



March 2013

Area Delimited by County Of Washington

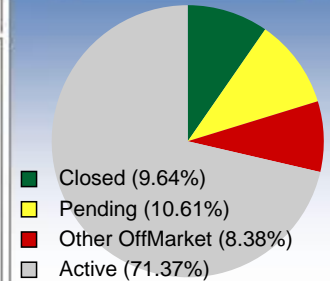


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of March 31, 2013 = **511**

| | MARCH | | |
|---|---------|---------|---------|
| | 2012 | 2013 | +/- % |
| Closed Listings | 70 | 69 | -1.43% |
| Pending Listings | 77 | 76 | -1.30% |
| New Listings | 167 | 155 | -7.19% |
| Median List Price | 118,900 | 95,000 | -20.10% |
| Median Sale Price | 113,500 | 100,000 | -11.89% |
| Median Percent of List Price to Selling Price | 97.99% | 98.41% | 0.43% |
| Median Days on Market to Sale | 52.00 | 29.00 | -44.23% |
| End of Month Inventory | 631 | 511 | -19.02% |
| Months Supply of Inventory | 9.55 | 7.27 | -23.82% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 12, 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 March 2013 decreased **19.02%** to 511 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 **7.27** 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 **11.89%** in March 2013 to \$100,000 versus the previous year at \$113,500.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 23.00 days or **44.23%** in March 2013 compared to last year's same month at **52.00** DOM.

Sales Success for March 2013 is Positive

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

There were 155 New Listings in March 2013, down **7.19%** from last year at 167. Furthermore, there were 69 Closed Listings this month versus last year at 70, a **-1.43%** decrease.

Closed versus Listed trends yielded a **44.5%** ratio, up from last year's March 2013 at **41.9%**, a **6.20%** 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

| | |
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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

Data from the Greater Tulsa Association of REALTORS®

March 2013

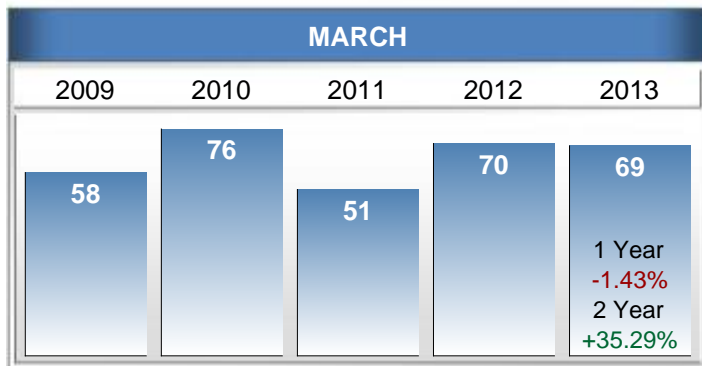
Closed Sales as of Apr 12, 2013



Closed Listings

Report Produced on: Apr 12, 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+ |
|--|------------------|--------|-------------|-----------------|-----------------|------------------|------------------|
| \$20,000 and less | 3 | 4.35% | 8.0 | 1 | 2 | 0 | 0 |
| \$20,001 \$50,000 | 10 | 14.49% | 37.0 | 6 | 4 | 0 | 0 |
| \$50,001 \$70,000 | 10 | 14.49% | 48.0 | 3 | 7 | 0 | 0 |
| \$70,001 \$120,000 | 19 | 27.54% | 14.0 | 1 | 16 | 2 | 0 |
| \$120,001 \$150,000 | 11 | 15.94% | 47.0 | 1 | 4 | 6 | 0 |
| \$150,001 \$200,000 | 10 | 14.49% | 21.5 | 1 | 4 | 5 | 0 |
| \$200,001 and up | 6 | 8.70% | 78.5 | 0 | 0 | 3 | 3 |
| Total Closed Units: | 69 | | 29.0 | 13 | 37 | 16 | 3 |
| Total Closed Volume: | 8,269,131 | | | 767.50K | 3.37M | 2.84M | 1.30M |
| Median Closed Price: | \$100,000 | | | \$42,000 | \$85,900 | \$160,000 | \$465,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

