



June 2013

Area Delimited by County Of Washington

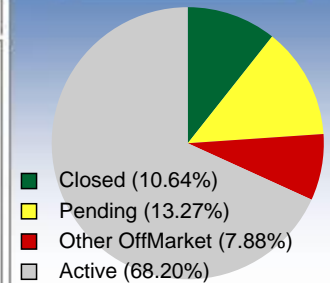


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of June 30, 2013 = **519**

	JUNE		
	2012	2013	+/-%
Closed Listings	83	81	-2.41%
Pending Listings	74	101	36.49%
New Listings	187	120	-35.83%
Average List Price	152,694	157,746	3.31%
Average Sale Price	148,278	152,870	3.10%
Average Percent of List Price to Selling Price	96.50%	96.04%	-0.47%
Average Days on Market to Sale	50.20	44.94	-10.49%
End of Month Inventory	688	519	-24.56%
Months Supply of Inventory	10.49	7.41	-29.41%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 17, 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 June 2013 decreased **24.56%** to 519 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 **7.41** 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 **3.10%** in June 2013 to \$152,870 versus the previous year at \$148,278.

Average Days on Market Shortens

The average number of **44.94** days that homes spent on the market before selling decreased by 5.27 days or **10.49%** in June 2013 compared to last year's same month at **50.20** DOM.

Sales Success for June 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 120 New Listings in June 2013, down **35.83%** from last year at 187. Furthermore, there were 81 Closed Listings this month versus last year at 83, a **-2.41%** decrease.

Closed versus Listed trends yielded a **67.5%** ratio, up from last year's June 2013 at **44.4%**, a **52.08%** 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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June 2013

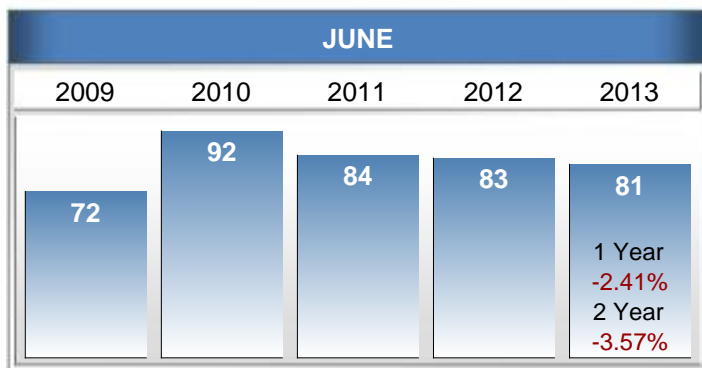
Closed Sales as of Jul 17, 2013



Closed Listings

Report Produced on: Jul 17, 2013

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+	
\$25,000 and less	3	3.70%	9.0	1	2	0	0	
\$25,001 - \$50,000	9	11.11%	50.7	5	4	0	0	
\$50,001 - \$75,000	14	17.28%	58.1	5	6	3	0	
\$75,001 - \$150,000	23	28.40%	43.6	1	16	6	0	
\$150,001 - \$225,000	11	13.58%	28.3	0	6	5	0	
\$225,001 - \$275,000	8	9.88%	57.6	0	3	5	0	
\$275,001 and up	13	16.05%	43.7	1	0	9	3	
Total Closed Units: 81				44.9	13	37	28	3
Total Closed Volume: 12,382,485					1.03M	4.26M	5.89M	1.20M
Average Closed Price: \$152,870					\$79,523	\$115,073	\$210,304	\$400,833



