



February 2015

Area Delimited by County Of Washington

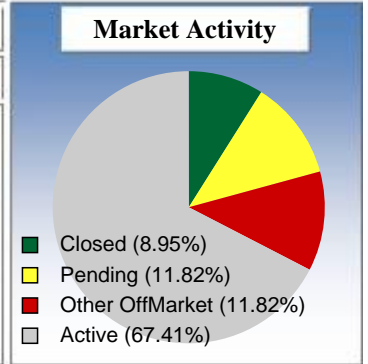


Absorption: Last 12 months, an Average of **75** Sales/Month

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

Closed Listings	68	56	-17.65%
Pending Listings	78	74	-5.13%
New Listings	182	119	-34.62%
Median List Price	119,450	119,900	0.38%
Median Sale Price	113,250	113,500	0.22%
Median Percent of List Price to Selling Price	97.12%	97.82%	0.72%
Median Days on Market to Sale	55.50	34.00	-38.74%
End of Month Inventory	622	422	-32.15%
Months Supply of Inventory	8.39	5.61	-33.06%

FEBRUARY		
2014	2015	+/-%
68	56	-17.65%
78	74	-5.13%
182	119	-34.62%
119,450	119,900	0.38%
113,250	113,500	0.22%
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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.

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 **0.22%** in February 2015 to \$113,500 versus the previous year at \$113,250.

Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 21.50 days or **38.74%** in February 2015 compared to last year's same month at **55.50** DOM.

Sales Success for February 2015 is Positive

Overall, with Median Prices going up 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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

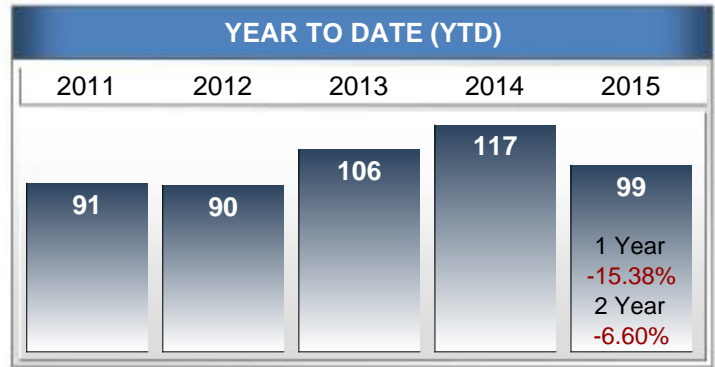
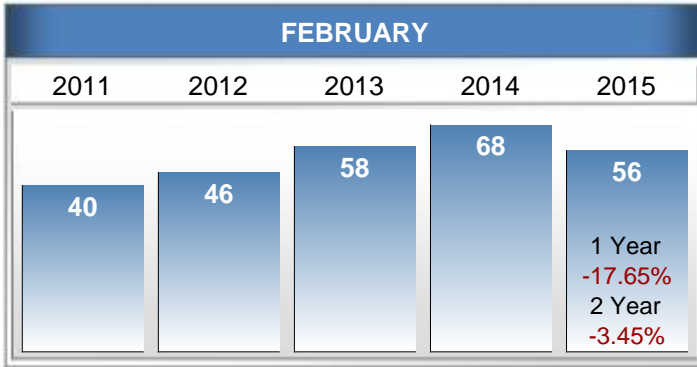
Closed Sales as of Mar 16, 2015



Closed Listings

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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+
\$20,000 and less	4	7.14%	43.5	3	1	0	0
\$20,001 \$50,000	6	10.71%	54.0	3	3	0	0
\$50,001 \$100,000	11	19.64%	27.0	2	8	1	0
\$100,001 \$140,000	14	25.00%	35.5	1	8	5	0
\$140,001 \$170,000	9	16.07%	14.0	4	2	3	0
\$170,001 \$230,000	6	10.71%	66.5	0	2	4	0
\$230,001 and up	6	10.71%	16.0	0	0	5	1
Total Closed Units:	56		34.0	13	24	18	1
Total Closed Volume:	7,121,703			969.03K	2.40M	3.26M	489.50K
Median Closed Price:	\$113,500			\$55,000	\$101,750	\$180,501	\$489,500

