



# October 2013

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

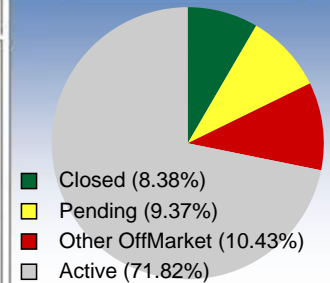


**Absorption:** Last 12 months, an Average of **1,071** Sales/Month

**Active Inventory** as of October 31, 2013 = **8,429**

	OCTOBER		
	2012	2013	+/- %
Closed Listings	1,036	984	-5.02%
Pending Listings	1,062	1,100	3.58%
New Listings	2,069	2,145	3.67%
Median List Price	137,200	133,450	-2.73%
Median Sale Price	133,250	129,000	-3.19%
Median Percent of List Price to Selling Price	97.33%	97.61%	0.29%
Median Days on Market to Sale	48.00	43.00	-10.42%
End of Month Inventory	9,189	8,429	-8.27%
Months Supply of Inventory	9.58	7.87	-17.85%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Nov 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 October 2013 decreased **8.27%** to 8,429 existing homes available for sale. Over the last 12 months this area has had an average of 1,071 closed sales per month. This represents an unsold inventory index of **7.87** MSI for this period.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.19%** in October 2013 to \$129,000 versus the previous year at \$133,250.

### Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 5.00 days or **10.42%** in October 2013 compared to last year's same month at **48.00** DOM.

### Sales Success for October 2013 is Positive

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

There were 2,145 New Listings in October 2013, up **3.67%** from last year at 2,069. Furthermore, there were 984 Closed Listings this month versus last year at 1,036, a **-5.02%** decrease.

Closed versus Listed trends yielded a **45.9%** ratio, down from last year's October 2013 at **50.1%**, a **8.38%** 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

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<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
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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?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

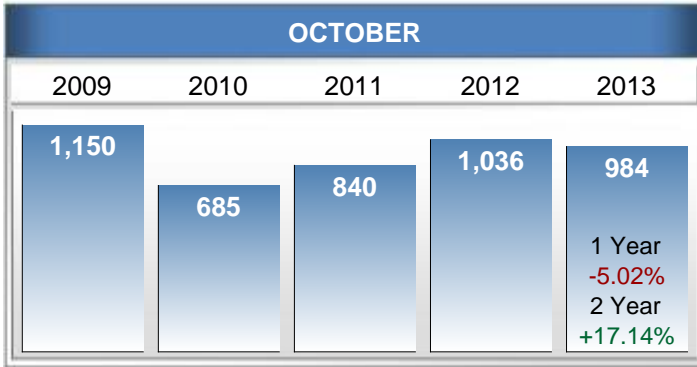
Closed Sales as of Nov 13, 2013



### Closed Listings

Report Produced on: Nov 13, 2013

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



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	71	7.22%	50.0	36	26	9	0	
\$30,001 - \$70,000	154	15.65%	34.0	54	87	12	1	
\$70,001 - \$100,000	135	13.72%	36.0	26	100	9	0	
\$100,001 - \$150,000	221	22.46%	47.0	18	171	28	4	
\$150,001 - \$200,000	169	17.17%	50.0	14	94	56	5	
\$200,001 - \$280,000	136	13.82%	44.0	9	49	67	11	
\$280,001 and up	98	9.96%	44.5	5	20	53	20	
Total Closed Units: 984				43.0	162	547	234	41
Total Closed Volume: 155,150,486					14.17M	69.95M	55.07M	15.95M
Median Closed Price: \$129,000					\$62,750	\$120,000	\$205,250	\$279,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

