



January 2013

Area Delimited by County Of Washington

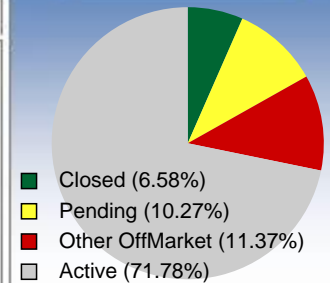


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of January 31, 2013 = **524**

	JANUARY		
	2012	2013	+/- %
Closed Listings	44	48	9.09%
Pending Listings	61	75	22.95%
New Listings	195	195	0.00%
Median List Price	86,000	122,500	42.44%
Median Sale Price	76,200	106,200	39.37%
Median Percent of List Price to Selling Price	97.29%	95.59%	-1.75%
Median Days on Market to Sale	86.50	48.00	-44.51%
End of Month Inventory	649	524	-19.26%
Months Supply of Inventory	10.22	7.50	-26.58%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 13, 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 January 2013 decreased **19.26%** to 524 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 **7.50** 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 **39.37%** in January 2013 to \$106,200 versus the previous year at \$76,200.

Median Days on Market Shortens

The median number of **48.00** days that homes spent on the market before selling decreased by 38.50 days or **44.51%** in January 2013 compared to last year's same month at **86.50** DOM.

Sales Success for January 2013 is Positive

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

There were 195 New Listings in January 2013, down **0.00%** from last year at 195. Furthermore, there were 48 Closed Listings this month versus last year at 44, a **9.09%** increase.

Closed versus Listed trends yielded a **24.6%** ratio, up from last year's January 2013 at **22.6%**, a **9.09%** 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.

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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January 2013

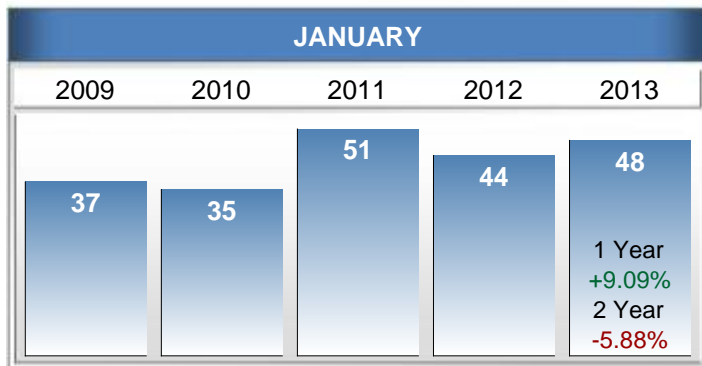
Closed Sales as of Feb 13, 2013



Closed Listings

Report Produced on: Feb 13, 2013

Area Delimited by County Of Washington



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	3	6.25%	20.0	3	0	0	0	
\$20,001 \$60,000	7	14.58%	35.0	2	5	0	0	
\$60,001 \$90,000	5	10.42%	77.0	0	5	0	0	
\$90,001 \$140,000	15	31.25%	56.0	1	11	2	1	
\$140,001 \$200,000	7	14.58%	35.0	0	4	3	0	
\$200,001 \$300,000	6	12.50%	49.5	0	0	5	1	
\$300,001 and up	5	10.42%	78.0	0	0	3	2	
Total Closed Units: 48				48.0	6	25	13	4
Total Closed Volume: 6,656,502					214.30K	2.47M	2.96M	1.01M
Median Closed Price: \$106,200					\$21,550	\$95,000	\$212,000	\$284,950

