



February 2014

Area Delimited by County Of Washington

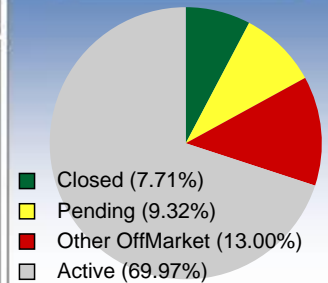


Absorption: Last 12 months, an Average of **74** Sales/Month

Active Inventory as of February 28, 2014 = **608**

	FEBRUARY		
	2013	2014	+/- %
Closed Listings	58	67	15.52%
Pending Listings	70	81	15.71%
New Listings	119	182	52.94%
Median List Price	89,950	123,000	36.74%
Median Sale Price	85,500	114,000	33.33%
Median Percent of List Price to Selling Price	96.81%	97.14%	0.34%
Median Days on Market to Sale	55.50	55.00	-0.90%
End of Month Inventory	498	608	22.09%
Months Supply of Inventory	7.03	8.21	16.73%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 17, 2014

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2014 rose **22.09%** to 608 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **8.21** 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 **33.33%** in February 2014 to \$114,000 versus the previous year at \$85,500.

Median Days on Market Shortens

The median number of **55.00** days that homes spent on the market before selling decreased by 0.50 days or **0.90%** in February 2014 compared to last year's same month at **55.50** DOM.

Sales Success for February 2014 is Positive

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

There were 182 New Listings in February 2014, up **52.94%** from last year at 119. Furthermore, there were 67 Closed Listings this month versus last year at 58, a **15.52%** increase.

Closed versus Listed trends yielded a **36.8%** ratio, down from last year's February 2014 at **48.7%**, a **24.47%** downswing. This will certainly create pressure on an increasing 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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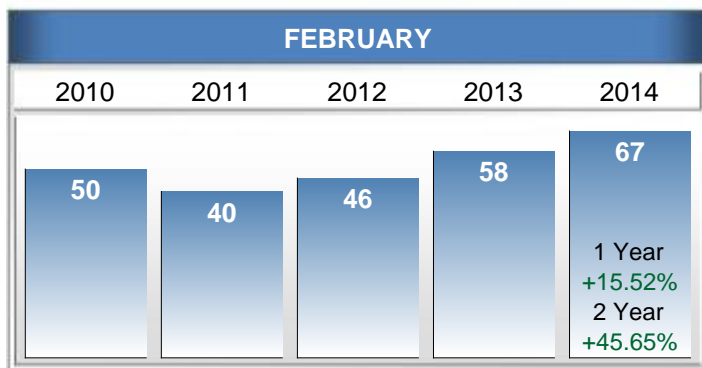
Closed Sales as of Mar 17, 2014



Closed Listings

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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	5	7.46%	34.0	3	2	0	0
\$20,001 - \$60,000	9	13.43%	55.0	4	5	0	0
\$60,001 - \$90,000	11	16.42%	113.0	3	7	1	0
\$90,001 - \$150,000	17	25.37%	50.0	3	12	2	0
\$150,001 - \$210,000	7	10.45%	104.0	0	5	2	0
\$210,001 - \$310,000	11	16.42%	35.0	0	3	6	2
\$310,001 and up	7	10.45%	3.0	0	0	5	2
Total Closed Units:	67		55.0	13	34	16	4
Total Closed Volume:	9,693,307			730.50K	3.75M	3.96M	1.25M
Median Closed Price:	\$114,000			\$55,000	\$109,500	\$226,250	\$284,500

Closed Listings

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Monthly Inventory Analysis

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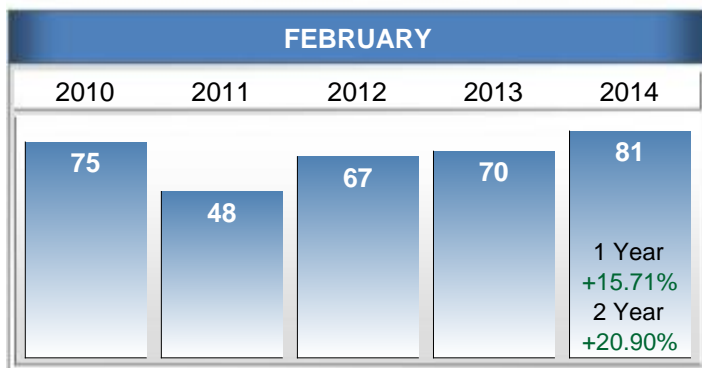
Pending Listings as of Mar 17, 2014



