



# March 2016

Area Delimited by County Of Washington

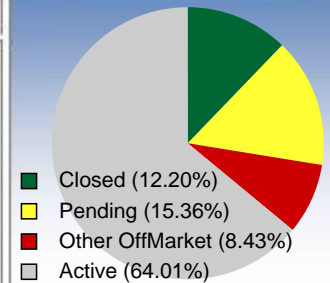


**Absorption:** Last 12 months, an Average of **67** Sales/Month

**Active Inventory** as of March 31, 2016 = **425**

	MARCH		
	2015	2016	+/- %
Closed Listings	74	81	9.46%
Pending Listings	64	102	59.38%
New Listings	139	161	15.83%
Median List Price	124,950	114,000	-8.76%
Median Sale Price	122,250	108,000	-11.66%
Median Percent of List Price to Selling Price	97.91%	96.67%	-1.27%
Median Days on Market to Sale	28.00	55.00	96.43%
End of Month Inventory	385	425	10.39%
Months Supply of Inventory	5.19	6.38	22.95%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Apr 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 March 2016 rose **10.39%** to 425 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 **6.38** 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 **11.66%** in March 2016 to \$108,000 versus the previous year at \$122,250.

### Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 27.00 days or **96.43%** in March 2016 compared to last year's same month at **28.00** DOM.

### Sales Success for March 2016 is Positive

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

There were 161 New Listings in March 2016, up **15.83%** from last year at 139. Furthermore, there were 81 Closed Listings this month versus last year at 74, a **9.46%** increase.

Closed versus Listed trends yielded a **50.3%** ratio, down from last year's March 2016 at **53.2%**, a **5.50%** 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

<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®

## March 2016

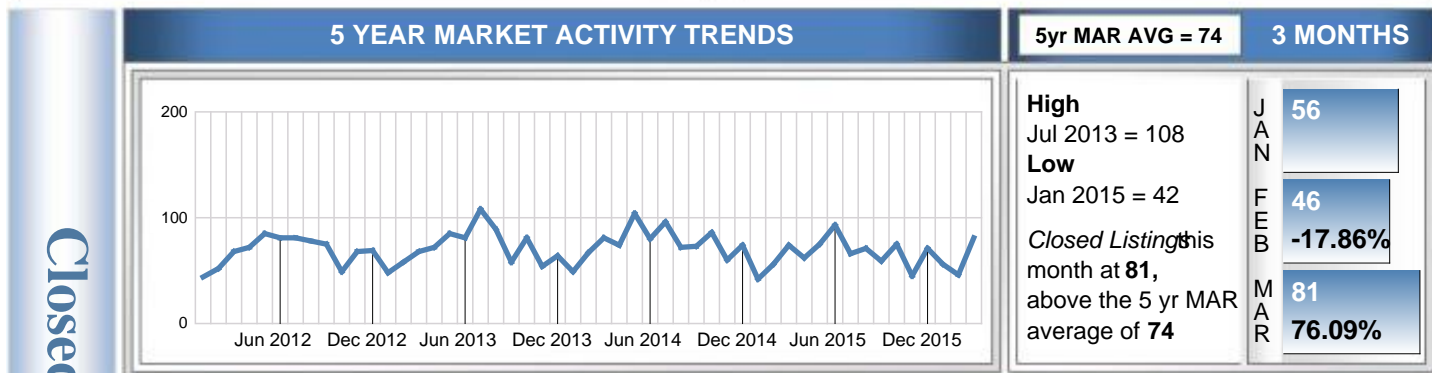
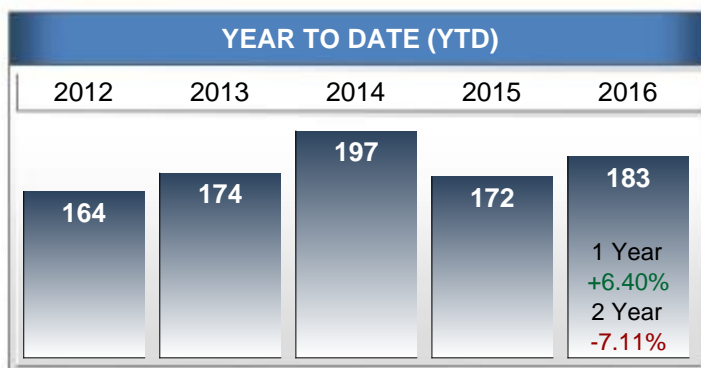
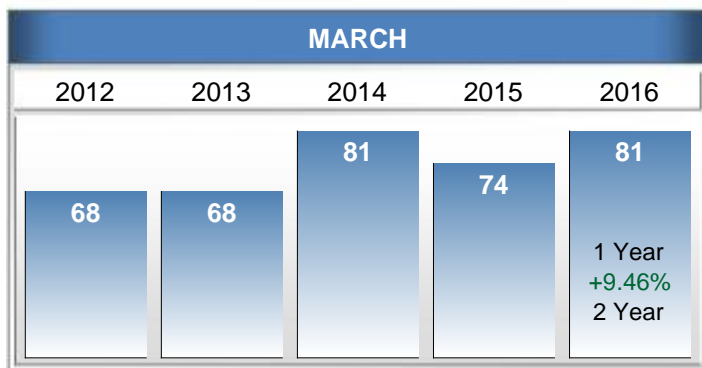
Closed Sales as of Apr 12, 2016



