



September 2013

Area Delimited by County Of Washington

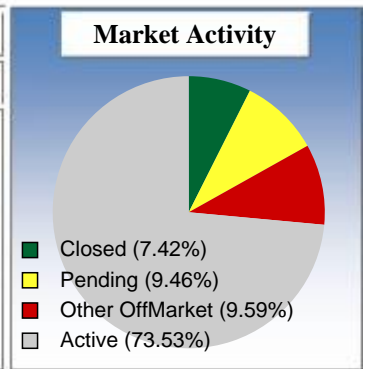


Absorption: Last 12 months, an Average of 72 Sales/Month

Active Inventory as of September 30, 2013 = 575

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

SEPTEMBER		
2012	2013	+/- %
77	58	-24.68%
60	74	23.33%
128	119	-7.03%
146,547	121,623	-17.01%
143,033	117,988	-17.51%
96.90%	94.96%	-2.00%
51.75	51.64	-0.22%
645	575	-10.85%
9.63	7.97	-17.24%



Report Produced on: Oct 29, 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 September 2013 decreased **10.85%** to 575 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **7.97** 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 **17.51%** in September 2013 to \$117,988 versus the previous year at \$143,033.

Average Days on Market Shortens

The average number of **51.64** days that homes spent on the market before selling decreased by 0.12 days or **0.22%** in September 2013 compared to last year's same month at **51.75** DOM.

Sales Success for September 2013 is Positive

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

There were 119 New Listings in September 2013, down **7.03%** from last year at 128. Furthermore, there were 58 Closed Listings this month versus last year at 77, a **-24.68%** decrease.

Closed versus Listed trends yielded a **48.7%** ratio, down from last year's September 2013 at **60.2%**, a **18.98%** 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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September 2013

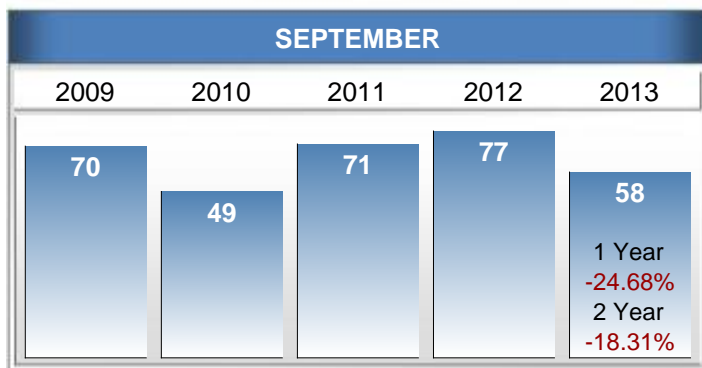
Closed Sales as of Oct 25, 2013



Closed Listings

Report Produced on: Oct 29, 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+
\$20,000 and less	3	5.17%	18.0	0	2	1	0
\$20,001 - \$60,000	10	17.24%	61.5	3	7	0	0
\$60,001 - \$80,000	7	12.07%	61.3	0	5	2	0
\$80,001 - \$130,000	16	27.59%	45.4	2	10	4	0
\$130,001 - \$160,000	7	12.07%	40.6	1	2	4	0
\$160,001 - \$200,000	7	12.07%	66.0	0	3	4	0
\$200,001 and up	8	13.79%	53.1	0	1	6	1
Total Closed Units:	58		51.6	6	30	21	1
Total Closed Volume:	6,843,305			448.00K	2.76M	3.42M	215.00K
Average Closed Price:	\$117,988			\$74,667	\$92,118	\$162,702	\$215,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

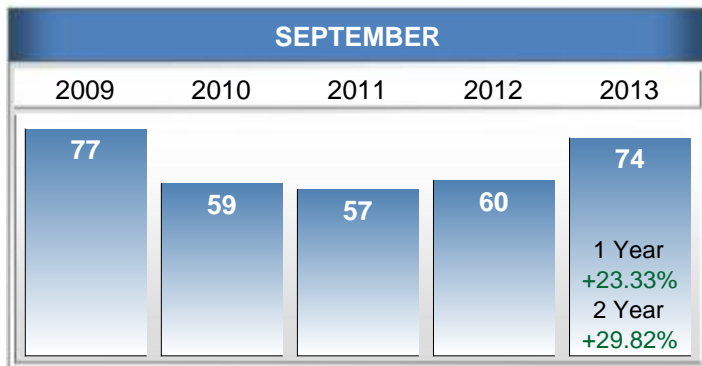
Pending Listings as of Oct 25, 2013



Pending Listings

Report Produced on: Oct 29, 2013

Area Delimited by County Of Washington



Pending Listings
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5yr SEP AVG = 65 **3 MONTHS**