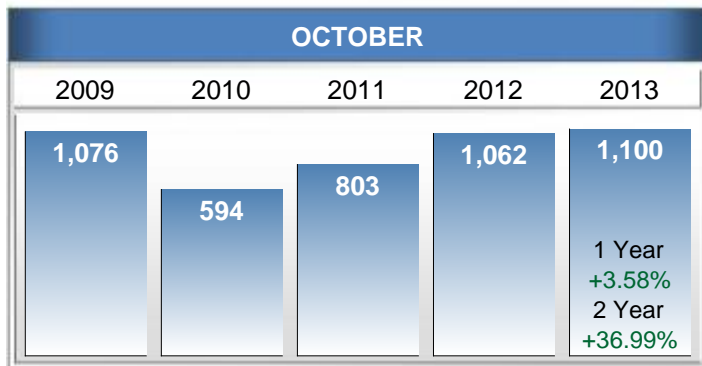
Pending Listings as of Nov 13, 2013



### Pending Listings

Report Produced on: Nov 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+		
\$40,000 and less	113	10.27%	33.0	51	46	15	1		
\$40,001 - \$70,000	121	11.00%	40.0	37	71	12	1		
\$70,001 - \$100,000	157	14.27%	49.0	35	106	16	0		
\$100,001 - \$150,000	271	24.64%	54.0	27	199	41	4		
\$150,001 - \$200,000	179	16.27%	59.0	7	100	62	10		
\$200,001 - \$280,000	143	13.00%	44.0	21	53	66	3		
\$280,001 and up	116	10.55%	48.0	9	25	58	24		
Total Pending Units:				1,100	49.0	187	600	270	43
Total Pending Volume:				181,761,185		20.78M	79.89M	56.96M	24.13M
Median Listing Price:				\$132,250		\$75,000	\$122,900	\$189,900	\$309,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

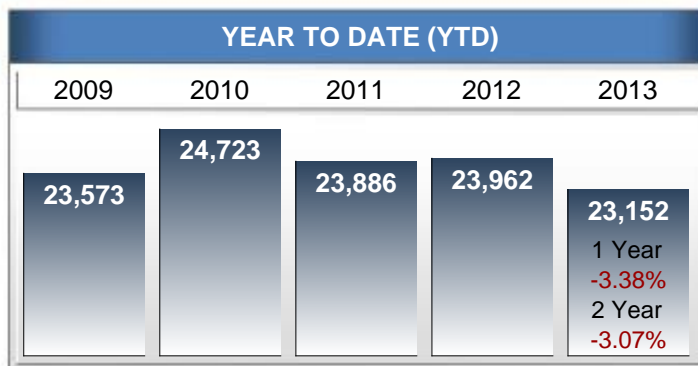
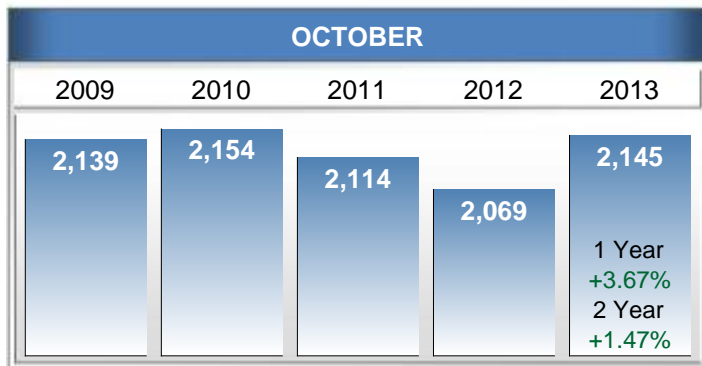
New Listings as of Nov 13, 2013



### New Listings

Report Produced on: Nov 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	222	10.35%	167	46	7	2
\$30,001 - \$60,000	273	12.73%	161	99	10	3
\$60,001 - \$90,000	280	13.05%	117	146	16	1
\$90,001 - \$150,000	522	24.34%	81	362	74	5
\$150,001 - \$210,000	335	15.62%	26	191	109	9
\$210,001 - \$340,000	291	13.57%	30	104	140	17
\$340,001 and up	222	10.35%	40	34	110	38
<b>Total New Listed Units:</b>	2,145		622	982	466	75
<b>Total New Listed Volume:</b>	392,233,180		74.77M	138.73M	140.55M	38.19M
<b>Median New Listed Listing Price:</b>	\$125,000		\$59,500	\$125,000	\$220,000	\$359,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

