



June 2016

Area Delimited by County Of Washington

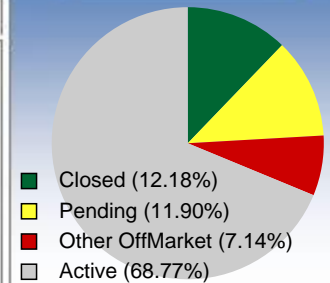


Absorption: Last 12 months, an Average of **69** Sales/Month

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%
Median List Price	123,000	132,500	7.72%
Median Sale Price	120,000	132,500	10.42%
Median Percent of List Price to Selling Price	98.15%	97.50%	-0.66%
Median Days on Market to Sale	17.00	13.00	-23.53%
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.

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 **10.42%** in June 2016 to \$132,500 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 4.00 days or **23.53%** in June 2016 compared to last year's same month at **17.00** DOM.

Sales Success for June 2016 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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®

June 2016

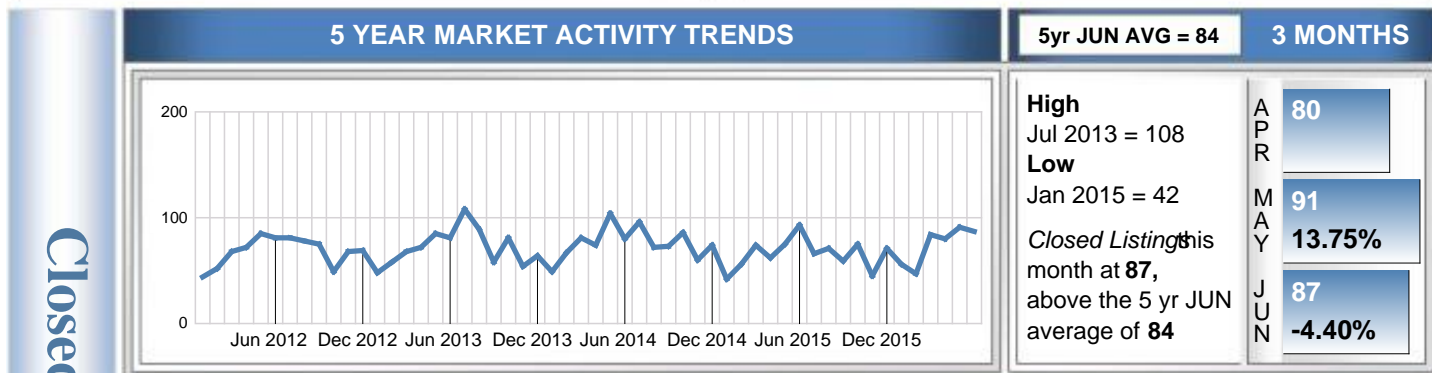
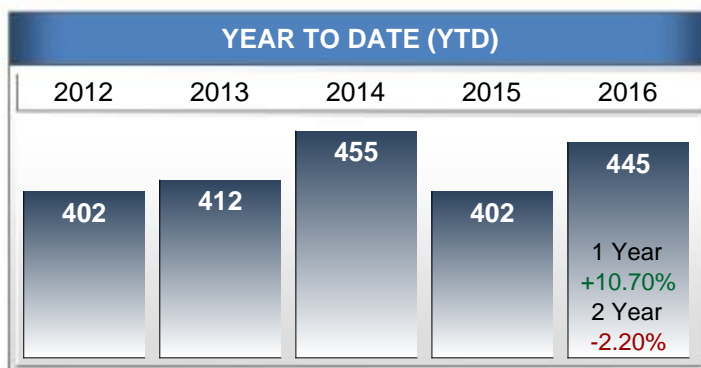
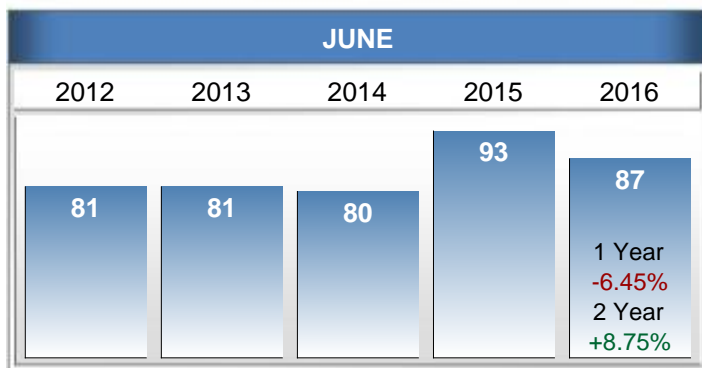
Closed Sales as of Jul 12, 2016



