



# May 2016

Area Delimited by County Of Washington

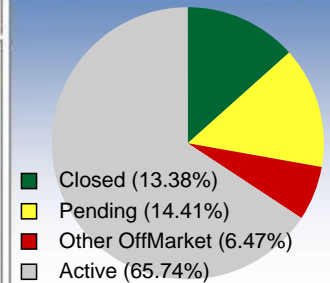


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**Active Inventory** as of May 31, 2016 = **447**

	MAY		
	2015	2016	+/- %
Closed Listings	75	91	21.33%
Pending Listings	78	98	25.64%
New Listings	136	149	9.56%
Average List Price	141,689	132,202	-6.70%
Average Sale Price	138,266	129,196	-6.56%
Average Percent of List Price to Selling Price	96.06%	97.89%	1.90%
Average Days on Market to Sale	48.51	44.53	-8.20%
End of Month Inventory	416	447	7.45%
Months Supply of Inventory	5.87	6.40	8.99%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 15, 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 May 2016 rose **7.45%** to 447 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 **6.40** MSI for this period.

### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.56%** in May 2016 to \$129,196 versus the previous year at \$138,266.

### Average Days on Market Shortens

The average number of **44.53** days that homes spent on the market before selling decreased by 3.98 days or **8.20%** in May 2016 compared to last year's same month at **48.51** DOM.

### Sales Success for May 2016 is Positive

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

There were 149 New Listings in May 2016, up **9.56%** from last year at 136. Furthermore, there were 91 Closed Listings this month versus last year at 75, a **21.33%** increase.

Closed versus Listed trends yielded a **61.1%** ratio, up from previous year's, May 2015, at **55.1%**, a **10.75%** 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®

## May 2016

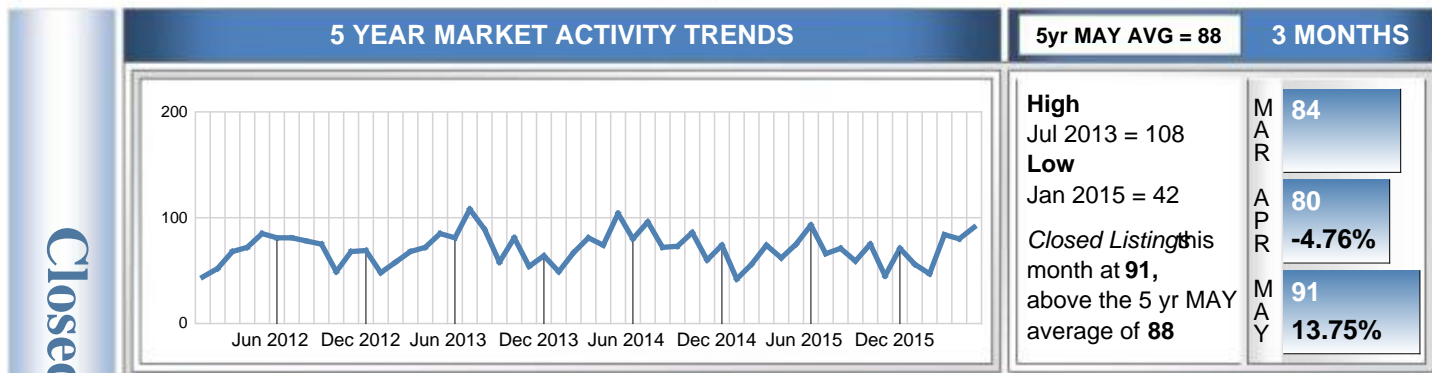
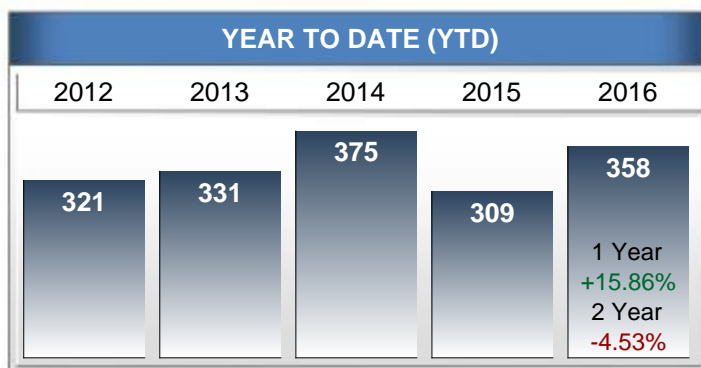
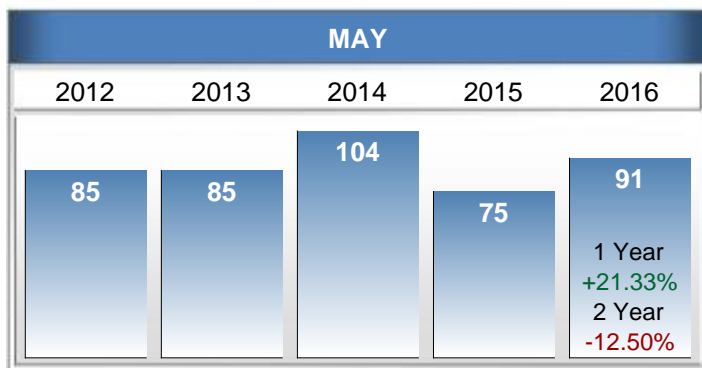
Closed Sales as of Jun 15, 2016



