



# August 2013

Area Delimited by County Of Washington

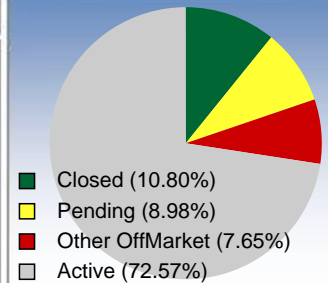


**Absorption:** Last 12 months, an Average of **74** Sales/Month

**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%
Median List Price	119,900	114,900	-4.17%
Median Sale Price	110,000	111,000	0.91%
Median Percent of List Price to Selling Price	96.99%	97.12%	0.13%
Median Days on Market to Sale	37.00	40.00	8.11%
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.

### 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 **0.91%** in August 2013 to \$111,000 versus the previous year at \$110,000.

### Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 3.00 days or **8.11%** in August 2013 compared to last year's same month at **37.00** DOM.

### Sales Success for August 2013 is Positive

Overall, with Median Prices going up 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.

## 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## August 2013

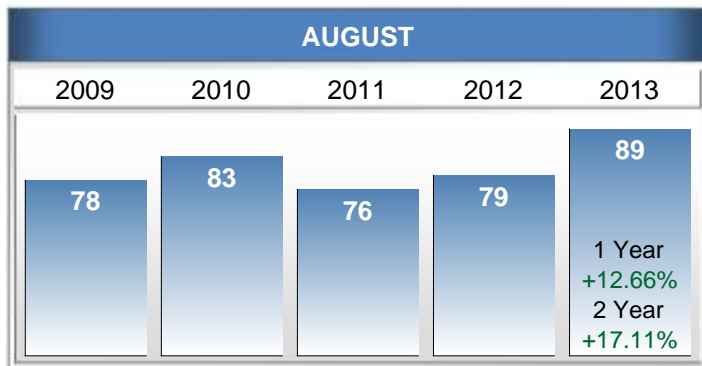
Closed Sales as of Sep 17, 2013



### Closed Listings

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Closed Listings  
 Ready to Buy or Sell Real Estate?  
 Contact an experienced REALTOR



**5yr AUG AVG = 81**      **3 MONTHS**

**High**  
Jul 2013 = 111

**Low**  
Jan 2010 = 35

Closed Listing this month at **89**, above the 5 yr AUG average of **81**

JUN	84
JUL	111
AUG	89
<b>32.14%</b>	
<b>-19.82%</b>	

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	8	8.99%	1.0	6	2	0	0	
\$10,001 \$50,000	10	11.24%	15.0	7	3	0	0	
\$50,001 \$80,000	11	12.36%	76.0	3	8	0	0	
\$80,001 \$130,000	24	26.97%	48.0	1	18	4	1	
\$130,001 \$180,000	15	16.85%	38.0	0	7	7	1	
\$180,001 \$280,000	12	13.48%	28.5	1	2	9	0	
\$280,001 and up	9	10.11%	41.0	1	2	3	3	
Total Closed Units: 89				40.0	19	42	23	5
Total Closed Volume: 11,353,000					1.10M	4.63M	4.45M	1.17M
Median Closed Price: \$111,000					\$23,000	\$95,750	\$185,000	\$290,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

