



September 2016

Area Delimited by County Of Washington

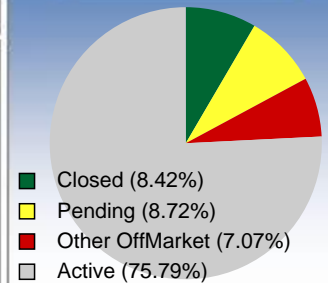


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of September 30, 2016 = **504**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	59	56	-5.08%
Pending Listings	70	58	-17.14%
New Listings	136	98	-27.94%
Median List Price	135,000	117,200	-13.19%
Median Sale Price	128,000	114,500	-10.55%
Median Percent of List Price to Selling Price	96.47%	98.69%	2.30%
Median Days on Market to Sale	38.00	42.50	11.84%
End of Month Inventory	442	504	14.03%
Months Supply of Inventory	6.48	7.23	11.44%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 11, 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 September 2016 rose **14.03%** to 504 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 **7.23** 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 **10.55%** in September 2016 to \$114,500 versus the previous year at \$128,000.

Median Days on Market Lengthens

The median number of **42.50** days that homes spent on the market before selling increased by 4.50 days or **11.84%** in September 2016 compared to last year's same month at **38.00** DOM.

Sales Success for September 2016 is Positive

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

There were 98 New Listings in September 2016, down **27.94%** from last year at 136. Furthermore, there were 56 Closed Listings this month versus last year at 59, a **-5.08%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, up from last year's September 2016 at **43.4%**, a **31.72%** 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.

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

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September 2016

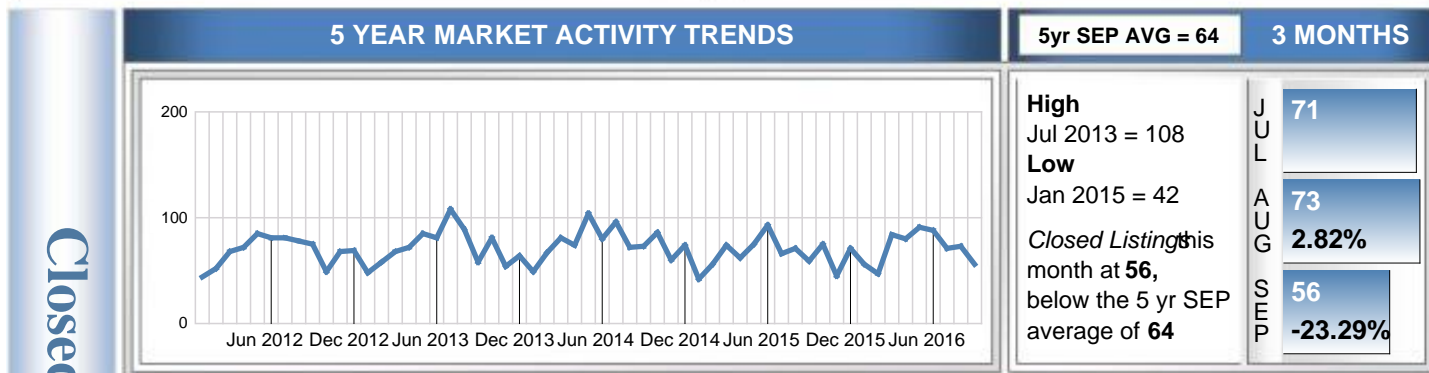
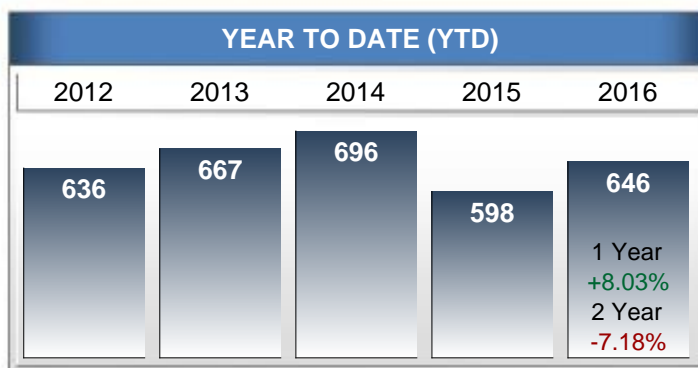
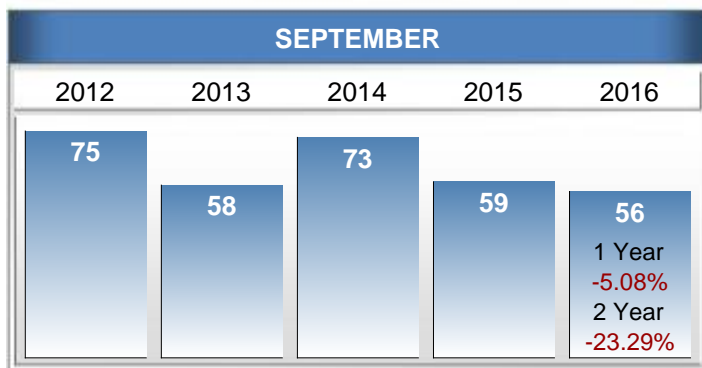
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 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	6	10.71%	69.0	5	1	0	0
\$30,001 - \$60,000	6	10.71%	43.5	1	5	0	0
\$60,001 - \$90,000	9	16.07%	46.0	2	5	2	0
\$90,001 - \$140,000	14	25.00%	43.5	0	14	0	0
\$140,001 - \$200,000	8	14.29%	19.0	0	5	3	0
\$200,001 - \$290,000	7	12.50%	39.0	0	1	4	2
\$290,001 and up	6	10.71%	45.5	1	0	4	1
Total Closed Units:	56		42.5	9	31	13	3
Total Closed Volume:	8,461,512			779.80K	3.33M	3.31M	1.05M
Median Closed Price:	\$114,500			\$30,000	\$110,000	\$214,000	\$285,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

