



# April 2016

Area Delimited by County Of Washington

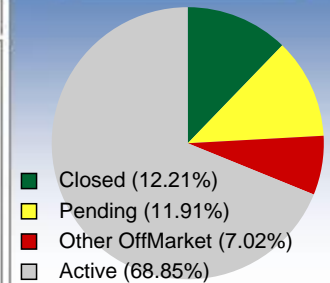


**Absorption:** Last 12 months, an Average of **69** Sales/Month

**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%
Median List Price	127,750	127,450	-0.23%
Median Sale Price	125,000	120,500	-3.60%
Median Percent of List Price to Selling Price	98.05%	97.77%	-0.28%
Median Days on Market to Sale	26.00	36.50	40.38%
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.

### 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 **3.60%** in April 2016 to \$120,500 versus the previous year at \$125,000.

### Median Days on Market Lengthens

The median number of **36.50** days that homes spent on the market before selling increased by 10.50 days or **40.38%** in April 2016 compared to last year's same month at **26.00** DOM.

### Sales Success for April 2016 is Positive

Overall, with Median Prices falling 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>
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<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

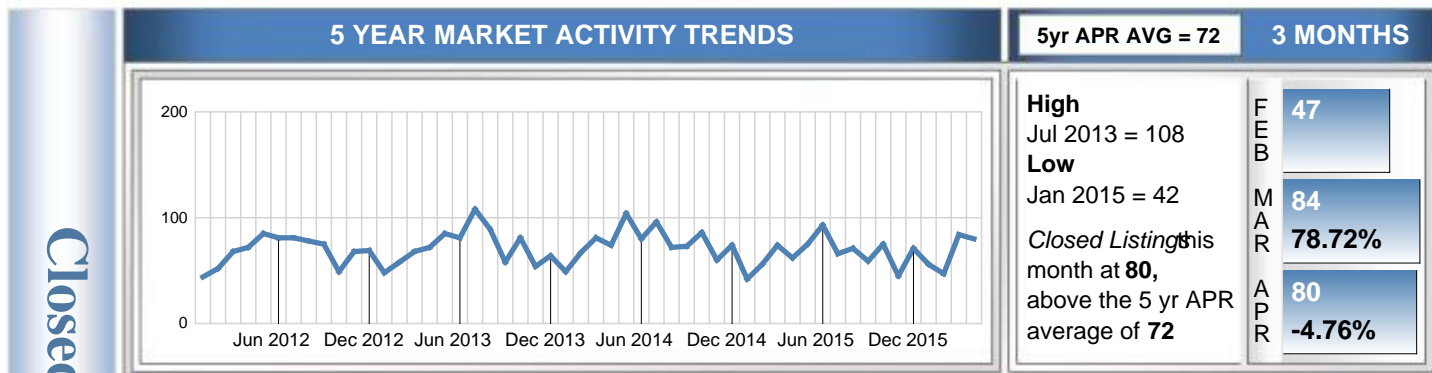
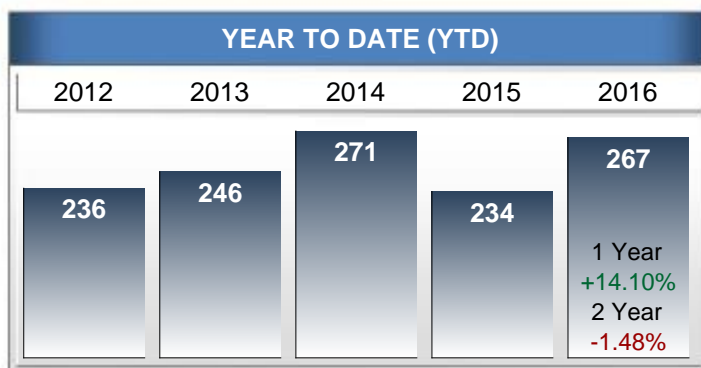
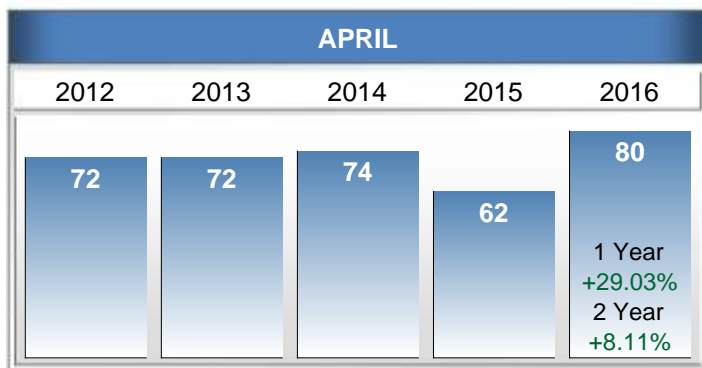
Closed Sales as of May 12, 2016



