



December 2013

Area Delimited by County Of Washington

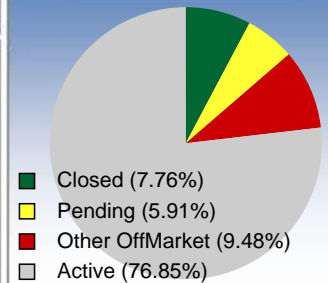


Absorption: Last 12 months, an Average of **73** Sales/Month

Active Inventory as of December 31, 2013 = **624**

	DECEMBER		
	2012	2013	+/- %
Closed Listings	72	63	-12.50%
Pending Listings	56	48	-14.29%
New Listings	103	82	-20.39%
Median List Price	110,000	120,000	9.09%
Median Sale Price	105,000	117,000	11.43%
Median Percent of List Price to Selling Price	98.13%	96.73%	-1.43%
Median Days on Market to Sale	38.50	35.00	-9.09%
End of Month Inventory	493	624	26.57%
Months Supply of Inventory	7.09	8.54	20.37%

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) Increases

The total housing inventory at the end of December 2013 rose **26.57%** to 624 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **8.54** 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 **11.43%** in December 2013 to \$117,000 versus the previous year at \$105,000.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 3.50 days or **9.09%** in December 2013 compared to last year's same month at **38.50** DOM.

Sales Success for December 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 82 New Listings in December 2013, down **20.39%** from last year at 103. Furthermore, there were 63 Closed Listings this month versus last year at 72, a **-12.50%** decrease.

Closed versus Listed trends yielded a **76.8%** ratio, up from last year's December 2013 at **69.9%**, a **9.91%** upswing. 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.

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

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December 2013

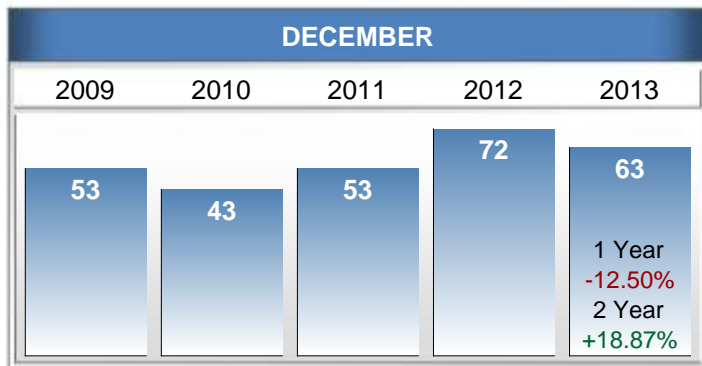
Closed Sales as of Jan 13, 2014



Closed Listings

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Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	5	7.94%	21.0	5	0	0	0	
\$10,001 \$50,000	7	11.11%	10.0	4	3	0	0	
\$50,001 \$80,000	10	15.87%	33.0	3	6	1	0	
\$80,001 \$130,000	15	23.81%	63.0	2	7	6	0	
\$130,001 \$210,000	11	17.46%	56.0	0	5	5	1	
\$210,001 \$330,000	9	14.29%	33.0	1	3	4	1	
\$330,001 and up	6	9.52%	78.0	0	1	2	3	
Total Closed Units: 63				35.0	15	25	18	5
Total Closed Volume: 9,174,724					841.50K	3.13M	3.39M	1.81M
Median Closed Price: \$117,000					\$40,000	\$111,000	\$160,000	\$336,000

