



February 2016

Area Delimited by County Of Washington

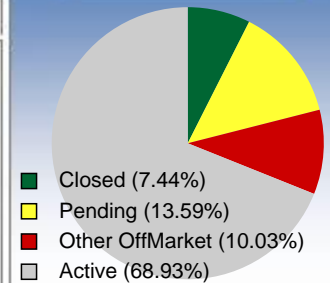


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of February 29, 2016 = **426**

	FEBRUARY		
	2015	2016	+/- %
Closed Listings	56	46	-17.86%
Pending Listings	69	84	21.74%
New Listings	121	144	19.01%
Average List Price	131,066	140,907	7.51%
Average Sale Price	127,173	135,957	6.91%
Average Percent of List Price to Selling Price	96.84%	95.60%	-1.28%
Average Days on Market to Sale	47.46	50.91	7.27%
End of Month Inventory	381	426	11.81%
Months Supply of Inventory	5.09	6.45	26.78%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 14, 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 February 2016 rose **11.81%** to 426 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **6.45** 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 **6.91%** in February 2016 to \$135,957 versus the previous year at \$127,173.

Average Days on Market Lengthens

The average number of **50.91** days that homes spent on the market before selling increased by 3.45 days or **7.27%** in February 2016 compared to last year's same month at **47.46** DOM.

Sales Success for February 2016 is Positive

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

There were 144 New Listings in February 2016, up **19.01%** from last year at 121. Furthermore, there were 46 Closed Listings this month versus last year at 56, a **-17.86%** decrease.

Closed versus Listed trends yielded a **31.9%** ratio, down from last year's February 2016 at **46.3%**, a **30.98%** downswing. 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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February 2016

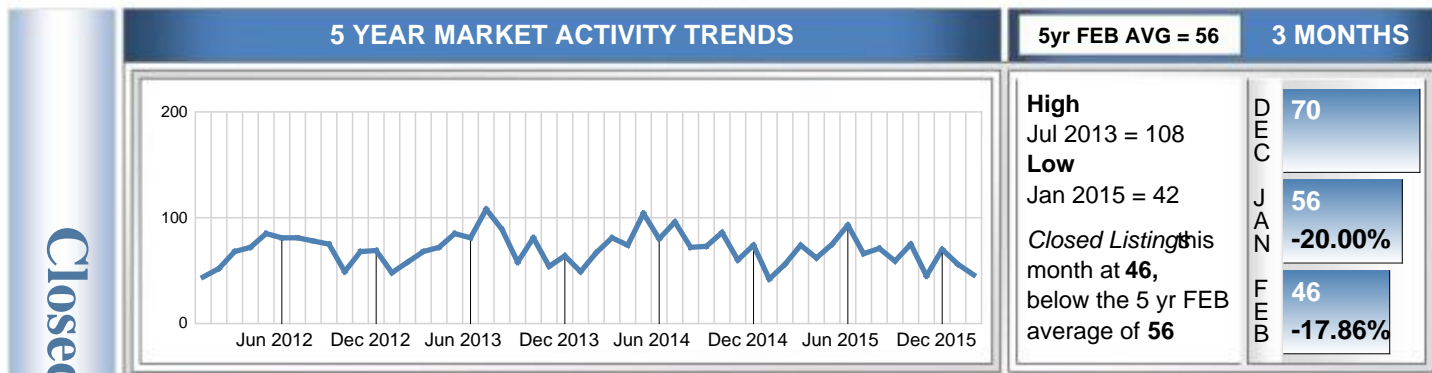
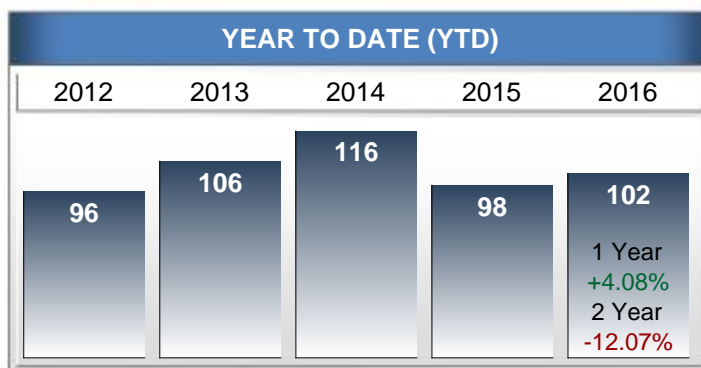
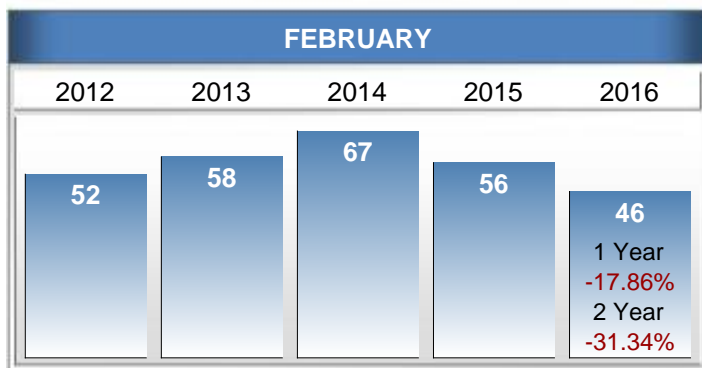
Closed Sales as of Mar 14, 2016



