



August 2013

Area Delimited by County Of Washington

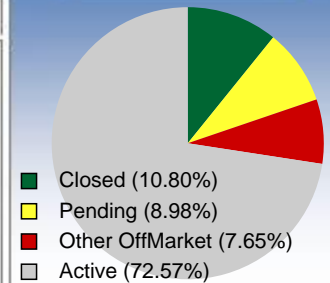


Absorption: Last 12 months, an Average of **74** Sales/Month

Active Inventory as of August 31, 2013 = **598**

	AUGUST		
	2012	2013	+/- %
Closed Listings	79	89	12.66%
Pending Listings	78	74	-5.13%
New Listings	173	174	0.58%
Average List Price	158,142	132,069	-16.49%
Average Sale Price	148,317	127,562	-13.99%
Average Percent of List Price to Selling Price	95.99%	92.12%	-4.03%
Average Days on Market to Sale	52.13	54.42	4.39%
End of Month Inventory	654	598	-8.56%
Months Supply of Inventory	9.83	8.11	-17.55%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 17, 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 August 2013 decreased **8.56%** to 598 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 **8.11** 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 **13.99%** in August 2013 to \$127,562 versus the previous year at \$148,317.

Average Days on Market Lengthens

The average number of **54.42** days that homes spent on the market before selling increased by 2.29 days or **4.39%** in August 2013 compared to last year's same month at **52.13** DOM.

Sales Success for August 2013 is Positive

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

There were 174 New Listings in August 2013, up **0.58%** from last year at 173. Furthermore, there were 89 Closed Listings this month versus last year at 79, a **12.66%** increase.

Closed versus Listed trends yielded a **51.1%** ratio, up from last year's August 2013 at **45.7%**, a **12.01%** 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.

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



Monthly Inventory Analysis

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August 2013

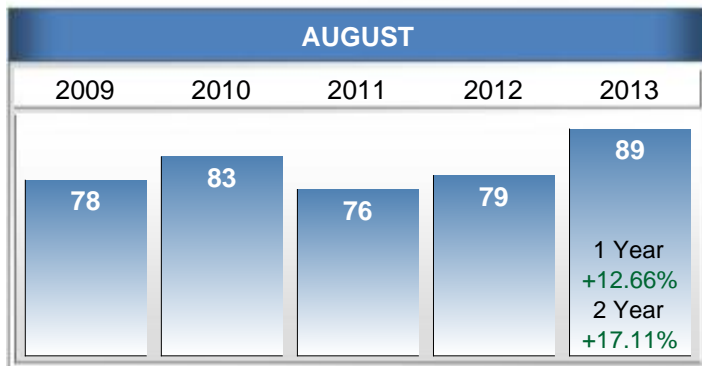
Closed Sales as of Sep 17, 2013



Closed Listings

Report Produced on: Sep 17, 2013

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+
\$10,000 and less	8	8.99%	28.0	6	2	0	0
\$10,001 \$50,000	10	11.24%	36.7	7	3	0	0
\$50,001 \$80,000	11	12.36%	78.9	3	8	0	0
\$80,001 \$130,000	24	26.97%	67.3	1	18	4	1
\$130,001 \$180,000	15	16.85%	51.2	0	7	7	1
\$180,001 \$280,000	12	13.48%	42.4	1	2	9	0
\$280,001 and up	9	10.11%	54.7	1	2	3	3
Total Closed Units:	89		54.4	19	42	23	5
Total Closed Volume:	11,353,000			1.10M	4.63M	4.45M	1.17M
Average Closed Price:	\$127,562			\$57,855	\$110,332	\$193,322	\$234,680