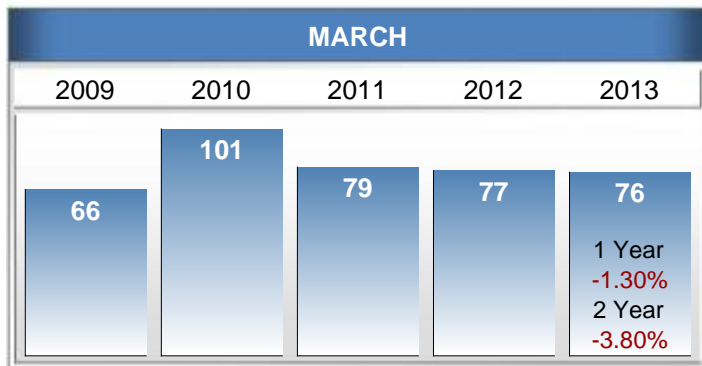
Pending Listings as of Apr 12, 2013



Pending Listings

Report Produced on: Apr 12, 2013

Area Delimited by County Of Washington



Pending Listings
 Ready to Buy or Sell Real Estate?
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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 | 6 | 7.89% | 57.0 | 4 | 2 | 0 | 0 | |
| \$30,001 \$60,000 | 10 | 13.16% | 24.5 | 3 | 6 | 1 | 0 | |
| \$60,001 \$80,000 | 10 | 13.16% | 35.0 | 3 | 6 | 0 | 1 | |
| \$80,001 \$140,000 | 21 | 27.63% | 28.0 | 3 | 14 | 4 | 0 | |
| \$140,001 \$190,000 | 10 | 13.16% | 44.5 | 0 | 6 | 4 | 0 | |
| \$190,001 \$290,000 | 11 | 14.47% | 15.0 | 0 | 3 | 7 | 1 | |
| \$290,001 and up | 8 | 10.53% | 63.0 | 0 | 0 | 5 | 3 | |
| Total Pending Units: 76 | | | | 34.0 | 13 | 37 | 21 | 5 |
| Total Pending Volume: 11,014,400 | | | | | 785.60K | 3.94M | 4.70M | 1.58M |
| Median Listing Price: \$114,950 | | | | | \$52,000 | \$94,900 | \$199,900 | \$319,000 |



Monthly Inventory Analysis

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March 2013

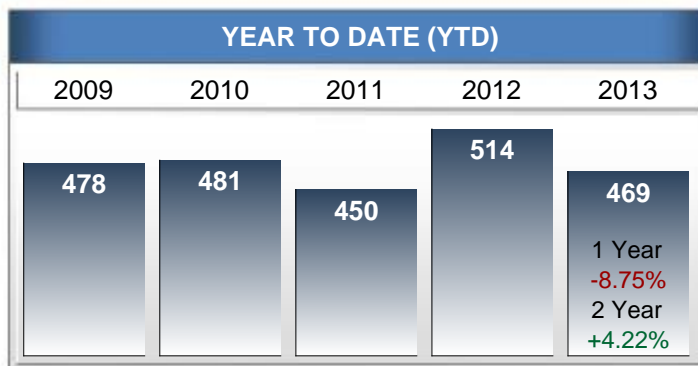
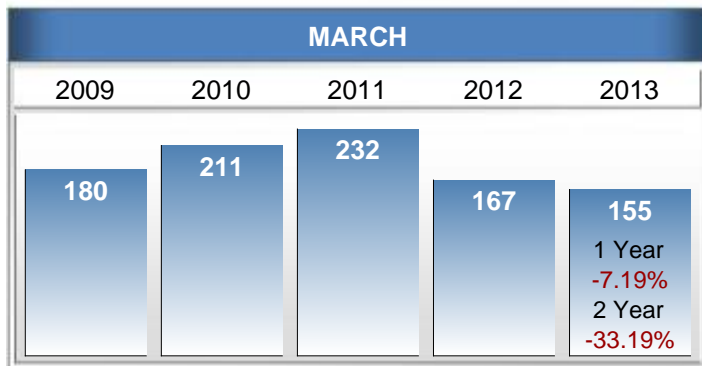
New Listings as of Apr 12, 2013



