



November 2013

Area Delimited by County Of Washington

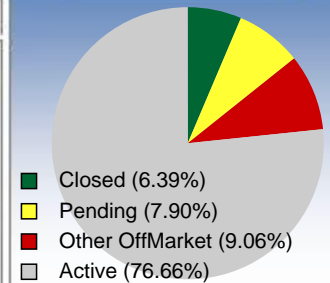


Absorption: Last 12 months, an Average of **74** Sales/Month

Active Inventory as of November 30, 2013 = **660**

	NOVEMBER		
	2012	2013	+/- %
Closed Listings	69	55	-20.29%
Pending Listings	60	68	13.33%
New Listings	138	112	-18.84%
Median List Price	114,900	117,500	2.26%
Median Sale Price	110,000	117,500	6.82%
Median Percent of List Price to Selling Price	97.60%	97.96%	0.37%
Median Days on Market to Sale	28.00	30.00	7.14%
End of Month Inventory	582	660	13.40%
Months Supply of Inventory	8.57	8.94	4.31%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 13, 2013

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 November 2013 rose **13.40%** to 660 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **8.94** 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 **6.82%** in November 2013 to \$117,500 versus the previous year at \$110,000.

Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 2.00 days or **7.14%** in November 2013 compared to last year's same month at **28.00** DOM.

Sales Success for November 2013 is Positive

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

There were 112 New Listings in November 2013, down **18.84%** from last year at 138. Furthermore, there were 55 Closed Listings this month versus last year at 69, a **-20.29%** decrease.

Closed versus Listed trends yielded a **49.1%** ratio, down from last year's November 2013 at **50.0%**, a **1.79%** downswing. 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®

November 2013

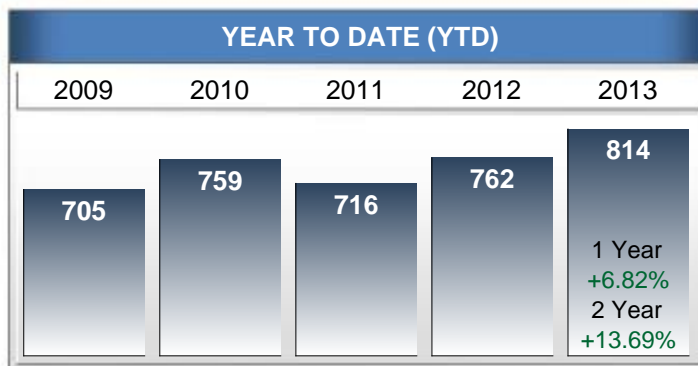
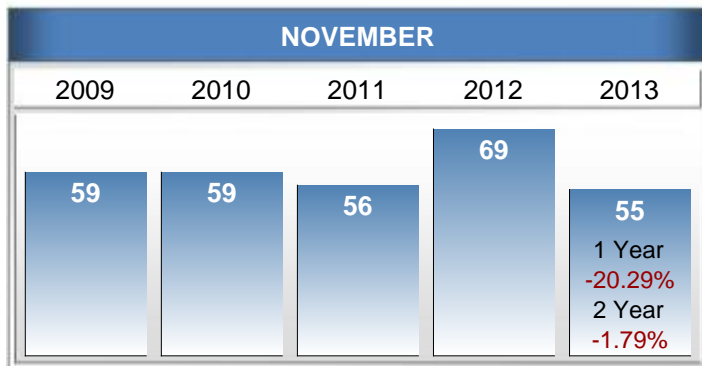
Closed Sales as of Dec 13, 2013



