



# August 2016

Area Delimited by County Of Washington

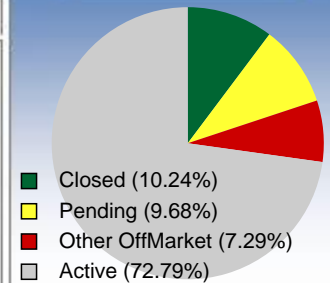


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of August 31, 2016 = **519**

	AUGUST		
	2015	2016	+/- %
Closed Listings	71	73	2.82%
Pending Listings	66	69	4.55%
New Listings	156	123	-21.15%
Median List Price	114,000	126,000	10.53%
Median Sale Price	105,000	120,000	14.29%
Median Percent of List Price to Selling Price	97.87%	98.18%	0.31%
Median Days on Market to Sale	29.00	30.00	3.45%
End of Month Inventory	437	519	18.76%
Months Supply of Inventory	6.30	7.42	17.77%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 12, 2016

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 2016 rose **18.76%** to 519 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **7.42** 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 **14.29%** in August 2016 to \$120,000 versus the previous year at \$105,000.

### Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 1.00 days or **3.45%** in August 2016 compared to last year's same month at **29.00** DOM.

### Sales Success for August 2016 is Positive

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

There were 123 New Listings in August 2016, down **21.15%** from last year at 156. Furthermore, there were 73 Closed Listings this month versus last year at 71, a **2.82%** increase.

Closed versus Listed trends yielded a **59.3%** ratio, up from last year's August 2016 at **45.5%**, a **30.40%** upswing. This will certainly create pressure on an increasing 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®

## August 2016

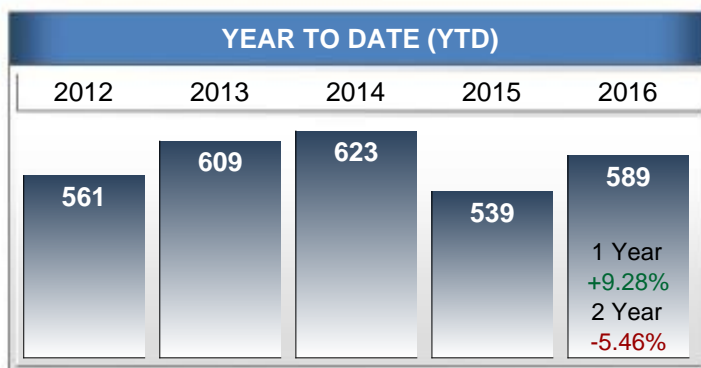
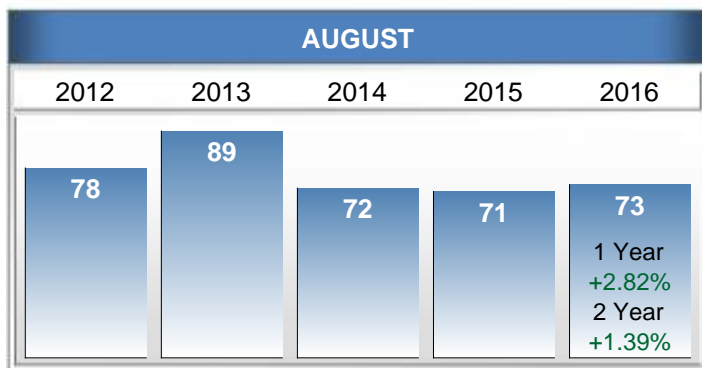
Closed Sales as of Sep 12, 2016



### Closed Listings

Report Produced on: Sep 12, 2016

Area Delimited by County Of Washington



Closed Listings  
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<b>5yr AUG AVG = 77</b>	<b>3 MONTHS</b>										
<b>High</b> Jul 2013 = 108 <b>Low</b> Jan 2015 = 42 <i>Closed Listing</i> this month at <b>73</b> , below the 5 yr AUG average of <b>77</b>	<table border="1"> <tr> <td>JUN</td> <td>88</td> </tr> <tr> <td>JUL</td> <td>70</td> </tr> <tr> <td colspan="2">-20.45%</td> </tr> <tr> <td>AUG</td> <td>73</td> </tr> <tr> <td colspan="2">4.29%</td> </tr> </table>	JUN	88	JUL	70	-20.45%		AUG	73	4.29%	
JUN	88										
JUL	70										
-20.45%											
AUG	73										
4.29%											

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6	8.22%	72.0	1	4	1	0
\$40,001 - \$60,000	10	13.70%	16.5	2	8	0	0
\$60,001 - \$100,000	11	15.07%	21.0	2	7	2	0
\$100,001 - \$150,000	18	24.66%	33.5	1	13	4	0
\$150,001 - \$190,000	9	12.33%	52.0	0	4	5	0
\$190,001 - \$230,000	10	13.70%	14.0	0	5	5	0
\$230,001 and up	9	12.33%	42.0	0	1	6	2
Total Closed Units: 73				30.0			
Total Closed Volume: 10,042,391				420.00K	4.63M	4.45M	544.24K
Median Closed Price: \$120,000				\$62,500	\$105,377	\$187,500	\$272,118



