



June 2016

Area Delimited by County Of Washington

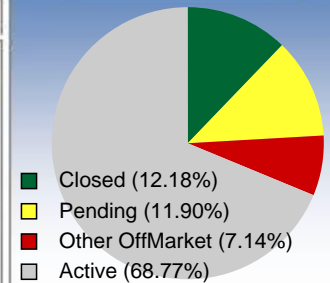


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of June 30, 2016 = **491**

	JUNE		
	2015	2016	+/- %
Closed Listings	93	87	-6.45%
Pending Listings	73	85	16.44%
New Listings	141	182	29.08%
Average List Price	149,841	168,177	12.24%
Average Sale Price	145,982	163,635	12.09%
Average Percent of List Price to Selling Price	96.31%	99.83%	3.65%
Average Days on Market to Sale	33.92	30.66	-9.64%
End of Month Inventory	430	491	14.19%
Months Supply of Inventory	5.98	7.08	18.44%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 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 June 2016 rose **14.19%** to 491 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 **7.08** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **12.09%** in June 2016 to \$163,635 versus the previous year at \$145,982.

Average Days on Market Shortens

The average number of **30.66** days that homes spent on the market before selling decreased by 3.27 days or **9.64%** in June 2016 compared to last year's same month at **33.92** DOM.

Sales Success for June 2016 is Positive

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

There were 182 New Listings in June 2016, up **29.08%** from last year at 141. Furthermore, there were 87 Closed Listings this month versus last year at 93, a **-6.45%** decrease.

Closed versus Listed trends yielded a **47.8%** ratio, down from last year's June 2016 at **66.0%**, a **27.53%** 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.

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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 2016

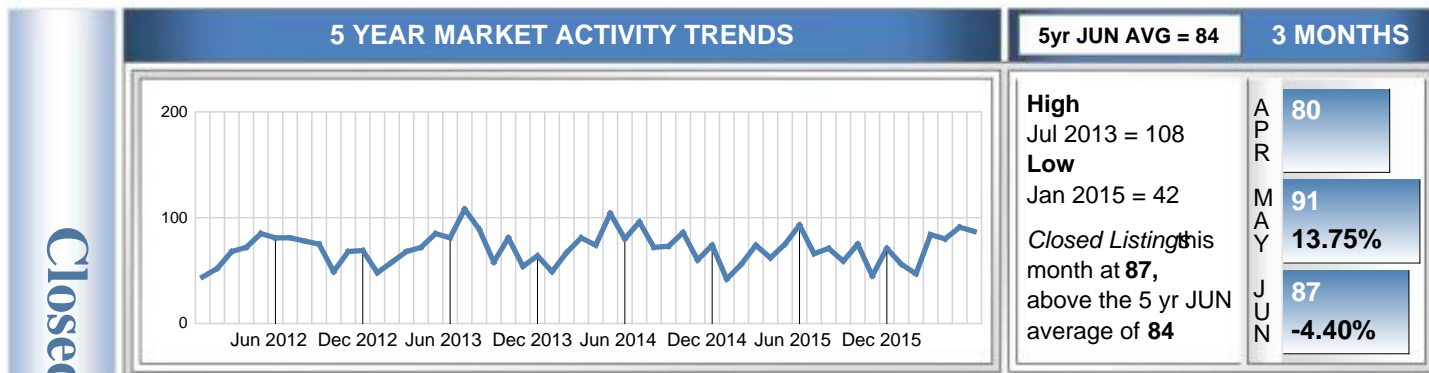
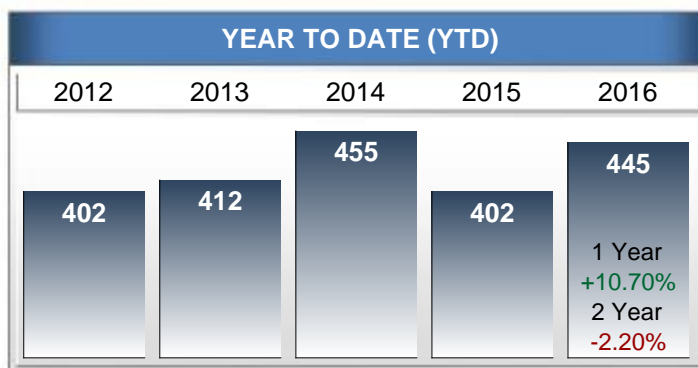
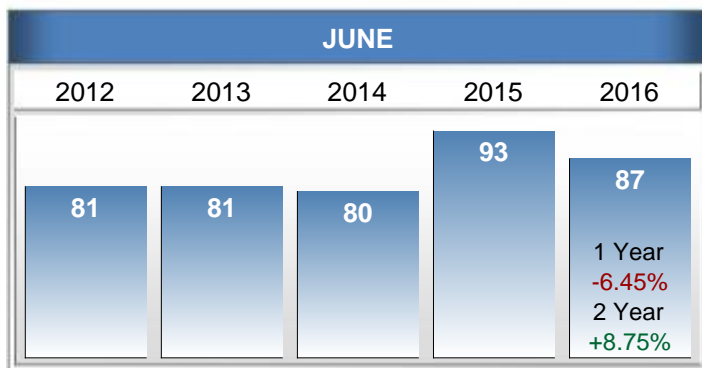
Closed Sales as of Jul 12, 2016



