



# April 2013

Area Delimited by County Of Washington

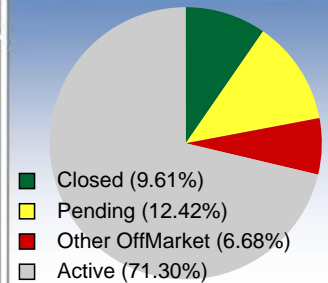


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of April 30, 2013 = **534**

	APRIL		
	2012	2013	+/-%
Closed Listings	73	72	-1.37%
Pending Listings	88	93	5.68%
New Listings	195	158	-18.97%
Average List Price	137,904	143,370	3.96%
Average Sale Price	134,174	139,246	3.78%
Average Percent of List Price to Selling Price	97.23%	96.19%	-1.07%
Average Days on Market to Sale	46.53	52.60	13.03%
End of Month Inventory	680	534	-21.47%
Months Supply of Inventory	10.38	7.60	-26.78%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 15, 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 April 2013 decreased **21.47%** to 534 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 **7.60** 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 **3.78%** in April 2013 to \$139,246 versus the previous year at \$134,174.

### Average Days on Market Lengthens

The average number of **52.60** days that homes spent on the market before selling increased by 6.06 days or **13.03%** in April 2013 compared to last year's same month at **46.53** DOM.

### Sales Success for April 2013 is Positive

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

There were 158 New Listings in April 2013, down **18.97%** from last year at 195. Furthermore, there were 72 Closed Listings this month versus last year at 73, a **-1.37%** decrease.

Closed versus Listed trends yielded a **45.6%** ratio, up from last year's April 2013 at **37.4%**, a **21.73%** 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

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

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

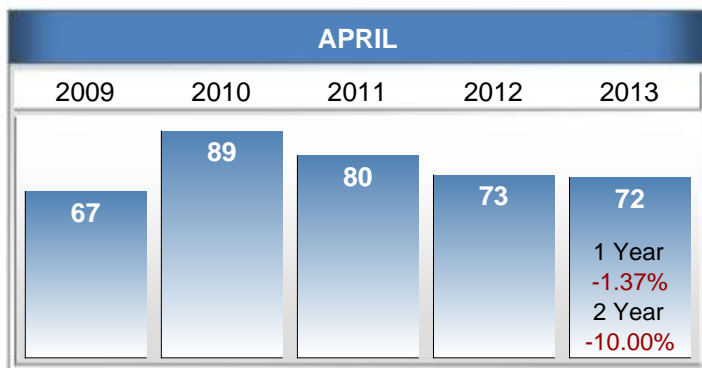
Closed Sales as of May 15, 2013



### Closed Listings

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



Closed Listings  
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<b>5yr APR AVG = 76</b>	<b>3 MONTHS</b>										
<b>High</b> May 2010 = 101 <b>Low</b> Jan 2010 = 35 <i>Closed Listing</i> this month at <b>72</b> , below the 5 yr APR average of <b>76</b>	<table border="1"> <tr> <td>FEB</td> <td>58</td> </tr> <tr> <td>MAR</td> <td>70</td> </tr> <tr> <td>APR</td> <td><b>72</b></td> </tr> <tr> <td>APR</td> <td><b>20.69%</b></td> </tr> <tr> <td>APR</td> <td><b>2.86%</b></td> </tr> </table>	FEB	58	MAR	70	APR	<b>72</b>	APR	<b>20.69%</b>	APR	<b>2.86%</b>
FEB	58										
MAR	70										
APR	<b>72</b>										
APR	<b>20.69%</b>										
APR	<b>2.86%</b>										