Closed Listings

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

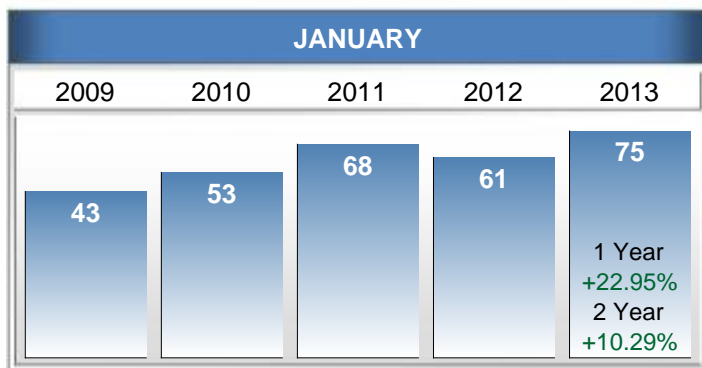
Pending Listings as of Feb 13, 2013



Pending Listings

Report Produced on: Feb 13, 2013

Area Delimited by County Of Washington



Pending Listings
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5yr JAN AVG = 60	3 MONTHS																
High Apr 2010 = 124 Low Nov 2009 = 37 <i>Pending Listing</i> this month at 75 , above the 5 yr JAN average of 60	<table border="1"> <tr> <td>N</td> <td>60</td> </tr> <tr> <td>O</td> <td></td> </tr> <tr> <td>D</td> <td>56</td> </tr> <tr> <td>E</td> <td>-6.67%</td> </tr> <tr> <td>C</td> <td></td> </tr> <tr> <td>J</td> <td>75</td> </tr> <tr> <td>A</td> <td>33.93%</td> </tr> <tr> <td>N</td> <td></td> </tr> </table>	N	60	O		D	56	E	-6.67%	C		J	75	A	33.93%	N	
N	60																
O																	
D	56																
E	-6.67%																
C																	
J	75																
A	33.93%																
N																	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	4	5.33%	19.0	2	2	0	0	
\$20,001 \$50,000	12	16.00%	54.5	4	7	1	0	
\$50,001 \$70,000	10	13.33%	86.0	4	6	0	0	
\$70,001 \$120,000	19	25.33%	60.0	2	12	5	0	
\$120,001 \$180,000	13	17.33%	78.0	0	7	6	0	
\$180,001 \$240,000	9	12.00%	24.0	0	4	5	0	
\$240,001 and up	8	10.67%	44.0	0	1	6	1	
Total Pending Units: 75 Total Pending Volume: 9,235,953 Median Listing Price: \$109,900				56.0	12	39	23	1
					608.89K	3.88M	4.46M	289.90K
					\$53,950	\$84,900	\$170,000	\$289,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

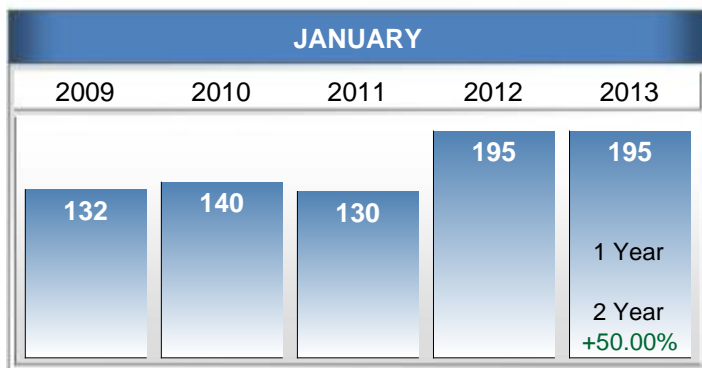
New Listings as of Feb 13, 2013



New Listings

Report Produced on: Feb 13, 2013

Area Delimited by County Of Washington



5yr JAN AVG = 158 **3 MONTHS**

High
Mar 2011 = 232

Low
Feb 2011 = 88

New Listings this month at **195**, above the 5 yr JAN average of **158**

N	138
O	
V	
D	101
E	-26.81%
C	
J	195
A	93.07%
N	

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	15	7.69%	12	3	0	0
\$30,001 - \$50,000	25	12.82%	19	6	0	0
\$50,001 - \$70,000	18	9.23%	10	7	1	0
\$70,001 - \$110,000	57	29.23%	30	21	6	0
\$110,001 - \$160,000	37	18.97%	8	15	13	1
\$160,001 - \$220,000	21	10.77%	3	8	10	0
\$220,001 and up	22	11.28%	1	2	18	1
Total New Listed Units:	195		83	62	48	2
Total New Listed Volume:	23,606,664		6.73M	6.52M	9.90M	457.50K
Median New Listed Listing Price:	\$89,900		\$75,000	\$89,900	\$187,000	\$228,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

