



March 2014

Area Delimited by County Of Washington

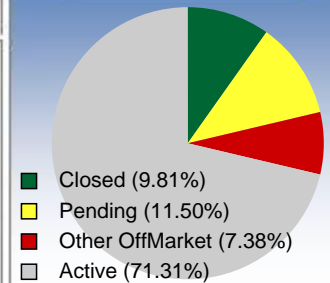


Absorption: Last 12 months, an Average of **75** Sales/Month

Active Inventory as of March 31, 2014 = **589**

| | MARCH | | |
|---|--------|---------|---------|
| | 2013 | 2014 | +/- % |
| Closed Listings | 70 | 81 | 15.71% |
| Pending Listings | 70 | 95 | 35.71% |
| New Listings | 155 | 129 | -16.77% |
| Median List Price | 93,750 | 110,000 | 17.33% |
| Median Sale Price | 99,250 | 104,189 | 4.98% |
| Median Percent of List Price to Selling Price | 98.30% | 97.72% | -0.59% |
| Median Days on Market to Sale | 28.50 | 38.00 | 33.33% |
| End of Month Inventory | 530 | 589 | 11.13% |
| Months Supply of Inventory | 7.54 | 7.85 | 4.22% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 14, 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 March 2014 rose **11.13%** to 589 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **7.85** 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 **4.98%** in March 2014 to \$104,189 versus the previous year at \$99,250.

Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 9.50 days or **33.33%** in March 2014 compared to last year's same month at **28.50** DOM.

Sales Success for March 2014 is Positive

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

There were 129 New Listings in March 2014, down **16.77%** from last year at 155. Furthermore, there were 81 Closed Listings this month versus last year at 70, a **15.71%** increase.

Closed versus Listed trends yielded a **62.8%** ratio, up from last year's March 2014 at **45.2%**, a **39.04%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

| | |
|--|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Median Days on Market to Sale | 6 |
| Median List Price at Closing | 7 |
| Median Sale Price at Closing | 8 |
| Median Percent of List Price to Selling Price | 9 |
| Market Summary | 10 |

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 2014

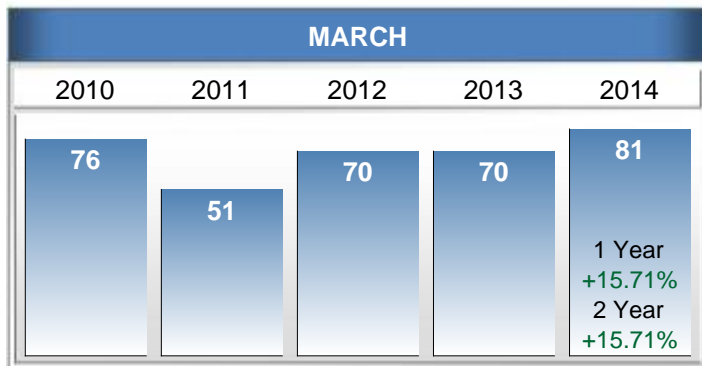
Closed Sales as of Apr 14, 2014



Closed Listings

Report Produced on: Apr 14, 2014

Area Delimited by County Of Washington



Closed Listings

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Contact an experienced REALTOR

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 | 8 | 9.88% | 13.0 | 4 | 4 | 0 | 0 |
| \$30,001 - \$50,000 | 7 | 8.64% | 30.0 | 2 | 5 | 0 | 0 |
| \$50,001 - \$80,000 | 16 | 19.75% | 44.0 | 6 | 6 | 3 | 1 |
| \$80,001 - \$130,000 | 19 | 23.46% | 30.0 | 3 | 12 | 4 | 0 |
| \$130,001 - \$190,000 | 11 | 13.58% | 88.0 | 1 | 3 | 6 | 1 |
| \$190,001 - \$240,000 | 11 | 13.58% | 49.0 | 0 | 5 | 6 | 0 |
| \$240,001 and up | 9 | 11.11% | 66.0 | 0 | 3 | 4 | 2 |
| Total Closed Units: | 81 | | 38.0 | 16 | 38 | 23 | 4 |
| Total Closed Volume: | 10,218,936 | | | 1.05M | 4.34M | 3.97M | 860.40K |
| Median Closed Price: | \$104,189 | | | \$63,950 | \$96,700 | \$166,500 | \$236,200 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