#### 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	6	8.33%	45.0	4	2	0	0
\$30,001 - \$70,000	10	13.89%	43.8	4	5	1	0
\$70,001 - \$90,000	11	15.28%	51.4	3	8	0	0
\$90,001 - \$140,000	17	23.61%	47.2	2	13	2	0
\$140,001 - \$200,000	11	15.28%	55.7	0	7	4	0
\$200,001 - \$250,000	9	12.50%	49.3	0	4	5	0
\$250,001 and up	8	11.11%	81.9	0	0	5	3
<b>Total Closed Units:</b>	<b>72</b>		<b>52.6</b>	<b>13</b>	<b>39</b>	<b>17</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>10,025,682</b>			<b>677.37K</b>	<b>4.53M</b>	<b>3.96M</b>	<b>859.00K</b>
<b>Average Closed Price:</b>	<b>\$139,246</b>			<b>\$52,106</b>	<b>\$116,122</b>	<b>\$232,974</b>	<b>\$286,333</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

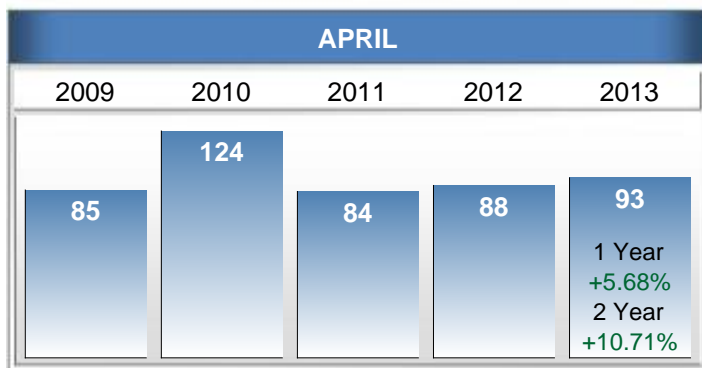
Pending Listings as of May 15, 2013



### Pending Listings

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



**5yr APR AVG = 95**      **3 MONTHS**

**High**  
Apr 2010 = 124

**Low**  
Nov 2009 = 37

Pending Listing this month at **93**, below the 5 yr APR average of **95**

FEB	70
MAR	71
APR	1.43%
MAY	93
JUN	30.99%

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	4	4.30%	26.8	2	2	0	0
\$30,001 - \$60,000	10	10.75%	55.3	5	5	0	0
\$60,001 - \$90,000	20	21.51%	56.3	5	12	3	0
\$90,001 - \$150,000	24	25.81%	61.8	0	16	8	0
\$150,001 - \$220,000	14	15.05%	34.1	0	6	8	0
\$220,001 - \$290,000	11	11.83%	55.7	0	4	6	1
\$290,001 and up	10	10.75%	48.6	1	1	7	1
Total Pending Units: 93				50.4			
Total Pending Volume: 14,201,085				1.16M 5.48M 6.74M 814.90K			
Average Listing Price: \$119,857				\$89,492 \$119,202 \$210,609 \$407,450			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

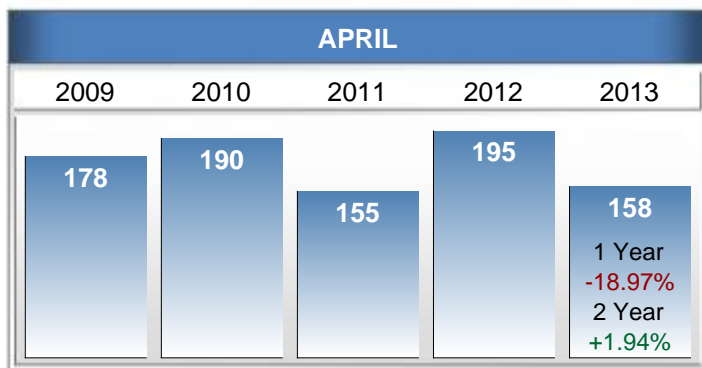
New Listings as of May 15, 2013



### New Listings

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



New Listings  
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**5yr APR AVG = 175**      **3 MONTHS**

