



November 2013

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

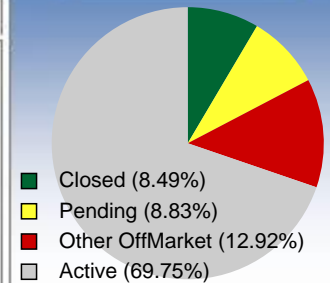


Absorption: Last 12 months, an Average of **1,070** Sales/Month

Active Inventory as of November 30, 2013 = **7,795**

	NOVEMBER		
	2012	2013	+/- %
Closed Listings	970	949	-2.16%
Pending Listings	817	987	20.81%
New Listings	1,891	1,621	-14.28%
Median List Price	129,900	136,900	5.39%
Median Sale Price	123,000	132,313	7.57%
Median Percent of List Price to Selling Price	97.48%	97.48%	0.00%
Median Days on Market to Sale	47.00	45.00	-4.26%
End of Month Inventory	9,050	7,795	-13.87%
Months Supply of Inventory	9.26	7.28	-21.35%

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) Decreases

The total housing inventory at the end of November 2013 decreased **13.87%** to 7,795 existing homes available for sale. Over the last 12 months this area has had an average of 1,070 closed sales per month. This represents an unsold inventory index of **7.28** 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 **7.57%** in November 2013 to \$132,313 versus the previous year at \$123,000.

Median Days on Market Shortens

The median number of **45.00** days that homes spent on the market before selling decreased by 2.00 days or **4.26%** in November 2013 compared to last year's same month at **47.00** DOM.

Sales Success for November 2013 is Positive

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

There were 1,621 New Listings in November 2013, down **14.28%** from last year at 1,891. Furthermore, there were 949 Closed Listings this month versus last year at 970, a **-2.16%** decrease.

Closed versus Listed trends yielded a **58.5%** ratio, up from last year's November 2013 at **51.3%**, a **14.13%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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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?

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

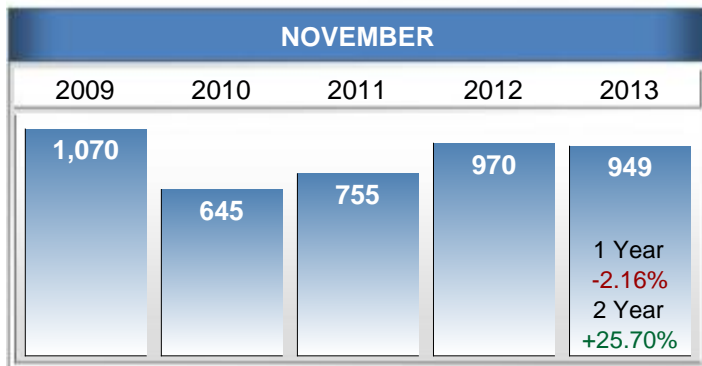
Closed Sales as of Dec 13, 2013



Closed Listings

Report Produced on: Dec 13, 2013

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



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	97	10.22%	36.0	51	38	8	0	
\$40,001 - \$70,000	106	11.17%	31.5	33	67	6	0	
\$70,001 - \$100,000	129	13.59%	51.0	25	89	14	1	
\$100,001 - \$150,000	232	24.45%	47.0	20	181	30	1	
\$150,001 - \$200,000	171	18.02%	62.0	13	104	46	8	
\$200,001 - \$280,000	120	12.64%	45.5	6	57	51	6	
\$280,001 and up	94	9.91%	34.0	2	24	52	16	
Total Closed Units: 949				45.0	150	560	207	32
Total Closed Volume: 154,711,093					11.88M	75.81M	48.65M	18.37M
Median Closed Price: \$132,313					\$63,000	\$126,000	\$199,500	\$300,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