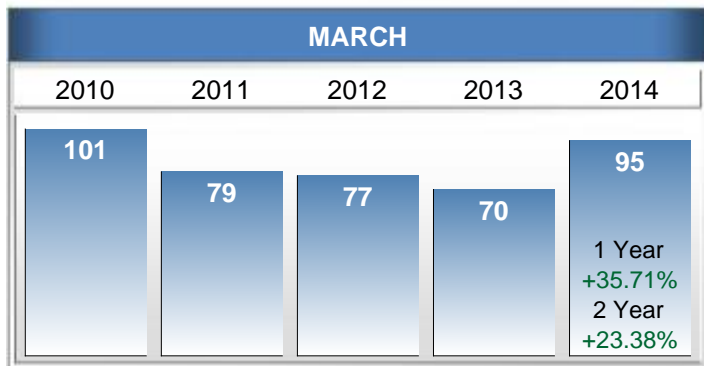
Pending Listings as of Apr 14, 2014



Pending Listings

Report Produced on: Apr 14, 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 | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|---|----|--------|------|------------|--------|----------|-----------|-----------|-----------|
| \$30,000 and less | 7 | 7.37% | 10.0 | 3 | 4 | 0 | 0 | | |
| \$30,001 - \$80,000 | 15 | 15.79% | 32.0 | 7 | 8 | 0 | 0 | | |
| \$80,001 - \$110,000 | 11 | 11.58% | 40.0 | 2 | 8 | 1 | 0 | | |
| \$110,001 - \$150,000 | 26 | 27.37% | 12.0 | 3 | 15 | 8 | 0 | | |
| \$150,001 - \$200,000 | 12 | 12.63% | 19.5 | 1 | 8 | 2 | 1 | | |
| \$200,001 - \$250,000 | 12 | 12.63% | 22.5 | 0 | 3 | 9 | 0 | | |
| \$250,001 and up | 12 | 12.63% | 51.0 | 1 | 2 | 8 | 1 | | |
| Total Pending Units: | | | | 95 | 29.0 | 17 | 48 | 28 | 2 |
| Total Pending Volume: | | | | 13,662,970 | | 1.52M | 5.72M | 5.89M | 529.90K |
| Median Listing Price: | | | | \$125,000 | | \$57,000 | \$115,000 | \$213,950 | \$264,950 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

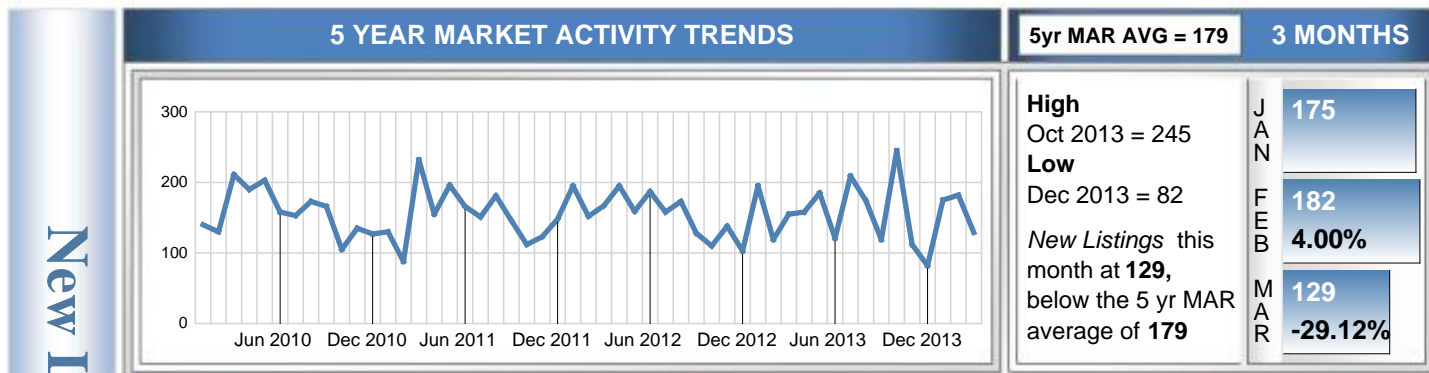
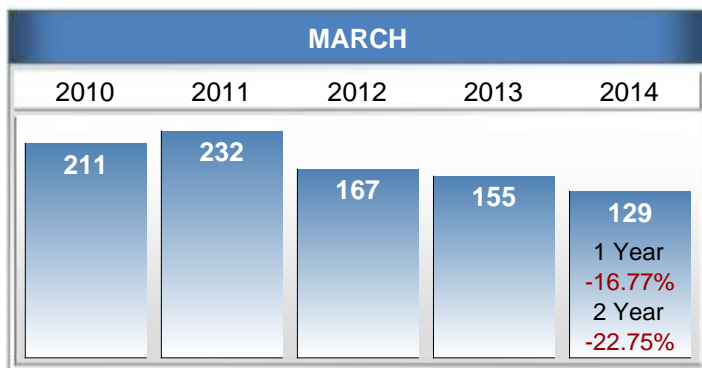
New Listings as of Apr 14, 2014