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Monthly Inventory Analysis

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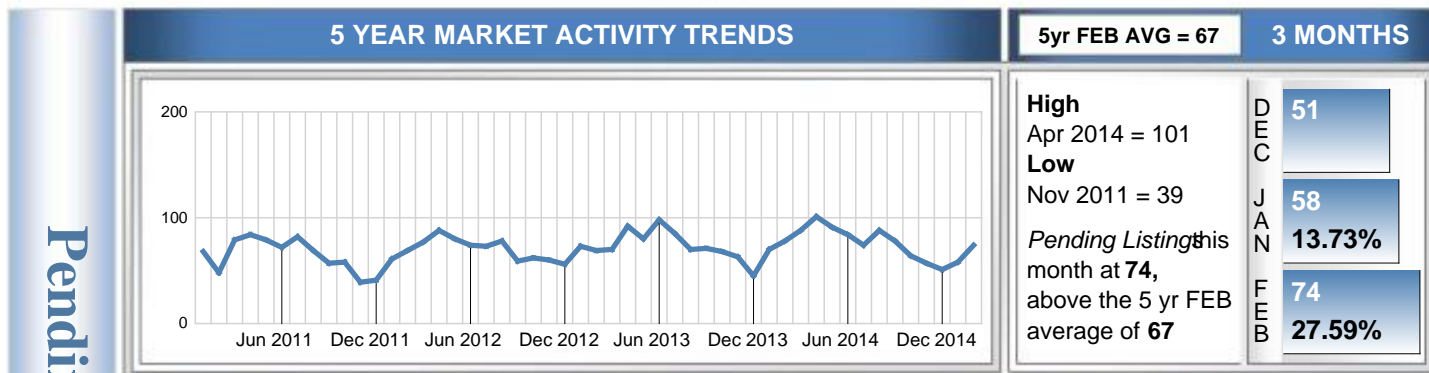
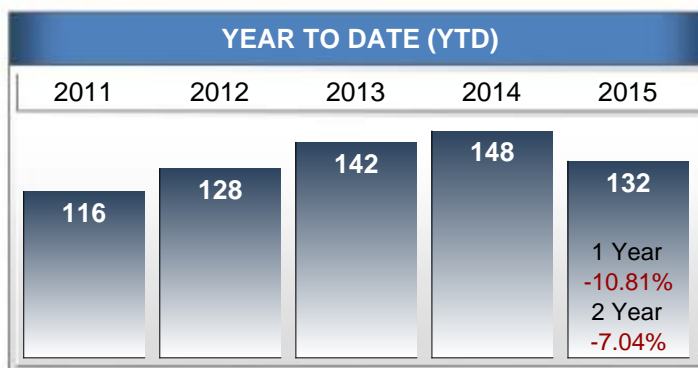
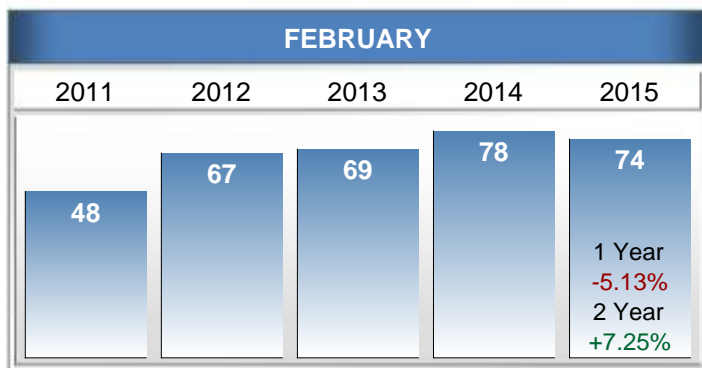
Pending Listings as of Mar 16, 2015



