



October 2013

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

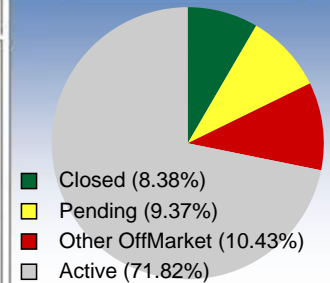


Absorption: Last 12 months, an Average of **1,071** Sales/Month

Active Inventory as of October 31, 2013 = **8,429**

	OCTOBER		
	2012	2013	+/- %
Closed Listings	1,036	984	-5.02%
Pending Listings	1,062	1,100	3.58%
New Listings	2,069	2,145	3.67%
Average List Price	161,633	163,887	1.39%
Average Sale Price	155,483	157,673	1.41%
Average Percent of List Price to Selling Price	96.06%	96.63%	0.59%
Average Days on Market to Sale	60.06	55.46	-7.65%
End of Month Inventory	9,189	8,429	-8.27%
Months Supply of Inventory	9.58	7.87	-17.85%

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) Decreases

The total housing inventory at the end of October 2013 decreased **8.27%** to 8,429 existing homes available for sale. Over the last 12 months this area has had an average of 1,071 closed sales per month. This represents an unsold inventory index of **7.87** 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 **1.41%** in October 2013 to \$157,673 versus the previous year at \$155,483.

Average Days on Market Shortens

The average number of **55.46** days that homes spent on the market before selling decreased by 4.60 days or **7.65%** in October 2013 compared to last year's same month at **60.06** DOM.

Sales Success for October 2013 is Positive

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

There were 2,145 New Listings in October 2013, up **3.67%** from last year at 2,069. Furthermore, there were 984 Closed Listings this month versus last year at 1,036, a **-5.02%** decrease.

Closed versus Listed trends yielded a **45.9%** ratio, down from last year's October 2013 at **50.1%**, a **8.38%** downswing. 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.

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

Closed Sales as of Nov 13, 2013



Closed Listings

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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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	53	5.39%	63.8	29	16	8	0
\$25,001 \$50,000	89	9.04%	47.8	38	44	7	0
\$50,001 \$100,000	218	22.15%	49.5	49	153	15	1
\$100,001 \$150,000	221	22.46%	55.5	18	171	28	4
\$150,001 \$200,000	169	17.17%	58.5	14	94	56	5
\$200,001 \$275,000	129	13.11%	61.4	8	49	62	10
\$275,001 and up	105	10.67%	58.0	6	20	58	21
Total Closed Units:		984	55.5	162	547	234	41
Total Closed Volume:		155,150,486		14.17M	69.95M	55.07M	15.95M
Average Closed Price:		\$157,673		\$87,497	\$127,888	\$235,348	\$389,025

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

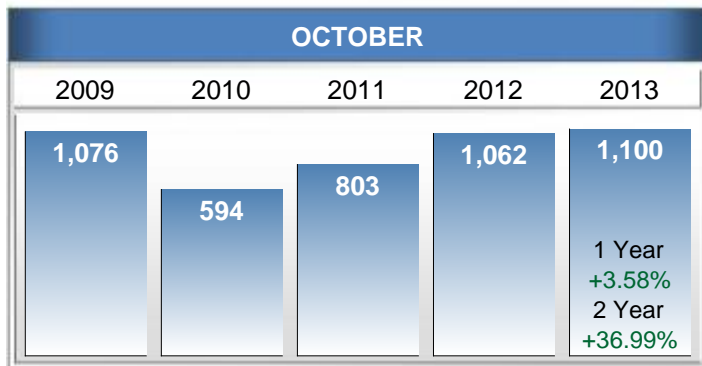
Pending Listings as of Nov 13, 2013



Pending Listings

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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+		
\$40,000 and less	113	10.27%	46.0	51	46	15	1		
\$40,001 - \$70,000	121	11.00%	55.8	37	71	12	1		
\$70,001 - \$100,000	157	14.27%	62.0	35	106	16	0		
\$100,001 - \$150,000	271	24.64%	64.3	27	199	41	4		
\$150,001 - \$200,000	179	16.27%	67.7	7	100	62	10		
\$200,001 - \$280,000	143	13.00%	66.0	21	53	66	3		
\$280,001 and up	116	10.55%	59.2	9	25	58	24		
Total Pending Units:				1,100	61.1	187	600	270	43
Total Pending Volume:				181,761,185		20.78M	79.89M	56.96M	24.13M
Average Listing Price:				\$141,603		\$111,131	\$133,158	\$210,958	\$561,072



