



March 2013

Area Delimited by County Of Washington

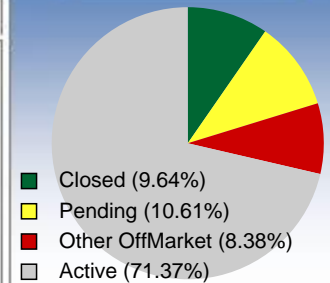


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of March 31, 2013 = **511**

	MARCH		
	2012	2013	+/-%
Closed Listings	70	69	-1.43%
Pending Listings	77	76	-1.30%
New Listings	167	155	-7.19%
Average List Price	131,797	123,004	-6.67%
Average Sale Price	127,264	119,842	-5.83%
Average Percent of List Price to Selling Price	96.70%	98.35%	1.71%
Average Days on Market to Sale	65.59	53.93	-17.78%
End of Month Inventory	631	511	-19.02%
Months Supply of Inventory	9.55	7.27	-23.82%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 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 March 2013 decreased **19.02%** to 511 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 **7.27** 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 **5.83%** in March 2013 to \$119,842 versus the previous year at \$127,264.

Average Days on Market Shortens

The average number of **53.93** days that homes spent on the market before selling decreased by 11.66 days or **17.78%** in March 2013 compared to last year's same month at **65.59** DOM.

Sales Success for March 2013 is Positive

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

There were 155 New Listings in March 2013, down **7.19%** from last year at 167. Furthermore, there were 69 Closed Listings this month versus last year at 70, a **-1.43%** decrease.

Closed versus Listed trends yielded a **44.5%** ratio, up from last year's March 2013 at **41.9%**, a **6.20%** 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

Data from the Greater Tulsa Association of REALTORS®

March 2013

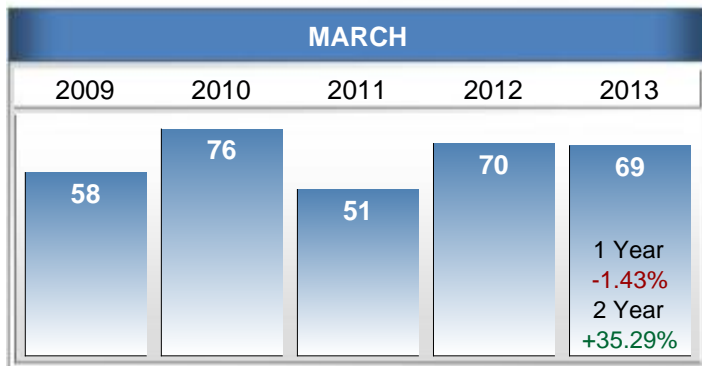
Closed Sales as of Apr 12, 2013



Closed Listings

Report Produced on: Apr 12, 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	4.35%	22.0	1	2	0	0
\$20,001 \$50,000	10	14.49%	48.1	6	4	0	0
\$50,001 \$70,000	10	14.49%	67.4	3	7	0	0
\$70,001 \$120,000	19	27.54%	47.3	1	16	2	0
\$120,001 \$150,000	11	15.94%	64.3	1	4	6	0
\$150,001 \$200,000	10	14.49%	46.5	1	4	5	0
\$200,001 and up	6	8.70%	71.5	0	0	3	3
Total Closed Units:	69		53.9	13	37	16	3
Total Closed Volume:	8,269,131			767.50K	3.37M	2.84M	1.30M
Average Closed Price:	\$119,842			\$59,038	\$90,983	\$177,517	\$431,667