Pending Listings

Report Produced on: Mar 16, 2015

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	3	4.05%	4.0	1	2	0	0		
\$30,001 - \$50,000	11	14.86%	20.0	3	7	1	0		
\$50,001 - \$80,000	10	13.51%	44.5	3	6	1	0		
\$80,001 - \$140,000	19	25.68%	28.0	0	16	3	0		
\$140,001 - \$180,000	14	18.92%	48.5	2	7	4	1		
\$180,001 - \$260,000	10	13.51%	73.5	0	2	8	0		
\$260,001 and up	7	9.46%	20.0	0	2	4	1		
Total Pending Units:				74	28.0	9	42	21	2
Total Pending Volume:				10,063,054		676.80K	4.56M	4.17M	654.00K
Median Listing Price:				\$124,950		\$59,900	\$107,450	\$200,000	\$327,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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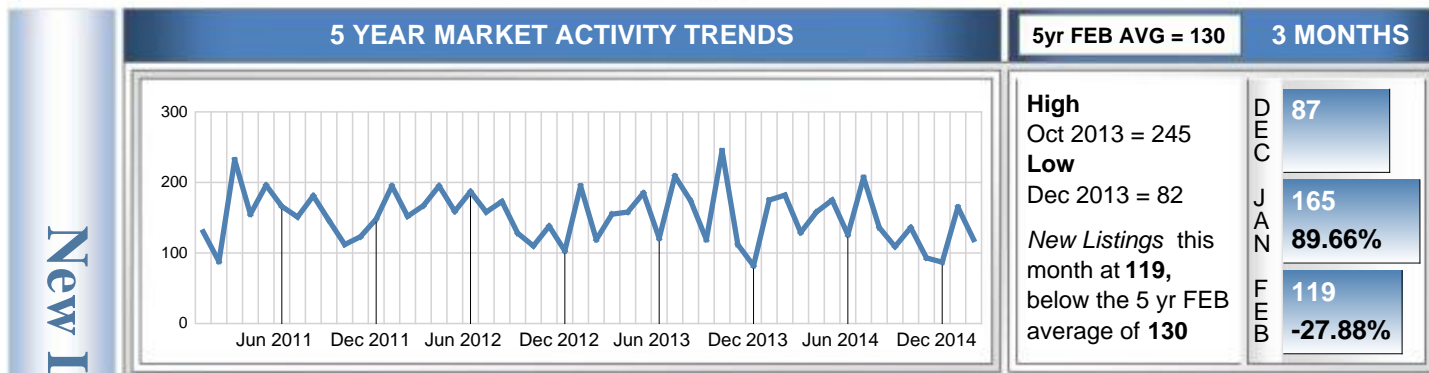
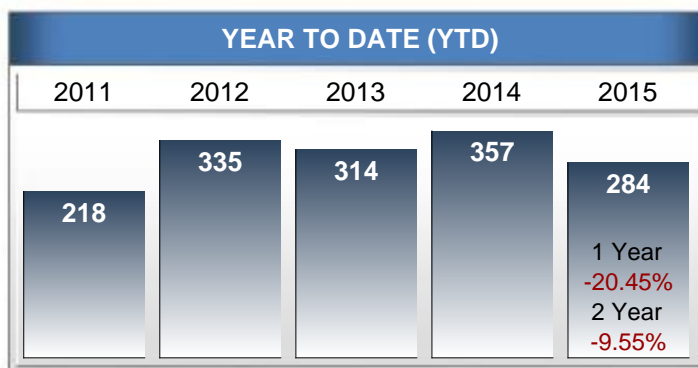
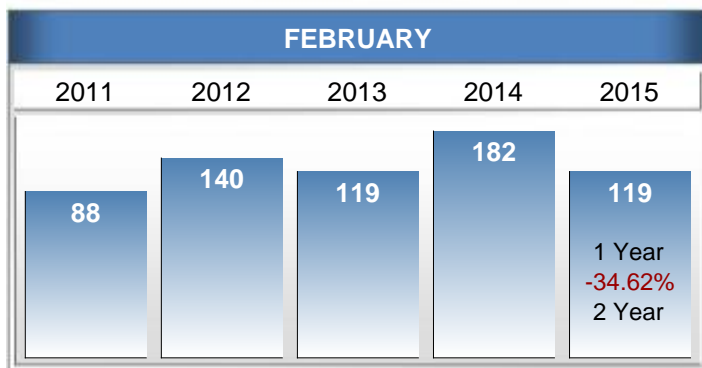
New Listings as of Mar 16, 2015



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
Median New Listed Listing Price:	\$89,000	\$62,000	\$117,250	\$204,950	\$349,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

