



December 2013

Area Delimited by County Of Washington

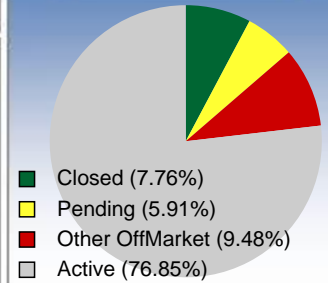


Absorption: Last 12 months, an Average of **73** Sales/Month

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%
Average List Price	125,080	150,925	20.66%
Average Sale Price	121,023	145,631	20.33%
Average Percent of List Price to Selling Price	96.52%	95.06%	-1.52%
Average Days on Market to Sale	49.47	52.25	5.62%
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.

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 **20.33%** in December 2013 to \$145,631 versus the previous year at \$121,023.

Average Days on Market Lengthens

The average number of **52.25** days that homes spent on the market before selling increased by 2.78 days or **5.62%** in December 2013 compared to last year's same month at **49.47** DOM.

Sales Success for December 2013 is Positive

Overall, with Average Prices going up and Days on Market increasing, 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.

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Monthly Inventory Analysis

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December 2013

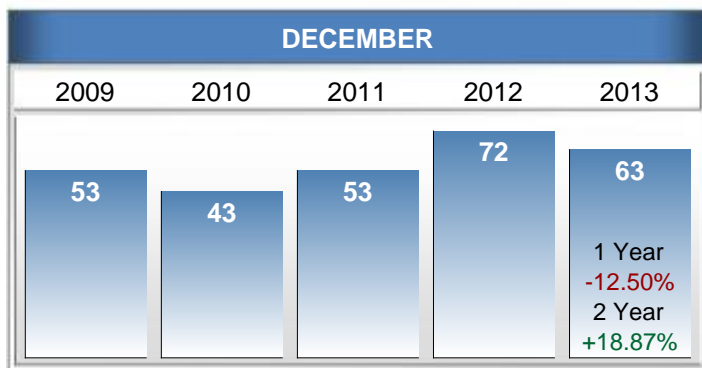
Closed Sales as of Jan 13, 2014



Closed Listings

Report Produced on: Jan 13, 2014

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	5	7.94%	52.2	5	0	0	0	
\$10,001 \$50,000	7	11.11%	11.3	4	3	0	0	
\$50,001 \$80,000	10	15.87%	31.6	3	6	1	0	
\$80,001 \$130,000	15	23.81%	64.7	2	7	6	0	
\$130,001 \$210,000	11	17.46%	71.5	0	5	5	1	
\$210,001 \$330,000	9	14.29%	44.3	1	3	4	1	
\$330,001 and up	6	9.52%	80.2	0	1	2	3	
Total Closed Units: 63				52.3	15	25	18	5
Total Closed Volume: 9,174,724					841.50K	3.13M	3.39M	1.81M
Average Closed Price: \$145,631					\$56,100	\$125,249	\$188,328	\$362,420



Monthly Inventory Analysis

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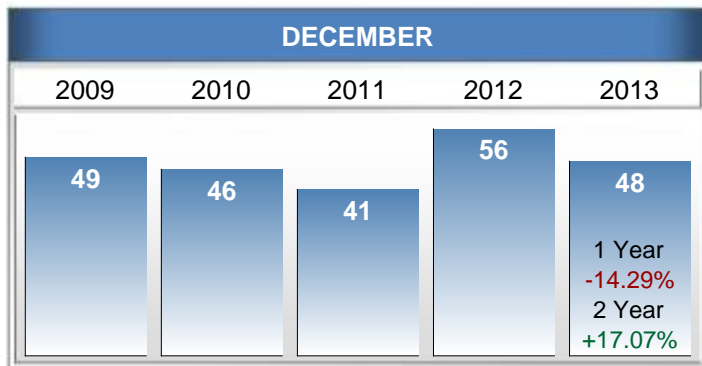
Pending Listings as of Jan 13, 2014



