



June 2015

Area Delimited by County Of Washington

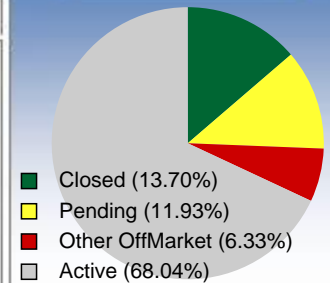


Absorption: Last 12 months, an Average of **72** Sales/Month

Active Inventory as of June 30, 2015 = **462**

	JUNE		
	2014	2015	+/- %
Closed Listings	80	93	16.25%
Pending Listings	84	81	-3.57%
New Listings	125	142	13.60%
Average List Price	170,197	149,841	-11.96%
Average Sale Price	163,315	145,982	-10.61%
Average Percent of List Price to Selling Price	96.02%	96.31%	0.30%
Average Days on Market to Sale	40.63	33.92	-16.49%
End of Month Inventory	440	462	5.00%
Months Supply of Inventory	5.81	6.43	10.73%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 13, 2015

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 June 2015 rose **5.00%** to 462 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **6.43** 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 **10.61%** in June 2015 to \$145,982 versus the previous year at \$163,315.

Average Days on Market Shortens

The average number of **33.92** days that homes spent on the market before selling decreased by 6.70 days or **16.49%** in June 2015 compared to last year's same month at **40.63** DOM.

Sales Success for June 2015 is Positive

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

There were 142 New Listings in June 2015, up **13.60%** from last year at 125. Furthermore, there were 93 Closed Listings this month versus last year at 80, a **16.25%** increase.

Closed versus Listed trends yielded a **65.5%** ratio, up from last year's June 2015 at **64.0%**, a **2.33%** 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

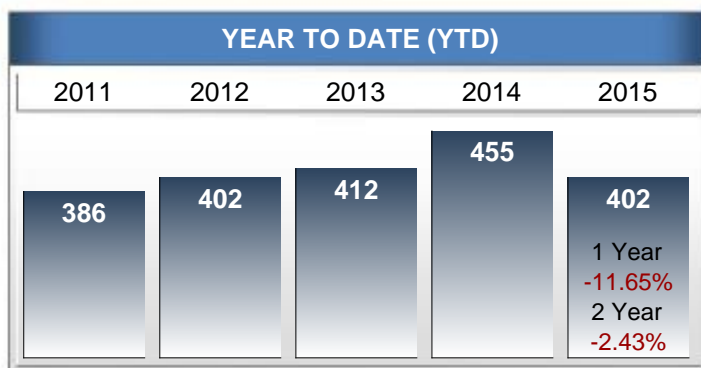
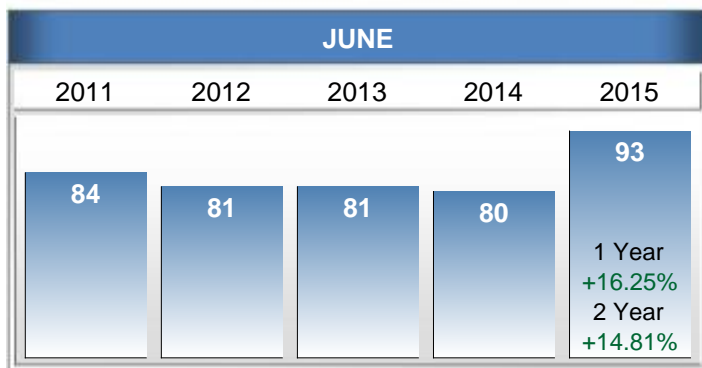
Closed Sales as of Jul 13, 2015



Closed Listings

Report Produced on: Jul 13, 2015

Area Delimited by County Of Washington



Closed Listings
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5yr JUN AVG = 84	3 MONTHS																		
High Jul 2013 = 108 Low Feb 2011 = 40 <i>Closed Listing</i> this month at 93 , above the 5 yr JUN average of 84	<table border="1"> <tr> <td>A</td> <td>62</td> </tr> <tr> <td>P</td> <td></td> </tr> <tr> <td>R</td> <td></td> </tr> <tr> <td>M</td> <td>75</td> </tr> <tr> <td>A</td> <td>20.97%</td> </tr> <tr> <td>Y</td> <td></td> </tr> <tr> <td>J</td> <td>93</td> </tr> <tr> <td>U</td> <td>24.00%</td> </tr> <tr> <td>N</td> <td></td> </tr> </table>	A	62	P		R		M	75	A	20.97%	Y		J	93	U	24.00%	N	
A	62																		
P																			
R																			
M	75																		
A	20.97%																		
Y																			
J	93																		
U	24.00%																		
N																			

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	8	8.60%	27.4	5	3	0	0
\$40,001 \$70,000	10	10.75%	15.3	4	6	0	0
\$70,001 \$90,000	13	13.98%	21.1	0	11	2	0
\$90,001 \$140,000	27	29.03%	39.7	3	21	2	1
\$140,001 \$190,000	14	15.05%	37.6	0	4	10	0
\$190,001 \$250,000	11	11.83%	39.2	0	4	6	1
\$250,001 and up	10	10.75%	47.8	0	3	3	4
Total Closed Units:	93		33.9	12	52	23	6
Total Closed Volume:	13,576,294			643.28K	6.07M	4.35M	2.51M
Average Closed Price:	\$145,982			\$53,606	\$116,808	\$189,000	\$418,667