Monthly Inventory Analysis

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March 2013

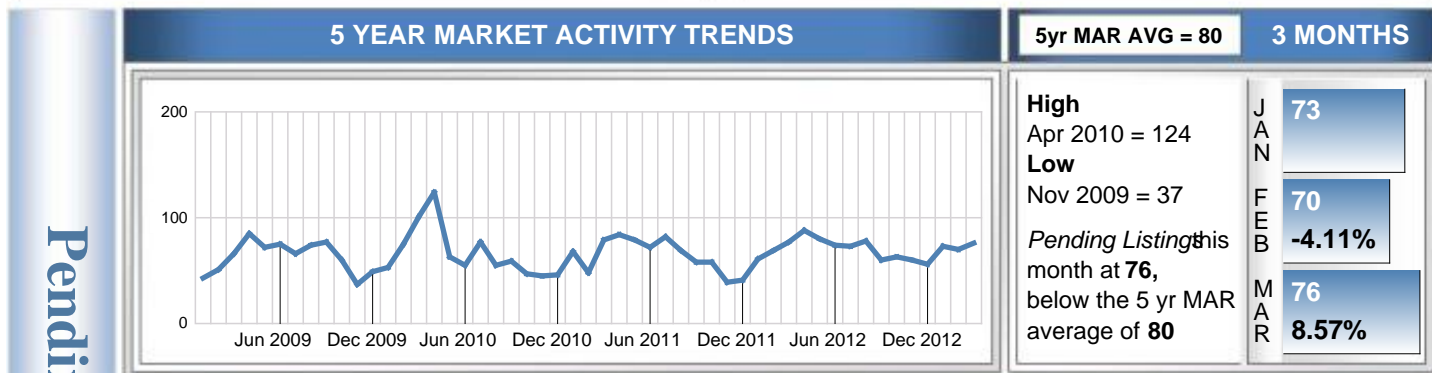
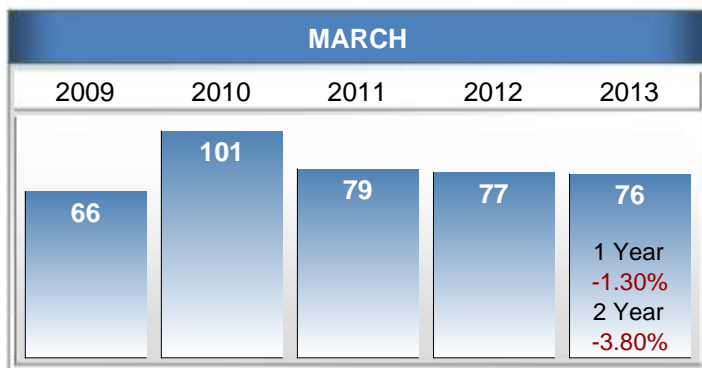
Pending Listings as of Apr 12, 2013



Pending Listings

Report Produced on: Apr 12, 2013

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	6	7.89%	60.8	4	2	0	0		
\$30,001 \$60,000	10	13.16%	32.9	3	6	1	0		
\$60,001 \$80,000	10	13.16%	55.0	3	6	0	1		
\$80,001 \$140,000	21	27.63%	44.5	3	14	4	0		
\$140,001 \$190,000	10	13.16%	49.5	0	6	4	0		
\$190,001 \$290,000	11	14.47%	46.8	0	3	7	1		
\$290,001 and up	8	10.53%	58.6	0	0	5	3		
Total Pending Units:				76	32.6	13	37	21	5
Total Pending Volume:				11,014,400		785.60K	3.94M	4.70M	1.58M
Average Listing Price:				\$107,664		\$60,431	\$106,608	\$223,890	\$316,520