Monthly Inventory Analysis

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June 2013

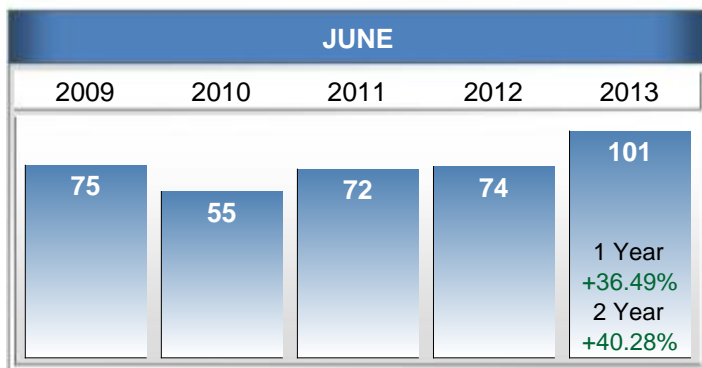
Pending Listings as of Jul 17, 2013



Pending Listings

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5yr JUN AVG = 75	3 MONTHS						
High Apr 2010 = 124 Low Nov 2009 = 37 <i>Pending Listing</i> this month at 101 , above the 5 yr JUN average of 75	<table border="1"> <tr> <td>A P R</td> <td>92</td> </tr> <tr> <td>M A Y</td> <td>84</td> </tr> <tr> <td>J U N</td> <td>101</td> </tr> </table> -8.70% 20.24%	A P R	92	M A Y	84	J U N	101
A P R	92						
M A Y	84						
J U N	101						

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+
\$30,000 and less	9	8.91%	52.7	5	4	0	0
\$30,001 - \$50,000	11	10.89%	48.6	3	7	1	0
\$50,001 - \$80,000	15	14.85%	43.4	8	5	2	0
\$80,001 - \$140,000	24	23.76%	58.5	1	16	6	1
\$140,001 - \$220,000	20	19.80%	37.7	1	7	12	0
\$220,001 - \$270,000	10	9.90%	43.4	0	1	9	0
\$270,001 and up	12	11.88%	61.5	2	1	7	2
Total Pending Units: 101				20	41	37	3
Total Pending Volume: 15,147,950				2.08M	4.26M	8.13M	686.70K
Average Listing Price: \$82,300				\$103,810	\$103,891	\$219,608	\$228,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2013

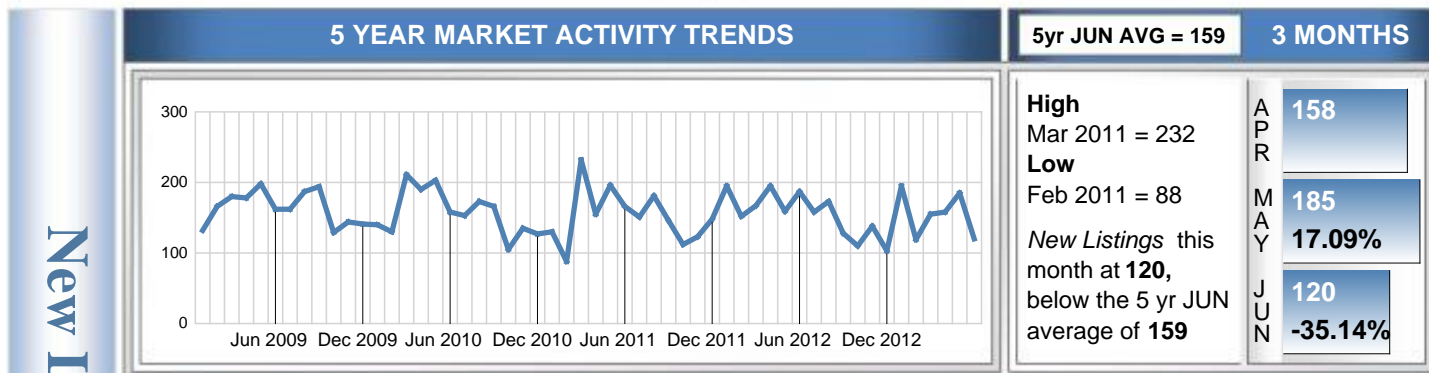
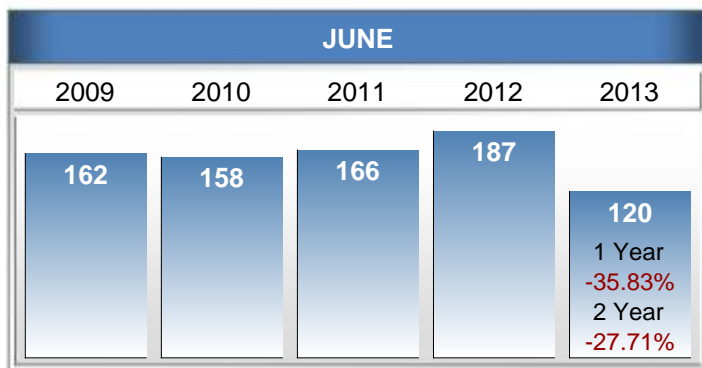
New Listings as of Jul 17, 2013