**High**  
Mar 2011 = 232

**Low**  
Feb 2011 = 88

*New Listings* this month at **158**, below the 5 yr APR average of **175**

FEB	119
MAR	155
APR	158
APR	1.94%

#### 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	16	10.13%	10	6	0	0	
\$30,001 - \$60,000	19	12.03%	10	9	0	0	
\$60,001 - \$80,000	23	14.56%	9	10	3	1	
\$80,001 - \$150,000	38	24.05%	3	24	10	1	
\$150,001 - \$200,000	24	15.19%	1	13	10	0	
\$200,001 - \$290,000	19	12.03%	0	4	15	0	
\$290,001 and up	19	12.03%	4	2	9	4	
Total New Listed Units:			158	37	68	47	6
Total New Listed Volume:			23,207,886	3.42M	7.90M	10.22M	1.67M
Average New Listed Listing Price:			\$0	\$92,416	\$116,143	\$217,450	\$278,433



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

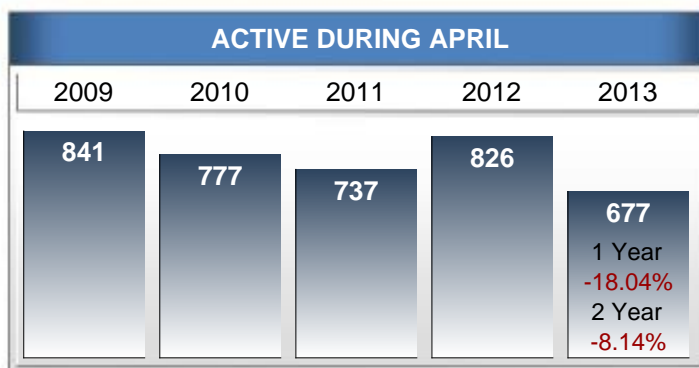
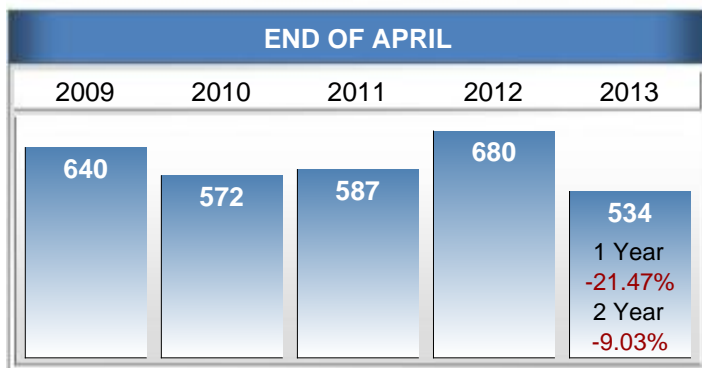
Active Inventory as of May 15, 2013



### Active Inventory

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



Active Inventory

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**5yr APR AVG = 603**     **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Dec 2012 = 491

*Inventory* this month at **534**, below the 5 yr APR average of **603**

FEB	493
MAR	519
APR	534
APR	5.27%
APR	2.89%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	22	4.12%	65.8	19	3	0	0
\$25,001 - \$50,000	83	15.54%	102.8	62	20	1	0
\$50,001 - \$75,000	86	16.10%	80.2	58	24	3	1
\$75,001 - \$125,000	144	26.97%	84.6	57	67	19	1
\$125,001 - \$175,000	72	13.48%	65.5	7	32	28	5
\$175,001 - \$275,000	72	13.48%	73.3	5	21	45	1
\$275,001 and up	55	10.30%	76.2	15	3	24	13
Total Active Inventory by Units:		534	81.0	223	170	120	21
Total Active Inventory by Volume:		88,050,881		26.07M	19.22M	26.72M	16.05M
Average Active Inventory Listing Price:		\$164,889		\$116,896	\$113,048	\$222,633	\$764,233



