



December 2015

Area Delimited by County Of Washington

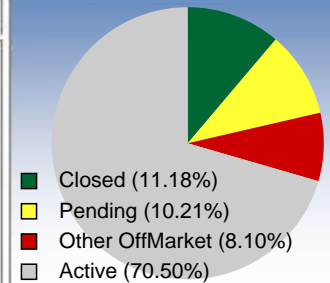


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of December 31, 2015 = **435**

	DECEMBER		
	2014	2015	+/- %
Closed Listings	74	69	-6.76%
Pending Listings	51	63	23.53%
New Listings	87	107	22.99%
Median List Price	111,200	112,080	0.79%
Median Sale Price	108,500	107,000	-1.38%
Median Percent of List Price to Selling Price	97.43%	97.00%	-0.44%
Median Days on Market to Sale	42.50	48.00	12.94%
End of Month Inventory	399	435	9.02%
Months Supply of Inventory	5.23	6.63	26.89%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2016

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 2015 rose **9.02%** to 435 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **6.63** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.38%** in December 2015 to \$107,000 versus the previous year at \$108,500.

Median Days on Market Lengthens

The median number of **48.00** days that homes spent on the market before selling increased by 5.50 days or **12.94%** in December 2015 compared to last year's same month at **42.50** DOM.

Sales Success for December 2015 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 107 New Listings in December 2015, up **22.99%** from last year at 87. Furthermore, there were 69 Closed Listings this month versus last year at 74, a **-6.76%** decrease.

Closed versus Listed trends yielded a **64.5%** ratio, down from last year's December 2015 at **85.1%**, a **24.19%** 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?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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December 2015

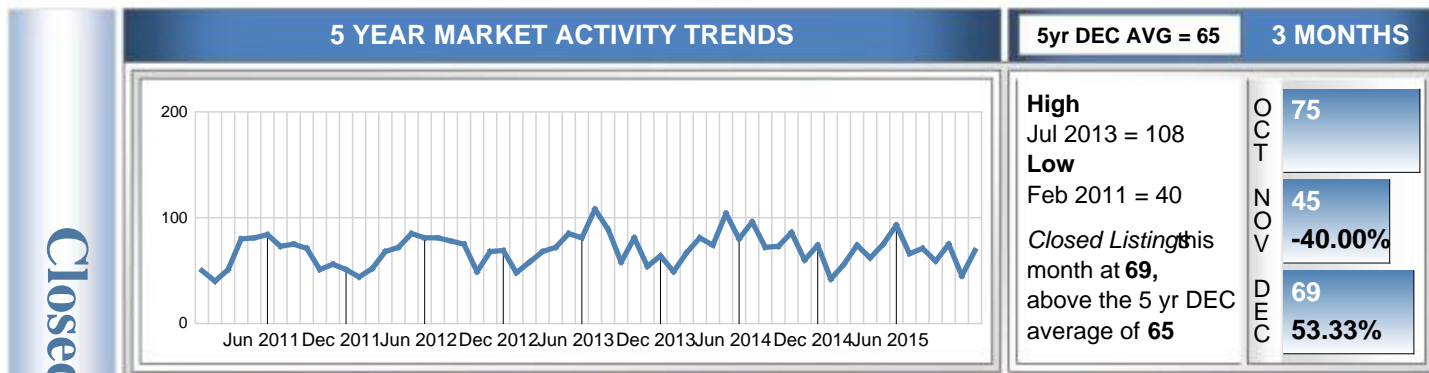
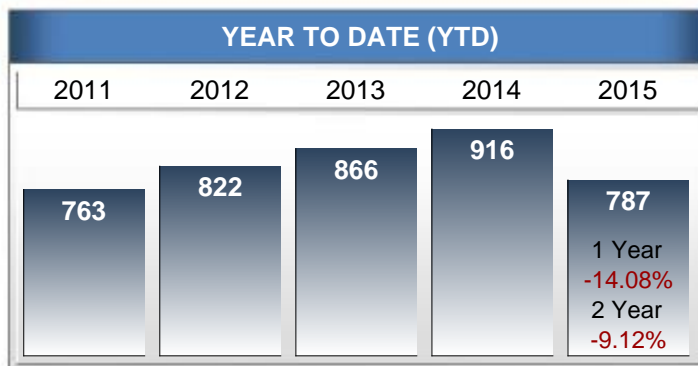
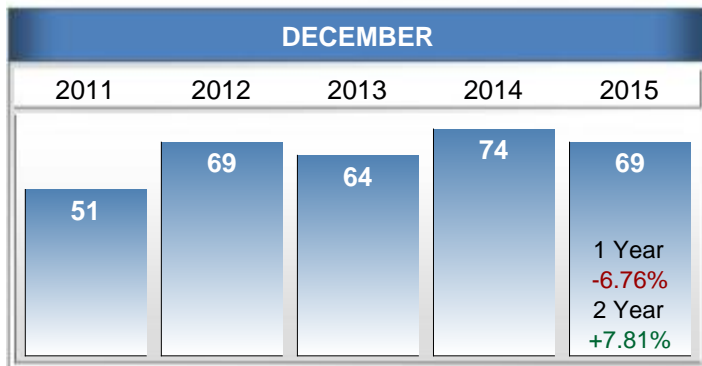
Closed Sales as of Jan 13, 2016



