



April 2013

Area Delimited by County Of Washington

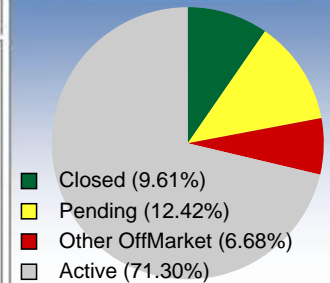


Absorption: Last 12 months, an Average of **70** Sales/Month

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%
Median List Price	129,000	114,950	-10.89%
Median Sale Price	121,000	116,000	-4.13%
Median Percent of List Price to Selling Price	97.50%	97.79%	0.30%
Median Days on Market to Sale	35.00	30.00	-14.29%
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.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.13%** in April 2013 to \$116,000 versus the previous year at \$121,000.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 5.00 days or **14.29%** in April 2013 compared to last year's same month at **35.00** DOM.

Sales Success for April 2013 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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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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April 2013

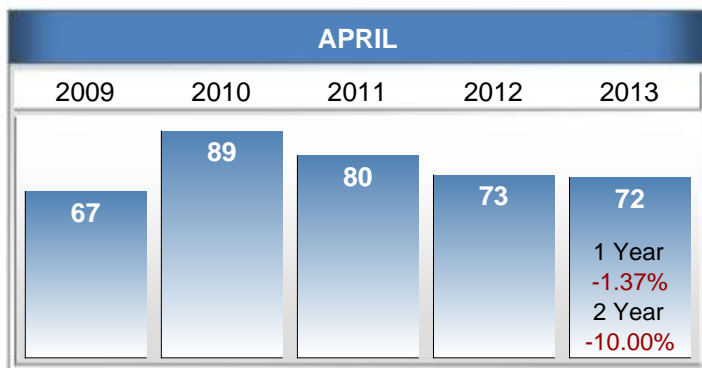
Closed Sales as of May 15, 2013



Closed Listings

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	8.33%	24.5	4	2	0	0
\$30,001 - \$70,000	10	13.89%	26.0	4	5	1	0
\$70,001 - \$90,000	11	15.28%	29.0	3	8	0	0
\$90,001 - \$140,000	17	23.61%	40.0	2	13	2	0
\$140,001 - \$200,000	11	15.28%	46.0	0	7	4	0
\$200,001 - \$250,000	9	12.50%	25.0	0	4	5	0
\$250,001 and up	8	11.11%	89.0	0	0	5	3
Total Closed Units: 72				30.0			
Total Closed Volume: 10,025,682				677.37K 4.53M 3.96M 859.00K			
Median Closed Price: \$116,000				\$52,000 \$106,000 \$216,500 \$285,000			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2013

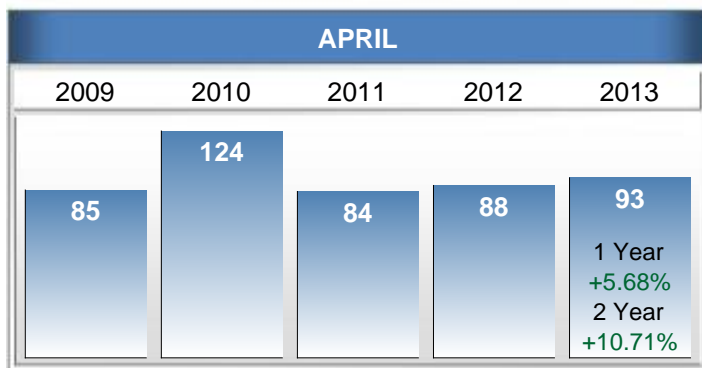
Pending Listings as of May 15, 2013



Pending Listings

Report Produced on: May 15, 2013

Area Delimited by County Of Washington



Pending Listings
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5yr APR AVG = 95	3 MONTHS										
High Apr 2010 = 124 Low Nov 2009 = 37 <i>Pending Listing</i> this month at 93 , below the 5 yr APR average of 95	<table border="1"> <tr> <td>FEB</td> <td>70</td> </tr> <tr> <td>MAR</td> <td>71</td> </tr> <tr> <td>APR</td> <td>1.43%</td> </tr> <tr> <td>MAY</td> <td>93</td> </tr> <tr> <td>JUN</td> <td>30.99%</td> </tr> </table>	FEB	70	MAR	71	APR	1.43%	MAY	93	JUN	30.99%
FEB	70										
MAR	71										
APR	1.43%										
MAY	93										
JUN	30.99%										