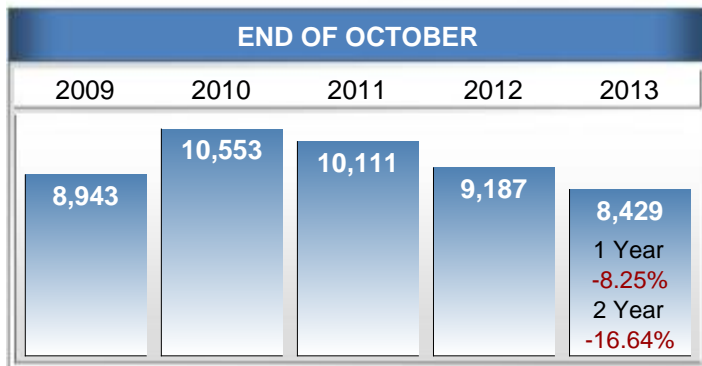
Active Inventory as of Nov 13, 2013



### Active Inventory

Report Produced on: Nov 13, 2013

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



Active Inventory

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5yr OCT AVG = 9,445	3 MONTHS
<b>High</b> Aug 2010 = 11,133	<b>AUG</b> 8,696
<b>Low</b> Mar 2013 = 7,694	<b>SEP</b> 8,608
<i>Inventory</i> this month at <b>8,429</b> , below the 5 yr OCT average of <b>9,445</b>	<b>OCT</b> 8,429
	<b>-1.01%</b>
	<b>-2.08%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	352	4.18%	56.5	298	47	6	1		
\$20,001 \$50,000	1,470	17.44%	113.0	1,228	212	24	6		
\$50,001 \$90,000	1,298	15.40%	68.5	633	601	59	5		
\$90,001 \$160,000	2,140	25.39%	69.0	342	1,433	331	34		
\$160,001 \$230,000	1,237	14.68%	71.0	137	607	450	43		
\$230,001 \$390,000	1,089	12.92%	76.0	113	290	572	114		
\$390,001 and up	843	10.00%	83.0	157	120	356	210		
Total Active Inventory by Units:				8,429	78.0	2,908	3,310	1,798	413
Total Active Inventory by Volume:				1,654,772,085		373.64M	512.78M	538.00M	230.35M
Median Active Inventory Listing Price:				\$126,900		\$48,370	\$129,900	\$237,250	\$399,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

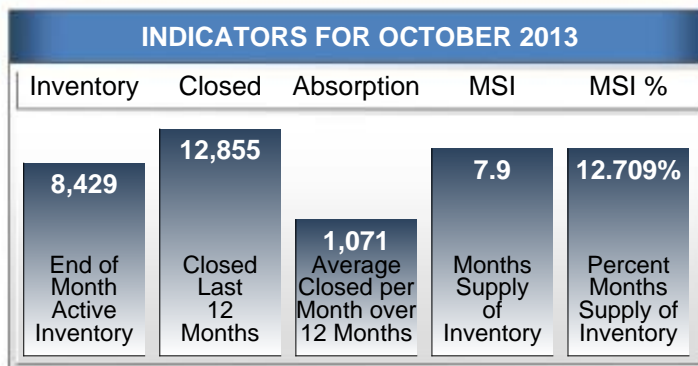
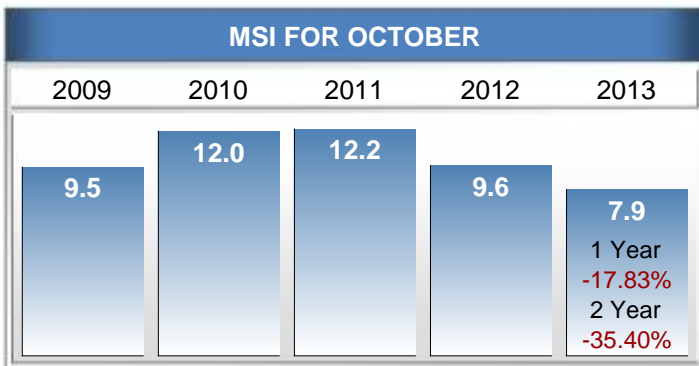
Active Inventory as of Nov 13, 2013