Monthly Inventory Analysis

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March 2013

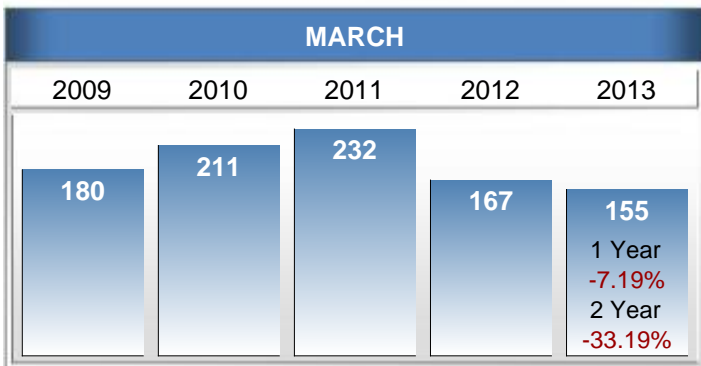
New Listings as of Apr 12, 2013



New Listings

Report Produced on: Apr 12, 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+	
\$25,000 and less	4	2.58%	2	2	0	0	
\$25,001 - \$50,000	14	9.03%	6	7	1	0	
\$50,001 - \$100,000	41	26.45%	20	19	2	0	
\$100,001 - \$125,000	21	13.55%	1	14	6	0	
\$125,001 - \$175,000	36	23.23%	3	19	11	3	
\$175,001 - \$300,000	23	14.84%	1	3	18	1	
\$300,001 and up	16	10.32%	3	1	7	5	
Total New Listed Units:			155	36	65	45	9
Total New Listed Volume:			25,366,406	4.89M	7.27M	10.33M	2.88M
Average New Listed Listing Price:			\$180,500	\$135,719	\$111,824	\$229,491	\$320,544



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

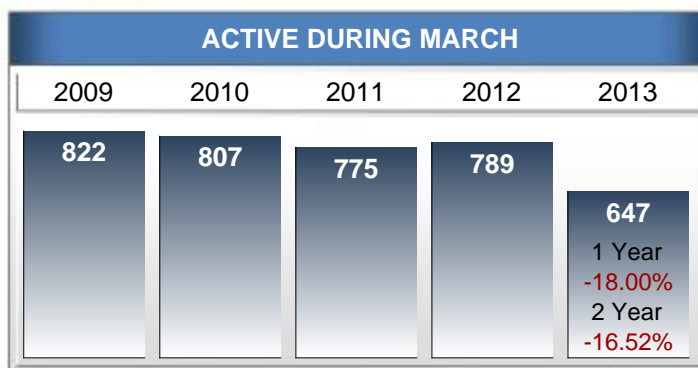
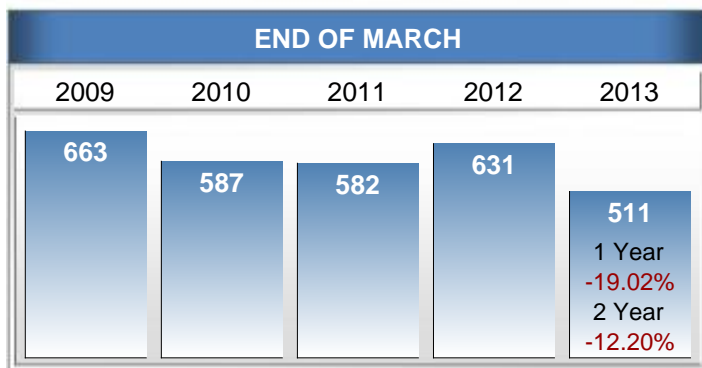
Active Inventory as of Apr 12, 2013



Active Inventory

Report Produced on: Apr 12, 2013

Area Delimited by County Of Washington



Active Inventory

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5yr MAR AVG = 595 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 491

Inventory this month at **511**, below the 5 yr MAR average of **595**

JAN	529
FEB	492
MAR	511
-6.99%	
3.86%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	15	2.94%	77.7	13	2	0	0	
\$25,001 \$50,000	76	14.87%	95.9	57	18	1	0	
\$50,001 \$75,000	88	17.22%	72.4	59	27	2	0	
\$75,001 \$125,000	142	27.79%	75.5	57	65	20	0	
\$125,001 \$175,000	70	13.70%	56.6	6	33	26	5	
\$175,001 \$275,000	68	13.31%	83.6	7	18	42	1	
\$275,001 and up	52	10.18%	79.0	12	4	25	11	
Total Active Inventory by Units:			511	76.9	211	167	116	17
Total Active Inventory by Volume:			85,612,149		24.86M	19.23M	26.32M	15.21M
Average Active Inventory Listing Price:			\$167,538		\$117,819	\$115,138	\$226,862	\$894,600



