



# May 2015

Area Delimited by County Of Washington

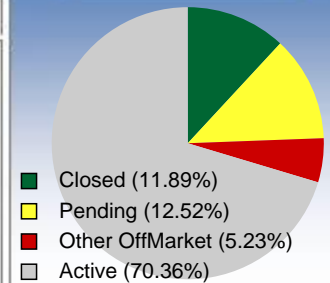


**Absorption:** Last 12 months, an Average of **71** Sales/Month

**Active Inventory** as of May 31, 2015 = **444**

	MAY		
	2014	2015	+/- %
Closed Listings	104	75	-27.88%
Pending Listings	91	79	-13.19%
New Listings	174	136	-21.84%
Median List Price	124,500	130,000	4.42%
Median Sale Price	121,000	125,950	4.09%
Median Percent of List Price to Selling Price	97.67%	98.35%	0.70%
Median Days on Market to Sale	26.00	20.00	-23.08%
End of Month Inventory	446	444	-0.45%
Months Supply of Inventory	5.88	6.28	6.70%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 22, 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 May 2015 decreased **0.45%** to 444 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **6.28** 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 **4.09%** in May 2015 to \$125,950 versus the previous year at \$121,000.

### Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 6.00 days or **23.08%** in May 2015 compared to last year's same month at **26.00** DOM.

### Sales Success for May 2015 is Positive

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

There were 136 New Listings in May 2015, down **21.84%** from last year at 174. Furthermore, there were 75 Closed Listings this month versus last year at 104, a **-27.88%** decrease.

Closed versus Listed trends yielded a **55.1%** ratio, down from last year's May 2015 at **59.8%**, a **7.73%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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?

Contact an experienced REALTOR®

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

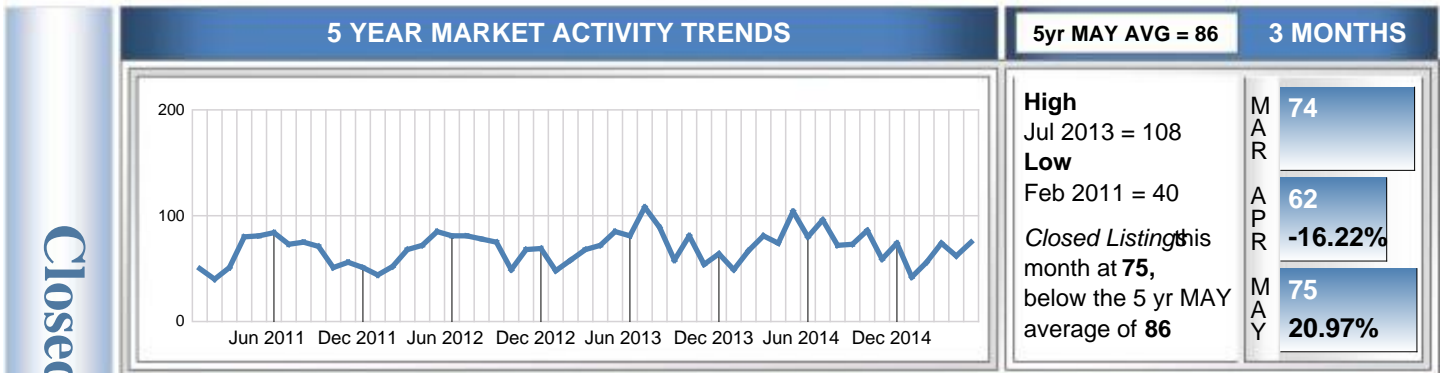
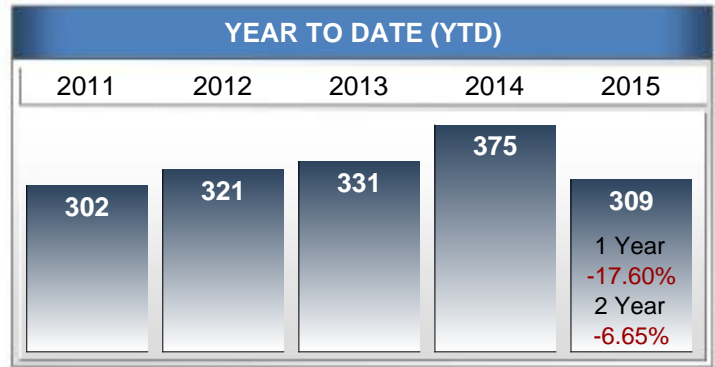
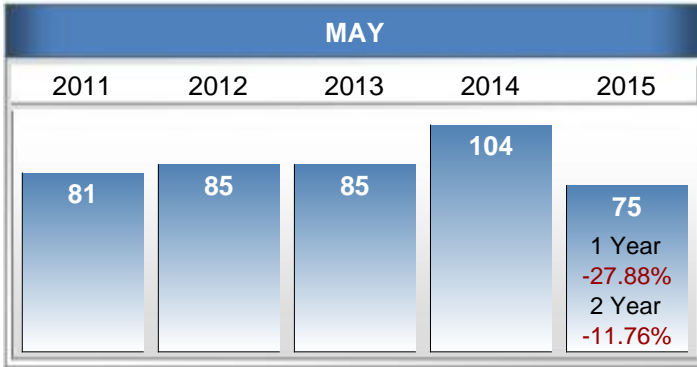
Closed Sales as of Jun 21, 2015



