



# April 2016

Area Delimited by County Of Washington

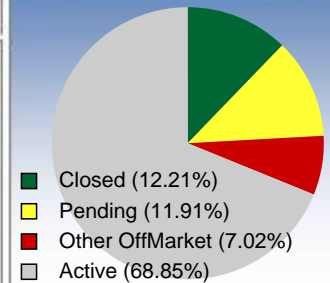


**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Active Inventory** as of April 30, 2016 = **451**

	APRIL		
	2015	2016	+/-%
Closed Listings	62	80	29.03%
Pending Listings	79	78	-1.27%
New Listings	156	165	5.77%
Average List Price	140,920	149,730	6.25%
Average Sale Price	137,374	145,265	5.74%
Average Percent of List Price to Selling Price	97.26%	96.32%	-0.97%
Average Days on Market to Sale	41.10	51.86	26.20%
End of Month Inventory	399	451	13.03%
Months Supply of Inventory	5.45	6.58	20.87%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 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 April 2016 rose **13.03%** to 451 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 **6.58** 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 **5.74%** in April 2016 to \$145,265 versus the previous year at \$137,374.

### Average Days on Market Lengthens

The average number of **51.86** days that homes spent on the market before selling increased by 10.77 days or **26.20%** in April 2016 compared to last year's same month at **41.10** DOM.

### Sales Success for April 2016 is Positive

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

There were 165 New Listings in April 2016, up **5.77%** from last year at 156. Furthermore, there were 80 Closed Listings this month versus last year at 62, a **29.03%** increase.

Closed versus Listed trends yielded a **48.5%** ratio, up from last year's April 2016 at **39.7%**, a **21.99%** upswing. 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## April 2016

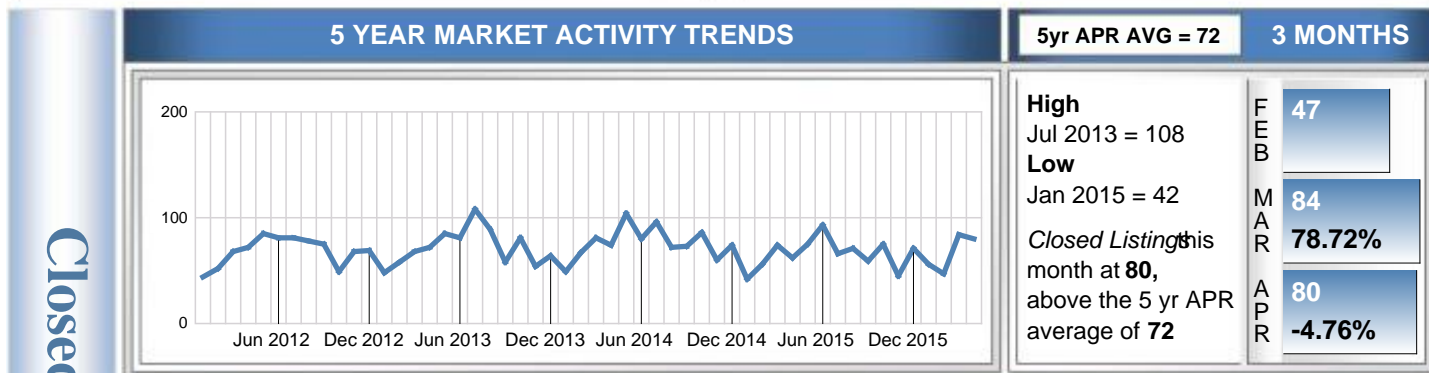
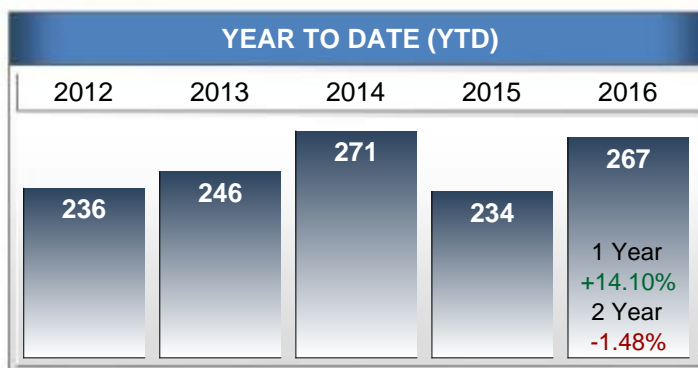
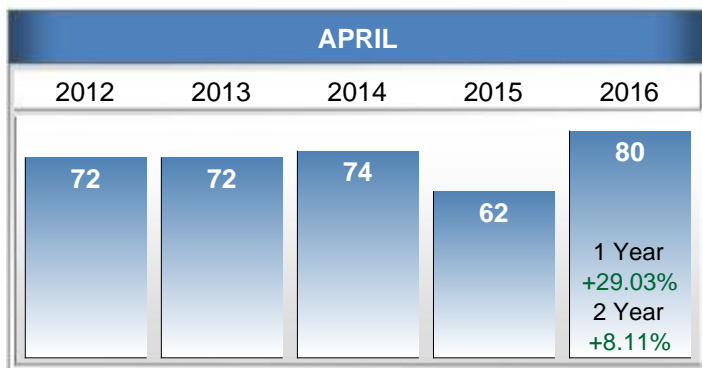
Closed Sales as of May 12, 2016