Closed Listings

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Monthly Inventory Analysis

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December 2013

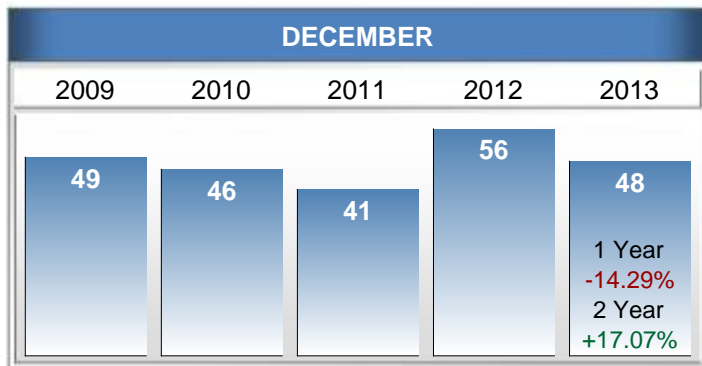
Pending Listings as of Jan 13, 2014



Pending Listings

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	6.25%	63.0	2	1	0	0
\$30,001 \$60,000	5	10.42%	2.0	2	3	0	0
\$60,001 \$90,000	9	18.75%	60.0	2	7	0	0
\$90,001 \$140,000	12	25.00%	36.5	0	10	2	0
\$140,001 \$230,000	8	16.67%	111.5	0	4	4	0
\$230,001 \$380,000	6	12.50%	33.5	0	2	4	0
\$380,001 and up	5	10.42%	92.0	0	0	4	1
Total Pending Units:	48		46.5	6	27	14	1
Total Pending Volume:	7,903,599			266.20K	3.23M	3.97M	439.90K
Median Listing Price:	\$122,900			\$38,000	\$105,000	\$238,950	\$439,900



Monthly Inventory Analysis

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December 2013

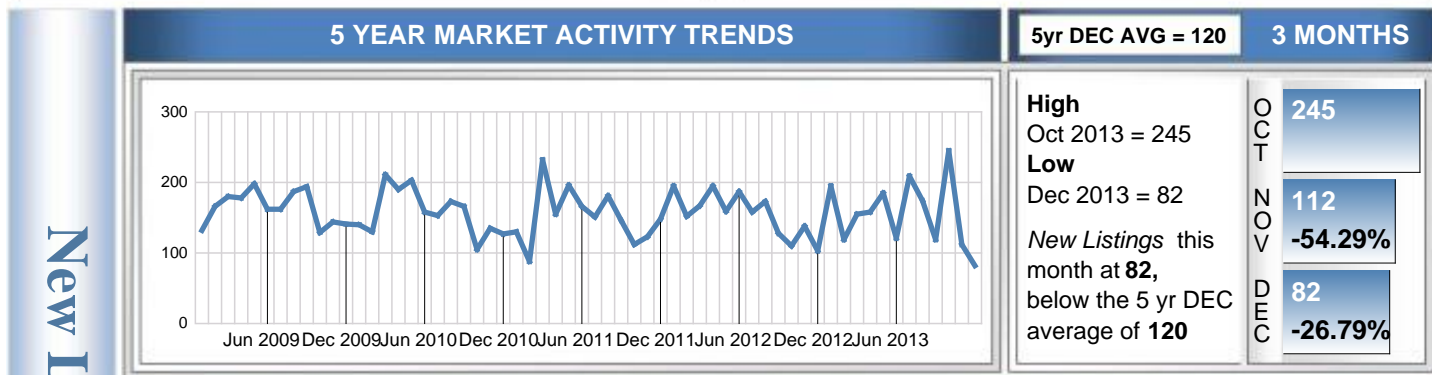
New Listings as of Jan 13, 2014



New Listings

Report Produced on: Jan 13, 2014

Area Delimited by 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+
\$30,000 and less	9	10.98%	5	4	0	0
\$30,001 - \$50,000	11	13.41%	5	6	0	0
\$50,001 - \$60,000	7	8.54%	4	3	0	0
\$60,001 - \$110,000	23	28.05%	9	13	1	0
\$110,001 - \$160,000	12	14.63%	0	8	4	0
\$160,001 - \$310,000	11	13.41%	0	6	4	1
\$310,001 and up	9	10.98%	1	2	2	4
Total New Listed Units: 82			24	42	11	5
Total New Listed Volume: 11,698,368			2.21M	4.58M	2.31M	2.60M
Median New Listed Listing Price: \$89,900			\$57,400	\$87,450	\$162,500	\$420,000



