



# November 2013

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

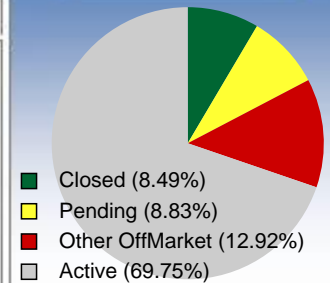


**Absorption:** Last 12 months, an Average of **1,070** Sales/Month

**Active Inventory** as of November 30, 2013 = **7,795**

	NOVEMBER		
	2012	2013	+/- %
Closed Listings	970	949	-2.16%
Pending Listings	817	987	20.81%
New Listings	1,891	1,621	-14.28%
Average List Price	168,454	170,469	1.20%
Average Sale Price	161,800	163,025	0.76%
Average Percent of List Price to Selling Price	96.29%	96.37%	0.08%
Average Days on Market to Sale	59.41	57.45	-3.30%
End of Month Inventory	9,050	7,795	-13.87%
Months Supply of Inventory	9.26	7.28	-21.35%

## 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) Decreases

The total housing inventory at the end of November 2013 decreased **13.87%** to 7,795 existing homes available for sale. Over the last 12 months this area has had an average of 1,070 closed sales per month. This represents an unsold inventory index of **7.28** MSI for this period.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **0.76%** in November 2013 to \$163,025 versus the previous year at \$161,800.

### Average Days on Market Shortens

The average number of **57.45** days that homes spent on the market before selling decreased by 1.96 days or **3.30%** in November 2013 compared to last year's same month at **59.41** DOM.

### Sales Success for November 2013 is Positive

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

There were 1,621 New Listings in November 2013, down **14.28%** from last year at 1,891. Furthermore, there were 949 Closed Listings this month versus last year at 970, a **-2.16%** decrease.

Closed versus Listed trends yielded a **58.5%** ratio, up from last year's November 2013 at **51.3%**, a **14.13%** upswing. 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

<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®

## November 2013

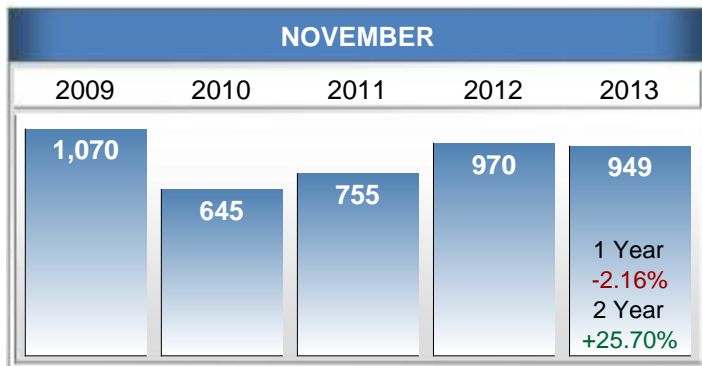
Closed Sales as of Dec 13, 2013



### Closed Listings

Report Produced on: Dec 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	56	5.90%	51.3	36	17	3	0	
\$25,001 \$50,000	71	7.48%	47.8	28	35	8	0	
\$50,001 \$100,000	205	21.60%	54.8	45	142	17	1	
\$100,001 \$150,000	232	24.45%	56.9	20	181	30	1	
\$150,001 \$200,000	171	18.02%	70.5	13	104	46	8	
\$200,001 \$275,000	113	11.91%	58.0	6	55	47	5	
\$275,001 and up	101	10.64%	51.4	2	26	56	17	
Total Closed Units: 949				57.4	150	560	207	32
Total Closed Volume: 154,711,093					11.88M	75.81M	48.65M	18.37M
Average Closed Price: \$163,025					\$79,214	\$135,374	\$235,030	\$574,012