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+	
\$30,000 and less	3	6.25%	48.7	2	1	0	0	
\$30,001 \$60,000	5	10.42%	22.2	2	3	0	0	
\$60,001 \$90,000	9	18.75%	58.6	2	7	0	0	
\$90,001 \$140,000	12	25.00%	50.7	0	10	2	0	
\$140,001 \$230,000	8	16.67%	97.0	0	4	4	0	
\$230,001 \$380,000	6	12.50%	31.3	0	2	4	0	
\$380,001 and up	5	10.42%	74.2	0	0	4	1	
Total Pending Units: 48				67.1	6	27	14	1
Total Pending Volume: 7,903,599					266.20K	3.23M	3.97M	439.90K
Average Listing Price: \$104,286					\$44,367	\$119,674	\$283,307	\$439,900



Monthly Inventory Analysis

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New Listings as of Jan 13, 2014



New Listings

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New Listings
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5yr DEC AVG = 120	3 MONTHS
High Oct 2013 = 245	OCT 245
Low Dec 2013 = 82	NOV 112
<i>New Listings</i> this month at 82 , below the 5 yr DEC average of 120	DEC -54.29%
	DEC -26.79%

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
Average New Listed Listing Price:	\$79,900		\$91,875	\$109,128	\$210,373	\$519,180



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

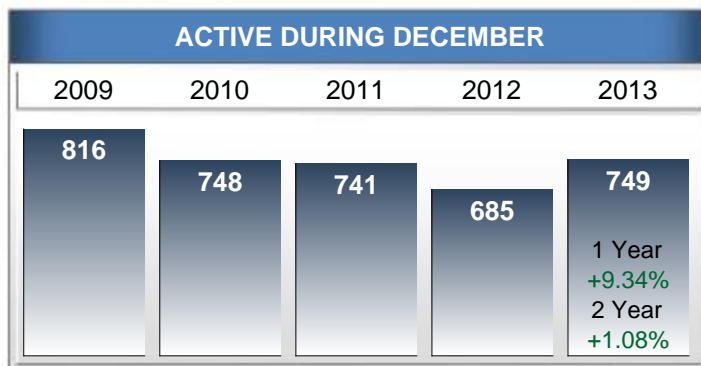
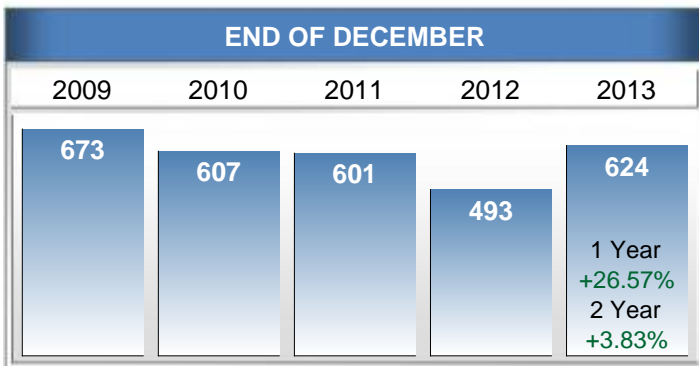
Active Inventory as of Jan 13, 2014



Active Inventory

Report Produced on: Jan 13, 2014

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$20,000	131	20.99%	71.8	130	1	0	0	
\$20,001-\$50,000	86	13.78%	107.3	67	18	1	0	
\$50,001-\$100,000	171	27.40%	103.2	93	65	10	3	
\$100,001-\$160,000	97	15.54%	99.0	20	46	30	1	
\$160,001-\$250,000	73	11.70%	86.1	7	28	37	1	
\$250,001 and up	66	10.58%	105.6	10	10	27	19	
Total Active Inventory by Units:			624	94.8	327	168	105	24
Total Active Inventory by Volume:			85,507,396		22.73M	20.28M	24.41M	18.09M
Average Active Inventory Listing Price:			\$137,031		\$69,526	\$120,709	\$232,456	\$753,558