### Closed Listings

Report Produced on: Apr 12, 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+
\$40,000 and less	6	7.41%	86.5	2	4	0	0
\$40,001 - \$60,000	9	11.11%	66.0	3	4	2	0
\$60,001 - \$90,000	16	19.75%	38.0	2	14	0	0
\$90,001 - \$130,000	20	24.69%	39.0	1	13	6	0
\$130,001 - \$170,000	12	14.81%	85.5	0	6	6	0
\$170,001 - \$210,000	8	9.88%	22.5	2	1	5	0
\$210,001 and up	10	12.35%	64.0	0	0	10	0
<b>Total Closed Units:</b>	<b>81</b>		<b>55.0</b>	<b>10</b>	<b>42</b>	<b>29</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>10,311,192</b>			<b>842.40K</b>	<b>3.98M</b>	<b>5.49M</b>	<b>0.00B</b>
<b>Median Closed Price:</b>	<b>\$108,000</b>			<b>\$62,500</b>	<b>\$89,950</b>	<b>\$180,000</b>	<b>\$0</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2016

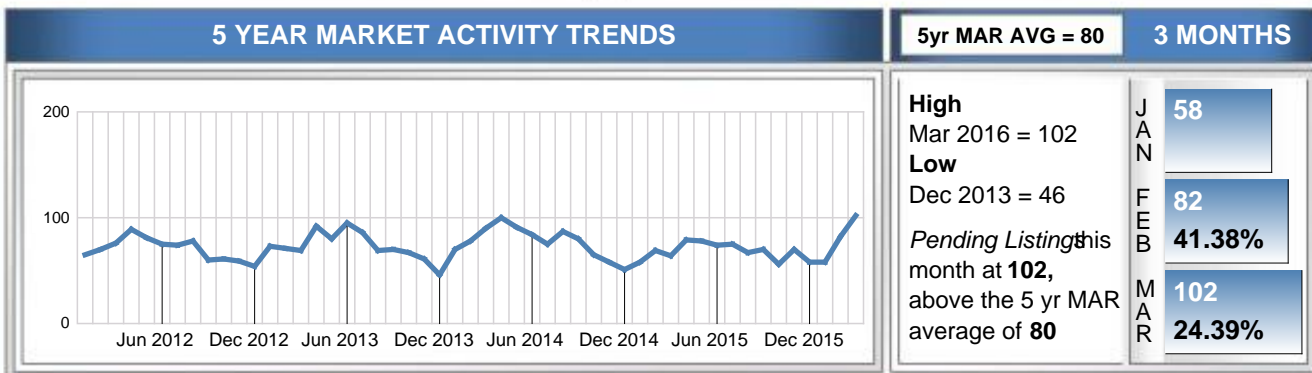
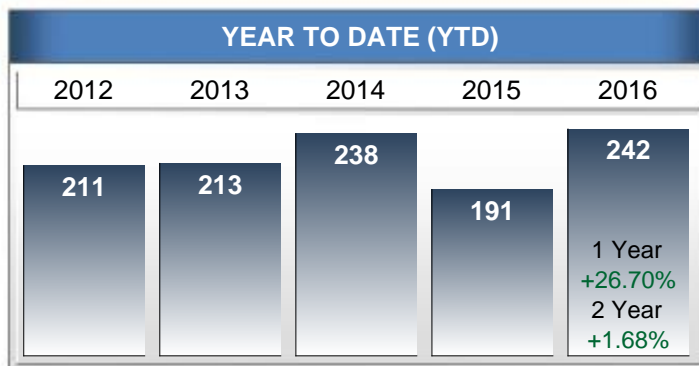
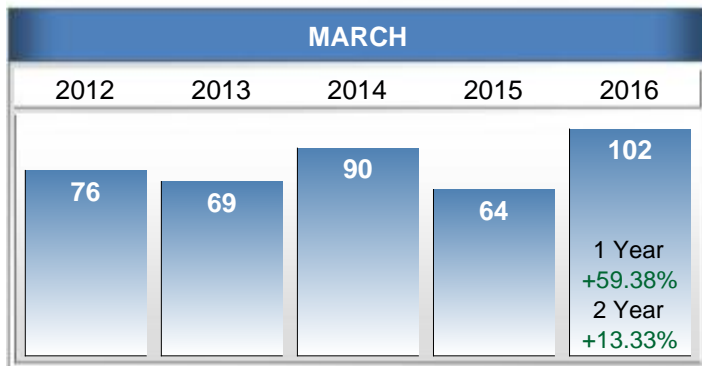
Pending Listings as of Apr 12, 2016



