



February 2014

Area Delimited by County Of Washington

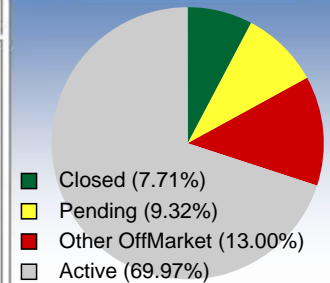


Absorption: Last 12 months, an Average of **74** Sales/Month

Active Inventory as of February 28, 2014 = **608**

	FEBRUARY		
	2013	2014	+/- %
Closed Listings	58	67	15.52%
Pending Listings	70	81	15.71%
New Listings	119	182	52.94%
Average List Price	129,108	149,452	15.76%
Average Sale Price	124,132	144,676	16.55%
Average Percent of List Price to Selling Price	94.75%	94.68%	-0.07%
Average Days on Market to Sale	62.28	63.88	2.58%
End of Month Inventory	498	608	22.09%
Months Supply of Inventory	7.03	8.21	16.73%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 17, 2014

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2014 rose **22.09%** to 608 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 **8.21** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **16.55%** in February 2014 to \$144,676 versus the previous year at \$124,132.

Average Days on Market Lengthens

The average number of **63.88** days that homes spent on the market before selling increased by 1.60 days or **2.58%** in February 2014 compared to last year's same month at **62.28** DOM.

Sales Success for February 2014 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 182 New Listings in February 2014, up **52.94%** from last year at 119. Furthermore, there were 67 Closed Listings this month versus last year at 58, a **15.52%** increase.

Closed versus Listed trends yielded a **36.8%** ratio, down from last year's February 2014 at **48.7%**, a **24.47%** downswing. This will certainly create pressure on an increasing 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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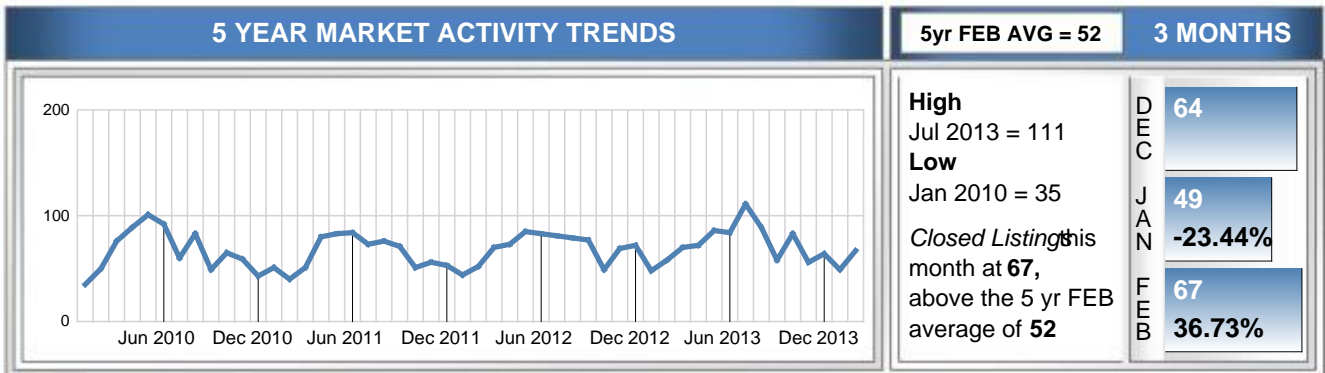
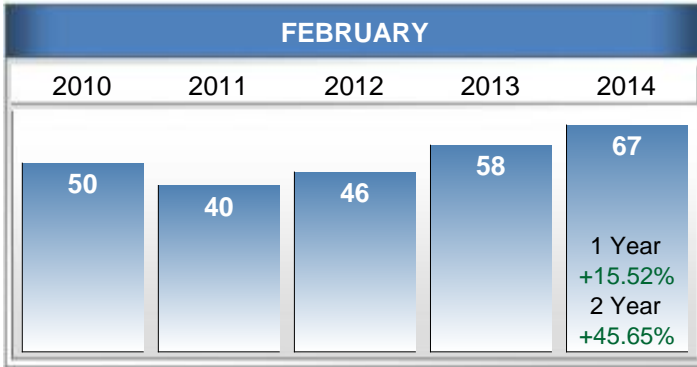
Closed Sales as of Mar 17, 2014



