



July 2016

Area Delimited by County Of Washington

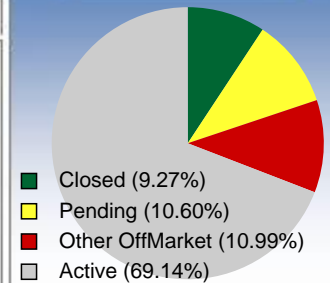


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of July 31, 2016 = **522**

	JULY		
	2015	2016	+/- %
Closed Listings	66	70	6.06%
Pending Listings	75	80	6.67%
New Listings	158	193	22.15%
Average List Price	151,488	136,778	-9.71%
Average Sale Price	147,612	132,814	-10.02%
Average Percent of List Price to Selling Price	96.81%	97.44%	0.65%
Average Days on Market to Sale	46.85	41.16	-12.15%
End of Month Inventory	420	522	24.29%
Months Supply of Inventory	6.05	7.48	23.69%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 16, 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 July 2016 rose **24.29%** to 522 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 **7.48** 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 **10.02%** in July 2016 to \$132,814 versus the previous year at \$147,612.

Average Days on Market Shortens

The average number of **41.16** days that homes spent on the market before selling decreased by 5.69 days or **12.15%** in July 2016 compared to last year's same month at **46.85** DOM.

Sales Success for July 2016 is Positive

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

There were 193 New Listings in July 2016, up **22.15%** from last year at 158. Furthermore, there were 70 Closed Listings this month versus last year at 66, a **6.06%** increase.

Closed versus Listed trends yielded a **36.3%** ratio, down from previous year's, July 2015, at **41.8%**, a **13.17%** downswing. 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

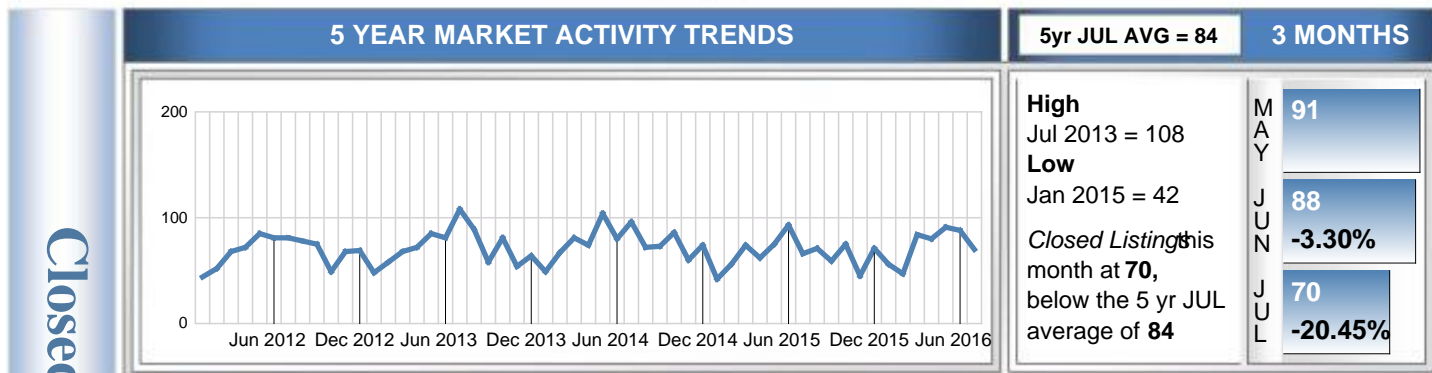
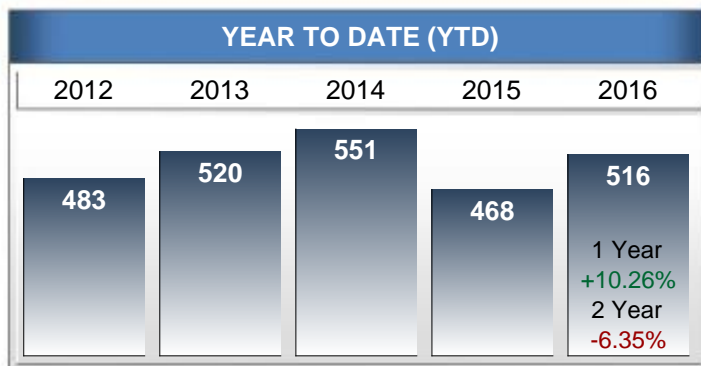
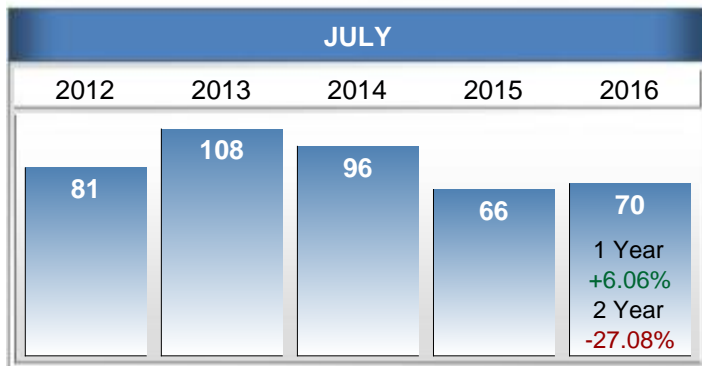
Closed Sales as of Aug 16, 2016