Closed Listings

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Monthly Inventory Analysis

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August 2013

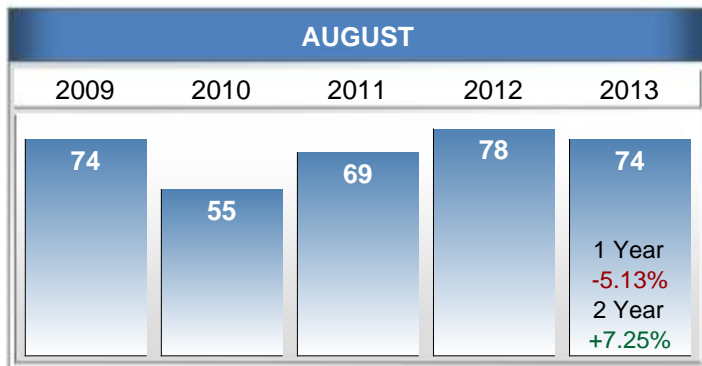
Pending Listings as of Sep 17, 2013



Pending Listings

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Pending Listings
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5yr AUG AVG = 70 **3 MONTHS**

High
Apr 2010 = 124
Low
Nov 2009 = 37

Pending Listing this month at **74**, above the 5 yr AUG average of **70**

JUN	99
JUL	87 -12.12%
AUG	74 -14.94%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	5	6.76%	40.8	1	4	0	0
\$50,001 - \$70,000	6	8.11%	75.7	1	4	1	0
\$70,001 - \$90,000	12	16.22%	75.8	1	11	0	0
\$90,001 - \$150,000	23	31.08%	55.2	3	14	6	0
\$150,001 - \$180,000	9	12.16%	85.4	0	2	7	0
\$180,001 - \$230,000	11	14.86%	46.8	0	5	6	0
\$230,001 and up	8	10.81%	51.4	0	0	4	4
Total Pending Units:	74		81.0	6	40	24	4
Total Pending Volume:	10,740,716			593.80K	4.13M	4.62M	1.40M
Average Listing Price:	\$140,822			\$98,967	\$103,131	\$192,599	\$349,825



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

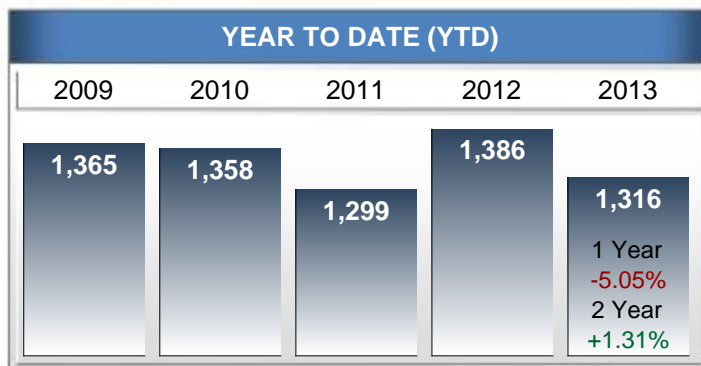
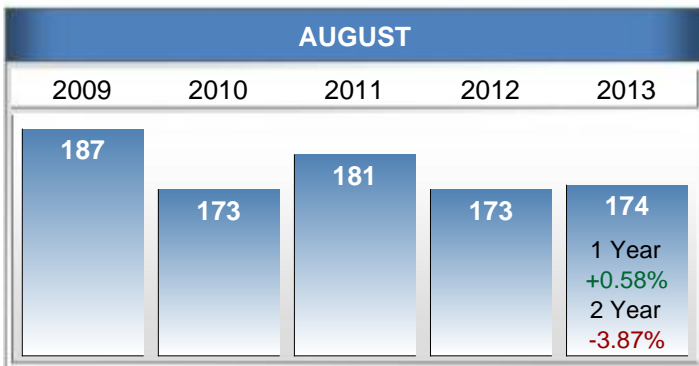
New Listings as of Sep 17, 2013



New Listings

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



New Listings
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5yr AUG AVG = 178 **3 MONTHS**

