



March 2014

Area Delimited by County Of Washington

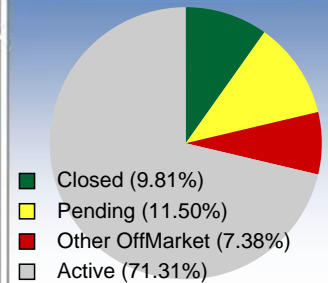


Absorption: Last 12 months, an Average of **75** Sales/Month

Active Inventory as of March 31, 2014 = **589**

	MARCH		
	2013	2014	+/-%
Closed Listings	70	81	15.71%
Pending Listings	70	95	35.71%
New Listings	155	129	-16.77%
Average List Price	121,531	128,928	6.09%
Average Sale Price	118,380	126,160	6.57%
Average Percent of List Price to Selling Price	98.20%	96.80%	-1.42%
Average Days on Market to Sale	52.91	58.65	10.85%
End of Month Inventory	530	589	11.13%
Months Supply of Inventory	7.54	7.85	4.22%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 14, 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 March 2014 rose **11.13%** to 589 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 **7.85** 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 **6.57%** in March 2014 to \$126,160 versus the previous year at \$118,380.

Average Days on Market Lengthens

The average number of **58.65** days that homes spent on the market before selling increased by 5.74 days or **10.85%** in March 2014 compared to last year's same month at **52.91** DOM.

Sales Success for March 2014 is Positive

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

There were 129 New Listings in March 2014, down **16.77%** from last year at 155. Furthermore, there were 81 Closed Listings this month versus last year at 70, a **15.71%** increase.

Closed versus Listed trends yielded a **62.8%** ratio, up from last year's March 2014 at **45.2%**, a **39.04%** upswing. 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?

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



Monthly Inventory Analysis

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March 2014

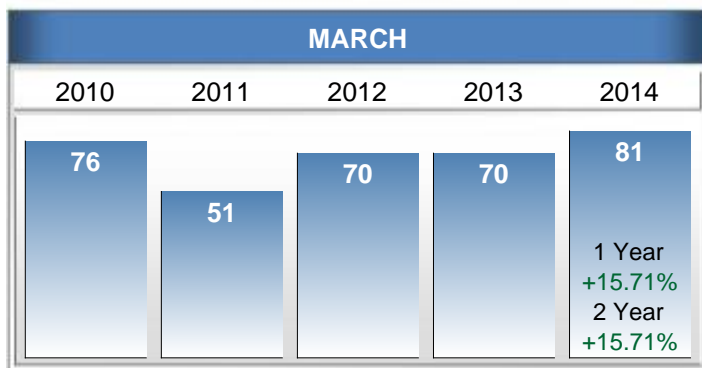
Closed Sales as of Apr 14, 2014



Closed Listings

Report Produced on: Apr 14, 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+
\$30,000 and less	8	9.88%	14.5	4	4	0	0
\$30,001 \$50,000	7	8.64%	31.7	2	5	0	0
\$50,001 \$80,000	16	19.75%	63.7	6	6	3	1
\$80,001 \$130,000	19	23.46%	59.8	3	12	4	0
\$130,001 \$190,000	11	13.58%	81.3	1	3	6	1
\$190,001 \$240,000	11	13.58%	66.7	0	5	6	0
\$240,001 and up	9	11.11%	70.0	0	3	4	2
Total Closed Units:	81		58.7	16	38	23	4
Total Closed Volume:	10,218,936			1.05M	4.34M	3.97M	860.40K
Average Closed Price:	\$126,160			\$65,474	\$114,147	\$172,754	\$215,100