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

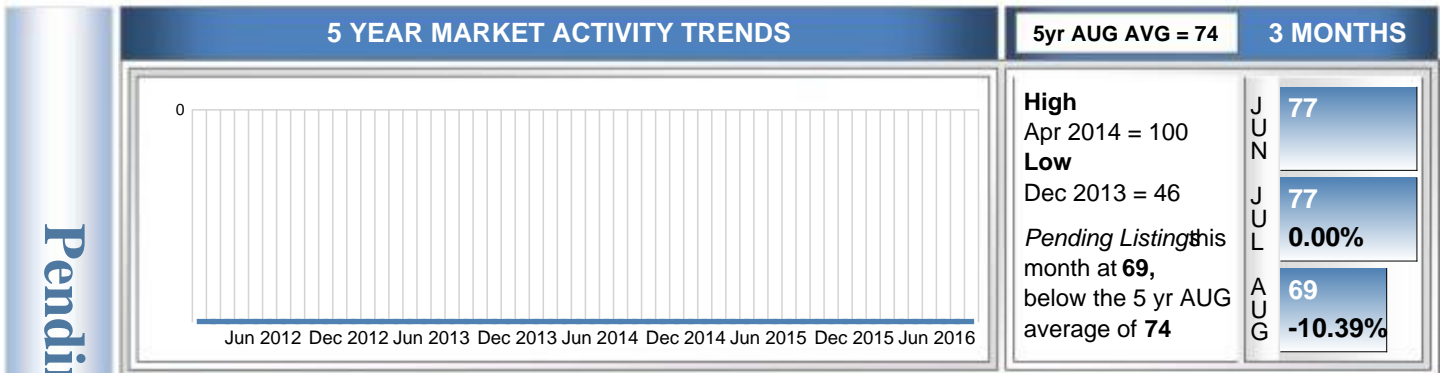
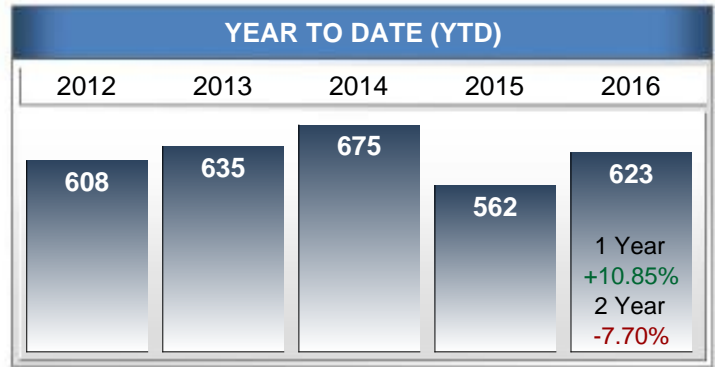
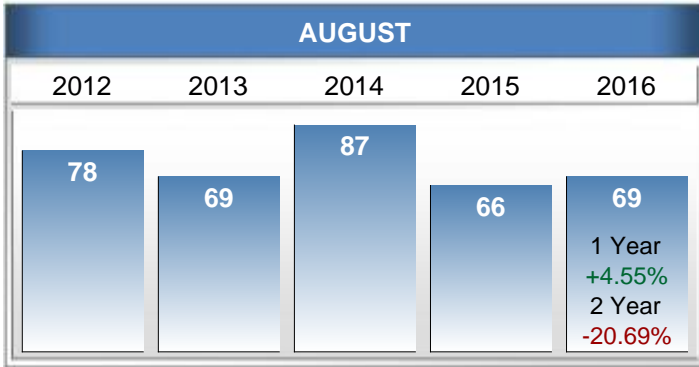
Pending Listings as of Sep 12, 2016



### Pending Listings

Report Produced on: Sep 12, 2016

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+	
\$10,000 and less	4	5.80%	71.5	4	0	0	0	
\$10,001 \$50,000	11	15.94%	31.0	8	3	0	0	
\$50,001 \$70,000	10	14.49%	36.0	3	7	0	0	
\$70,001 \$120,000	16	23.19%	51.5	0	15	1	0	
\$120,001 \$170,000	12	17.39%	47.5	0	7	4	1	
\$170,001 \$270,000	9	13.04%	39.0	0	3	6	0	
\$270,001 and up	7	10.14%	64.0	0	2	2	3	
Total Pending Units: 69				46.0	15	37	13	4
Total Pending Volume: 8,437,000					416.80K	4.34M	2.47M	1.21M
Median Listing Price: \$104,900					\$24,500	\$104,900	\$185,000	\$286,000