Closed Listings

Report Produced on: Aug 16, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	5	7.14%	20.2	1	4	0	0
\$40,001 - \$60,000	10	14.29%	41.4	6	4	0	0
\$60,001 - \$80,000	7	10.00%	51.3	3	4	0	0
\$80,001 - \$140,000	21	30.00%	28.4	3	16	2	0
\$140,001 - \$200,000	11	15.71%	43.2	0	6	4	1
\$200,001 - \$260,000	9	12.86%	42.1	1	2	6	0
\$260,001 and up	7	10.00%	79.6	0	2	5	0
Total Closed Units: 70				41.2			
Total Closed Volume:		9,297,014		1.09M	4.14M	3.88M	189.90K
Average Closed Price:		\$132,814		\$77,604	\$108,878	\$228,429	\$189,898



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

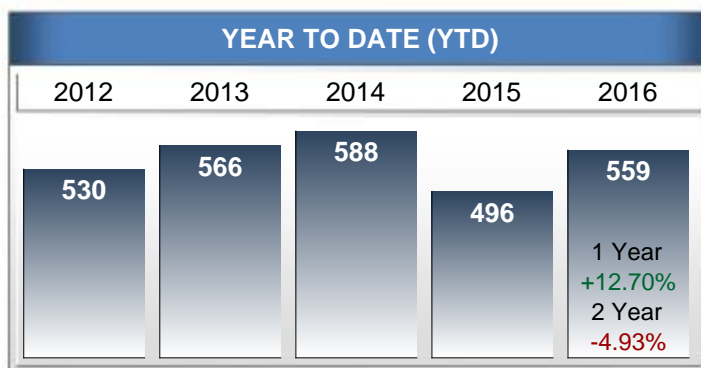
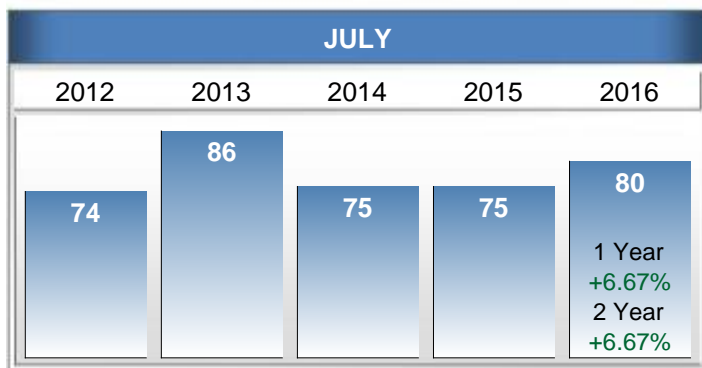
Pending Listings as of Aug 16, 2016



Pending Listings

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



Pending Listings
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5yr JUL AVG = 78	3 MONTHS										
High Apr 2014 = 100 Low Dec 2013 = 46 <i>Pending Listing</i> this month at 80 , above the 5 yr JUL average of 78	<table border="1"> <tr> <td>MAY</td> <td>91</td> </tr> <tr> <td>JUN</td> <td>78</td> </tr> <tr> <td colspan="2" style="text-align: center;">-14.29%</td> </tr> <tr> <td>JUL</td> <td>80</td> </tr> <tr> <td colspan="2" style="text-align: center;">2.56%</td> </tr> </table>	MAY	91	JUN	78	-14.29%		JUL	80	2.56%	
MAY	91										
JUN	78										
-14.29%											
JUL	80										
2.56%											

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	8	10.00%	67.6	2	5	1	0	
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0	
\$50,001 - \$100,000	21	26.25%	39.4	5	13	3	0	
\$100,001 - \$150,000	21	26.25%	62.4	2	13	6	0	
\$150,001 - \$175,000	8	10.00%	31.4	0	6	2	0	
\$175,001 - \$250,000	13	16.25%	28.7	0	6	6	1	
\$250,001 and up	9	11.25%	43.1	1	2	5	1	
Total Pending Units: 80 Total Pending Volume: 11,326,854 Average Listing Price: \$224,851				30.4	10	45	23	2
					919.85K	5.73M	4.14M	543.00K
					\$91,985	\$127,248	\$179,907	\$271,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