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	4	4.30%	17.0	2	2	0	0
\$30,001 - \$60,000	10	10.75%	32.5	5	5	0	0
\$60,001 - \$90,000	20	21.51%	54.0	5	12	3	0
\$90,001 - \$150,000	24	25.81%	51.0	0	16	8	0
\$150,001 - \$220,000	14	15.05%	29.5	0	6	8	0
\$220,001 - \$290,000	11	11.83%	15.0	0	4	6	1
\$290,001 and up	10	10.75%	26.5	1	1	7	1
Total Pending Units:	93		33.0	13	46	32	2
Total Pending Volume:	14,201,085			1.16M	5.48M	6.74M	814.90K
Median Listing Price:	\$129,900			\$59,900	\$104,000	\$200,200	\$407,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2013

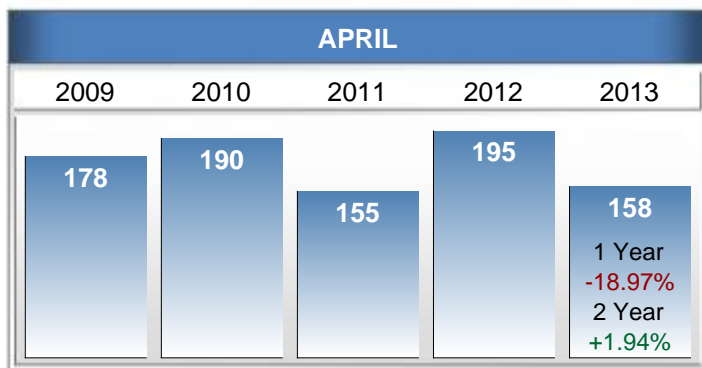
New Listings as of May 15, 2013



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
Median New Listed Listing Price:	\$121,875		\$55,000	\$104,450	\$205,000	\$339,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2013

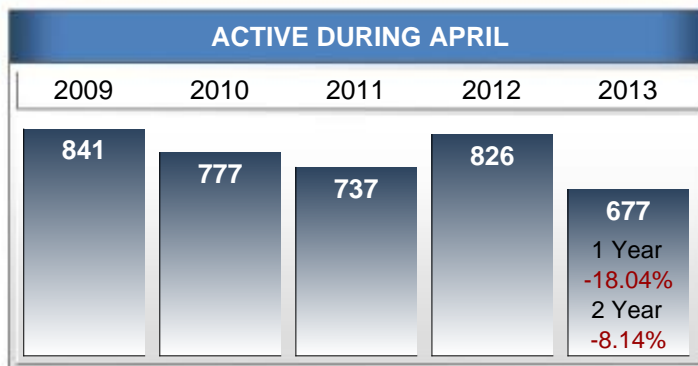
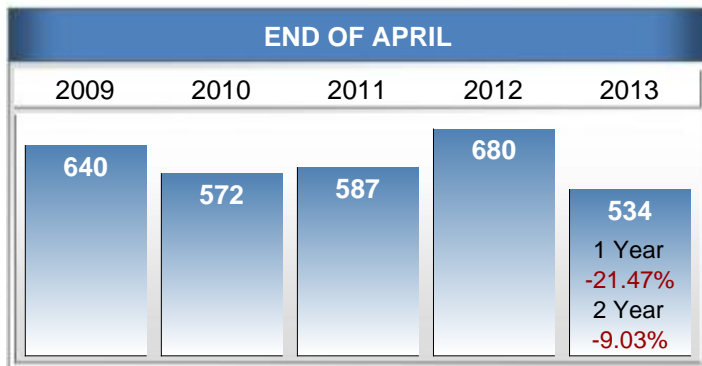
Active Inventory as of May 15, 2013



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
5.27%	
2.89%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	43	8.05%	87.0	35	8	0	0		
\$30,001 - \$50,000	62	11.61%	95.0	46	15	1	0		
\$50,001 - \$70,000	74	13.86%	72.5	51	20	3	0		
\$70,001 - \$120,000	138	25.84%	84.0	59	61	16	2		
\$120,001 - \$180,000	96	17.98%	57.0	12	44	35	5		
\$180,001 - \$270,000	65	12.17%	61.0	5	19	40	1		
\$270,001 and up	56	10.49%	62.0	15	3	25	13		
Total Active Inventory by Units:				534	74.0	223	170	120	21
Total Active Inventory by Volume:				88,050,881		26.07M	19.22M	26.72M	16.05M
Median Active Inventory Listing Price:				\$95,000		\$58,000	\$108,250	\$195,000	\$349,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2013