Closed Listings

Report Produced on: Jan 13, 2016

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+
\$40,000 and less	5	7.25%	48.0	3	2	0	0
\$40,001 - \$70,000	7	10.14%	52.0	2	5	0	0
\$70,001 - \$90,000	10	14.49%	54.0	1	7	2	0
\$90,001 - \$120,000	19	27.54%	77.0	1	14	4	0
\$120,001 - \$140,000	10	14.49%	29.5	0	5	4	1
\$140,001 - \$200,000	11	15.94%	47.0	0	2	9	0
\$200,001 and up	7	10.14%	82.0	0	2	5	0
Total Closed Units:	69		48.0	7	37	24	1
Total Closed Volume:	8,166,304			318.50K	3.76M	3.96M	134.50K
Median Closed Price:	\$107,000			\$43,500	\$102,000	\$146,000	\$134,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

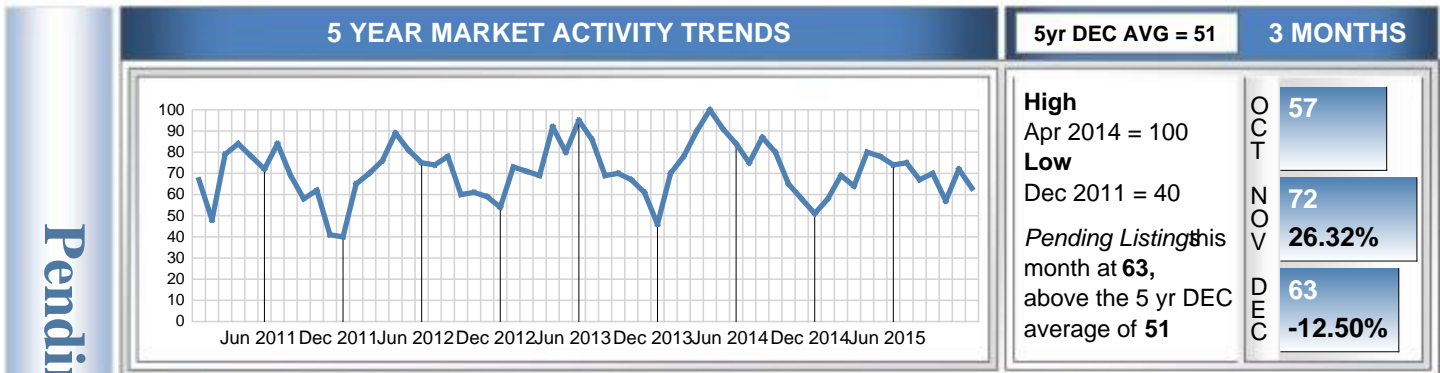
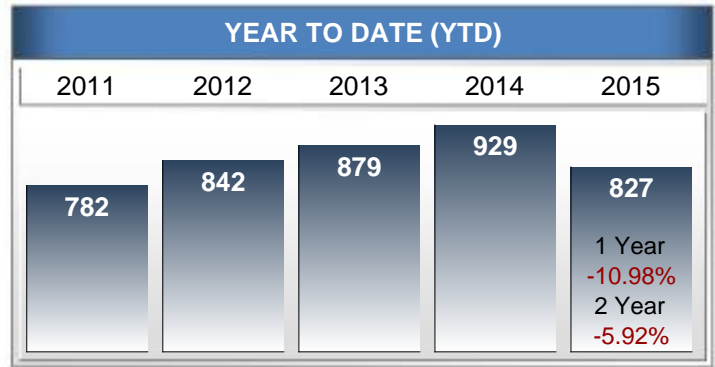
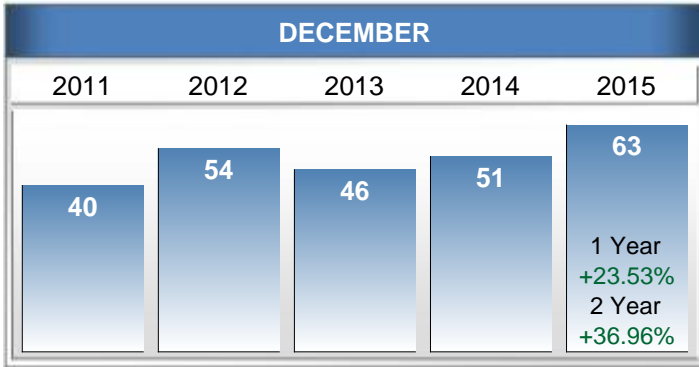
Pending Listings as of Jan 13, 2016