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2013

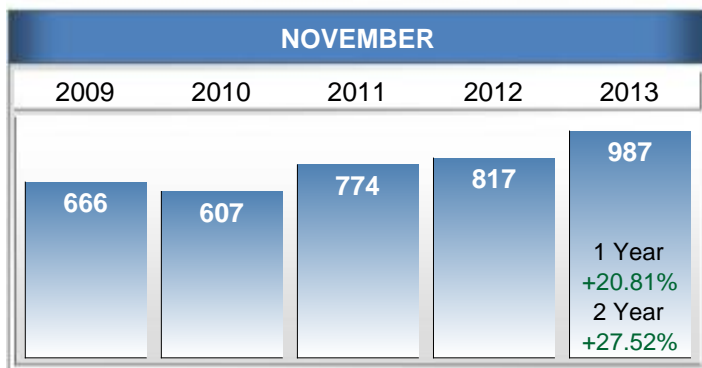
Pending Listings as of Dec 13, 2013



### Pending Listings

Report Produced on: Dec 13, 2013

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



Pending Listings  
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<b>5yr NOV AVG = 770</b>	<b>3 MONTHS</b>
<b>High</b> Apr 2010 = 1,451	<b>S E P</b> 948
<b>Low</b> Dec 2009 = 570	<b>O C T</b> 1,065
<i>Pending Listing</i> this month at <b>987</b> , above the 5 yr NOV average of <b>770</b>	<b>N O V</b> 987
	<b>12.34%</b>
	<b>-7.32%</b>

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	93	9.42%	61.9	69	22	2	0	
\$25,001 \$50,000	86	8.71%	50.2	37	42	6	1	
\$50,001 \$100,000	191	19.35%	55.0	45	126	19	1	
\$100,001 \$150,000	225	22.80%	64.7	7	185	29	4	
\$150,001 \$200,000	167	16.92%	63.7	10	96	54	7	
\$200,001 \$300,000	121	12.26%	60.5	5	42	62	12	
\$300,001 and up	104	10.54%	64.4	8	20	59	17	
Total Pending Units: 987				60.0	181	533	231	42
Total Pending Volume: 158,987,289					13.12M	73.34M	56.19M	16.34M
Average Listing Price: \$164,014					\$72,474	\$137,596	\$243,240	\$389,107



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2013

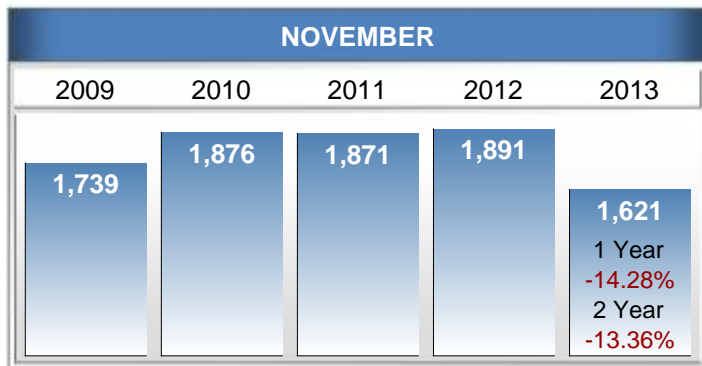
New Listings as of Dec 13, 2013



### New Listings

Report Produced on: Dec 13, 2013

Area Delimited by 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+
\$25,000 and less	100	6.17%	76	20	3	1
\$25,001 \$50,000	151	9.32%	85	58	7	1
\$50,001 \$75,000	176	10.86%	57	108	11	0
\$75,001 \$150,000	514	31.71%	93	360	54	7
\$150,001 \$200,000	253	15.61%	20	142	85	6
\$200,001 \$350,000	256	15.79%	18	100	120	18
\$350,001 and up	171	10.55%	38	28	71	34
Total New Listed Units:			387	816	351	67
Total New Listed Volume:			74.53M	115.98M	92.26M	28.48M
Average New Listed Listing Price:			\$192,582	\$142,127	\$262,837	\$425,019