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

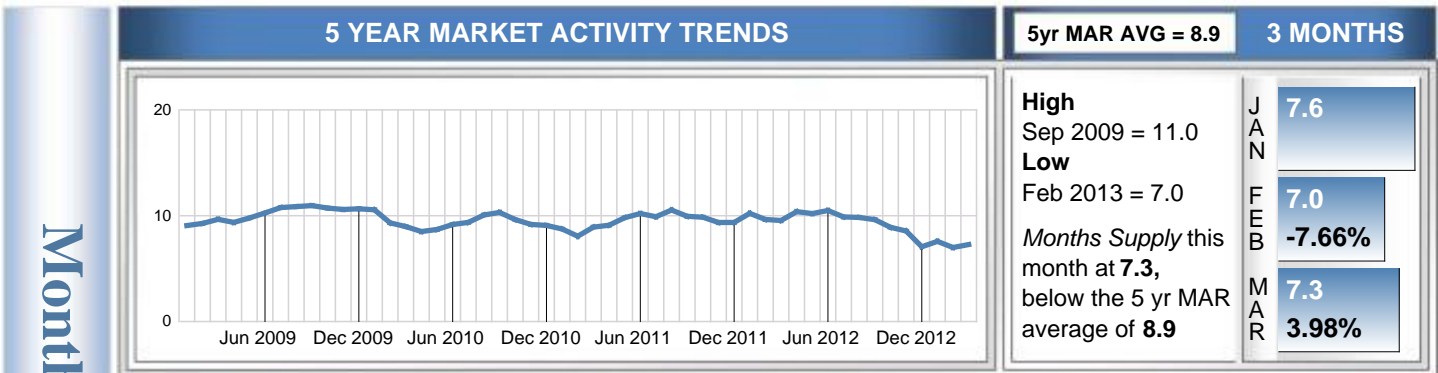
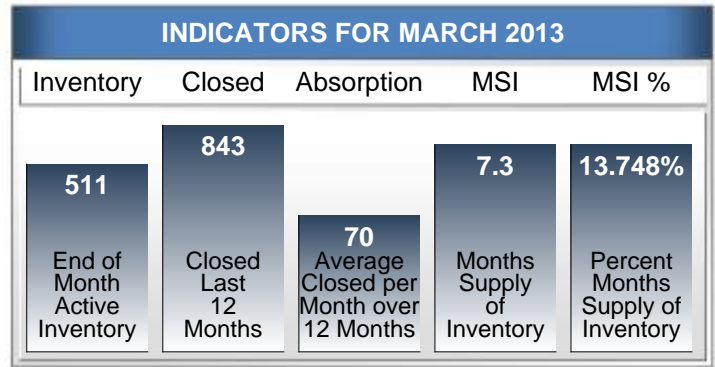
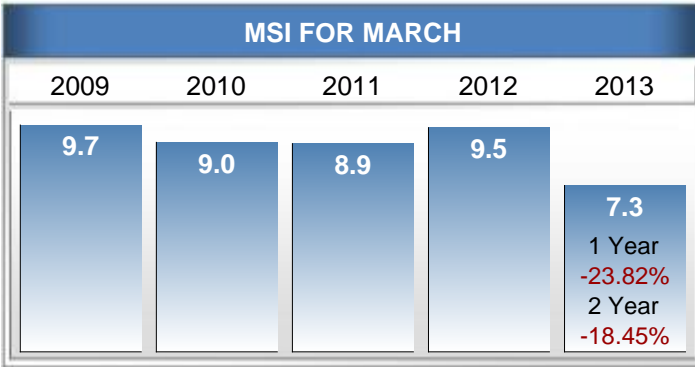
Active Inventory as of Apr 12, 2013



Months Supply of Inventory

Report Produced on: Apr 12, 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	34	6.65%	4.9	7.7	1.8	0.0	0.0
\$30,001 \$50,000	57	11.15%	11.4	18.9	5.8	6.0	0.0
\$50,001 \$70,000	76	14.87%	11.7	28.4	5.2	6.0	0.0
\$70,001 \$120,000	140	27.40%	7.3	24.8	4.6	6.4	0.0
\$120,001 \$180,000	91	17.81%	6.4	15.0	5.1	7.1	12.0
\$180,001 \$270,000	60	11.74%	4.8	21.0	4.4	4.5	1.5
\$270,001 and up	53	10.37%	9.0	144.0	6.0	7.6	6.3
MSI:			7.3	18.8	4.6	5.9	5.2
Total Active Inventory:			511	211	167	116	17