New Listings

Report Produced on: Apr 12, 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 | 13 | 8.39% | 6 | 7 | 0 | 0 | |
| \$40,001 - \$70,000 | 21 | 13.55% | 12 | 8 | 1 | 0 | |
| \$70,001 - \$100,000 | 25 | 16.13% | 10 | 13 | 2 | 0 | |
| \$100,001 - \$130,000 | 28 | 18.06% | 2 | 17 | 9 | 0 | |
| \$130,001 - \$190,000 | 32 | 20.65% | 2 | 17 | 10 | 3 | |
| \$190,001 - \$300,000 | 20 | 12.90% | 1 | 2 | 16 | 1 | |
| \$300,001 and up | 16 | 10.32% | 3 | 1 | 7 | 5 | |
| Total New Listed Units: | | | 155 | 36 | 65 | 45 | 9 |
| Total New Listed Volume: | | | 25,366,406 | 4.89M | 7.27M | 10.33M | 2.88M |
| Median New Listed Listing Price: | | | \$124,900 | \$70,950 | \$112,000 | \$195,000 | \$319,000 |



Monthly Inventory Analysis

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March 2013

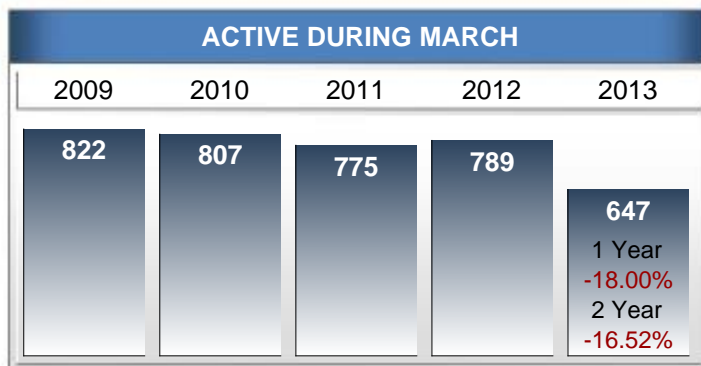
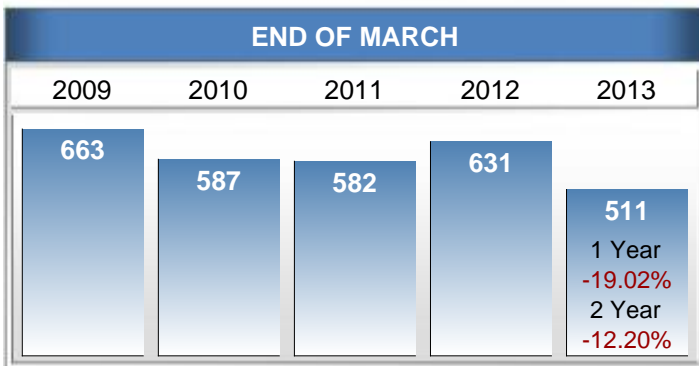
Active Inventory as of Apr 12, 2013



Active Inventory

Report Produced on: Apr 12, 2013

Area Delimited by County Of Washington



Active Inventory

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5yr MAR AVG = 595 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 491

Inventory this month at **511**, below the 5 yr MAR average of **595**

| | |
|---------------|-----|
| JAN | 529 |
| FEB | 492 |
| MAR | 511 |
| -6.99% | |
| 3.86% | |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|-----|------------|-------|----------|-----------|-----------|-----------|
| \$30,000 and less | 34 | 6.65% | 105.0 | 29 | 5 | 0 | 0 |
| \$30,001 \$50,000 | 57 | 11.15% | 83.0 | 41 | 15 | 1 | 0 |
| \$50,001 \$70,000 | 76 | 14.87% | 65.5 | 52 | 22 | 2 | 0 |
| \$70,001 \$120,000 | 140 | 27.40% | 79.0 | 60 | 63 | 17 | 0 |
| \$120,001 \$180,000 | 91 | 17.81% | 46.0 | 10 | 43 | 33 | 5 |
| \$180,001 \$270,000 | 60 | 11.74% | 81.5 | 7 | 15 | 37 | 1 |
| \$270,001 and up | 53 | 10.37% | 68.0 | 12 | 4 | 26 | 11 |
| Total Active Inventory by Units: | | 511 | 69.0 | 211 | 167 | 116 | 17 |
| Total Active Inventory by Volume: | | 85,612,149 | | 24.86M | 19.23M | 26.32M | 15.21M |
| Median Active Inventory Listing Price: | | \$95,000 | | \$59,500 | \$105,000 | \$195,000 | \$349,900 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