Closed Listings

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Monthly Inventory Analysis

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March 2014

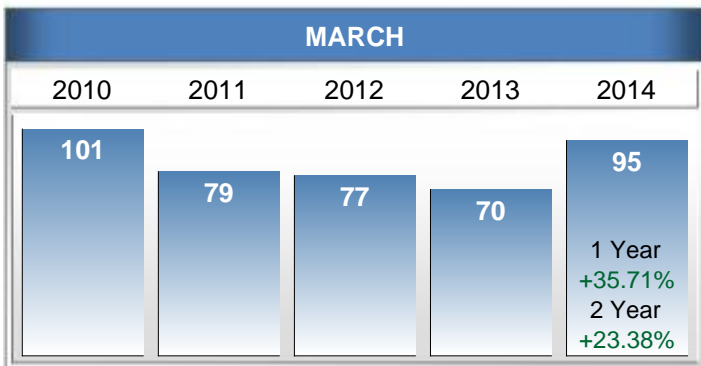
Pending Listings as of Apr 14, 2014



Pending Listings

Report Produced on: Apr 14, 2014

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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	7	7.37%	11.6	3	4	0	0		
\$30,001 - \$80,000	15	15.79%	47.8	7	8	0	0		
\$80,001 - \$110,000	11	11.58%	58.0	2	8	1	0		
\$110,001 - \$150,000	26	27.37%	43.3	3	15	8	0		
\$150,001 - \$200,000	12	12.63%	50.4	1	8	2	1		
\$200,001 - \$250,000	12	12.63%	37.3	0	3	9	0		
\$250,001 and up	12	12.63%	68.3	1	2	8	1		
Total Pending Units:				95	27.8	17	48	28	2
Total Pending Volume:				13,662,970		1.52M	5.72M	5.89M	529.90K
Average Listing Price:				\$142,025		\$89,372	\$119,159	\$210,504	\$264,950



Monthly Inventory Analysis

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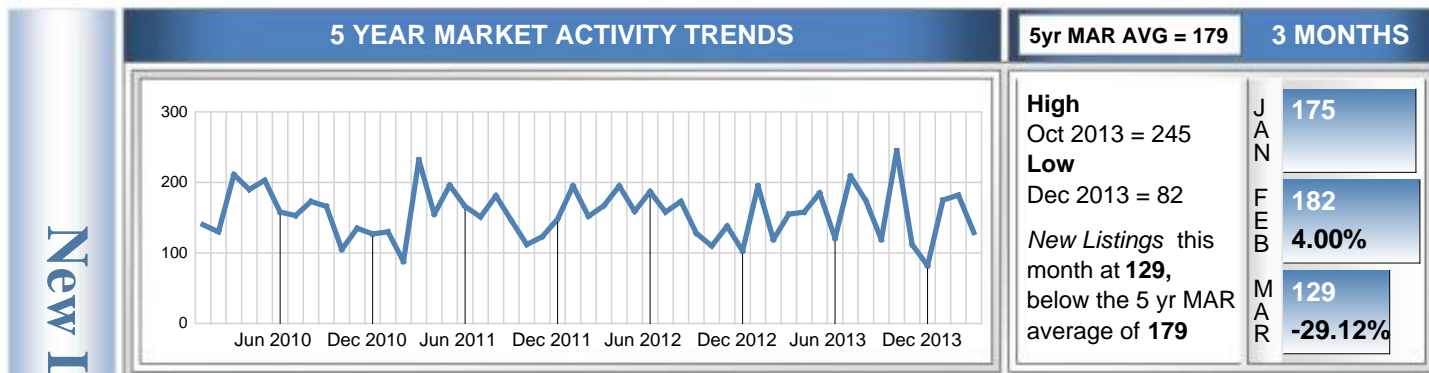
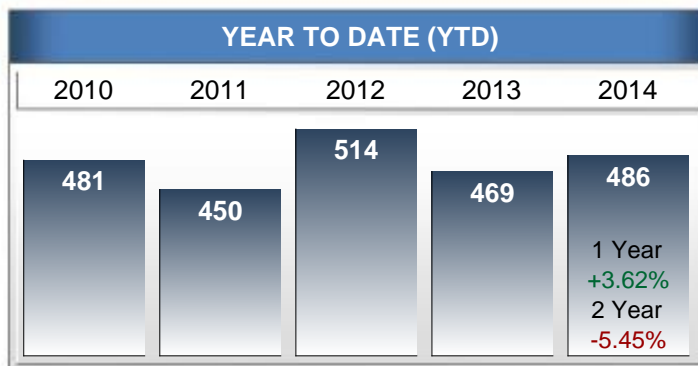
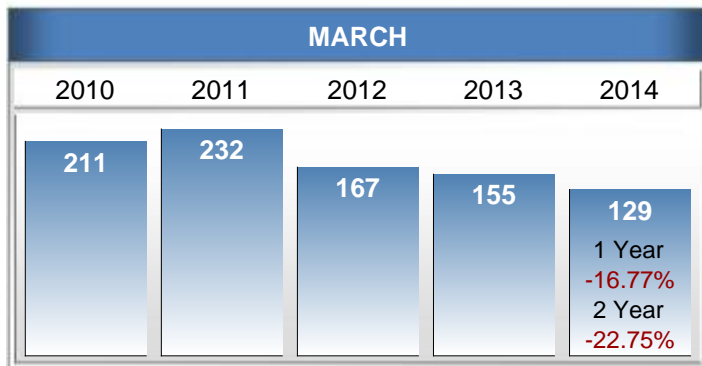
New Listings as of Apr 14, 2014



