



# July 2013

Area Delimited by County Of Washington

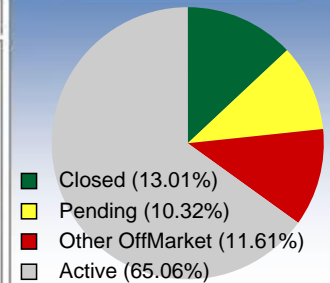


**Absorption:** Last 12 months, an Average of **73** Sales/Month

**Active Inventory** as of July 31, 2013 = **555**

	JULY		
	2012	2013	+/- %
Closed Listings	81	111	37.04%
Pending Listings	73	88	20.55%
New Listings	158	209	32.28%
Median List Price	132,500	129,900	-1.96%
Median Sale Price	127,500	129,500	1.57%
Median Percent of List Price to Selling Price	98.11%	97.42%	-0.70%
Median Days on Market to Sale	41.00	39.00	-4.88%
End of Month Inventory	655	555	-15.27%
Months Supply of Inventory	9.89	7.61	-23.01%

### Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 20, 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 July 2013 decreased **15.27%** to 555 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **7.61** 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 **1.57%** in July 2013 to \$129,500 versus the previous year at \$127,500.

### Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 2.00 days or **4.88%** in July 2013 compared to last year's same month at **41.00** DOM.

### Sales Success for July 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 209 New Listings in July 2013, up **32.28%** from last year at 158. Furthermore, there were 111 Closed Listings this month versus last year at 81, a **37.04%** increase.

Closed versus Listed trends yielded a **53.1%** ratio, up from last year's July 2013 at **51.3%**, a **3.60%** 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®

## July 2013

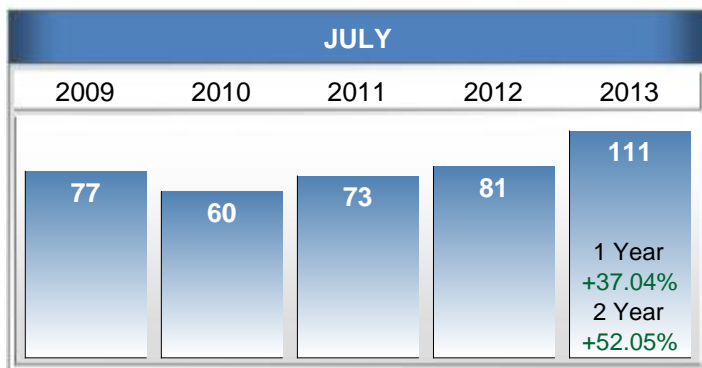
Closed Sales as of Aug 20, 2013



Report Produced on: Aug 20, 2013

### Closed Listings

Area Delimited by County Of Washington



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	10	9.01%	73.5	6	4	0	0
\$40,001 - \$60,000	11	9.91%	43.0	5	6	0	0
\$60,001 - \$110,000	21	18.92%	36.0	7	12	2	0
\$110,001 - \$140,000	23	20.72%	32.0	0	15	8	0
\$140,001 - \$210,000	21	18.92%	22.0	1	10	10	0
\$210,001 - \$270,000	13	11.71%	39.0	0	1	12	0
\$270,001 and up	12	10.81%	60.0	1	0	8	3
Total Closed Units:				20	48	40	3
Total Closed Volume:				1.72M	5.23M	8.83M	1.36M
Median Closed Price:				\$53,241	\$116,000	\$208,500	\$312,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

