



# June 2013

Area Delimited by County Of Washington

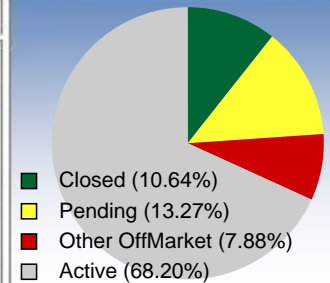


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of June 30, 2013 = **519**

	JUNE		
	2012	2013	+/- %
Closed Listings	83	81	-2.41%
Pending Listings	74	101	36.49%
New Listings	187	120	-35.83%
Median List Price	117,000	134,900	15.30%
Median Sale Price	117,000	127,500	8.97%
Median Percent of List Price to Selling Price	98.10%	96.92%	-1.20%
Median Days on Market to Sale	33.00	33.00	0.00%
End of Month Inventory	688	519	-24.56%
Months Supply of Inventory	10.49	7.41	-29.41%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 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 June 2013 decreased **24.56%** to 519 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 **7.41** 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 **8.97%** in June 2013 to \$127,500 versus the previous year at \$117,000.

### Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in June 2013 compared to last year's same month at **33.00** DOM.

### Sales Success for June 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 120 New Listings in June 2013, down **35.83%** from last year at 187. Furthermore, there were 81 Closed Listings this month versus last year at 83, a **-2.41%** decrease.

Closed versus Listed trends yielded a **67.5%** ratio, up from last year's June 2013 at **44.4%**, a **52.08%** 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>
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<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®

## June 2013

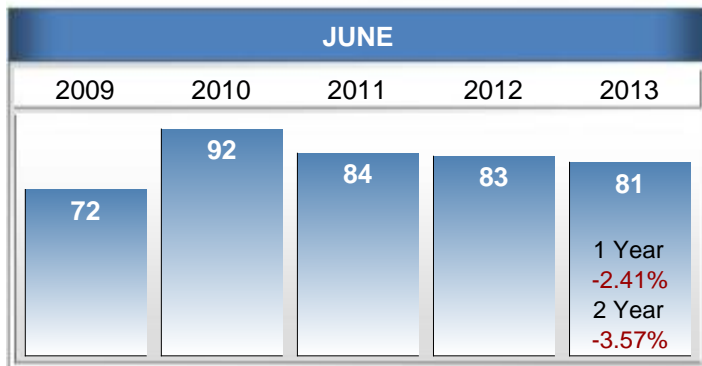
Closed Sales as of Jul 17, 2013



### Closed Listings

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Area Delimited by County Of Washington



Closed Listings  
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**5yr JUN AVG = 82**      **3 MONTHS**

**High**  
May 2010 = 101

**Low**  
Jan 2010 = 35

Closed Listing this month at **81**, below the 5 yr JUN average of **82**

A	72
P	
R	
M	85
A	<b>18.06%</b>
Y	
J	81
J	<b>-4.71%</b>
N	

#### 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	7	8.64%	33.0	3	4	0	0		
\$30,001 - \$60,000	9	11.11%	56.0	6	3	0	0		
\$60,001 - \$90,000	13	16.05%	35.0	2	6	5	0		
\$90,001 - \$150,000	20	24.69%	32.5	1	15	4	0		
\$150,001 - \$220,000	11	13.58%	23.0	0	6	5	0		
\$220,001 - \$290,000	12	14.81%	33.0	0	3	9	0		
\$290,001 and up	9	11.11%	35.0	1	0	5	3		
Total Closed Units:				81	33.0	13	37	28	3
Total Closed Volume:				12,382,485		1.03M	4.26M	5.89M	1.20M
Median Closed Price:				\$127,500		\$55,000	\$112,000	\$221,000	\$388,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