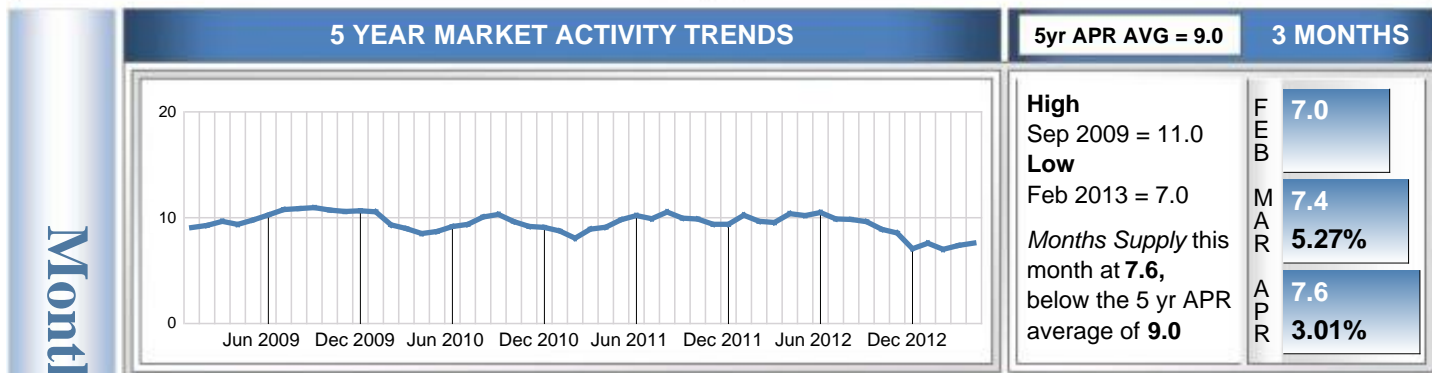
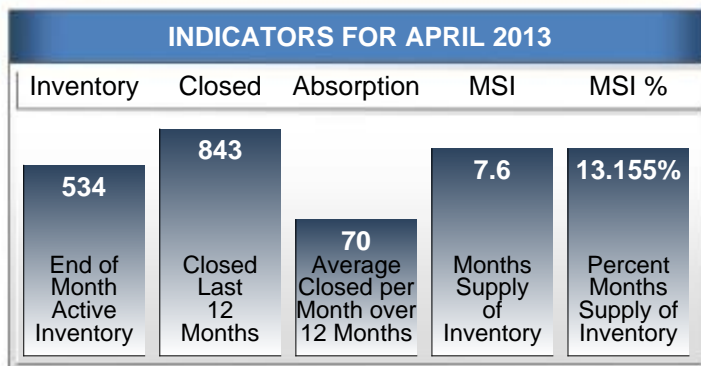
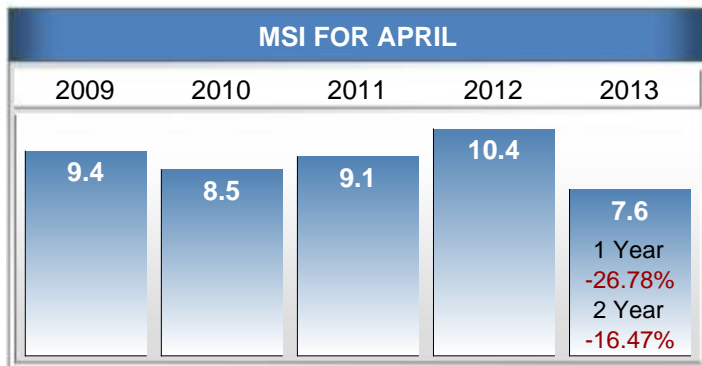
Active Inventory as of May 15, 2013



