



May 2013

Area Delimited by County Of Washington

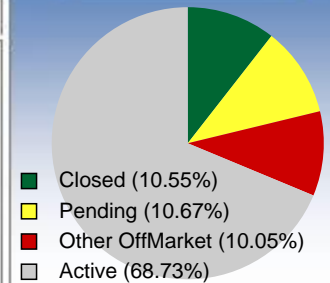


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of May 31, 2013 = **554**

	MAY		
	2012	2013	+/- %
Closed Listings	85	85	0.00%
Pending Listings	80	86	7.50%
New Listings	159	185	16.35%
Median List Price	125,000	135,000	8.00%
Median Sale Price	125,000	131,000	4.80%
Median Percent of List Price to Selling Price	98.57%	97.18%	-1.41%
Median Days on Market to Sale	29.00	39.00	34.48%
End of Month Inventory	671	554	-17.44%
Months Supply of Inventory	10.22	7.89	-22.82%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 13, 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 May 2013 decreased **17.44%** to 554 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 **7.89** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.80%** in May 2013 to \$131,000 versus the previous year at \$125,000.

Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 10.00 days or **34.48%** in May 2013 compared to last year's same month at **29.00** DOM.

Sales Success for May 2013 is Positive

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

There were 185 New Listings in May 2013, up **16.35%** from last year at 159. Furthermore, there were 85 Closed Listings this month versus last year at 85, a **0.00%** decrease.

Closed versus Listed trends yielded a **45.9%** ratio, down from last year's May 2013 at **53.5%**, a **14.05%** downswing. 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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May 2013

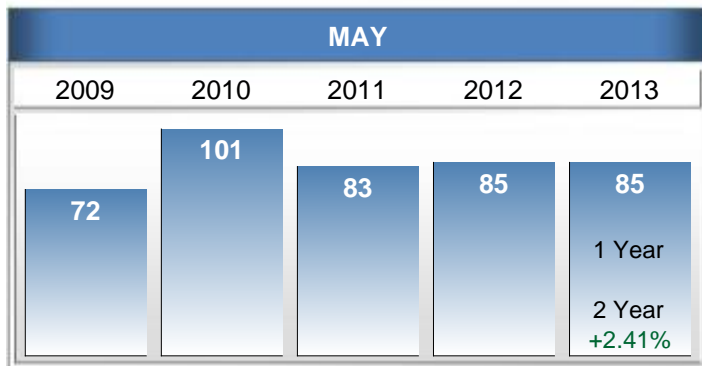
Closed Sales as of Jun 13, 2013



Closed Listings

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Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	7	8.24%	29.0	4	3	0	0		
\$50,001 - \$60,000	7	8.24%	49.0	3	2	1	1		
\$60,001 - \$80,000	13	15.29%	56.0	6	6	1	0		
\$80,001 - \$160,000	26	30.59%	46.0	4	16	6	0		
\$160,001 - \$220,000	11	12.94%	39.0	0	4	7	0		
\$220,001 - \$270,000	9	10.59%	24.0	0	3	5	1		
\$270,001 and up	12	14.12%	63.0	1	1	10	0		
Total Closed Units:				85	39.0	18	35	30	2
Total Closed Volume:				12,484,500		1.31M	4.27M	6.58M	322.70K
Median Closed Price:				\$131,000		\$64,000	\$112,000	\$211,250	\$161,350

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2013

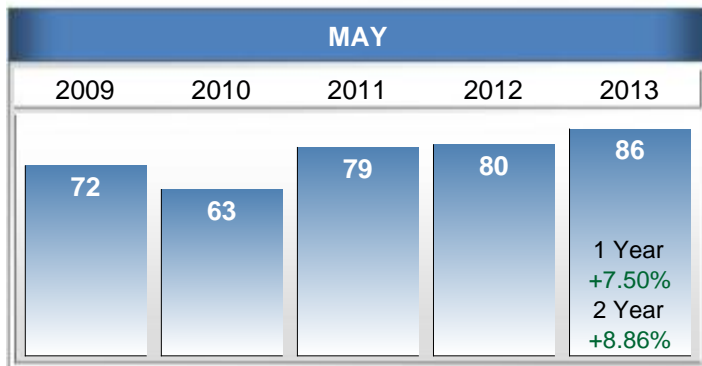
Pending Listings as of Jun 13, 2013



Pending Listings

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5yr MAY AVG = 76 **3 MONTHS**