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2013

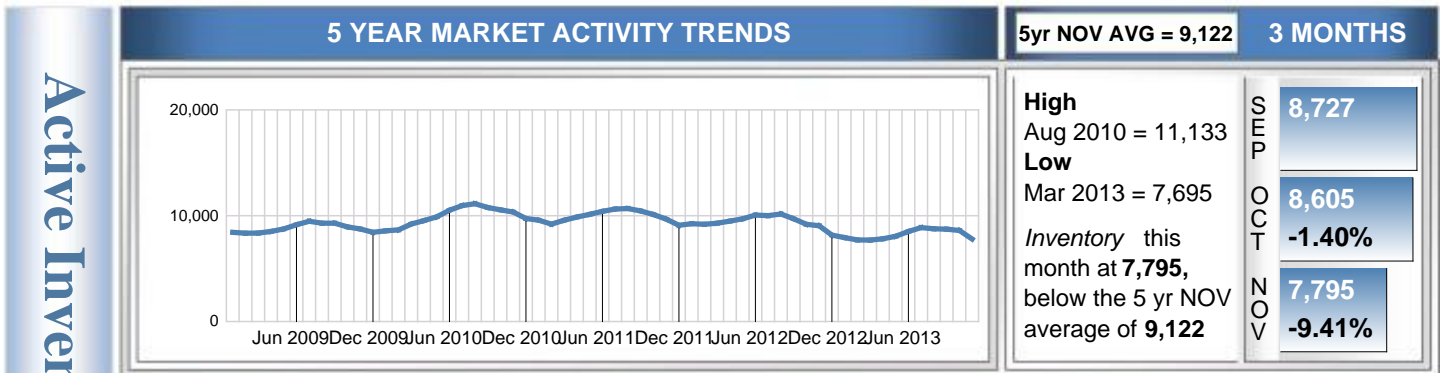
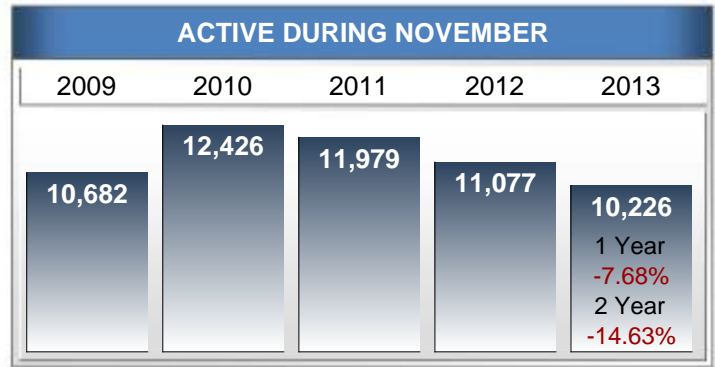
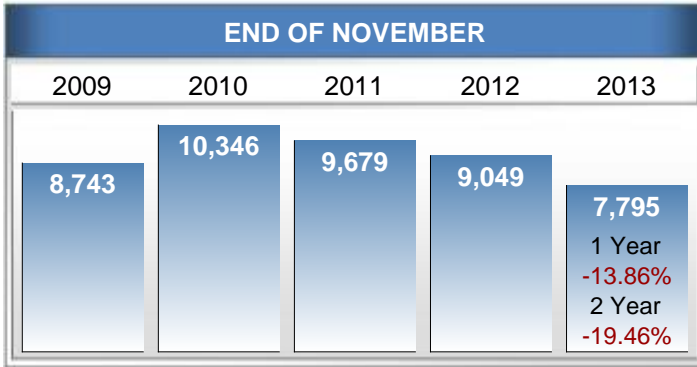
Active Inventory as of Dec 13, 2013



### Active Inventory

Report Produced on: Dec 13, 2013

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



Active Inventory

Ready to Buy or Sell Real Estate?  
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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	607	7.79%	98.8	535	60	10	2		
\$25,001 - \$50,000	883	11.33%	95.0	680	176	23	4		
\$50,001 - \$75,000	764	9.80%	81.5	402	325	34	3		
\$75,001 - \$150,000	2,293	29.42%	80.9	516	1,479	273	25		
\$150,001 - \$225,000	1,395	17.90%	81.4	155	725	476	39		
\$225,001 - \$375,000	1,029	13.20%	86.1	114	304	519	92		
\$375,001 and up	824	10.57%	88.7	164	120	341	199		
Total Active Inventory by Units:				7,795	85.5	2,566	3,189	1,676	364
Total Active Inventory by Volume:				1,557,056,650		381.51M	484.21M	491.10M	200.24M
Average Active Inventory Listing Price:				\$199,751		\$148,679	\$151,839	\$293,017	\$550,098