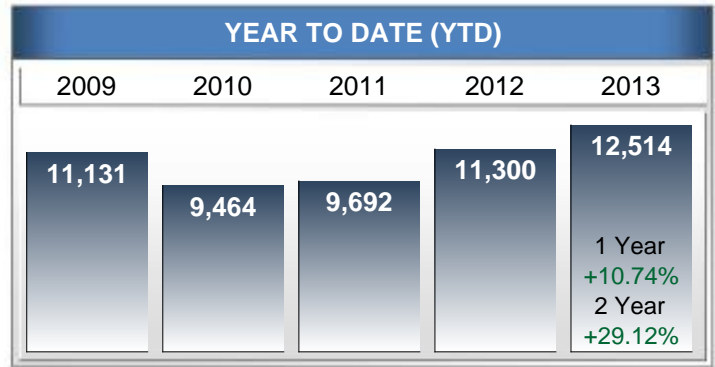
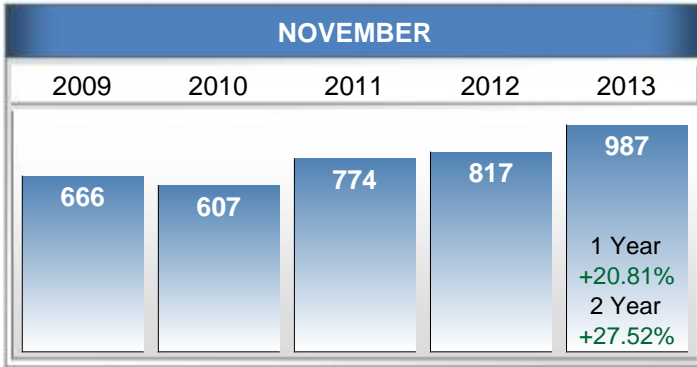
Pending Listings as of Dec 13, 2013



Pending Listings

Report Produced on: Dec 13, 2013

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



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+	
\$20,000 and less	79	8.00%	73.0	61	17	1	0	
\$20,001 \$60,000	139	14.08%	36.0	57	70	11	1	
\$60,001 \$100,000	152	15.40%	43.5	33	103	15	1	
\$100,001 \$150,000	225	22.80%	50.0	7	185	29	4	
\$150,001 \$200,000	167	16.92%	49.0	10	96	54	7	
\$200,001 \$310,000	127	12.87%	55.0	6	42	66	13	
\$310,001 and up	98	9.93%	63.0	7	20	55	16	
Total Pending Units: 987				50.0	181	533	231	42
Total Pending Volume: 158,987,289					13.12M	73.34M	56.19M	16.34M
Median Listing Price: \$133,500					\$39,500	\$125,000	\$214,500	\$254,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

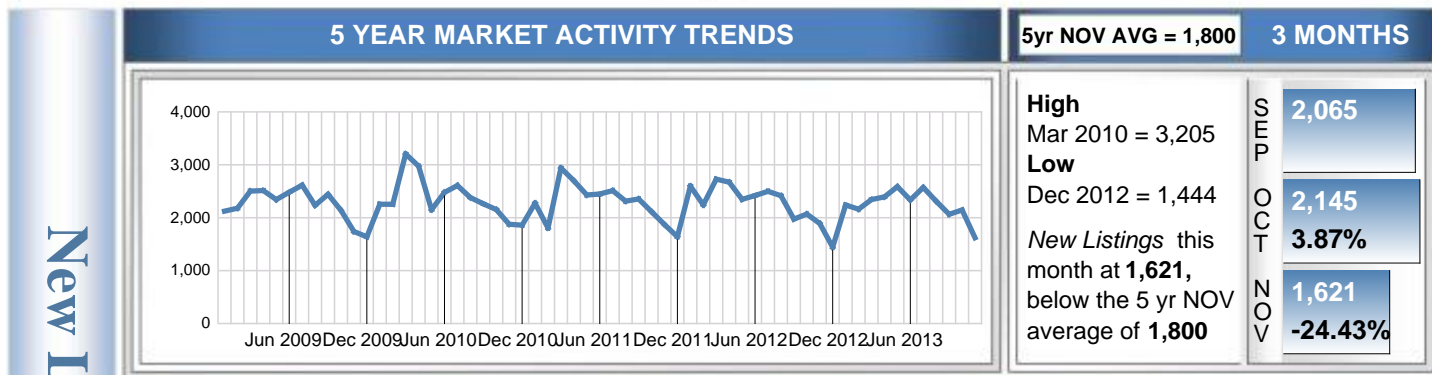
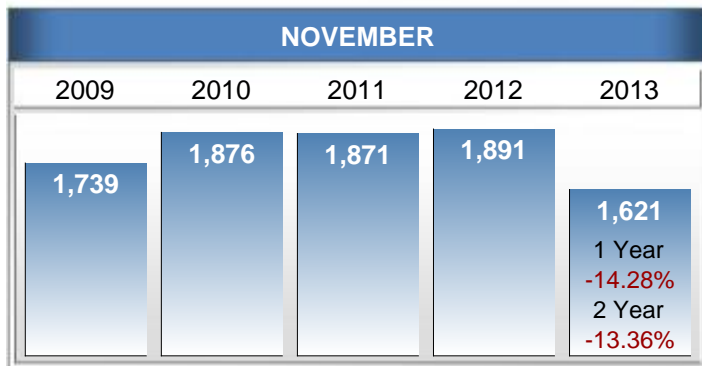
New Listings as of Dec 13, 2013



