



August 2015

Area Delimited by County Of Washington

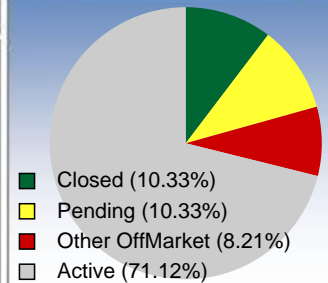


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of August 30, 2015 = **468**

	AUGUST		
	2014	2015	+/- %
Closed Listings	71	68	-4.23%
Pending Listings	85	68	-20.00%
New Listings	135	150	11.11%
Median List Price	125,000	113,000	-9.60%
Median Sale Price	124,900	105,000	-15.93%
Median Percent of List Price to Selling Price	98.08%	97.91%	-0.17%
Median Days on Market to Sale	38.00	28.50	-25.00%
End of Month Inventory	434	468	7.83%
Months Supply of Inventory	5.92	6.77	14.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 14, 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 August 2015 rose **7.83%** to 468 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.77** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.93%** in August 2015 to \$105,000 versus the previous year at \$124,900.

Median Days on Market Shortens

The median number of **28.50** days that homes spent on the market before selling decreased by 9.50 days or **25.00%** in August 2015 compared to last year's same month at **38.00** DOM.

Sales Success for August 2015 is Positive

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

There were 150 New Listings in August 2015, up **11.11%** from last year at 135. Furthermore, there were 68 Closed Listings this month versus last year at 71, a **-4.23%** decrease.

Closed versus Listed trends yielded a **45.3%** ratio, down from last year's August 2015 at **52.6%**, a **13.80%** downswing. 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®

August 2015

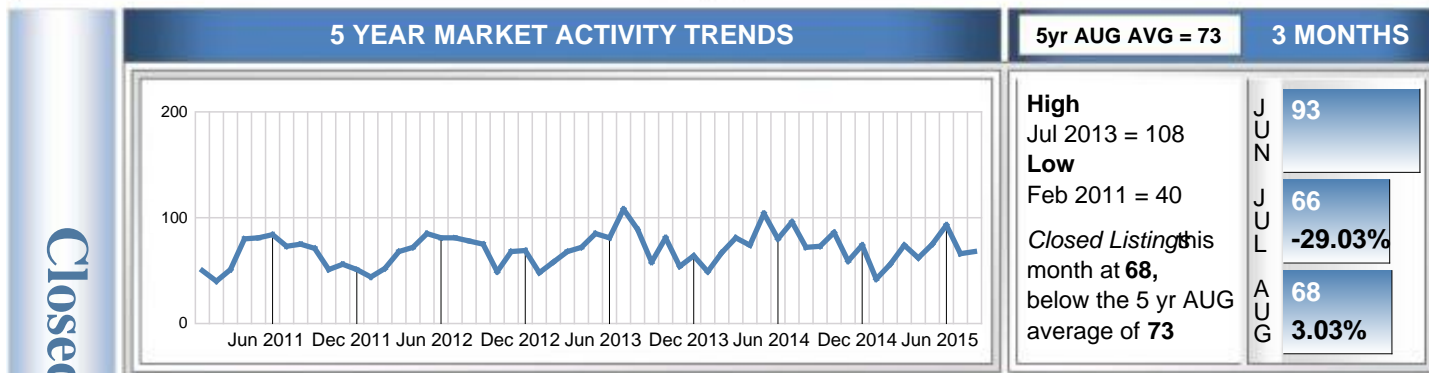
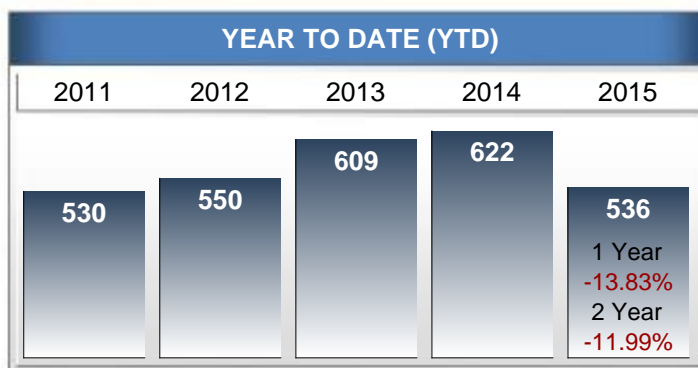
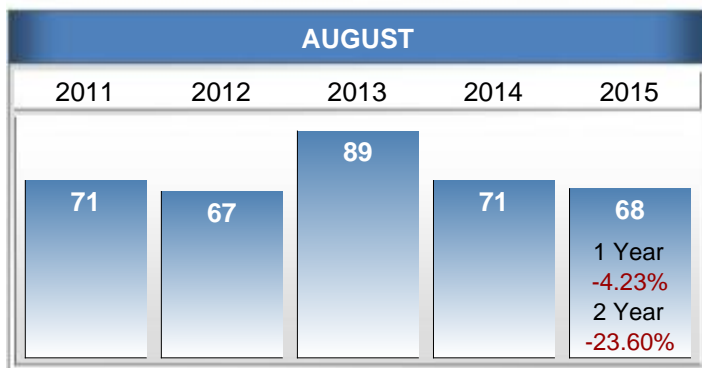
Closed Sales as of Sep 14, 2015



