



# October 2013

Area Delimited by County Of Washington

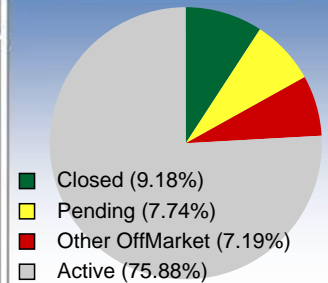


**Absorption:** Last 12 months, an Average of **75** Sales/Month

**Active Inventory** as of October 31, 2013 = **686**

	OCTOBER		
	2012	2013	+/- %
Closed Listings	49	83	69.39%
Pending Listings	63	70	11.11%
New Listings	110	245	122.73%
Average List Price	142,135	141,722	-0.29%
Average Sale Price	138,001	135,910	-1.51%
Average Percent of List Price to Selling Price	95.98%	95.94%	-0.04%
Average Days on Market to Sale	53.35	66.49	24.64%
End of Month Inventory	596	686	15.10%
Months Supply of Inventory	8.92	9.15	2.57%

## 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) Increases

The total housing inventory at the end of October 2013 rose **15.10%** to 686 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **9.15** 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 **1.51%** in October 2013 to \$135,910 versus the previous year at \$138,001.

### Average Days on Market Lengthens

The average number of **66.49** days that homes spent on the market before selling increased by 13.15 days or **24.64%** in October 2013 compared to last year's same month at **53.35** DOM.

### Sales Success for October 2013 is Positive

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

There were 245 New Listings in October 2013, up **122.73%** from last year at 110. Furthermore, there were 83 Closed Listings this month versus last year at 49, a **69.39%** increase.

Closed versus Listed trends yielded a **33.9%** ratio, down from last year's October 2013 at **44.5%**, a **23.95%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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

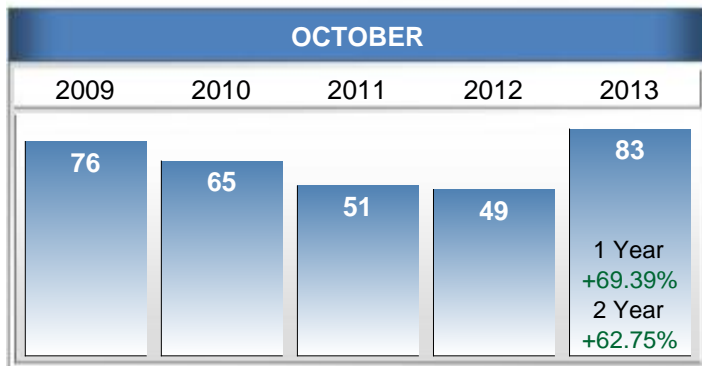
Closed Sales as of Nov 13, 2013



### Closed Listings

Report Produced on: Nov 13, 2013

Area Delimited by 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+
\$30,000 and less	7	8.43%	25.3	1	5	1	0
\$30,001 - \$70,000	11	13.25%	57.1	3	8	0	0
\$70,001 - \$90,000	14	16.87%	74.5	3	9	2	0
\$90,001 - \$140,000	18	21.69%	48.9	1	13	3	1
\$140,001 - \$180,000	14	16.87%	71.0	1	8	5	0
\$180,001 - \$270,000	11	13.25%	103.2	1	5	5	0
\$270,001 and up	8	9.64%	82.6	0	0	7	1
<b>Total Closed Units:</b>	<b>83</b>		<b>66.5</b>	<b>10</b>	<b>48</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>11,280,554</b>			<b>911.85K</b>	<b>5.03M</b>	<b>4.68M</b>	<b>660.00K</b>
<b>Average Closed Price:</b>	<b>\$135,910</b>			<b>\$91,185</b>	<b>\$104,844</b>	<b>\$203,313</b>	<b>\$330,000</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

