



December 2013

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

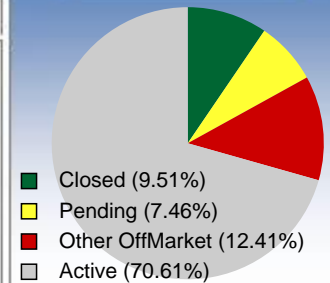


Absorption: Last 12 months, an Average of **1,076** Sales/Month

Active Inventory as of December 31, 2013 = **7,351**

	DECEMBER		
	2012	2013	+/- %
Closed Listings	930	990	6.45%
Pending Listings	756	777	2.78%
New Listings	1,444	1,465	1.45%
Median List Price	138,902	138,250	-0.47%
Median Sale Price	134,000	134,186	0.14%
Median Percent of List Price to Selling Price	97.51%	97.14%	-0.38%
Median Days on Market to Sale	49.50	50.00	1.01%
End of Month Inventory	8,175	7,351	-10.08%
Months Supply of Inventory	8.27	6.83	-17.39%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2014

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 December 2013 decreased **10.08%** to 7,351 existing homes available for sale. Over the last 12 months this area has had an average of 1,076 closed sales per month. This represents an unsold inventory index of **6.83** 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 **0.14%** in December 2013 to \$134,186 versus the previous year at \$134,000.

Median Days on Market Lengthens

The median number of **50.00** days that homes spent on the market before selling increased by 0.50 days or **1.01%** in December 2013 compared to last year's same month at **49.50** DOM.

Sales Success for December 2013 is Positive

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

There were 1,465 New Listings in December 2013, up **1.45%** from last year at 1,444. Furthermore, there were 990 Closed Listings this month versus last year at 930, a **6.45%** increase.

Closed versus Listed trends yielded a **67.6%** ratio, up from last year's December 2013 at **64.4%**, a **4.93%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

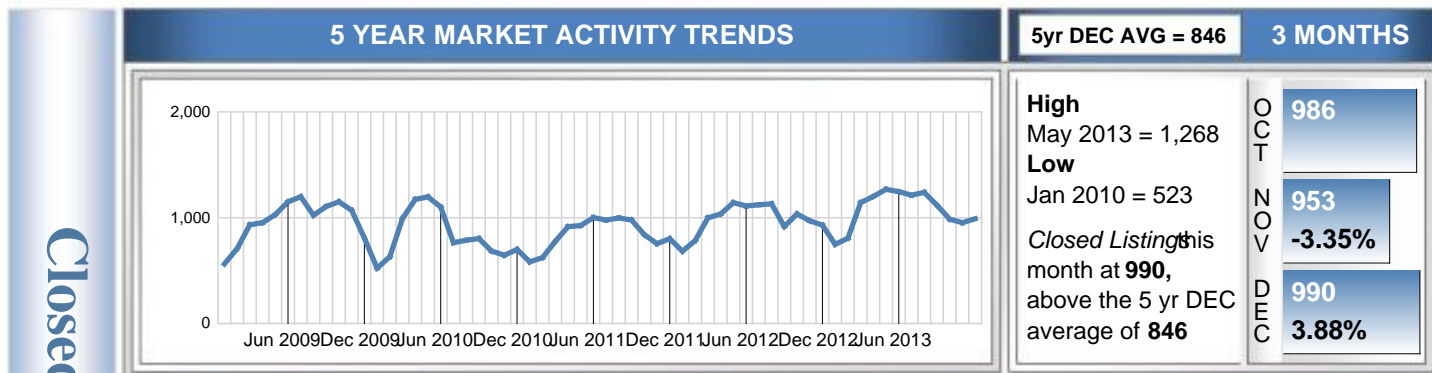
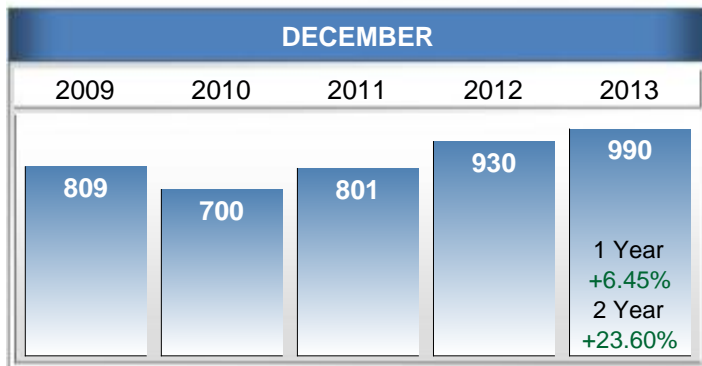
Closed Sales as of Jan 13, 2014