Pending Listings

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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+		
\$50,000 and less	8	9.88%	13.5	1	7	0	0		
\$50,001 - \$70,000	6	7.41%	73.0	3	2	1	0		
\$70,001 - \$80,000	9	11.11%	94.0	2	4	2	1		
\$80,001 - \$140,000	27	33.33%	62.0	6	15	6	0		
\$140,001 - \$190,000	10	12.35%	64.5	1	4	4	1		
\$190,001 - \$270,000	12	14.81%	88.0	0	5	7	0		
\$270,001 and up	9	11.11%	88.0	0	2	6	1		
Total Pending Units:				81	66.0	13	39	26	3
Total Pending Volume:				11,382,300		1.07M	4.58M	5.16M	574.90K
Median Listing Price:				\$114,900		\$84,500	\$97,200	\$192,000	\$169,900



Monthly Inventory Analysis

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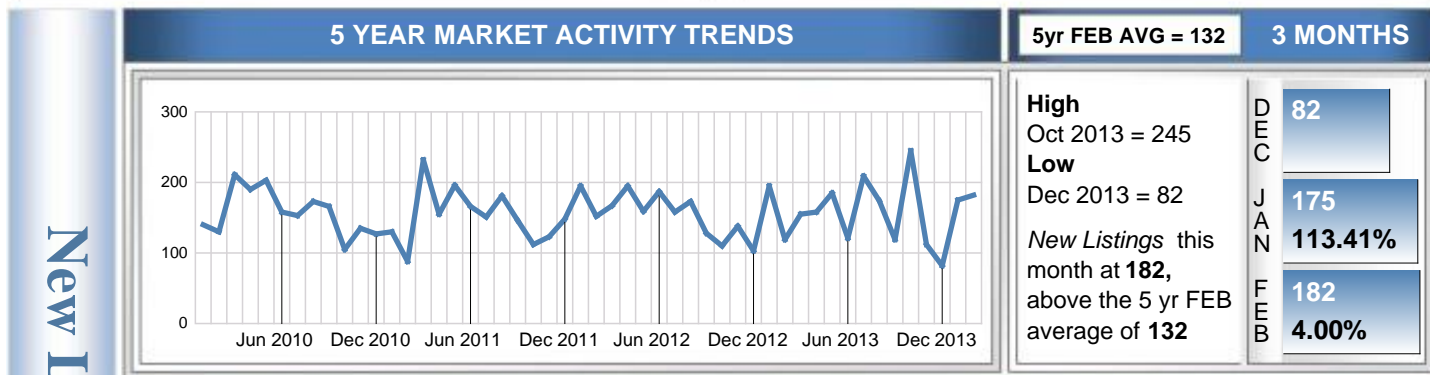
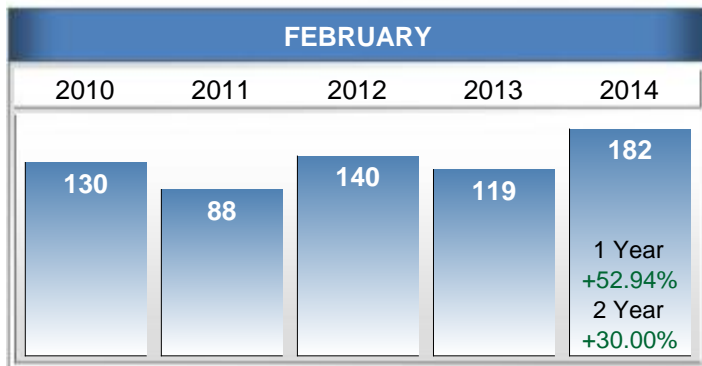
New Listings as of Mar 17, 2014