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	7	8.75%	19.0	6	1	0	0		
\$30,001 - \$70,000	10	12.50%	40.5	6	4	0	0		
\$70,001 - \$100,000	11	13.75%	43.0	2	8	1	0		
\$100,001 - \$150,000	19	23.75%	55.0	1	12	6	0		
\$150,001 - \$200,000	15	18.75%	35.0	0	7	8	0		
\$200,001 - \$270,000	10	12.50%	25.0	0	5	4	1		
\$270,001 and up	8	10.00%	25.0	0	1	5	2		
Total Closed Units:				80	36.5	15	38	24	3
Total Closed Volume:				11,621,202		729.70K	4.94M	4.88M	1.07M
Median Closed Price:				\$120,500		\$44,000	\$116,500	\$167,500	\$325,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

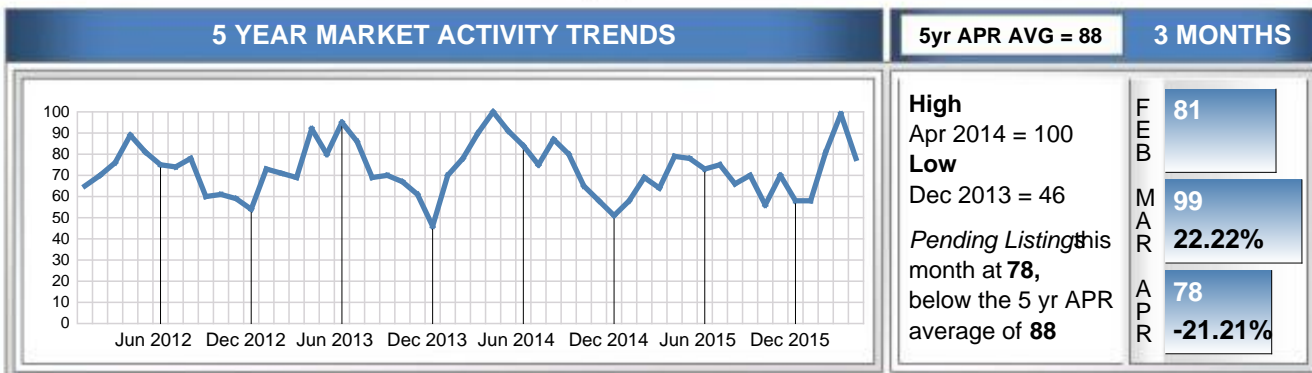
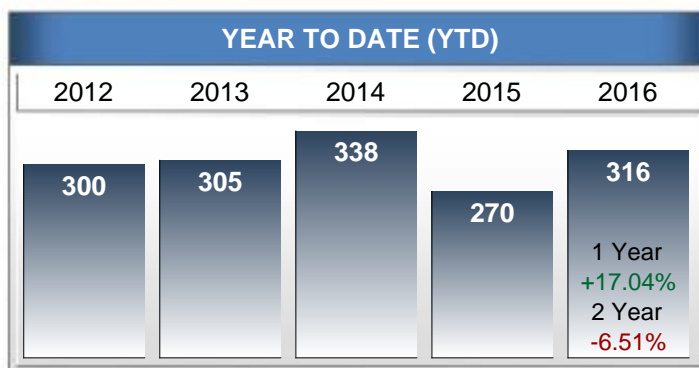
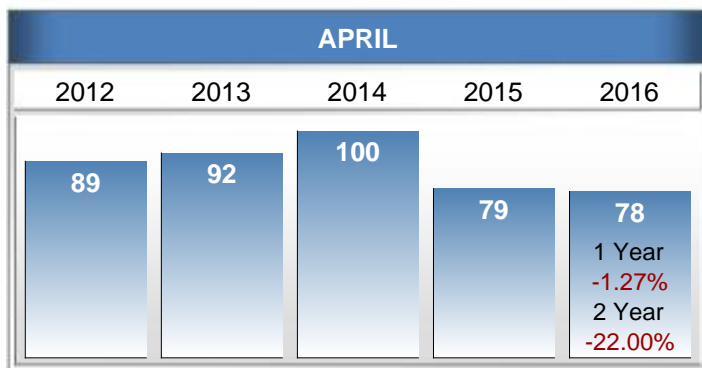
Pending Listings as of May 12, 2016



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	4	5.13%	22.0	1	3	0	0		
\$50,001 - \$70,000	11	14.10%	18.0	5	6	0	0		
\$70,001 - \$80,000	8	10.26%	17.5	0	8	0	0		
\$80,001 - \$120,000	23	29.49%	18.0	2	18	3	0		
\$120,001 - \$170,000	12	15.38%	33.5	0	8	4	0		
\$170,001 - \$210,000	12	15.38%	23.5	0	7	5	0		
\$210,001 and up	8	10.26%	23.0	0	3	3	2		
Total Pending Units:				78	19.0	8	53	15	2
Total Pending Volume:				11,620,150		539.30K	7.75M	2.69M	642.75K
Median Listing Price:				\$111,950		\$63,450	\$105,000	\$174,900	\$321,375