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

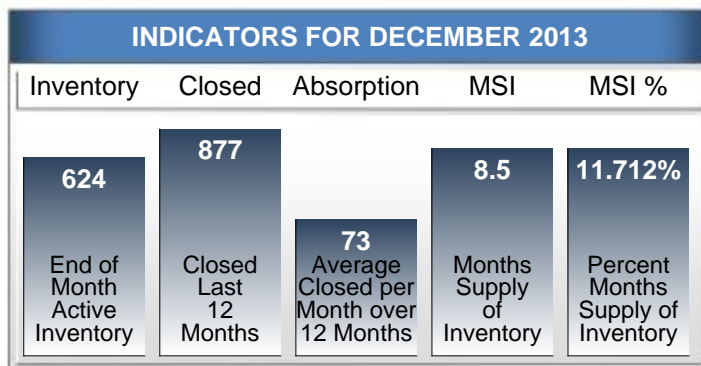
Active Inventory as of Jan 13, 2014



Months Supply of Inventory

Report Produced on: Jan 13, 2014

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Months Supply

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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

Data from the Greater Tulsa Association of REALTORS®

December 2013

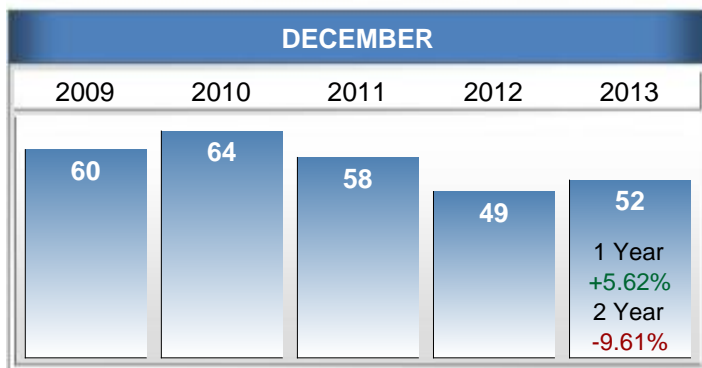
Closed Sales as of Jan 13, 2014



Average Days on Market to Sale

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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+
\$10,000 and less	5	7.94%	52.2	52.2	0.0	0.0	0.0
\$10,001 - \$50,000	7	11.11%	11.3	8.5	15.0	0.0	0.0
\$50,001 - \$80,000	10	15.87%	31.6	40.7	27.2	31.0	0.0
\$80,001 - \$130,000	15	23.81%	64.7	138.0	27.9	83.2	0.0
\$130,001 - \$210,000	11	17.46%	71.5	0.0	119.6	26.4	56.0
\$210,001 - \$330,000	9	14.29%	44.3	30.0	27.0	63.8	33.0
\$330,001 and up	6	9.52%	80.2	0.0	59.0	86.0	83.3
Average Closed DOM:				48.2	45.6	60.5	67.8
Total Closed Units:				15	25	18	5
Total Closed Volume:				841.50K	3.13M	3.39M	1.81M



Monthly Inventory Analysis

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December 2013

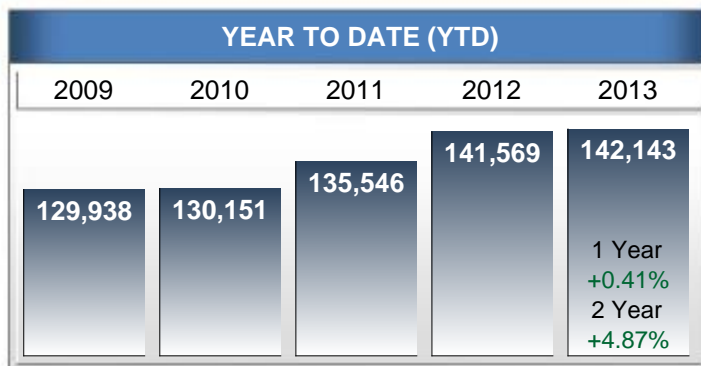
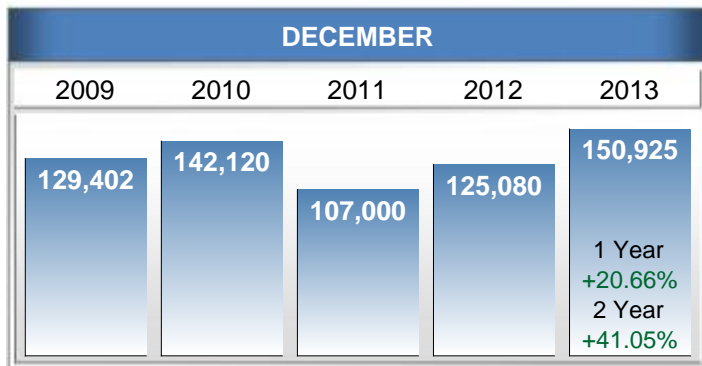
Closed Sales as of Jan 13, 2014