New Listings

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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+	
\$20,000 and less	7	3.85%	6	1	0	0	
\$20,001 \$40,000	29	15.93%	24	5	0	0	
\$40,001 \$60,000	25	13.74%	20	5	0	0	
\$60,001 \$120,000	48	26.37%	22	22	3	1	
\$120,001 \$170,000	31	17.03%	1	22	8	0	
\$170,001 \$260,000	21	11.54%	2	5	12	2	
\$260,001 and up	21	11.54%	3	2	13	3	
Total New Listed Units:			182	78	62	36	6
Total New Listed Volume:			24,774,469	5.80M	7.07M	9.64M	2.26M
Median New Listed Listing Price:			\$85,000	\$53,450	\$117,450	\$223,500	\$289,950



Monthly Inventory Analysis

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February 2014

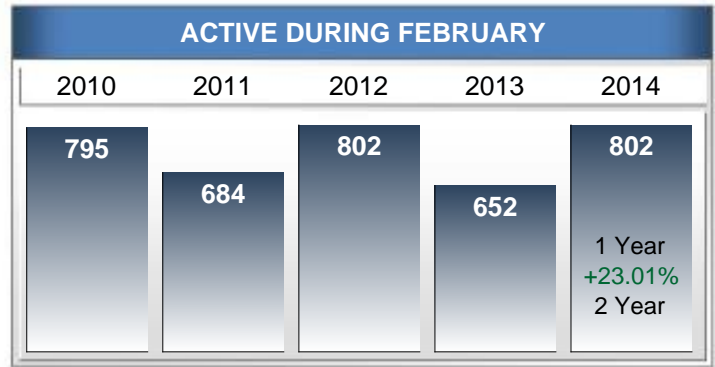
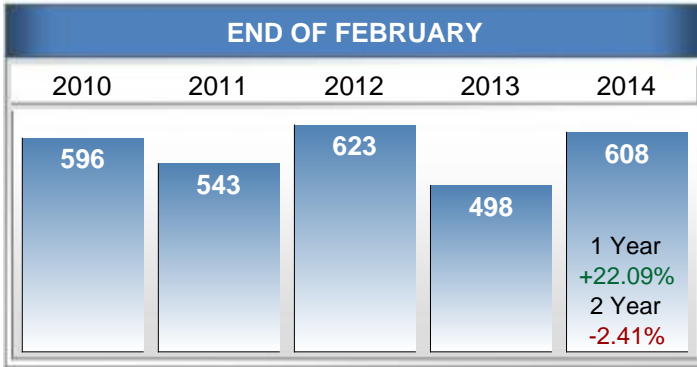
Active Inventory as of Mar 17, 2014



Active Inventory

Report Produced on: Mar 17, 2014

Area Delimited by County Of Washington



Active Inventory



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

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **608**, above the 5 yr FEB average of **574**

DEC	637
JAN	620
FEB	608

-2.67% (JAN vs FEB)
 -1.94% (FEB vs FEB)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	88.0	0	0	0	0		
\$1-\$20,000	133	21.88%	128.0	132	1	0	0		
\$20,001-\$50,000	100	16.45%	35.5	80	19	1	0		
\$50,001-\$90,000	131	21.55%	46.0	78	48	3	2		
\$90,001-\$150,000	96	15.79%	46.0	22	55	19	0		
\$150,001-\$250,000	87	14.31%	49.0	14	32	38	3		
\$250,001 and up	61	10.03%	50.0	7	6	31	17		
Total Active Inventory by Units:				608	63.0	333	161	92	22
Total Active Inventory by Volume:				79,246,486		19.44M	18.50M	23.05M	18.26M
Median Active Inventory Listing Price:				\$74,950		\$30,000	\$106,000	\$216,500	\$354,950