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

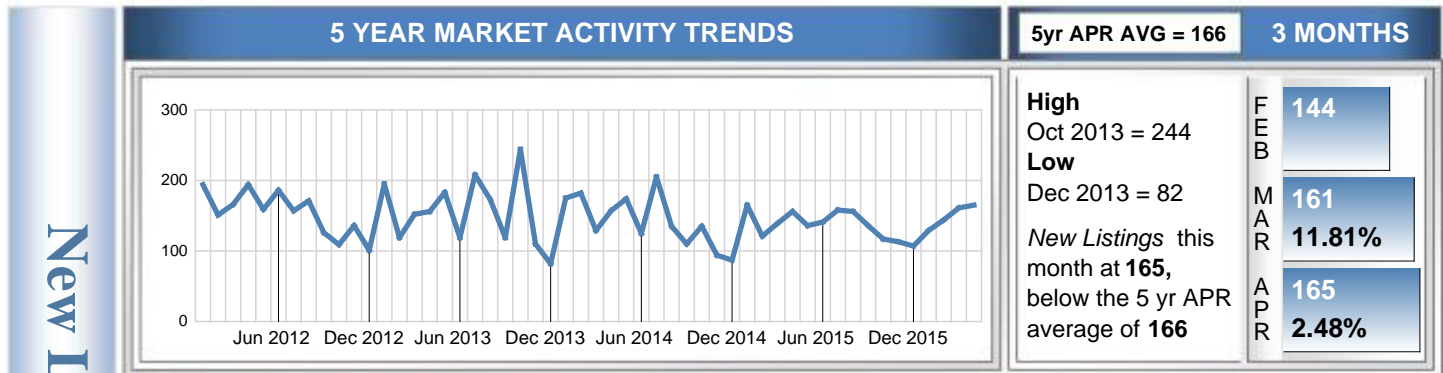
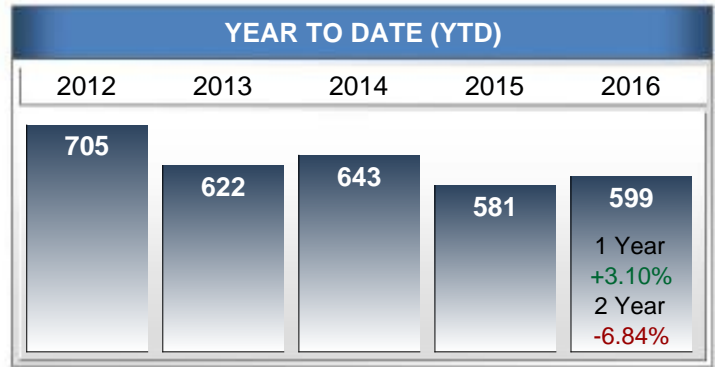
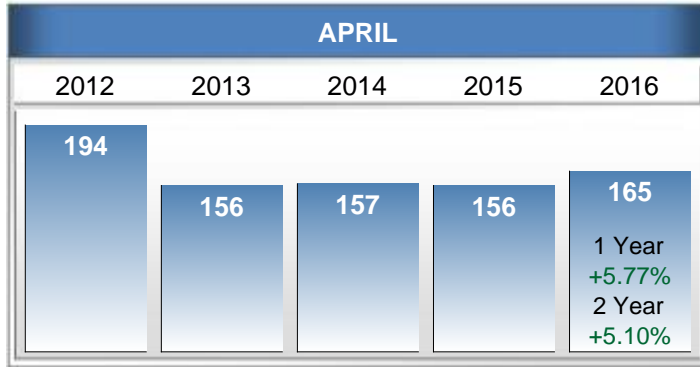
New Listings as of May 12, 2016



### New Listings

Report Produced on: May 12, 2016

Area Delimited by County Of Washington



#### NEW LISTINGS & 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
Median New Listed Listing Price:			\$97,400	\$111,200	\$208,000	\$307,250

New Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

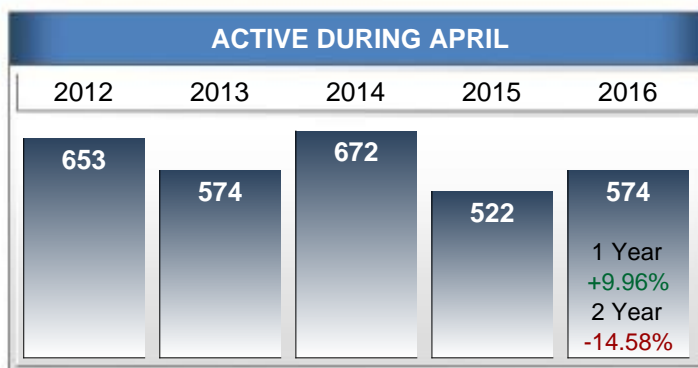
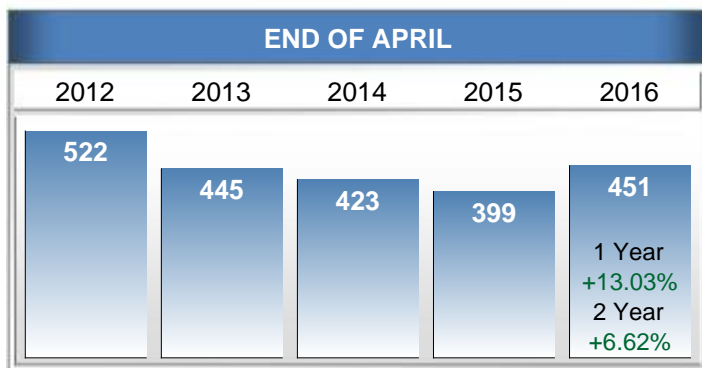
Active Inventory as of May 12, 2016



### 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	<b>451</b> 9.47%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	46	10.20%	88.5	41	5	0	0
\$40,001 - \$60,000	55	12.20%	84.0	36	17	2	0
\$60,001 - \$70,000	48	10.64%	74.0	34	13	1	0
\$70,001 - \$130,000	133	29.49%	61.0	52	68	13	0
\$130,001 - \$190,000	63	13.97%	32.0	18	29	13	3
\$190,001 - \$310,000	61	13.53%	46.0	7	19	33	2
\$310,001 and up	45	9.98%	66.0	11	3	19	12
Total Active Inventory by Units:		451	61.0	199	154	81	17
Total Active Inventory by Volume:		72,851,433		26.24M	18.91M	20.29M	7.42M
Median Active Inventory Listing Price:		\$99,900		\$67,000	\$112,500	\$219,500	\$369,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

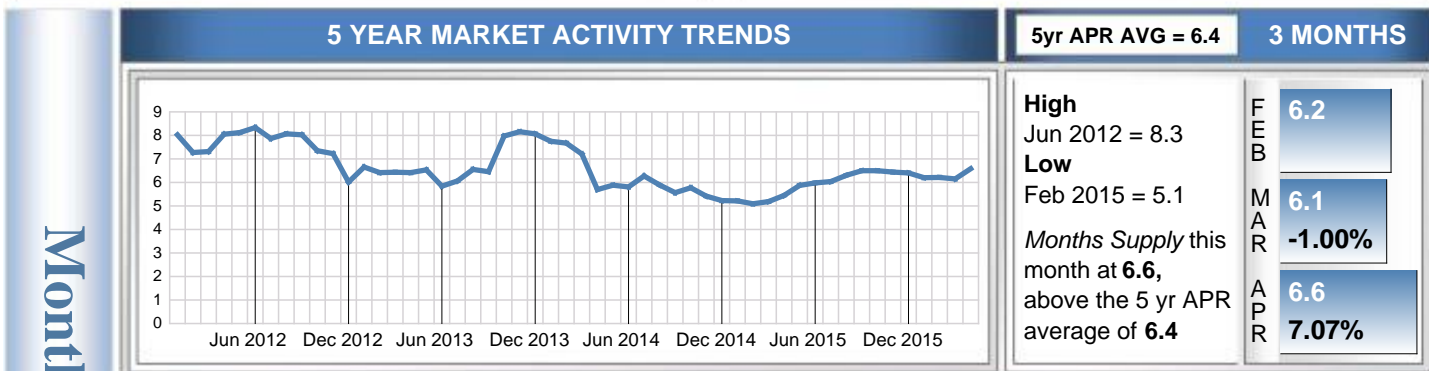
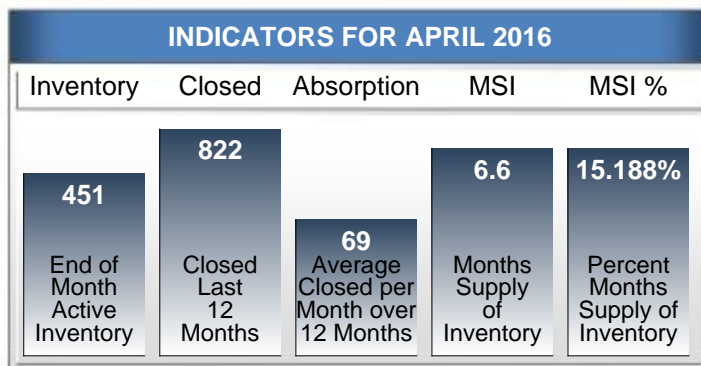
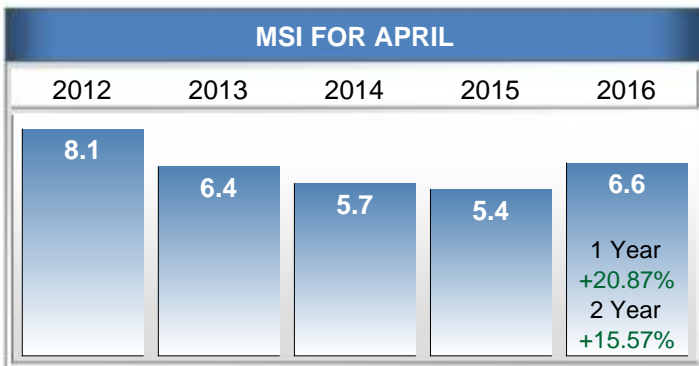
Active Inventory as of May 12, 2016



