



January 2016

Area Delimited by County Of Washington

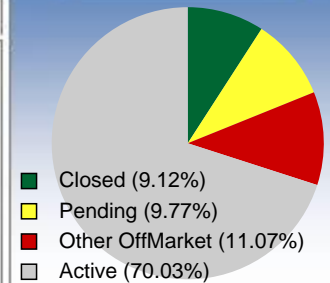


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of January 31, 2016 = **430**

	JANUARY		
	2015	2016	+/- %
Closed Listings	42	56	33.33%
Pending Listings	58	60	3.45%
New Listings	165	129	-21.82%
Median List Price	137,500	125,000	-9.09%
Median Sale Price	136,500	117,750	-13.74%
Median Percent of List Price to Selling Price	97.56%	96.69%	-0.89%
Median Days on Market to Sale	47.50	43.50	-8.42%
End of Month Inventory	395	430	8.86%
Months Supply of Inventory	5.21	6.43	23.38%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 15, 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 January 2016 rose **8.86%** to 430 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **6.43** 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 **13.74%** in January 2016 to \$117,750 versus the previous year at \$136,500.

Median Days on Market Shortens

The median number of **43.50** days that homes spent on the market before selling decreased by 4.00 days or **8.42%** in January 2016 compared to last year's same month at **47.50** DOM.

Sales Success for January 2016 is Positive

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

There were 129 New Listings in January 2016, down **21.82%** from last year at 165. Furthermore, there were 56 Closed Listings this month versus last year at 42, a **33.33%** increase.

Closed versus Listed trends yielded a **43.4%** ratio, up from last year's January 2016 at **25.5%**, a **70.54%** 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.

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



Monthly Inventory Analysis

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January 2016

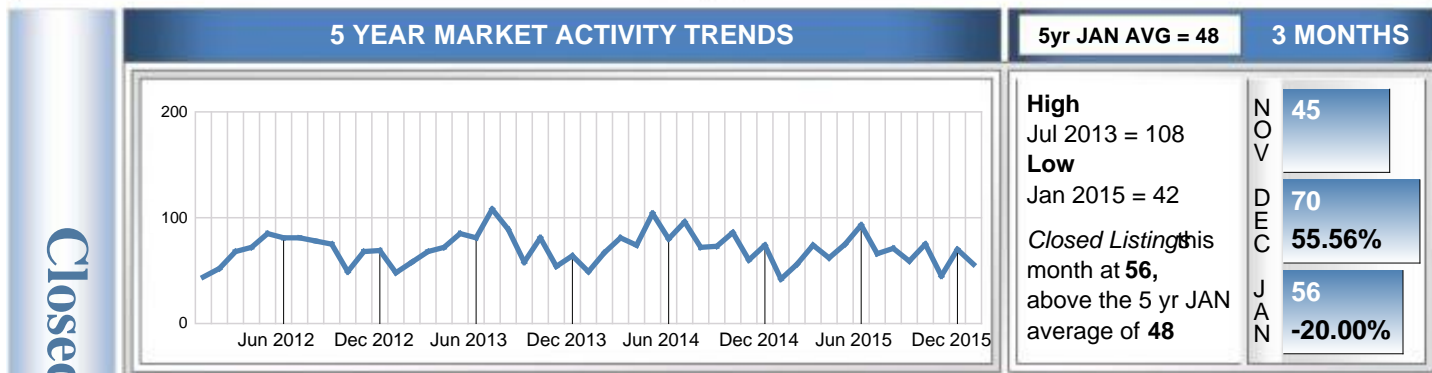
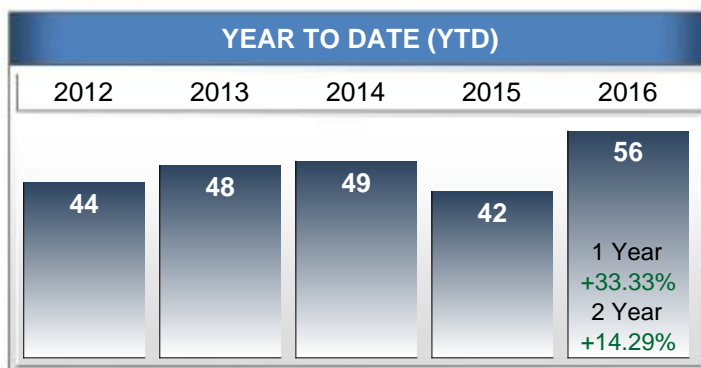
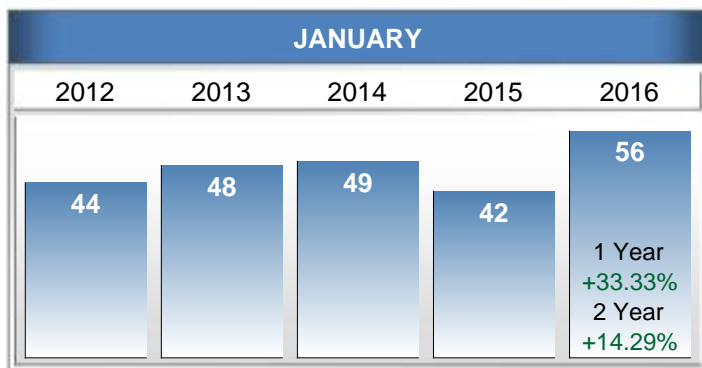
Closed Sales as of Feb 15, 2016