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

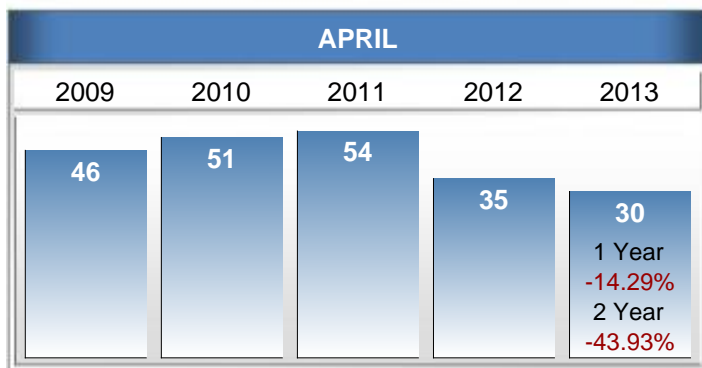
Closed Sales as of May 15, 2013



Median Days on Market to Sale

Report Produced on: May 15, 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+
\$30,000 and less	6	8.33%	24.5	42.5	1.5	0.0	0.0		
\$30,001 - \$70,000	10	13.89%	26.0	20.5	51.0	21.0	0.0		
\$70,001 - \$90,000	11	15.28%	29.0	43.0	28.5	0.0	0.0		
\$90,001 - \$140,000	17	23.61%	40.0	23.5	40.0	80.0	0.0		
\$140,001 - \$200,000	11	15.28%	46.0	0.0	46.0	35.0	0.0		
\$200,001 - \$250,000	9	12.50%	25.0	0.0	29.5	25.0	0.0		
\$250,001 and up	8	11.11%	89.0	0.0	0.0	70.0	159.0		
Median Closed DOM:	30.0			31.0	29.0	28.0	159.0		
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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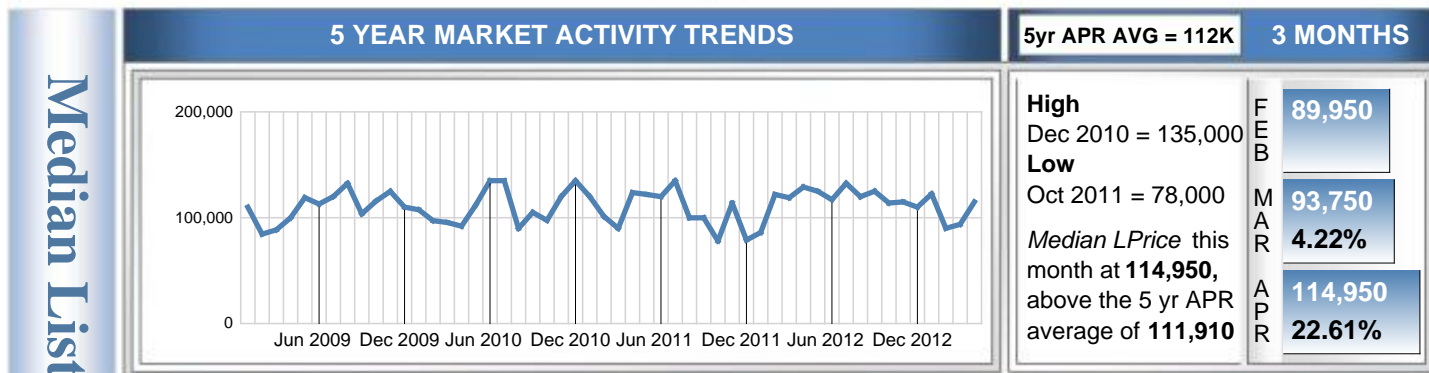
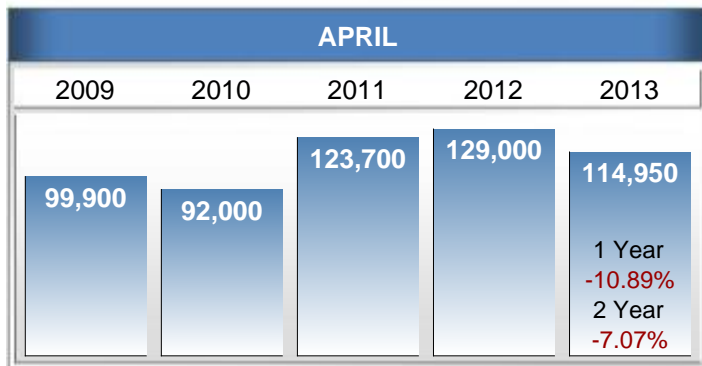
Closed Sales as of May 15, 2013