Closed Listings

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Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	7.46%	36.6	3	2	0	0
\$20,001 - \$60,000	9	13.43%	58.9	4	5	0	0
\$60,001 - \$90,000	11	16.42%	89.5	3	7	1	0
\$90,001 - \$150,000	17	25.37%	67.6	3	12	2	0
\$150,001 - \$210,000	7	10.45%	104.3	0	5	2	0
\$210,001 - \$310,000	11	16.42%	40.5	0	3	6	2
\$310,001 and up	7	10.45%	37.0	0	0	5	2
Total Closed Units:	67		63.9	13	34	16	4
Total Closed Volume:	9,693,307			730.50K	3.75M	3.96M	1.25M
Average Closed Price:	\$144,676			\$56,193	\$110,274	\$247,515	\$313,313



Monthly Inventory Analysis

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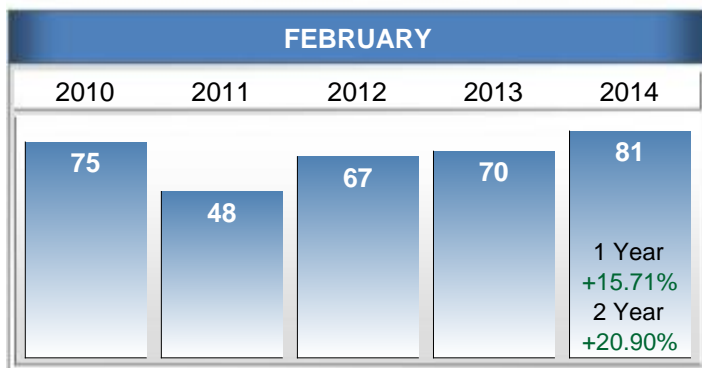
Pending Listings as of Mar 17, 2014



Pending Listings

Report Produced on: Mar 17, 2014

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	8	9.88%	26.4	1	7	0	0		
\$50,001 - \$75,000	10	12.35%	71.8	4	5	1	0		
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0		
\$75,001 - \$125,000	26	32.10%	75.4	7	13	5	1		
\$125,001 - \$175,000	14	17.28%	68.6	1	6	6	1		
\$175,001 - \$275,000	14	17.28%	77.4	0	6	8	0		
\$275,001 and up	9	11.11%	65.6	0	2	6	1		
Total Pending Units:				81	65.3	13	39	26	3
Total Pending Volume:				11,382,300		1.07M	4.58M	5.16M	574.90K
Average Listing Price:				\$161,200		\$82,323	\$117,436	\$198,354	\$191,633