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

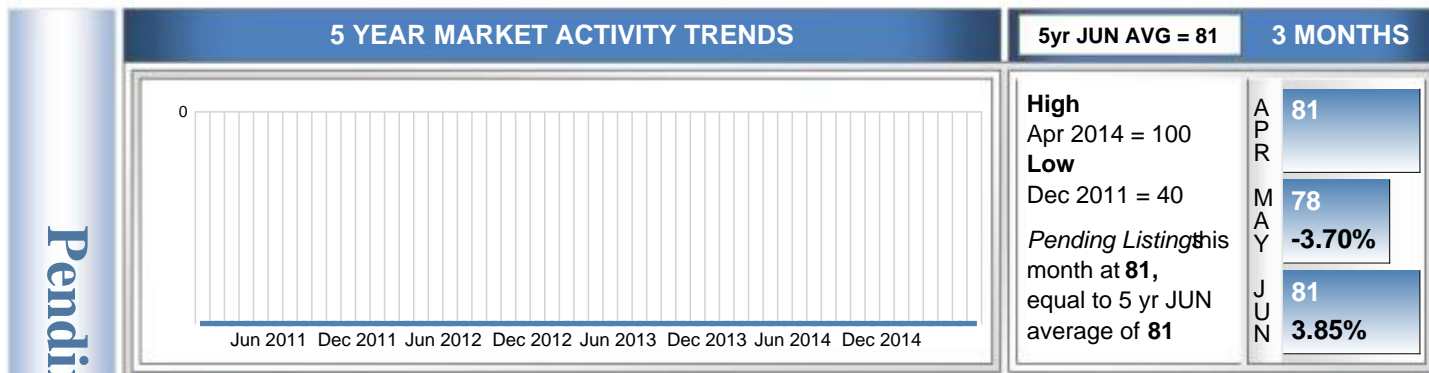
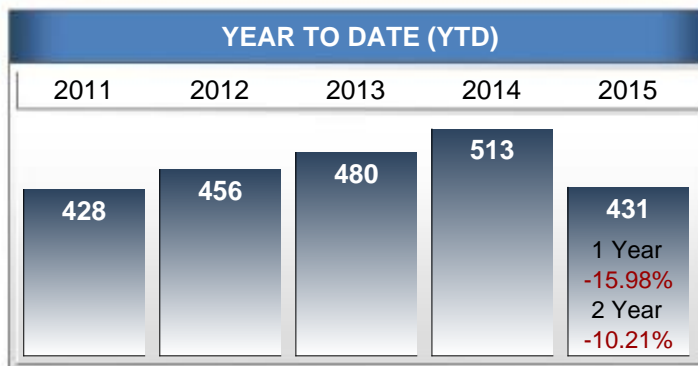
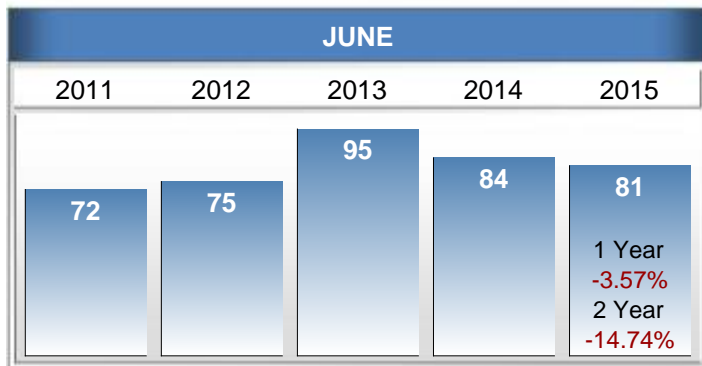
Pending Listings as of Jul 13, 2015



Pending Listings

Report Produced on: Jul 13, 2015

Area Delimited by County Of Washington



Pending Listings

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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+		
\$50,000 and less	9	11.11%	29.0	6	3	0	0		
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 - \$100,000	20	24.69%	39.2	5	12	3	0		
\$100,001 - \$125,000	13	16.05%	58.0	0	11	2	0		
\$125,001 - \$150,000	13	16.05%	37.1	1	10	1	1		
\$150,001 - \$250,000	16	19.75%	38.6	0	5	9	2		
\$250,001 and up	10	12.35%	51.2	0	2	7	1		
Total Pending Units:				81	18.1	12	43	22	4
Total Pending Volume:				11,592,834		667.20K	5.18M	4.39M	1.36M
Average Listing Price:				\$159,586		\$55,600	\$120,378	\$199,641	\$339,325