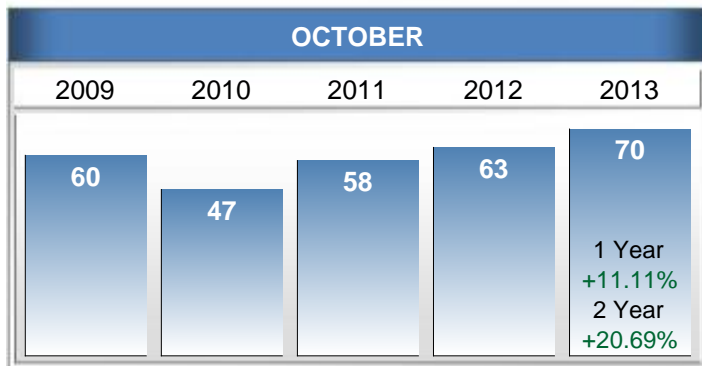
Pending Listings as of Nov 13, 2013



### Pending Listings

Report Produced on: Nov 13, 2013

Area Delimited by County Of Washington



**Pending Listings**  
  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	10.00%	31.4	6	1	0	0
\$30,001 \$40,000	5	7.14%	28.6	3	2	0	0
\$40,001 \$80,000	14	20.00%	38.5	7	5	2	0
\$80,001 \$130,000	14	20.00%	87.1	5	7	2	0
\$130,001 \$160,000	14	20.00%	57.4	2	8	4	0
\$160,001 \$230,000	9	12.86%	51.3	0	3	5	1
\$230,001 and up	7	10.00%	60.7	1	3	1	2
Total Pending Units: 70				24	29	14	3
Total Pending Volume: 8,251,890				1.69M	3.66M	2.16M	737.40K
Average Listing Price: \$104,235				\$70,550	\$126,090	\$154,621	\$245,800



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

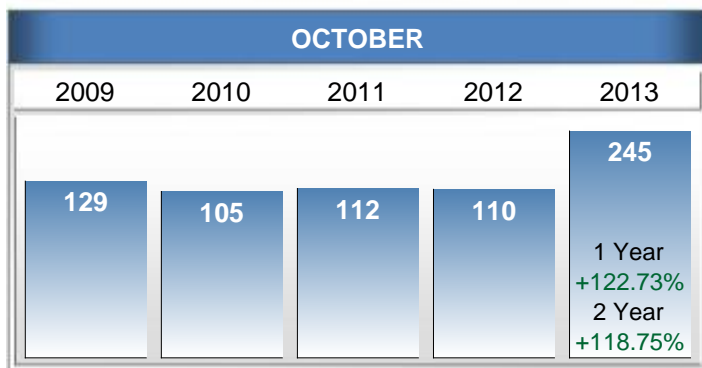
New Listings as of Nov 13, 2013



### New Listings

Report Produced on: Nov 13, 2013

Area Delimited by 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+	
\$0 and less	0	0.00%	0	0	0	0	
\$1 \$0	0	0.00%	0	0	0	0	
\$1 \$0	0	0.00%	0	0	0	0	
\$1 \$70,000	153	62.45%	135	14	4	0	
\$70,001 \$140,000	36	14.69%	5	20	11	0	
\$140,001 \$230,000	31	12.65%	4	16	11	0	
\$230,001 and up	25	10.20%	3	6	11	5	
Total New Listed Units:			245	147	56	37	5
Total New Listed Volume:			19,231,040	3.32M	7.20M	7.07M	1.64M
Average New Listed Listing Price:			\$81,430	\$22,595	\$128,556	\$191,192	\$327,260