### Closed Listings

Report Produced on: May 12, 2016

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	8.75%	54.1	6	1	0	0
\$30,001 - \$70,000	10	12.50%	48.3	6	4	0	0
\$70,001 - \$100,000	11	13.75%	57.6	2	8	1	0
\$100,001 - \$150,000	19	23.75%	59.8	1	12	6	0
\$150,001 - \$200,000	15	18.75%	52.8	0	7	8	0
\$200,001 - \$270,000	10	12.50%	47.4	0	5	4	1
\$270,001 and up	8	10.00%	31.3	0	1	5	2
Total Closed Units: 80				51.9			
Total Closed Volume: 11,621,202				729.70K 4.94M 4.88M 1.07M			
Average Closed Price: \$145,265				\$48,646 \$129,966 \$203,450 \$356,667			

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

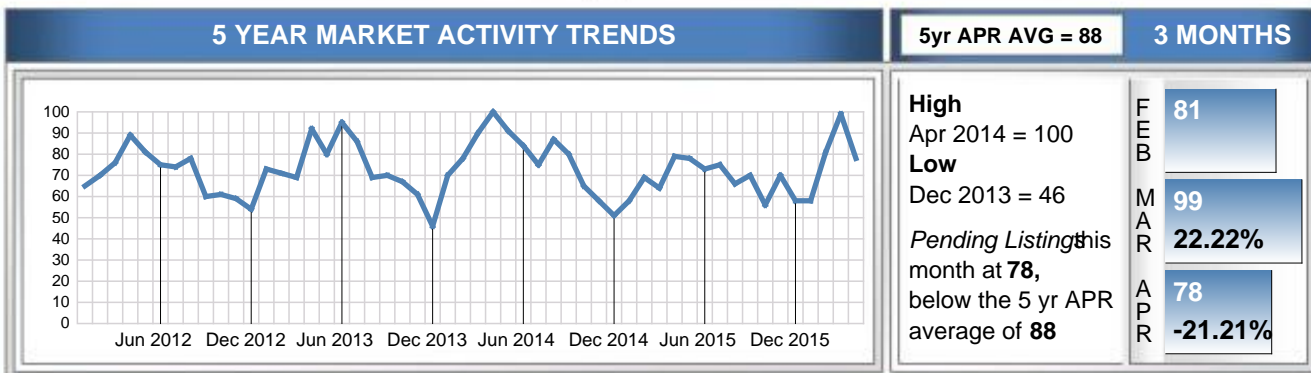
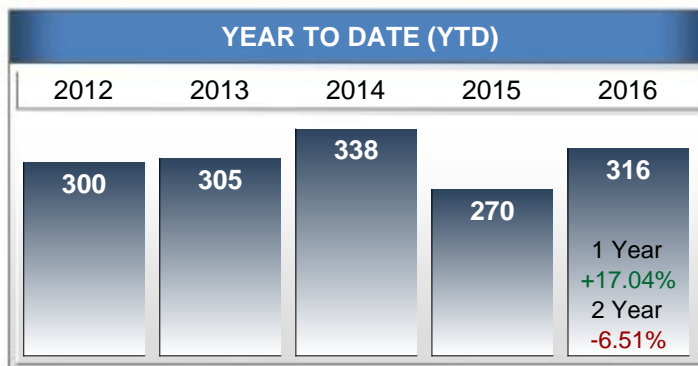
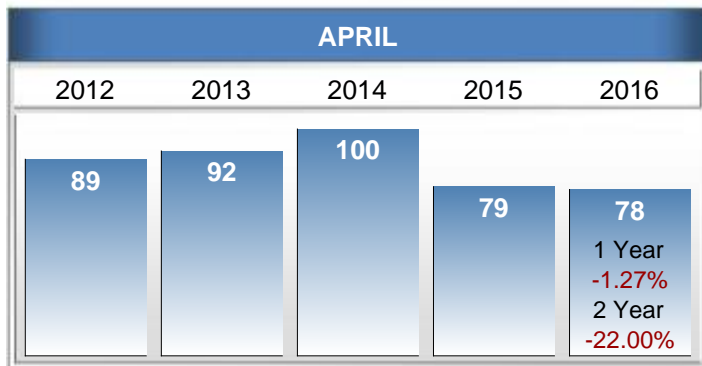
Pending Listings as of May 12, 2016



### Pending Listings

Report Produced on: May 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	4	5.13%	29.3	1	3	0	0		
\$50,001 - \$75,000	14	17.95%	39.6	5	9	0	0		
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0		
\$75,001 - \$125,000	30	38.46%	38.0	2	25	3	0		
\$125,001 - \$175,000	11	14.10%	27.7	0	6	5	0		
\$175,001 - \$200,000	9	11.54%	35.0	0	5	4	0		
\$200,001 and up	10	12.82%	52.1	0	5	3	2		
Total Pending Units:				78	19.1	8	53	15	2
Total Pending Volume:				11,620,150		539.30K	7.75M	2.69M	642.75K
Average Listing Price:				\$158,738		\$67,413	\$146,266	\$179,067	\$321,375