New Listings

Report Produced on: Apr 14, 2014

Area Delimited by County Of Washington



New Listings

Ready to Buy or Sell Real Estate?
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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+ |
|---|-------------------|--------|-----------------|-----------------|------------------|------------------|
| \$30,000 and less | 9 | 6.98% | 5 | 4 | 0 | 0 |
| \$30,001 - \$50,000 | 15 | 11.63% | 10 | 5 | 0 | 0 |
| \$50,001 - \$80,000 | 20 | 15.50% | 7 | 12 | 1 | 0 |
| \$80,001 - \$140,000 | 28 | 21.71% | 4 | 12 | 12 | 0 |
| \$140,001 - \$210,000 | 29 | 22.48% | 2 | 11 | 15 | 1 |
| \$210,001 - \$340,000 | 15 | 11.63% | 2 | 2 | 11 | 0 |
| \$340,001 and up | 13 | 10.08% | 4 | 2 | 5 | 2 |
| Total New Listed Units: | 129 | | 34 | 48 | 44 | 3 |
| Total New Listed Volume: | 23,606,450 | | 6.64M | 5.34M | 10.57M | 1.05M |
| Median New Listed Listing Price: | \$127,500 | | \$57,500 | \$88,000 | \$185,000 | \$445,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

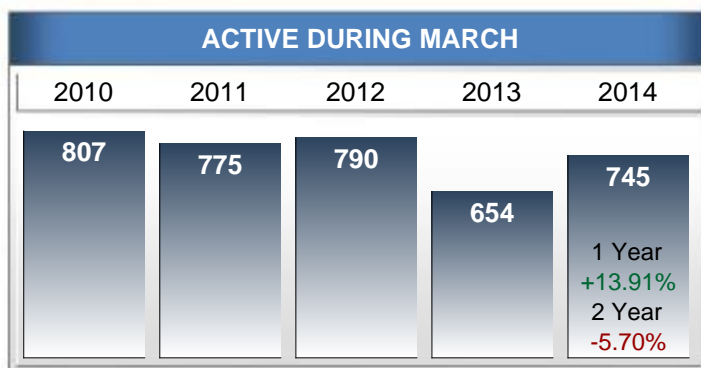
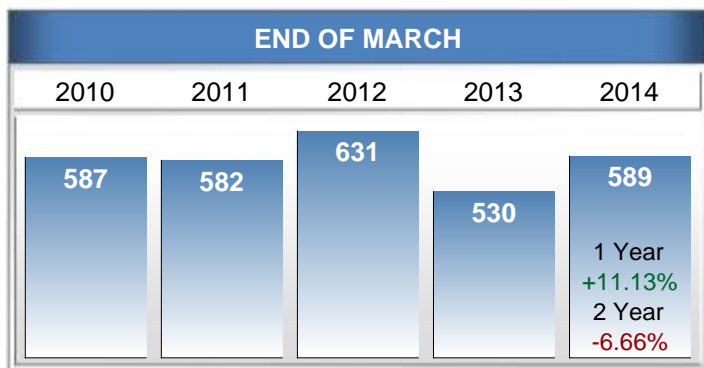
Active Inventory as of Apr 14, 2014