Closed Listings

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	5	9.09%	21.0	3	2	0	0	
\$40,001 - \$50,000	5	9.09%	14.0	1	4	0	0	
\$50,001 - \$80,000	10	18.18%	18.0	2	7	1	0	
\$80,001 - \$130,000	12	21.82%	98.5	2	8	2	0	
\$130,001 - \$160,000	10	18.18%	22.0	1	8	0	1	
\$160,001 - \$230,000	7	12.73%	17.0	1	3	3	0	
\$230,001 and up	6	10.91%	71.5	0	1	3	2	
Total Closed Units: 55				30.0	10	33	9	3
Total Closed Volume: 6,962,294					774.00K	3.51M	1.95M	721.00K
Median Closed Price: \$117,500					\$54,000	\$110,000	\$195,000	\$275,000

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

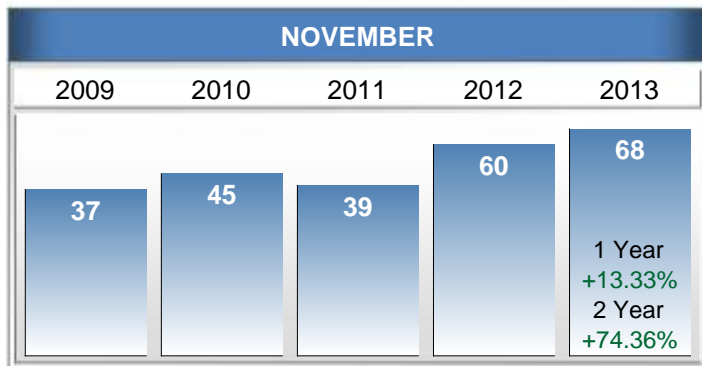
Pending Listings as of Dec 13, 2013



Pending Listings

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



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



5yr NOV AVG = 50	3 MONTHS										
High Apr 2010 = 124 Low Nov 2009 = 37 <i>Pending Listing</i> this month at 68 , above the 5 yr NOV average of 50	<table border="1"> <tr> <td>SEP</td> <td>73</td> </tr> <tr> <td>OCT</td> <td>68</td> </tr> <tr> <td>NOV</td> <td>68</td> </tr> <tr> <td colspan="2">-6.85%</td> </tr> <tr> <td colspan="2">0.00%</td> </tr> </table>	SEP	73	OCT	68	NOV	68	-6.85%		0.00%	
SEP	73										
OCT	68										
NOV	68										
-6.85%											
0.00%											

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	8	11.76%	25.0	4	4	0	0	
\$20,001 \$50,000	5	7.35%	7.0	1	4	0	0	
\$50,001 \$70,000	9	13.24%	31.0	4	2	3	0	
\$70,001 \$140,000	20	29.41%	42.0	3	12	5	0	
\$140,001 \$220,000	10	14.71%	59.5	0	4	5	1	
\$220,001 \$340,000	9	13.24%	30.0	1	1	5	2	
\$340,001 and up	7	10.29%	97.0	0	1	3	3	
Total Pending Units: 68 Total Pending Volume: 10,314,300 Median Listing Price: \$114,950				35.5	13	28	21	6
					924.30K	2.91M	4.13M	2.34M
					\$57,000	\$82,500	\$179,900	\$368,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

