



December 2013

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

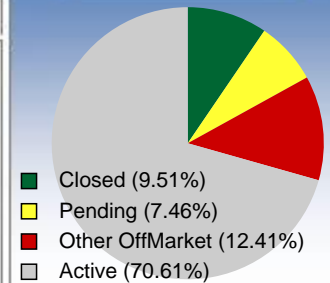


Absorption: Last 12 months, an Average of **1,076** Sales/Month

Active Inventory as of December 31, 2013 = **7,351**

	DECEMBER		
	2012	2013	+/- %
Closed Listings	930	990	6.45%
Pending Listings	756	777	2.78%
New Listings	1,444	1,465	1.45%
Average List Price	173,754	163,896	-5.67%
Average Sale Price	166,721	158,060	-5.19%
Average Percent of List Price to Selling Price	95.88%	98.37%	2.59%
Average Days on Market to Sale	63.10	61.01	-3.31%
End of Month Inventory	8,175	7,351	-10.08%
Months Supply of Inventory	8.27	6.83	-17.39%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2014

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 December 2013 decreased **10.08%** to 7,351 existing homes available for sale. Over the last 12 months this area has had an average of 1,076 closed sales per month. This represents an unsold inventory index of **6.83** 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 **5.19%** in December 2013 to \$158,060 versus the previous year at \$166,721.

Average Days on Market Shortens

The average number of **61.01** days that homes spent on the market before selling decreased by 2.09 days or **3.31%** in December 2013 compared to last year's same month at **63.10** DOM.

Sales Success for December 2013 is Positive

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

There were 1,465 New Listings in December 2013, up **1.45%** from last year at 1,444. Furthermore, there were 990 Closed Listings this month versus last year at 930, a **6.45%** increase.

Closed versus Listed trends yielded a **67.6%** ratio, up from last year's December 2013 at **64.4%**, a **4.93%** 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

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.

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Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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December 2013

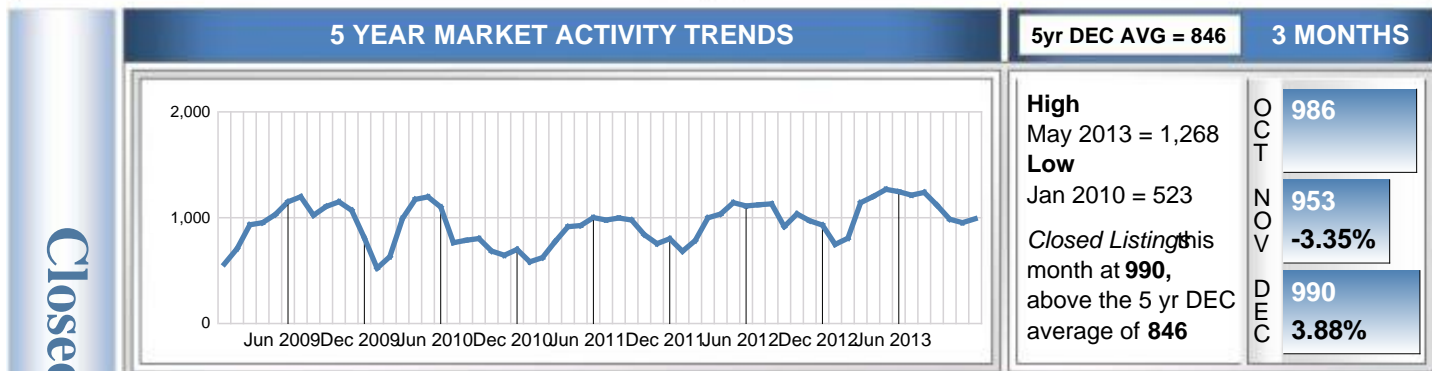
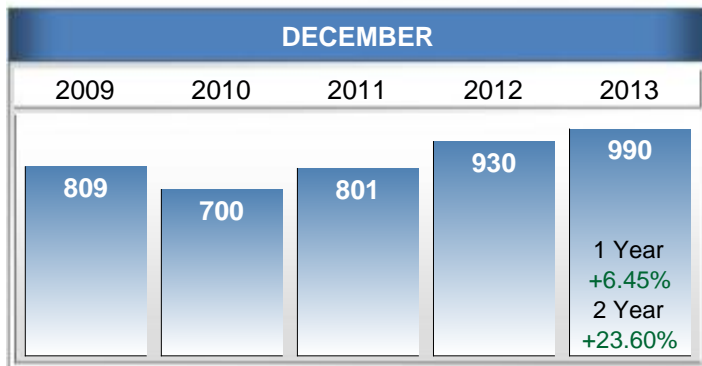
Closed Sales as of Jan 13, 2014



