



November 2013

Area Delimited by County Of Washington

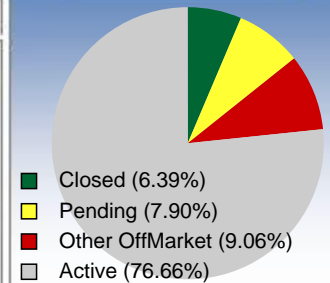


Absorption: Last 12 months, an Average of **74** Sales/Month

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%
Average List Price	136,422	132,555	-2.84%
Average Sale Price	131,486	126,587	-3.73%
Average Percent of List Price to Selling Price	95.27%	96.97%	1.79%
Average Days on Market to Sale	46.94	53.27	13.49%
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.

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 **3.73%** in November 2013 to \$126,587 versus the previous year at \$131,486.

Average Days on Market Lengthens

The average number of **53.27** days that homes spent on the market before selling increased by 6.33 days or **13.49%** in November 2013 compared to last year's same month at **46.94** DOM.

Sales Success for November 2013 is Positive

Overall, with Average Prices falling 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.

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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.

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



Monthly Inventory Analysis

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November 2013

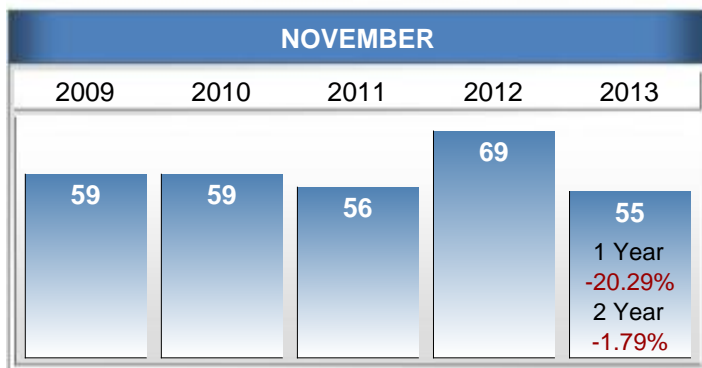
Closed Sales as of Dec 13, 2013



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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	5	9.09%	30.2	3	2	0	0
\$40,001 - \$50,000	5	9.09%	31.0	1	4	0	0
\$50,001 - \$80,000	10	18.18%	41.8	2	7	1	0
\$80,001 - \$130,000	12	21.82%	90.7	2	8	2	0
\$130,001 - \$160,000	10	18.18%	34.7	1	8	0	1
\$160,001 - \$230,000	7	12.73%	40.1	1	3	3	0
\$230,001 and up	6	10.91%	81.7	0	1	3	2
Total Closed Units:	55		53.3	10	33	9	3
Total Closed Volume:	6,962,294			774.00K	3.51M	1.95M	721.00K
Average Closed Price:	\$126,587			\$77,400	\$106,463	\$217,111	\$240,333

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

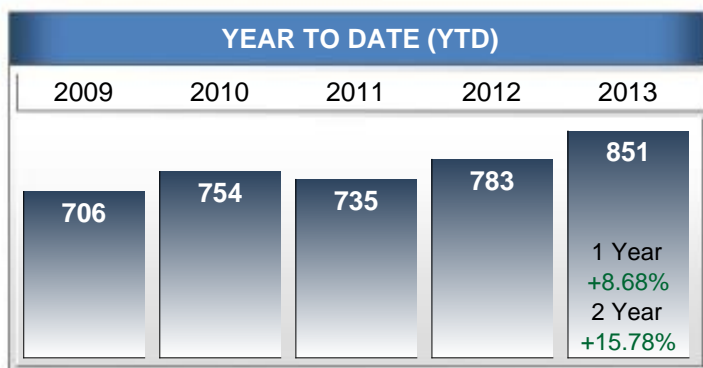
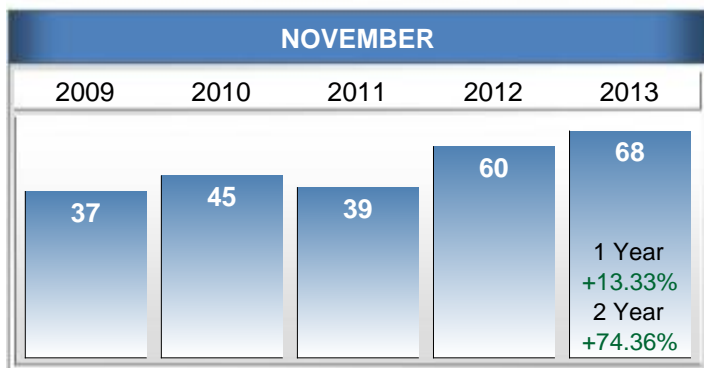
Pending Listings as of Dec 13, 2013