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

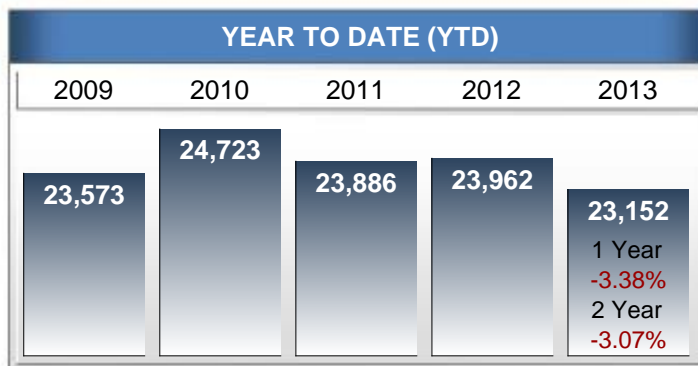
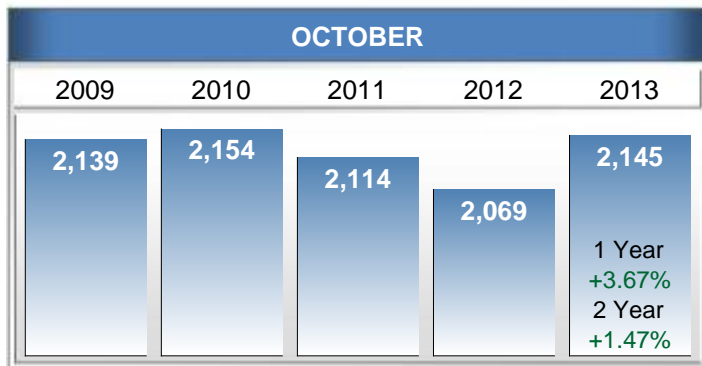
New Listings as of Nov 13, 2013



New Listings

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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	148	6.90%	108	34	4	2	
\$25,001 - \$50,000	245	11.42%	170	67	5	3	
\$50,001 - \$75,000	230	10.72%	114	103	12	1	
\$75,001 - \$150,000	674	31.42%	134	449	86	5	
\$150,001 - \$200,000	303	14.13%	24	175	98	6	
\$200,001 - \$325,000	299	13.94%	29	116	135	19	
\$325,001 and up	246	11.47%	43	38	126	39	
Total New Listed Units:			2,145	622	982	466	75
Total New Listed Volume:			392,233,180	74.77M	138.73M	140.55M	38.19M
Average New Listed Listing Price:			\$178,170	\$120,202	\$141,270	\$301,612	\$509,190