New Listings

Report Produced on: Jul 17, 2013

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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	9.17%	8	2	1	0
\$40,001 \$50,000	7	5.83%	5	2	0	0
\$50,001 \$70,000	23	19.17%	18	5	0	0
\$70,001 \$120,000	29	24.17%	7	19	3	0
\$120,001 \$170,000	21	17.50%	1	11	8	1
\$170,001 \$290,000	17	14.17%	1	7	9	0
\$290,001 and up	12	10.00%	1	1	5	5
Total New Listed Units:	120		41	47	26	6
Total New Listed Volume:	17,169,947		2.77M	5.54M	5.97M	2.88M
Average New Listed Listing Price:	\$69,000		\$67,622	\$117,922	\$229,669	\$480,617



Monthly Inventory Analysis

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June 2013

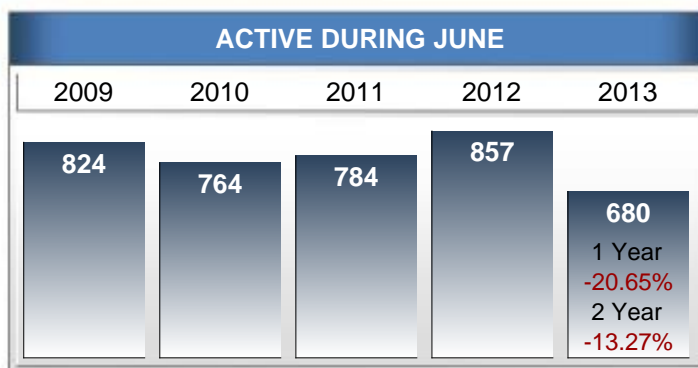
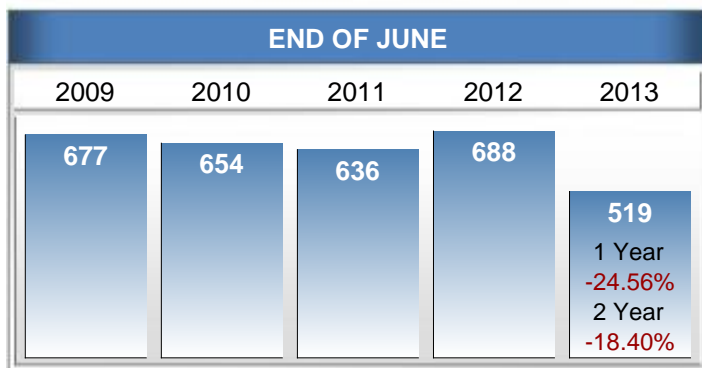
Active Inventory as of Jul 17, 2013



Active Inventory

Report Produced on: Jul 17, 2013

Area Delimited by County Of Washington



Active Inventory

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5yr JUN AVG = 635 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **519**, below the 5 yr JUN average of **635**

A P R	539
M A Y	560
J U N	519

3.90%

-7.32%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	24	4.62%	81.4	20	4	0	0
\$25,001 \$50,000	64	12.33%	78.4	55	9	0	0
\$50,001 \$75,000	89	17.15%	80.4	58	30	1	0
\$75,001 \$125,000	151	29.09%	95.0	54	75	22	0
\$125,001 \$150,000	47	9.06%	79.4	5	20	19	3
\$150,001 \$275,000	92	17.73%	76.0	11	33	45	3
\$275,001 and up	52	10.02%	86.1	12	2	20	18
Total Active Inventory by Units:		519	84.2	215	173	107	24
Total Active Inventory by Volume:		87,117,523		25.33M	19.41M	23.44M	18.94M
Average Active Inventory Listing Price:		\$167,856		\$117,803	\$112,173	\$219,070	\$789,312



