



February 2015

Area Delimited by County Of Washington

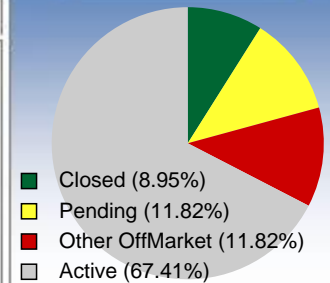


Absorption: Last 12 months, an Average of **75** Sales/Month

Active Inventory as of February 28, 2015 = **422**

	FEBRUARY		
	2014	2015	+/- %
Closed Listings	68	56	-17.65%
Pending Listings	78	74	-5.13%
New Listings	182	119	-34.62%
Average List Price	148,650	131,066	-11.83%
Average Sale Price	143,902	127,173	-11.62%
Average Percent of List Price to Selling Price	94.72%	96.84%	2.24%
Average Days on Market to Sale	64.18	47.50	-25.99%
End of Month Inventory	622	422	-32.15%
Months Supply of Inventory	8.39	5.61	-33.06%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 16, 2015

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 February 2015 decreased **32.15%** to 422 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 **5.61** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **11.62%** in February 2015 to \$127,173 versus the previous year at \$143,902.

Average Days on Market Shortens

The average number of **47.50** days that homes spent on the market before selling decreased by 16.68 days or **25.99%** in February 2015 compared to last year's same month at **64.18** DOM.

Sales Success for February 2015 is Positive

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

There were 119 New Listings in February 2015, down **34.62%** from last year at 182. Furthermore, there were 56 Closed Listings this month versus last year at 68, a **-17.65%** decrease.

Closed versus Listed trends yielded a **47.1%** ratio, up from last year's February 2015 at **37.4%**, a **25.95%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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

Data from the Greater Tulsa Association of REALTORS®

February 2015

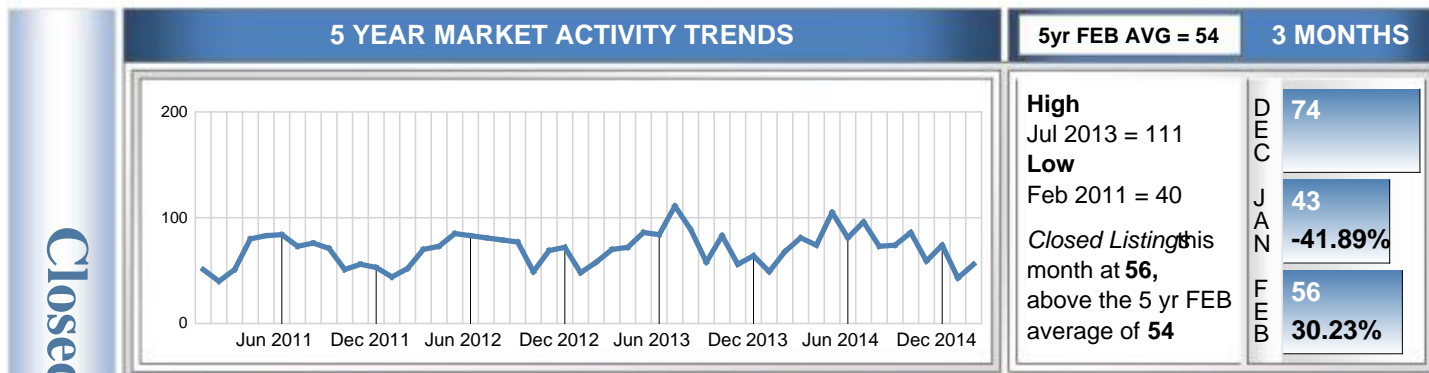
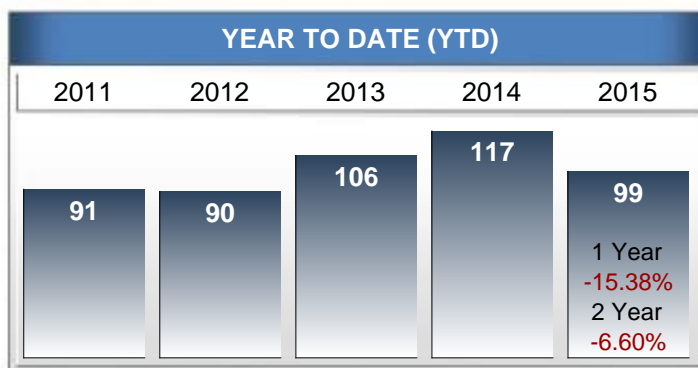
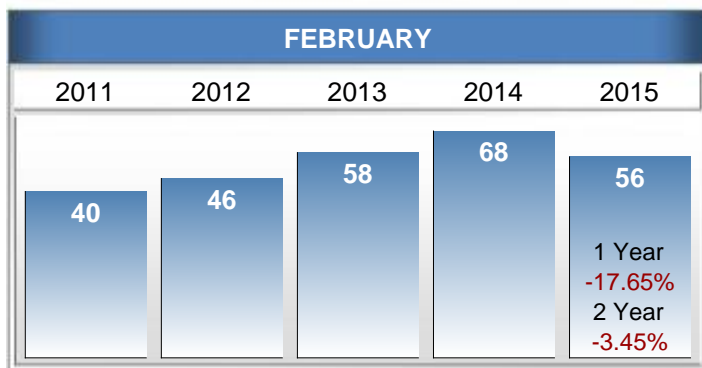
Closed Sales as of Mar 16, 2015



