



October 2013

Area Delimited by County Of Washington

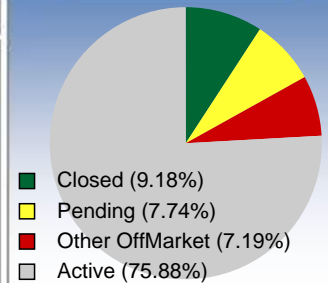


Absorption: Last 12 months, an Average of **75** Sales/Month

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%
Median List Price	113,900	127,500	11.94%
Median Sale Price	114,900	120,000	4.44%
Median Percent of List Price to Selling Price	99.79%	97.53%	-2.26%
Median Days on Market to Sale	40.00	59.00	47.50%
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.

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 **4.44%** in October 2013 to \$120,000 versus the previous year at \$114,900.

Median Days on Market Lengthens

The median number of **59.00** days that homes spent on the market before selling increased by 19.00 days or **47.50%** in October 2013 compared to last year's same month at **40.00** DOM.

Sales Success for October 2013 is Positive

Overall, with Median Prices going up 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.

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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

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October 2013

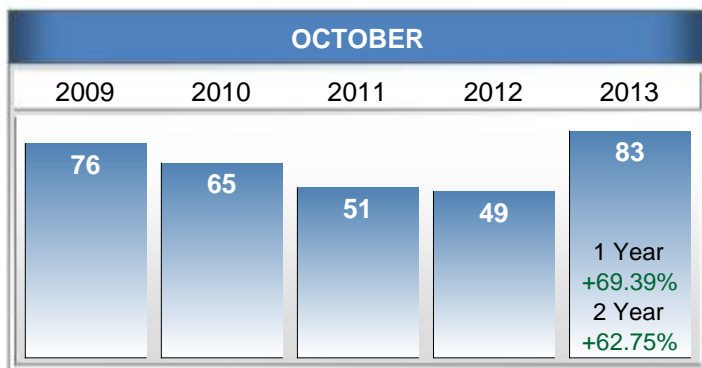
Closed Sales as of Nov 13, 2013



Closed Listings

Report Produced on: Nov 13, 2013

Area Delimited by County Of Washington



Closed Listings

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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	7	8.43%	21.0	1	5	1	0
\$30,001 - \$70,000	11	13.25%	55.0	3	8	0	0
\$70,001 - \$90,000	14	16.87%	69.0	3	9	2	0
\$90,001 - \$140,000	18	21.69%	28.0	1	13	3	1
\$140,001 - \$180,000	14	16.87%	62.5	1	8	5	0
\$180,001 - \$270,000	11	13.25%	119.0	1	5	5	0
\$270,001 and up	8	9.64%	95.5	0	0	7	1
Total Closed Units:	83		59.0	10	48	23	2
Total Closed Volume:	11,280,554			911.85K	5.03M	4.68M	660.00K
Median Closed Price:	\$120,000			\$81,250	\$96,000	\$181,283	\$330,000



