



# July 2016

Area Delimited by County Of Washington

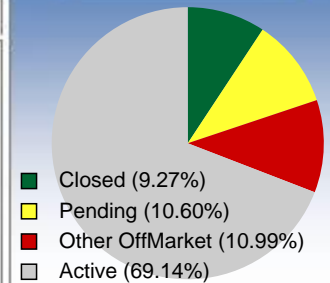


**Absorption:** Last 12 months, an Average of **70** Sales/Month

**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%
Median List Price	125,000	113,750	-9.00%
Median Sale Price	124,750	114,000	-8.62%
Median Percent of List Price to Selling Price	97.71%	97.98%	0.27%
Median Days on Market to Sale	31.50	25.50	-19.05%
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.

### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.62%** in July 2016 to \$114,000 versus the previous year at \$124,750.

### Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 6.00 days or **19.05%** in July 2016 compared to last year's same month at **31.50** DOM.

### Sales Success for July 2016 is Positive

Overall, with Median 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

<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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## July 2016

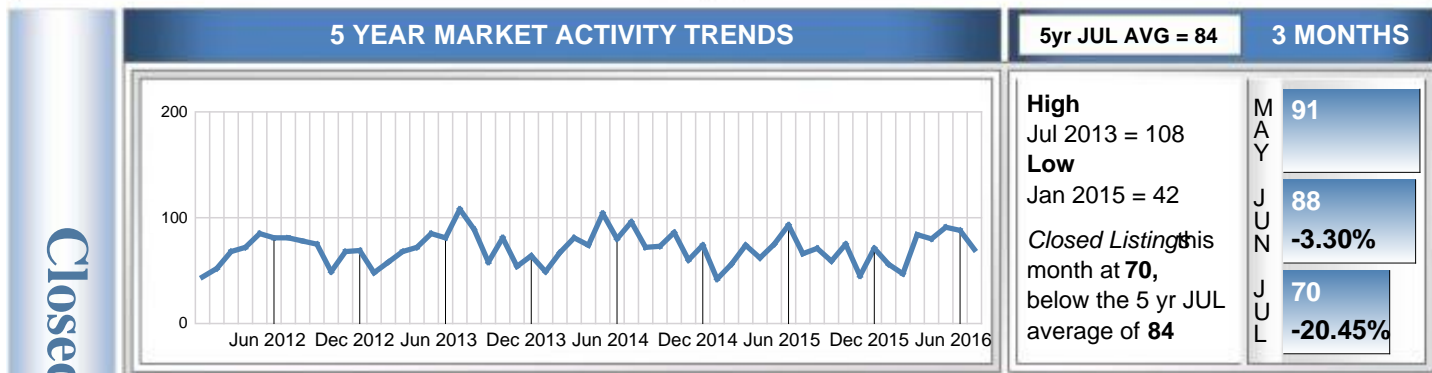
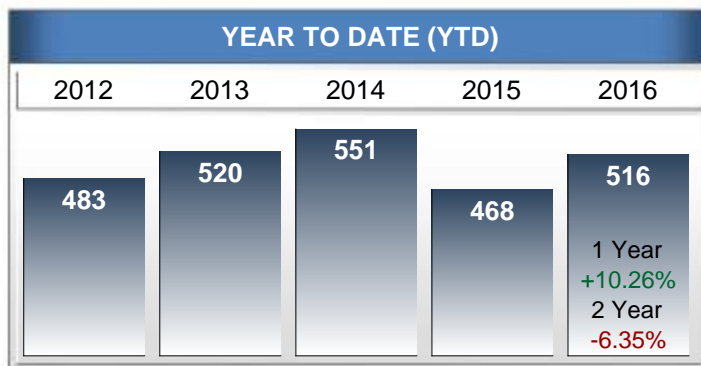
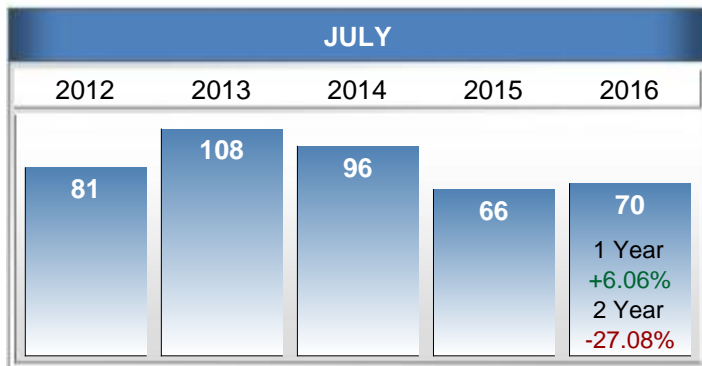
Closed Sales as of Aug 16, 2016