### Closed Listings

Report Produced on: Jun 15, 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+
\$50,000 and less	10	10.99%	33.8	6	4	0	0
\$50,001 \$60,000	2	2.20%	14.5	0	2	0	0
\$60,001 \$90,000	23	25.27%	49.9	4	19	0	0
\$90,001 \$130,000	20	21.98%	36.0	1	17	2	0
\$130,001 \$170,000	15	16.48%	34.6	0	9	5	1
\$170,001 \$230,000	11	12.09%	52.3	1	5	5	0
\$230,001 and up	10	10.99%	72.4	0	3	5	2
Total Closed Units: 91				44.5			
Total Closed Volume: 11,756,805				714.90K 6.76M 3.39M 882.50K			
Average Closed Price: \$129,196				\$59,575 \$114,659 \$199,676 \$294,167			

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

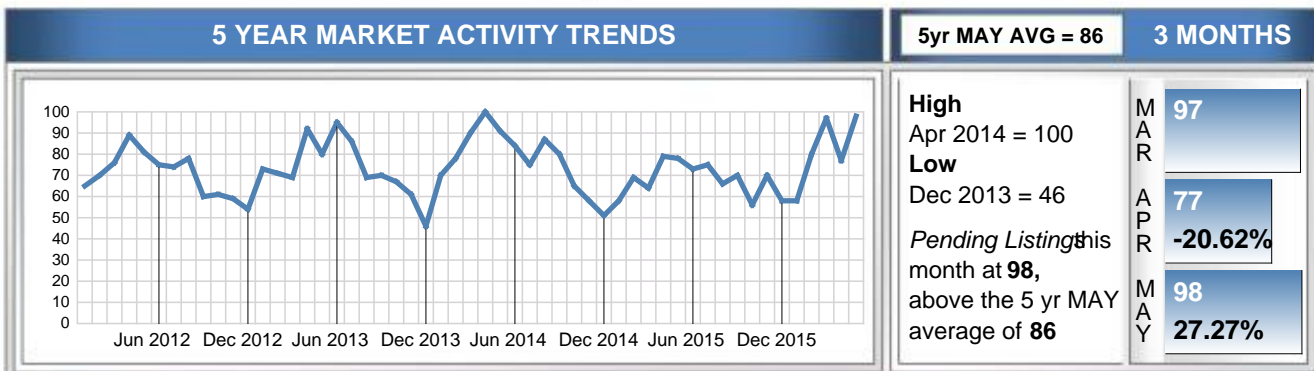
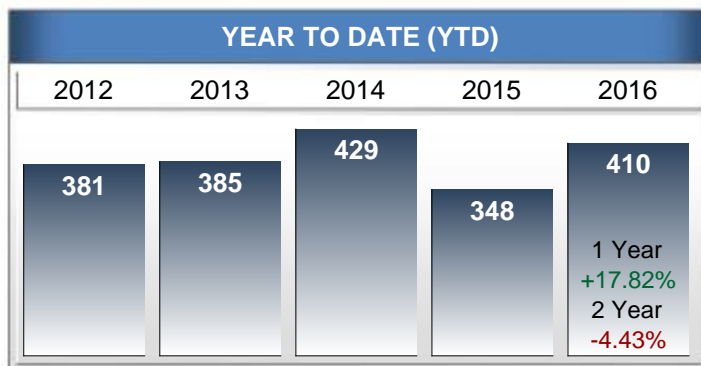
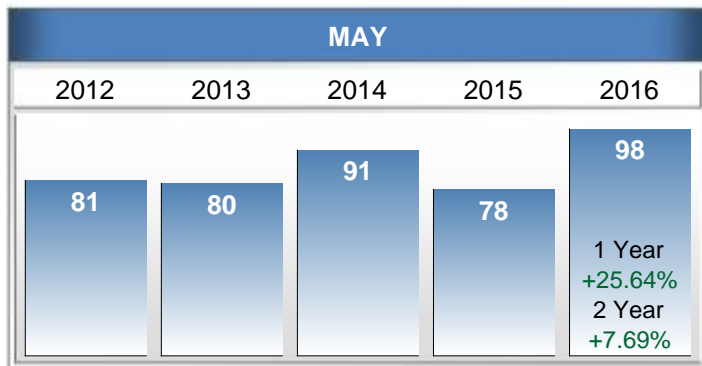
Pending Listings as of Jun 15, 2016