### 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

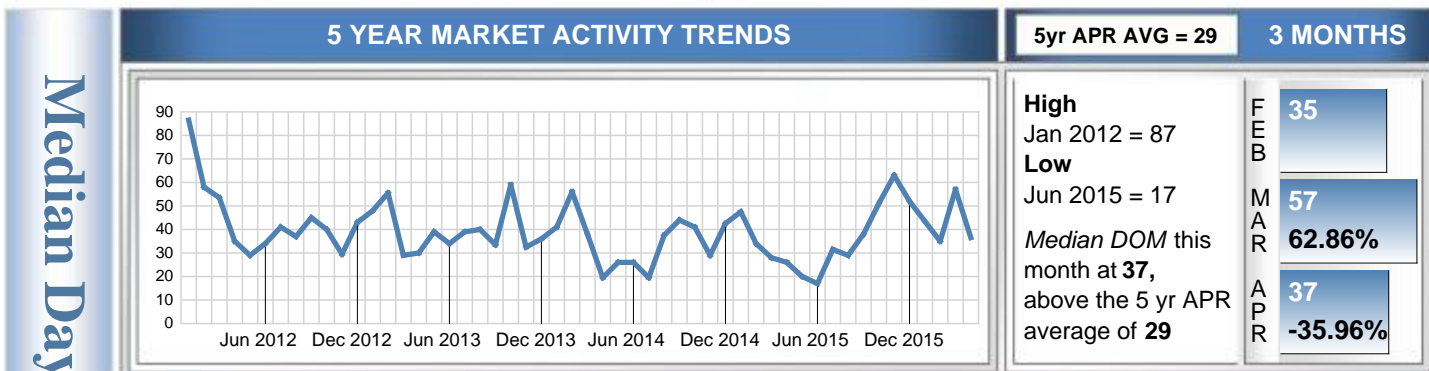
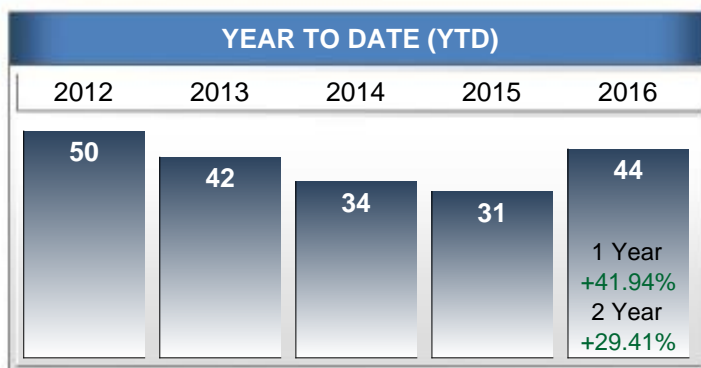
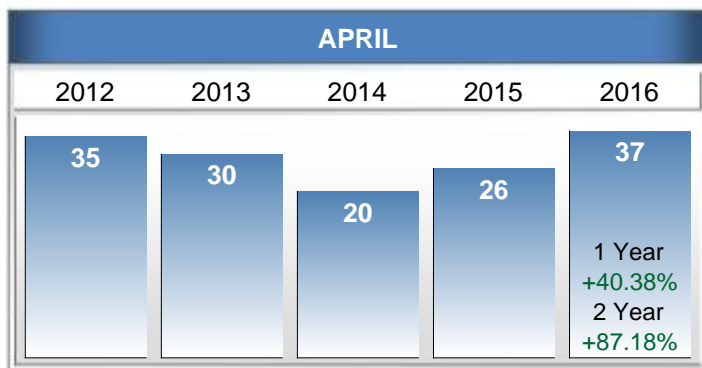
Closed Sales as of May 12, 2016