### Closed Listings

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	5	7.14%	18.0	1	4	0	0
\$40,001 - \$60,000	10	14.29%	23.0	6	4	0	0
\$60,001 - \$80,000	7	10.00%	45.0	3	4	0	0
\$80,001 - \$140,000	21	30.00%	18.0	3	16	2	0
\$140,001 - \$200,000	11	15.71%	48.0	0	6	4	1
\$200,001 - \$260,000	9	12.86%	8.0	1	2	6	0
\$260,001 and up	7	10.00%	99.0	0	2	5	0
<b>Total Closed Units:</b>	<b>70</b>		<b>25.5</b>	<b>14</b>	<b>38</b>	<b>17</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>9,297,014</b>			<b>1.09M</b>	<b>4.14M</b>	<b>3.88M</b>	<b>189.90K</b>
<b>Median Closed Price:</b>	<b>\$114,000</b>			<b>\$62,500</b>	<b>\$92,550</b>	<b>\$223,000</b>	<b>\$189,898</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

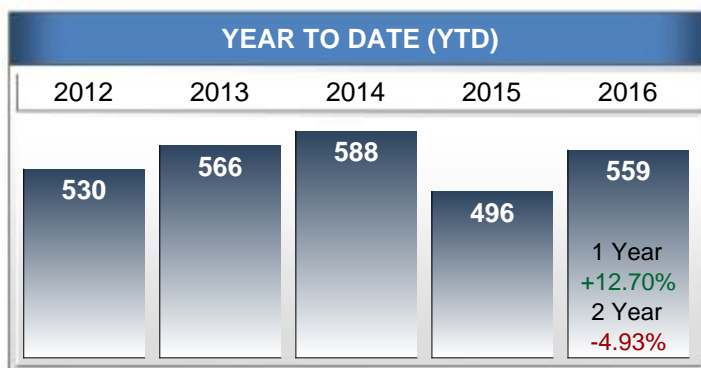
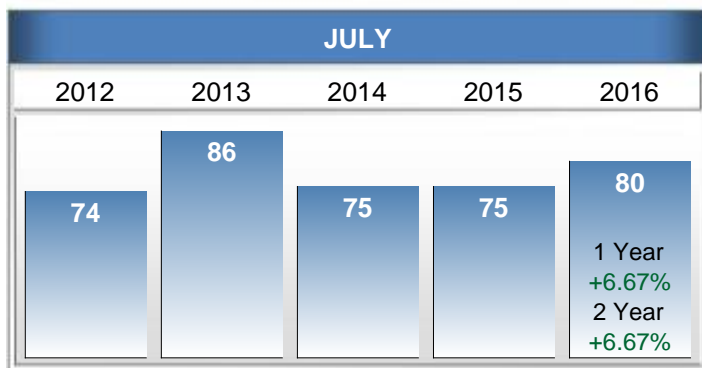
Pending Listings as of Aug 16, 2016



### Pending Listings

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



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

#### 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	8	10.00%	68.5	2	5	1	0		
\$50,001 - \$70,000	10	12.50%	13.0	4	6	0	0		
\$70,001 - \$110,000	12	15.00%	23.5	1	8	3	0		
\$110,001 - \$150,000	20	25.00%	50.5	2	12	6	0		
\$150,001 - \$190,000	11	13.75%	20.0	0	7	4	0		
\$190,001 - \$260,000	11	13.75%	11.0	1	5	4	1		
\$260,001 and up	8	10.00%	35.5	0	2	5	1		
Total Pending Units:				80	30.5	10	45	23	2
Total Pending Volume:				11,326,854		919.85K	5.73M	4.14M	543.00K
Median Listing Price:				\$129,950		\$64,900	\$119,000	\$159,000	\$271,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