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

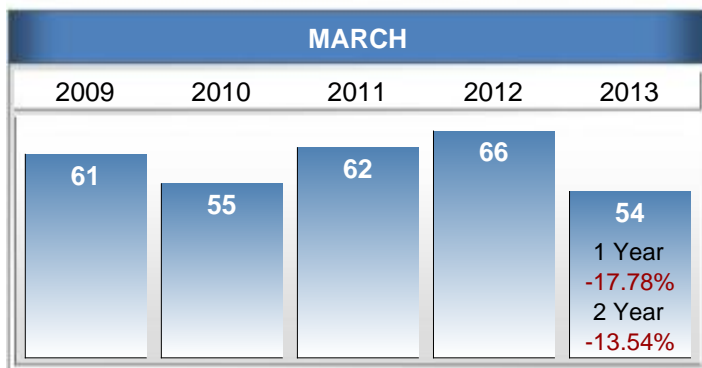
Closed Sales as of Apr 12, 2013



Average Days on Market to Sale

Report Produced on: Apr 12, 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+
\$20,000 and less	3	4.35%	22.0	52.0	7.0	0.0	0.0
\$20,001 \$50,000	10	14.49%	48.1	51.8	42.5	0.0	0.0
\$50,001 \$70,000	10	14.49%	67.4	22.0	86.9	0.0	0.0
\$70,001 \$120,000	19	27.54%	47.3	12.0	48.6	54.5	0.0
\$120,001 \$150,000	11	15.94%	64.3	3.0	67.0	72.7	0.0
\$150,001 \$200,000	10	14.49%	46.5	99.0	49.5	33.6	0.0
\$200,001 and up	6	8.70%	71.5	0.0	0.0	56.0	87.0
Average Closed DOM: 53.9				41.8	55.0	55.1	87.0
Total Closed Units: 69				13	37	16	3
Total Closed Volume: 8,269,131				767.50K	3.37M	2.84M	1.30M



Monthly Inventory Analysis

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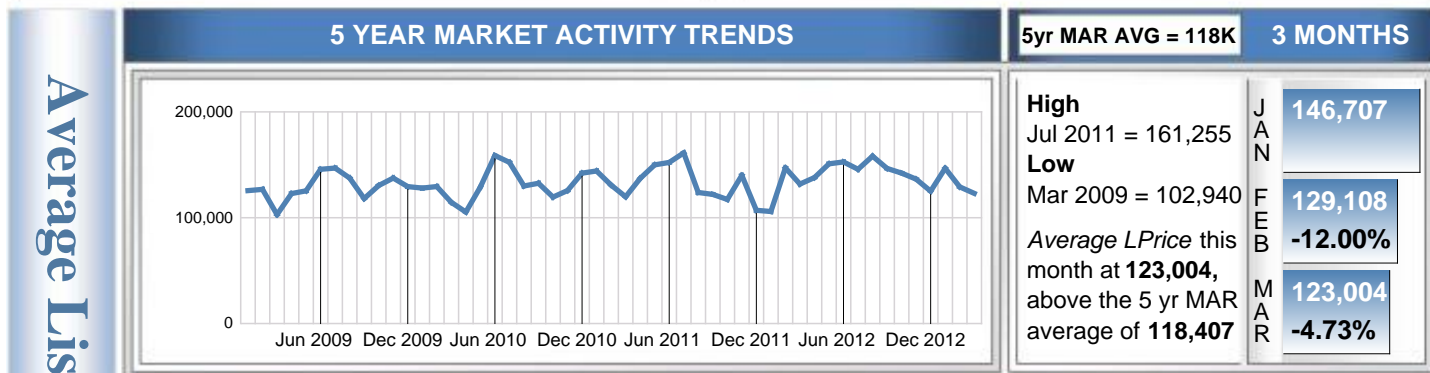
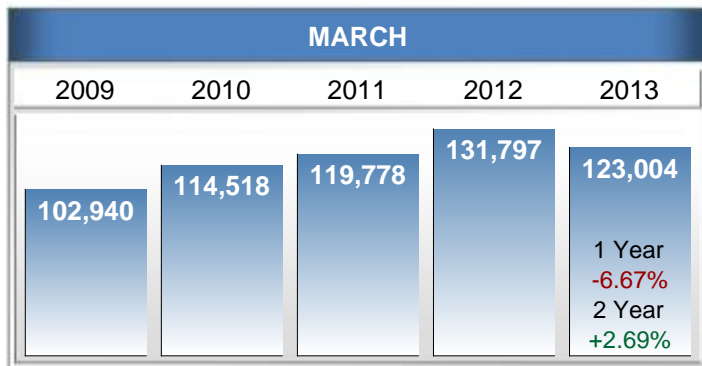
Closed Sales as of Apr 12, 2013