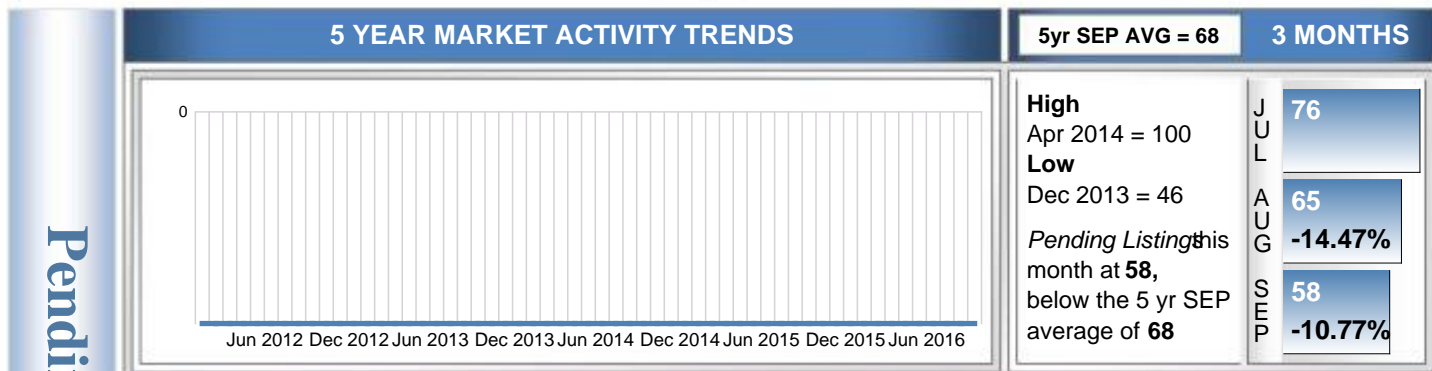
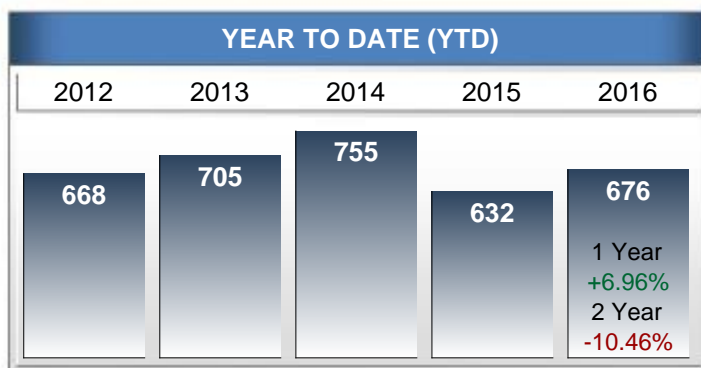
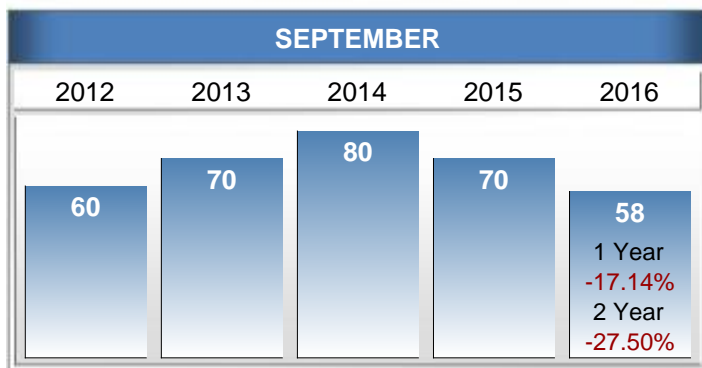
Pending Listings as of Oct 11, 2016



Pending Listings

Report Produced on: Oct 11, 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+	
\$40,000 and less	5	8.62%	70.0	4	1	0	0	
\$40,001 - \$50,000	4	6.90%	52.0	1	3	0	0	
\$50,001 - \$80,000	11	18.97%	45.0	3	8	0	0	
\$80,001 - \$130,000	16	27.59%	34.0	1	12	3	0	
\$130,001 - \$170,000	6	10.34%	66.0	1	4	0	1	
\$170,001 - \$260,000	9	15.52%	31.0	0	2	7	0	
\$260,001 and up	7	12.07%	46.0	0	1	5	1	
Total Pending Units: 58				37.5	10	31	15	2
Total Pending Volume: 7,708,430					621.24K	3.13M	3.49M	464.90K
Median Listing Price: \$101,700					\$50,570	\$89,900	\$210,000	\$232,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