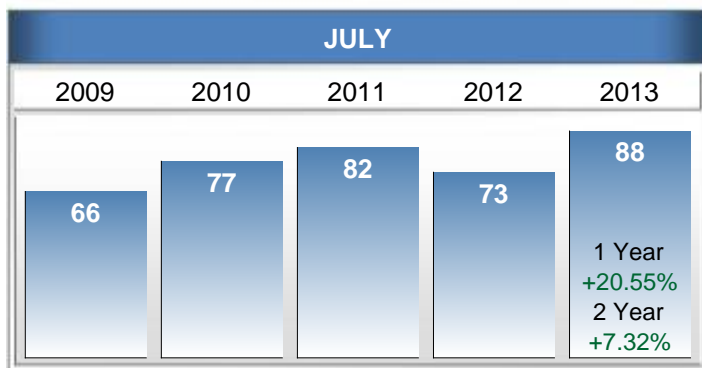
Pending Listings as of Aug 20, 2013



### Pending Listings

Report Produced on: Aug 20, 2013

Area Delimited by County Of Washington



Pending Listings  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	5	5.68%	-1.0	5	0	0	0
\$10,001 - \$30,000	11	12.50%	19.0	7	3	1	0
\$30,001 - \$70,000	14	15.91%	36.0	5	9	0	0
\$70,001 - \$120,000	25	28.41%	47.0	4	18	3	0
\$120,001 - \$160,000	14	15.91%	24.0	0	9	4	1
\$160,001 - \$230,000	10	11.36%	53.0	0	5	5	0
\$230,001 and up	9	10.23%	83.0	1	1	5	2
<b>Total Pending Units:</b>	<b>88</b>		<b>37.5</b>	<b>22</b>	<b>45</b>	<b>18</b>	<b>3</b>
<b>Total Pending Volume:</b>	<b>10,429,028</b>			<b>1.04M</b>	<b>4.73M</b>	<b>3.37M</b>	<b>1.29M</b>
<b>Median Listing Price:</b>	<b>\$97,450</b>			<b>\$28,000</b>	<b>\$99,900</b>	<b>\$173,500</b>	<b>\$369,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

New Listings as of Aug 20, 2013



### New Listings

Report Produced on: Aug 20, 2013

Area Delimited by County Of Washington



New Listings  
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**5yr JUL AVG = 167**     **3 MONTHS**

**High**  
Mar 2011 = 232

**Low**  
Feb 2011 = 88

*New Listings* this month at **209**, above the 5 yr JUL average of **167**

MAY	185
JUN	121
JUL	209

**-34.59%** (JUN vs JUL)  
**72.73%** (JUL vs 5yr Avg)

#### 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	12	5.74%	11	0	1	0
\$30,001 - \$60,000	33	15.79%	22	11	0	0
\$60,001 - \$80,000	29	13.88%	20	9	0	0
\$80,001 - \$120,000	48	22.97%	13	27	7	1
\$120,001 - \$170,000	40	19.14%	6	21	12	1
\$170,001 - \$240,000	20	9.57%	1	11	8	0
\$240,001 and up	27	12.92%	2	2	19	4
<b>Total New Listed Units:</b>	<b>209</b>		<b>75</b>	<b>81</b>	<b>47</b>	<b>6</b>
<b>Total New Listed Volume:</b>	<b>30,563,162</b>		<b>8.19M</b>	<b>9.61M</b>	<b>10.70M</b>	<b>2.06M</b>
<b>Median New Listed Listing Price:</b>	<b>\$108,000</b>		<b>\$75,000</b>	<b>\$115,000</b>	<b>\$199,000</b>	<b>\$332,450</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