### Pending Listings

Report Produced on: Apr 12, 2016

Area Delimited by County Of Washington



Pending Listings

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#### 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	4	3.92%	4.5	4	0	0	0
\$30,001 - \$60,000	16	15.69%	40.5	8	8	0	0
\$60,001 - \$90,000	19	18.63%	56.0	5	13	1	0
\$90,001 - \$130,000	20	19.61%	33.5	2	16	2	0
\$130,001 - \$170,000	18	17.65%	39.5	1	7	8	2
\$170,001 - \$230,000	13	12.75%	35.0	1	6	6	0
\$230,001 and up	12	11.76%	32.5	0	2	7	3
<b>Total Pending Units:</b>	<b>102</b>		<b>36.0</b>	<b>21</b>	<b>52</b>	<b>24</b>	<b>5</b>
<b>Total Pending Volume:</b>	<b>13,684,399</b>			<b>1.38M</b>	<b>5.91M</b>	<b>4.80M</b>	<b>1.60M</b>
<b>Median Listing Price:</b>	<b>\$115,950</b>			<b>\$59,900</b>	<b>\$108,750</b>	<b>\$192,500</b>	<b>\$339,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2016

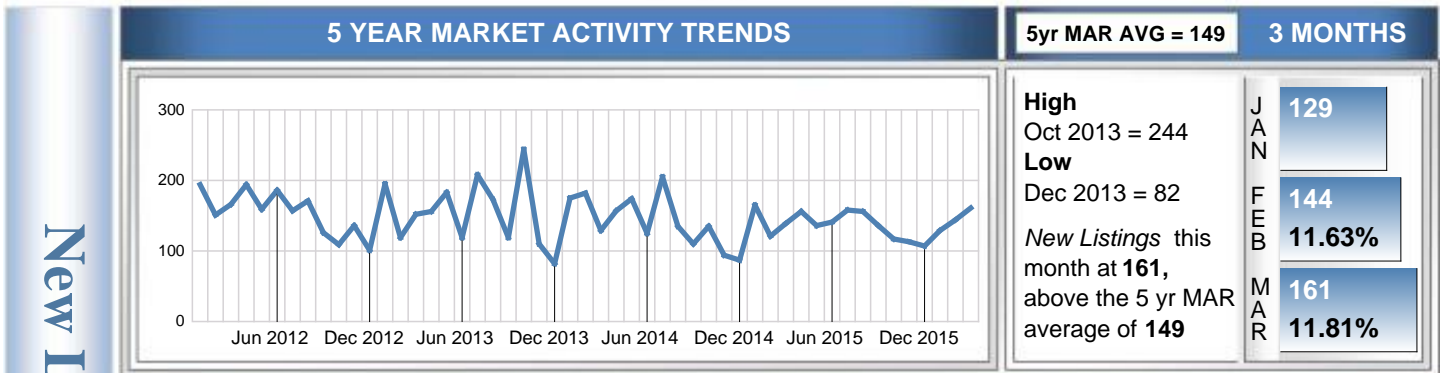
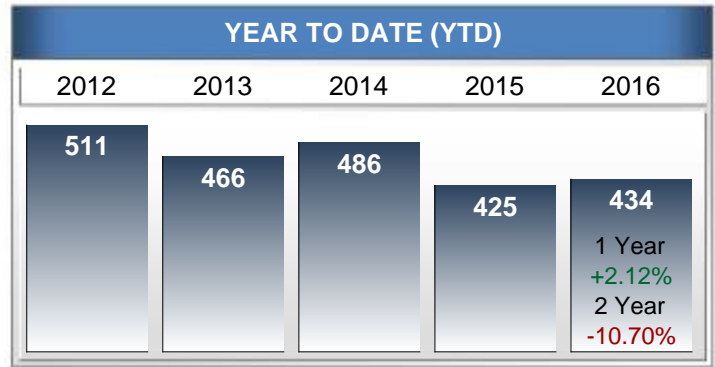
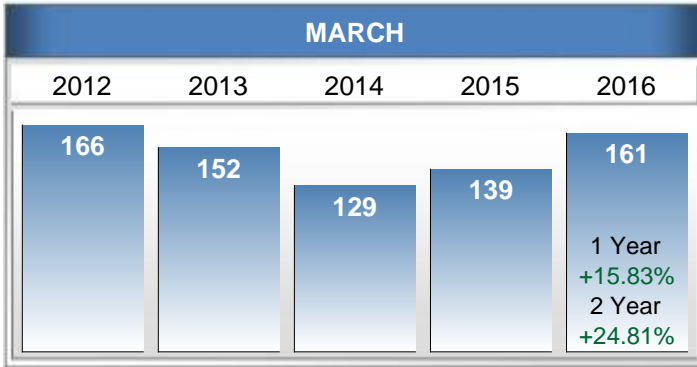
New Listings as of Apr 12, 2016