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

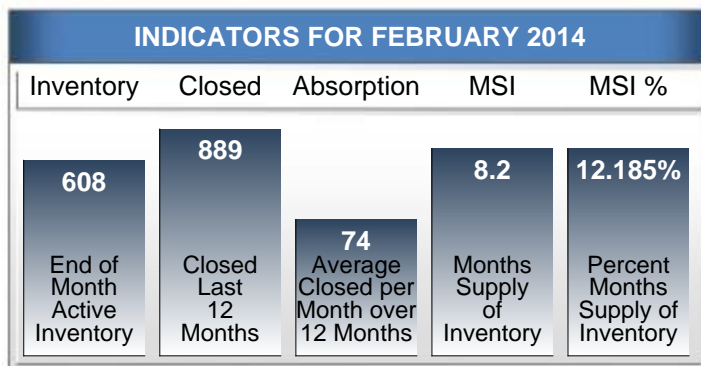
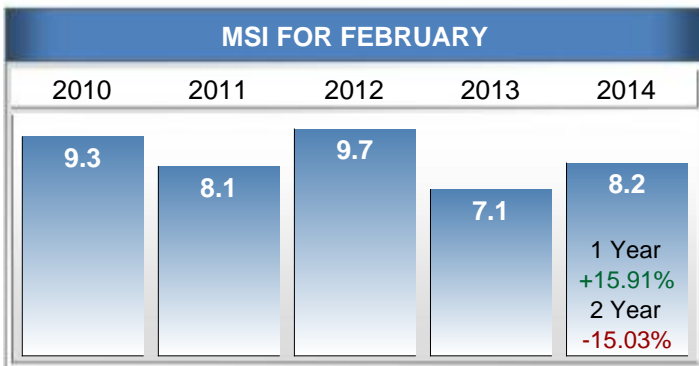
Active Inventory as of Mar 17, 2014



Months Supply of Inventory

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Months Supply
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5yr FEB AVG = 8.5 **3 MONTHS**

High
Jan 2010 = 10.6
Low
Feb 2013 = 7.1

Months Supply this month at **8.2**, below the 5 yr FEB average of **8.5**

D E C	8.7
J A N	8.5
F E B	8.2

-2.78%
-2.93%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$20,000	133	21.88%	27.5	44.0	0.6	0.0	0.0
\$20,001-\$50,000	100	16.45%	13.6	23.4	5.0	12.0	0.0
\$50,001-\$90,000	131	21.55%	7.7	15.1	4.8	1.7	12.0
\$90,001-\$150,000	96	15.79%	4.9	17.6	4.1	3.8	0.0
\$150,001-\$250,000	87	14.31%	5.7	33.6	5.1	4.6	9.0
\$250,001 and up	61	10.03%	6.2	16.8	7.2	5.0	7.3
MSI:			8.2	24.4	4.5	4.3	7.3
Total Active Inventory:			608	333	161	92	22



Monthly Inventory Analysis

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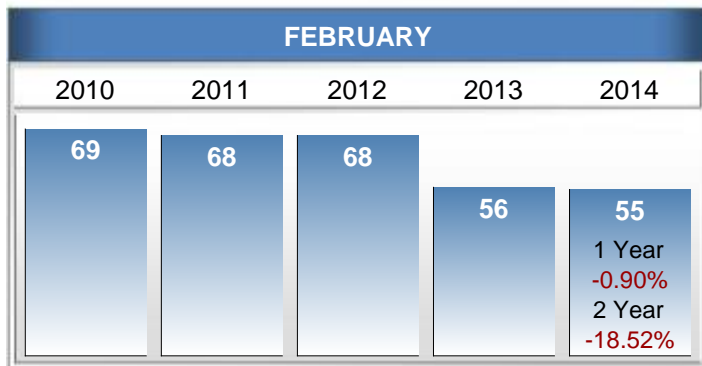
Closed Sales as of Mar 17, 2014



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+
\$20,000 and less	5			7.46%	34.0	33.0	48.5	0.0	0.0
\$20,001 \$60,000	9			13.43%	55.0	92.5	35.0	0.0	0.0
\$60,001 \$90,000	11			16.42%	113.0	137.0	110.0	65.0	0.0
\$90,001 \$150,000	17			25.37%	50.0	34.0	58.0	85.5	0.0
\$150,001 \$210,000	7			10.45%	104.0	0.0	104.0	82.0	0.0
\$210,001 \$310,000	11			16.42%	35.0	0.0	21.0	28.0	45.5
\$310,001 and up	7			10.45%	3.0	0.0	0.0	2.0	74.0
Median Closed DOM:	55.0					84.0	64.5	8.5	64.5
Total Closed Units:	67					13	34	16	4
Total Closed Volume:	9,693,307					730.50K	3.75M	3.96M	1.25M