### Closed Listings

Report Produced on: Jun 22, 2015

Area Delimited by County Of Washington



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	8	10.67%	28.0	4	4	0	0
\$50,001 - \$70,000	9	12.00%	29.0	5	4	0	0
\$70,001 - \$110,000	12	16.00%	16.0	2	6	4	0
\$110,001 - \$140,000	16	21.33%	29.0	0	10	6	0
\$140,001 - \$190,000	13	17.33%	11.0	0	11	2	0
\$190,001 - \$260,000	9	12.00%	12.0	0	4	5	0
\$260,001 and up	8	10.67%	52.0	0	1	5	2
<b>Total Closed Units:</b>	<b>75</b>		<b>20.0</b>	<b>11</b>	<b>40</b>	<b>22</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>10,369,954</b>			<b>559.69K</b>	<b>5.00M</b>	<b>4.25M</b>	<b>560.50K</b>
<b>Median Closed Price:</b>	<b>\$125,950</b>			<b>\$54,000</b>	<b>\$125,475</b>	<b>\$170,000</b>	<b>\$280,250</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

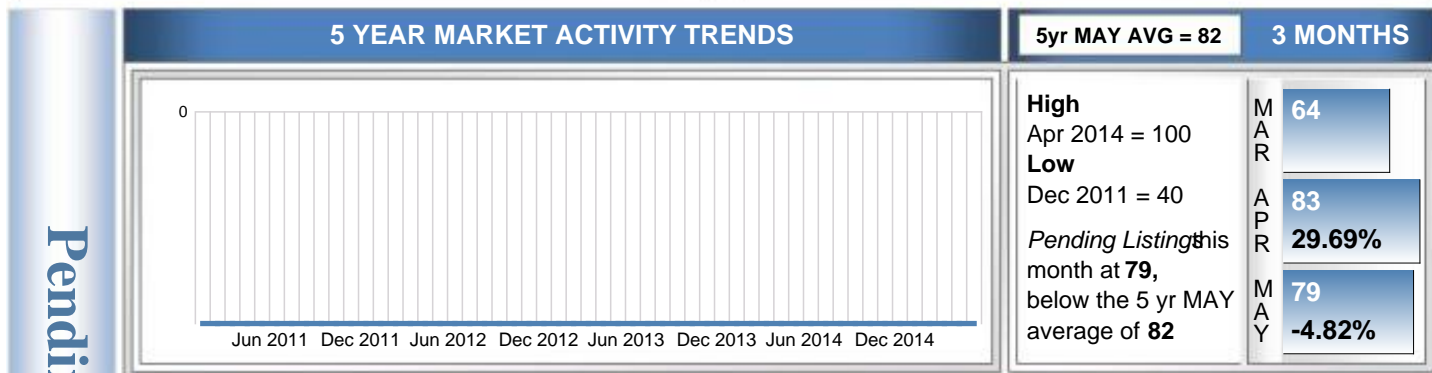
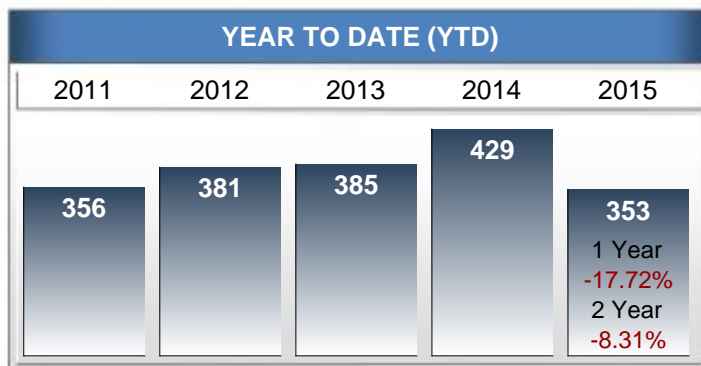
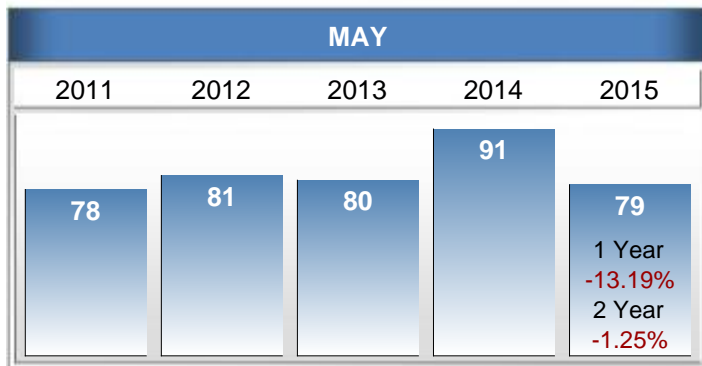
Pending Listings as of Jun 21, 2015



### Pending Listings

Report Produced on: Jun 22, 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+
\$40,000 and less	5	6.33%	32.0	4	1	0	0
\$40,001 \$60,000	7	8.86%	7.0	3	4	0	0
\$60,001 \$90,000	15	18.99%	17.0	4	10	1	0
\$90,001 \$130,000	20	25.32%	18.5	2	14	3	1
\$130,001 \$190,000	14	17.72%	18.0	0	7	7	0
\$190,001 \$320,000	9	11.39%	16.0	0	2	5	2
\$320,001 and up	9	11.39%	21.0	0	1	5	3
Total Pending Units: 79				13	39	21	6
Total Pending Volume: 11,860,449				752.90K	4.76M	4.44M	1.91M
Median Listing Price: \$119,900				\$49,900	\$99,900	\$184,900	\$306,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