Pending Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

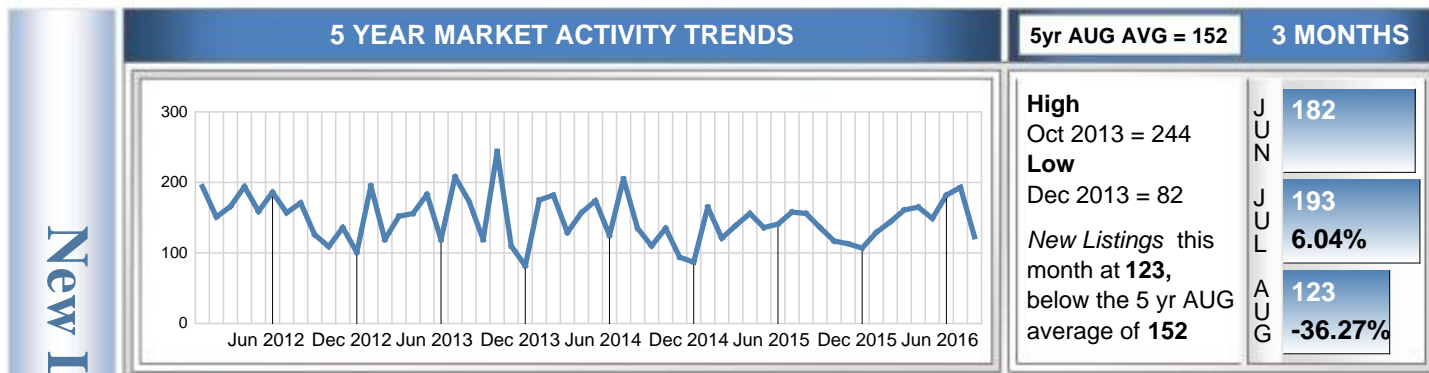
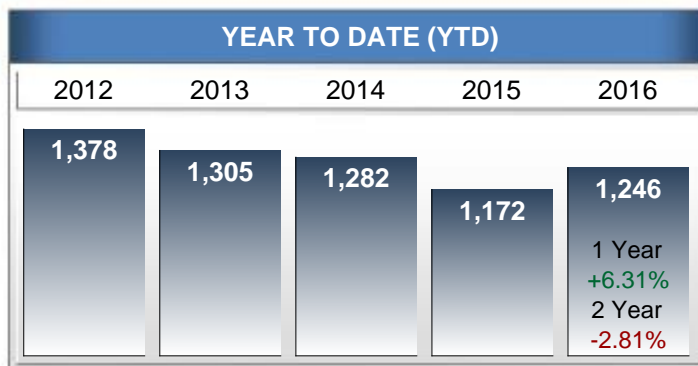
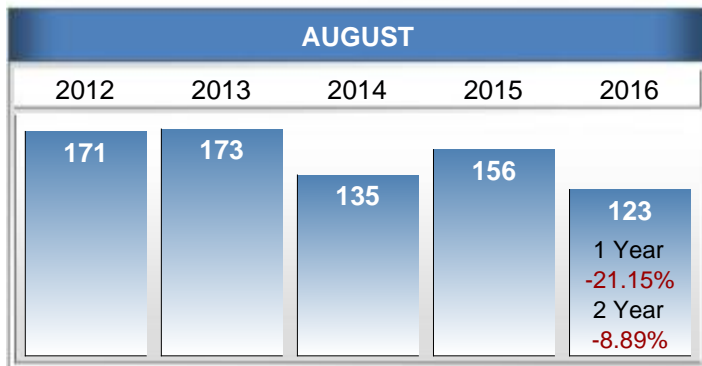
New Listings as of Sep 12, 2016



### New Listings

Report Produced on: Sep 12, 2016

Area Delimited by County Of Washington



New Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	10	8.13%	7	3	0	0	
\$40,001 - \$60,000	19	15.45%	7	12	0	0	
\$60,001 - \$70,000	18	14.63%	12	5	1	0	
\$70,001 - \$120,000	22	17.89%	8	12	2	0	
\$120,001 - \$170,000	22	17.89%	1	15	6	0	
\$170,001 - \$280,000	19	15.45%	3	4	12	0	
\$280,001 and up	13	10.57%	1	2	5	5	
Total New Listed Units:			123	39	53	26	5
Total New Listed Volume:			16,280,700	3.20M	5.62M	5.52M	1.95M
Median New Listed Listing Price:			\$99,900	\$62,000	\$84,000	\$189,450	\$310,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