Monthly Inventory Analysis

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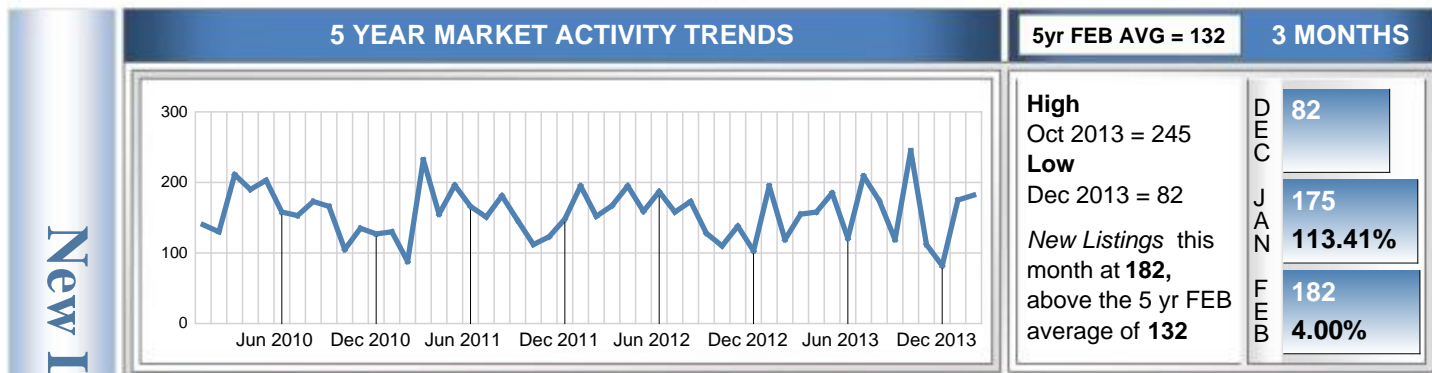
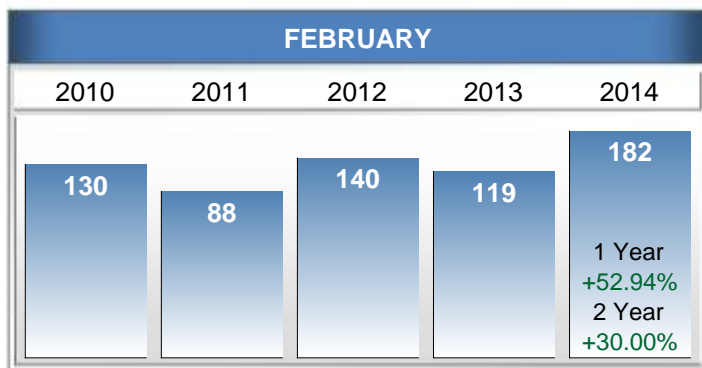
New Listings as of Mar 17, 2014



New Listings

Report Produced on: Mar 17, 2014

Area Delimited by County Of Washington



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	7	3.85%	6	1	0	0
\$20,001 - \$40,000	29	15.93%	24	5	0	0
\$40,001 - \$60,000	25	13.74%	20	5	0	0
\$60,001 - \$120,000	48	26.37%	22	22	3	1
\$120,001 - \$170,000	31	17.03%	1	22	8	0
\$170,001 - \$260,000	21	11.54%	2	5	12	2
\$260,001 and up	21	11.54%	3	2	13	3
Total New Listed Units:	182		78	62	36	6
Total New Listed Volume:	24,774,469		5.80M	7.07M	9.64M	2.26M
Average New Listed Listing Price:	\$127,000		\$74,334	\$114,082	\$267,904	\$376,467

New Listings

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Monthly Inventory Analysis

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February 2014

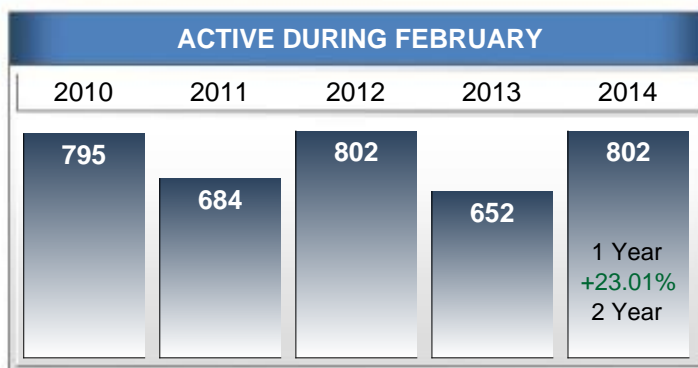
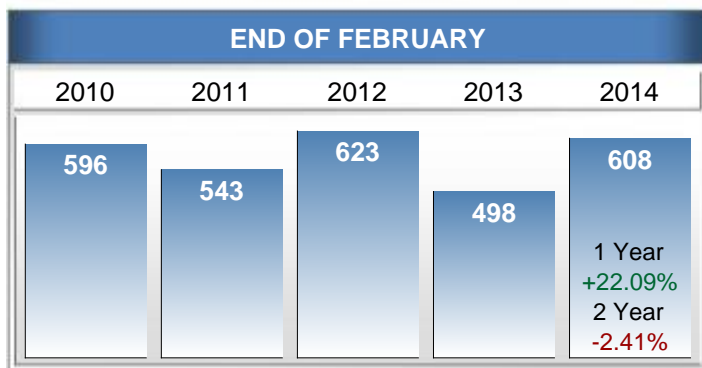
Active Inventory as of Mar 17, 2014