Report Produced on: Jul 12, 2016

Closed Listings

Area Delimited by County Of Washington



CLOSED LISTINGS & 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	6.90%	47.5	3	3	0	0
\$40,001 - \$70,000	12	13.79%	20.5	4	8	0	0
\$70,001 - \$100,000	12	13.79%	16.5	1	11	0	0
\$100,001 - \$160,000	25	28.74%	26.0	2	16	6	1
\$160,001 - \$210,000	11	12.64%	30.0	0	4	6	1
\$210,001 - \$280,000	13	14.94%	8.0	0	5	8	0
\$280,001 and up	8	9.20%	8.0	0	3	4	1
Total Closed Units:	87		13.0	10	50	24	3
Total Closed Volume:	14,236,259			639.81K	7.69M	5.28M	627.00K
Median Closed Price:	\$132,500			\$48,280	\$109,000	\$212,615	\$167,000

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

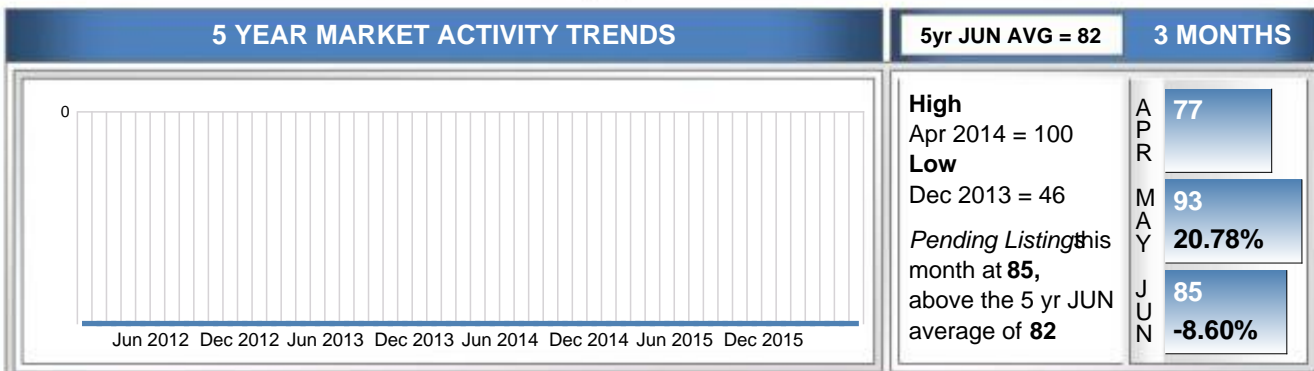
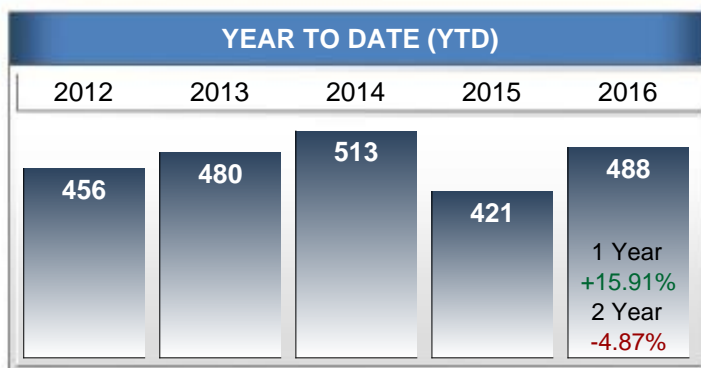
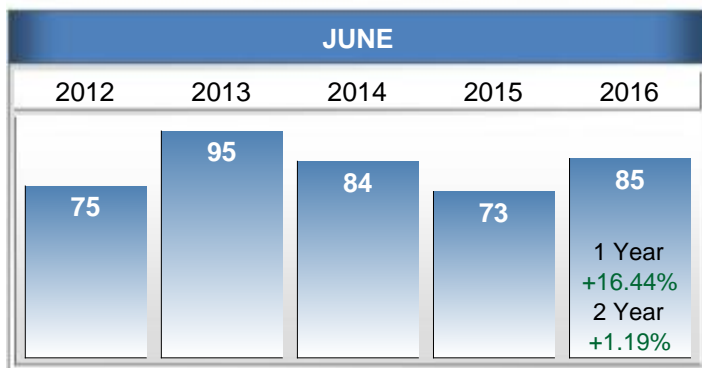
Pending Listings as of Jul 12, 2016



Pending Listings

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	6	7.06%	26.5	2	4	0	0	
\$20,001 \$50,000	12	14.12%	25.0	6	6	0	0	
\$50,001 \$70,000	10	11.76%	8.0	2	8	0	0	
\$70,001 \$140,000	23	27.06%	30.0	6	13	4	0	
\$140,001 \$180,000	12	14.12%	42.0	0	9	3	0	
\$180,001 \$290,000	13	15.29%	22.0	0	4	8	1	
\$290,001 and up	9	10.59%	40.0	0	1	8	0	
Total Pending Units: 85				27.0	16	45	23	1
Total Pending Volume: 11,354,367					894.50K	4.69M	5.58M	189.90K
Median Listing Price: \$105,000					\$54,450	\$92,500	\$213,000	\$189,898



