



April 2014

Area Delimited by County Of Washington

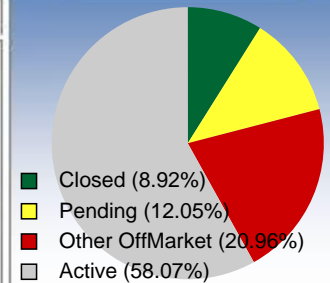


Absorption: Last 12 months, an Average of **75** Sales/Month

Active Inventory as of April 30, 2014 = **482**

	APRIL		
	2013	2014	+/- %
Closed Listings	72	74	2.78%
Pending Listings	92	100	8.70%
New Listings	158	158	0.00%
Average List Price	143,370	144,077	0.49%
Average Sale Price	139,246	140,680	1.03%
Average Percent of List Price to Selling Price	96.19%	97.79%	1.67%
Average Days on Market to Sale	52.60	37.95	-27.86%
End of Month Inventory	549	482	-12.20%
Months Supply of Inventory	7.81	6.41	-17.95%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 13, 2014

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 April 2014 decreased **12.20%** to 482 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **6.41** 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 **1.03%** in April 2014 to \$140,680 versus the previous year at \$139,246.

Average Days on Market Shortens

The average number of **37.95** days that homes spent on the market before selling decreased by 14.65 days or **27.86%** in April 2014 compared to last year's same month at **52.60** DOM.

Sales Success for April 2014 is Positive

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

There were 158 New Listings in April 2014, down **0.00%** from last year at 158. Furthermore, there were 74 Closed Listings this month versus last year at 72, a **2.78%** increase.

Closed versus Listed trends yielded a **46.8%** ratio, up from last year's April 2014 at **45.6%**, a **2.78%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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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April 2014

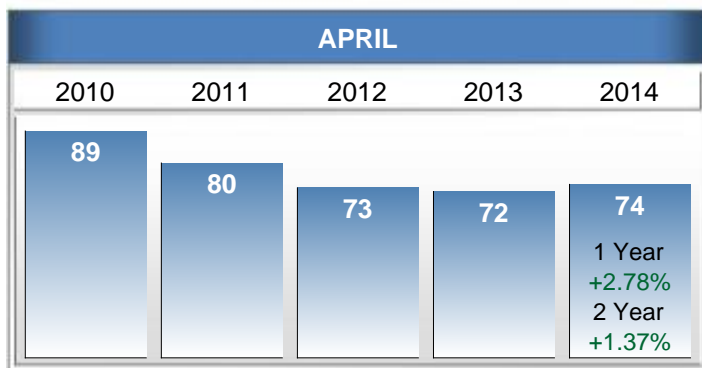
Closed Sales as of May 13, 2014



Closed Listings

Report Produced on: May 13, 2014

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+
\$40,000 and less	7	9.46%	32.4	1	6	0	0
\$40,001 \$70,000	6	8.11%	53.7	4	2	0	0
\$70,001 \$90,000	11	14.86%	19.5	1	10	0	0
\$90,001 \$140,000	22	29.73%	42.4	2	16	4	0
\$140,001 \$190,000	11	14.86%	28.5	0	6	4	1
\$190,001 \$270,000	9	12.16%	58.3	0	2	7	0
\$270,001 and up	8	10.81%	34.3	1	0	5	2
Total Closed Units: 74				37.9			
Total Closed Volume: 10,410,328				860.83K 4.34M 4.37M 842.82K			
Average Closed Price: \$140,680				\$95,647 \$103,295 \$218,415 \$280,940			

