



May 2013

Area Delimited by County Of Washington

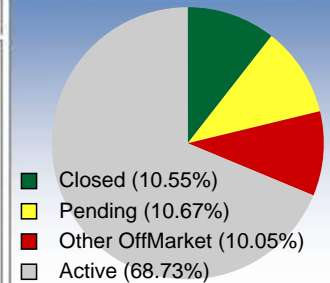


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of May 31, 2013 = **554**

| | MAY | | |
|--|---------|---------|---------|
| | 2012 | 2013 | +/- % |
| Closed Listings | 85 | 85 | 0.00% |
| Pending Listings | 80 | 86 | 7.50% |
| New Listings | 159 | 185 | 16.35% |
| Average List Price | 150,924 | 152,696 | 1.17% |
| Average Sale Price | 147,278 | 146,876 | -0.27% |
| Average Percent of List Price to Selling Price | 97.66% | 95.66% | -2.05% |
| Average Days on Market to Sale | 47.19 | 57.06 | 20.92% |
| End of Month Inventory | 671 | 554 | -17.44% |
| Months Supply of Inventory | 10.22 | 7.89 | -22.82% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 13, 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 May 2013 decreased **17.44%** to 554 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 **7.89** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.27%** in May 2013 to \$146,876 versus the previous year at \$147,278.

Average Days on Market Lengthens

The average number of **57.06** days that homes spent on the market before selling increased by 9.87 days or **20.92%** in May 2013 compared to last year's same month at **47.19** DOM.

Sales Success for May 2013 is Positive

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

There were 185 New Listings in May 2013, up **16.35%** from last year at 159. Furthermore, there were 85 Closed Listings this month versus last year at 85, a **0.00%** decrease.

Closed versus Listed trends yielded a **45.9%** ratio, down from last year's May 2013 at **53.5%**, a **14.05%** downswing. 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

| | |
|---|-----------|
| Closed Listings | 1 |
| Pending Listings | 2 |
| New Listings | 3 |
| Inventory | 4 |
| Months Supply of Inventory | 5 |
| Average Days on Market to Sale | 6 |
| Average List Price at Closing | 7 |
| Average Sale Price at Closing | 8 |
| Average 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®

May 2013

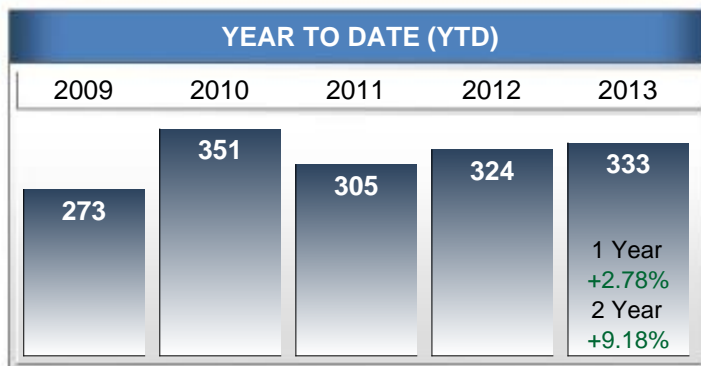
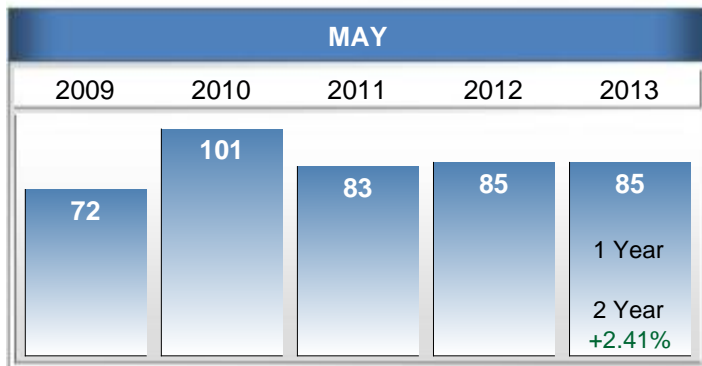
Closed Sales as of Jun 13, 2013



Closed Listings

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



5yr MAY AVG = 85 **3 MONTHS**

High
May 2010 = 101
Low
Jan 2010 = 35

Closed Listing this month at **85**, equal to 5 yr MAY average of **85**

| | |
|---------------|----|
| M A R | 70 |
| A P R | 72 |
| M A Y | 85 |
| 2.86% | |
| 18.06% | |

Closed Listings

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Contact an experienced REALTOR