### Pending Listings

Report Produced on: Jun 15, 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+
\$40,000 and less	6	6.12%	53.0	5	1	0	0
\$40,001 \$70,000	16	16.33%	38.8	6	9	1	0
\$70,001 \$110,000	15	15.31%	39.7	0	14	1	0
\$110,001 \$160,000	24	24.49%	43.4	2	16	6	0
\$160,001 \$220,000	15	15.31%	41.0	1	7	7	0
\$220,001 \$260,000	12	12.24%	32.7	0	5	7	0
\$260,001 and up	10	10.20%	33.8	0	2	8	0
Total Pending Units: 98				14	54	30	
Total Pending Volume: 14,701,913				871.90K	7.02M	6.81M	0.00B
Average Listing Price: \$142,000				\$62,279	\$130,009	\$226,984	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

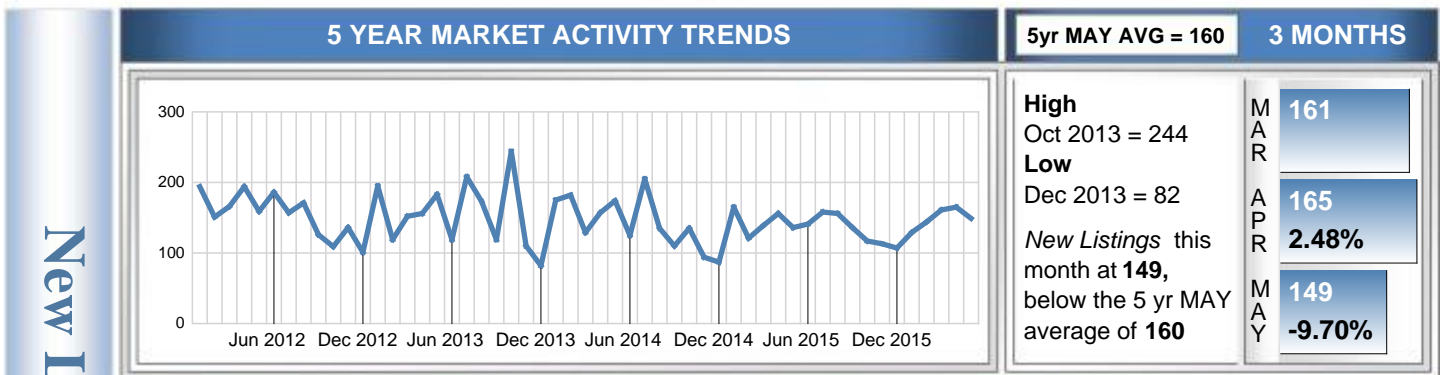
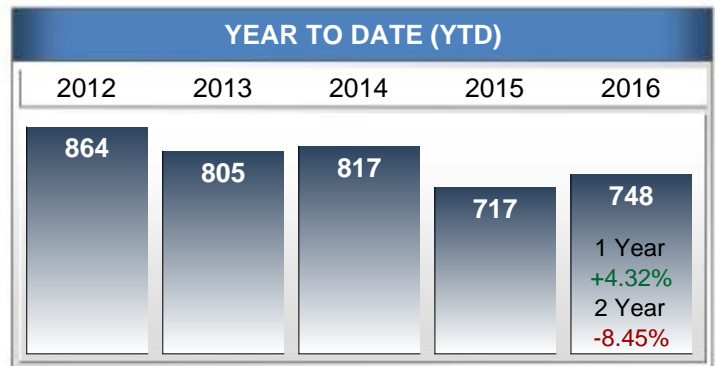
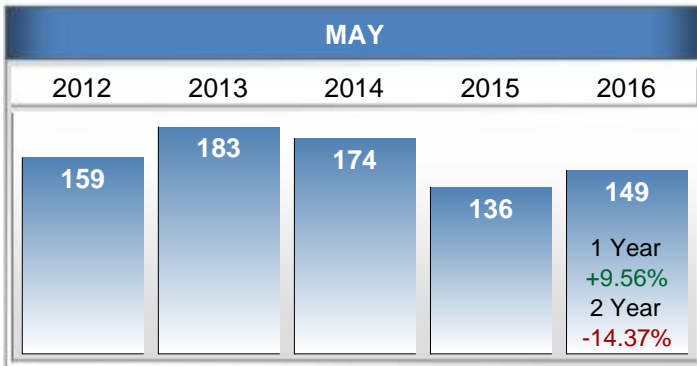
New Listings as of Jun 15, 2016



### New Listings

Report Produced on: Jun 15, 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	12	8.05%	9	3	0	0	
\$40,001 - \$80,000	23	15.44%	12	11	0	0	
\$80,001 - \$110,000	21	14.09%	4	14	3	0	
\$110,001 - \$170,000	37	24.83%	5	22	8	2	
\$170,001 - \$230,000	19	12.75%	1	7	9	2	
\$230,001 - \$330,000	23	15.44%	1	5	14	3	
\$330,001 and up	14	9.40%	2	2	6	4	
Total New Listed Units:			149	34	64	40	11
Total New Listed Volume:			29,954,730	7.18M	8.62M	10.04M	4.11M
Average New Listed Listing Price:			\$0	\$211,253	\$134,717	\$250,908	\$373,991