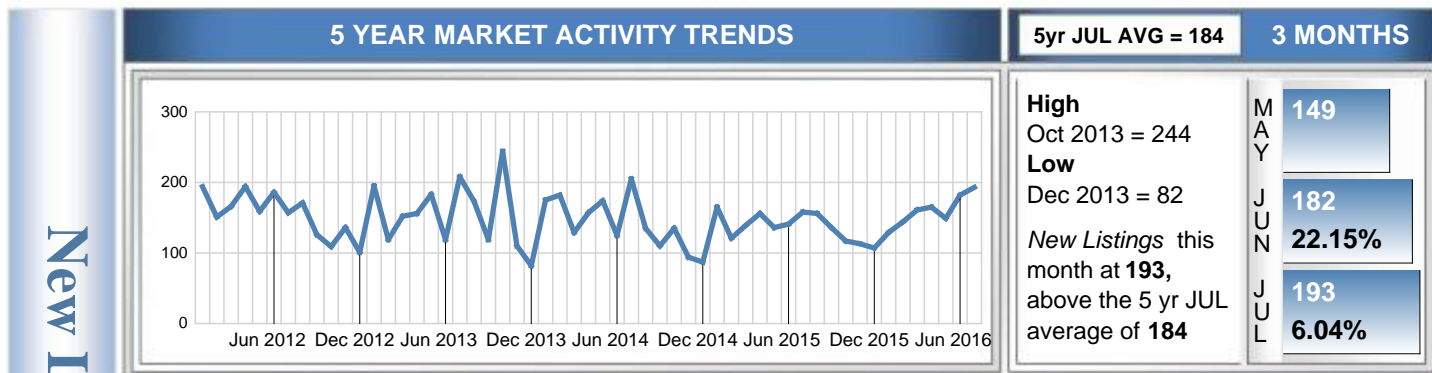
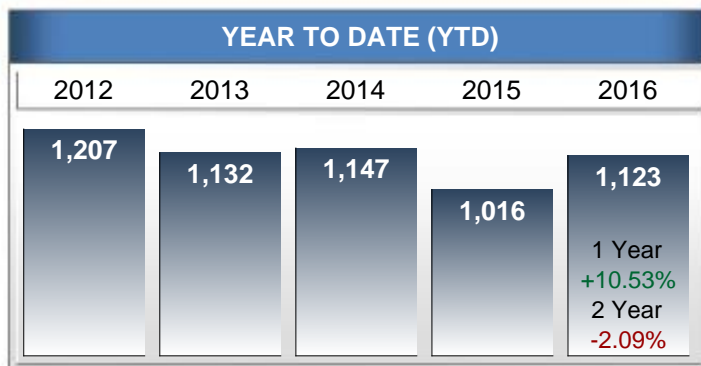
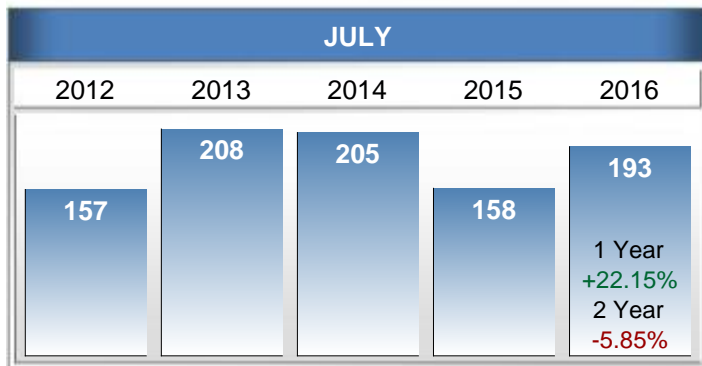
New Listings as of Aug 16, 2016



New Listings

Report Produced on: Aug 16, 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+
\$25,000 and less	4	2.07%	3	1	0	0
\$25,001 - \$50,000	24	12.44%	19	5	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	86	44.56%	59	24	3	0
\$100,001 - \$175,000	34	17.62%	0	25	9	0
\$175,001 - \$275,000	24	12.44%	1	12	10	1
\$275,001 and up	21	10.88%	6	2	12	1
Total New Listed Units:			88	69	34	2
Total New Listed Volume:			13.18M	8.53M	7.39M	1.18M
Average New Listed Listing Price:			\$149,735	\$123,665	\$217,353	\$587,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

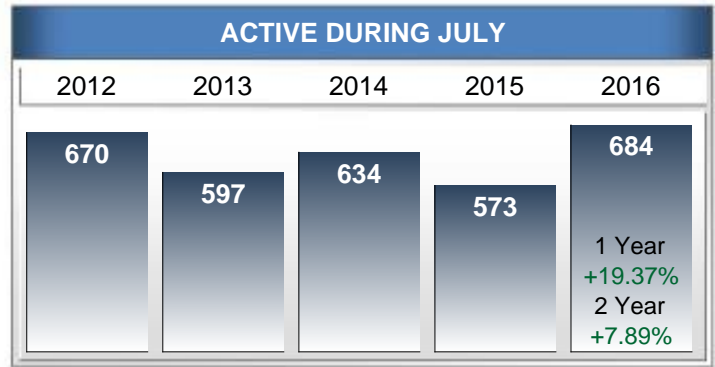
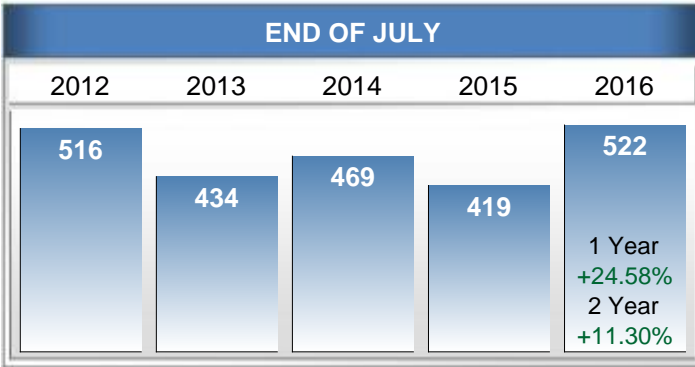
Active Inventory as of Aug 16, 2016