Average List Price at Closing

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Average List Price

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5yr DEC AVG = 131K		3 MONTHS	
High	Jul 2011 = 161,255	OCT	141,722
Low	Mar 2009 = 102,940	NOV	132,555
Average LPrice this month at 150,925 , above the 5 yr DEC average of 130,906		DEC	150,925
			13.86%

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+
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	12	19.05%	22,650	20,867	28,000	0	0
\$50,001-\$75,000	8	12.70%	67,613	65,633	73,380	64,000	0
\$75,001-\$125,000	13	20.63%	102,977	92,250	101,086	124,200	0
\$125,001-\$200,000	14	22.22%	156,079	0	158,067	156,433	161,000
\$200,001-\$325,000	9	14.29%	247,944	0	254,133	235,840	289,900
\$325,001 and up	7	11.11%	420,043	339,000	379,900	404,250	470,967
Average List Price:	\$150,925			\$60,547	\$129,968	\$193,728	\$372,760
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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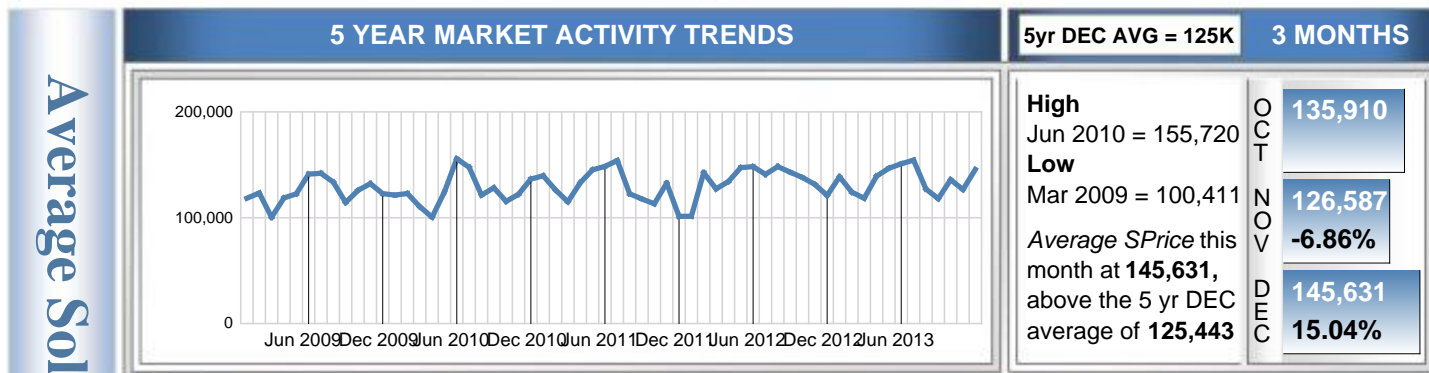
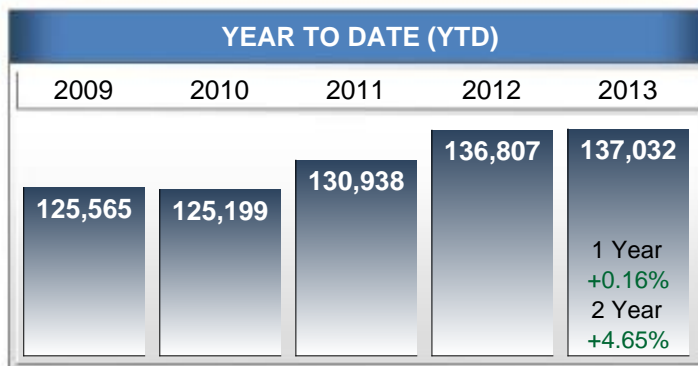
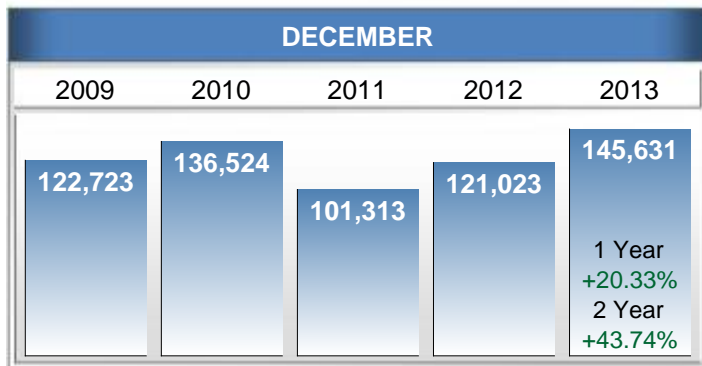
Closed Sales as of Jan 13, 2014