Pending Listings

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Pending Listings
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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" style="text-align: center;">-6.85%</td> </tr> <tr> <td colspan="2" style="text-align: center;">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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	8	11.76%	39.3	4	4	0	0		
\$20,001 \$50,000	5	7.35%	21.8	1	4	0	0		
\$50,001 \$70,000	9	13.24%	45.2	4	2	3	0		
\$70,001 \$140,000	20	29.41%	52.4	3	12	5	0		
\$140,001 \$220,000	10	14.71%	72.5	0	4	5	1		
\$220,001 \$340,000	9	13.24%	31.1	1	1	5	2		
\$340,001 and up	7	10.29%	86.7	0	1	3	3		
Total Pending Units:				68	42.0	13	28	21	6
Total Pending Volume:				10,314,300		924.30K	2.91M	4.13M	2.34M
Average Listing Price:				\$69,613		\$71,100	\$104,096	\$196,743	\$390,617



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

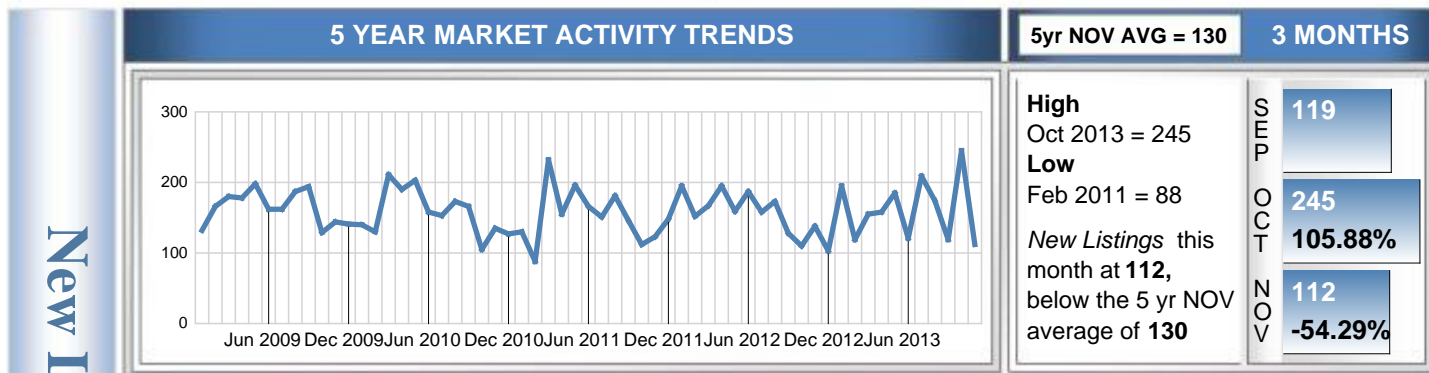
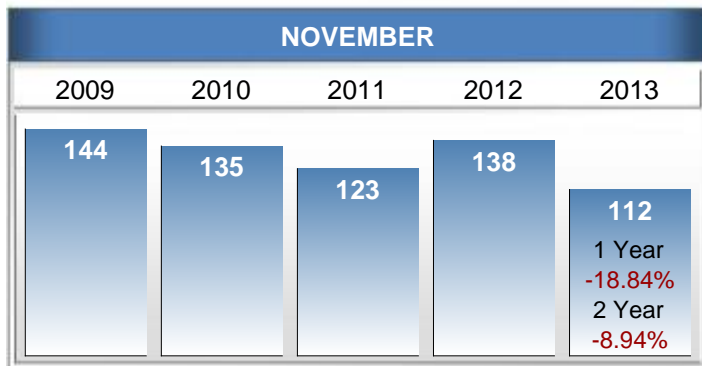
New Listings as of Dec 13, 2013