Pending Listings

Report Produced on: Jan 13, 2016

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+
\$40,000 and less	6	9.52%	35.5	4	2	0	0
\$40,001 - \$60,000	8	12.70%	88.5	4	3	1	0
\$60,001 - \$80,000	9	14.29%	61.0	2	7	0	0
\$80,001 - \$140,000	14	22.22%	38.5	1	13	0	0
\$140,001 - \$180,000	11	17.46%	68.0	1	8	2	0
\$180,001 - \$250,000	8	12.70%	37.5	0	3	5	0
\$250,001 and up	7	11.11%	64.0	0	1	5	1
Total Pending Units:	63		49.0	12	37	13	1
Total Pending Volume:	8,818,095			664.00K	4.25M	3.23M	669.00K
Median Listing Price:	\$119,000			\$51,650	\$117,000	\$208,500	\$669,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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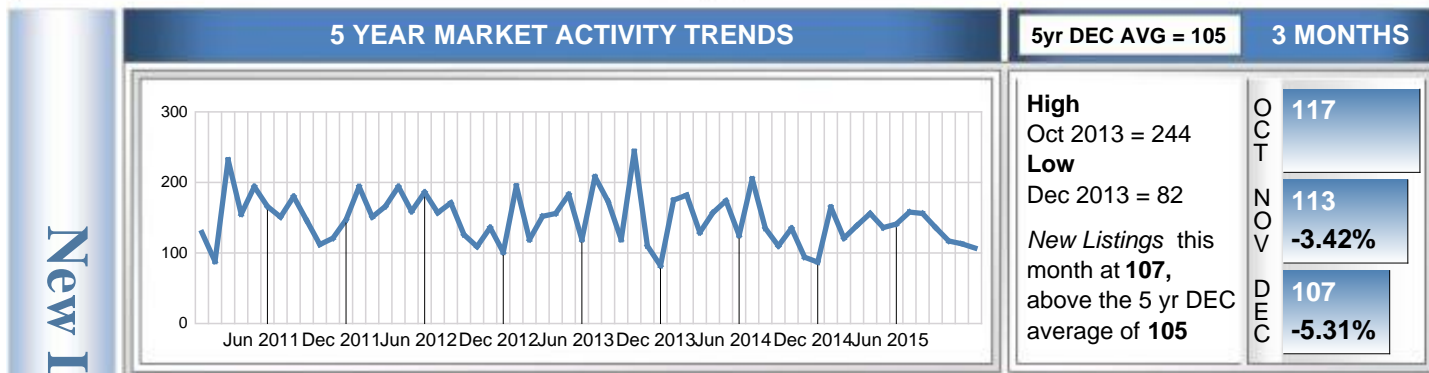
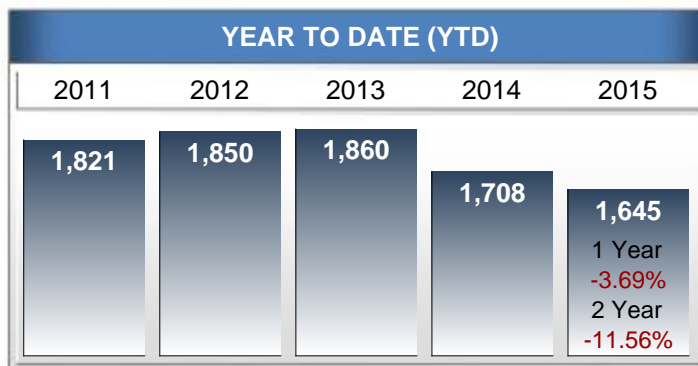
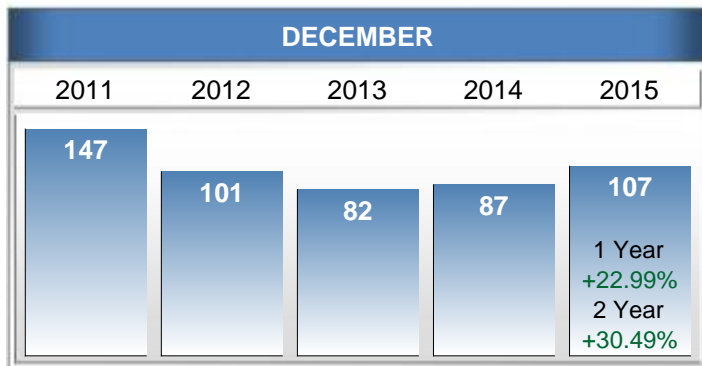
New Listings as of Jan 13, 2016