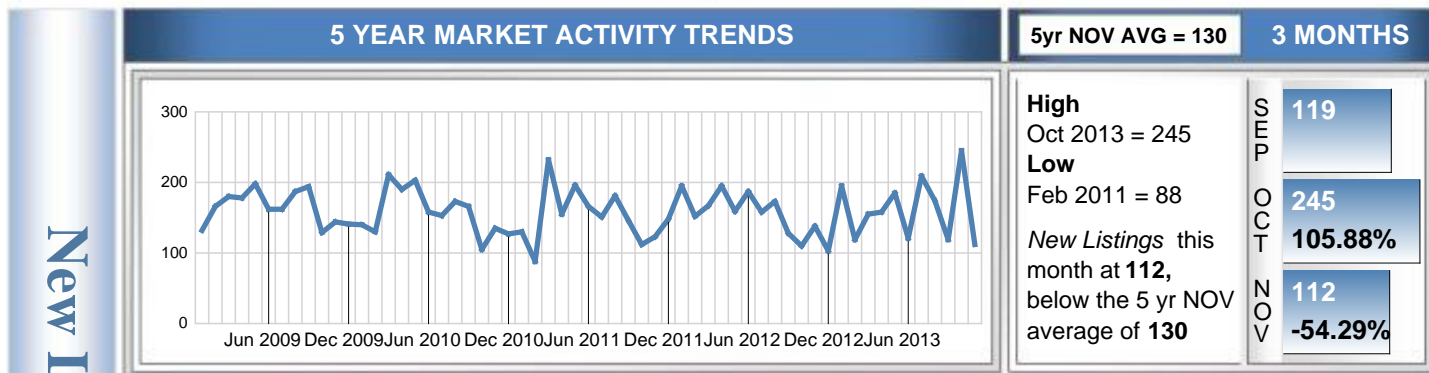
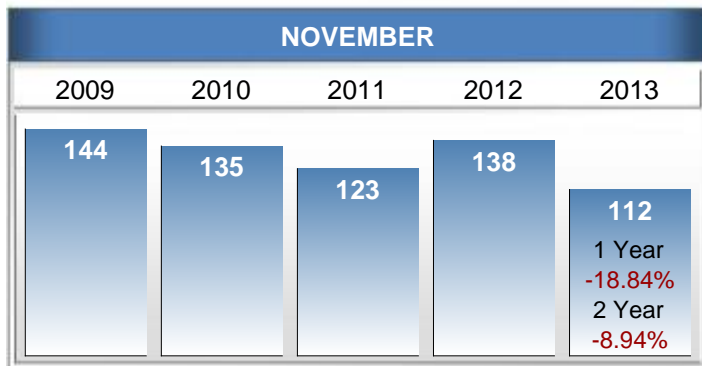
New Listings as of Dec 13, 2013



New Listings

Report Produced on: Dec 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+
\$20,000 and less	10	8.93%	9	1	0	0
\$20,001 \$50,000	12	10.71%	7	5	0	0
\$50,001 \$90,000	17	15.18%	5	10	1	1
\$90,001 \$150,000	32	28.57%	7	18	6	1
\$150,001 \$200,000	16	14.29%	4	8	3	1
\$200,001 \$290,000	14	12.50%	0	6	7	1
\$290,001 and up	11	9.82%	3	0	3	5
Total New Listed Units:			35	48	20	9
Total New Listed Volume:			3.47M	5.88M	4.22M	2.70M
Median New Listed Listing Price:			\$58,000	\$119,900	\$207,500	\$329,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

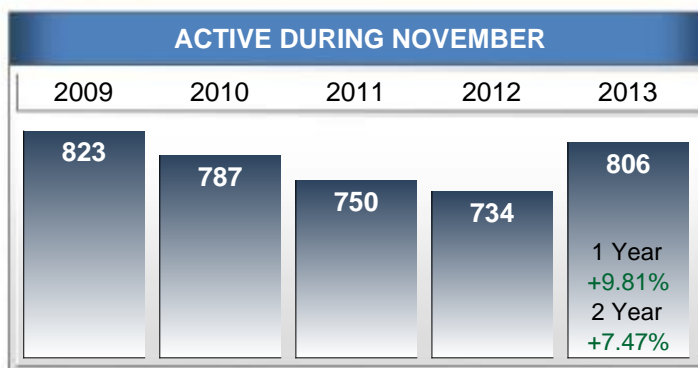
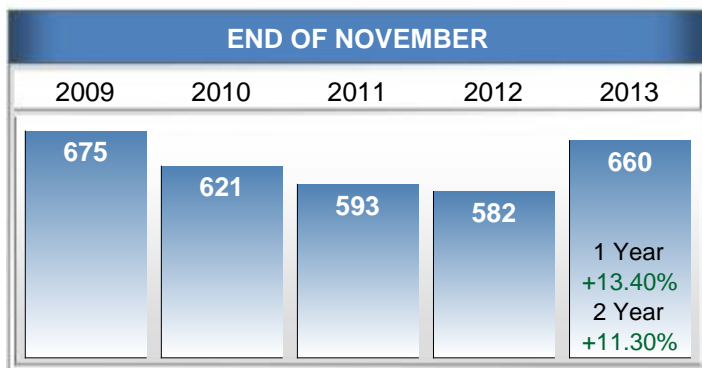
Active Inventory as of Dec 13, 2013