New Listings

Report Produced on: Apr 14, 2014

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+
\$30,000 and less	9	6.98%	5	4	0	0
\$30,001 - \$50,000	15	11.63%	10	5	0	0
\$50,001 - \$80,000	20	15.50%	7	12	1	0
\$80,001 - \$140,000	28	21.71%	4	12	12	0
\$140,001 - \$210,000	29	22.48%	2	11	15	1
\$210,001 - \$340,000	15	11.63%	2	2	11	0
\$340,001 and up	13	10.08%	4	2	5	2
Total New Listed Units:	129		34	48	44	3
Total New Listed Volume:	23,606,450		6.64M	5.34M	10.57M	1.05M
Average New Listed Listing Price:	\$60,000		\$195,268	\$111,255	\$240,280	\$351,600



Monthly Inventory Analysis

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March 2014

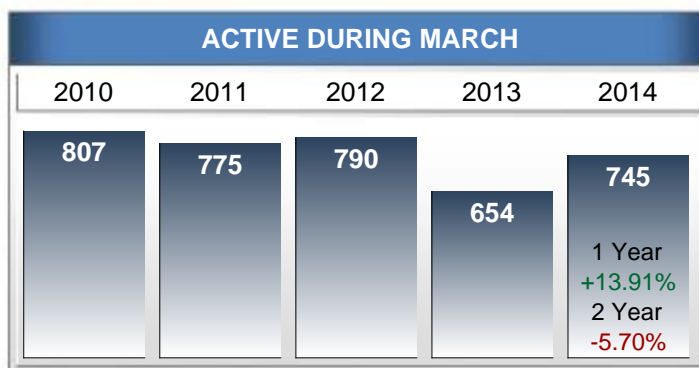
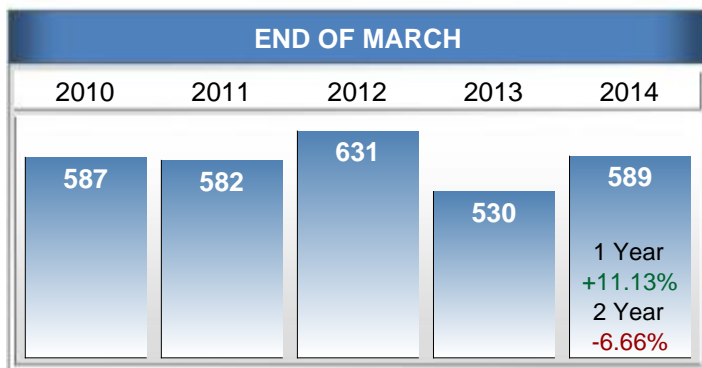
Active Inventory as of Apr 14, 2014