Closed Listings

Report Produced on: Mar 16, 2015

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	4	7.14%	47.3	3	1	0	0	
\$20,001 \$50,000	6	10.71%	44.7	3	3	0	0	
\$50,001 \$100,000	11	19.64%	39.9	2	8	1	0	
\$100,001 \$140,000	14	25.00%	44.9	1	8	5	0	
\$140,001 \$170,000	9	16.07%	57.2	4	2	3	0	
\$170,001 \$230,000	6	10.71%	59.5	0	2	4	0	
\$230,001 and up	6	10.71%	44.0	0	0	5	1	
Total Closed Units: 56				47.5	13	24	18	1
Total Closed Volume: 7,121,703					969.03K	2.40M	3.26M	489.50K
Average Closed Price: \$127,173					\$74,541	\$100,165	\$181,068	\$489,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

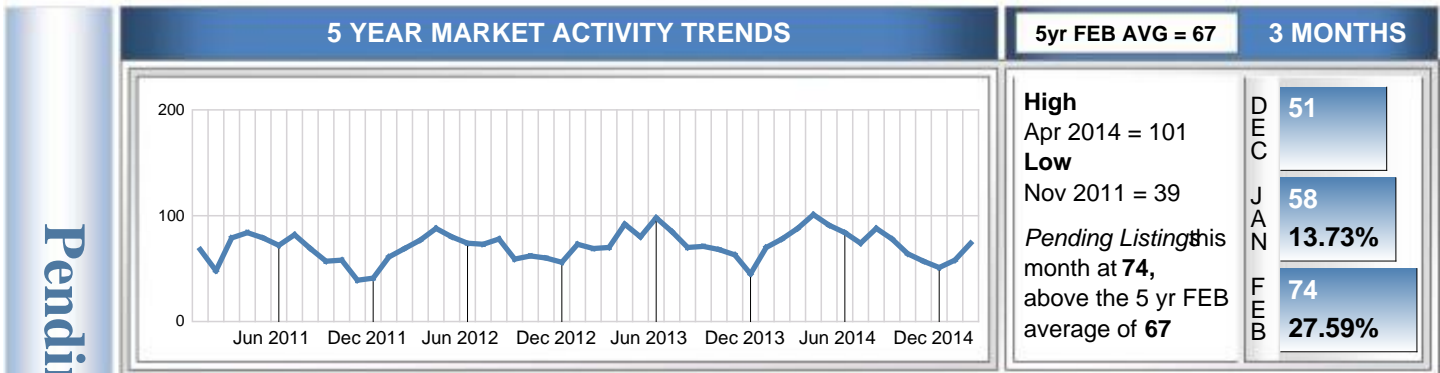
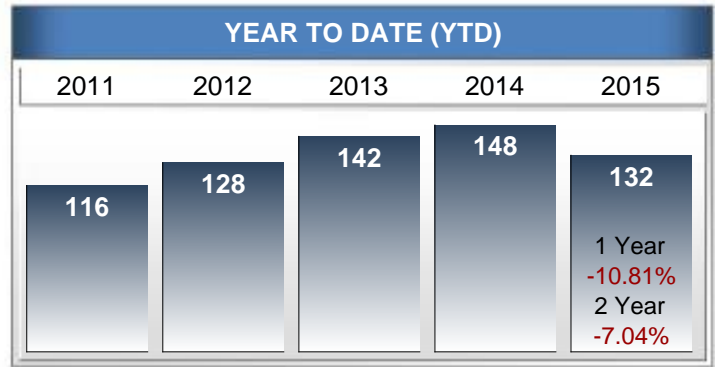
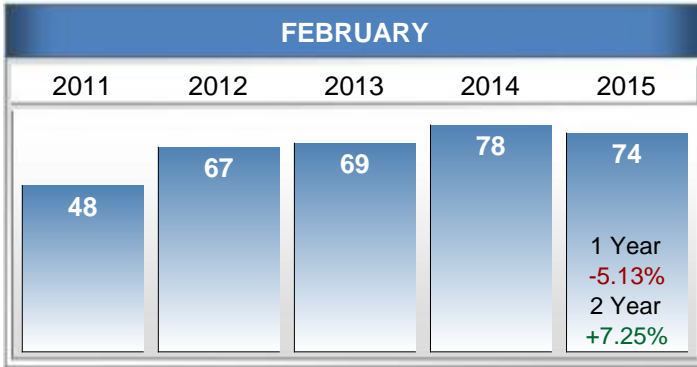
Pending Listings as of Mar 16, 2015