Monthly Inventory Analysis

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October 2013

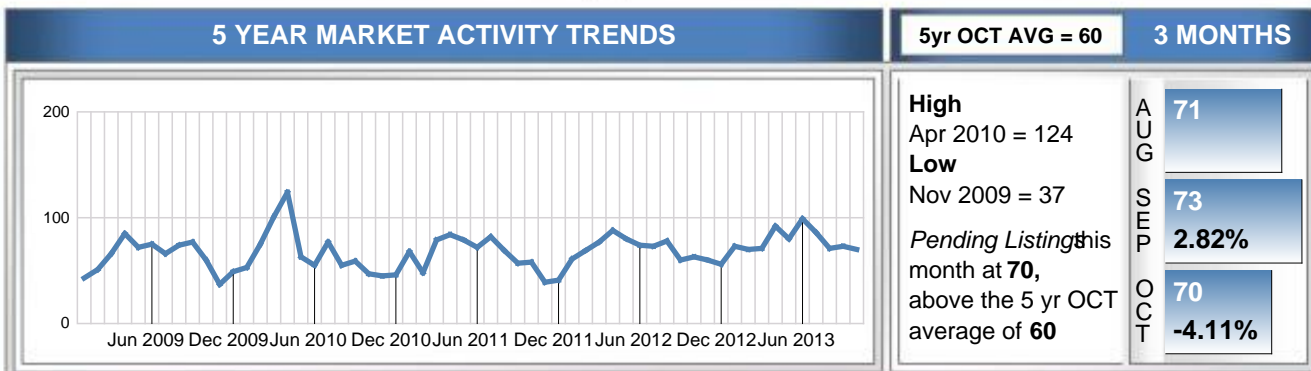
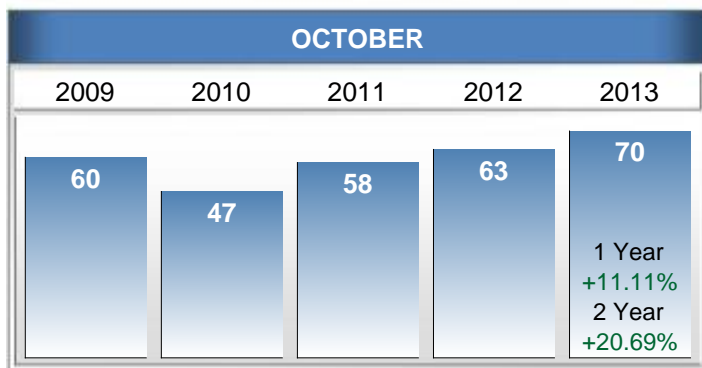
Pending Listings as of Nov 13, 2013



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	7	10.00%	16.0	6	1	0	0		
\$30,001 \$40,000	5	7.14%	5.0	3	2	0	0		
\$40,001 \$80,000	14	20.00%	21.0	7	5	2	0		
\$80,001 \$130,000	14	20.00%	87.5	5	7	2	0		
\$130,001 \$160,000	14	20.00%	30.5	2	8	4	0		
\$160,001 \$230,000	9	12.86%	16.0	0	3	5	1		
\$230,001 and up	7	10.00%	33.0	1	3	1	2		
Total Pending Units:				70	29.0	24	29	14	3
Total Pending Volume:				8,251,890		1.69M	3.66M	2.16M	737.40K
Median Listing Price:				\$116,250		\$48,750	\$129,900	\$142,500	\$275,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

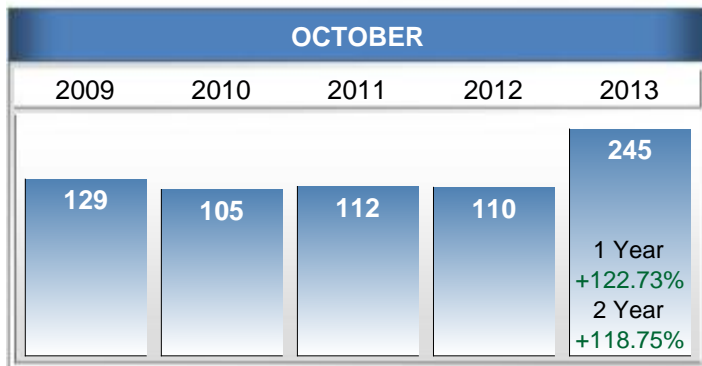
New Listings as of Nov 13, 2013



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
Median New Listed Listing Price:			\$25,000	\$3,000	\$121,450	\$175,000	\$322,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