New Listings

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



New Listings

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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	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:			112	35	48	20	9
Total New Listed Volume:			16,276,099	3.47M	5.88M	4.22M	2.70M
Average New Listed Listing Price:			\$92,833	\$99,103	\$122,546	\$211,100	\$300,367



Monthly Inventory Analysis

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November 2013

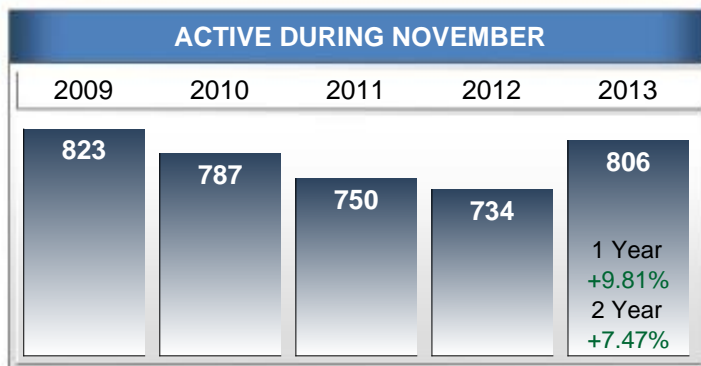
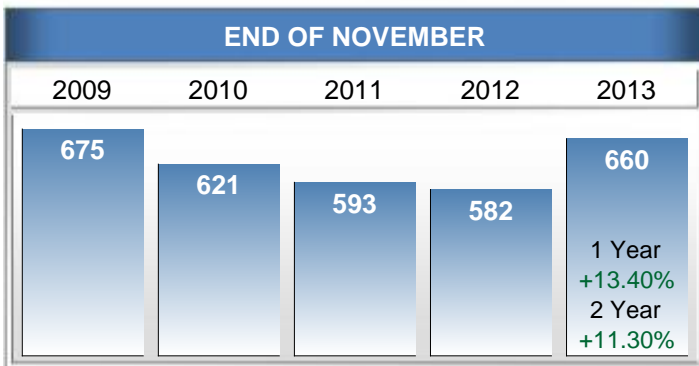
Active Inventory as of Dec 13, 2013



Active Inventory

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Active Inventory

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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
	-4.90%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$20,000	128	19.39%	43.2	128	0	0	0	
\$20,001-\$50,000	83	12.58%	99.9	70	11	2	0	
\$50,001-\$110,000	197	29.85%	95.8	107	73	14	3	
\$110,001-\$160,000	101	15.30%	85.5	16	54	30	1	
\$160,001-\$260,000	82	12.42%	76.4	8	31	42	1	
\$260,001 and up	69	10.45%	89.3	9	9	32	19	
Total Active Inventory by Units:			660	81.5	338	178	120	24
Total Active Inventory by Volume:			93,206,043		22.76M	22.66M	29.66M	18.13M
Average Active Inventory Listing Price:			\$141,221		\$67,338	\$127,279	\$247,128	\$755,617