Active Inventory

Report Produced on: Apr 14, 2014

Area Delimited by County Of Washington



Active Inventory

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5yr MAR AVG = 584 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **589**, above the 5 yr MAR average of **584**

| | |
|---------------|-----|
| JAN | 622 |
| FEB | 616 |
| MAR | 589 |
| -0.96% | |
| -4.38% | |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-----|--------|-------|------------|--------|----------|----------|-----------|-----------|
| \$0 and less | 0 | 0.00% | 51.0 | 0 | 0 | 0 | 0 | | |
| \$1-\$20,000 | 122 | 20.71% | 157.5 | 121 | 1 | 0 | 0 | | |
| \$20,001-\$50,000 | 108 | 18.34% | 66.0 | 85 | 22 | 1 | 0 | | |
| \$50,001-\$90,000 | 127 | 21.56% | 66.0 | 72 | 47 | 6 | 2 | | |
| \$90,001-\$150,000 | 86 | 14.60% | 67.0 | 19 | 44 | 22 | 1 | | |
| \$150,001-\$270,000 | 87 | 14.77% | 68.0 | 13 | 31 | 40 | 3 | | |
| \$270,001 and up | 59 | 10.02% | 53.0 | 10 | 5 | 27 | 17 | | |
| Total Active Inventory by Units: | | | | 589 | 73.0 | 320 | 150 | 96 | 23 |
| Total Active Inventory by Volume: | | | | 80,709,016 | | 20.64M | 17.15M | 24.19M | 18.73M |
| Median Active Inventory Listing Price: | | | | \$73,000 | | \$32,000 | \$95,000 | \$200,000 | \$365,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

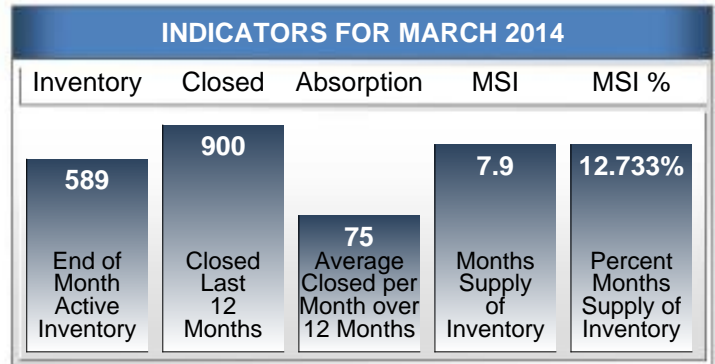
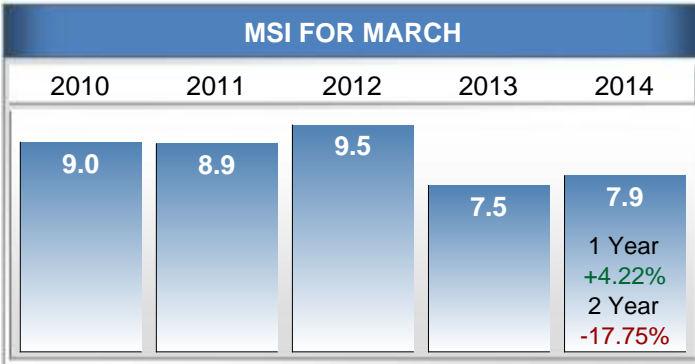
Active Inventory as of Apr 14, 2014