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

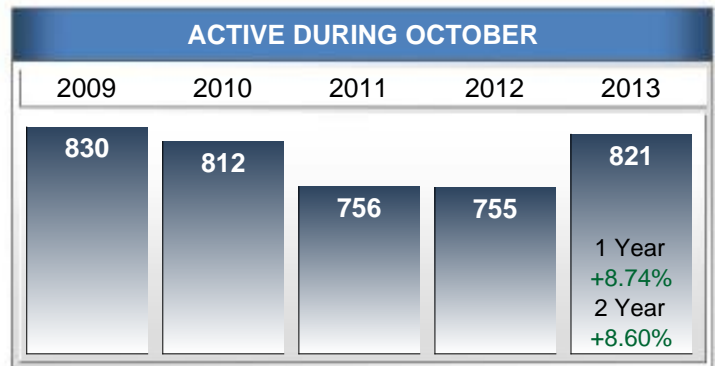
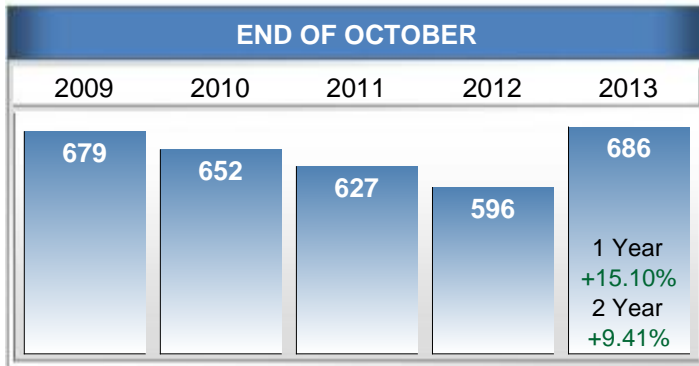
Active Inventory as of Nov 13, 2013



### Active Inventory

Report Produced on: Nov 13, 2013

Area Delimited by County Of Washington



Active Inventory

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<b>5yr OCT AVG = 648</b>	<b>3 MONTHS</b>										
<b>High</b> Aug 2010 = 708 <b>Low</b> Dec 2012 = 493 <i>Inventory</i> this month at <b>686</b> , above the 5 yr OCT average of <b>648</b>	<table border="1"> <tr> <td>AUG</td> <td>606</td> </tr> <tr> <td>SEP</td> <td>576</td> </tr> <tr> <td>OCT</td> <td>686</td> </tr> <tr> <td colspan="2"><b>-4.95%</b></td> </tr> <tr> <td colspan="2"><b>19.10%</b></td> </tr> </table>	AUG	606	SEP	576	OCT	686	<b>-4.95%</b>		<b>19.10%</b>	
AUG	606										
SEP	576										
OCT	686										
<b>-4.95%</b>											
<b>19.10%</b>											

#### 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	129	18.80%	19.1	126	3	0	0	
\$20,001-\$50,000	100	14.58%	102.1	89	10	1	0	
\$50,001-\$100,000	195	28.43%	84.1	107	71	16	1	
\$100,001-\$150,000	90	13.12%	83.6	16	44	30	0	
\$150,001-\$260,000	101	14.72%	72.8	10	40	49	2	
\$260,001 and up	71	10.35%	79.5	9	9	34	19	
Total Active Inventory by Units:			686	72.3	357	177	130	22
Total Active Inventory by Volume:			95,038,793		23.70M	21.89M	31.35M	18.10M
Average Active Inventory Listing Price:			\$138,541		\$66,387	\$123,647	\$241,144	\$822,918