New Listings

Report Produced on: Jan 13, 2016

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+	
\$40,000 and less	9	8.41%	5	4	0	0	
\$40,001 - \$60,000	10	9.35%	3	4	3	0	
\$60,001 - \$80,000	20	18.69%	11	9	0	0	
\$80,001 - \$150,000	30	28.04%	13	13	4	0	
\$150,001 - \$190,000	13	12.15%	2	7	4	0	
\$190,001 - \$300,000	15	14.02%	1	10	4	0	
\$300,001 and up	10	9.35%	2	0	3	5	
Total New Listed Units:			107	37	47	18	5
Total New Listed Volume:			19,229,344	6.96M	6.02M	3.39M	2.85M
Median New Listed Listing Price:			\$105,000	\$79,900	\$117,500	\$168,950	\$515,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

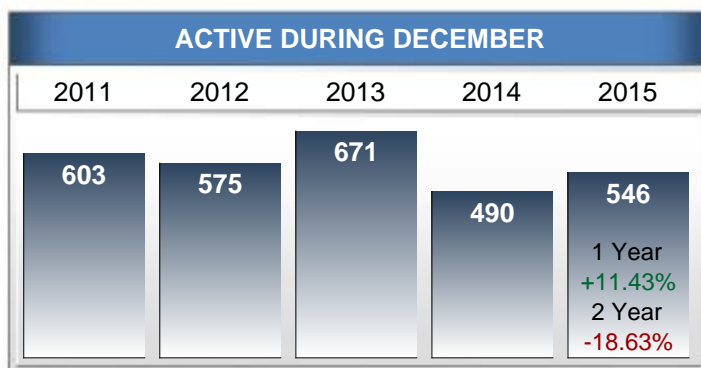
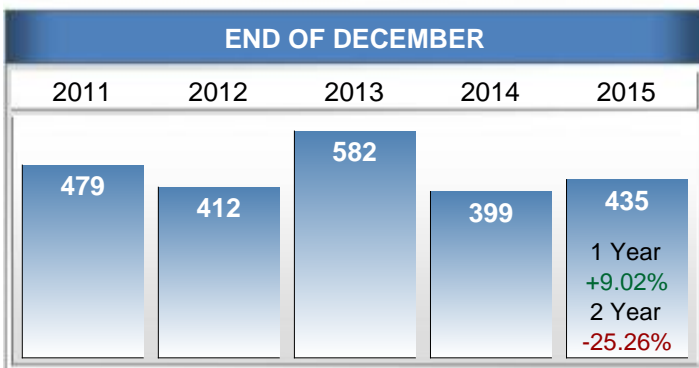
Active Inventory as of Jan 13, 2016



Active Inventory

Report Produced on: Jan 13, 2016

Area Delimited by County Of Washington



Active Inventory

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5yr DEC AVG = 461 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **435**, below the 5 yr DEC average of **461**

OCT	449
NOV	440
DEC	435
-2.00%	
-1.14%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	33	7.59%	97.0	32	1	0	0		
\$20,001 \$50,000	56	12.87%	84.0	40	15	1	0		
\$50,001 \$70,000	63	14.48%	134.0	38	22	3	0		
\$70,001 \$130,000	115	26.44%	94.0	51	47	17	0		
\$130,001 \$180,000	68	15.63%	75.0	10	35	20	3		
\$180,001 \$300,000	56	12.87%	75.5	5	18	30	3		
\$300,001 and up	44	10.11%	64.0	9	7	17	11		
Total Active Inventory by Units:				435	85.0	185	145	88	17
Total Active Inventory by Volume:				68,057,375		21.50M	19.44M	19.86M	7.26M
Median Active Inventory Listing Price:				\$95,000		\$62,000	\$114,900	\$189,500	\$335,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