Report Produced on: Jul 12, 2016

Closed Listings

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	3	3.45%	28.0	1	2	0	0
\$25,001 - \$75,000	17	19.54%	32.1	6	11	0	0
\$75,001 - \$100,000	10	11.49%	20.5	1	9	0	0
\$100,001 - \$150,000	20	22.99%	44.9	2	14	3	1
\$150,001 - \$200,000	13	14.94%	32.7	0	5	7	1
\$200,001 - \$275,000	15	17.24%	22.2	0	6	9	0
\$275,001 and up	9	10.34%	19.7	0	3	5	1
Total Closed Units:	87		30.7	10	50	24	3
Total Closed Volume:	14,236,259			639.81K	7.69M	5.28M	627.00K
Average Closed Price:	\$163,635			\$63,981	\$153,708	\$220,168	\$209,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

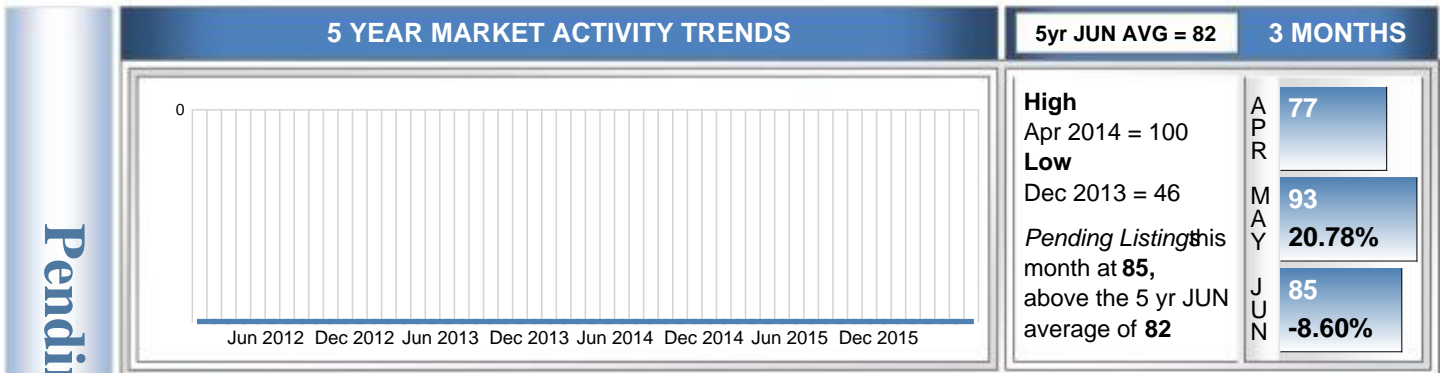
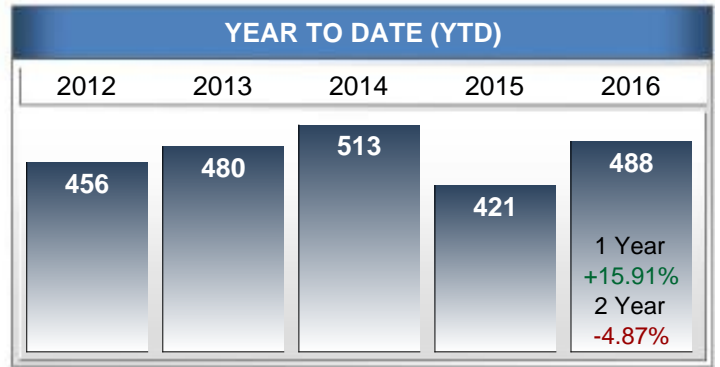
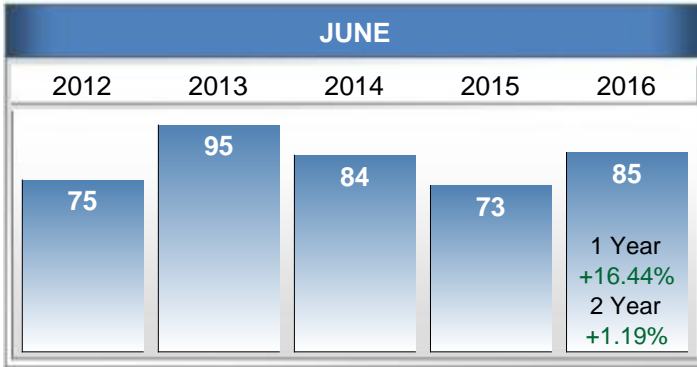
Pending Listings as of Jul 12, 2016



Pending Listings

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	6	7.06%	29.7	2	4	0	0
\$20,001 \$50,000	12	14.12%	47.2	6	6	0	0
\$50,001 \$70,000	10	11.76%	12.0	2	8	0	0
\$70,001 \$140,000	23	27.06%	39.9	6	13	4	0
\$140,001 \$180,000	12	14.12%	43.1	0	9	3	0
\$180,001 \$290,000	13	15.29%	38.8	0	4	8	1
\$290,001 and up	9	10.59%	63.4	0	1	8	0
Total Pending Units: 85				16	45	23	1
Total Pending Volume: 11,354,367				894.50K	4.69M	5.58M	189.90K
Average Listing Price: \$86,900				\$55,906	\$104,147	\$242,754	\$189,898