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

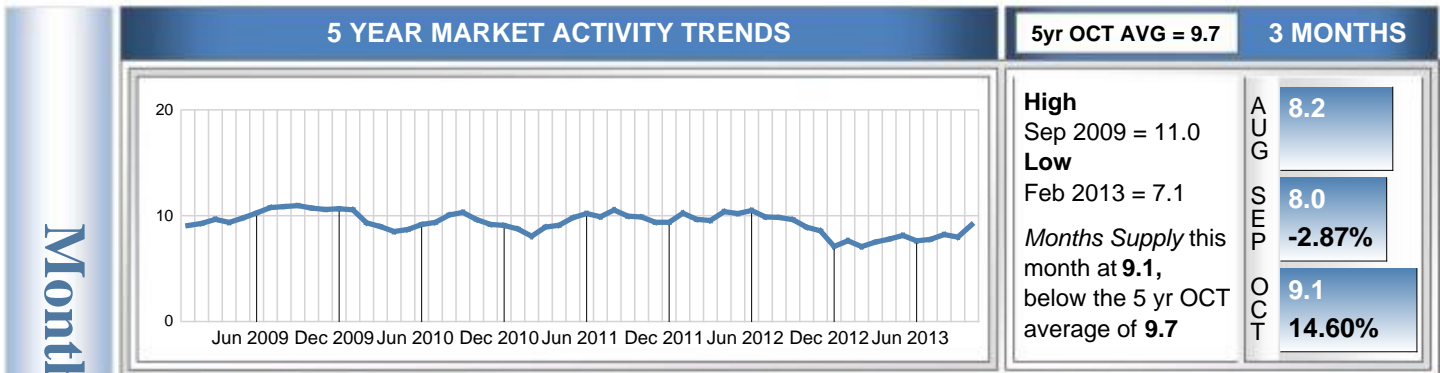
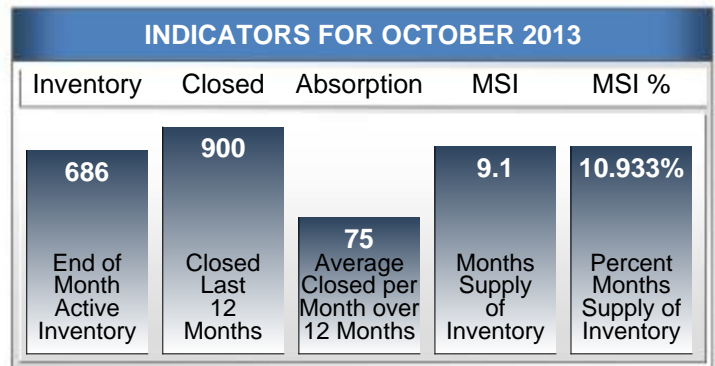
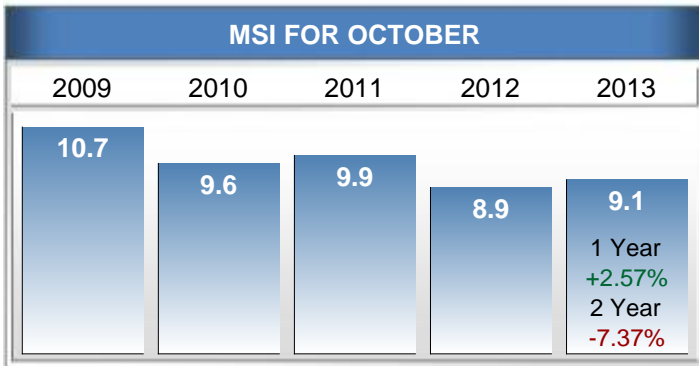
Active Inventory as of Nov 13, 2013



### Months Supply of Inventory

Report Produced on: Nov 13, 2013

Area Delimited by 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	129	18.80%	28.7	44.5	2.1	0.0	0.0
\$20,001-\$50,000	100	14.58%	11.8	24.8	2.1	4.0	0.0
\$50,001-\$100,000	195	28.43%	9.6	21.0	5.5	7.7	6.0
\$100,001-\$150,000	90	13.12%	5.5	13.7	4.3	6.4	0.0
\$150,001-\$260,000	101	14.72%	5.9	24.0	6.1	5.1	4.8
\$260,001 and up	71	10.35%	8.5	21.6	12.0	6.3	10.9
MSI:			9.1	26.4	4.8	5.9	8.3
Total Active Inventory:			686	357	177	130	22