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

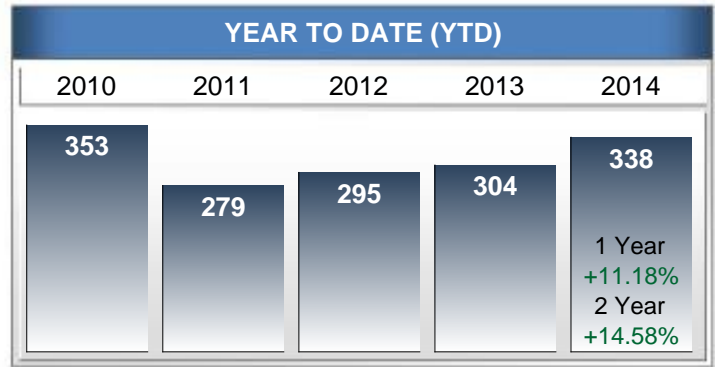
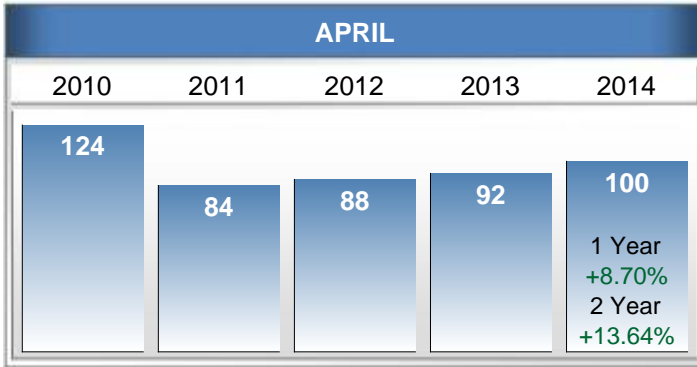
Pending Listings as of May 13, 2014



Pending Listings

Report Produced on: May 13, 2014

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+
\$30,000 and less	9	9.00%	18.6	6	3	0	0
\$30,001 - \$50,000	12	12.00%	44.6	6	6	0	0
\$50,001 - \$80,000	17	17.00%	53.8	5	11	1	0
\$80,001 - \$120,000	17	17.00%	46.5	4	10	3	0
\$120,001 - \$200,000	23	23.00%	38.5	0	14	9	0
\$200,001 - \$260,000	12	12.00%	42.4	0	5	6	1
\$260,001 and up	10	10.00%	35.2	1	1	5	3
Total Pending Units: 100				22	50	24	4
Total Pending Volume: 13,053,400				1.39M	5.57M	4.63M	1.46M
Average Listing Price: \$99,317				\$63,168	\$111,354	\$192,963	\$366,225



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

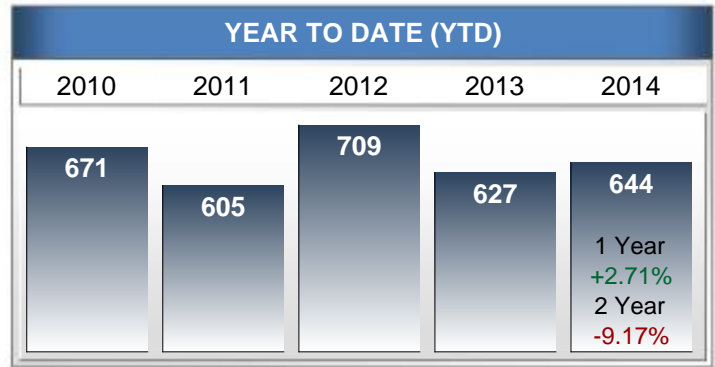
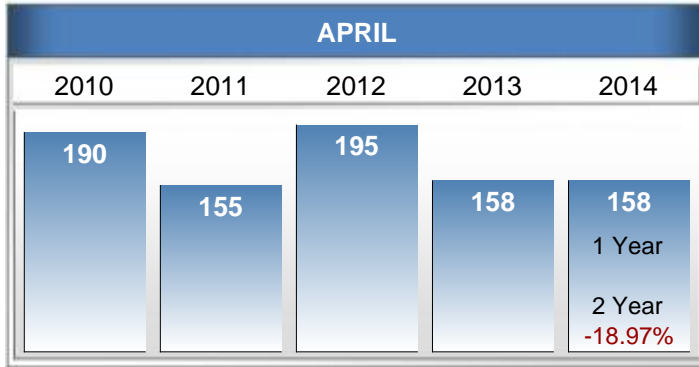
New Listings as of May 13, 2014



New Listings

Report Produced on: May 13, 2014

Area Delimited by County Of Washington



New Listings
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5yr APR AVG = 171 **3 MONTHS**