### Median Days on Market to Sale

Report Produced on: May 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+
\$30,000 and less	7			8.75%	19.0	13.5	113.0	0.0	0.0
\$30,001 - \$70,000	10			12.50%	40.5	31.5	43.0	0.0	0.0
\$70,001 - \$100,000	11			13.75%	43.0	10.0	45.0	109.0	0.0
\$100,001 - \$150,000	19			23.75%	55.0	74.0	55.5	47.5	0.0
\$150,001 - \$200,000	15			18.75%	35.0	0.0	35.0	28.0	0.0
\$200,001 - \$270,000	10			12.50%	25.0	0.0	28.0	18.0	107.0
\$270,001 and up	8			10.00%	25.0	0.0	27.0	23.0	51.5
Median Closed DOM:	36.5					16.0	43.5	33.5	85.0
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

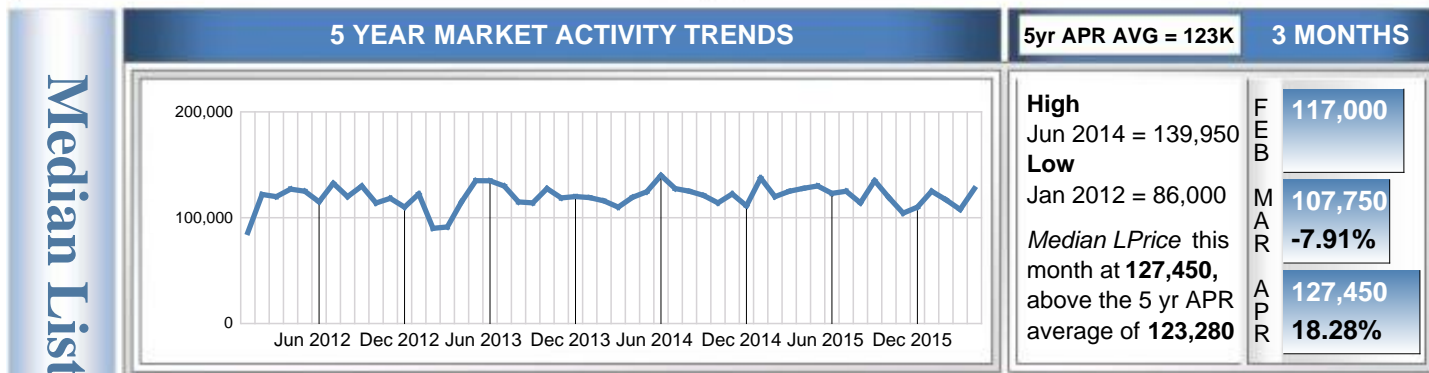
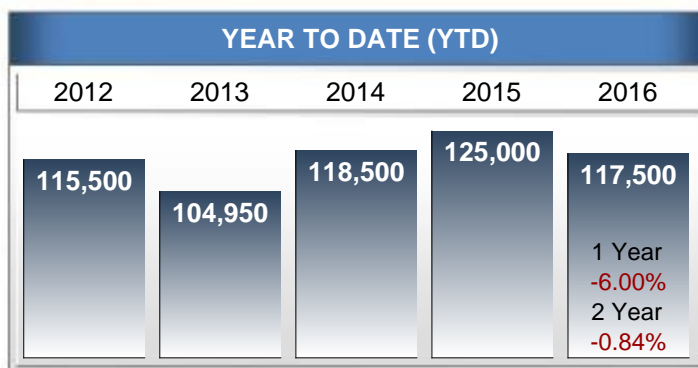
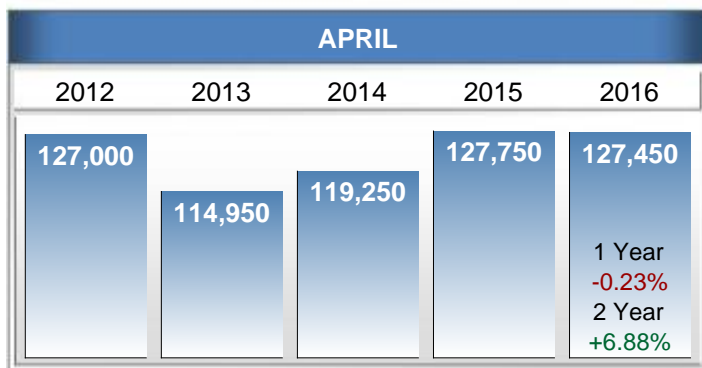
Closed Sales as of May 12, 2016



### Median List Price at Closing

Report Produced on: May 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+
\$30,000 and less	3		3.75%	15,000	15,000	0	0	0
\$30,001 - \$70,000	13		16.25%	39,900	46,000	39,900	0	0
\$70,001 - \$100,000	13		16.25%	89,000	84,000	89,000	94,900	0
\$100,001 - \$150,000	18		22.50%	121,200	115,000	116,250	135,000	0
\$150,001 - \$200,000	14		17.50%	169,900	0	175,000	167,000	0
\$200,001 - \$270,000	10		12.50%	232,000	0	229,000	227,500	270,000
\$270,001 and up	9		11.25%	339,000	0	300,000	347,500	427,000
Median List Price:		\$127,450			\$55,000	\$116,250	\$173,700	\$339,000
Total Closed Units:		80			15	38	24	3
Total List Volume:		11,978,399			784.80K	5.04M	5.03M	1.12M