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

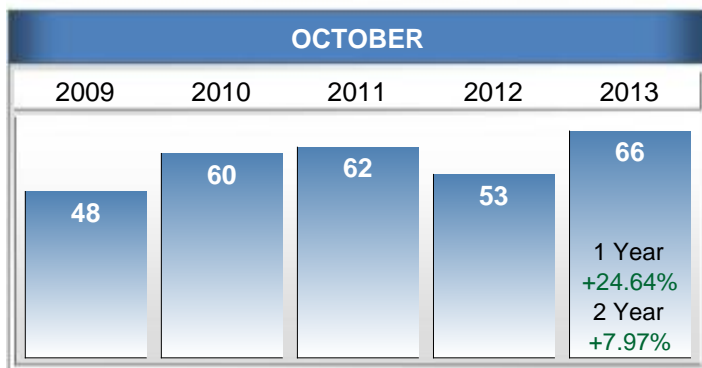
Closed Sales as of Nov 13, 2013



### Average Days on Market to Sale

Report Produced on: Nov 13, 2013

Area Delimited by County Of Washington



Average Days on Market

Ready to Buy or Sell Real Estate?  
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<b>5yr OCT AVG = 58</b>	<b>3 MONTHS</b>										
<b>High</b> Feb 2011 = 79 <b>Low</b> Jun 2010 = 39 <i>Average DOM</i> this month at <b>66</b> , above the 5 yr OCT average of <b>58</b>	<table border="1"> <tr> <td>AUG</td> <td>54</td> </tr> <tr> <td>SEP</td> <td>52</td> </tr> <tr> <td>OCT</td> <td>66</td> </tr> <tr> <td colspan="2">-5.10%</td> </tr> <tr> <td colspan="2">28.77%</td> </tr> </table>	AUG	54	SEP	52	OCT	66	-5.10%		28.77%	
AUG	54										
SEP	52										
OCT	66										
-5.10%											
28.77%											

#### 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+
\$30,000 and less	7	8.43%	25.3	5.0	30.2	21.0	0.0
\$30,001 - \$70,000	11	13.25%	57.1	24.0	69.5	0.0	0.0
\$70,001 - \$90,000	14	16.87%	74.5	94.7	68.3	72.0	0.0
\$90,001 - \$140,000	18	21.69%	48.9	85.0	31.2	123.0	22.0
\$140,001 - \$180,000	14	16.87%	71.0	138.0	75.8	50.0	0.0
\$180,001 - \$270,000	11	13.25%	103.2	136.0	109.8	90.0	0.0
\$270,001 and up	8	9.64%	82.6	0.0	0.0	79.7	103.0
Average Closed DOM: 66.5				72.0	60.0	77.9	62.5
Total Closed Units: 83				10	48	23	2
Total Closed Volume: 11,280,554				911.85K	5.03M	4.68M	660.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2013

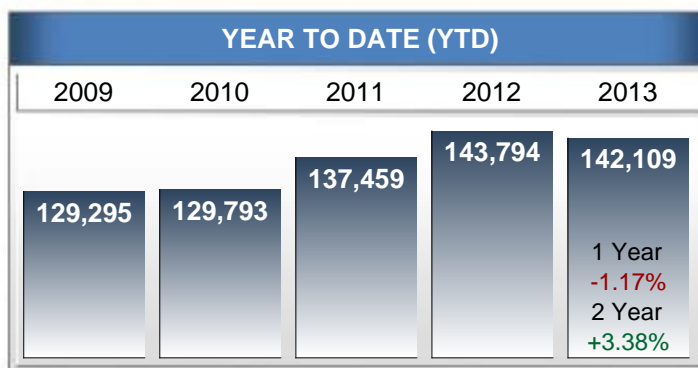
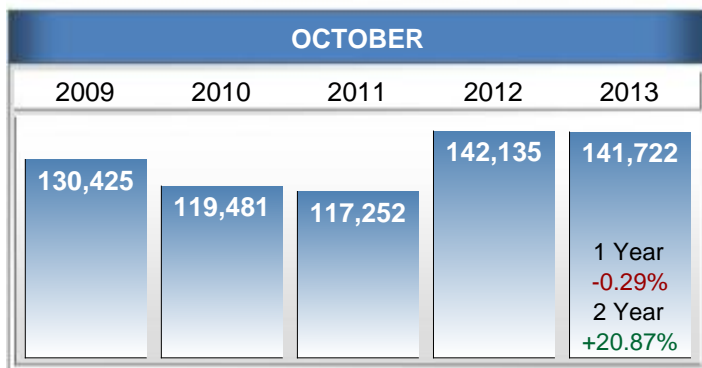
Closed Sales as of Nov 13, 2013