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

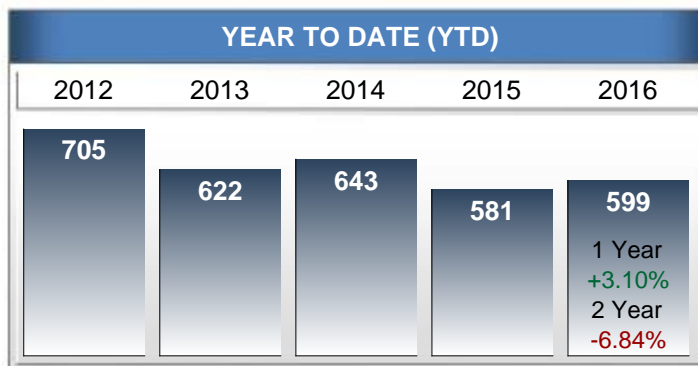
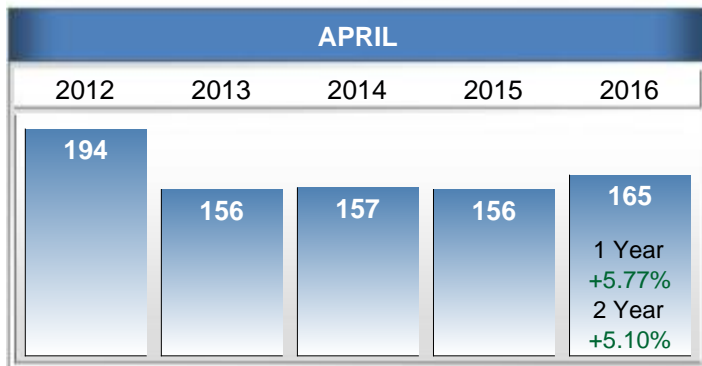
New Listings as of May 12, 2016



### New Listings

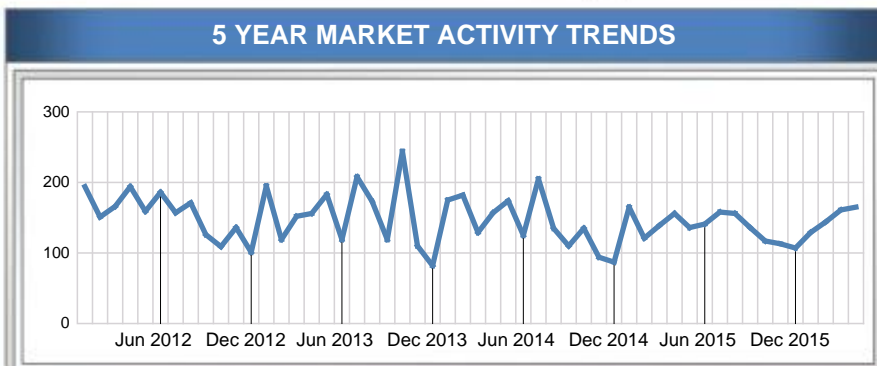
Report Produced on: May 12, 2016

Area Delimited by County Of Washington



New Listings

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**5yr APR AVG = 166**      **3 MONTHS**

**High**  
Oct 2013 = 244

**Low**  
Dec 2013 = 82

*New Listings* this month at **165**, below the 5 yr APR average of **166**

FEB	144
MAR	161
APR	165
<b>11.81%</b>	
<b>2.48%</b>	

#### 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	15	9.09%	10	5	0	0
\$40,001 - \$70,000	22	13.33%	5	16	1	0
\$70,001 - \$100,000	22	13.33%	6	14	2	0
\$100,001 - \$150,000	40	24.24%	4	29	7	0
\$150,001 - \$200,000	26	15.76%	9	5	10	2
\$200,001 - \$290,000	20	12.12%	4	5	11	0
\$290,001 and up	20	12.12%	2	4	10	4
Total New Listed Units:			40	78	41	6
Total New Listed Volume:			4.78M	10.62M	9.34M	2.67M
Average New Listed Listing Price:			\$119,613	\$136,199	\$227,785	\$444,867



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

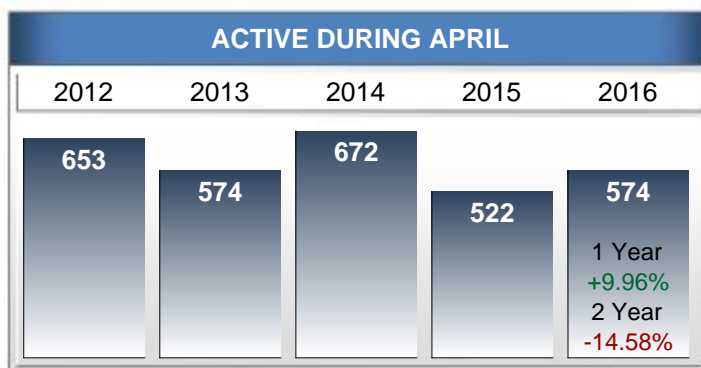
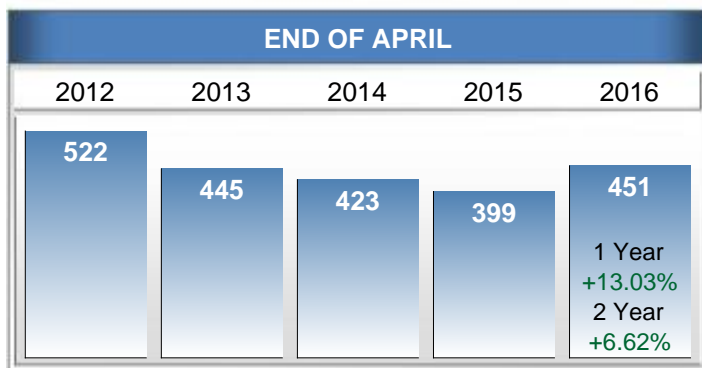
Active Inventory as of May 12, 2016