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

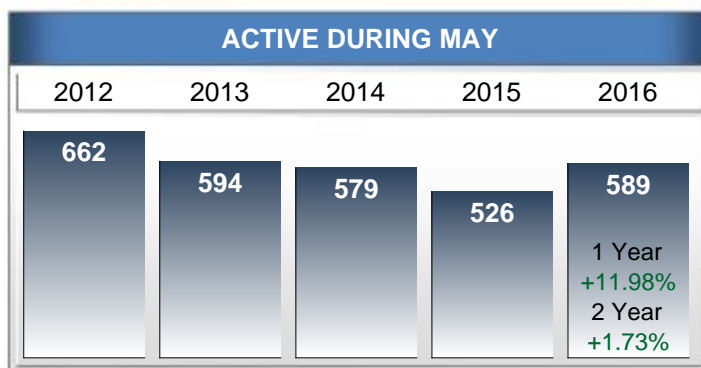
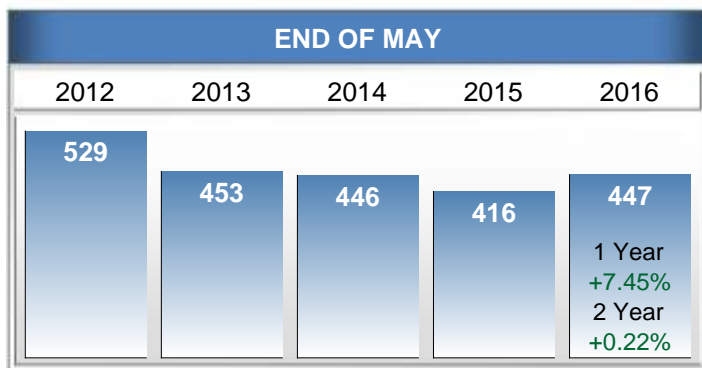
Active Inventory as of Jun 15, 2016



### Active Inventory

Report Produced on: Jun 15, 2016

Area Delimited by County Of Washington



Active Inventory

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**5yr MAY AVG = 458**     **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **447**, below the 5 yr MAY average of **458**

MAR	406
APR	442
MAY	447
<b>8.87%</b>	
<b>1.13%</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	23	5.15%	73.9	19	4	0	0		
\$25,001 \$50,000	41	9.17%	85.6	27	14	0	0		
\$50,001 \$75,000	96	21.48%	102.4	73	21	2	0		
\$75,001 \$125,000	102	22.82%	66.4	34	57	11	0		
\$125,001 \$200,000	82	18.34%	57.0	21	33	21	7		
\$200,001 \$300,000	54	12.08%	55.2	7	16	28	3		
\$300,001 and up	49	10.96%	69.9	9	5	20	15		
Total Active Inventory by Units:				447	73.6	190	150	82	25
Total Active Inventory by Volume:				75,357,732		25.53M	18.49M	21.07M	10.26M
Average Active Inventory Listing Price:				\$168,586		\$134,358	\$123,298	\$256,996	\$410,452



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

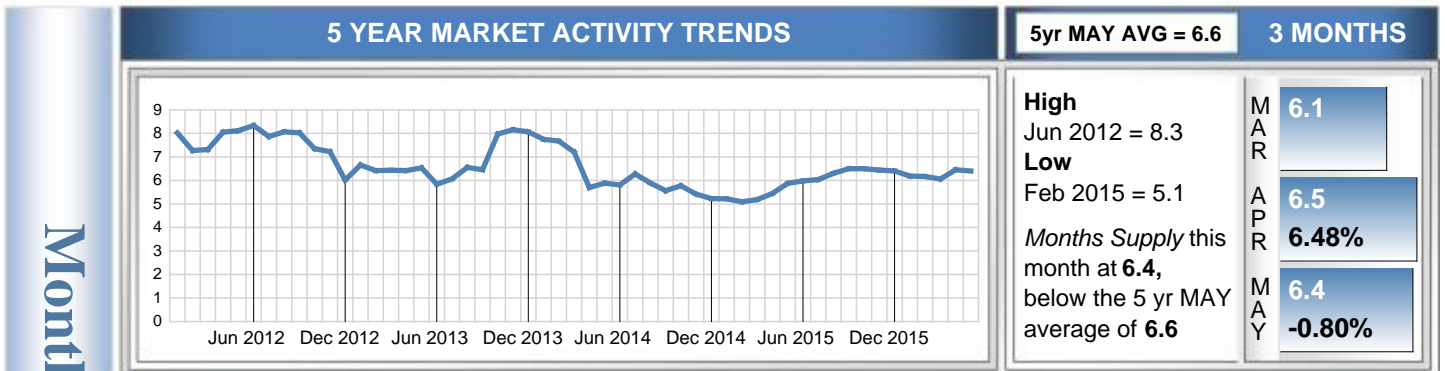
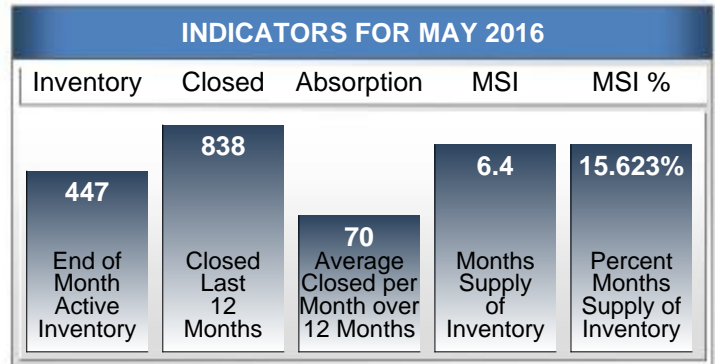
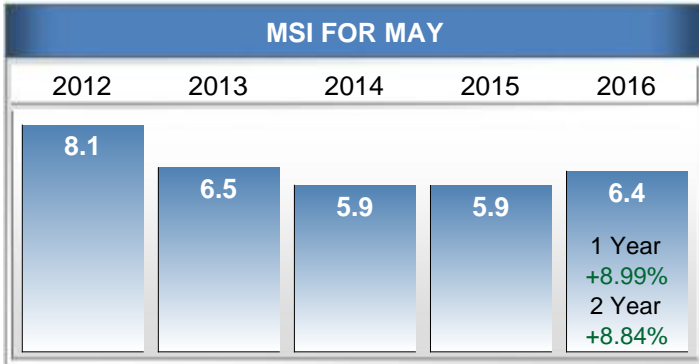
Active Inventory as of Jun 15, 2016