Active Inventory

Report Produced on: Apr 14, 2014

Area Delimited by County Of Washington



Active Inventory

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5yr MAR AVG = 584 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **589**, above the 5 yr MAR average of **584**

JAN	622
FEB	616
MAR	589
-0.96%	
-4.38%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1 \$20,000	122	20.71%	147.7	121	1	0	0		
\$20,001 \$50,000	108	18.34%	70.6	85	22	1	0		
\$50,001 \$90,000	127	21.56%	66.5	72	47	6	2		
\$90,001 \$150,000	86	14.60%	71.7	19	44	22	1		
\$150,001 \$270,000	87	14.77%	77.0	13	31	40	3		
\$270,001 and up	59	10.02%	81.6	10	5	27	17		
Total Active Inventory by Units:				589	87.9	320	150	96	23
Total Active Inventory by Volume:				80,709,016		20.64M	17.15M	24.19M	18.73M
Average Active Inventory Listing Price:				\$137,027		\$64,506	\$114,307	\$252,018	\$814,230



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

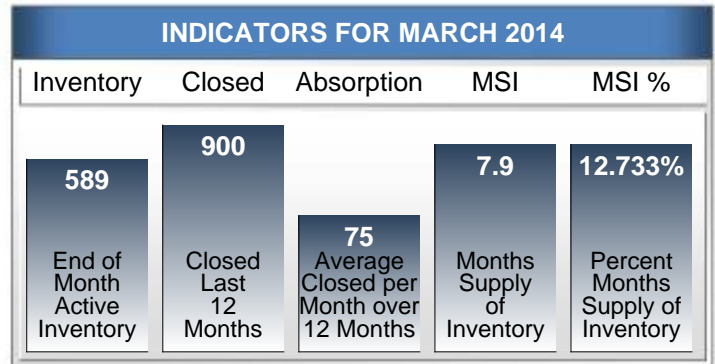
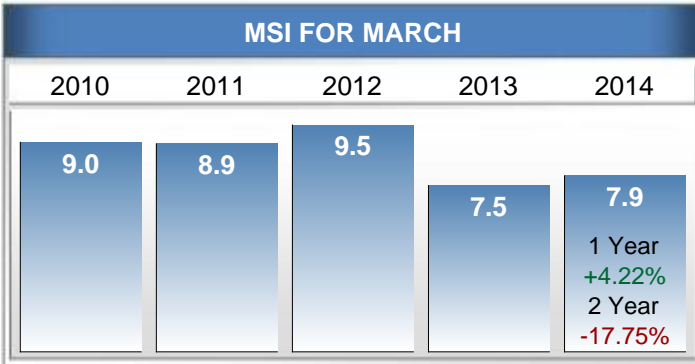
Active Inventory as of Apr 14, 2014



Months Supply of Inventory

Report Produced on: Apr 14, 2014

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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+
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$20,000	122	20.71%	25.7	39.2	0.7	0.0	0.0
\$20,001-\$50,000	108	18.34%	14.4	26.2	5.3	12.0	0.0
\$50,001-\$90,000	127	21.56%	7.4	13.1	5.0	3.0	8.0
\$90,001-\$150,000	86	14.60%	4.4	14.3	3.3	4.4	6.0
\$150,001-\$270,000	87	14.77%	4.9	39.0	4.5	4.1	4.0
\$270,001 and up	59	10.02%	7.2	24.0	7.5	5.2	8.9
MSI:			7.9	23.0	4.2	4.3	7.5
Total Active Inventory:			589	320	150	96	23