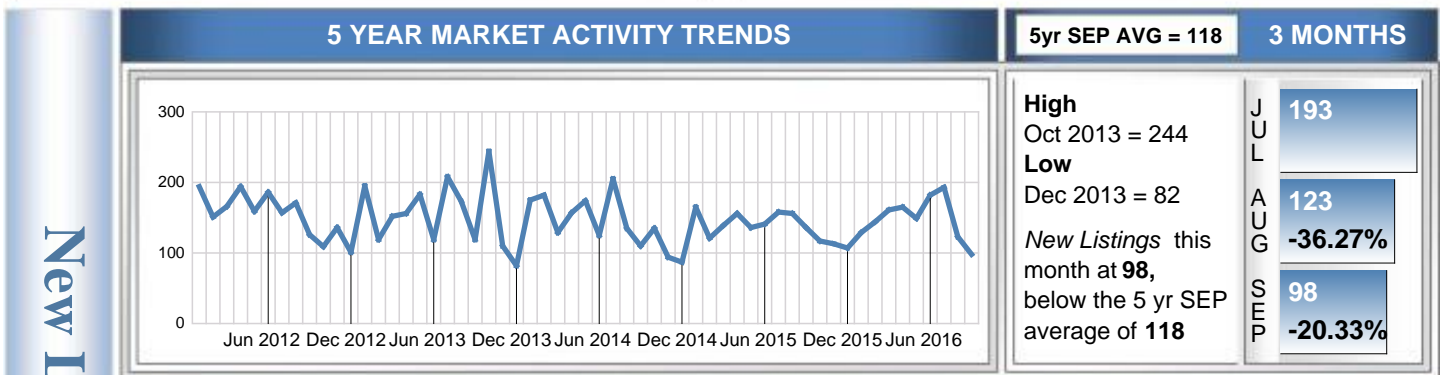
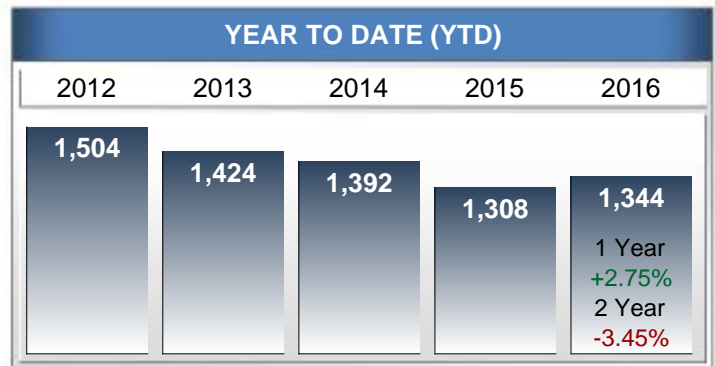
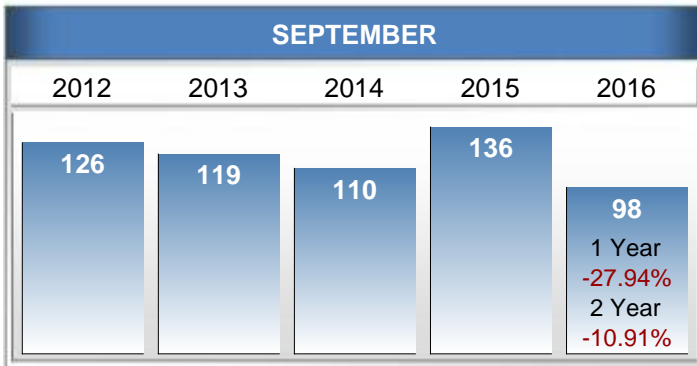
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 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	7	7.14%	4	3	0	0
\$40,001 - \$70,000	13	13.27%	2	11	0	0
\$70,001 - \$90,000	11	11.22%	0	10	1	0
\$90,001 - \$150,000	28	28.57%	2	23	3	0
\$150,001 - \$200,000	17	17.35%	2	5	10	0
\$200,001 - \$290,000	11	11.22%	2	1	6	2
\$290,001 and up	11	11.22%	2	1	3	5
Total New Listed Units:	98		14	54	23	7
Total New Listed Volume:	15,994,650		2.37M	6.46M	4.78M	2.38M
Median New Listed Listing Price:	\$120,750		\$128,500	\$98,700	\$189,000	\$314,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

