



# January 2015

Area Delimited by County Of Washington

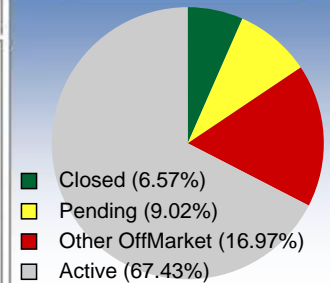


**Absorption:** Last 12 months, an Average of **76** Sales/Month

**Active Inventory** as of January 31, 2015 = **441**

	JANUARY		
	2014	2015	+/- %
Closed Listings	49	43	-12.24%
Pending Listings	70	59	-15.71%
New Listings	175	165	-5.71%
Average List Price	166,084	173,361	4.38%
Average Sale Price	159,735	167,279	4.72%
Average Percent of List Price to Selling Price	93.95%	94.85%	0.95%
Average Days on Market to Sale	58.02	57.70	-0.56%
End of Month Inventory	627	441	-29.67%
Months Supply of Inventory	8.55	5.79	-32.28%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 19, 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 January 2015 decreased **29.67%** to 441 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **5.79** 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 **4.72%** in January 2015 to \$167,279 versus the previous year at \$159,735.

### Average Days on Market Shortens

The average number of **57.70** days that homes spent on the market before selling decreased by 0.32 days or **0.56%** in January 2015 compared to last year's same month at **58.02** DOM.

### Sales Success for January 2015 is Positive

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

There were 165 New Listings in January 2015, down **5.71%** from last year at 175. Furthermore, there were 43 Closed Listings this month versus last year at 49, a **-12.24%** decrease.

Closed versus Listed trends yielded a **26.1%** ratio, down from last year's January 2015 at **28.0%**, a **6.93%** downswing. 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

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

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2015

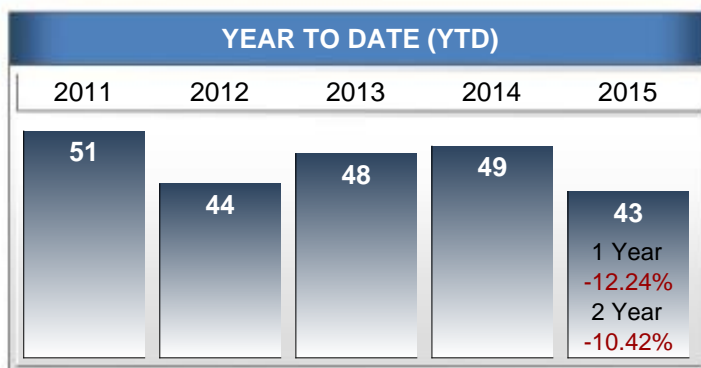
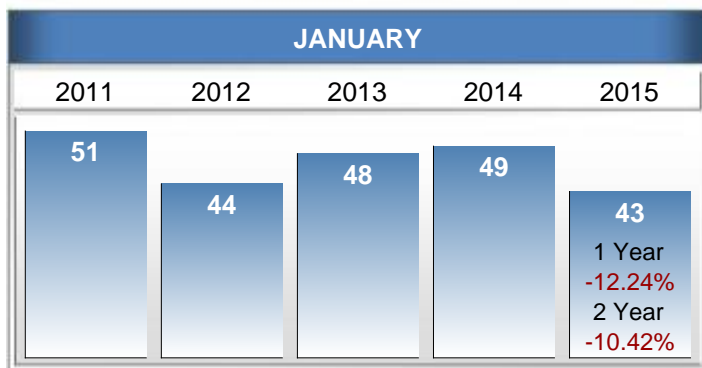
Closed Sales as of Feb 19, 2015



### Closed Listings

Report Produced on: Feb 19, 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+
\$25,000 and less	2	4.65%	51.5	0	2	0	0
\$25,001 - \$50,000	5	11.63%	57.6	1	3	0	1
\$50,001 - \$75,000	5	11.63%	64.0	1	2	2	0
\$75,001 - \$150,000	11	25.58%	79.0	0	10	1	0
\$150,001 - \$200,000	10	23.26%	71.3	1	5	4	0
\$200,001 - \$350,000	5	11.63%	17.6	0	0	4	1
\$350,001 and up	5	11.63%	20.0	1	2	1	1
<b>Total Closed Units:</b>	<b>43</b>		<b>57.7</b>	<b>4</b>	<b>24</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>7,192,980</b>			<b>675.88K</b>	<b>3.06M</b>	<b>2.65M</b>	<b>807.00K</b>
<b>Average Closed Price:</b>	<b>\$167,279</b>			<b>\$168,970</b>	<b>\$127,475</b>	<b>\$220,892</b>	<b>\$269,000</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2015