Closed Listings

Report Produced on: Mar 14, 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+
\$40,000 and less	4	8.70%	9.8	3	0	1	0
\$40,001 - \$60,000	4	8.70%	55.8	0	3	1	0
\$60,001 - \$80,000	7	15.22%	48.0	2	4	1	0
\$80,001 - \$140,000	12	26.09%	47.6	1	10	1	0
\$140,001 - \$190,000	8	17.39%	52.9	2	4	2	0
\$190,001 - \$270,000	7	15.22%	65.9	0	1	6	0
\$270,001 and up	4	8.70%	72.3	0	3	1	0
Total Closed Units:	46		50.9	8	25	13	0.00B
Total Closed Volume:	6,254,000			569.50K	3.48M	2.20M	0.00B
Average Closed Price:	\$135,957			\$71,188	\$139,364	\$169,262	\$0

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

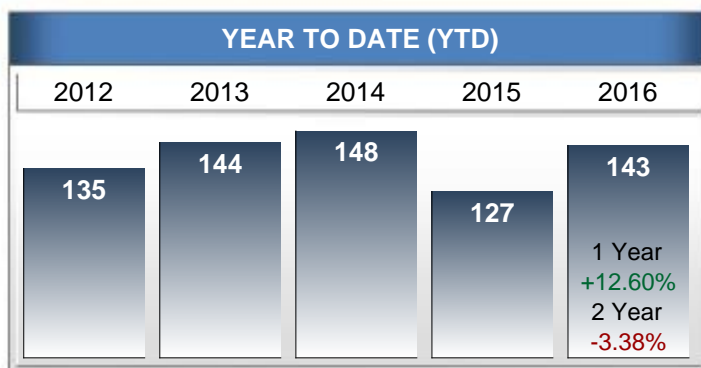
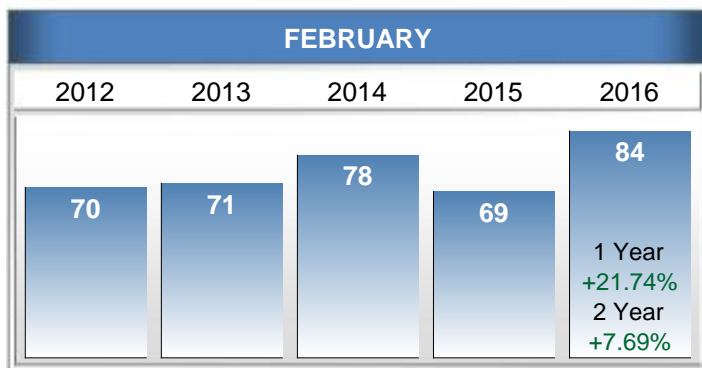
Pending Listings as of Mar 14, 2016



Pending Listings

Report Produced on: Mar 14, 2016

Area Delimited by County Of Washington



5yr FEB AVG = 74 **3 MONTHS**

High
Apr 2014 = 100

Low
Dec 2013 = 46

Pending Listing this month at **84**, above the 5 yr FEB average of **74**

D E C	58
J A N	59
F E B	84
1.72%	
42.37%	

Pending Listings

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	2	2.38%	176.0	1	1	0	0
\$25,001 \$50,000	11	13.10%	69.1	4	4	3	0
\$50,001 \$75,000	7	8.33%	63.7	2	5	0	0
\$75,001 \$150,000	33	39.29%	77.6	2	20	11	0
\$150,001 \$200,000	11	13.10%	82.9	1	3	6	1
\$200,001 \$250,000	9	10.71%	44.3	0	3	6	0
\$250,001 and up	11	13.10%	55.9	0	2	8	1
Total Pending Units: 84				91.5			
Total Pending Volume: 12,793,307				669.06K 4.59M 7.11M 430.00K			
Average Listing Price: \$214,450				\$66,906 \$120,764 \$208,977 \$215,000			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