### Active Inventory

Report Produced on: May 12, 2016

Area Delimited by County Of Washington



Active Inventory

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**5yr APR AVG = 448**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **451**, above the 5 yr APR average of **448**

FEB	411
MAR	412
APR	451
<b>0.24%</b>	
<b>9.47%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	28	6.21%	102.5	26	2	0	0		
\$25,001 \$50,000	43	9.53%	77.1	32	10	1	0		
\$50,001 \$75,000	99	21.95%	74.1	70	27	2	0		
\$75,001 \$125,000	102	22.62%	65.3	34	58	10	0		
\$125,001 \$175,000	64	14.19%	53.3	16	34	11	3		
\$175,001 \$300,000	68	15.08%	51.2	10	20	36	2		
\$300,001 and up	47	10.42%	71.4	11	3	21	12		
Total Active Inventory by Units:				451	67.5	199	154	81	17
Total Active Inventory by Volume:				72,851,433		26.24M	18.91M	20.29M	7.42M
Average Active Inventory Listing Price:				\$161,533		\$131,836	\$122,807	\$250,475	\$436,194





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

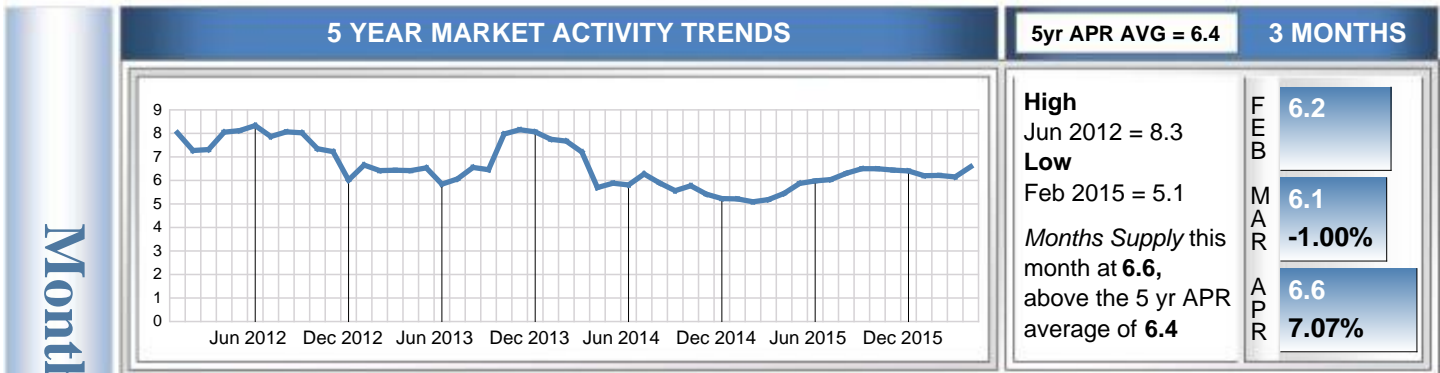
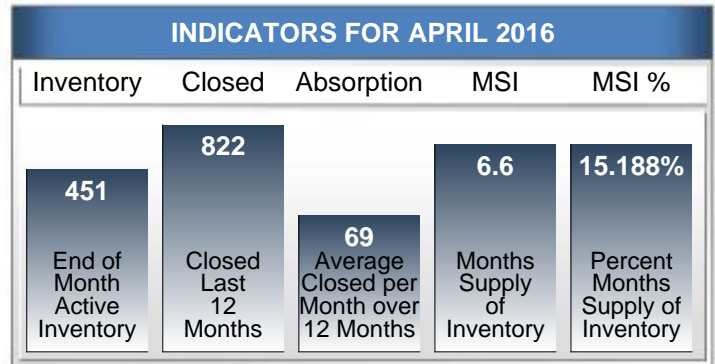
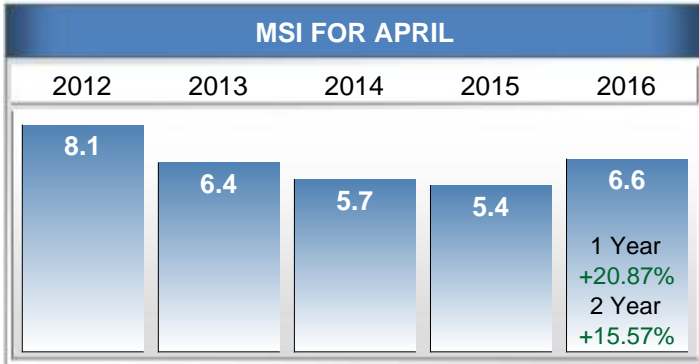
Active Inventory as of May 12, 2016