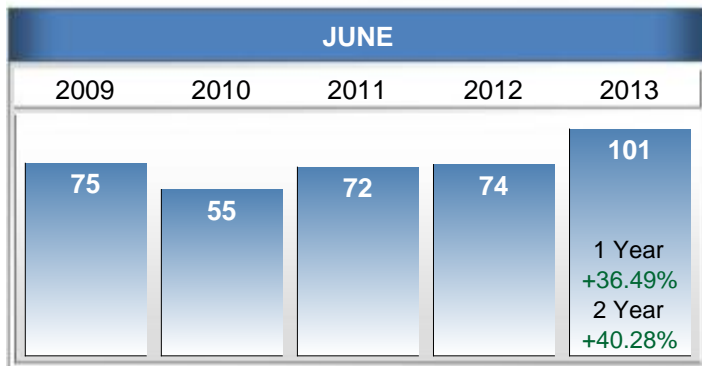
Pending Listings as of Jul 17, 2013



### Pending Listings

Report Produced on: Jul 17, 2013

Area Delimited by County Of Washington



**5yr JUN AVG = 75**      **3 MONTHS**

**High**  
Apr 2010 = 124  
**Low**  
Nov 2009 = 37

Pending Listing this month at **101**, above the 5 yr JUN average of **75**

A P R	92
M A Y	84
J U N	101
<b>-8.70%</b>	
<b>20.24%</b>	

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+
\$30,000 and less	9	8.91%	69.0	5	4	0	0
\$30,001 - \$50,000	11	10.89%	48.0	3	7	1	0
\$50,001 - \$80,000	15	14.85%	30.0	8	5	2	0
\$80,001 - \$140,000	24	23.76%	47.0	1	16	6	1
\$140,001 - \$220,000	20	19.80%	31.5	1	7	12	0
\$220,001 - \$270,000	10	9.90%	21.0	0	1	9	0
\$270,001 and up	12	11.88%	60.0	2	1	7	2
Total Pending Units: 101				20	41	37	3
Total Pending Volume: 15,147,950				2.08M	4.26M	8.13M	686.70K
Median Listing Price: \$129,900				\$56,000	\$107,500	\$219,900	\$279,900



# Monthly Inventory Analysis

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## June 2013

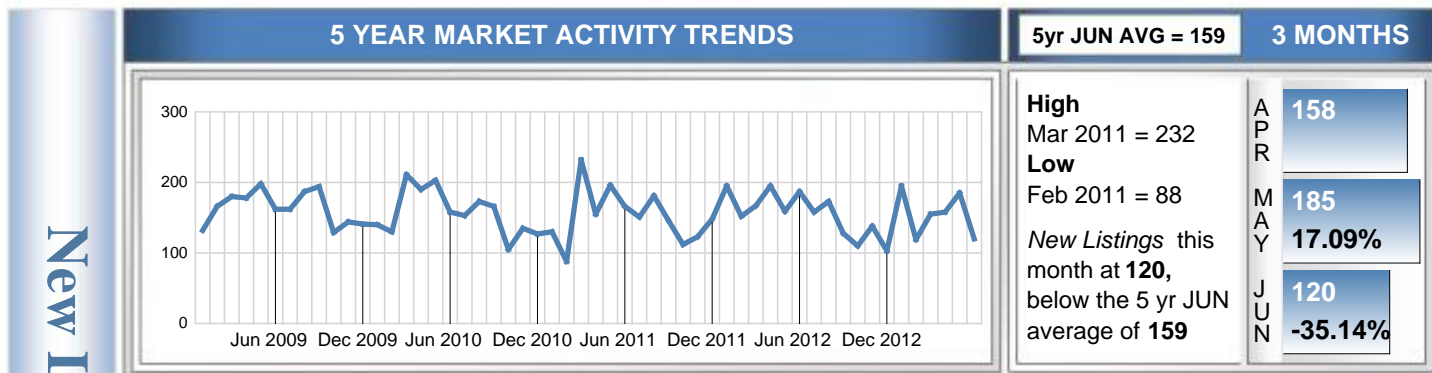
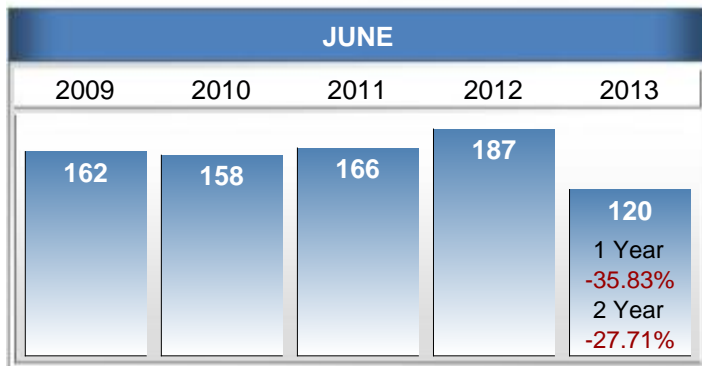
New Listings as of Jul 17, 2013



