



# January 2013

Area Delimited by County Of Washington

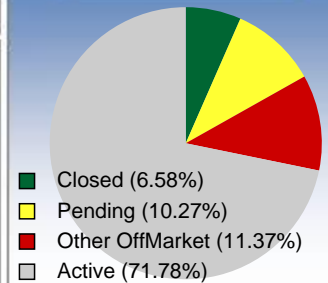


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of January 31, 2013 = **524**

	JANUARY		
	2012	2013	+/- %
Closed Listings	44	48	9.09%
Pending Listings	61	75	22.95%
New Listings	195	195	0.00%
Average List Price	105,856	146,707	38.59%
Average Sale Price	101,316	138,677	36.88%
Average Percent of List Price to Selling Price	94.33%	93.83%	-0.52%
Average Days on Market to Sale	73.91	58.42	-20.96%
End of Month Inventory	649	524	-19.26%
Months Supply of Inventory	10.22	7.50	-26.58%

## Market Activity



Report Produced on: Feb 13, 2013

# Monthly Inventory Analysis

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 January 2013 decreased **19.26%** to 524 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **7.50** 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 **36.88%** in January 2013 to \$138,677 versus the previous year at \$101,316.

### Average Days on Market Shortens

The average number of **58.42** days that homes spent on the market before selling decreased by 15.49 days or **20.96%** in January 2013 compared to last year's same month at **73.91** DOM.

### Sales Success for January 2013 is Positive

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

There were 195 New Listings in January 2013, down **0.00%** from last year at 195. Furthermore, there were 48 Closed Listings this month versus last year at 44, a **9.09%** increase.

Closed versus Listed trends yielded a **24.6%** ratio, up from last year's January 2013 at **22.6%**, a **9.09%** 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 Greater Tulsa Association of REALTORS®

## January 2013

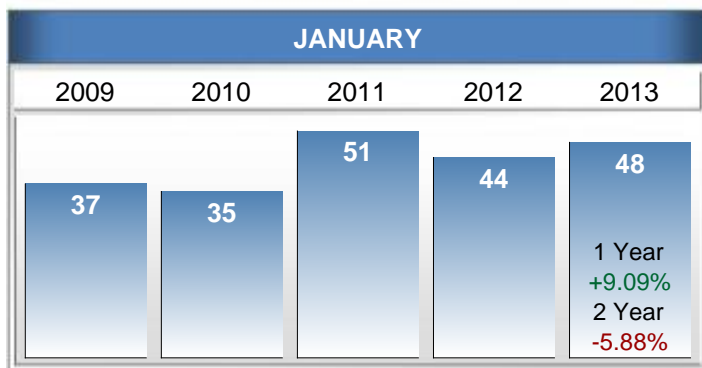
Closed Sales as of Feb 13, 2013



### Closed Listings

Report Produced on: Feb 13, 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	3	6.25%	21.7	3	0	0	0	
\$20,001 \$60,000	7	14.58%	53.3	2	5	0	0	
\$60,001 \$90,000	5	10.42%	77.2	0	5	0	0	
\$90,001 \$140,000	15	31.25%	65.3	1	11	2	1	
\$140,001 \$200,000	7	14.58%	37.0	0	4	3	0	
\$200,001 \$300,000	6	12.50%	70.3	0	0	5	1	
\$300,001 and up	5	10.42%	63.8	0	0	3	2	
Total Closed Units: 48				58.4	6	25	13	4
Total Closed Volume: 6,656,502					214.30K	2.47M	2.96M	1.01M
Average Closed Price: \$138,677					\$35,717	\$98,600	\$228,062	\$253,100