Closed Listings

Report Produced on: Feb 15, 2016

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+
\$30,000 and less	4	7.14%	35.5	1	3	0	0
\$30,001 - \$40,000	6	10.71%	16.0	2	4	0	0
\$40,001 - \$90,000	11	19.64%	49.0	3	7	1	0
\$90,001 - \$140,000	14	25.00%	51.5	1	12	1	0
\$140,001 - \$170,000	7	12.50%	45.0	0	2	5	0
\$170,001 - \$250,000	9	16.07%	15.0	0	5	4	0
\$250,001 and up	5	8.93%	33.0	1	0	4	0
Total Closed Units:	56		43.5	8	33	15	0.00B
Total Closed Volume:	7,281,857			774.10K	3.41M	3.10M	0.00B
Median Closed Price:	\$117,750			\$45,500	\$109,000	\$171,300	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

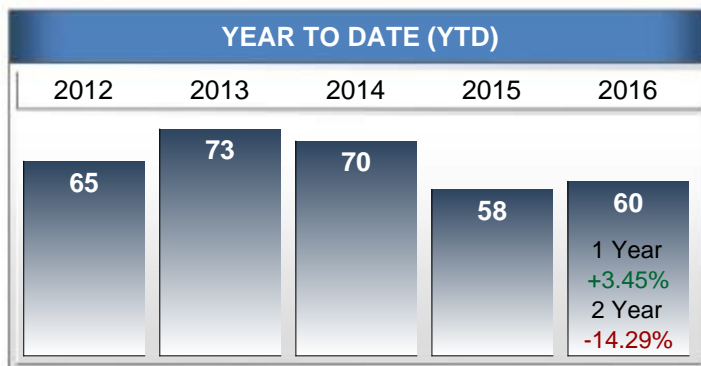
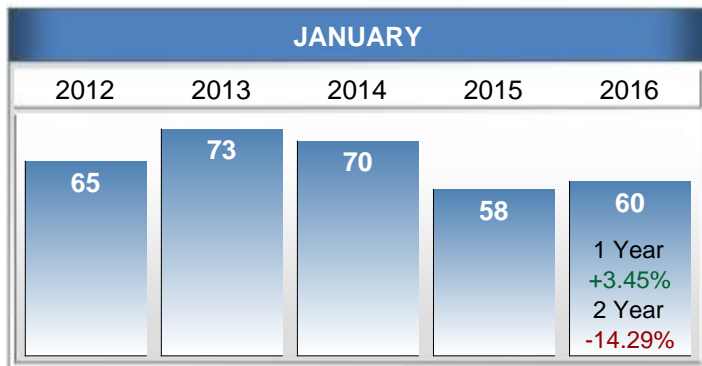
Pending Listings as of Feb 15, 2016



Pending Listings

Report Produced on: Feb 15, 2016

Area Delimited by County Of Washington



Pending Listings
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5yr JAN AVG = 65 **3 MONTHS**

High
Apr 2014 = 100

Low
Dec 2013 = 46

Pending Listing this month at **60**, below the 5 yr JAN average of **65**

NOV	70
DEC	59
-15.71%	
JAN	60
1.69%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	10.00%	16.0	4	1	1	0
\$30,001 - \$50,000	4	6.67%	18.0	2	2	0	0
\$50,001 - \$80,000	13	21.67%	43.0	4	7	2	0
\$80,001 - \$130,000	14	23.33%	37.5	0	12	2	0
\$130,001 - \$170,000	9	15.00%	63.0	1	5	3	0
\$170,001 - \$250,000	9	15.00%	75.0	1	3	4	1
\$250,001 and up	5	8.33%	77.0	0	2	3	0
Total Pending Units: 60				MDOM: 43.0			
Total Pending Volume: 7,461,050				Price Distribution: 12 (≤2 Beds), 32 (3 Beds), 15 (4 Beds), 1 (5 Beds+)			
Median Listing Price: \$106,200				Volume Distribution: 721.75K (≤2 Beds), 3.99M (3 Beds), 2.53M (4 Beds), 220.00K (5 Beds+)			