### Months Supply of Inventory

Report Produced on: Jun 15, 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	40	8.95%	6.1	9.1	3.0	0.0	0.0
\$40,001 - \$60,000	52	11.63%	9.0	16.6	4.7	2.4	0.0
\$60,001 - \$80,000	79	17.67%	9.9	29.2	3.7	4.8	0.0
\$80,001 - \$140,000	107	23.94%	4.4	16.2	3.4	3.5	3.0
\$140,001 - \$200,000	66	14.77%	5.0	30.0	4.2	2.6	14.4
\$200,001 - \$320,000	56	12.53%	6.2	84.0	7.4	4.7	6.9
\$320,001 and up	47	10.51%	15.7	108.0	7.5	12.7	18.7
MSI:			6.4	18.5	3.9	4.3	12.0
Total Active Inventory:			447	190	150	82	25



# Monthly Inventory Analysis

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## May 2016

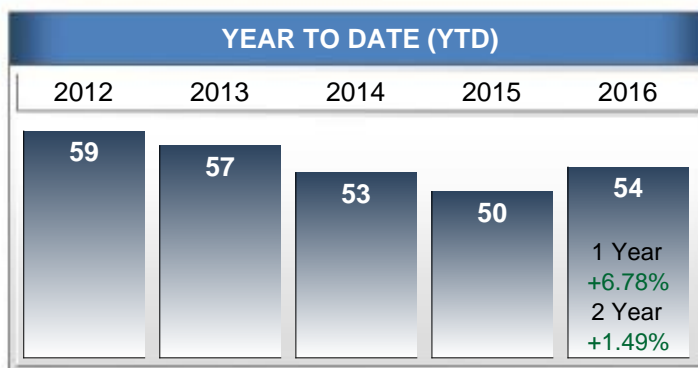
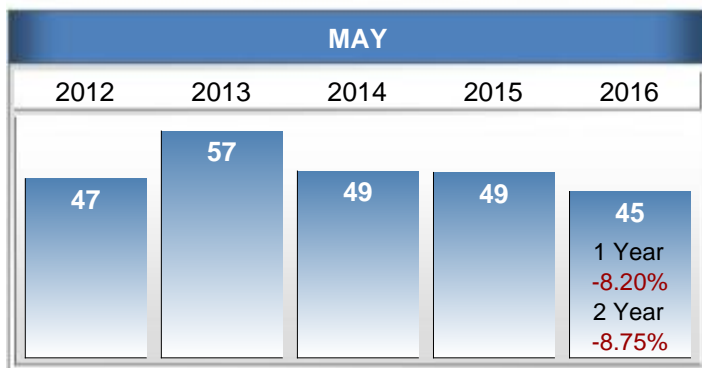
Closed Sales as of Jun 15, 2016



### Average Days on Market to Sale

Report Produced on: Jun 15, 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+
\$50,000 and less	10	10.99%	33.8	41.0	23.0	0.0	0.0
\$50,001 \$60,000	2	2.20%	14.5	0.0	14.5	0.0	0.0
\$60,001 \$90,000	23	25.27%	49.9	58.8	48.1	0.0	0.0
\$90,001 \$130,000	20	21.98%	36.0	13.0	39.6	16.5	0.0
\$130,001 \$170,000	15	16.48%	34.6	0.0	44.0	24.4	1.0
\$170,001 \$230,000	11	12.09%	52.3	3.0	88.6	25.8	0.0
\$230,001 and up	10	10.99%	72.4	0.0	80.3	60.2	91.0
Average Closed DOM: 44.5				41.4	47.2	34.4	61.0
Total Closed Units: 91				12	59	17	3
Total Closed Volume: 11,756,805				714.90K	6.76M	3.39M	882.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