New Listings

Report Produced on: Dec 13, 2013

Area Delimited by 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+
\$30,000 and less	117	7.22%	86	27	3	1
\$30,001 - \$60,000	197	12.15%	95	89	12	1
\$60,001 - \$90,000	226	13.94%	71	139	15	1
\$90,001 - \$160,000	455	28.07%	64	322	62	7
\$160,001 - \$220,000	256	15.79%	18	145	85	8
\$220,001 - \$360,000	208	12.83%	16	68	107	17
\$360,001 and up	162	9.99%	37	26	67	32
Total New Listed Units:	1,621		387	816	351	67
Total New Listed Volume:	311,237,197		74.53M	115.98M	92.26M	28.48M
Median New Listed Listing Price:	\$132,000		\$66,000	\$124,500	\$219,900	\$359,900



Monthly Inventory Analysis

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November 2013

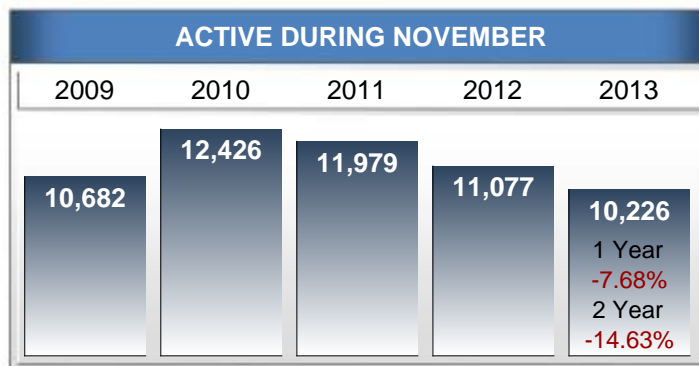
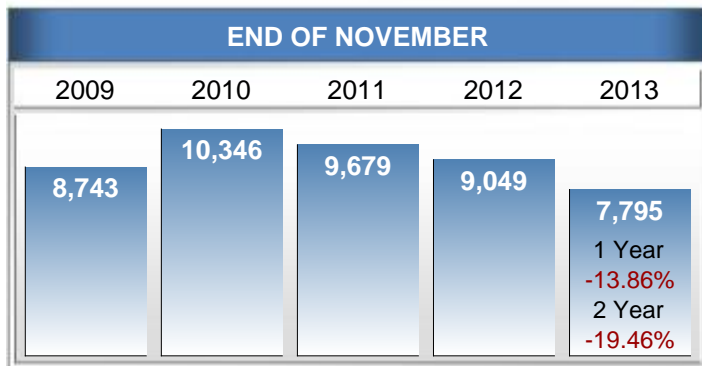
Active Inventory as of Dec 13, 2013



Active Inventory

Report Produced on: Dec 13, 2013

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



Active Inventory

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5yr NOV AVG = 9,122 **3 MONTHS**