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2013

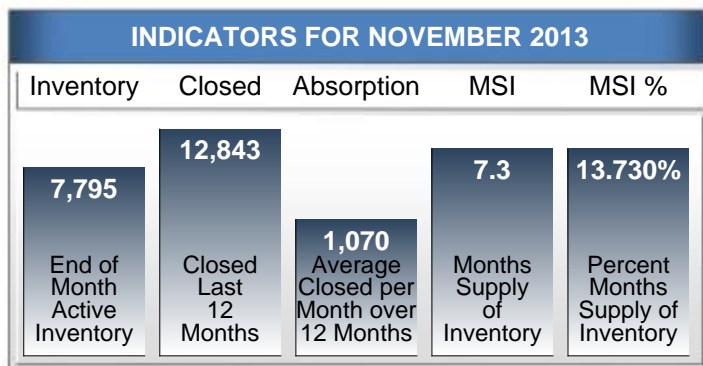
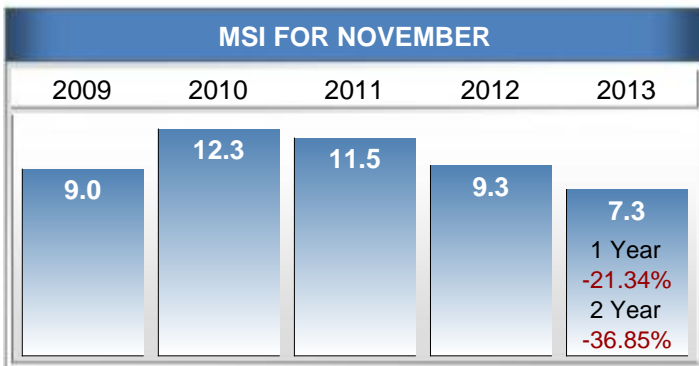
Active Inventory as of Dec 13, 2013



### Months Supply of Inventory

Report Produced on: Dec 13, 2013

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



**Months Supply**  
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5yr NOV AVG = 9.9	3 MONTHS
<b>High</b> Jun 2011 = 13.6 <b>Low</b> Nov 2013 = 7.3 <i>Months Supply</i> this month at <b>7.3</b> , below the 5 yr NOV average of <b>9.9</b>	SEP <b>8.1</b> OCT <b>8.0</b> <b>-1.01%</b> NOV <b>7.3</b> <b>-9.27%</b>

#### 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	<b>281</b>	3.60%	7.2	9.5	2.7	3.8	6.0
\$20,001 \$60,000	<b>1,508</b>	19.35%	10.9	19.2	4.6	5.0	3.5
\$60,001 \$90,000	<b>994</b>	12.75%	7.7	13.4	5.9	4.9	3.2
\$90,001 \$160,000	<b>2,010</b>	25.79%	5.6	10.0	5.1	5.4	12.9
\$160,001 \$230,000	<b>1,192</b>	15.29%	5.9	11.2	5.7	5.5	4.5
\$230,001 \$380,000	<b>1,010</b>	12.96%	6.9	19.9	7.0	6.0	7.4
\$380,001 and up	<b>800</b>	10.26%	13.4	61.1	10.5	10.8	12.4
MSI:			7.3	15.0	5.4	6.2	8.8
Total Active Inventory:			7,795	2,566	3,189	1,676	364