Active Inventory

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Active Inventory

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



5yr NOV AVG = 626 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **660**, above the 5 yr NOV average of **626**

SEP	582
OCT	694
NOV	660
19.24%	
-4.90%	

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%	97.0	0	0	0	0		
\$1-\$20,000	128	19.39%	40.5	128	0	0	0		
\$20,001-\$50,000	83	12.58%	110.0	70	11	2	0		
\$50,001-\$110,000	197	29.85%	96.0	107	73	14	3		
\$110,001-\$160,000	101	15.30%	85.0	16	54	30	1		
\$160,001-\$260,000	82	12.42%	68.5	8	31	42	1		
\$260,001 and up	69	10.45%	73.0	9	9	32	19		
Total Active Inventory by Units:				660	71.0	338	178	120	24
Total Active Inventory by Volume:				93,206,043		22.76M	22.66M	29.66M	18.13M
Median Active Inventory Listing Price:				\$82,450		\$38,750	\$115,450	\$196,700	\$354,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

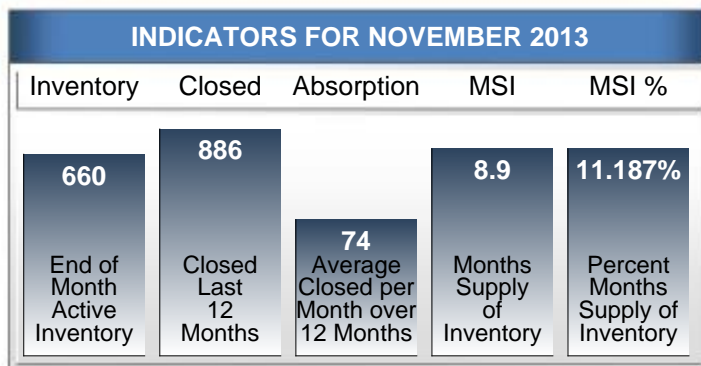
Active Inventory as of Dec 13, 2013



Months Supply of Inventory

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



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



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	128	19.39%	30.7	51.2	0.0	0.0	0.0
\$20,001-\$50,000	83	12.58%	9.7	19.5	2.3	12.0	0.0
\$50,001-\$110,000	197	29.85%	8.6	20.4	4.9	5.8	12.0
\$110,001-\$160,000	101	15.30%	6.3	17.5	5.6	5.9	4.0
\$160,001-\$260,000	82	12.42%	5.9	19.2	6.0	5.3	3.0
\$260,001 and up	69	10.45%	8.3	21.6	12.0	5.9	10.9
MSI:			8.9	25.8	4.8	5.6	9.3
Total Active Inventory:			660	338	178	120	24