Active Inventory

Report Produced on: Mar 17, 2014

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Active Inventory

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5yr FEB AVG = 574 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **608**, above the 5 yr FEB average of **574**

D E C	637
J A N	620
F E B	608
	-2.67%
	-1.94%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1 \$20,000	133	21.88%	122.2	132	1	0	0		
\$20,001 \$50,000	100	16.45%	53.6	80	19	1	0		
\$50,001 \$90,000	131	21.55%	57.2	78	48	3	2		
\$90,001 \$150,000	96	15.79%	66.3	22	55	19	0		
\$150,001 \$250,000	87	14.31%	63.9	14	32	38	3		
\$250,001 and up	61	10.03%	84.0	7	6	31	17		
Total Active Inventory by Units:				608	75.9	333	161	92	22
Total Active Inventory by Volume:				79,246,486		19.44M	18.50M	23.05M	18.26M
Average Active Inventory Listing Price:				\$130,340		\$58,368	\$114,902	\$250,529	\$830,086



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

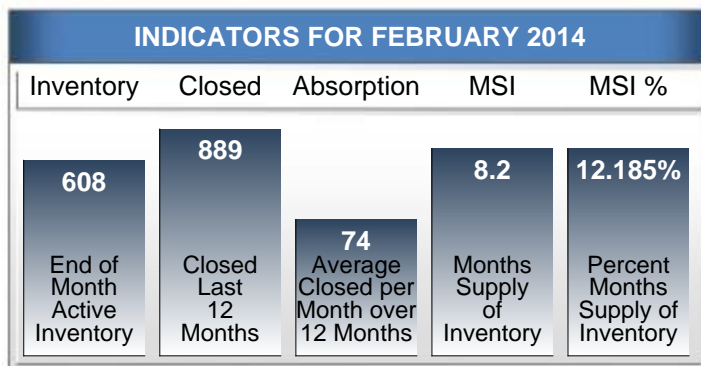
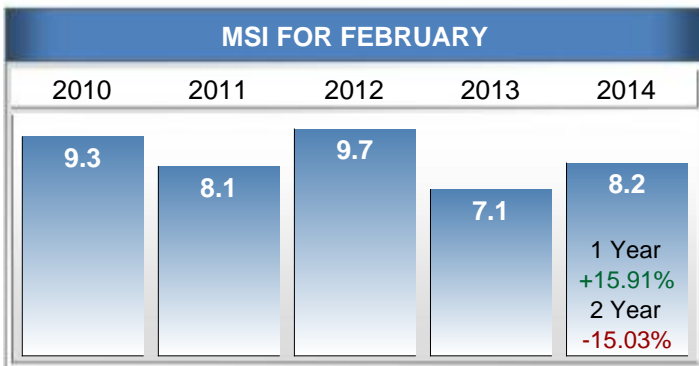
Active Inventory as of Mar 17, 2014



Months Supply of Inventory

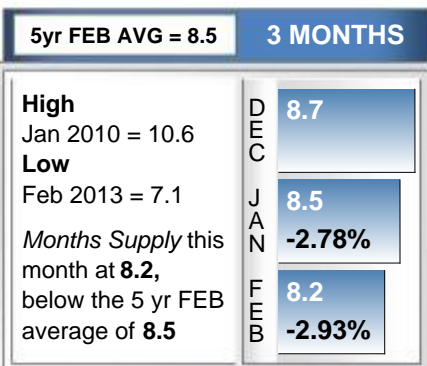
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Months Supply

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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+
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$20,000	133	21.88%	27.5	44.0	0.6	0.0	0.0
\$20,001-\$50,000	100	16.45%	13.6	23.4	5.0	12.0	0.0
\$50,001-\$90,000	131	21.55%	7.7	15.1	4.8	1.7	12.0
\$90,001-\$150,000	96	15.79%	4.9	17.6	4.1	3.8	0.0
\$150,001-\$250,000	87	14.31%	5.7	33.6	5.1	4.6	9.0
\$250,001 and up	61	10.03%	6.2	16.8	7.2	5.0	7.3
MSI:			8.2	24.4	4.5	4.3	7.3
Total Active Inventory:			608	333	161	92	22