### New Listings

Report Produced on: Jul 17, 2013

Area Delimited by County Of Washington



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+
\$40,000 and less	11	9.17%	8	2	1	0
\$40,001 \$50,000	7	5.83%	5	2	0	0
\$50,001 \$70,000	23	19.17%	18	5	0	0
\$70,001 \$120,000	29	24.17%	7	19	3	0
\$120,001 \$170,000	21	17.50%	1	11	8	1
\$170,001 \$290,000	17	14.17%	1	7	9	0
\$290,001 and up	12	10.00%	1	1	5	5
Total New Listed Units:			41	47	26	6
Total New Listed Volume:			2.77M	5.54M	5.97M	2.88M
Median New Listed Listing Price:			\$55,000	\$92,000	\$173,500	\$352,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

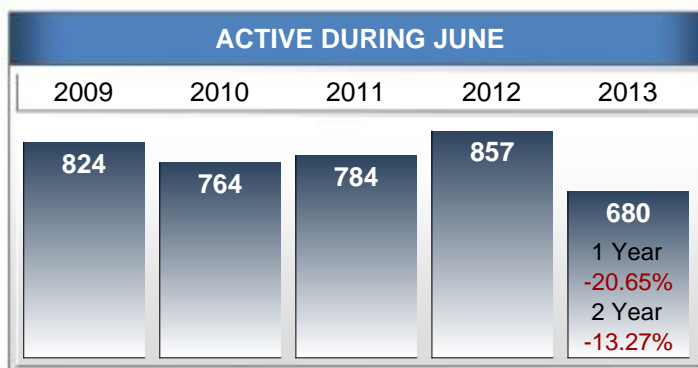
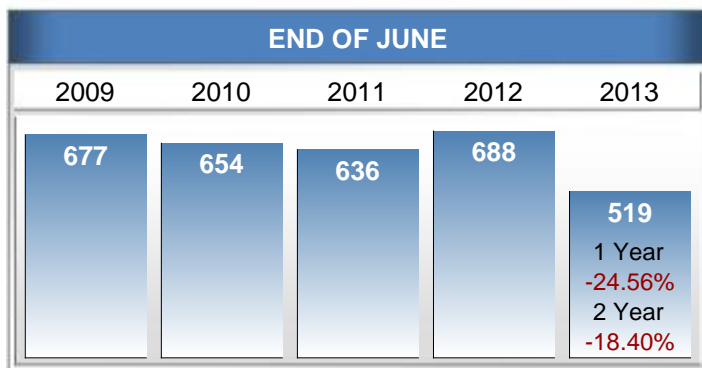
Active Inventory as of Jul 17, 2013



### Active Inventory

Report Produced on: Jul 17, 2013

Area Delimited by County Of Washington



Active Inventory

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**5yr JUN AVG = 635**     **3 MONTHS**