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

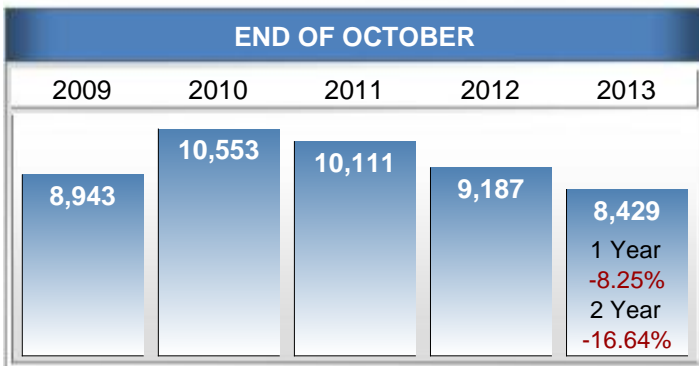
Active Inventory as of Nov 13, 2013



Active Inventory

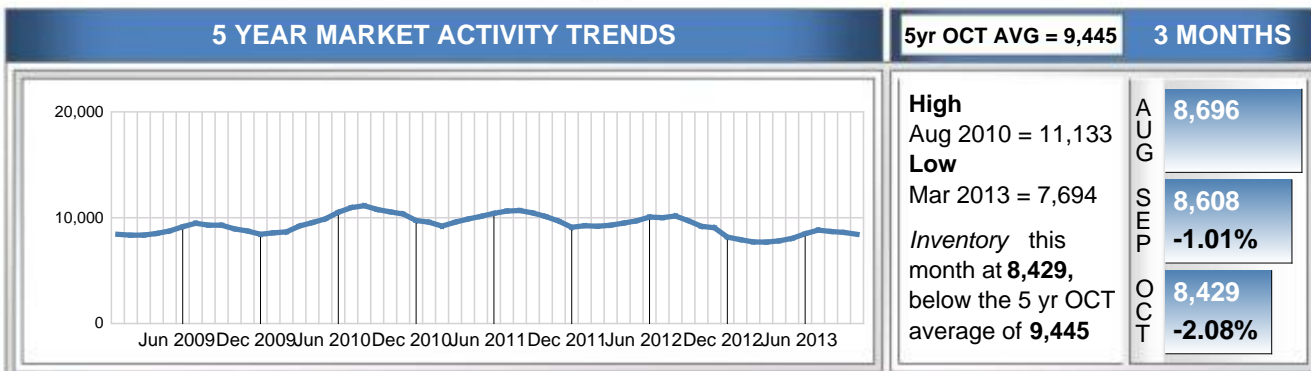
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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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	785	9.31%	97.1	700	73	10	2		
\$25,001 - \$50,000	1,037	12.30%	96.7	826	186	20	5		
\$50,001 - \$75,000	756	8.97%	75.6	416	307	30	3		
\$75,001 - \$150,000	2,404	28.52%	76.9	532	1,556	289	27		
\$150,001 - \$225,000	1,466	17.39%	76.4	161	755	501	49		
\$225,001 - \$375,000	1,080	12.81%	79.9	113	298	567	102		
\$375,001 and up	901	10.69%	86.5	160	135	381	225		
Total Active Inventory by Units:				8,429	82.4	2,908	3,310	1,798	413
Total Active Inventory by Volume:				1,654,772,085		373.64M	512.78M	538.00M	230.35M
Average Active Inventory Listing Price:				\$196,319		\$128,487	\$154,918	\$299,223	\$557,754



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

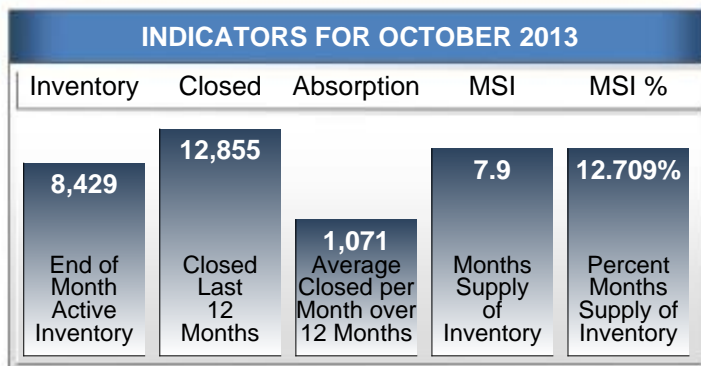
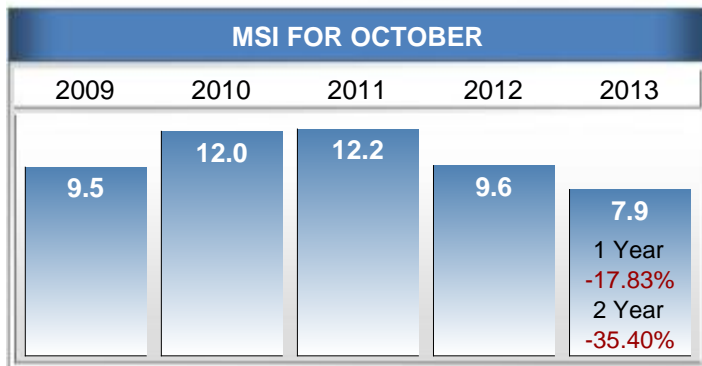
Active Inventory as of Nov 13, 2013