Closed Listings

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	101	10.20%	62.2	80	20	1	0	
\$25,001 \$50,000	81	8.18%	51.3	39	37	5	0	
\$50,001 \$100,000	177	17.88%	55.1	34	128	14	1	
\$100,001 \$150,000	225	22.73%	63.9	13	175	34	3	
\$150,001 \$200,000	168	16.97%	63.9	3	89	69	7	
\$200,001 \$300,000	135	13.64%	60.1	6	41	75	13	
\$300,001 and up	103	10.40%	67.7	9	16	55	23	
Total Closed Units: 990				61.0	184	506	253	47
Total Closed Volume: 156,479,584					13.67M	67.02M	57.75M	18.04M
Average Closed Price: \$158,060					\$74,300	\$132,449	\$228,253	\$383,850

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

Pending Listings as of Jan 13, 2014



Pending Listings

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Pending Listings
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5yr DEC AVG = 669	3 MONTHS
High Apr 2010 = 1,451 Low Dec 2009 = 570 <i>Pending Listing</i> this month at 777 , above the 5 yr DEC average of 669	OCT 1,055 NOV 951 DEC -18.30%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	61	7.85%	48.4	36	23	2	0	
\$25,001 \$50,000	82	10.55%	48.9	32	44	5	1	
\$50,001 \$75,000	72	9.27%	62.0	21	40	11	0	
\$75,001 \$150,000	266	34.23%	66.5	28	200	36	2	
\$150,001 \$175,000	76	9.78%	65.5	6	40	23	7	
\$175,001 \$275,000	125	16.09%	59.2	13	58	49	5	
\$275,001 and up	95	12.23%	72.5	7	19	51	18	
Total Pending Units: 777 Total Pending Volume: 126,847,493 Average Listing Price: \$155,904				68.5	143	424	177	33
					14.37M	54.46M	40.48M	17.54M
					\$100,489	\$128,442	\$228,705	\$531,436



Monthly Inventory Analysis

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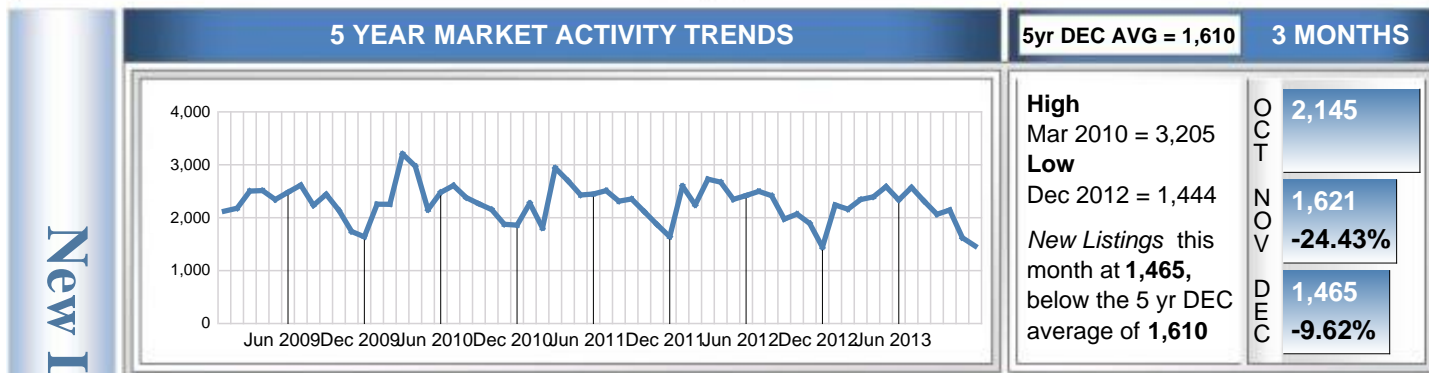
New Listings as of Jan 13, 2014