### New Listings

Report Produced on: Apr 12, 2016

Area Delimited by County Of Washington



#### 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	12	7.45%	7	5	0	0
\$50,001 - \$60,000	7	4.35%	4	3	0	0
\$60,001 - \$90,000	39	24.22%	16	22	1	0
\$90,001 - \$130,000	36	22.36%	3	27	6	0
\$130,001 - \$180,000	30	18.63%	1	18	9	2
\$180,001 - \$270,000	19	11.80%	0	5	14	0
\$270,001 and up	18	11.18%	2	1	13	2
<b>Total New Listed Units:</b>	<b>161</b>		<b>33</b>	<b>81</b>	<b>43</b>	<b>4</b>
<b>Total New Listed Volume:</b>	<b>23,200,399</b>		<b>2.60M</b>	<b>9.18M</b>	<b>10.16M</b>	<b>1.26M</b>
<b>Median New Listed Listing Price:</b>	<b>\$115,000</b>		<b>\$66,500</b>	<b>\$107,500</b>	<b>\$210,000</b>	<b>\$255,000</b>

New Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2016

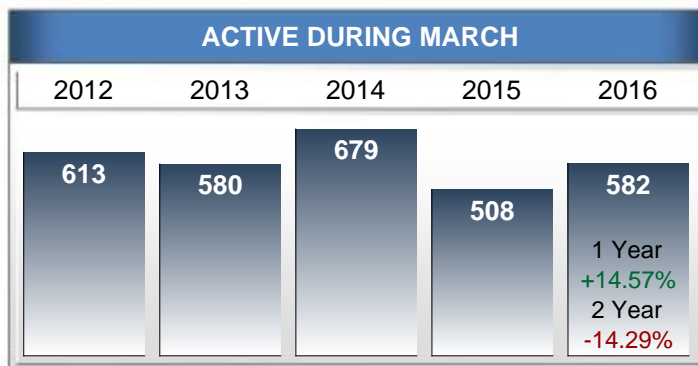
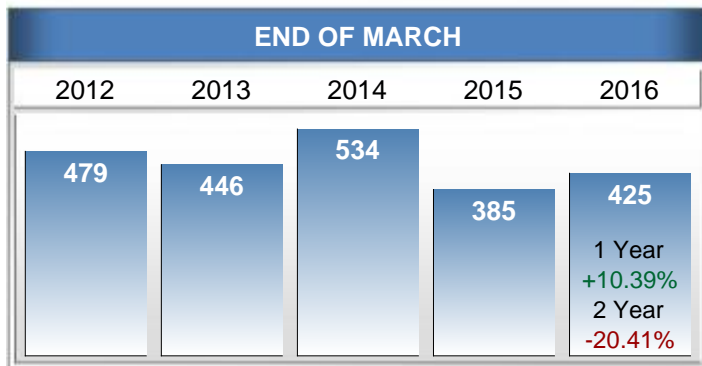
Active Inventory as of Apr 12, 2016



### Active Inventory

Report Produced on: Apr 12, 2016

Area Delimited by County Of Washington



Active Inventory

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**5yr MAR AVG = 454**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **425**, below the 5 yr MAR average of **454**

JAN	421
FEB	422
MAR	425

0.24%  
0.71%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	41	9.65%	104.0	37	4	0	0		
\$40,001 - \$60,000	46	10.82%	54.0	33	12	1	0		
\$60,001 - \$70,000	52	12.24%	44.0	37	14	1	0		
\$70,001 - \$120,000	117	27.53%	69.0	45	60	12	0		
\$120,001 - \$190,000	75	17.65%	45.0	13	41	19	2		
\$190,001 - \$310,000	49	11.53%	56.0	5	16	26	2		
\$310,001 and up	45	10.59%	74.0	10	2	19	14		
Total Active Inventory by Units:				425	57.0	180	149	78	18
Total Active Inventory by Volume:				69,731,399		23.65M	18.20M	18.96M	8.92M
Median Active Inventory Listing Price:				\$99,000		\$65,000	\$112,500	\$212,450	\$374,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2016

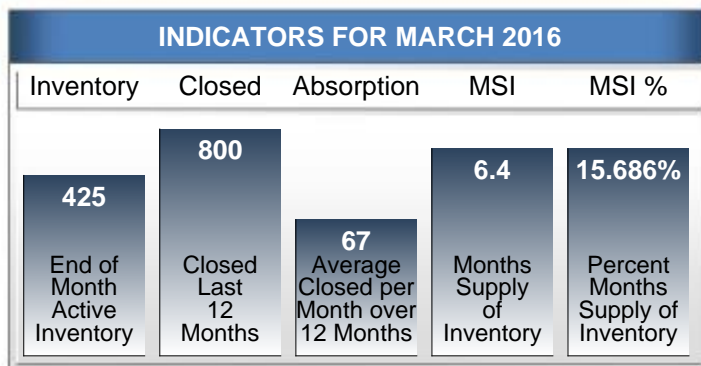
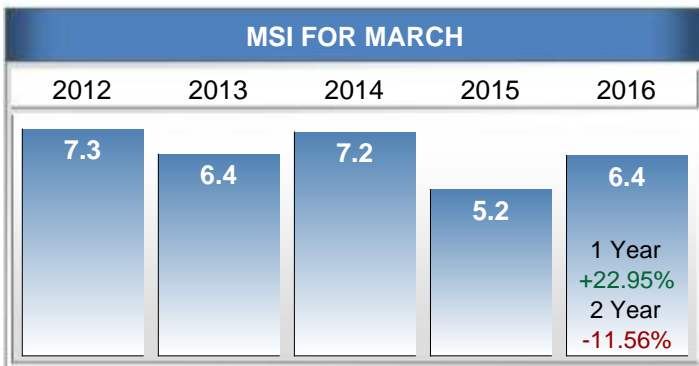
Active Inventory as of Apr 12, 2016