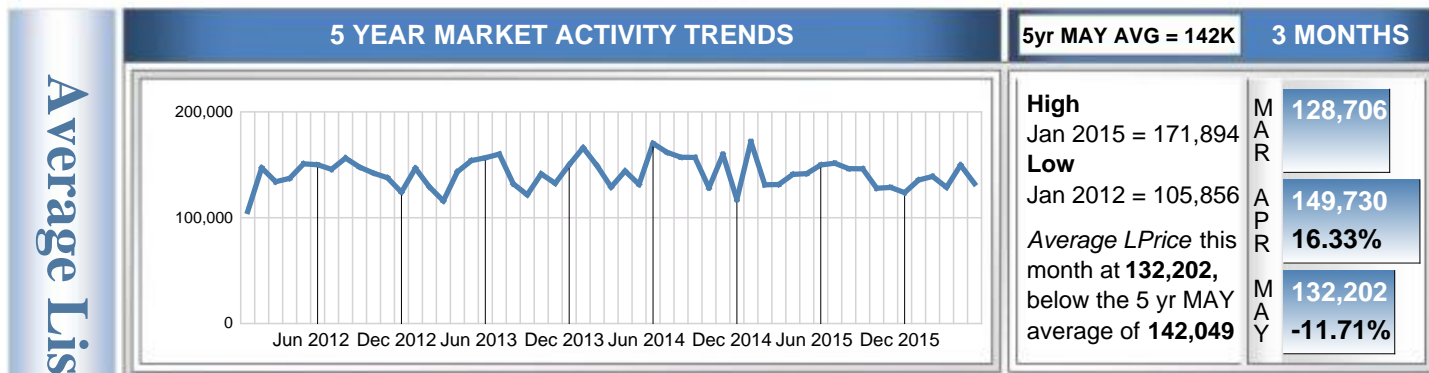
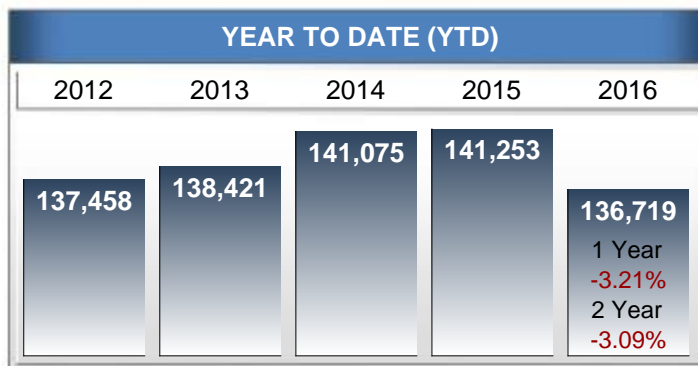
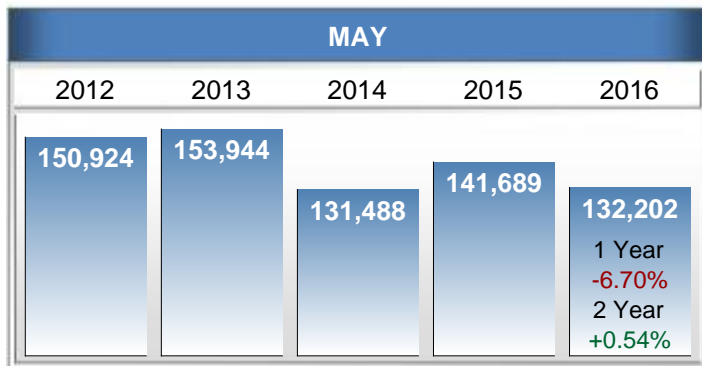
Closed Sales as of Jun 15, 2016



### Average List Price at Closing

Report Produced on: Jun 15, 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+
\$50,000 and less	9	9.89%	26,344	22,767	38,125	0	0
\$50,001 - \$60,000	4	4.40%	55,500	0	55,000	0	0
\$60,001 - \$90,000	21	23.08%	77,274	73,675	78,055	0	0
\$90,001 - \$130,000	21	23.08%	114,226	116,900	116,403	104,000	0
\$130,001 - \$170,000	13	14.29%	151,746	0	151,322	160,140	165,000
\$170,001 - \$230,000	13	14.29%	187,654	175,000	186,860	195,060	0
\$230,001 and up	10	10.99%	313,755	0	305,467	293,700	376,325
Average List Price:	\$132,202			\$60,267	\$117,576	\$203,088	\$305,883
Total Closed Units:	91			12	59	17	3
Total List Volume:	12,030,350			723.20K	6.94M	3.45M	917.65K