New Listings

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$20,000 and less	49	3.34%	34	13	1	1
\$20,001 \$40,000	243	16.59%	197	41	5	0
\$40,001 \$80,000	236	16.11%	105	114	15	2
\$80,001 \$140,000	350	23.89%	52	252	39	7
\$140,001 \$200,000	246	16.79%	17	141	80	8
\$200,001 \$330,000	193	13.17%	24	68	84	17
\$330,001 and up	148	10.10%	21	26	63	38
Total New Listed Units:			450	655	287	73
Total New Listed Volume:			41.70M	92.63M	81.23M	41.16M
Average New Listed Listing Price:			\$92,676	\$141,422	\$283,034	\$563,894



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

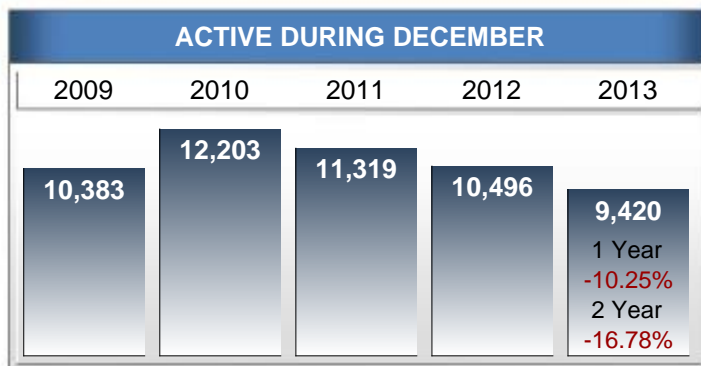
Active Inventory as of Jan 13, 2014



Active Inventory

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr DEC AVG = 8,559 **3 MONTHS**

High
Aug 2010 = 11,133
Low
Dec 2013 = 7,351

Inventory this month at **7,351**, below the 5 yr DEC average of **8,559**

OCT	8,706
NOV	7,955
DEC	7,351
-8.63%	
-7.59%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	599	8.15%	75.9	532	56	9	2		
\$25,001 \$50,000	832	11.32%	106.4	625	179	25	3		
\$50,001 \$75,000	754	10.26%	88.8	399	321	30	4		
\$75,001 \$150,000	2,152	29.27%	86.8	498	1,363	267	24		
\$150,001 \$225,000	1,311	17.83%	89.3	133	696	443	39		
\$225,001 \$375,000	954	12.98%	92.2	122	278	469	85		
\$375,001 and up	749	10.19%	95.1	164	106	304	175		
Total Active Inventory by Units:				7,351	90.3	2,473	2,999	1,547	332
Total Active Inventory by Volume:				1,454,368,486		372.54M	452.07M	446.84M	182.92M
Average Active Inventory Listing Price:				\$197,846		\$150,643	\$150,741	\$288,841	\$550,957