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

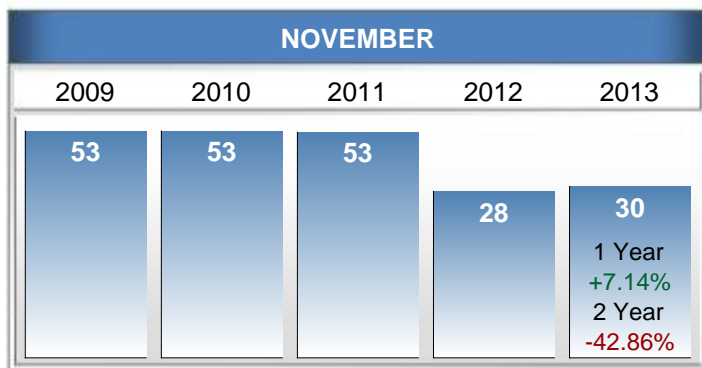
Closed Sales as of Dec 13, 2013



Median Days on Market to Sale

Report Produced on: Dec 13, 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+
\$40,000 and less	5			9.09%	21.0	11.0	59.0	0.0	0.0
\$40,001 \$50,000	5			9.09%	14.0	10.0	35.0	0.0	0.0
\$50,001 \$80,000	10			18.18%	18.0	17.0	52.0	8.0	0.0
\$80,001 \$130,000	12			21.82%	98.5	137.5	104.0	1.0	0.0
\$130,001 \$160,000	10			18.18%	22.0	12.0	22.0	0.0	35.0
\$160,001 \$230,000	7			12.73%	17.0	17.0	25.0	16.0	0.0
\$230,001 and up	6			10.91%	71.5	0.0	30.0	110.0	79.5
Median Closed DOM:	30.0					15.0	55.0	16.0	35.0
Total Closed Units:	55					10	33	9	3
Total Closed Volume:	6,962,294					774.00K	3.51M	1.95M	721.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

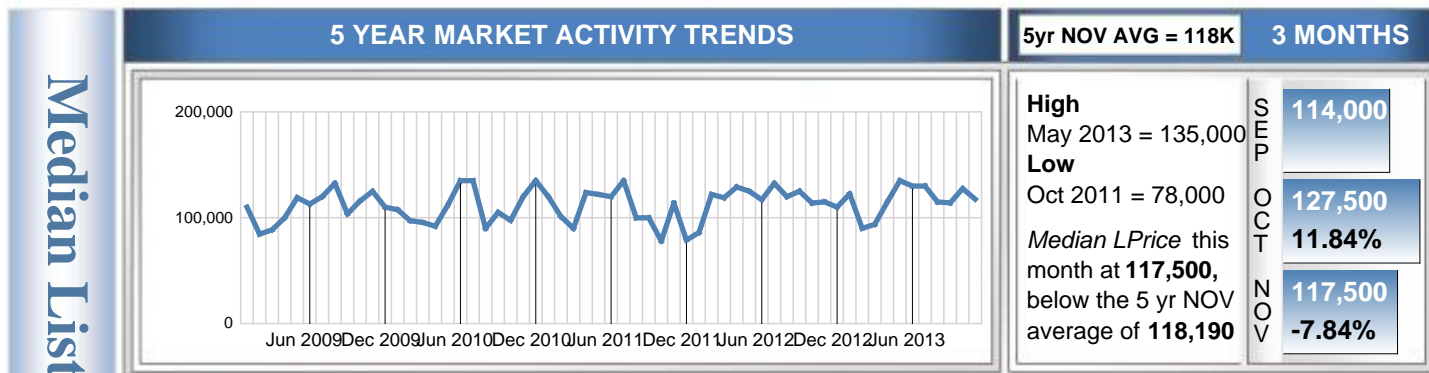
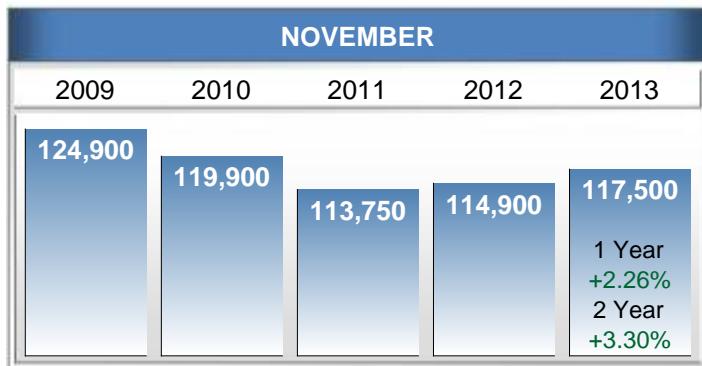
Closed Sales as of Dec 13, 2013