Pending Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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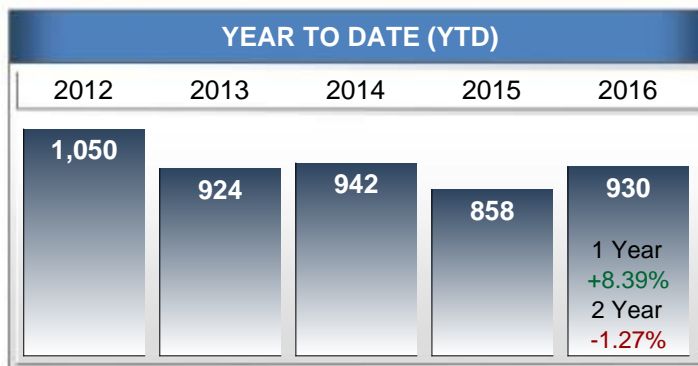
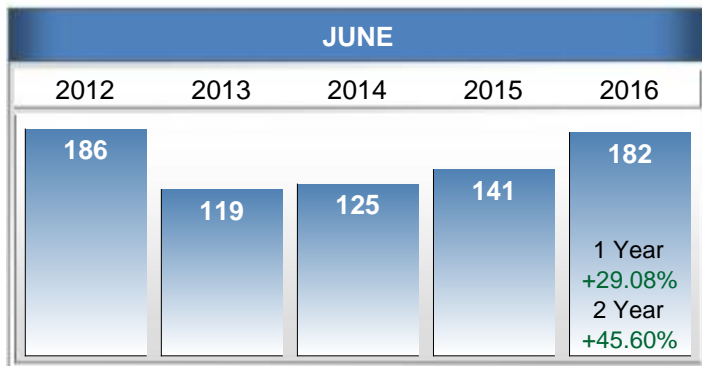
New Listings as of Jul 12, 2016



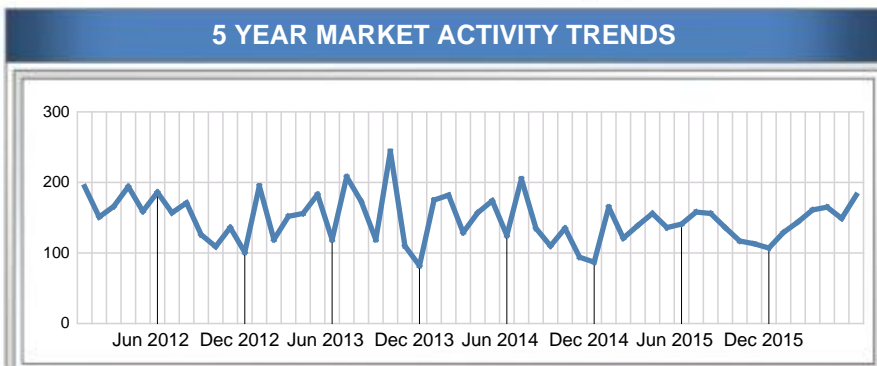
New Listings

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



New Listings
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5yr JUN AVG = 151 **3 MONTHS**

High
Oct 2013 = 244

Low
Dec 2013 = 82

New Listings this month at **182**, above the 5 yr JUN average of **151**

A	165
P	
R	
M	149
A	-9.70%
Y	
J	182
J	22.15%
N	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	6	3.30%	6	0	0	0
\$10,001 - \$20,000	22	12.09%	21	1	0	0
\$20,001 - \$60,000	34	18.68%	22	11	1	0
\$60,001 - \$130,000	50	27.47%	15	31	4	0
\$130,001 - \$180,000	26	14.29%	2	14	8	2
\$180,001 - \$280,000	26	14.29%	2	11	12	1
\$280,001 and up	18	9.89%	3	3	11	1
Total New Listed Units:	182		71	71	36	4
Total New Listed Volume:	24,782,650		6.20M	9.03M	8.69M	853.20K
Average New Listed Listing Price:	\$136,000		\$87,391	\$127,242	\$241,403	\$213,300