### Months Supply of Inventory

Report Produced on: Apr 12, 2016

Area Delimited by County Of Washington



Months Supply  
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**5yr MAR AVG = 6.5**    **3 MONTHS**

**High**  
Jun 2012 = 8.3

**Low**  
Feb 2015 = 5.1

Months Supply this month at **6.4**, below the 5 yr MAR average of **6.5**

JAN	6.3
FEB	1.50%
MAR	-0.17%

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	41	9.65%	6.9	13.5	1.3	0.0	0.0	
\$40,001 \$60,000	46	10.82%	7.5	13.7	3.7	2.4	0.0	
\$60,001 \$70,000	52	12.24%	13.9	37.0	5.6	4.0	0.0	
\$70,001 \$120,000	117	27.53%	6.1	18.6	4.2	4.5	0.0	
\$120,001 \$190,000	75	17.65%	4.2	19.5	4.1	2.8	3.4	
\$190,001 \$310,000	49	11.53%	4.6	20.0	6.6	3.6	2.4	
\$310,001 and up	45	10.59%	15.9	120.0	3.0	12.7	24.0	
MSI:	6.4			18.8	4.1	4.1	8.6	
Total Active Inventory:	425			180	149	78	18	



# Monthly Inventory Analysis

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## March 2016

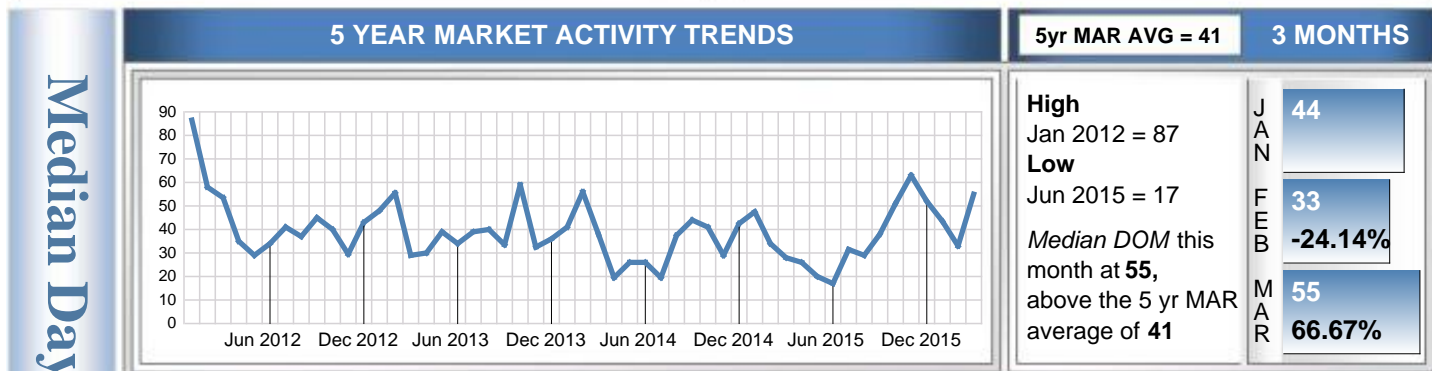
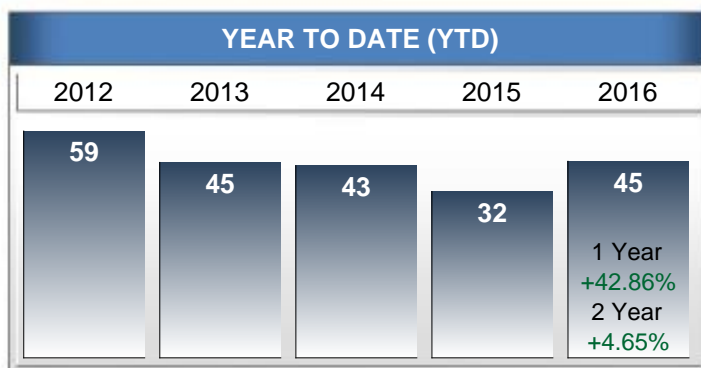
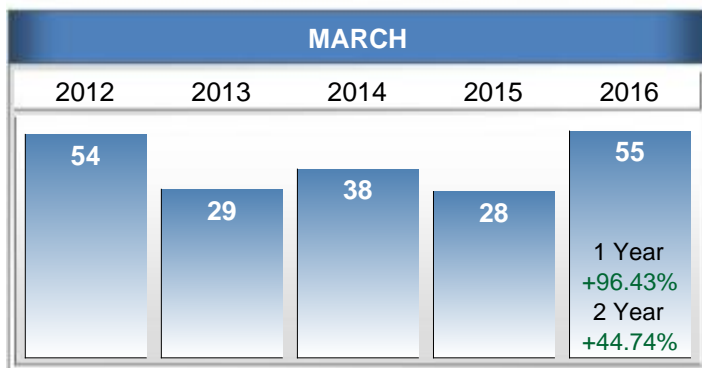
Closed Sales as of Apr 12, 2016