Closed Listings

Report Produced on: Sep 14, 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	6	8.82%	13.0	2	4	0	0
\$50,001 - \$60,000	5	7.35%	63.5	1	4	0	0
\$60,001 - \$80,000	12	17.65%	33.0	2	10	0	0
\$80,001 - \$140,000	17	25.00%	18.0	1	15	1	0
\$140,001 - \$200,000	13	19.12%	34.5	1	5	5	2
\$200,001 - \$270,000	7	10.29%	62.0	1	1	4	1
\$270,001 and up	8	11.76%	39.5	0	2	5	1
Total Closed Units:	68		28.5	8	41	15	4
Total Closed Volume:	9,742,855			803.50K	4.41M	3.41M	1.12M
Median Closed Price:	\$105,000			\$66,750	\$88,000	\$237,500	\$207,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

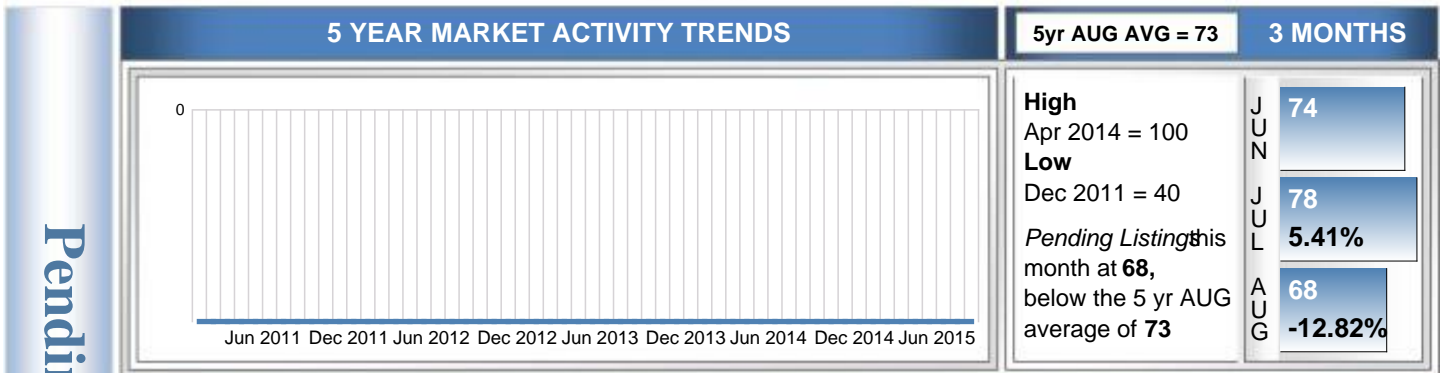
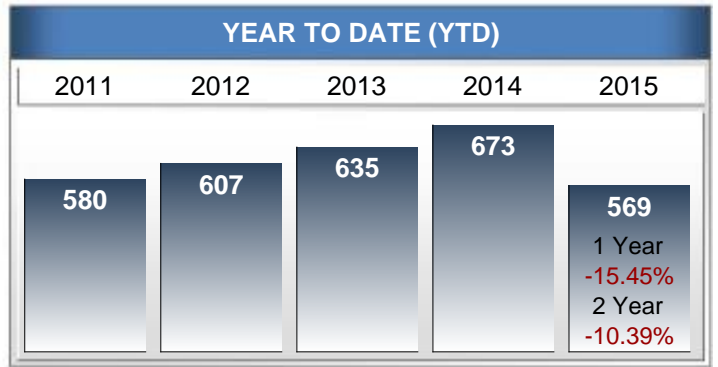
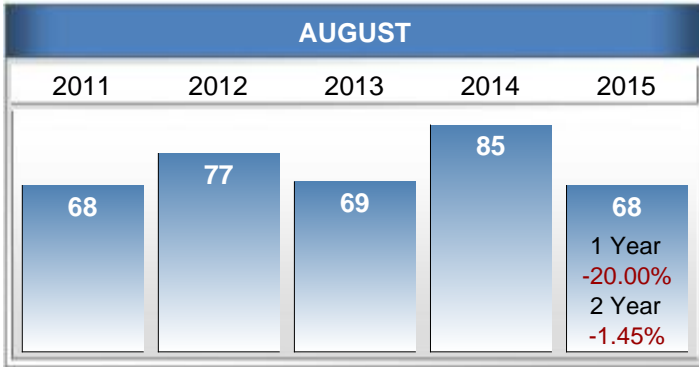
Pending Listings as of Sep 14, 2015



Pending Listings

Report Produced on: Sep 14, 2015

Area Delimited by County Of Washington



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	6	8.82%	17.0	4	2	0	0	
\$40,001 \$60,000	8	11.76%	18.0	4	4	0	0	
\$60,001 \$90,000	8	11.76%	88.5	3	5	0	0	
\$90,001 \$140,000	21	30.88%	54.5	3	14	4	0	
\$140,001 \$160,000	7	10.29%	23.0	0	6	1	0	
\$160,001 \$230,000	11	16.18%	53.0	1	4	6	0	
\$230,001 and up	7	10.29%	27.0	0	4	2	1	
Total Pending Units: 68				46.0	15	39	13	1
Total Pending Volume: 9,056,370					1.05M	5.15M	2.30M	559.50K
Median Listing Price: \$118,250					\$57,000	\$117,500	\$165,000	\$559,500