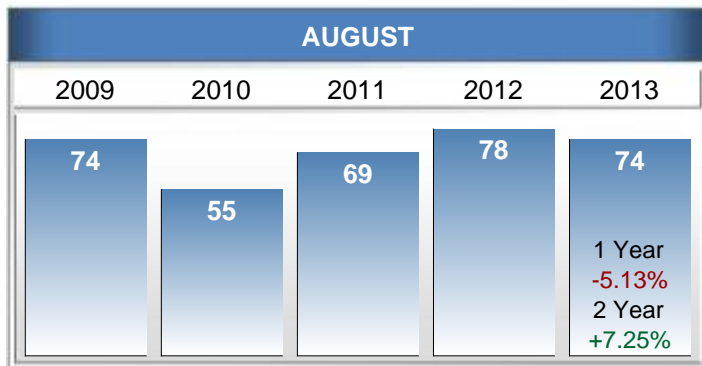
Pending Listings as of Sep 17, 2013



### Pending Listings

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



**Pending Listings**  
  
 Ready to Buy or Sell Real Estate?  
 Contact an experienced REALTOR



**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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	5	6.76%	40.0	1	4	0	0	
\$50,001 - \$70,000	6	8.11%	76.5	1	4	1	0	
\$70,001 - \$90,000	12	16.22%	85.0	1	11	0	0	
\$90,001 - \$150,000	23	31.08%	36.0	3	14	6	0	
\$150,001 - \$180,000	9	12.16%	69.0	0	2	7	0	
\$180,001 - \$230,000	11	14.86%	38.0	0	5	6	0	
\$230,001 and up	8	10.81%	30.5	0	0	4	4	
Total Pending Units: 74				44.0				
Total Pending Volume:		10,740,716			593.80K	4.13M	4.62M	1.40M
Median Listing Price:		\$126,500			\$106,500	\$94,000	\$176,500	\$302,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

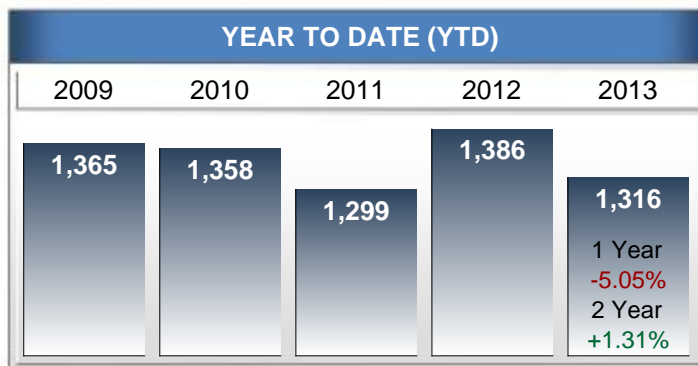
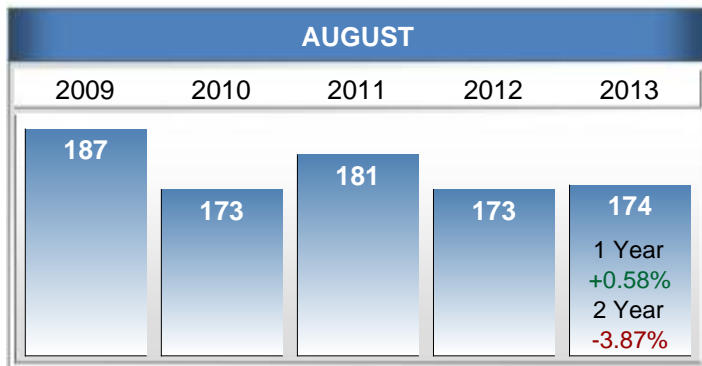
New Listings as of Sep 17, 2013



### New Listings

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



New Listings  
Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



**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
<b>72.73%</b>	
<b>-16.75%</b>	

#### 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
Median New Listed Listing Price:			\$50,000	\$109,900	\$173,500	\$375,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

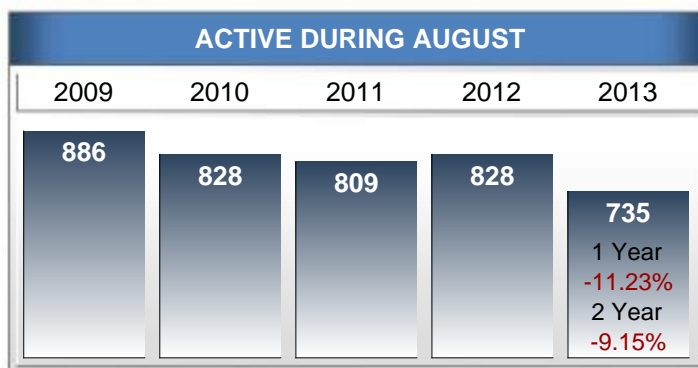
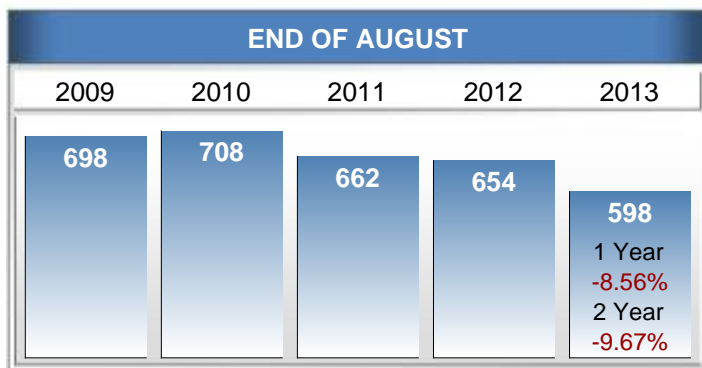
Active Inventory as of Sep 17, 2013