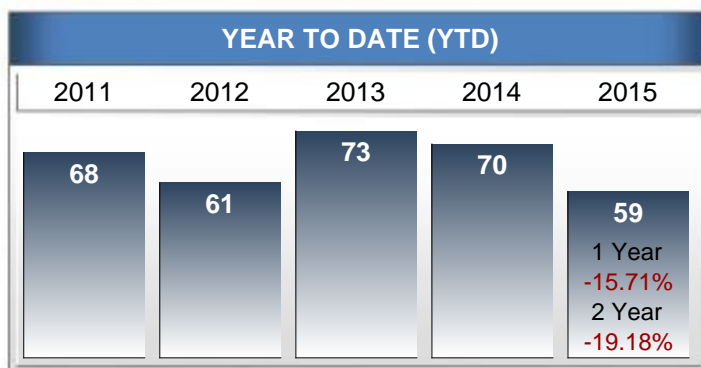
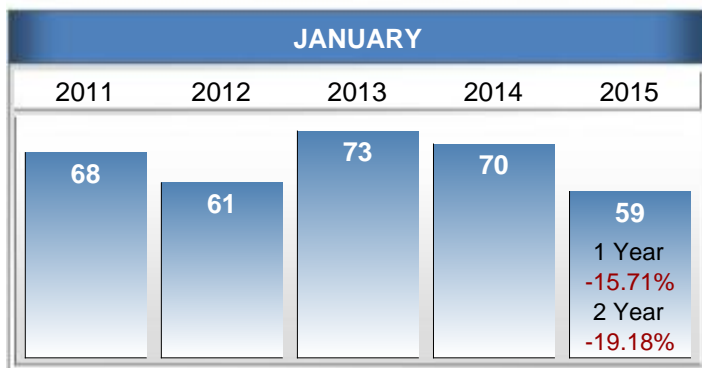
Pending Listings as of Feb 19, 2015



### Pending Listings

Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



**5yr JAN AVG = 66**      **3 MONTHS**

**High**  
Apr 2014 = 101

**Low**  
Nov 2011 = 39

Pending Listing this month at **59**, below the 5 yr JAN average of **66**

NOV	60
DEC	51
JAN	59

**-15.00%**  
**15.69%**

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+		
\$20,000 and less	4	6.78%	47.5	3	1	0	0		
\$20,001 - \$60,000	8	13.56%	57.3	3	5	0	0		
\$60,001 - \$90,000	10	16.95%	74.2	0	8	2	0		
\$90,001 - \$130,000	12	20.34%	60.0	0	9	3	0		
\$130,001 - \$160,000	10	16.95%	49.2	2	3	5	0		
\$160,001 - \$230,000	9	15.25%	40.4	1	5	3	0		
\$230,001 and up	6	10.17%	30.2	0	0	5	1		
Total Pending Units:				59	50.4	9	31	18	1
Total Pending Volume:				7,467,158		621.80K	3.19M	3.19M	460.00K
Average Listing Price:				\$105,320		\$69,089	\$102,942	\$177,453	\$460,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2015

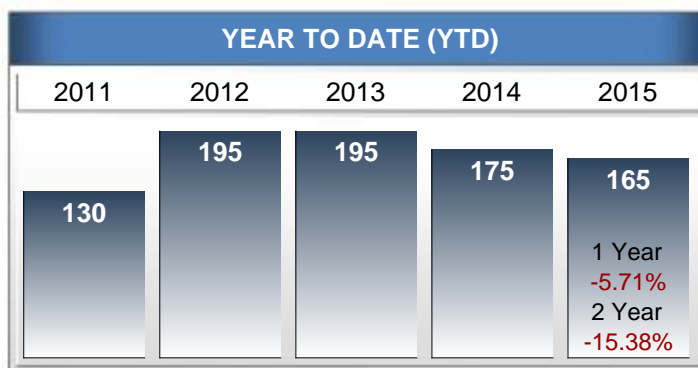
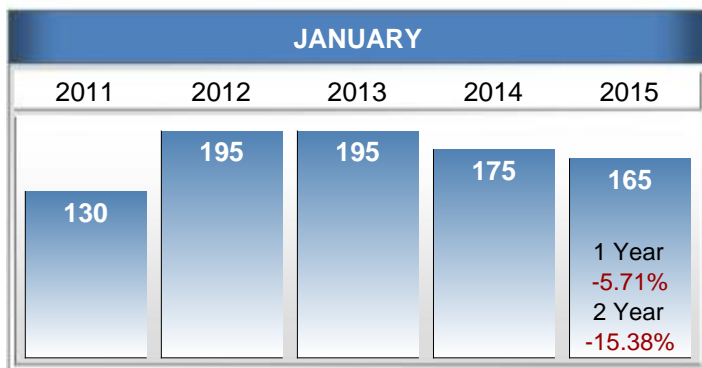
New Listings as of Feb 19, 2015