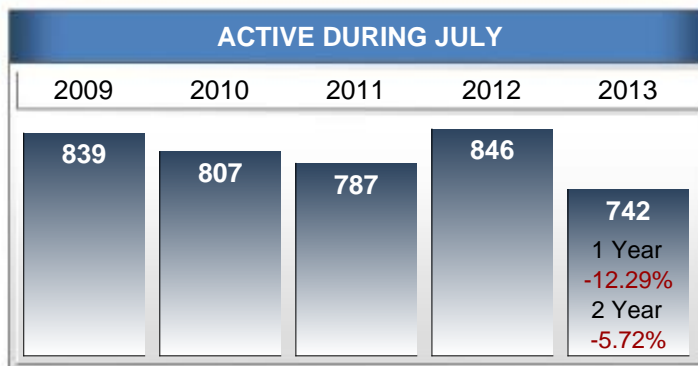
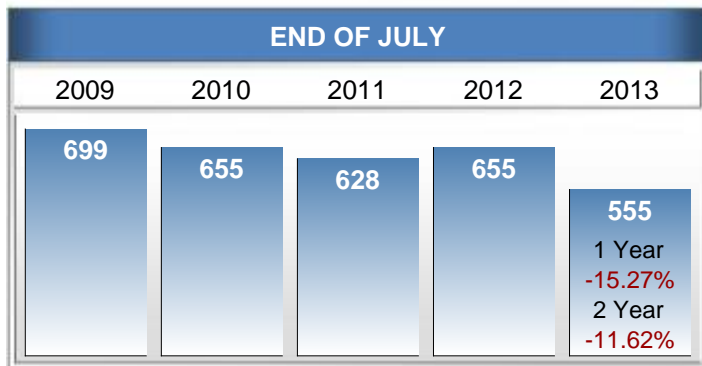
Active Inventory as of Aug 20, 2013



### Active Inventory

Report Produced on: Aug 20, 2013

Area Delimited by County Of Washington



Active Inventory

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**5yr JUL AVG = 638**     **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Dec 2012 = 493

*Inventory* this month at **555**, below the 5 yr JUL average of **638**

MAY	570
JUN	533
JUL	555
-6.49%	
4.13%	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	35	6.31%	86.0	30	5	0	0
\$30,001 \$50,000	56	10.09%	58.0	46	10	0	0
\$50,001 \$70,000	75	13.51%	82.0	49	24	2	0
\$70,001 \$130,000	180	32.43%	59.0	57	95	25	3
\$130,001 \$170,000	73	13.15%	69.0	7	31	31	4
\$170,001 \$290,000	79	14.23%	58.0	8	30	40	1
\$290,001 and up	57	10.27%	75.0	13	2	23	19
Total Active Inventory by Units:		555	68.0	210	197	121	27
Total Active Inventory by Volume:		96,248,712		26.14M	22.88M	27.88M	19.35M
Median Active Inventory Listing Price:		\$99,900		\$58,950	\$100,000	\$175,000	\$349,900





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

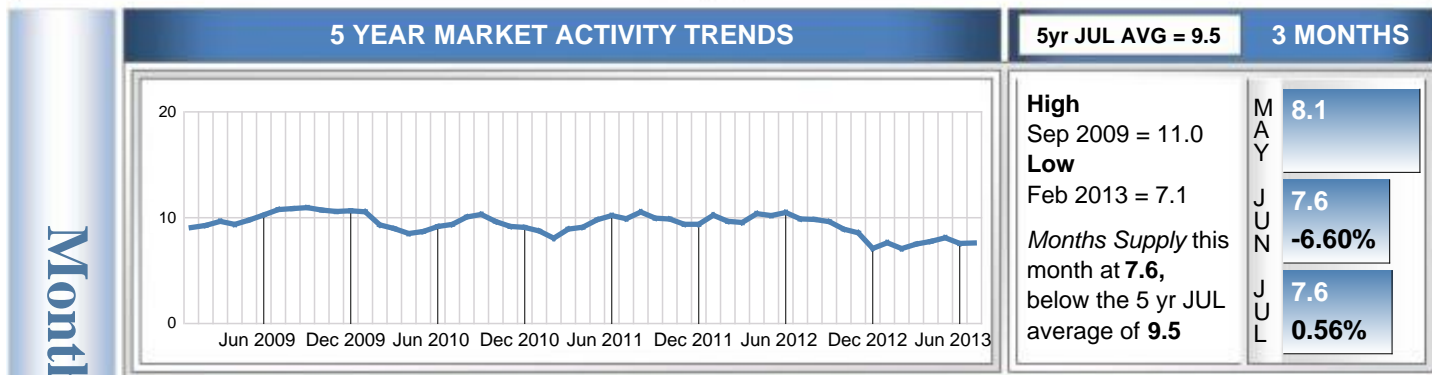
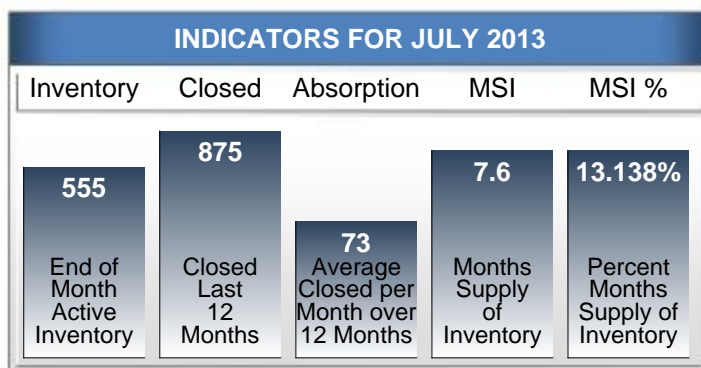
Active Inventory as of Aug 20, 2013