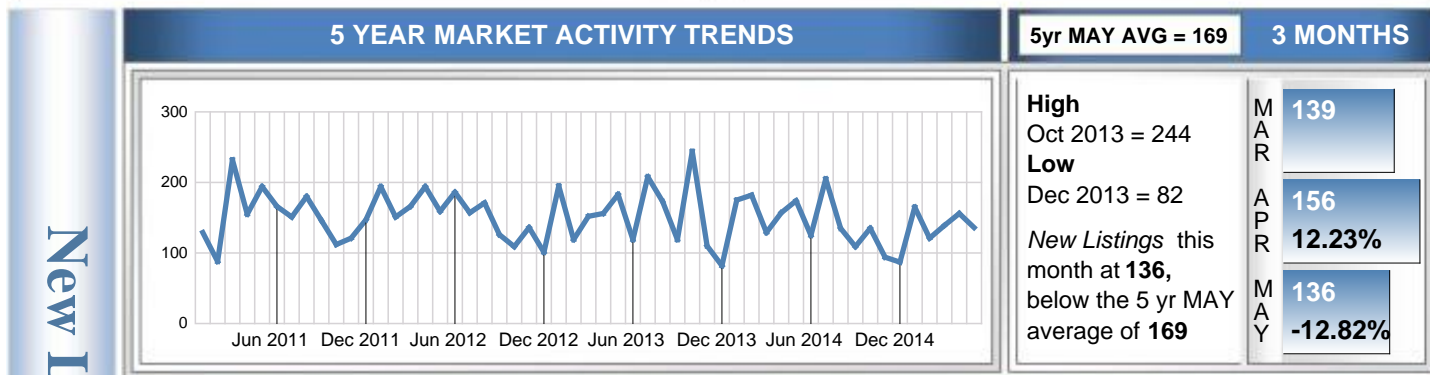
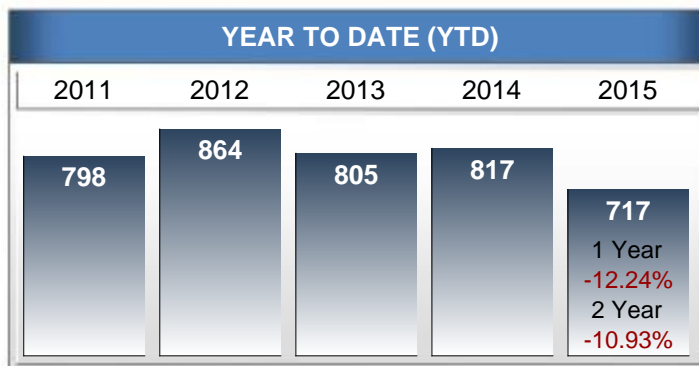
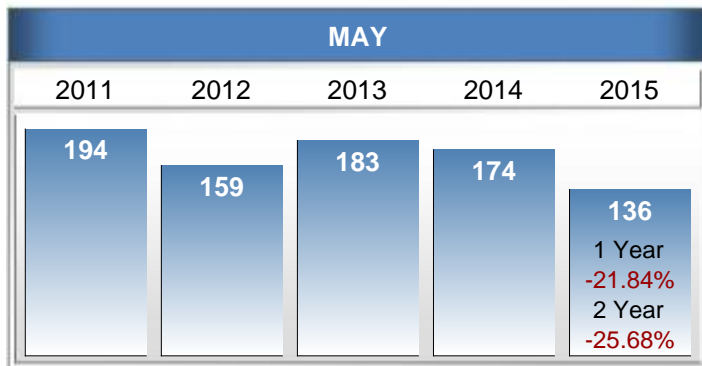
New Listings as of Jun 21, 2015



### New Listings

Report Produced on: Jun 22, 2015

Area Delimited by County Of Washington



#### 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	6.62%	9	0	0	0
\$40,001 - \$60,000	14	10.29%	7	7	0	0
\$60,001 - \$90,000	28	20.59%	9	17	2	0
\$90,001 - \$150,000	33	24.26%	4	21	7	1
\$150,001 - \$190,000	19	13.97%	2	6	8	3
\$190,001 - \$290,000	18	13.24%	2	5	10	1
\$290,001 and up	15	11.03%	0	1	10	4
<b>Total New Listed Units:</b>	<b>136</b>		<b>33</b>	<b>57</b>	<b>37</b>	<b>9</b>
<b>Total New Listed Volume:</b>	<b>20,248,543</b>		<b>2.60M</b>	<b>6.76M</b>	<b>8.36M</b>	<b>2.52M</b>
<b>Median New Listed Listing Price:</b>	<b>\$118,450</b>		<b>\$62,000</b>	<b>\$97,000</b>	<b>\$205,000</b>	<b>\$287,500</b>

New Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

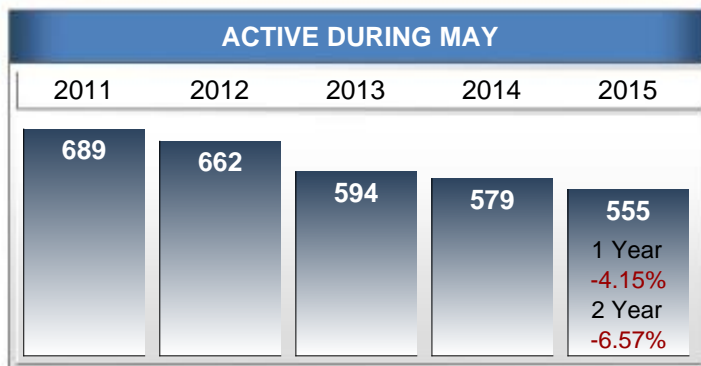
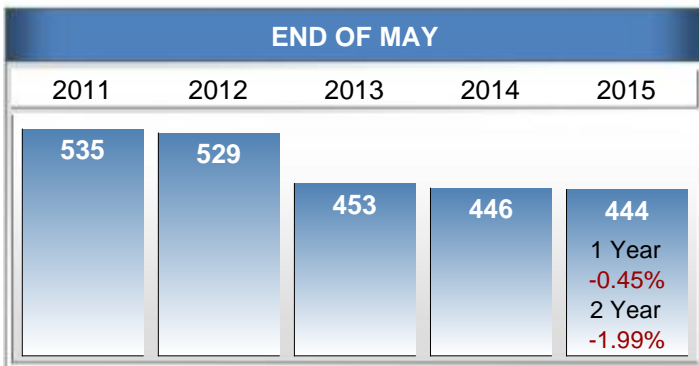
Active Inventory as of Jun 21, 2015



### Active Inventory

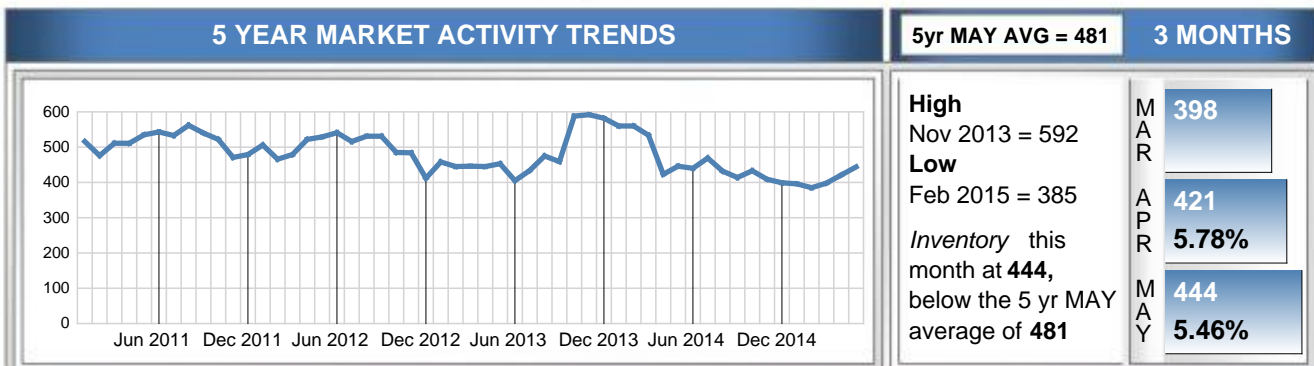
Report Produced on: Jun 22, 2015

Area Delimited by County Of Washington



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	45	10.14%	91.0	43	2	0	0		
\$30,001 \$50,000	44	9.91%	107.5	35	8	1	0		
\$50,001 \$70,000	66	14.86%	101.0	44	21	1	0		
\$70,001 \$120,000	106	23.87%	69.0	43	52	11	0		
\$120,001 \$190,000	81	18.24%	48.0	12	43	19	7		
\$190,001 \$290,000	57	12.84%	58.0	3	17	35	2		
\$290,001 and up	45	10.14%	54.0	9	2	23	11		
Total Active Inventory by Units:				444	75.0	189	145	90	20
Total Active Inventory by Volume:				69,056,098		22.65M	18.09M	21.80M	6.51M
Median Active Inventory Listing Price:				\$99,900		\$59,900	\$115,000	\$230,500	\$328,700



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

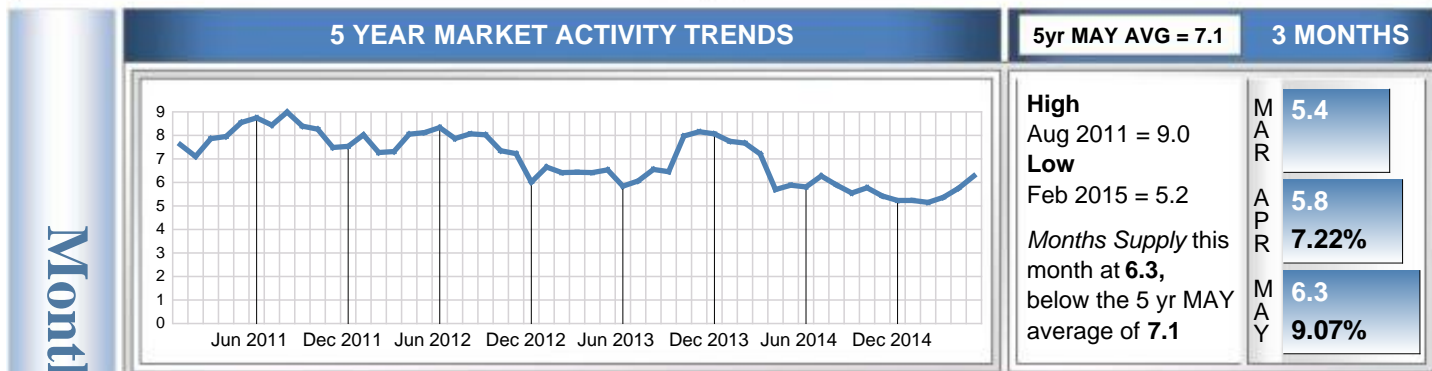
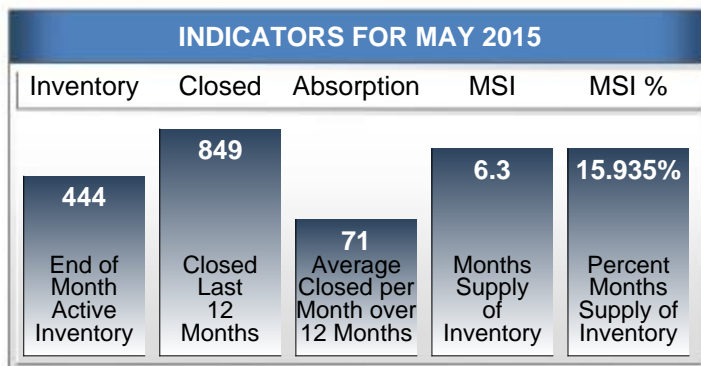
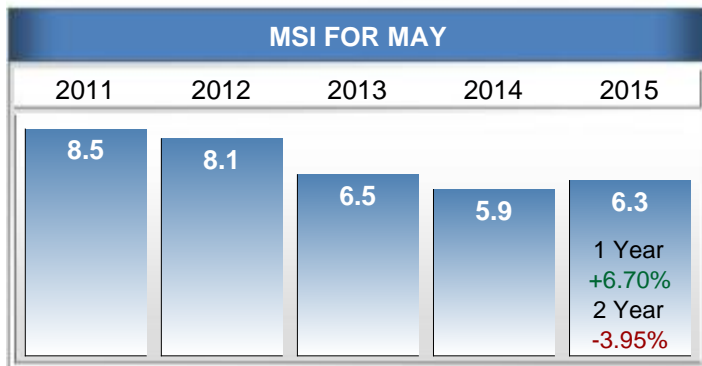
Active Inventory as of Jun 21, 2015