High
Mar 2011 = 232

Low
Feb 2011 = 88

New Listings this month at **174**, below the 5 yr AUG average of **178**

JUN	121
JUL	209
AUG	174
72.73%	
-16.75%	

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	17	9.77%	11	5	1	0
\$30,001 - \$50,000	27	15.52%	23	4	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$120,000	64	36.78%	32	26	6	0
\$120,001 - \$160,000	24	13.79%	1	12	10	1
\$160,001 - \$270,000	24	13.79%	0	6	18	0
\$270,001 and up	18	10.34%	0	3	9	6
Total New Listed Units:			67	56	44	7
Total New Listed Volume:			3.29M	6.57M	9.94M	2.59M
Average New Listed Listing Price:			\$49,063	\$117,335	\$225,869	\$369,686



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

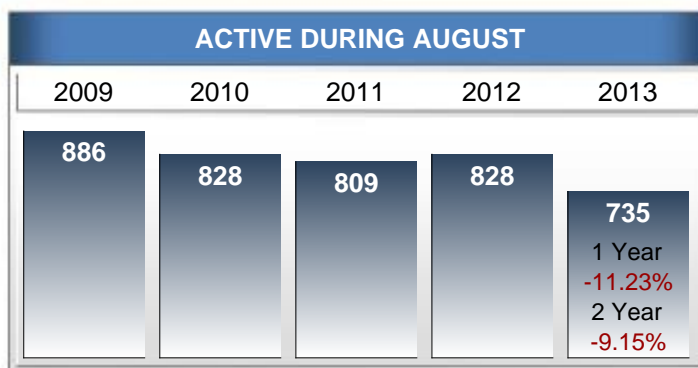
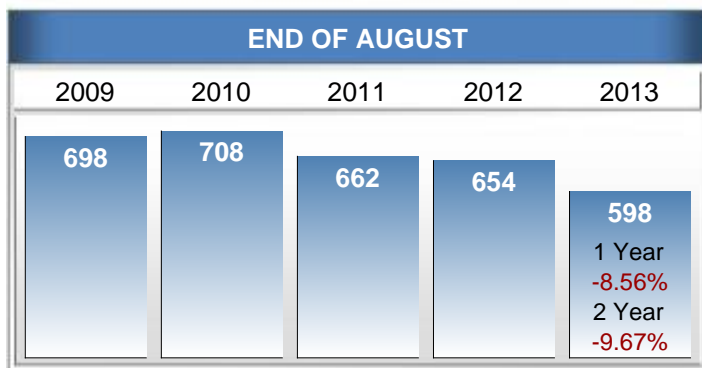
Active Inventory as of Sep 17, 2013



Active Inventory

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Active Inventory

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5yr AUG AVG = 664 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **598**, below the 5 yr AUG average of **664**

Month	Inventory	% Change
JUN	537	
JUL	561	4.47%
AUG	598	6.60%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	27	4.52%	87.3	21	5	1	0	
\$25,001 - \$50,000	100	16.72%	66.3	84	15	1	0	
\$50,001 - \$75,000	97	16.22%	70.2	67	28	1	1	
\$75,001 - \$125,000	155	25.92%	75.3	52	75	27	1	
\$125,001 - \$150,000	56	9.36%	81.4	5	29	19	3	
\$150,001 - \$275,000	102	17.06%	70.9	9	41	50	2	
\$275,001 and up	61	10.20%	82.1	8	5	28	20	
Total Active Inventory by Units:			598	74.0	246	198	127	27
Total Active Inventory by Volume:			94,656,586		22.50M	23.46M	29.25M	19.44M
Average Active Inventory Listing Price:			\$158,289		\$91,472	\$118,481	\$230,327	\$720,137



