



February 2013

Area Delimited by County Of Washington

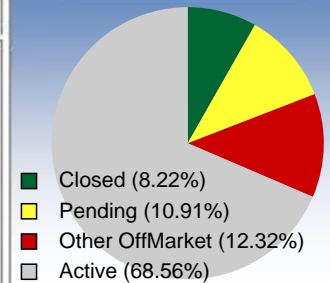


Absorption: Last 12 months, an Average of **71** Sales/Month

Active Inventory as of February 28, 2013 = **484**

	FEBRUARY		
	2012	2013	+/- %
Closed Listings	46	58	26.09%
Pending Listings	67	77	14.93%
New Listings	140	119	-15.00%
Median List Price	128,900	89,950	-30.22%
Median Sale Price	126,500	85,500	-32.41%
Median Percent of List Price to Selling Price	97.63%	96.81%	-0.85%
Median Days on Market to Sale	67.50	55.50	-17.78%
End of Month Inventory	614	484	-21.17%
Months Supply of Inventory	9.59	6.83	-28.78%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 12, 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 February 2013 decreased **21.17%** to 484 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **6.83** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **32.41%** in February 2013 to \$85,500 versus the previous year at \$126,500.

Median Days on Market Shortens

The median number of **55.50** days that homes spent on the market before selling decreased by 12.00 days or **17.78%** in February 2013 compared to last year's same month at **67.50** DOM.

Sales Success for February 2013 is Positive

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

There were 119 New Listings in February 2013, down **15.00%** from last year at 140. Furthermore, there were 58 Closed Listings this month versus last year at 46, a **26.09%** increase.

Closed versus Listed trends yielded a **48.7%** ratio, up from last year's February 2013 at **32.9%**, a **48.34%** 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

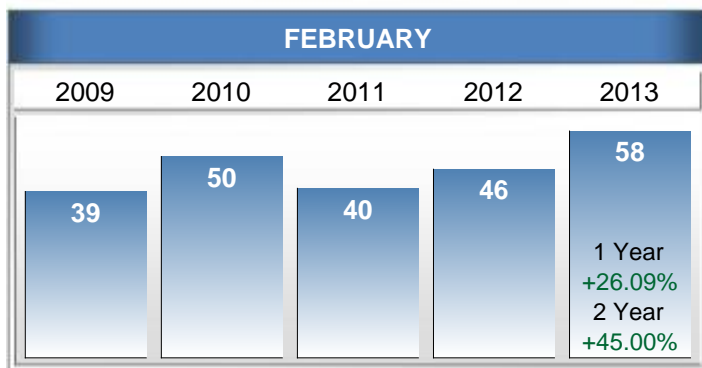
Closed Sales as of Mar 12, 2013



Closed Listings

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Closed Listings

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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	2	3.45%	2.5	1	1	0	0
\$20,001 - \$40,000	9	15.52%	54.0	4	4	1	0
\$40,001 - \$70,000	11	18.97%	74.0	5	6	0	0
\$70,001 - \$110,000	12	20.69%	59.5	0	8	4	0
\$110,001 - \$180,000	9	15.52%	57.0	1	6	2	0
\$180,001 - \$270,000	9	15.52%	86.0	1	2	6	0
\$270,001 and up	6	10.34%	40.5	0	2	3	1
Total Closed Units:	58		55.5	12	29	16	1
Total Closed Volume:	7,199,645			733.70K	2.97M	3.13M	365.00K
Median Closed Price:	\$85,500			\$53,000	\$75,900	\$204,000	\$365,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