### Months Supply of Inventory

Report Produced on: Aug 20, 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	35	6.31%	4.9	7.7	1.7	0.0	0.0
\$30,001 \$50,000	56	10.09%	11.6	21.2	4.1	0.0	0.0
\$50,001 \$70,000	75	13.51%	10.3	19.0	5.9	4.0	0.0
\$70,001 \$130,000	180	32.43%	7.9	17.1	5.9	7.9	18.0
\$130,001 \$170,000	73	13.15%	7.6	16.8	6.3	7.4	48.0
\$170,001 \$290,000	79	14.23%	4.9	24.0	6.1	4.1	1.0
\$290,001 and up	57	10.27%	10.7	52.0	4.0	7.3	13.4
MSI:			7.6	16.2	5.5	5.7	9.5
Total Active Inventory:			555	210	197	121	27



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

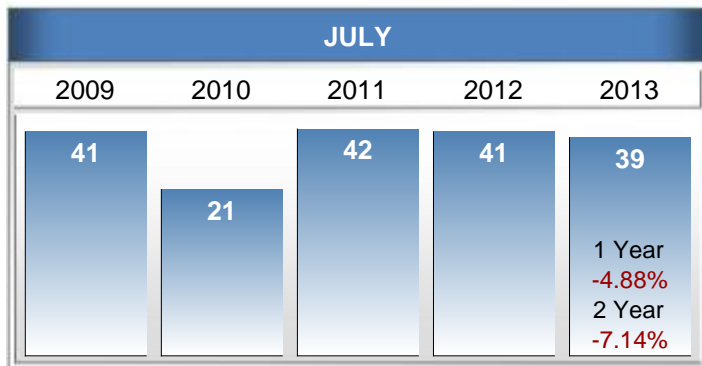
Closed Sales as of Aug 20, 2013



### Median Days on Market to Sale

Report Produced on: Aug 20, 2013

Area Delimited by County Of Washington



**Median Days on Market**  
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<b>5yr JUL AVG = 37</b>	<b>3 MONTHS</b>										
<b>High</b> Jan 2012 = 87 <b>Low</b> Jul 2010 = 21 <i>Median DOM this month at 39, above the 5 yr JUL average of 37</i>	<table border="1"> <tr> <td>MAY</td> <td>37</td> </tr> <tr> <td>JUN</td> <td>34</td> </tr> <tr> <td>JUL</td> <td>39</td> </tr> <tr> <td>JUL</td> <td>-9.46%</td> </tr> <tr> <td>JUL</td> <td>16.42%</td> </tr> </table>	MAY	37	JUN	34	JUL	39	JUL	-9.46%	JUL	16.42%
MAY	37										
JUN	34										
JUL	39										
JUL	-9.46%										
JUL	16.42%										