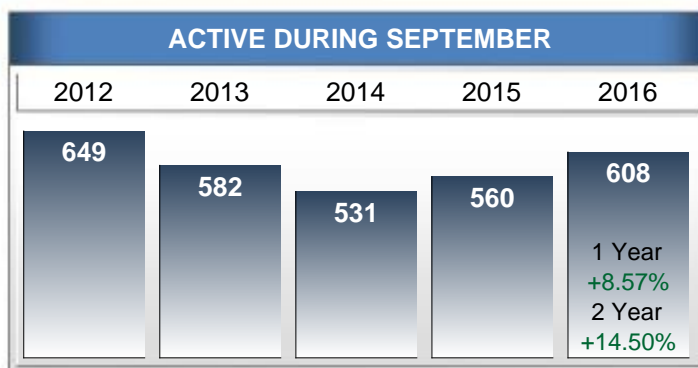
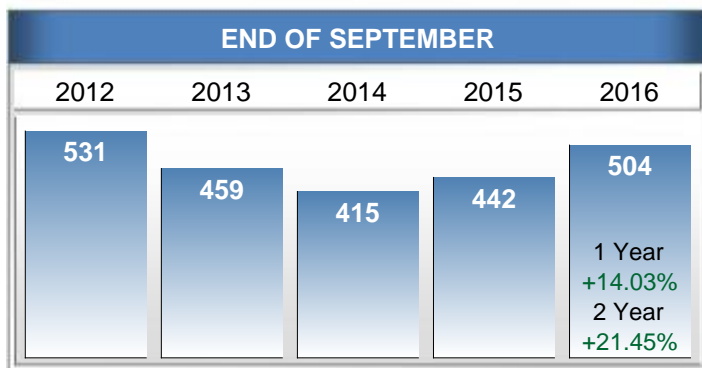
Active Inventory as of Oct 11, 2016



Active Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Washington



Active Inventory

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

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **504**, above the 5 yr SEP average of **470**

JUL	506
AUG	512
SEP	504
1.19%	
-1.56%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	51	10.12%	116.0	45	6	0	0
\$30,001 - \$50,000	49	9.72%	73.0	27	20	2	0
\$50,001 - \$70,000	77	15.28%	63.0	54	22	1	0
\$70,001 - \$130,000	131	25.99%	72.0	48	76	7	0
\$130,001 - \$180,000	71	14.09%	76.0	15	25	25	6
\$180,001 - \$300,000	76	15.08%	82.0	12	18	41	5
\$300,001 and up	49	9.72%	66.0	12	8	17	12
Total Active Inventory by Units:				213	175	93	23
Total Active Inventory by Volume:				29.26M	21.64M	21.31M	7.97M
Median Active Inventory Listing Price:				\$65,000	\$104,900	\$199,000	\$305,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

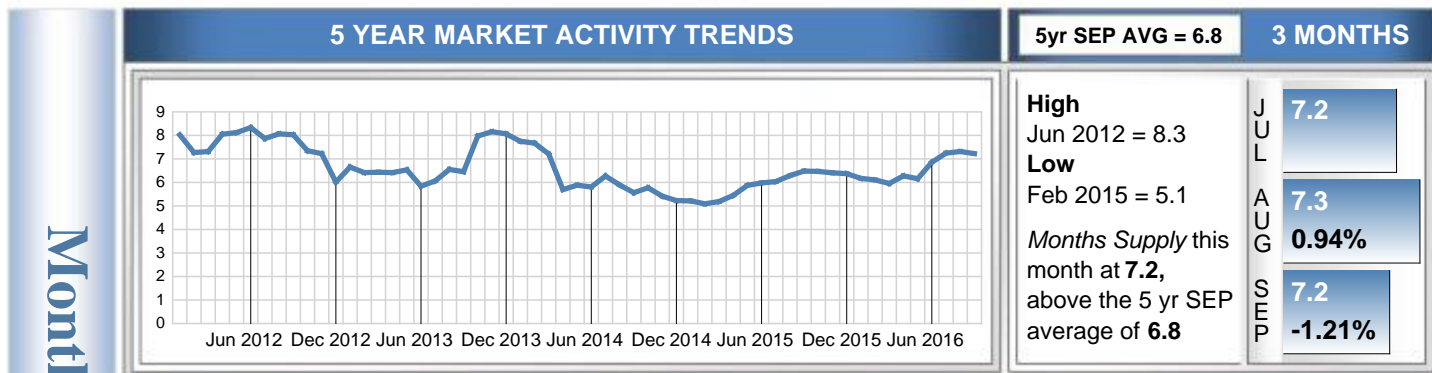
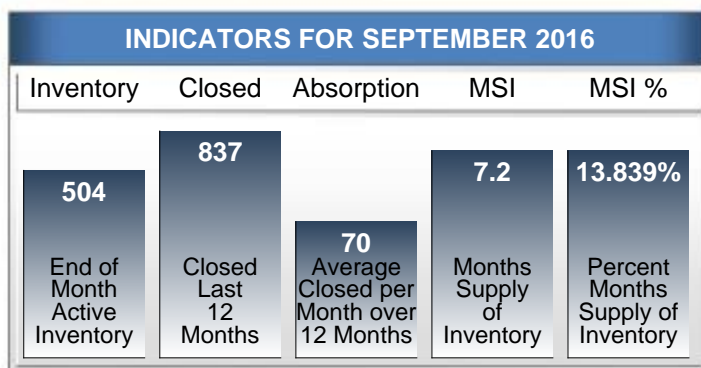
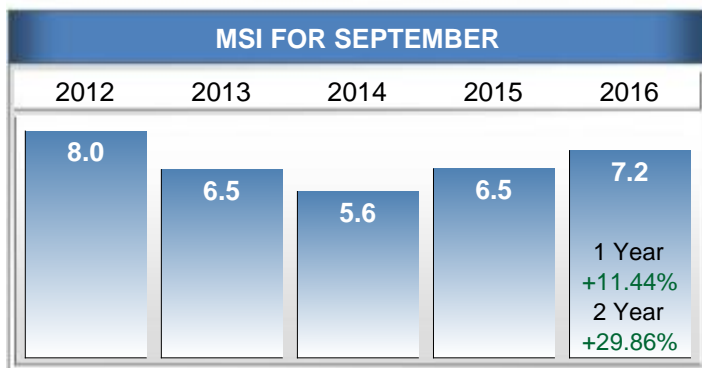
Active Inventory as of Oct 11, 2016