# Monthly Inventory Analysis

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## November 2013

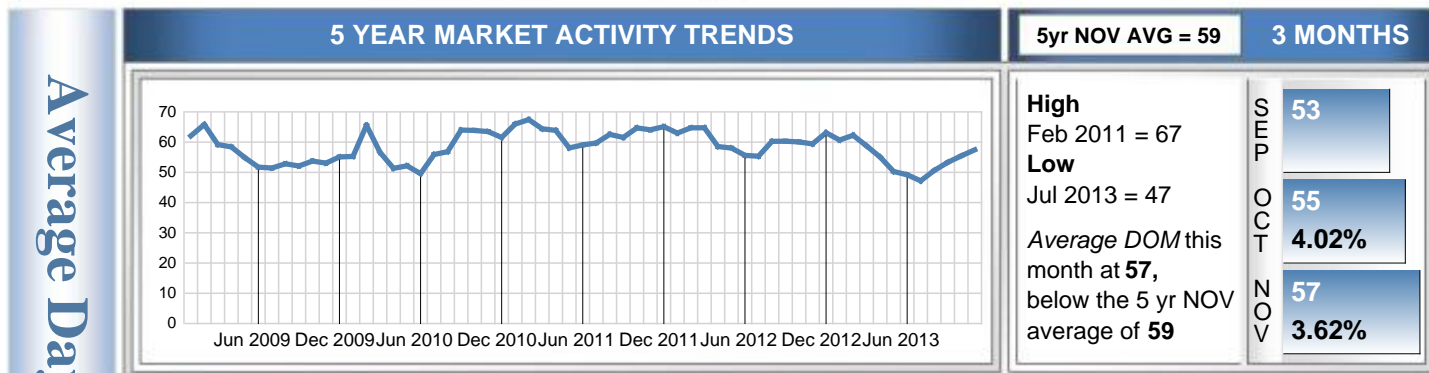
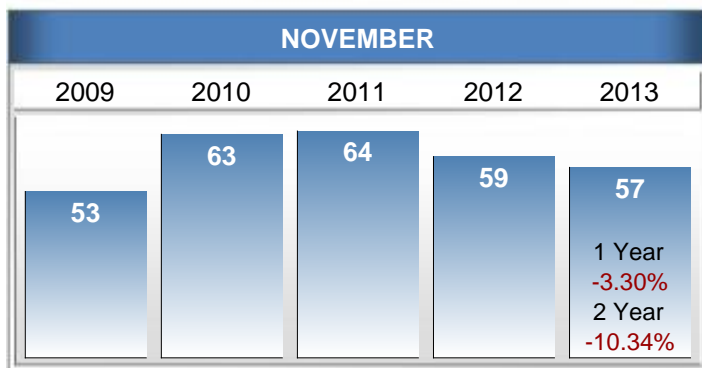
Closed Sales as of Dec 13, 2013



### Average Days on Market to Sale

Report Produced on: Dec 13, 2013

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



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+
\$25,000 and less	56	5.90%	51.3	44.6	54.4	115.0	0.0
\$25,001 \$50,000	71	7.48%	47.8	53.6	44.9	40.5	0.0
\$50,001 \$100,000	205	21.60%	54.8	47.0	56.7	59.1	63.0
\$100,001 \$150,000	232	24.45%	56.9	62.1	56.9	53.2	66.0
\$150,001 \$200,000	171	18.02%	70.5	66.9	67.6	77.6	74.0
\$200,001 \$275,000	113	11.91%	58.0	46.0	57.1	55.8	104.2
\$275,001 and up	101	10.64%	51.4	5.5	37.7	56.7	60.4
Average Closed DOM: 57.4				50.8	57.1	61.1	70.9
Total Closed Units: 949				150	560	207	32
Total Closed Volume: 154,711,093				11.88M	75.81M	48.65M	18.37M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2013