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

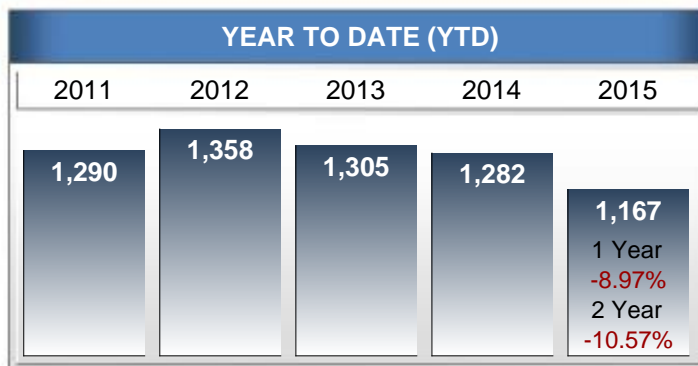
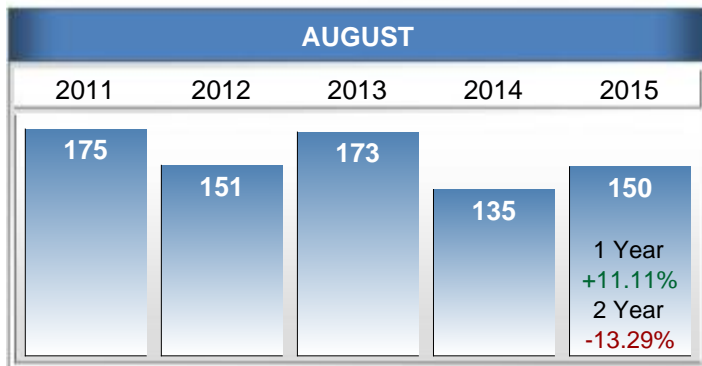
New Listings as of Sep 14, 2015



New Listings

Report Produced on: Sep 14, 2015

Area Delimited by County Of Washington



New Listings
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5yr AUG AVG = 157 **3 MONTHS**

High
Oct 2013 = 244
Low
Dec 2013 = 82

New Listings this month at **150**, below the 5 yr AUG average of **157**

JUN	142
JUL	158
AUG	150
-5.06%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	14	9.33%	11	3	0	0
\$50,001 - \$60,000	17	11.33%	13	4	0	0
\$60,001 - \$70,000	21	14.00%	16	5	0	0
\$70,001 - \$120,000	35	23.33%	10	23	2	0
\$120,001 - \$170,000	26	17.33%	1	14	10	1
\$170,001 - \$250,000	22	14.67%	1	4	15	2
\$250,001 and up	15	10.00%	0	6	5	4
Total New Listed Units:			52	59	32	7
Total New Listed Volume:			3.37M	7.83M	6.48M	2.31M
Median New Listed Listing Price:			\$62,000	\$105,000	\$179,000	\$365,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

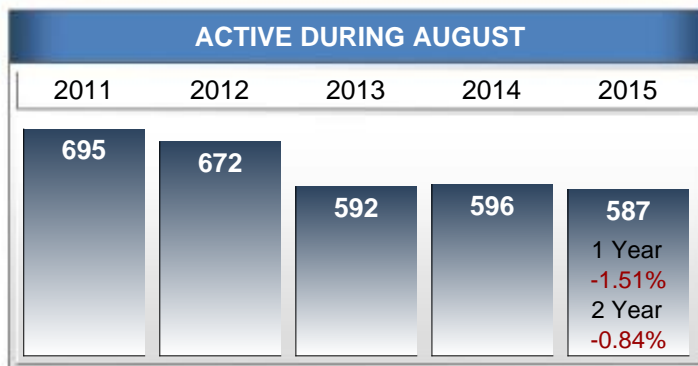
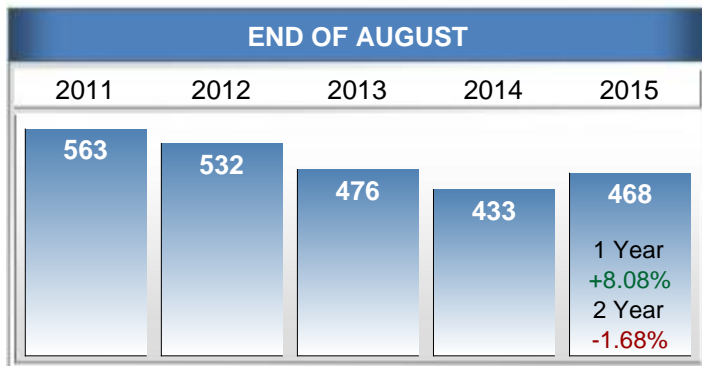
Active Inventory as of Sep 14, 2015



Active Inventory

Report Produced on: Sep 14, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr AUG AVG = 494 **3 MONTHS**