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

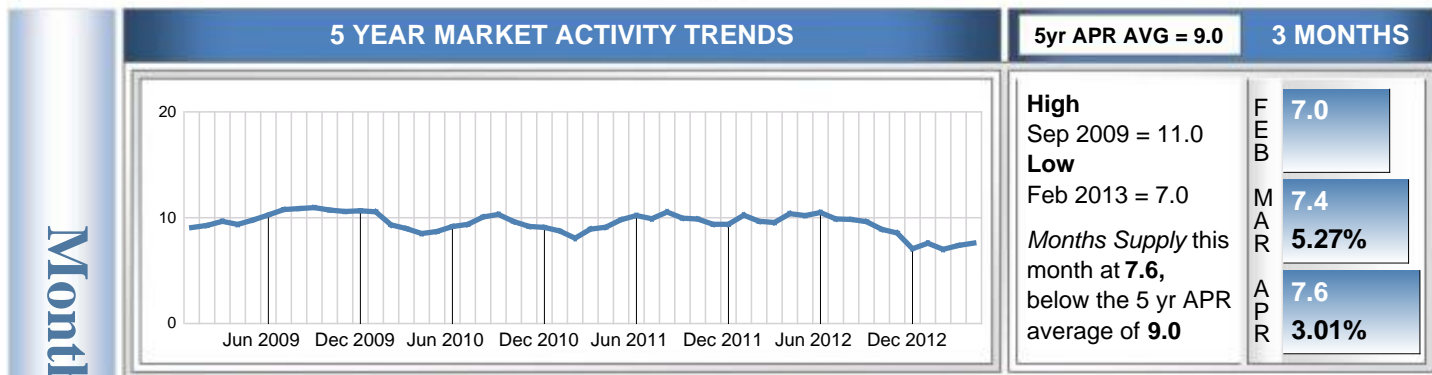
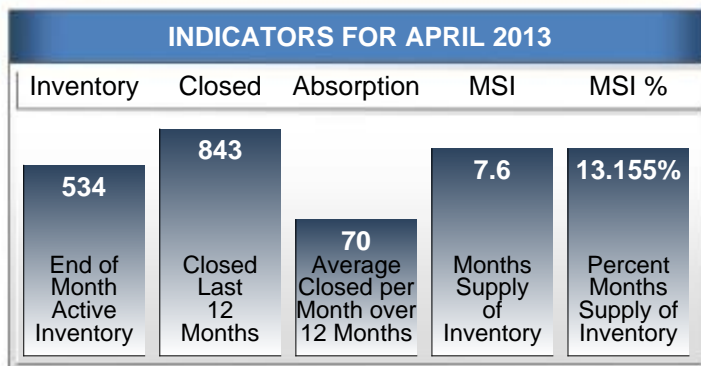
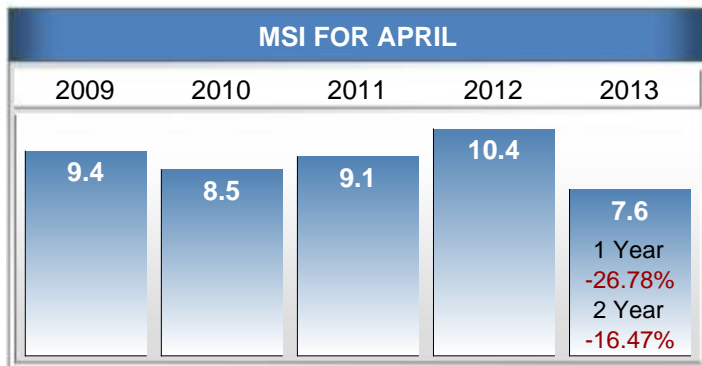
Active Inventory as of May 15, 2013