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

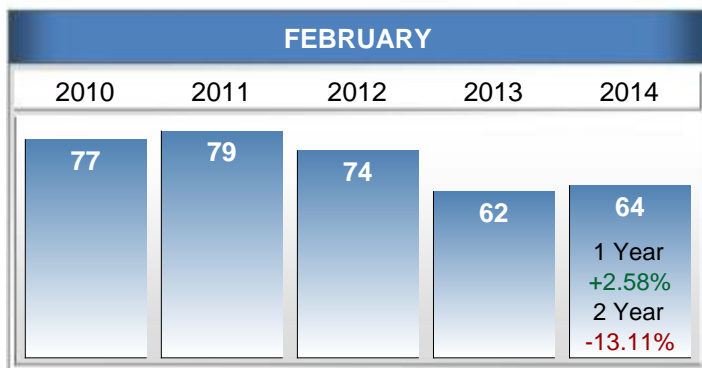
Closed Sales as of Mar 17, 2014



Average Days on Market to Sale

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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+
\$20,000 and less	5	7.46%	36.6	28.7	48.5	0.0	0.0
\$20,001 - \$60,000	9	13.43%	58.9	85.8	37.4	0.0	0.0
\$60,001 - \$90,000	11	16.42%	89.5	139.7	71.4	65.0	0.0
\$90,001 - \$150,000	17	25.37%	67.6	76.0	62.5	85.5	0.0
\$150,001 - \$210,000	7	10.45%	104.3	0.0	113.2	82.0	0.0
\$210,001 - \$310,000	11	16.42%	40.5	0.0	36.0	41.0	45.5
\$310,001 and up	7	10.45%	37.0	0.0	0.0	22.2	74.0
Average Closed DOM: 63.9				82.8	64.9	47.3	59.8
Total Closed Units: 67				13	34	16	4
Total Closed Volume: 9,693,307				730.50K	3.75M	3.96M	1.25M



Monthly Inventory Analysis

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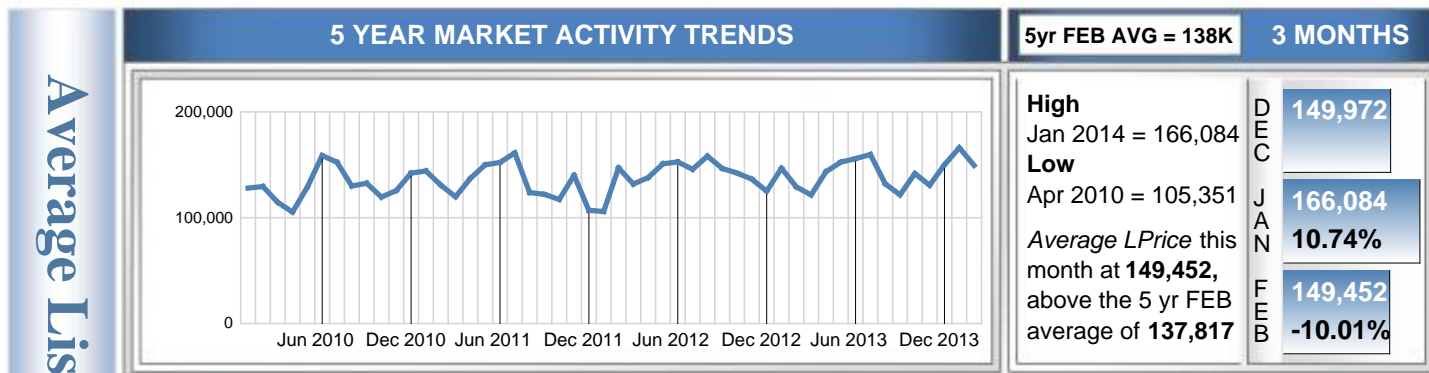
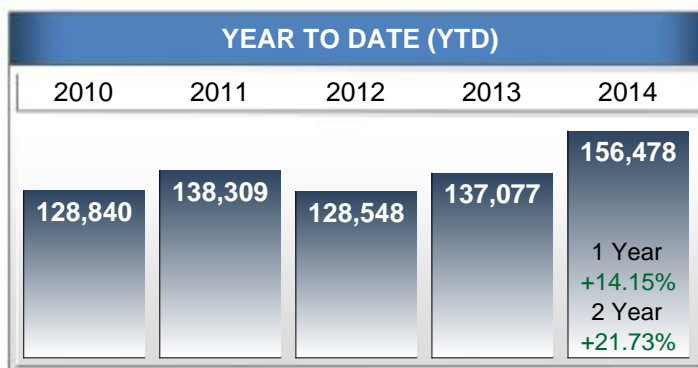
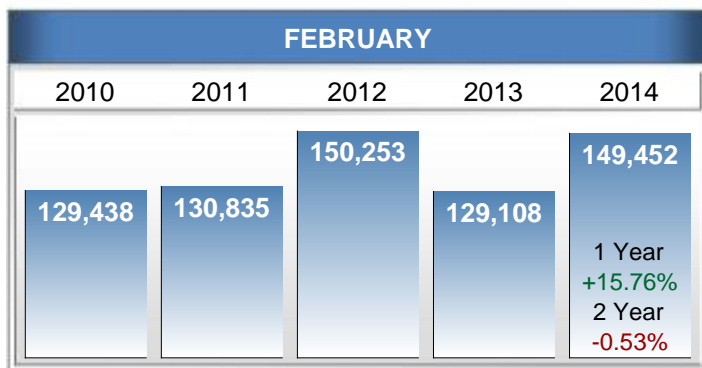
Closed Sales as of Mar 17, 2014