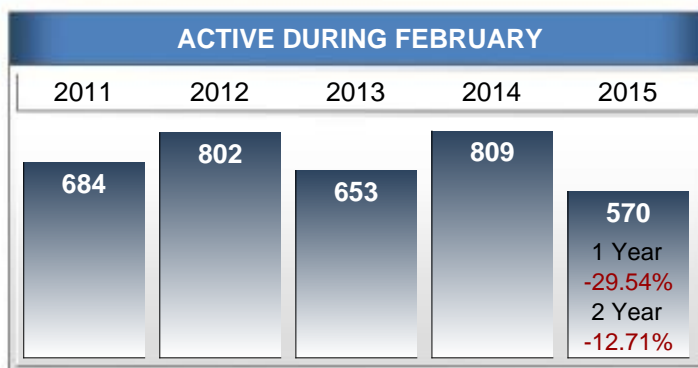
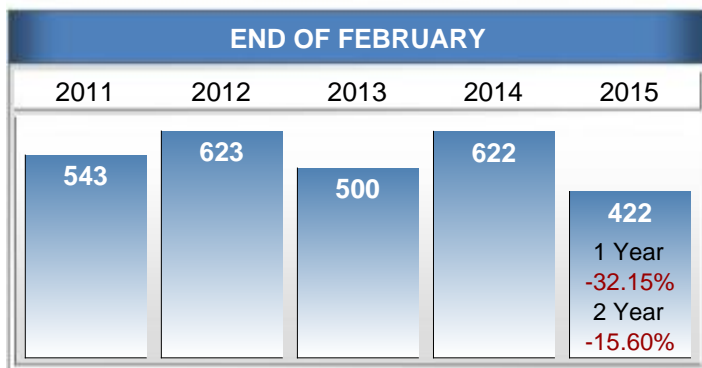
Active Inventory as of Mar 16, 2015



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	27	6.40%	150.0	27	0	0	0		
\$20,001 \$50,000	68	16.11%	43.5	59	8	1	0		
\$50,001 \$70,000	63	14.93%	30.0	43	20	0	0		
\$70,001 \$120,000	104	24.64%	44.0	46	51	7	0		
\$120,001 \$180,000	59	13.98%	53.0	11	31	16	1		
\$180,001 \$310,000	58	13.74%	65.5	3	15	36	4		
\$310,001 and up	43	10.19%	71.0	12	5	17	9		
Total Active Inventory by Units:				422	52.5	201	130	77	14
Total Active Inventory by Volume:				78,609,451		28.51M	16.91M	18.61M	14.58M
Median Active Inventory Listing Price:				\$89,950		\$58,000	\$111,000	\$230,000	\$328,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

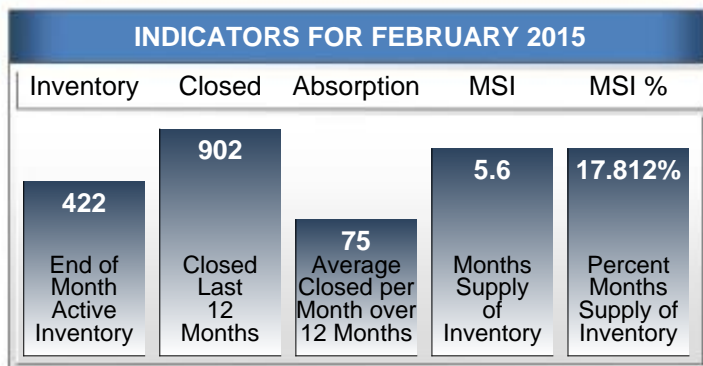
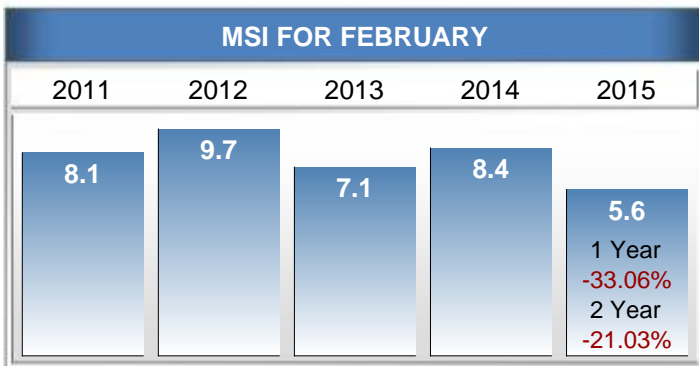
Active Inventory as of Mar 16, 2015