Monthly Inventory Analysis

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June 2016

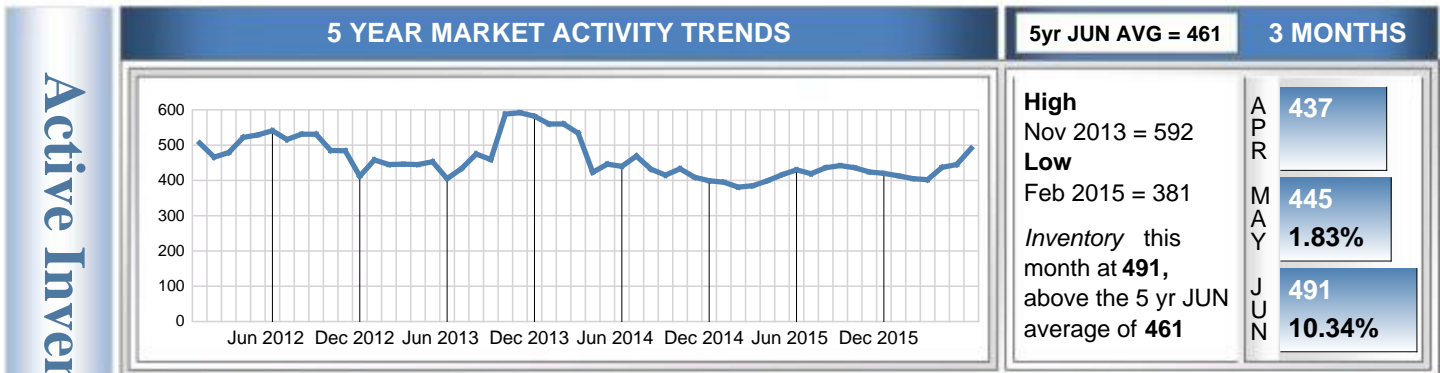
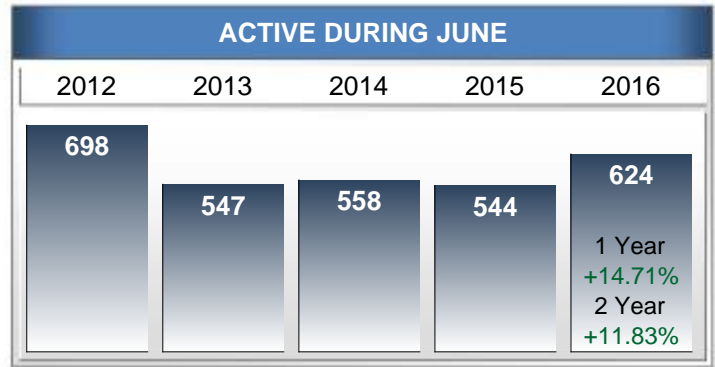
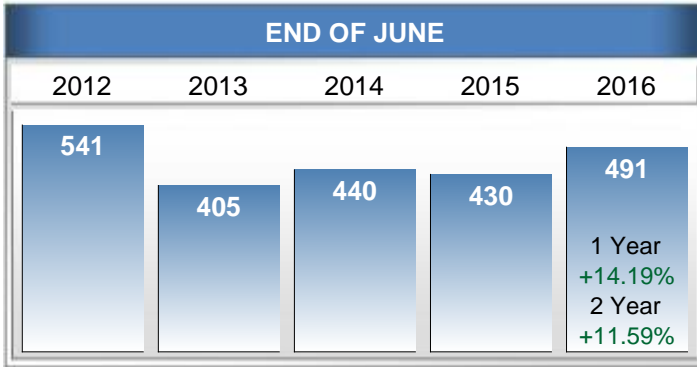
Active Inventory as of Jul 12, 2016



Active Inventory

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1 \$50,000	94	19.14%	63.2	79	13	2	0		
\$50,001 \$75,000	94	19.14%	103.5	74	19	1	0		
\$75,001 \$125,000	106	21.59%	70.7	29	66	11	0		
\$125,001 \$175,000	64	13.03%	55.0	16	29	13	6		
\$175,001 \$300,000	84	17.11%	58.3	12	23	44	5		
\$300,001 and up	49	9.98%	72.1	9	6	20	14		
Total Active Inventory by Units:				491	71.5	219	156	91	25
Total Active Inventory by Volume:				76,477,550		24.48M	20.25M	22.38M	9.37M
Average Active Inventory Listing Price:				\$155,759		\$111,782	\$129,800	\$245,937	\$374,728