# Monthly Inventory Analysis

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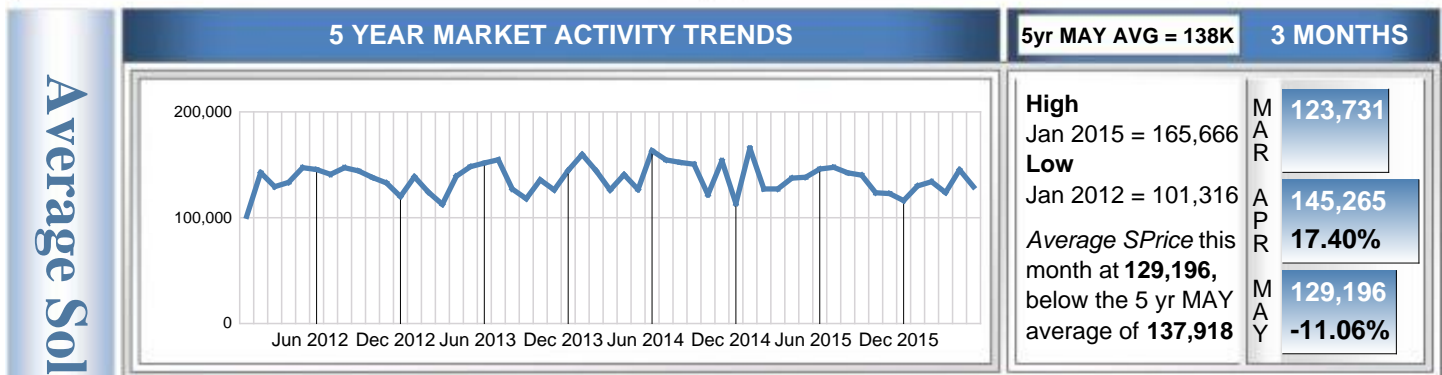
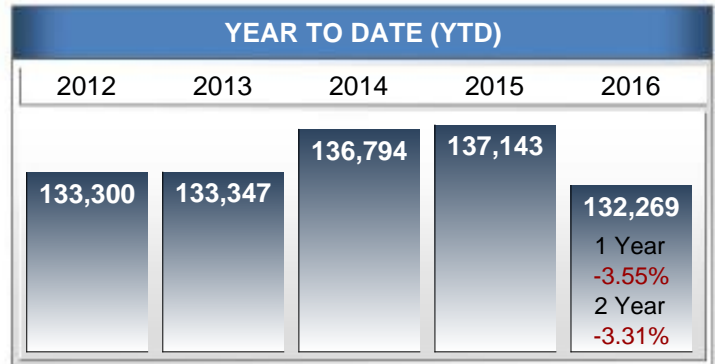
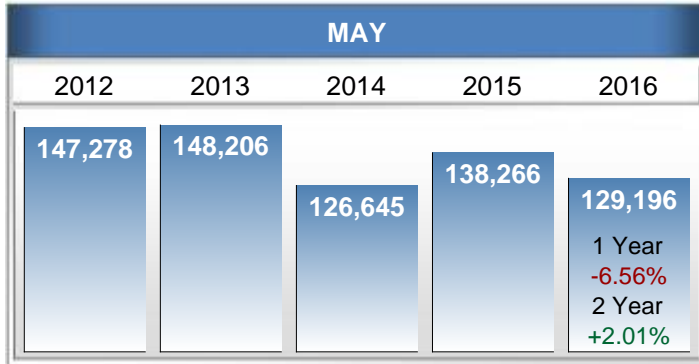
Closed Sales as of Jun 15, 2016



### 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+
\$50,000 and less	10	10.99%	27,700	22,017	36,225	0	0
\$50,001 \$60,000	2	2.20%	55,750	0	55,750	0	0
\$60,001 \$90,000	23	25.27%	75,907	72,700	76,582	0	0
\$90,001 \$130,000	20	21.98%	111,553	117,000	112,297	102,500	0
\$130,001 \$170,000	15	16.48%	152,233	0	149,000	156,500	160,000
\$170,001 \$230,000	11	12.09%	186,864	175,000	180,900	195,200	0
\$230,001 and up	10	10.99%	305,240	0	299,633	286,200	361,250
Average Closed Price: \$129,196				\$59,575	\$114,659	\$199,676	\$294,167
Total Closed Units: 91				12	59	17	3
Total Closed Volume: 11,756,805				714.90K	6.76M	3.39M	882.50K