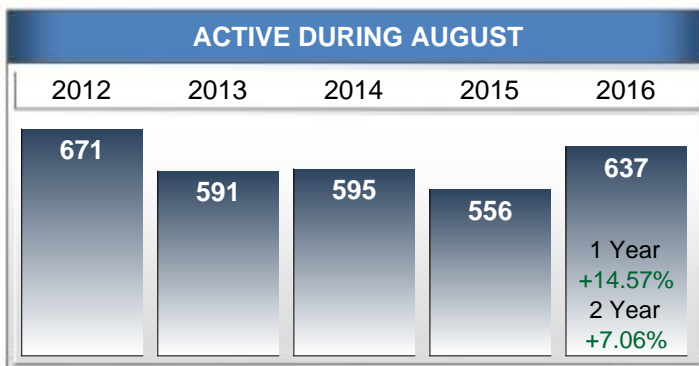
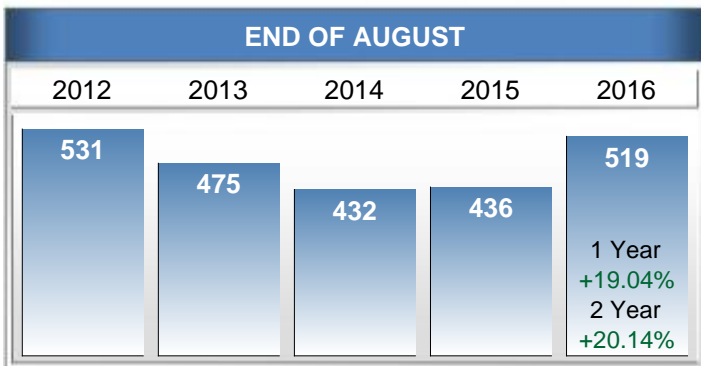
Active Inventory as of Sep 12, 2016



### Active Inventory

Report Produced on: Sep 12, 2016

Area Delimited by County Of Washington



Active Inventory

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**5yr AUG AVG = 479**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **519**, above the 5 yr AUG average of **479**

JUN	483
JUL	514
AUG	519
<b>6.42%</b>	
<b>0.97%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	52	10.02%	86.0	46	6	0	0
\$30,001 - \$50,000	45	8.67%	43.0	29	14	2	0
\$50,001 - \$70,000	80	15.41%	33.0	56	23	1	0
\$70,001 - \$130,000	137	26.40%	57.0	53	75	9	0
\$130,001 - \$190,000	88	16.96%	70.0	18	32	32	6
\$190,001 - \$300,000	66	12.72%	91.0	10	20	35	1
\$300,001 and up	51	9.83%	72.0	12	7	21	11
Total Active Inventory by Units:		519	63.0	224	177	100	18
Total Active Inventory by Volume:		81,922,078		29.67M	21.52M	23.80M	6.94M
Median Active Inventory Listing Price:		\$99,000		\$65,000	\$107,500	\$209,500	\$308,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

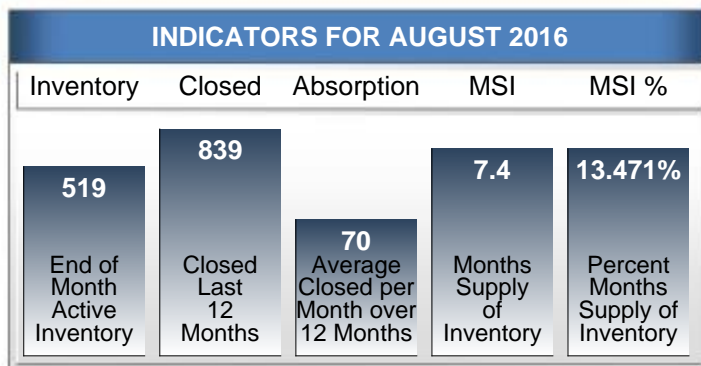
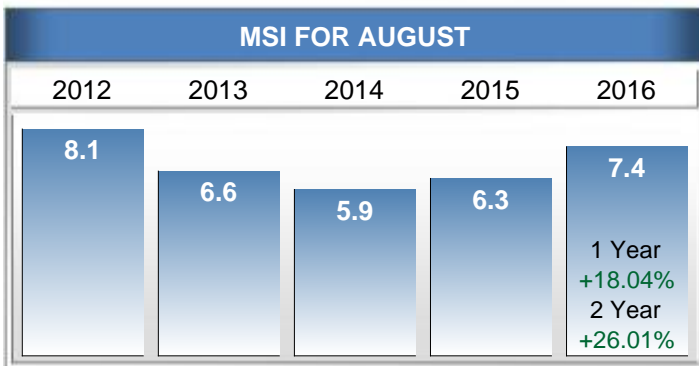
Active Inventory as of Sep 12, 2016



### Months Supply of Inventory

Report Produced on: Sep 12, 2016

Area Delimited by County Of Washington



Months Supply  
Ready to Buy or Sell Real Estate?  
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5yr AUG AVG = 6.8	3 MONTHS
<b>High</b> Jun 2012 = 8.3 <b>Low</b> Feb 2015 = 5.1 <i>Months Supply</i> this month at <b>7.4</b> , above the 5 yr AUG average of <b>6.8</b>	JUN 7.0 JUL 7.4 <b>AUG 5.91%</b> AUG 7.4 <b>0.73%</b>