Closed Listings

Report Produced on: Jan 13, 2014

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+	
\$20,000 and less	78	7.88%	73.0	66	12	0	0	
\$20,001 \$60,000	128	12.93%	35.5	59	60	9	0	
\$60,001 \$100,000	153	15.45%	47.0	28	113	11	1	
\$100,001 \$150,000	225	22.73%	54.0	13	175	34	3	
\$150,001 \$200,000	168	16.97%	45.0	3	89	69	7	
\$200,001 \$300,000	135	13.64%	49.0	6	41	75	13	
\$300,001 and up	103	10.40%	62.0	9	16	55	23	
Total Closed Units: 990				50.0	184	506	253	47
Total Closed Volume: 156,479,584					13.67M	67.02M	57.75M	18.04M
Median Closed Price: \$134,186					\$35,000	\$123,700	\$205,000	\$300,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

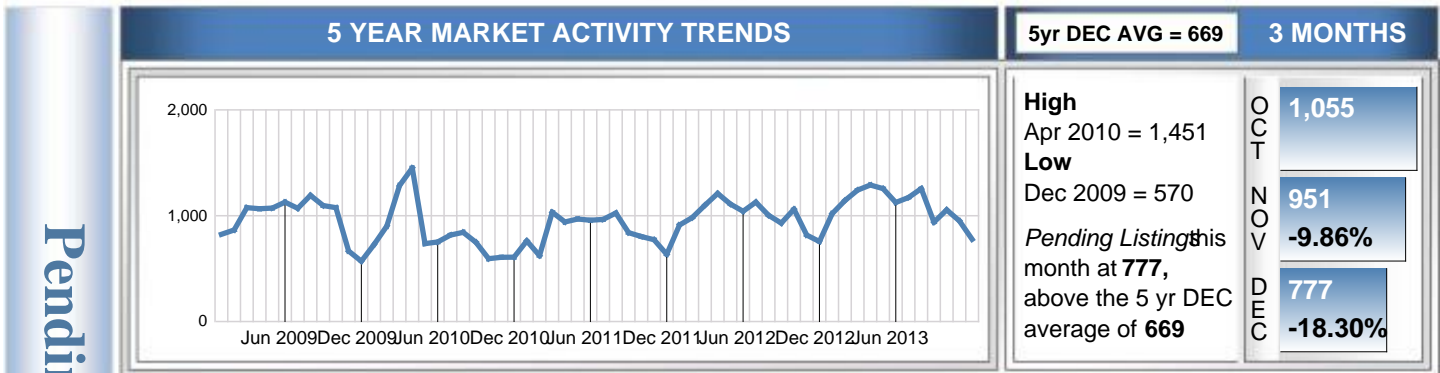
Pending Listings as of Jan 13, 2014



Pending Listings

Report Produced on: Jan 13, 2014

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



Pending Listings

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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+	
\$30,000 and less	79	10.17%	45.0	46	29	4	0	
\$30,001 \$60,000	85	10.94%	26.0	29	49	6	1	
\$60,001 \$90,000	109	14.03%	54.0	21	75	13	0	
\$90,001 \$150,000	208	26.77%	56.0	21	154	31	2	
\$150,001 \$190,000	105	13.51%	55.0	8	55	34	8	
\$190,001 \$290,000	112	14.41%	48.0	11	47	48	6	
\$290,001 and up	79	10.17%	63.0	7	15	41	16	
Total Pending Units: 777				49.0	143	424	177	33
Total Pending Volume: 126,847,493					14.37M	54.46M	40.48M	17.54M
Median Listing Price: \$127,900					\$55,000	\$114,250	\$194,714	\$285,000