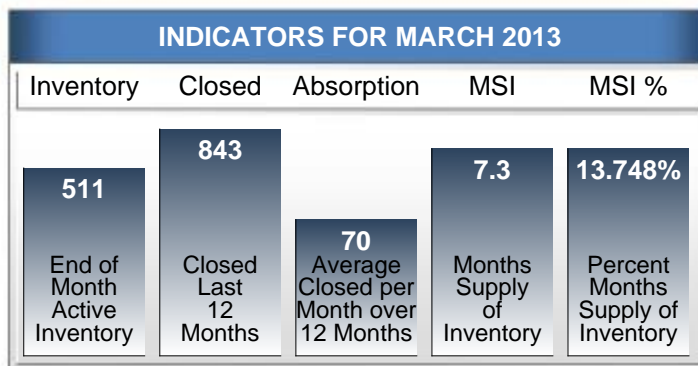
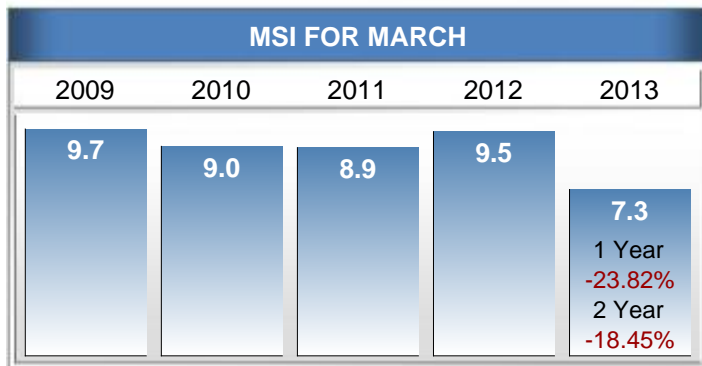
Active Inventory as of Apr 12, 2013



Months Supply of Inventory

Report Produced on: Apr 12, 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 | 34 | 6.65% | 4.9 | 7.7 | 1.8 | 0.0 | 0.0 |
| \$30,001 \$50,000 | 57 | 11.15% | 11.4 | 18.9 | 5.8 | 6.0 | 0.0 |
| \$50,001 \$70,000 | 76 | 14.87% | 11.7 | 28.4 | 5.2 | 6.0 | 0.0 |
| \$70,001 \$120,000 | 140 | 27.40% | 7.3 | 24.8 | 4.6 | 6.4 | 0.0 |
| \$120,001 \$180,000 | 91 | 17.81% | 6.4 | 15.0 | 5.1 | 7.1 | 12.0 |
| \$180,001 \$270,000 | 60 | 11.74% | 4.8 | 21.0 | 4.4 | 4.5 | 1.5 |
| \$270,001 and up | 53 | 10.37% | 9.0 | 144.0 | 6.0 | 7.6 | 6.3 |
| MSI: | | | 7.3 | 18.8 | 4.6 | 5.9 | 5.2 |
| Total Active Inventory: | | | 511 | 211 | 167 | 116 | 17 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