High
Aug 2010 = 11,133
Low
Mar 2013 = 7,695

Inventory this month at **7,795**, below the 5 yr NOV average of **9,122**

SEP	8,727
OCT	8,605
NOV	7,795
-1.40%	
-9.41%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	281	3.60%	74.0	242	31	7	1		
\$20,001 \$60,000	1,508	19.35%	102.0	1,143	319	41	5		
\$60,001 \$90,000	994	12.75%	74.0	444	494	52	4		
\$90,001 \$160,000	2,010	25.79%	73.0	327	1,344	309	30		
\$160,001 \$230,000	1,192	15.29%	75.0	136	597	424	35		
\$230,001 \$380,000	1,010	12.96%	84.0	111	292	511	96		
\$380,001 and up	800	10.26%	82.0	163	112	332	193		
Total Active Inventory by Units:				7,795	80.0	2,566	3,189	1,676	364
Total Active Inventory by Volume:				1,557,056,650		381.51M	484.21M	491.10M	200.24M
Median Active Inventory Listing Price:				\$129,900		\$55,900	\$127,900	\$232,250	\$399,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

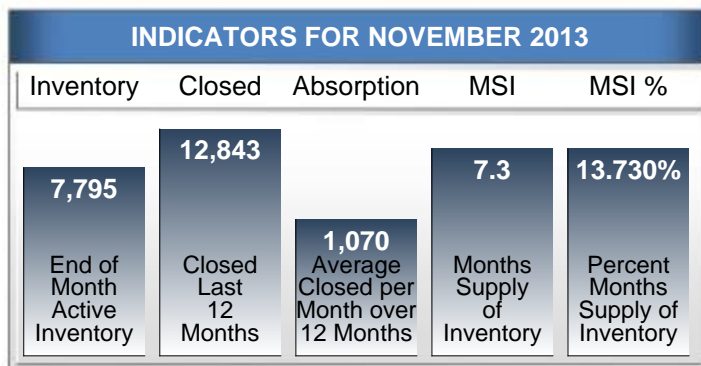
Active Inventory as of Dec 13, 2013



Months Supply of Inventory

Report Produced on: Dec 13, 2013

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



Months Supply
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5yr NOV AVG = 9.9	3 MONTHS
High Jun 2011 = 13.6 Low Nov 2013 = 7.3 <i>Months Supply</i> this month at 7.3 , below the 5 yr NOV average of 9.9	S E P 8.1 O C T 8.0 N O V 7.3 -1.01% -9.27%

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	281	3.60%	7.2	9.5	2.7	3.8	6.0
\$20,001 \$60,000	1,508	19.35%	10.9	19.2	4.6	5.0	3.5
\$60,001 \$90,000	994	12.75%	7.7	13.4	5.9	4.9	3.2
\$90,001 \$160,000	2,010	25.79%	5.6	10.0	5.1	5.4	12.9
\$160,001 \$230,000	1,192	15.29%	5.9	11.2	5.7	5.5	4.5
\$230,001 \$380,000	1,010	12.96%	6.9	19.9	7.0	6.0	7.4
\$380,001 and up	800	10.26%	13.4	61.1	10.5	10.8	12.4
MSI:			7.3	15.0	5.4	6.2	8.8
Total Active Inventory:			7,795	2,566	3,189	1,676	364