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

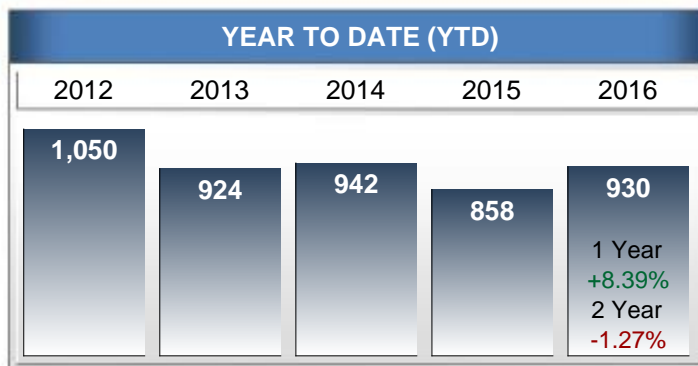
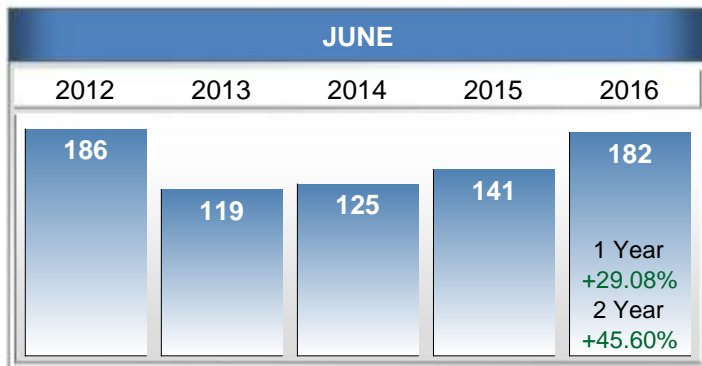
New Listings as of Jul 12, 2016



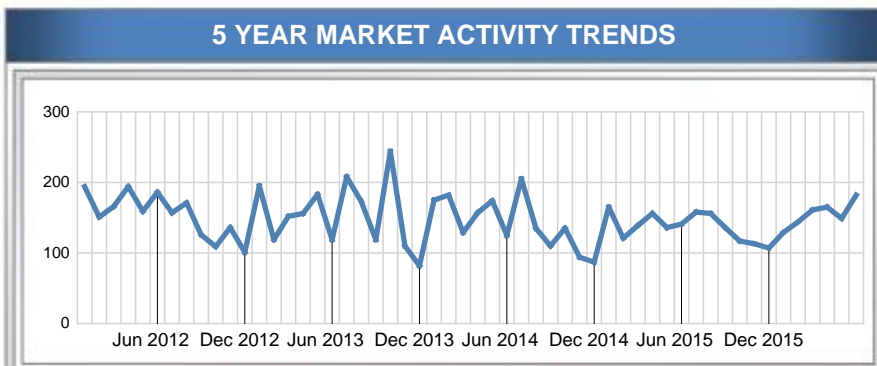
New Listings

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



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



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

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:			71	71	36	4
Total New Listed Volume:			6.20M	9.03M	8.69M	853.20K
Median New Listed Listing Price:			\$25,000	\$113,000	\$198,700	\$181,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

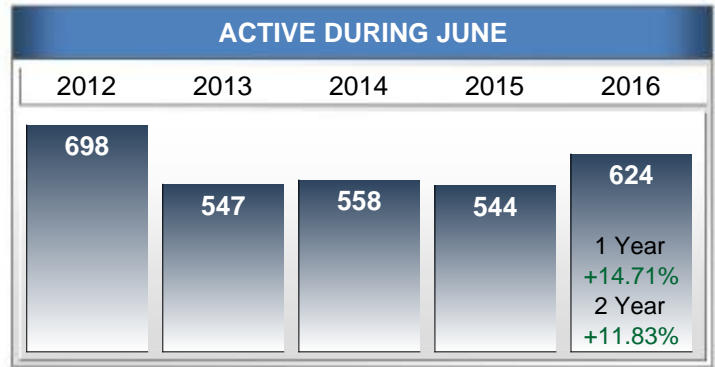
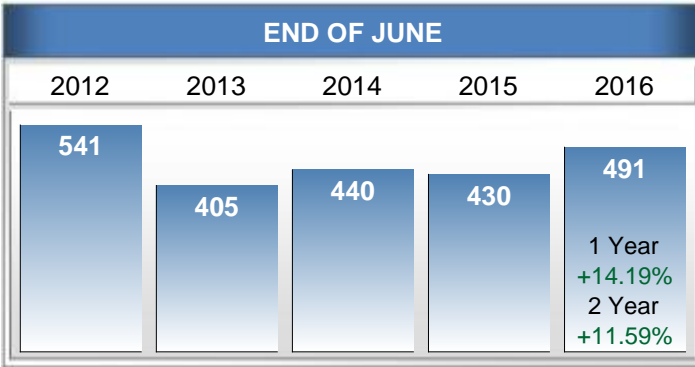
Active Inventory as of Jul 12, 2016