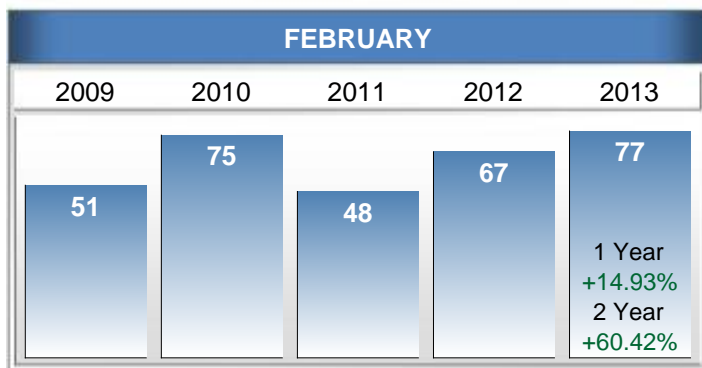
Pending Listings as of Mar 12, 2013



Pending Listings

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



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



5yr FEB AVG = 64 **3 MONTHS**

High
Apr 2010 = 124

Low
Nov 2009 = 37

Pending Listing this month at **77**, above the 5 yr FEB average of **64**

D E C	56
J A N	74
F E B	77
32.14%	
4.05%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	5	6.49%	21.0	2	3	0	0	
\$20,001 \$50,000	8	10.39%	16.5	3	4	1	0	
\$50,001 \$70,000	11	14.29%	50.0	4	5	2	0	
\$70,001 \$130,000	21	27.27%	24.0	1	17	3	0	
\$130,001 \$190,000	14	18.18%	41.0	1	4	9	0	
\$190,001 \$250,000	10	12.99%	30.5	1	4	5	0	
\$250,001 and up	8	10.39%	117.5	0	1	4	3	
Total Pending Units: 77				29.0	12	38	24	3
Total Pending Volume: 9,802,225					848.30K	3.78M	4.08M	1.10M
Median Listing Price: \$99,900					\$55,000	\$82,450	\$154,750	\$335,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

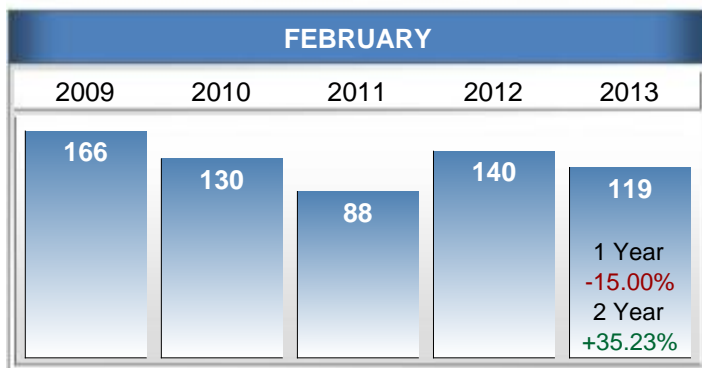
New Listings as of Mar 12, 2013



New Listings

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



New Listings

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

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	9.24%	6	5	0	0	
\$40,001 \$50,000	5	4.20%	3	1	1	0	
\$50,001 \$70,000	24	20.17%	15	8	1	0	
\$70,001 \$130,000	29	24.37%	6	19	3	1	
\$130,001 \$180,000	21	17.65%	0	9	12	0	
\$180,001 \$320,000	17	14.29%	0	7	10	0	
\$320,001 and up	12	10.08%	5	0	5	2	
Total New Listed Units:			119	35	49	32	3
Total New Listed Volume:			21,751,850	8.03M	5.36M	7.25M	1.10M
Median New Listed Listing Price:			\$103,500	\$58,000	\$90,000	\$179,450	\$425,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

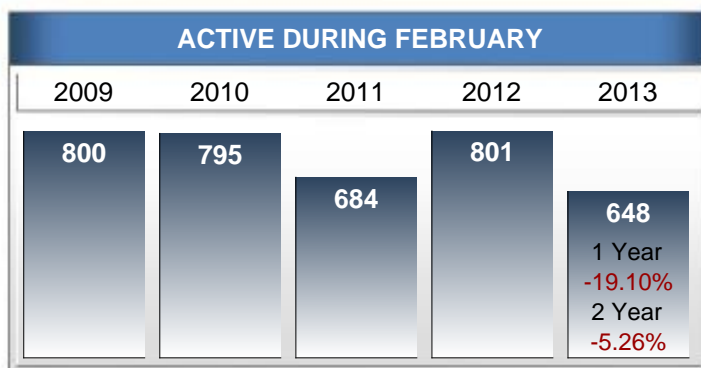
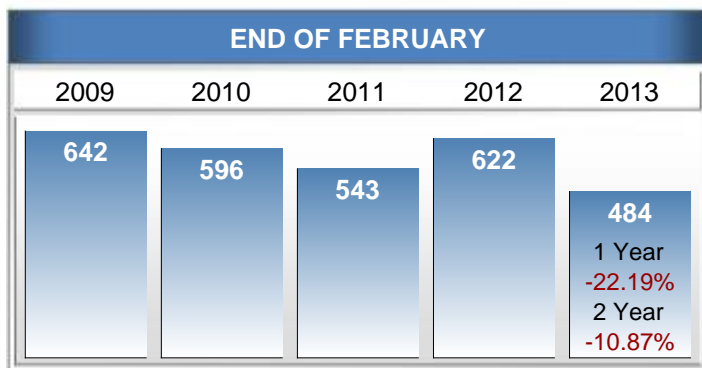
Active Inventory as of Mar 12, 2013