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

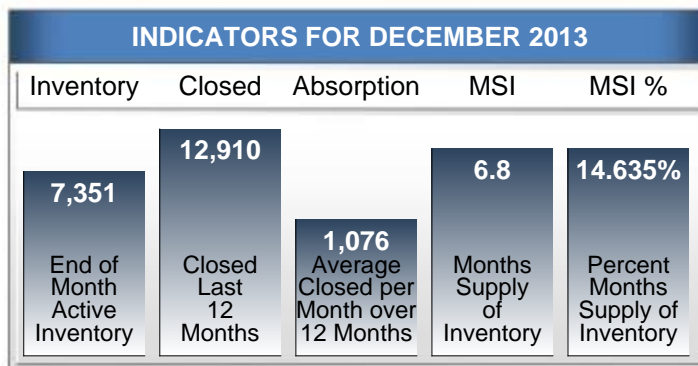
Active Inventory as of Jan 13, 2014



Months Supply of Inventory

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply
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5yr DEC AVG = 9.2	3 MONTHS
High Jun 2011 = 13.6 Low Dec 2013 = 6.8 <i>Months Supply</i> this month at 6.8 , below the 5 yr DEC average of 9.2	OCT 8.1 NOV 7.4 -8.50% DEC 6.8 -8.02%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	272	3.70%	6.5	8.1	2.8	3.4	6.0
\$20,001 \$50,000	1,159	15.77%	11.1	19.1	4.2	4.7	3.7
\$50,001 \$90,000	1,254	17.06%	7.7	13.9	5.5	5.0	4.3
\$90,001 \$160,000	1,885	25.64%	5.3	9.6	4.7	5.3	10.2
\$160,001 \$230,000	1,126	15.32%	5.5	10.0	5.5	5.0	4.5
\$230,001 \$370,000	885	12.04%	6.3	19.6	6.3	5.3	6.7
\$370,001 and up	770	10.47%	11.9	60.0	9.7	9.4	10.4
MSI:			6.8	14.3	5.1	5.7	7.8
Total Active Inventory:			7,351	2,473	2,999	1,547	332



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

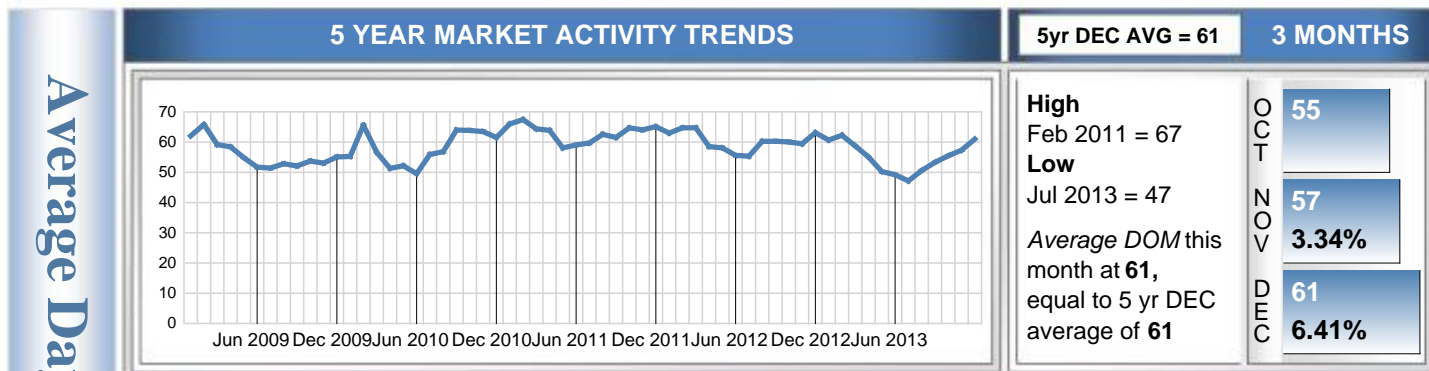
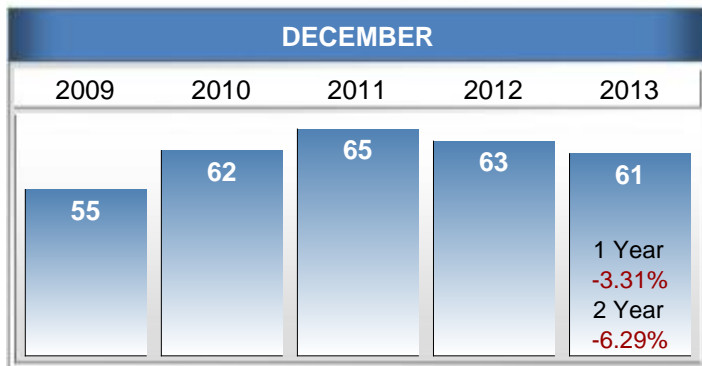
Closed Sales as of Jan 13, 2014