Median List Price at Closing

Report Produced on: May 15, 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+
\$30,000 and less	6		8.33%	20,375	16,600	25,025	0	0
\$30,001 - \$70,000	11		15.28%	52,000	45,950	60,700	45,000	0
\$70,001 - \$90,000	11		15.28%	79,900	79,000	81,200	0	0
\$90,001 - \$140,000	15		20.83%	114,900	107,450	119,000	103,750	0
\$140,001 - \$200,000	11		15.28%	164,900	0	174,200	160,000	0
\$200,001 - \$250,000	9		12.50%	219,900	0	219,900	225,950	0
\$250,001 and up	9		12.50%	319,000	0	255,000	325,000	289,900
Median List Price:	\$114,950				\$52,000	\$109,000	\$219,900	\$289,900
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

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April 2013

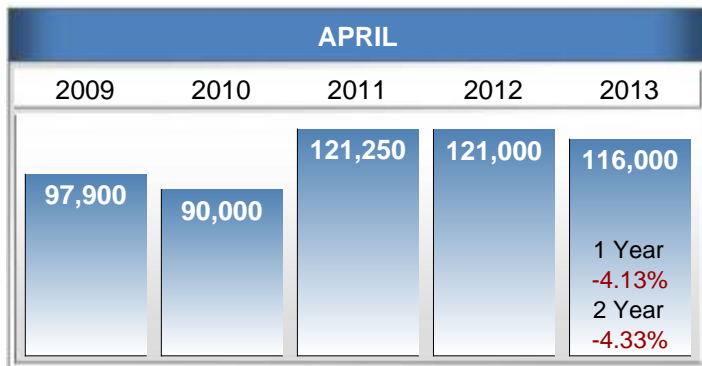
Closed Sales as of May 15, 2013



Median Sold Price at Closing

Report Produced on: May 15, 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+
\$30,000 and less	6		8.33%	18,985	14,985	24,750	0	0
\$30,001 - \$70,000	10		13.89%	46,750	43,552	53,000	36,000	0
\$70,001 - \$90,000	11		15.28%	77,000	77,000	79,250	0	0
\$90,001 - \$140,000	17		23.61%	114,000	107,650	120,000	103,500	0
\$140,001 - \$200,000	11		15.28%	170,000	0	175,000	162,000	0
\$200,001 - \$250,000	9		12.50%	225,000	0	220,000	225,000	0
\$250,001 and up	8		11.11%	309,217	0	0	315,000	285,000
Median Closed Price:	\$116,000				\$52,000	\$106,000	\$216,500	\$285,000
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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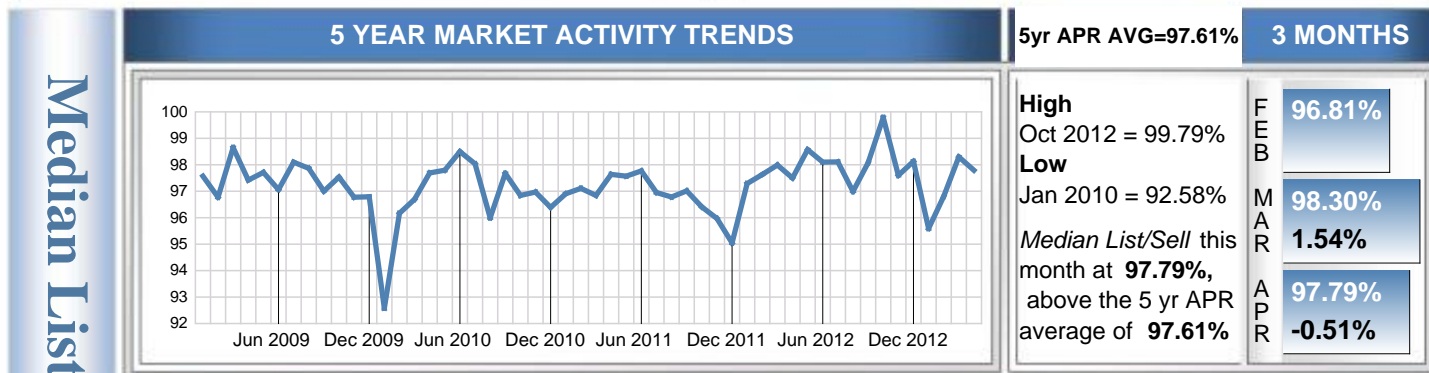
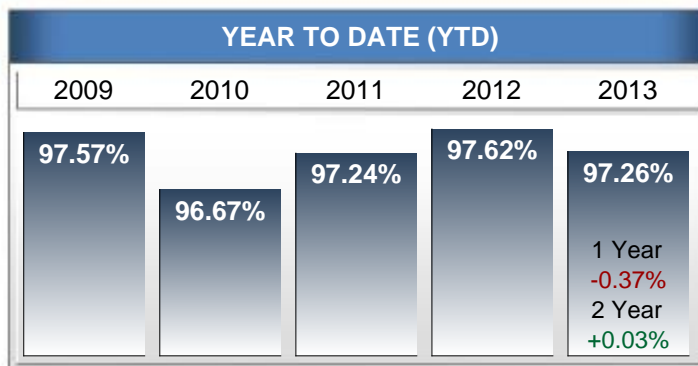
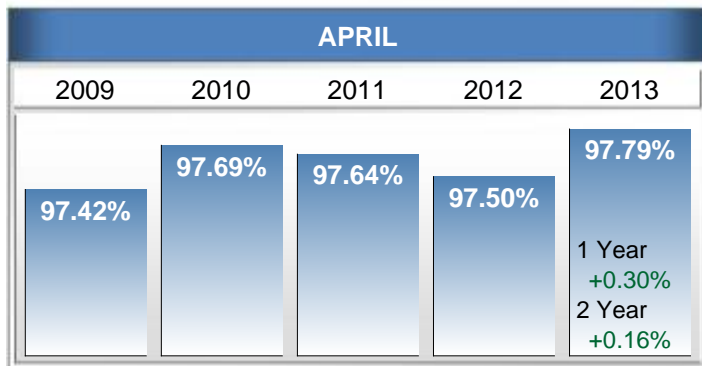
Closed Sales as of May 15, 2013