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

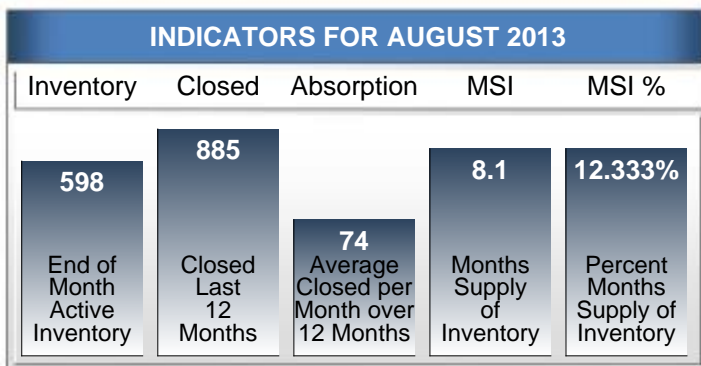
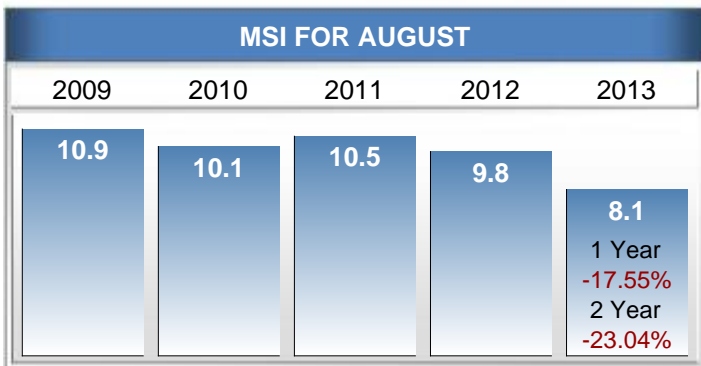
Active Inventory as of Sep 17, 2013



Months Supply of Inventory

Report Produced on: Sep 17, 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	45		7.53%	5.6	7.5	2.5	4.0	0.0
\$30,001 \$50,000	82		13.71%	18.6	37.1	5.4	6.0	0.0
\$50,001 \$70,000	81		13.55%	11.4	22.5	5.1	2.4	0.0
\$70,001 \$120,000	154		25.75%	8.0	17.2	5.6	8.4	12.0
\$120,001 \$160,000	93		15.55%	8.0	19.2	7.2	7.1	60.0
\$160,001 \$270,000	80		13.38%	5.0	27.0	5.0	4.6	0.0
\$270,001 and up	63		10.54%	8.8	19.2	10.3	6.6	11.4
MSI:		8.1			17.8	5.6	6.0	9.3
Total Active Inventory:		598			246	198	127	27



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

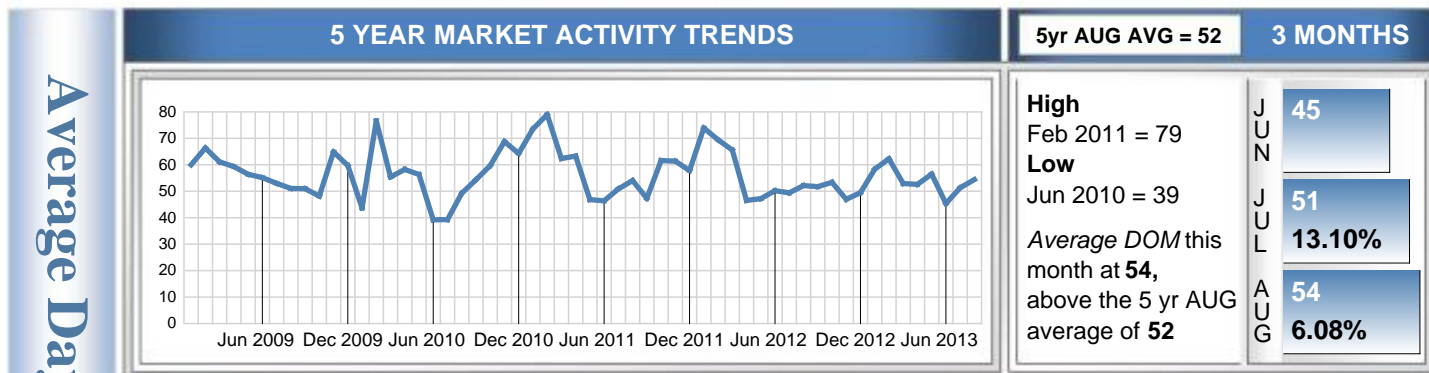
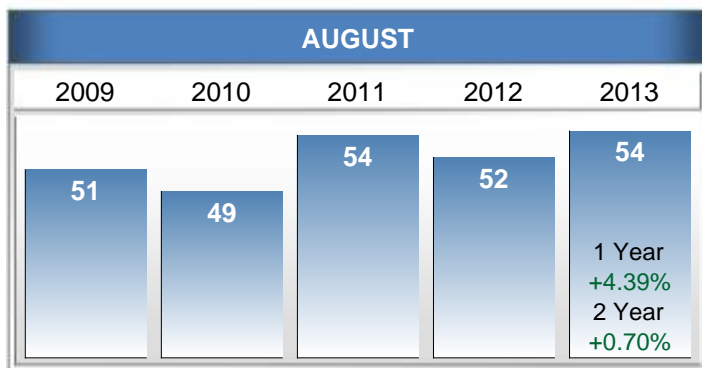
Closed Sales as of Sep 17, 2013