Monthly Inventory Analysis

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December 2013

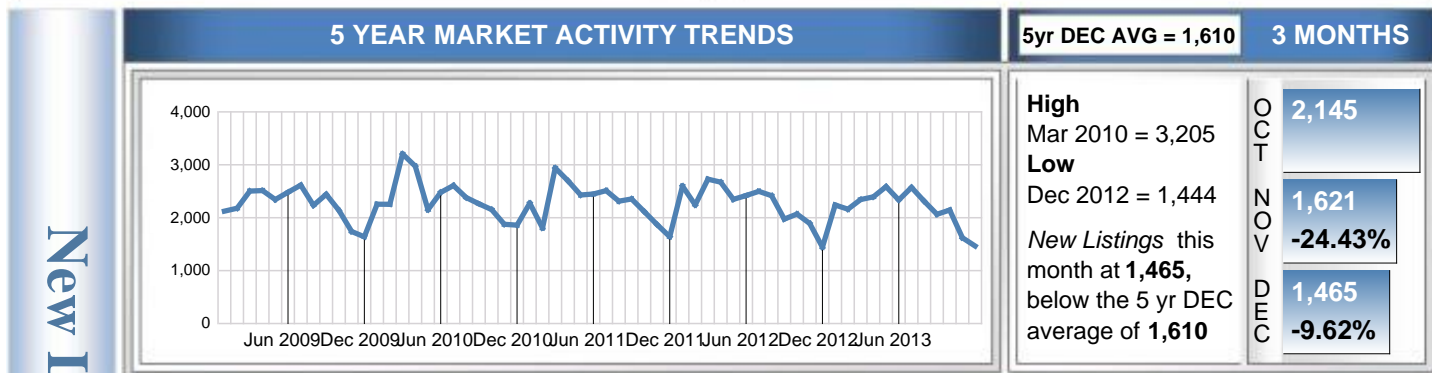
New Listings as of Jan 13, 2014



New Listings

Report Produced on: Jan 13, 2014

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+
\$20,000 and less	49	3.34%	34	13	1	1
\$20,001 \$40,000	243	16.59%	197	41	5	0
\$40,001 \$80,000	236	16.11%	105	114	15	2
\$80,001 \$140,000	350	23.89%	52	252	39	7
\$140,001 \$200,000	246	16.79%	17	141	80	8
\$200,001 \$330,000	193	13.17%	24	68	84	17
\$330,001 and up	148	10.10%	21	26	63	38
Total New Listed Units:			450	655	287	73
Total New Listed Volume:			41.70M	92.63M	81.23M	41.16M
Median New Listed Listing Price:			\$37,850	\$124,900	\$207,622	\$365,000



Monthly Inventory Analysis

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December 2013

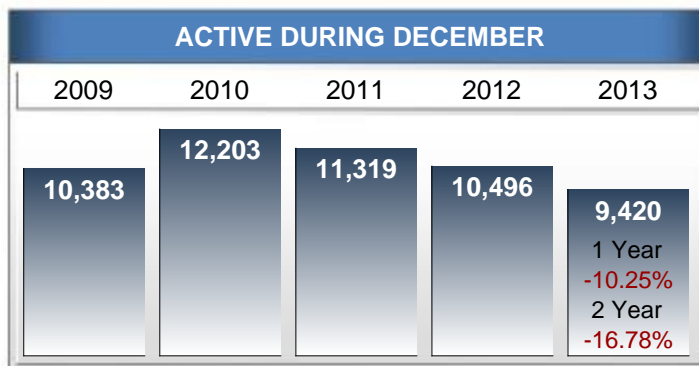
Active Inventory as of Jan 13, 2014



Active Inventory

Report Produced on: Jan 13, 2014

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



Active Inventory

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5yr DEC AVG = 8,559 **3 MONTHS**

High
Aug 2010 = 11,133

Low
Dec 2013 = 7,351

Inventory this month at **7,351**, below the 5 yr DEC average of **8,559**

OCT	8,706
NOV	7,955
DEC	7,351
	-8.63%
	-7.59%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	272	3.70%	88.0	232	33	6	1		
\$20,001 \$50,000	1,159	15.77%	85.0	925	202	28	4		
\$50,001 \$90,000	1,254	17.06%	84.0	610	574	65	5		
\$90,001 \$160,000	1,885	25.64%	82.0	307	1,252	298	28		
\$160,001 \$230,000	1,126	15.32%	85.0	118	575	398	35		
\$230,001 \$370,000	885	12.04%	91.0	111	251	440	83		
\$370,001 and up	770	10.47%	90.5	170	112	312	176		
Total Active Inventory by Units:				7,351	85.0	2,473	2,999	1,547	332
Total Active Inventory by Volume:				1,454,368,486		372.54M	452.07M	446.84M	182.92M
Median Active Inventory Listing Price:				\$127,500		\$57,000	\$128,000	\$225,000	\$389,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