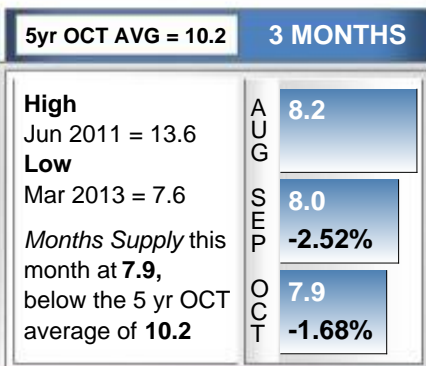
### Months Supply of Inventory

Report Produced on: Nov 13, 2013

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



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+
\$20,000 and less	352	4.18%	8.2	10.1	4.2	3.0	6.0
\$20,001 \$50,000	1,470	17.44%	14.4	25.8	4.4	4.5	4.8
\$50,001 \$90,000	1,298	15.40%	7.9	13.8	5.8	4.6	3.8
\$90,001 \$160,000	2,140	25.39%	6.0	10.4	5.5	5.8	14.6
\$160,001 \$230,000	1,237	14.68%	6.2	11.7	5.9	5.8	6.0
\$230,001 \$390,000	1,089	12.92%	7.2	20.5	6.9	6.5	8.0
\$390,001 and up	843	10.00%	14.7	57.1	11.6	12.1	13.9
MSI:			7.9	16.5	5.7	6.6	9.9
Total Active Inventory:			8,429	2,908	3,310	1,798	413



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

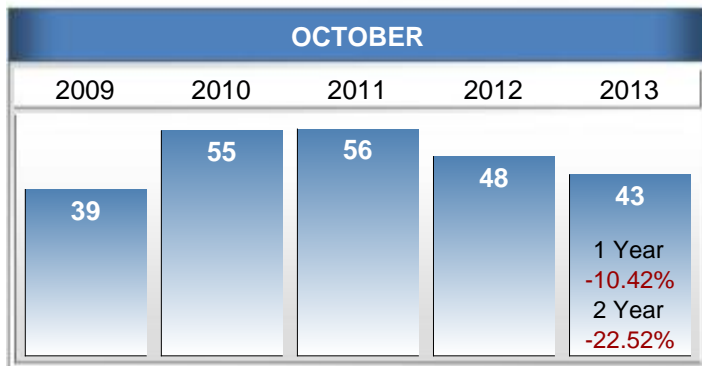
Closed Sales as of Nov 13, 2013



### Median Days on Market to Sale

Report Produced on: Nov 13, 2013

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



Median Days on Market

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#### 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+
\$30,000 and less	71	7.22%	50.0	61.5	33.5	89.0	0.0
\$30,001 - \$70,000	154	15.65%	34.0	30.5	38.0	25.0	48.0
\$70,001 - \$100,000	135	13.72%	36.0	34.5	38.0	22.0	0.0
\$100,001 - \$150,000	221	22.46%	47.0	46.0	48.0	34.0	24.5
\$150,001 - \$200,000	169	17.17%	50.0	16.0	54.0	56.5	50.0
\$200,001 - \$280,000	136	13.82%	44.0	48.0	36.0	52.0	42.0
\$280,001 and up	98	9.96%	44.5	18.0	34.0	63.0	39.5
Median Closed DOM:	43.0			37.0	44.0	49.5	42.0
Total Closed Units:	984			162	547	234	41
Total Closed Volume:	155,150,486			14.17M	69.95M	55.07M	15.95M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