Average Days on Market to Sale

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	101	10.20%	62.2	63.7	58.5	19.0	0.0
\$25,001 \$50,000	81	8.18%	51.3	54.3	47.6	54.2	0.0
\$50,001 \$100,000	177	17.88%	55.1	64.3	54.2	37.7	97.0
\$100,001 \$150,000	225	22.73%	63.9	62.1	65.1	61.4	35.3
\$150,001 \$200,000	168	16.97%	63.9	42.7	62.8	65.7	68.1
\$200,001 \$300,000	135	13.64%	60.1	41.0	47.5	68.1	62.8
\$300,001 and up	103	10.40%	67.7	80.2	55.9	64.7	78.2
Average Closed DOM: 61.0				61.4	58.7	63.6	70.1
Total Closed Units: 990				184	506	253	47
Total Closed Volume: 156,479,584				13.67M	67.02M	57.75M	18.04M



Monthly Inventory Analysis

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December 2013

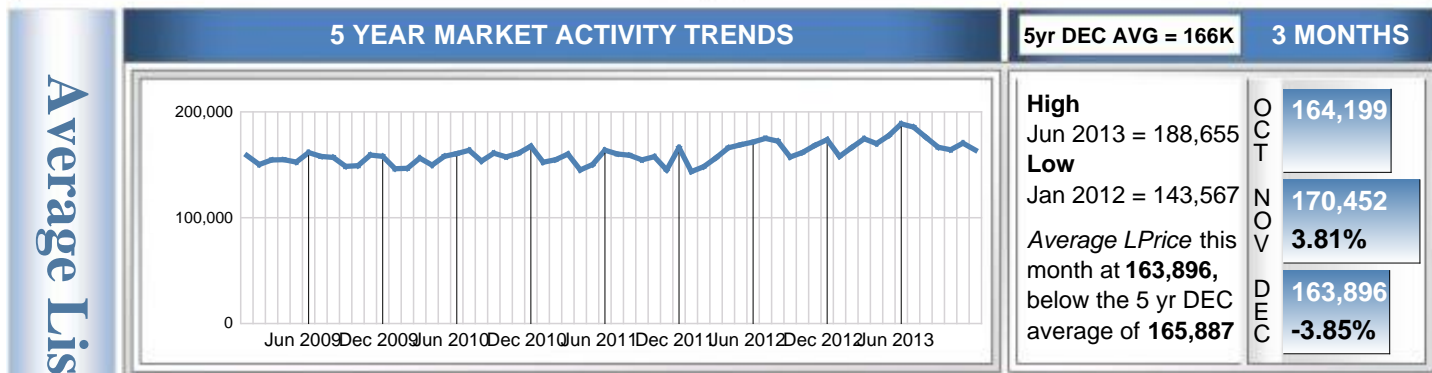
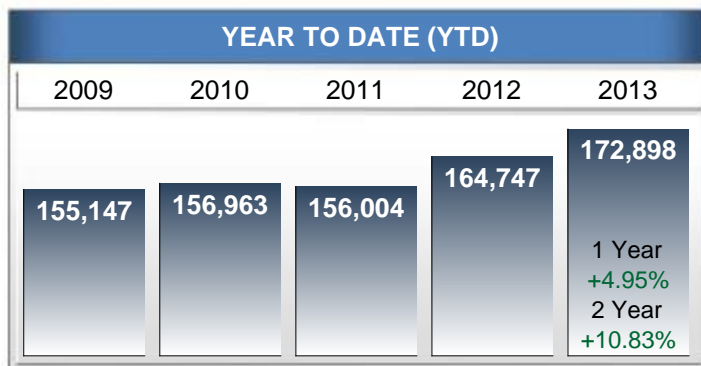
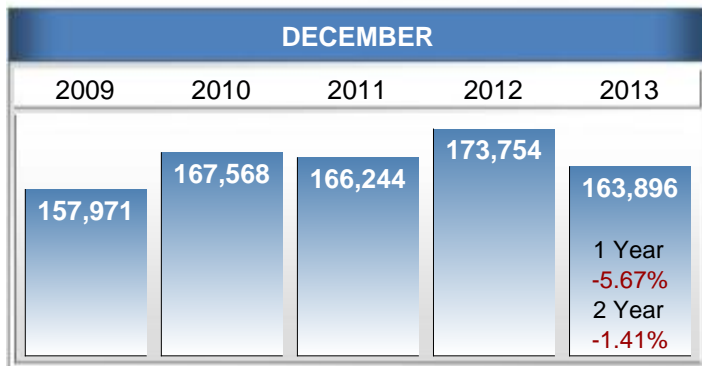
Closed Sales as of Jan 13, 2014