Average Days on Market to Sale

Report Produced on: Sep 17, 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+
\$10,000 and less	8	8.99%	28.0	12.5	74.5	0.0	0.0
\$10,001 \$50,000	10	11.24%	36.7	33.6	44.0	0.0	0.0
\$50,001 \$80,000	11	12.36%	78.9	89.0	75.1	0.0	0.0
\$80,001 \$130,000	24	26.97%	67.3	65.0	71.4	52.3	55.0
\$130,001 \$180,000	15	16.85%	51.2	0.0	51.9	52.7	36.0
\$180,001 \$280,000	12	13.48%	42.4	83.0	6.0	46.0	0.0
\$280,001 and up	9	10.11%	54.7	8.0	37.0	82.0	54.7
Average Closed DOM: 54.4				38.6	62.3	53.8	51.0
Total Closed Units: 89				19	42	23	5
Total Closed Volume: 11,353,000				1.10M	4.63M	4.45M	1.17M



Monthly Inventory Analysis

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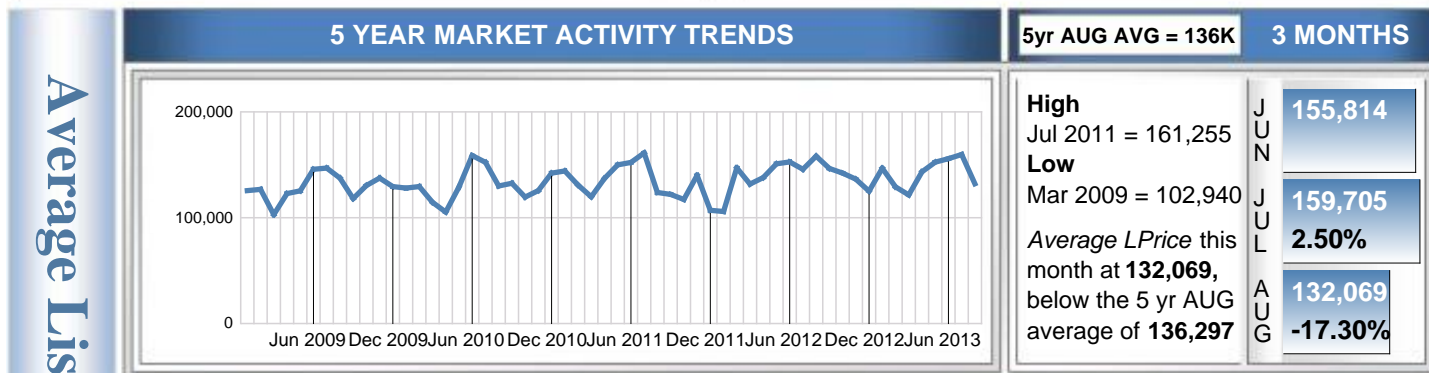
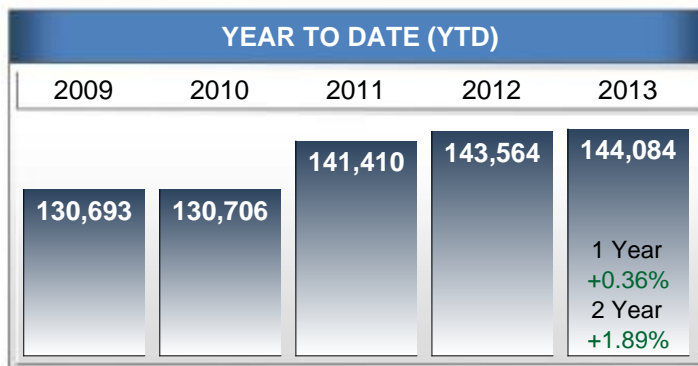
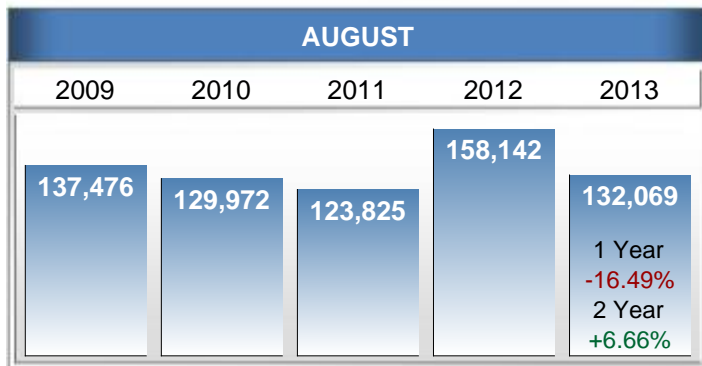
Closed Sales as of Sep 17, 2013