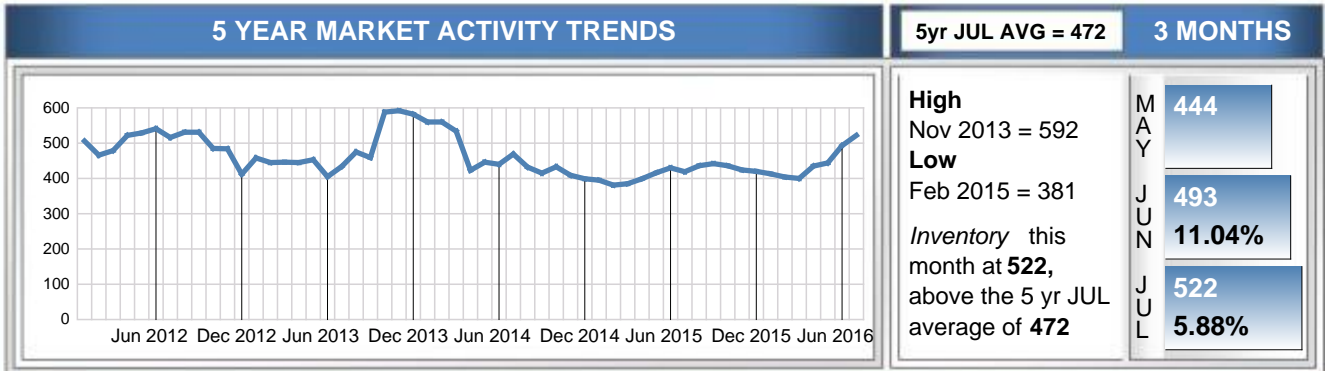
Active Inventory

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



Active Inventory



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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	52	9.96%	69.4	50	2	0	0		
\$25,001 \$50,000	47	9.00%	50.7	34	12	1	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	213	40.80%	60.1	104	98	11	0		
\$125,001 \$175,000	67	12.84%	72.7	15	31	15	6		
\$175,001 \$300,000	91	17.43%	70.0	12	28	47	4		
\$300,001 and up	52	9.96%	68.8	12	6	23	11		
Total Active Inventory by Units:				522	64.4	227	177	97	21
Total Active Inventory by Volume:				84,077,647		29.59M	22.35M	24.34M	7.80M
Average Active Inventory Listing Price:				\$161,068		\$130,361	\$126,258	\$250,906	\$371,438



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

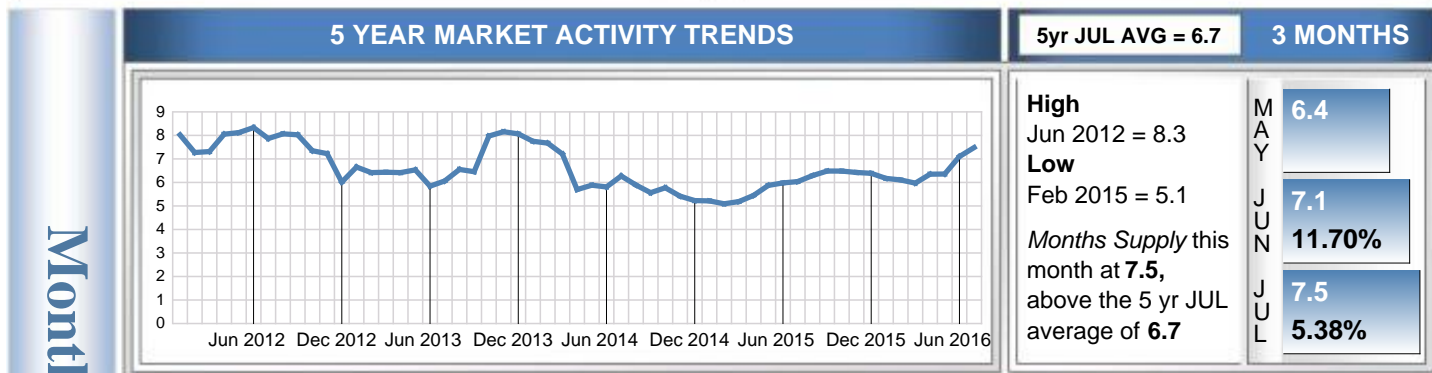
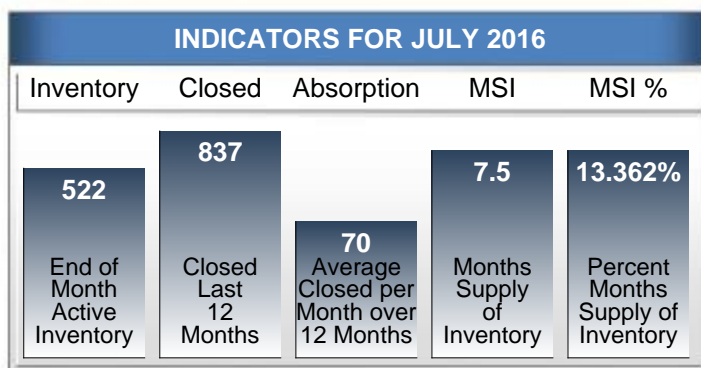
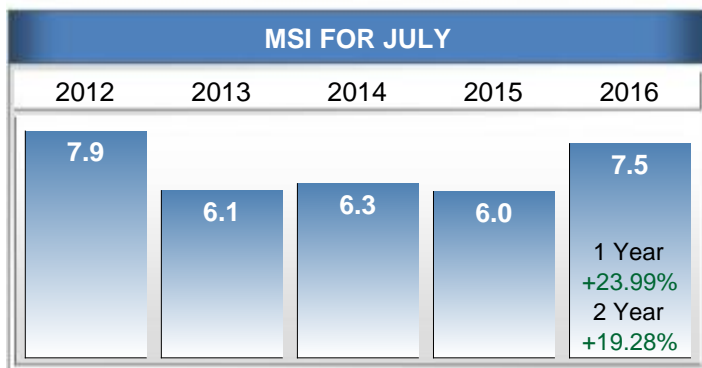
Active Inventory as of Aug 16, 2016