**High**  
Aug 2010 = 708

**Low**  
Dec 2012 = 493

*Inventory* this month at **519**, below the 5 yr JUN average of **635**

A P R	539
M A Y	560
J U N	519
<b>3.90%</b>	
<b>-7.32%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	39	7.51%	69.0	32	7	0	0
\$30,001 \$50,000	49	9.44%	51.0	43	6	0	0
\$50,001 \$70,000	74	14.26%	79.5	49	24	1	0
\$70,001 \$120,000	151	29.09%	95.0	59	74	18	0
\$120,001 \$170,000	87	16.76%	74.0	11	38	33	5
\$170,001 \$270,000	65	12.52%	61.0	8	22	34	1
\$270,001 and up	54	10.40%	66.5	13	2	21	18
Total Active Inventory by Units:		519	77.0	215	173	107	24
Total Active Inventory by Volume:		87,117,523		25.33M	19.41M	23.44M	18.94M
Median Active Inventory Listing Price:		\$94,500		\$60,000	\$99,000	\$172,500	\$362,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2013

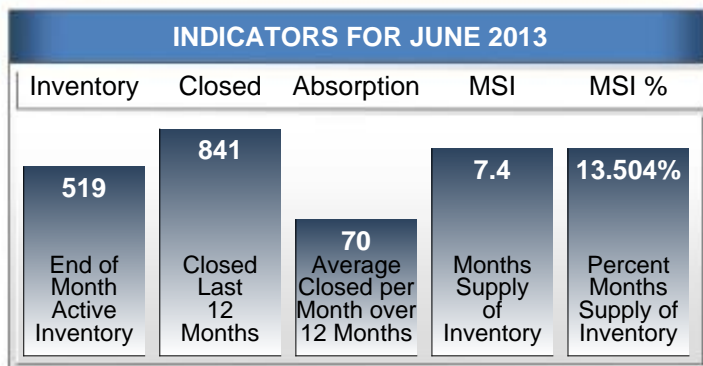
Active Inventory as of Jul 17, 2013



### Months Supply of Inventory

Report Produced on: Jul 17, 2013

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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+
\$30,000 and less	39		7.51%	5.5	8.9	2.2	0.0	0.0
\$30,001 \$50,000	49		9.44%	10.7	19.1	3.0	0.0	0.0
\$50,001 \$70,000	74		14.26%	10.6	20.3	5.9	2.4	0.0
\$70,001 \$120,000	151		29.09%	7.9	20.2	5.6	7.0	0.0
\$120,001 \$170,000	87		16.76%	7.6	26.4	5.4	8.3	60.0
\$170,001 \$270,000	65		12.52%	4.5	24.0	4.3	4.1	1.2
\$270,001 and up	54		10.40%	8.4	52.0	4.0	5.3	10.8
MSI:		7.4			17.7	4.9	5.4	8.0
Total Active Inventory:		519			215	173	107	24



# Monthly Inventory Analysis

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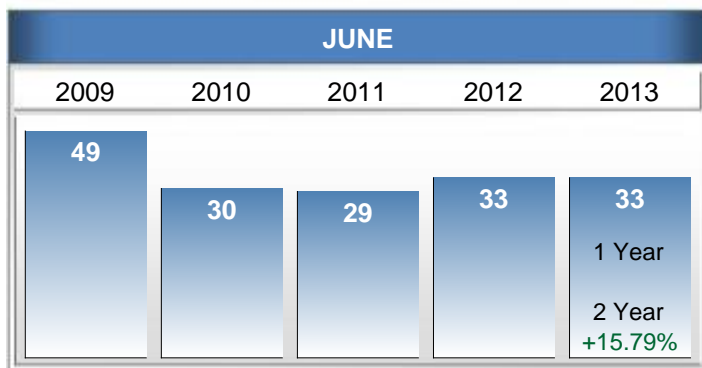
Closed Sales as of Jul 17, 2013



### Median Days on Market to Sale

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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	7	8.64%	33.0	90.0	23.0	0.0	0.0
\$30,001 - \$60,000	9	11.11%	56.0	59.5	25.0	0.0	0.0
\$60,001 - \$90,000	13	16.05%	35.0	7.0	16.5	63.0	0.0
\$90,001 - \$150,000	20	24.69%	32.5	27.0	32.0	46.0	0.0
\$150,001 - \$220,000	11	13.58%	23.0	0.0	23.5	23.0	0.0
\$220,001 - \$290,000	12	14.81%	33.0	0.0	1.0	39.0	0.0
\$290,001 and up	9	11.11%	35.0	151.0	0.0	16.0	35.0
Median Closed DOM:	33.0			56.0	21.0	38.0	35.0
Total Closed Units:	81			13	37	28	3
Total Closed Volume:	12,382,485			1.03M	4.26M	5.89M	1.20M