### Months Supply of Inventory

Report Produced on: May 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+
\$40,000 and less	46		10.20%	7.3	12.6	1.7	0.0	0.0
\$40,001 \$60,000	55		12.20%	9.2	15.4	5.2	4.8	0.0
\$60,001 \$70,000	48		10.64%	12.5	25.5	5.6	6.0	0.0
\$70,001 \$130,000	133		29.49%	5.6	20.8	4.0	3.3	0.0
\$130,001 \$190,000	63		13.97%	4.3	36.0	3.8	2.1	7.2
\$190,001 \$310,000	61		13.53%	5.6	42.0	6.9	4.6	2.7
\$310,001 and up	45		9.98%	14.6	132.0	4.5	11.4	18.0
MSI:				6.6	19.6	4.2	4.1	8.5
Total Active Inventory:				451	199	154	81	17



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

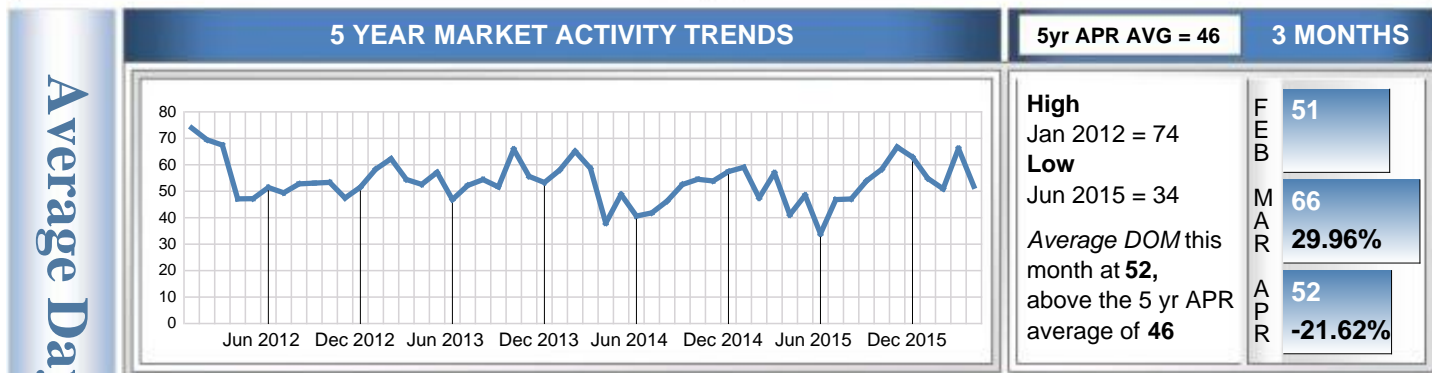
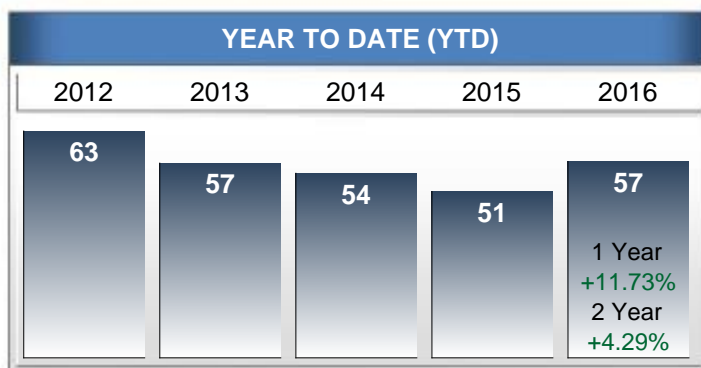
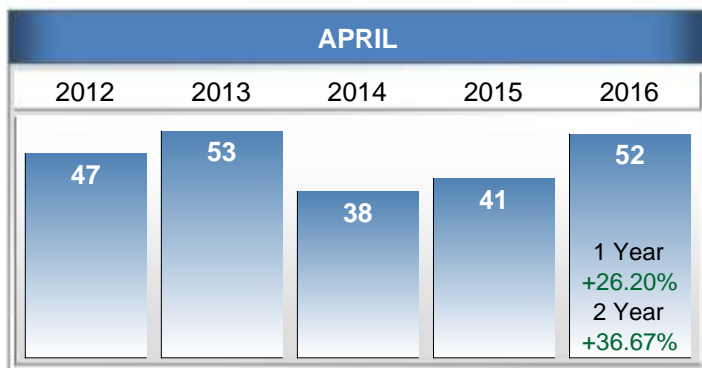
Closed Sales as of May 12, 2016