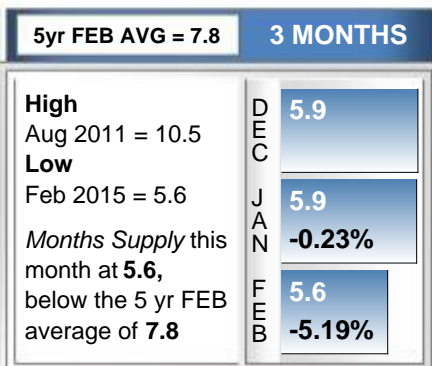
Months Supply of Inventory

Report Produced on: Mar 16, 2015

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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+
\$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

Data from the Greater Tulsa Association of REALTORS®

February 2015

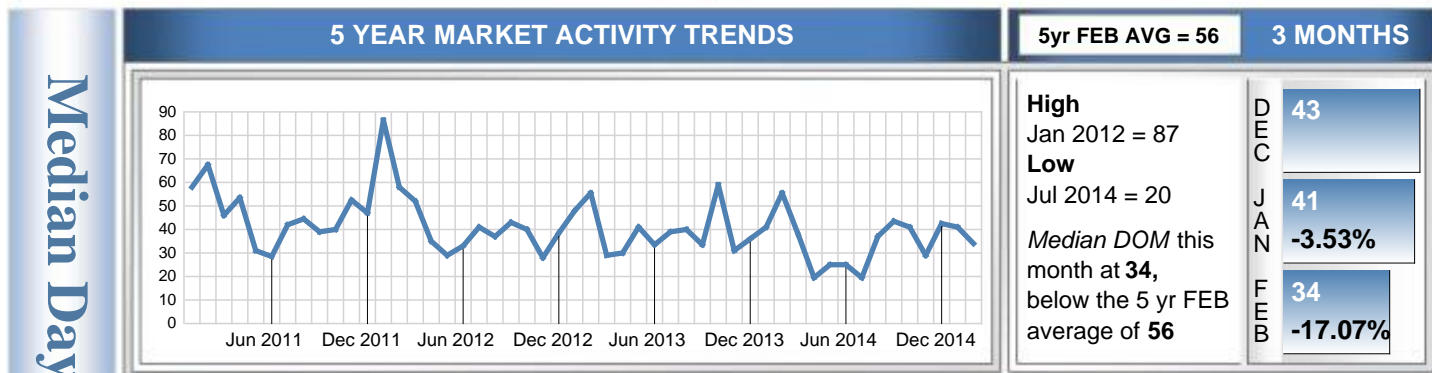
Closed Sales as of Mar 16, 2015



Median Days on Market to Sale

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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+
\$20,000 and less	4		7.14%	43.5	75.0	4.0	0.0	0.0
\$20,001 \$50,000	6		10.71%	54.0	58.0	5.0	0.0	0.0
\$50,001 \$100,000	11		19.64%	27.0	16.0	23.0	64.0	0.0
\$100,001 \$140,000	14		25.00%	35.5	20.0	35.0	38.0	0.0
\$140,001 \$170,000	9		16.07%	14.0	11.0	32.0	129.0	0.0
\$170,001 \$230,000	6		10.71%	66.5	0.0	76.5	52.5	0.0
\$230,001 and up	6		10.71%	16.0	0.0	0.0	14.0	170.0
Median Closed DOM:	34.0				31.0	27.5	36.5	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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February 2015