High
Oct 2013 = 245

Low
Dec 2013 = 82

New Listings this month at **158**, below the 5 yr APR average of **171**

FEB	182
MAR	129
APR	-29.12%
MAY	158
	22.48%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	15	9.49%	10	5	0	0
\$50,001 - \$75,000	15	9.49%	5	8	2	0
\$75,001 - \$100,000	18	11.39%	3	14	1	0
\$100,001 - \$150,000	47	29.75%	3	32	10	2
\$150,001 - \$200,000	22	13.92%	3	11	8	0
\$200,001 - \$275,000	21	13.29%	0	5	15	1
\$275,001 and up	20	12.66%	2	2	12	4
Total New Listed Units:	158		26	77	48	7
Total New Listed Volume:	26,031,455		3.46M	9.92M	10.77M	1.88M
Average New Listed Listing Price:	\$190,000		\$133,096	\$128,805	\$224,379	\$268,971



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

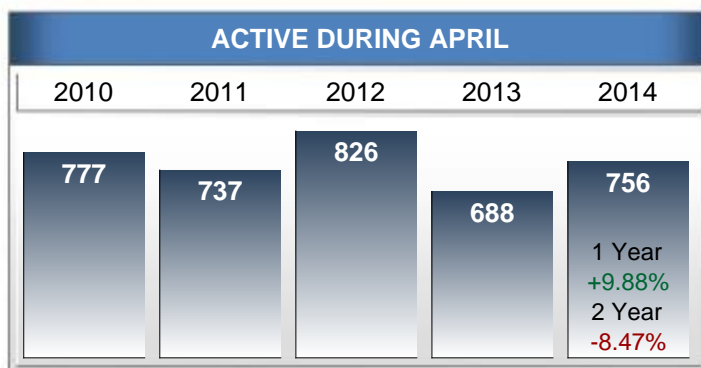
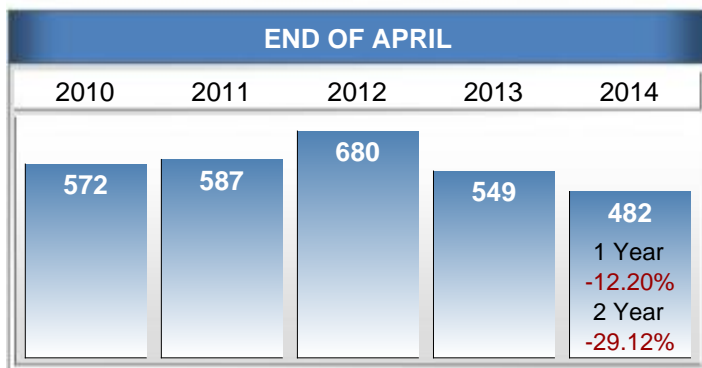
Active Inventory as of May 13, 2014



Active Inventory

Report Produced on: May 13, 2014

Area Delimited by County Of Washington



Active Inventory

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5yr APR AVG = 574 **3 MONTHS**

High
Aug 2010 = 708

Low
Apr 2014 = 482

Inventory this month at **482**, below the 5 yr APR average of **574**

FEB	620
MAR	598
APR	482
-3.55%	
-19.40%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	25	5.19%	75.4	25	0	0	0		
\$25,001 - \$50,000	78	16.18%	88.3	64	14	0	0		
\$50,001 - \$75,000	68	14.11%	68.4	44	20	3	1		
\$75,001 - \$125,000	108	22.41%	77.5	38	57	12	1		
\$125,001 - \$175,000	83	17.22%	62.2	15	36	28	4		
\$175,001 - \$300,000	70	14.52%	61.0	6	20	42	2		
\$300,001 and up	50	10.37%	85.3	10	4	23	13		
Total Active Inventory by Units:				482	73.6	202	151	108	21
Total Active Inventory by Volume:				84,165,338		21.12M	18.52M	27.40M	17.13M
Average Active Inventory Listing Price:				\$174,617		\$104,547	\$122,617	\$253,707	\$815,781