### Average Days on Market to Sale

Report Produced on: May 12, 2016

Area Delimited by County Of Washington



Average Days on Market

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#### 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+
\$30,000 and less	7	8.75%	54.1	44.3	113.0	0.0	0.0
\$30,001 - \$70,000	10	12.50%	48.3	49.0	47.3	0.0	0.0
\$70,001 - \$100,000	11	13.75%	57.6	10.0	63.1	109.0	0.0
\$100,001 - \$150,000	19	23.75%	59.8	74.0	63.0	51.2	0.0
\$150,001 - \$200,000	15	18.75%	52.8	0.0	50.0	55.3	0.0
\$200,001 - \$270,000	10	12.50%	47.4	0.0	50.6	28.5	107.0
\$270,001 and up	8	10.00%	31.3	0.0	27.0	24.0	51.5
Average Closed DOM: 51.9				43.6	57.7	45.5	70.0
Total Closed Units: 80				15	38	24	3
Total Closed Volume: 11,621,202				729.70K	4.94M	4.88M	1.07M



# Monthly Inventory Analysis

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## April 2016

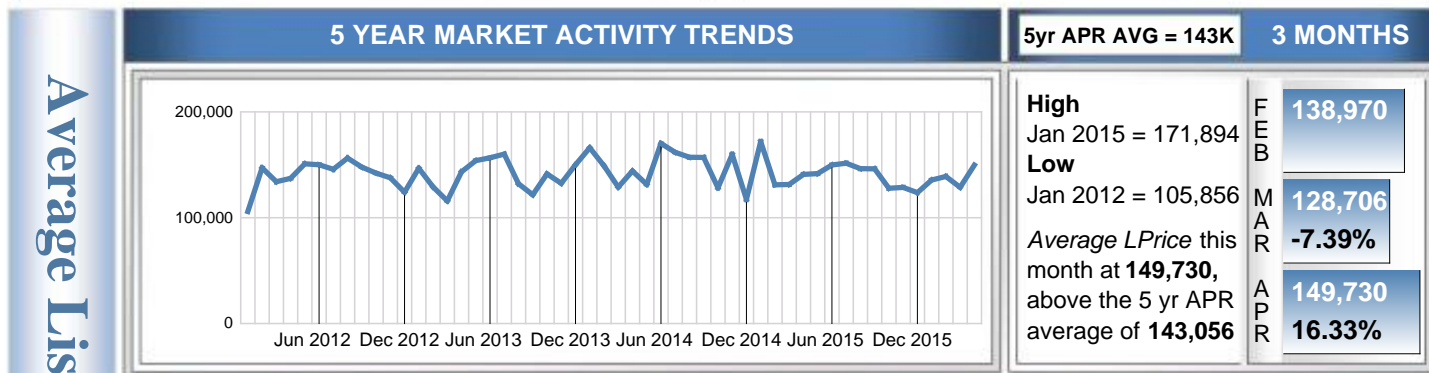
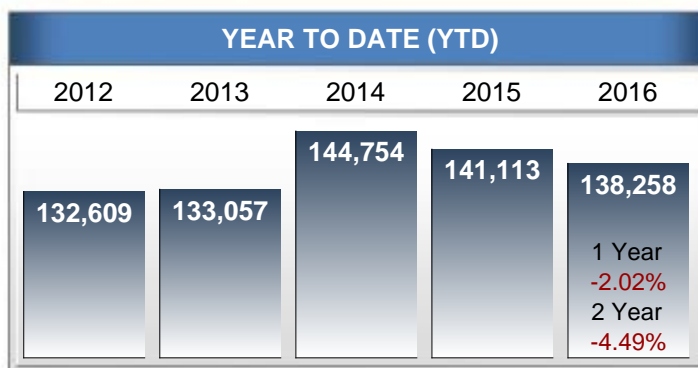
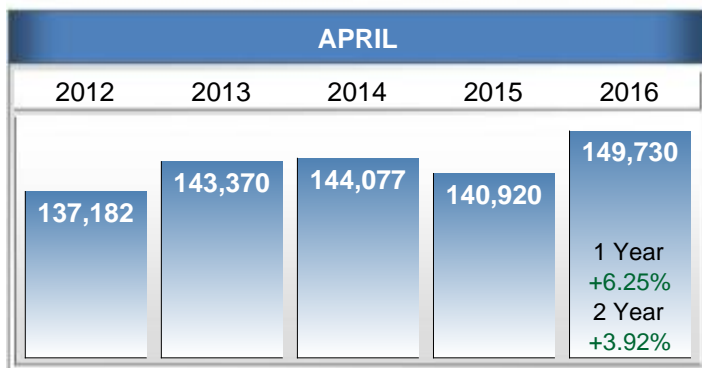
Closed Sales as of May 12, 2016



### Average List Price at Closing

Report Produced on: May 12, 2016

Area Delimited by County Of Washington



Average List Price

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#### 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+
\$30,000 and less	3	3.75%	16,667	25,750	34,900	0	0
\$30,001 - \$70,000	13	16.25%	47,385	57,717	50,700	0	0
\$70,001 - \$100,000	13	16.25%	86,385	84,500	86,462	89,900	0
\$100,001 - \$150,000	18	22.50%	123,678	115,000	120,783	126,950	0
\$150,001 - \$200,000	14	17.50%	172,057	0	175,529	175,013	0
\$200,001 - \$270,000	10	12.50%	234,690	0	226,780	253,000	270,000
\$270,001 and up	9	11.25%	356,389	0	300,000	352,900	427,000
Average List Price:	\$149,730			\$52,320	\$132,668	\$209,508	\$374,667
Total Closed Units:	80			15	38	24	3
Total List Volume:	11,978,399			784.80K	5.04M	5.03M	1.12M