### Active Inventory

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Active Inventory

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



**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**

JUN	537
JUL	561
AUG	598

**4.47%** (JUL vs JUN)  
**6.60%** (AUG vs JUL)

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	45	7.53%	102.0	37	7	1	0	
\$30,001 - \$50,000	82	13.71%	40.5	68	13	1	0	
\$50,001 - \$70,000	81	13.55%	60.0	60	20	1	0	
\$70,001 - \$120,000	154	25.75%	60.0	56	75	21	2	
\$120,001 - \$160,000	93	15.55%	60.0	8	48	32	5	
\$160,001 - \$270,000	80	13.38%	54.0	9	29	42	0	
\$270,001 and up	63	10.54%	64.0	8	6	29	20	
Total Active Inventory by Units:			598	60.0	246	198	127	27
Total Active Inventory by Volume:			94,656,586		22.50M	23.46M	29.25M	19.44M
Median Active Inventory Listing Price:			\$90,000		\$55,000	\$109,900	\$179,000	\$359,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2013

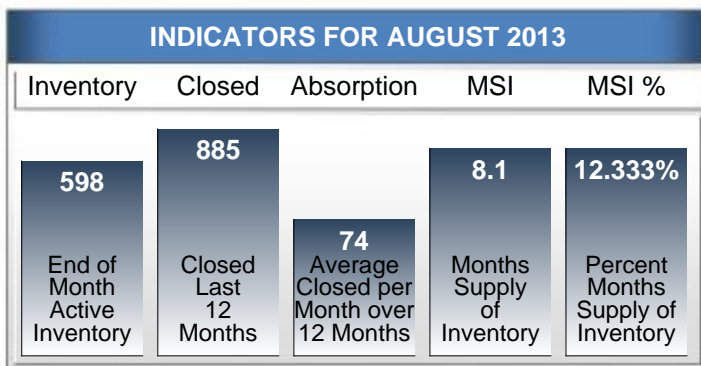
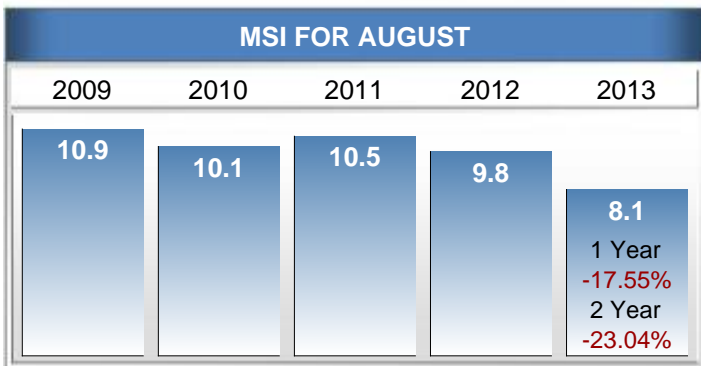
Active Inventory as of Sep 17, 2013



### Months Supply of Inventory

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Months Supply  
Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