Monthly Inventory Analysis

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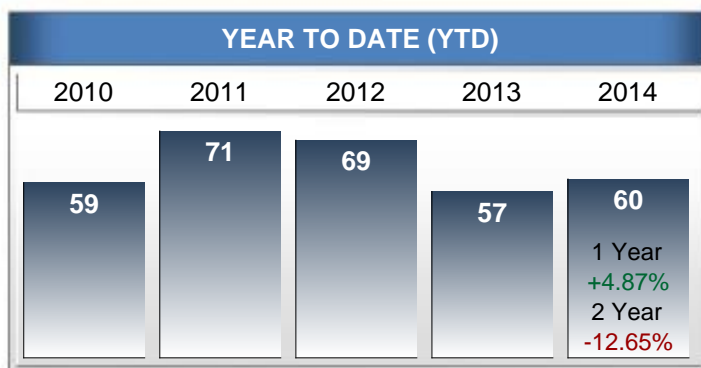
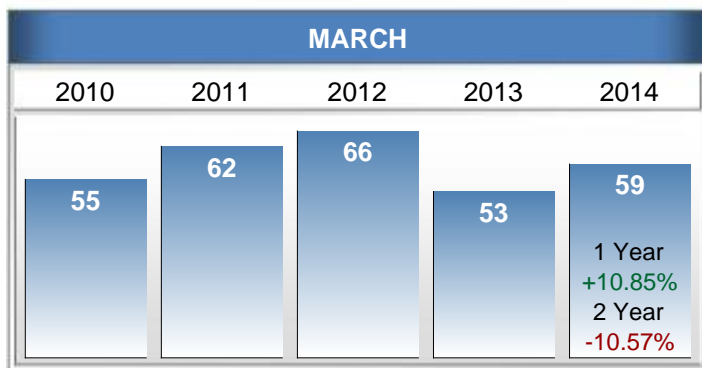
Closed Sales as of Apr 14, 2014



Average Days on Market to Sale

Report Produced on: Apr 14, 2014

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+
\$30,000 and less	8	9.88%	14.5	18.8	10.3	0.0	0.0
\$30,001 \$50,000	7	8.64%	31.7	40.0	28.4	0.0	0.0
\$50,001 \$80,000	16	19.75%	63.7	80.3	46.2	55.7	93.0
\$80,001 \$130,000	19	23.46%	59.8	34.3	49.9	108.5	0.0
\$130,001 \$190,000	11	13.58%	81.3	133.0	104.3	60.3	86.0
\$190,001 \$240,000	11	13.58%	66.7	0.0	57.2	74.7	0.0
\$240,001 and up	9	11.11%	70.0	0.0	94.3	61.3	51.0
Average Closed DOM: 58.7				54.6	51.1	72.0	70.3
Total Closed Units: 81				16	38	23	4
Total Closed Volume: 10,218,936				1.05M	4.34M	3.97M	860.40K