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

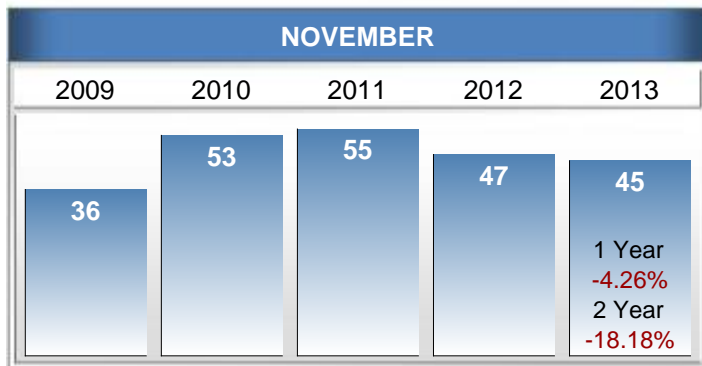
Closed Sales as of Dec 13, 2013



Median Days on Market to Sale

Report Produced on: Dec 13, 2013

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



Median Days on Market

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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	97	10.22%	36.0	37.0	34.5	32.5	0.0
\$40,001 - \$70,000	106	11.17%	31.5	39.0	27.0	83.0	0.0
\$70,001 - \$100,000	129	13.59%	51.0	38.0	60.0	38.0	63.0
\$100,001 - \$150,000	232	24.45%	47.0	45.0	48.0	34.0	66.0
\$150,001 - \$200,000	171	18.02%	62.0	53.0	60.5	66.5	74.5
\$200,001 - \$280,000	120	12.64%	45.5	46.0	36.0	50.0	111.0
\$280,001 and up	94	9.91%	34.0	5.5	13.5	41.5	37.5
Median Closed DOM:	45.0			38.5	44.5	50.0	64.0
Total Closed Units:	949			150	560	207	32
Total Closed Volume:	154,711,093			11.88M	75.81M	48.65M	18.37M



Monthly Inventory Analysis

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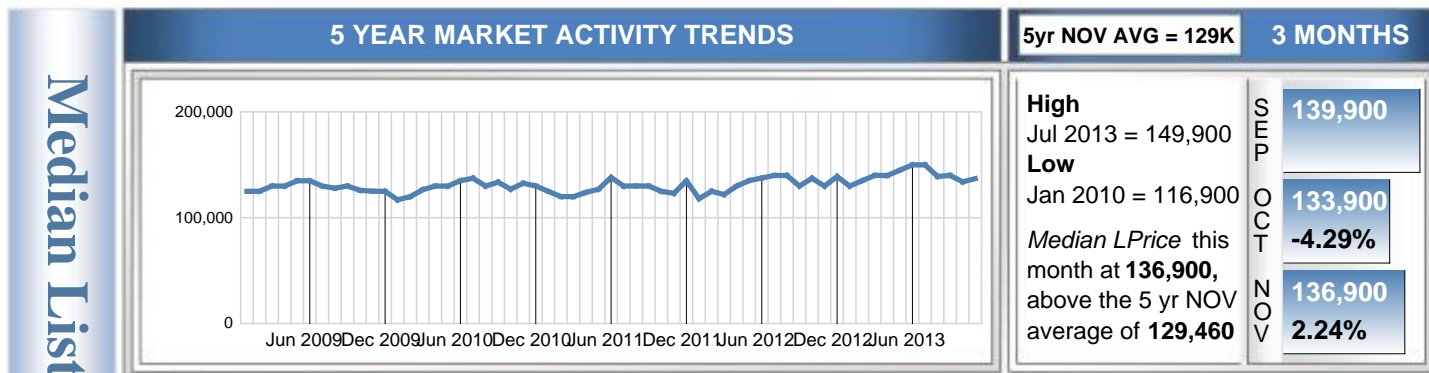
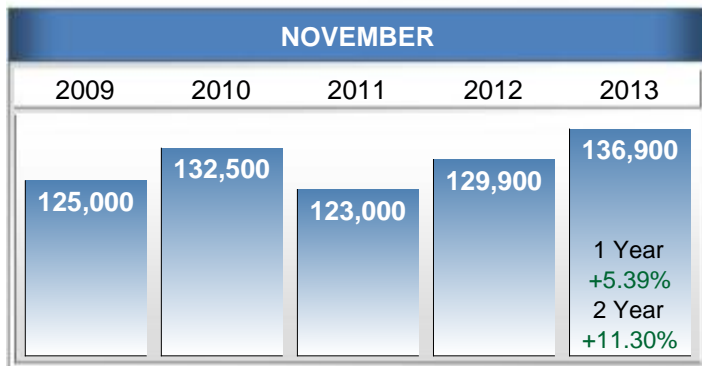
Closed Sales as of Dec 13, 2013



Median List Price at Closing

Report Produced on: Dec 13, 2013

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



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+
\$40,000 and less	86		9.06%	25,450	25,000	27,500	26,250	0
\$40,001 \$70,000	109		11.49%	56,700	55,300	57,000	53,300	0
\$70,001 \$100,000	124		13.07%	86,750	84,000	86,500	91,500	0
\$100,001 \$150,000	234		24.66%	129,500	124,900	129,850	129,500	129,450
\$150,001 \$200,000	175		18.44%	174,755	174,450	169,900	179,500	182,450
\$200,001 \$280,000	123		12.96%	235,000	240,000	229,000	239,900	225,000
\$280,001 and up	98		10.33%	369,900	330,000	345,000	369,900	520,000
Median List Price:		\$136,900			\$69,450	\$129,925	\$202,950	\$305,500
Total Closed Units:		949			150	560	207	32
Total List Volume:		161,775,488			12.81M	78.06M	50.21M	20.70M