Active Inventory

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Active Inventory

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



5yr FEB AVG = 577 **3 MONTHS**

High
Aug 2010 = 708

Low
Feb 2013 = 484

Inventory this month at 484, below the 5 yr FEB average of 577

D E C	491
J A N	529
F E B	484
7.74%	
-8.51%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	36	7.44%	77.0	32	4	0	0
\$30,001 \$50,000	55	11.36%	76.0	42	13	0	0
\$50,001 \$70,000	73	15.08%	56.0	46	23	3	1
\$70,001 \$120,000	136	28.10%	57.0	63	57	16	0
\$120,001 \$180,000	75	15.50%	55.0	9	38	26	2
\$180,001 \$270,000	58	11.98%	77.5	7	20	31	0
\$270,001 and up	51	10.54%	70.0	9	4	28	10
Total Active Inventory by Units:		484	63.0	208	159	104	13
Total Active Inventory by Volume:		78,410,353		22.36M	18.70M	23.45M	13.91M
Median Active Inventory Listing Price:		\$90,000		\$58,750	\$99,900	\$199,925	\$349,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

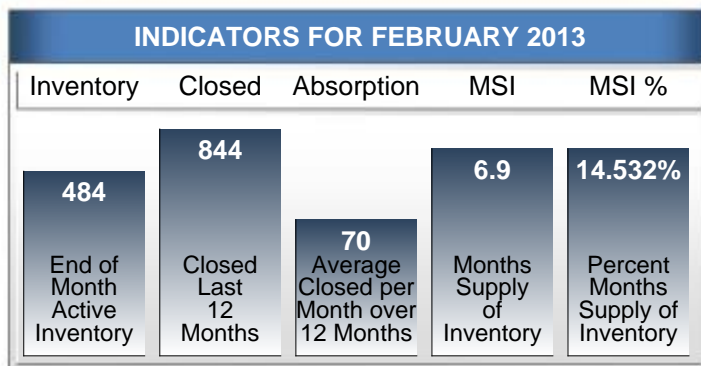
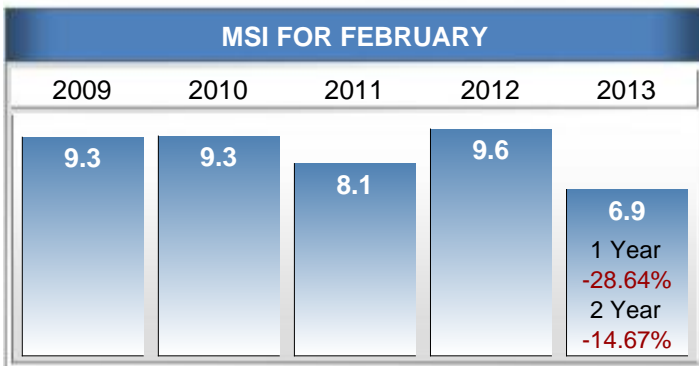
Active Inventory as of Mar 12, 2013



Months Supply of Inventory

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



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



5yr FEB AVG = 8.6 **3 MONTHS**

High
Sep 2009 = 11.0
Low
Feb 2013 = 6.9

Months Supply this month at **6.9**, below the 5 yr FEB average of **8.6**

DEC	7.1
JAN	7.6
FEB	6.9 -9.16%

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	36	7.44%	5.4	8.9	1.5	0.0	0.0	
\$30,001 \$50,000	55	11.36%	11.4	21.0	5.0	0.0	0.0	
\$50,001 \$70,000	73	15.08%	11.4	27.6	5.5	6.0	12.0	
\$70,001 \$120,000	136	28.10%	7.0	24.4	4.1	5.6	0.0	
\$120,001 \$180,000	75	15.50%	5.2	12.0	4.3	6.1	3.4	
\$180,001 \$270,000	58	11.98%	4.5	21.0	5.9	3.7	0.0	
\$270,001 and up	51	10.54%	9.0	108.0	5.3	8.4	6.7	
MSI:	6.9			18.9	4.4	5.2	3.9	
Total Active Inventory:	484			208	159	104	13	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