Median List Price at Closing

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Median List Price

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

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+
\$40,000 and less	5		9.09%	10,500	11,500	10,500	0	0
\$40,001 \$50,000	5		9.09%	46,000	46,750	46,000	0	0
\$50,001 \$80,000	9		16.36%	62,000	54,000	72,250	62,000	0
\$80,001 \$130,000	12		21.82%	115,000	103,500	115,000	117,500	0
\$130,001 \$160,000	10		18.18%	141,200	145,000	141,200	135,000	0
\$160,001 \$230,000	7		12.73%	195,000	0	203,900	195,000	162,500
\$230,001 and up	7		12.73%	299,900	400,000	239,900	395,000	287,450
Median List Price:		\$117,500			\$54,000	\$115,000	\$195,000	\$275,000
Total Closed Units:		55			10	33	9	3
Total List Volume:		7,290,500			976.50K	3.58M	2.00M	737.40K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

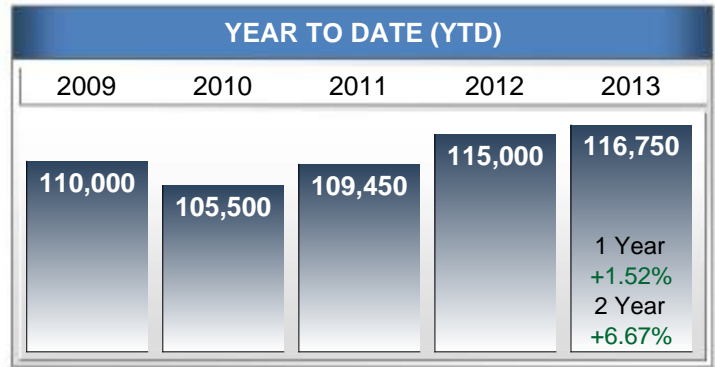
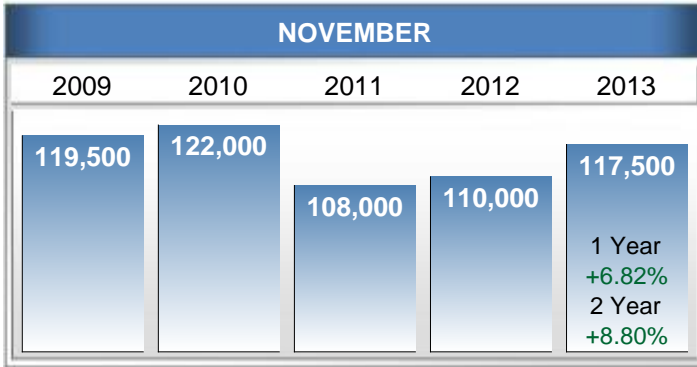
Closed Sales as of Dec 13, 2013



Median Sold Price at Closing

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Median Sold Price

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

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+
\$40,000 and less	5	9.09%	9,000	14,000	7,500	0	0
\$40,001 \$50,000	5	9.09%	45,000	45,000	44,967	0	0
\$50,001 \$80,000	10	18.18%	66,000	54,000	74,000	63,000	0
\$80,001 \$130,000	12	21.82%	110,000	96,000	110,000	123,750	0
\$130,001 \$160,000	10	18.18%	142,500	145,000	138,500	0	156,000
\$160,001 \$230,000	7	12.73%	198,500	225,000	202,000	195,000	0
\$230,001 and up	6	10.91%	282,500	0	235,000	385,000	282,500
Median Closed Price:	\$117,500			\$54,000	\$110,000	\$195,000	\$275,000
Total Closed Units:	55			10	33	9	3
Total Closed Volume:	6,962,294			774.00K	3.51M	1.95M	721.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