Average Sold Price at Closing

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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+
\$10,000 and less	5		7.94%	8,700	8,700	0	0	0
\$10,001 \$50,000	7		11.11%	30,436	32,375	27,850	0	0
\$50,001 \$80,000	10		15.87%	63,840	57,833	68,317	55,000	0
\$80,001 \$130,000	15		23.81%	108,320	82,500	104,043	121,917	0
\$130,001 \$210,000	11		17.46%	164,409	0	161,400	168,900	157,000
\$210,001 \$330,000	9		14.29%	256,431	330,000	248,325	241,475	267,000
\$330,001 and up	6		9.52%	423,100	0	357,500	396,500	462,700
Average Closed Price:		\$145,631			\$56,100	\$125,249	\$188,328	\$362,420
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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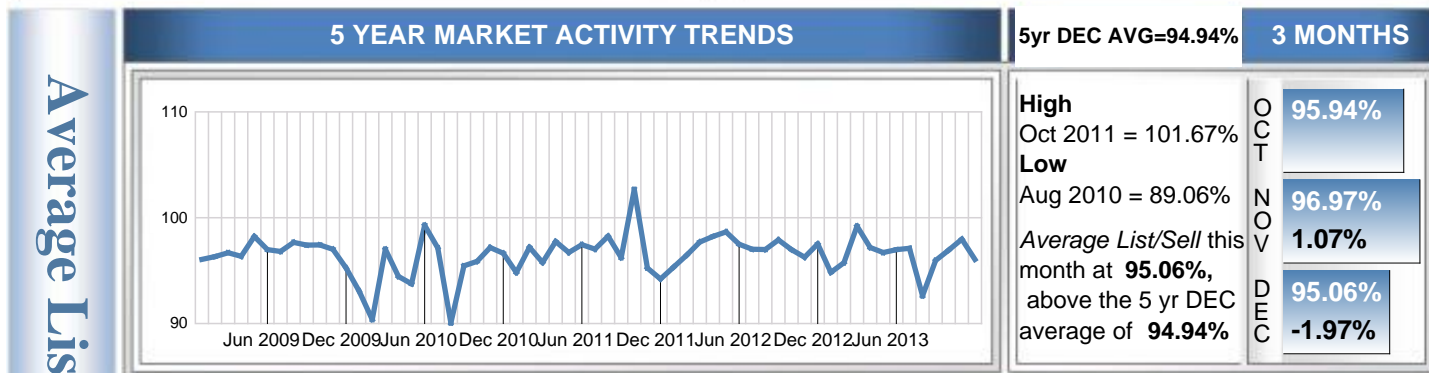
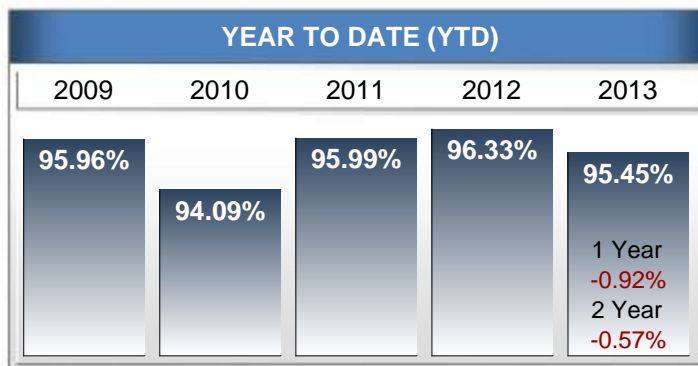
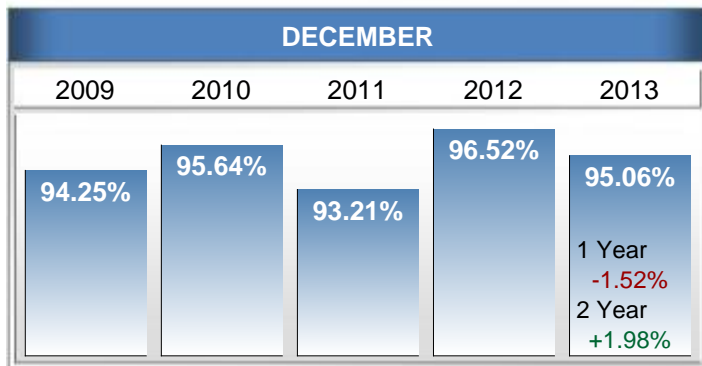
Closed Sales as of Jan 13, 2014