# Monthly Inventory Analysis

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## June 2013

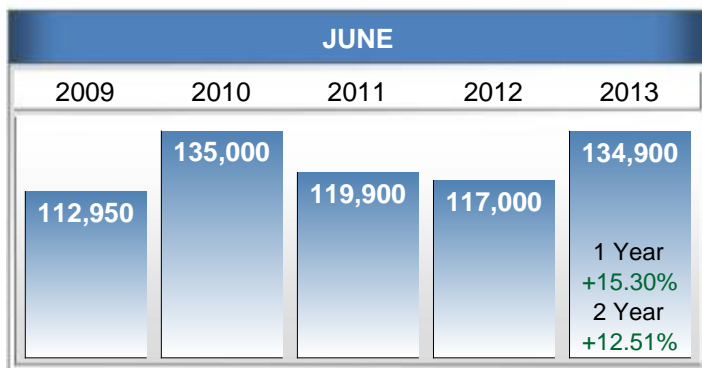
Closed Sales as of Jul 17, 2013



### Median List Price at Closing

Report Produced on: Jul 17, 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	5		6.17%	29,500	29,500	27,200	0	0
\$30,001 - \$60,000	11		13.58%	50,000	54,500	36,900	0	0
\$60,001 - \$90,000	12		14.81%	74,900	74,250	74,900	73,650	0
\$90,001 - \$150,000	20		24.69%	121,200	124,900	116,900	138,000	0
\$150,001 - \$220,000	11		13.58%	179,900	0	179,900	180,700	0
\$220,001 - \$290,000	13		16.05%	249,900	0	239,900	254,900	0
\$290,001 and up	9		11.11%	369,900	500,000	0	325,000	390,000
Median List Price:		\$134,900			\$57,000	\$112,000	\$224,750	\$390,000
Total Closed Units:		81			13	37	28	3
Total List Volume:		12,777,435			1.17M	4.38M	6.01M	1.21M





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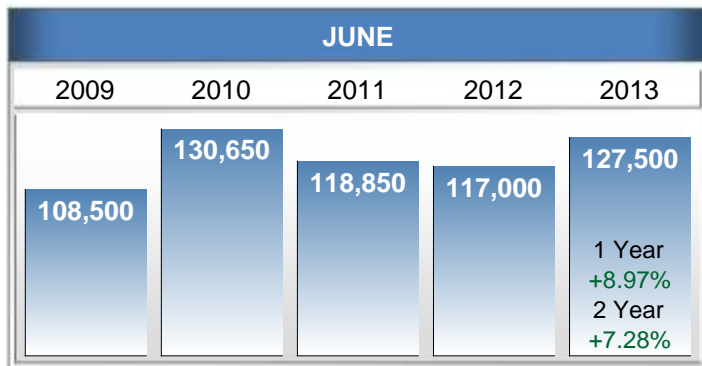
Closed Sales as of Jul 17, 2013



### 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+
\$30,000 and less	7		8.64%	26,000	26,000	27,000	0	0
\$30,001 - \$60,000	9		11.11%	50,000	52,500	36,135	0	0
\$60,001 - \$90,000	13		16.05%	70,500	69,500	70,750	65,500	0
\$90,001 - \$150,000	20		24.69%	120,450	118,900	119,900	139,750	0
\$150,001 - \$220,000	11		13.58%	186,500	0	181,750	197,500	0
\$220,001 - \$290,000	12		14.81%	242,000	0	228,750	264,000	0
\$290,001 and up	9		11.11%	369,900	408,000	0	320,000	388,000
Median Closed Price:		\$127,500			\$55,000	\$112,000	\$221,000	\$388,000
Total Closed Units:		81			13	37	28	3
Total Closed Volume:		12,382,485			1.03M	4.26M	5.89M	1.20M