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2013

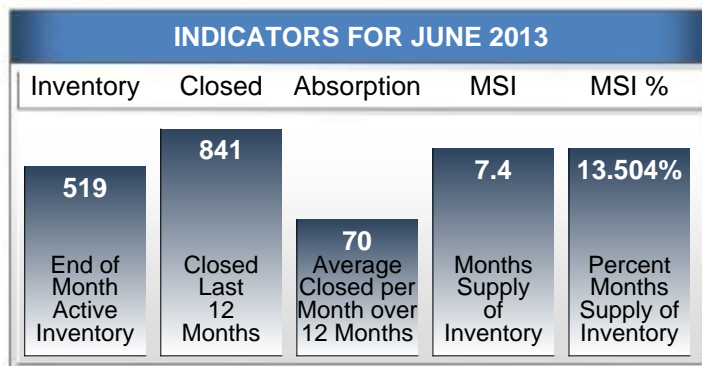
Active Inventory as of Jul 17, 2013



Months Supply of Inventory

Report Produced on: Jul 17, 2013

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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	39	7.51%	5.5	8.9	2.2	0.0	0.0	
\$30,001 \$50,000	49	9.44%	10.7	19.1	3.0	0.0	0.0	
\$50,001 \$70,000	74	14.26%	10.6	20.3	5.9	2.4	0.0	
\$70,001 \$120,000	151	29.09%	7.9	20.2	5.6	7.0	0.0	
\$120,001 \$170,000	87	16.76%	7.6	26.4	5.4	8.3	60.0	
\$170,001 \$270,000	65	12.52%	4.5	24.0	4.3	4.1	1.2	
\$270,001 and up	54	10.40%	8.4	52.0	4.0	5.3	10.8	
MSI:			7.4	17.7	4.9	5.4	8.0	
Total Active Inventory:			519	215	173	107	24	



Monthly Inventory Analysis

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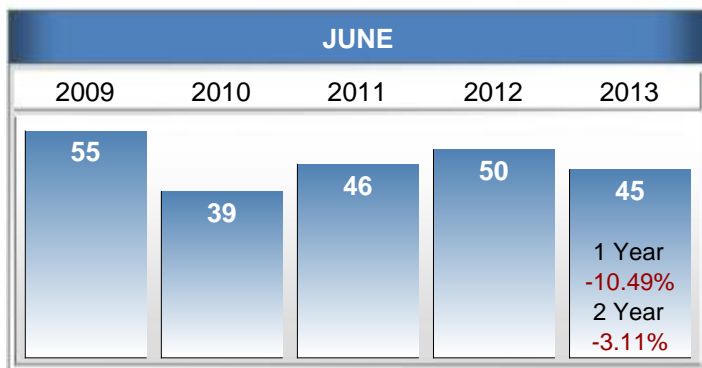
Closed Sales as of Jul 17, 2013



Average Days on Market to Sale

Report Produced on: Jul 17, 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+	
\$25,000 and less	3	3.70%	9.0	1.0	13.0	0.0	0.0	
\$25,001 - \$50,000	9	11.11%	50.7	68.8	28.0	0.0	0.0	
\$50,001 - \$75,000	14	17.28%	58.1	59.0	57.7	57.7	0.0	
\$75,001 - \$150,000	23	28.40%	43.6	27.0	39.2	58.2	0.0	
\$150,001 - \$225,000	11	13.58%	28.3	0.0	27.0	29.8	0.0	
\$225,001 - \$275,000	8	9.88%	57.6	0.0	7.3	87.8	0.0	
\$275,001 and up	13	16.05%	43.7	151.0	0.0	31.4	44.7	
Average Closed DOM:				44.9	62.9	35.0	49.8	44.7
Total Closed Units:				81	13	37	28	3
Total Closed Volume:				12,382,485	1.03M	4.26M	5.89M	1.20M