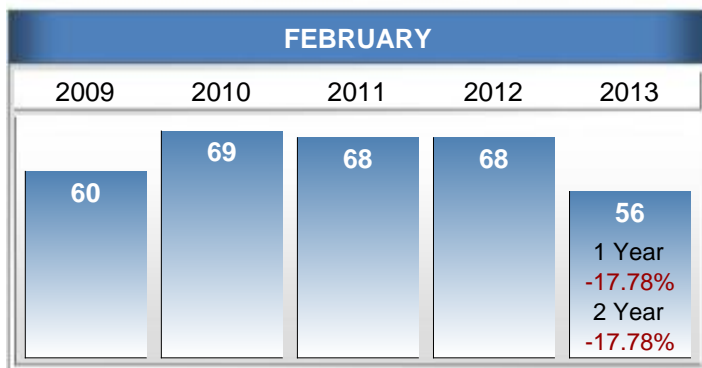
Closed Sales as of Mar 12, 2013



Median Days on Market to Sale

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Median Days on Market

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

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+
\$20,000 and less	2			3.45%	2.5	3.0	2.0	0.0	0.0
\$20,001 \$40,000	9			15.52%	54.0	58.5	29.0	123.0	0.0
\$40,001 \$70,000	11			18.97%	74.0	102.0	11.5	0.0	0.0
\$70,001 \$110,000	12			20.69%	59.5	0.0	33.5	82.0	0.0
\$110,001 \$180,000	9			15.52%	57.0	1.0	60.0	86.5	0.0
\$180,001 \$270,000	9			15.52%	86.0	36.0	116.0	65.5	0.0
\$270,001 and up	6			10.34%	40.5	0.0	49.5	22.0	143.0
Median Closed DOM:	55.5					75.0	37.0	52.0	143.0
Total Closed Units:	58					12	29	16	1
Total Closed Volume:	7,199,645					733.70K	2.97M	3.13M	365.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

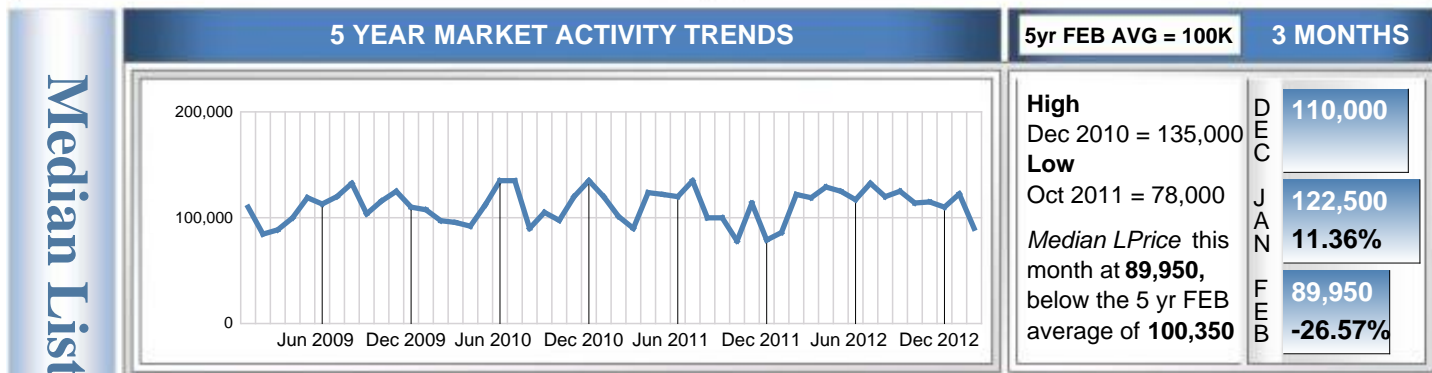
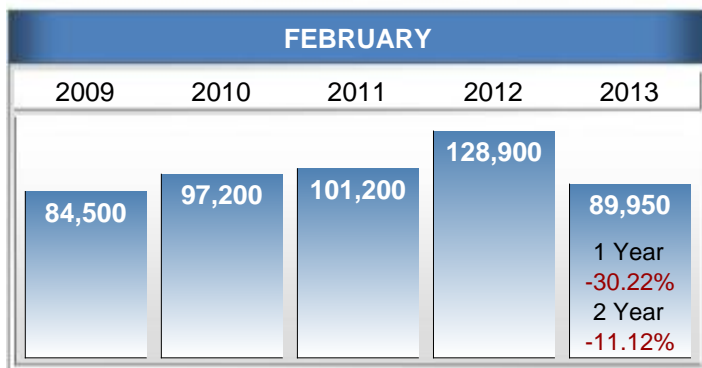
Closed Sales as of Mar 12, 2013