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

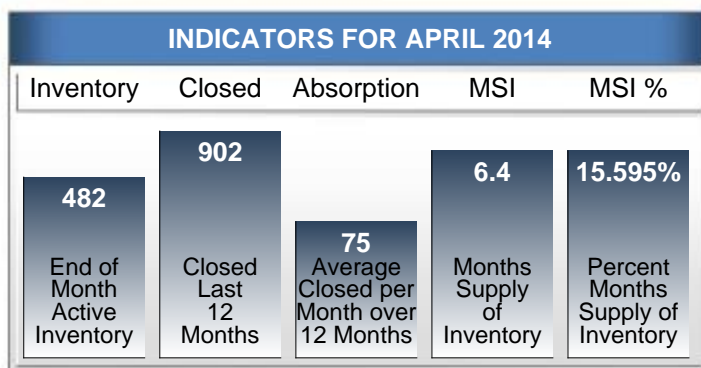
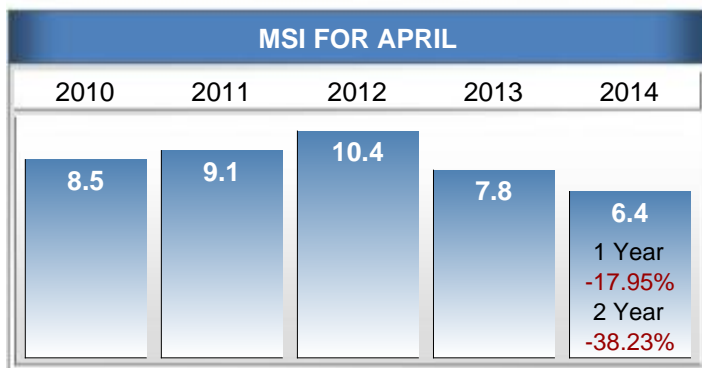
Active Inventory as of May 13, 2014



Months Supply of Inventory

Report Produced on: May 13, 2014

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Months Supply
 Ready to Buy or Sell Real Estate?
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5yr APR AVG = 8.4 **3 MONTHS**

High
Jan 2010 = 10.6

Low
Apr 2014 = 6.4

Months Supply this month at **6.4**, below the 5 yr APR average of **8.4**

FEB	8.4
MAR	8.0
APR	6.4
-4.73%	
-19.58%	

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	46	9.54%	6.3	10.3	1.3	0.0	0.0	
\$30,001 \$50,000	57	11.83%	11.8	24.5	3.4	0.0	0.0	
\$50,001 \$70,000	59	12.24%	8.0	13.3	4.7	3.6	0.0	
\$70,001 \$130,000	129	26.76%	5.6	12.6	4.4	4.0	12.0	
\$130,001 \$180,000	75	15.56%	6.1	33.6	5.1	5.0	8.0	
\$180,001 \$310,000	67	13.90%	4.3	18.0	3.7	4.4	2.0	
\$310,001 and up	49	10.17%	10.0	24.0	16.0	7.5	9.8	
MSI:	6.4			14.9	4.2	4.8	6.8	
Total Active Inventory:	482			202	151	108	21	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2014