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|----|------------|-------|----------|-----------|-----------|-----------|
| \$50,000 and less | 7 | 8.24% | 61.7 | 4 | 3 | 0 | 0 |
| \$50,001 \$60,000 | 7 | 8.24% | 53.3 | 3 | 2 | 1 | 1 |
| \$60,001 \$80,000 | 13 | 15.29% | 62.4 | 6 | 6 | 1 | 0 |
| \$80,001 \$160,000 | 26 | 30.59% | 61.5 | 4 | 16 | 6 | 0 |
| \$160,001 \$220,000 | 11 | 12.94% | 50.0 | 0 | 4 | 7 | 0 |
| \$220,001 \$270,000 | 9 | 10.59% | 34.7 | 0 | 3 | 5 | 1 |
| \$270,001 and up | 12 | 14.12% | 64.3 | 1 | 1 | 10 | 0 |
| Total Closed Units: 85 | | | | 57.1 | | | |
| Total Closed Volume: | | 12,484,500 | | 1.31M | 4.27M | 6.58M | 322.70K |
| Average Closed Price: | | \$146,876 | | \$72,550 | \$122,129 | \$219,380 | \$161,350 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2013

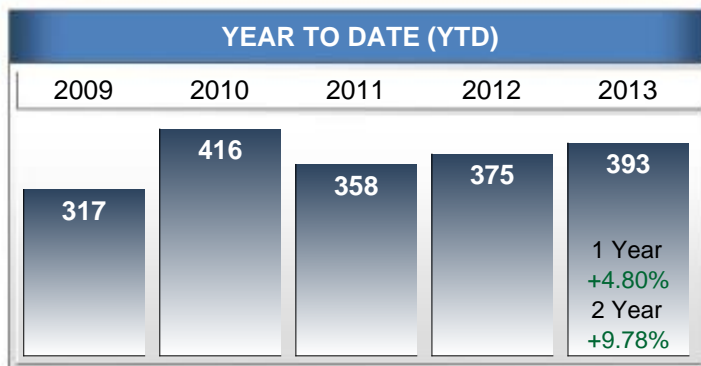
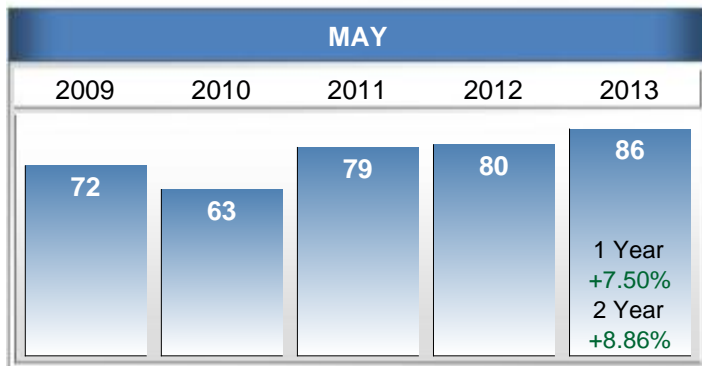
Pending Listings as of Jun 13, 2013



Pending Listings

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



5yr MAY AVG = 76 **3 MONTHS**

High
Apr 2010 = 124
Low
Nov 2009 = 37

Pending Listing this month at **86**, above the 5 yr MAY average of **76**

| | |
|-------|--------|
| M A R | 71 |
| A P R | 93 |
| M A Y | 86 |
| | -7.53% |

Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|----|--------|-------|---|--------|--------|---------|
| \$40,000 and less | 7 | 8.14% | 81.7 | 5 | 2 | 0 | 0 |
| \$40,001 \$60,000 | 6 | 6.98% | 52.5 | 4 | 2 | 0 | 0 |
| \$60,001 \$90,000 | 17 | 19.77% | 50.9 | 8 | 5 | 3 | 1 |
| \$90,001 \$150,000 | 20 | 23.26% | 53.7 | 1 | 15 | 4 | 0 |
| \$150,001 \$220,000 | 15 | 17.44% | 32.8 | 1 | 10 | 4 | 0 |
| \$220,001 \$270,000 | 10 | 11.63% | 59.4 | 0 | 2 | 8 | 0 |
| \$270,001 and up | 11 | 12.79% | 58.8 | 1 | 1 | 8 | 1 |
| Total Pending Units: 86 | | | | 81.3 | | | |
| Total Pending Volume: 12,912,200 | | | | 20 37 27 2 | | | |
| Average Listing Price: \$120,642 | | | | 1.60M 4.84M 6.10M 372.00K | | | |
| | | | | \$80,115 \$130,822 \$225,833 \$186,000 | | | |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2013