### Months Supply of Inventory

Report Produced on: May 15, 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	43	8.05%	6.1	9.1	2.7	0.0	0.0	
\$30,001 \$50,000	62	11.61%	12.6	21.2	6.2	4.0	0.0	
\$50,001 \$70,000	74	13.86%	11.7	26.6	4.8	12.0	0.0	
\$70,001 \$120,000	138	25.84%	7.1	22.1	4.4	6.0	12.0	
\$120,001 \$180,000	96	17.98%	6.9	20.6	5.1	7.8	15.0	
\$180,001 \$270,000	65	12.17%	5.2	15.0	5.1	5.2	1.5	
\$270,001 and up	56	10.49%	9.3	180.0	4.5	7.3	7.1	
MSI:	7.6			19.3	4.7	6.3	6.6	
Total Active Inventory:	534			223	170	120	21	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

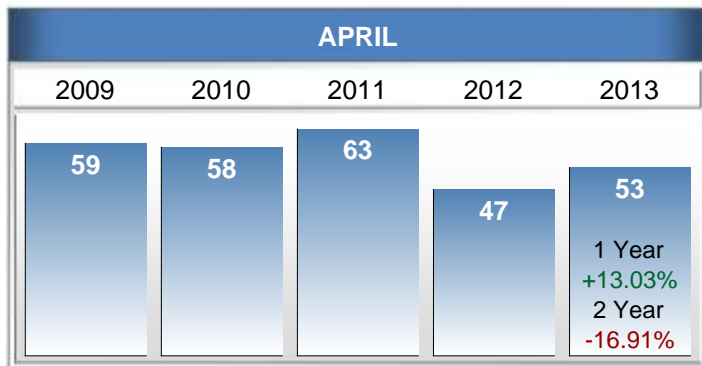
Closed Sales as of May 15, 2013



### Average Days on Market to Sale

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



Average Days on Market

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**5yr APR AVG = 56**      **3 MONTHS**

**High**  
Feb 2011 = 79

**Low**  
Jun 2010 = 39

Average DOM this month at **53**, below the 5 yr APR average of **56**

FEB	62
MAR	53
APR	53

-14.37%  
-1.48%

#### 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	6	8.33%	45.0	66.8	1.5	0.0	0.0
\$30,001 - \$70,000	10	13.89%	43.8	23.5	64.6	21.0	0.0
\$70,001 - \$90,000	11	15.28%	51.4	74.0	42.9	0.0	0.0
\$90,001 - \$140,000	17	23.61%	47.2	23.5	45.8	80.0	0.0
\$140,001 - \$200,000	11	15.28%	55.7	0.0	60.7	47.0	0.0
\$200,001 - \$250,000	9	12.50%	49.3	0.0	54.5	45.2	0.0
\$250,001 and up	8	11.11%	81.9	0.0	0.0	59.8	118.7
Average Closed DOM: 52.6				48.5	48.9	52.6	118.7
Total Closed Units: 72				13	39	17	3
Total Closed Volume: 10,025,682				677.37K	4.53M	3.96M	859.00K