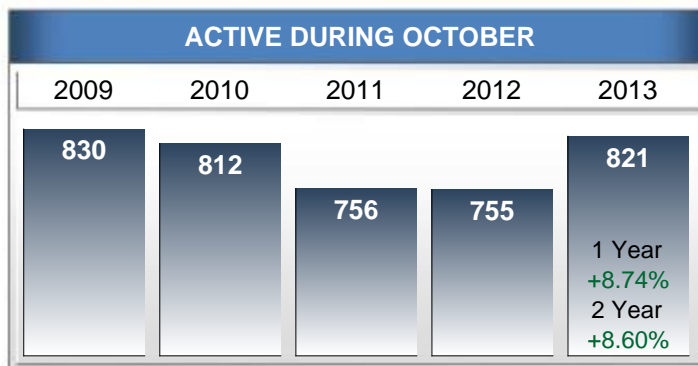
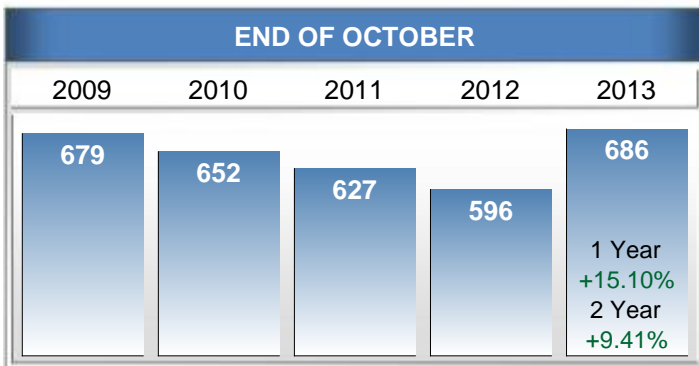
Active Inventory as of Nov 13, 2013



Active Inventory

Report Produced on: Nov 13, 2013

Area Delimited by County Of Washington



Active Inventory

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

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%	33.0	0	0	0	0
\$1-\$20,000	129	18.80%	13.0	126	3	0	0
\$20,001-\$50,000	100	14.58%	98.0	89	10	1	0
\$50,001-\$100,000	195	28.43%	72.0	107	71	16	1
\$100,001-\$150,000	90	13.12%	84.5	16	44	30	0
\$150,001-\$260,000	101	14.72%	77.0	10	40	49	2
\$260,001 and up	71	10.35%	67.0	9	9	34	19
Total Active Inventory by Units:		686	66.0	357	177	130	22
Total Active Inventory by Volume:		95,038,793		23.70M	21.89M	31.35M	18.10M
Median Active Inventory Listing Price:		\$79,900		\$35,000	\$110,000	\$189,450	\$359,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

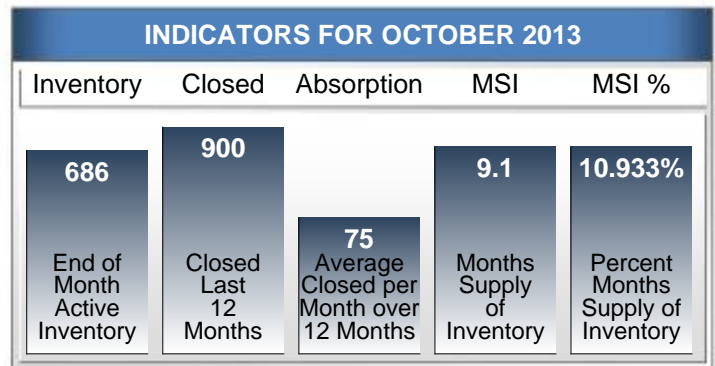
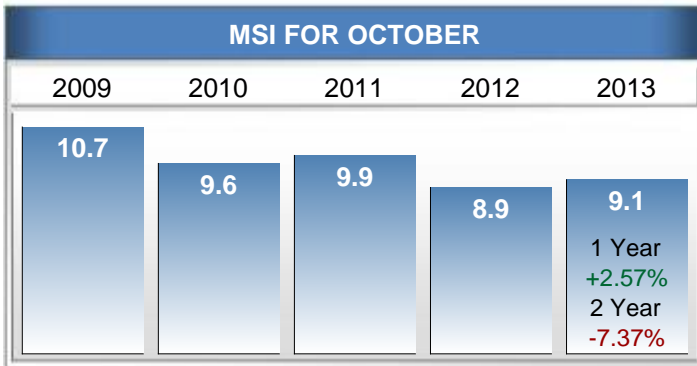
Active Inventory as of Nov 13, 2013



Months Supply of Inventory

Report Produced on: Nov 13, 2013

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Months Supply
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5yr OCT AVG = 9.7	3 MONTHS
High Sep 2009 = 11.0 Low Feb 2013 = 7.1 <i>Months Supply</i> this month at 9.1 , below the 5 yr OCT average of 9.7	AUG 8.2 SEP 8.0 OCT 9.1 -2.87% 14.60%