Monthly Inventory Analysis

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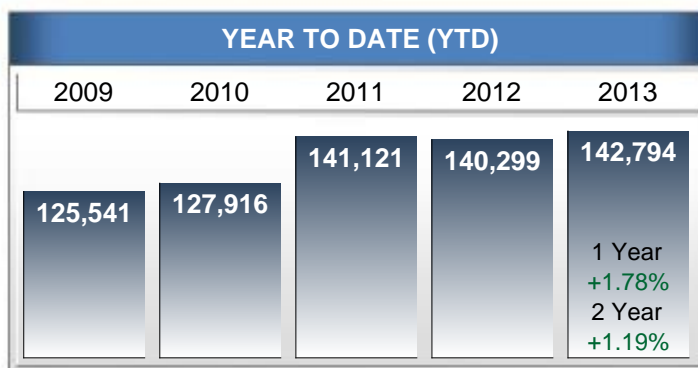
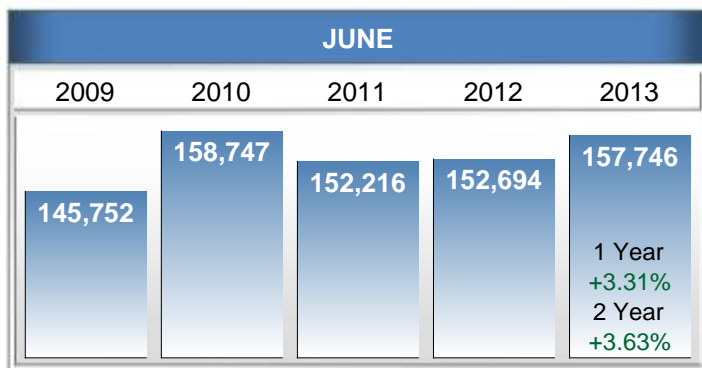
Closed Sales as of Jul 17, 2013



Average List Price at Closing

Report Produced on: Jul 17, 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+
\$25,000 and less	2	2.47%	22,250	20,000	27,200	0	0
\$25,001 \$50,000	9	11.11%	36,471	40,280	37,234	0	0
\$50,001 \$75,000	13	16.05%	65,654	64,460	70,300	71,900	0
\$75,001 \$150,000	24	29.63%	114,542	124,900	118,744	119,733	0
\$150,001 \$225,000	13	16.05%	187,723	0	183,700	192,140	0
\$225,001 \$275,000	6	7.41%	244,167	0	251,567	243,040	0
\$275,001 and up	14	17.28%	349,771	500,000	0	322,656	404,333
Average List Price:	\$157,746			\$89,892	\$118,431	\$214,782	\$404,333
Total Closed Units:	81			13	37	28	3
Total List Volume:	12,777,435			1.17M	4.38M	6.01M	1.21M



Monthly Inventory Analysis

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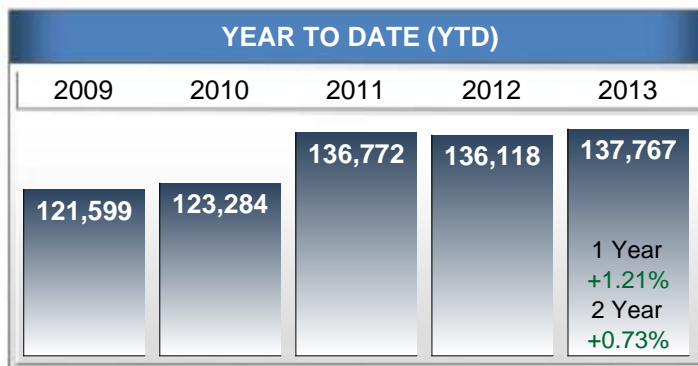
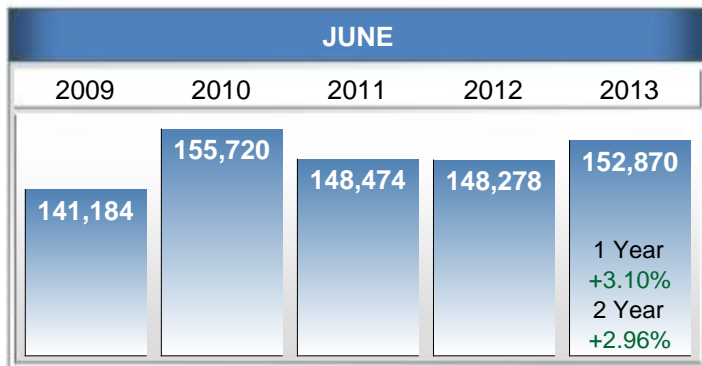
Closed Sales as of Jul 17, 2013