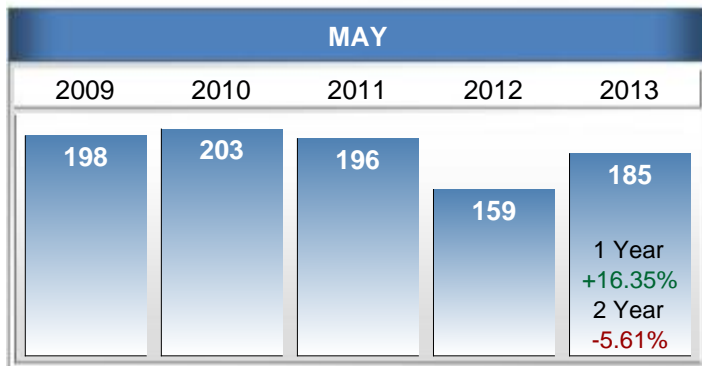
New Listings as of Jun 13, 2013



New Listings

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



New Listings

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

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 | 15 | 8.11% | 13 | 2 | 0 | 0 |
| \$30,001 - \$60,000 | 26 | 14.05% | 20 | 6 | 0 | 0 |
| \$60,001 - \$80,000 | 26 | 14.05% | 10 | 14 | 2 | 0 |
| \$80,001 - \$140,000 | 45 | 24.32% | 8 | 32 | 5 | 0 |
| \$140,001 - \$190,000 | 31 | 16.76% | 4 | 15 | 12 | 0 |
| \$190,001 - \$260,000 | 23 | 12.43% | 3 | 8 | 12 | 0 |
| \$260,001 and up | 19 | 10.27% | 4 | 1 | 8 | 6 |
| Total New Listed Units: | | | 62 | 78 | 39 | 6 |
| Total New Listed Volume: | | | 7.16M | 9.47M | 8.22M | 2.58M |
| Average New Listed Listing Price: | | | \$115,431 | \$121,363 | \$210,718 | \$430,733 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2013

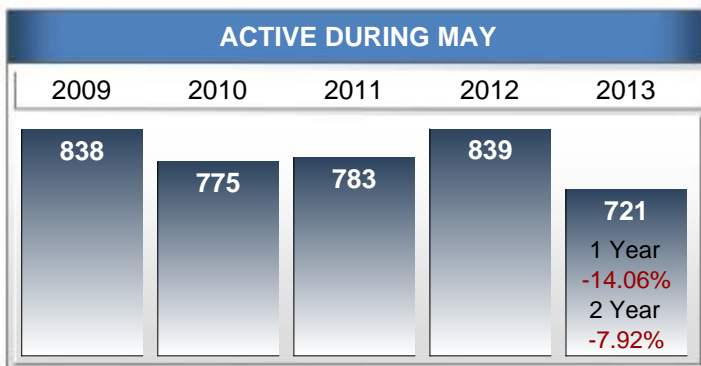
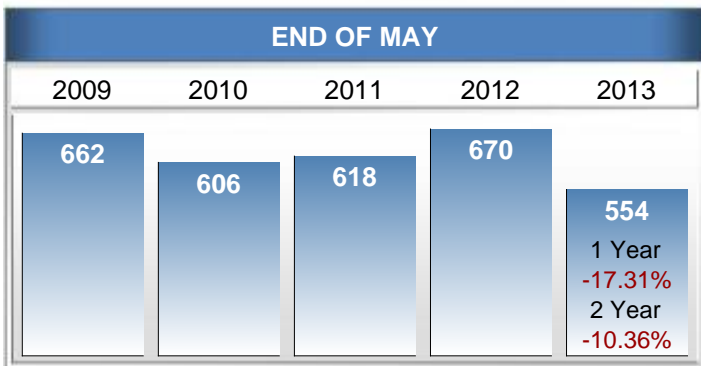
Active Inventory as of Jun 13, 2013