Pending Listings

Report Produced on: Mar 16, 2015

Area Delimited by County Of Washington



Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	4.05%	17.7	1	2	0	0
\$30,001 - \$50,000	11	14.86%	29.3	3	7	1	0
\$50,001 - \$80,000	10	13.51%	56.8	3	6	1	0
\$80,001 - \$140,000	19	25.68%	52.9	0	16	3	0
\$140,001 - \$180,000	14	18.92%	68.9	2	7	4	1
\$180,001 - \$260,000	10	13.51%	66.7	0	2	8	0
\$260,001 and up	7	9.46%	49.1	0	2	4	1
Total Pending Units:	74		29.2	9	42	21	2
Total Pending Volume:	10,063,054			676.80K	4.56M	4.17M	654.00K
Average Listing Price:	\$92,767			\$75,200	\$108,597	\$198,629	\$327,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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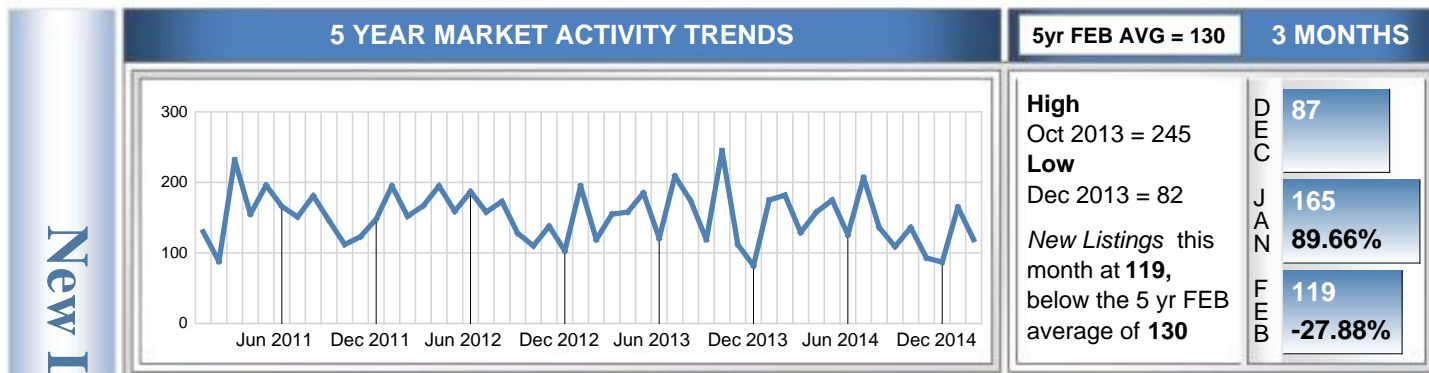
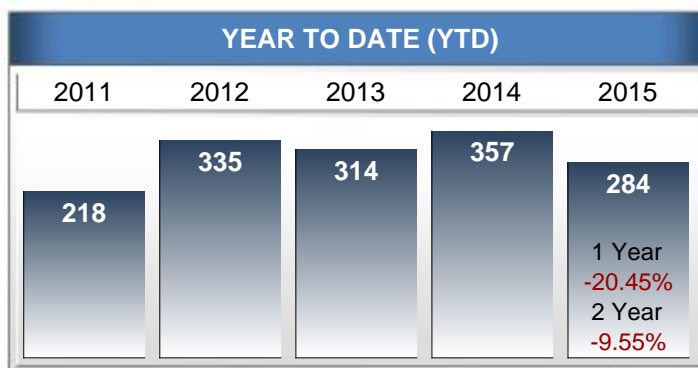
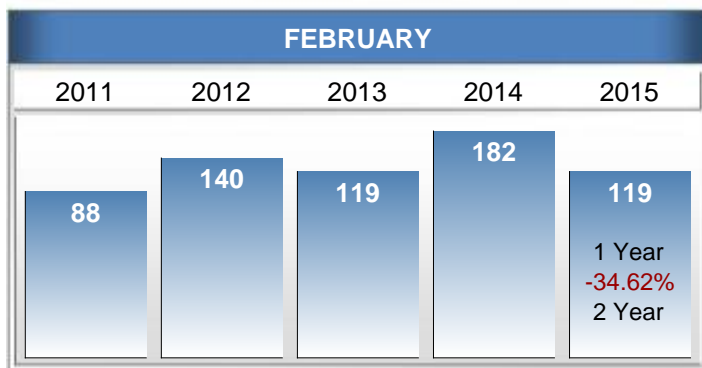
New Listings as of Mar 16, 2015



New Listings

Report Produced on: Mar 16, 2015

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	7.56%	6	3	0	0
\$40,001 - \$50,000	8	6.72%	6	2	0	0
\$50,001 - \$60,000	13	10.92%	11	2	0	0
\$60,001 - \$120,000	43	36.13%	23	17	3	0
\$120,001 - \$160,000	19	15.97%	2	12	5	0
\$160,001 - \$280,000	15	12.61%	1	5	8	1
\$280,001 and up	12	10.08%	2	1	6	3
Total New Listed Units:	119		51	42	22	4
Total New Listed Volume:	21,746,565		10.19M	4.90M	5.03M	1.62M
Average New Listed Listing Price:	\$0		\$199,835	\$116,711	\$228,805	\$404,850