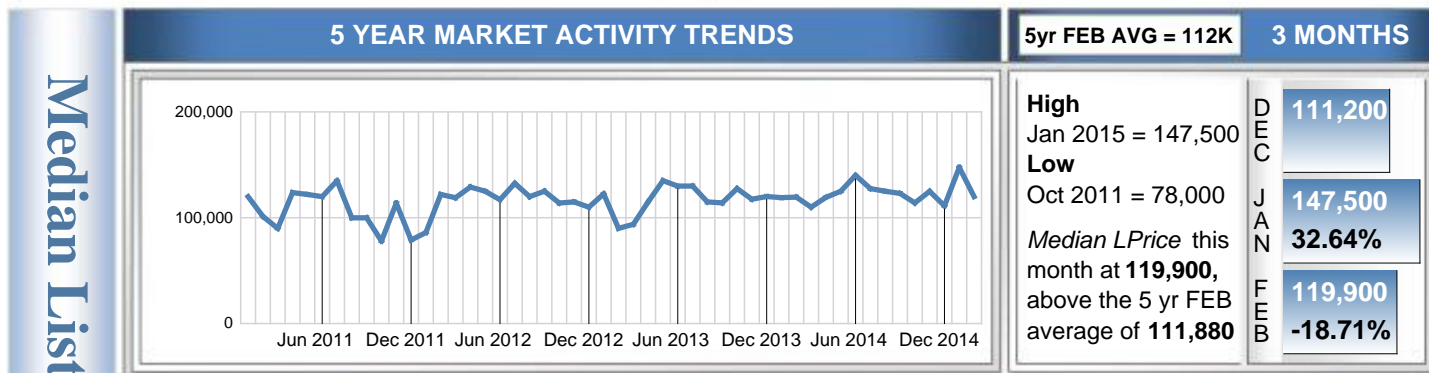
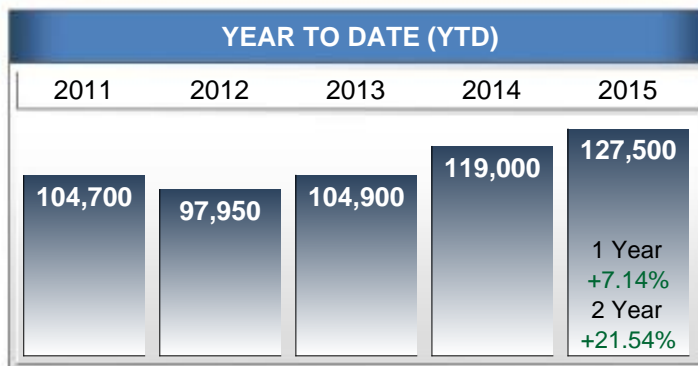
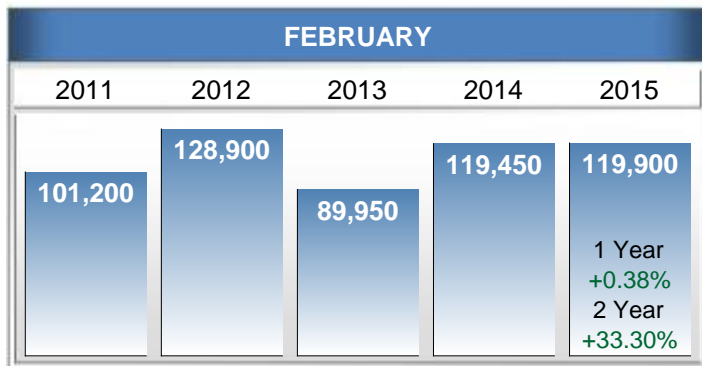
Closed Sales as of Mar 16, 2015



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+
\$20,000 and less	5		8.93%	12,000	12,000	14,500	0	0
\$20,001 \$50,000	5		8.93%	45,000	40,000	49,900	0	0
\$50,001 \$100,000	12		21.43%	80,500	59,900	82,500	79,900	0
\$100,001 \$140,000	12		21.43%	119,900	133,000	112,450	124,900	0
\$140,001 \$170,000	8		14.29%	149,950	145,895	145,000	158,900	0
\$170,001 \$230,000	9		16.07%	200,000	186,763	194,500	215,000	0
\$230,001 and up	5		8.93%	277,950	0	0	276,475	499,900
Median List Price:		\$119,900			\$59,900	\$98,700	\$184,000	\$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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February 2015