Active Inventory

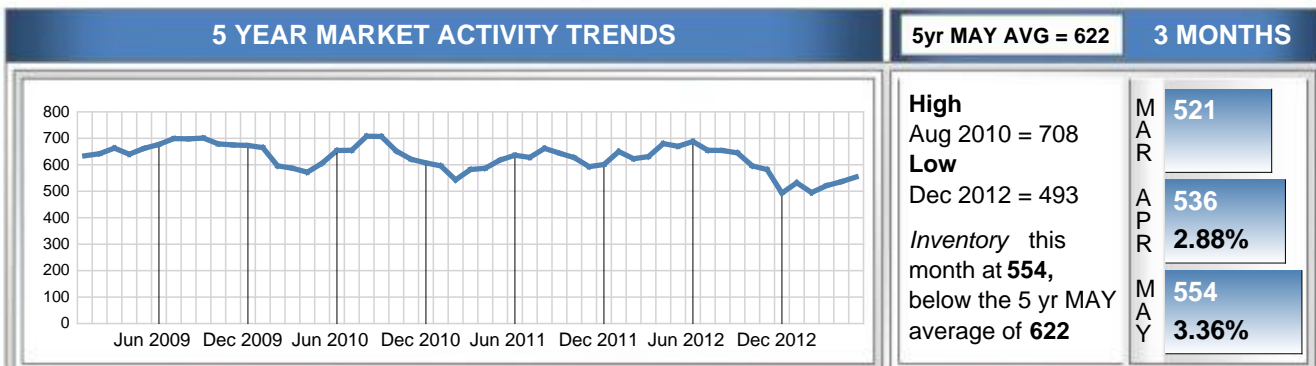
Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



Active Inventory

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Contact an experienced REALTOR



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | |
|--|-----|--------|------------|---------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 27 | 4.87% | 73.0 | 24 | 3 | 0 | 0 | |
| \$25,001 \$50,000 | 75 | 13.54% | 69.6 | 56 | 18 | 1 | 0 | |
| \$50,001 \$75,000 | 89 | 16.06% | 90.9 | 57 | 30 | 2 | 0 | |
| \$75,001 \$125,000 | 148 | 26.71% | 83.1 | 54 | 73 | 20 | 1 | |
| \$125,001 \$175,000 | 91 | 16.43% | 64.1 | 10 | 42 | 34 | 5 | |
| \$175,001 \$250,000 | 61 | 11.01% | 57.3 | 6 | 16 | 38 | 1 | |
| \$250,001 and up | 63 | 11.37% | 73.4 | 16 | 3 | 28 | 16 | |
| Total Active Inventory by Units: | | | 554 | 75.0 | 223 | 185 | 123 | 23 |
| Total Active Inventory by Volume: | | | 91,866,846 | | 27.25M | 20.30M | 26.82M | 17.50M |
| Average Active Inventory Listing Price: | | | \$165,825 | | \$122,196 | \$109,730 | \$218,038 | \$760,804 |



Monthly Inventory Analysis

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May 2013

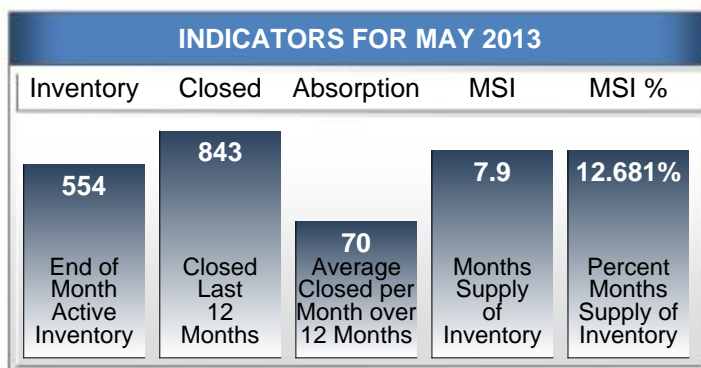
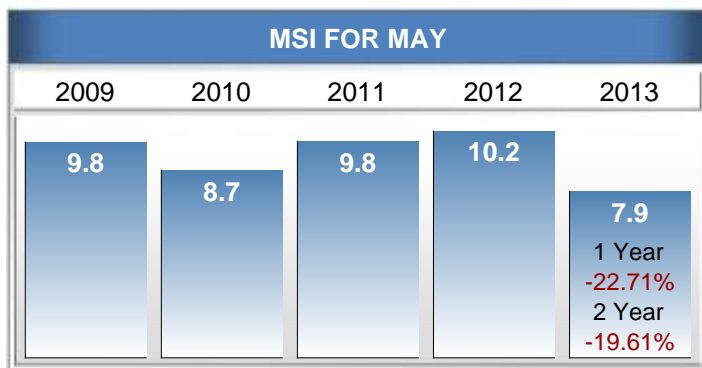
Active Inventory as of Jun 13, 2013