Months Supply of Inventory

Report Produced on: Apr 14, 2014

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+ |
|---|-----|--------|------|---------|--------|--------|---------|
| \$0 and less | 0 | 0.00% | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| \$1-\$20,000 | 122 | 20.71% | 25.7 | 39.2 | 0.7 | 0.0 | 0.0 |
| \$20,001-\$50,000 | 108 | 18.34% | 14.4 | 26.2 | 5.3 | 12.0 | 0.0 |
| \$50,001-\$90,000 | 127 | 21.56% | 7.4 | 13.1 | 5.0 | 3.0 | 8.0 |
| \$90,001-\$150,000 | 86 | 14.60% | 4.4 | 14.3 | 3.3 | 4.4 | 6.0 |
| \$150,001-\$270,000 | 87 | 14.77% | 4.9 | 39.0 | 4.5 | 4.1 | 4.0 |
| \$270,001 and up | 59 | 10.02% | 7.2 | 24.0 | 7.5 | 5.2 | 8.9 |
| MSI: | | | 7.9 | 23.0 | 4.2 | 4.3 | 7.5 |
| Total Active Inventory: | | | 589 | 320 | 150 | 96 | 23 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

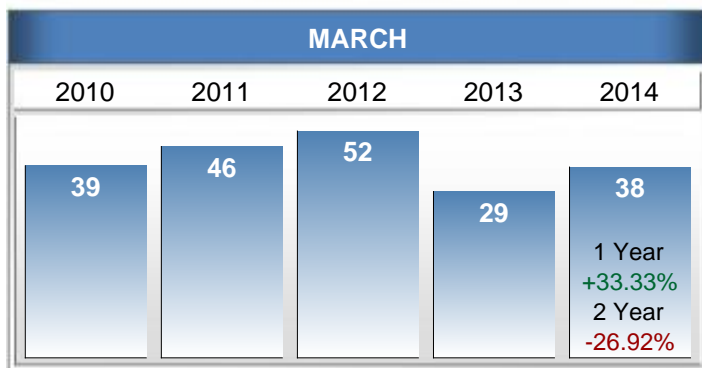
Closed Sales as of Apr 14, 2014



Median Days on Market to Sale

Report Produced on: Apr 14, 2014

Area Delimited by County Of Washington



Median Days on Market
 Ready to Buy or Sell Real Estate?
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5yr MAR AVG = 41 **3 MONTHS**

High
Jan 2012 = 87
Low
Jul 2010 = 21

Median DOM this month at **38**, below the 5 yr MAR average of **41**

| | |
|-----|----|
| JAN | 41 |
| FEB | 55 |
| MAR | 38 |

34.15% (Change from Feb)

-30.91% (Change from Mar)

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 | 8 | | | 9.88% | 13.0 | 18.0 | 6.0 | 0.0 | 0.0 |
| \$30,001 \$50,000 | 7 | | | 8.64% | 30.0 | 40.0 | 23.0 | 0.0 | 0.0 |
| \$50,001 \$80,000 | 16 | | | 19.75% | 44.0 | 85.0 | 36.0 | 24.0 | 93.0 |
| \$80,001 \$130,000 | 19 | | | 23.46% | 30.0 | 9.0 | 20.0 | 118.0 | 0.0 |
| \$130,001 \$190,000 | 11 | | | 13.58% | 88.0 | 133.0 | 99.0 | 58.0 | 86.0 |
| \$190,001 \$240,000 | 11 | | | 13.58% | 49.0 | 0.0 | 28.0 | 63.5 | 0.0 |
| \$240,001 and up | 9 | | | 11.11% | 66.0 | 0.0 | 99.0 | 52.0 | 51.0 |
| Median Closed DOM: | 38.0 | | | | | 34.0 | 28.5 | 66.0 | 87.0 |
| Total Closed Units: | 81 | | | | | 16 | 38 | 23 | 4 |
| Total Closed Volume: | 10,218,936 | | | | | 1.05M | 4.34M | 3.97M | 860.40K |