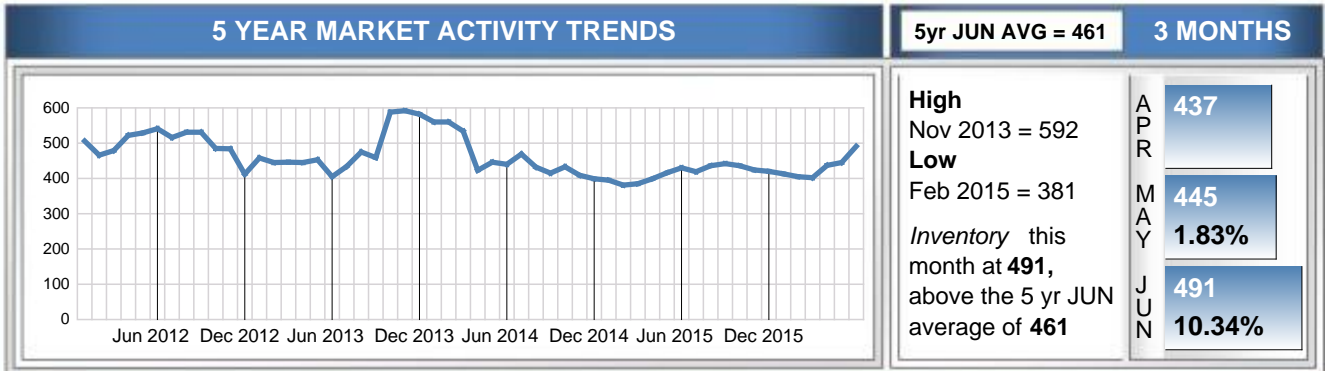
Active Inventory

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	40	8.15%	24.0	39	1	0	0		
\$20,001 \$50,000	54	11.00%	58.5	40	12	2	0		
\$50,001 \$70,000	72	14.66%	115.0	56	15	1	0		
\$70,001 \$130,000	137	27.90%	72.0	48	74	15	0		
\$130,001 \$190,000	72	14.66%	38.0	18	28	18	8		
\$190,001 \$300,000	67	13.65%	57.0	9	20	35	3		
\$300,001 and up	49	9.98%	63.0	9	6	20	14		
Total Active Inventory by Units:				491	62.0	219	156	91	25
Total Active Inventory by Volume:				76,477,550		24.48M	20.25M	22.38M	9.37M
Median Active Inventory Listing Price:				\$99,900		\$62,000	\$114,900	\$215,000	\$327,500

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

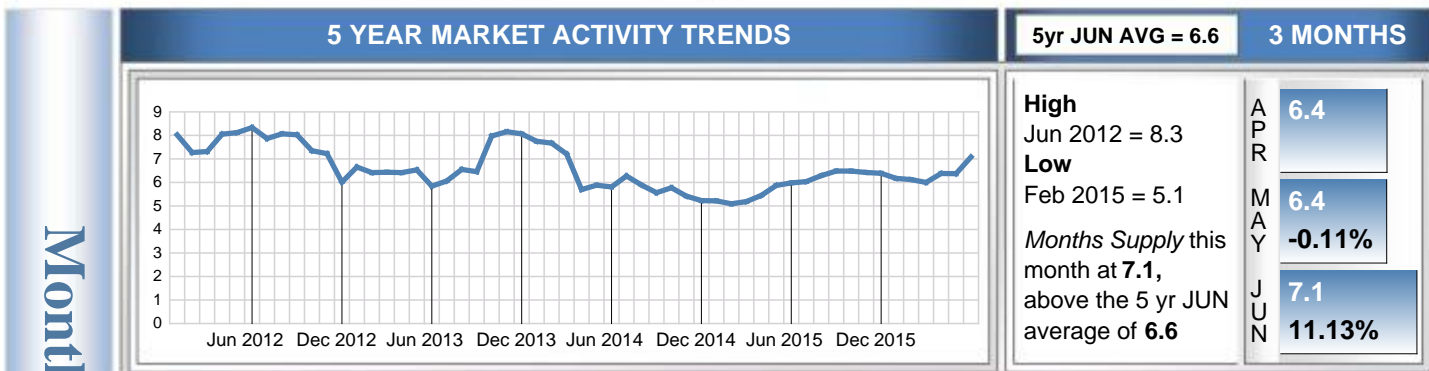
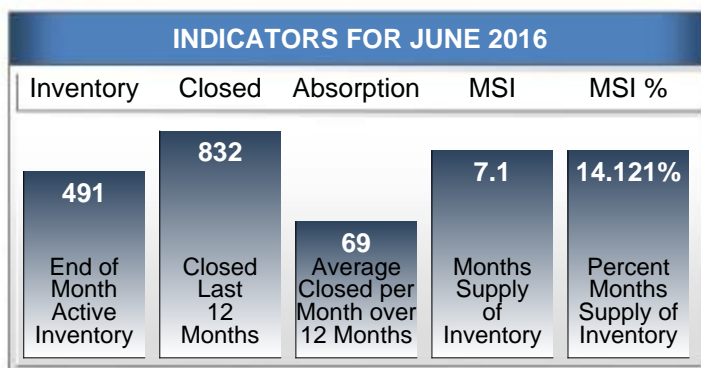
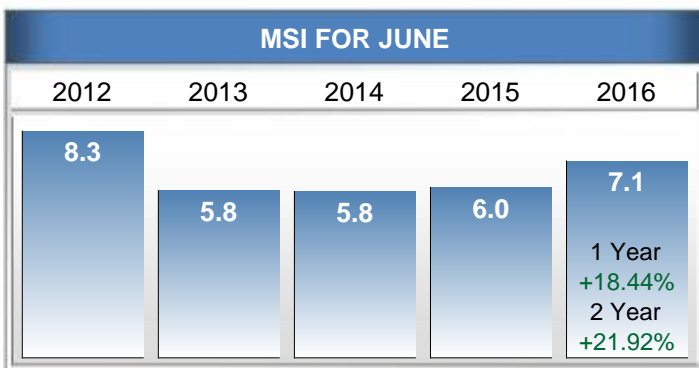
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Months Supply