Monthly Inventory Analysis

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December 2013

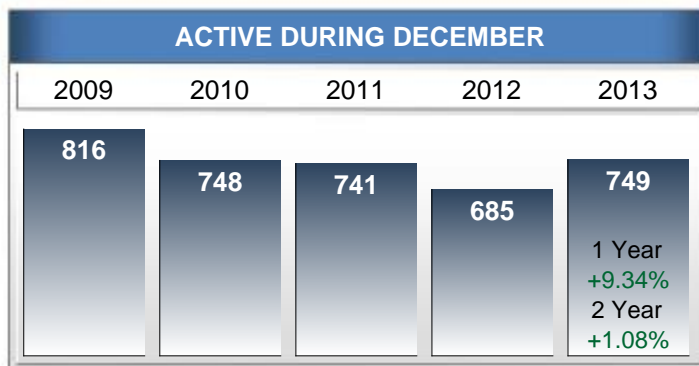
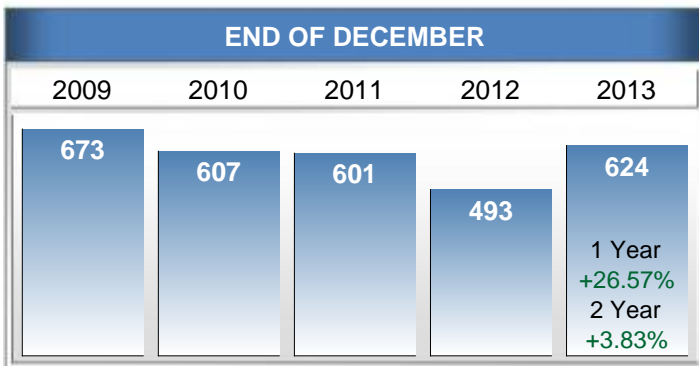
Active Inventory as of Jan 13, 2014



Active Inventory

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Area Delimited by County Of Washington



Active Inventory

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5yr DEC AVG = 600 **3 MONTHS**

High
Aug 2010 = 708

Low
Dec 2012 = 493

Inventory this month at **624**, above the 5 yr DEC average of **600**

OCT	699
NOV	667
DEC	624
	-4.58%
	-6.45%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	92.0	0	0	0	0
\$1-\$20,000	131	20.99%	70.0	130	1	0	0
\$20,001-\$50,000	86	13.78%	141.0	67	18	1	0
\$50,001-\$100,000	171	27.40%	111.0	93	65	10	3
\$100,001-\$160,000	97	15.54%	97.0	20	46	30	1
\$160,001-\$250,000	73	11.70%	72.0	7	28	37	1
\$250,001 and up	66	10.58%	90.5	10	10	27	19
Total Active Inventory by Units:			624	327	168	105	24
Total Active Inventory by Volume:			85,507,396	22.73M	20.28M	24.41M	18.09M
Median Active Inventory Listing Price:			\$79,900	\$35,000	\$104,825	\$195,900	\$349,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

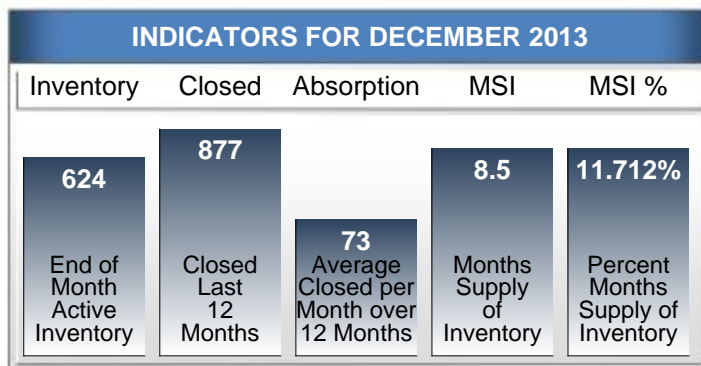
Active Inventory as of Jan 13, 2014



Months Supply of Inventory

Report Produced on: Jan 13, 2014

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Months Supply
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5yr DEC AVG = 8.9 **3 MONTHS**