Active Inventory as of Feb 13, 2013



Active Inventory

Report Produced on: Feb 13, 2013

Area Delimited by County Of Washington



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE								
Distribution of Inventory by Price Range			%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	48		9.16%	87.5	40	8	0	0
\$30,001 \$50,000	66		12.60%	62.5	54	11	1	0
\$50,001 \$70,000	70		13.36%	61.5	45	21	4	0
\$70,001 \$120,000	143		27.29%	56.0	62	66	14	1
\$120,001 \$180,000	73		13.93%	66.0	11	36	25	1
\$180,001 \$250,000	69		13.17%	79.0	9	29	31	0
\$250,001 and up	55		10.50%	76.0	6	4	33	12
Total Active Inventory by Units:		524		66.0	227	175	108	14
Total Active Inventory by Volume:		78,531,183			20.15M	20.85M	22.96M	14.58M
Median Active Inventory Listing Price:		\$88,950			\$58,000	\$96,000	\$199,450	\$357,950

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2013

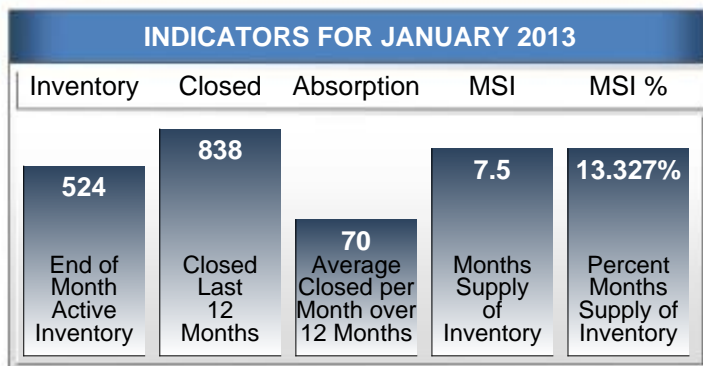
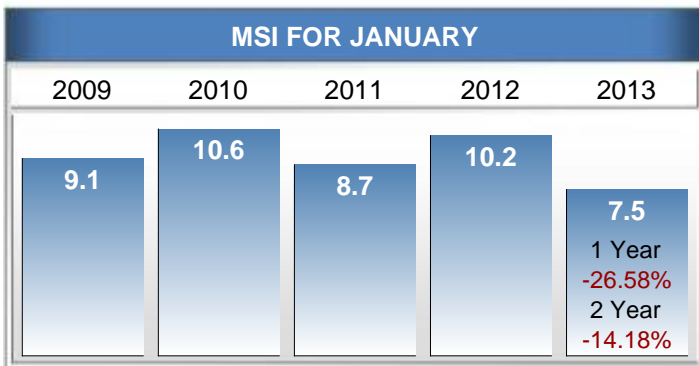
Active Inventory as of Feb 13, 2013



Months Supply of Inventory

Report Produced on: Feb 13, 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	48	9.16%	7.7	11.7	3.3	0.0	0.0
\$30,001 \$50,000	66	12.60%	13.7	24.0	4.7	6.0	0.0
\$50,001 \$70,000	70	13.36%	11.7	33.8	5.1	8.0	0.0
\$70,001 \$120,000	143	27.29%	7.4	24.8	4.7	5.3	6.0
\$120,001 \$180,000	73	13.93%	5.0	14.7	4.0	5.7	1.7
\$180,001 \$250,000	69	13.17%	5.9	54.0	8.7	4.2	0.0
\$250,001 and up	55	10.50%	7.7	36.0	5.3	6.9	8.0
MSI:			7.5	21.4	4.9	5.3	4.3
Total Active Inventory:			524	227	175	108	14