Monthly Inventory Analysis

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June 2016

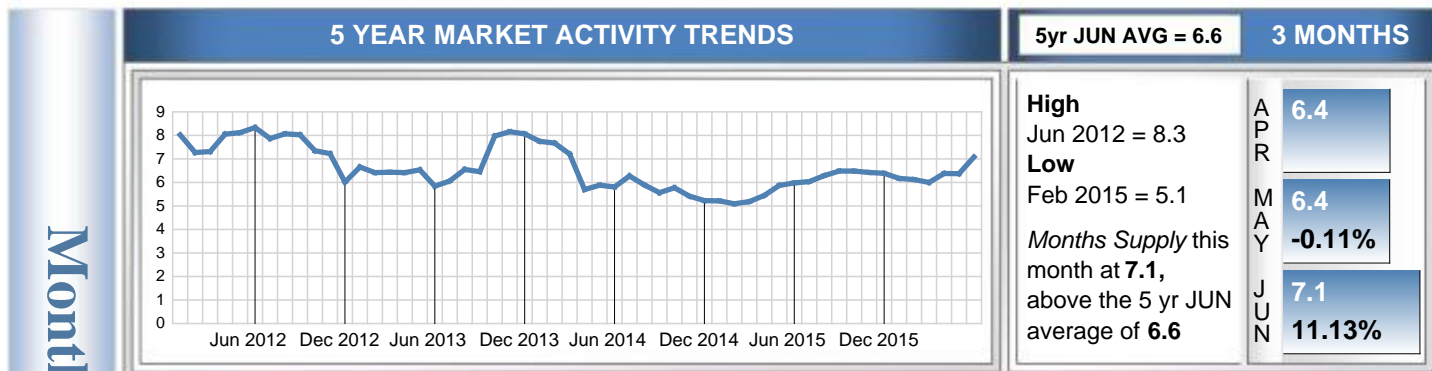
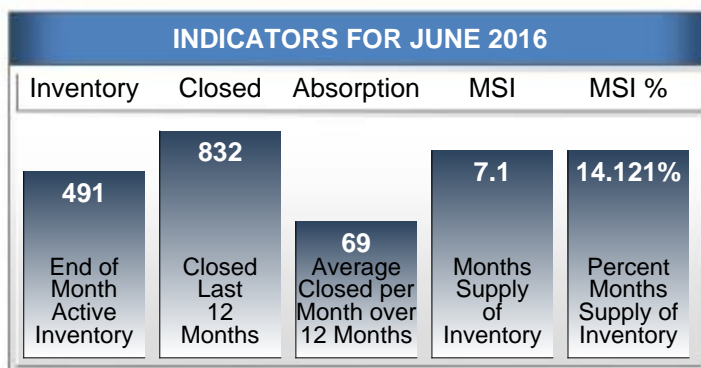
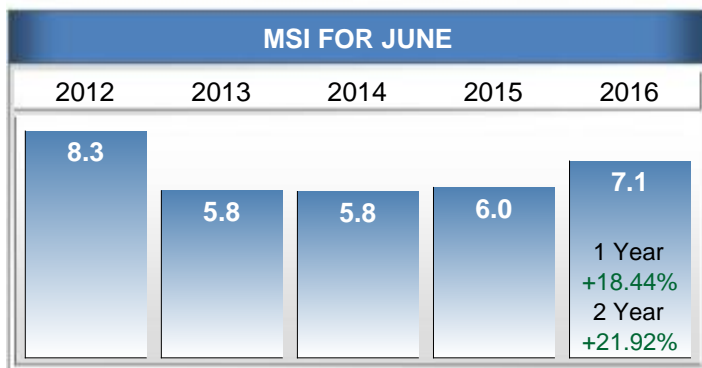
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

Report Produced on: Jul 12, 2016

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+
\$20,000 and less	40	8.15%	20.0	33.4	1.3	0.0	0.0
\$20,001 \$50,000	54	11.00%	7.1	11.2	3.2	8.0	0.0
\$50,001 \$70,000	72	14.66%	10.4	28.0	3.3	2.4	0.0
\$70,001 \$130,000	137	27.90%	5.8	19.9	4.1	4.5	0.0
\$130,001 \$190,000	72	14.66%	4.8	27.0	3.7	2.9	12.0
\$190,001 \$300,000	67	13.65%	6.3	54.0	7.7	4.7	7.2
\$300,001 and up	49	9.98%	14.7	108.0	6.0	12.6	21.0
MSI:			7.1	21.7	4.1	4.7	13.6
Total Active Inventory:			491	219	156	91	25



Monthly Inventory Analysis

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June 2016

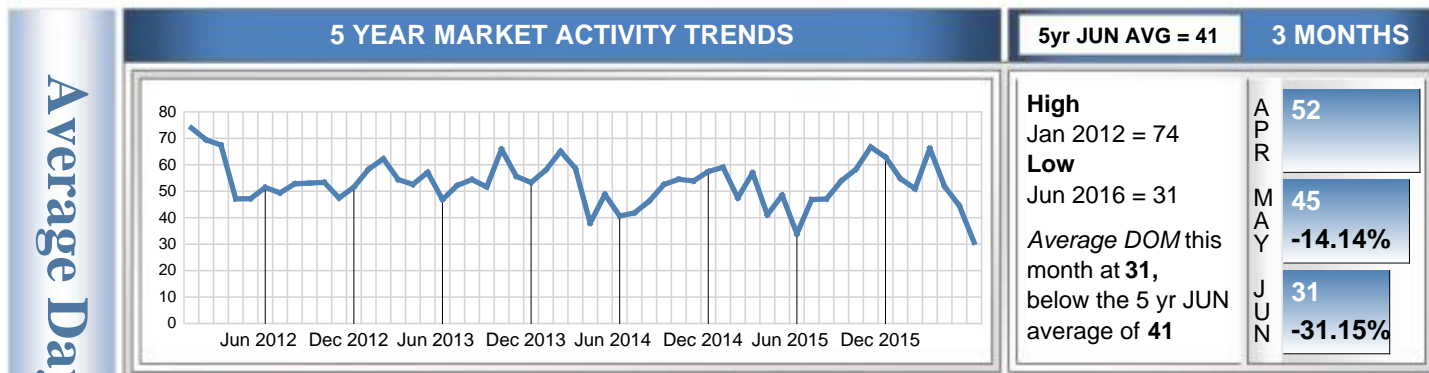
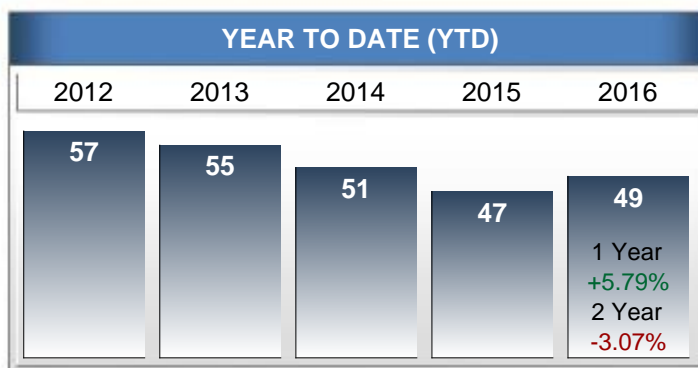
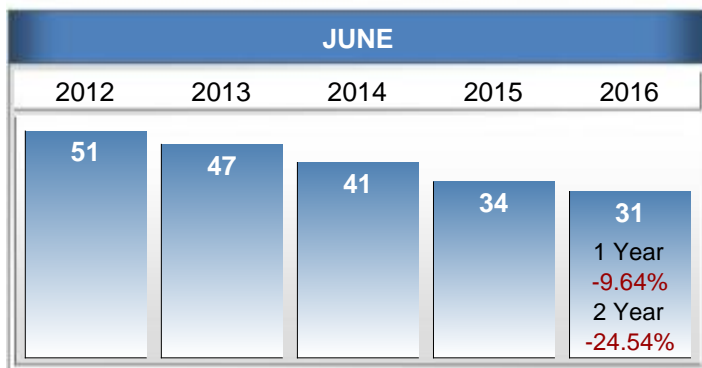
Closed Sales as of Jul 12, 2016