Monthly Inventory Analysis

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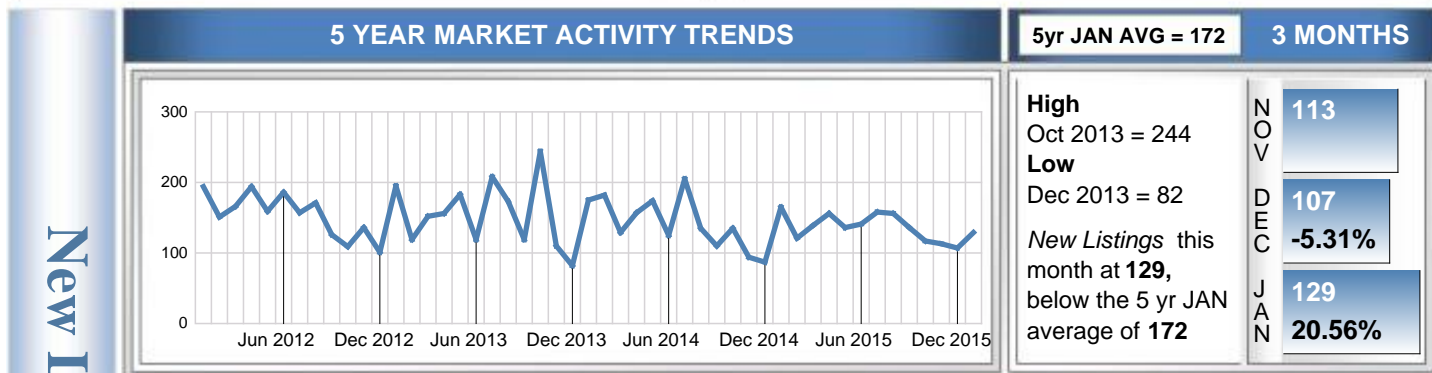
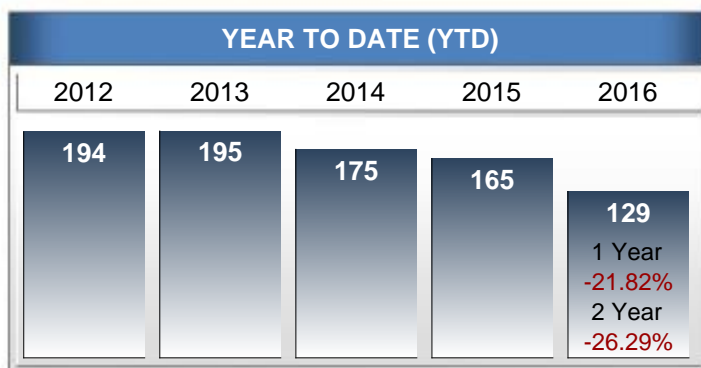
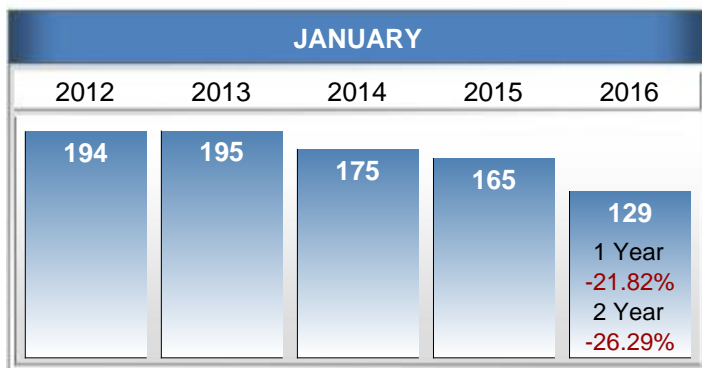
New Listings as of Feb 15, 2016



New Listings

Report Produced on: Feb 15, 2016

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+
\$40,000 and less	9	6.98%	7	0	2	0
\$40,001 - \$60,000	17	13.18%	13	4	0	0
\$60,001 - \$70,000	11	8.53%	4	6	1	0
\$70,001 - \$100,000	43	33.33%	26	16	1	0
\$100,001 - \$150,000	20	15.50%	2	13	5	0
\$150,001 - \$280,000	17	13.18%	0	5	12	0
\$280,001 and up	12	9.30%	2	1	7	2
Total New Listed Units:	129		54	45	28	2
Total New Listed Volume:	16,809,430		4.82M	4.99M	6.03M	972.50K
Median New Listed Listing Price:	\$85,000		\$72,500	\$94,900	\$203,000	\$486,250



Monthly Inventory Analysis

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January 2016

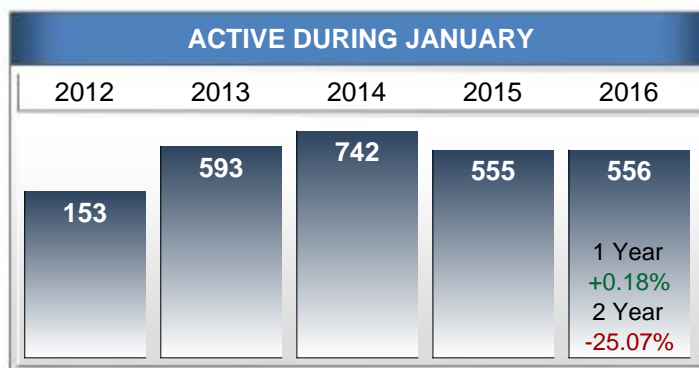
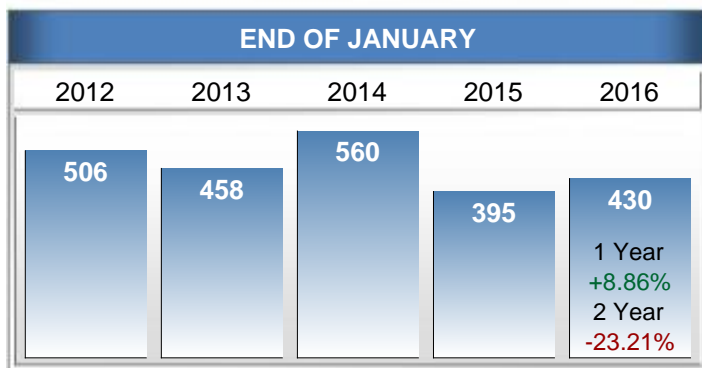
Active Inventory as of Feb 15, 2016