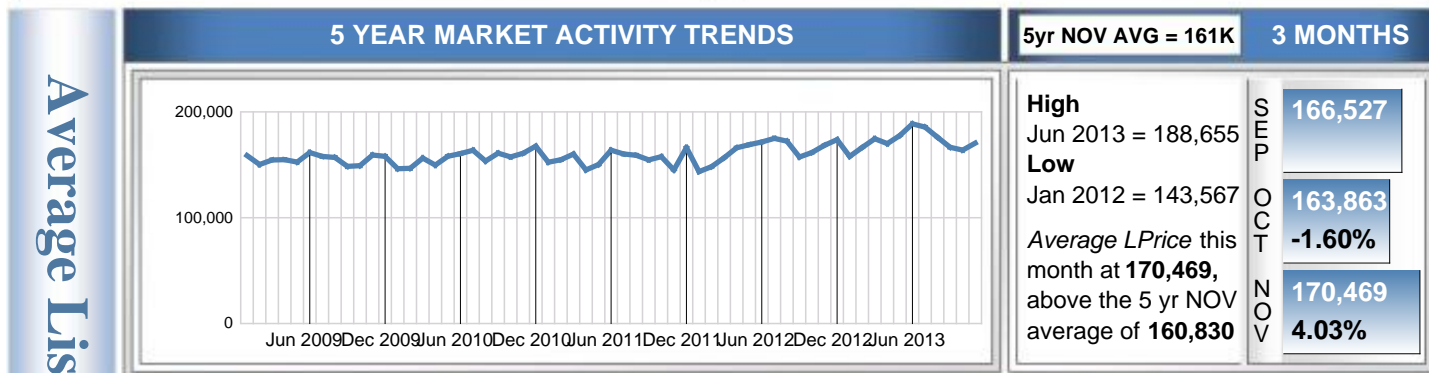
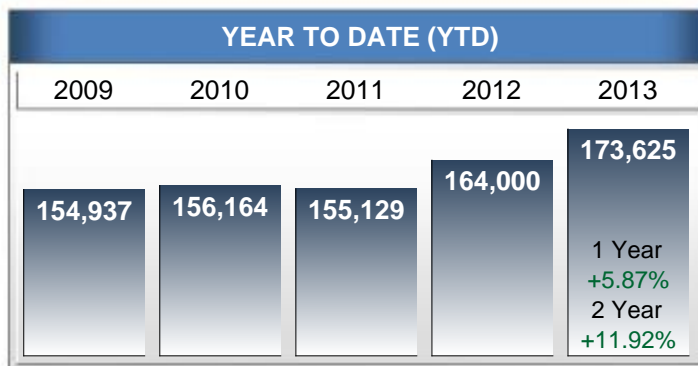
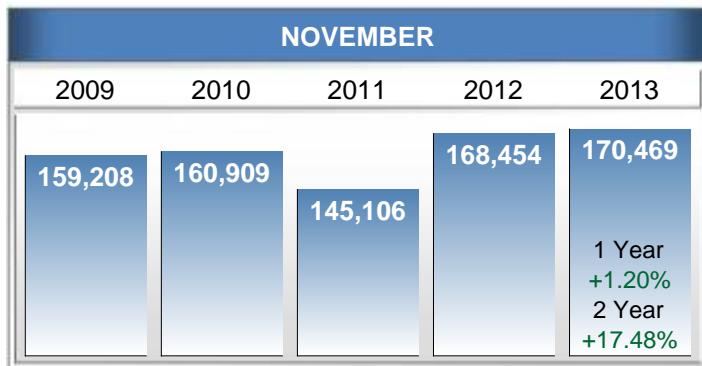
Closed Sales as of Dec 13, 2013



### Average List Price at Closing

Report Produced on: Dec 13, 2013

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



Average List Price

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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+
\$25,000 and less	42	4.43%	17,412	21,344	17,803	19,472	0
\$25,001 \$50,000	79	8.32%	39,022	44,736	42,701	42,219	0
\$50,001 \$100,000	198	20.86%	77,319	80,201	79,025	83,488	119,000
\$100,001 \$150,000	234	24.66%	127,938	130,145	129,762	134,000	139,900
\$150,001 \$200,000	175	18.44%	175,211	189,899	175,678	180,015	182,300
\$200,001 \$275,000	118	12.43%	234,551	241,150	232,889	239,568	230,939
\$275,001 and up	103	10.85%	527,921	330,000	402,861	443,492	1,048,476
Average List Price:	\$170,469			\$85,390	\$139,392	\$242,567	\$646,753
Total Closed Units:	949			150	560	207	32
Total List Volume:	161,775,488			12.81M	78.06M	50.21M	20.70M