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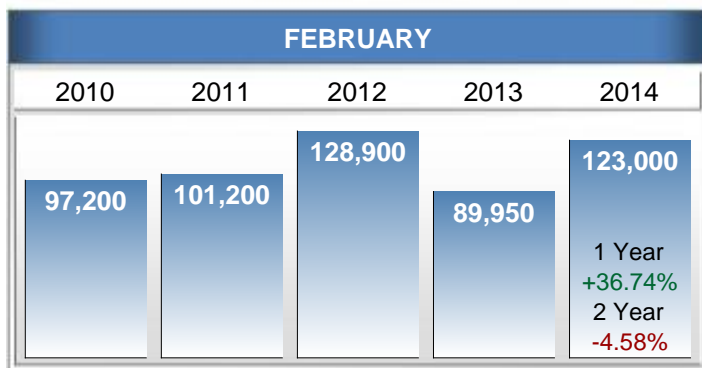
Closed Sales as of Mar 17, 2014



Median List Price at Closing

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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+
\$20,000 and less	4		5.97%	17,450	19,900	9,500	0	0
\$20,001 - \$60,000	9		13.43%	50,400	43,250	50,400	0	0
\$60,001 - \$90,000	13		19.40%	79,900	81,950	82,450	69,900	0
\$90,001 - \$150,000	15		22.39%	123,000	110,000	127,000	130,000	0
\$150,001 - \$210,000	9		13.43%	179,900	0	159,750	180,000	0
\$210,001 - \$310,000	10		14.93%	241,950	0	224,999	238,900	261,000
\$310,001 and up	7		10.45%	354,900	0	0	354,900	394,000
Median List Price:		\$123,000			\$58,000	\$111,700	\$226,950	\$293,750
Total Closed Units:		67			13	34	16	4
Total List Volume:		10,013,299			761.60K	3.94M	4.00M	1.31M



Monthly Inventory Analysis

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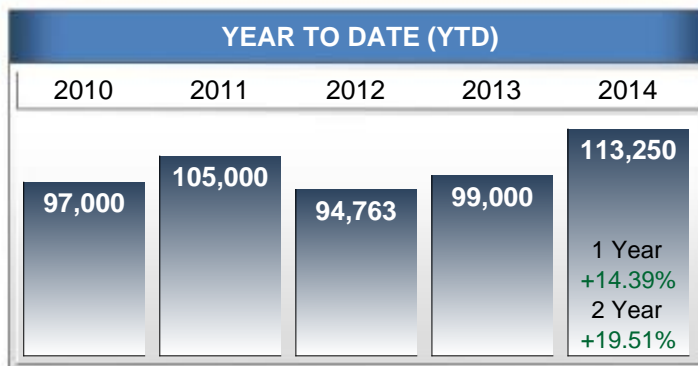
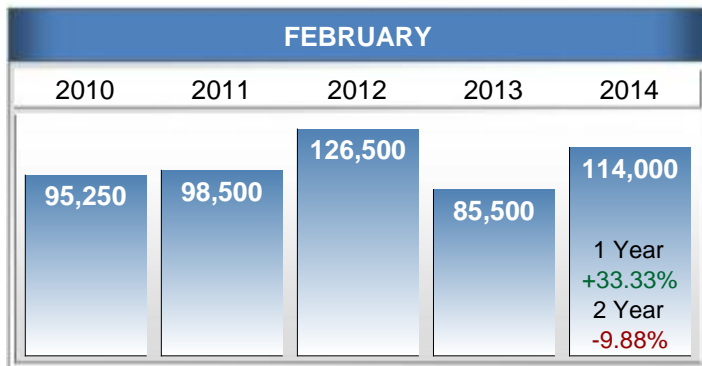
Closed Sales as of Mar 17, 2014