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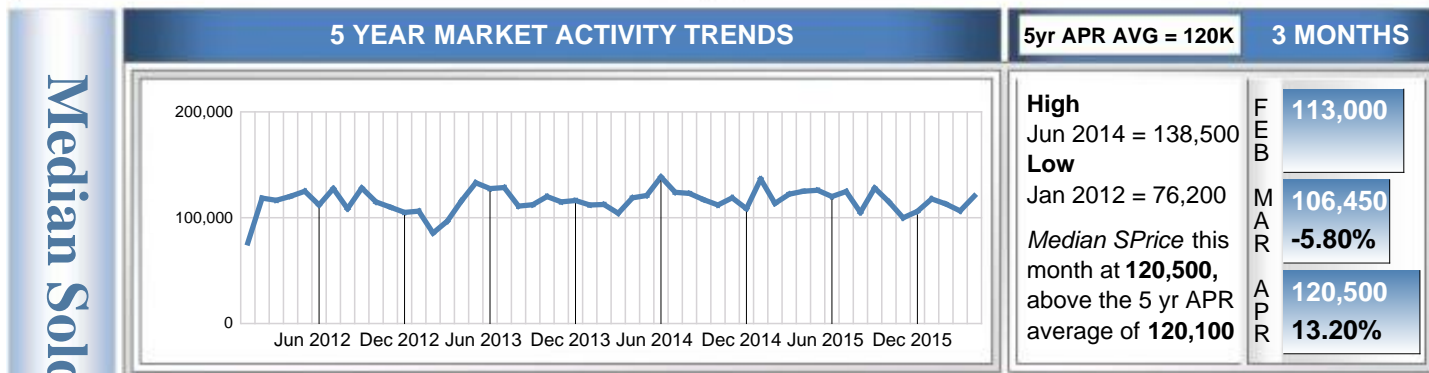
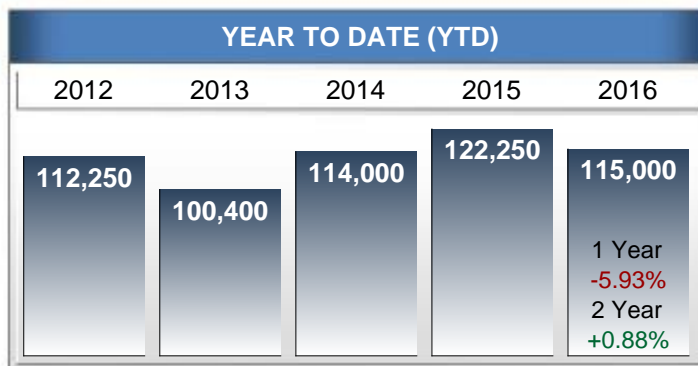
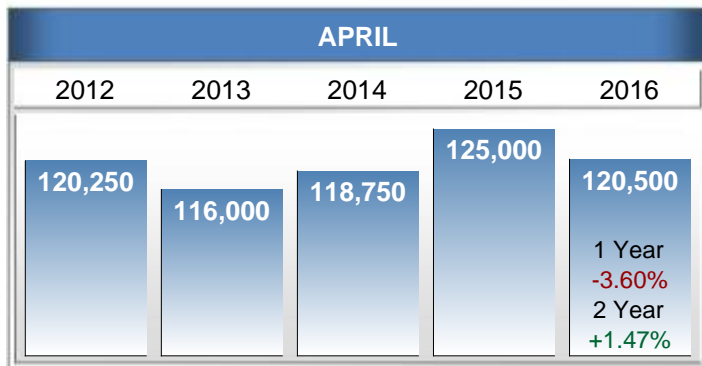
Closed Sales as of May 12, 2016



### Median Sold Price at Closing

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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+
\$30,000 and less	7		8.75%	25,000	20,000	28,007	0	0
\$30,001 - \$70,000	10		12.50%	57,648	61,098	44,250	0	0
\$70,001 - \$100,000	11		13.75%	82,000	81,000	87,500	80,000	0
\$100,001 - \$150,000	19		23.75%	118,000	110,000	116,500	125,500	0
\$150,001 - \$200,000	15		18.75%	169,900	0	172,000	164,500	0
\$200,001 - \$270,000	10		12.50%	235,200	0	231,000	247,750	260,000
\$270,001 and up	8		10.00%	342,500	0	285,000	360,000	405,000
Median Closed Price:	\$120,500				\$44,000	\$116,500	\$167,500	\$325,000
Total Closed Units:	80				15	38	24	3
Total Closed Volume:	11,621,202				729.70K	4.94M	4.88M	1.07M