Average Days on Market to Sale

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Average Days on Market

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

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+
\$25,000 and less	3	3.45%	28.0	1.0	41.5	0.0	0.0
\$25,001 - \$75,000	17	19.54%	32.1	44.3	25.4	0.0	0.0
\$75,001 - \$100,000	10	11.49%	20.5	1.0	22.7	0.0	0.0
\$100,001 - \$150,000	20	22.99%	44.9	70.5	29.8	68.0	136.0
\$150,001 - \$200,000	13	14.94%	32.7	0.0	34.4	14.7	150.0
\$200,001 - \$275,000	15	17.24%	22.2	0.0	42.3	8.8	0.0
\$275,001 and up	9	10.34%	19.7	0.0	7.0	30.8	2.0
Average Closed DOM: 30.7				40.9	28.6	22.5	96.0
Total Closed Units: 87				10	50	24	3
Total Closed Volume: 14,236,259				639.81K	7.69M	5.28M	627.00K



Monthly Inventory Analysis

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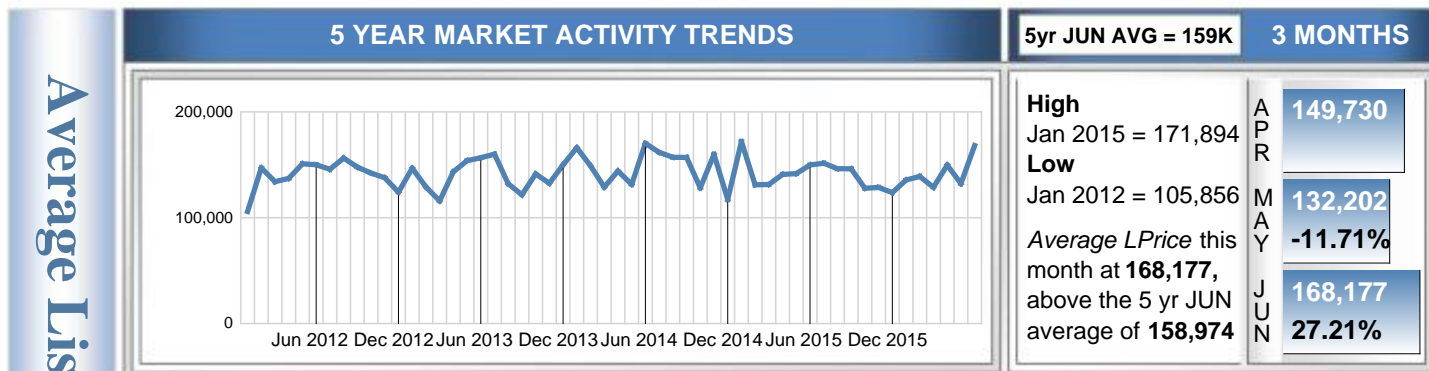
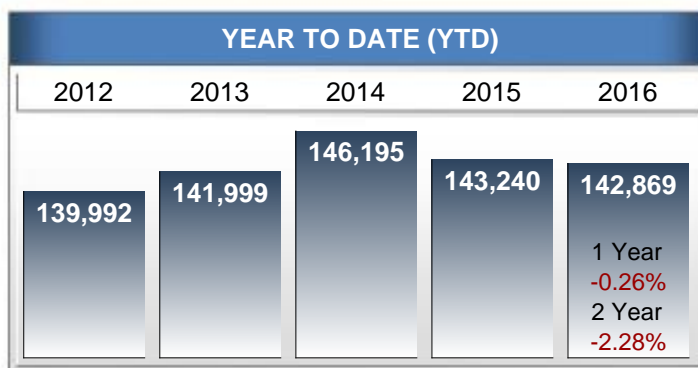
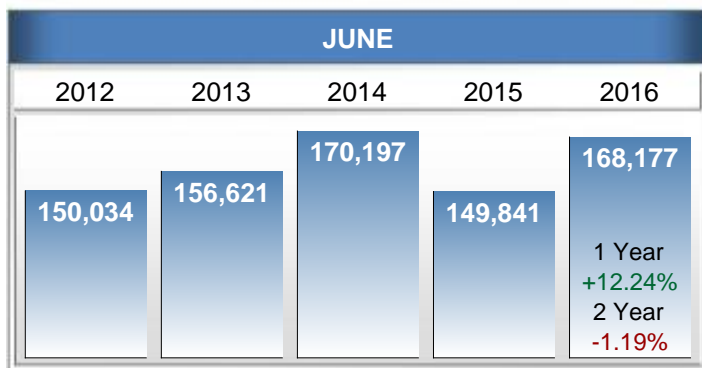
Closed Sales as of Jul 12, 2016