### New Listings

Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



New Listings  
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**5yr JAN AVG = 172**      **3 MONTHS**

**High**  
Oct 2013 = 245

**Low**  
Dec 2013 = 82

*New Listings* this month at **165**, below the 5 yr JAN average of **172**

N	93
O	
V	
D	87
E	-6.45%
C	
J	165
A	89.66%
N	

#### 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	19	11.52%	14	5	0	0
\$30,001 \$50,000	21	12.73%	14	7	0	0
\$50,001 \$70,000	14	8.48%	7	7	0	0
\$70,001 \$120,000	43	26.06%	24	18	1	0
\$120,001 \$160,000	29	17.58%	5	14	9	1
\$160,001 \$270,000	21	12.73%	2	6	13	0
\$270,001 and up	18	10.91%	5	3	9	1
<b>Total New Listed Units:</b>	<b>165</b>		<b>71</b>	<b>60</b>	<b>32</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>25,027,445</b>		<b>9.96M</b>	<b>7.06M</b>	<b>7.30M</b>	<b>705.00K</b>
<b>Average New Listed Listing Price:</b>	<b>\$0</b>		<b>\$140,316</b>	<b>\$117,690</b>	<b>\$228,081</b>	<b>\$352,500</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2015

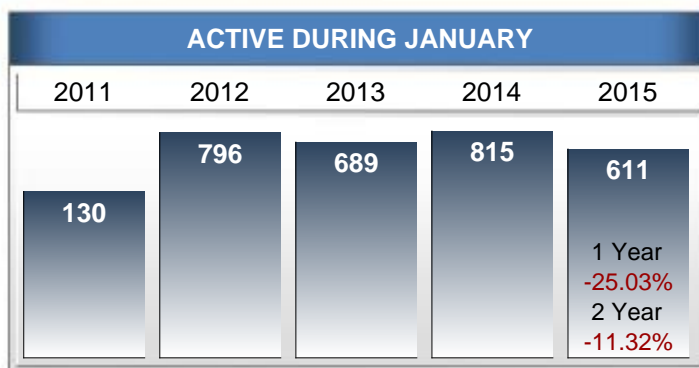
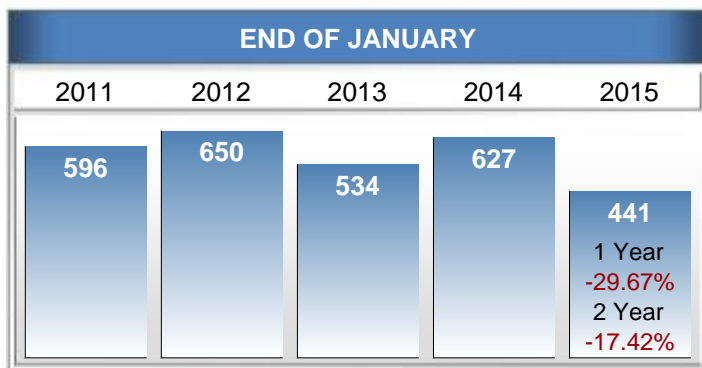
Active Inventory as of Feb 19, 2015



### Active Inventory

Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr JAN AVG = 570	3 MONTHS
<b>High</b> Oct 2013 = 702	<b>NOV</b> 469
<b>Low</b> Jan 2015 = 441	<b>DEC</b> 446
<i>Inventory</i> this month at <b>441</b> , below the 5 yr JAN average of <b>570</b>	<b>JAN</b> 441
	<b>-4.90%</b>
	<b>-1.12%</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	101	22.90%	72.7	85	14	2	0	
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0	
\$50,001 \$125,000	171	38.78%	78.3	87	75	9	0	
\$125,001 \$175,000	60	13.61%	80.5	7	35	17	1	
\$175,001 \$275,000	57	12.93%	81.2	5	13	37	2	
\$275,001 and up	52	11.79%	98.2	11	10	21	10	
Total Active Inventory by Units:			441	80.1	195	147	86	13
Total Active Inventory by Volume:			78,385,241		24.74M	19.29M	20.38M	13.98M
Average Active Inventory Listing Price:			\$177,744		\$126,866	\$131,198	\$236,966	\$1,075,485