Monthly Inventory Analysis

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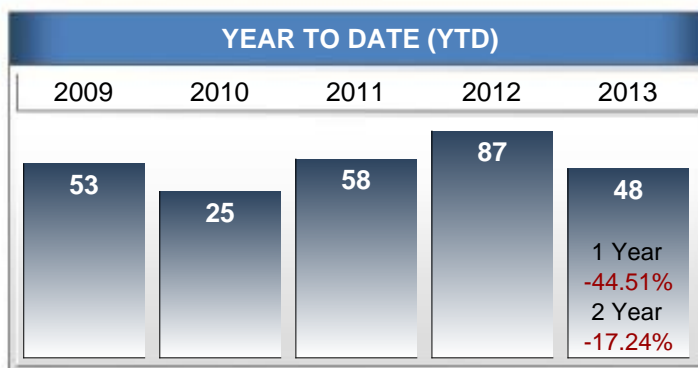
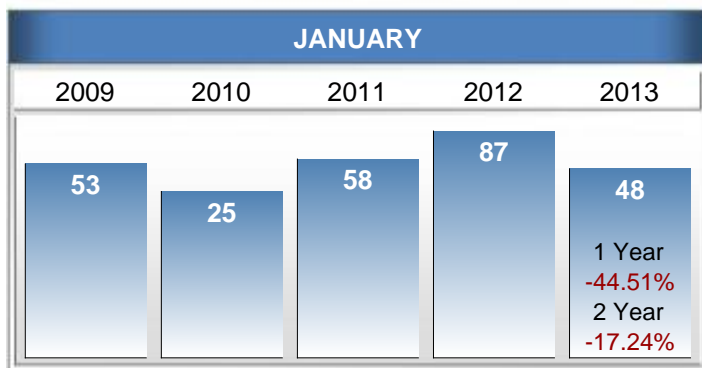
Closed Sales as of Feb 13, 2013



Median Days on Market to Sale

Report Produced on: Feb 13, 2013

Area Delimited by County Of Washington



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	3			6.25%	20.0	20.0	0.0	0.0	0.0
\$20,001 \$60,000	7			14.58%	35.0	3.5	67.0	0.0	0.0
\$60,001 \$90,000	5			10.42%	77.0	0.0	77.0	0.0	0.0
\$90,001 \$140,000	15			31.25%	56.0	44.0	80.0	73.0	47.0
\$140,001 \$200,000	7			14.58%	35.0	0.0	21.0	58.0	0.0
\$200,001 \$300,000	6			12.50%	49.5	0.0	0.0	43.0	79.0
\$300,001 and up	5			10.42%	78.0	0.0	0.0	78.0	73.5
Median Closed DOM:	48.0					17.0	51.0	56.0	63.0
Total Closed Units:	48					6	25	13	4
Total Closed Volume:	6,656,502					214.30K	2.47M	2.96M	1.01M