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

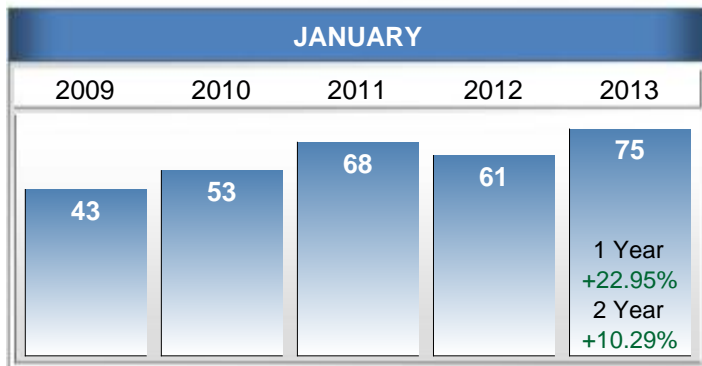
Pending Listings as of Feb 13, 2013



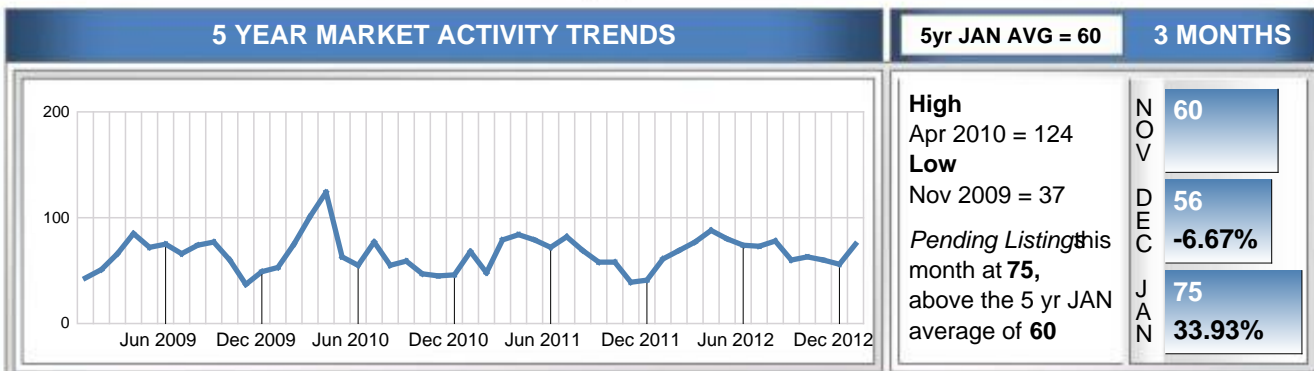
### Pending Listings

Report Produced on: Feb 13, 2013

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	4	5.33%	19.0	2	2	0	0	
\$20,001 \$50,000	12	16.00%	64.0	4	7	1	0	
\$50,001 \$70,000	10	13.33%	76.9	4	6	0	0	
\$70,001 \$120,000	19	25.33%	61.2	2	12	5	0	
\$120,001 \$180,000	13	17.33%	72.3	0	7	6	0	
\$180,001 \$240,000	9	12.00%	45.2	0	4	5	0	
\$240,001 and up	8	10.67%	50.1	0	1	6	1	
Total Pending Units: 75 Total Pending Volume: 9,235,953 Average Listing Price: \$117,849				64.8	12	39	23	1
					608,89K	3.88M	4.46M	289.90K
					\$50,741	\$99,412	\$193,917	\$289,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