### Median Days on Market to Sale

Report Produced on: Apr 12, 2016

Area Delimited by County Of Washington



Median Days on Market

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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			7.41%	86.5	52.5	110.5	0.0	0.0
\$40,001 \$60,000	9			11.11%	66.0	66.0	75.0	30.5	0.0
\$60,001 \$90,000	16			19.75%	38.0	31.5	38.0	0.0	0.0
\$90,001 \$130,000	20			24.69%	39.0	19.0	50.0	13.0	0.0
\$130,001 \$170,000	12			14.81%	85.5	0.0	80.0	85.5	0.0
\$170,001 \$210,000	8			9.88%	22.5	16.5	14.0	28.0	0.0
\$210,001 and up	10			12.35%	64.0	0.0	0.0	64.0	0.0
Median Closed DOM:	55.0					23.5	64.0	49.0	0.0
Total Closed Units:	81					10	42	29	
Total Closed Volume:	10,311,192					842.40K	3.98M	5.49M	0.00B



# Monthly Inventory Analysis

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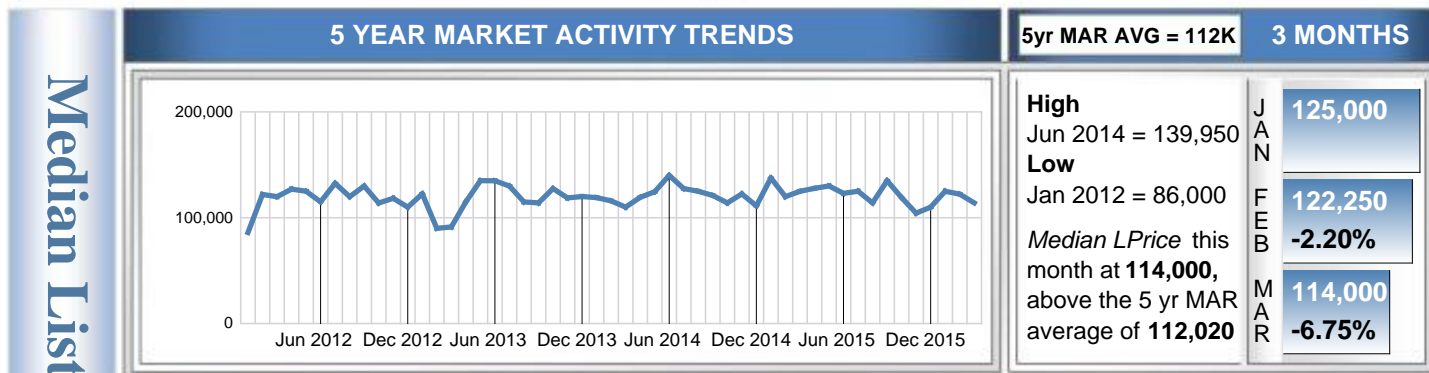
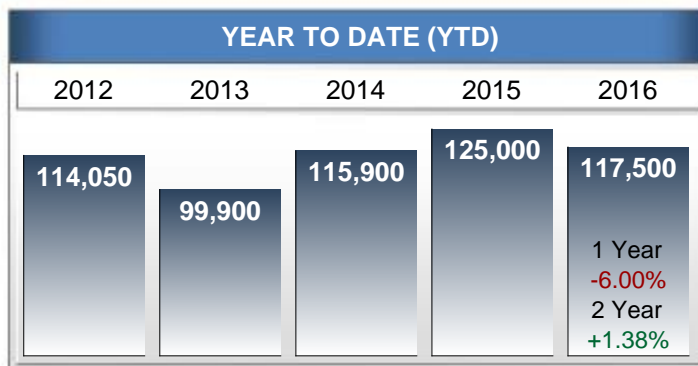
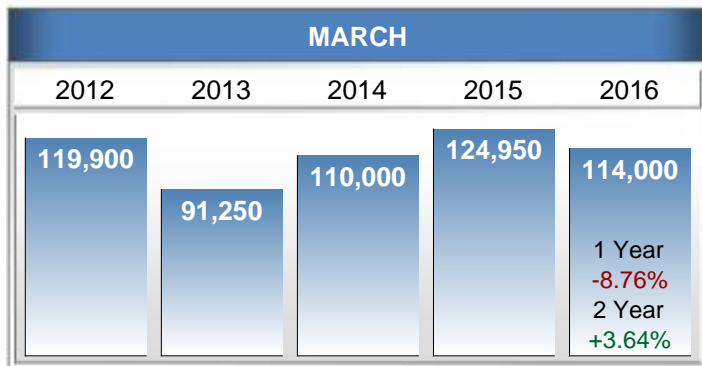
Closed Sales as of Apr 12, 2016