Monthly Inventory Analysis

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January 2013

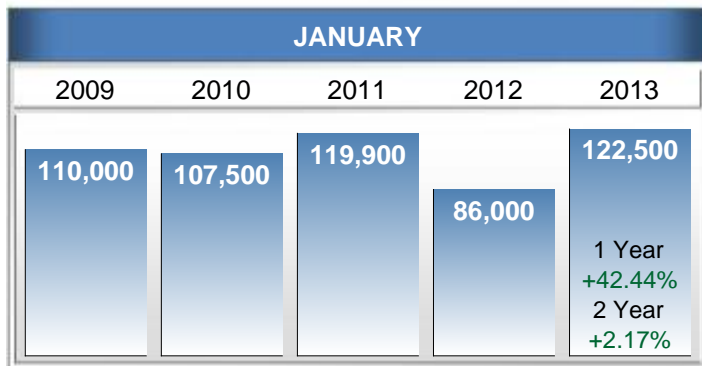
Closed Sales as of Feb 13, 2013



Median List Price at Closing

Report Produced on: Feb 13, 2013

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		8.33%	13,319	11,750	20,000	0	0
\$20,001 - \$60,000	6		12.50%	51,000	43,450	52,450	0	0
\$60,001 - \$90,000	4		8.33%	83,700	0	83,700	0	0
\$90,001 - \$140,000	15		31.25%	105,000	105,000	102,400	139,900	140,000
\$140,001 - \$200,000	8		16.67%	174,900	0	186,200	166,950	0
\$200,001 - \$300,000	6		12.50%	249,750	0	0	235,000	269,900
\$300,001 and up	5		10.42%	358,500	0	0	358,500	337,400
Median List Price:		\$122,500			\$24,894	\$99,500	\$220,000	\$289,900
Total Closed Units:		48			6	25	13	4
Total List Volume:		7,041,958			229.54K	2.59M	3.14M	1.08M



Monthly Inventory Analysis

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January 2013

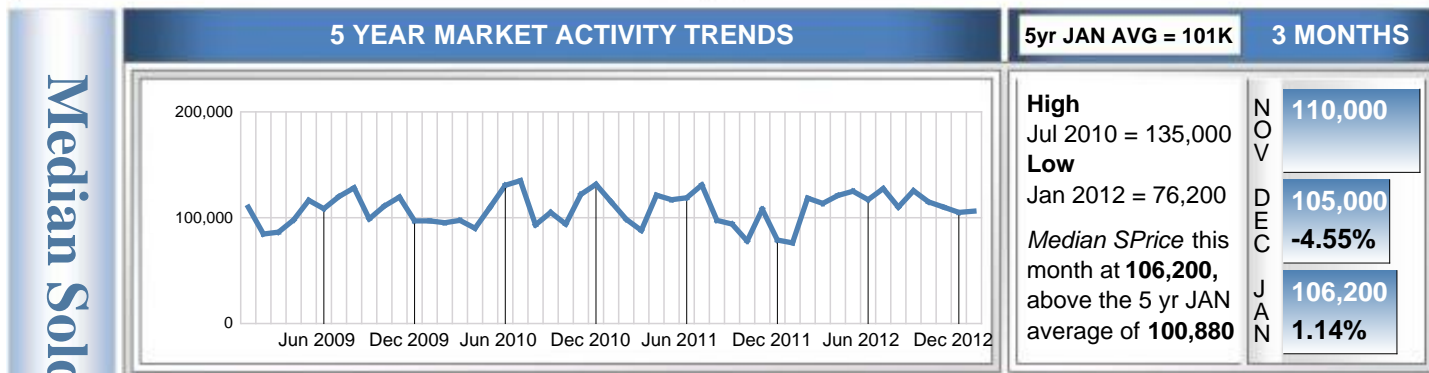
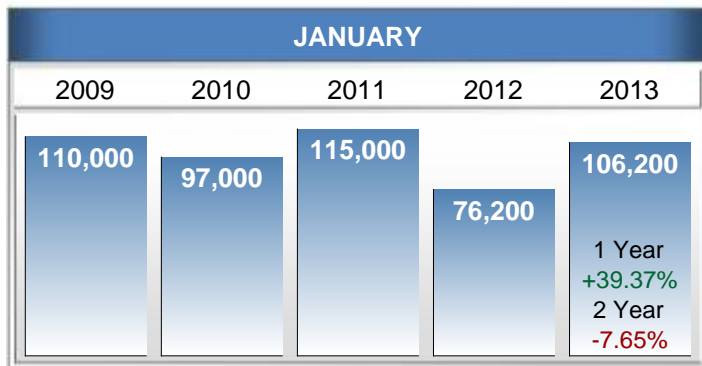
Closed Sales as of Feb 13, 2013



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	3		6.25%	11,002	11,002	0	0	0
\$20,001 - \$60,000	7		14.58%	42,000	43,400	42,000	0	0
\$60,001 - \$90,000	5		10.42%	80,500	0	80,500	0	0
\$90,001 - \$140,000	15		31.25%	103,700	100,000	100,800	134,950	107,500
\$140,001 - \$200,000	7		14.58%	174,000	0	181,000	168,000	0
\$200,001 - \$300,000	6		12.50%	235,000	0	0	230,000	260,000
\$300,001 and up	5		10.42%	335,000	0	0	336,000	322,450
Median Closed Price:	\$106,200				\$21,550	\$95,000	\$212,000	\$284,950
Total Closed Units:	48				6	25	13	4
Total Closed Volume:	6,656,502				214.30K	2.47M	2.96M	1.01M