Monthly Inventory Analysis

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March 2014

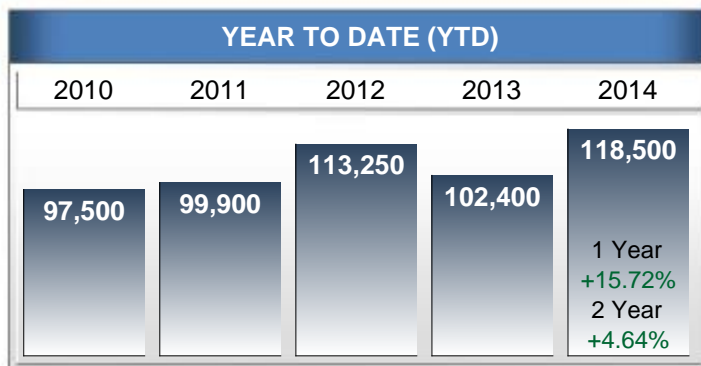
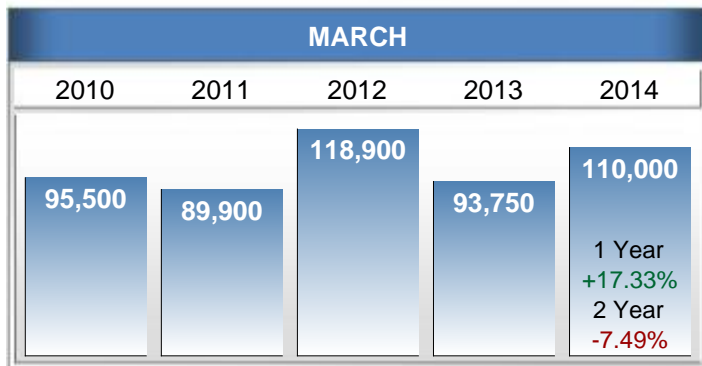
Closed Sales as of Apr 14, 2014



Median List Price at Closing

Report Produced on: Apr 14, 2014

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 | 9 | 11.11% | 25,000 | 25,000 | 25,000 | 0 | 0 |
| \$30,001 - \$50,000 | 6 | 7.41% | 44,950 | 47,000 | 44,450 | 0 | 0 |
| \$50,001 - \$80,000 | 14 | 17.28% | 71,500 | 64,900 | 71,500 | 79,900 | 80,000 |
| \$80,001 - \$130,000 | 19 | 23.46% | 99,900 | 85,000 | 102,400 | 109,450 | 0 |
| \$130,001 - \$190,000 | 13 | 16.05% | 149,900 | 149,900 | 160,000 | 144,450 | 169,900 |
| \$190,001 - \$240,000 | 11 | 13.58% | 209,900 | 0 | 207,900 | 218,950 | 0 |
| \$240,001 and up | 9 | 11.11% | 293,900 | 0 | 279,900 | 271,450 | 317,500 |
| Median List Price: | \$110,000 | | | \$64,900 | \$98,500 | \$164,900 | \$239,950 |
| Total Closed Units: | 81 | | | 16 | 38 | 23 | 4 |
| Total List Volume: | 10,443,200 | | | 1.10M | 4.45M | 4.01M | 884.90K |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

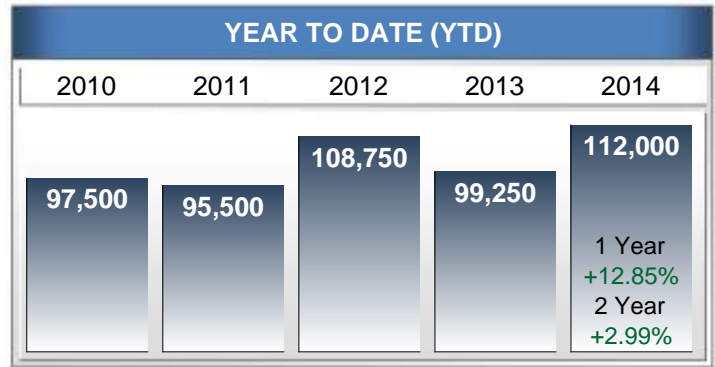
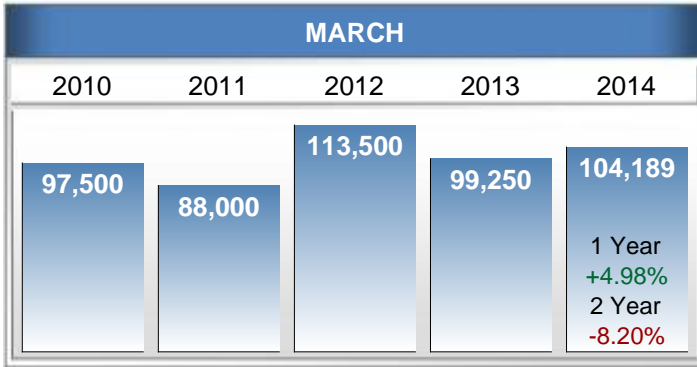
Closed Sales as of Apr 14, 2014