Months Supply of Inventory

Report Produced on: Oct 11, 2016

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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+
\$30,000 and less	51	10.12%	13.0	18.0	4.5	0.0	0.0
\$30,001 \$50,000	49	9.72%	7.8	13.5	5.1	6.0	0.0
\$50,001 \$70,000	77	15.28%	10.0	23.1	4.4	3.0	0.0
\$70,001 \$130,000	131	25.99%	5.6	20.6	4.3	2.0	0.0
\$130,001 \$180,000	71	14.09%	5.6	36.0	3.6	5.3	14.4
\$180,001 \$300,000	76	15.08%	6.1	48.0	5.3	5.0	8.6
\$300,001 and up	49	9.72%	14.0	72.0	12.0	8.2	20.6
MSI:			7.2	21.3	4.5	4.8	14.5
Total Active Inventory:			504	213	175	93	23



Monthly Inventory Analysis

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September 2016

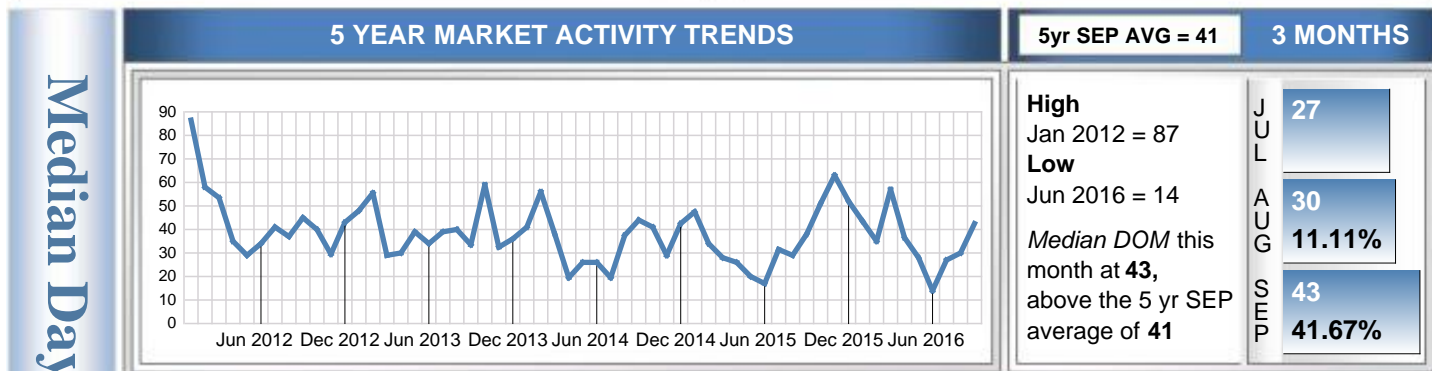
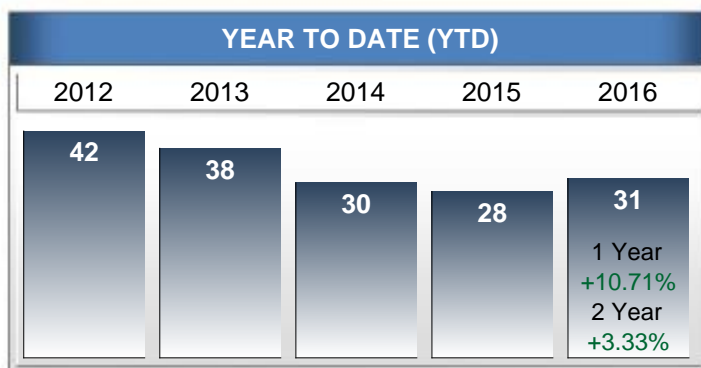
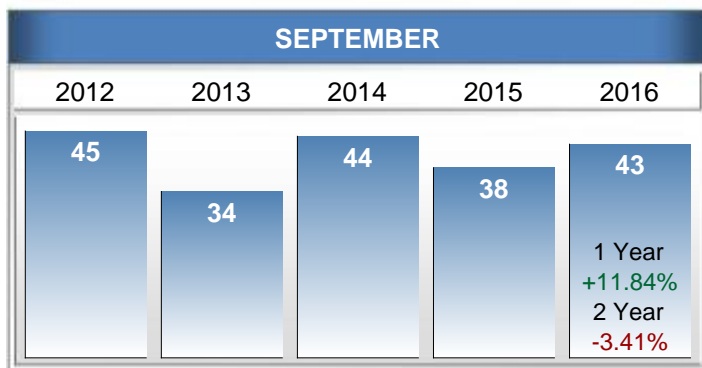
Closed Sales as of Oct 11, 2016