Months Supply of Inventory

Report Produced on: Aug 16, 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+
\$20,000 and less	42	8.05%	19.4	34.3	2.2	0.0	0.0
\$20,001 \$50,000	57	10.92%	7.4	13.2	2.9	4.0	0.0
\$50,001 \$70,000	79	15.13%	10.8	24.0	4.5	6.0	0.0
\$70,001 \$130,000	142	27.20%	6.0	19.6	4.7	3.0	0.0
\$130,001 \$190,000	77	14.75%	5.2	29.1	3.8	3.8	12.0
\$190,001 \$300,000	73	13.98%	6.8	36.0	9.3	5.1	4.8
\$300,001 and up	52	9.96%	15.2	144.0	6.0	13.1	18.9
MSI:			7.5	22.1	4.6	5.1	12.0
Total Active Inventory:			522	227	177	97	21



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2016

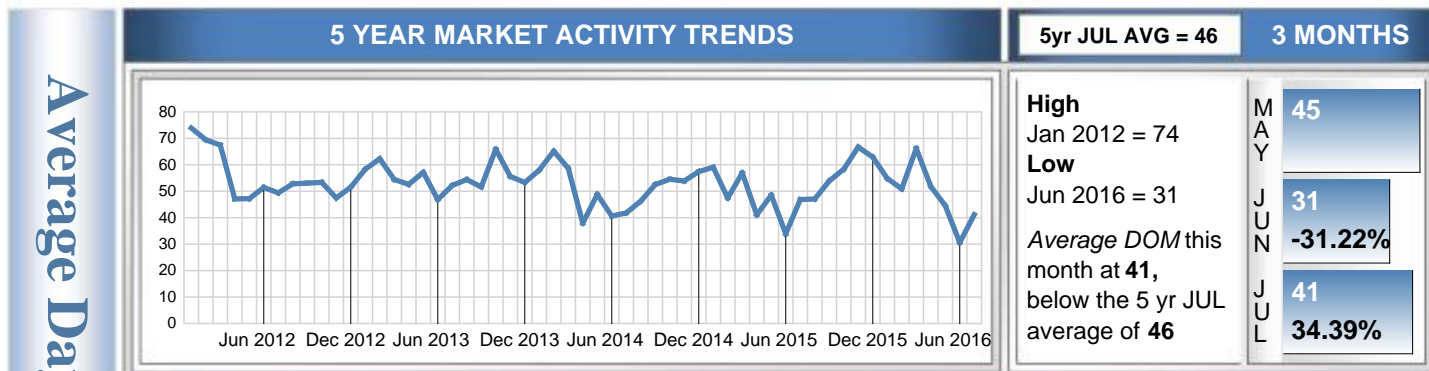
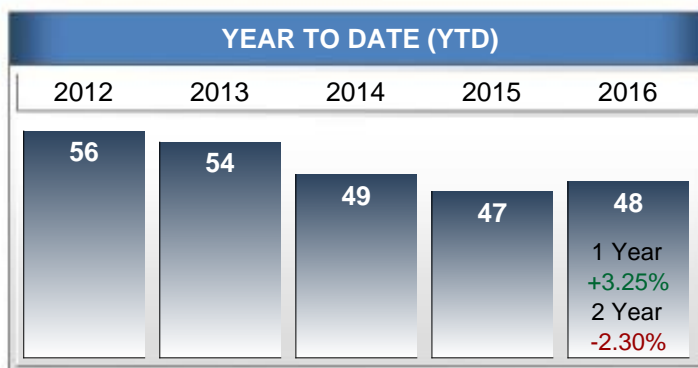
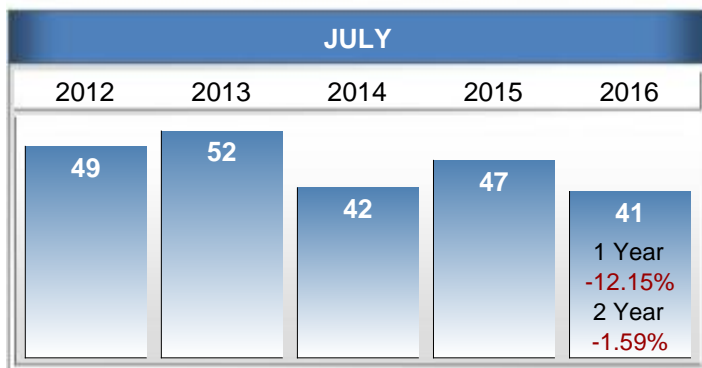
Closed Sales as of Aug 16, 2016