Average List Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Average List Price

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

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+
\$25,000 and less	4		4.60%	19,250	25,000	13,500	0	0
\$25,001 \$75,000	17		19.54%	55,888	47,817	60,736	0	0
\$75,001 \$100,000	7		8.05%	88,629	25,000	91,933	0	0
\$100,001 \$150,000	19		21.84%	121,679	142,400	128,221	115,000	160,000
\$150,001 \$200,000	16		18.39%	170,131	0	178,700	169,814	155,000
\$200,001 \$275,000	14		16.09%	229,845	0	238,567	229,592	0
\$275,001 and up	10		11.49%	473,210	0	779,967	359,460	315,000
Average List Price:	\$168,177				\$62,170	\$159,648	\$224,889	\$210,000
Total Closed Units:	87				10	50	24	3
Total List Volume:	14,631,429				621.70K	7.98M	5.40M	630.00K



Monthly Inventory Analysis

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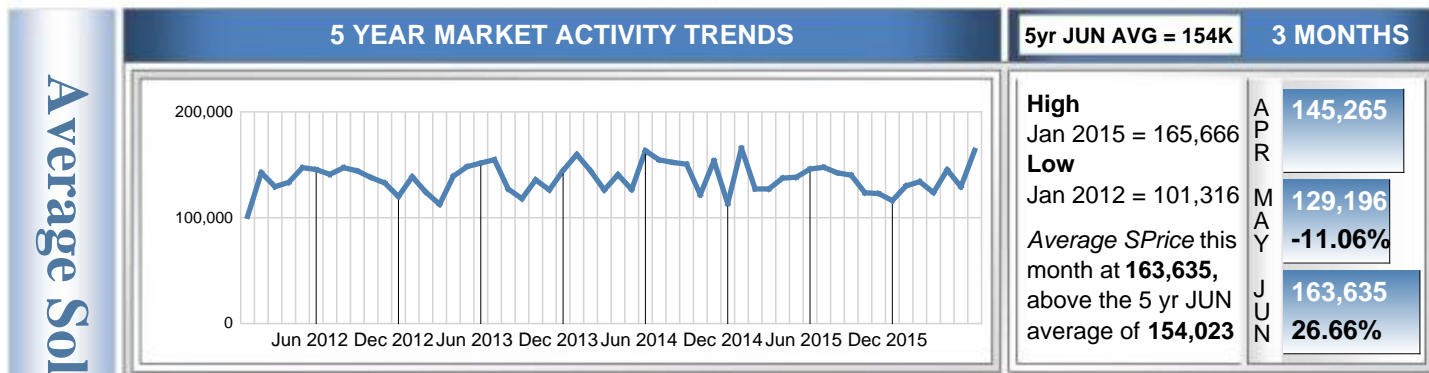
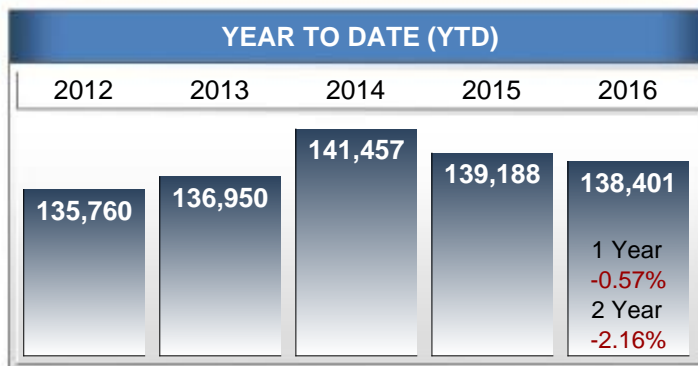
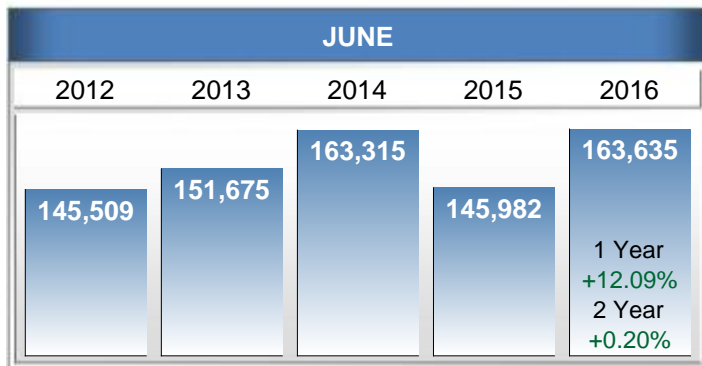
Closed Sales as of Jul 12, 2016