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

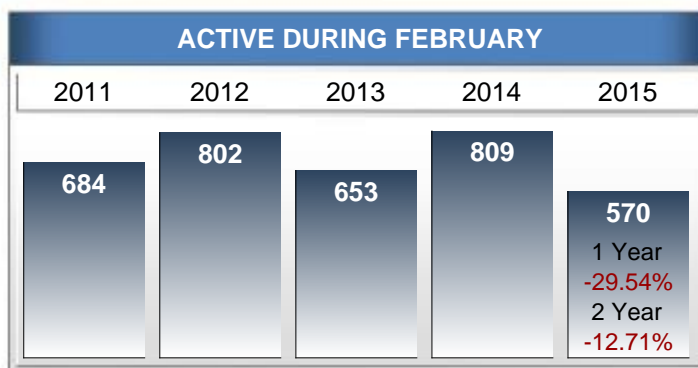
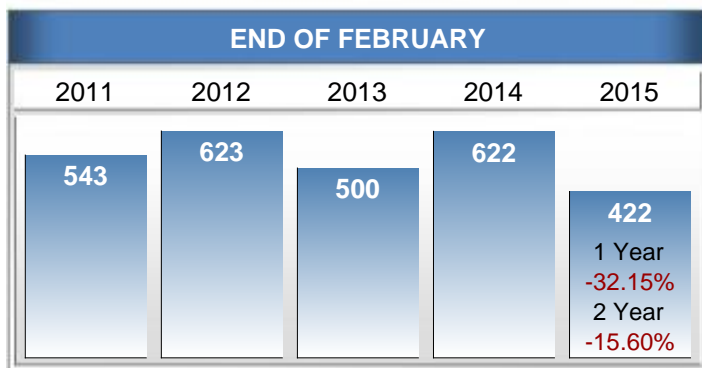
Active Inventory as of Mar 16, 2015



Active Inventory

Report Produced on: Mar 16, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr FEB AVG = 542 **3 MONTHS**

High
Oct 2013 = 702

Low
Feb 2015 = 422

Inventory this month at **422**, below the 5 yr FEB average of **542**

D	455
E	
C	
J	451
A	-0.88%
N	
F	422
E	-6.43%
B	

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-\$50,000	95	22.51%	86.1	86	8	1	0
\$50,001-\$50,000	0	0.00%	0.0	0	0	0	0
\$50,001-\$100,000	140	33.18%	63.8	86	51	3	0
\$100,001-\$175,000	82	19.43%	67.1	13	49	20	0
\$175,001-\$300,000	61	14.45%	80.6	4	17	35	5
\$300,001 and up	44	10.43%	106.0	12	5	18	9
Total Active Inventory by Units:			422	201	130	77	14
Total Active Inventory by Volume:			78,609,451	28.51M	16.91M	18.61M	14.58M
Average Active Inventory Listing Price:			\$186,278	\$141,864	\$130,050	\$241,643	\$1,041,557



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

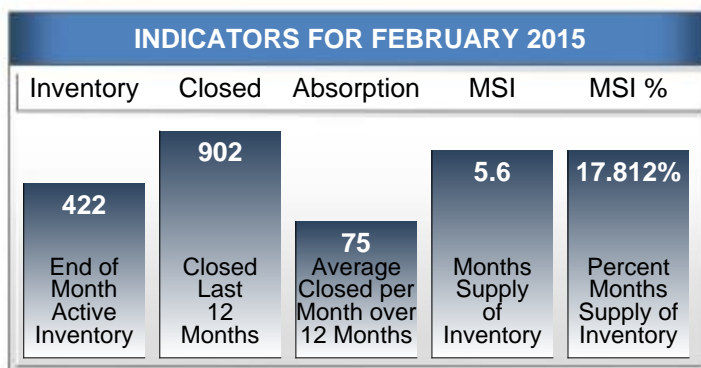
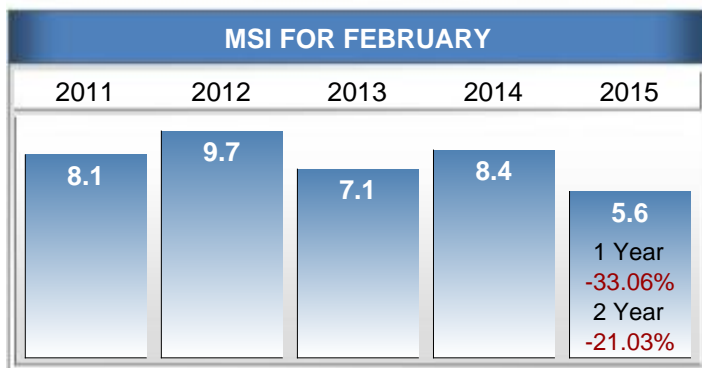
Active Inventory as of Mar 16, 2015