# Monthly Inventory Analysis

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## April 2013

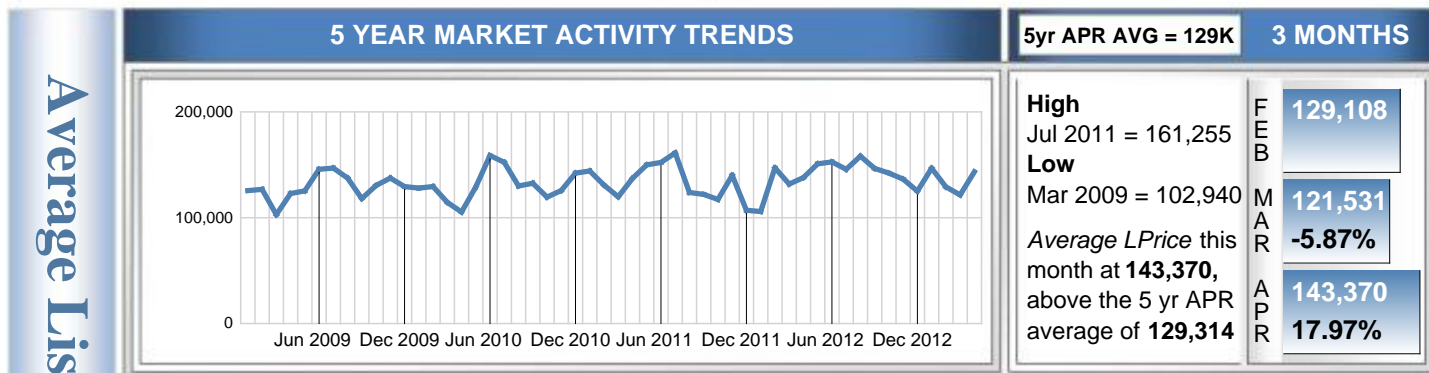
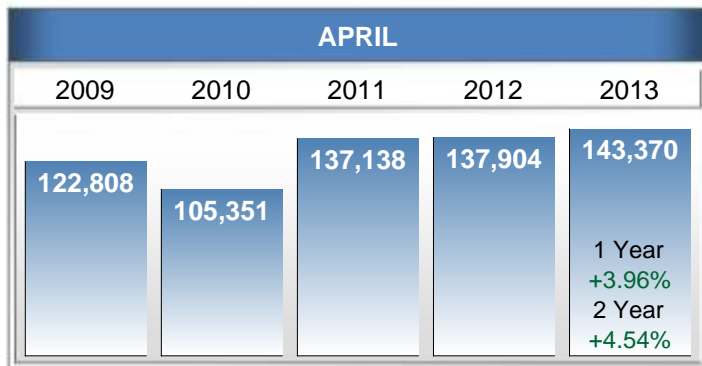
Closed Sales as of May 15, 2013



### Average List Price at Closing

Report Produced on: May 15, 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+
\$30,000 and less	6	8.33%	20,542	18,300	25,025	0	0
\$30,001 - \$70,000	11	15.28%	52,255	44,975	56,000	45,000	0
\$70,001 - \$90,000	11	15.28%	81,291	77,667	80,150	0	0
\$90,001 - \$140,000	15	20.83%	114,507	107,450	117,508	103,750	0
\$140,001 - \$200,000	11	15.28%	166,836	0	173,043	174,075	0
\$200,001 - \$250,000	9	12.50%	226,533	0	232,450	229,820	0
\$250,001 and up	9	12.50%	348,756	0	0	399,980	294,633
Average List Price:	\$143,370			\$53,923	\$118,973	\$241,047	\$294,633
Total Closed Units:	72			13	39	17	3
Total List Volume:	10,322,650			701.00K	4.64M	4.10M	883.90K