High
Apr 2010 = 124
Low
Nov 2009 = 37

Pending Listing this month at **86**, above the 5 yr MAY average of **76**

M A R	71
A P R	93
M A Y	86
30.99%	
-7.53%	

Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	7	8.14%	90.0	5	2	0	0
\$40,001 \$60,000	6	6.98%	45.0	4	2	0	0
\$60,001 \$90,000	17	19.77%	34.0	8	5	3	1
\$90,001 \$150,000	20	23.26%	46.0	1	15	4	0
\$150,001 \$220,000	15	17.44%	16.0	1	10	4	0
\$220,001 \$270,000	10	11.63%	35.0	0	2	8	0
\$270,001 and up	11	12.79%	37.0	1	1	8	1
Total Pending Units: 86				36.0			
Total Pending Volume: 12,912,200				20 37 27 2			
Median Listing Price: \$126,950				1.60M 4.84M 6.10M 372.00K			
				\$62,000 \$124,900 \$225,000 \$186,000			



Monthly Inventory Analysis

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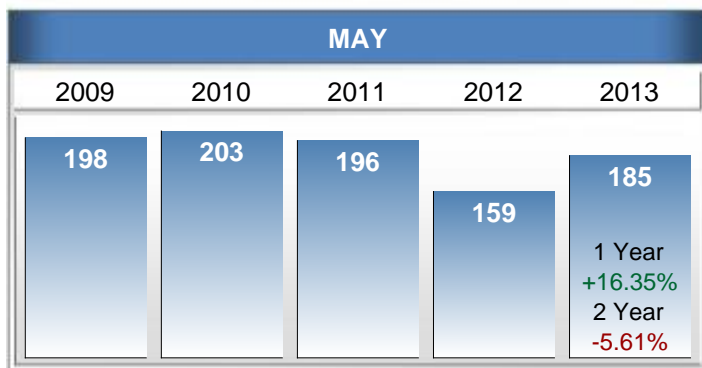
New Listings as of Jun 13, 2013



New Listings

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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	8.11%	13	2	0	0
\$30,001 - \$60,000	26	14.05%	20	6	0	0
\$60,001 - \$80,000	26	14.05%	10	14	2	0
\$80,001 - \$140,000	45	24.32%	8	32	5	0
\$140,001 - \$190,000	31	16.76%	4	15	12	0
\$190,001 - \$260,000	23	12.43%	3	8	12	0
\$260,001 and up	19	10.27%	4	1	8	6
Total New Listed Units:			62	78	39	6
Total New Listed Volume:			7.16M	9.47M	8.22M	2.58M
Median New Listed Listing Price:			\$49,900	\$113,200	\$216,000	\$327,500



Monthly Inventory Analysis

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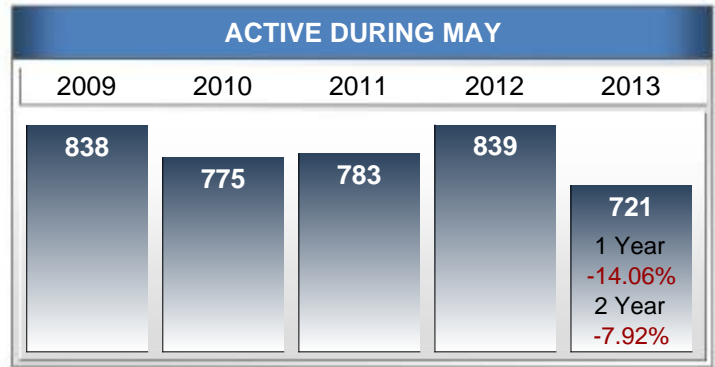
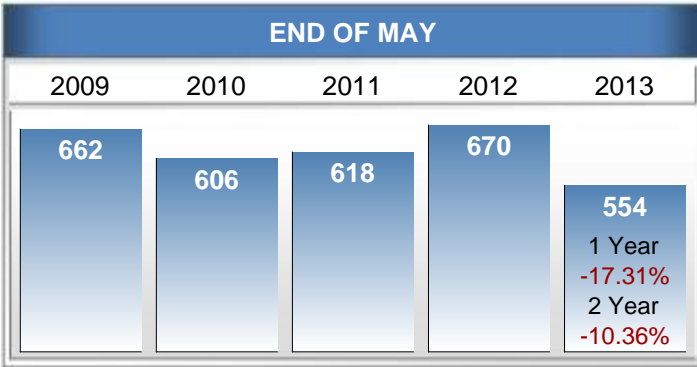
Active Inventory as of Jun 13, 2013