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2013

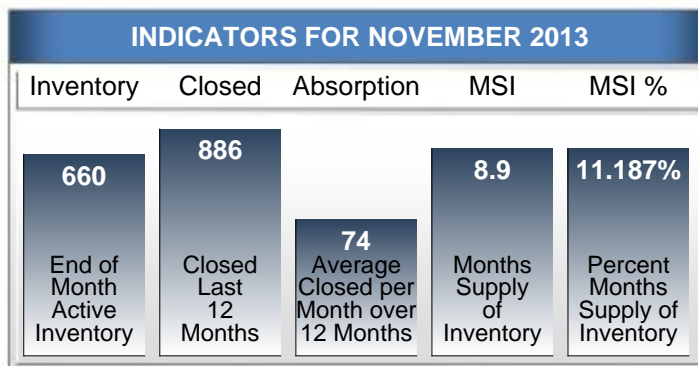
Active Inventory as of Dec 13, 2013



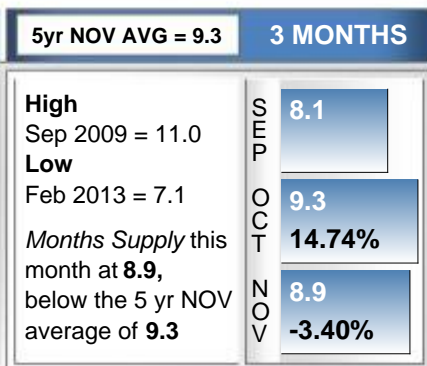
Months Supply of Inventory

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Months Supply
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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	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

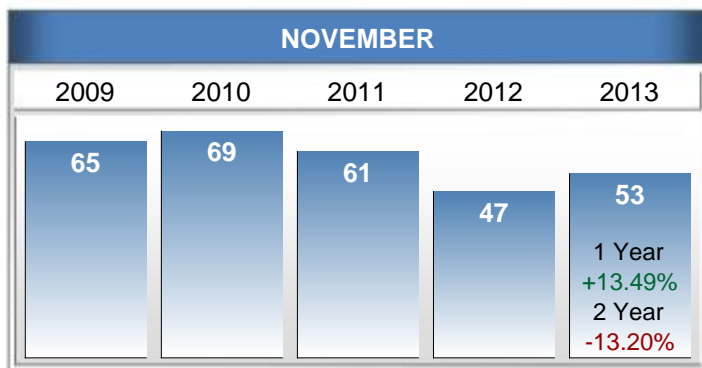
Closed Sales as of Dec 13, 2013



Average Days on Market to Sale

Report Produced on: Dec 13, 2013

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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+
\$40,000 and less	5	9.09%	30.2	11.0	59.0	0.0	0.0
\$40,001 - \$50,000	5	9.09%	31.0	10.0	36.3	0.0	0.0
\$50,001 - \$80,000	10	18.18%	41.8	17.0	53.7	8.0	0.0
\$80,001 - \$130,000	12	21.82%	90.7	137.5	101.4	1.0	0.0
\$130,001 - \$160,000	10	18.18%	34.7	12.0	37.5	0.0	35.0
\$160,001 - \$230,000	7	12.73%	40.1	17.0	60.0	28.0	0.0
\$230,001 and up	6	10.91%	81.7	0.0	30.0	100.3	79.5
Average Closed DOM: 53.3				38.1	59.4	43.9	64.7
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