# Monthly Inventory Analysis

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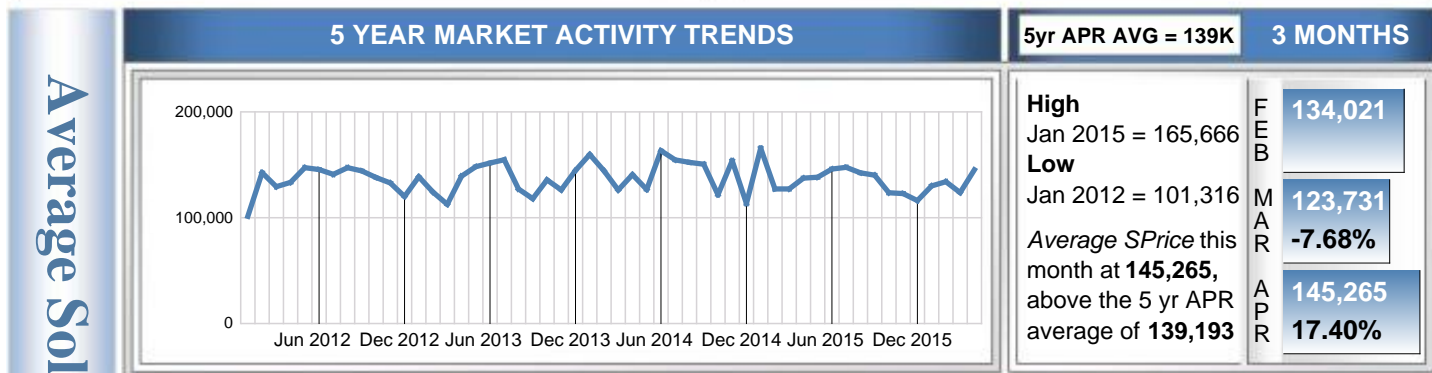
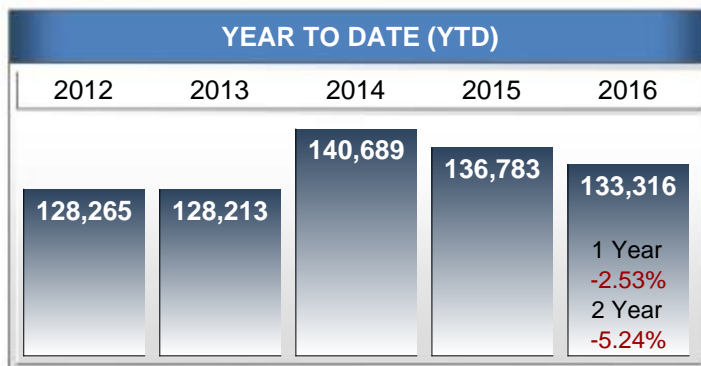
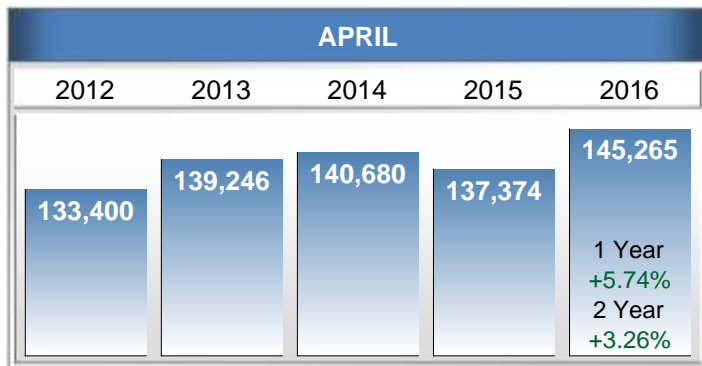
Closed Sales as of May 12, 2016



### 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+
\$30,000 and less	7		8.75%	21,858	20,833	28,007	0	0
\$30,001 - \$70,000	10		12.50%	51,920	55,449	46,625	0	0
\$70,001 - \$100,000	11		13.75%	84,582	81,000	86,050	80,000	0
\$100,001 - \$150,000	19		23.75%	119,132	110,000	117,958	123,000	0
\$150,001 - \$200,000	15		18.75%	170,287	0	171,771	168,988	0
\$200,001 - \$270,000	10		12.50%	237,330	0	226,580	245,100	260,000
\$270,001 and up	8		10.00%	353,438	0	285,000	346,500	405,000
Average Closed Price:	\$145,265				\$48,646	\$129,966	\$203,450	\$356,667
Total Closed Units:	80				15	38	24	3
Total Closed Volume:	11,621,202				729.70K	4.94M	4.88M	1.07M