High
Sep 2009 = 11.0
Low
Feb 2013 = 7.1

Months Supply this month at **8.5**, below the 5 yr DEC average of **8.9**

OCT	9.3
NOV	9.0
DEC	8.5
DEC	-5.49%

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	131		20.99%	30.8	48.8	0.7	0.0	0.0
\$20,001-\$50,000	86		13.78%	10.6	19.1	4.1	6.0	0.0
\$50,001-\$100,000	171		27.40%	8.5	18.9	5.0	4.8	18.0
\$100,001-\$160,000	97		15.54%	5.3	18.5	4.1	5.4	2.4
\$160,001-\$250,000	73		11.70%	5.6	16.8	5.7	4.9	12.0
\$250,001 and up	66		10.58%	7.1	24.0	10.9	4.8	8.4
MSI:		8.5			25.2	4.7	4.9	8.2
Total Active Inventory:		624			327	168	105	24



Monthly Inventory Analysis

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December 2013

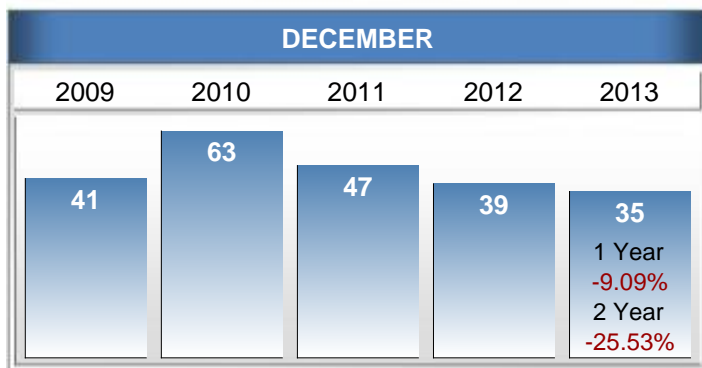
Closed Sales as of Jan 13, 2014



Median Days on Market to Sale

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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+
\$10,000 and less	5			7.94%	21.0	21.0	0.0	0.0	0.0
\$10,001 \$50,000	7			11.11%	10.0	7.5	10.0	0.0	0.0
\$50,001 \$80,000	10			15.87%	33.0	35.0	29.5	31.0	0.0
\$80,001 \$130,000	15			23.81%	63.0	138.0	24.0	67.5	0.0
\$130,001 \$210,000	11			17.46%	56.0	0.0	106.0	25.0	56.0
\$210,001 \$330,000	9			14.29%	33.0	30.0	19.0	45.5	33.0
\$330,001 and up	6			9.52%	78.0	0.0	59.0	86.0	97.0
Median Closed DOM:	35.0					21.0	35.0	44.0	56.0
Total Closed Units:	63					15	25	18	5
Total Closed Volume:	9,174,724					841.50K	3.13M	3.39M	1.81M