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November 2013

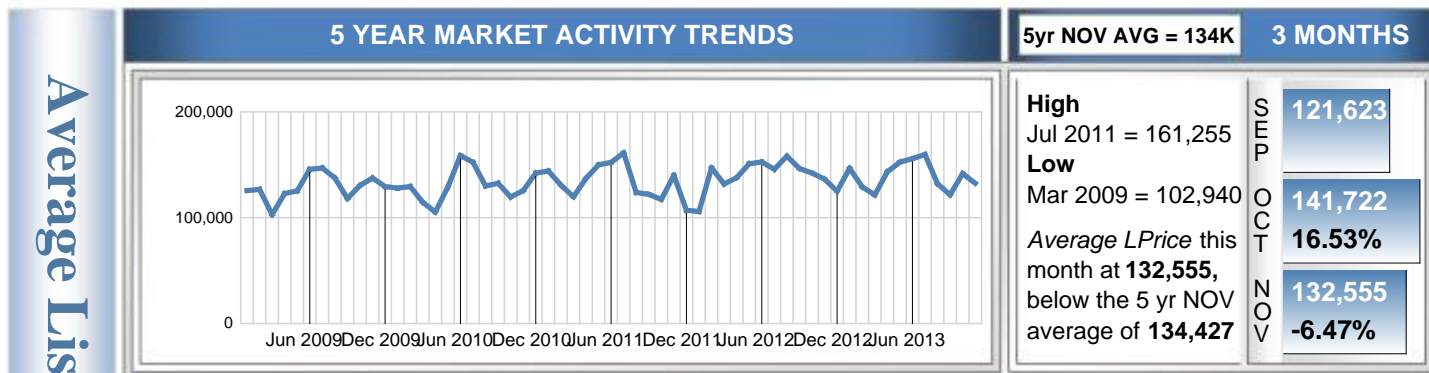
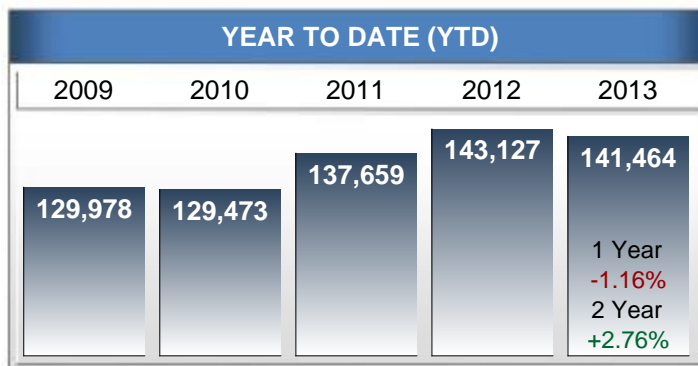
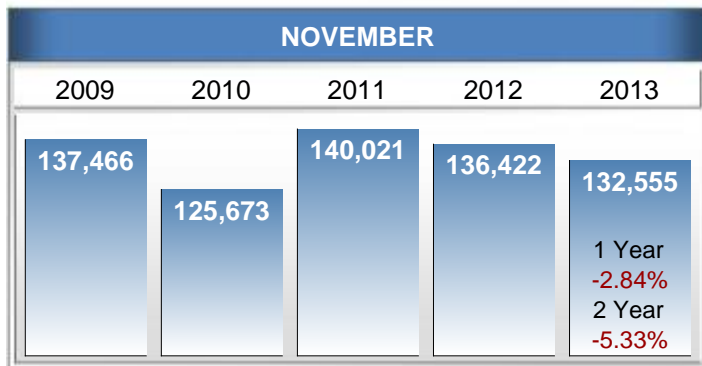
Closed Sales as of Dec 13, 2013



Average List Price at Closing

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	5	9.09%	15,900	22,667	8,250	0	0
\$40,001 - \$50,000	5	9.09%	46,100	48,500	45,225	0	0
\$50,001 - \$80,000	9	16.36%	65,156	54,000	71,429	62,000	0
\$80,001 - \$130,000	12	21.82%	108,150	103,500	110,725	126,250	0
\$130,001 - \$160,000	10	18.18%	141,950	145,000	142,438	0	162,500
\$160,001 - \$230,000	7	12.73%	191,029	400,000	204,433	187,133	0
\$230,001 and up	7	12.73%	334,229	0	239,900	374,933	287,450
Average List Price:	\$132,555			\$97,650	\$108,361	\$222,300	\$245,800
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