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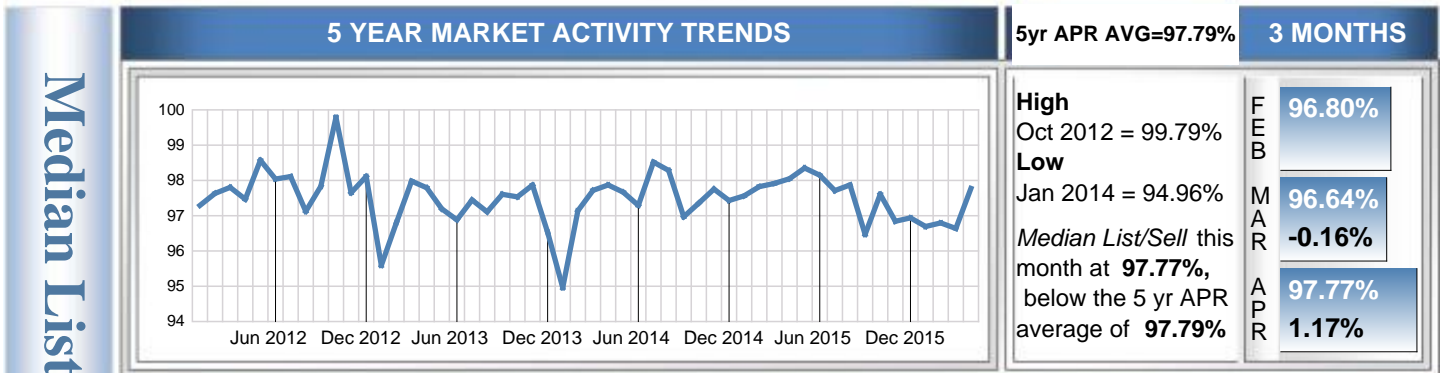
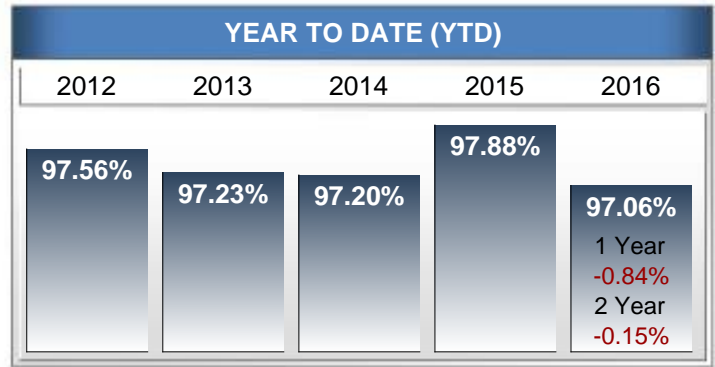
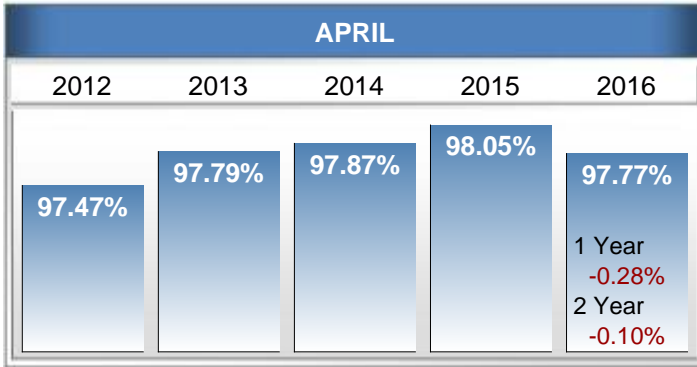
Closed Sales as of May 12, 2016



### 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+
\$30,000 and less	7	8.75%	80.25%	88.57%	80.25%	0.00%	0.00%
\$30,001 - \$70,000	10	12.50%	96.35%	98.28%	89.99%	0.00%	0.00%
\$70,001 - \$100,000	11	13.75%	97.94%	95.87%	100.00%	88.99%	0.00%
\$100,001 - \$150,000	19	23.75%	97.78%	95.65%	98.47%	97.29%	0.00%
\$150,001 - \$200,000	15	18.75%	97.63%	0.00%	97.63%	97.24%	0.00%
\$200,001 - \$270,000	10	12.50%	98.55%	0.00%	100.00%	97.97%	96.30%
\$270,001 and up	8	10.00%	96.84%	0.00%	95.00%	97.74%	95.02%
Median List/Sell Ratio: 97.77%				96.55%	98.43%	97.75%	95.87%
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

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%
Median List Price	127,750	127,450	-0.23%	125,000	117,500	-6.00%
Median Sale Price	125,000	120,500	-3.60%	122,250	115,000	-5.93%
Median Percent of List Price to Selling Price	98.05%	97.77%	-0.28%	97.88%	97.06%	-0.84%
Median Days on Market to Sale	26.00	36.50	40.38%	31.00	44.00	41.94%
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%