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+
\$30,000 and less	6	8.33%	89.09%	80.00%	98.98%	0.00%	0.00%
\$30,001 - \$70,000	10	13.89%	96.12%	100.00%	94.97%	80.00%	0.00%
\$70,001 - \$90,000	11	15.28%	97.97%	97.97%	98.43%	0.00%	0.00%
\$90,001 - \$140,000	17	23.61%	99.20%	100.27%	98.18%	99.78%	0.00%
\$140,001 - \$200,000	11	15.28%	97.03%	0.00%	97.67%	95.37%	0.00%
\$200,001 - \$250,000	9	12.50%	97.06%	0.00%	96.28%	97.76%	0.00%
\$250,001 and up	8	11.11%	97.45%	0.00%	0.00%	96.92%	98.31%
Median List/Sell Ratio: 97.79%				98.74%	97.67%	96.98%	98.31%
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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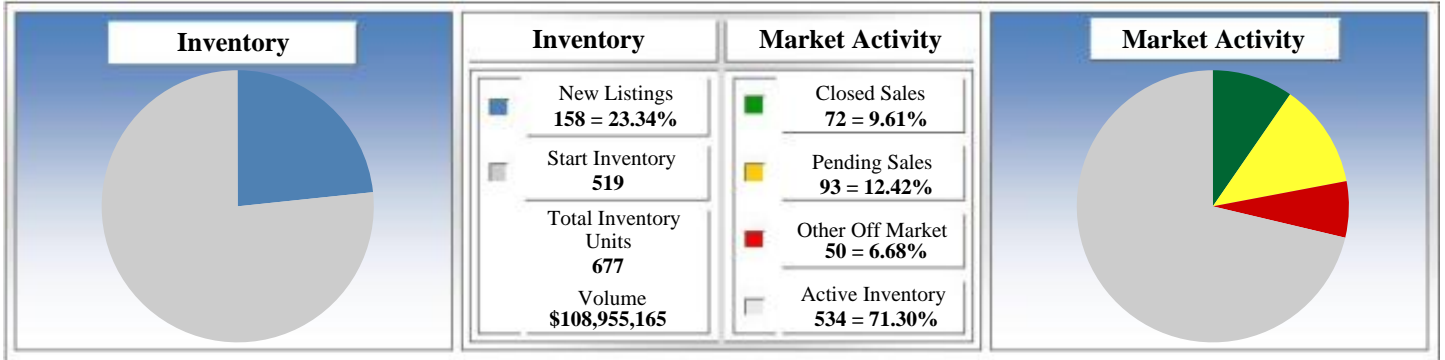
Inventory as of May 15, 2013



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 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%
Median List Price	129,000	114,950	-10.89%	115,000	106,500	-7.39%
Median Sale Price	121,000	116,000	-4.13%	112,000	101,050	-9.78%
Median Percent of List Price to Selling Price	97.50%	97.79%	0.30%	97.62%	97.26%	-0.37%
Median Days on Market to Sale	35.00	30.00	-14.29%	49.00	40.50	-17.35%
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%