High
Nov 2013 = 593

Low
Feb 2015 = 382

Inventory this month at **468**, below the 5 yr AUG average of **494**

JUN	440
JUL	440
AUG	468
0.00%	
6.36%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	34	7.26%	182.0	31	3	0	0		
\$30,001 \$60,000	73	15.60%	40.0	53	19	1	0		
\$60,001 \$70,000	47	10.04%	34.0	27	19	1	0		
\$70,001 \$130,000	130	27.78%	40.5	49	66	15	0		
\$130,001 \$190,000	75	16.03%	55.0	9	32	30	4		
\$190,001 \$300,000	64	13.68%	61.0	3	16	41	4		
\$300,001 and up	45	9.62%	89.0	5	8	17	15		
Total Active Inventory by Units:				468	52.0	177	163	105	23
Total Active Inventory by Volume:				69,336,374		14.85M	21.26M	24.06M	9.16M
Median Active Inventory Listing Price:				\$105,000		\$62,000	\$115,000	\$209,000	\$345,000



Monthly Inventory Analysis

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August 2015

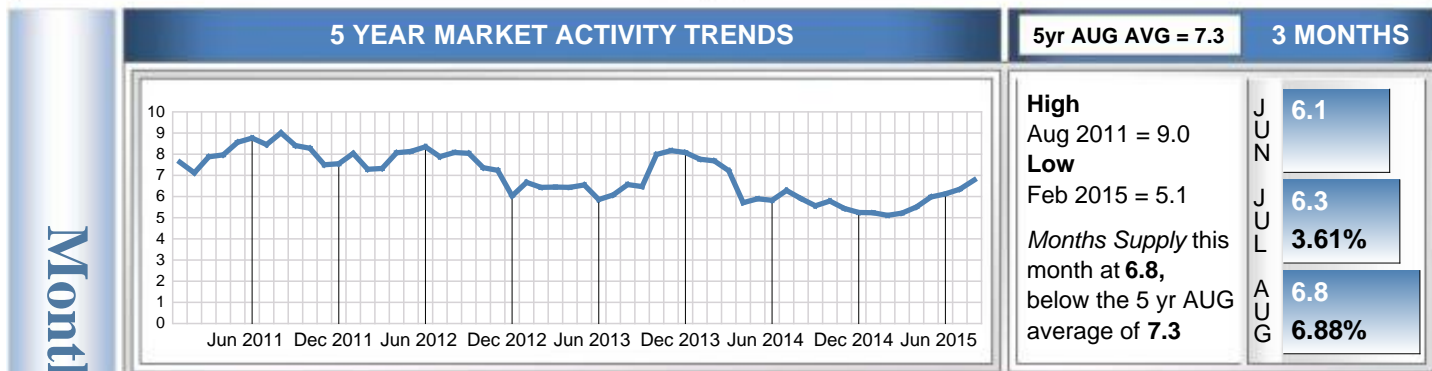
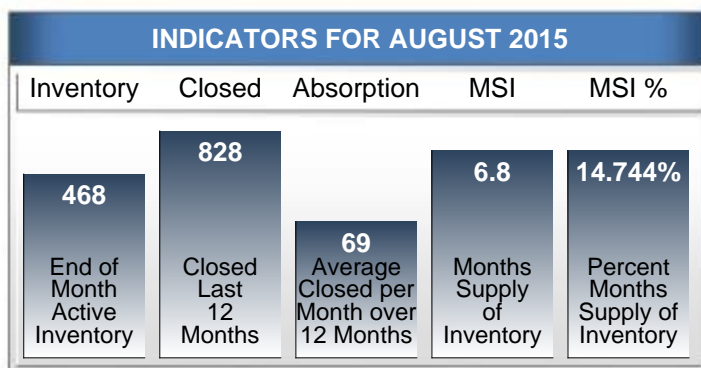
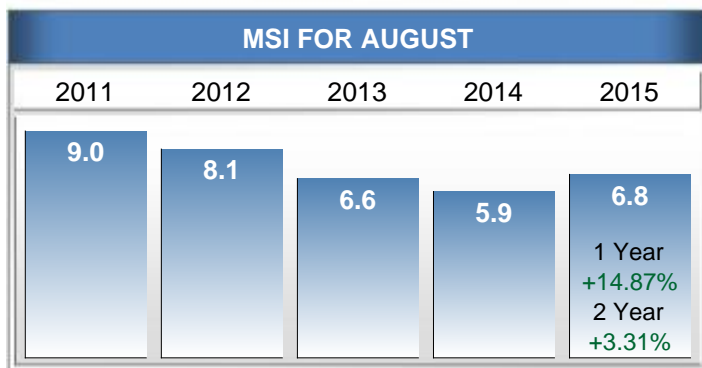
Active Inventory as of Sep 14, 2015



Months Supply of Inventory

Report Produced on: Sep 14, 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	34	7.26%	8.7	14.9	1.8	0.0	0.0
\$30,001 - \$60,000	73	15.60%	8.6	14.8	4.1	12.0	0.0
\$60,001 - \$70,000	47	10.04%	11.1	19.1	7.9	2.4	0.0
\$70,001 - \$130,000	130	27.78%	5.5	22.6	3.8	4.1	0.0
\$130,001 - \$190,000	75	16.03%	5.4	7.2	4.2	6.4	12.0
\$190,001 - \$300,000	64	13.68%	5.8	6.0	6.2	5.7	5.3
\$300,001 and up	45	9.62%	11.3	60.0	10.7	8.2	13.8
MSI:			6.8	16.0	4.4	5.8	9.2
Total Active Inventory:			468	177	163	105	23