# Monthly Inventory Analysis

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## November 2013

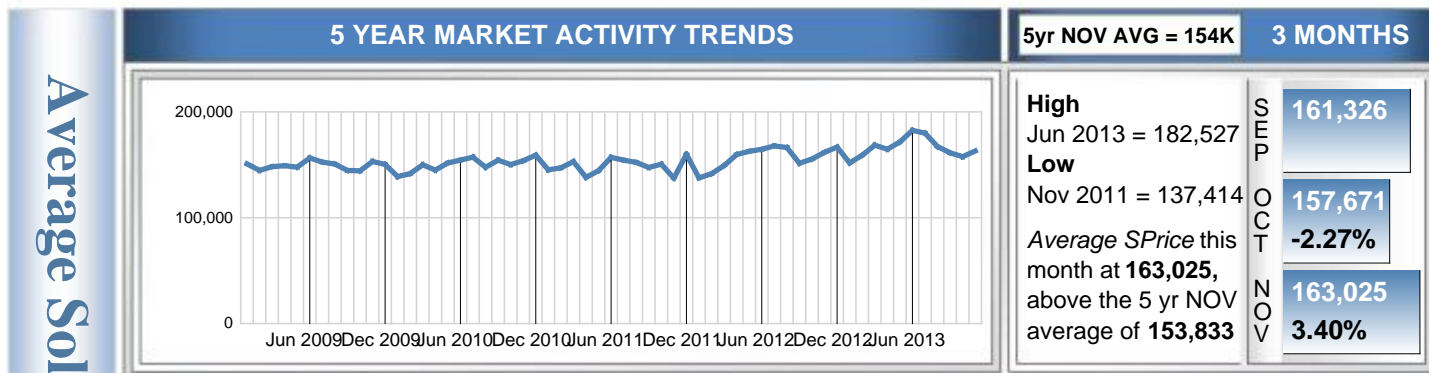
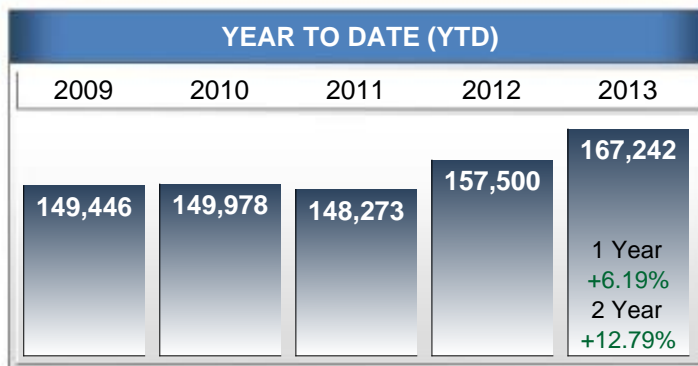
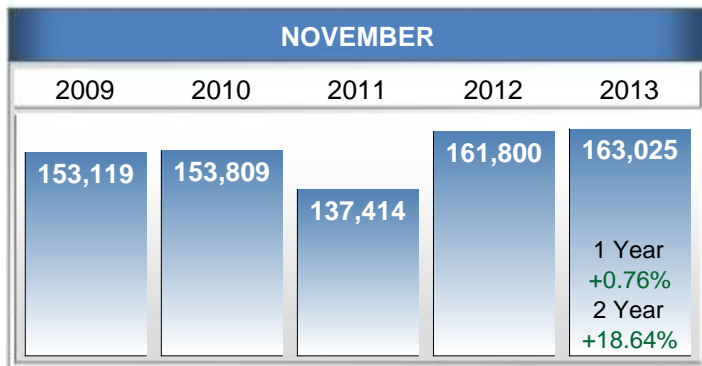
Closed Sales as of Dec 13, 2013



### Average Sold Price at Closing

Report Produced on: Dec 13, 2013

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



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+
\$25,000 and less	56	5.90%	17,723	18,814	15,424	17,667	0
\$25,001 \$50,000	71	7.48%	39,059	39,321	38,687	39,770	0
\$50,001 \$100,000	205	21.60%	76,415	75,467	76,169	81,306	70,875
\$100,001 \$150,000	232	24.45%	126,297	121,002	126,905	125,803	137,000
\$150,001 \$200,000	171	18.02%	173,542	175,524	171,441	176,456	180,875
\$200,001 \$275,000	113	11.91%	231,871	231,817	230,632	234,485	221,000
\$275,001 and up	101	10.64%	496,062	307,500	380,491	428,322	918,147
Average Closed Price: \$163,025				\$79,214	\$135,374	\$235,030	\$574,012
Total Closed Units: 949				150	560	207	32
Total Closed Volume: 154,711,093				11.88M	75.81M	48.65M	18.37M