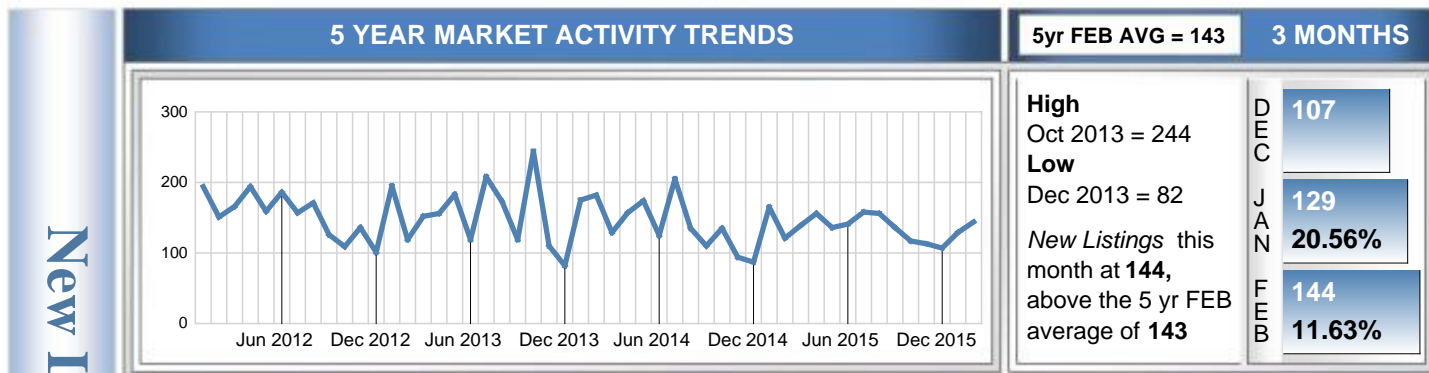
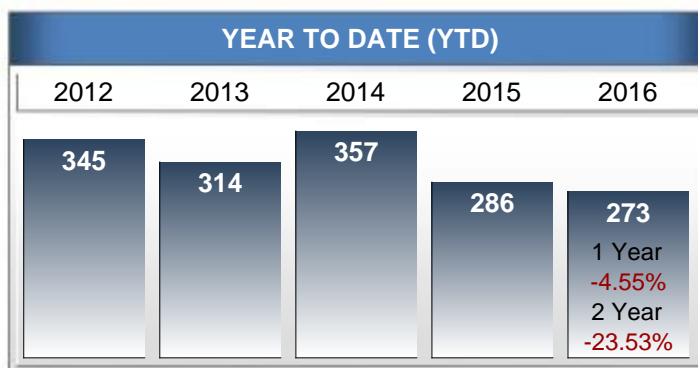
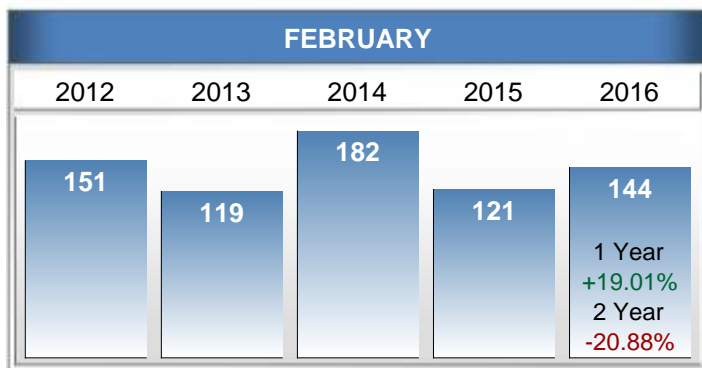
New Listings as of Mar 14, 2016



New Listings

Report Produced on: Mar 14, 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	13	9.03%	12	1	0	0	
\$40,001 \$50,000	9	6.25%	7	1	1	0	
\$50,001 \$70,000	32	22.22%	27	5	0	0	
\$70,001 \$130,000	36	25.00%	7	25	4	0	
\$130,001 \$180,000	20	13.89%	3	11	6	0	
\$180,001 \$290,000	19	13.19%	1	7	10	1	
\$290,001 and up	15	10.42%	3	2	6	4	
Total New Listed Units:			144	60	52	27	5
Total New Listed Volume:			22,059,925	6.77M	6.87M	6.21M	2.21M
Average New Listed Listing Price:			\$0	\$112,878	\$132,097	\$230,048	\$441,380



Monthly Inventory Analysis

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February 2016

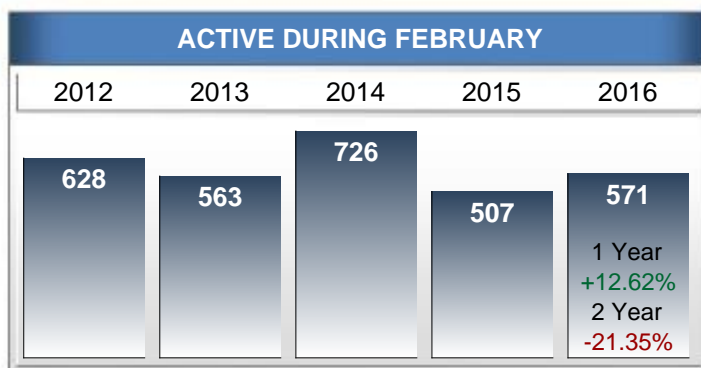
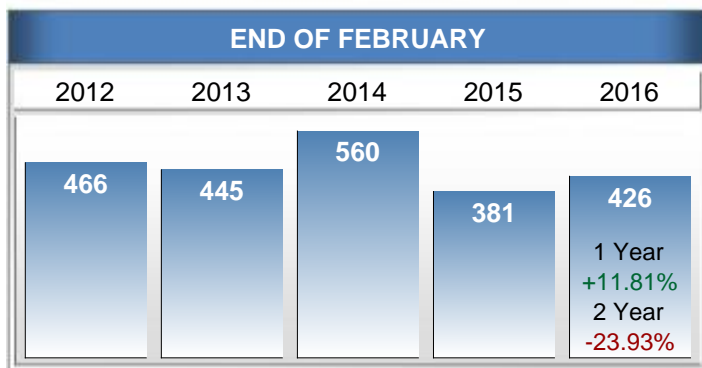
Active Inventory as of Mar 14, 2016