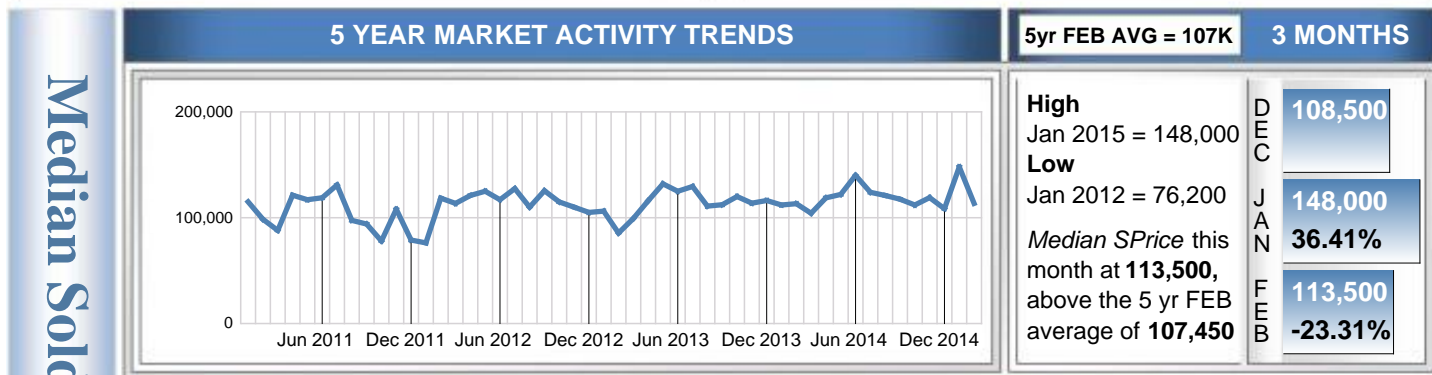
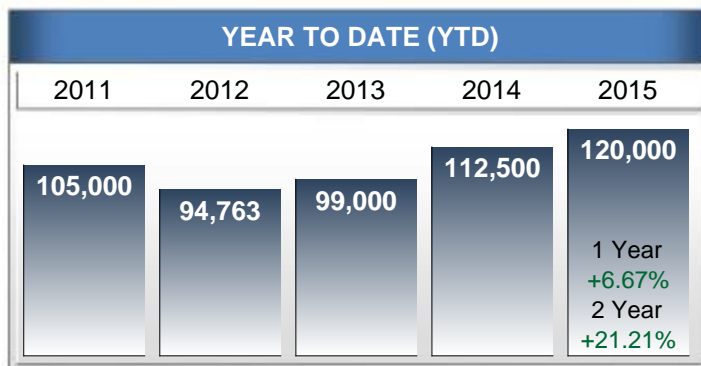
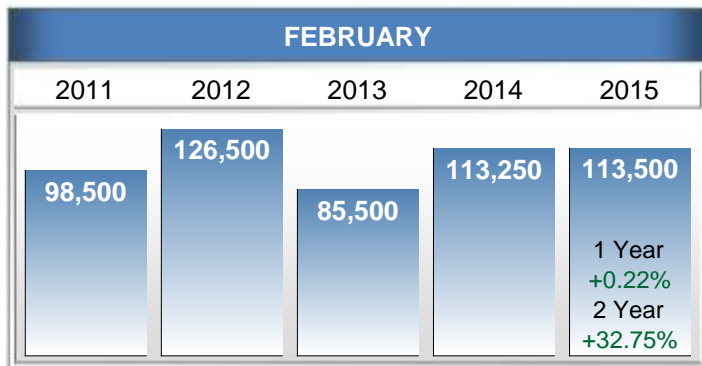
Closed Sales as of Mar 16, 2015