Monthly Inventory Analysis

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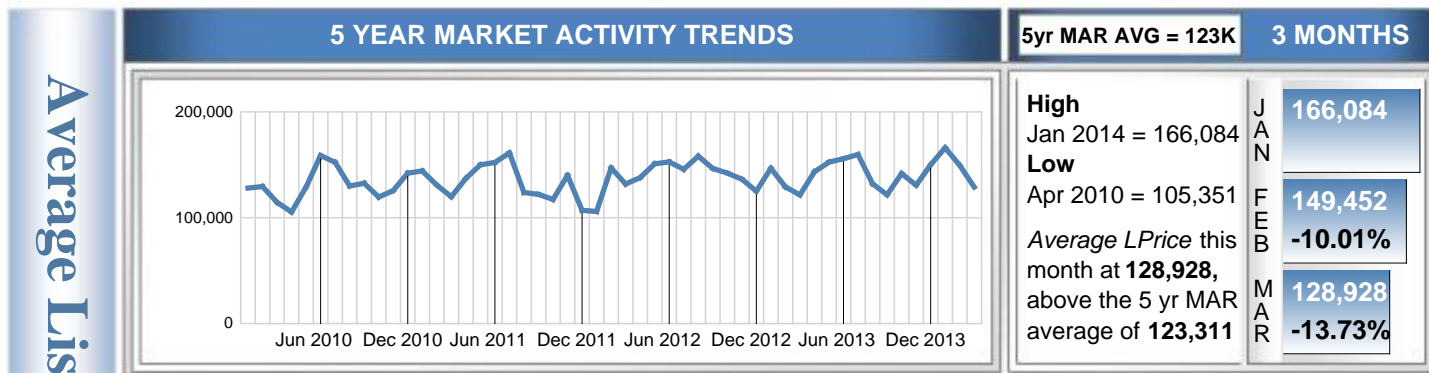
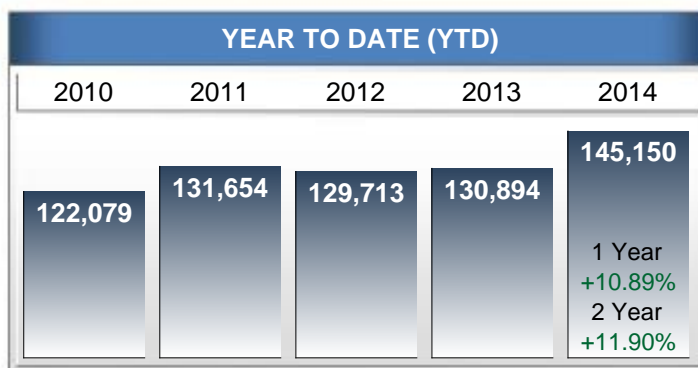
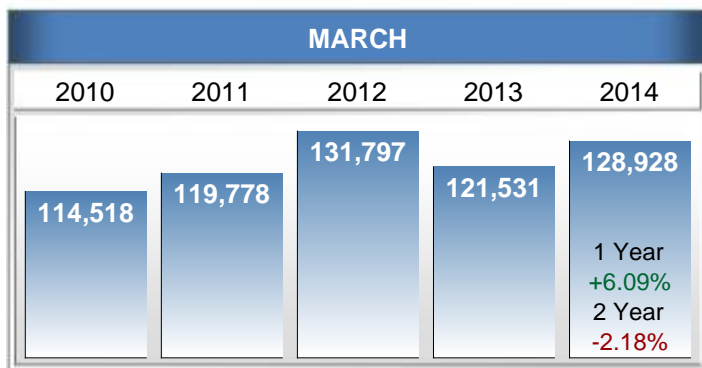
Closed Sales as of Apr 14, 2014



Average List Price at Closing

Report Produced on: Apr 14, 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+
\$30,000 and less	9	11.11%	24,978	25,125	24,325	0	0
\$30,001 - \$50,000	6	7.41%	46,150	47,000	41,980	0	0
\$50,001 - \$80,000	14	17.28%	71,036	72,783	71,333	73,233	80,000
\$80,001 - \$130,000	19	23.46%	104,900	106,500	112,108	110,325	0
\$130,001 - \$190,000	13	16.05%	154,946	149,900	166,633	151,950	169,900
\$190,001 - \$240,000	11	13.58%	212,364	0	206,960	216,867	0
\$240,001 and up	9	11.11%	289,289	0	278,267	283,450	317,500
Average List Price:	\$128,928			\$68,788	\$117,105	\$174,248	\$221,225
Total Closed Units:	81			16	38	23	4
Total List Volume:	10,443,200			1.10M	4.45M	4.01M	884.90K