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

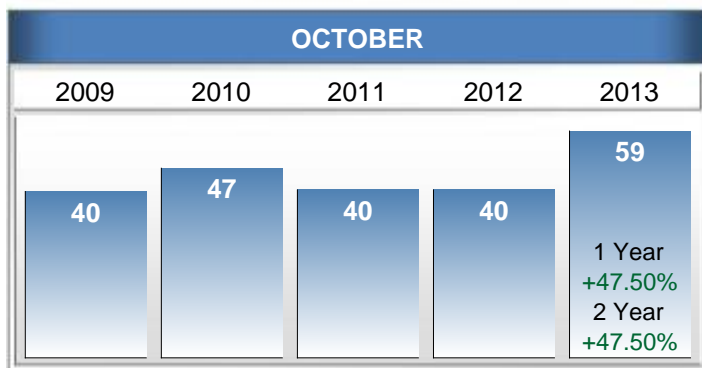
Closed Sales as of Nov 13, 2013



Median Days on Market to Sale

Report Produced on: Nov 13, 2013

Area Delimited by County Of Washington



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	7			8.43%	21.0	5.0	30.0	21.0	0.0
\$30,001 - \$70,000	11			13.25%	55.0	34.0	64.0	0.0	0.0
\$70,001 - \$90,000	14			16.87%	69.0	118.0	62.0	72.0	0.0
\$90,001 - \$140,000	18			21.69%	28.0	85.0	25.0	170.0	22.0
\$140,001 - \$180,000	14			16.87%	62.5	138.0	62.5	37.0	0.0
\$180,001 - \$270,000	11			13.25%	119.0	136.0	119.0	60.0	0.0
\$270,001 and up	8			9.64%	95.5	0.0	0.0	88.0	103.0
Median Closed DOM:					59.0	60.0	55.0	65.0	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

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October 2013

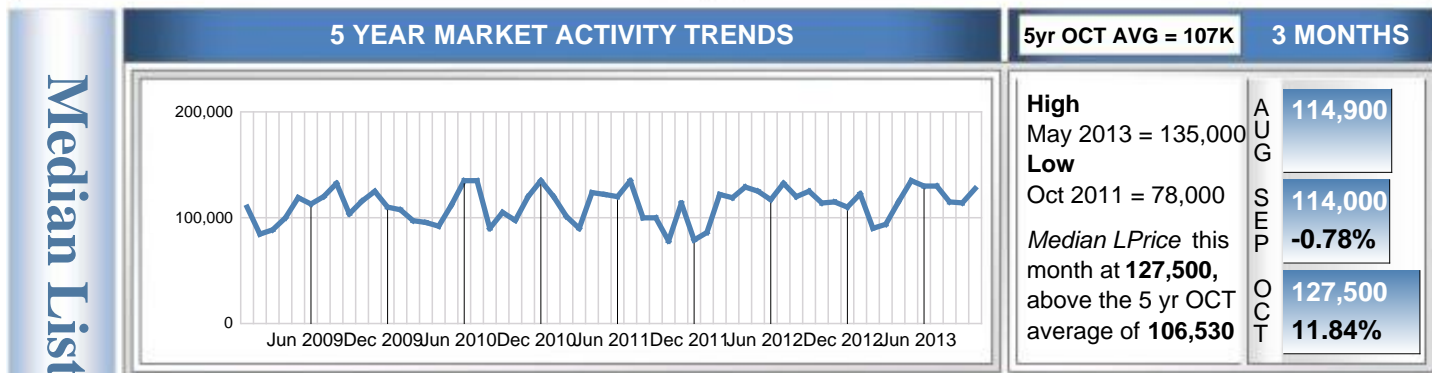
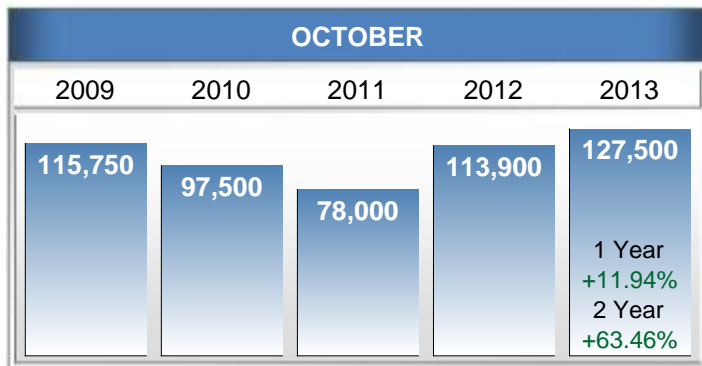
Closed Sales as of Nov 13, 2013