Months Supply of Inventory

Report Produced on: Nov 13, 2013

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



Months Supply
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5yr OCT AVG = 10.2	3 MONTHS
High Jun 2011 = 13.6 Low Mar 2013 = 7.6 <i>Months Supply</i> this month at 7.9 , below the 5 yr OCT average of 10.2	AUG 8.2 SEP 8.0 -2.52% OCT 7.9 -1.68%

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	352	4.18%	8.2	10.1	4.2	3.0	6.0
\$20,001 \$50,000	1,470	17.44%	14.4	25.8	4.4	4.5	4.8
\$50,001 \$90,000	1,298	15.40%	7.9	13.8	5.8	4.6	3.8
\$90,001 \$160,000	2,140	25.39%	6.0	10.4	5.5	5.8	14.6
\$160,001 \$230,000	1,237	14.68%	6.2	11.7	5.9	5.8	6.0
\$230,001 \$390,000	1,089	12.92%	7.2	20.5	6.9	6.5	8.0
\$390,001 and up	843	10.00%	14.7	57.1	11.6	12.1	13.9
MSI:			7.9	16.5	5.7	6.6	9.9
Total Active Inventory:			8,429	2,908	3,310	1,798	413



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

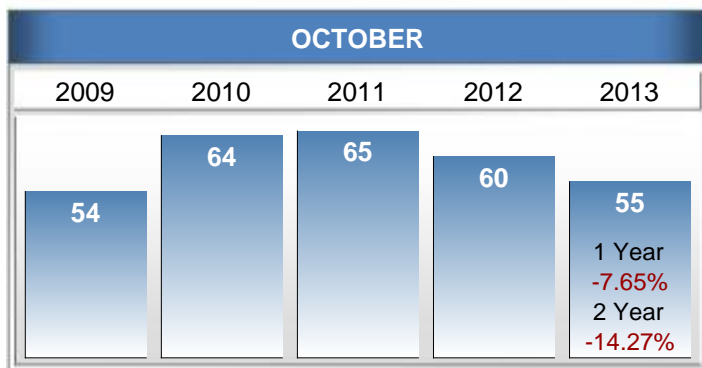
Closed Sales as of Nov 13, 2013



Average Days on Market to Sale

Report Produced on: Nov 13, 2013

Area Delimited by 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	53	5.39%	63.8	68.1	47.6	81.0	0.0
\$25,001 \$50,000	89	9.04%	47.8	46.4	50.5	38.9	0.0
\$50,001 \$100,000	218	22.15%	49.5	50.4	50.7	33.9	48.0
\$100,001 \$150,000	221	22.46%	55.5	56.4	56.7	51.0	28.5
\$150,001 \$200,000	169	17.17%	58.5	25.1	63.1	60.0	48.2
\$200,001 \$275,000	129	13.11%	61.4	40.3	58.4	65.5	67.6
\$275,001 and up	105	10.67%	58.0	39.0	56.7	64.9	45.6
Average Closed DOM: 55.5				50.2	55.5	60.0	49.7
Total Closed Units: 984				162	547	234	41
Total Closed Volume: 155,150,486				14.17M	69.95M	55.07M	15.95M