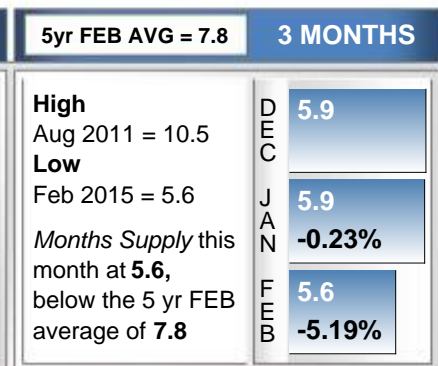
Months Supply of Inventory

Report Produced on: Mar 16, 2015

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	27	6.40%	10.5	15.4	0.0	0.0	0.0
\$20,001 \$50,000	68	16.11%	7.6	15.4	1.7	4.0	0.0
\$50,001 \$70,000	63	14.93%	9.6	17.2	5.6	0.0	0.0
\$70,001 \$120,000	104	24.64%	5.1	17.8	3.4	2.5	0.0
\$120,001 \$180,000	59	13.98%	3.4	7.8	3.1	2.9	3.0
\$180,001 \$310,000	58	13.74%	4.0	6.0	4.1	3.7	6.9
\$310,001 and up	43	10.19%	9.4	36.0	8.6	7.3	6.8
MSI:			5.6	15.6	3.4	3.6	5.4
Total Active Inventory:			422	201	130	77	14



Monthly Inventory Analysis

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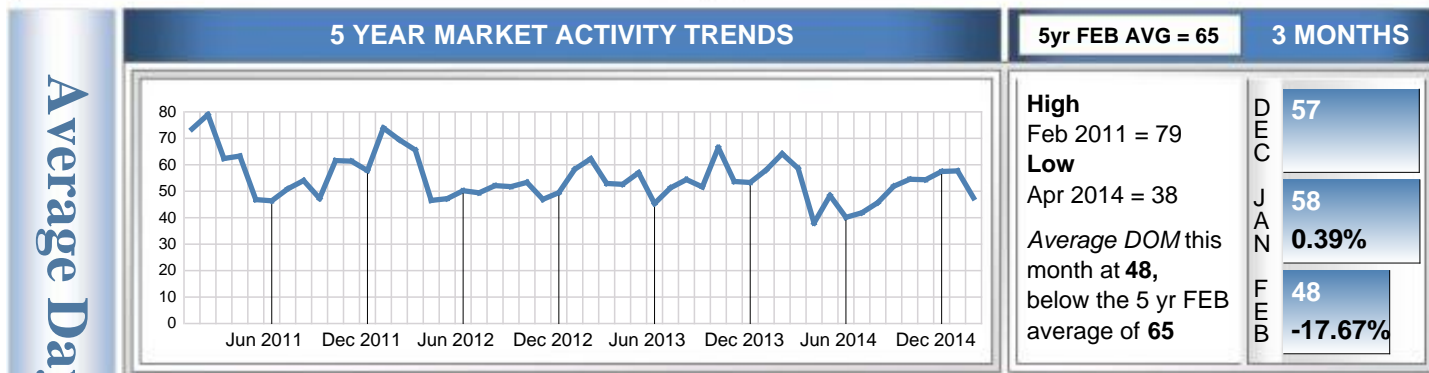
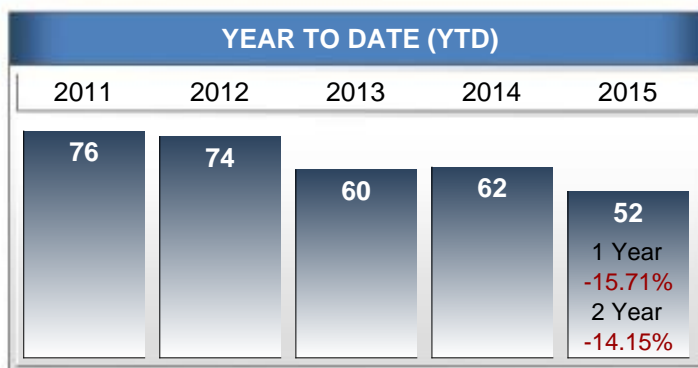
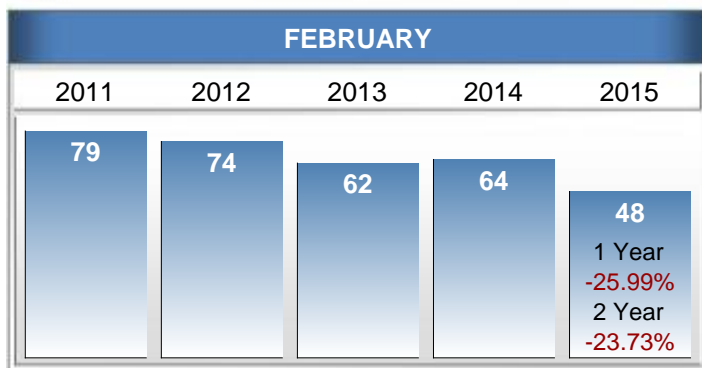
Closed Sales as of Mar 16, 2015



Average Days on Market to Sale

Report Produced on: Mar 16, 2015

Area Delimited by County Of Washington



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+
\$20,000 and less	4	7.14%	47.3	61.7	4.0	0.0	0.0
\$20,001 \$50,000	6	10.71%	44.7	63.7	25.7	0.0	0.0
\$50,001 \$100,000	11	19.64%	39.9	16.0	42.9	64.0	0.0
\$100,001 \$140,000	14	25.00%	44.9	20.0	50.1	41.4	0.0
\$140,001 \$170,000	9	16.07%	57.2	33.3	32.0	106.0	0.0
\$170,001 \$230,000	6	10.71%	59.5	0.0	76.5	51.0	0.0
\$230,001 and up	6	10.71%	44.0	0.0	0.0	18.8	170.0
Average Closed DOM: 47.5				43.2	43.4	49.3	170.0
Total Closed Units: 56				13	24	18	1
Total Closed Volume: 7,121,703				969.03K	2.40M	3.26M	489.50K