Average List Price at Closing

Report Produced on: Mar 17, 2014

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+
\$20,000 and less	4	5.97%	16,100	18,300	17,250	0	0
\$20,001 - \$60,000	9	13.43%	43,700	42,125	53,940	0	0
\$60,001 - \$90,000	13	19.40%	80,046	77,633	83,229	69,900	0
\$90,001 - \$150,000	15	22.39%	122,180	101,767	125,433	130,000	0
\$150,001 - \$210,000	9	13.43%	173,733	0	171,240	179,950	0
\$210,001 - \$310,000	10	14.93%	245,480	0	231,500	238,883	261,000
\$310,001 and up	7	10.45%	380,557	0	0	375,180	394,000
Average List Price:		\$149,452		\$58,585	\$115,962	\$249,938	\$327,500
Total Closed Units:		67		13	34	16	4
Total List Volume:		10,013,299		761.60K	3.94M	4.00M	1.31M



Monthly Inventory Analysis

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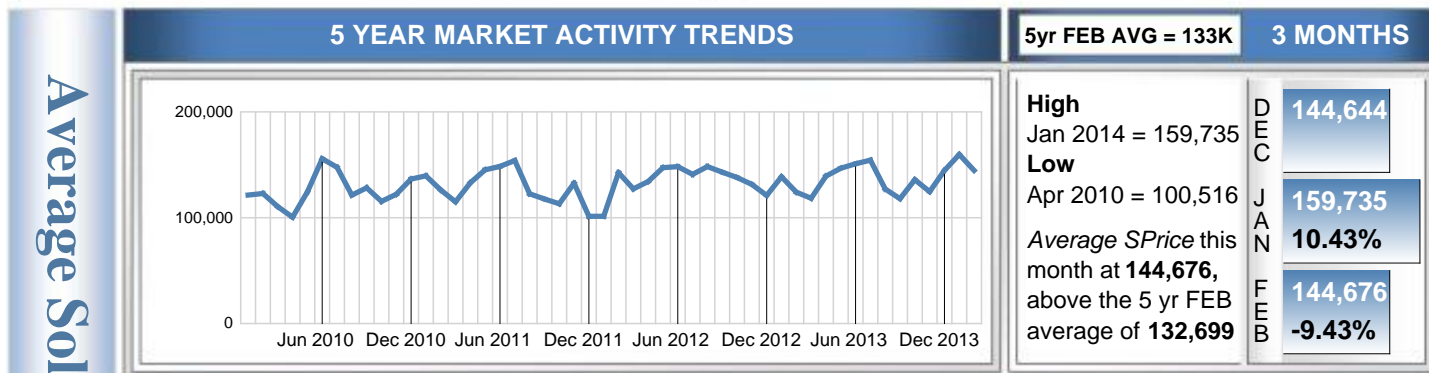
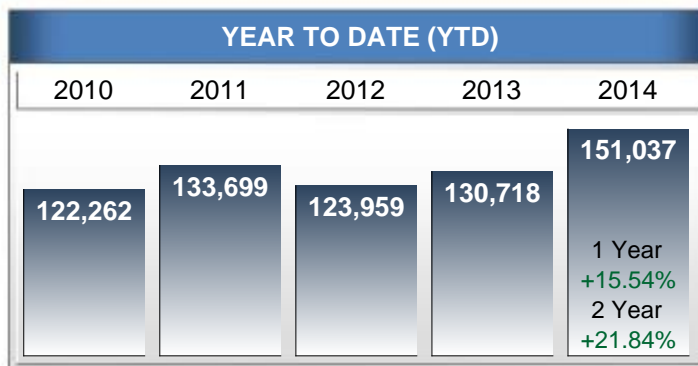
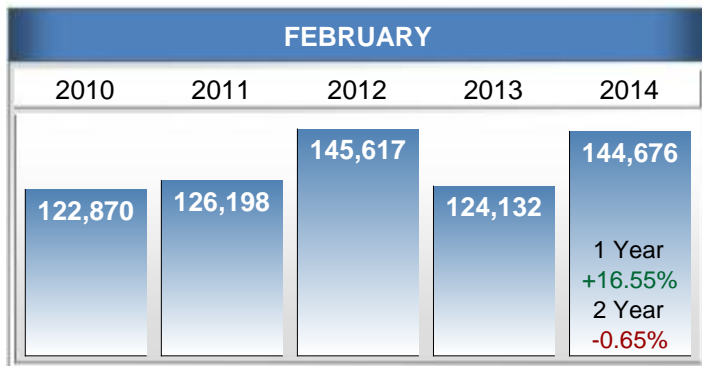