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

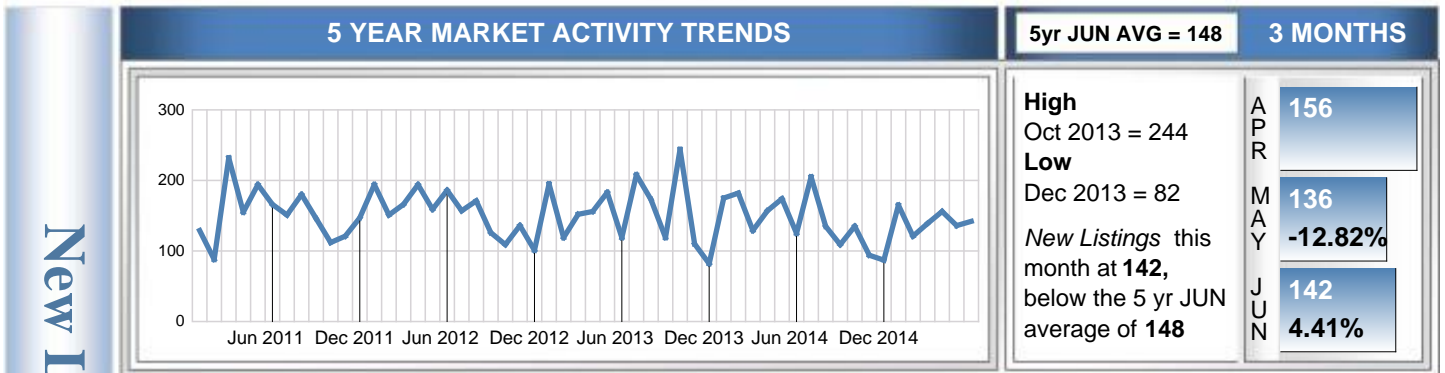
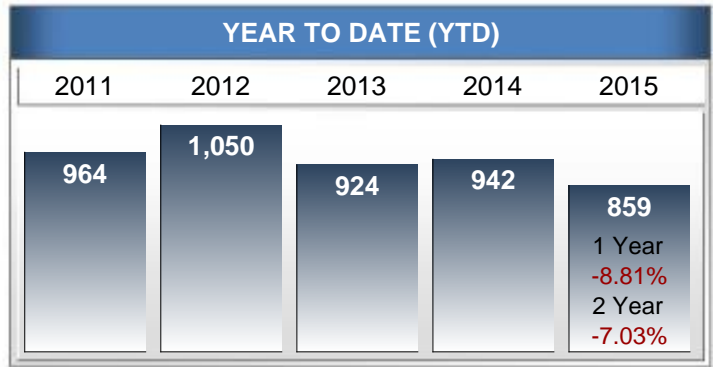
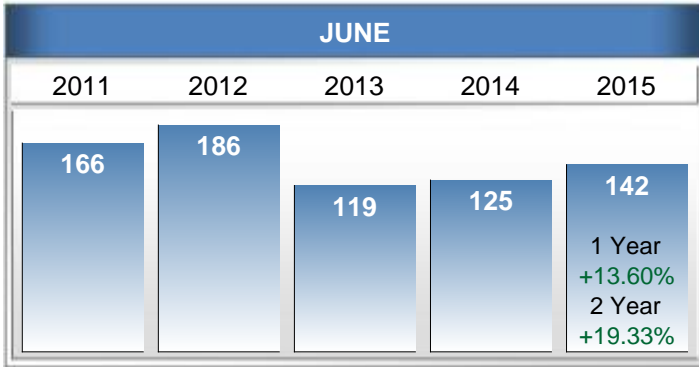
New Listings as of Jul 13, 2015



New Listings

Report Produced on: Jul 13, 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+
\$25,000 and less	7	4.93%	7	0	0	0
\$25,001 - \$50,000	9	6.34%	4	5	0	0
\$50,001 - \$75,000	23	16.20%	8	13	2	0
\$75,001 - \$125,000	36	25.35%	2	32	2	0
\$125,001 - \$200,000	32	22.54%	3	19	9	1
\$200,001 - \$300,000	19	13.38%	0	9	10	0
\$300,001 and up	16	11.27%	1	4	7	4
Total New Listed Units:	142		25	82	30	5
Total New Listed Volume:	22,288,109		2.32M	10.38M	6.60M	2.99M
Average New Listed Listing Price:	\$210,172		\$92,848	\$126,586	\$219,983	\$597,480



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

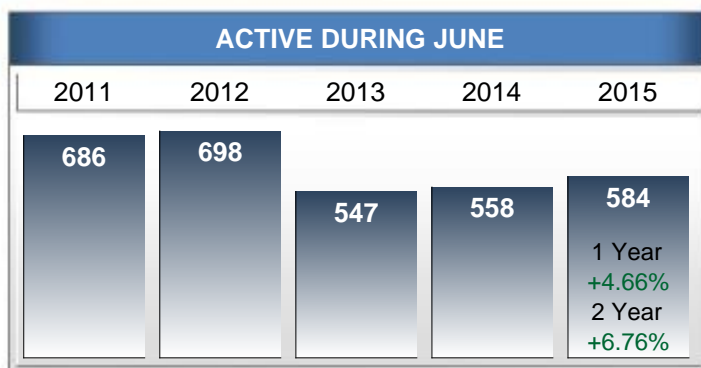
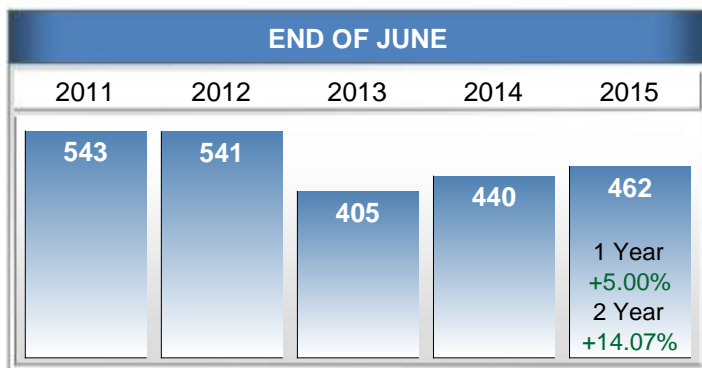
Active Inventory as of Jul 13, 2015