Monthly Inventory Analysis

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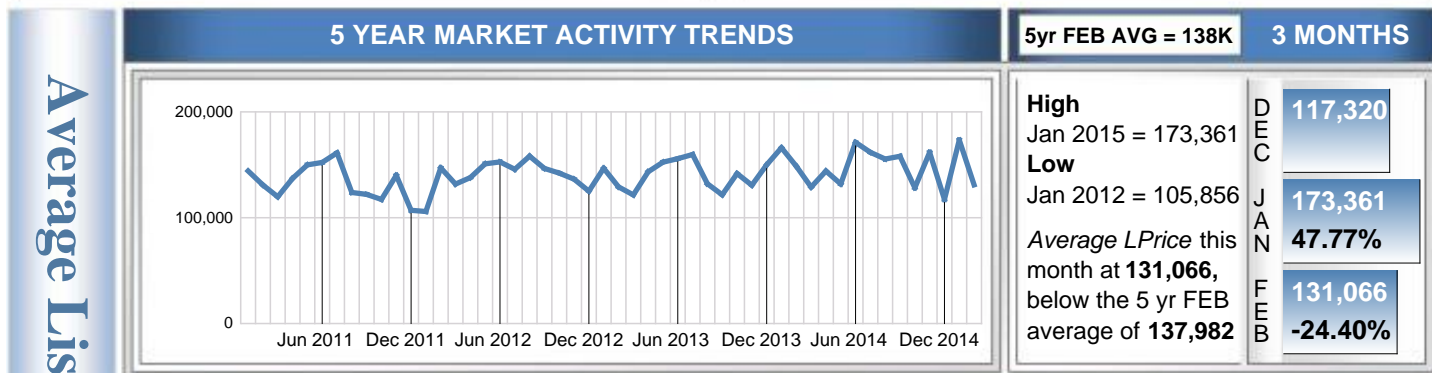
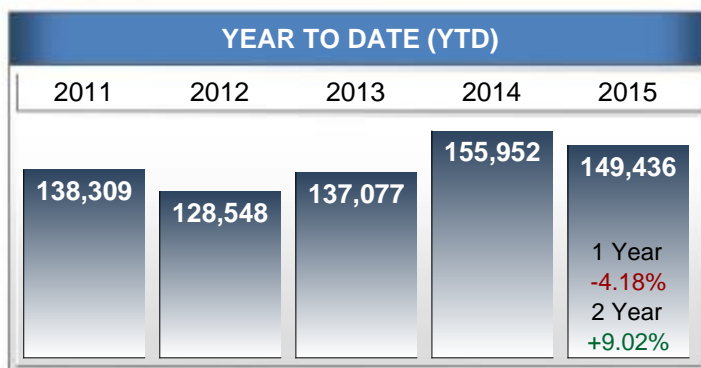
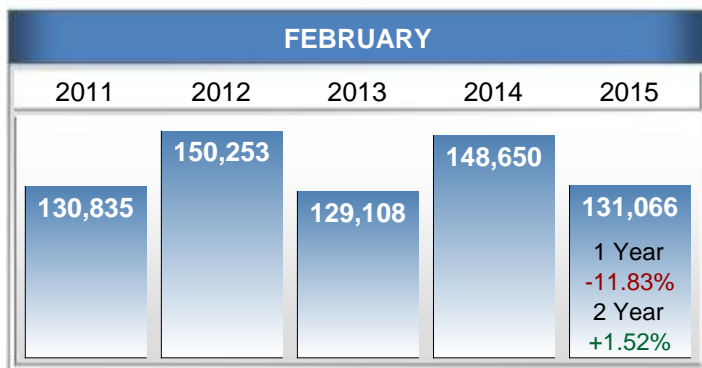
Closed Sales as of Mar 16, 2015



Average List Price at Closing

Report Produced on: Mar 16, 2015

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	5	8.93%	13,380	12,633	18,000	0	0
\$20,001 \$50,000	5	8.93%	42,160	37,000	36,933	0	0
\$50,001 \$100,000	12	21.43%	79,425	59,900	81,938	79,900	0
\$100,001 \$140,000	12	21.43%	121,950	141,890	118,275	124,920	0
\$140,001 \$170,000	8	14.29%	153,386	164,106	157,450	159,300	0
\$170,001 \$230,000	9	16.07%	204,003	0	194,500	211,000	0
\$230,001 and up	5	8.93%	316,472	0	0	262,392	499,900
Average List Price:	\$131,066			\$82,078	\$101,433	\$185,464	\$499,900
Total Closed Units:	56			13	24	18	1
Total List Volume:	7,339,673			1.07M	2.43M	3.34M	499.90K