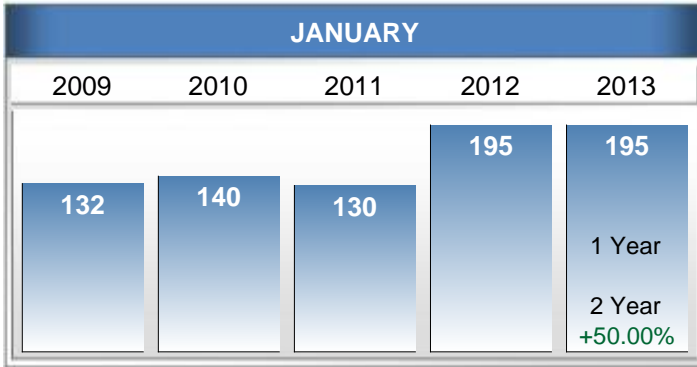
New Listings as of Feb 13, 2013



### New Listings

Report Produced on: Feb 13, 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+
\$30,000 and less	15	7.69%	12	3	0	0
\$30,001 - \$50,000	25	12.82%	19	6	0	0
\$50,001 - \$70,000	18	9.23%	10	7	1	0
\$70,001 - \$110,000	57	29.23%	30	21	6	0
\$110,001 - \$160,000	37	18.97%	8	15	13	1
\$160,001 - \$220,000	21	10.77%	3	8	10	0
\$220,001 and up	22	11.28%	1	2	18	1
<b>Total New Listed Units:</b>	<b>195</b>		<b>83</b>	<b>62</b>	<b>48</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>23,606,664</b>		<b>6.73M</b>	<b>6.52M</b>	<b>9.90M</b>	<b>457.50K</b>
<b>Average New Listed Listing Price:</b>	<b>\$0</b>		<b>\$81,063</b>	<b>\$105,174</b>	<b>\$206,254</b>	<b>\$228,750</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

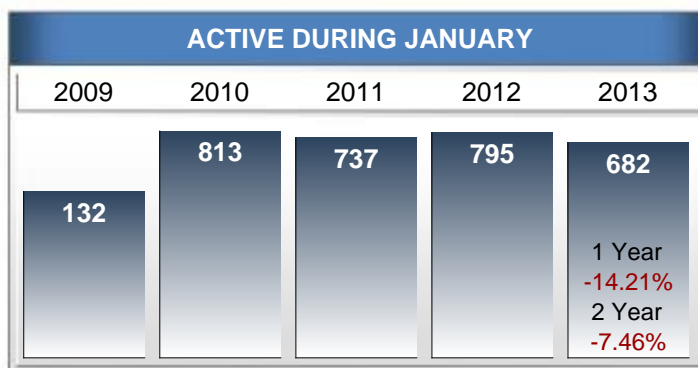
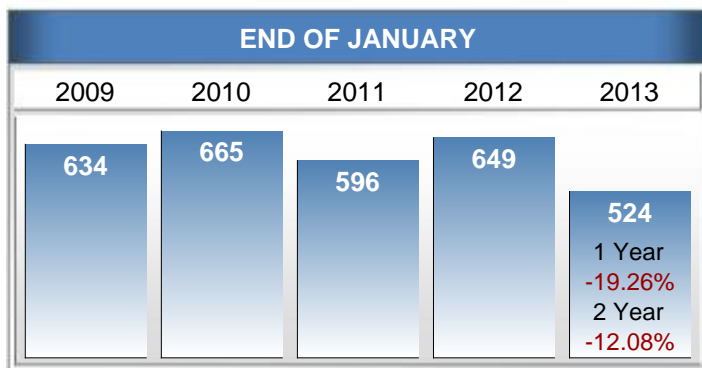
Active Inventory as of Feb 13, 2013



### Active Inventory

Report Produced on: Feb 13, 2013

Area Delimited by County Of Washington



Active Inventory

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**5yr JAN AVG = 614**      **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Dec 2012 = 487

*Inventory* this month at **524**, below the 5 yr JAN average of **614**

N	579
O	
V	
D	487
E	-15.89%
C	
J	524
A	7.60%
N	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	48	9.16%	82.4	40	8	0	0	
\$30,001 \$50,000	66	12.60%	63.2	54	11	1	0	
\$50,001 \$70,000	70	13.36%	81.7	45	21	4	0	
\$70,001 \$120,000	143	27.29%	68.9	62	66	14	1	
\$120,001 \$180,000	73	13.93%	73.2	11	36	25	1	
\$180,001 \$250,000	69	13.17%	83.8	9	29	31	0	
\$250,001 and up	55	10.50%	87.0	6	4	33	12	
Total Active Inventory by Units:			524	75.6	227	175	108	14
Total Active Inventory by Volume:			78,531,183		20.15M	20.85M	22.96M	14.58M
Average Active Inventory Listing Price:			\$149,869		\$88,747	\$119,154	\$212,569	\$1,041,157