Active Inventory

Report Produced on: Jul 13, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr JUN AVG = 478 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 385

Inventory this month at **462**, below the 5 yr JUN average of **478**

A P R	421
M A Y	444
J U N	462
5.46%	
4.05%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	40	8.66%	115.4	39	1	0	0		
\$25,001 \$50,000	48	10.39%	100.1	38	10	0	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	184	39.83%	83.3	84	88	12	0		
\$125,001 \$200,000	81	17.53%	64.8	11	42	23	5		
\$200,001 \$300,000	61	13.20%	64.5	3	21	35	2		
\$300,001 and up	48	10.39%	74.5	10	5	20	13		
Total Active Inventory by Units:				462	81.2	185	167	90	20
Total Active Inventory by Volume:				74,467,060		23.08M	21.62M	22.06M	7.72M
Average Active Inventory Listing Price:				\$161,184		\$124,730	\$129,458	\$245,066	\$385,825



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

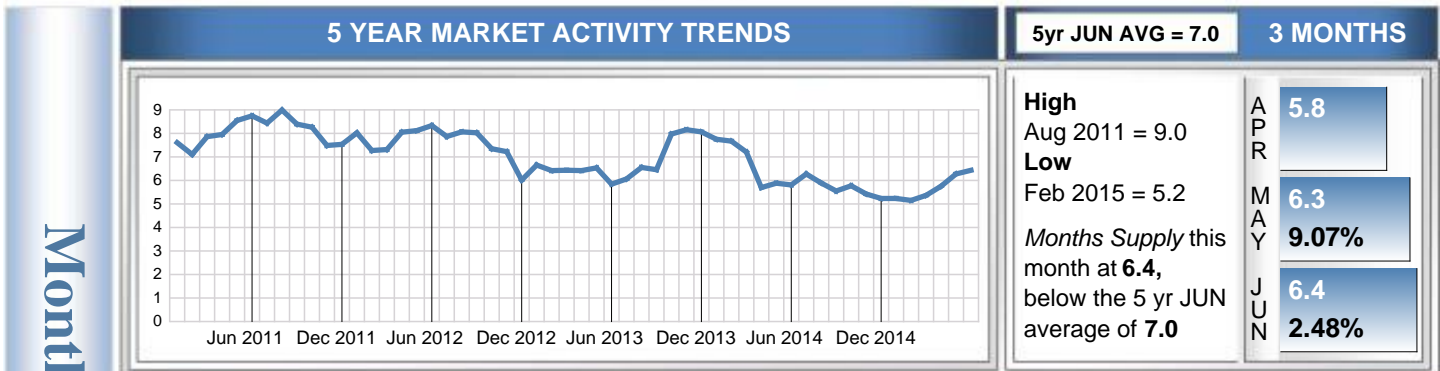
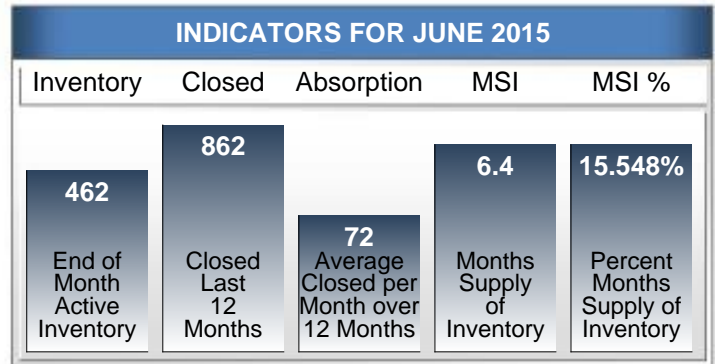
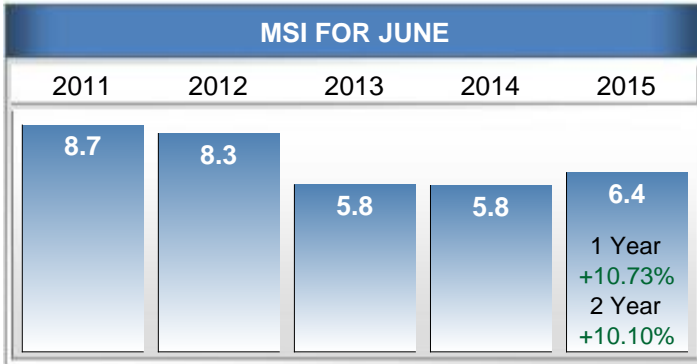
Active Inventory as of Jul 13, 2015



Months Supply of Inventory

Report Produced on: Jul 13, 2015

Area Delimited by County Of Washington



Months Supply

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	46	9.96%	11.3	21.1	1.1	0.0	0.0
\$30,001 \$50,000	42	9.09%	7.5	14.1	3.2	0.0	0.0
\$50,001 \$70,000	73	15.80%	9.6	15.2	6.6	4.0	0.0
\$70,001 \$130,000	120	25.97%	4.9	18.7	3.7	3.0	0.0
\$130,001 \$200,000	72	15.58%	4.4	7.1	4.3	3.5	12.0
\$200,001 \$300,000	61	13.20%	6.7	12.0	9.7	5.6	4.0
\$300,001 and up	48	10.39%	10.1	40.0	8.6	7.5	10.4
MSI:			6.4	16.2	4.4	4.6	7.7
Total Active Inventory:			462	185	167	90	20