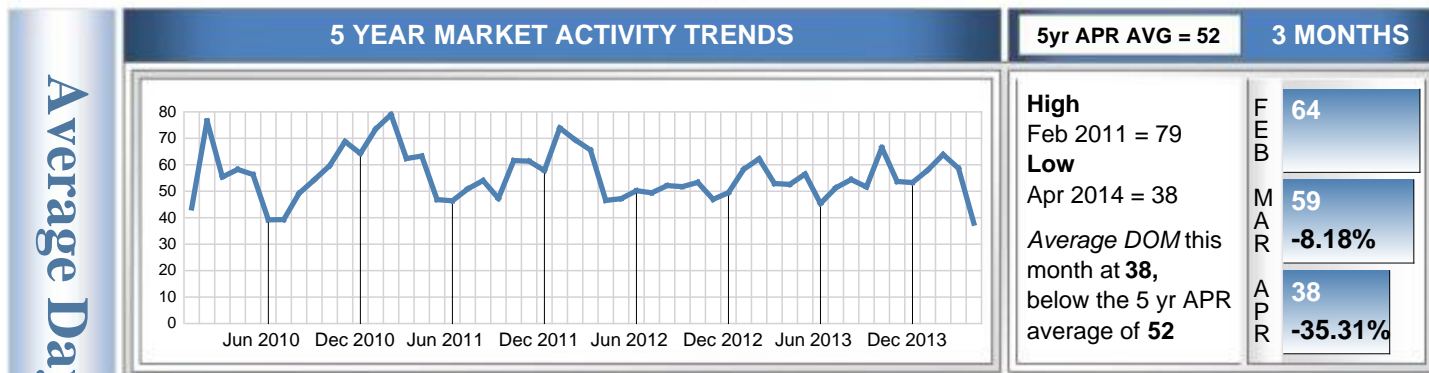
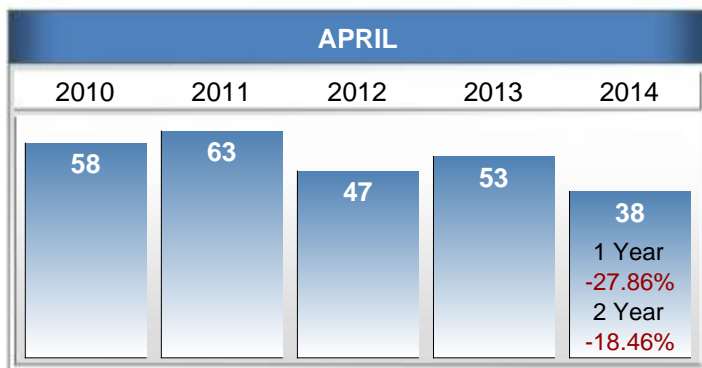
Closed Sales as of May 13, 2014



Average Days on Market to Sale

Report Produced on: May 13, 2014

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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+
\$40,000 and less	7	9.46%	32.4	13.0	35.7	0.0	0.0
\$40,001 \$70,000	6	8.11%	53.7	61.5	38.0	0.0	0.0
\$70,001 \$90,000	11	14.86%	19.5	29.0	18.5	0.0	0.0
\$90,001 \$140,000	22	29.73%	42.4	111.5	40.8	14.0	0.0
\$140,001 \$190,000	11	14.86%	28.5	0.0	47.2	3.3	18.0
\$190,001 \$270,000	9	12.16%	58.3	0.0	67.0	55.9	0.0
\$270,001 and up	8	10.81%	34.3	32.0	0.0	39.0	23.5
Average Closed DOM: 37.9				60.3	36.8	32.8	21.7
Total Closed Units: 74				9	42	20	3
Total Closed Volume: 10,410,328				860.83K	4.34M	4.37M	842.82K