# Monthly Inventory Analysis

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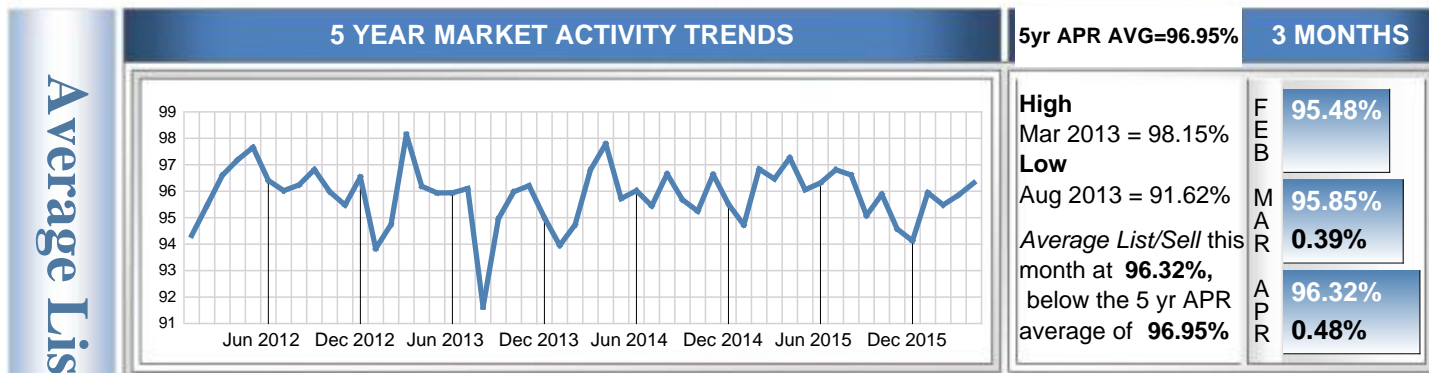
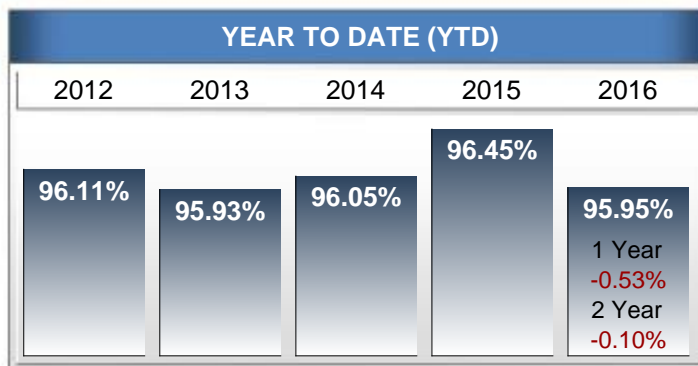
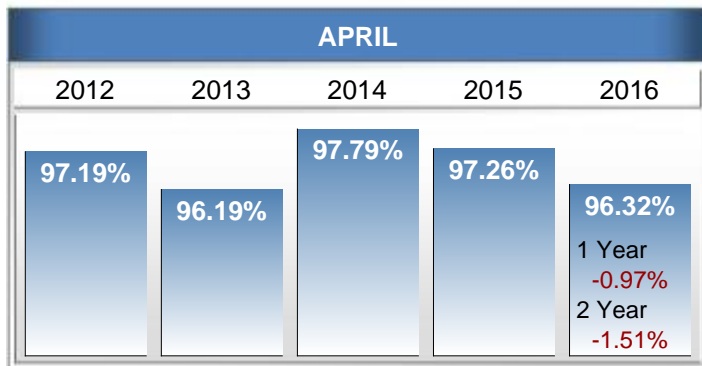
Closed Sales as of May 12, 2016



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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#### 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+
\$30,000 and less	7	8.75%	87.84%	89.10%	80.25%	0.00%	0.00%
\$30,001 \$70,000	10	12.50%	93.84%	96.12%	90.43%	0.00%	0.00%
\$70,001 \$100,000	11	13.75%	97.98%	95.87%	99.63%	88.99%	0.00%
\$100,001 \$150,000	19	23.75%	97.57%	95.65%	97.97%	97.09%	0.00%
\$150,001 \$200,000	15	18.75%	97.34%	0.00%	97.92%	96.83%	0.00%
\$200,001 \$270,000	10	12.50%	98.39%	0.00%	99.86%	97.07%	96.30%
\$270,001 and up	8	10.00%	97.06%	0.00%	95.00%	98.28%	95.02%
Average List/Sell Ratio: 96.30%				93.25%	97.22%	96.91%	95.45%
Total Closed Units: 80				15	38	24	3
Total Closed Volume: 11,621,202				729.70K	4.94M	4.88M	1.07M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

Inventory as of May 12, 2016



### Market Summary

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

**Active Inventory** as of April 30, 2016 = **451**

	APRIL			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	62	80	29.03%	234	267	14.10%
Pending Sales	79	78	-1.27%	270	316	17.04%
New Listings	156	165	5.77%	581	599	3.10%
Average List Price	140,920	149,730	6.25%	141,113	138,258	-2.02%
Average Sale Price	137,374	145,265	5.74%	136,783	133,316	-2.53%
Average Percent of List Price to Selling Price	97.26%	96.32%	-0.97%	96.45%	95.95%	-0.53%
Average Days on Market to Sale	41.10	51.86	26.20%	50.85	56.82	11.73%
Monthly Inventory	399	451	13.03%	399	451	13.03%
Months Supply of Inventory	5.45	6.58	20.87%	5.45	6.58	20.87%