Median Days on Market to Sale

Report Produced on: Oct 11, 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+
\$30,000 and less	6	10.71%	69.0	68.0	70.0	0.0	0.0
\$30,001 \$60,000	6	10.71%	43.5	19.0	59.0	0.0	0.0
\$60,001 \$90,000	9	16.07%	46.0	31.5	20.0	81.0	0.0
\$90,001 \$140,000	14	25.00%	43.5	0.0	43.5	0.0	0.0
\$140,001 \$200,000	8	14.29%	19.0	0.0	20.0	18.0	0.0
\$200,001 \$290,000	7	12.50%	39.0	0.0	39.0	46.0	84.5
\$290,001 and up	6	10.71%	45.5	39.0	0.0	40.5	64.0
Median Closed DOM:	42.5			39.0	39.0	52.0	64.0
Total Closed Units:	56			9	31	13	3
Total Closed Volume:	8,461,512			779.80K	3.33M	3.31M	1.05M



Monthly Inventory Analysis

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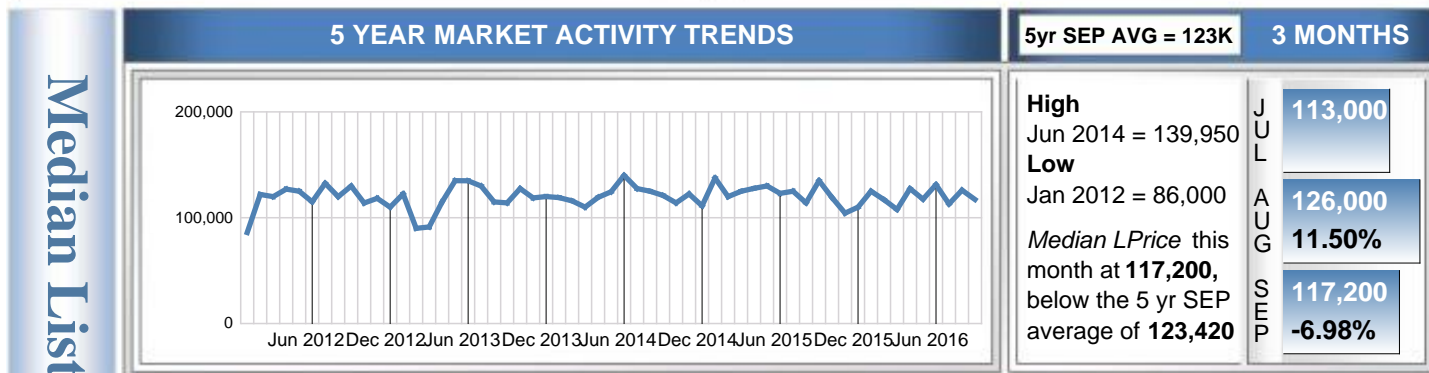
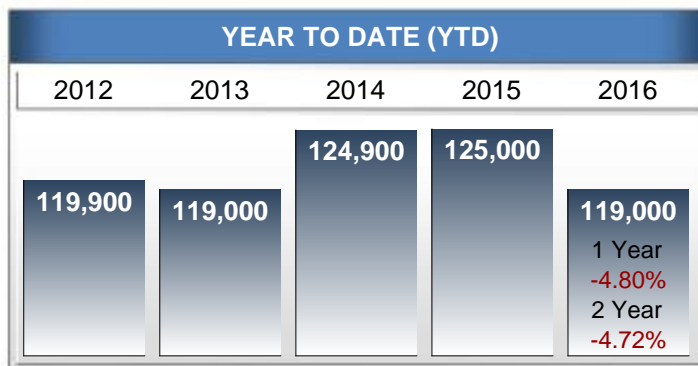
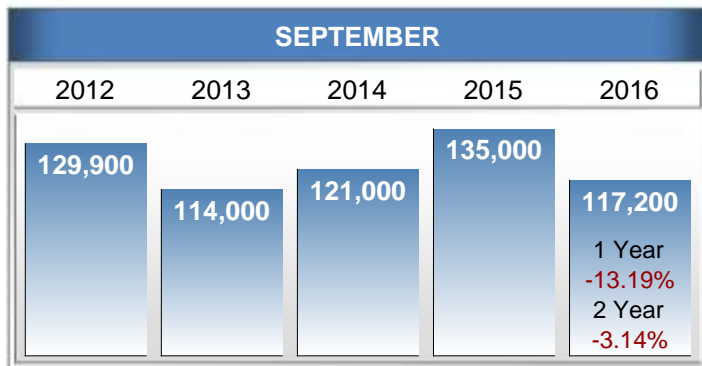
Closed Sales as of Oct 11, 2016



Median List Price at Closing

Report Produced on: Oct 11, 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	5		8.93%	17,900	16,950	29,900	0	0
\$30,001 - \$60,000	7		12.50%	49,900	42,450	49,900	0	0
\$60,001 - \$90,000	9		16.07%	79,500	76,500	74,500	83,250	0
\$90,001 - \$140,000	13		23.21%	114,900	0	114,900	0	0
\$140,001 - \$200,000	9		16.07%	153,000	0	162,400	147,900	0
\$200,001 - \$290,000	6		10.71%	262,000	0	239,000	219,000	286,000
\$290,001 and up	7		12.50%	490,000	490,000	0	329,000	499,000
Median List Price:		\$117,200			\$35,000	\$110,000	\$219,000	\$287,000
Total Closed Units:		56			9	31	13	3
Total List Volume:		8,669,800			796.80K	3.39M	3.41M	1.07M