Monthly Inventory Analysis

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October 2013

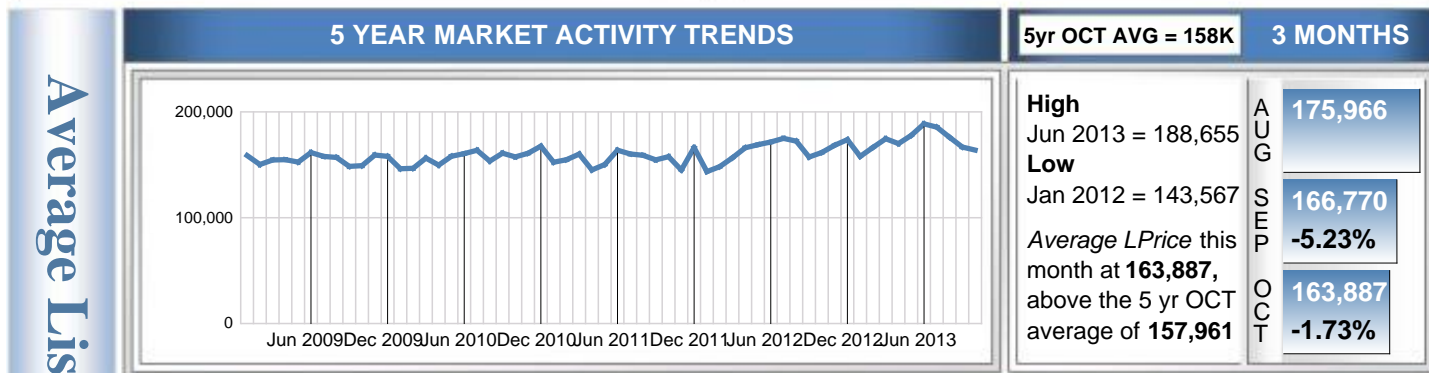
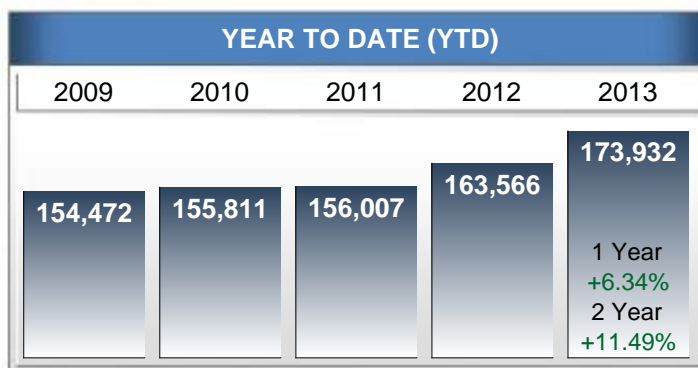
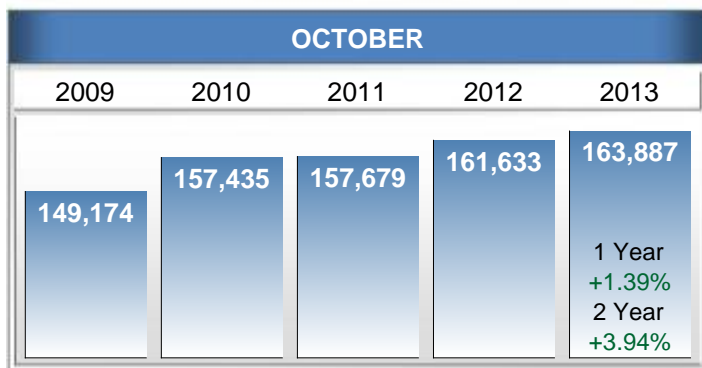
Closed Sales as of Nov 13, 2013



Average List Price at Closing

Report Produced on: Nov 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	50	5.08%	17,160	17,770	21,519	20,100	0
\$25,001 - \$50,000	90	9.15%	40,463	41,892	41,440	38,771	0
\$50,001 - \$100,000	209	21.24%	78,677	79,555	81,307	80,860	50,000
\$100,001 - \$150,000	229	23.27%	127,817	125,667	128,142	134,654	138,344
\$150,001 - \$200,000	159	16.16%	175,126	189,964	173,525	181,655	183,580
\$200,001 - \$275,000	131	13.31%	234,629	240,875	235,251	245,037	244,340
\$275,001 and up	116	11.79%	452,330	386,417	395,385	449,089	620,671
Average List Price:	\$163,887			\$93,657	\$132,114	\$242,853	\$414,604
Total Closed Units:	984			162	547	234	41
Total List Volume:	161,265,022			15.17M	72.27M	56.83M	17.00M