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

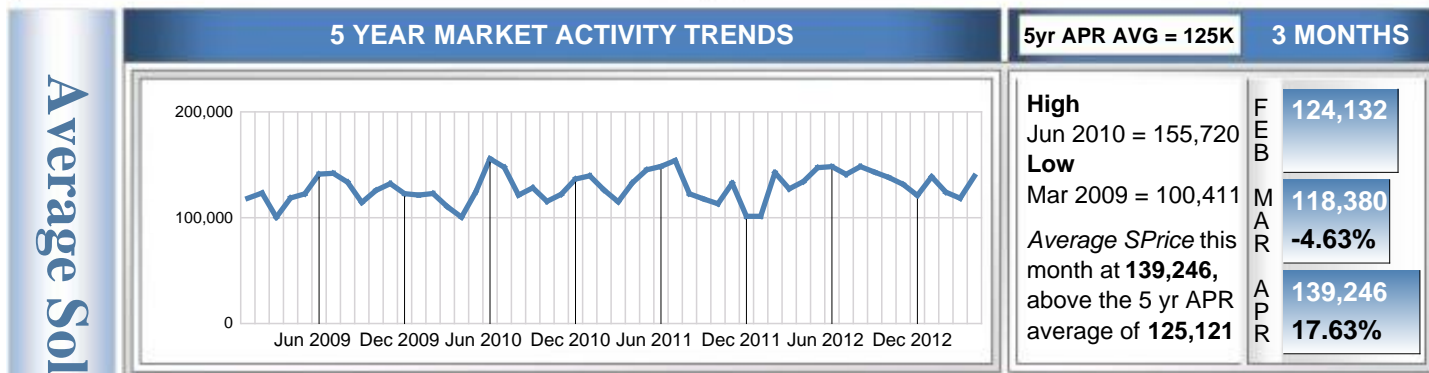
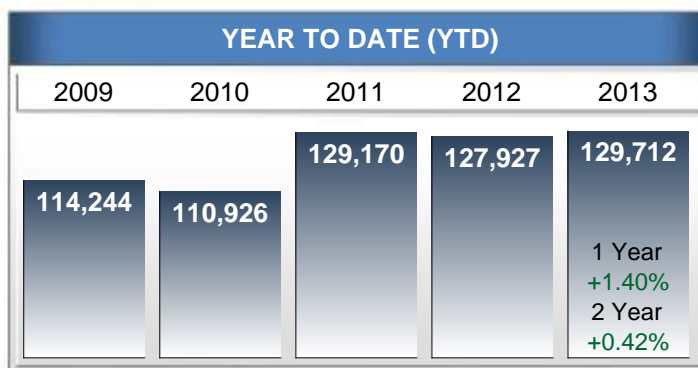
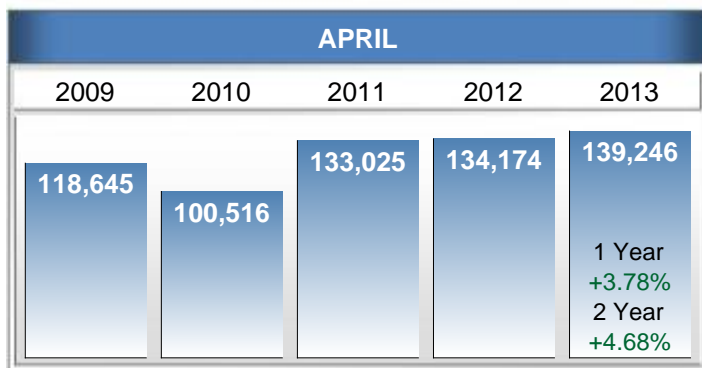
Closed Sales as of May 15, 2013



### Average Sold Price at Closing

Report Produced on: May 15, 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+	
\$30,000 and less	6		8.33%	17,828	14,368	24,750	0	0	
\$30,001 - \$70,000	10		13.89%	47,360	43,776	52,500	36,000	0	
\$70,001 - \$90,000	11		15.28%	78,518	76,500	79,275	0	0	
\$90,001 - \$140,000	17		23.61%	113,438	107,650	115,858	103,500	0	
\$140,001 - \$200,000	11		15.28%	167,232	0	169,143	163,889	0	
\$200,001 - \$250,000	9		12.50%	224,044	0	223,100	224,800	0	
\$250,001 and up	8		11.11%	349,626	0	0	387,601	286,333	
Average Closed Price:					\$139,246	\$52,106	\$116,122	\$232,974	\$286,333
Total Closed Units:					72	13	39	17	3
Total Closed Volume:					10,025,682	677.37K	4.53M	3.96M	859.00K