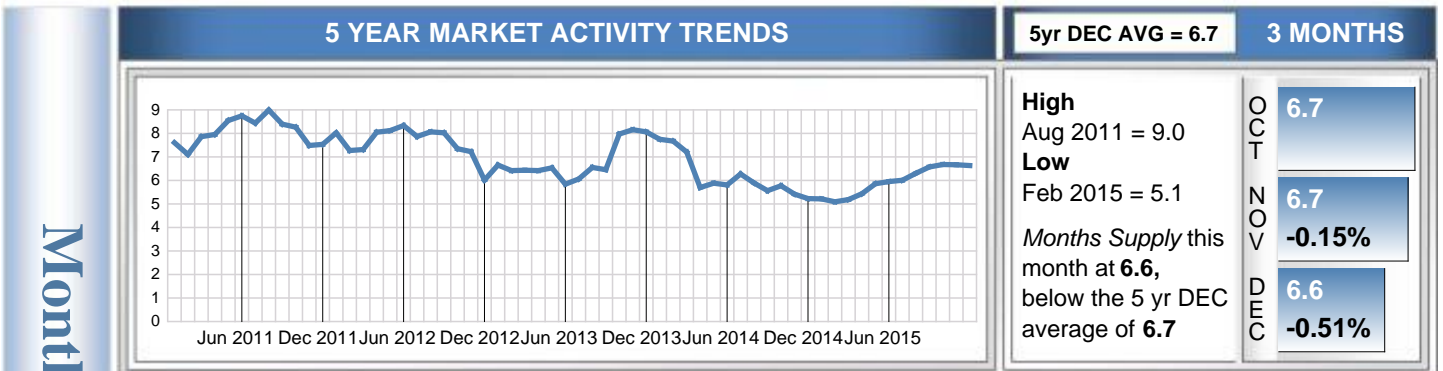
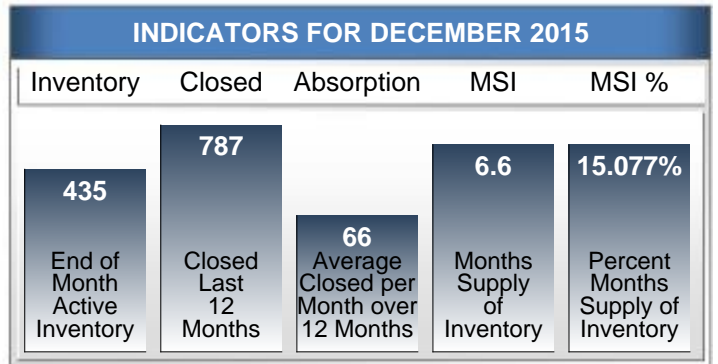
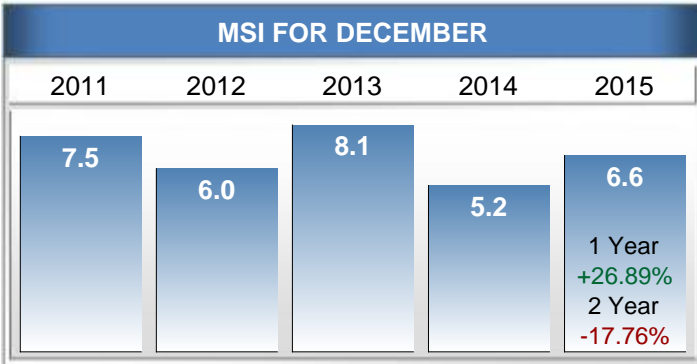
Active Inventory as of Jan 13, 2016



Months Supply of Inventory

Report Produced on: Jan 13, 2016

Area Delimited by County Of Washington



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+
\$20,000 and less	33	7.59%	19.8	27.4	2.0	0.0	0.0
\$20,001 \$50,000	56	12.87%	8.2	15.0	3.8	12.0	0.0
\$50,001 \$70,000	63	14.48%	9.5	16.3	5.7	6.0	0.0
\$70,001 \$130,000	115	26.44%	5.2	25.5	2.9	4.6	0.0
\$130,001 \$180,000	68	15.63%	5.2	10.9	4.9	4.4	6.0
\$180,001 \$300,000	56	12.87%	4.6	12.0	6.5	3.6	3.6
\$300,001 and up	44	10.11%	15.1	108.0	9.3	13.6	13.2
MSI:	6.6			19.3	4.1	4.8	6.8
Total Active Inventory:	435			185	145	88	17