Average Days on Market to Sale

Report Produced on: Aug 16, 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	5	7.14%	20.2	18.0	20.8	0.0	0.0
\$40,001 - \$60,000	10	14.29%	41.4	45.2	35.8	0.0	0.0
\$60,001 - \$80,000	7	10.00%	51.3	45.0	56.0	0.0	0.0
\$80,001 - \$140,000	21	30.00%	28.4	19.3	27.2	51.5	0.0
\$140,001 - \$200,000	11	15.71%	43.2	0.0	44.8	38.0	54.0
\$200,001 - \$260,000	9	12.86%	42.1	1.0	36.0	51.0	0.0
\$260,001 and up	7	10.00%	79.6	0.0	72.5	82.4	0.0
Average Closed DOM: 41.2				34.5	36.1	57.2	54.0
Total Closed Units: 70				14	38	17	1
Total Closed Volume: 9,297,014				1.09M	4.14M	3.88M	189.90K



Monthly Inventory Analysis

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July 2016

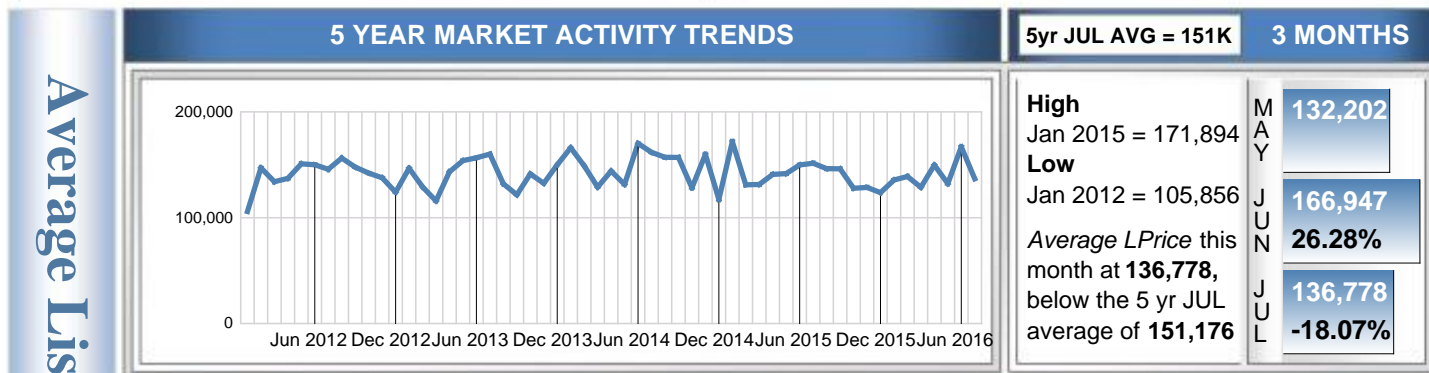
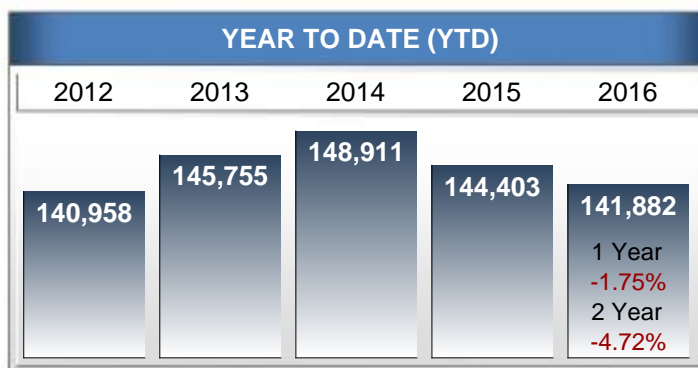
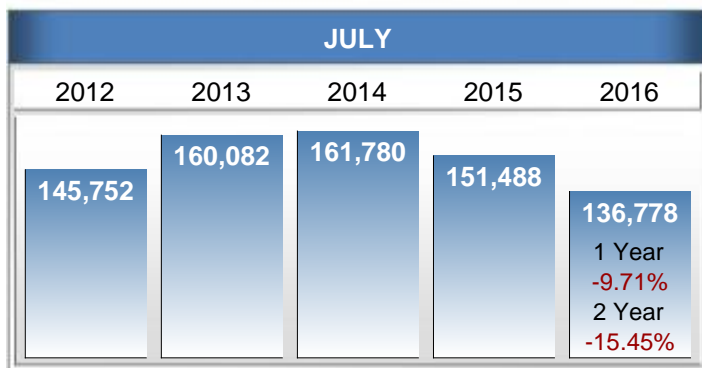
Closed Sales as of Aug 16, 2016



Average List Price at Closing

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	5	7.14%	20,060	6,000	23,575	0	0
\$40,001 \$60,000	10	14.29%	54,710	55,783	53,600	0	0
\$60,001 \$80,000	7	10.00%	72,200	72,900	73,675	0	0
\$80,001 \$140,000	21	30.00%	106,521	105,333	103,183	130,000	0
\$140,001 \$200,000	11	15.71%	164,450	0	156,867	169,463	189,898
\$200,001 \$260,000	8	11.43%	230,444	252,754	215,000	238,450	0
\$260,001 and up	8	11.43%	316,525	0	327,000	321,660	0
Average List Price:	\$136,778			\$80,582	\$112,619	\$233,932	\$189,898
Total Closed Units:	70			14	38	17	1
Total List Volume:	9,574,435			1.13M	4.28M	3.98M	189.90K