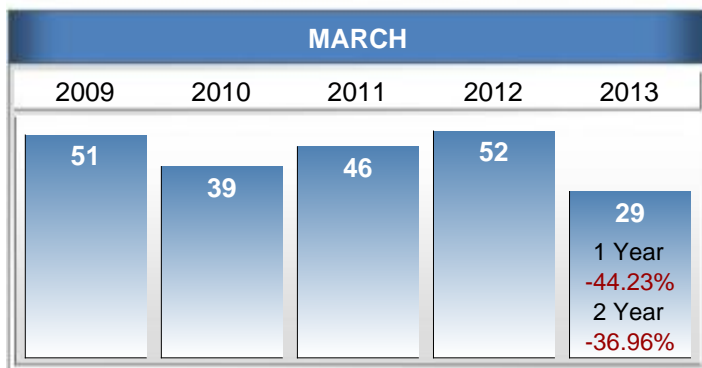
Closed Sales as of Apr 12, 2013



Median Days on Market to Sale

Report Produced on: Apr 12, 2013

Area Delimited by County Of Washington



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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 | | 4.35% | 8.0 | 52.0 | 7.0 | 0.0 | 0.0 |
| \$20,001 \$50,000 | 10 | | 14.49% | 37.0 | 31.5 | 46.5 | 0.0 | 0.0 |
| \$50,001 \$70,000 | 10 | | 14.49% | 48.0 | 12.0 | 101.0 | 0.0 | 0.0 |
| \$70,001 \$120,000 | 19 | | 27.54% | 14.0 | 12.0 | 18.5 | 54.5 | 0.0 |
| \$120,001 \$150,000 | 11 | | 15.94% | 47.0 | 3.0 | 65.5 | 58.0 | 0.0 |
| \$150,001 \$200,000 | 10 | | 14.49% | 21.5 | 99.0 | 18.0 | 19.0 | 0.0 |
| \$200,001 and up | 6 | | 8.70% | 78.5 | 0.0 | 0.0 | 30.0 | 127.0 |
| Median Closed DOM: | 29.0 | | | | 17.0 | 28.0 | 41.0 | 127.0 |
| Total Closed Units: | 69 | | | | 13 | 37 | 16 | 3 |
| Total Closed Volume: | 8,269,131 | | | | 767.50K | 3.37M | 2.84M | 1.30M |



Monthly Inventory Analysis

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March 2013

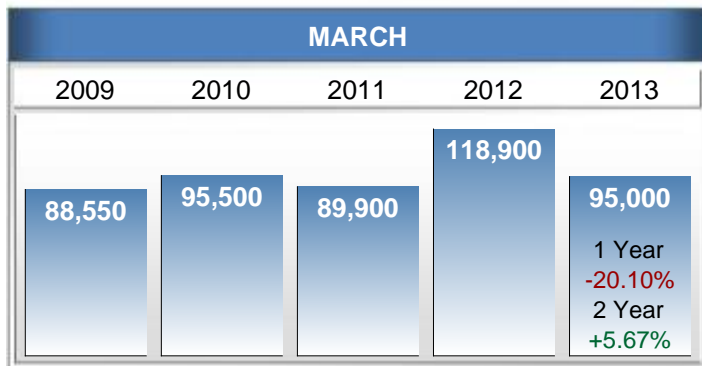
Closed Sales as of Apr 12, 2013



Median List Price at Closing

Report Produced on: Apr 12, 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 | 3 | | 4.35% | 12,900 | 0 | 12,900 | 0 | 0 |
| \$20,001 \$50,000 | 10 | | 14.49% | 33,900 | 32,000 | 34,900 | 0 | 0 |
| \$50,001 \$70,000 | 8 | | 11.59% | 59,700 | 55,000 | 59,900 | 0 | 0 |
| \$70,001 \$120,000 | 22 | | 31.88% | 89,950 | 115,000 | 89,900 | 115,000 | 0 |
| \$120,001 \$150,000 | 8 | | 11.59% | 136,250 | 127,500 | 136,750 | 137,500 | 0 |
| \$150,001 \$200,000 | 11 | | 15.94% | 175,000 | 157,500 | 184,733 | 172,500 | 0 |
| \$200,001 and up | 7 | | 10.14% | 335,000 | 0 | 0 | 292,000 | 485,000 |
| Median List Price: | | \$95,000 | | | \$45,000 | \$89,900 | \$162,500 | \$485,000 |
| Total Closed Units: | | 69 | | | 13 | 37 | 16 | 3 |
| Total List Volume: | | 8,487,260 | | | 803.40K | 3.40M | 2.94M | 1.34M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