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

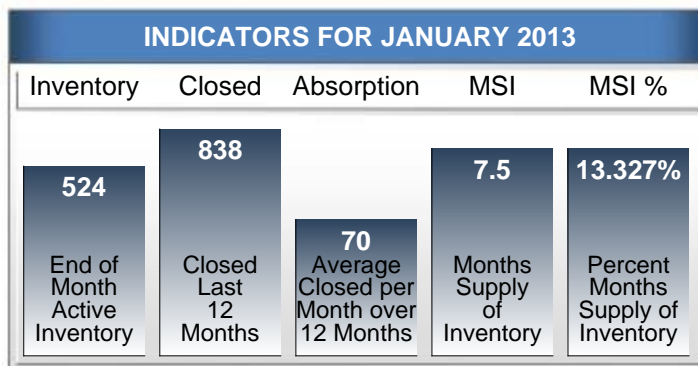
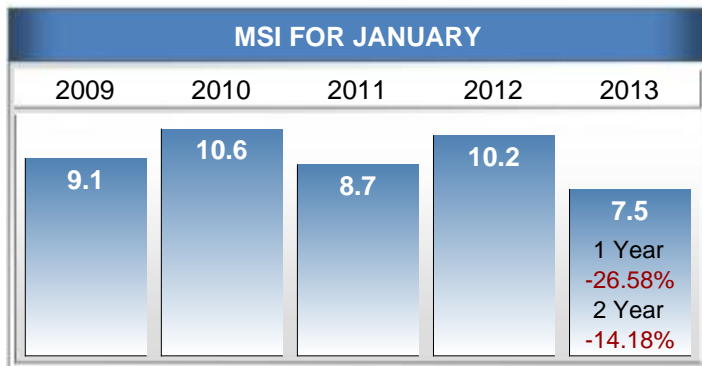
Active Inventory as of Feb 13, 2013



### Months Supply of Inventory

Report Produced on: Feb 13, 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	48	9.16%	7.7	11.7	3.3	0.0	0.0
\$30,001 \$50,000	66	12.60%	13.7	24.0	4.7	6.0	0.0
\$50,001 \$70,000	70	13.36%	11.7	33.8	5.1	8.0	0.0
\$70,001 \$120,000	143	27.29%	7.4	24.8	4.7	5.3	6.0
\$120,001 \$180,000	73	13.93%	5.0	14.7	4.0	5.7	1.7
\$180,001 \$250,000	69	13.17%	5.9	54.0	8.7	4.2	0.0
\$250,001 and up	55	10.50%	7.7	36.0	5.3	6.9	8.0
MSI:			7.5	21.4	4.9	5.3	4.3
Total Active Inventory:			524	227	175	108	14



# Monthly Inventory Analysis

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## January 2013

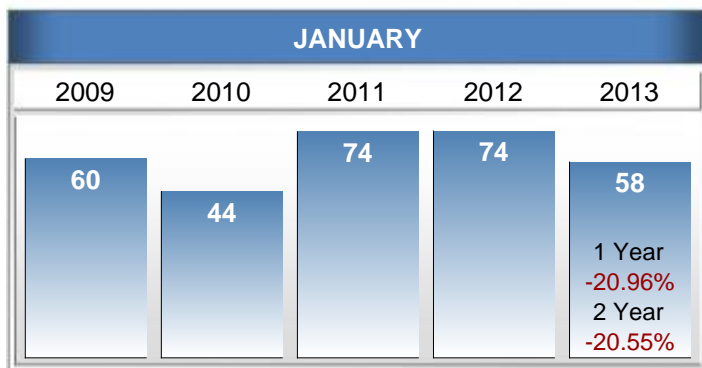
Closed Sales as of Feb 13, 2013



### Average Days on Market to Sale

Report Produced on: Feb 13, 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	3	6.25%	21.7	21.7	0.0	0.0	0.0
\$20,001 \$60,000	7	14.58%	53.3	3.5	73.2	0.0	0.0
\$60,001 \$90,000	5	10.42%	77.2	0.0	77.2	0.0	0.0
\$90,001 \$140,000	15	31.25%	65.3	44.0	67.5	73.0	47.0
\$140,001 \$200,000	7	14.58%	37.0	0.0	23.5	55.0	0.0
\$200,001 \$300,000	6	12.50%	70.3	0.0	0.0	68.6	79.0
\$300,001 and up	5	10.42%	63.8	0.0	0.0	57.3	73.5
Average Closed DOM: 58.4				19.3	63.6	63.5	68.3
Total Closed Units: 48				6	25	13	4
Total Closed Volume: 6,656,502				214.30K	2.47M	2.96M	1.01M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