Monthly Inventory Analysis

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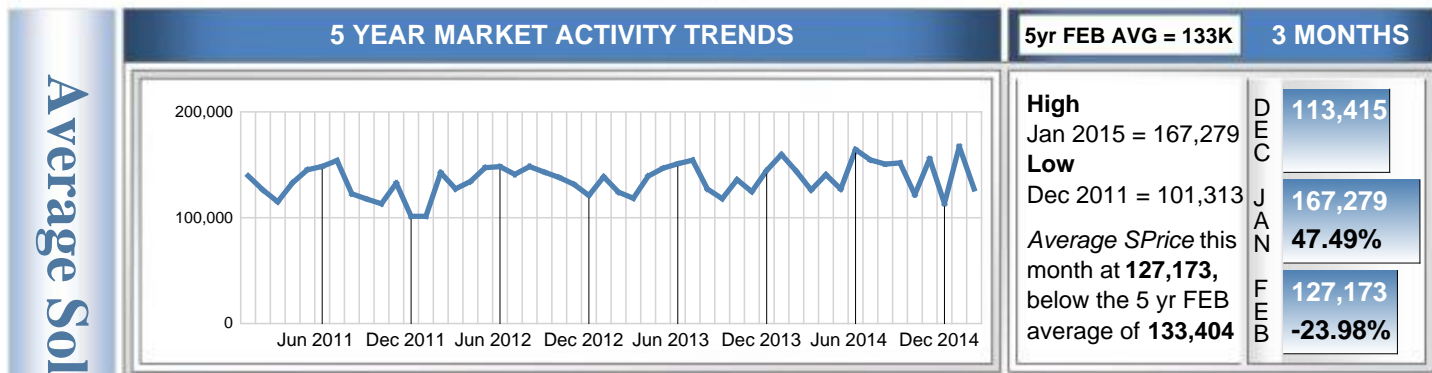
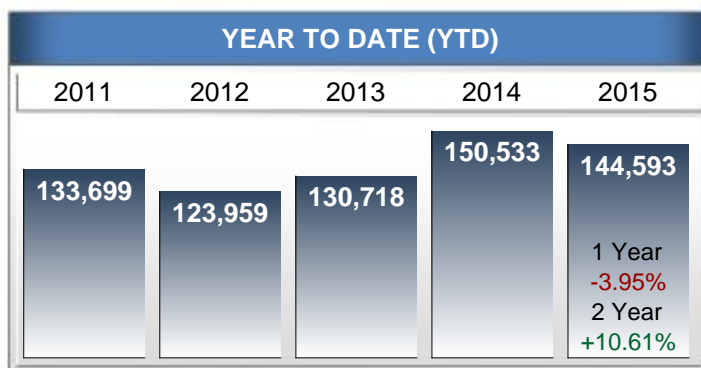
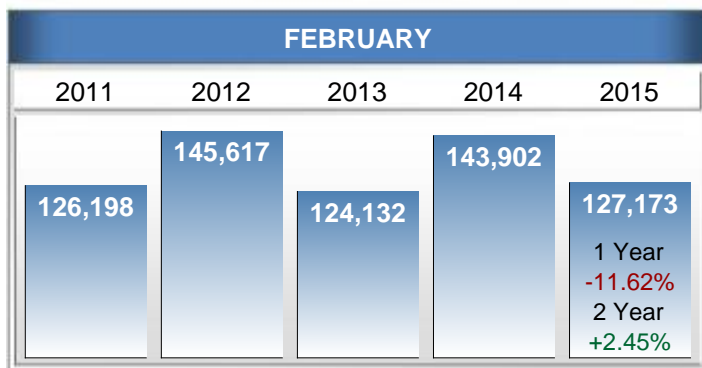
Closed Sales as of Mar 16, 2015



Average Sold Price at Closing

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Area Delimited by County Of Washington



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+
\$20,000 and less	4		7.14%	10,000	8,333	15,000	0	0
\$20,001 \$50,000	6		10.71%	36,743	34,667	38,820	0	0
\$50,001 \$100,000	11		19.64%	74,872	56,000	80,437	68,100	0
\$100,001 \$140,000	14		25.00%	117,739	118,840	116,750	119,100	0
\$140,001 \$170,000	9		16.07%	155,233	152,299	157,500	157,633	0
\$170,001 \$230,000	6		10.71%	198,334	0	190,000	202,500	0
\$230,001 and up	6		10.71%	300,369	0	0	262,543	489,500
Average Closed Price:	\$127,173				\$74,541	\$100,165	\$181,068	\$489,500
Total Closed Units:	56				13	24	18	1
Total Closed Volume:	7,121,703				969.03K	2.40M	3.26M	489.50K