Monthly Inventory Analysis

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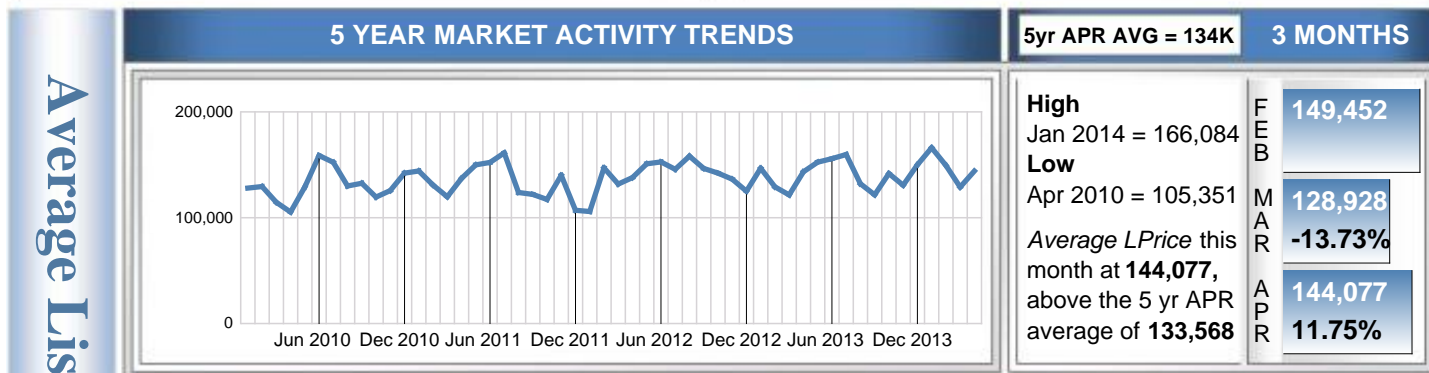
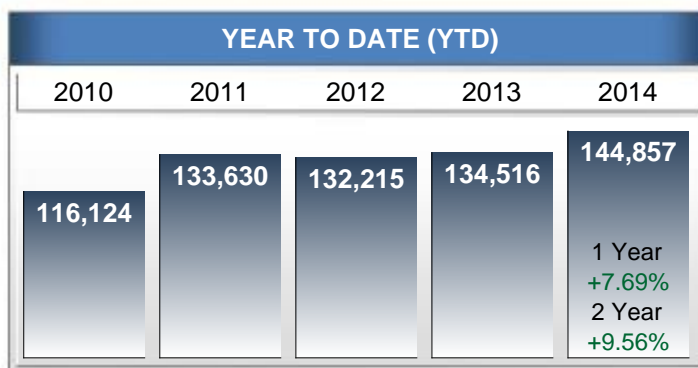
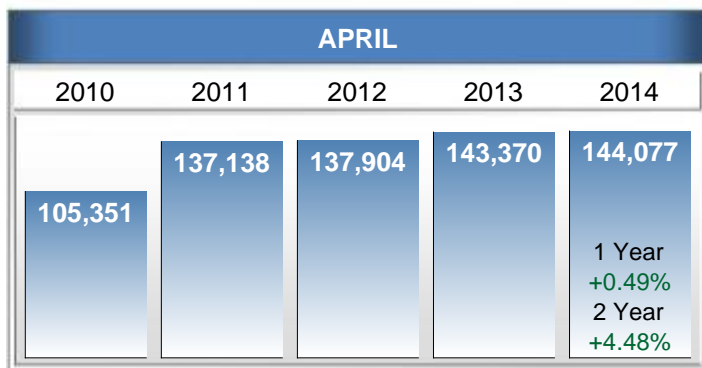
Closed Sales as of May 13, 2014



Average List Price at Closing

Report Produced on: May 13, 2014

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+
\$40,000 and less	7		9.46%	25,471	13,500	27,467	0	0
\$40,001 - \$70,000	6		8.11%	55,867	60,375	51,100	0	0
\$70,001 - \$90,000	12		16.22%	82,483	79,900	81,290	0	0
\$90,001 - \$140,000	21		28.38%	119,800	106,750	117,531	127,575	0
\$140,001 - \$190,000	10		13.51%	161,750	0	166,617	159,475	179,900
\$190,001 - \$270,000	10		13.51%	225,260	0	221,900	229,829	0
\$270,001 and up	8		10.81%	346,565	387,120	0	341,080	340,000
Average List Price:	\$144,077				\$103,947	\$104,855	\$223,120	\$286,633
Total Closed Units:	74				9	42	20	3
Total List Volume:	10,661,720				935.52K	4.40M	4.46M	859.90K