### Months Supply of Inventory

Report Produced on: Jun 22, 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+
\$30,000 and less	45	10.14%	10.8	20.6	1.0	0.0	0.0
\$30,001 \$50,000	44	9.91%	7.9	14.5	2.9	6.0	0.0
\$50,001 \$70,000	66	14.86%	9.4	17.0	5.4	2.0	0.0
\$70,001 \$120,000	106	23.87%	5.6	23.5	3.6	4.0	0.0
\$120,001 \$190,000	81	18.24%	4.4	7.2	4.0	3.2	42.0
\$190,001 \$290,000	57	12.84%	5.3	7.2	6.8	4.9	2.7
\$290,001 and up	45	10.14%	8.1	36.0	2.7	6.7	9.4
MSI:	6.3			16.8	3.9	4.5	8.3
Total Active Inventory:	444			189	145	90	20



# Monthly Inventory Analysis

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## May 2015

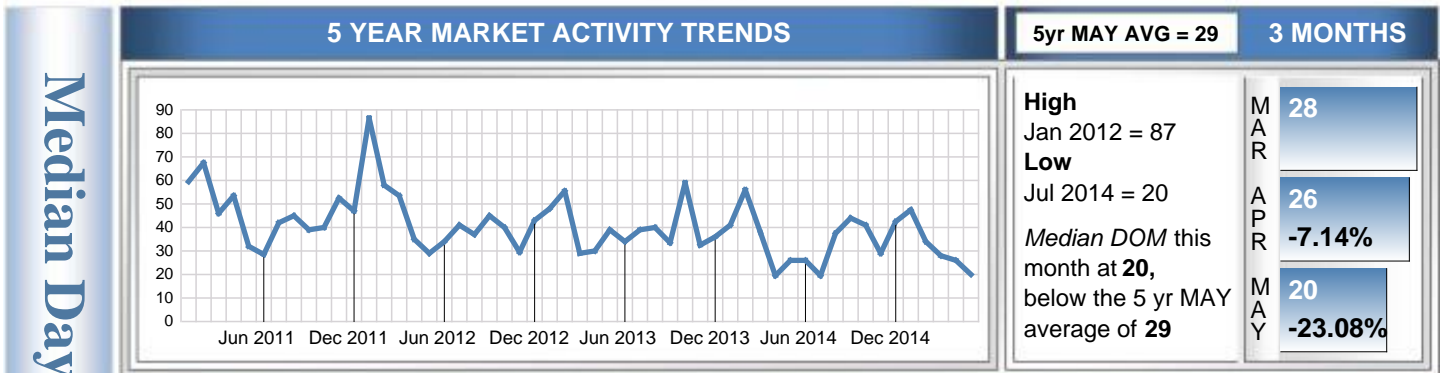
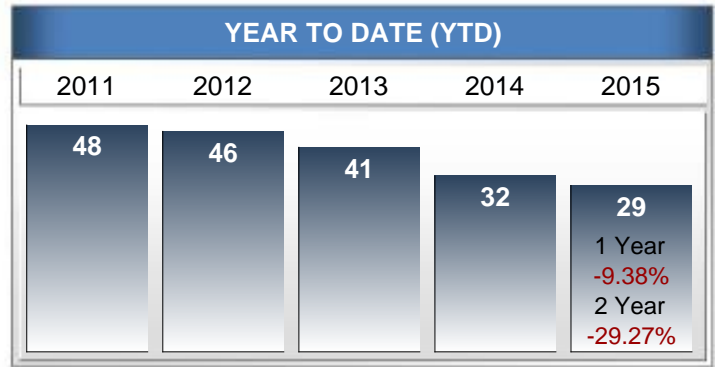
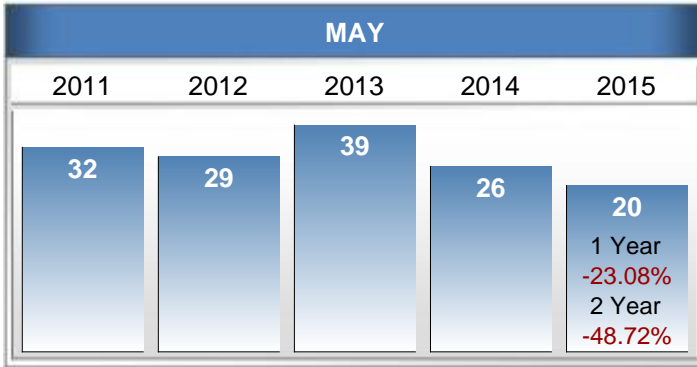
Closed Sales as of Jun 21, 2015