High
Apr 2010 = 124
Low
Nov 2009 = 37

Pending Listing this month at **74**, above the 5 yr SEP average of **65**

JUL	86
AUG	72
SEP	74
-16.28%	
2.78%	

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	6	8.11%	20.5	2	3	1	0		
\$30,001 - \$60,000	9	12.16%	67.4	2	7	0	0		
\$60,001 - \$90,000	13	17.57%	90.1	1	11	1	0		
\$90,001 - \$140,000	15	20.27%	44.3	1	11	2	1		
\$140,001 - \$180,000	14	18.92%	59.1	0	11	3	0		
\$180,001 - \$270,000	9	12.16%	86.9	2	2	5	0		
\$270,001 and up	8	10.81%	75.3	0	1	7	0		
Total Pending Units:				74	38.4	8	46	19	1
Total Pending Volume:				10,113,945		782.80K	4.82M	4.38M	135.00K
Average Listing Price:				\$89,188		\$97,850	\$104,738	\$230,432	\$135,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

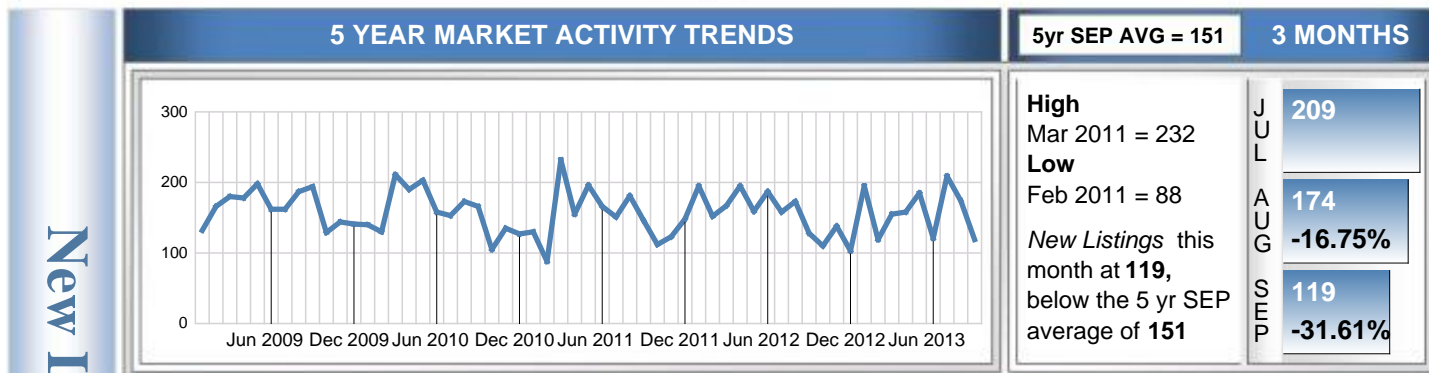
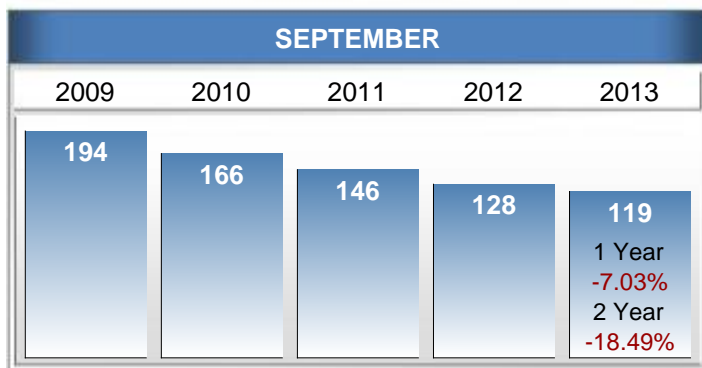
New Listings as of Oct 25, 2013