### Average List Price at Closing

Report Produced on: Nov 13, 2013

Area Delimited by County Of Washington



Average List Price

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5yr OCT AVG = 130K	3 MONTHS
<b>High</b> Jul 2011 = 161,255	<b>AUG</b> 132,069
<b>Low</b> Mar 2009 = 102,940	<b>SEP</b> 121,623
Average LPrice this month at <b>141,722</b> , above the 5 yr OCT average of <b>130,203</b>	<b>OCT</b> 141,722
	<b>-7.91%</b>
	<b>16.53%</b>

#### 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+
\$30,000 and less	5		6.02%	18,246	31,790	22,926	10,500	0
\$30,001 - \$70,000	14		16.87%	52,278	46,133	57,238	0	0
\$70,001 - \$90,000	12		14.46%	80,333	86,633	77,678	87,400	0
\$90,001 - \$140,000	18		21.69%	119,539	134,900	117,646	134,167	135,000
\$140,001 - \$180,000	14		16.87%	158,843	187,000	154,563	169,160	0
\$180,001 - \$270,000	11		13.25%	211,309	249,000	226,940	204,040	0
\$270,001 and up	9		10.84%	363,989	0	0	348,771	559,500
Average List Price:		\$141,722			\$100,099	\$107,755	\$212,835	\$347,250
Total Closed Units:		83			10	48	23	2
Total List Volume:		11,762,920			1.00M	5.17M	4.90M	694.50K





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## October 2013

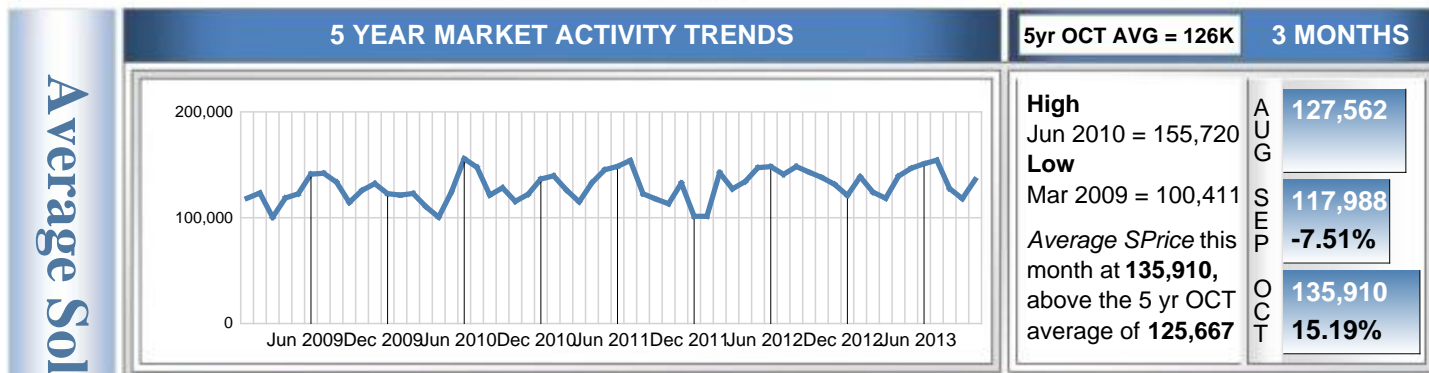
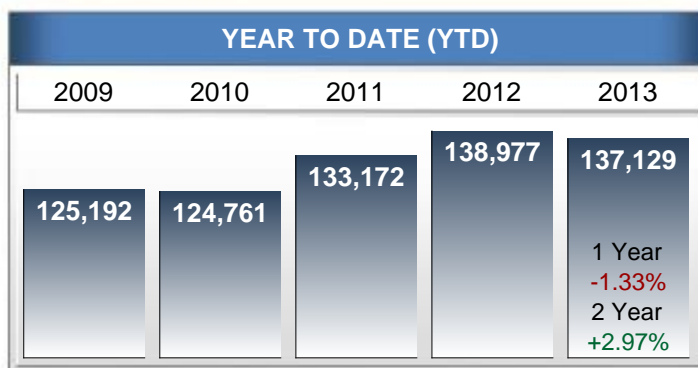
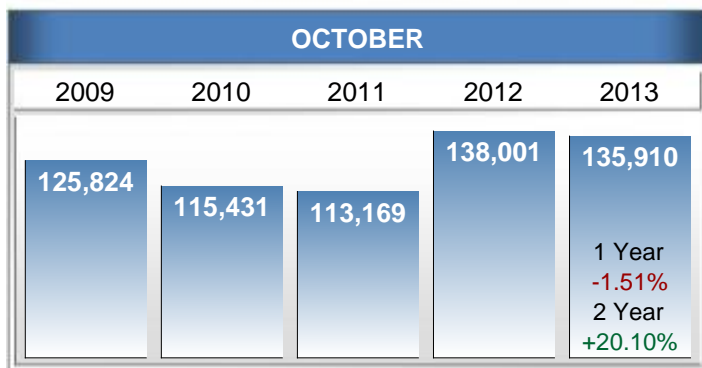
Closed Sales as of Nov 13, 2013