Active Inventory

Report Produced on: Mar 14, 2016

Area Delimited by County Of Washington



Active Inventory

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5yr FEB AVG = 456 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **426**, below the 5 yr FEB average of **456**

D E C	429
J A N	427
F E B	426
	-0.47%
	-0.23%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	44	10.33%	120.3	43	1	0	0		
\$25,001 \$50,000	41	9.62%	64.8	32	9	0	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	179	42.02%	57.2	92	76	11	0		
\$125,001 \$175,000	54	12.68%	78.9	12	24	16	2		
\$175,001 \$300,000	62	14.55%	80.5	5	28	26	3		
\$300,001 and up	46	10.80%	75.5	12	1	17	16		
Total Active Inventory by Units:				426	72.6	196	139	70	21
Total Active Inventory by Volume:				68,007,399		24.45M	17.43M	16.26M	9.86M
Average Active Inventory Listing Price:				\$159,642		\$124,755	\$125,413	\$232,261	\$469,748



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

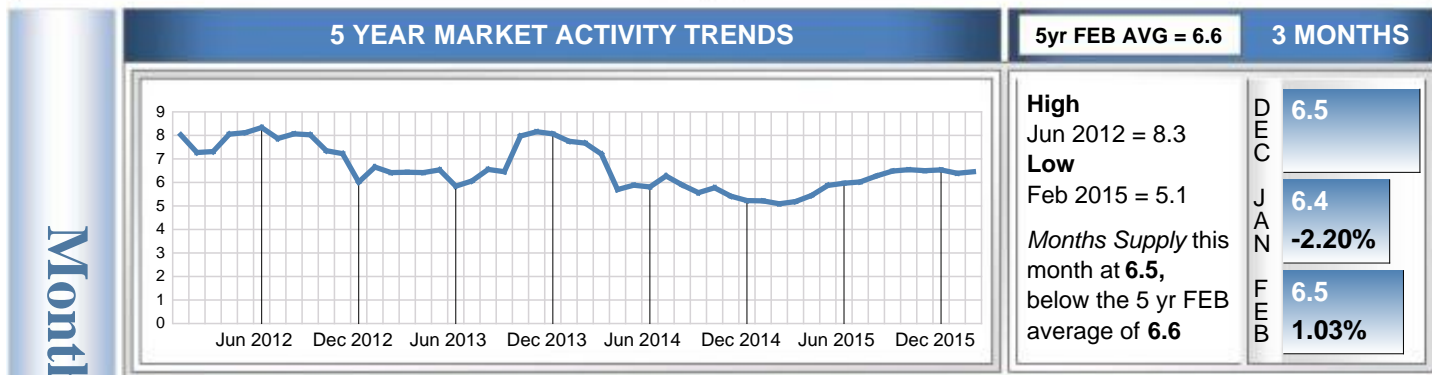
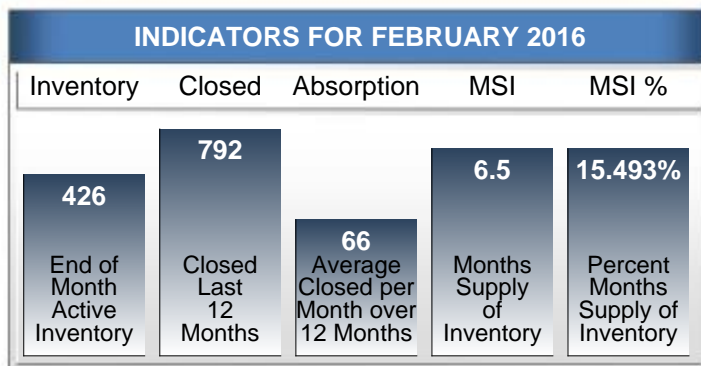
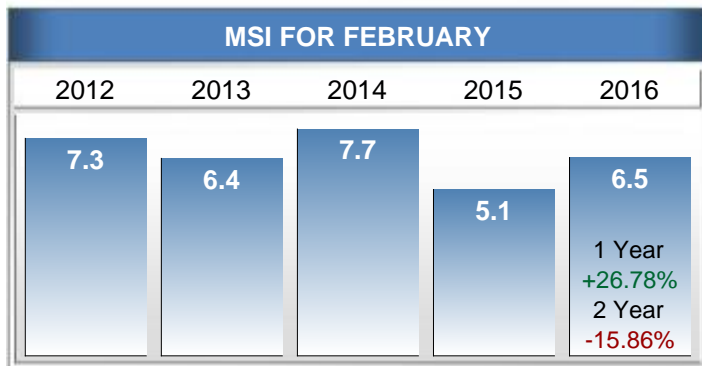
Active Inventory as of Mar 14, 2016