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2015

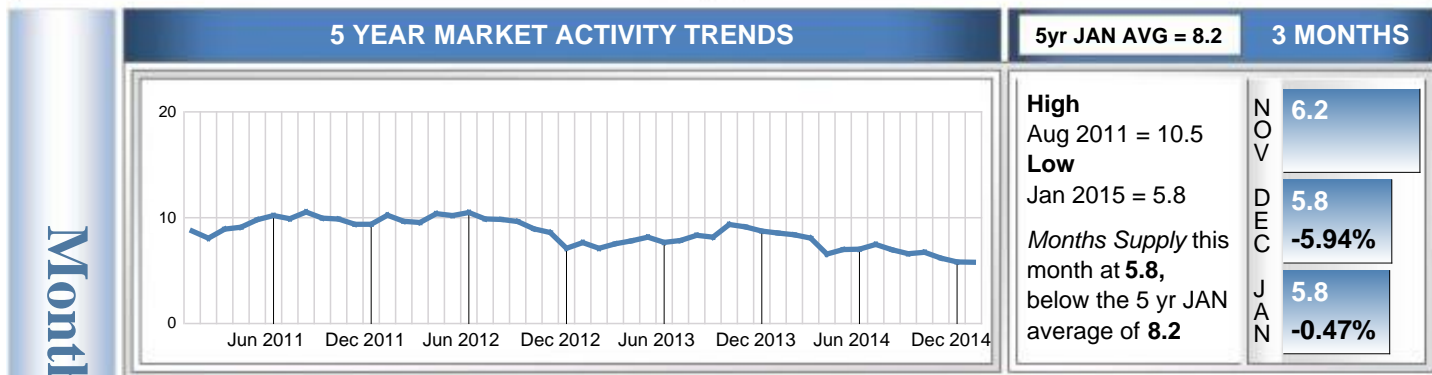
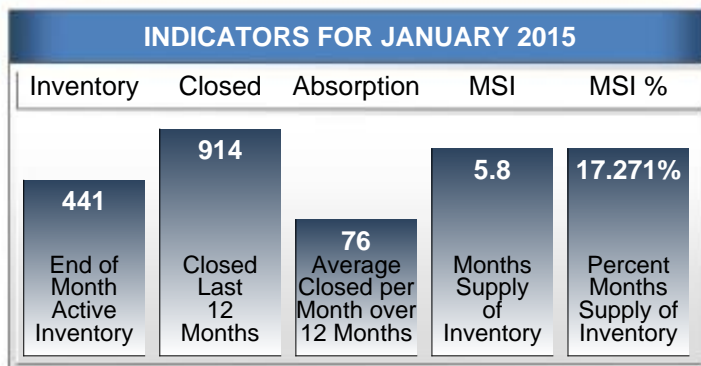
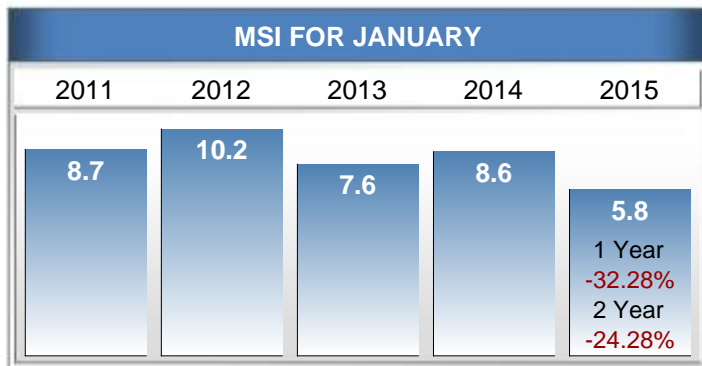
Active Inventory as of Feb 19, 2015



### Months Supply of Inventory

Report Produced on: Feb 19, 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	28	6.35%	10.5	15.4	1.1	0.0	0.0
\$20,001 \$50,000	73	16.55%	8.3	15.5	2.8	8.0	0.0
\$50,001 \$70,000	62	14.06%	9.0	16.3	5.0	2.0	0.0
\$70,001 \$120,000	100	22.68%	4.8	14.7	3.3	2.7	0.0
\$120,001 \$180,000	74	16.78%	4.4	10.2	4.2	3.3	6.0
\$180,001 \$280,000	55	12.47%	4.1	6.0	3.1	4.6	1.7
\$280,001 and up	49	11.11%	7.5	33.0	13.5	4.9	6.3
MSI:			5.8	15.1	3.7	4.1	4.6
Total Active Inventory:			441	195	147	86	13