# Monthly Inventory Analysis

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## April 2013

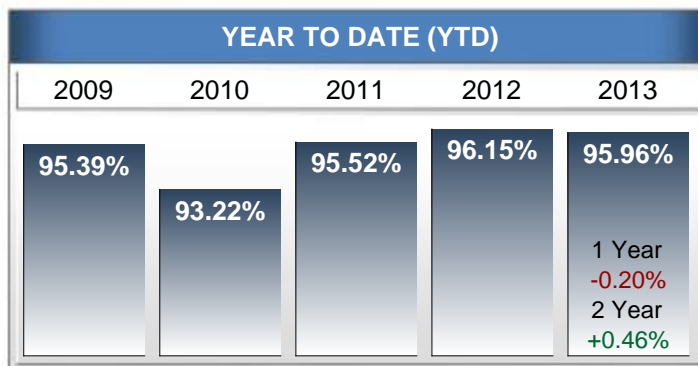
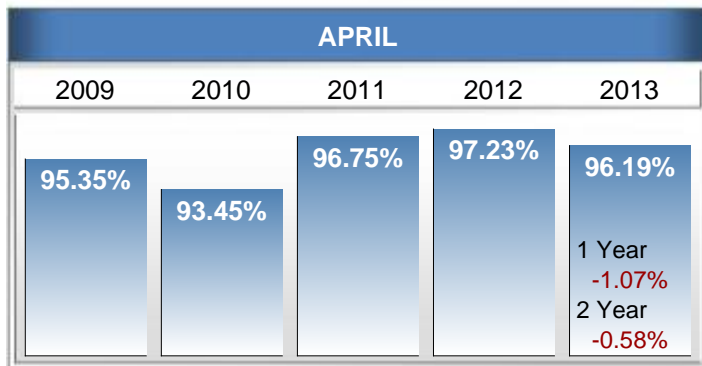
Closed Sales as of May 15, 2013



### Average Percent of List Price to Selling Price

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



Average List/Sell Price

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**5yr APR AVG=95.79%**     **3 MONTHS**

**High**  
Oct 2011 = 101.67%

**Low**  
Aug 2010 = 89.06%

Average List/Sell this month at **96.19%**, above the 5 yr APR average of **95.79%**

FEB	94.75%
MAR	98.20%
APR	96.19%
MAY	-2.05%

#### 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+	
\$30,000 and less	6	8.33%	84.45%	77.18%	98.98%	0.00%	0.00%	
\$30,001 - \$70,000	10	13.89%	93.57%	97.27%	93.32%	80.00%	0.00%	
\$70,001 - \$90,000	11	15.28%	98.92%	98.48%	99.08%	0.00%	0.00%	
\$90,001 - \$140,000	17	23.61%	98.94%	100.27%	98.61%	99.78%	0.00%	
\$140,001 - \$200,000	11	15.28%	96.70%	0.00%	97.79%	94.80%	0.00%	
\$200,001 - \$250,000	9	12.50%	97.08%	0.00%	96.14%	97.84%	0.00%	
\$250,001 and up	8	11.11%	96.93%	0.00%	0.00%	96.88%	97.01%	
Average List/Sell Ratio:				96.20%	91.83%	97.65%	96.02%	97.01%
Total Closed Units:				72	13	39	17	3
Total Closed Volume:				10,025,682	677.37K	4.53M	3.96M	859.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2013

Inventory as of May 15, 2013



### Market Summary

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



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

**Active Inventory** as of April 30, 2013 = 534

	APRIL			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	73	72	-1.37%	239	248	3.77%
Pending Sales	88	93	5.68%	295	307	4.07%
New Listings	195	158	-18.97%	709	627	-11.57%
Average List Price	137,904	143,370	3.96%	132,215	134,516	1.74%
Average Sale Price	134,174	139,246	3.78%	127,927	129,712	1.40%
Average Percent of List Price to Selling Price	97.23%	96.19%	-1.07%	96.15%	95.96%	-0.20%
Average Days on Market to Sale	46.53	52.60	13.03%	62.14	56.23	-9.51%
Monthly Inventory	680	534	-21.47%	680	534	-21.47%
Months Supply of Inventory	10.38	7.60	-26.78%	10.38	7.60	-26.78%