Months Supply of Inventory

Report Produced on: Mar 14, 2016

Area Delimited by County Of Washington



Months Supply
 Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	37		8.69%	21.1	33.2	1.7	0.0	0.0
\$20,001 \$50,000	48		11.27%	6.9	13.8	2.3	0.0	0.0
\$50,001 \$70,000	65		15.26%	9.2	19.6	4.5	3.4	0.0
\$70,001 \$120,000	103		24.18%	5.6	21.7	3.5	3.4	0.0
\$120,001 \$180,000	75		17.61%	4.4	17.3	4.2	3.4	3.0
\$180,001 \$320,000	55		12.91%	4.5	15.0	6.5	3.3	3.6
\$320,001 and up	43		10.09%	16.1	144.0	1.7	9.9	27.4
MSI:	6.5				20.6	3.9	3.8	9.7
Total Active Inventory:	426				196	139	70	21



Monthly Inventory Analysis

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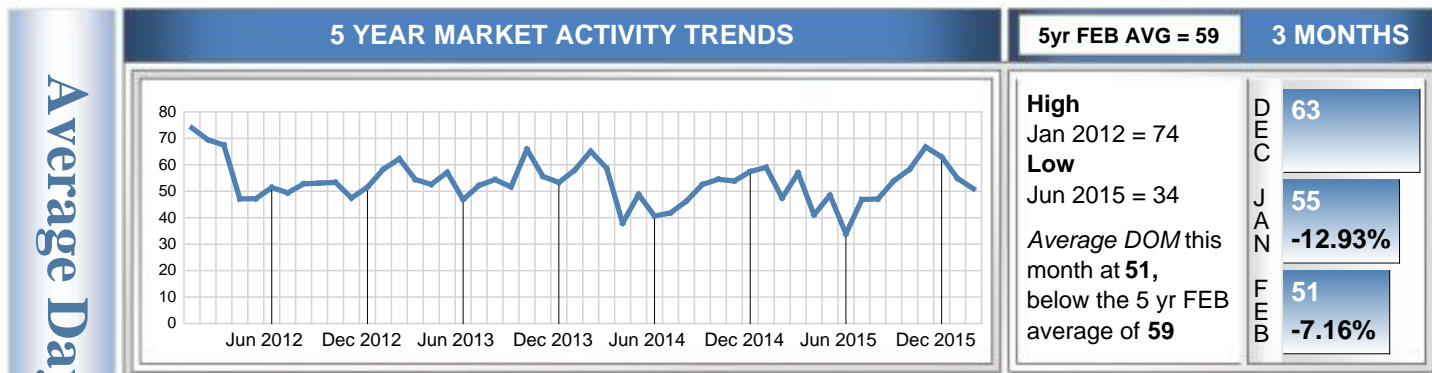
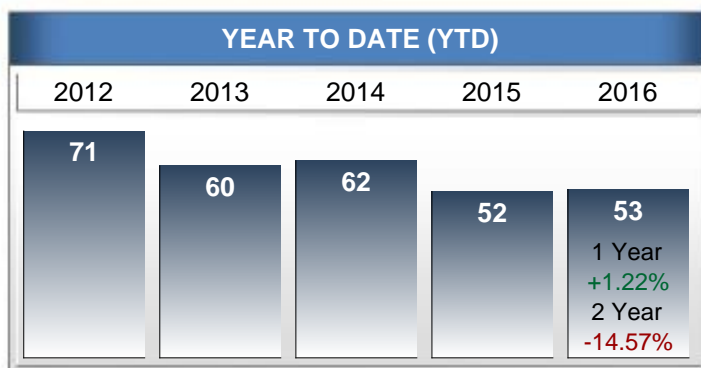
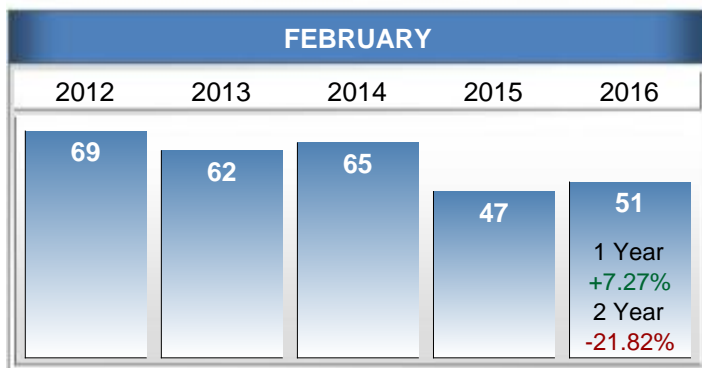
Closed Sales as of Mar 14, 2016



Average Days on Market to Sale

Report Produced on: Mar 14, 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+
\$40,000 and less	4	8.70%	9.8	12.7	0.0	1.0	0.0
\$40,001 \$60,000	4	8.70%	55.8	0.0	47.3	81.0	0.0
\$60,001 \$80,000	7	15.22%	48.0	60.0	46.3	31.0	0.0
\$80,001 \$140,000	12	26.09%	47.6	118.0	38.6	67.0	0.0
\$140,001 \$190,000	8	17.39%	52.9	46.5	29.5	106.0	0.0
\$190,001 \$270,000	7	15.22%	65.9	0.0	126.0	55.8	0.0
\$270,001 and up	4	8.70%	72.3	0.0	89.7	20.0	0.0
Average Closed DOM: 50.9				46.1	49.0	57.5	0.0
Total Closed Units: 46				8	25	13	
Total Closed Volume: 6,254,000				569.50K	3.48M	2.20M	0.00B