# Monthly Inventory Analysis

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## January 2015

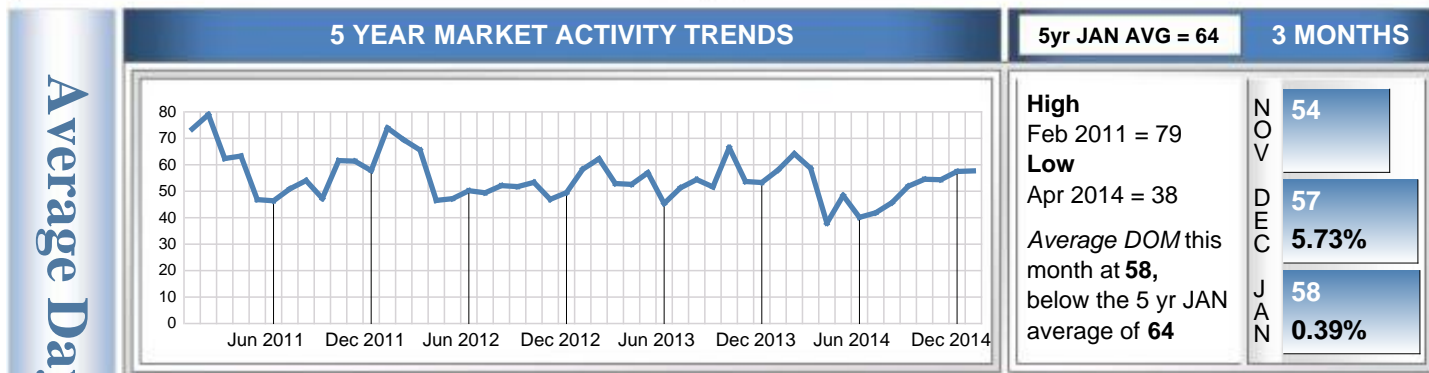
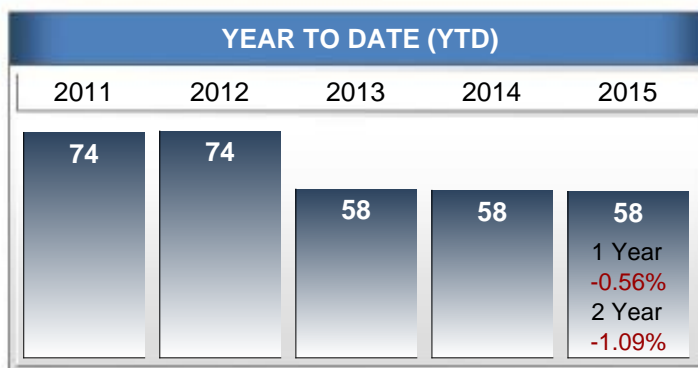
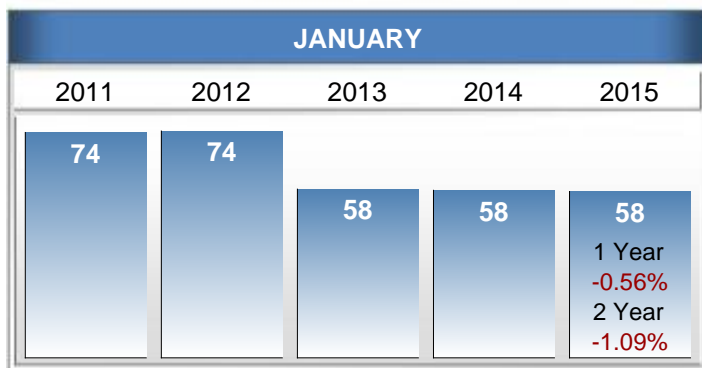
Closed Sales as of Feb 19, 2015



### Average Days on Market to Sale

Report Produced on: Feb 19, 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+
\$25,000 and less	2	4.65%	51.5	0.0	51.5	0.0	0.0
\$25,001 \$50,000	5	11.63%	57.6	27.0	76.0	0.0	33.0
\$50,001 \$75,000	5	11.63%	64.0	5.0	59.5	98.0	0.0
\$75,001 \$150,000	11	25.58%	79.0	0.0	78.7	82.0	0.0
\$150,001 \$200,000	10	23.26%	71.3	84.0	27.4	123.0	0.0
\$200,001 \$350,000	5	11.63%	17.6	0.0	0.0	20.5	6.0
\$350,001 and up	5	11.63%	20.0	12.0	40.5	1.0	6.0
Average Closed DOM: 57.7				32.0	60.6	71.1	15.0
Total Closed Units: 43				4	24	12	3
Total Closed Volume: 7,192,980				675.88K	3.06M	2.65M	807.00K