Monthly Inventory Analysis

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August 2015

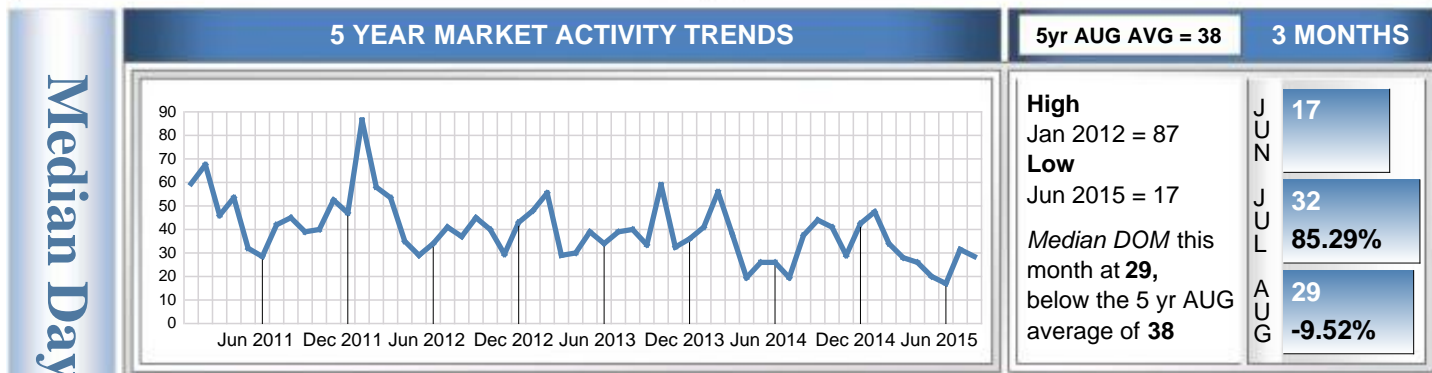
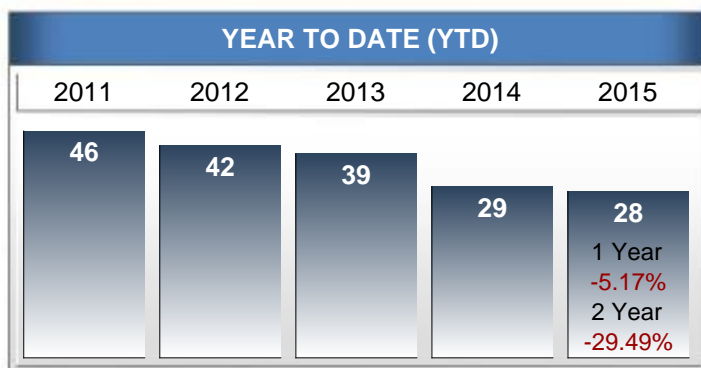
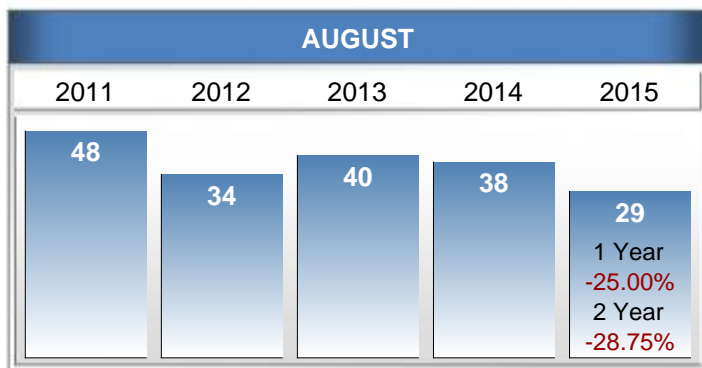
Closed Sales as of Sep 14, 2015



Median Days on Market to Sale

Report Produced on: Sep 14, 2015

Area Delimited by County Of Washington



Median Days on Market

Ready to Buy or Sell Real Estate?
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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	6			8.82%	13.0	16.0	10.5	0.0	0.0
\$50,001 \$60,000	5			7.35%	63.5	88.0	36.5	0.0	0.0
\$60,001 \$80,000	12			17.65%	33.0	117.0	25.5	0.0	0.0
\$80,001 \$140,000	17			25.00%	18.0	62.0	14.0	72.0	0.0
\$140,001 \$200,000	13			19.12%	34.5	53.0	5.0	81.0	53.0
\$200,001 \$270,000	7			10.29%	62.0	62.0	11.0	78.5	95.0
\$270,001 and up	8			11.76%	39.5	0.0	11.0	58.0	1.0
Median Closed DOM:	28.5					62.0	14.0	72.0	53.0
Total Closed Units:	68					8	41	15	4
Total Closed Volume:	9,742,855					803.50K	4.41M	3.41M	1.12M