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

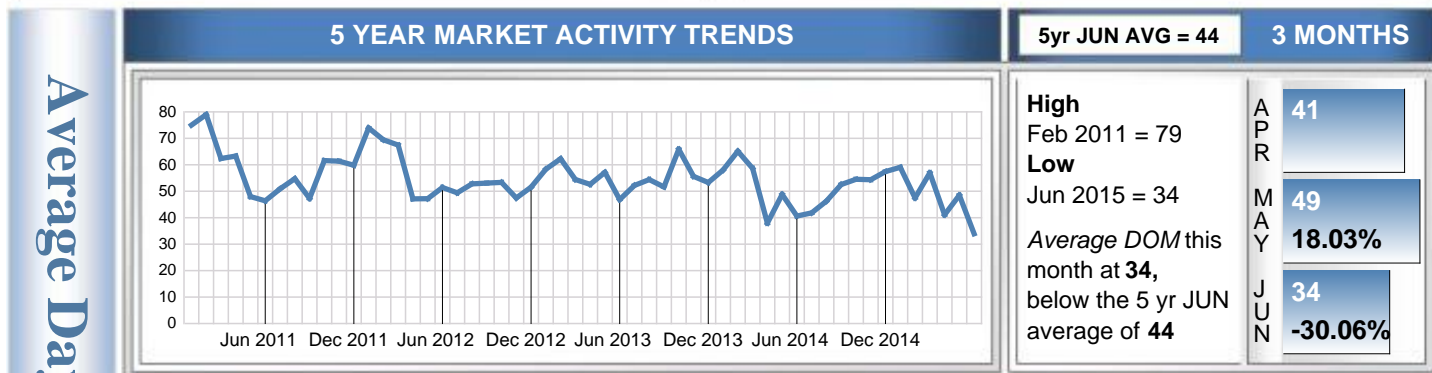
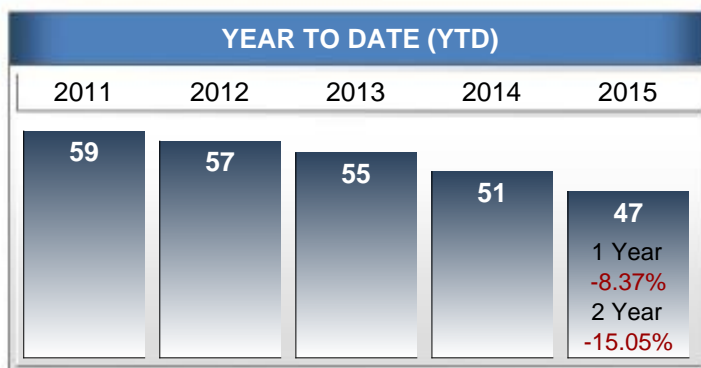
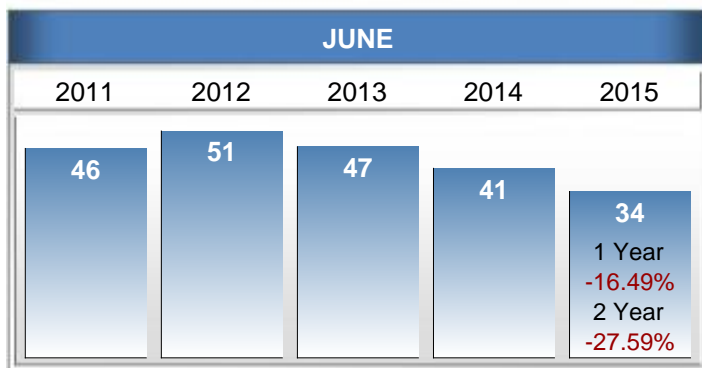
Closed Sales as of Jul 13, 2015



Average Days on Market to Sale

Report Produced on: Jul 13, 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+
\$40,000 and less	8	8.60%	27.4	19.6	40.3	0.0	0.0
\$40,001 \$70,000	10	10.75%	15.3	9.8	19.0	0.0	0.0
\$70,001 \$90,000	13	13.98%	21.1	0.0	22.6	12.5	0.0
\$90,001 \$140,000	27	29.03%	39.7	63.0	38.5	8.5	58.0
\$140,001 \$190,000	14	15.05%	37.6	0.0	53.5	31.3	0.0
\$190,001 \$250,000	11	11.83%	39.2	0.0	14.3	61.8	3.0
\$250,001 and up	10	10.75%	47.8	0.0	67.3	18.3	55.3
Average Closed DOM: 33.9				27.2	34.0	34.0	47.0
Total Closed Units: 93				12	52	23	6
Total Closed Volume: 13,576,294				643.28K	6.07M	4.35M	2.51M