Closed Sales as of Mar 17, 2014



Average Sold Price at Closing

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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+
\$20,000 and less	5		7.46%	12,140	11,367	13,300	0	0
\$20,001 \$60,000	9		13.43%	46,246	40,526	50,822	0	0
\$60,001 \$90,000	11		16.42%	76,655	78,600	77,071	67,900	0
\$90,001 \$150,000	17		25.37%	116,371	99,500	118,400	129,500	0
\$150,001 \$210,000	7		10.45%	170,543	0	168,260	176,250	0
\$210,001 \$310,000	11		16.42%	237,281	0	222,333	240,474	250,125
\$310,001 and up	7		10.45%	370,143	0	0	367,600	376,500
Average Closed Price:	\$144,676				\$56,193	\$110,274	\$247,515	\$313,313
Total Closed Units:	67				13	34	16	4
Total Closed Volume:	9,693,307				730.50K	3.75M	3.96M	1.25M



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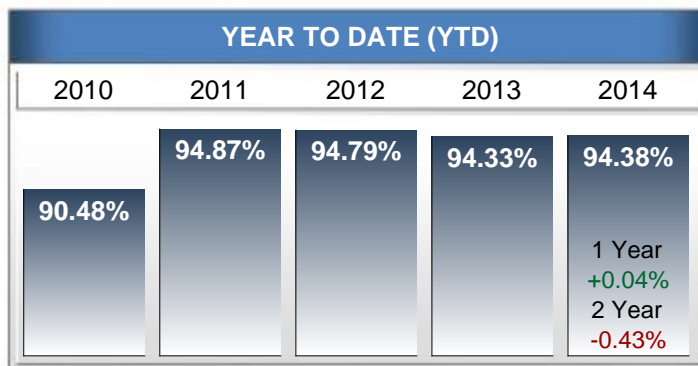
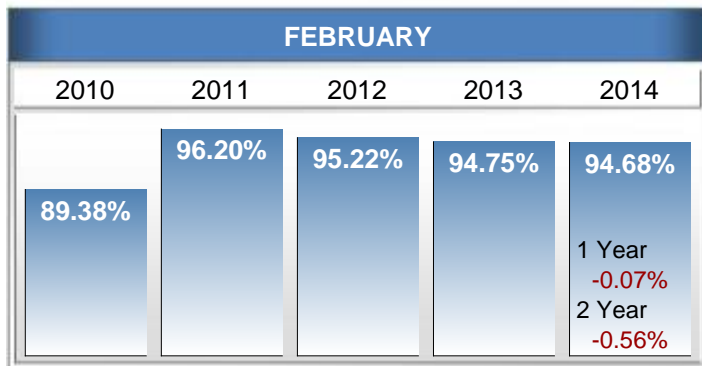
Closed Sales as of Mar 17, 2014