Monthly Inventory Analysis

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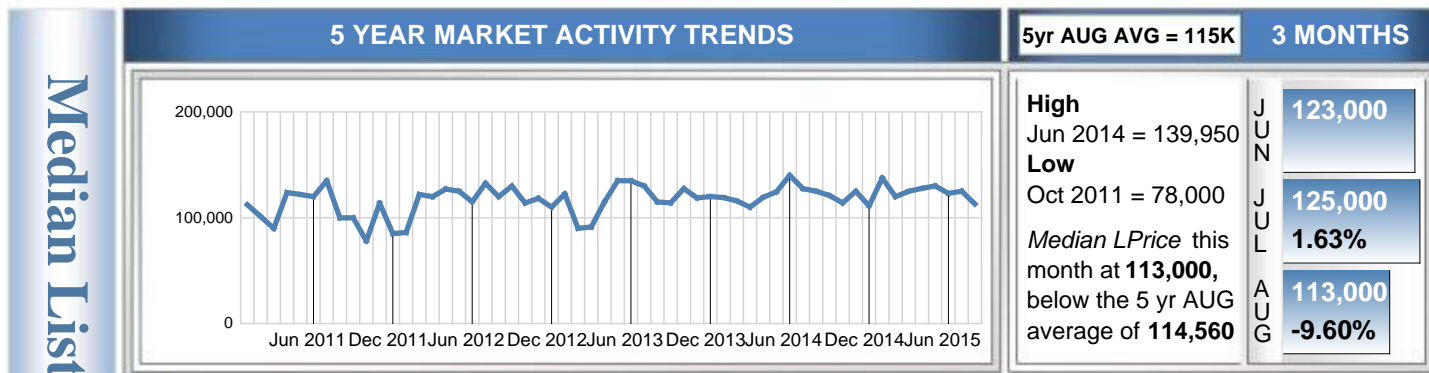
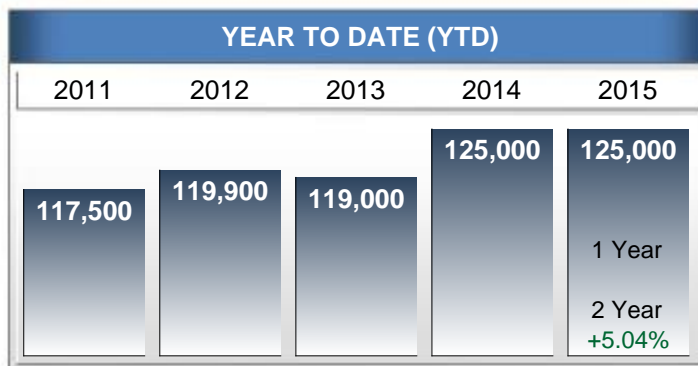
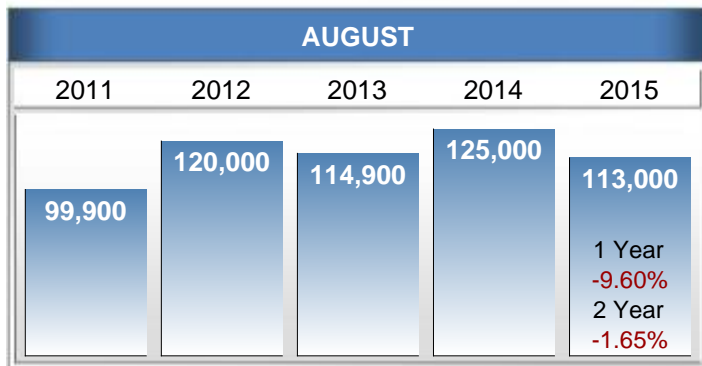
Closed Sales as of Sep 14, 2015



Median List Price at Closing

Report Produced on: Sep 14, 2015

Area Delimited by County Of Washington



Median List Price

Ready to Buy or Sell Real Estate?
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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	4		5.88%	35,000	40,000	30,000	0	0
\$50,001 - \$60,000	5		7.35%	55,000	55,000	57,450	0	0
\$60,001 - \$80,000	13		19.12%	69,950	70,000	72,278	0	0
\$80,001 - \$140,000	18		26.47%	107,000	91,000	105,750	114,000	0
\$140,001 - \$200,000	12		17.65%	169,900	189,900	157,500	180,500	152,950
\$200,001 - \$270,000	8		11.76%	247,400	256,500	215,000	244,900	259,000
\$270,001 and up	8		11.76%	311,000	0	383,500	292,500	559,500
Median List Price:		\$113,000			\$74,950	\$89,900	\$244,900	\$209,450
Total Closed Units:		68			8	41	15	4
Total List Volume:		10,008,955			848.30K	4.51M	3.53M	1.12M