### Median Days on Market to Sale

Report Produced on: Jun 22, 2015

Area Delimited by County Of Washington



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+
\$50,000 and less	8	10.67%	28.0	83.0	12.5	0.0	0.0
\$50,001 - \$70,000	9	12.00%	29.0	29.0	68.0	0.0	0.0
\$70,001 - \$110,000	12	16.00%	16.0	10.5	12.5	24.5	0.0
\$110,001 - \$140,000	16	21.33%	29.0	0.0	23.0	41.0	0.0
\$140,001 - \$190,000	13	17.33%	11.0	0.0	11.0	50.0	0.0
\$190,001 - \$260,000	9	12.00%	12.0	0.0	34.5	12.0	0.0
\$260,001 and up	8	10.67%	52.0	0.0	9.0	83.0	77.0
Median Closed DOM:	20.0			29.0	15.0	33.5	77.0
Total Closed Units:	75			11	40	22	2
Total Closed Volume:	10,369,954			559.69K	5.00M	4.25M	560.50K



# Monthly Inventory Analysis

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## May 2015

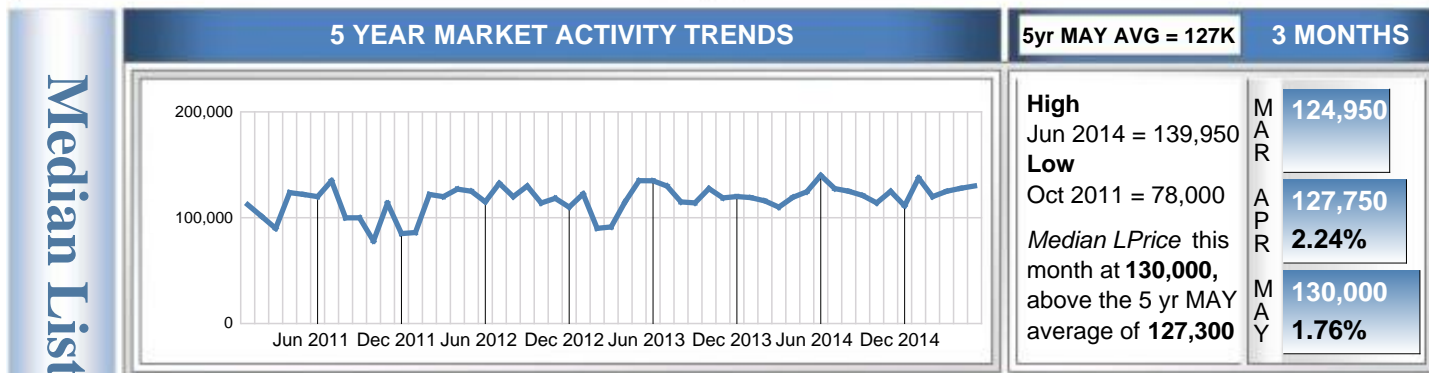
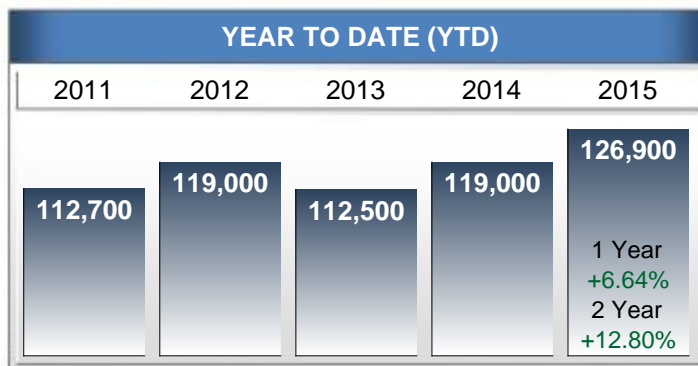
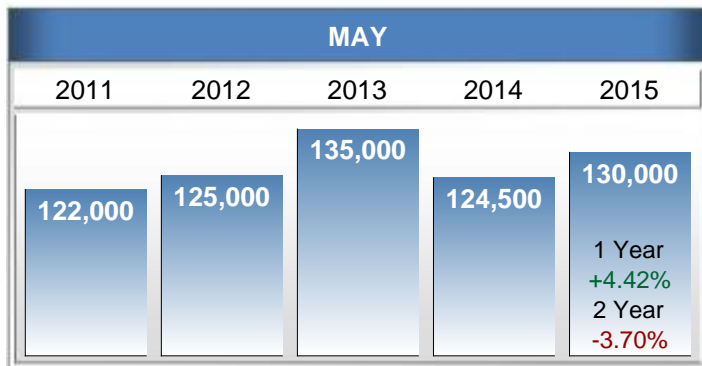
Closed Sales as of Jun 21, 2015