Monthly Inventory Analysis

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December 2013

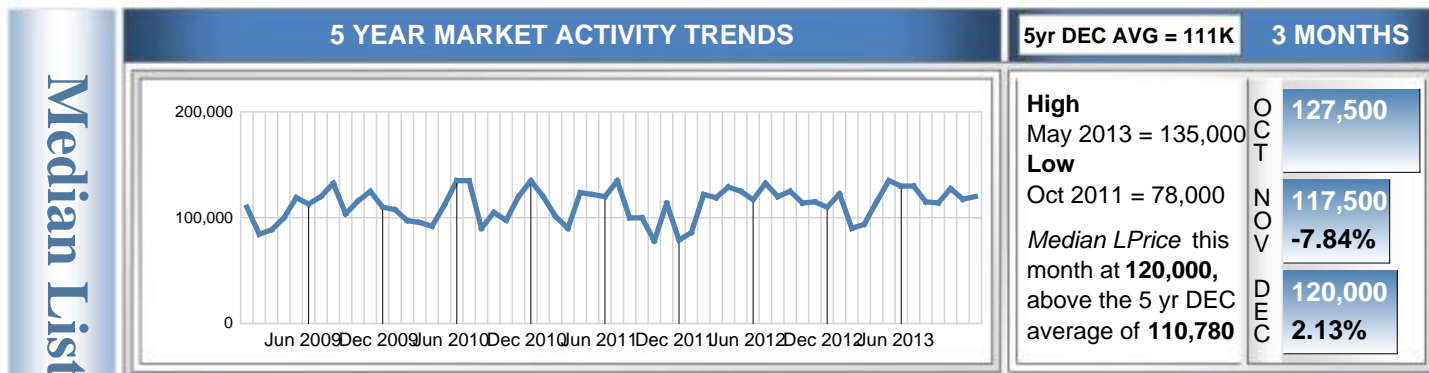
Closed Sales as of Jan 13, 2014



Median List Price at Closing

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Area Delimited by County Of Washington



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+
\$10,000 and less	4		6.35%	10,000	10,000	0	0	0
\$10,001 \$50,000	8		12.70%	32,000	38,000	26,000	0	0
\$50,001 \$80,000	10		15.87%	71,000	64,900	73,500	64,000	0
\$80,001 \$130,000	12		19.05%	117,400	92,250	107,900	122,400	0
\$130,001 \$210,000	15		23.81%	160,000	0	160,000	154,900	161,000
\$210,001 \$330,000	7		11.11%	267,500	0	276,250	247,450	289,900
\$330,001 and up	7		11.11%	379,900	339,000	379,900	404,250	399,900
Median List Price:		\$120,000			\$40,000	\$119,900	\$167,400	\$338,000
Total Closed Units:		63			15	25	18	5
Total List Volume:		9,508,300			908.20K	3.25M	3.49M	1.86M



Monthly Inventory Analysis

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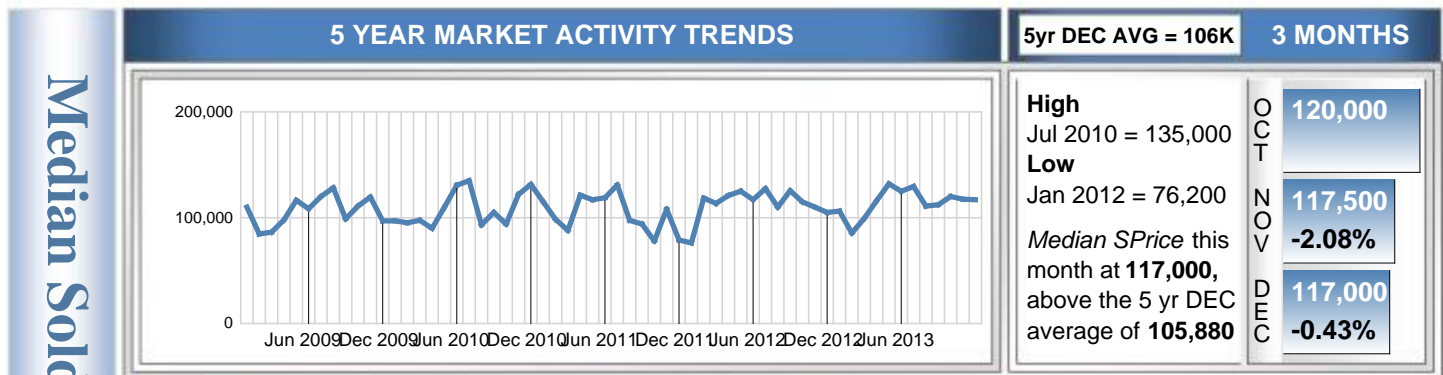
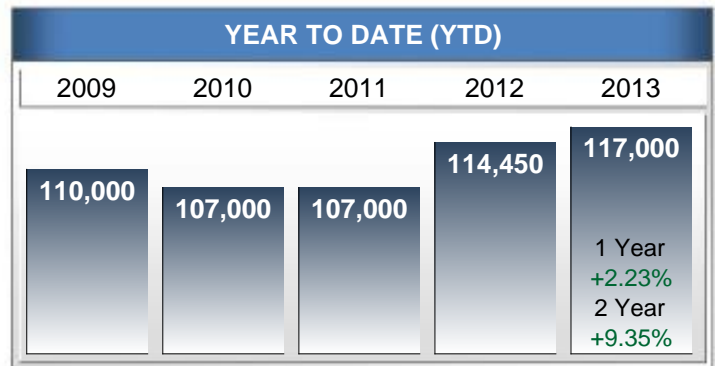
Closed Sales as of Jan 13, 2014