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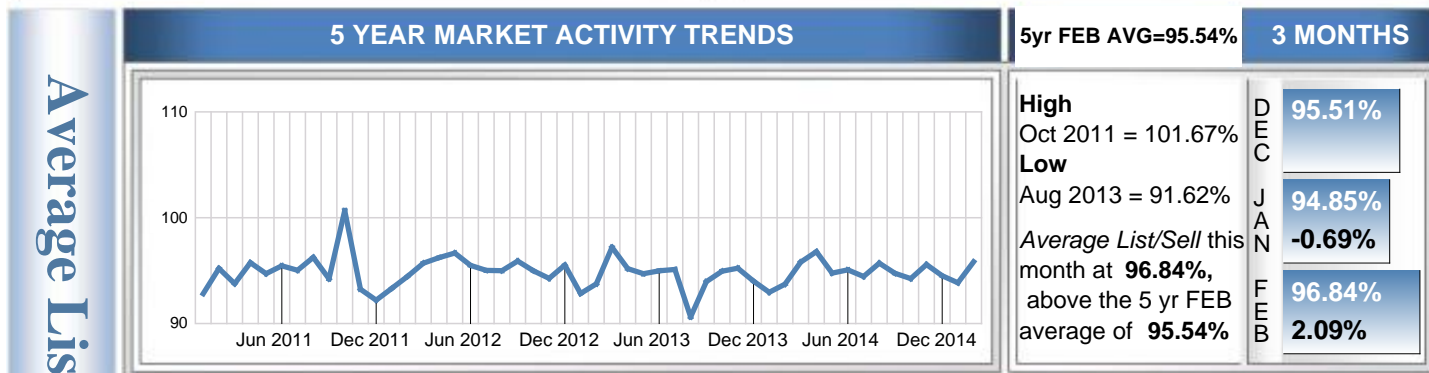
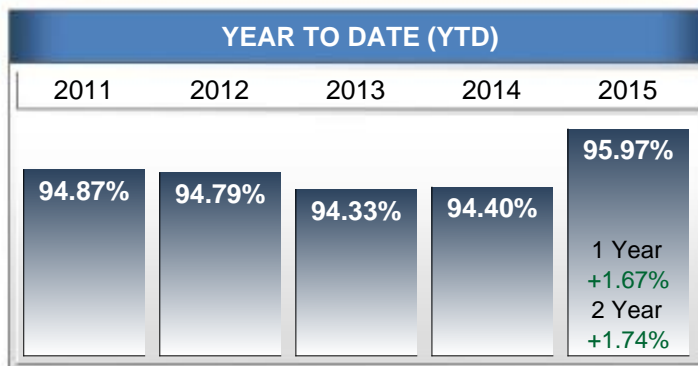
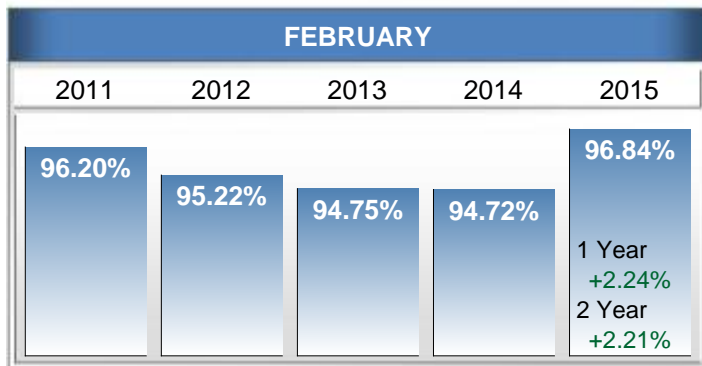
Closed Sales as of Mar 16, 2015



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Average List/Sell Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	7.14%	73.69%	70.47%	83.33%	0.00%	0.00%
\$20,001 \$50,000	6	10.71%	111.00%	93.27%	128.72%	0.00%	0.00%
\$50,001 \$100,000	11	19.64%	96.20%	93.49%	98.26%	85.23%	0.00%
\$100,001 \$140,000	14	25.00%	96.62%	83.76%	99.13%	95.17%	0.00%
\$140,001 \$170,000	9	16.07%	97.07%	94.22%	100.03%	98.89%	0.00%
\$170,001 \$230,000	6	10.71%	96.58%	0.00%	97.69%	96.02%	0.00%
\$230,001 and up	6	10.71%	99.68%	0.00%	0.00%	100.03%	97.92%
Average List/Sell Ratio: 96.80%				87.60%	101.84%	96.78%	97.92%
Total Closed Units: 56					13	24	18
Total Closed Volume: 7,121,703				969.03K	2.40M	3.26M	489.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

Inventory as of Mar 16, 2015



Market Summary

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Area Delimited by County Of Washington



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

Active Inventory as of February 28, 2015 = 422

Closed Sales
Pending Sales
New Listings
Average List Price
Average Sale Price
Average Percent of List Price to Selling Price
Average Days on Market to Sale
Monthly Inventory
Months Supply of Inventory

FEBRUARY			Year To Date		
2014	2015	+/-%	2014	2015	+/-%
68	56	-17.65%	117	99	-15.38%
78	74	-5.13%	148	132	-10.81%
182	119	-34.62%	357	284	-20.45%
148,650	131,066	-11.83%	155,952	149,436	-4.18%
143,902	127,173	-11.62%	150,533	144,593	-3.95%
94.72%	96.84%	2.24%	94.40%	95.97%	1.67%
64.18	47.50	-25.99%	61.61	51.93	-15.71%
622	422	-32.15%	622	422	-32.15%
8.39	5.61	-33.06%	8.39	5.61	-33.06%