Monthly Inventory Analysis

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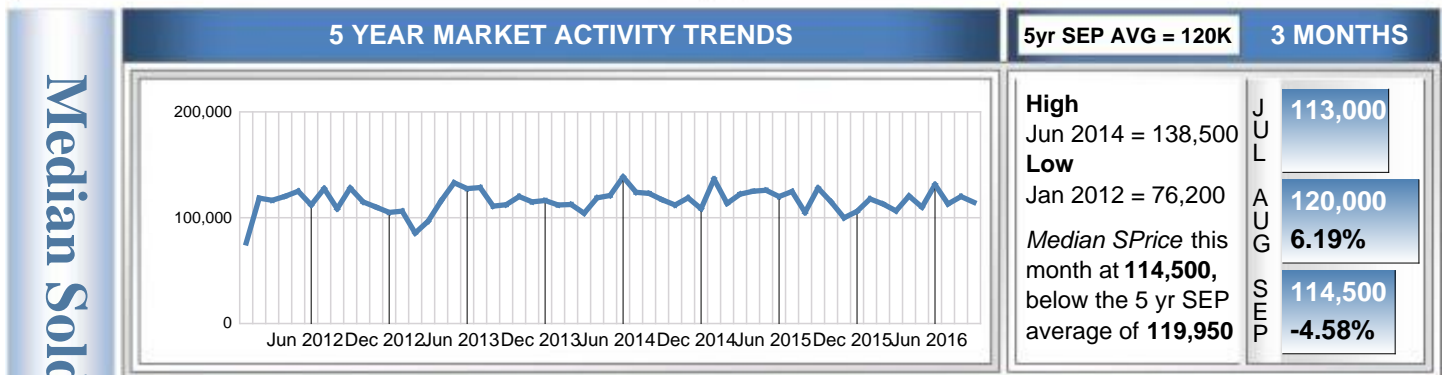
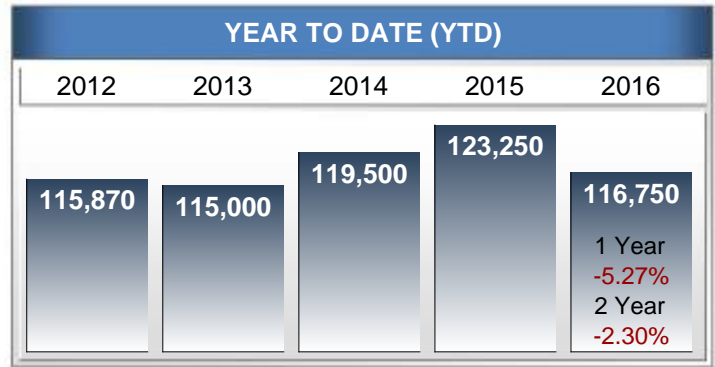
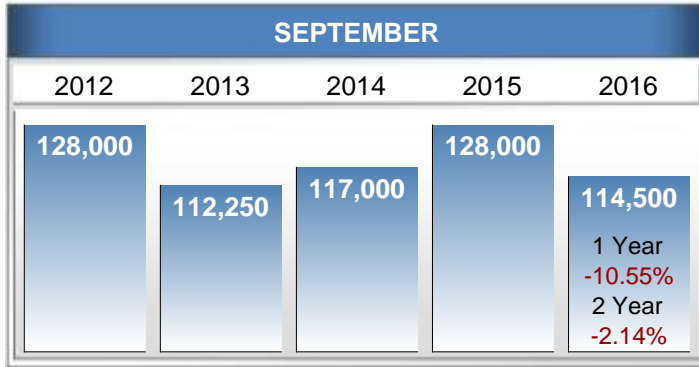
Closed Sales as of Oct 11, 2016



Median Sold Price at Closing

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Area Delimited by County Of Washington



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	10.71%	19,700	17,900	29,900	0	0
\$30,001 - \$60,000	6	10.71%	51,950	50,900	53,000	0	0
\$60,001 - \$90,000	9	16.07%	75,000	71,250	75,000	82,000	0
\$90,001 - \$140,000	14	25.00%	114,500	0	114,500	0	0
\$140,001 - \$200,000	8	14.29%	155,500	0	164,000	146,000	0
\$200,001 - \$290,000	7	12.50%	260,000	0	236,000	237,000	280,000
\$290,001 and up	6	10.71%	487,875	490,000	0	404,139	485,750
Median Closed Price:	\$114,500			\$30,000	\$110,000	\$214,000	\$285,000
Total Closed Units:	56			9	31	13	3
Total Closed Volume:	8,461,512			779.80K	3.33M	3.31M	1.05M