#### 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+
\$40,000 and less	10	9.01%	73.5	67.5	73.5	0.0	0.0		
\$40,001 - \$60,000	11	9.91%	43.0	46.0	31.0	0.0	0.0		
\$60,001 - \$110,000	21	18.92%	36.0	32.0	41.5	60.5	0.0		
\$110,001 - \$140,000	23	20.72%	32.0	0.0	32.0	30.5	0.0		
\$140,001 - \$210,000	21	18.92%	22.0	13.0	13.0	52.0	0.0		
\$210,001 - \$270,000	13	11.71%	39.0	0.0	5.0	41.0	0.0		
\$270,001 and up	12	10.81%	60.0	88.0	0.0	72.5	47.0		
Median Closed DOM:	39.0			40.5	32.5	46.0	47.0		
Total Closed Units:	111			20	48	40	3		
Total Closed Volume:	17,135,483			1.72M	5.23M	8.83M	1.36M		



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

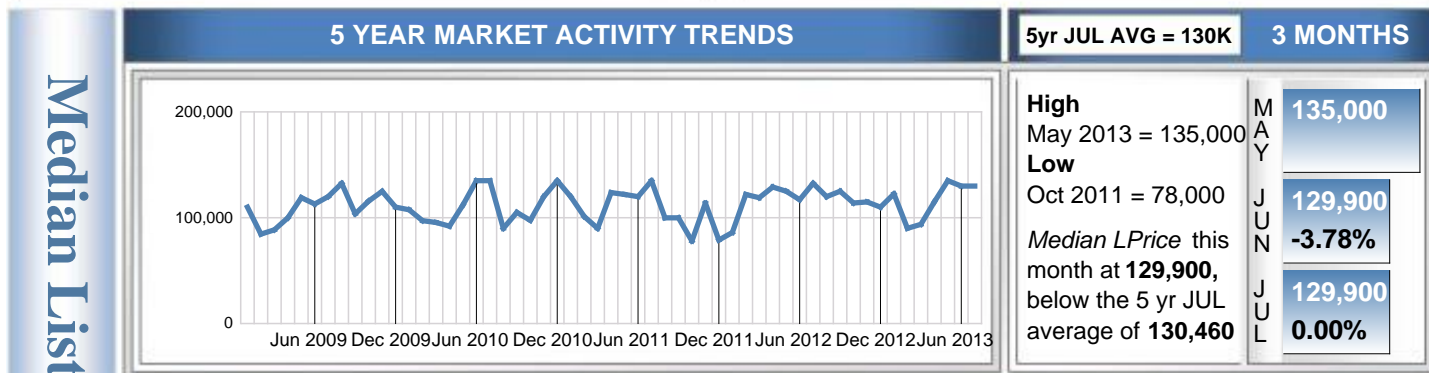
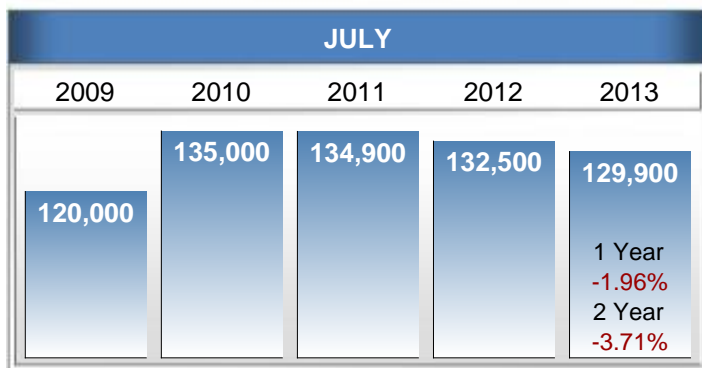
Closed Sales as of Aug 20, 2013



### Median List Price at Closing

Report Produced on: Aug 20, 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+
\$40,000 and less	9		8.11%	31,500	26,900	31,500	0	0
\$40,001 - \$60,000	13		11.71%	51,000	51,000	50,500	0	0
\$60,001 - \$110,000	20		18.02%	79,900	79,900	92,900	72,750	0
\$110,001 - \$140,000	22		19.82%	129,250	0	126,250	133,700	0
\$140,001 - \$210,000	22		19.82%	168,000	154,900	168,500	172,200	0
\$210,001 - \$270,000	13		11.71%	250,000	0	252,000	245,000	0
\$270,001 and up	12		10.81%	335,950	680,000	0	335,950	319,900
Median List Price:		\$129,900			\$56,000	\$119,000	\$213,700	\$319,900
Total Closed Units:		111			20	48	40	3
Total List Volume:		17,727,300			1.82M	5.40M	9.12M	1.39M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