Active Inventory

Report Produced on: Feb 15, 2016

Area Delimited by County Of Washington



Active Inventory

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5yr JAN AVG = 470 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **430**, below the 5 yr JAN average of **470**

N	431
O	
V	
D	430
E	-0.23%
C	
J	430
A	0.00%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	43	10.00%	128.0	40	3	0	0		
\$30,001 \$50,000	43	10.00%	75.0	29	12	2	0		
\$50,001 \$70,000	62	14.42%	94.5	41	19	2	0		
\$70,001 \$120,000	111	25.81%	40.0	50	47	14	0		
\$120,001 \$180,000	72	16.74%	87.0	11	36	22	3		
\$180,001 \$320,000	55	12.79%	80.0	5	17	31	2		
\$320,001 and up	44	10.23%	78.0	11	3	17	13		
Total Active Inventory by Units:				430	80.0	187	137	88	18
Total Active Inventory by Volume:				67,882,782		22.89M	16.78M	20.22M	7.99M
Median Active Inventory Listing Price:				\$93,700		\$62,000	\$105,000	\$199,950	\$342,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

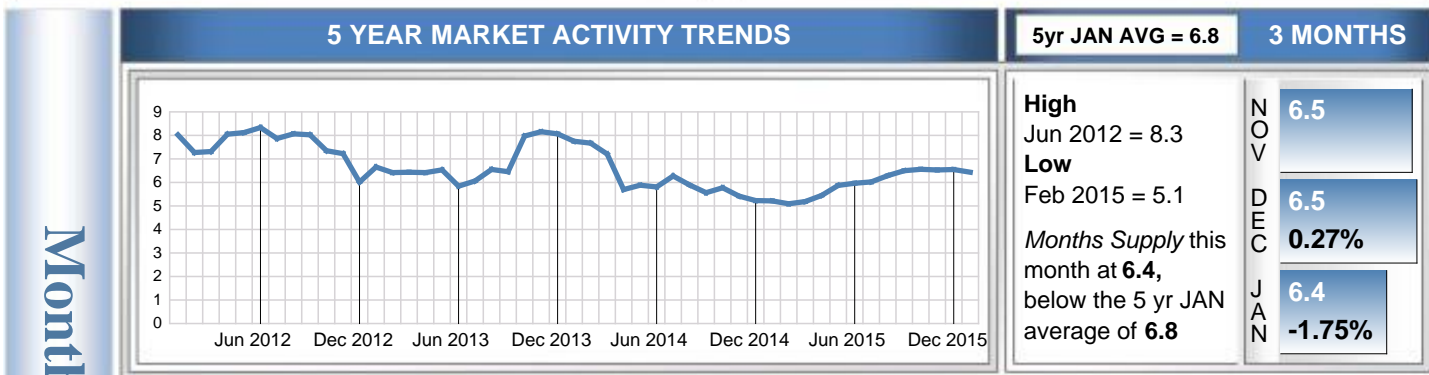
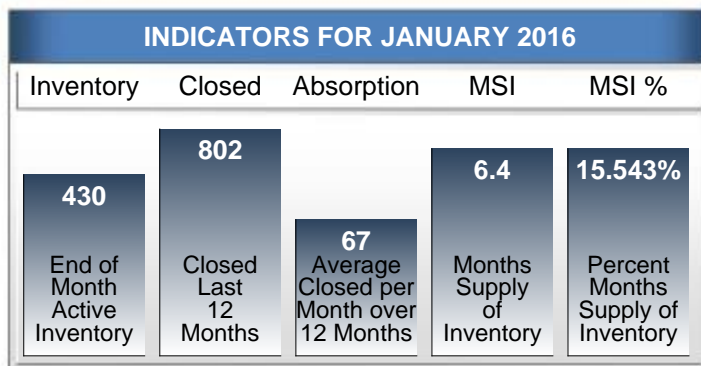
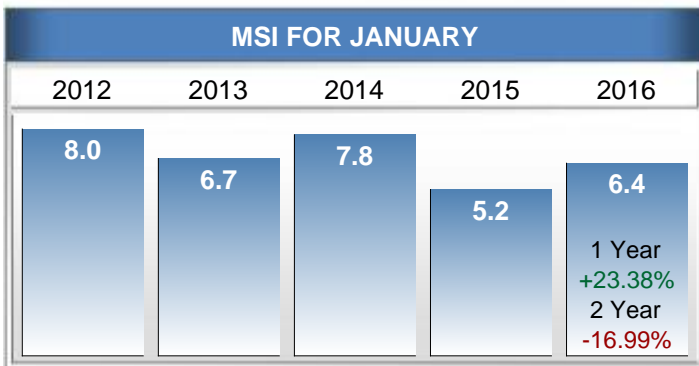
Active Inventory as of Feb 15, 2016