Monthly Inventory Analysis

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June 2015

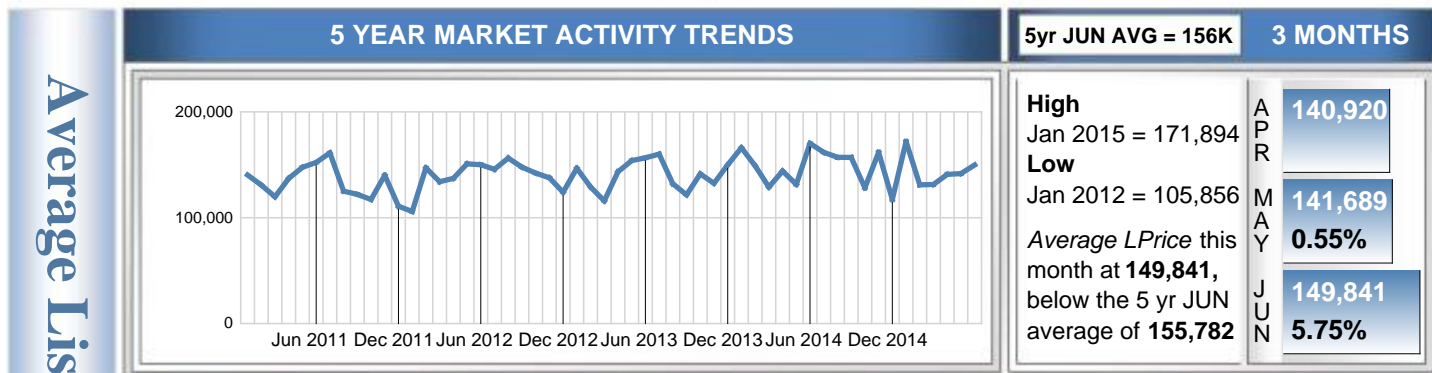
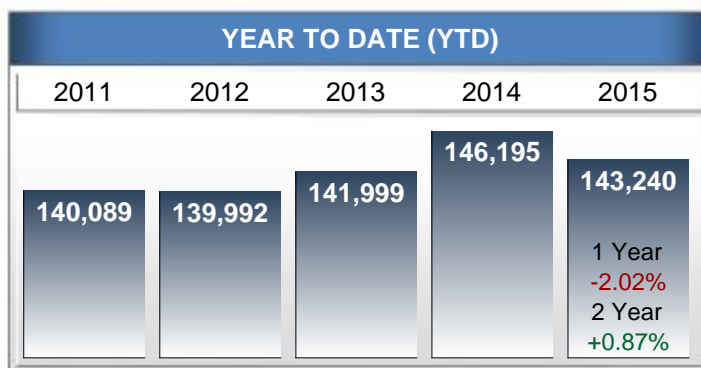
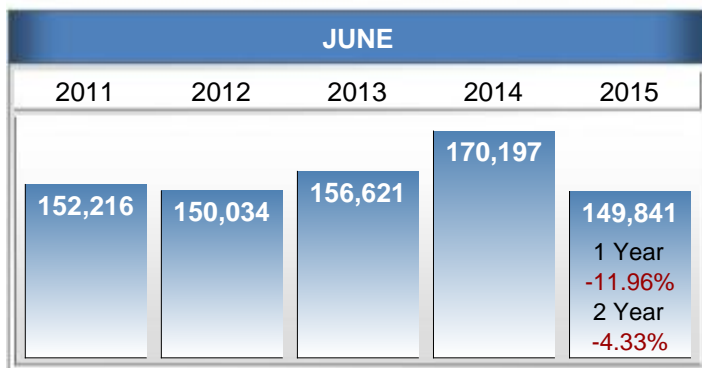
Closed Sales as of Jul 13, 2015



Average List Price at Closing

Report Produced on: Jul 13, 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+
\$40,000 and less	8	8.60%	26,492	22,480	33,178	0	0
\$40,001 \$70,000	9	9.68%	59,222	59,175	65,217	0	0
\$70,001 \$90,000	13	13.98%	82,822	0	84,509	73,540	0
\$90,001 \$140,000	28	30.11%	116,421	112,600	117,981	112,200	125,000
\$140,001 \$190,000	12	12.90%	161,750	0	155,100	170,860	0
\$190,001 \$250,000	13	13.98%	215,346	0	207,850	226,683	220,000
\$250,001 and up	10	10.75%	411,332	0	293,556	332,550	558,750
Average List Price:	\$149,841			\$57,242	\$119,817	\$192,949	\$430,000
Total Closed Units:	93			12	52	23	6
Total List Volume:	13,935,231			686.90K	6.23M	4.44M	2.58M