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## January 2015

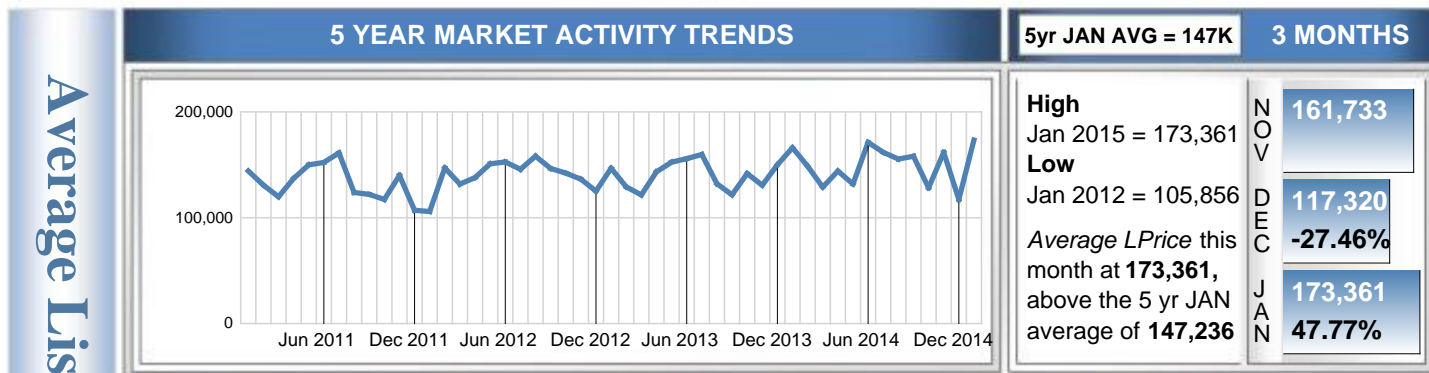
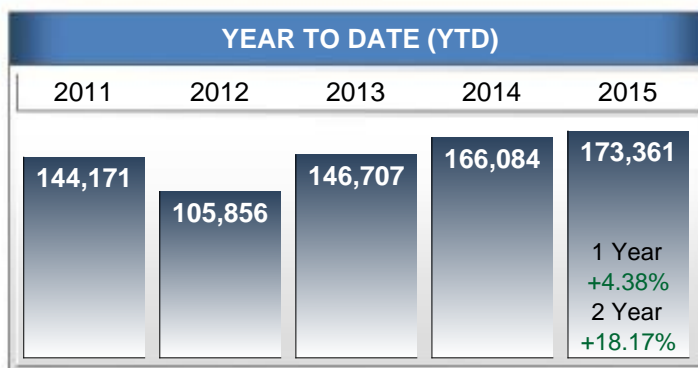
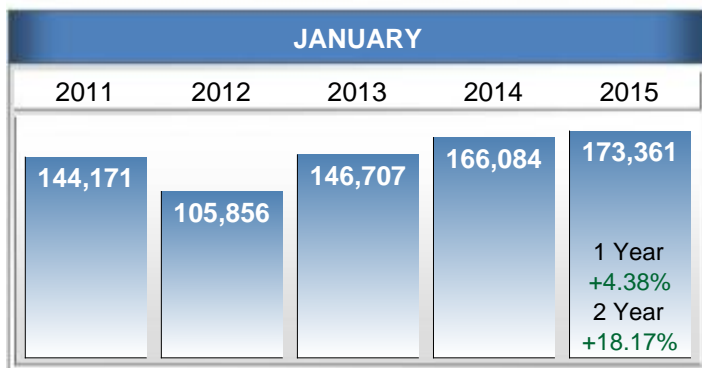
Closed Sales as of Feb 19, 2015



### Average List Price at Closing

Report Produced on: Feb 19, 2015

Area Delimited by County Of Washington



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	2	4.65%	25,000	0	25,000	0	0
\$25,001 \$50,000	5	11.63%	47,960	50,000	46,633	0	49,900
\$50,001 \$75,000	5	11.63%	69,660	56,000	71,200	74,950	0
\$75,001 \$150,000	11	25.58%	114,391	0	116,540	92,900	0
\$150,001 \$200,000	9	20.93%	180,261	187,500	177,710	187,163	0
\$200,001 \$350,000	6	13.95%	248,525	0	0	260,950	245,000
\$350,001 and up	5	11.63%	488,928	404,740	407,500	700,000	524,900
Average List Price: \$173,361				\$174,560	\$133,385	\$227,937	\$273,267
Total Closed Units: 43				4	24	12	3
Total List Volume: 7,454,539				698.24K	3.20M	2.74M	819.80K