Monthly Inventory Analysis

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November 2013

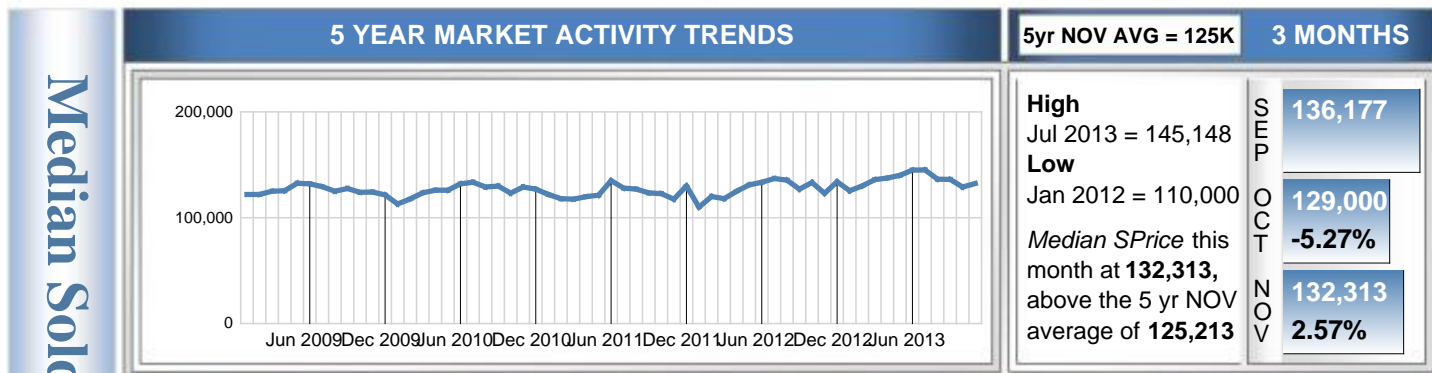
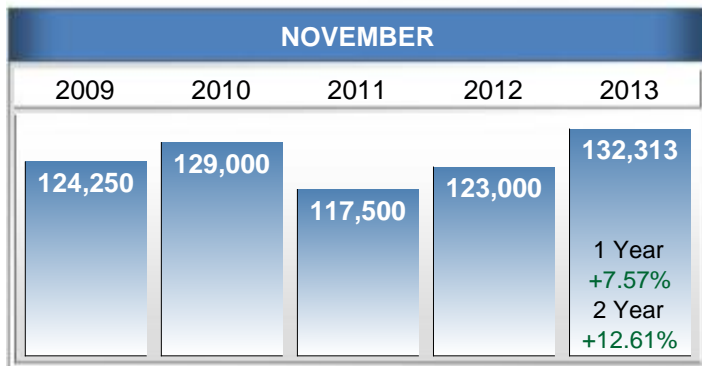
Closed Sales as of Dec 13, 2013



Median Sold Price at Closing

Report Produced on: Dec 13, 2013

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



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+
\$40,000 and less	97		10.22%	25,000	23,500	28,500	31,550	0
\$40,001 - \$70,000	106		11.17%	57,000	56,113	58,000	51,631	0
\$70,001 - \$100,000	129		13.59%	85,001	89,000	85,000	86,501	70,875
\$100,001 - \$150,000	232		24.45%	126,000	117,165	128,500	125,000	137,000
\$150,001 - \$200,000	171		18.02%	171,500	180,000	169,675	177,950	182,500
\$200,001 - \$280,000	120		12.64%	230,000	234,500	229,900	233,000	222,500
\$280,001 and up	94		9.91%	363,277	307,500	329,250	360,371	496,500
Median Closed Price:	\$132,313				\$63,000	\$126,000	\$199,500	\$300,000
Total Closed Units:	949				150	560	207	32
Total Closed Volume:	154,711,093				11.88M	75.81M	48.65M	18.37M