Average List Price at Closing

Report Produced on: Sep 17, 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+
\$10,000 and less	5		5.62%	5,000	6,833	30,000	0	0
\$10,001 \$50,000	11		12.36%	22,582	26,357	30,267	0	0
\$50,001 \$80,000	12		13.48%	67,650	76,633	71,750	0	0
\$80,001 \$130,000	23		25.84%	103,809	115,000	103,539	125,450	86,900
\$130,001 \$180,000	17		19.10%	154,882	0	162,086	155,814	132,900
\$180,001 \$280,000	12		13.48%	227,242	275,000	227,600	221,856	0
\$280,001 and up	9		10.11%	324,600	350,000	304,750	329,333	324,633
Average List Price:		\$132,069			\$62,916	\$113,995	\$199,009	\$238,740
Total Closed Units:		89			19	42	23	5
Total List Volume:		11,754,100			1.20M	4.79M	4.58M	1.19M



Monthly Inventory Analysis

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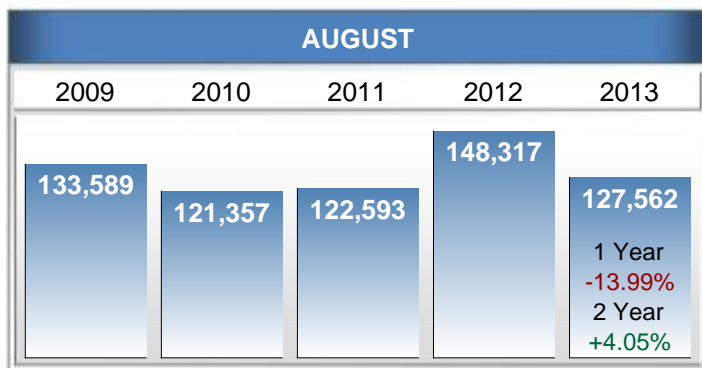
Closed Sales as of Sep 17, 2013



Average Sold Price at Closing

Report Produced on: Sep 17, 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+
\$10,000 and less	8		8.99%	3,750	3,333	5,000	0	0
\$10,001 \$50,000	10		11.24%	25,365	24,107	28,300	0	0
\$50,001 \$80,000	11		12.36%	68,718	68,500	68,800	0	0
\$80,001 \$130,000	24		26.97%	103,406	110,000	101,519	114,375	86,900
\$130,001 \$180,000	15		16.85%	155,253	0	160,686	153,143	132,000
\$180,001 \$280,000	12		13.48%	220,283	235,000	227,000	217,156	0
\$280,001 and up	9		10.11%	317,722	360,000	291,250	320,833	318,167
Average Closed Price:	\$127,562				\$57,855	\$110,332	\$193,322	\$234,680
Total Closed Units:	89				19	42	23	5
Total Closed Volume:	11,353,000				1.10M	4.63M	4.45M	1.17M