Months Supply of Inventory

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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	43	10.00%	12.6	20.9	2.1	0.0	0.0
\$30,001 \$50,000	43	10.00%	7.6	12.9	3.6	0.0	0.0
\$50,001 \$70,000	62	14.42%	9.2	17.6	4.9	4.0	0.0
\$70,001 \$120,000	111	25.81%	5.9	24.0	3.3	5.6	0.0
\$120,001 \$180,000	72	16.74%	4.2	12.0	3.8	3.6	4.5
\$180,001 \$320,000	55	12.79%	4.4	15.0	5.2	3.8	2.4
\$320,001 and up	44	10.23%	18.2	132.0	9.0	12.8	19.5
MSI:	6.4			18.9	3.8	4.7	8.0
Total Active Inventory:	430			187	137	88	18



Monthly Inventory Analysis

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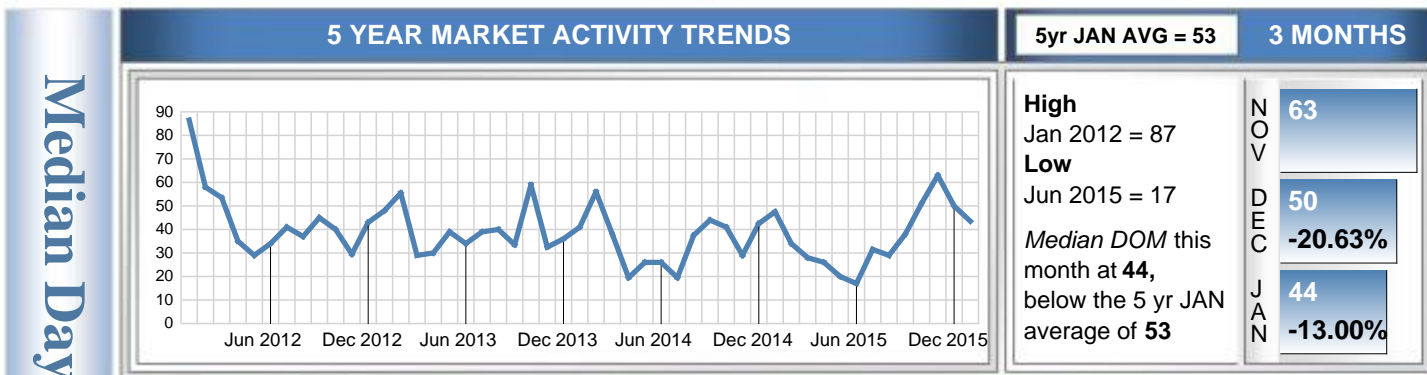
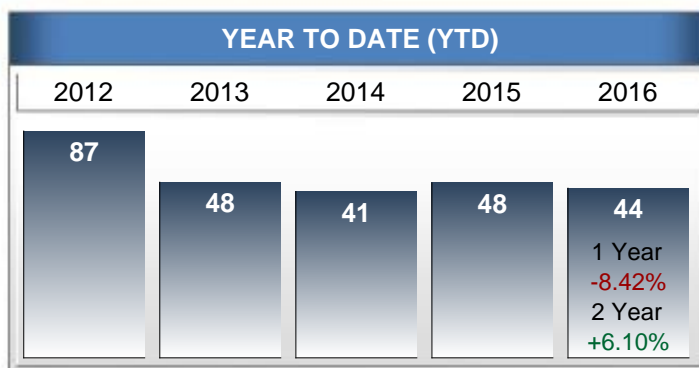
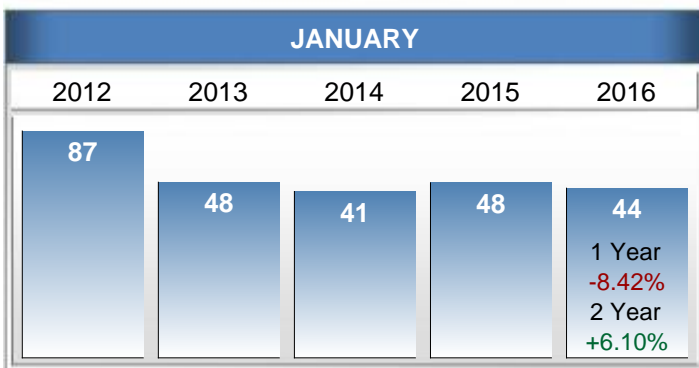
Closed Sales as of Feb 15, 2016



Median Days on Market to Sale

Report Produced on: Feb 15, 2016

Area Delimited by County Of Washington



Median Days on Market

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Contact an experienced REALTOR