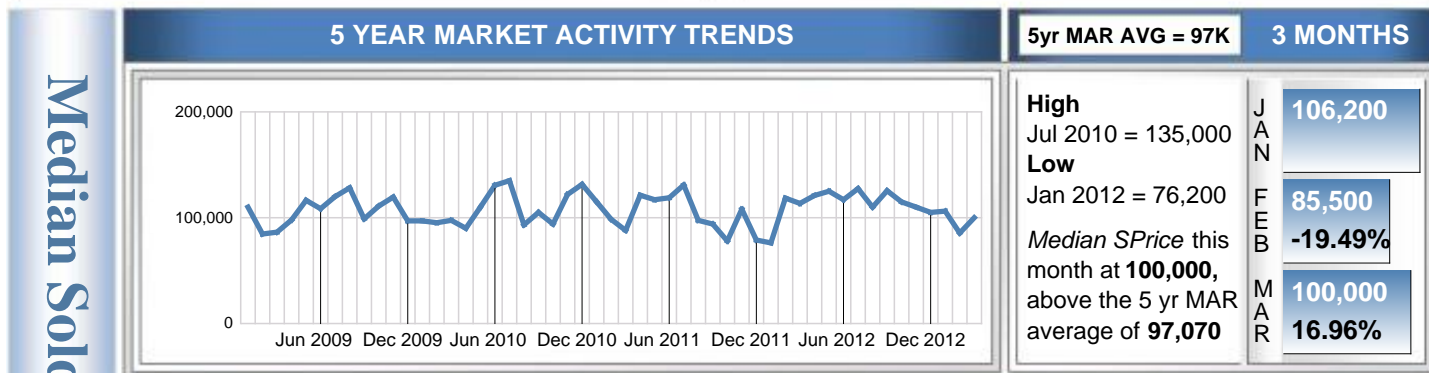
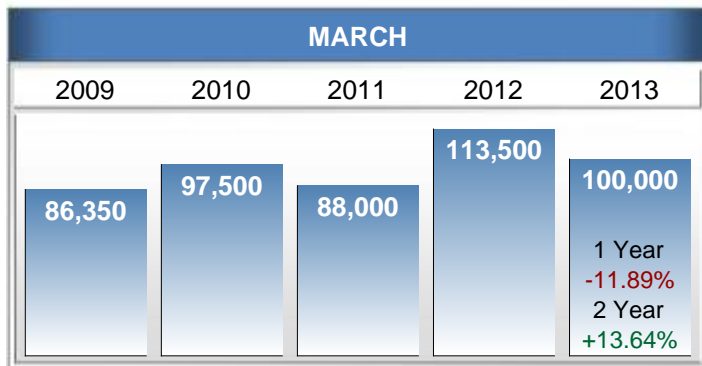
Closed Sales as of Apr 12, 2013



Median Sold Price at Closing

Report Produced on: Apr 12, 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+ |
|---|-----------|--|--------|---------|----------|----------|-----------|-----------|
| \$20,000 and less | 3 | | 4.35% | 16,250 | 18,500 | 13,651 | 0 | 0 |
| \$20,001 \$50,000 | 10 | | 14.49% | 33,450 | 33,250 | 33,450 | 0 | 0 |
| \$50,001 \$70,000 | 10 | | 14.49% | 61,500 | 55,500 | 65,000 | 0 | 0 |
| \$70,001 \$120,000 | 19 | | 27.54% | 95,000 | 98,500 | 94,000 | 92,000 | 0 |
| \$120,001 \$150,000 | 11 | | 15.94% | 132,000 | 127,500 | 131,000 | 135,000 | 0 |
| \$150,001 \$200,000 | 10 | | 14.49% | 183,233 | 152,500 | 183,483 | 183,500 | 0 |
| \$200,001 and up | 6 | | 8.70% | 353,000 | 0 | 0 | 326,000 | 465,000 |
| Median Closed Price: | \$100,000 | | | | \$42,000 | \$85,900 | \$160,000 | \$465,000 |
| Total Closed Units: | 69 | | | | 13 | 37 | 16 | 3 |
| Total Closed Volume: | 8,269,131 | | | | 767.50K | 3.37M | 2.84M | 1.30M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2013