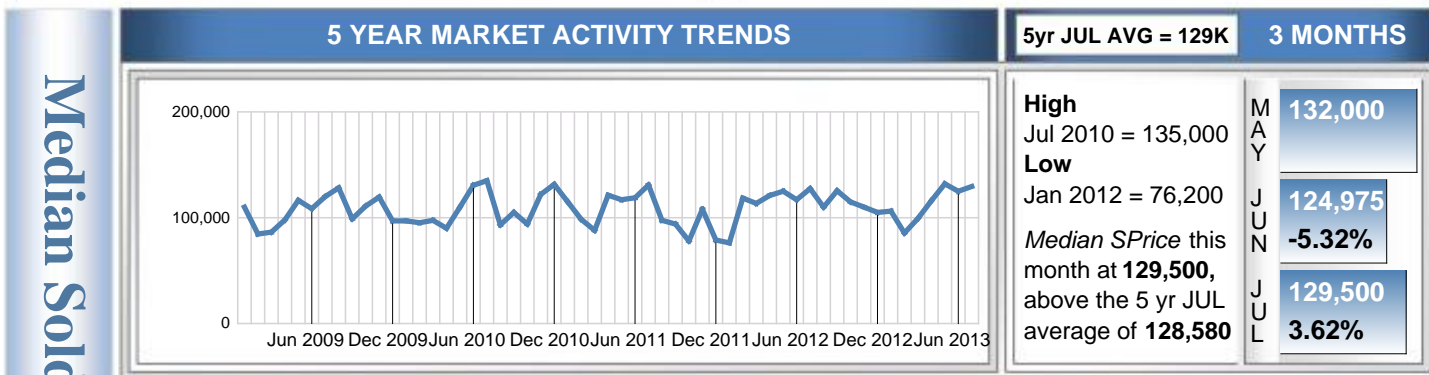
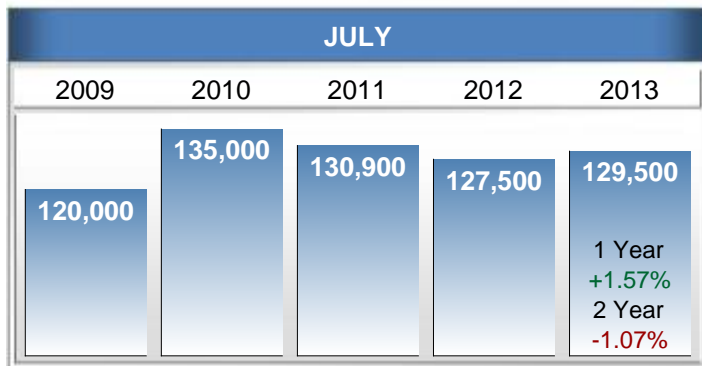
Closed Sales as of Aug 20, 2013



### Median Sold Price at Closing

Report Produced on: Aug 20, 2013

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+
\$40,000 and less	10		9.01%	28,500	23,350	35,350	0	0
\$40,001 - \$60,000	11		9.91%	46,171	50,000	46,000	0	0
\$60,001 - \$110,000	21		18.92%	75,000	74,100	89,000	68,750	0
\$110,001 - \$140,000	23		20.72%	125,000	0	124,900	131,000	0
\$140,001 - \$210,000	21		18.92%	162,000	150,000	164,750	171,950	0
\$210,001 - \$270,000	13		11.71%	239,900	0	262,000	239,200	0
\$270,001 and up	12		10.81%	329,000	645,000	0	329,000	312,000
Median Closed Price:		\$129,500			\$53,241	\$116,000	\$208,500	\$312,000
Total Closed Units:		111			20	48	40	3
Total Closed Volume:		17,135,483			1.72M	5.23M	8.83M	1.36M