Median List Price at Closing

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Median List Price

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

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+
\$20,000 and less	1		1.72%	19,900	19,900	0	0	0
\$20,001 - \$40,000	9		15.52%	29,000	30,000	27,000	29,900	0
\$40,001 - \$70,000	10		17.24%	56,500	58,000	52,450	0	0
\$70,001 - \$110,000	14		24.14%	84,950	78,500	81,950	89,950	0
\$110,001 - \$180,000	9		15.52%	129,900	112,200	133,200	142,400	0
\$180,001 - \$270,000	8		13.79%	215,750	195,000	208,450	225,000	0
\$270,001 and up	7		12.07%	375,000	0	347,000	345,950	375,000
Median List Price:		\$89,950			\$58,000	\$79,000	\$205,750	\$375,000
Total Closed Units:		58			12	29	16	1
Total List Volume:		7,488,250			793.60K	3.10M	3.22M	375.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

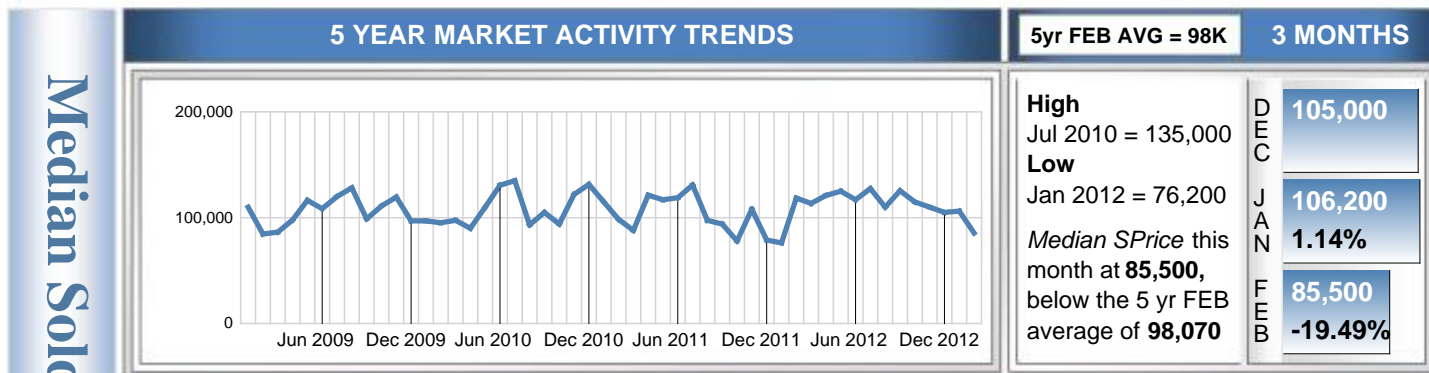
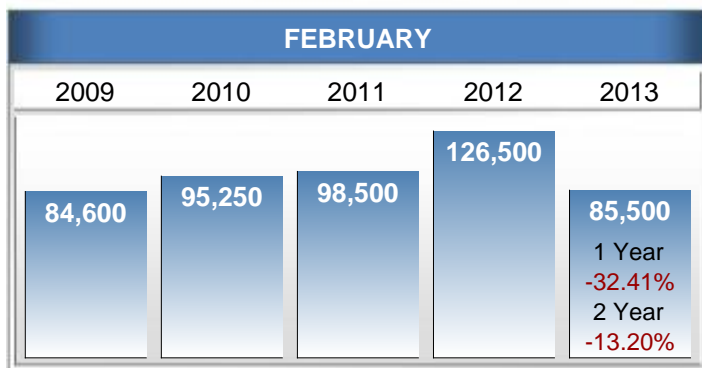
Closed Sales as of Mar 12, 2013