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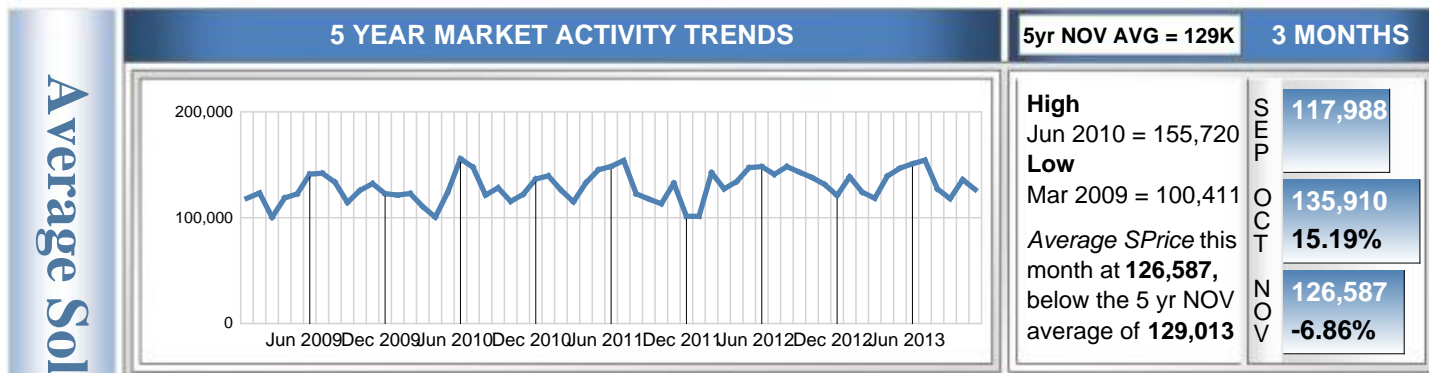
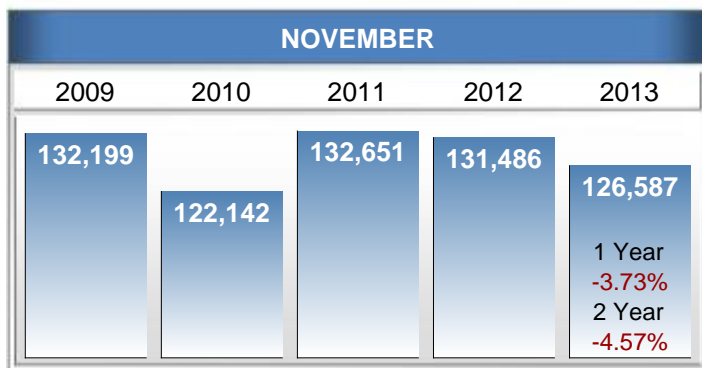
Closed Sales as of Dec 13, 2013



Average Sold Price at Closing

Report Produced on: Dec 13, 2013

Area Delimited by County Of Washington



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+
\$40,000 and less	5		9.09%	14,800	19,667	7,500	0	0
\$40,001 \$50,000	5		9.09%	45,187	45,000	45,234	0	0
\$50,001 \$80,000	10		18.18%	66,550	54,000	70,643	63,000	0
\$80,001 \$130,000	12		21.82%	108,142	96,000	107,275	123,750	0
\$130,001 \$160,000	10		18.18%	140,940	145,000	138,550	0	156,000
\$160,001 \$230,000	7		12.73%	200,680	225,000	207,087	186,167	0
\$230,001 and up	6		10.91%	314,167	0	235,000	361,667	282,500
Average Closed Price:	\$126,587				\$77,400	\$106,463	\$217,111	\$240,333
Total Closed Units:	55				10	33	9	3
Total Closed Volume:	6,962,294				774.00K	3.51M	1.95M	721.00K