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

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

Data from the Greater Tulsa Association of REALTORS®

June 2016

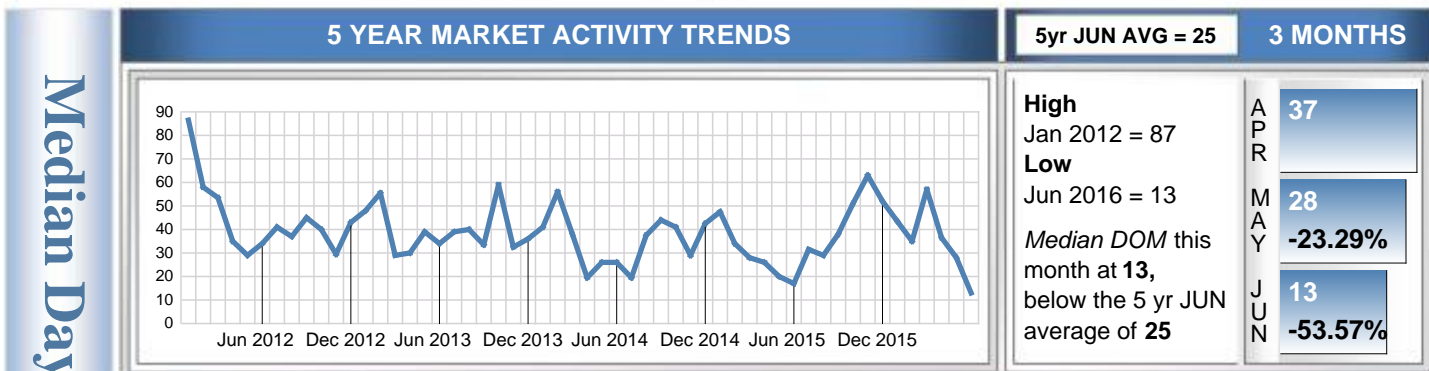
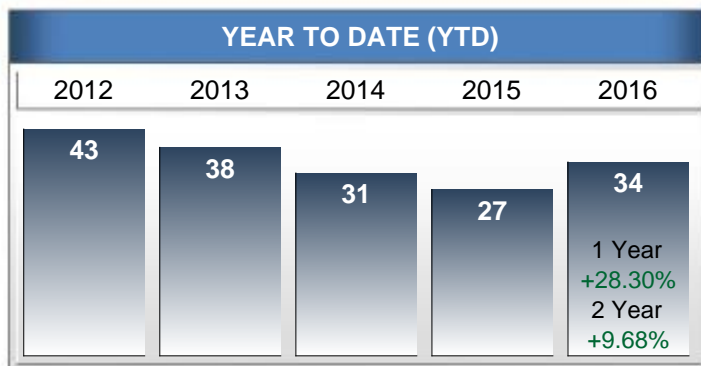
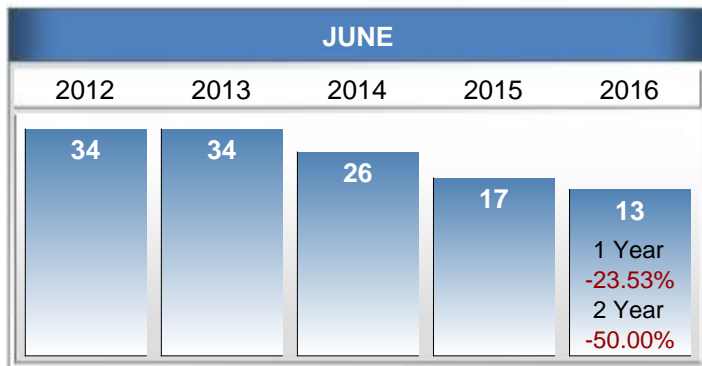
Closed Sales as of Jul 12, 2016