Median List Price at Closing

Report Produced on: Nov 13, 2013

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+
\$30,000 and less	5		6.02%	16,830	0	18,365	10,500	0
\$30,001 - \$70,000	14		16.87%	51,500	43,700	58,450	0	0
\$70,001 - \$90,000	12		14.46%	81,200	85,000	77,400	74,900	0
\$90,001 - \$140,000	18		21.69%	118,750	134,900	115,000	117,500	135,000
\$140,001 - \$180,000	14		16.87%	154,950	0	149,900	175,000	0
\$180,001 - \$270,000	11		13.25%	195,500	218,000	191,900	207,700	0
\$270,001 and up	9		10.84%	315,000	0	275,000	315,000	559,500
Median List Price:		\$127,500			\$85,000	\$101,900	\$179,900	\$347,250
Total Closed Units:		83			10	48	23	2
Total List Volume:		11,762,920			1.00M	5.17M	4.90M	694.50K



Monthly Inventory Analysis

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October 2013

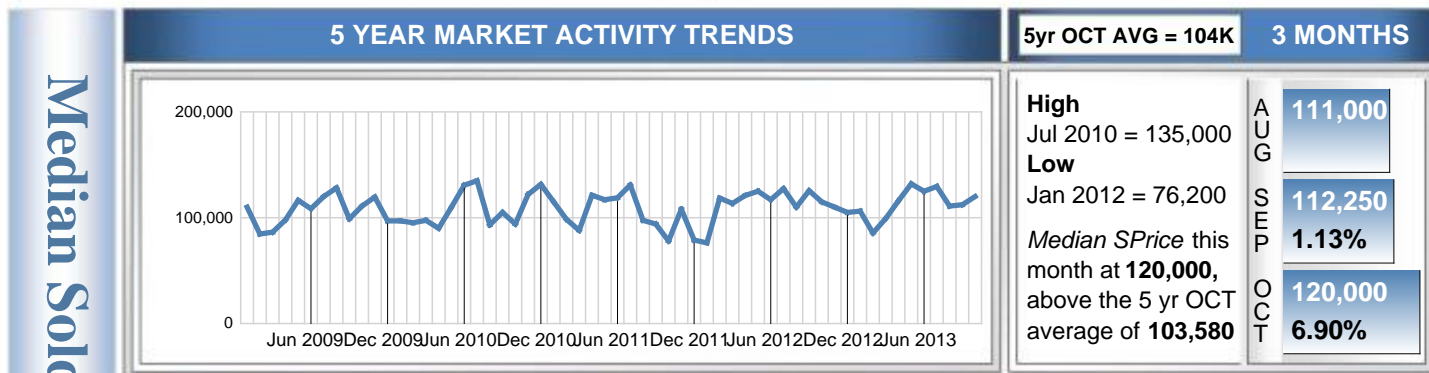
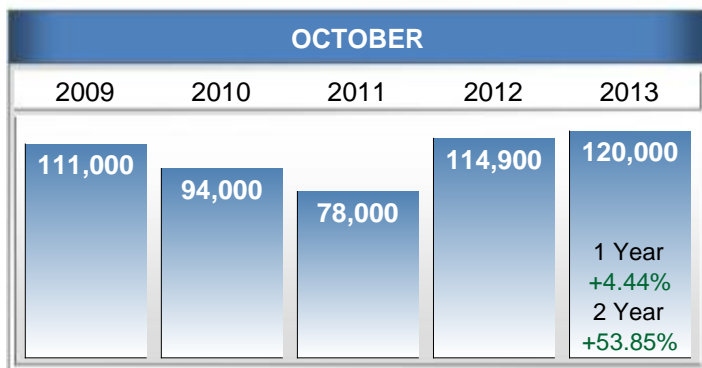
Closed Sales as of Nov 13, 2013