#### 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	52	10.02%	14.2	21.2	4.2	0.0	0.0
\$30,001 \$50,000	45	8.67%	6.9	12.9	3.6	6.0	0.0
\$50,001 \$70,000	80	15.41%	11.2	24.9	5.0	3.0	0.0
\$70,001 \$130,000	137	26.40%	5.8	20.5	4.4	2.4	0.0
\$130,001 \$190,000	88	16.96%	5.9	36.0	4.1	5.3	12.0
\$190,001 \$300,000	66	12.72%	6.0	60.0	6.7	4.8	2.4
\$300,001 and up	51	9.83%	15.3	144.0	8.4	11.5	18.9
MSI:			7.4	22.4	4.6	5.1	11.4
Total Active Inventory:			519	224	177	100	18



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

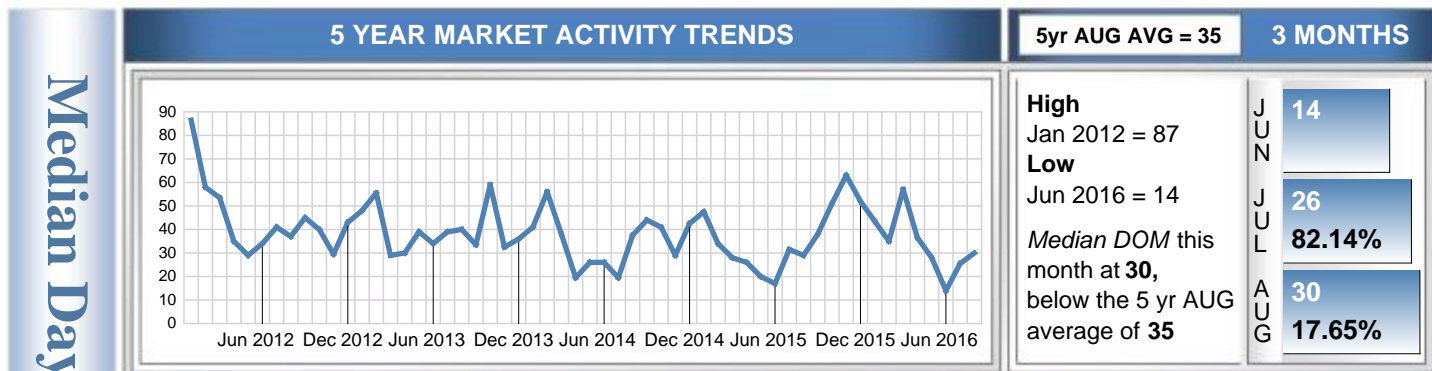
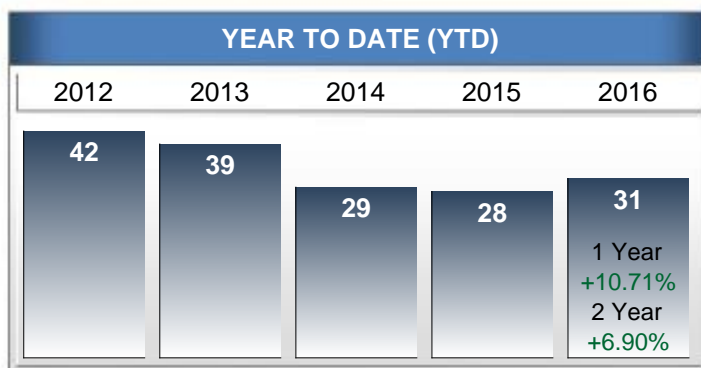
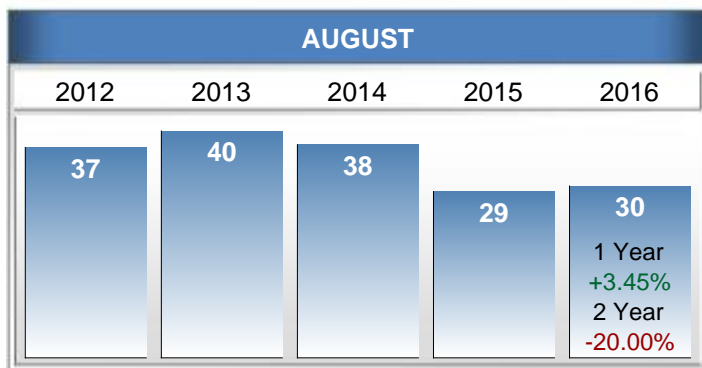
Closed Sales as of Sep 12, 2016



### Median Days on Market to Sale

Report Produced on: Sep 12, 2016

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+
\$40,000 and less	6			8.22%	72.0	111.0	64.0	51.0	0.0
\$40,001 - \$60,000	10			13.70%	16.5	62.5	8.5	0.0	0.0
\$60,001 - \$100,000	11			15.07%	21.0	17.5	26.0	34.0	0.0
\$100,001 - \$150,000	18			24.66%	33.5	48.0	31.0	24.0	0.0
\$150,001 - \$190,000	9			12.33%	52.0	0.0	33.5	72.0	0.0
\$190,001 - \$230,000	10			13.70%	14.0	0.0	14.0	14.0	0.0
\$230,001 and up	9			12.33%	42.0	0.0	86.0	31.5	38.5
Median Closed DOM:	30.0					36.0	28.0	30.0	38.5
Total Closed Units:	73					6	42	23	2
Total Closed Volume:	10,042,391					420.00K	4.63M	4.45M	544.24K