Average List Price at Closing

Report Produced on: Apr 12, 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+
\$20,000 and less	3	4.35%	14,600	21,000	11,950	0	0
\$20,001 \$50,000	10	14.49%	35,120	35,567	34,175	0	0
\$50,001 \$70,000	8	11.59%	60,288	56,333	66,042	0	0
\$70,001 \$120,000	22	31.88%	94,718	115,000	94,363	96,250	0
\$120,001 \$150,000	8	11.59%	135,038	127,500	135,350	139,733	0
\$150,001 \$200,000	11	15.94%	174,306	157,500	181,366	185,980	0
\$200,001 and up	7	10.14%	361,214	0	0	327,833	446,667
Average List Price:	\$123,004			\$61,800	\$91,880	\$184,019	\$446,667
Total Closed Units:	69			13	37	16	3
Total List Volume:	8,487,260			803.40K	3.40M	2.94M	1.34M



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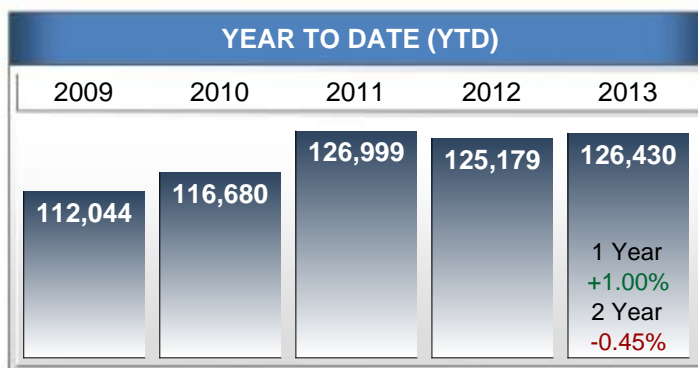
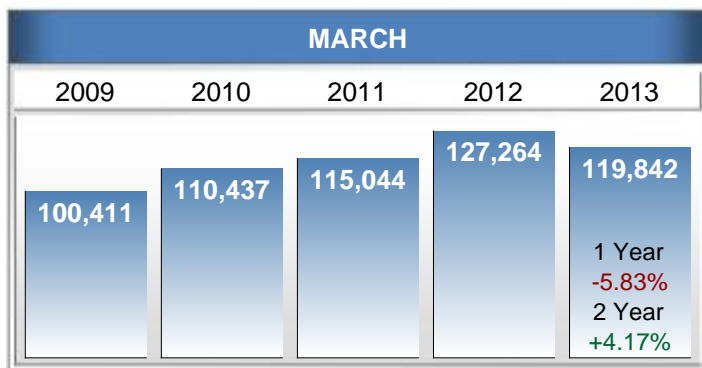
Closed Sales as of Apr 12, 2013



Average Sold Price at Closing

Report Produced on: Apr 12, 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		4.35%	15,267	18,500	13,651	0	0
\$20,001 \$50,000	10		14.49%	33,670	33,833	33,425	0	0
\$50,001 \$70,000	10		14.49%	62,000	55,833	64,643	0	0
\$70,001 \$120,000	19		27.54%	94,832	98,500	94,956	92,000	0
\$120,001 \$150,000	11		15.94%	132,442	127,500	131,400	133,961	0
\$150,001 \$200,000	10		14.49%	176,897	152,500	176,991	181,700	0
\$200,001 and up	6		8.70%	373,167	0	0	314,667	431,667
Average Closed Price:	\$119,842				\$59,038	\$90,983	\$177,517	\$431,667
Total Closed Units:	69				13	37	16	3
Total Closed Volume:	8,269,131				767.50K	3.37M	2.84M	1.30M