Monthly Inventory Analysis

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October 2013

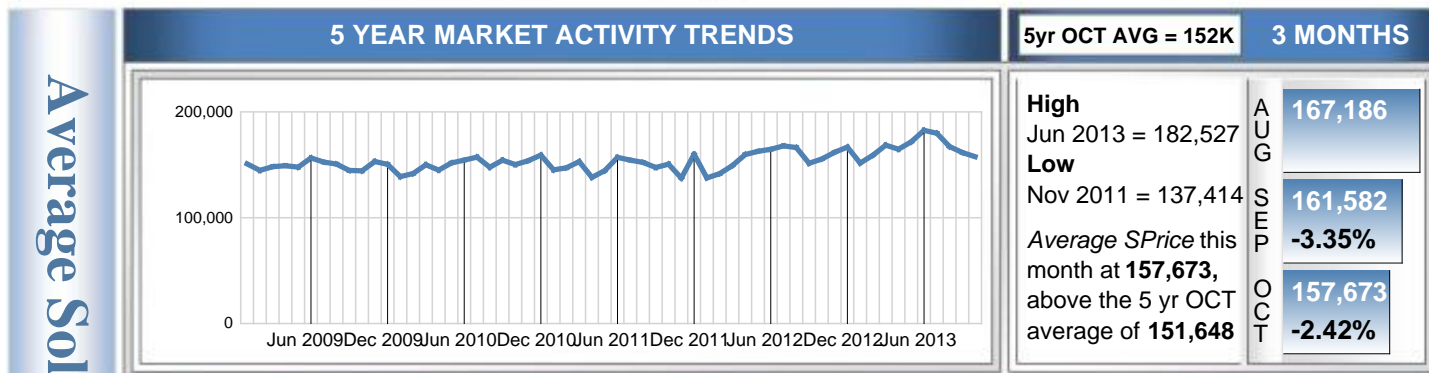
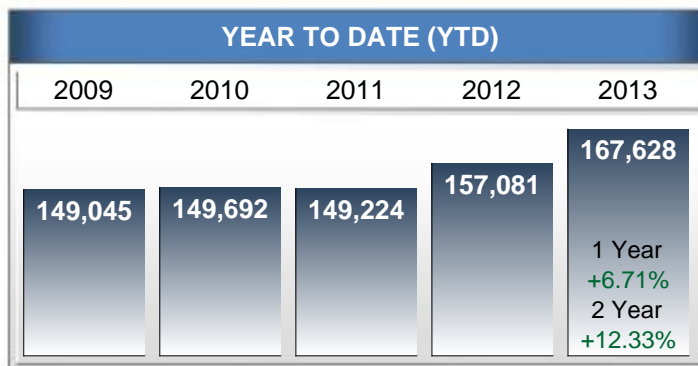
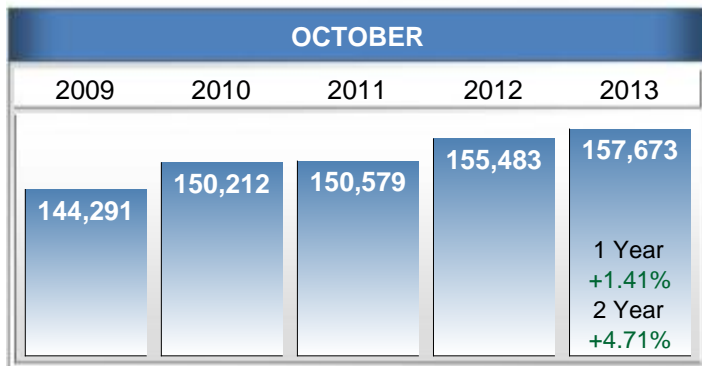
Closed Sales as of Nov 13, 2013



Average Sold Price at Closing

Report Produced on: Nov 13, 2013

Area Delimited by 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	53		5.39%	15,981	15,033	16,503	18,375	0
\$25,001 \$50,000	89		9.04%	38,807	39,552	38,130	39,014	0
\$50,001 \$100,000	218		22.15%	76,641	73,612	77,448	79,273	62,000
\$100,001 \$150,000	221		22.46%	125,314	116,642	125,313	130,025	131,400
\$150,001 \$200,000	169		17.17%	173,009	172,960	170,623	176,832	175,200
\$200,001 \$275,000	129		13.11%	233,352	235,320	227,261	237,453	236,205
\$275,001 and up	105		10.67%	448,634	370,833	378,020	434,428	577,351
Average Closed Price:	\$157,673				\$87,497	\$127,888	\$235,348	\$389,025
Total Closed Units:	984				162	547	234	41
Total Closed Volume:	155,150,486				14.17M	69.95M	55.07M	15.95M