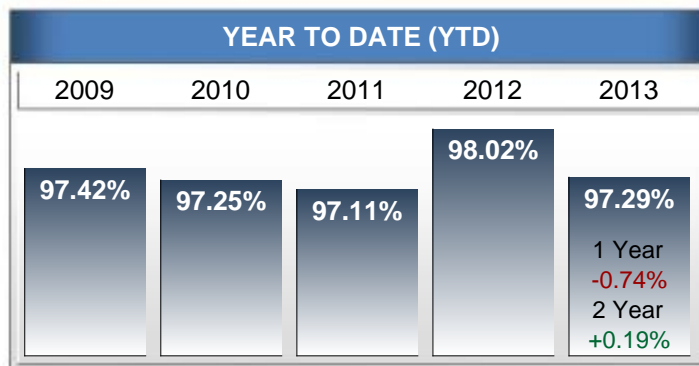
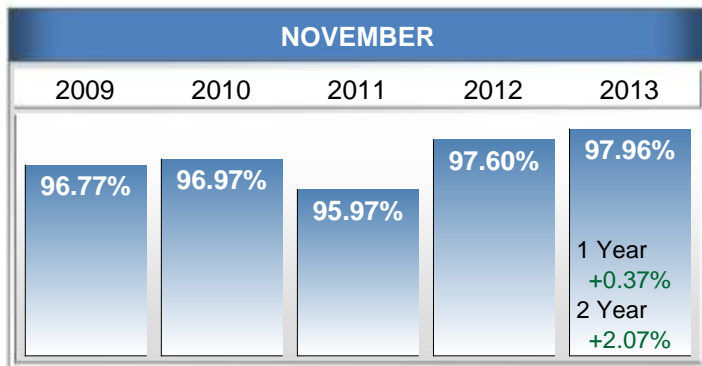
Closed Sales as of Dec 13, 2013



Median Percent of List Price to Selling Price

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Median List/Sell Price

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

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+
\$40,000 and less	5	9.09%	88.89%	88.89%	92.86%	0.00%	0.00%
\$40,001 - \$50,000	5	9.09%	93.48%	92.78%	96.74%	0.00%	0.00%
\$50,001 - \$80,000	10	18.18%	99.33%	100.00%	95.63%	101.61%	0.00%
\$80,001 - \$130,000	12	21.82%	98.89%	94.00%	98.89%	98.15%	0.00%
\$130,001 - \$160,000	10	18.18%	97.27%	100.00%	97.27%	0.00%	96.00%
\$160,001 - \$230,000	7	12.73%	99.07%	56.25%	99.07%	100.00%	0.00%
\$230,001 and up	6	10.91%	97.08%	0.00%	97.96%	96.46%	98.35%
Median List/Sell Ratio:	97.96%			96.39%	97.96%	98.27%	96.70%
Total Closed Units:	55			10	33	9	3
Total Closed Volume:	6,962,294			774.00K	3.51M	1.95M	721.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

Inventory as of Dec 13, 2013



Market Summary

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of **74** Sales/Month

Active Inventory as of November 30, 2013 = **660**

	NOVEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	69	55	-20.29%	762	814	6.82%
Pending Sales	60	68	13.33%	783	851	8.68%
New Listings	138	112	-18.84%	1,762	1,792	1.70%
Median List Price	114,900	117,500	2.26%	119,900	119,000	-0.75%
Median Sale Price	110,000	117,500	6.82%	115,000	116,750	1.52%
Median Percent of List Price to Selling Price	97.60%	97.96%	0.37%	98.02%	97.29%	-0.74%
Median Days on Market to Sale	28.00	30.00	7.14%	40.00	38.00	-5.00%
Monthly Inventory	582	660	13.40%	582	660	13.40%
Months Supply of Inventory	8.57	8.94	4.31%	8.57	8.94	4.31%