Monthly Inventory Analysis

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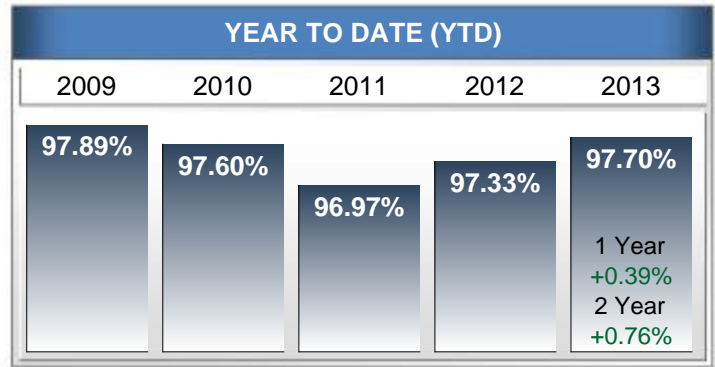
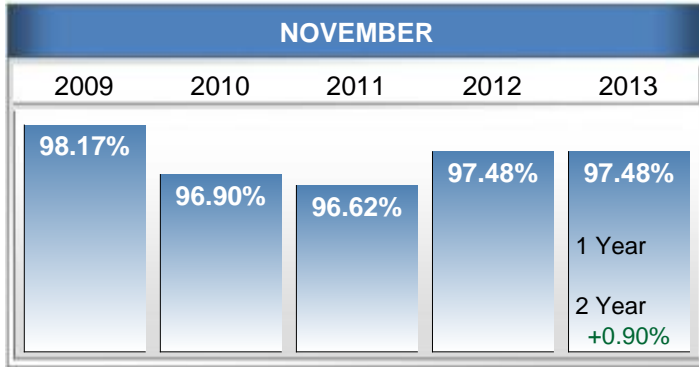
Closed Sales as of Dec 13, 2013



Median Percent of List Price to Selling Price

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



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	97	10.22%	90.11%	90.00%	89.09%	96.15%	0.00%
\$40,001 \$70,000	106	11.17%	96.48%	92.99%	97.74%	93.64%	0.00%
\$70,001 \$100,000	129	13.59%	97.35%	99.00%	96.15%	100.00%	59.56%
\$100,001 \$150,000	232	24.45%	97.88%	96.86%	98.18%	95.69%	97.93%
\$150,001 \$200,000	171	18.02%	98.13%	96.73%	98.12%	98.48%	99.22%
\$200,001 \$280,000	120	12.64%	98.45%	97.75%	99.57%	98.14%	95.89%
\$280,001 and up	94	9.91%	96.63%	93.48%	96.94%	96.86%	95.13%
Median List/Sell Ratio:	97.48%			94.02%	97.87%	97.71%	96.42%
Total Closed Units:	949			150	560	207	32
Total Closed Volume:	154,711,093			11.88M	75.81M	48.65M	18.37M



Monthly Inventory Analysis

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November 2013

Inventory as of Dec 13, 2013



Market Summary

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Absorption: Last 12 months, an Average of **1,070** Sales/Month

Active Inventory as of November 30, 2013 = **7,795**

	NOVEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	970	949	-2.16%	10,927	11,913	9.02%
Pending Sales	817	987	20.81%	11,300	12,514	10.74%
New Listings	1,891	1,621	-14.28%	25,853	24,773	-4.18%
Median List Price	129,900	136,900	5.39%	131,400	139,900	6.47%
Median Sale Price	123,000	132,313	7.57%	128,500	136,500	6.23%
Median Percent of List Price to Selling Price	97.48%	97.48%	0.00%	97.33%	97.70%	0.39%
Median Days on Market to Sale	47.00	45.00	-4.26%	48.00	39.00	-18.75%
Monthly Inventory	9,050	7,795	-13.87%	9,050	7,795	-13.87%
Months Supply of Inventory	9.26	7.28	-21.35%	9.26	7.28	-21.35%