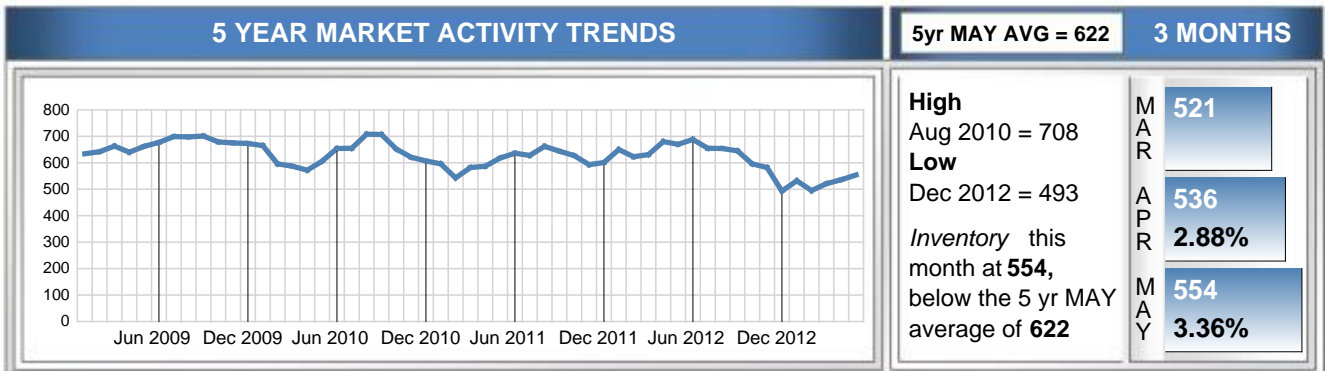
Active Inventory

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Area Delimited by County Of Washington



Active Inventory



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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	43	7.76%	52.0	34	9	0	0
\$30,001 \$50,000	59	10.65%	53.0	46	12	1	0
\$50,001 \$70,000	75	13.54%	99.0	49	24	2	0
\$70,001 \$120,000	148	26.71%	78.5	60	71	16	1
\$120,001 \$170,000	96	17.33%	72.5	10	46	35	5
\$170,001 \$260,000	75	13.54%	39.0	8	20	46	1
\$260,001 and up	58	10.47%	61.5	16	3	23	16
Total Active Inventory by Units:		554	66.0	223	185	123	23
Total Active Inventory by Volume:		91,866,846		27.25M	20.30M	26.82M	17.50M
Median Active Inventory Listing Price:		\$98,000		\$58,000	\$103,500	\$184,500	\$335,000