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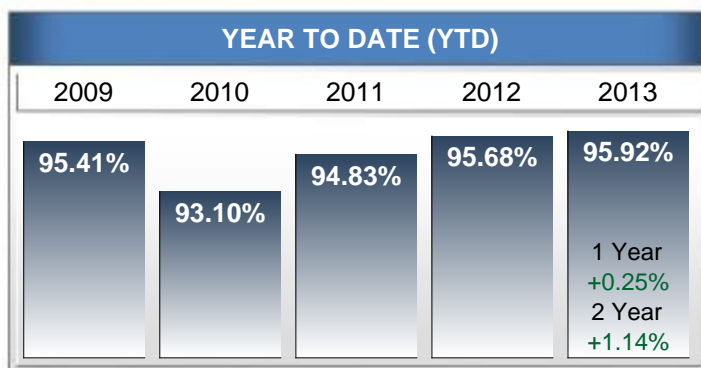
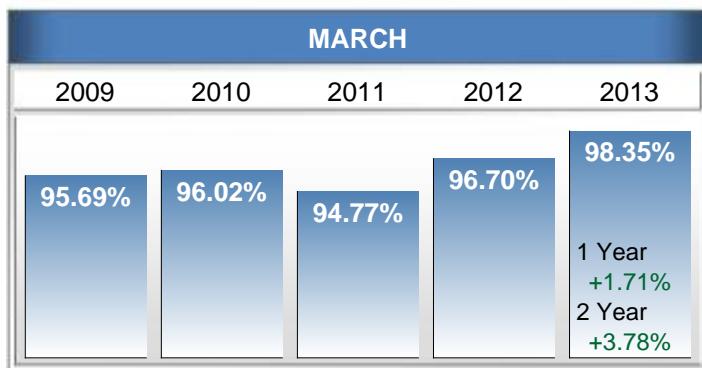
Closed Sales as of Apr 12, 2013



Average Percent of List Price to Selling Price

Report Produced on: Apr 12, 2013

Area Delimited by County Of Washington



Average List/Sell Price

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5yr MAR AVG=96.31% **3 MONTHS**

High
Oct 2011 = 101.67%

Low
Aug 2010 = 89.06%

Average List/Sell this month at **98.35%**, above the 5 yr MAR average of **96.31%**

JAN	93.83%
FEB	94.75%
MAR	98.35%
APR	3.80%

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	4.35%	104.84%	88.10%	113.22%	0.00%	0.00%
\$20,001 \$50,000	10	14.49%	97.42%	95.02%	101.01%	0.00%	0.00%
\$50,001 \$70,000	10	14.49%	98.67%	99.17%	98.46%	0.00%	0.00%
\$70,001 \$120,000	19	27.54%	99.63%	85.65%	100.99%	95.78%	0.00%
\$120,001 \$150,000	11	15.94%	96.86%	100.00%	97.13%	96.16%	0.00%
\$150,001 \$200,000	10	14.49%	97.65%	96.83%	97.73%	97.76%	0.00%
\$200,001 and up	6	8.70%	95.96%	0.00%	0.00%	95.79%	96.14%
Average List/Sell Ratio: 98.40%				95.25%	100.40%	96.54%	96.14%
Total Closed Units: 69				13	37	16	3
Total Closed Volume: 8,269,131				767.50K	3.37M	2.84M	1.30M



Monthly Inventory Analysis

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March 2013

Inventory as of Apr 12, 2013



Market Summary

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Area Delimited by County Of Washington



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

Active Inventory as of March 31, 2013 = 511

	MARCH			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	70	69	-1.43%	166	175	5.42%
Pending Sales	77	76	-1.30%	207	219	5.80%
New Listings	167	155	-7.19%	514	469	-8.75%
Average List Price	131,797	123,004	-6.67%	129,713	131,528	1.40%
Average Sale Price	127,264	119,842	-5.83%	125,179	126,430	1.00%
Average Percent of List Price to Selling Price	96.70%	98.35%	1.71%	95.68%	95.92%	0.25%
Average Days on Market to Sale	65.59	53.93	-17.78%	69.00	57.95	-16.02%
Monthly Inventory	631	511	-19.02%	631	511	-19.02%
Months Supply of Inventory	9.55	7.27	-23.82%	9.55	7.27	-23.82%