Average List Price at Closing

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	91	9.19%	12,569	14,309	20,003	28,500	0
\$25,001 \$50,000	83	8.38%	38,768	43,255	39,978	44,180	0
\$50,001 \$100,000	175	17.68%	79,010	81,175	81,355	81,829	69,500
\$100,001 \$150,000	215	21.72%	128,533	124,831	132,354	135,277	133,029
\$150,001 \$200,000	180	18.18%	174,172	181,167	176,348	180,700	177,600
\$200,001 \$300,000	141	14.24%	243,354	254,983	233,302	250,228	265,308
\$300,001 and up	105	10.61%	483,529	645,578	539,093	402,420	578,048
Average List Price:	\$163,896			\$82,054	\$137,037	\$234,636	\$392,678
Total Closed Units:	990			184	506	253	47
Total List Volume:	162,257,340			15.10M	69.34M	59.36M	18.46M



Monthly Inventory Analysis

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December 2013

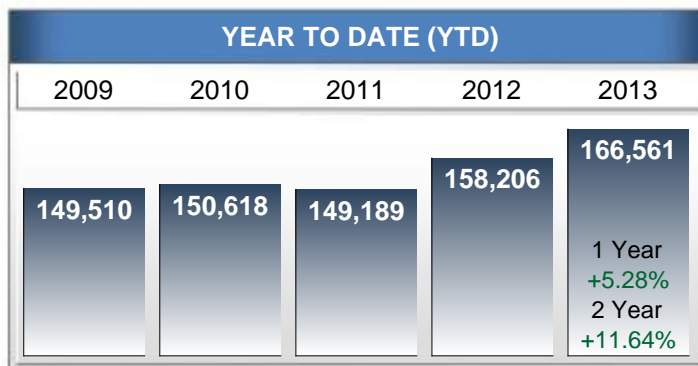
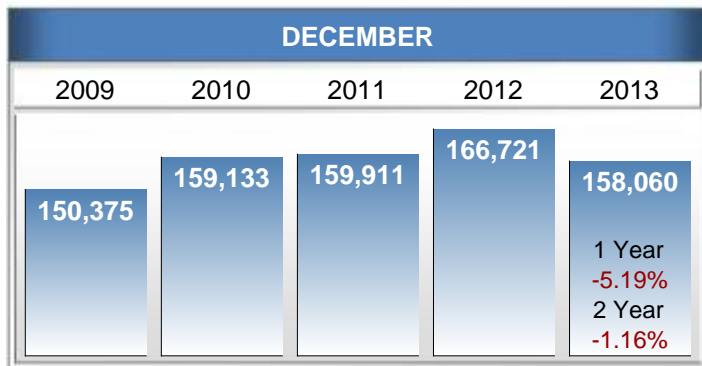
Closed Sales as of Jan 13, 2014



Average Sold Price at Closing

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	101	10.20%	12,132	10,568	17,745	25,000	0
\$25,001 \$50,000	81	8.18%	39,633	39,597	39,700	39,425	0
\$50,001 \$100,000	177	17.88%	78,169	77,117	78,137	81,964	65,000
\$100,001 \$150,000	225	22.73%	128,094	117,291	128,040	132,222	131,333
\$150,001 \$200,000	168	16.97%	173,834	178,133	172,290	175,779	172,457
\$200,001 \$300,000	135	13.64%	240,531	249,833	229,643	243,424	253,885
\$300,001 and up	103	10.40%	463,212	566,803	502,375	390,862	568,446
Average Closed Price:	\$158,060			\$74,300	\$132,449	\$228,253	\$383,850
Total Closed Units:	990			184	506	253	47
Total Closed Volume:	156,479,584			13.67M	67.02M	57.75M	18.04M