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+
\$30,000 and less	4		7.14%	35.5	8.0	52.0	0.0	0.0
\$30,001 \$40,000	6		10.71%	16.0	13.5	16.0	0.0	0.0
\$40,001 \$90,000	11		19.64%	49.0	49.0	69.0	1.0	0.0
\$90,001 \$140,000	14		25.00%	51.5	2.0	51.5	108.0	0.0
\$140,001 \$170,000	7		12.50%	45.0	0.0	41.5	45.0	0.0
\$170,001 \$250,000	9		16.07%	15.0	0.0	14.0	54.5	0.0
\$250,001 and up	5		8.93%	33.0	181.0	0.0	29.0	0.0
Median Closed DOM:	43.5				14.0	45.0	45.0	0.0
Total Closed Units:	56				8	33	15	
Total Closed Volume:	7,281,857				774.10K	3.41M	3.10M	0.00B



Monthly Inventory Analysis

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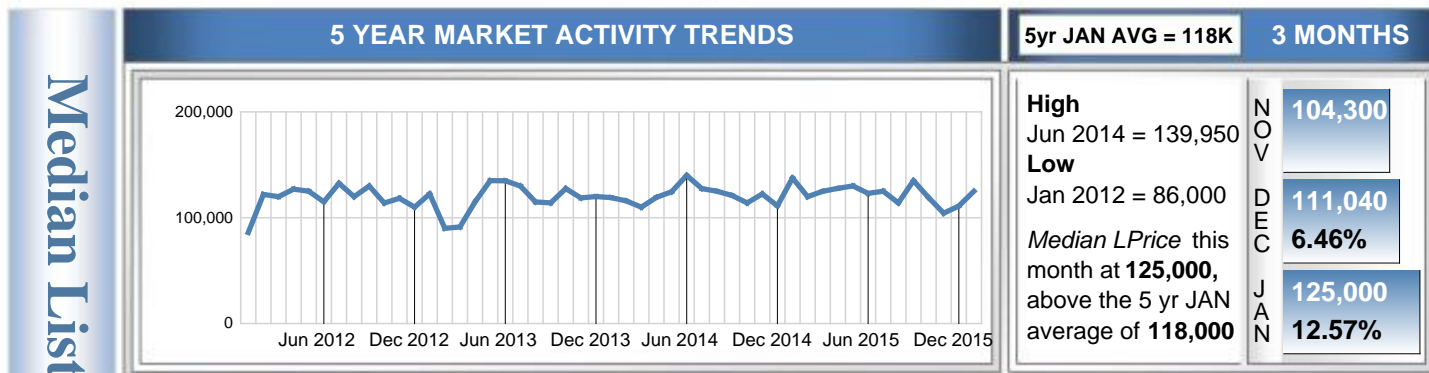
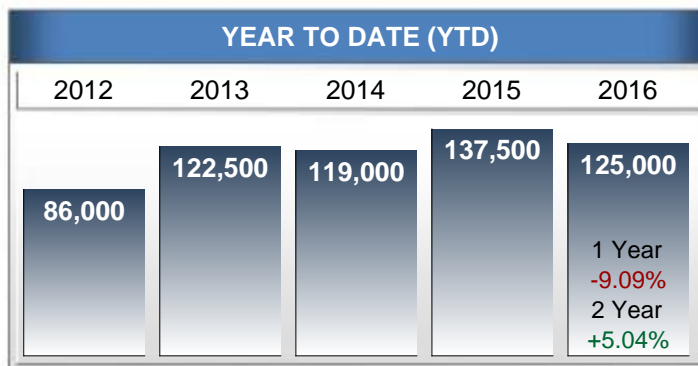
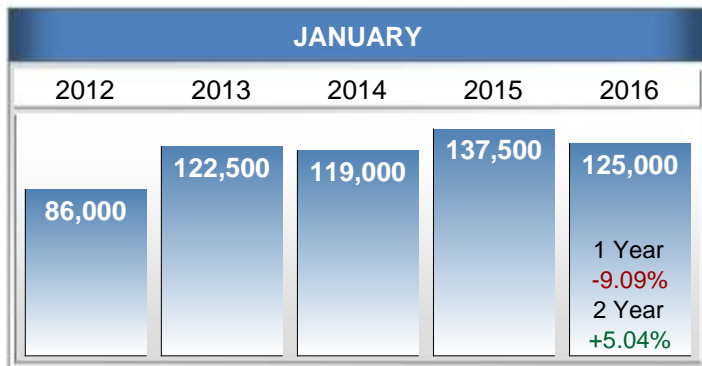
Closed Sales as of Feb 15, 2016



Median List Price at Closing

Report Produced on: Feb 15, 2016

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+
\$30,000 and less	4		7.14%	15,900	16,900	14,900	0	0
\$30,001 - \$40,000	5		8.93%	35,000	35,950	35,000	0	0
\$40,001 - \$90,000	12		21.43%	55,500	51,000	69,900	52,000	0
\$90,001 - \$140,000	13		23.21%	120,000	97,500	120,000	139,000	0
\$140,001 - \$170,000	7		12.50%	150,000	0	148,000	158,000	0
\$170,001 - \$250,000	9		16.07%	195,000	0	187,000	195,000	0
\$250,001 and up	6		10.71%	341,950	470,000	259,900	341,950	0
Median List Price:		\$125,000			\$47,750	\$115,000	\$189,900	\$0
Total Closed Units:		56			8	33	15	
Total List Volume:		7,593,700			806.80K	3.52M	3.27M	0.00B