Monthly Inventory Analysis

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December 2015

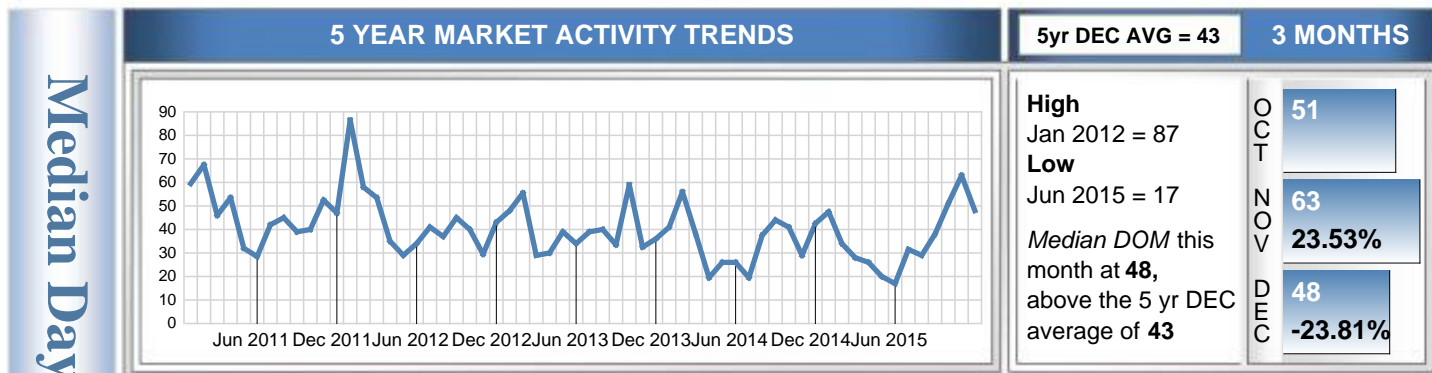
Closed Sales as of Jan 13, 2016



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+
\$40,000 and less	5		7.25%	48.0	58.0	34.5	0.0	0.0
\$40,001 \$70,000	7		10.14%	52.0	110.5	12.0	0.0	0.0
\$70,001 \$90,000	10		14.49%	54.0	16.0	67.0	9.5	0.0
\$90,001 \$120,000	19		27.54%	77.0	161.0	55.0	66.0	0.0
\$120,001 \$140,000	10		14.49%	29.5	0.0	31.0	17.0	31.0
\$140,001 \$200,000	11		15.94%	47.0	0.0	67.0	47.0	0.0
\$200,001 and up	7		10.14%	82.0	0.0	78.5	96.0	0.0
Median Closed DOM:	48.0				58.0	63.0	42.5	31.0
Total Closed Units:	69				7	37	24	1
Total Closed Volume:	8,166,304				318.50K	3.76M	3.96M	134.50K



Monthly Inventory Analysis

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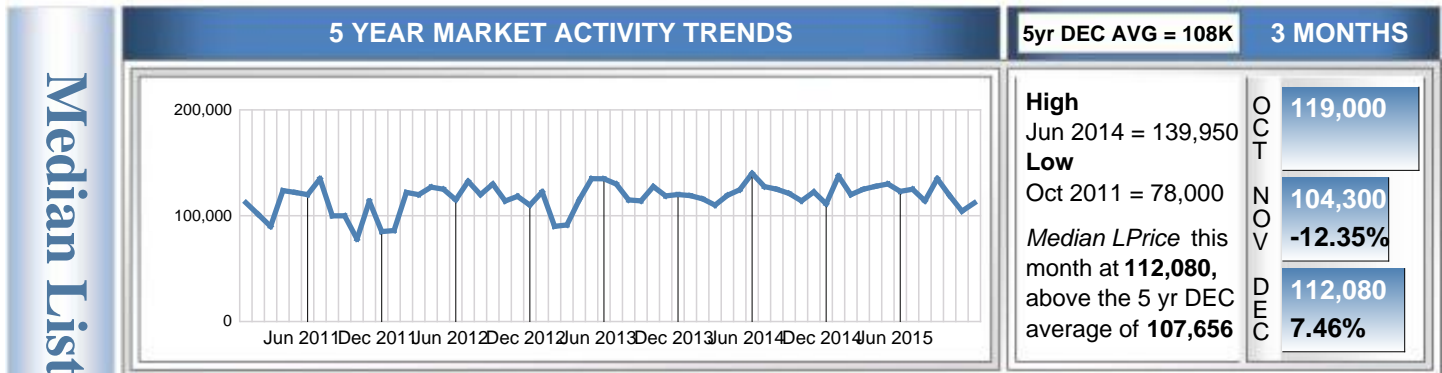
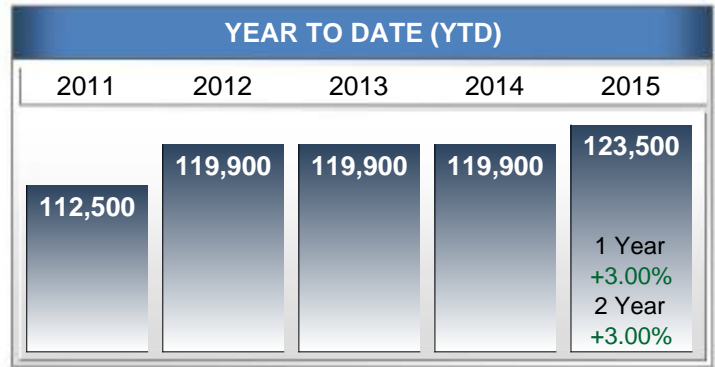
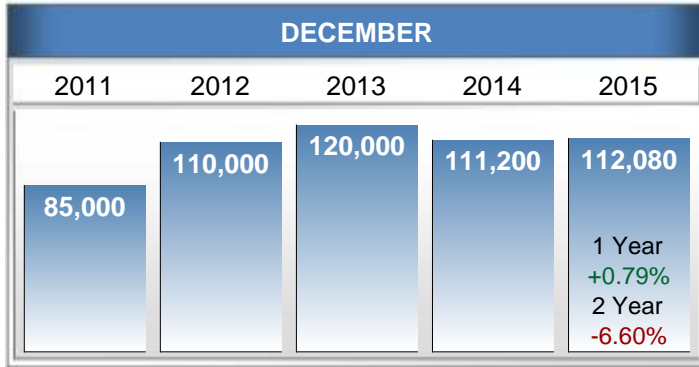
Closed Sales as of Jan 13, 2016