### Median List Price at Closing

Report Produced on: Jun 22, 2015

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+
\$50,000 and less	6		8.00%	22,000	19,000	34,900	0	0
\$50,001 \$70,000	9		12.00%	60,000	60,000	60,950	0	0
\$70,001 \$110,000	14		18.67%	86,000	84,900	85,000	99,700	0
\$110,001 \$140,000	14		18.67%	125,900	0	124,900	130,000	0
\$140,001 \$190,000	15		20.00%	153,900	0	151,950	159,900	0
\$190,001 \$260,000	8		10.67%	216,900	0	207,450	226,900	0
\$260,001 and up	9		12.00%	287,500	0	289,900	310,625	285,500
Median List Price:		\$130,000			\$60,000	\$128,700	\$174,950	\$285,500
Total Closed Units:		75			11	40	22	2
Total List Volume:		10,626,685			626.80K	5.08M	4.35M	571.00K





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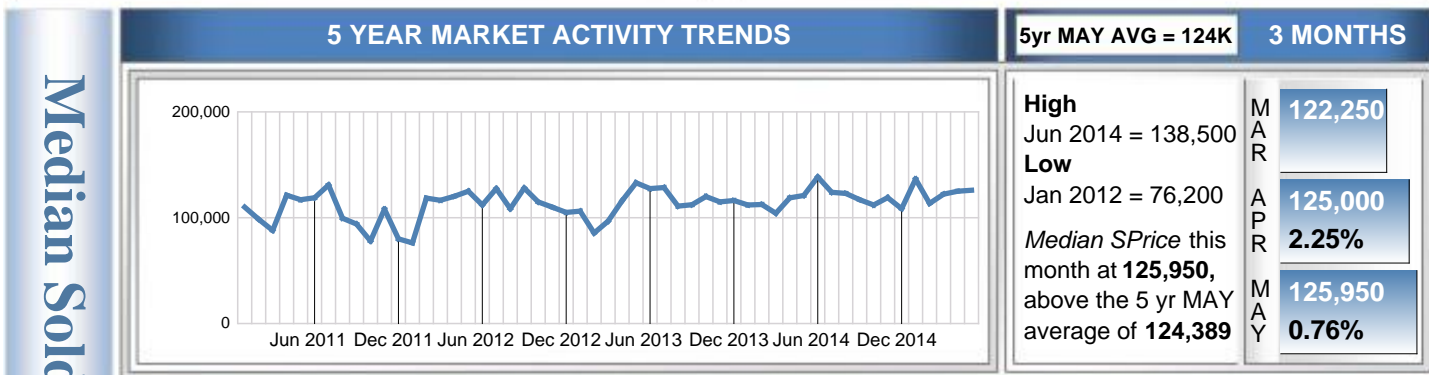
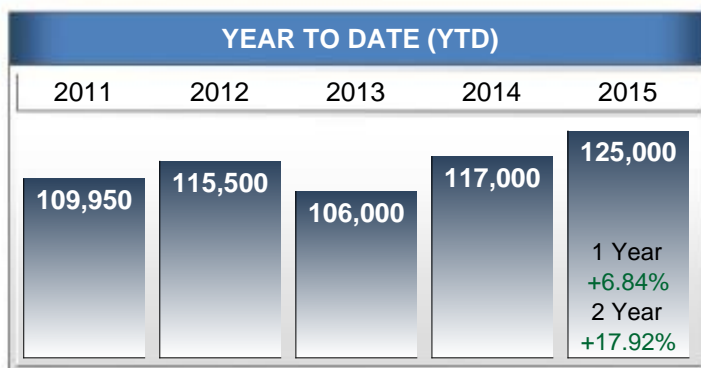
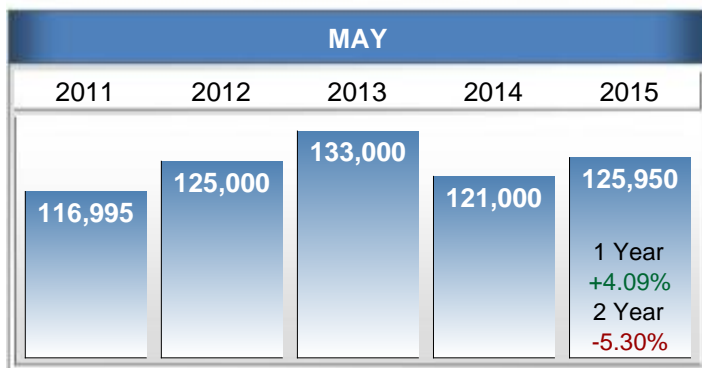
Closed Sales as of Jun 21, 2015



### Median Sold Price at Closing

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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+
\$50,000 and less	8	10.67%	26,450	13,000	37,200	0	0
\$50,001 - \$70,000	9	12.00%	61,000	62,000	60,450	0	0
\$70,001 - \$110,000	12	16.00%	88,500	94,250	86,500	98,500	0
\$110,001 - \$140,000	16	21.33%	125,475	0	124,950	130,000	0
\$140,001 - \$190,000	13	17.33%	155,000	0	151,000	170,000	0
\$190,001 - \$260,000	9	12.00%	223,000	0	204,529	227,500	0
\$260,001 and up	8	10.67%	286,700	0	289,900	339,999	280,250
Median Closed Price:	\$125,950			\$54,000	\$125,475	\$170,000	\$280,250
Total Closed Units:	75			11	40	22	2
Total Closed Volume:	10,369,954			559.69K	5.00M	4.25M	560.50K