Monthly Inventory Analysis

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May 2013

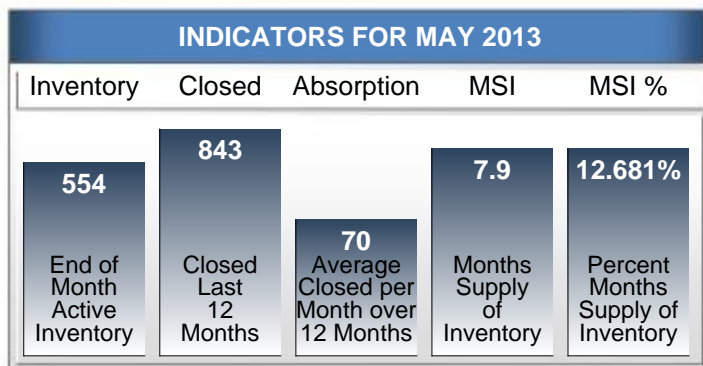
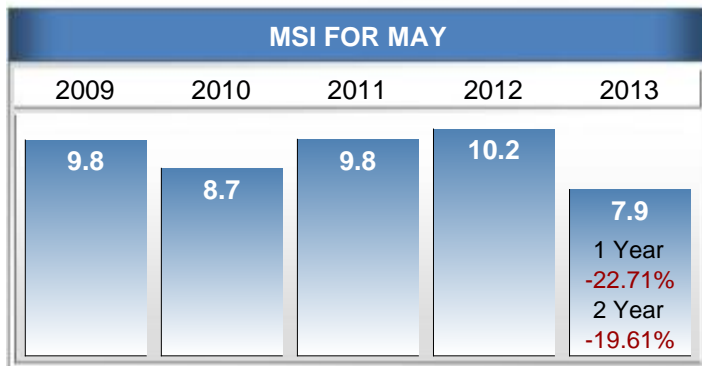
Active Inventory as of Jun 13, 2013



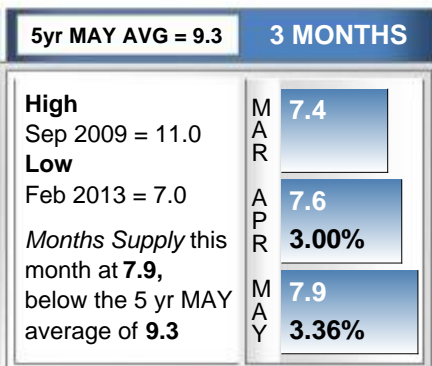
Months Supply of Inventory

Report Produced on: Jun 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	43	7.76%	5.9	8.5	3.0	0.0	0.0	
\$30,001 \$50,000	59	10.65%	13.1	22.1	5.8	4.0	0.0	
\$50,001 \$70,000	75	13.54%	11.0	21.8	5.8	6.0	0.0	
\$70,001 \$120,000	148	26.71%	7.7	20.0	5.3	5.8	6.0	
\$120,001 \$170,000	96	17.33%	8.3	24.0	6.7	8.6	30.0	
\$170,001 \$260,000	75	13.54%	5.5	24.0	4.3	5.8	1.3	
\$260,001 and up	58	10.47%	8.3	96.0	5.1	5.3	8.3	
MSI:	7.9			18.2	5.3	6.2	7.1	
Total Active Inventory:	554			223	185	123	23	



Monthly Inventory Analysis

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May 2013

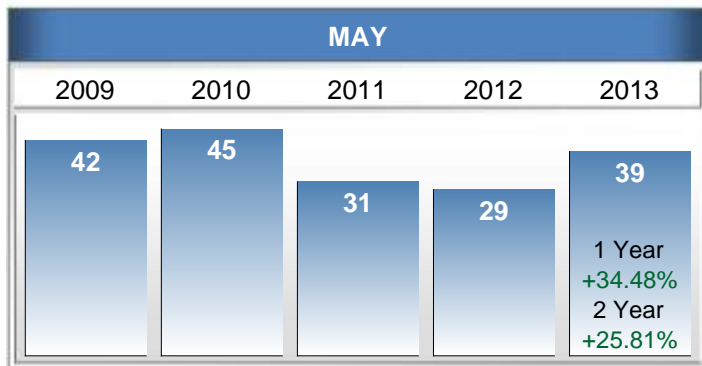
Closed Sales as of Jun 13, 2013



Median Days on Market to Sale

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Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7			8.24%	29.0	26.5	73.0	0.0	0.0
\$50,001 \$60,000	7			8.24%	49.0	52.0	23.0	29.0	88.0
\$60,001 \$80,000	13			15.29%	56.0	57.0	60.5	4.0	0.0
\$80,001 \$160,000	26			30.59%	46.0	73.5	32.5	39.0	0.0
\$160,001 \$220,000	11			12.94%	39.0	0.0	88.5	33.0	0.0
\$220,001 \$270,000	9			10.59%	24.0	0.0	28.0	14.0	60.0
\$270,001 and up	12			14.12%	63.0	70.0	1.0	75.0	0.0
Median Closed DOM:					39.0	61.0	35.0	30.0	74.0
Total Closed Units:					85	18	35	30	2
Total Closed Volume:					12,484,500	1.31M	4.27M	6.58M	322.70K