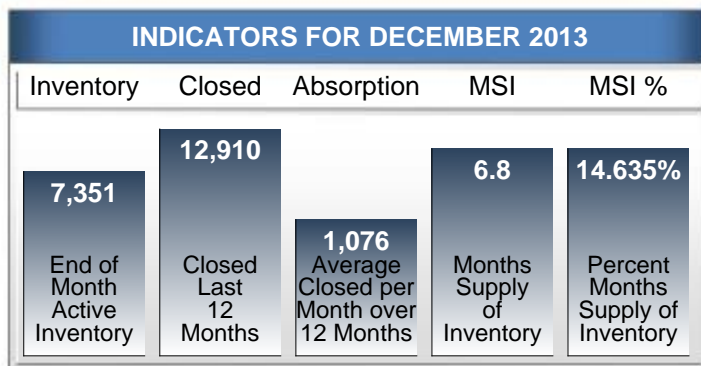
Active Inventory as of Jan 13, 2014



Months Supply of Inventory

Report Produced on: Jan 13, 2014

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Months Supply
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5yr DEC AVG = 9.2	3 MONTHS
High Jun 2011 = 13.6	OCT 8.1
Low Dec 2013 = 6.8	NOV 7.4
<i>Months Supply</i> this month at 6.8 , below the 5 yr DEC average of 9.2	DEC -8.02%

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	272	3.70%	6.5	8.1	2.8	3.4	6.0
\$20,001 \$50,000	1,159	15.77%	11.1	19.1	4.2	4.7	3.7
\$50,001 \$90,000	1,254	17.06%	7.7	13.9	5.5	5.0	4.3
\$90,001 \$160,000	1,885	25.64%	5.3	9.6	4.7	5.3	10.2
\$160,001 \$230,000	1,126	15.32%	5.5	10.0	5.5	5.0	4.5
\$230,001 \$370,000	885	12.04%	6.3	19.6	6.3	5.3	6.7
\$370,001 and up	770	10.47%	11.9	60.0	9.7	9.4	10.4
MSI:			6.8	14.3	5.1	5.7	7.8
Total Active Inventory:			7,351	2,473	2,999	1,547	332



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

Closed Sales as of Jan 13, 2014



Median Days on Market to Sale

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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+
\$20,000 and less	78		7.88%	73.0	73.0	37.0	0.0	0.0
\$20,001 \$60,000	128		12.93%	35.5	39.0	35.0	55.0	0.0
\$60,001 \$100,000	153		15.45%	47.0	61.0	47.0	24.0	97.0
\$100,001 \$150,000	225		22.73%	54.0	42.0	54.0	53.5	15.0
\$150,001 \$200,000	168		16.97%	45.0	5.0	45.0	50.0	48.0
\$200,001 \$300,000	135		13.64%	49.0	4.5	41.0	55.0	56.0
\$300,001 and up	103		10.40%	62.0	84.0	51.0	62.0	68.0
Median Closed DOM:	50.0				66.0	45.0	54.0	59.0
Total Closed Units:	990				184	506	253	47
Total Closed Volume:	156,479,584				13.67M	67.02M	57.75M	18.04M



Monthly Inventory Analysis

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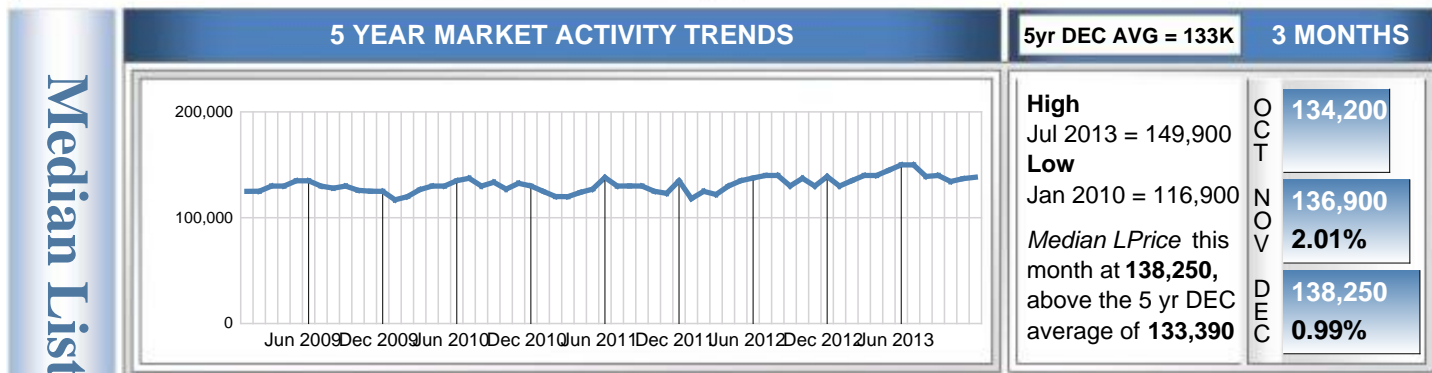
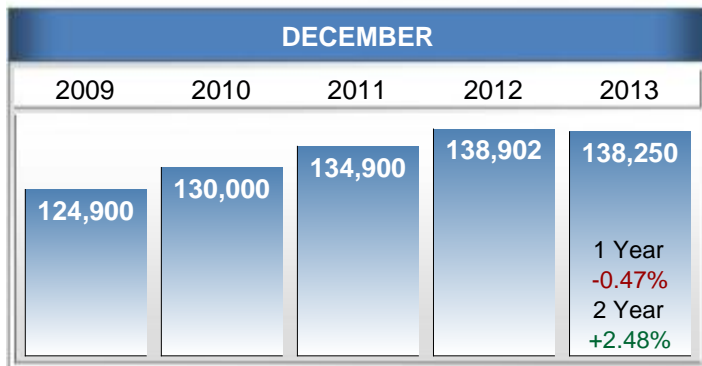
Closed Sales as of Jan 13, 2014