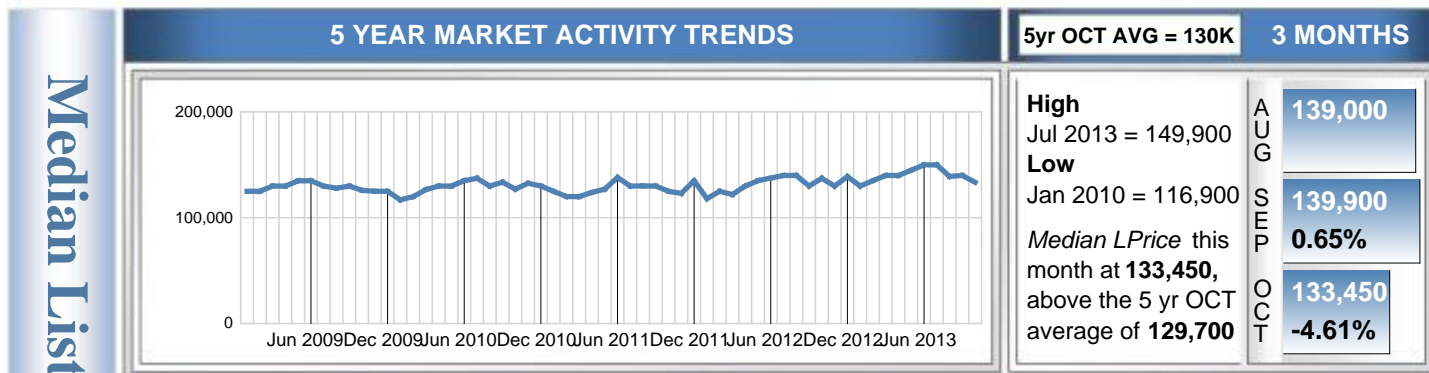
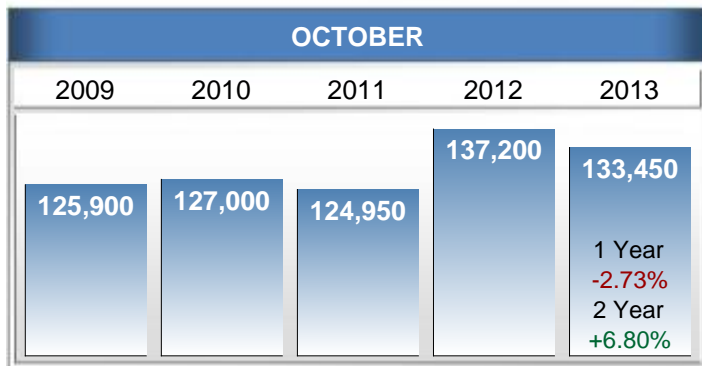
Closed Sales as of Nov 13, 2013



### Median List Price at Closing

Report Produced on: Nov 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+
\$30,000 and less	64		6.50%	20,250	18,900	21,400	20,000	0
\$30,001 - \$70,000	143		14.53%	50,000	49,900	51,500	46,000	50,000
\$70,001 - \$100,000	142		14.43%	86,050	83,000	87,000	96,800	0
\$100,001 - \$150,000	229		23.27%	127,800	116,250	127,650	139,950	125,000
\$150,001 - \$200,000	159		16.16%	174,900	171,000	172,900	176,900	177,450
\$200,001 - \$280,000	138		14.02%	234,720	230,000	225,000	239,500	237,000
\$280,001 and up	109		11.08%	390,000	325,000	350,000	374,900	517,000
Median List Price:	\$133,450				\$69,500	\$124,777	\$212,500	\$292,900
Total Closed Units:	984				162	547	234	41
Total List Volume:	161,265,022				15.17M	72.27M	56.83M	17.00M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