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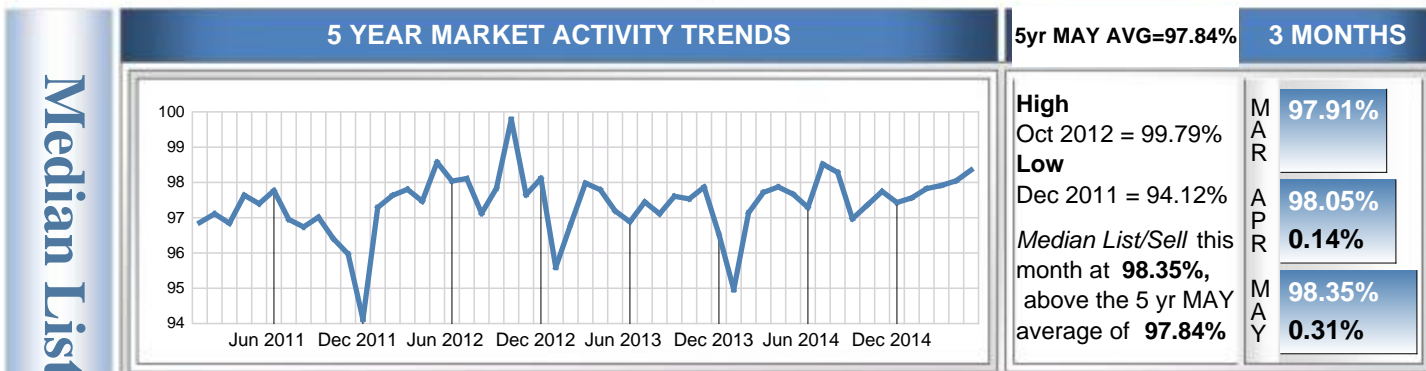
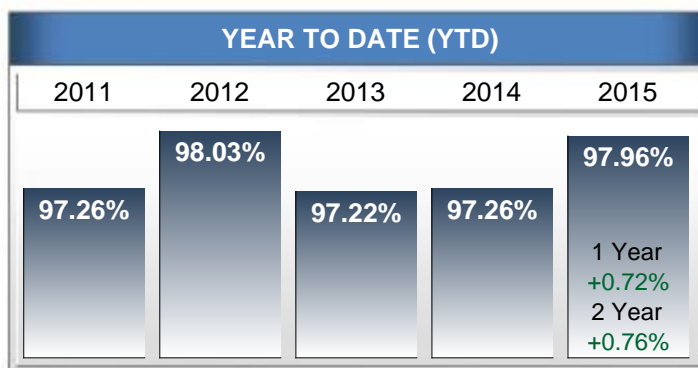
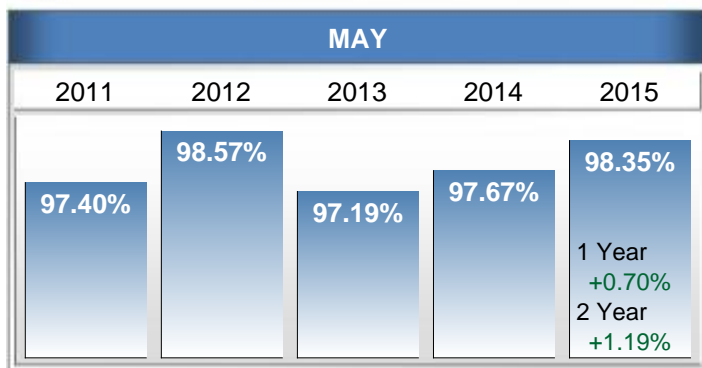
Closed Sales as of Jun 21, 2015



### 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+
\$50,000 and less	8	10.67%	90.48%	81.94%	96.04%	0.00%	0.00%
\$50,001 - \$70,000	9	12.00%	93.49%	95.45%	93.41%	0.00%	0.00%
\$70,001 - \$110,000	12	16.00%	99.72%	99.18%	100.00%	98.81%	0.00%
\$110,001 - \$140,000	16	21.33%	97.95%	0.00%	98.72%	95.72%	0.00%
\$140,001 - \$190,000	13	17.33%	100.00%	0.00%	100.00%	97.15%	0.00%
\$190,001 - \$260,000	9	12.00%	98.96%	0.00%	98.65%	98.96%	0.00%
\$260,001 and up	8	10.67%	98.66%	0.00%	100.00%	98.71%	98.16%
Median List/Sell Ratio: 98.35%				94.74%	99.78%	98.08%	98.16%
Total Closed Units: 75					11	40	22
Total Closed Volume: 10,369,954				559.69K	5.00M	4.25M	560.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

Inventory as of Jun 21, 2015



### Market Summary

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**Absorption:** Last 12 months, an Average of 71 Sales/Month

**Active Inventory** as of May 31, 2015 = 444

	MAY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	104	75	-27.88%	375	309	-17.60%
Pending Sales	91	79	-13.19%	429	353	-17.72%
New Listings	174	136	-21.84%	817	717	-12.24%
Median List Price	124,500	130,000	4.42%	119,000	126,900	6.64%
Median Sale Price	121,000	125,950	4.09%	117,000	125,000	6.84%
Median Percent of List Price to Selling Price	97.67%	98.35%	0.70%	97.26%	97.96%	0.72%
Median Days on Market to Sale	26.00	20.00	-23.08%	32.00	29.00	-9.38%
Monthly Inventory	446	444	-0.45%	446	444	-0.45%
Months Supply of Inventory	5.88	6.28	6.70%	5.88	6.28	6.70%