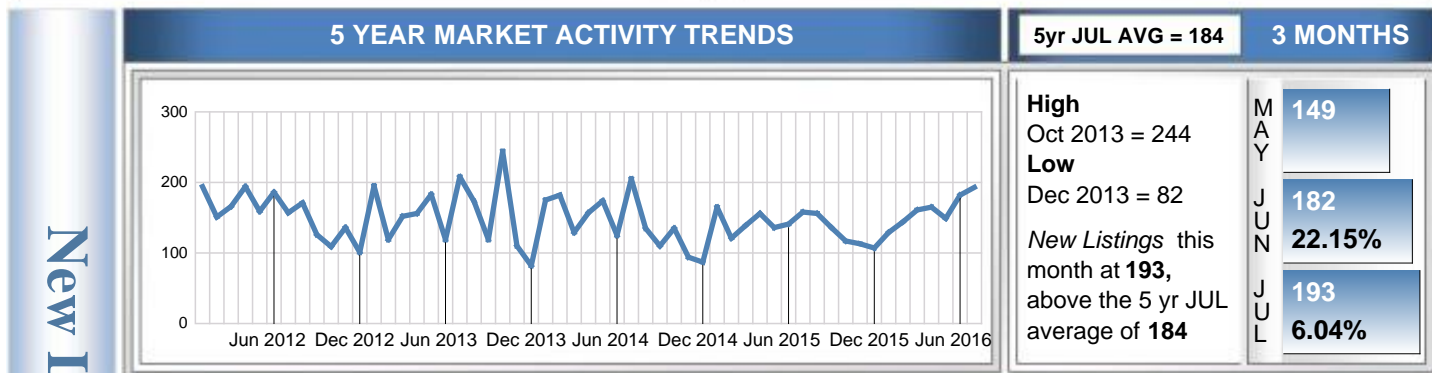
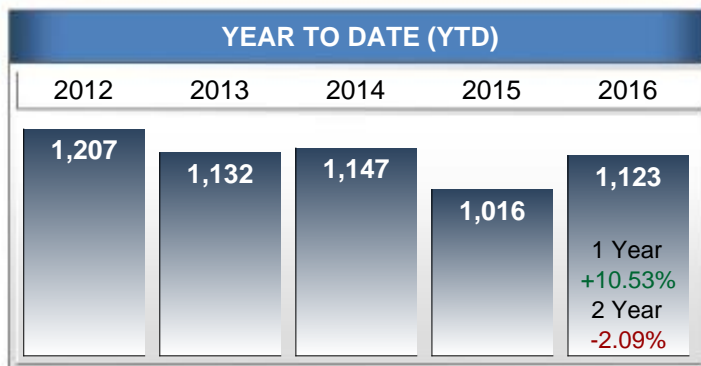
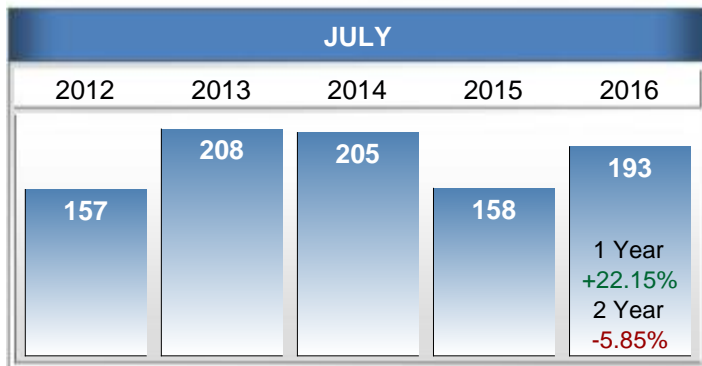
New Listings as of Aug 16, 2016