New Listings

Report Produced on: Oct 29, 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	10	8.40%	6	4	0	0	
\$40,001 - \$70,000	16	13.45%	11	4	1	0	
\$70,001 - \$80,000	10	8.40%	2	8	0	0	
\$80,001 - \$140,000	38	31.93%	8	21	8	1	
\$140,001 - \$200,000	19	15.97%	4	7	6	2	
\$200,001 - \$340,000	14	11.76%	0	3	10	1	
\$340,001 and up	12	10.08%	3	2	6	1	
Total New Listed Units:			119	34	49	31	5
Total New Listed Volume:			21,298,699	5.55M	5.87M	8.70M	1.18M
Average New Listed Listing Price:			\$64,600	\$163,300	\$119,751	\$280,719	\$235,280



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

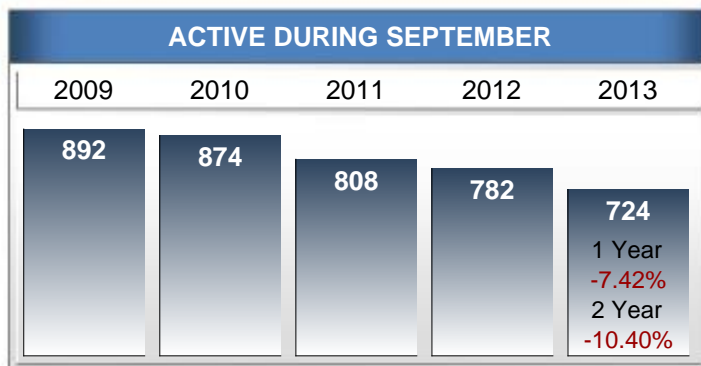
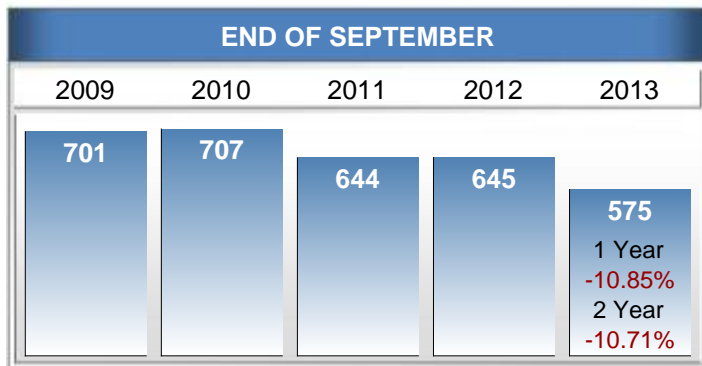
Active Inventory as of Oct 25, 2013



Active Inventory

Report Produced on: Oct 29, 2013

Area Delimited by County Of Washington



Active Inventory

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5yr SEP AVG = 654 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **575**, below the 5 yr SEP average of **654**

JUL	566
AUG	605
SEP	575
6.89%	
-4.96%	

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	4.17%	97.1	22	2	0	0	
\$25,001 - \$50,000	97	16.87%	88.6	86	11	0	0	
\$50,001 - \$75,000	97	16.87%	73.7	68	26	3	0	
\$75,001 - \$100,000	103	17.91%	75.7	44	47	11	1	
\$100,001 - \$150,000	94	16.35%	73.4	15	48	31	0	
\$150,001 - \$275,000	98	17.04%	76.2	7	35	52	4	
\$275,001 and up	62	10.78%	82.1	11	7	25	19	
Total Active Inventory by Units:			575	78.8	253	176	122	24
Total Active Inventory by Volume:			95,108,729		25.77M	21.23M	29.08M	19.02M
Average Active Inventory Listing Price:			\$165,406		\$101,872	\$120,611	\$238,395	\$792,637