Monthly Inventory Analysis

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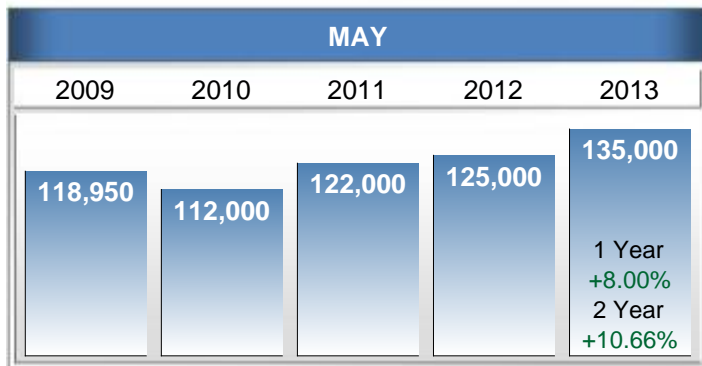
Closed Sales as of Jun 13, 2013



Median List Price at Closing

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7		8.24%	28,500	25,000	28,900	0	0
\$50,001 \$60,000	2		2.35%	59,950	59,900	0	60,000	0
\$60,001 \$80,000	18		21.18%	65,000	65,000	65,650	75,000	63,700
\$80,001 \$160,000	24		28.24%	117,500	84,700	117,500	139,900	0
\$160,001 \$220,000	12		14.12%	192,450	0	177,450	196,450	0
\$220,001 \$270,000	9		10.59%	241,000	0	232,150	244,500	0
\$270,001 and up	13		15.29%	299,900	385,000	375,000	296,200	289,900
Median List Price:		\$135,000			\$65,000	\$112,000	\$216,950	\$176,800
Total Closed Units:		85			18	35	30	2
Total List Volume:		12,979,150			1.45M	4.41M	6.76M	353.60K



Monthly Inventory Analysis

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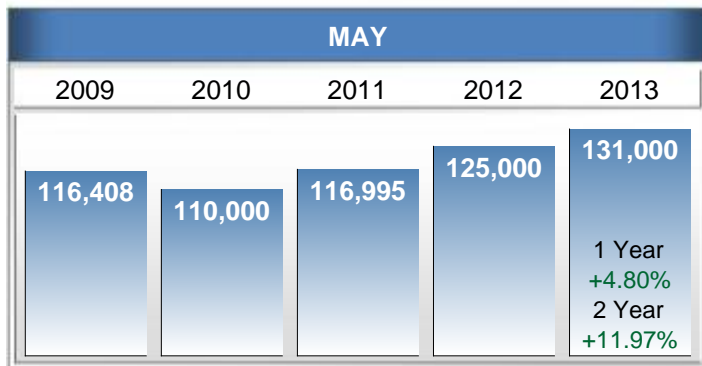
Closed Sales as of Jun 13, 2013



Median Sold Price at Closing

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Area Delimited by County Of Washington



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7		8.24%	22,000	22,450	22,000	0	0
\$50,001 \$60,000	7		8.24%	57,000	57,000	57,600	53,000	57,700
\$60,001 \$80,000	13		15.29%	66,500	66,500	66,250	75,000	0
\$80,001 \$160,000	26		30.59%	117,750	83,750	117,250	144,750	0
\$160,001 \$220,000	11		12.94%	193,100	0	188,750	196,000	0
\$220,001 \$270,000	9		10.59%	243,000	0	233,400	243,000	265,000
\$270,001 and up	12		14.12%	291,750	302,500	365,000	288,000	0
Median Closed Price:	\$131,000				\$64,000	\$112,000	\$211,250	\$161,350
Total Closed Units:	85				18	35	30	2
Total Closed Volume:	12,484,500				1.31M	4.27M	6.58M	322.70K