Average Percent of List Price to Selling 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+
\$20,000 and less	5	7.46%	68.24%	63.91%	74.74%	0.00%	0.00%
\$20,001 \$60,000	9	13.43%	95.90%	96.87%	95.11%	0.00%	0.00%
\$60,001 \$90,000	11	16.42%	95.45%	101.23%	92.74%	97.14%	0.00%
\$90,001 \$150,000	17	25.37%	96.15%	98.48%	95.00%	99.57%	0.00%
\$150,001 \$210,000	7	10.45%	98.16%	0.00%	98.25%	97.94%	0.00%
\$210,001 \$310,000	11	16.42%	98.70%	0.00%	96.06%	100.98%	95.82%
\$310,001 and up	7	10.45%	97.45%	0.00%	0.00%	98.11%	95.79%
Average List/Sell Ratio: 94.70%				90.64%	93.93%	99.29%	95.80%
Total Closed Units: 67				13	34	16	4
Total Closed Volume: 9,693,307				730.50K	3.75M	3.96M	1.25M

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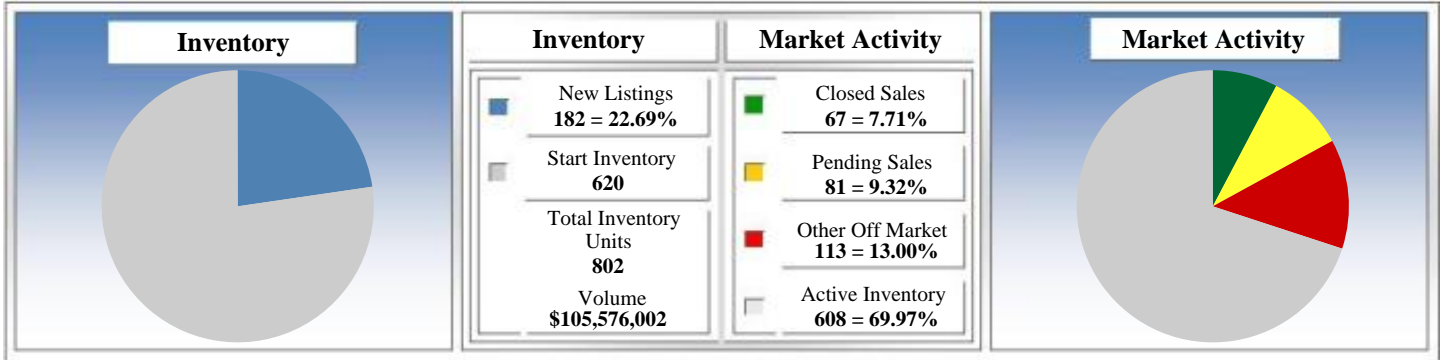
Inventory as of Mar 17, 2014



Market Summary

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

Active Inventory as of February 28, 2014 = 608

	FEBRUARY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	58	67	15.52%	106	116	9.43%
Pending Sales	70	81	15.71%	143	151	5.59%
New Listings	119	182	52.94%	314	357	13.69%
Average List Price	129,108	149,452	15.76%	137,077	156,478	14.15%
Average Sale Price	124,132	144,676	16.55%	130,718	151,037	15.54%
Average Percent of List Price to Selling Price	94.75%	94.68%	-0.07%	94.33%	94.38%	0.04%
Average Days on Market to Sale	62.28	63.88	2.58%	60.49	61.41	1.51%
Monthly Inventory	498	608	22.09%	498	608	22.09%
Months Supply of Inventory	7.03	8.21	16.73%	7.03	8.21	16.73%