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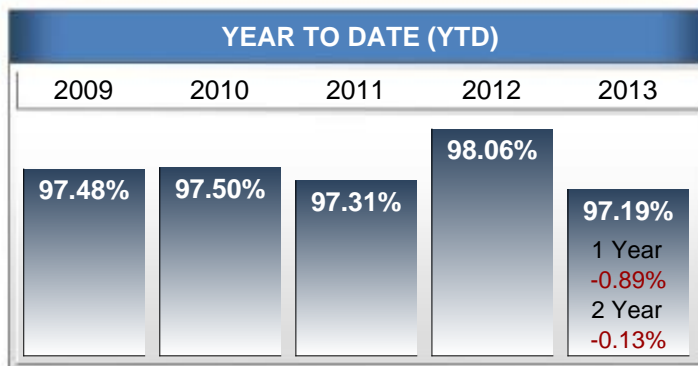
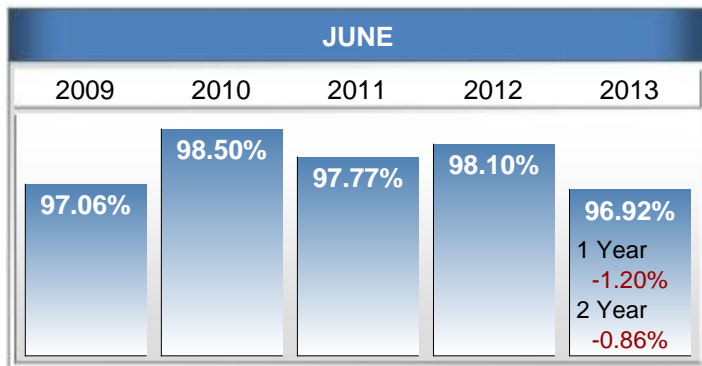
Closed Sales as of Jul 17, 2013



### Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



#### 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	7	8.64%	85.71%	88.14%	84.66%	0.00%	0.00%
\$30,001 \$60,000	9	11.11%	95.08%	95.03%	100.00%	0.00%	0.00%
\$60,001 \$90,000	13	16.05%	95.03%	93.80%	94.97%	95.03%	0.00%
\$90,001 \$150,000	20	24.69%	99.29%	95.20%	100.00%	99.29%	0.00%
\$150,001 \$220,000	11	13.58%	98.80%	0.00%	99.50%	98.65%	0.00%
\$220,001 \$290,000	12	14.81%	97.63%	0.00%	95.35%	98.93%	0.00%
\$290,001 and up	9	11.11%	98.46%	81.60%	0.00%	98.46%	99.49%
Median List/Sell Ratio:	96.92%			93.98%	98.77%	98.33%	99.49%
Total Closed Units:	81			13	37	28	3
Total Closed Volume:	12,382,485			1.03M	4.26M	5.89M	1.20M



# Monthly Inventory Analysis

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## June 2013

Inventory as of Jul 17, 2013



### Market Summary

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

**Active Inventory** as of June 30, 2013 = 519

	JUNE			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	83	81	-2.41%	407	414	1.72%
Pending Sales	74	101	36.49%	449	491	9.35%
New Listings	187	120	-35.83%	1,055	932	-11.66%
Median List Price	117,000	134,900	15.30%	118,000	114,950	-2.58%
Median Sale Price	117,000	127,500	8.97%	115,500	112,000	-3.03%
Median Percent of List Price to Selling Price	98.10%	96.92%	-1.20%	98.06%	97.19%	-0.89%
Median Days on Market to Sale	33.00	33.00	0.00%	42.00	37.00	-11.90%
Monthly Inventory	688	519	-24.56%	688	519	-24.56%
Months Supply of Inventory	10.49	7.41	-29.41%	10.49	7.41	-29.41%