#### 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

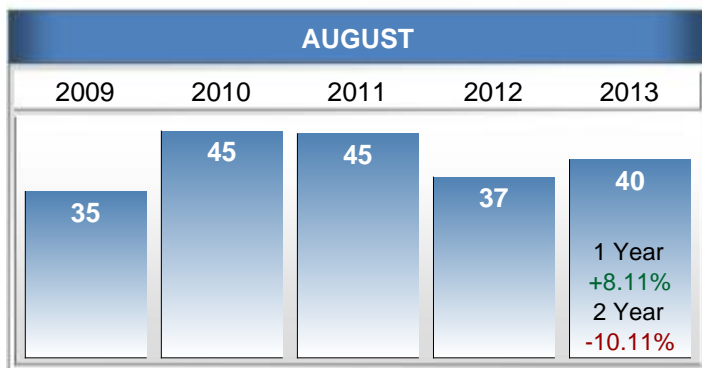
Closed Sales as of Sep 17, 2013



### Median Days on Market to Sale

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Median Days on Market

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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+
\$10,000 and less	8			8.99%	1.0	1.0	74.5	0.0	0.0
\$10,001 \$50,000	10			11.24%	15.0	14.0	33.0	0.0	0.0
\$50,001 \$80,000	11			12.36%	76.0	111.0	62.0	0.0	0.0
\$80,001 \$130,000	24			26.97%	48.0	65.0	48.0	33.0	55.0
\$130,001 \$180,000	15			16.85%	38.0	0.0	50.0	16.0	36.0
\$180,001 \$280,000	12			13.48%	28.5	83.0	6.0	31.0	0.0
\$280,001 and up	9			10.11%	41.0	8.0	37.0	109.0	41.0
Median Closed DOM:	40.0					14.0	48.5	31.0	41.0
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

Data from the Greater Tulsa Association of REALTORS®

## August 2013

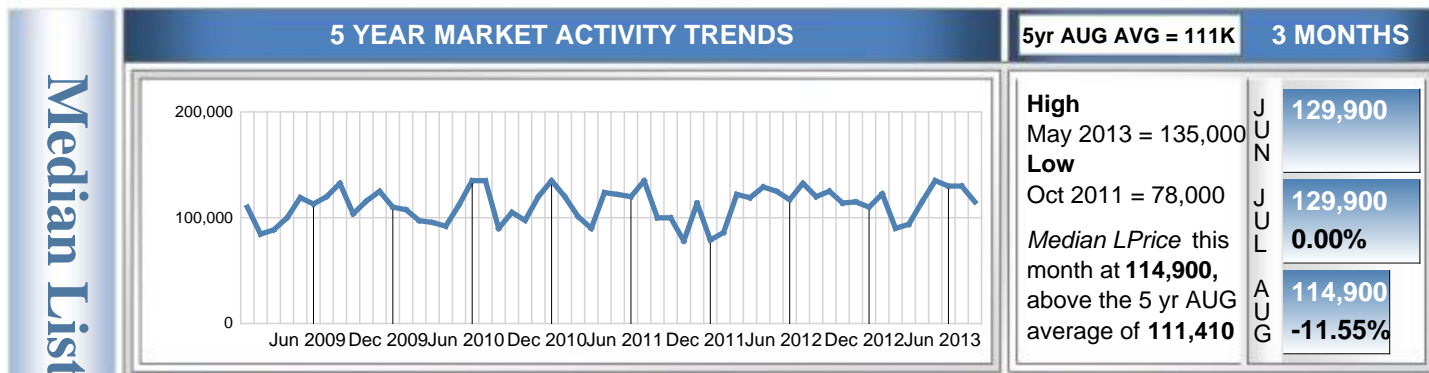
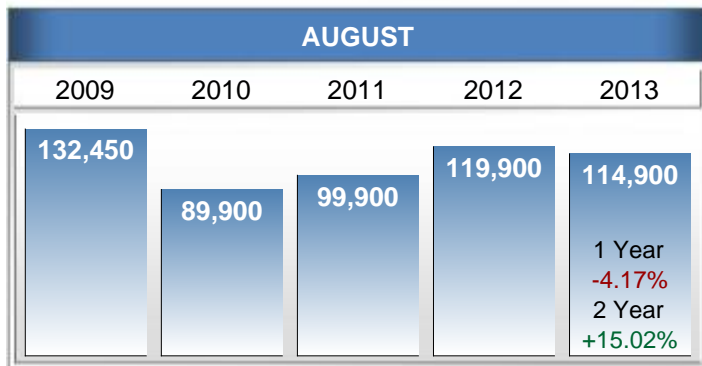
Closed Sales as of Sep 17, 2013