Monthly Inventory Analysis

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July 2016

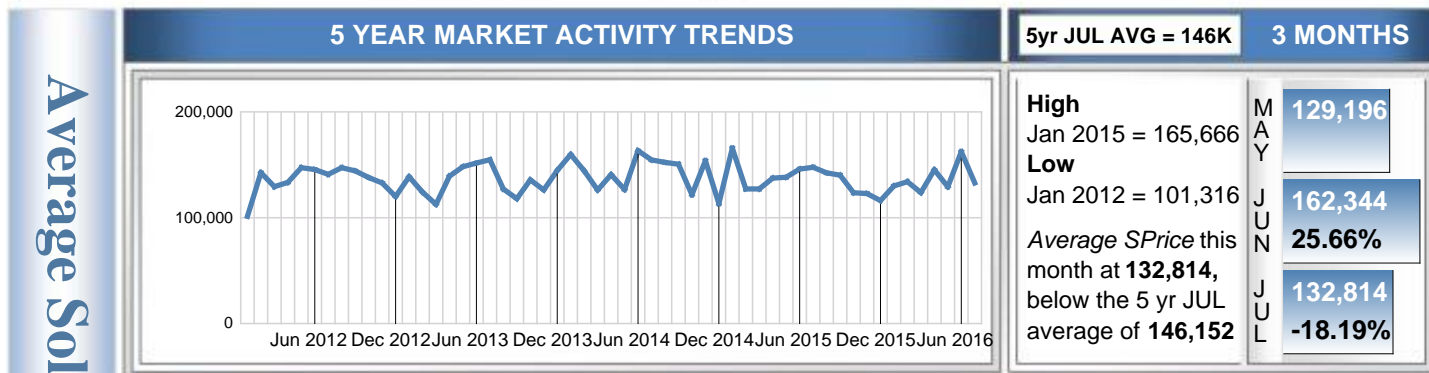
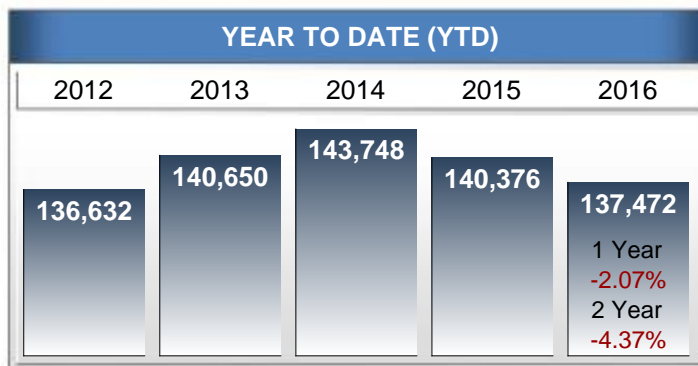
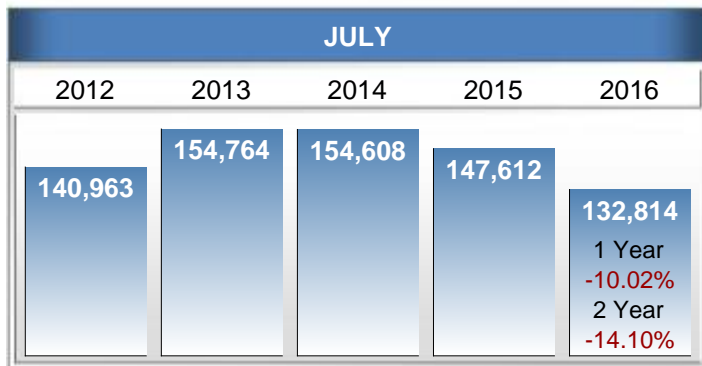
Closed Sales as of Aug 16, 2016



Average Sold Price at Closing

Report Produced on: Aug 16, 2016

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	5	7.14%	19,560	6,200	22,900	0	0
\$40,001 \$60,000	10	14.29%	52,650	53,500	51,375	0	0
\$60,001 \$80,000	7	10.00%	68,071	68,500	67,750	0	0
\$80,001 \$140,000	21	30.00%	104,674	100,333	102,522	128,400	0
\$140,001 \$200,000	11	15.71%	162,392	0	154,403	167,500	189,898
\$200,001 \$260,000	9	12.86%	228,695	252,754	207,000	231,917	0
\$260,001 and up	7	10.00%	307,643	0	294,250	313,000	0
Average Closed Price:	\$132,814			\$77,604	\$108,878	\$228,429	\$189,898
Total Closed Units:	70			14	38	17	1
Total Closed Volume:	9,297,014			1.09M	4.14M	3.88M	189.90K