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January 2013

Closed Sales as of Feb 13, 2013



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	3	6.25%	97.87%	97.87%	0.00%	0.00%	0.00%
\$20,001 \$60,000	7	14.58%	92.90%	98.35%	92.90%	0.00%	0.00%
\$60,001 \$90,000	5	10.42%	95.66%	0.00%	95.66%	0.00%	0.00%
\$90,001 \$140,000	15	31.25%	95.24%	95.24%	100.00%	90.88%	76.79%
\$140,001 \$200,000	7	14.58%	96.05%	0.00%	95.61%	97.04%	0.00%
\$200,001 \$300,000	6	12.50%	95.56%	0.00%	0.00%	94.80%	96.33%
\$300,001 and up	5	10.42%	93.72%	0.00%	0.00%	93.72%	95.90%
Median List/Sell Ratio: 95.59%				96.56%	95.66%	95.29%	94.07%
Total Closed Units: 48				6 25 13 4			
Total Closed Volume: 6,656,502				214.30K 2.47M 2.96M 1.01M			



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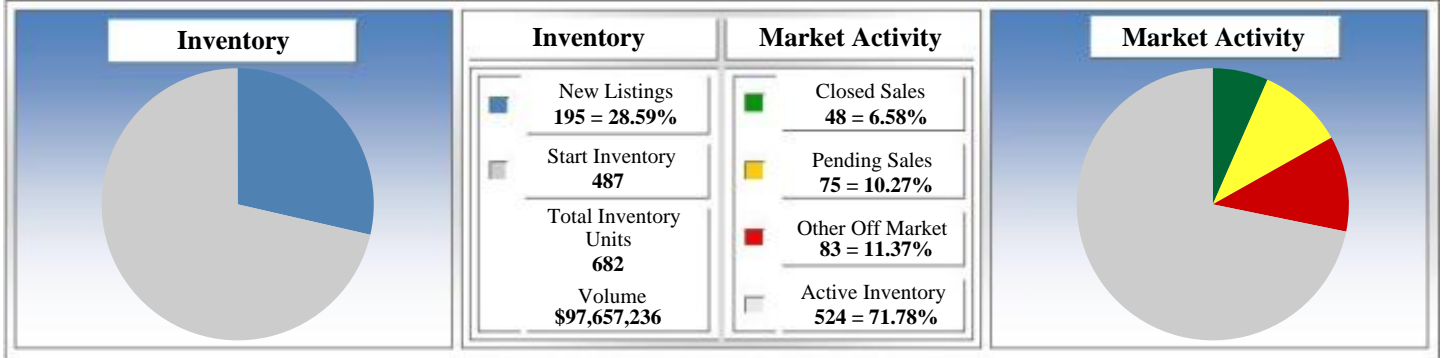
Inventory as of Feb 13, 2013



Market Summary

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Area Delimited by County Of Washington



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

Active Inventory as of January 31, 2013 = 524

	JANUARY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	44	48	9.09%	44	48	9.09%
Pending Sales	61	75	22.95%	61	75	22.95%
New Listings	195	195	0.00%	195	195	0.00%
Median List Price	86,000	122,500	42.44%	86,000	122,500	42.44%
Median Sale Price	76,200	106,200	39.37%	76,200	106,200	39.37%
Median Percent of List Price to Selling Price	97.29%	95.59%	-1.75%	97.29%	95.59%	-1.75%
Median Days on Market to Sale	86.50	48.00	-44.51%	86.50	48.00	-44.51%
Monthly Inventory	649	524	-19.26%	649	524	-19.26%
Months Supply of Inventory	10.22	7.50	-26.58%	10.22	7.50	-26.58%