### Median List Price at Closing

Report Produced on: Apr 12, 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+
\$40,000 and less	5		6.17%	33,900	34,400	29,900	0	0
\$40,001 \$60,000	9		11.11%	53,000	53,000	54,950	47,950	0
\$60,001 \$90,000	15		18.52%	79,900	78,950	79,900	0	0
\$90,001 \$130,000	21		25.93%	108,000	94,900	115,500	106,500	0
\$130,001 \$170,000	11		13.58%	140,000	0	140,000	142,450	0
\$170,001 \$210,000	10		12.35%	194,000	189,500	0	194,450	0
\$210,001 and up	10		12.35%	259,450	0	215,000	259,900	0
Median List Price:		\$114,000			\$65,000	\$92,450	\$185,000	\$0
Total Closed Units:		81			10	42	29	
Total List Volume:		10,717,347			858.60K	4.13M	5.73M	0.00B





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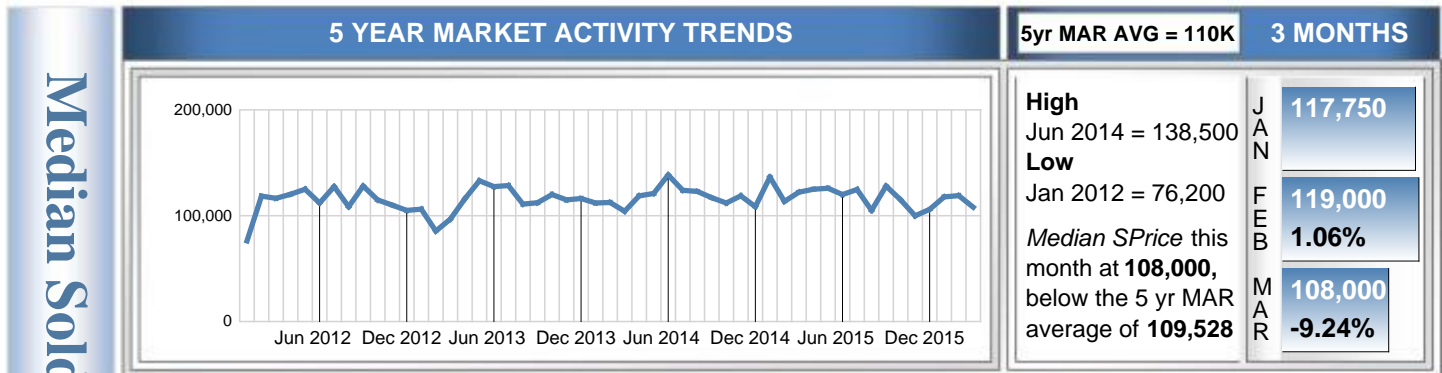
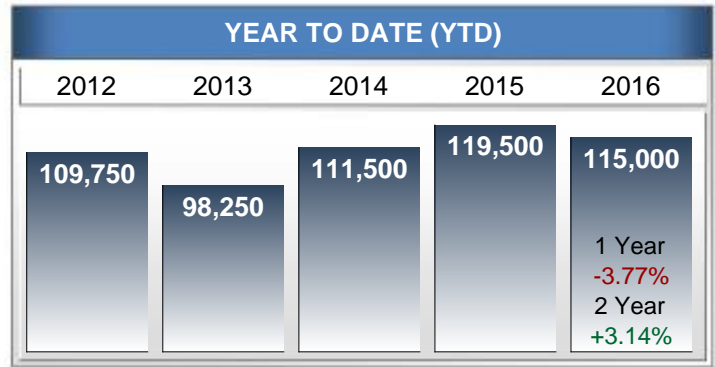
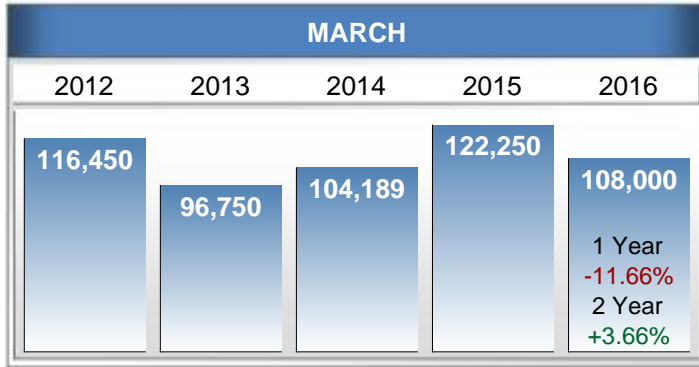
Closed Sales as of Apr 12, 2016