Monthly Inventory Analysis

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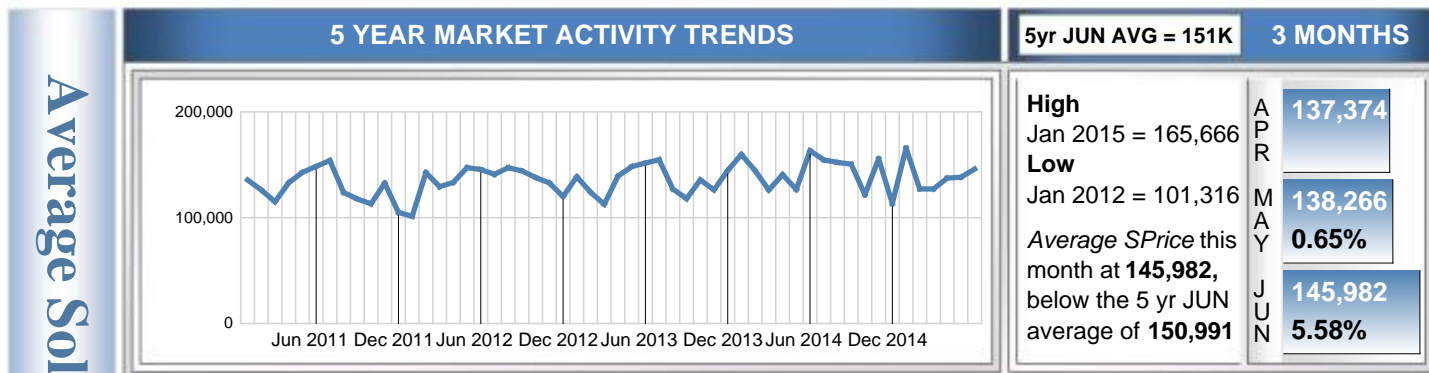
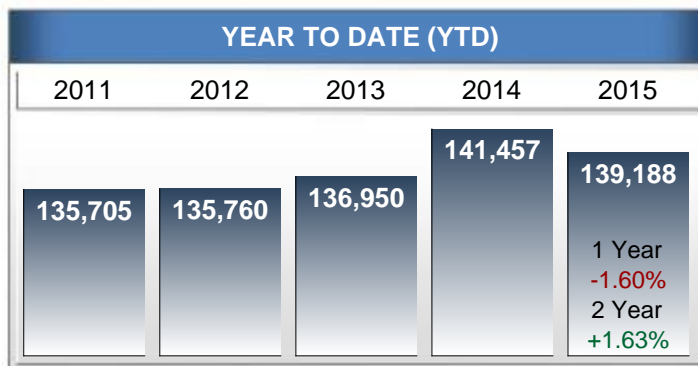
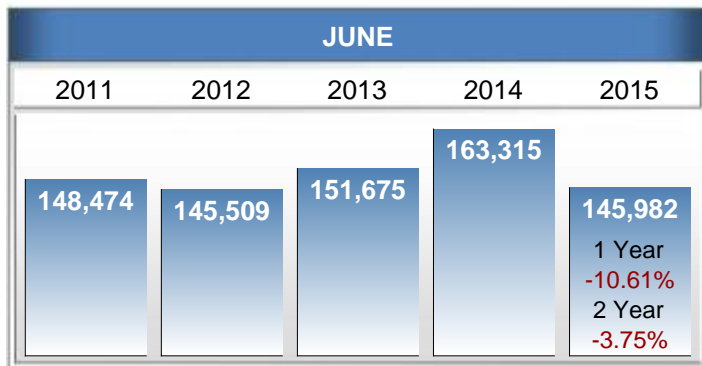
Closed Sales as of Jul 13, 2015



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+
\$40,000 and less	8		8.60%	23,578	18,275	32,417	0	0
\$40,001 \$70,000	10		10.75%	56,830	57,475	56,400	0	0
\$70,001 \$90,000	13		13.98%	82,838	0	84,527	73,550	0
\$90,001 \$140,000	27		29.03%	114,780	107,333	115,789	111,750	122,000
\$140,001 \$190,000	14		15.05%	162,357	0	153,000	166,100	0
\$190,001 \$250,000	11		11.83%	214,855	0	206,500	219,567	220,000
\$250,001 and up	10		10.75%	400,700	0	279,667	332,667	542,500
Average Closed Price:	\$145,982				\$53,606	\$116,808	\$189,000	\$418,667
Total Closed Units:	93				12	52	23	6
Total Closed Volume:	13,576,294				643.28K	6.07M	4.35M	2.51M



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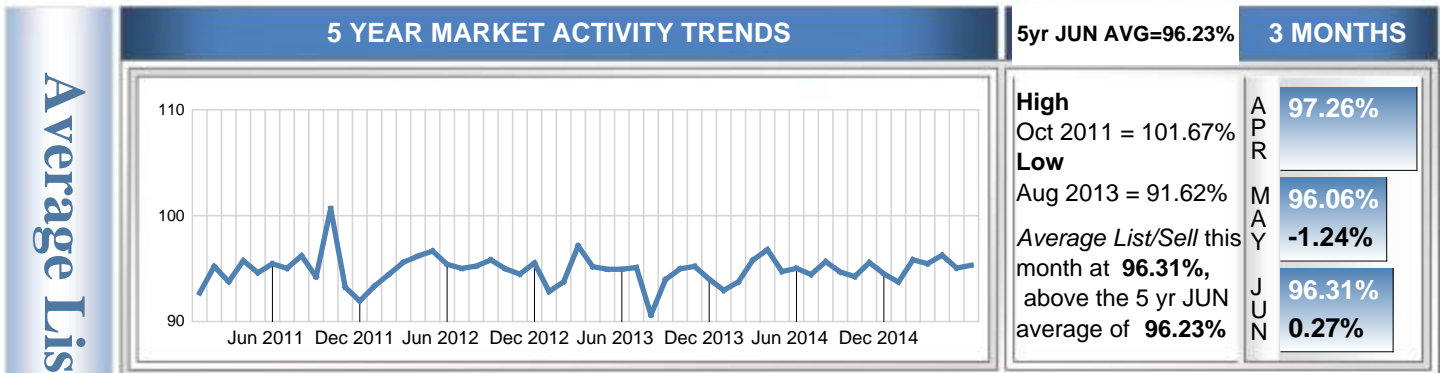
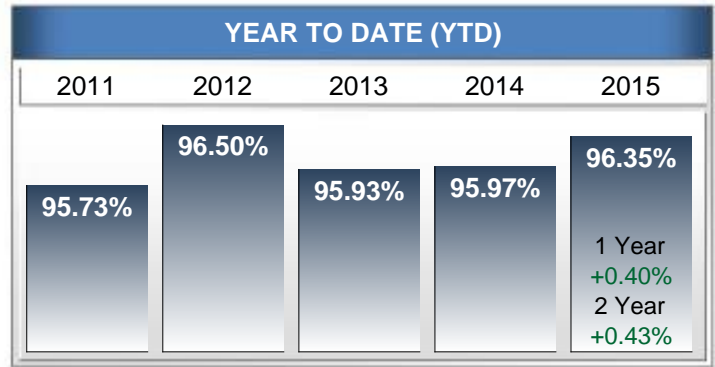
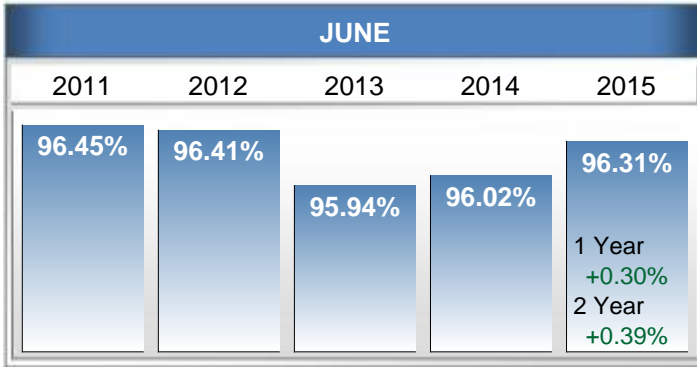
Closed Sales as of Jul 13, 2015