Monthly Inventory Analysis

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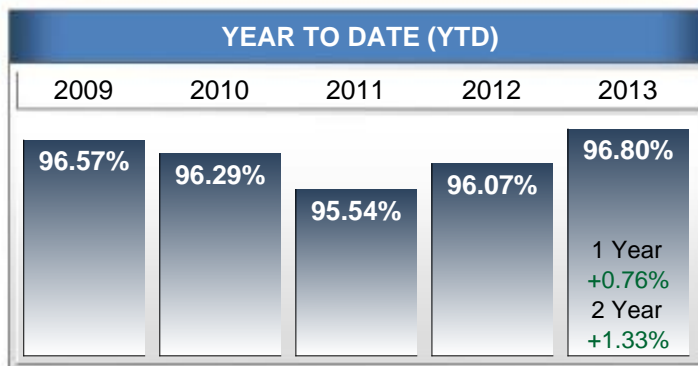
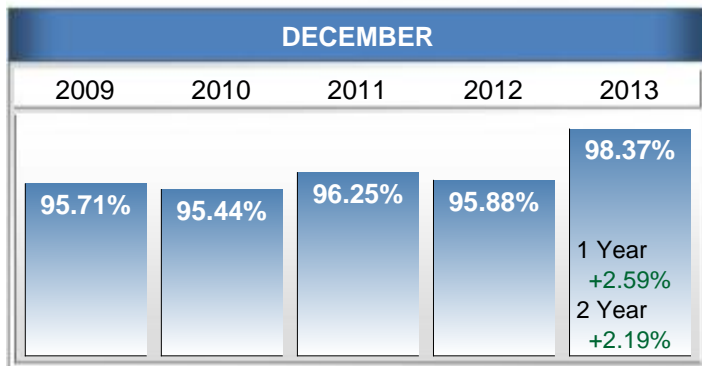
Closed Sales as of Jan 13, 2014



Average Percent of List Price to Selling Price

Report Produced on: Jan 13, 2014

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	101	10.20%	78.18%	73.45%	96.63%	87.72%	0.00%
\$25,001 \$50,000	81	8.18%	116.00%	102.87%	133.43%	89.39%	0.00%
\$50,001 \$100,000	177	17.88%	102.42%	95.38%	104.49%	101.25%	93.53%
\$100,001 \$150,000	225	22.73%	97.03%	96.54%	96.88%	97.87%	98.62%
\$150,001 \$200,000	168	16.97%	97.63%	98.26%	97.83%	97.38%	97.31%
\$200,001 \$300,000	135	13.64%	97.58%	98.36%	98.60%	97.28%	95.75%
\$300,001 and up	103	10.40%	102.45%	89.20%	94.60%	97.35%	125.32%
Average List/Sell Ratio: 98.40%				87.36%	101.70%	97.43%	110.58%
Total Closed Units: 990				184	506	253	47
Total Closed Volume: 156,479,584				13.67M	67.02M	57.75M	18.04M



Monthly Inventory Analysis

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December 2013

Inventory as of Jan 13, 2014



Market Summary

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Absorption: Last 12 months, an Average of 1,076 Sales/Month

Active Inventory as of December 31, 2013 = 7,351

	DECEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	930	990	6.45%	11,860	12,910	8.85%
Pending Sales	756	777	2.78%	12,051	13,225	9.74%
New Listings	1,444	1,465	1.45%	27,297	26,238	-3.88%
Average List Price	173,754	163,896	-5.67%	164,747	172,898	4.95%
Average Sale Price	166,721	158,060	-5.19%	158,206	166,561	5.28%
Average Percent of List Price to Selling Price	95.88%	98.37%	2.59%	96.07%	96.80%	0.76%
Average Days on Market to Sale	63.10	61.01	-3.31%	59.97	54.46	-9.19%
Monthly Inventory	8,175	7,351	-10.08%	8,175	7,351	-10.08%
Months Supply of Inventory	8.27	6.83	-17.39%	8.27	6.83	-17.39%