Average Sold Price at Closing

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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+
\$25,000 and less	3		3.70%	21,067	17,000	23,100	0	0
\$25,001 \$50,000	9		11.11%	34,993	36,980	32,509	0	0
\$50,001 \$75,000	14		17.28%	64,393	61,000	67,333	64,167	0
\$75,001 \$150,000	23		28.40%	117,717	118,900	118,013	116,733	0
\$150,001 \$225,000	11		13.58%	184,909	0	182,250	188,100	0
\$225,001 \$275,000	8		9.88%	237,081	0	231,917	240,180	0
\$275,001 and up	13		16.05%	343,438	408,000	0	317,133	400,833
Average Closed Price:	\$152,870				\$79,523	\$115,073	\$210,304	\$400,833
Total Closed Units:	81				13	37	28	3
Total Closed Volume:	12,382,485				1.03M	4.26M	5.89M	1.20M



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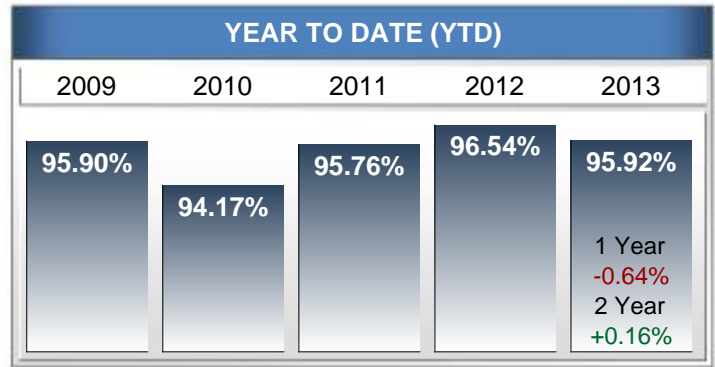
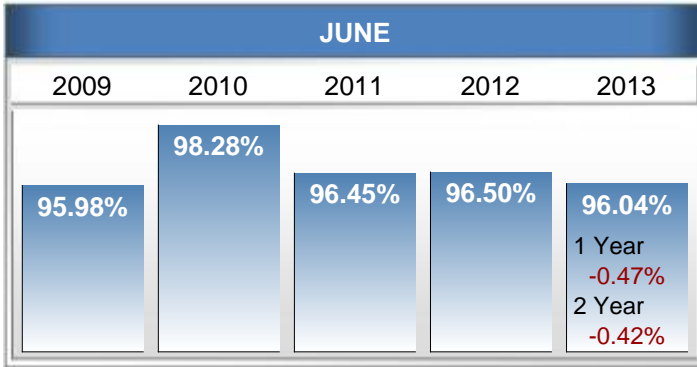
Closed Sales as of Jul 17, 2013



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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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+
\$25,000 and less	3	3.70%	85.05%	85.00%	85.07%	0.00%	0.00%
\$25,001 \$50,000	9	11.11%	89.87%	91.52%	87.80%	0.00%	0.00%
\$50,001 \$75,000	14	17.28%	94.32%	94.83%	96.20%	89.71%	0.00%
\$75,001 \$150,000	23	28.40%	98.82%	95.20%	99.67%	97.16%	0.00%
\$150,001 \$225,000	11	13.58%	98.66%	0.00%	99.26%	97.93%	0.00%
\$225,001 \$275,000	8	9.88%	96.51%	0.00%	92.60%	98.85%	0.00%
\$275,001 and up	13	16.05%	97.30%	81.60%	0.00%	98.38%	99.29%
Average List/Sell Ratio: 96.00%				91.81%	96.40%	97.19%	99.29%
Total Closed Units: 81				13	37	28	3
Total Closed Volume: 12,382,485				1.03M	4.26M	5.89M	1.20M



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Inventory as of Jul 17, 2013



Market Summary

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

Active Inventory as of June 30, 2013 = 519

	JUNE			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	83	81	-2.41%	407	414	1.72%
Pending Sales	74	101	36.49%	449	491	9.35%
New Listings	187	120	-35.83%	1,055	932	-11.66%
Average List Price	152,694	157,746	3.31%	140,299	142,794	1.78%
Average Sale Price	148,278	152,870	3.10%	136,118	137,767	1.21%
Average Percent of List Price to Selling Price	96.50%	96.04%	-0.47%	96.54%	95.92%	-0.64%
Average Days on Market to Sale	50.20	44.94	-10.49%	56.58	54.19	-4.23%
Monthly Inventory	688	519	-24.56%	688	519	-24.56%
Months Supply of Inventory	10.49	7.41	-29.41%	10.49	7.41	-29.41%