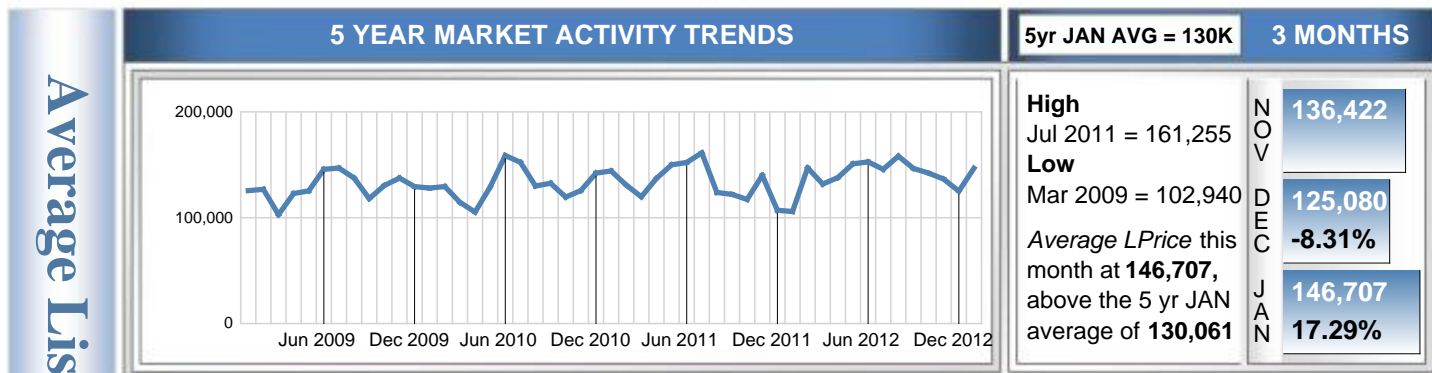
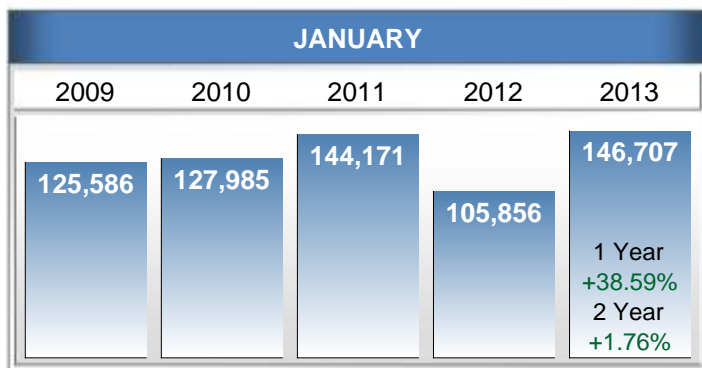
Closed Sales as of Feb 13, 2013



### Average List Price at Closing

Report Produced on: Feb 13, 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	4	8.33%	14,410	12,546	0	0	0
\$20,001 - \$60,000	6	12.50%	46,783	43,450	42,760	0	0
\$60,001 - \$90,000	4	8.33%	80,575	0	83,360	0	0
\$90,001 - \$140,000	15	31.25%	113,507	105,000	111,200	149,450	140,000
\$140,001 - \$200,000	8	16.67%	175,878	0	184,475	170,040	0
\$200,001 - \$300,000	6	12.50%	245,567	0	0	240,700	269,900
\$300,001 and up	5	10.42%	359,660	0	0	374,500	337,400
Average List Price:	\$146,707			\$38,256	\$103,668	\$241,232	\$271,175
Total Closed Units:	48			6	25	13	4
Total List Volume:	7,041,958			229.54K	2.59M	3.14M	1.08M