Median Sold Price at Closing

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Median Sold Price

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

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+
\$20,000 and less	2		3.45%	18,950	18,000	19,900	0	0
\$20,001 \$40,000	9		15.52%	27,500	25,750	27,450	29,900	0
\$40,001 \$70,000	11		18.97%	53,000	63,000	49,950	0	0
\$70,001 \$110,000	12		20.69%	81,400	0	77,850	86,750	0
\$110,001 \$180,000	9		15.52%	130,000	112,200	131,500	138,750	0
\$180,001 \$270,000	9		15.52%	218,000	185,000	203,500	225,000	0
\$270,001 and up	6		10.34%	370,000	0	337,000	409,900	365,000
Median Closed Price:	\$85,500				\$53,000	\$75,900	\$204,000	\$365,000
Total Closed Units:	58				12	29	16	1
Total Closed Volume:	7,199,645				733.70K	2.97M	3.13M	365.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

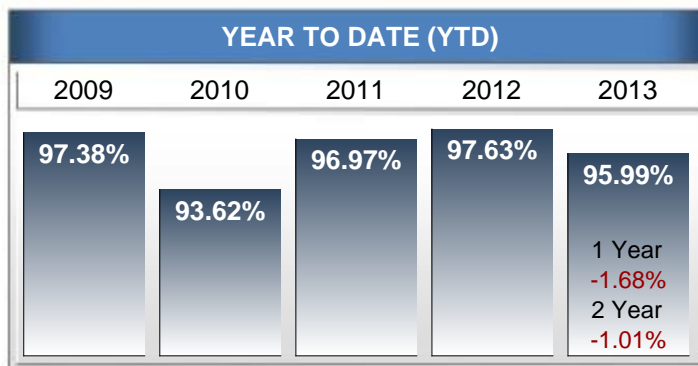
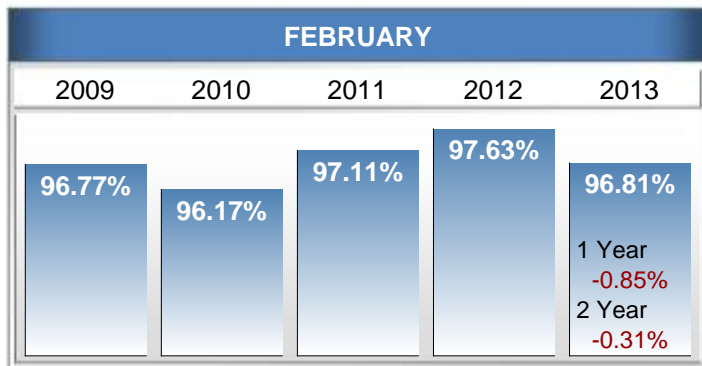
Closed Sales as of Mar 12, 2013



Median Percent of List Price to Selling Price

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Median List/Sell Price

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

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+
\$20,000 and less	2	3.45%	86.68%	90.45%	82.92%	0.00%	0.00%
\$20,001 \$40,000	9	15.52%	92.00%	88.00%	96.30%	100.00%	0.00%
\$40,001 \$70,000	11	18.97%	92.99%	91.38%	95.38%	0.00%	0.00%
\$70,001 \$110,000	12	20.69%	94.46%	0.00%	94.46%	94.58%	0.00%
\$110,001 \$180,000	9	15.52%	97.44%	100.00%	97.44%	97.51%	0.00%
\$180,001 \$270,000	9	15.52%	97.09%	94.87%	97.54%	97.29%	0.00%
\$270,001 and up	6	10.34%	98.05%	0.00%	97.47%	98.76%	97.33%
Median List/Sell Ratio:	96.81%			91.52%	95.99%	97.75%	97.33%
Total Closed Units:	58			12	29	16	1
Total Closed Volume:	7,199,645			733.70K	2.97M	3.13M	365.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2013

Inventory as of Mar 12, 2013



Market Summary

Report Produced on: Mar 12, 2013

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 71 Sales/Month

Active Inventory as of February 28, 2013 = 484

	FEBRUARY			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	46	58	26.09%	90	106	17.78%
Pending Sales	67	77	14.93%	128	151	17.97%
New Listings	140	119	-15.00%	335	314	-6.27%
Median List Price	128,900	89,950	-30.22%	97,950	104,900	7.10%
Median Sale Price	126,500	85,500	-32.41%	94,763	99,000	4.47%
Median Percent of List Price to Selling Price	97.63%	96.81%	-0.85%	97.63%	95.99%	-1.68%
Median Days on Market to Sale	67.50	55.50	-17.78%	73.50	50.00	-31.97%
Monthly Inventory	614	484	-21.17%	614	484	-21.17%
Months Supply of Inventory	9.59	6.83	-28.78%	9.59	6.83	-28.78%