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+
\$40,000 and less	4		5.80%	27,148	20,000	39,900	0	0
\$40,001 - \$70,000	8		11.59%	51,100	48,650	56,220	0	0
\$70,001 - \$90,000	10		14.49%	83,200	72,000	84,500	83,294	0
\$90,001 - \$120,000	17		24.64%	106,500	116,000	109,000	100,000	0
\$120,001 - \$140,000	11		15.94%	129,900	0	129,900	127,000	0
\$140,001 - \$200,000	11		15.94%	165,500	0	174,900	165,500	147,500
\$200,001 and up	8		11.59%	259,775	0	220,000	279,650	0
Median List Price:		\$112,080			\$45,000	\$105,000	\$148,450	\$147,500
Total Closed Units:		69			7	37	24	1
Total List Volume:		8,686,152			349.60K	3.91M	4.28M	147.50K



Monthly Inventory Analysis

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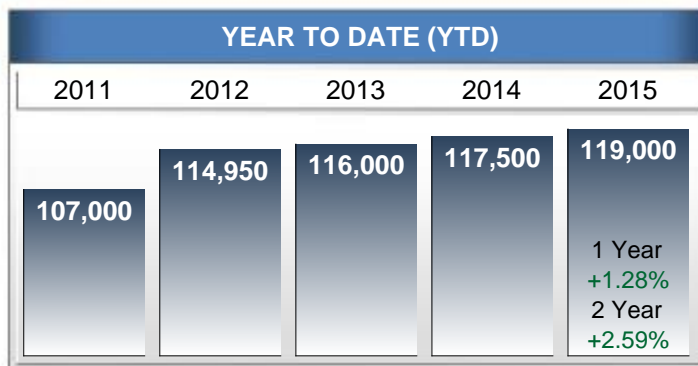
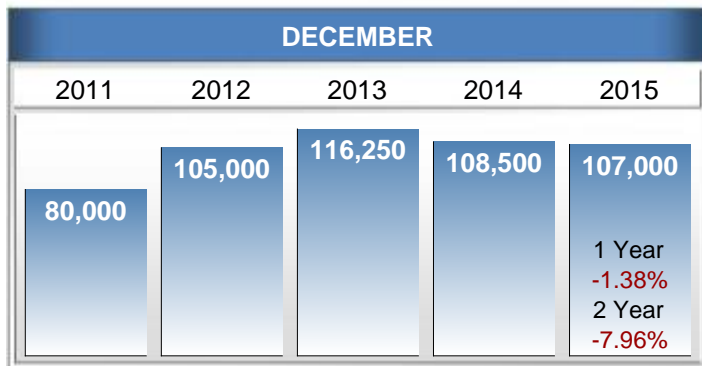
Closed Sales as of Jan 13, 2016



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+
\$40,000 and less	5		7.25%	26,500	15,500	31,500	0	0
\$40,001 - \$70,000	7		10.14%	45,000	43,750	49,414	0	0
\$70,001 - \$90,000	10		14.49%	81,000	74,000	80,000	84,300	0
\$90,001 - \$120,000	19		27.54%	105,000	106,000	105,500	98,925	0
\$120,001 - \$140,000	10		14.49%	128,750	0	127,500	128,500	134,500
\$140,001 - \$200,000	11		15.94%	169,500	0	176,275	169,000	0
\$200,001 and up	7		10.14%	239,900	0	203,395	279,650	0
Median Closed Price:	\$107,000				\$43,500	\$102,000	\$146,000	\$134,500
Total Closed Units:	69				7	37	24	1
Total Closed Volume:	8,166,304				318.50K	3.76M	3.96M	134.50K