Monthly Inventory Analysis

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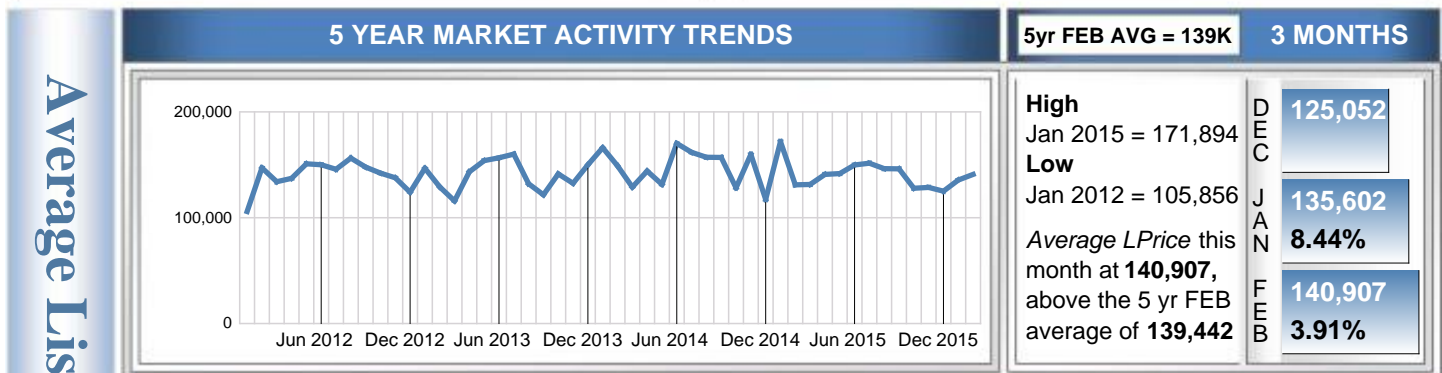
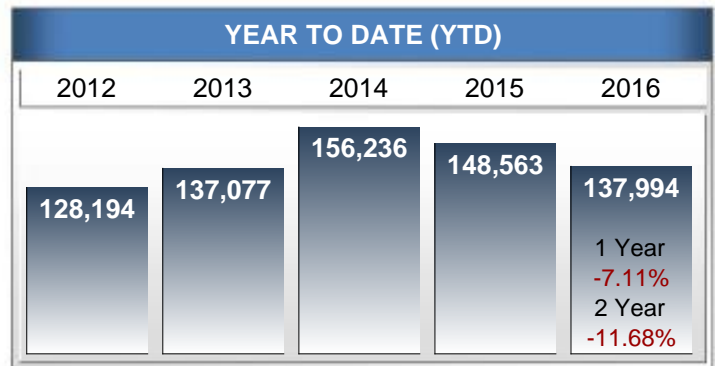
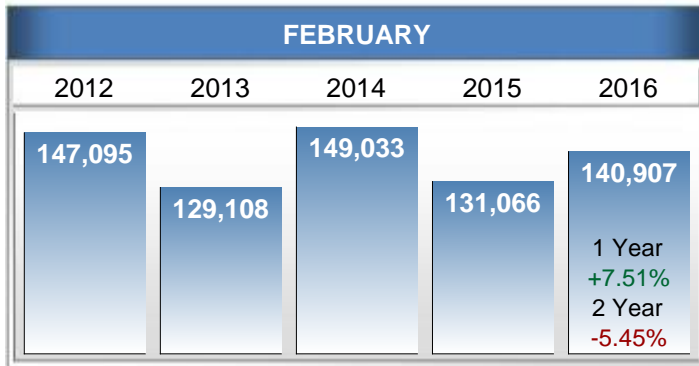
Closed Sales as of Mar 14, 2016



Average List Price at Closing

Report Produced on: Mar 14, 2016

Area Delimited by County Of Washington



Average List Price

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

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+
\$40,000 and less	3	6.52%	14,800	22,333	0	19,900	0
\$40,001 - \$60,000	5	10.87%	53,660	0	57,300	59,900	0
\$60,001 - \$80,000	7	15.22%	68,543	70,000	66,700	67,000	0
\$80,001 - \$140,000	12	26.09%	109,833	95,000	113,310	89,900	0
\$140,001 - \$190,000	8	17.39%	156,538	149,750	154,475	167,450	0
\$190,001 - \$270,000	6	13.04%	221,750	0	250,000	225,917	0
\$270,001 and up	5	10.87%	357,680	0	387,967	349,500	0
Average List Price:	\$140,907			\$75,188	\$144,144	\$175,123	\$0
Total Closed Units:	46			8	25	13	
Total List Volume:	6,481,700			601.50K	3.60M	2.28M	0.00B