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

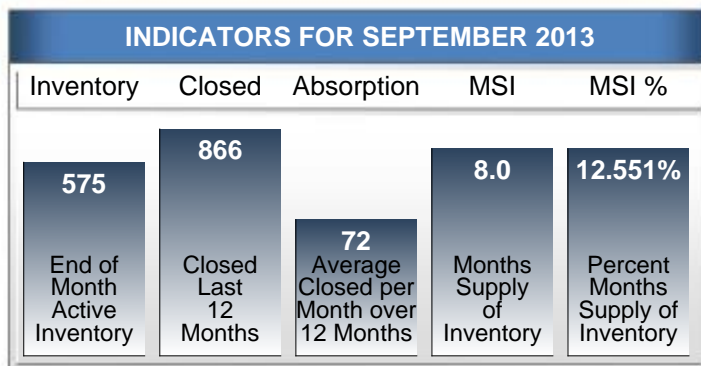
Active Inventory as of Oct 25, 2013



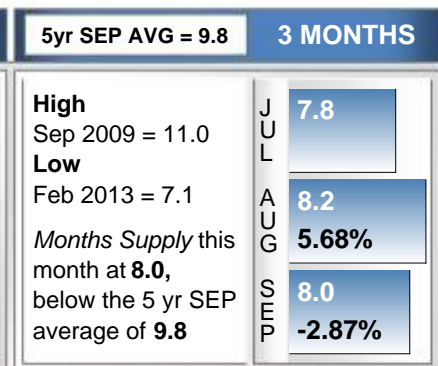
Months Supply of Inventory

Report Produced on: Oct 29, 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	45	7.83%	5.6	8.1	2.3	0.0	0.0	
\$30,001 \$50,000	76	13.22%	17.2	38.2	2.5	0.0	0.0	
\$50,001 \$70,000	83	14.43%	11.2	23.3	4.6	4.0	0.0	
\$70,001 \$120,000	150	26.09%	8.1	18.9	5.7	8.6	6.0	
\$120,001 \$160,000	81	14.09%	6.9	17.1	5.8	7.2	12.0	
\$160,001 \$280,000	80	13.91%	4.9	42.0	5.1	4.2	6.0	
\$280,001 and up	60	10.43%	10.0	26.4	12.0	7.0	12.0	
MSI:	8.0			19.1	5.0	5.7	9.3	
Total Active Inventory:	575			253	176	122	24	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

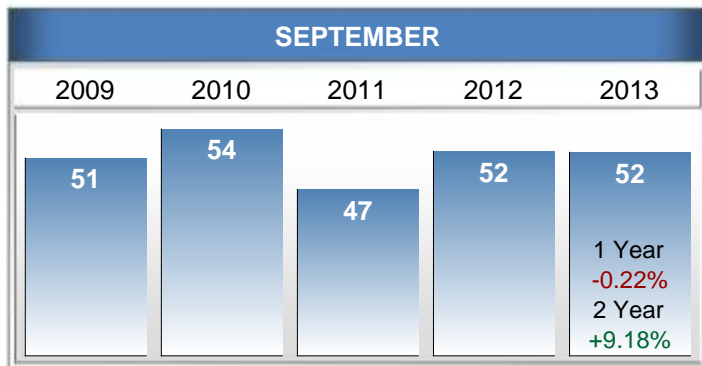
Closed Sales as of Oct 25, 2013



Average Days on Market to Sale

Report Produced on: Oct 29, 2013

Area Delimited by County Of Washington



Average Days on Market

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5yr SEP AVG = 51	3 MONTHS										
High Feb 2011 = 79 Low Jun 2010 = 39 <i>Average DOM</i> this month at 52 , above the 5 yr SEP average of 51	<table border="1"> <tr> <td>JUL</td> <td>51</td> </tr> <tr> <td>AUG</td> <td>54</td> </tr> <tr> <td>SEP</td> <td>52</td> </tr> <tr> <td colspan="2">6.08%</td> </tr> <tr> <td colspan="2">-5.10%</td> </tr> </table>	JUL	51	AUG	54	SEP	52	6.08%		-5.10%	
JUL	51										
AUG	54										
SEP	52										
6.08%											
-5.10%											

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	5.17%	18.0	0.0	17.5	19.0	0.0
\$20,001 \$60,000	10	17.24%	61.5	74.0	56.1	0.0	0.0
\$60,001 \$80,000	7	12.07%	61.3	0.0	64.6	53.0	0.0
\$80,001 \$130,000	16	27.59%	45.4	5.0	51.3	50.8	0.0
\$130,001 \$160,000	7	12.07%	40.6	3.0	18.5	61.0	0.0
\$160,001 \$200,000	7	12.07%	66.0	0.0	44.3	82.3	0.0
\$200,001 and up	8	13.79%	53.1	0.0	89.0	28.3	166.0
Average Closed DOM: 51.6				39.2	50.8	51.0	166.0
Total Closed Units: 58				6	30	21	1
Total Closed Volume: 6,843,305				448.00K	2.76M	3.42M	215.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