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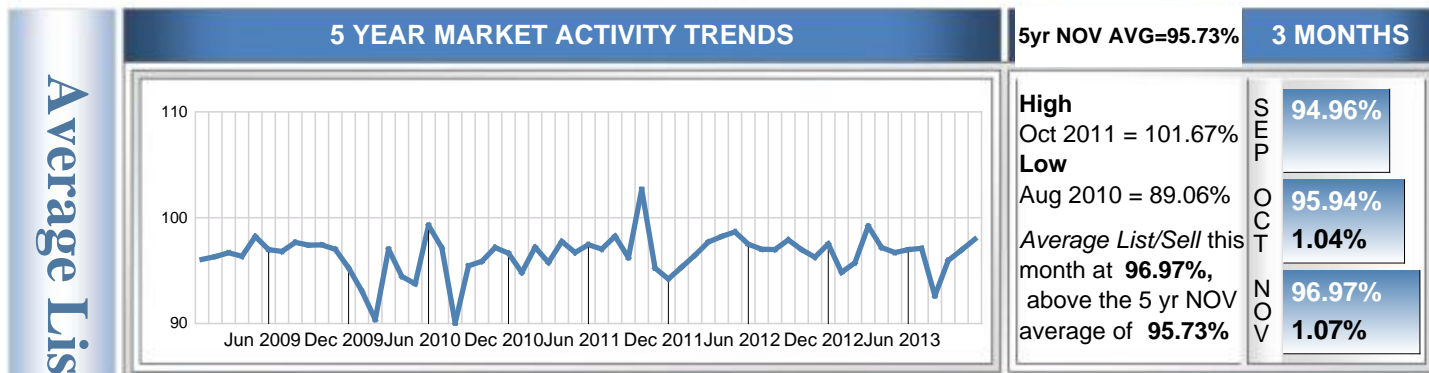
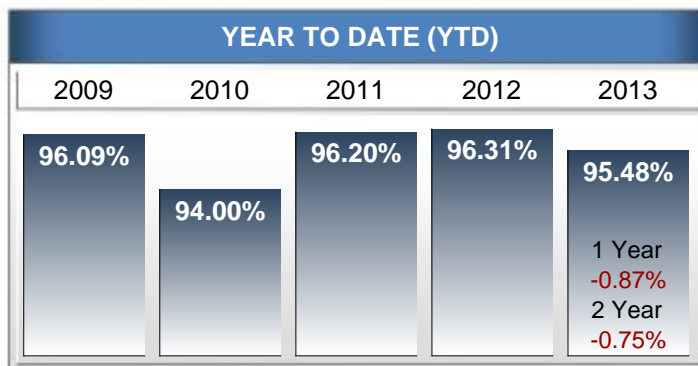
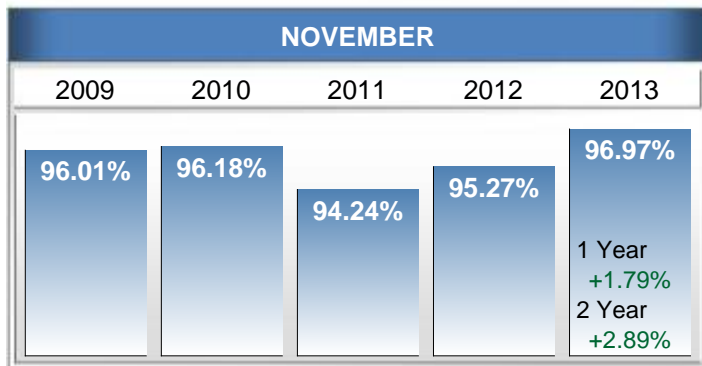
Closed Sales as of Dec 13, 2013



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Average List/Sell Price

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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+
\$40,000 and less	5	9.09%	90.48%	88.89%	92.86%	0.00%	0.00%
\$40,001 \$50,000	5	9.09%	99.27%	92.78%	100.89%	0.00%	0.00%
\$50,001 \$80,000	10	18.18%	100.74%	100.00%	100.83%	101.61%	0.00%
\$80,001 \$130,000	12	21.82%	96.68%	94.00%	96.98%	98.15%	0.00%
\$130,001 \$160,000	10	18.18%	97.47%	100.00%	97.34%	0.00%	96.00%
\$160,001 \$230,000	7	12.73%	94.00%	56.25%	101.16%	99.42%	0.00%
\$230,001 and up	6	10.91%	97.36%	0.00%	97.96%	96.50%	98.35%
Average List/Sell Ratio: 97.00%				90.37%	98.52%	98.41%	97.57%
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

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Inventory as of Dec 13, 2013



Market Summary

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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%
Average List Price	136,422	132,555	-2.84%	143,127	141,464	-1.16%
Average Sale Price	131,486	126,587	-3.73%	138,298	136,366	-1.40%
Average Percent of List Price to Selling Price	95.27%	96.97%	1.79%	96.31%	95.48%	-0.87%
Average Days on Market to Sale	46.94	53.27	13.49%	53.79	54.73	1.75%
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%