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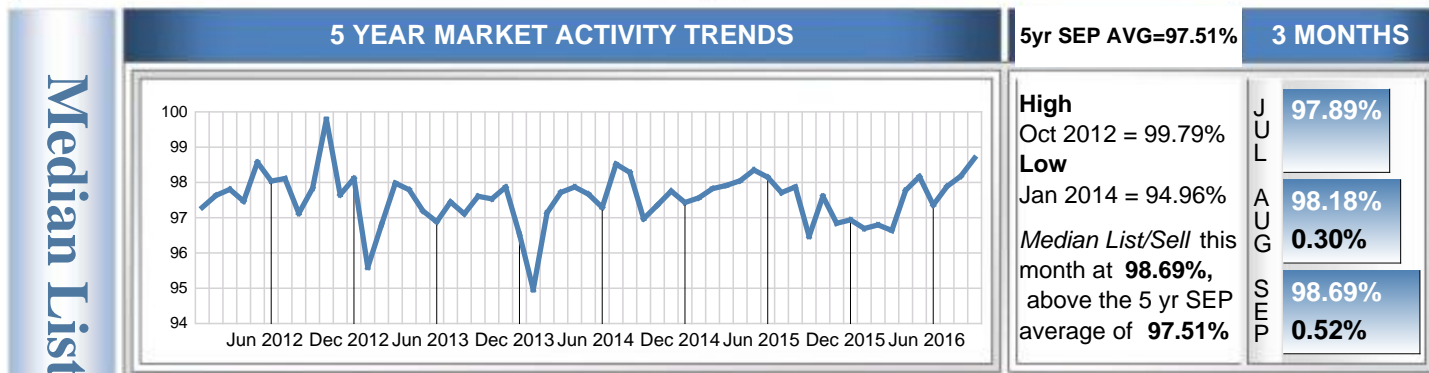
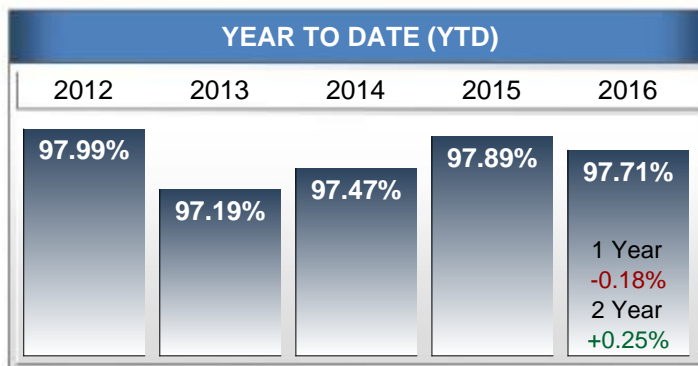
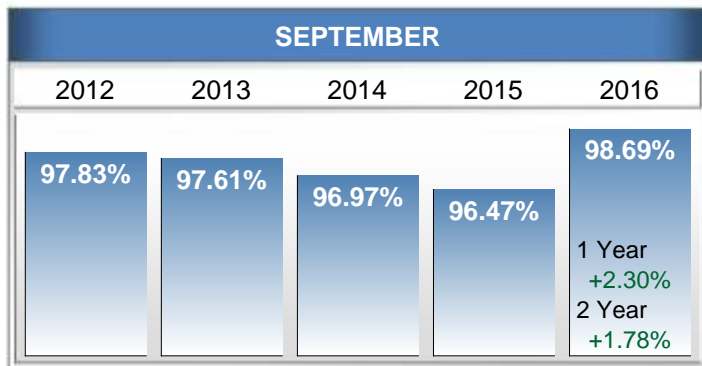
Closed Sales as of Oct 11, 2016



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+
\$30,000 and less	6	10.71%	96.88%	93.75%	100.00%	0.00%	0.00%
\$30,001 \$60,000	6	10.71%	97.84%	102.00%	95.68%	0.00%	0.00%
\$60,001 \$90,000	9	16.07%	99.76%	93.11%	100.00%	98.56%	0.00%
\$90,001 \$140,000	14	25.00%	98.78%	0.00%	98.78%	0.00%	0.00%
\$140,001 \$200,000	8	14.29%	99.55%	0.00%	99.44%	99.67%	0.00%
\$200,001 \$290,000	7	12.50%	96.49%	0.00%	98.74%	95.68%	97.90%
\$290,001 and up	6	10.71%	97.76%	100.00%	0.00%	97.55%	97.34%
Median List/Sell Ratio:	98.69%			93.75%	99.76%	97.72%	97.34%
Total Closed Units:	56			9	31	13	3
Total Closed Volume:	8,461,512			779.80K	3.33M	3.31M	1.05M



Monthly Inventory Analysis

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September 2016

Inventory as of Oct 11, 2016



Market Summary

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

Active Inventory as of September 30, 2016 = 504

	SEPTEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	59	56	-5.08%	598	646	8.03%
Pending Sales	70	58	-17.14%	632	676	6.96%
New Listings	136	98	-27.94%	1,308	1,344	2.75%
Median List Price	135,000	117,200	-13.19%	125,000	119,000	-4.80%
Median Sale Price	128,000	114,500	-10.55%	123,250	116,750	-5.27%
Median Percent of List Price to Selling Price	96.47%	98.69%	2.30%	97.89%	97.71%	-0.18%
Median Days on Market to Sale	38.00	42.50	11.84%	28.00	31.00	10.71%
Monthly Inventory	442	504	14.03%	442	504	14.03%
Months Supply of Inventory	6.48	7.23	11.44%	6.48	7.23	11.44%