Monthly Inventory Analysis

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January 2016

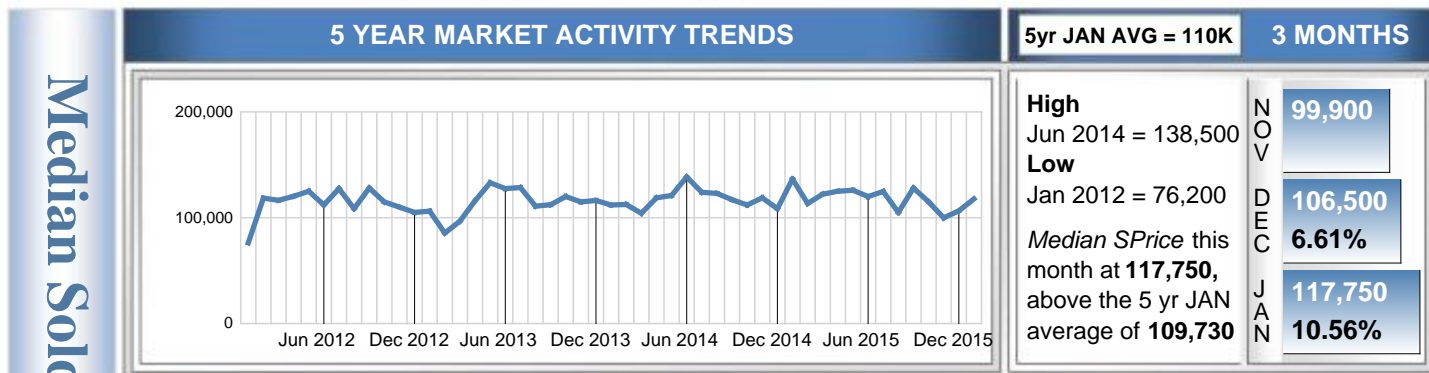
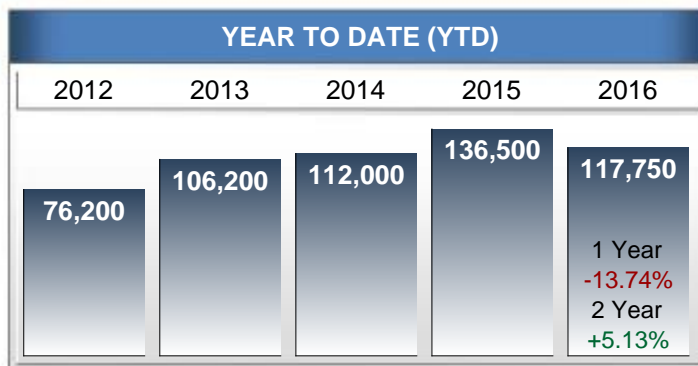
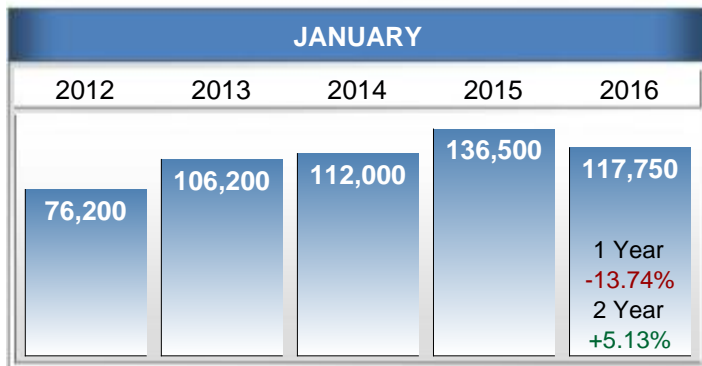
Closed Sales as of Feb 15, 2016



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+
\$30,000 and less	4		7.14%	17,000	20,100	14,000	0	0
\$30,001 \$40,000	6		10.71%	38,304	35,250	38,304	0	0
\$40,001 \$90,000	11		19.64%	55,000	48,500	69,900	52,000	0
\$90,001 \$140,000	14		25.00%	117,750	92,500	117,750	135,000	0
\$140,001 \$170,000	7		12.50%	150,000	0	148,250	159,000	0
\$170,001 \$250,000	9		16.07%	185,000	0	197,500	178,500	0
\$250,001 and up	5		8.93%	339,000	445,000	0	314,000	0
Median Closed Price:	\$117,750				\$45,500	\$109,000	\$171,300	\$0
Total Closed Units:	56				8	33	15	
Total Closed Volume:	7,281,857				774.10K	3.41M	3.10M	0.00B