Median Days on Market to Sale

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Median Days on Market

Ready to Buy or Sell Real Estate?
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+
\$40,000 and less	6		6.90%	47.5	49.0	46.0	0.0	0.0
\$40,001 - \$70,000	12		13.79%	20.5	20.0	20.5	0.0	0.0
\$70,001 - \$100,000	12		13.79%	16.5	1.0	20.0	0.0	0.0
\$100,001 - \$160,000	25		28.74%	26.0	70.5	23.5	5.0	136.0
\$160,001 - \$210,000	11		12.64%	30.0	0.0	35.5	18.0	150.0
\$210,001 - \$280,000	13		14.94%	8.0	0.0	15.0	6.0	0.0
\$280,001 and up	8		9.20%	8.0	0.0	7.0	27.5	2.0
Median Closed DOM:	13.0				28.5	20.5	7.5	136.0
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

Data from the Greater Tulsa Association of REALTORS®

June 2016

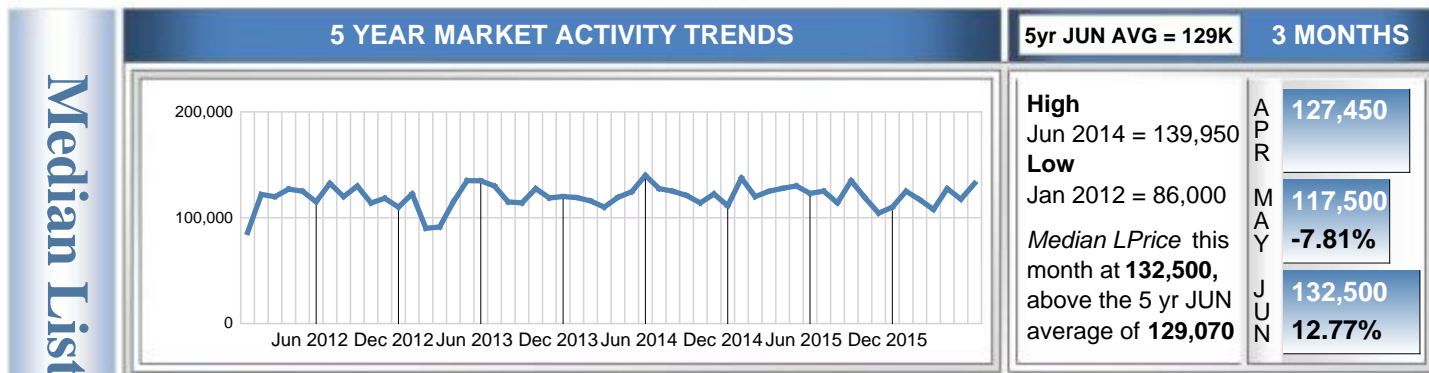
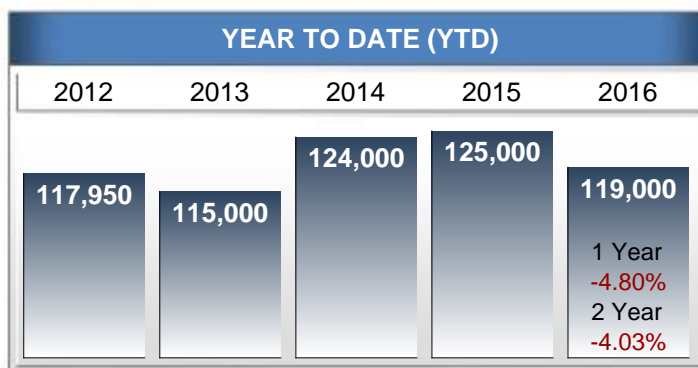
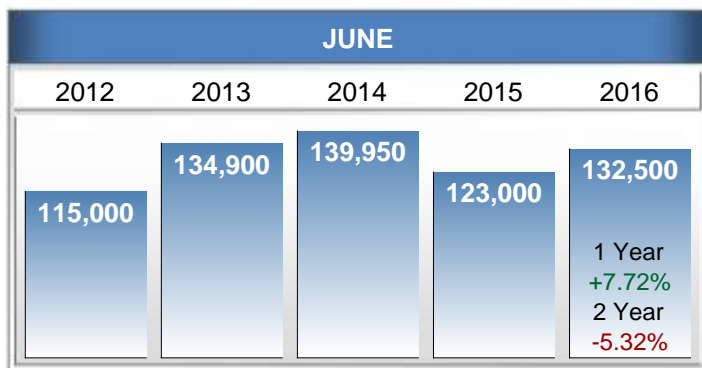
Closed Sales as of Jul 12, 2016



Median List Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Median List Price

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

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		5.75%	25,000	25,000	13,500	0	0
\$40,001 \$70,000	14		16.09%	51,500	45,900	55,000	0	0
\$70,001 \$100,000	9		10.34%	86,900	0	86,900	0	0
\$100,001 \$160,000	25		28.74%	125,000	114,900	125,000	136,000	157,500
\$160,001 \$210,000	11		12.64%	179,900	169,900	167,000	185,000	0
\$210,001 \$280,000	14		16.09%	229,350	0	234,800	227,950	0
\$280,001 and up	9		10.34%	319,000	0	340,000	319,000	315,000
Median List Price:		\$132,500			\$45,450	\$115,500	\$217,500	\$160,000
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