Closed Sales as of Apr 12, 2013



Median Percent of List Price to Selling Price

Report Produced on: Apr 12, 2013

Area Delimited by County Of Washington



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 | 4.35% | 100.46% | 88.10% | 113.22% | 0.00% | 0.00% |
| \$20,001 \$50,000 | 10 | 14.49% | 95.48% | 94.43% | 98.80% | 0.00% | 0.00% |
| \$50,001 \$70,000 | 10 | 14.49% | 100.00% | 100.00% | 100.00% | 0.00% | 0.00% |
| \$70,001 \$120,000 | 19 | 27.54% | 100.00% | 85.65% | 100.69% | 95.78% | 0.00% |
| \$120,001 \$150,000 | 11 | 15.94% | 97.78% | 100.00% | 97.67% | 97.63% | 0.00% |
| \$150,001 \$200,000 | 10 | 14.49% | 97.99% | 96.83% | 98.41% | 97.56% | 0.00% |
| \$200,001 and up | 6 | 8.70% | 95.50% | 0.00% | 0.00% | 95.12% | 95.88% |
| Median List/Sell Ratio: | 98.41% | | | 96.61% | 100.00% | 97.12% | 95.88% |
| Total Closed Units: | 69 | | | 13 | 37 | 16 | 3 |
| Total Closed Volume: | 8,269,131 | | | 767.50K | 3.37M | 2.84M | 1.30M |



Monthly Inventory Analysis

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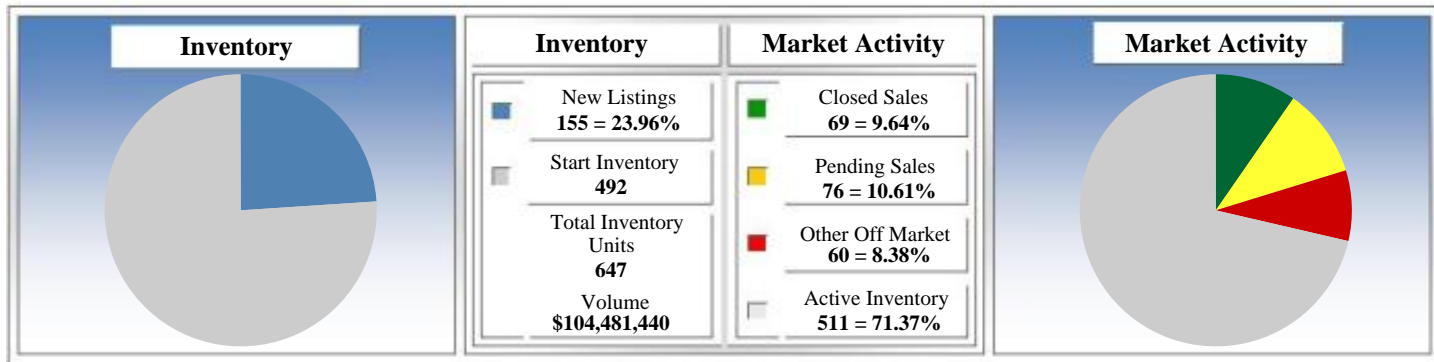
Inventory as of Apr 12, 2013



Market Summary

Report Produced on: Apr 12, 2013

Area Delimited by County Of Washington



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

Active Inventory as of March 31, 2013 = 511

| | MARCH | | | Year To Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2012 | 2013 | +/-% | 2012 | 2013 | +/-% |
| Closed Sales | 70 | 69 | -1.43% | 166 | 175 | 5.42% |
| Pending Sales | 77 | 76 | -1.30% | 207 | 219 | 5.80% |
| New Listings | 167 | 155 | -7.19% | 514 | 469 | -8.75% |
| Median List Price | 118,900 | 95,000 | -20.10% | 113,250 | 104,900 | -7.37% |
| Median Sale Price | 113,500 | 100,000 | -11.89% | 108,750 | 100,000 | -8.05% |
| Median Percent of List Price to Selling Price | 97.99% | 98.41% | 0.43% | 97.85% | 97.09% | -0.78% |
| Median Days on Market to Sale | 52.00 | 29.00 | -44.23% | 57.50 | 44.00 | -23.48% |
| Monthly Inventory | 631 | 511 | -19.02% | 631 | 511 | -19.02% |
| Months Supply of Inventory | 9.55 | 7.27 | -23.82% | 9.55 | 7.27 | -23.82% |