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+
\$20,000 and less	5		7.46%	12,500	12,500	13,300	0	0
\$20,001 - \$60,000	9		13.43%	54,000	41,500	57,900	0	0
\$60,001 - \$90,000	11		16.42%	75,000	81,800	75,000	67,900	0
\$90,001 - \$150,000	17		25.37%	114,000	95,000	117,000	129,500	0
\$150,001 - \$210,000	7		10.45%	172,500	0	158,000	176,250	0
\$210,001 - \$310,000	11		16.42%	234,000	0	218,000	226,250	250,125
\$310,001 and up	7		10.45%	347,000	0	0	347,000	376,500
Median Closed Price:	\$114,000				\$55,000	\$109,500	\$226,250	\$284,500
Total Closed Units:	67				13	34	16	4
Total Closed Volume:	9,693,307				730.50K	3.75M	3.96M	1.25M



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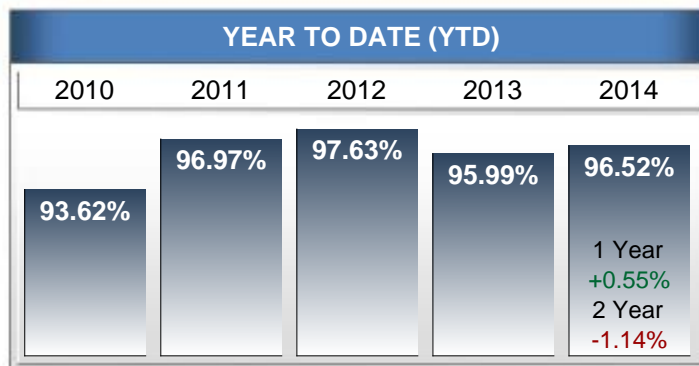
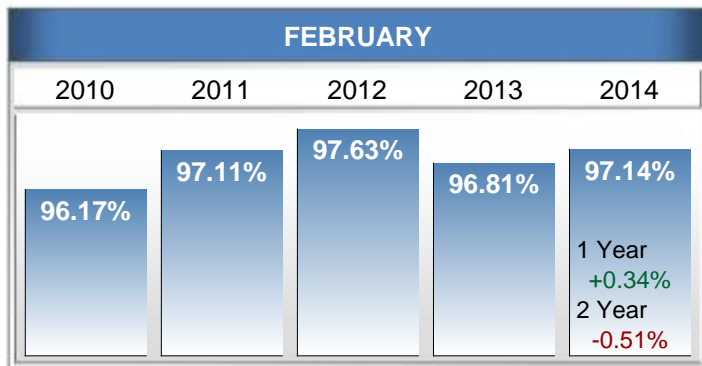
Closed Sales as of Mar 17, 2014



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+
\$20,000 and less	5	7.46%	80.00%	80.90%	74.74%	0.00%	0.00%
\$20,001 \$60,000	9	13.43%	96.67%	96.12%	97.48%	0.00%	0.00%
\$60,001 \$90,000	11	16.42%	97.67%	100.00%	93.33%	97.14%	0.00%
\$90,001 \$150,000	17	25.37%	97.38%	96.52%	97.22%	99.57%	0.00%
\$150,001 \$210,000	7	10.45%	97.83%	0.00%	97.83%	97.94%	0.00%
\$210,001 \$310,000	11	16.42%	97.26%	0.00%	95.56%	99.71%	95.82%
\$310,001 and up	7	10.45%	97.05%	0.00%	0.00%	97.70%	95.79%
Median List/Sell Ratio:	97.14%			96.52%	97.09%	98.84%	95.82%
Total Closed Units:	67			13	34	16	4
Total Closed Volume:	9,693,307			730.50K	3.75M	3.96M	1.25M



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Inventory as of Mar 17, 2014



Market Summary

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Absorption: Last 12 months, an Average of 74 Sales/Month

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	FEBRUARY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	58	67	15.52%	106	116	9.43%
Pending Sales	70	81	15.71%	143	151	5.59%
New Listings	119	182	52.94%	314	357	13.69%
Median List Price	89,950	123,000	36.74%	104,900	119,450	13.87%
Median Sale Price	85,500	114,000	33.33%	99,000	113,250	14.39%
Median Percent of List Price to Selling Price	96.81%	97.14%	0.34%	95.99%	96.52%	0.55%
Median Days on Market to Sale	55.50	55.00	-0.90%	50.00	49.50	-1.00%
Monthly Inventory	498	608	22.09%	498	608	22.09%
Months Supply of Inventory	7.03	8.21	16.73%	7.03	8.21	16.73%