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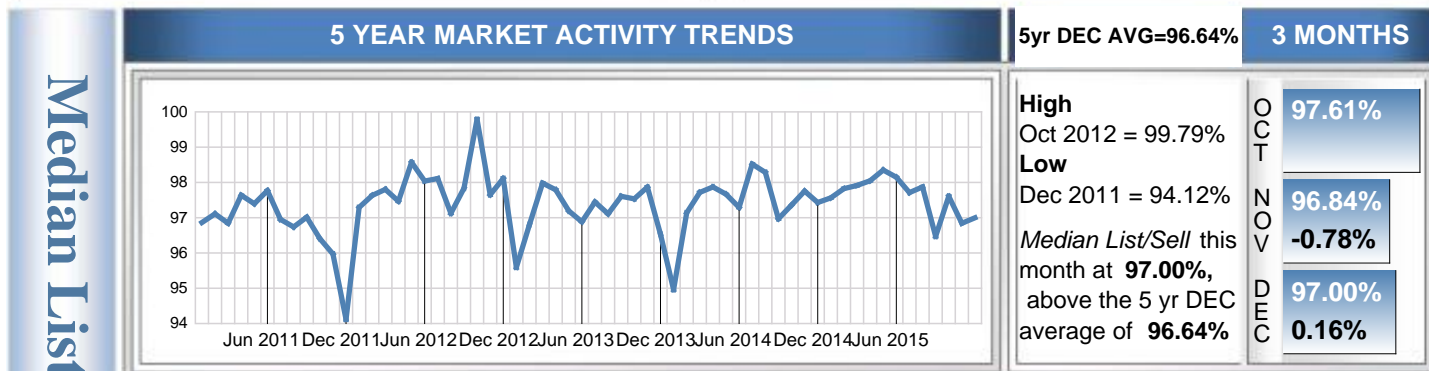
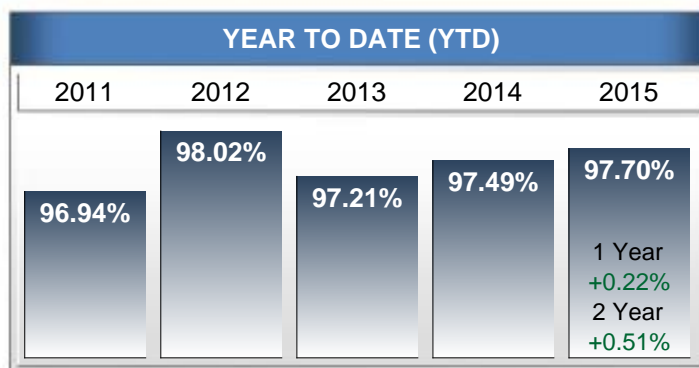
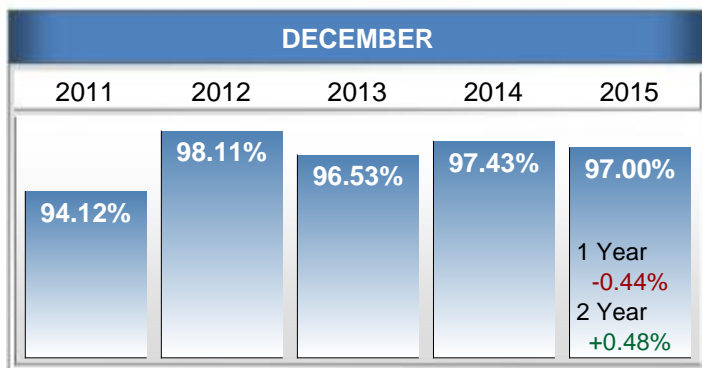
Closed Sales as of Jan 13, 2016



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 Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	5	7.25%	78.73%	78.73%	75.51%	0.00%	0.00%
\$40,001 \$70,000	7	10.14%	85.71%	90.40%	85.71%	0.00%	0.00%
\$70,001 \$90,000	10	14.49%	96.01%	102.78%	94.55%	101.40%	0.00%
\$90,001 \$120,000	19	27.54%	96.94%	91.38%	97.04%	95.95%	0.00%
\$120,001 \$140,000	10	14.49%	98.29%	0.00%	98.15%	100.75%	91.19%
\$140,001 \$200,000	11	15.94%	99.47%	0.00%	104.09%	97.95%	0.00%
\$200,001 and up	7	10.14%	100.00%	0.00%	97.24%	100.00%	0.00%
Median List/Sell Ratio:	97.00%			85.00%	96.94%	98.73%	91.19%
Total Closed Units:	69			7	37	24	1
Total Closed Volume:	8,166,304			318.50K	3.76M	3.96M	134.50K



Monthly Inventory Analysis

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December 2015

Inventory as of Jan 13, 2016



Market Summary

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Absorption: Last 12 months, an Average of 66 Sales/Month

Active Inventory as of December 31, 2015 = 435

	DECEMBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	74	69	-6.76%	916	787	-14.08%
Pending Sales	51	63	23.53%	929	827	-10.98%
New Listings	87	107	22.99%	1,708	1,645	-3.69%
Median List Price	111,200	112,080	0.79%	119,900	123,500	3.00%
Median Sale Price	108,500	107,000	-1.38%	117,500	119,000	1.28%
Median Percent of List Price to Selling Price	97.43%	97.00%	-0.44%	97.49%	97.70%	0.22%
Median Days on Market to Sale	42.50	48.00	12.94%	32.00	32.00	0.00%
Monthly Inventory	399	435	9.02%	399	435	9.02%
Months Supply of Inventory	5.23	6.63	26.89%	5.23	6.63	26.89%