### Median List Price at Closing

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Median List Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

#### 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+
\$10,000 and less	5	5.62%	5,000	5,000	0	0	0
\$10,001 - \$50,000	11	12.36%	20,000	20,000	19,950	0	0
\$50,001 - \$80,000	12	13.48%	68,450	59,900	70,000	0	0
\$80,001 - \$130,000	23	25.84%	99,900	105,000	99,900	120,000	86,900
\$130,001 - \$180,000	17	19.10%	155,000	0	161,450	154,950	132,900
\$180,001 - \$280,000	12	13.48%	222,450	275,000	227,600	220,000	0
\$280,001 and up	9	10.11%	305,000	350,000	304,750	299,500	305,000
Median List Price:	\$114,900			\$25,500	\$99,900	\$190,000	\$299,900
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

Data from the Greater Tulsa Association of REALTORS®

## August 2013

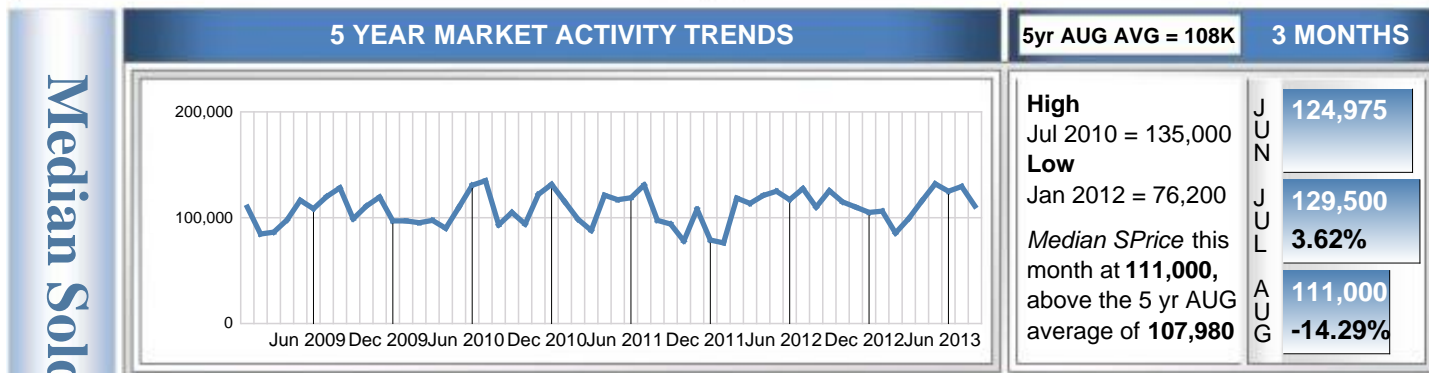
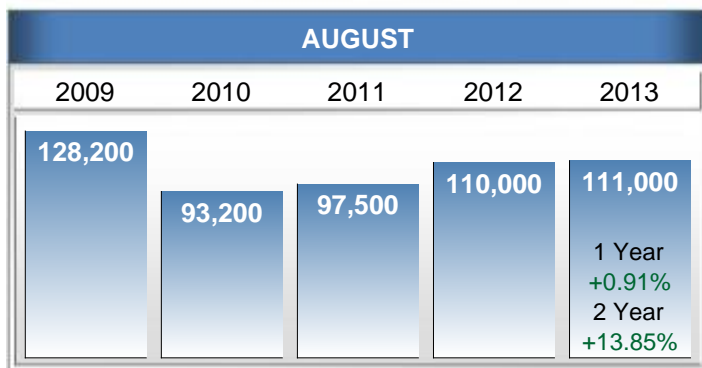
Closed Sales as of Sep 17, 2013