Monthly Inventory Analysis

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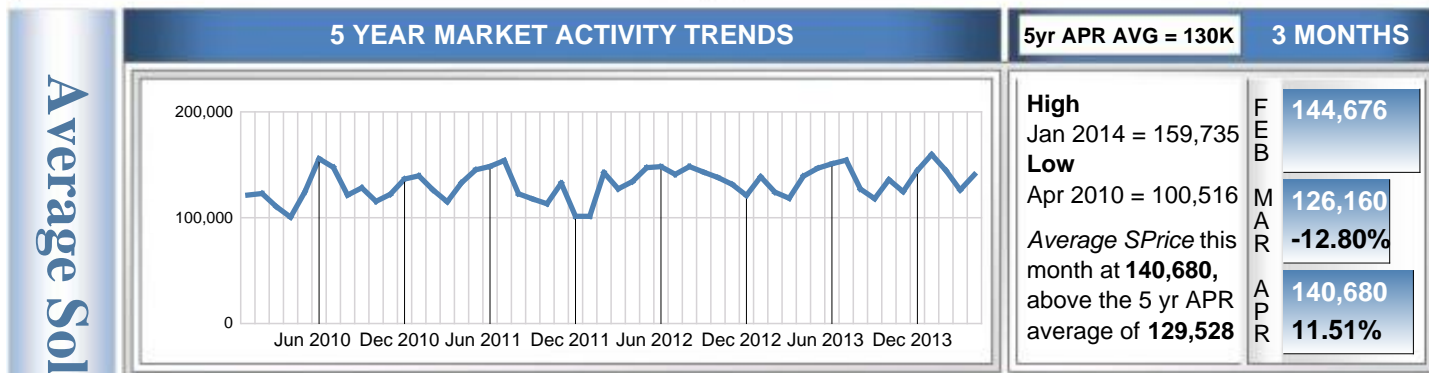
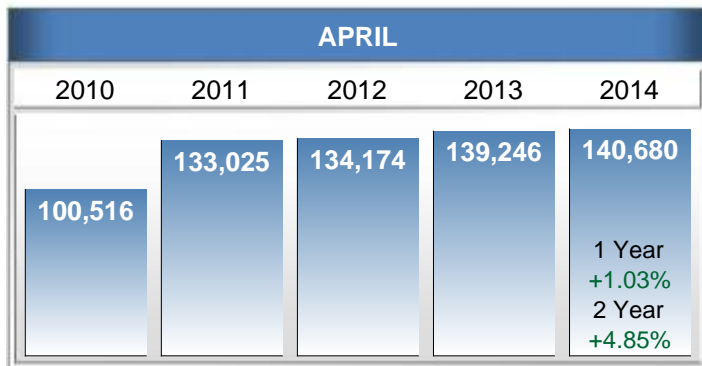
Closed Sales as of May 13, 2014



Average Sold Price at Closing

Report Produced on: May 13, 2014

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+
\$40,000 and less	7		9.46%	24,760	15,000	26,387	0	0
\$40,001 - \$70,000	6		8.11%	52,167	54,250	48,000	0	0
\$70,001 - \$90,000	11		14.86%	79,778	76,000	80,156	0	0
\$90,001 - \$140,000	22		29.73%	117,100	100,500	117,144	125,225	0
\$140,001 - \$190,000	11		14.86%	160,627	0	159,750	157,125	179,900
\$190,001 - \$270,000	9		12.16%	225,622	0	224,850	225,843	0
\$270,001 and up	8		10.81%	334,093	351,825	0	331,600	331,460
Average Closed Price:		\$140,680			\$95,647	\$103,295	\$218,415	\$280,940
Total Closed Units:		74			9	42	20	3
Total Closed Volume:		10,410,328			860.83K	4.34M	4.37M	842.82K



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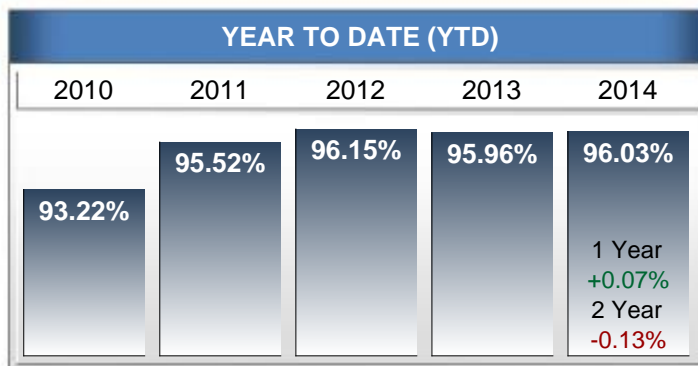
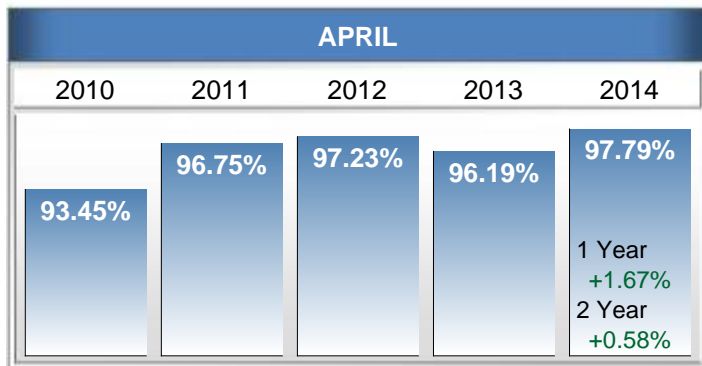
Closed Sales as of May 13, 2014