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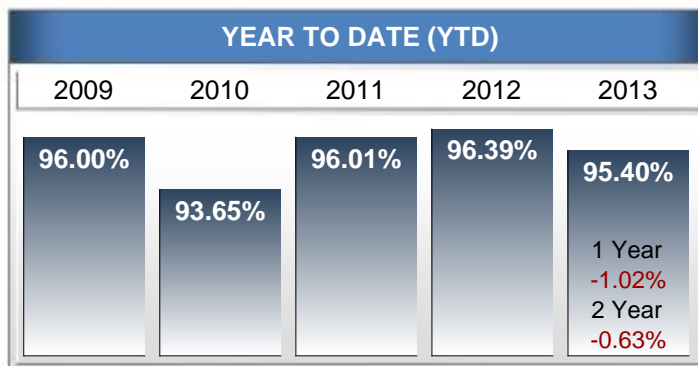
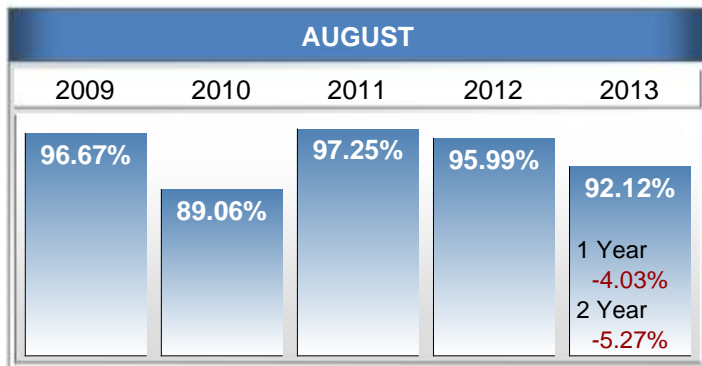
Closed Sales as of Sep 17, 2013



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 \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	8	8.99%	49.01%	59.79%	16.67%	0.00%	0.00%
\$10,001 \$50,000	10	11.24%	90.94%	90.42%	92.17%	0.00%	0.00%
\$50,001 \$80,000	11	12.36%	94.50%	90.70%	95.92%	0.00%	0.00%
\$80,001 \$130,000	24	26.97%	97.11%	95.65%	98.40%	90.92%	100.00%
\$130,001 \$180,000	15	16.85%	98.77%	0.00%	99.13%	98.34%	99.32%
\$180,001 \$280,000	12	13.48%	97.13%	85.45%	99.93%	97.81%	0.00%
\$280,001 and up	9	10.11%	97.81%	102.86%	95.64%	97.40%	97.99%
Average List/Sell Ratio: 92.10%				81.46%	93.65%	96.72%	98.66%
Total Closed Units: 89					19	42	23
Total Closed Volume: 11,353,000				1.10M	4.63M	4.45M	1.17M



Monthly Inventory Analysis

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August 2013

Inventory as of Sep 17, 2013



Market Summary

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

Active Inventory as of August 31, 2013 = 598

	AUGUST			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	79	89	12.66%	567	618	8.99%
Pending Sales	78	74	-5.13%	600	646	7.67%
New Listings	173	174	0.58%	1,386	1,316	-5.05%
Average List Price	158,142	132,069	-16.49%	143,564	144,084	0.36%
Average Sale Price	148,317	127,562	-13.99%	138,510	139,089	0.42%
Average Percent of List Price to Selling Price	95.99%	92.12%	-4.03%	96.39%	95.40%	-1.02%
Average Days on Market to Sale	52.13	54.42	4.39%	54.94	53.57	-2.48%
Monthly Inventory	654	598	-8.56%	654	598	-8.56%
Months Supply of Inventory	9.83	8.11	-17.55%	9.83	8.11	-17.55%