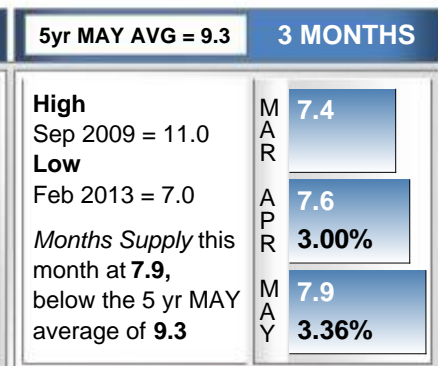
Months Supply of Inventory

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



Months Supply
Ready to Buy or Sell Real Estate?
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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 | 7.76% | 5.9 | 8.5 | 3.0 | 0.0 | 0.0 | |
| \$30,001 \$50,000 | 59 | 10.65% | 13.1 | 22.1 | 5.8 | 4.0 | 0.0 | |
| \$50,001 \$70,000 | 75 | 13.54% | 11.0 | 21.8 | 5.8 | 6.0 | 0.0 | |
| \$70,001 \$120,000 | 148 | 26.71% | 7.7 | 20.0 | 5.3 | 5.8 | 6.0 | |
| \$120,001 \$170,000 | 96 | 17.33% | 8.3 | 24.0 | 6.7 | 8.6 | 30.0 | |
| \$170,001 \$260,000 | 75 | 13.54% | 5.5 | 24.0 | 4.3 | 5.8 | 1.3 | |
| \$260,001 and up | 58 | 10.47% | 8.3 | 96.0 | 5.1 | 5.3 | 8.3 | |
| MSI: | 7.9 | | | 18.2 | 5.3 | 6.2 | 7.1 | |
| Total Active Inventory: | 554 | | | 223 | 185 | 123 | 23 | |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2013

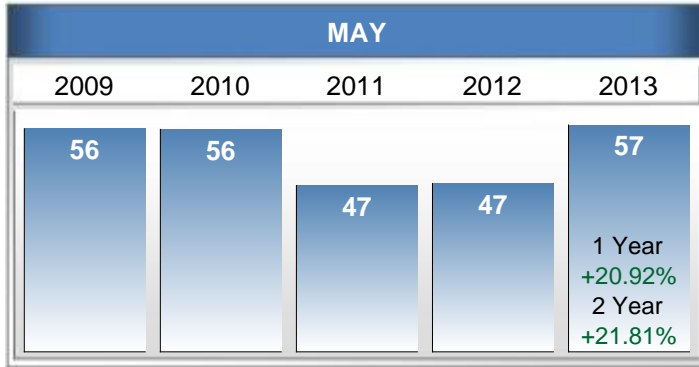
Closed Sales as of Jun 13, 2013



Average Days on Market to Sale

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



Average Days on Market

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

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+ |
|---|----|--------|-------|---------|--------|--------|---------|
| \$50,000 and less | 7 | 8.24% | 61.7 | 54.5 | 71.3 | 0.0 | 0.0 |
| \$50,001 \$60,000 | 7 | 8.24% | 53.3 | 70.0 | 23.0 | 29.0 | 88.0 |
| \$60,001 \$80,000 | 13 | 15.29% | 62.4 | 73.3 | 61.2 | 4.0 | 0.0 |
| \$80,001 \$160,000 | 26 | 30.59% | 61.5 | 92.3 | 50.6 | 70.2 | 0.0 |
| \$160,001 \$220,000 | 11 | 12.94% | 50.0 | 0.0 | 73.3 | 36.7 | 0.0 |
| \$220,001 \$270,000 | 9 | 10.59% | 34.7 | 0.0 | 60.3 | 14.2 | 60.0 |
| \$270,001 and up | 12 | 14.12% | 64.3 | 70.0 | 1.0 | 70.1 | 0.0 |
| Average Closed DOM: 57.1 | | | | 72.6 | 54.6 | 49.4 | 74.0 |
| Total Closed Units: 85 | | | | 18 | 35 | 30 | 2 |
| Total Closed Volume: 12,484,500 | | | | 1.31M | 4.27M | 6.58M | 322.70K |