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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+
\$10,000 and less	5	7.94%	86.73%	86.73%	0.00%	0.00%	0.00%
\$10,001 \$50,000	7	11.11%	97.59%	93.65%	102.84%	0.00%	0.00%
\$50,001 \$80,000	10	15.87%	91.36%	88.73%	93.57%	85.94%	0.00%
\$80,001 \$130,000	15	23.81%	93.76%	89.51%	94.17%	94.70%	0.00%
\$130,001 \$210,000	11	17.46%	98.53%	0.00%	99.27%	98.00%	97.52%
\$210,001 \$330,000	9	14.29%	97.78%	97.35%	98.01%	99.13%	92.10%
\$330,001 and up	6	9.52%	97.98%	0.00%	94.10%	98.25%	99.09%
Average List/Sell Ratio:	95.10%			90.06%	96.54%	96.51%	97.38%
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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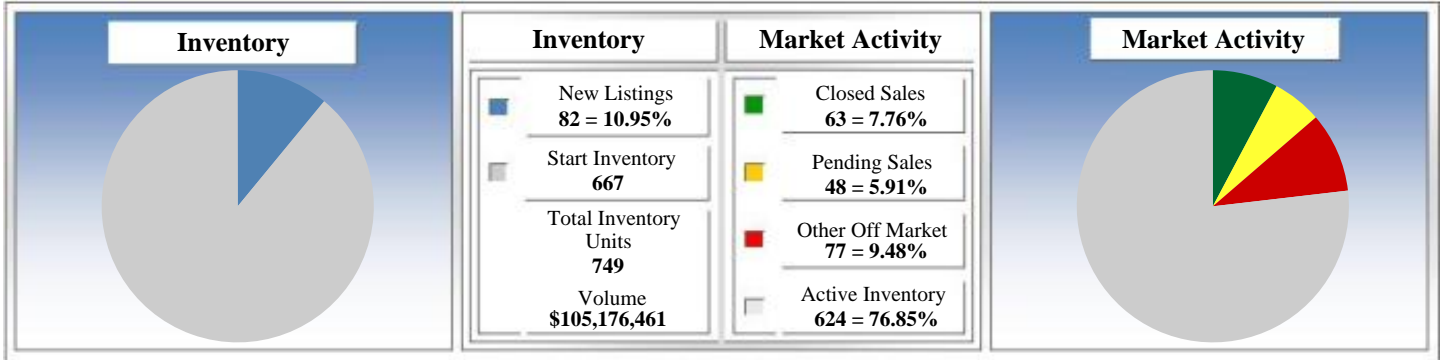
Inventory as of Jan 13, 2014



Market Summary

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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%
Average List Price	125,080	150,925	20.66%	141,569	142,143	0.41%
Average Sale Price	121,023	145,631	20.33%	136,807	137,032	0.16%
Average Percent of List Price to Selling Price	96.52%	95.06%	-1.52%	96.33%	95.45%	-0.92%
Average Days on Market to Sale	49.47	52.25	5.62%	53.42	54.55	2.13%
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%