Monthly Inventory Analysis

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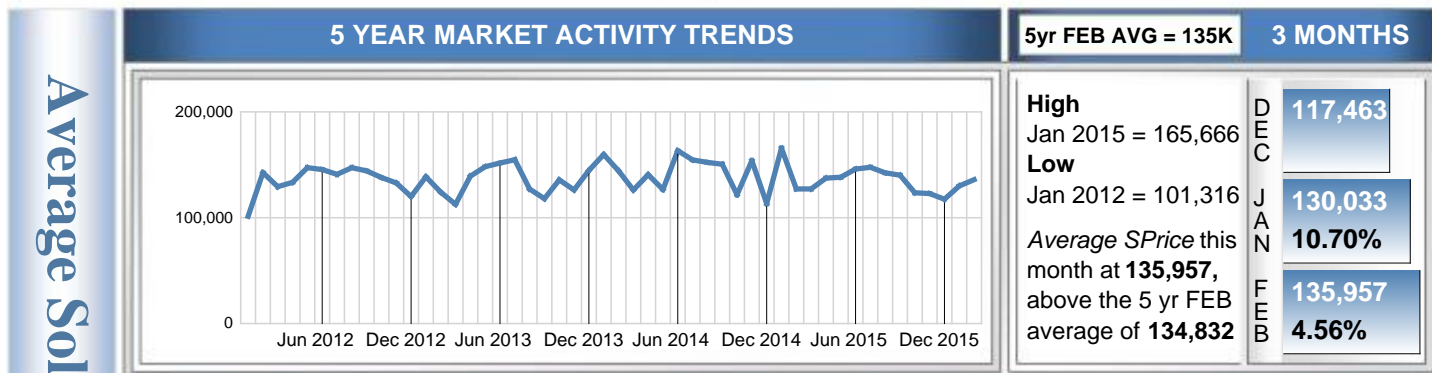
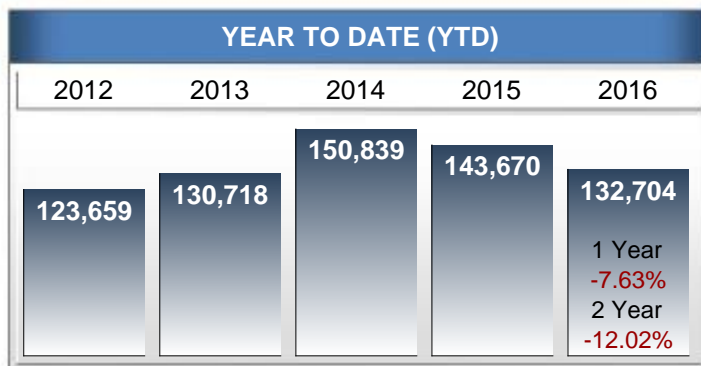
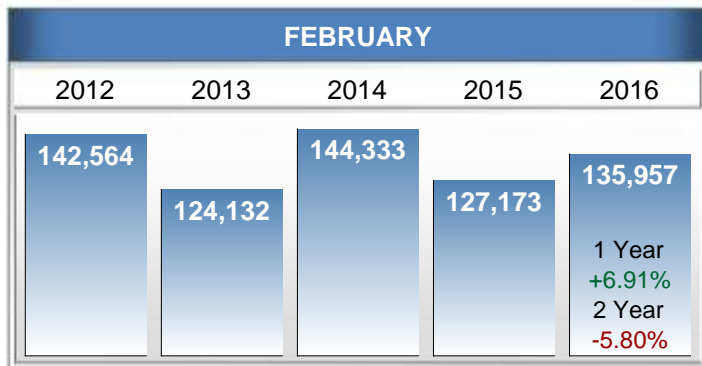
Closed Sales as of Mar 14, 2016



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+
\$40,000 and less	4		8.70%	15,625	15,500	0	16,000	0
\$40,001 \$60,000	4		8.70%	55,725	0	54,333	59,900	0
\$60,001 \$80,000	7		15.22%	67,843	70,000	66,975	67,000	0
\$80,001 \$140,000	12		26.09%	105,308	95,000	108,170	87,000	0
\$140,001 \$190,000	8		17.39%	153,313	144,000	152,625	164,000	0
\$190,001 \$270,000	7		15.22%	223,214	0	250,000	218,750	0
\$270,001 and up	4		8.70%	360,250	0	370,333	330,000	0
Average Closed Price:	\$135,957				\$71,188	\$139,364	\$169,262	\$0
Total Closed Units:	46				8	25	13	
Total Closed Volume:	6,254,000				569.50K	3.48M	2.20M	0.00B