Median Sold Price at Closing

Report Produced on: Apr 14, 2014

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 | 8 | | 9.88% | 22,250 | 20,000 | 23,300 | 0 | 0 |
| \$30,001 \$50,000 | 7 | | 8.64% | 44,000 | 44,500 | 44,000 | 0 | 0 |
| \$50,001 \$80,000 | 16 | | 19.75% | 71,950 | 72,450 | 70,000 | 76,000 | 76,000 |
| \$80,001 \$130,000 | 19 | | 23.46% | 104,189 | 104,189 | 105,750 | 109,500 | 0 |
| \$130,001 \$190,000 | 11 | | 13.58% | 150,000 | 145,000 | 153,000 | 142,000 | 169,900 |
| \$190,001 \$240,000 | 11 | | 13.58% | 209,000 | 0 | 207,900 | 213,500 | 0 |
| \$240,001 and up | 9 | | 11.11% | 280,000 | 0 | 272,000 | 282,950 | 307,250 |
| Median Closed Price: | \$104,189 | | | | \$63,950 | \$96,700 | \$166,500 | \$236,200 |
| Total Closed Units: | 81 | | | | 16 | 38 | 23 | 4 |
| Total Closed Volume: | 10,218,936 | | | | 1.05M | 4.34M | 3.97M | 860.40K |



Monthly Inventory Analysis

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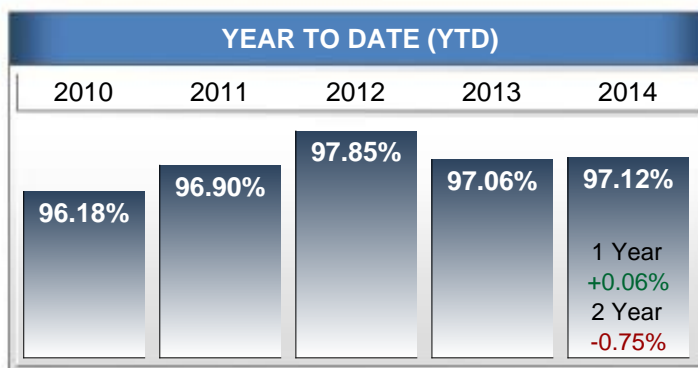
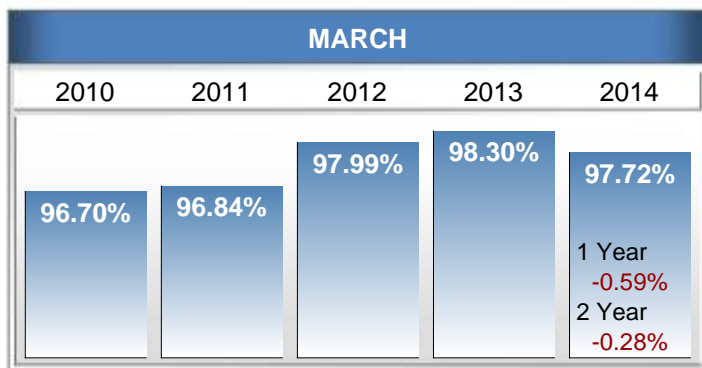
Closed Sales as of Apr 14, 2014