Median List Price at Closing

Report Produced on: Jan 13, 2014

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+
\$20,000 and less	80		8.08%	9,500	9,500	14,000	0	0
\$20,001 \$60,000	123		12.42%	42,500	37,209	44,000	45,000	50,000
\$60,001 \$100,000	146		14.75%	84,900	84,000	84,950	88,500	69,500
\$100,001 \$150,000	215		21.72%	129,900	114,750	129,900	134,900	145,000
\$150,001 \$200,000	180		18.18%	173,675	189,000	168,020	174,950	169,900
\$200,001 \$300,000	141		14.24%	239,500	230,000	220,000	240,000	256,500
\$300,001 and up	105		10.61%	400,000	485,100	462,450	371,750	549,000
Median List Price:	\$138,250				\$37,105	\$129,700	\$215,000	\$299,900
Total Closed Units:	990				184	506	253	47
Total List Volume:	162,257,340				15.10M	69.34M	59.36M	18.46M



Monthly Inventory Analysis

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December 2013

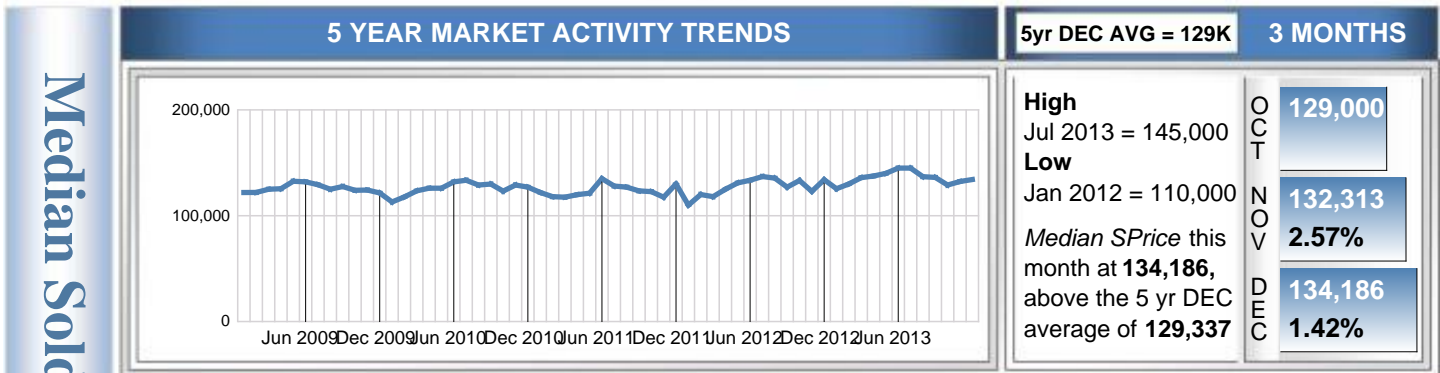
Closed Sales as of Jan 13, 2014



Median Sold Price at Closing

Report Produced on: Jan 13, 2014

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Median Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	78		7.88%	5,500	5,500	13,750	0	0
\$20,001 \$60,000	128		12.93%	40,500	38,038	41,995	43,000	0
\$60,001 \$100,000	153		15.45%	81,000	82,500	79,500	92,000	65,000
\$100,001 \$150,000	225		22.73%	129,000	109,900	129,000	134,000	145,000
\$150,001 \$200,000	168		16.97%	172,000	185,000	170,000	175,600	171,200
\$200,001 \$300,000	135		13.64%	236,616	247,500	218,552	240,000	255,000
\$300,001 and up	103		10.40%	395,000	396,500	435,250	370,000	522,500
Median Closed Price:	\$134,186				\$35,000	\$123,700	\$205,000	\$300,000
Total Closed Units:	990				184	506	253	47
Total Closed Volume:	156,479,584				13.67M	67.02M	57.75M	18.04M