# Monthly Inventory Analysis

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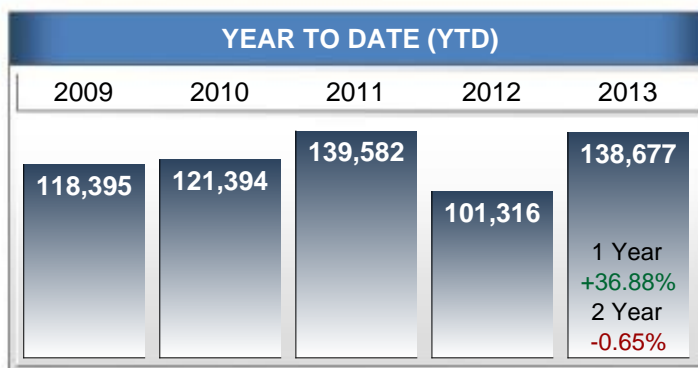
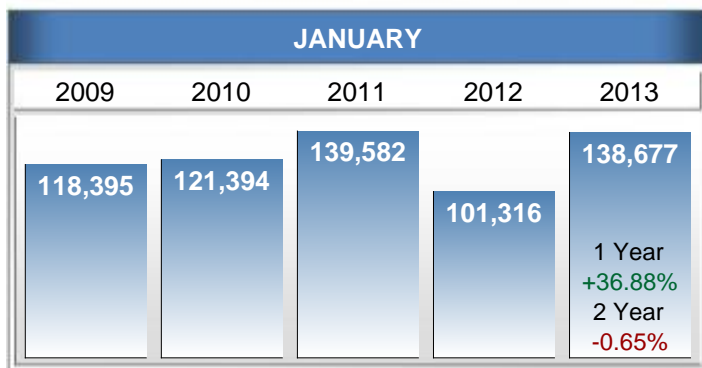
Closed Sales as of Feb 13, 2013



### Average Sold Price at Closing

Report Produced on: Feb 13, 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	3		6.25%	9,167	9,167	0	0	0
\$20,001 \$60,000	7		14.58%	40,771	43,400	39,720	0	0
\$60,001 \$90,000	5		10.42%	78,300	0	78,300	0	0
\$90,001 \$140,000	15		31.25%	109,420	100,000	105,809	134,950	107,500
\$140,001 \$200,000	7		14.58%	172,700	0	177,750	165,967	0
\$200,001 \$300,000	6		12.50%	234,167	0	0	229,000	260,000
\$300,001 and up	5		10.42%	339,380	0	0	350,667	322,450
Average Closed Price:	\$138,677				\$35,717	\$98,600	\$228,062	\$253,100
Total Closed Units:	48				6	25	13	4
Total Closed Volume:	6,656,502				214.30K	2.47M	2.96M	1.01M



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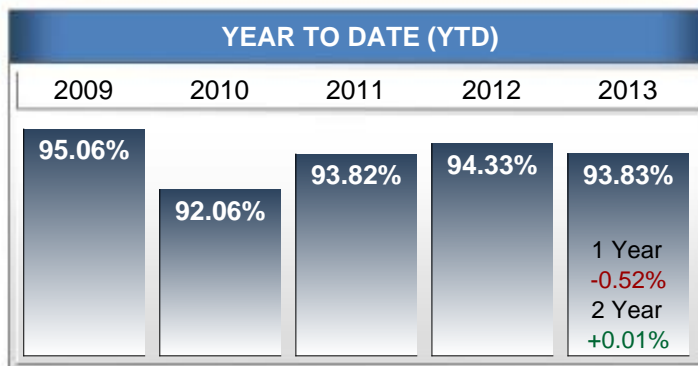
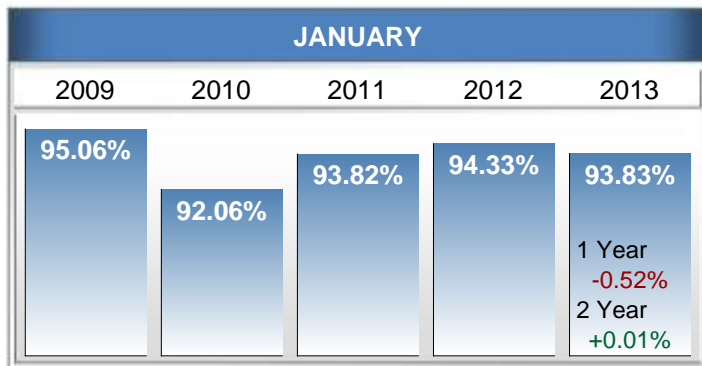
Closed Sales as of Feb 13, 2013