Monthly Inventory Analysis

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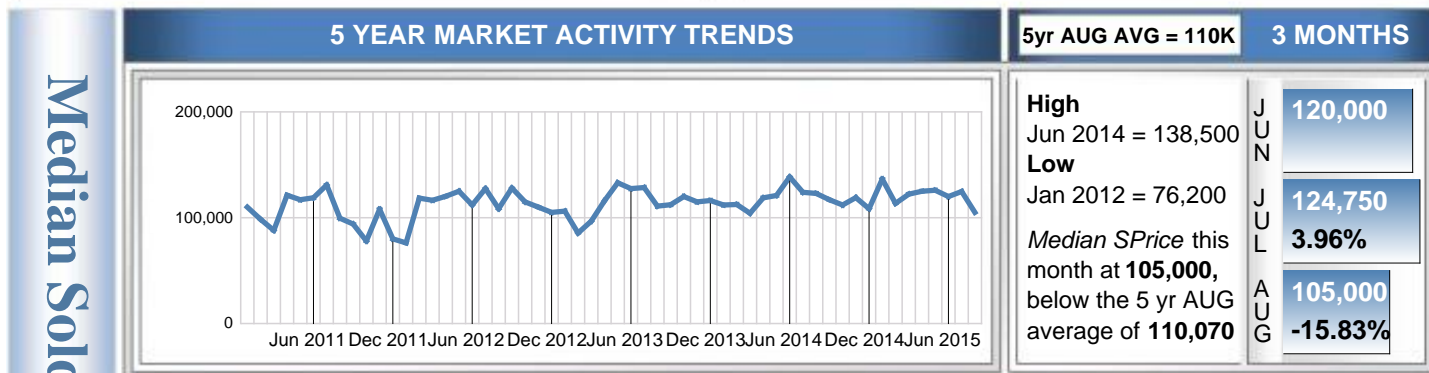
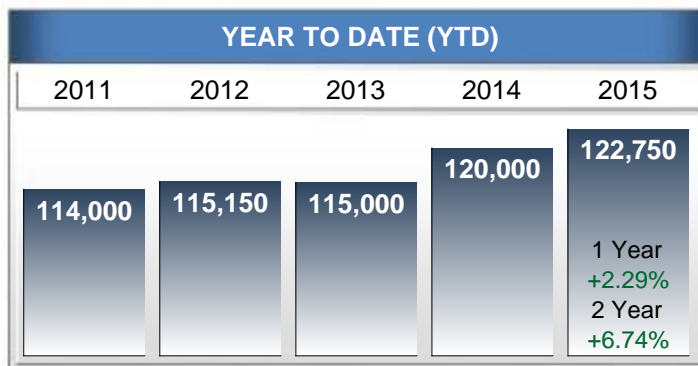
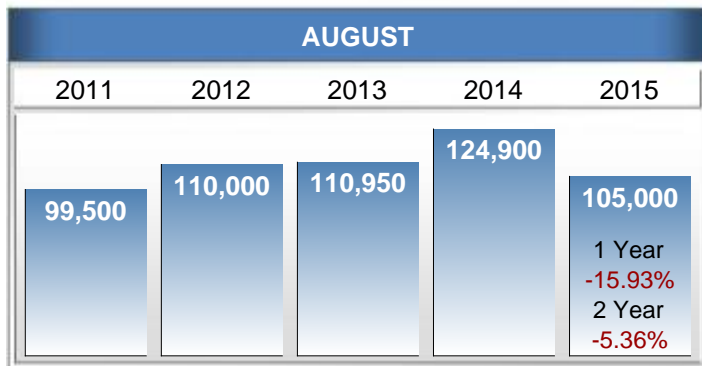
Closed Sales as of Sep 14, 2015



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+
\$50,000 and less	6		8.82%	41,051	44,051	36,500	0	0
\$50,001 - \$60,000	5		7.35%	57,000	55,000	56,700	0	0
\$60,001 - \$80,000	12		17.65%	69,950	66,750	72,400	0	0
\$80,001 - \$140,000	17		25.00%	102,700	85,000	104,500	96,000	0
\$140,001 - \$200,000	13		19.12%	162,450	189,900	157,500	175,000	151,450
\$200,001 - \$270,000	7		10.29%	243,500	252,000	207,500	240,500	255,000
\$270,001 and up	8		11.76%	319,102	0	373,500	287,500	559,500
Median Closed Price:	\$105,000				\$66,750	\$88,000	\$237,500	\$207,450
Total Closed Units:	68				8	41	15	4
Total Closed Volume:	9,742,855				803.50K	4.41M	3.41M	1.12M



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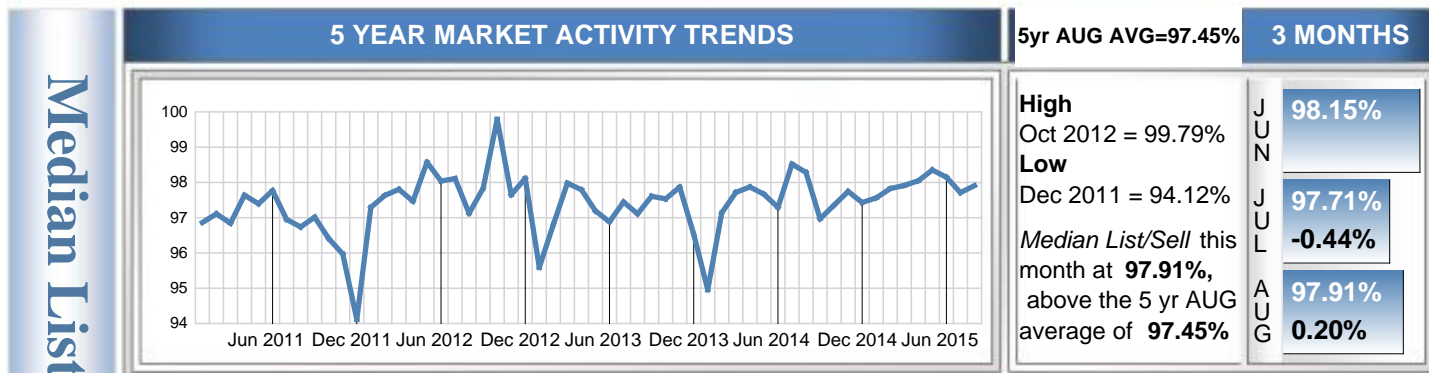
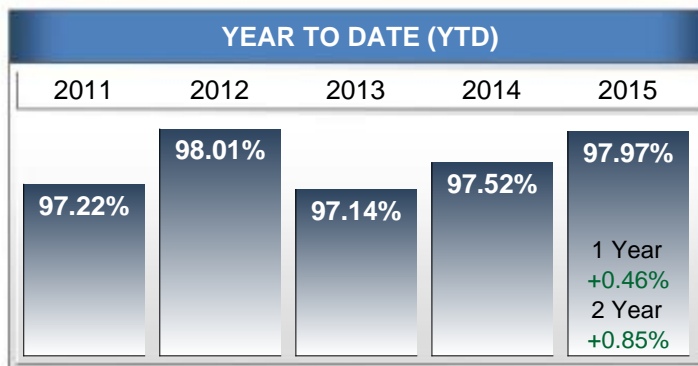
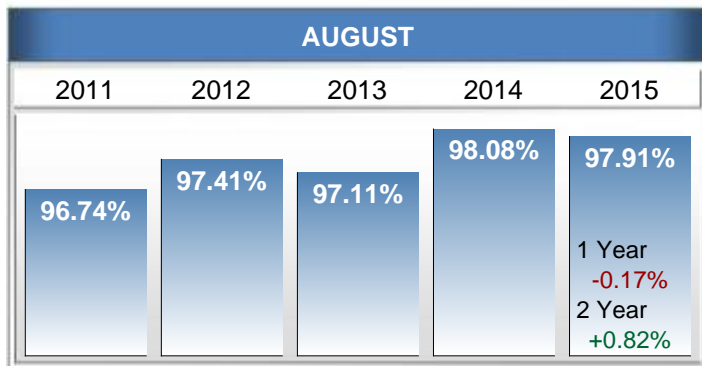
Closed Sales as of Sep 14, 2015