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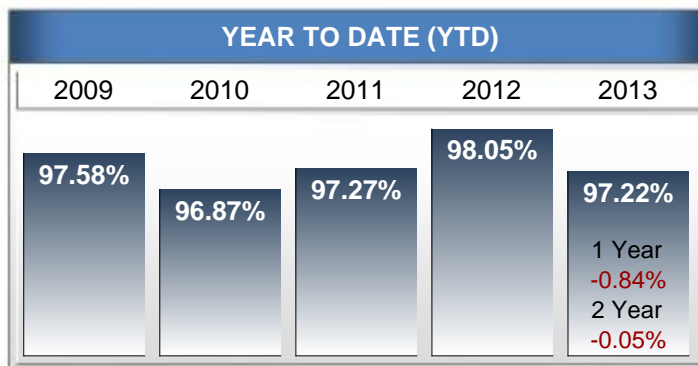
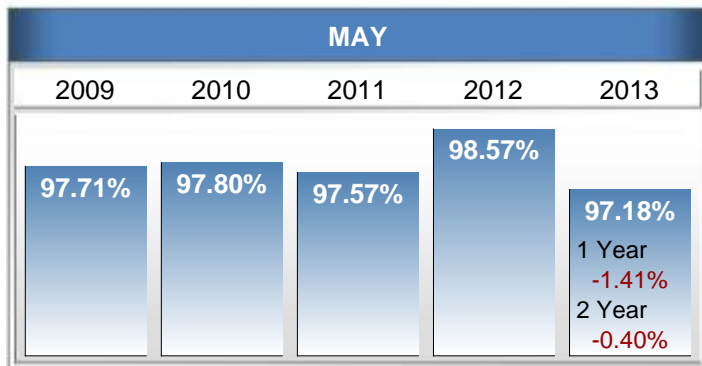
Closed Sales as of Jun 13, 2013



Median Percent of List Price to Selling Price

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Median List/Sell Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.24%	86.67%	90.20%	86.51%	0.00%	0.00%
\$50,001-\$60,000	7	8.24%	90.58%	91.94%	90.74%	88.33%	90.58%
\$60,001-\$80,000	13	15.29%	96.92%	95.37%	100.00%	100.00%	0.00%
\$80,001-\$160,000	26	30.59%	97.68%	97.68%	97.39%	100.00%	0.00%
\$160,001-\$220,000	11	12.94%	97.44%	0.00%	94.65%	98.05%	0.00%
\$220,001-\$270,000	9	10.59%	98.27%	0.00%	98.27%	98.98%	91.41%
\$270,001 and up	12	14.12%	97.13%	78.57%	97.33%	97.13%	0.00%
Median List/Sell Ratio:	97.18%			93.83%	97.30%	97.85%	91.00%
Total Closed Units:	85			18	35	30	2
Total Closed Volume:	12,484,500			1.31M	4.27M	6.58M	322.70K



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Inventory as of Jun 13, 2013



Market Summary

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

Active Inventory as of May 31, 2013 = 554

	MAY			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	85	85	0.00%	324	333	2.78%
Pending Sales	80	86	7.50%	375	393	4.80%
New Listings	159	185	16.35%	868	812	-6.45%
Median List Price	125,000	135,000	8.00%	118,500	112,200	-5.32%
Median Sale Price	125,000	131,000	4.80%	115,400	106,000	-8.15%
Median Percent of List Price to Selling Price	98.57%	97.18%	-1.41%	98.05%	97.22%	-0.84%
Median Days on Market to Sale	29.00	39.00	34.48%	45.50	40.00	-12.09%
Monthly Inventory	671	554	-17.44%	671	554	-17.44%
Months Supply of Inventory	10.22	7.89	-22.82%	10.22	7.89	-22.82%