Monthly Inventory Analysis

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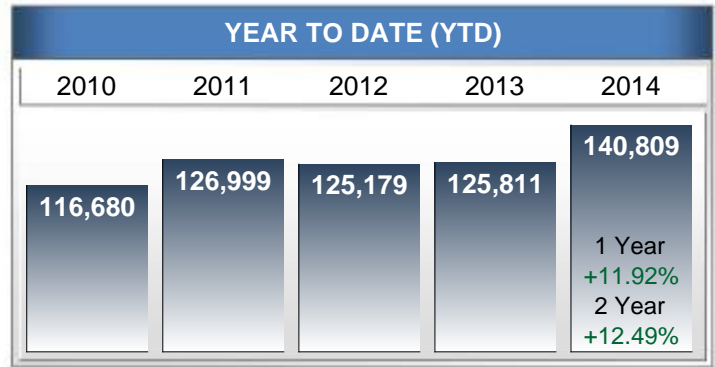
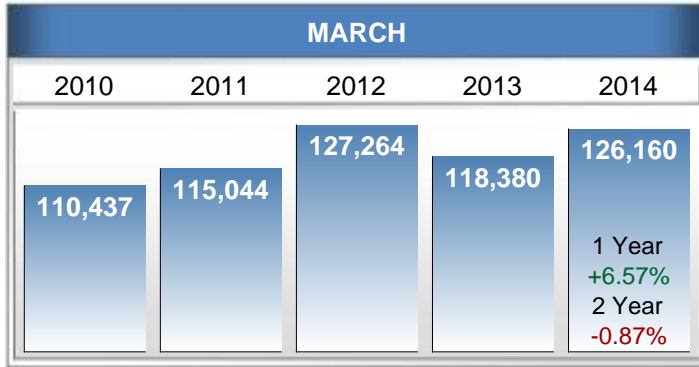
Closed Sales as of Apr 14, 2014



Average Sold Price at Closing

Report Produced on: Apr 14, 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+
\$30,000 and less	8		9.88%	21,263	20,000	22,525	0	0
\$30,001 \$50,000	7		8.64%	42,886	44,500	42,240	0	0
\$50,001 \$80,000	16		19.75%	69,825	69,983	68,567	69,967	76,000
\$80,001 \$130,000	19		23.46%	108,207	104,563	109,354	107,500	0
\$130,001 \$190,000	11		13.58%	154,291	145,000	159,333	150,716	169,900
\$190,001 \$240,000	11		13.58%	209,559	0	204,730	213,583	0
\$240,001 and up	9		11.11%	285,906	0	270,333	286,913	307,250
Average Closed Price: \$126,160					\$65,474	\$114,147	\$172,754	\$215,100
Total Closed Units: 81					16	38	23	4
Total Closed Volume: 10,218,936					1.05M	4.34M	3.97M	860.40K