Data from the Greater Tulsa Association of REALTORS®

June 2016

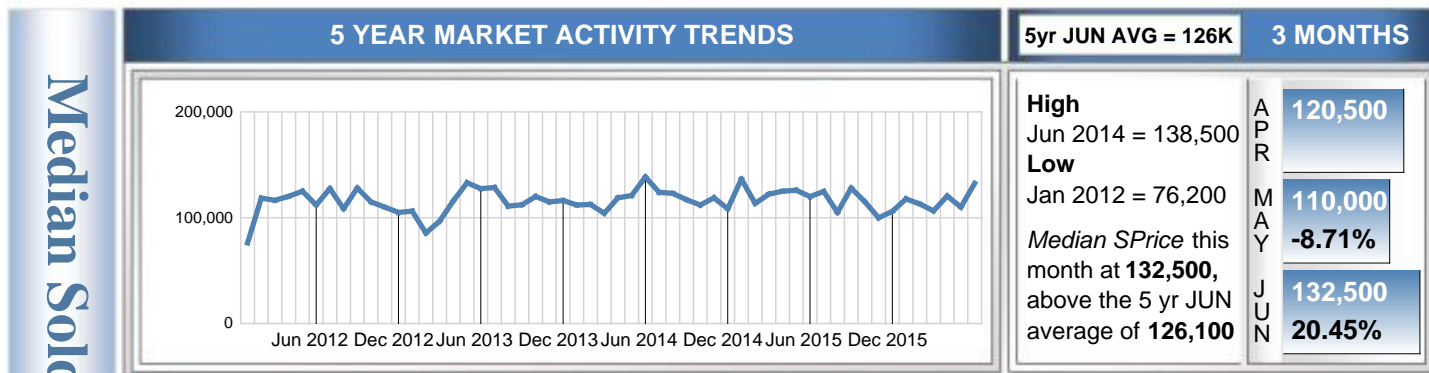
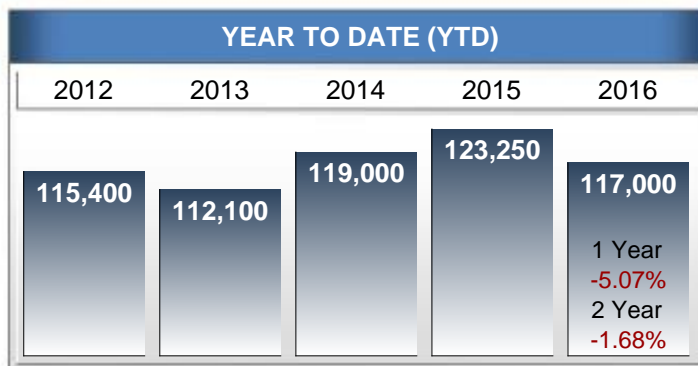
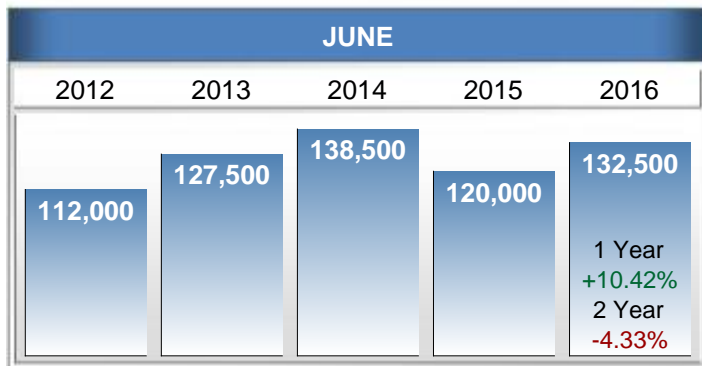
Closed Sales as of Jul 12, 2016



Median Sold Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by County Of Washington



Median Sold Price

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

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		6.90%	30,000	35,000	13,900	0	0
\$40,001 - \$70,000	12		13.79%	54,500	48,280	59,000	0	0
\$70,001 - \$100,000	12		13.79%	87,000	94,996	85,000	0	0
\$100,001 - \$160,000	25		28.74%	129,900	127,450	128,950	135,000	145,000
\$160,001 - \$210,000	11		12.64%	182,000	0	185,000	186,000	167,000
\$210,001 - \$280,000	13		14.94%	225,000	0	225,000	229,450	0
\$280,001 and up	8		9.20%	317,500	0	340,000	315,000	315,000
Median Closed Price:	\$132,500				\$48,280	\$109,000	\$212,615	\$167,000
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