### Average Sold Price at Closing

Report Produced on: Nov 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+	
\$30,000 and less	7		8.43%	20,707	28,850	21,000	11,100	0	
\$30,001 - \$70,000	11		13.25%	49,582	43,833	51,738	0	0	
\$70,001 - \$90,000	14		16.87%	79,643	82,500	77,778	83,751	0	
\$90,001 - \$140,000	18		21.69%	116,144	130,000	114,123	114,000	135,000	
\$140,001 - \$180,000	14		16.87%	158,680	169,000	152,450	166,584	0	
\$180,001 - \$270,000	11		13.25%	211,008	205,000	222,080	201,137	0	
\$270,001 and up	8		9.64%	355,250	0	0	331,000	525,000	
Average Closed Price:					\$135,910	\$91,185	\$104,844	\$203,313	\$330,000
Total Closed Units:					83	10	48	23	2
Total Closed Volume:					11,280,554	911.85K	5.03M	4.68M	660.00K



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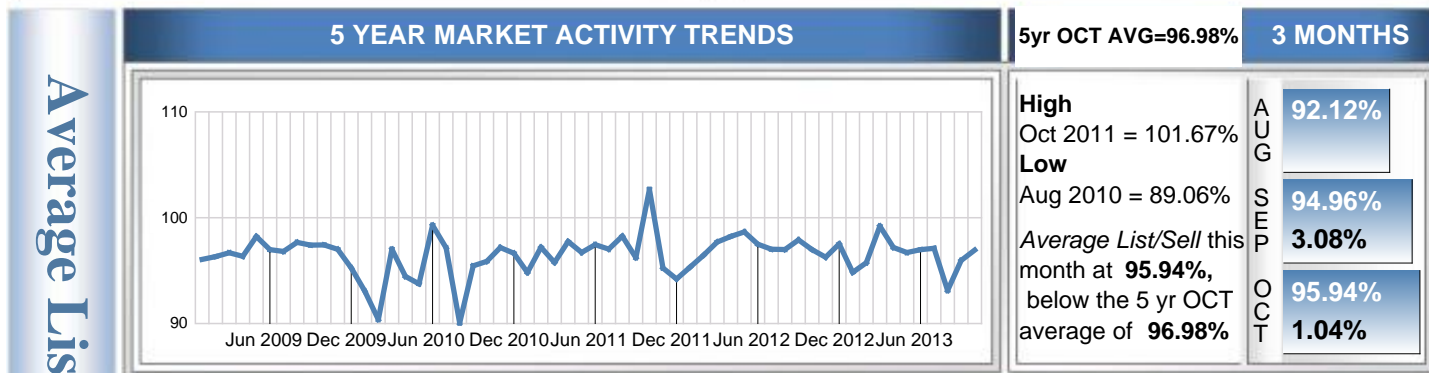
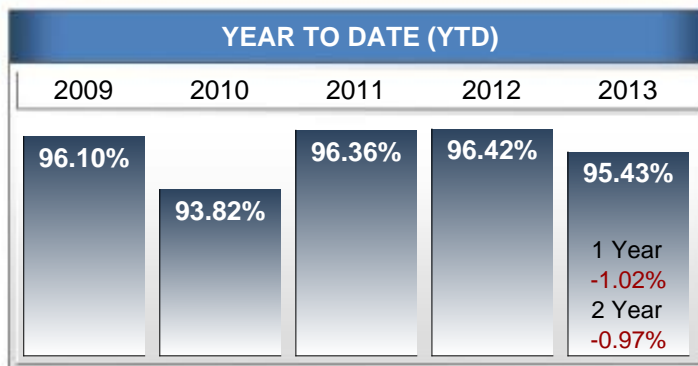
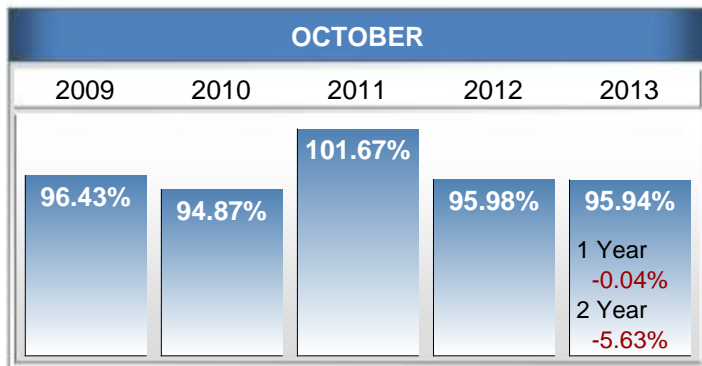
Closed Sales as of Nov 13, 2013



### Average Percent of List Price to Selling Price

Report Produced on: Nov 13, 2013

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+
\$30,000 and less	7	8.43%	94.52%	90.75%	93.03%	105.71%	0.00%
\$30,001 - \$70,000	11	13.25%	91.39%	95.50%	89.85%	0.00%	0.00%