Median Sold Price at Closing

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Area Delimited by County Of Washington



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+
\$10,000 and less	5		7.94%	8,700	8,700	0	0	0
\$10,001 \$50,000	7		11.11%	38,000	39,000	30,000	0	0
\$50,001 \$80,000	10		15.87%	60,700	60,000	70,000	55,000	0
\$80,001 \$130,000	15		23.81%	114,700	82,500	111,000	122,000	0
\$130,001 \$210,000	11		17.46%	157,000	0	153,500	175,000	157,000
\$210,001 \$330,000	9		14.29%	259,900	330,000	259,900	242,250	267,000
\$330,001 and up	6		9.52%	384,800	0	357,500	396,500	412,100
Median Closed Price:	\$117,000				\$40,000	\$111,000	\$160,000	\$336,000
Total Closed Units:	63				15	25	18	5
Total Closed Volume:	9,174,724				841.50K	3.13M	3.39M	1.81M



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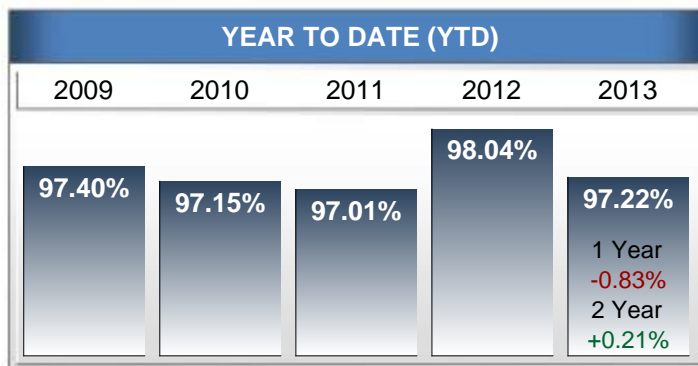
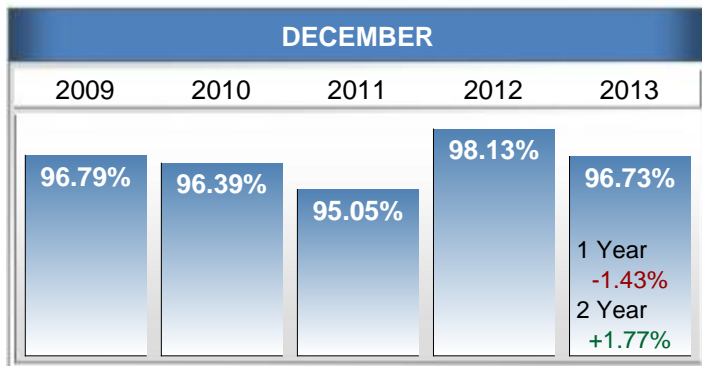
Closed Sales as of Jan 13, 2014