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? Contact an experienced REALTOR

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

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	7	9.46%	99.26%	111.11%	97.28%	0.00%	0.00%
\$40,001 \$70,000	6	8.11%	91.26%	89.93%	93.93%	0.00%	0.00%
\$70,001 \$90,000	11	14.86%	98.68%	95.12%	99.04%	0.00%	0.00%
\$90,001 \$140,000	22	29.73%	98.96%	95.41%	99.63%	98.04%	0.00%
\$140,001 \$190,000	11	14.86%	97.24%	0.00%	95.94%	98.51%	100.00%
\$190,001 \$270,000	9	12.16%	98.95%	0.00%	101.26%	98.29%	0.00%
\$270,001 and up	8	10.81%	96.43%	90.88%	0.00%	97.10%	97.54%
Average List/Sell Ratio: 97.80%				94.18%	98.43%	97.99%	98.36%
Total Closed Units: 74				9	42	20	3
Total Closed Volume: 10,410,328				860.83K	4.34M	4.37M	842.82K



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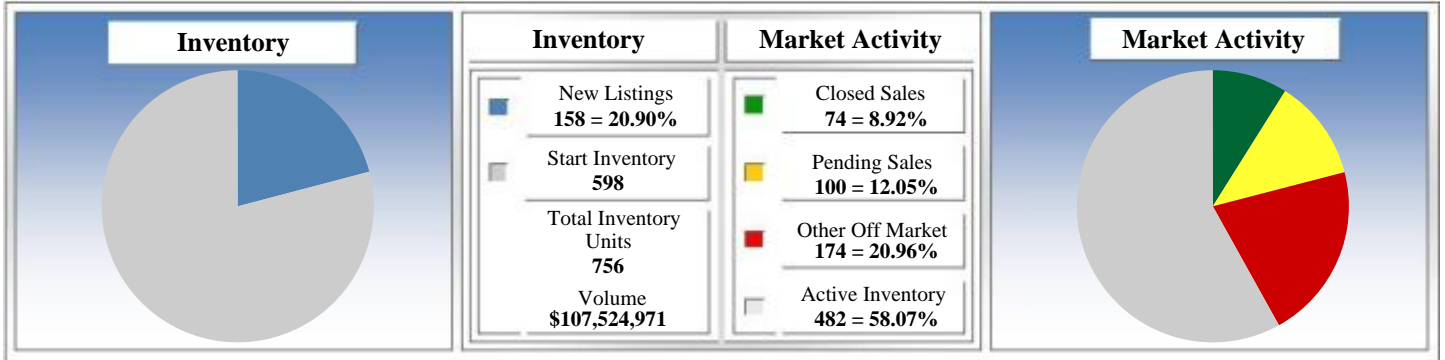
Inventory as of May 13, 2014



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 75 Sales/Month

Active Inventory as of April 30, 2014 = 482

	APRIL			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	72	74	2.78%	248	271	9.27%
Pending Sales	92	100	8.70%	304	338	11.18%
New Listings	158	158	0.00%	627	644	2.71%
Average List Price	143,370	144,077	0.49%	134,516	144,857	7.69%
Average Sale Price	139,246	140,680	1.03%	129,712	140,773	8.53%
Average Percent of List Price to Selling Price	96.19%	97.79%	1.67%	95.96%	96.03%	0.07%
Average Days on Market to Sale	52.60	37.95	-27.86%	56.06	54.18	-3.36%
Monthly Inventory	549	482	-12.20%	549	482	-12.20%
Months Supply of Inventory	7.81	6.41	-17.95%	7.81	6.41	-17.95%