Median Percent of List Price to Selling Price

Report Produced on: Apr 14, 2014

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 Median L/S % by Price Range | | % | ML/S% | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|------------|--------|---------|---------|---------|---------|---------|
| \$30,000 and less | 8 | 9.88% | 92.09% | 84.00% | 92.09% | 0.00% | 0.00% |
| \$30,001 \$50,000 | 7 | 8.64% | 100.00% | 94.63% | 100.00% | 0.00% | 0.00% |
| \$50,001 \$80,000 | 16 | 19.75% | 95.06% | 95.05% | 95.93% | 95.12% | 95.00% |
| \$80,001 \$130,000 | 19 | 23.46% | 98.24% | 100.00% | 98.14% | 97.29% | 0.00% |
| \$130,001 \$190,000 | 11 | 13.58% | 97.32% | 96.73% | 95.63% | 100.00% | 100.00% |
| \$190,001 \$240,000 | 11 | 13.58% | 99.54% | 0.00% | 99.57% | 99.05% | 0.00% |
| \$240,001 and up | 9 | 11.11% | 97.46% | 0.00% | 97.18% | 98.68% | 96.79% |
| Median List/Sell Ratio: | 97.72% | | | 95.54% | 98.11% | 99.16% | 96.79% |
| Total Closed Units: | 81 | | | 16 | 38 | 23 | 4 |
| Total Closed Volume: | 10,218,936 | | | 1.05M | 4.34M | 3.97M | 860.40K |



Monthly Inventory Analysis

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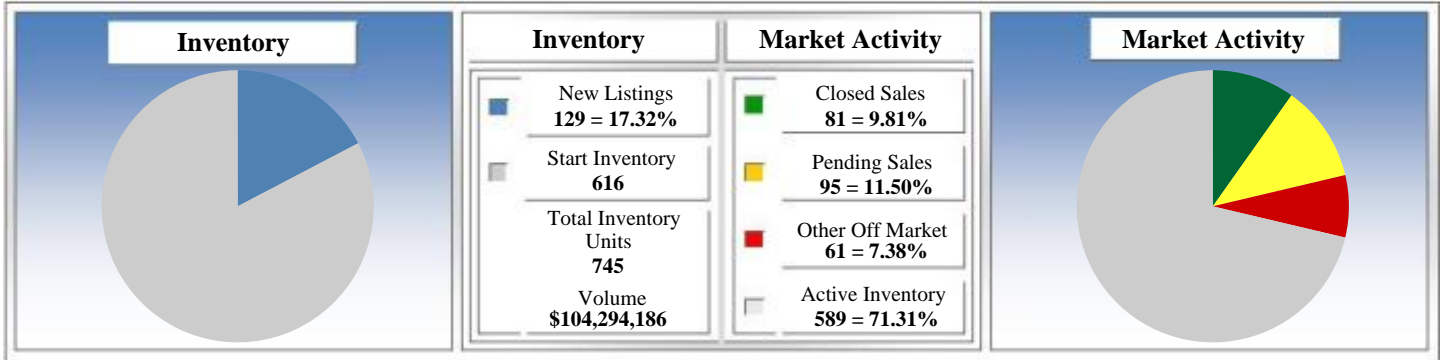
Inventory as of Apr 14, 2014



Market Summary

Report Produced on: Apr 14, 2014

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 75 Sales/Month

Active Inventory as of March 31, 2014 = 589

| | MARCH | | | Year To Date | | |
|---|--------|---------|---------|--------------|---------|--------|
| | 2013 | 2014 | +/-% | 2013 | 2014 | +/-% |
| Closed Sales | 70 | 81 | 15.71% | 176 | 197 | 11.93% |
| Pending Sales | 70 | 95 | 35.71% | 212 | 243 | 14.62% |
| New Listings | 155 | 129 | -16.77% | 469 | 486 | 3.62% |
| Median List Price | 93,750 | 110,000 | 17.33% | 102,400 | 118,500 | 15.72% |
| Median Sale Price | 99,250 | 104,189 | 4.98% | 99,250 | 112,000 | 12.85% |
| Median Percent of List Price to Selling Price | 98.30% | 97.72% | -0.59% | 97.06% | 97.12% | 0.06% |
| Median Days on Market to Sale | 28.50 | 38.00 | 33.33% | 44.00 | 41.00 | -6.82% |
| Monthly Inventory | 530 | 589 | 11.13% | 530 | 589 | 11.13% |
| Months Supply of Inventory | 7.54 | 7.85 | 4.22% | 7.54 | 7.85 | 4.22% |

