$270,000	8	13.79%	216,600	195,000	208,450	232,967	0
\$270,001 and up	7	12.07%	355,114	0	347,000	379,967	375,000
Average List Price: \$129,108				\$66,133	\$106,984	\$201,069	\$375,000
Total Closed Units: 58				12	29	16	1
Total List Volume: 7,488,250				793.60K	3.10M	3.22M	375.00K



Monthly Inventory Analysis

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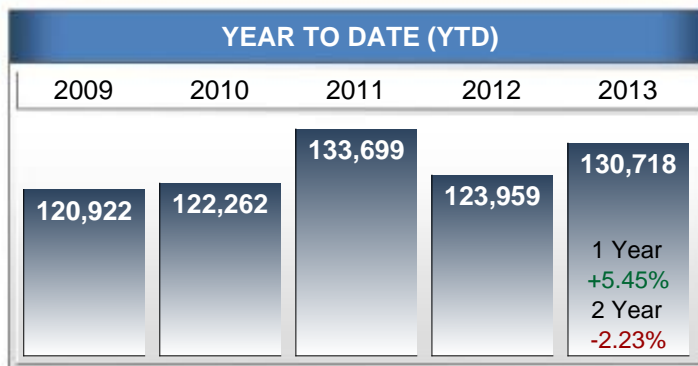
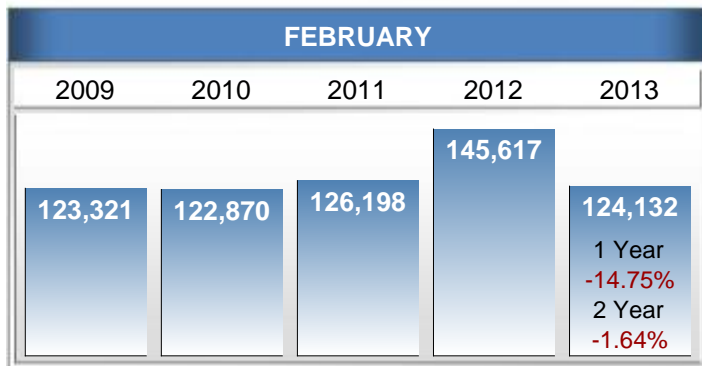
Closed Sales as of Mar 12, 2013



Average Sold Price at Closing

Report Produced on: Mar 12, 2013

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+
\$20,000 and less	2	3.45%	18,950	18,000	19,900	0	0
\$20,001 \$40,000	9	15.52%	27,700	27,375	27,475	29,900	0
\$40,001 \$70,000	11	18.97%	55,982	61,800	51,134	0	0
\$70,001 \$110,000	12	20.69%	82,925	0	81,763	85,250	0
\$110,001 \$180,000	9	15.52%	132,467	112,200	133,750	138,750	0
\$180,001 \$270,000	9	15.52%	217,093	185,000	203,500	226,973	0
\$270,001 and up	6	10.34%	359,250	0	337,000	372,167	365,000
Average Closed Price:	\$124,132			\$61,142	\$102,559	\$195,421	\$365,000
Total Closed Units:	58			12	29	16	1
Total Closed Volume:	7,199,645			733.70K	2.97M	3.13M	365.00K



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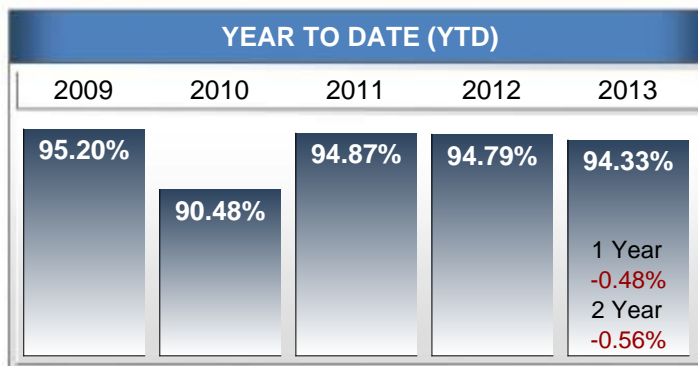
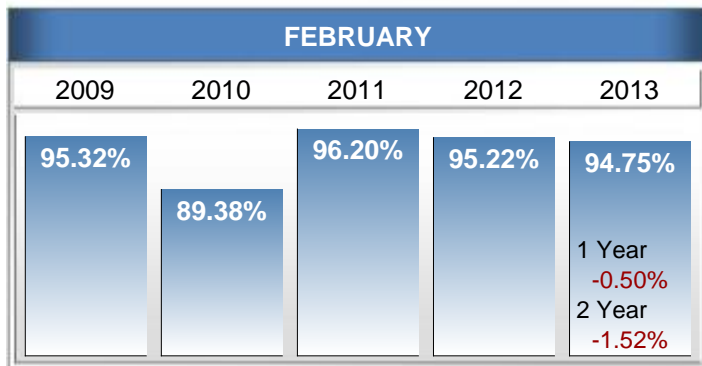
Closed Sales as of Mar 12, 2013



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+
\$20,000 and less	2	3.45%	86.68%	90.45%	82.92%	0.00%	0.00%
\$20,001 \$40,000	9	15.52%	91.26%	85.75%	94.58%	100.00%	0.00%
\$40,001 \$70,000	11	18.97%	93.85%	91.85%	95.51%	0.00%	0.00%
\$70,001 \$110,000	12	20.69%	94.24%	0.00%	94.32%	94.09%	0.00%
\$110,001 \$180,000	9	15.52%	97.30%	100.00%	96.78%	97.51%	0.00%
\$180,001 \$270,000	9	15.52%	97.24%	94.87%	97.54%	97.53%	0.00%
\$270,001 and up	6	10.34%	97.75%	0.00%	97.47%	98.07%	97.33%
Average List/Sell Ratio: 94.70%				90.63%	95.16%	96.93%	97.33%
Total Closed Units: 58				12	29	16	1
Total Closed Volume: 7,199,645				733.70K	2.97M	3.13M	365.00K



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Inventory as of Mar 12, 2013



Market Summary

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Absorption: Last 12 months, an Average of 71 Sales/Month

Active Inventory as of February 28, 2013 = 484

Closed Sales
Pending Sales
New Listings
Average List Price
Average Sale Price
Average Percent of List Price to Selling Price
Average Days on Market to Sale
Monthly Inventory
Months Supply of Inventory

FEBRUARY			Year To Date		
2012	2013	+/-%	2012	2013	+/-%
46	58	26.09%	90	106	17.78%
67	77	14.93%	128	151	17.97%
140	119	-15.00%	335	314	-6.27%
150,253	129,108	-14.07%	128,548	137,077	6.64%
145,617	124,132	-14.75%	123,959	130,718	5.45%
95.22%	94.75%	-0.50%	94.79%	94.33%	-0.48%
73.52	62.34	-15.20%	73.71	60.57	-17.83%
614	484	-21.17%	614	484	-21.17%
9.59	6.83	-28.78%	9.59	6.83	-28.78%