Monthly Inventory Analysis

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May 2013

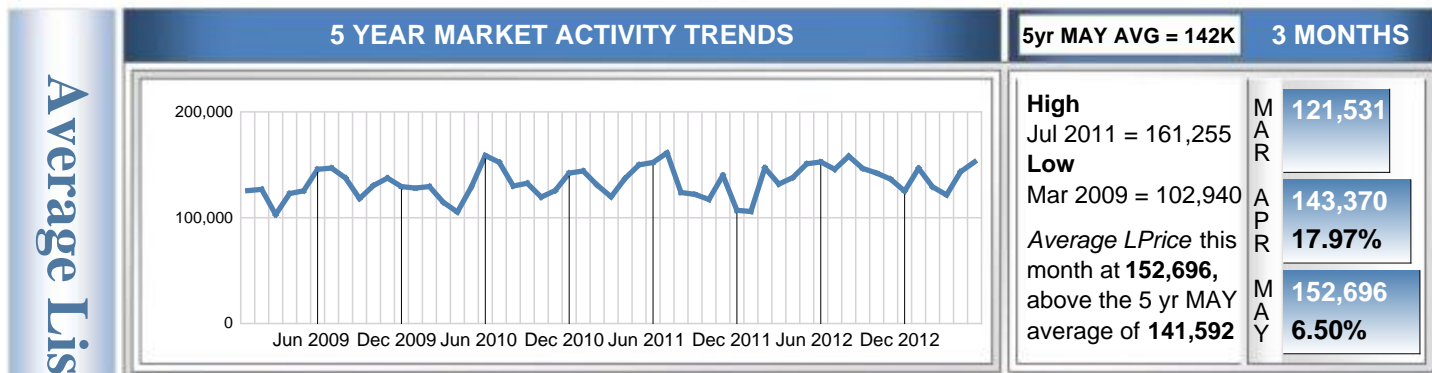
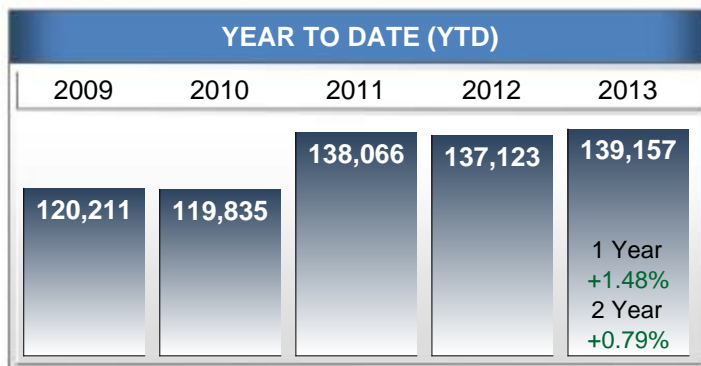
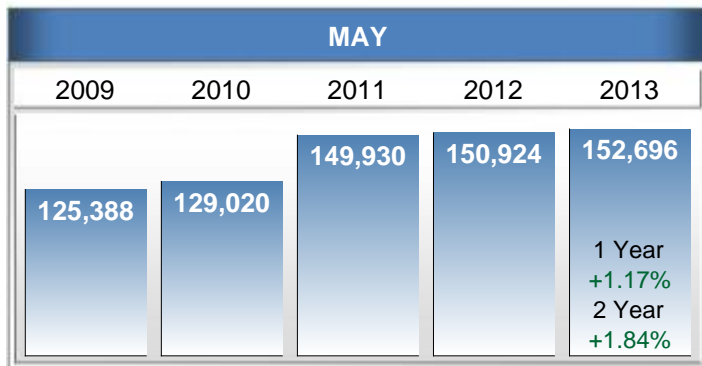
Closed Sales as of Jun 13, 2013



Average List Price at Closing

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



Average List Price

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

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+ |
|--|----|--------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less | 7 | 8.24% | 25,100 | 25,725 | 24,267 | 0 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 16 | 18.82% | 65,019 | 67,800 | 65,200 | 67,500 | 63,700 |
| \$75,001 - \$150,000 | 26 | 30.59% | 107,602 | 87,600 | 108,822 | 140,240 | 0 |
| \$150,001 - \$200,000 | 11 | 12.94% | 178,764 | 0 | 176,960 | 192,900 | 0 |
| \$200,001 - \$275,000 | 12 | 14.12% | 232,433 | 0 | 237,075 | 257,743 | 289,900 |
| \$275,001 and up | 13 | 15.29% | 323,838 | 385,000 | 375,000 | 322,525 | 0 |
| Average List Price: \$152,696 | | | | \$80,472 | \$126,093 | \$225,460 | \$176,800 |
| Total Closed Units: 85 | | | | 18 | 35 | 30 | 2 |
| Total List Volume: 12,979,150 | | | | 1.45M | 4.41M | 6.76M | 353.60K |