### Median Sold Price at Closing

Report Produced on: Apr 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		7.41%	31,250	31,250	32,000	0	0
\$40,001 \$60,000	9		11.11%	50,000	48,500	54,500	46,010	0
\$60,001 \$90,000	16		19.75%	80,563	80,000	80,563	0	0
\$90,001 \$130,000	20		24.69%	111,000	91,500	116,000	105,000	0
\$130,001 \$170,000	12		14.81%	142,500	0	140,000	142,500	0
\$170,001 \$210,000	8		9.88%	195,000	190,949	205,000	194,000	0
\$210,001 and up	10		12.35%	250,000	0	0	250,000	0
Median Closed Price:	\$108,000				\$62,500	\$89,950	\$180,000	\$0
Total Closed Units:	81				10	42	29	
Total Closed Volume:	10,311,192				842.40K	3.98M	5.49M	0.00B



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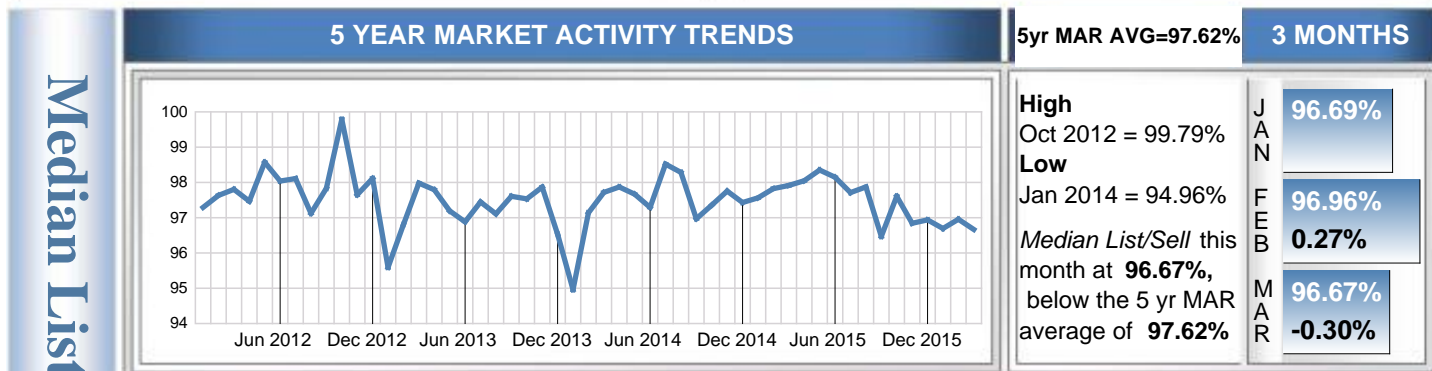
Closed Sales as of Apr 12, 2016



### Median Percent of List Price to Selling Price

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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	7.41%	90.85%	90.85%	90.62%	0.00%	0.00%
\$40,001 - \$60,000	9	11.11%	94.72%	90.91%	95.66%	96.11%	0.00%
\$60,001 - \$90,000	16	19.75%	99.50%	101.27%	98.60%	0.00%	0.00%
\$90,001 - \$130,000	20	24.69%	96.64%	96.42%	97.90%	95.71%	0.00%
\$130,001 - \$170,000	12	14.81%	97.29%	0.00%	97.51%	97.29%	0.00%
\$170,001 - \$210,000	8	9.88%	97.17%	100.78%	95.35%	97.05%	0.00%
\$210,001 and up	10	12.35%	96.36%	0.00%	0.00%	96.36%	0.00%
Median List/Sell Ratio:	96.67%			96.71%	96.72%	96.53%	0.00%
Total Closed Units:	81			10	42	29	
Total Closed Volume:	10,311,192			842.40K	3.98M	5.49M	0.00B

Median List/Sell Price

Ready to Buy or Sell Real Estate?  
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# Monthly Inventory Analysis

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## March 2016

Inventory as of Apr 12, 2016



### Market Summary

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

**Active Inventory** as of March 31, 2016 = 425

	MARCH			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	74	81	9.46%	172	183	6.40%
Pending Sales	64	102	59.38%	191	242	26.70%
New Listings	139	161	15.83%	425	434	2.12%
Median List Price	124,950	114,000	-8.76%	125,000	117,500	-6.00%
Median Sale Price	122,250	108,000	-11.66%	119,500	115,000	-3.77%
Median Percent of List Price to Selling Price	97.91%	96.67%	-1.27%	97.88%	96.74%	-1.17%
Median Days on Market to Sale	28.00	55.00	96.43%	31.50	45.00	42.86%
Monthly Inventory	385	425	10.39%	385	425	10.39%
Months Supply of Inventory	5.19	6.38	22.95%	5.19	6.38	22.95%