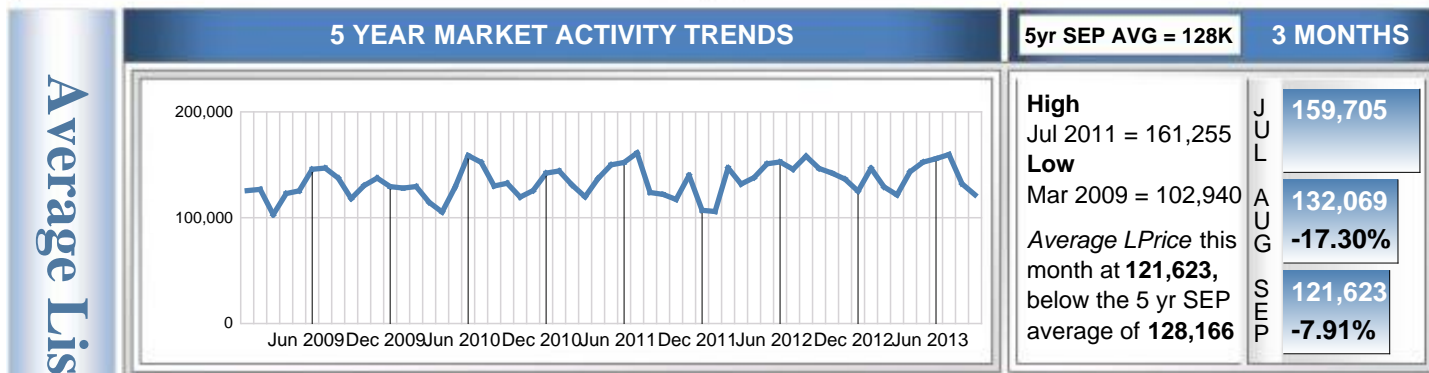
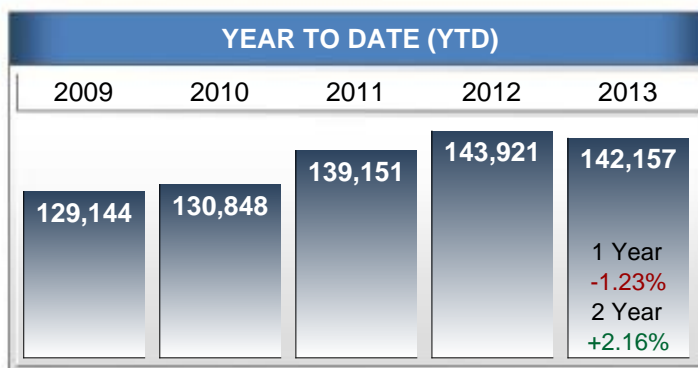
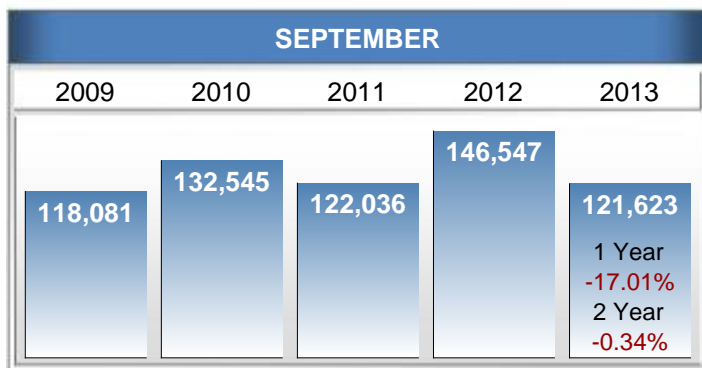
Closed Sales as of Oct 25, 2013



Average List Price at Closing

Report Produced on: Oct 29, 2013

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	3	5.17%	18,800	0	19,200	18,000	0
\$20,001 - \$60,000	9	15.52%	39,477	33,633	45,627	0	0
\$60,001 - \$80,000	7	12.07%	74,171	0	80,760	74,150	0
\$80,001 - \$130,000	17	29.31%	107,218	106,500	107,700	108,700	0
\$130,001 - \$160,000	8	13.79%	146,988	150,000	147,950	142,500	0
\$160,001 - \$200,000	6	10.34%	181,692	0	176,667	180,038	0
\$200,001 and up	8	13.79%	254,313	0	211,000	264,767	234,900
Average List Price:	\$121,623			\$77,317	\$95,850	\$165,707	\$234,900
Total Closed Units:	58			6	30	21	1
Total List Volume:	7,054,140			463.90K	2.88M	3.48M	234.90K