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+
\$25,000 and less	3	3.45%	16,300	25,000	11,950	0	0
\$25,001 - \$75,000	17	19.54%	52,808	44,152	57,530	0	0
\$75,001 - \$100,000	10	11.49%	89,729	94,996	89,144	0	0
\$100,001 - \$150,000	20	22.99%	124,940	127,450	126,350	110,000	145,000
\$150,001 - \$200,000	13	14.94%	169,662	0	170,400	169,514	167,000
\$200,001 - \$275,000	15	17.24%	226,642	0	229,083	225,014	0
\$275,001 and up	9	10.34%	476,478	0	743,667	348,460	315,000
Average Closed Price:	\$163,635			\$63,981	\$153,708	\$220,168	\$209,000
Total Closed Units:	87			10	50	24	3
Total Closed Volume:	14,236,259			639.81K	7.69M	5.28M	627.00K



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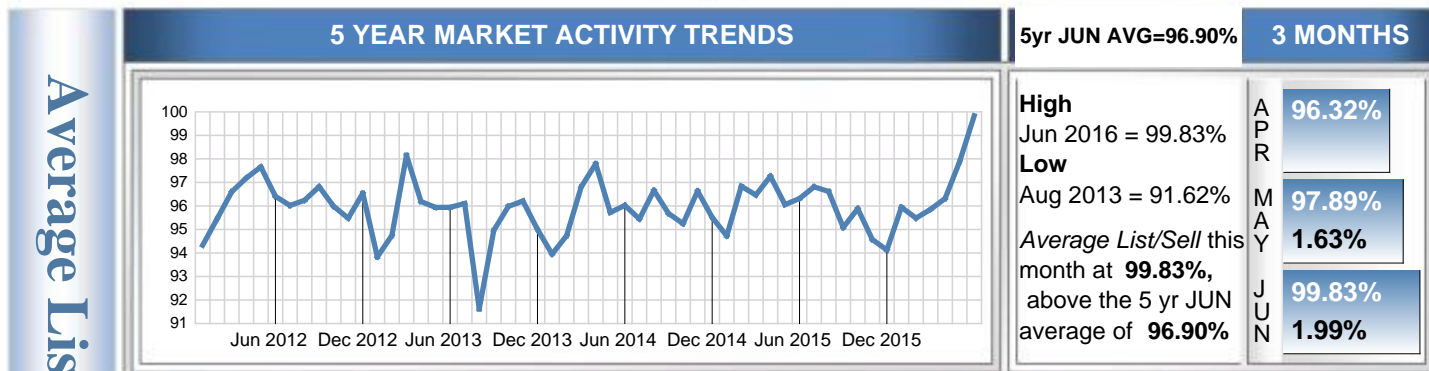
Closed Sales as of Jul 12, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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

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+
\$25,000 and less	3	3.45%	92.00%	100.00%	88.00%	0.00%	0.00%
\$25,001 \$75,000	17	19.54%	93.90%	92.53%	94.64%	0.00%	0.00%
\$75,001 \$100,000	10	11.49%	125.55%	379.98%	97.28%	0.00%	0.00%
\$100,001 \$150,000	20	22.99%	97.01%	91.20%	98.58%	95.68%	90.63%
\$150,001 \$200,000	13	14.94%	98.87%	0.00%	95.61%	99.93%	107.74%
\$200,001 \$275,000	15	17.24%	97.23%	0.00%	96.05%	98.02%	0.00%
\$275,001 and up	9	10.34%	97.09%	0.00%	97.05%	96.53%	100.00%
Average List/Sell Ratio: 99.80%				121.75%	96.36%	97.97%	99.46%
Total Closed Units: 87				10	50	24	3
Total Closed Volume: 14,236,259				639.81K	7.69M	5.28M	627.00K



Monthly Inventory Analysis

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June 2016

Inventory as of Jul 12, 2016



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 June 30, 2016 = 491

	JUNE			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	93	87	-6.45%	402	445	10.70%
Pending Sales	73	85	16.44%	421	488	15.91%
New Listings	141	182	29.08%	858	930	8.39%
Average List Price	149,841	168,177	12.24%	143,240	142,869	-0.26%
Average Sale Price	145,982	163,635	12.09%	139,188	138,401	-0.57%
Average Percent of List Price to Selling Price	96.31%	99.83%	3.65%	96.35%	97.10%	0.78%
Average Days on Market to Sale	33.92	30.66	-9.64%	46.50	49.19	5.79%
Monthly Inventory	430	491	14.19%	430	491	14.19%
Months Supply of Inventory	5.98	7.08	18.44%	5.98	7.08	18.44%