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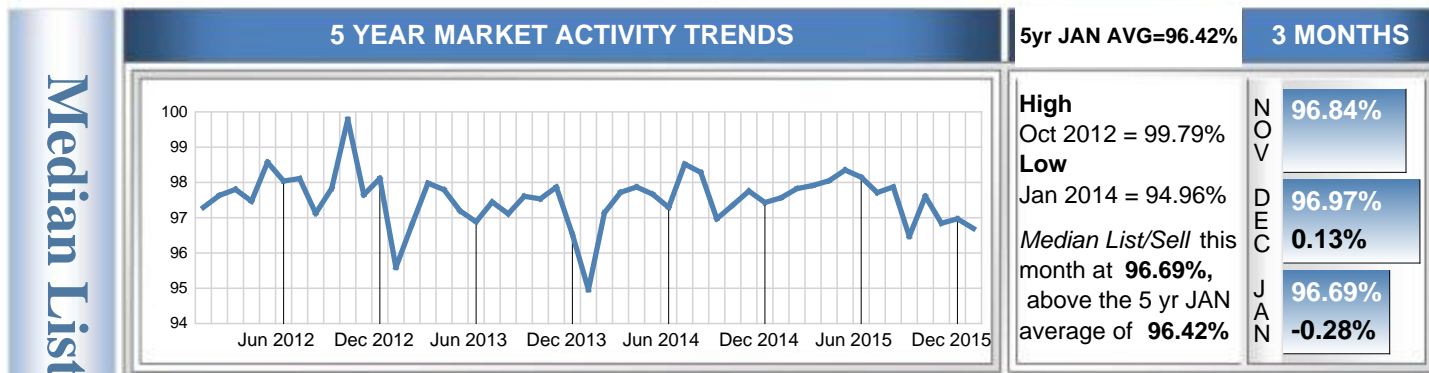
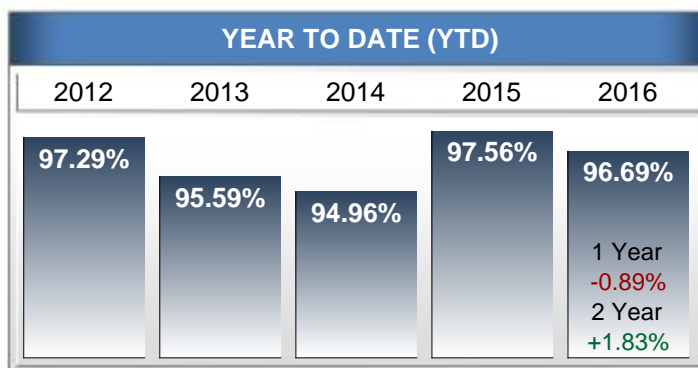
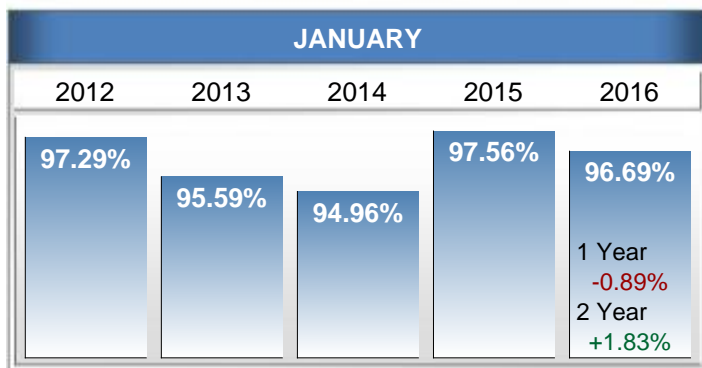
Closed Sales as of Feb 15, 2016



Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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+	
\$30,000 and less	4	7.14%	92.28%	118.93%	90.60%	0.00%	0.00%	
\$30,001 \$40,000	6	10.71%	97.81%	97.81%	97.50%	0.00%	0.00%	
\$40,001 \$90,000	11	19.64%	98.85%	95.51%	98.85%	100.00%	0.00%	
\$90,001 \$140,000	14	25.00%	96.85%	94.87%	96.85%	97.12%	0.00%	
\$140,001 \$170,000	7	12.50%	97.12%	0.00%	98.37%	97.12%	0.00%	
\$170,001 \$250,000	9	16.07%	96.19%	0.00%	101.28%	91.84%	0.00%	
\$250,001 and up	5	8.93%	96.55%	94.68%	0.00%	96.97%	0.00%	
Median List/Sell Ratio:				96.69%	95.56%	97.06%	96.65%	0.00%
Total Closed Units:				56	8	33	15	
Total Closed Volume:				7,281,857	774.10K	3.41M	3.10M	0.00B

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

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January 2016

Inventory as of Feb 15, 2016



Market Summary

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Absorption: Last 12 months, an Average of 67 Sales/Month

Active Inventory as of January 31, 2016 = 430

	JANUARY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	42	56	33.33%	42	56	33.33%
Pending Sales	58	60	3.45%	58	60	3.45%
New Listings	165	129	-21.82%	165	129	-21.82%
Median List Price	137,500	125,000	-9.09%	137,500	125,000	-9.09%
Median Sale Price	136,500	117,750	-13.74%	136,500	117,750	-13.74%
Median Percent of List Price to Selling Price	97.56%	96.69%	-0.89%	97.56%	96.69%	-0.89%
Median Days on Market to Sale	47.50	43.50	-8.42%	47.50	43.50	-8.42%
Monthly Inventory	395	430	8.86%	395	430	8.86%
Months Supply of Inventory	5.21	6.43	23.38%	5.21	6.43	23.38%