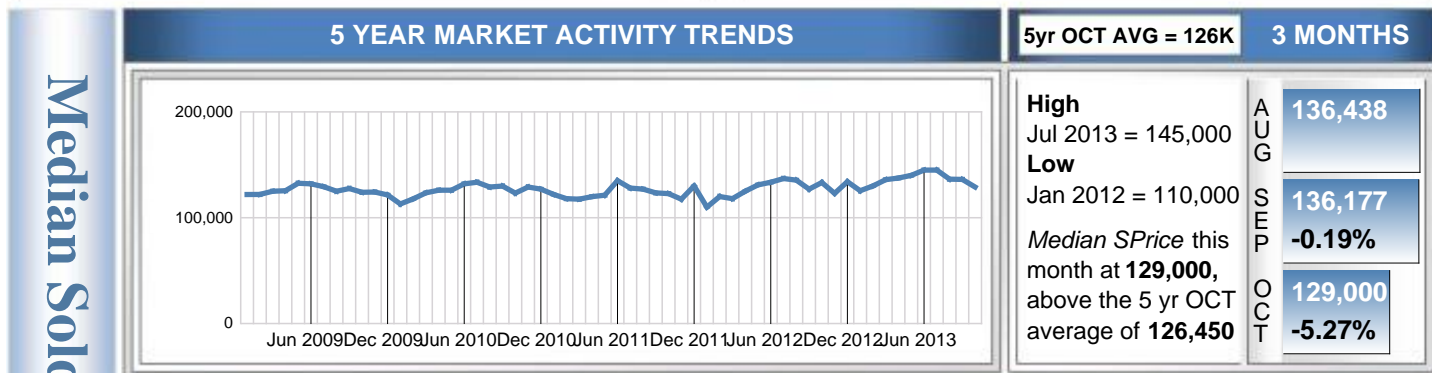
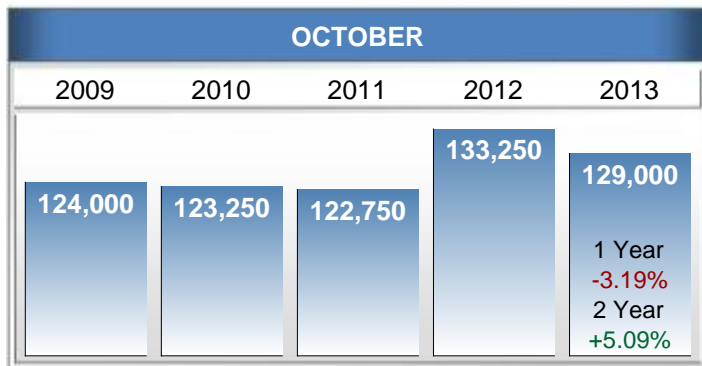
Closed Sales as of Nov 13, 2013



### Median Sold Price at Closing

Report Produced on: Nov 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+
\$30,000 and less	71		7.22%	19,000	16,000	22,152	20,000	0
\$30,001 - \$70,000	154		15.65%	52,500	49,627	55,000	48,675	62,000
\$70,001 - \$100,000	135		13.72%	86,000	83,250	86,000	94,900	0
\$100,001 - \$150,000	221		22.46%	125,000	113,250	125,000	133,250	130,800
\$150,001 - \$200,000	169		17.17%	170,500	167,500	169,250	178,000	175,000
\$200,001 - \$280,000	136		13.82%	234,000	232,500	225,000	239,500	235,800
\$280,001 and up	98		9.96%	394,000	350,000	340,698	390,000	485,000
Median Closed Price:		\$129,000			\$62,750	\$120,000	\$205,250	\$279,500
Total Closed Units:		984			162	547	234	41
Total Closed Volume:		155,150,486			14.17M	69.95M	55.07M	15.95M