# Monthly Inventory Analysis

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## August 2016

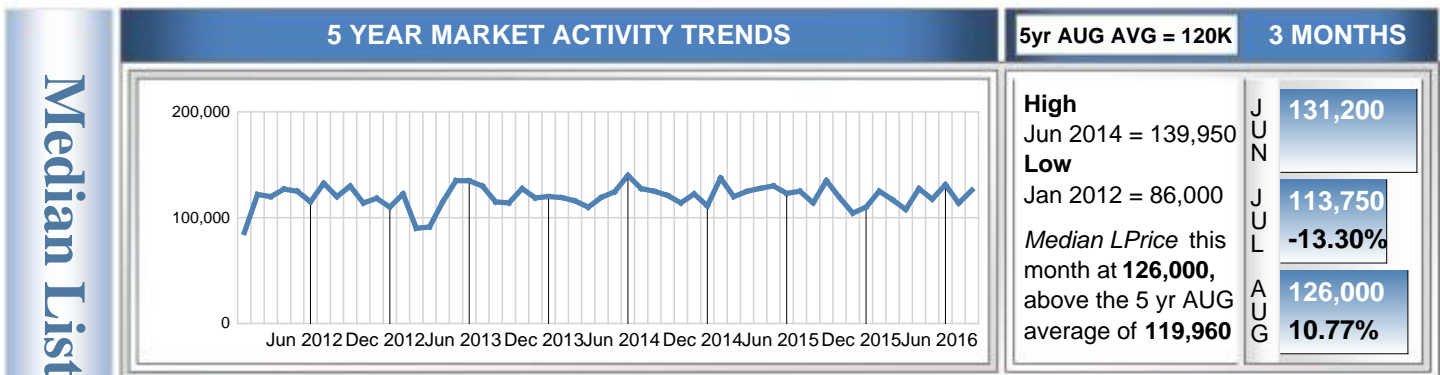
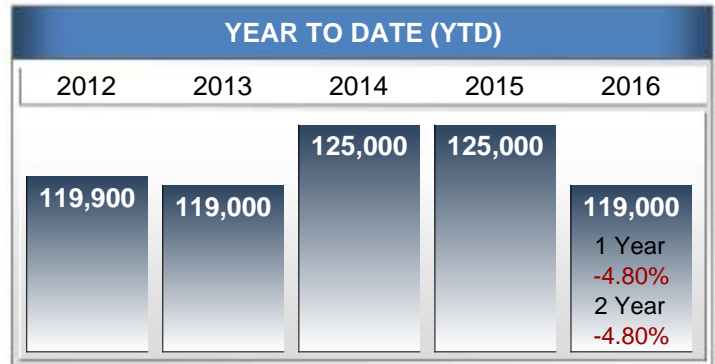
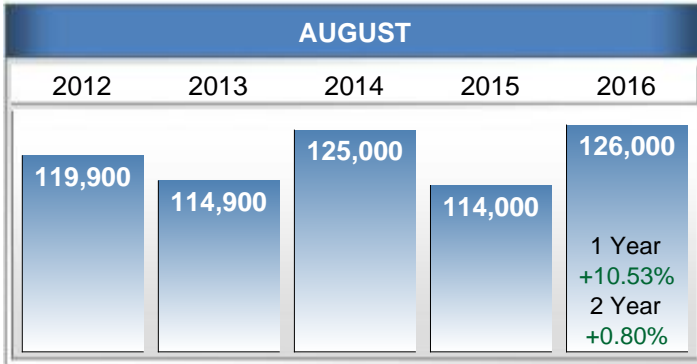
Closed Sales as of Sep 12, 2016



### Median List Price at Closing

Report Produced on: Sep 12, 2016

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+
\$40,000 and less	5		6.85%	28,000	29,900	27,900	39,950	0
\$40,001 \$60,000	9		12.33%	56,500	59,000	54,500	0	0
\$60,001 \$100,000	13		17.81%	72,500	69,900	71,250	98,900	0
\$100,001 \$150,000	17		23.29%	119,900	142,000	119,450	123,200	0
\$150,001 \$190,000	9		12.33%	159,000	0	164,975	159,000	0
\$190,001 \$230,000	12		16.44%	209,450	0	209,000	217,000	225,000
\$230,001 and up	8		10.96%	296,250	0	235,000	304,750	318,000
Median List Price:		\$126,000			\$65,950	\$111,450	\$190,000	\$271,500
Total Closed Units:		73			6	42	23	2
Total List Volume:		10,294,570			458.80K	4.76M	4.53M	543.00K