# Monthly Inventory Analysis

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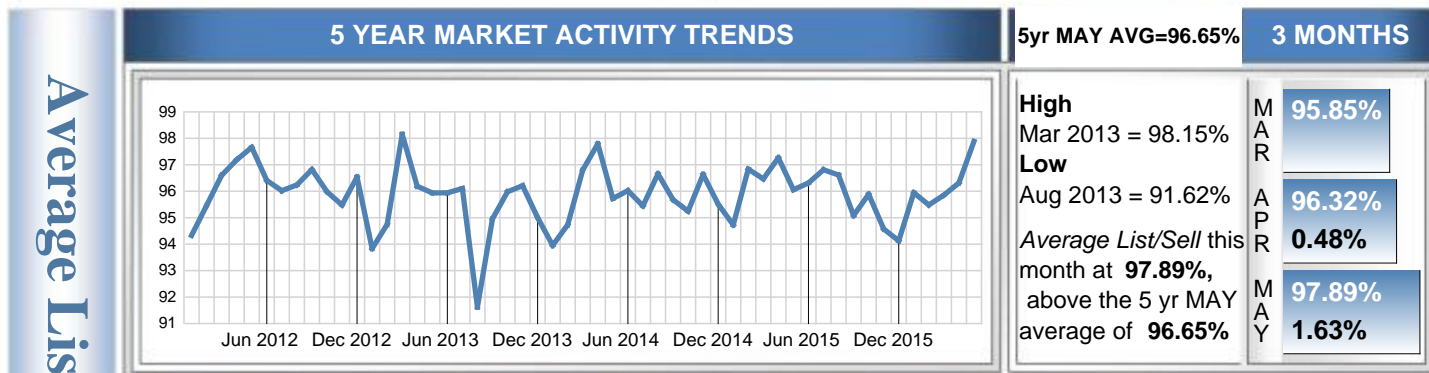
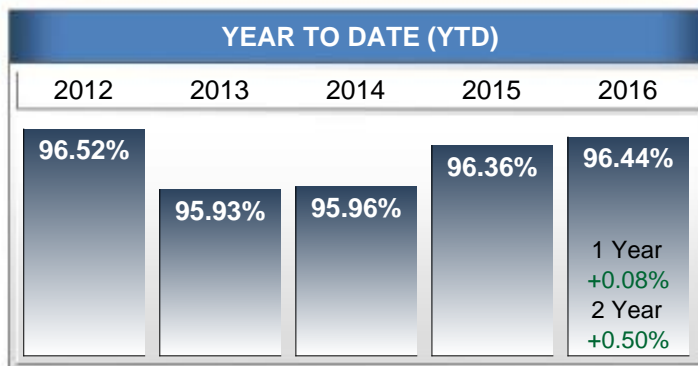
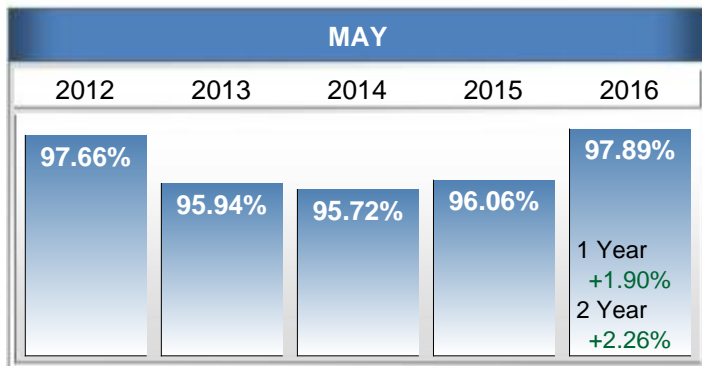
Closed Sales as of Jun 15, 2016



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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

#### 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+
\$50,000 and less	10	10.99%	97.16%	98.63%	94.95%	0.00%	0.00%
\$50,001 \$60,000	2	2.20%	101.99%	0.00%	101.99%	0.00%	0.00%
\$60,001 \$90,000	23	25.27%	98.44%	98.71%	98.38%	0.00%	0.00%
\$90,001 \$130,000	20	21.98%	96.87%	100.09%	96.47%	98.61%	0.00%
\$130,001 \$170,000	15	16.48%	98.16%	0.00%	98.46%	97.85%	96.97%
\$170,001 \$230,000	11	12.09%	98.55%	100.00%	96.79%	100.02%	0.00%
\$230,001 and up	10	10.99%	97.43%	0.00%	98.47%	97.36%	96.01%
Average List/Sell Ratio: 97.90%				98.89%	97.60%	98.44%	96.33%
Total Closed Units: 91				12	59	17	3
Total Closed Volume: 11,756,805				714.90K	6.76M	3.39M	882.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

Inventory as of Jun 15, 2016



### Market Summary

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

**Active Inventory** as of May 31, 2016 = 447

	MAY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	75	91	21.33%	309	358	15.86%
Pending Sales	78	98	25.64%	348	410	17.82%
New Listings	136	149	9.56%	717	748	4.32%
Average List Price	141,689	132,202	-6.70%	141,253	136,719	-3.21%
Average Sale Price	138,266	129,196	-6.56%	137,143	132,269	-3.55%
Average Percent of List Price to Selling Price	96.06%	97.89%	1.90%	96.36%	96.44%	0.08%
Average Days on Market to Sale	48.51	44.53	-8.20%	50.28	53.70	6.78%
Monthly Inventory	416	447	7.45%	416	447	7.45%
Months Supply of Inventory	5.87	6.40	8.99%	5.87	6.40	8.99%