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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+
\$40,000 and less	8	8.60%	84.47%	76.31%	98.08%	0.00%	0.00%
\$40,001 \$70,000	10	10.75%	91.80%	97.18%	88.22%	0.00%	0.00%
\$70,001 \$90,000	13	13.98%	100.06%	0.00%	100.07%	100.01%	0.00%
\$90,001 \$140,000	27	29.03%	97.95%	95.35%	98.18%	99.65%	97.60%
\$140,001 \$190,000	14	15.05%	97.64%	0.00%	98.59%	97.27%	0.00%
\$190,001 \$250,000	11	11.83%	98.07%	0.00%	99.32%	96.92%	100.00%
\$250,001 and up	10	10.75%	97.21%	0.00%	95.23%	100.06%	96.57%
Average List/Sell Ratio: 96.30%				88.02%	97.37%	97.99%	97.32%
Total Closed Units: 93				12	52	23	6
Total Closed Volume: 13,576,294				643.28K	6.07M	4.35M	2.51M



Monthly Inventory Analysis

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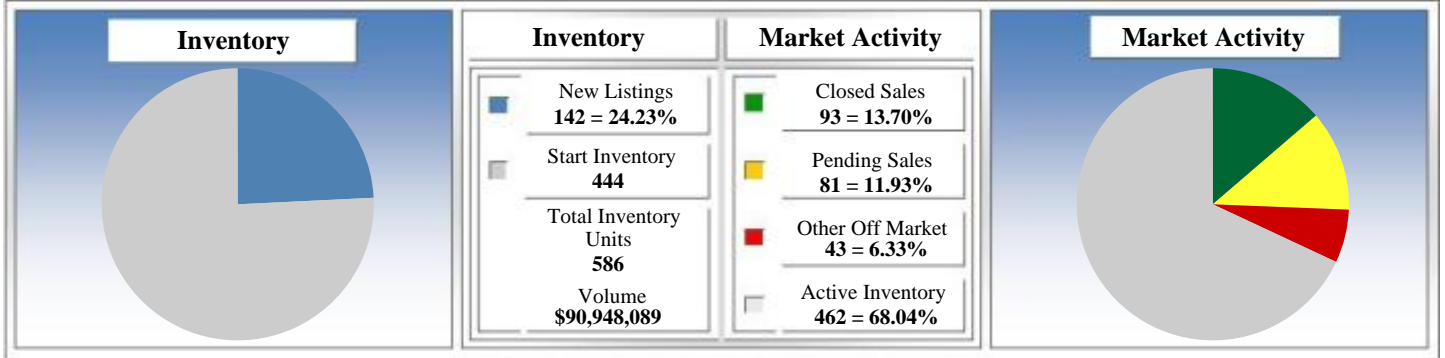
Inventory as of Jul 13, 2015



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 72 Sales/Month

Active Inventory as of June 30, 2015 = 462

	JUNE			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	80	93	16.25%	455	402	-11.65%
Pending Sales	84	81	-3.57%	513	431	-15.98%
New Listings	125	142	13.60%	942	859	-8.81%
Average List Price	170,197	149,841	-11.96%	146,195	143,240	-2.02%
Average Sale Price	163,315	145,982	-10.61%	141,457	139,188	-1.60%
Average Percent of List Price to Selling Price	96.02%	96.31%	0.30%	95.97%	96.35%	0.40%
Average Days on Market to Sale	40.63	33.92	-16.49%	50.75	46.50	-8.37%
Monthly Inventory	440	462	5.00%	440	462	5.00%
Months Supply of Inventory	5.81	6.43	10.73%	5.81	6.43	10.73%