Monthly Inventory Analysis

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May 2013

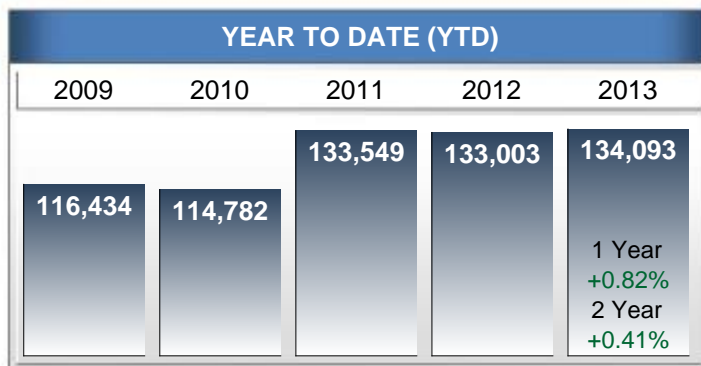
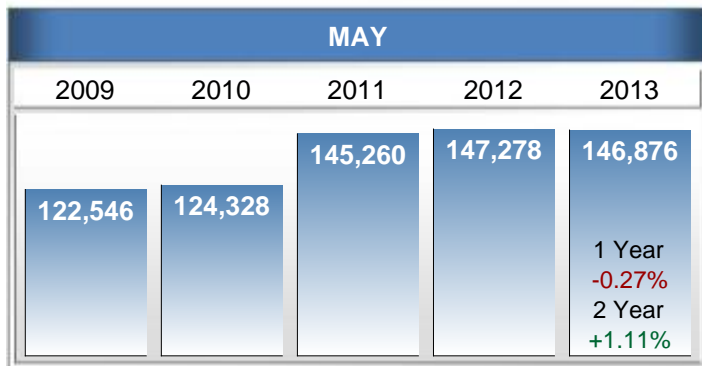
Closed Sales as of Jun 13, 2013



Average Sold Price at Closing

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



Average Sold Price

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

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+ |
|--|------------|--|--------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less | 7 | | 8.24% | 21,771 | 23,100 | 20,000 | 0 | 0 |
| \$50,001 \$60,000 | 7 | | 8.24% | 56,057 | 55,500 | 57,600 | 53,000 | 57,700 |
| \$60,001 \$80,000 | 13 | | 15.29% | 69,185 | 68,000 | 69,400 | 75,000 | 0 |
| \$80,001 \$160,000 | 26 | | 30.59% | 117,352 | 84,125 | 116,172 | 142,650 | 0 |
| \$160,001 \$220,000 | 11 | | 12.94% | 191,841 | 0 | 187,188 | 194,500 | 0 |
| \$220,001 \$270,000 | 9 | | 10.59% | 243,100 | 0 | 236,800 | 242,500 | 265,000 |
| \$270,001 and up | 12 | | 14.12% | 307,583 | 302,500 | 365,000 | 302,350 | 0 |
| Average Closed Price: | \$146,876 | | | | \$72,550 | \$122,129 | \$219,380 | \$161,350 |
| Total Closed Units: | 85 | | | | 18 | 35 | 30 | 2 |
| Total Closed Volume: | 12,484,500 | | | | 1.31M | 4.27M | 6.58M | 322.70K |