Median Percent of List Price to Selling Price

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Median List/Sell Price
 Ready to Buy or Sell Real Estate?
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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	6	8.82%	92.95%	93.76%	92.95%	0.00%	0.00%	
\$50,001 - \$60,000	5	7.35%	91.56%	78.57%	94.58%	0.00%	0.00%	
\$60,001 - \$80,000	12	17.65%	96.92%	91.91%	98.81%	0.00%	0.00%	
\$80,001 - \$140,000	17	25.00%	97.68%	93.41%	100.00%	84.21%	0.00%	
\$140,001 - \$200,000	13	19.12%	98.35%	100.00%	100.00%	93.58%	98.97%	
\$200,001 - \$270,000	7	10.29%	97.44%	98.25%	96.51%	97.21%	98.46%	
\$270,001 and up	8	11.76%	98.35%	0.00%	97.78%	98.29%	100.00%	
Median List/Sell Ratio:				97.91%	94.81%	98.50%	97.26%	99.23%
Total Closed Units:				68	8	41	15	4
Total Closed Volume:				9,742,855	803.50K	4.41M	3.41M	1.12M



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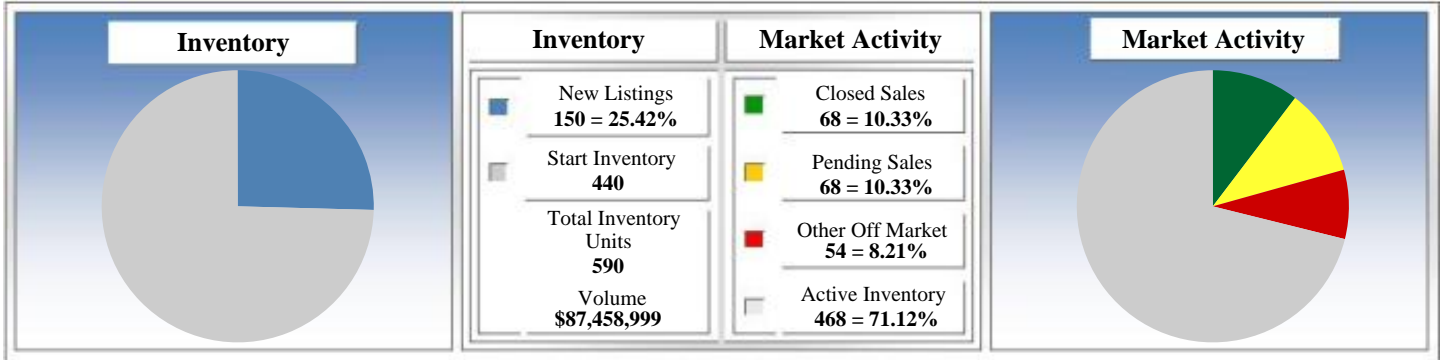
Inventory as of Sep 14, 2015



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 69 Sales/Month

Active Inventory as of August 30, 2015 = 468

	AUGUST			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	71	68	-4.23%	622	536	-13.83%
Pending Sales	85	68	-20.00%	673	569	-15.45%
New Listings	135	150	11.11%	1,282	1,167	-8.97%
Median List Price	125,000	113,000	-9.60%	125,000	125,000	0.00%
Median Sale Price	124,900	105,000	-15.93%	120,000	122,750	2.29%
Median Percent of List Price to Selling Price	98.08%	97.91%	-0.17%	97.52%	97.97%	0.46%
Median Days on Market to Sale	38.00	28.50	-25.00%	29.00	27.50	-5.17%
Monthly Inventory	434	468	7.83%	434	468	7.83%
Months Supply of Inventory	5.92	6.77	14.34%	5.92	6.77	14.34%