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+
\$10,000 and less	5	7.94%	87.00%	87.00%	0.00%	0.00%	0.00%
\$10,001 \$50,000	7	11.11%	100.00%	95.00%	104.24%	0.00%	0.00%
\$50,001 \$80,000	10	15.87%	92.92%	92.98%	93.36%	85.94%	0.00%
\$80,001 \$130,000	15	23.81%	94.55%	89.51%	95.24%	94.53%	0.00%
\$130,001 \$210,000	11	17.46%	98.93%	0.00%	99.32%	97.28%	97.52%
\$210,001 \$330,000	9	14.29%	97.74%	97.35%	100.17%	97.91%	92.10%
\$330,001 and up	6	9.52%	98.25%	0.00%	94.10%	98.25%	99.41%
Median List/Sell Ratio:	96.73%			92.18%	95.94%	97.24%	97.52%
Total Closed Units:	63			15	25	18	5
Total Closed Volume:	9,174,724			841.50K	3.13M	3.39M	1.81M



Monthly Inventory Analysis

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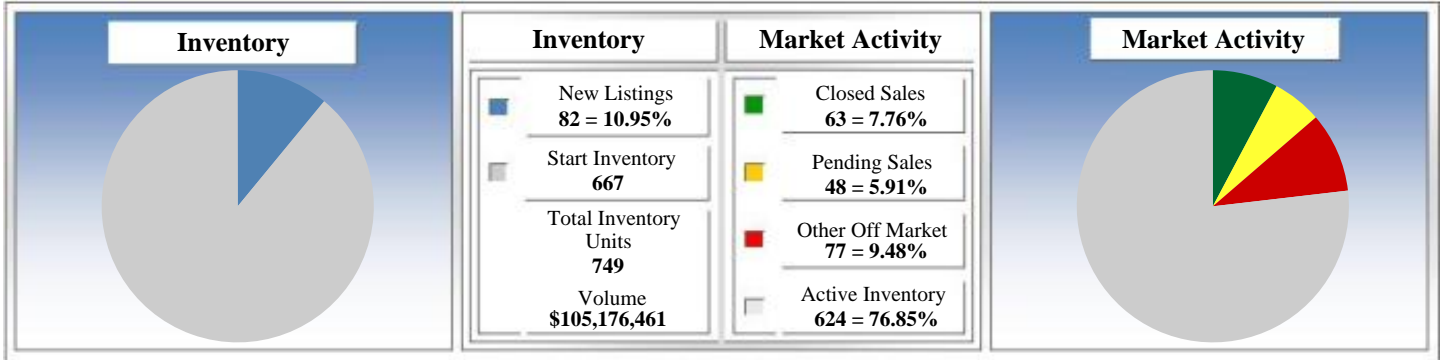
Inventory as of Jan 13, 2014



Market Summary

Report Produced on: Jan 13, 2014

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 73 Sales/Month

Active Inventory as of December 31, 2013 = 624

	DECEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	72	63	-12.50%	834	877	5.16%
Pending Sales	56	48	-14.29%	839	893	6.44%
New Listings	103	82	-20.39%	1,865	1,874	0.48%
Median List Price	110,000	120,000	9.09%	119,450	119,900	0.38%
Median Sale Price	105,000	117,000	11.43%	114,450	117,000	2.23%
Median Percent of List Price to Selling Price	98.13%	96.73%	-1.43%	98.04%	97.22%	-0.83%
Median Days on Market to Sale	38.50	35.00	-9.09%	39.50	38.00	-3.80%
Monthly Inventory	493	624	26.57%	493	624	26.57%
Months Supply of Inventory	7.09	8.54	20.37%	7.09	8.54	20.37%