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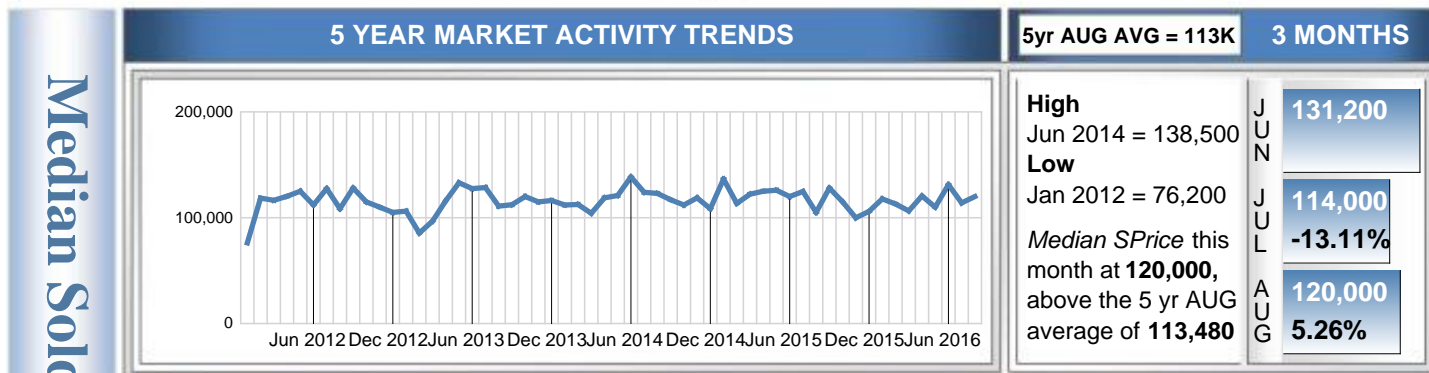
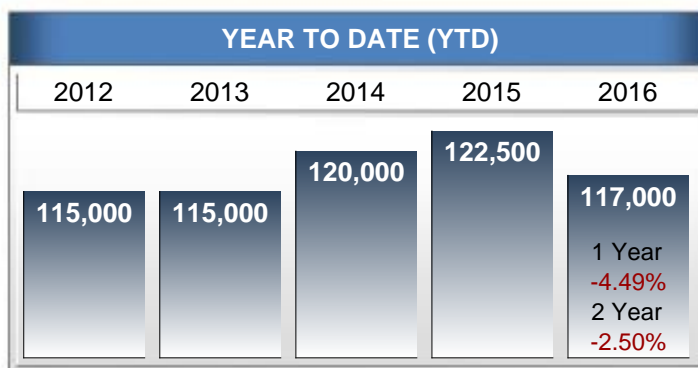
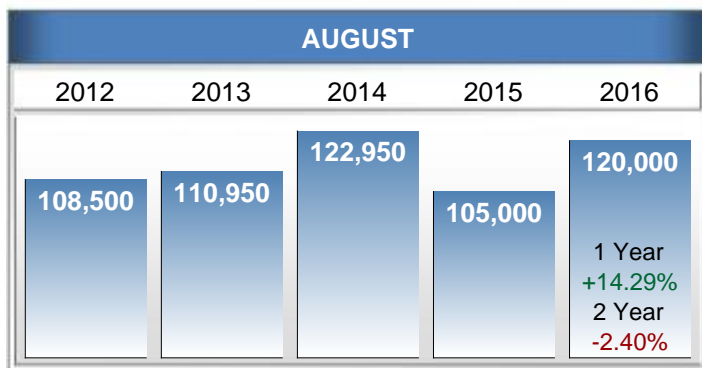
Closed Sales as of Sep 12, 2016



### Median Sold Price at Closing

Report Produced on: Sep 12, 2016

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+
\$40,000 and less	6		8.22%	35,217	20,000	35,217	37,800	0
\$40,001 \$60,000	10		13.70%	55,500	57,500	54,225	0	0
\$60,001 \$100,000	11		15.07%	84,000	80,000	72,000	94,950	0
\$100,001 \$150,000	18		24.66%	120,000	125,000	119,800	120,500	0
\$150,001 \$190,000	9		12.33%	173,000	0	175,500	159,000	0
\$190,001 \$230,000	10		13.70%	201,500	0	200,000	217,000	0
\$230,001 and up	9		12.33%	269,500	0	239,009	298,250	272,118
Median Closed Price:		\$120,000			\$62,500	\$105,377	\$187,500	\$272,118
Total Closed Units:		73			6	42	23	2
Total Closed Volume:		10,042,391			420.00K	4.63M	4.45M	544.24K