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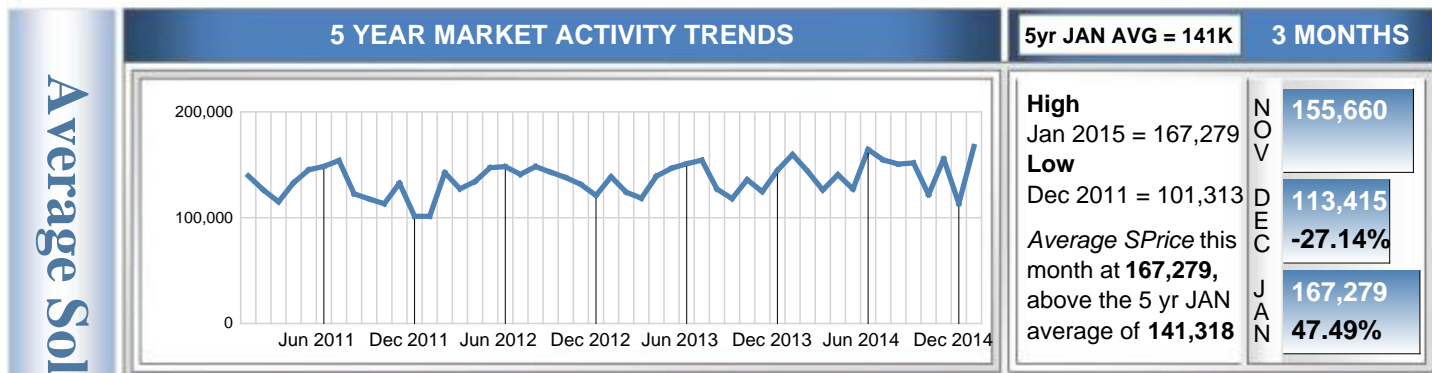
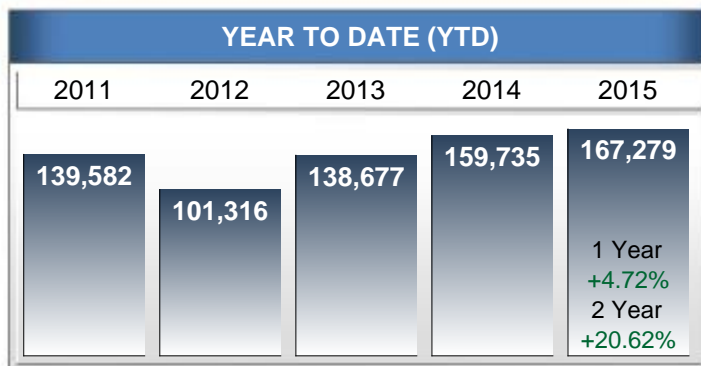
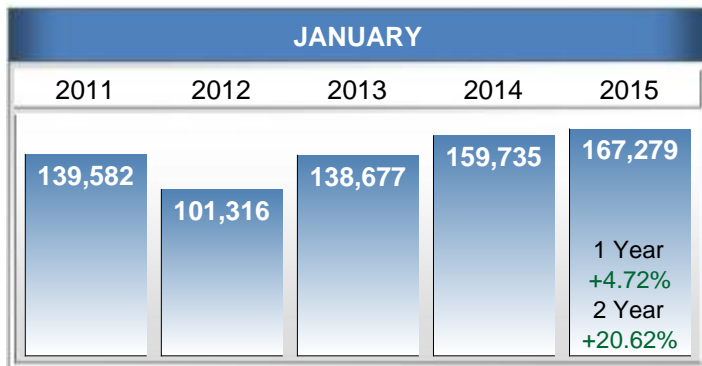
Closed Sales as of Feb 19, 2015



### 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+
\$25,000 and less	2		4.65%	18,500	0	18,500	0	0
\$25,001 \$50,000	5		11.63%	42,400	47,500	38,500	0	49,000
\$50,001 \$75,000	5		11.63%	66,500	55,000	68,750	70,000	0
\$75,001 \$150,000	11		25.58%	109,782	0	112,760	80,000	0
\$150,001 \$200,000	10		23.26%	181,410	192,500	176,360	184,950	0
\$200,001 \$350,000	5		11.63%	255,180	0	0	258,975	240,000
\$350,001 and up	5		11.63%	462,776	380,881	380,000	655,000	518,000
Average Closed Price:	\$167,279				\$168,970	\$127,475	\$220,892	\$269,000
Total Closed Units:	43				4	24	12	3
Total Closed Volume:	7,192,980				675.88K	3.06M	2.65M	807.00K