Median Sold Price at Closing

Report Produced on: Nov 13, 2013

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+
\$30,000 and less	7		8.43%	18,000	28,850	18,000	11,100	0
\$30,001 - \$70,000	11		13.25%	48,000	42,500	51,500	0	0
\$70,001 - \$90,000	14		16.87%	80,001	82,500	76,000	83,751	0
\$90,001 - \$140,000	18		21.69%	119,250	130,000	113,000	125,000	135,000
\$140,001 - \$180,000	14		16.87%	155,500	169,000	150,050	167,500	0
\$180,001 - \$270,000	11		13.25%	195,500	205,000	218,000	194,000	0
\$270,001 and up	8		9.64%	311,500	0	0	288,000	525,000
Median Closed Price:	\$120,000				\$81,250	\$96,000	\$181,283	\$330,000
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

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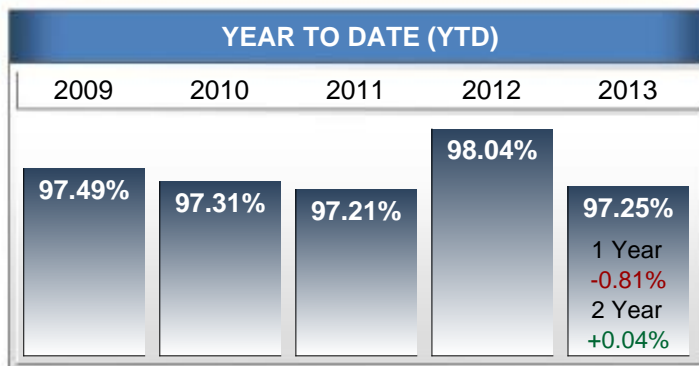
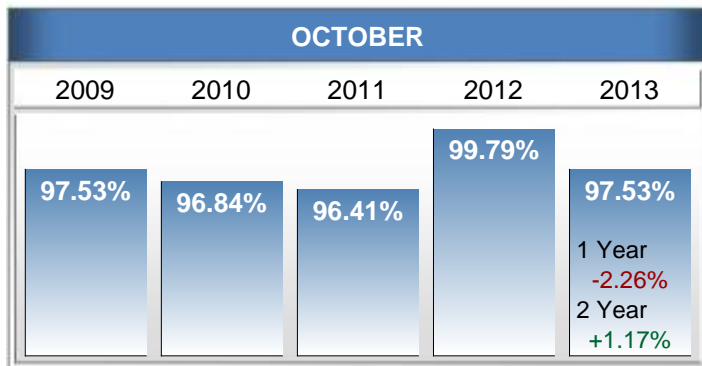
Closed Sales as of Nov 13, 2013



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+
\$30,000 and less	7	8.43%	95.07%	90.75%	95.07%	105.71%	0.00%
\$30,001 - \$70,000	11	13.25%	92.31%	100.00%	91.03%	0.00%	0.00%
\$70,001 - \$90,000	14	16.87%	99.31%	94.55%	100.00%	97.20%	0.00%
\$90,001 - \$140,000	18	21.69%	96.86%	96.37%	98.75%	83.33%	100.00%
\$140,001 - \$180,000	14	16.87%	98.58%	90.37%	98.58%	100.00%	0.00%
\$180,001 - \$270,000	11	13.25%	98.21%	82.33%	98.18%	101.25%	0.00%
\$270,001 and up	8	9.64%	96.64%	0.00%	0.00%	97.53%	93.83%
Median List/Sell Ratio:	97.53%			94.33%	97.82%	98.21%	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

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October 2013

Inventory as of Nov 13, 2013



Market Summary

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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%
Median List Price	113,900	127,500	11.94%	119,900	119,000	-0.75%
Median Sale Price	114,900	120,000	4.44%	115,500	117,000	1.30%
Median Percent of List Price to Selling Price	99.79%	97.53%	-2.26%	98.04%	97.25%	-0.81%
Median Days on Market to Sale	40.00	59.00	47.50%	41.00	39.00	-4.88%
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%