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+
\$20,000 and less	4		7.14%	10,000	8,000	15,000	0	0
\$20,001 \$50,000	6		10.71%	40,000	35,000	45,000	0	0
\$50,001 \$100,000	11		19.64%	74,494	56,000	78,750	68,100	0
\$100,001 \$140,000	14		25.00%	113,500	118,840	109,500	117,000	0
\$140,001 \$170,000	9		16.07%	150,794	150,347	157,500	158,900	0
\$170,001 \$230,000	6		10.71%	198,500	0	190,000	198,500	0
\$230,001 and up	6		10.71%	277,475	0	0	277,000	489,500
Median Closed Price:	\$113,500				\$55,000	\$101,750	\$180,501	\$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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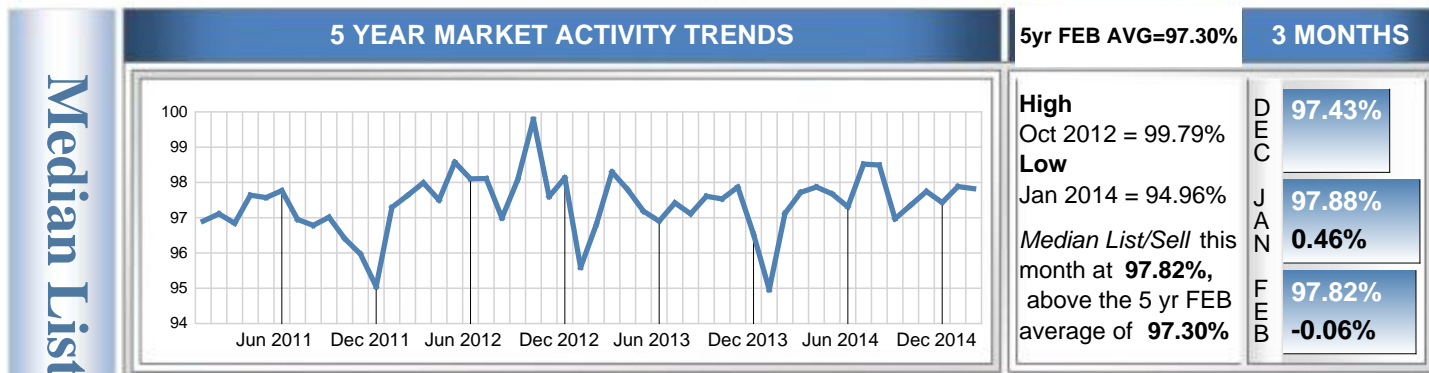
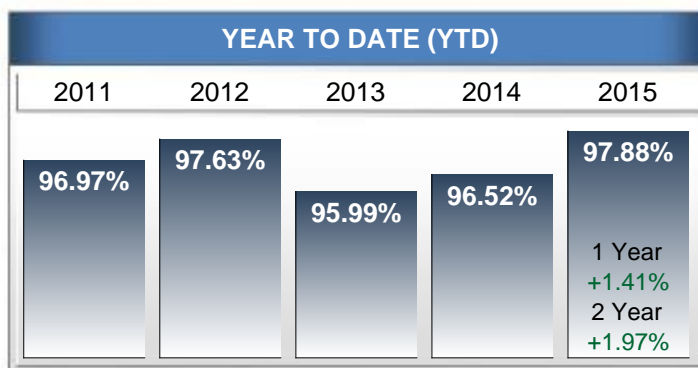
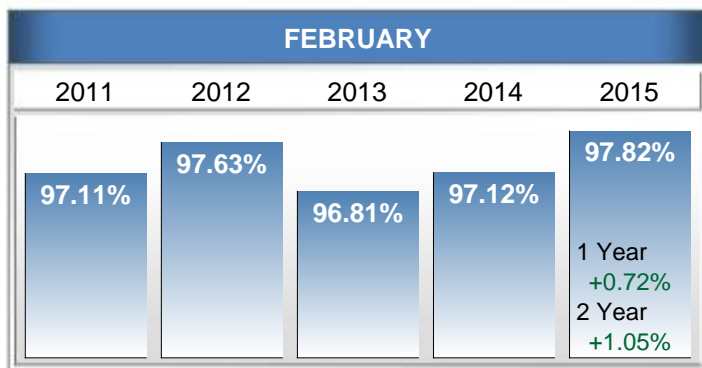
Closed Sales as of Mar 16, 2015



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+
\$20,000 and less	4	7.14%	75.00%	66.67%	83.33%	0.00%	0.00%
\$20,001 \$50,000	6	10.71%	96.15%	92.31%	100.00%	0.00%	0.00%
\$50,001 \$100,000	11	19.64%	97.88%	93.49%	100.00%	85.23%	0.00%
\$100,001 \$140,000	14	25.00%	95.76%	83.76%	98.41%	94.55%	0.00%
\$140,001 \$170,000	9	16.07%	100.00%	96.67%	100.03%	100.00%	0.00%
\$170,001 \$230,000	6	10.71%	97.05%	0.00%	97.69%	96.28%	0.00%
\$230,001 and up	6	10.71%	100.07%	0.00%	0.00%	100.13%	97.92%
Median List/Sell Ratio:	97.82%			91.82%	98.84%	97.58%	97.92%
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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February 2015

Inventory as of Mar 16, 2015



Market Summary

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

Active Inventory as of February 28, 2015 = 422

	FEBRUARY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	68	56	-17.65%	117	99	-15.38%
Pending Sales	78	74	-5.13%	148	132	-10.81%
New Listings	182	119	-34.62%	357	284	-20.45%
Median List Price	119,450	119,900	0.38%	119,000	127,500	7.14%
Median Sale Price	113,250	113,500	0.22%	112,500	120,000	6.67%
Median Percent of List Price to Selling Price	97.12%	97.82%	0.72%	96.52%	97.88%	1.41%
Median Days on Market to Sale	55.50	34.00	-38.74%	50.00	35.00	-30.00%
Monthly Inventory	622	422	-32.15%	622	422	-32.15%
Months Supply of Inventory	8.39	5.61	-33.06%	8.39	5.61	-33.06%