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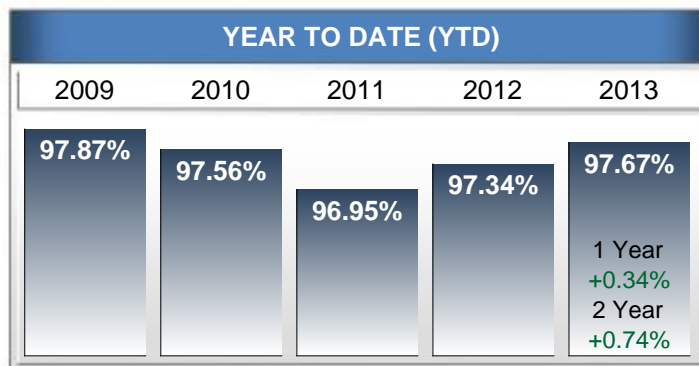
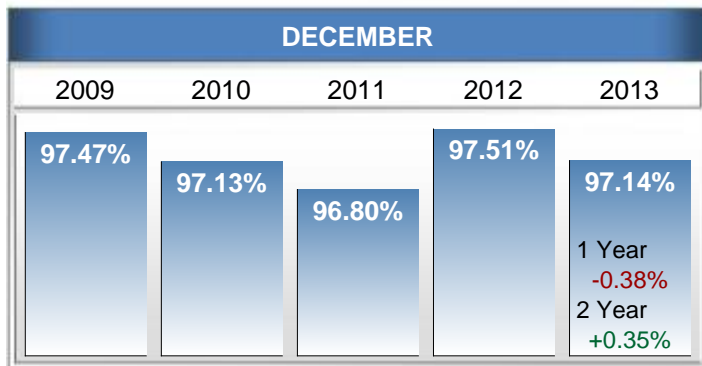
Closed Sales as of Jan 13, 2014



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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+
\$20,000 and less	78	7.88%	57.89%	57.89%	91.93%	0.00%	0.00%
\$20,001 \$60,000	128	12.93%	93.25%	92.63%	95.00%	87.72%	0.00%
\$60,001 \$100,000	153	15.45%	96.77%	96.41%	96.94%	99.46%	93.53%
\$100,001 \$150,000	225	22.73%	97.56%	98.57%	97.39%	98.79%	98.33%
\$150,001 \$200,000	168	16.97%	98.05%	97.88%	98.44%	97.70%	100.00%
\$200,001 \$300,000	135	13.64%	98.00%	100.00%	98.59%	97.71%	96.81%
\$300,001 and up	103	10.40%	96.92%	92.45%	95.28%	98.00%	95.74%
Median List/Sell Ratio:	97.14%			91.35%	97.51%	97.77%	96.76%
Total Closed Units:	990			184	506	253	47
Total Closed Volume:	156,479,584			13.67M	67.02M	57.75M	18.04M



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Inventory as of Jan 13, 2014



Market Summary

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Absorption: Last 12 months, an Average of **1,076** Sales/Month

Active Inventory as of December 31, 2013 = **7,351**

	DECEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	930	990	6.45%	11,860	12,910	8.85%
Pending Sales	756	777	2.78%	12,051	13,225	9.74%
New Listings	1,444	1,465	1.45%	27,297	26,238	-3.88%
Median List Price	138,902	138,250	-0.47%	132,000	139,900	5.98%
Median Sale Price	134,000	134,186	0.14%	129,000	136,500	5.81%
Median Percent of List Price to Selling Price	97.51%	97.14%	-0.38%	97.34%	97.67%	0.34%
Median Days on Market to Sale	49.50	50.00	1.01%	48.00	40.00	-16.67%
Monthly Inventory	8,175	7,351	-10.08%	8,175	7,351	-10.08%
Months Supply of Inventory	8.27	6.83	-17.39%	8.27	6.83	-17.39%