Monthly Inventory Analysis

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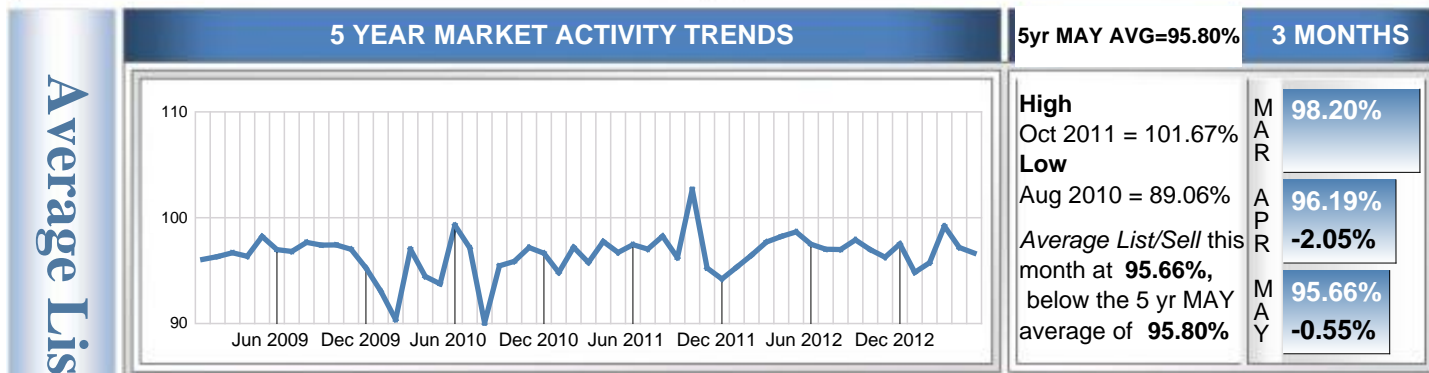
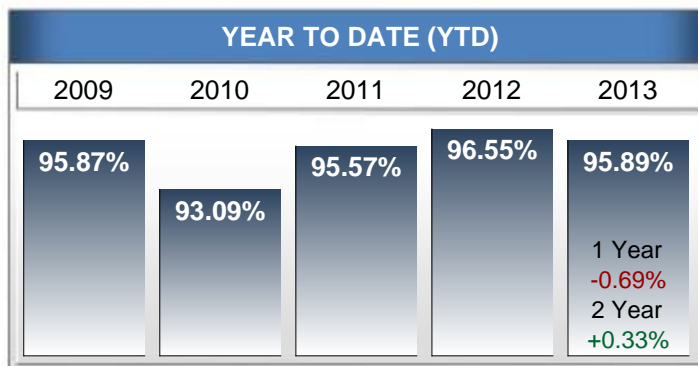
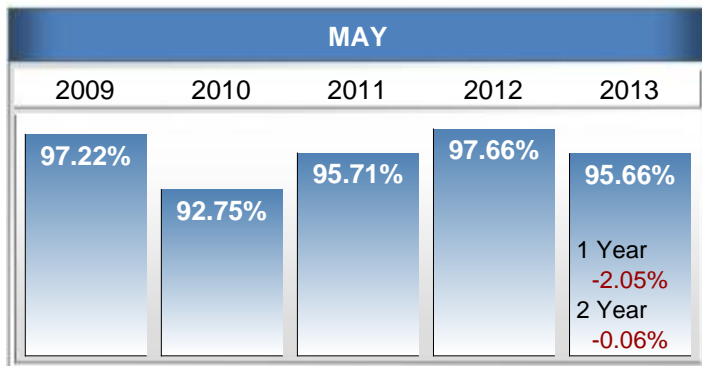
Closed Sales as of Jun 13, 2013



Average Percent of List Price to Selling Price

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



Average List/Sell Price

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

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+ |
|---|----|--------|--------|---------|--------|---------|---------|
| \$50,000 and less | 7 | 8.24% | 85.85% | 87.92% | 83.10% | 0.00% | 0.00% |
| \$50,001 \$60,000 | 7 | 8.24% | 90.31% | 90.59% | 90.74% | 88.33% | 90.58% |
| \$60,001 \$80,000 | 13 | 15.29% | 97.45% | 95.89% | 98.58% | 100.00% | 0.00% |
| \$80,001 \$160,000 | 26 | 30.59% | 97.78% | 96.29% | 97.71% | 98.94% | 0.00% |
| \$160,001 \$220,000 | 11 | 12.94% | 97.52% | 0.00% | 95.24% | 98.83% | 0.00% |
| \$220,001 \$270,000 | 9 | 10.59% | 97.89% | 0.00% | 98.17% | 99.02% | 91.41% |
| \$270,001 and up | 12 | 14.12% | 94.58% | 78.57% | 97.33% | 95.91% | 0.00% |
| Average List/Sell Ratio: 95.70% | | | | 92.36% | 95.96% | 97.60% | 91.00% |
| Total Closed Units: 85 | | | | 18 | 35 | 30 | 2 |
| Total Closed Volume: 12,484,500 | | | | 1.31M | 4.27M | 6.58M | 322.70K |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2013

Inventory as of Jun 13, 2013



Market Summary

Report Produced on: Jun 13, 2013

Area Delimited by County Of Washington



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

Active Inventory as of May 31, 2013 = 554

| | MAY | | | Year To Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2012 | 2013 | +/- % | 2012 | 2013 | +/- % |
| Closed Sales | 85 | 85 | 0.00% | 324 | 333 | 2.78% |
| Pending Sales | 80 | 86 | 7.50% | 375 | 393 | 4.80% |
| New Listings | 159 | 185 | 16.35% | 868 | 812 | -6.45% |
| Average List Price | 150,924 | 152,696 | 1.17% | 137,123 | 139,157 | 1.48% |
| Average Sale Price | 147,278 | 146,876 | -0.27% | 133,003 | 134,093 | 0.82% |
| Average Percent of List Price to Selling Price | 97.66% | 95.66% | -2.05% | 96.55% | 95.89% | -0.69% |
| Average Days on Market to Sale | 47.19 | 57.06 | 20.92% | 58.22 | 56.44 | -3.05% |
| Monthly Inventory | 671 | 554 | -17.44% | 671 | 554 | -17.44% |
| Months Supply of Inventory | 10.22 | 7.89 | -22.82% | 10.22 | 7.89 | -22.82% |