# Monthly Inventory Analysis

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## November 2013

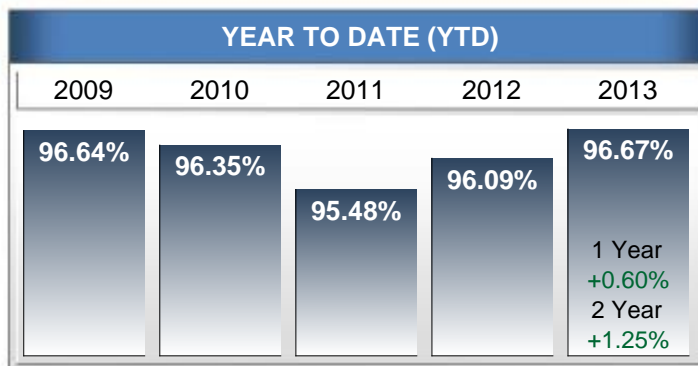
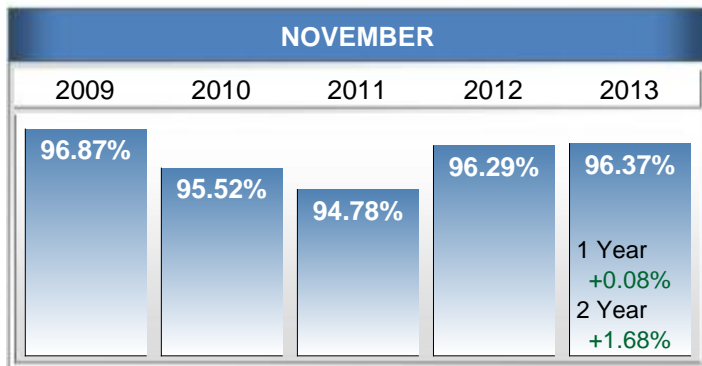
Closed Sales as of Dec 13, 2013



### Average Percent of List Price to Selling Price

Report Produced on: Dec 13, 2013

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?  
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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+	
\$25,000 and less	56	5.90%	92.78%	94.90%	88.31%	92.70%	0.00%	
\$25,001 \$50,000	71	7.48%	91.44%	89.77%	91.90%	95.28%	0.00%	
\$50,001 \$100,000	205	21.60%	96.36%	94.60%	97.00%	97.74%	59.56%	
\$100,001 \$150,000	232	24.45%	97.12%	93.72%	97.92%	94.52%	97.93%	
\$150,001 \$200,000	171	18.02%	97.56%	93.35%	97.72%	98.10%	99.25%	
\$200,001 \$275,000	113	11.91%	98.36%	96.25%	99.26%	97.85%	95.68%	
\$275,001 and up	101	10.64%	95.88%	93.48%	95.60%	96.74%	93.74%	
Average List/Sell Ratio:				96.40%	93.60%	97.01%	96.94%	94.48%
Total Closed Units:				949	150	560	207	32
Total Closed Volume:				154,711,093	11.88M	75.81M	48.65M	18.37M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2013

Inventory as of Dec 13, 2013



### Market Summary

Report Produced on: Dec 13, 2013

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



**Absorption:** Last 12 months, an Average of **1,070** Sales/Month

**Active Inventory** as of November 30, 2013 = **7,795**

	NOVEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	970	949	-2.16%	10,927	11,913	9.02%
Pending Sales	817	987	20.81%	11,300	12,514	10.74%
New Listings	1,891	1,621	-14.28%	25,853	24,773	-4.18%
Average List Price	168,454	170,469	1.20%	164,000	173,625	5.87%
Average Sale Price	161,800	163,025	0.76%	157,500	167,242	6.19%
Average Percent of List Price to Selling Price	96.29%	96.37%	0.08%	96.09%	96.67%	0.60%
Average Days on Market to Sale	59.41	57.45	-3.30%	59.70	53.93	-9.67%
Monthly Inventory	9,050	7,795	-13.87%	9,050	7,795	-13.87%
Months Supply of Inventory	9.26	7.28	-21.35%	9.26	7.28	-21.35%