Monthly Inventory Analysis

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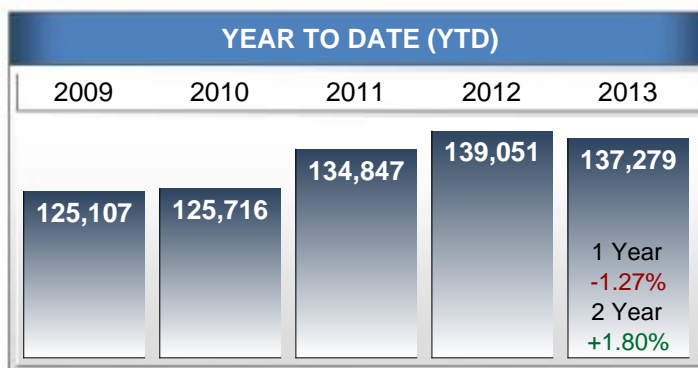
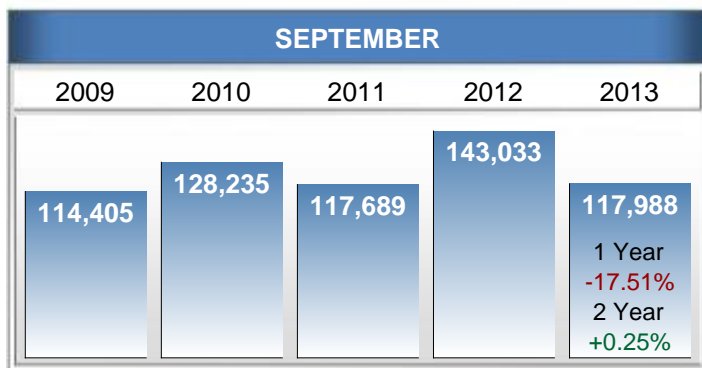
Closed Sales as of Oct 25, 2013



Average Sold Price at Closing

Report Produced on: Oct 29, 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	5.17%	13,700	0	12,300	16,500	0
\$20,001 \$60,000	10	17.24%	37,820	28,333	41,886	0	0
\$60,001 \$80,000	7	12.07%	73,250	0	73,751	72,000	0
\$80,001 \$130,000	16	27.59%	106,331	106,500	105,850	107,450	0
\$130,001 \$160,000	7	12.07%	142,836	150,000	143,500	140,713	0
\$160,001 \$200,000	7	12.07%	176,321	0	174,500	177,688	0
\$200,001 and up	8	13.79%	246,981	0	208,000	258,808	215,000
Average Closed Price:	\$117,988			\$74,667	\$92,118	\$162,702	\$215,000
Total Closed Units:	58			6	30	21	1
Total Closed Volume:	6,843,305			448.00K	2.76M	3.42M	215.00K