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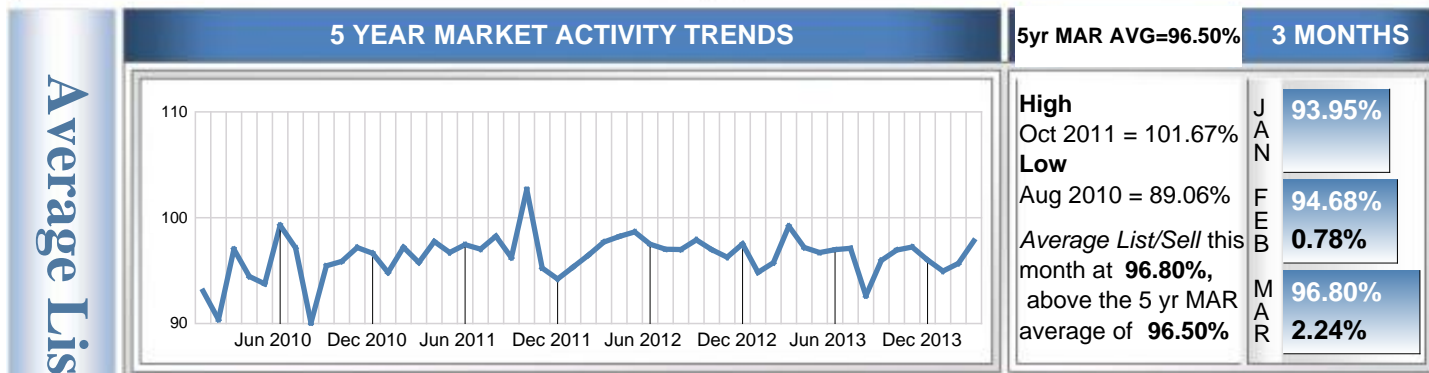
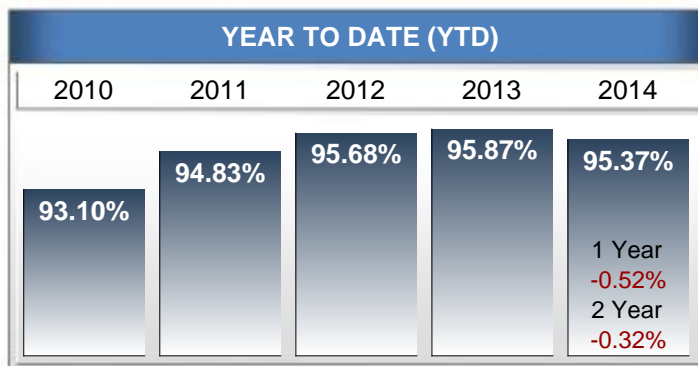
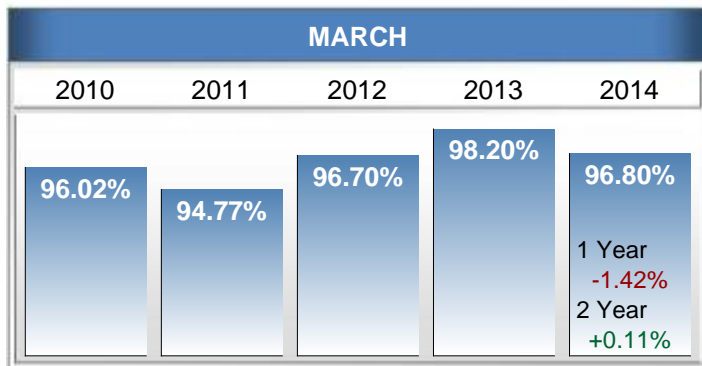
Closed Sales as of Apr 14, 2014



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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+
\$30,000 and less	8	9.88%	86.34%	80.64%	92.04%	0.00%	0.00%
\$30,001 \$50,000	7	8.64%	100.57%	94.63%	102.94%	0.00%	0.00%
\$50,001 \$80,000	16	19.75%	95.93%	96.41%	96.02%	95.09%	95.00%
\$80,001 \$130,000	19	23.46%	97.78%	98.24%	97.75%	97.55%	0.00%
\$130,001 \$190,000	11	13.58%	98.02%	96.73%	95.55%	99.14%	100.00%
\$190,001 \$240,000	11	13.58%	98.68%	0.00%	98.93%	98.46%	0.00%
\$240,001 and up	9	11.11%	98.90%	0.00%	97.25%	101.19%	96.79%
Average List/Sell Ratio: 96.80%				92.61%	97.50%	98.51%	97.15%
Total Closed Units: 81				16	38	23	4
Total Closed Volume: 10,218,936				1.05M	4.34M	3.97M	860.40K



Monthly Inventory Analysis

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March 2014

Inventory as of Apr 14, 2014



Market Summary

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

Active Inventory as of March 31, 2014 = 589

	MARCH			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	70	81	15.71%	176	197	11.93%
Pending Sales	70	95	35.71%	212	243	14.62%
New Listings	155	129	-16.77%	469	486	3.62%
Average List Price	121,531	128,928	6.09%	130,894	145,150	10.89%
Average Sale Price	118,380	126,160	6.57%	125,811	140,809	11.92%
Average Percent of List Price to Selling Price	98.20%	96.80%	-1.42%	95.87%	95.37%	-0.52%
Average Days on Market to Sale	52.91	58.65	10.85%	57.48	60.27	4.87%
Monthly Inventory	530	589	11.13%	530	589	11.13%
Months Supply of Inventory	7.54	7.85	4.22%	7.54	7.85	4.22%