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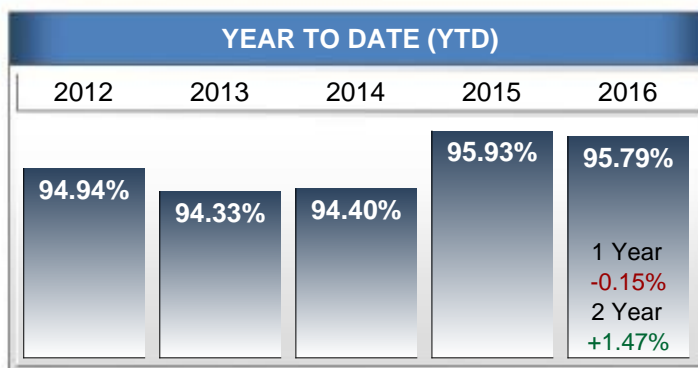
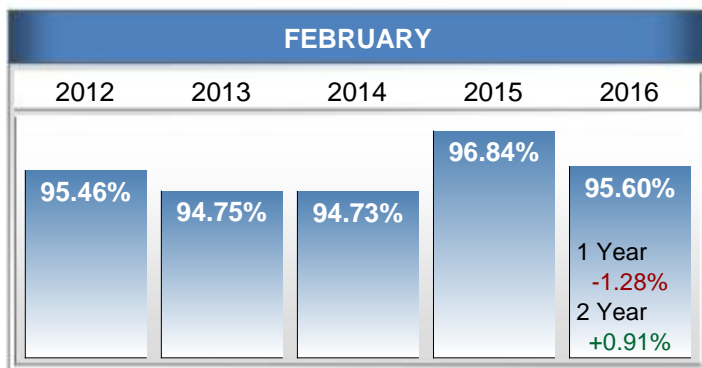
Closed Sales as of Mar 14, 2016



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Average List/Sell Price

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



5yr FEB AVG=95.47% **3 MONTHS**

High
Mar 2013 = 98.15%

Low
Aug 2013 = 91.62%

Average List/Sell this month at **95.60%**, above the 5 yr FEB average of **95.47%**

D E C	94.23%
J A N	95.94%
1.82%	
F E B	95.60%
-0.36%	

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+
\$40,000 and less	4	8.70%	78.41%	77.74%	0.00%	80.40%	0.00%
\$40,001 \$60,000	4	8.70%	96.45%	0.00%	95.27%	100.00%	0.00%
\$60,001 \$80,000	7	15.22%	100.39%	100.00%	100.68%	100.00%	0.00%
\$80,001 \$140,000	12	26.09%	95.84%	100.00%	95.33%	96.77%	0.00%
\$140,001 \$190,000	8	17.39%	97.91%	96.16%	98.77%	97.95%	0.00%
\$190,001 \$270,000	7	15.22%	97.28%	0.00%	100.00%	96.83%	0.00%
\$270,001 and up	4	8.70%	95.24%	0.00%	95.51%	94.42%	0.00%
Average List/Sell Ratio: 95.60%				90.69%	96.94%	96.04%	0.00%
Total Closed Units: 46				8	25	13	
Total Closed Volume: 6,254,000				569.50K	3.48M	2.20M	0.00B



Monthly Inventory Analysis

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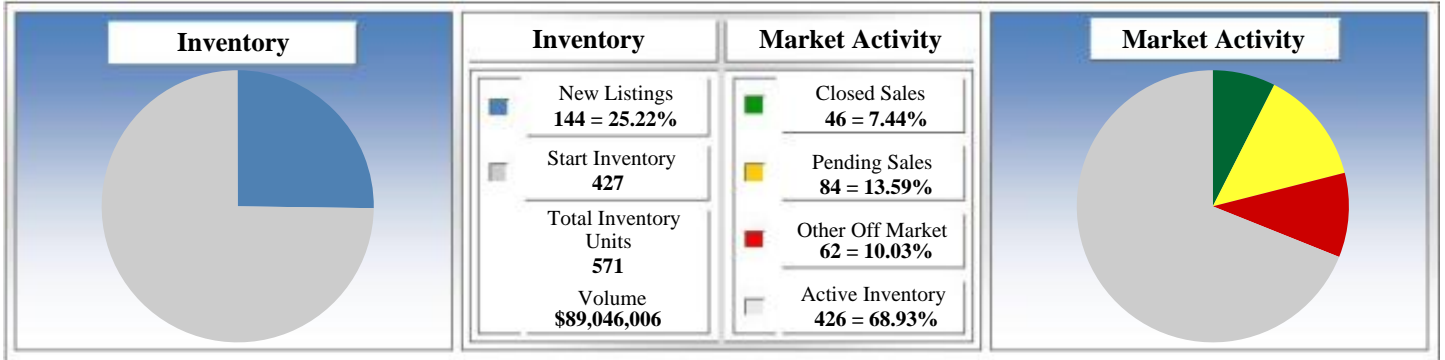
Inventory as of Mar 14, 2016



Market Summary

Report Produced on: Mar 14, 2016

Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 66 Sales/Month

Active Inventory as of February 29, 2016 = 426

	FEBRUARY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	56	46	-17.86%	98	102	4.08%
Pending Sales	69	84	21.74%	127	143	12.60%
New Listings	121	144	19.01%	286	273	-4.55%
Average List Price	131,066	140,907	7.51%	148,563	137,994	-7.11%
Average Sale Price	127,173	135,957	6.91%	143,670	132,704	-7.63%
Average Percent of List Price to Selling Price	96.84%	95.60%	-1.28%	95.93%	95.79%	-0.15%
Average Days on Market to Sale	47.46	50.91	7.27%	52.43	53.07	1.22%
Monthly Inventory	381	426	11.81%	381	426	11.81%
Months Supply of Inventory	5.09	6.45	26.78%	5.09	6.45	26.78%