### Average Percent of List Price to Selling Price

Report Produced on: Feb 13, 2013

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+
\$20,000 and less	3	6.25%	77.16%	77.16%	0.00%	0.00%	0.00%
\$20,001 \$60,000	7	14.58%	95.90%	98.35%	94.92%	0.00%	0.00%
\$60,001 \$90,000	5	10.42%	94.30%	0.00%	94.30%	0.00%	0.00%
\$90,001 \$140,000	15	31.25%	93.71%	95.24%	95.63%	90.88%	76.79%
\$140,001 \$200,000	7	14.58%	96.98%	0.00%	96.41%	97.74%	0.00%
\$200,001 \$300,000	6	12.50%	95.48%	0.00%	0.00%	95.31%	96.33%
\$300,001 and up	5	10.42%	94.46%	0.00%	0.00%	93.50%	95.90%
Average List/Sell Ratio: 93.80%				87.24%	95.35%	94.77%	91.23%
Total Closed Units: 48					6	25	13
Total Closed Volume: 6,656,502				214.30K	2.47M	2.96M	1.01M



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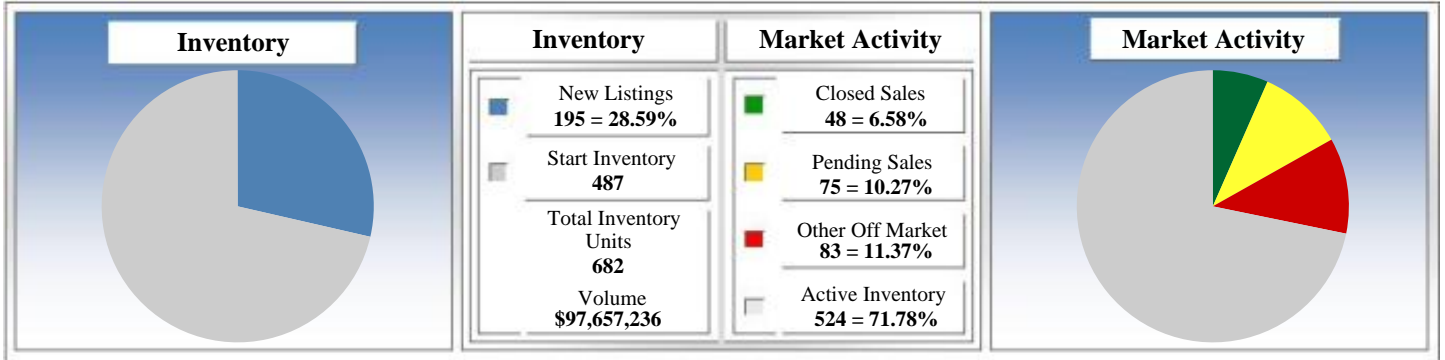
Inventory as of Feb 13, 2013



### Market Summary

Report Produced on: Feb 13, 2013

Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 70 Sales/Month

**Active Inventory** as of January 31, 2013 = 524

	JANUARY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	44	48	9.09%	44	48	9.09%
Pending Sales	61	75	22.95%	61	75	22.95%
New Listings	195	195	0.00%	195	195	0.00%
Average List Price	105,856	146,707	38.59%	105,856	146,707	38.59%
Average Sale Price	101,316	138,677	36.88%	101,316	138,677	36.88%
Average Percent of List Price to Selling Price	94.33%	93.83%	-0.52%	94.33%	93.83%	-0.52%
Average Days on Market to Sale	73.91	58.42	-20.96%	73.91	58.42	-20.96%
Monthly Inventory	649	524	-19.26%	649	524	-19.26%
Months Supply of Inventory	10.22	7.50	-26.58%	10.22	7.50	-26.58%