### Median Sold Price at Closing

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Median Sold Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	8		8.99%	3,000	3,000	5,000	0	0
\$10,001 \$50,000	10		11.24%	21,000	23,000	19,000	0	0
\$50,001 \$80,000	11		12.36%	73,500	73,500	71,950	0	0
\$80,001 \$130,000	24		26.97%	101,450	110,000	98,450	121,000	86,900
\$130,001 \$180,000	15		16.85%	156,500	0	165,000	156,500	132,000
\$180,001 \$280,000	12		13.48%	222,700	235,000	227,000	219,500	0
\$280,001 and up	9		10.11%	295,000	360,000	291,250	287,500	302,500
Median Closed Price:	\$111,000				\$23,000	\$95,750	\$185,000	\$290,000
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

Data from the Greater Tulsa Association of REALTORS®

## August 2013

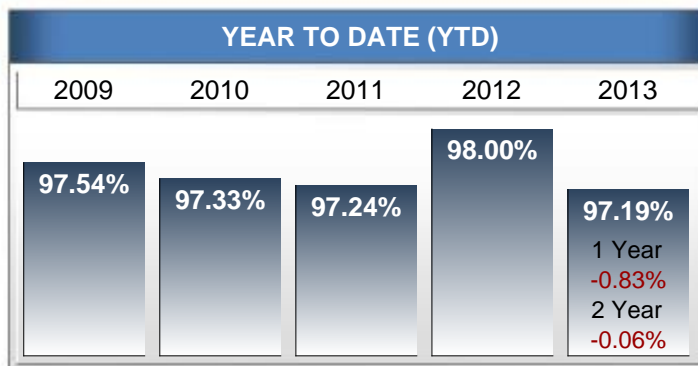
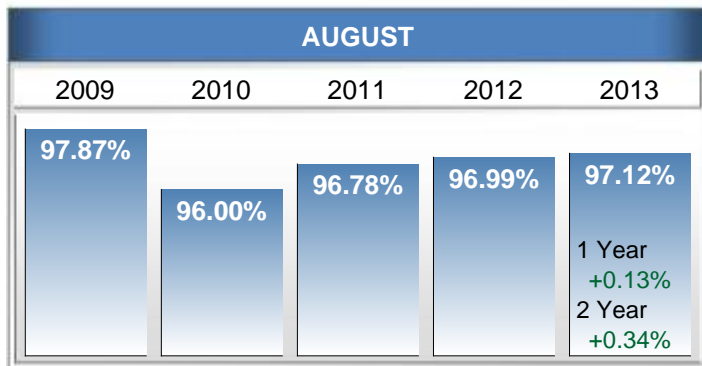
Closed Sales as of Sep 17, 2013



### Median Percent of List Price to Selling Price

Report Produced on: Sep 17, 2013

Area Delimited by County Of Washington



Median List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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+
\$10,000 and less	8	8.99%	60.00%	60.00%	16.67%	0.00%	0.00%
\$10,001 \$50,000	10	11.24%	92.60%	90.20%	95.00%	0.00%	0.00%
\$50,001 \$80,000	11	12.36%	95.65%	95.16%	96.66%	0.00%	0.00%
\$80,001 \$130,000	24	26.97%	97.29%	95.65%	97.29%	93.38%	100.00%
\$130,001 \$180,000	15	16.85%	98.84%	0.00%	100.00%	97.87%	99.32%
\$180,001 \$280,000	12	13.48%	98.05%	85.45%	99.93%	98.11%	0.00%
\$280,001 and up	9	10.11%	97.74%	102.86%	95.64%	97.74%	98.10%
Median List/Sell Ratio:	97.12%			86.21%	97.55%	97.78%	99.18%
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

Data from the Greater Tulsa Association of REALTORS®

## August 2013

Inventory as of Sep 17, 2013



### Market Summary

Report Produced on: Sep 17, 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			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%
Median List Price	119,900	114,900	-4.17%	119,900	119,000	-0.75%
Median Sale Price	110,000	111,000	0.91%	115,000	116,000	0.87%
Median Percent of List Price to Selling Price	96.99%	97.12%	0.13%	98.00%	97.19%	-0.83%
Median Days on Market to Sale	37.00	40.00	8.11%	41.00	38.00	-7.32%
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%