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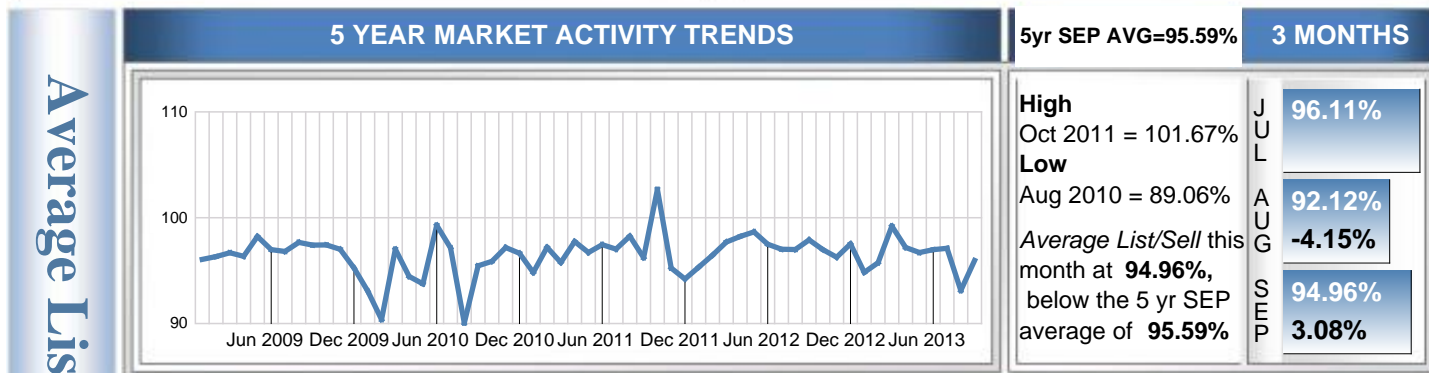
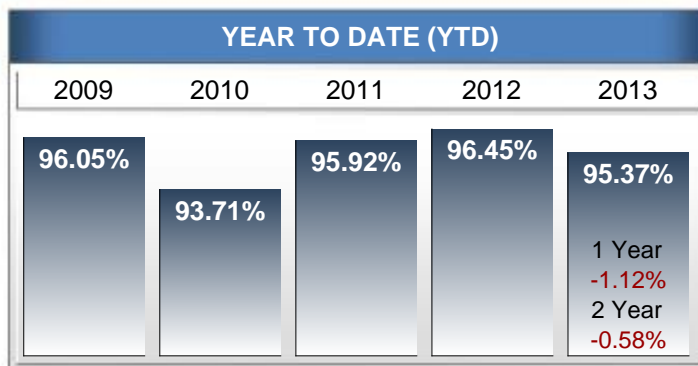
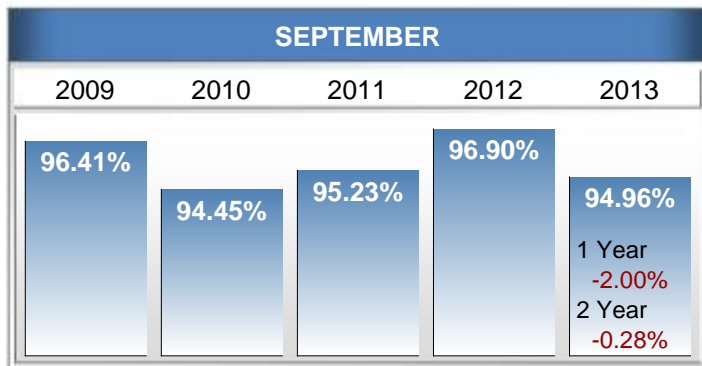
Closed Sales as of Oct 25, 2013



Average Percent of List Price to Selling Price

Report Produced on: Oct 29, 2013

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	3	5.17%	73.24%	0.00%	64.02%	91.67%	0.00%
\$20,001 \$60,000	10	17.24%	89.66%	85.54%	91.42%	0.00%	0.00%
\$60,001 \$80,000	7	12.07%	93.47%	0.00%	91.98%	97.19%	0.00%
\$80,001 \$130,000	16	27.59%	98.65%	100.00%	98.21%	99.09%	0.00%
\$130,001 \$160,000	7	12.07%	98.42%	100.00%	97.03%	98.72%	0.00%
\$160,001 \$200,000	7	12.07%	98.78%	0.00%	98.92%	98.67%	0.00%
\$200,001 and up	8	13.79%	97.28%	0.00%	98.58%	98.03%	91.53%
Average List/Sell Ratio: 95.00%				92.77%	93.31%	98.10%	91.53%
Total Closed Units: 58				6	30	21	1
Total Closed Volume: 6,843,305				448.00K	2.76M	3.42M	215.00K



Monthly Inventory Analysis

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September 2013

Inventory as of Oct 25, 2013



Market Summary

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Absorption: Last 12 months, an Average of 72 Sales/Month

Active Inventory as of September 30, 2013 = 575

	SEPTEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	77	58	-24.68%	644	676	4.97%
Pending Sales	60	74	23.33%	660	717	8.64%
New Listings	128	119	-7.03%	1,514	1,435	-5.22%
Average List Price	146,547	121,623	-17.01%	143,921	142,157	-1.23%
Average Sale Price	143,033	117,988	-17.51%	139,051	137,279	-1.27%
Average Percent of List Price to Selling Price	96.90%	94.96%	-2.00%	96.45%	95.37%	-1.12%
Average Days on Market to Sale	51.75	51.64	-0.22%	54.56	53.41	-2.11%
Monthly Inventory	645	575	-10.85%	645	575	-10.85%
Months Supply of Inventory	9.63	7.97	-17.24%	9.63	7.97	-17.24%