# Monthly Inventory Analysis

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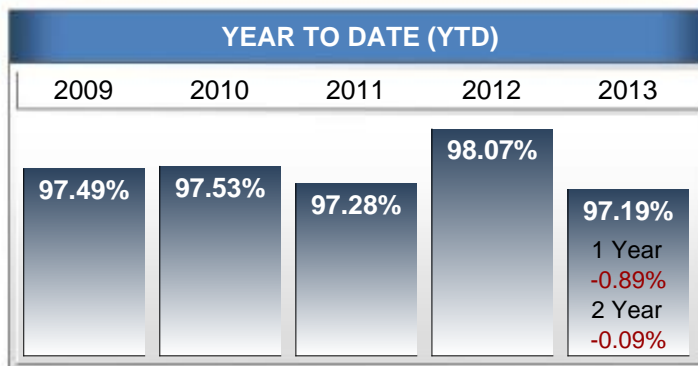
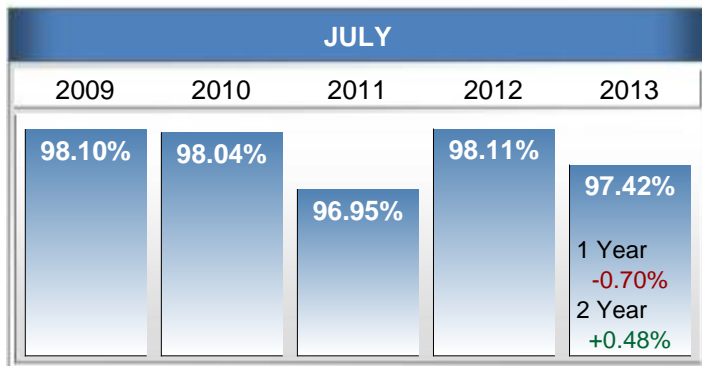
Closed Sales as of Aug 20, 2013



### 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+
\$40,000 and less	10	9.01%	93.67%	90.60%	95.72%	0.00%	0.00%
\$40,001 - \$60,000	11	9.91%	92.98%	94.12%	91.27%	0.00%	0.00%
\$60,001 - \$110,000	21	18.92%	94.87%	93.21%	98.33%	94.47%	0.00%
\$110,001 - \$140,000	23	20.72%	96.37%	0.00%	98.15%	95.71%	0.00%
\$140,001 - \$210,000	21	18.92%	97.89%	96.84%	97.93%	98.81%	0.00%
\$210,001 - \$270,000	13	11.71%	98.15%	0.00%	103.97%	98.07%	0.00%
\$270,001 and up	12	10.81%	97.53%	94.85%	0.00%	97.29%	97.54%
Median List/Sell Ratio:	97.42%			94.12%	97.75%	97.83%	97.54%
Total Closed Units:	111			20	48	40	3
Total Closed Volume:	17,135,483			1.72M	5.23M	8.83M	1.36M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2013

Inventory as of Aug 20, 2013



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 73 Sales/Month

**Active Inventory** as of July 31, 2013 = 555

	JULY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	81	111	37.04%	488	529	8.40%
Pending Sales	73	88	20.55%	522	575	10.15%
New Listings	158	209	32.28%	1,213	1,142	-5.85%
Median List Price	132,500	129,900	-1.96%	119,900	119,000	-0.75%
Median Sale Price	127,500	129,500	1.57%	115,870	117,000	0.98%
Median Percent of List Price to Selling Price	98.11%	97.42%	-0.70%	98.07%	97.19%	-0.89%
Median Days on Market to Sale	41.00	39.00	-4.88%	42.00	37.00	-11.90%
Monthly Inventory	655	555	-15.27%	655	555	-15.27%
Months Supply of Inventory	9.89	7.61	-23.01%	9.89	7.61	-23.01%