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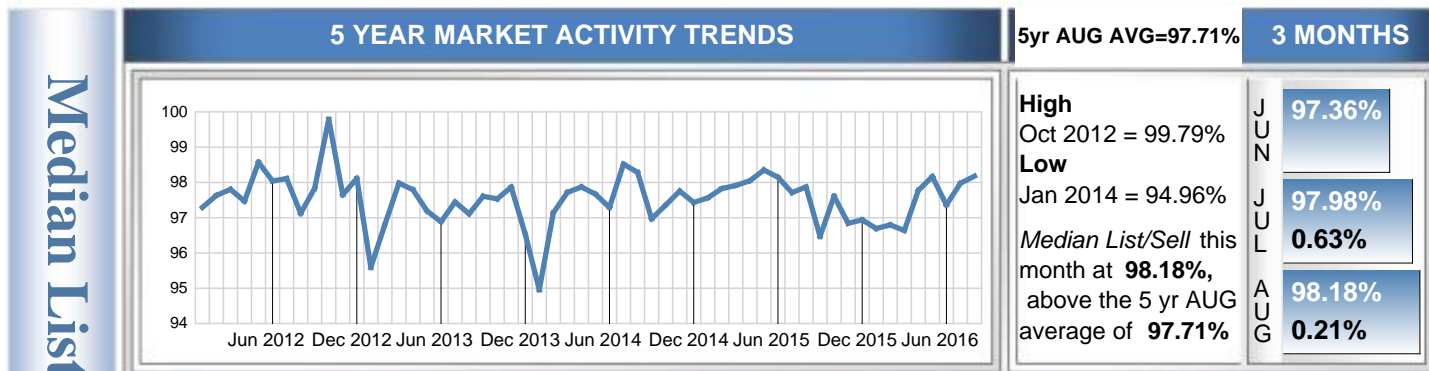
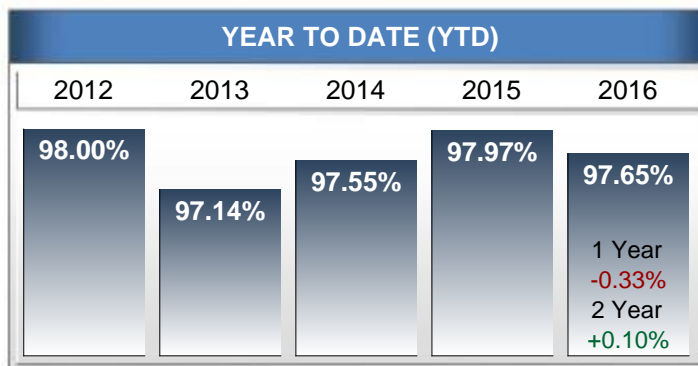
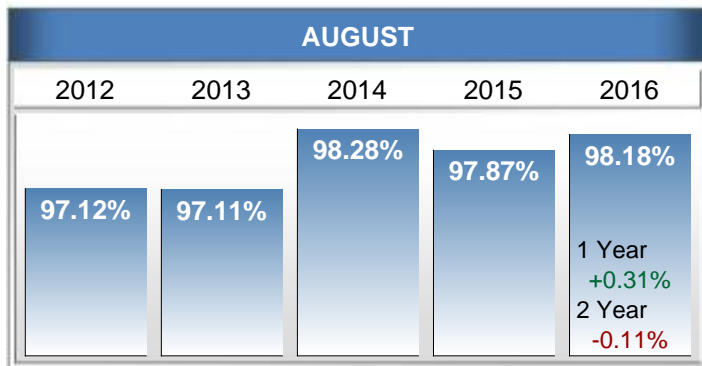
Closed Sales as of Sep 12, 2016



### 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+
\$40,000 and less	6	8.22%	94.21%	66.89%	106.99%	94.62%	0.00%
\$40,001 \$60,000	10	13.70%	95.08%	95.16%	95.08%	0.00%	0.00%
\$60,001 \$100,000	11	15.07%	97.92%	96.17%	100.00%	95.97%	0.00%
\$100,001 \$150,000	18	24.66%	97.95%	88.03%	96.95%	100.00%	0.00%
\$150,001 \$190,000	9	12.33%	98.68%	0.00%	97.82%	100.00%	0.00%
\$190,001 \$230,000	10	13.70%	99.89%	0.00%	96.71%	100.00%	0.00%
\$230,001 and up	9	12.33%	98.18%	0.00%	101.71%	97.90%	100.86%
Median List/Sell Ratio:	98.18%			92.37%	97.24%	100.00%	100.86%
Total Closed Units:	73			6	42	23	2
Total Closed Volume:	10,042,391			420.00K	4.63M	4.45M	544.24K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

Inventory as of Sep 12, 2016



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 70 Sales/Month

**Active Inventory** as of August 31, 2016 = 519

	AUGUST			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	71	73	2.82%	539	589	9.28%
Pending Sales	66	69	4.55%	562	623	10.85%
New Listings	156	123	-21.15%	1,172	1,246	6.31%
Median List Price	114,000	126,000	10.53%	125,000	119,000	-4.80%
Median Sale Price	105,000	120,000	14.29%	122,500	117,000	-4.49%
Median Percent of List Price to Selling Price	97.87%	98.18%	0.31%	97.97%	97.65%	-0.33%
Median Days on Market to Sale	29.00	30.00	3.45%	28.00	31.00	10.71%
Monthly Inventory	437	519	18.76%	437	519	18.76%
Months Supply of Inventory	6.30	7.42	17.77%	6.30	7.42	17.77%