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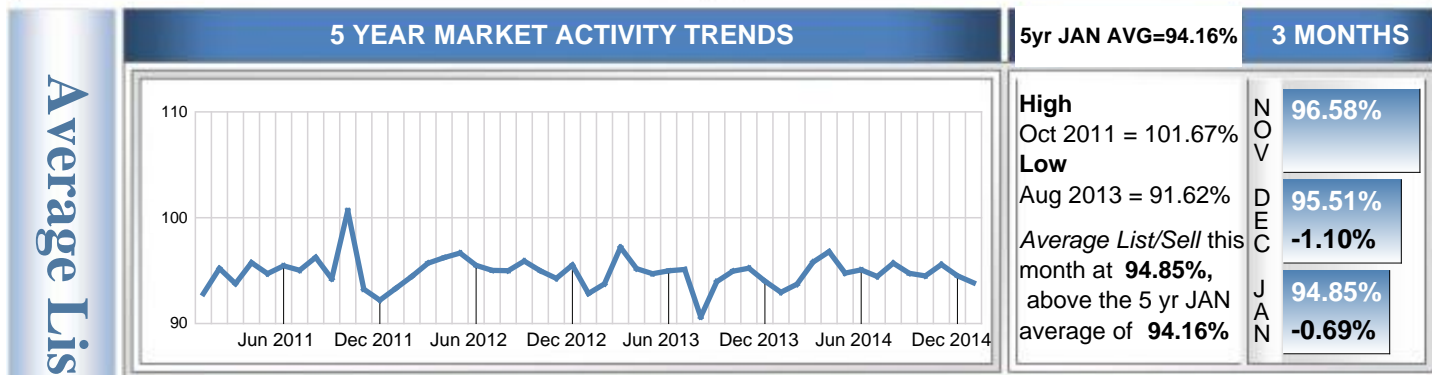
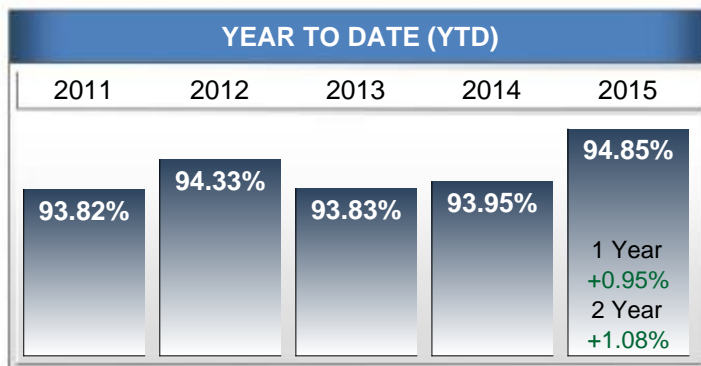
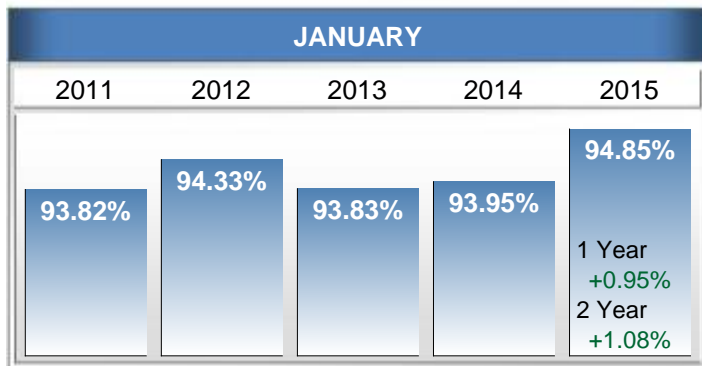
Closed Sales as of Feb 19, 2015



### 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 Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	2	4.65%	74.00%	0.00%	74.00%	0.00%	0.00%
\$25,001 \$50,000	5	11.63%	88.01%	95.00%	82.28%	0.00%	98.20%
\$50,001 \$75,000	5	11.63%	95.62%	98.21%	96.55%	93.40%	0.00%
\$75,001 \$150,000	11	25.58%	95.41%	0.00%	96.34%	86.11%	0.00%
\$150,001 \$200,000	10	23.26%	99.45%	102.67%	99.26%	98.88%	0.00%
\$200,001 \$350,000	5	11.63%	98.91%	0.00%	0.00%	99.15%	97.96%
\$350,001 and up	5	11.63%	94.78%	94.11%	93.76%	93.57%	98.69%
Average List/Sell Ratio: 94.90%				97.50%	93.13%	96.55%	98.28%
Total Closed Units: 43				4	24	12	3
Total Closed Volume: 7,192,980				675.88K	3.06M	2.65M	807.00K



# Monthly Inventory Analysis

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## January 2015

Inventory as of Feb 19, 2015



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 76 Sales/Month

**Active Inventory** as of January 31, 2015 = 441

	JANUARY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	49	43	-12.24%	49	43	-12.24%
Pending Sales	70	59	-15.71%	70	59	-15.71%
New Listings	175	165	-5.71%	175	165	-5.71%
Average List Price	166,084	173,361	4.38%	166,084	173,361	4.38%
Average Sale Price	159,735	167,279	4.72%	159,735	167,279	4.72%
Average Percent of List Price to Selling Price	93.95%	94.85%	0.95%	93.95%	94.85%	0.95%
Average Days on Market to Sale	58.02	57.70	-0.56%	58.02	57.70	-0.56%
Monthly Inventory	627	441	-29.67%	627	441	-29.67%
Months Supply of Inventory	8.55	5.79	-32.28%	8.55	5.79	-32.28%