Data from the Greater Tulsa Association of REALTORS®

June 2016

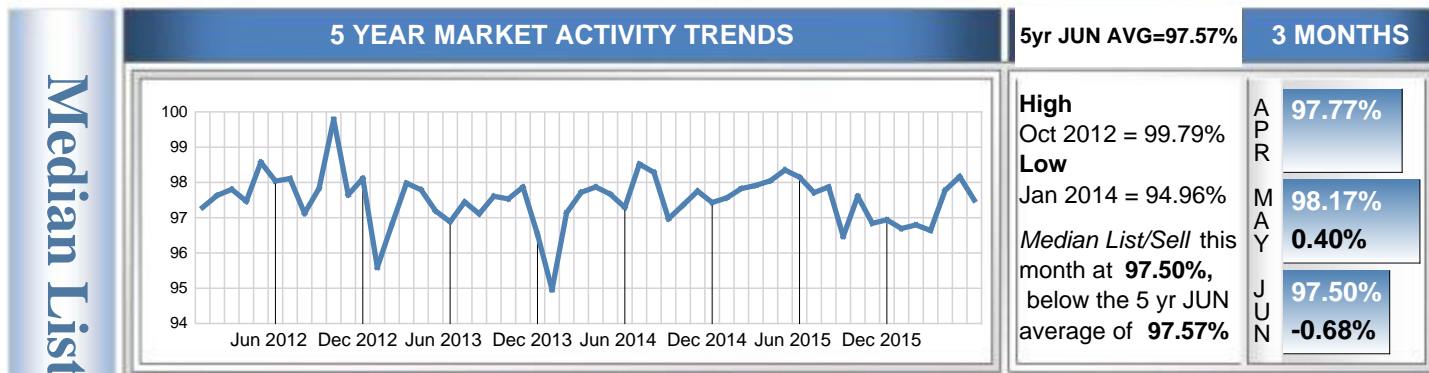
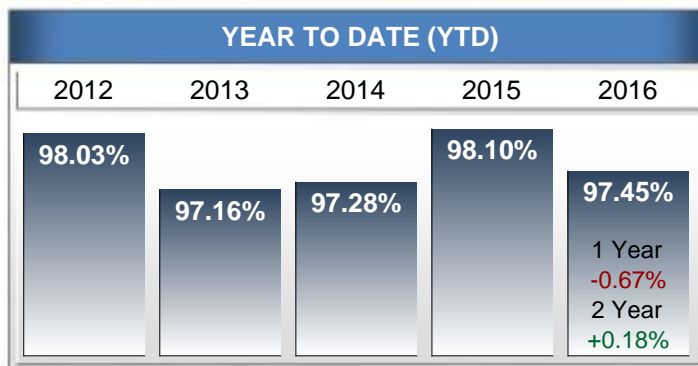
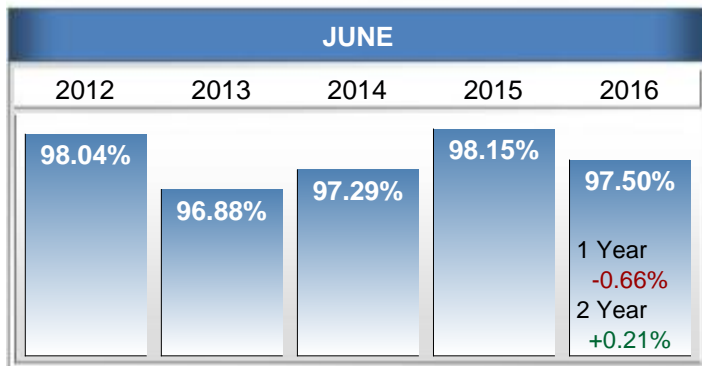
Closed Sales as of Jul 12, 2016



Median Percent of List Price to Selling Price

Report Produced on: Jul 12, 2016

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+
\$40,000 and less	6	6.90%	88.00%	100.00%	83.33%	0.00%	0.00%
\$40,001 - \$70,000	12	13.79%	93.16%	93.03%	94.83%	0.00%	0.00%
\$70,001 - \$100,000	12	13.79%	97.20%	379.98%	96.67%	0.00%	0.00%
\$100,001 - \$160,000	25	28.74%	100.00%	91.20%	99.09%	100.00%	90.63%
\$160,001 - \$210,000	11	12.64%	98.38%	0.00%	96.86%	99.19%	107.74%
\$210,001 - \$280,000	13	14.94%	97.11%	0.00%	96.24%	97.56%	0.00%
\$280,001 and up	8	9.20%	97.11%	0.00%	97.03%	96.41%	100.00%
Median List/Sell Ratio: 97.50%				96.67%	96.67%	98.36%	100.00%
Total Closed Units: 87				10	50	24	3
Total Closed Volume: 14,236,259				639.81K	7.69M	5.28M	627.00K

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

Inventory as of Jul 12, 2016



Market Summary

Report Produced on: Jul 12, 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			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%
Median List Price	123,000	132,500	7.72%	125,000	119,000	-4.80%
Median Sale Price	120,000	132,500	10.42%	123,250	117,000	-5.07%
Median Percent of List Price to Selling Price	98.15%	97.50%	-0.66%	98.10%	97.45%	-0.67%
Median Days on Market to Sale	17.00	13.00	-23.53%	26.50	34.00	28.30%
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%