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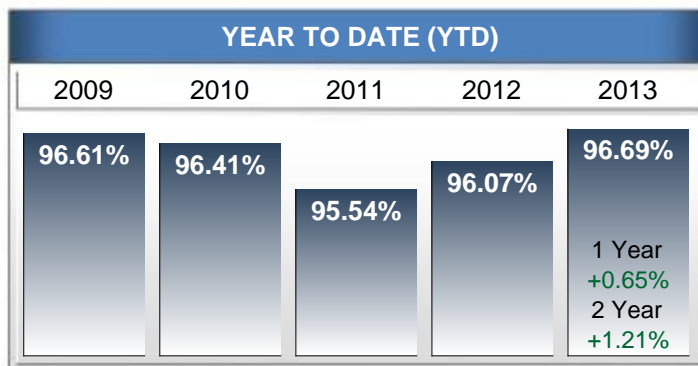
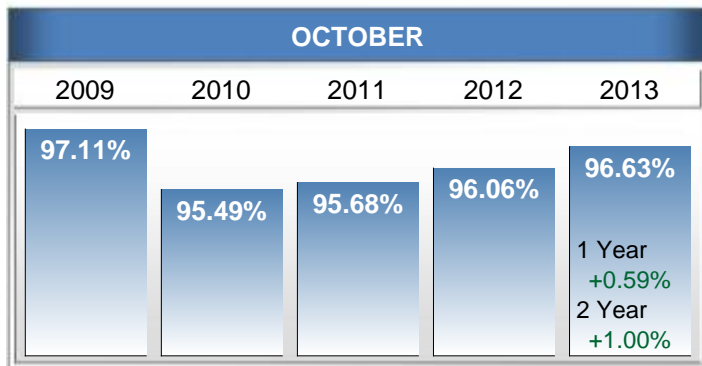
Closed Sales as of Nov 13, 2013



Average Percent of List Price to Selling Price

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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	53	5.39%	87.21%	85.12%	88.39%	92.44%	0.00%
\$25,001 \$50,000	89	9.04%	97.91%	103.42%	92.71%	100.70%	0.00%
\$50,001 \$100,000	218	22.15%	95.53%	93.33%	95.77%	98.39%	124.00%
\$100,001 \$150,000	221	22.46%	98.56%	93.66%	99.43%	96.84%	95.74%
\$150,001 \$200,000	169	17.17%	97.69%	92.34%	98.73%	97.46%	95.69%
\$200,001 \$275,000	129	13.11%	96.94%	97.81%	96.76%	97.00%	96.82%
\$275,001 and up	105	10.67%	96.45%	96.17%	96.75%	97.28%	93.93%
Average List/Sell Ratio: 96.60%				94.50%	97.08%	97.20%	95.76%
Total Closed Units: 984				162	547	234	41
Total Closed Volume: 155,150,486				14.17M	69.95M	55.07M	15.95M



Monthly Inventory Analysis

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Inventory as of Nov 13, 2013



Market Summary

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Absorption: Last 12 months, an Average of **1,071** Sales/Month

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	OCTOBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	1,036	984	-5.02%	9,957	10,955	10.02%
Pending Sales	1,062	1,100	3.58%	10,483	11,601	10.66%
New Listings	2,069	2,145	3.67%	23,962	23,152	-3.38%
Average List Price	161,633	163,887	1.39%	163,566	173,932	6.34%
Average Sale Price	155,483	157,673	1.41%	157,081	167,628	6.71%
Average Percent of List Price to Selling Price	96.06%	96.63%	0.59%	96.07%	96.69%	0.65%
Average Days on Market to Sale	60.06	55.46	-7.65%	59.73	53.64	-10.20%
Monthly Inventory	9,189	8,429	-8.27%	9,189	8,429	-8.27%
Months Supply of Inventory	9.58	7.87	-17.85%	9.58	7.87	-17.85%