\$70,001 - \$90,000	14	16.87%	98.65%	95.24%	100.11%	97.20%	0.00%
\$90,001 - \$140,000	18	21.69%	95.12%	96.37%	97.04%	84.74%	100.00%
\$140,001 - \$180,000	14	16.87%	98.06%	90.37%	98.70%	98.57%	0.00%
\$180,001 - \$270,000	11	13.25%	96.88%	82.33%	97.85%	98.82%	0.00%
\$270,001 and up	8	9.64%	95.58%	0.00%	0.00%	95.83%	93.83%
Average List/Sell Ratio: 95.90%				93.21%	96.36%	96.18%	96.92%
Total Closed Units: 83				10	48	23	2
Total Closed Volume: 11,280,554				911.85K	5.03M	4.68M	660.00K



# 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

Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 75 Sales/Month

**Active Inventory** as of October 31, 2013 = 686

	OCTOBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	49	83	69.39%	693	759	9.52%
Pending Sales	63	70	11.11%	723	785	8.58%
New Listings	110	245	122.73%	1,624	1,680	3.45%
Average List Price	142,135	141,722	-0.29%	143,794	142,109	-1.17%
Average Sale Price	138,001	135,910	-1.51%	138,977	137,129	-1.33%
Average Percent of List Price to Selling Price	95.98%	95.94%	-0.04%	96.42%	95.43%	-1.02%
Average Days on Market to Sale	53.35	66.49	24.64%	54.47	54.84	0.67%
Monthly Inventory	596	686	15.10%	596	686	15.10%
Months Supply of Inventory	8.92	9.15	2.57%	8.92	9.15	2.57%