# Monthly Inventory Analysis

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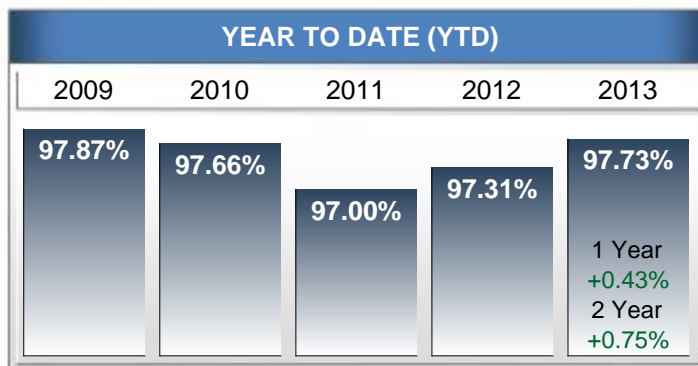
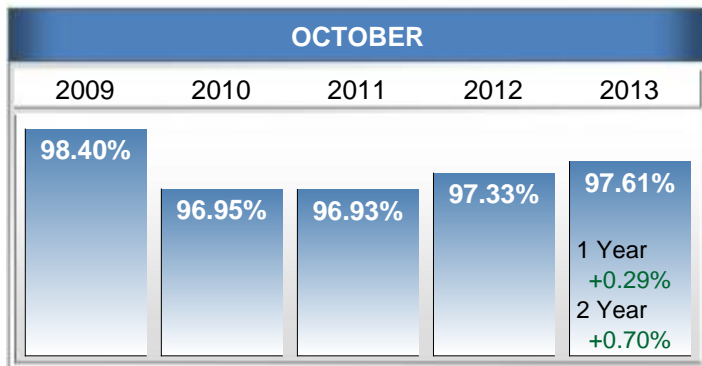
Closed Sales as of Nov 13, 2013



### Median Percent of List Price to Selling Price

Report Produced on: Nov 13, 2013

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



Median List/Sell Price

Ready to Buy or Sell Real Estate?  
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#### 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+
\$30,000 and less	71	7.22%	94.98%	95.11%	92.42%	97.41%	0.00%
\$30,001 - \$70,000	154	15.65%	95.71%	93.16%	95.93%	99.57%	124.00%
\$70,001 - \$100,000	135	13.72%	97.37%	96.30%	97.21%	99.46%	0.00%
\$100,001 - \$150,000	221	22.46%	97.90%	95.86%	98.01%	97.92%	94.31%
\$150,001 - \$200,000	169	17.17%	98.18%	94.57%	98.84%	97.45%	98.91%
\$200,001 - \$280,000	136	13.82%	97.71%	96.44%	97.73%	97.82%	97.82%
\$280,001 and up	98	9.96%	98.11%	92.31%	98.87%	98.00%	96.84%
Median List/Sell Ratio:	97.61%			95.39%	97.86%	97.91%	97.41%
Total Closed Units:	984			162	547	234	41
Total Closed Volume:	155,150,486			14.17M	69.95M	55.07M	15.95M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

Inventory as of Nov 13, 2013



### Market Summary

Report Produced on: Nov 13, 2013

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**Absorption:** Last 12 months, an Average of **1,071** Sales/Month

**Active Inventory** as of October 31, 2013 = **8,429**

	OCTOBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	1,036	984	-5.02%	9,957	10,955	10.02%
Pending Sales	1,062	1,100	3.58%	10,483	11,601	10.66%
New Listings	2,069	2,145	3.67%	23,962	23,152	-3.38%
Median List Price	137,200	133,450	-2.73%	132,000	139,900	5.98%
Median Sale Price	133,250	129,000	-3.19%	129,000	137,000	6.20%
Median Percent of List Price to Selling Price	97.33%	97.61%	0.29%	97.31%	97.73%	0.43%
Median Days on Market to Sale	48.00	43.00	-10.42%	48.00	38.00	-20.83%
Monthly Inventory	9,189	8,429	-8.27%	9,189	8,429	-8.27%
Months Supply of Inventory	9.58	7.87	-17.85%	9.58	7.87	-17.85%