Monthly Inventory Analysis

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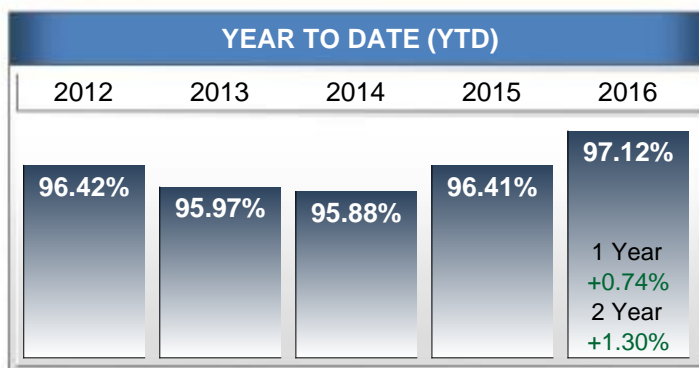
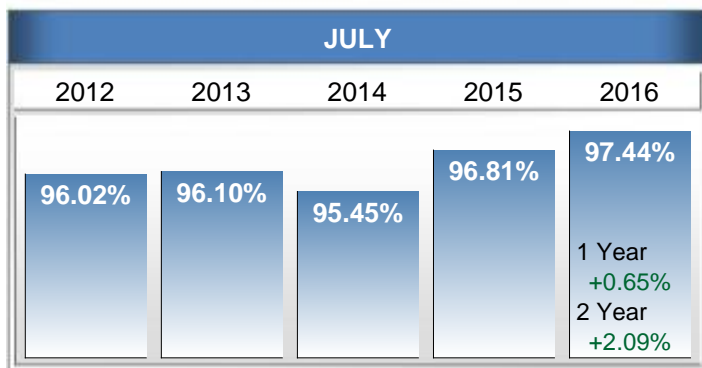
Closed Sales as of Aug 16, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr JUL AVG=96.36%	3 MONTHS
High Jun 2016 = 99.65%	MAY 97.89%
Low Aug 2013 = 91.62%	JUN 99.65%
Average List/Sell this month at 97.44% , above the 5 yr JUL average of 96.36%	JUL 1.80%
	JUL 97.44%
	JUL -2.22%

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	5	7.14%	98.83%	103.33%	97.71%	0.00%	0.00%
\$40,001 \$60,000	10	14.29%	95.80%	95.86%	95.73%	0.00%	0.00%
\$60,001 \$80,000	7	10.00%	93.99%	94.24%	93.79%	0.00%	0.00%
\$80,001 \$140,000	21	30.00%	99.05%	95.16%	99.82%	98.77%	0.00%
\$140,001 \$200,000	11	15.71%	98.66%	0.00%	98.38%	98.74%	100.00%
\$200,001 \$260,000	9	12.86%	97.45%	100.00%	96.30%	97.40%	0.00%
\$260,001 and up	7	10.00%	95.48%	0.00%	90.65%	97.41%	0.00%
Average List/Sell Ratio:	97.40%			96.19%	97.64%	97.88%	100.00%
Total Closed Units:	70			14	38	17	1
Total Closed Volume:	9,297,014			1.09M	4.14M	3.88M	189.90K



Monthly Inventory Analysis

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July 2016

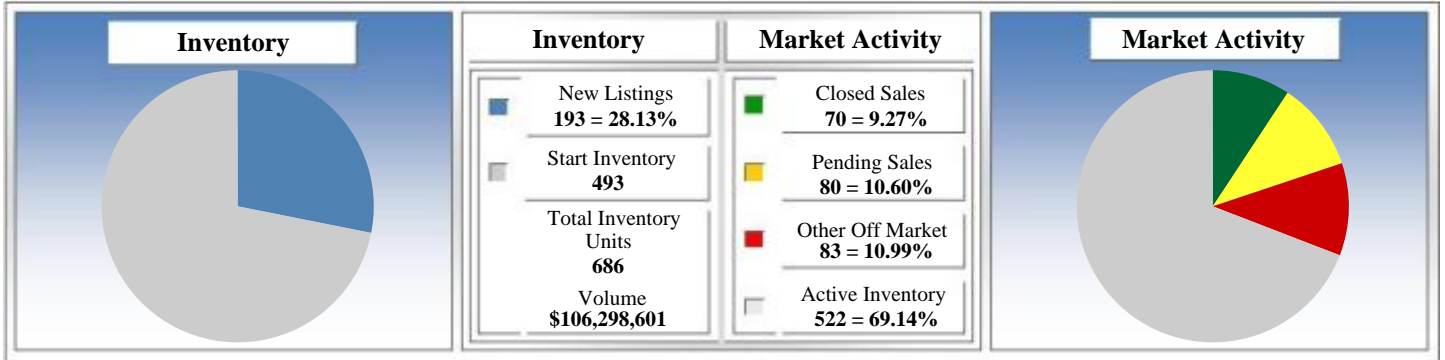
Inventory as of Aug 16, 2016



Market Summary

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



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

Active Inventory as of July 31, 2016 = 522

	JULY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	66	70	6.06%	468	516	10.26%
Pending Sales	75	80	6.67%	496	559	12.70%
New Listings	158	193	22.15%	1,016	1,123	10.53%
Average List Price	151,488	136,778	-9.71%	144,403	141,882	-1.75%
Average Sale Price	147,612	132,814	-10.02%	140,376	137,472	-2.07%
Average Percent of List Price to Selling Price	96.81%	97.44%	0.65%	96.41%	97.12%	0.74%
Average Days on Market to Sale	46.85	41.16	-12.15%	46.55	48.06	3.25%
Monthly Inventory	420	522	24.29%	420	522	24.29%
Months Supply of Inventory	6.05	7.48	23.69%	6.05	7.48	23.69%