### 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+
\$40,000 and less	13	6.74%	9	4	0	0
\$40,001 - \$50,000	15	7.77%	13	2	0	0
\$50,001 - \$70,000	44	22.80%	33	9	2	0
\$70,001 - \$110,000	46	23.83%	26	19	1	0
\$110,001 - \$170,000	28	14.51%	0	20	8	0
\$170,001 - \$280,000	27	13.99%	1	14	11	1
\$280,001 and up	20	10.36%	6	1	12	1
<b>Total New Listed Units:</b>	<b>193</b>		<b>88</b>	<b>69</b>	<b>34</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>30,274,551</b>		<b>13.18M</b>	<b>8.53M</b>	<b>7.39M</b>	<b>1.18M</b>
<b>Median New Listed Listing Price:</b>	<b>\$85,000</b>		<b>\$65,375</b>	<b>\$112,000</b>	<b>\$197,000</b>	<b>\$587,500</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

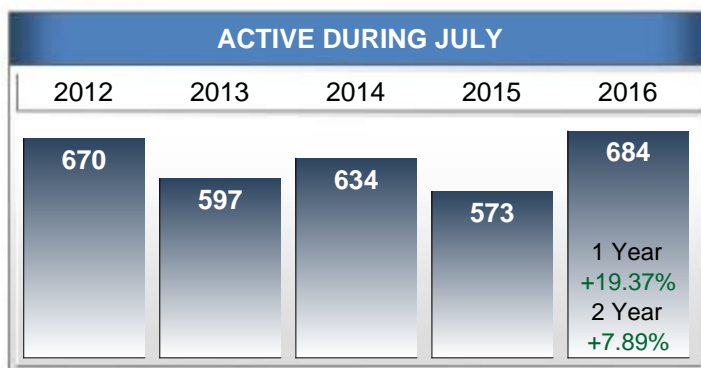
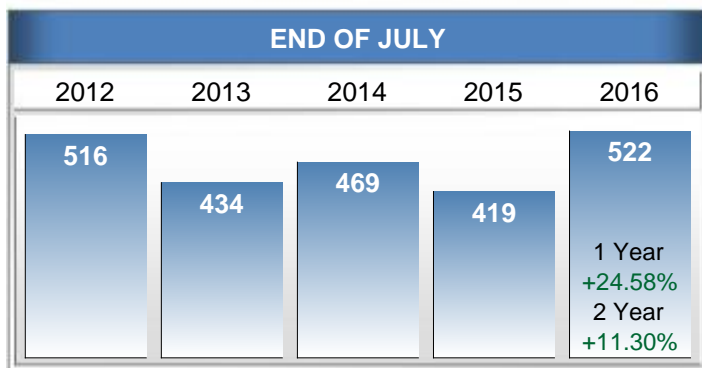
Active Inventory as of Aug 16, 2016



### Active Inventory

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



Active Inventory

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**5yr JUL AVG = 472**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **522**, above the 5 yr JUL average of **472**

Month	Value	% Change
MAY	444	
JUN	493	11.04%
JUL	522	5.88%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	42	8.05%	55.0	40	2	0	0		
\$20,001 \$50,000	57	10.92%	41.0	44	12	1	0		
\$50,001 \$70,000	79	15.13%	32.0	56	21	2	0		
\$70,001 \$130,000	142	27.20%	58.5	49	83	10	0		
\$130,001 \$190,000	77	14.75%	60.0	17	29	23	8		
\$190,001 \$300,000	73	13.98%	76.0	9	24	38	2		
\$300,001 and up	52	9.96%	61.5	12	6	23	11		
Total Active Inventory by Units:				522	55.0	227	177	97	21
Total Active Inventory by Volume:				84,077,647		29.59M	22.35M	24.34M	7.80M
Median Active Inventory Listing Price:				\$99,700		\$62,000	\$110,000	\$214,900	\$305,000



# Monthly Inventory Analysis

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## July 2016

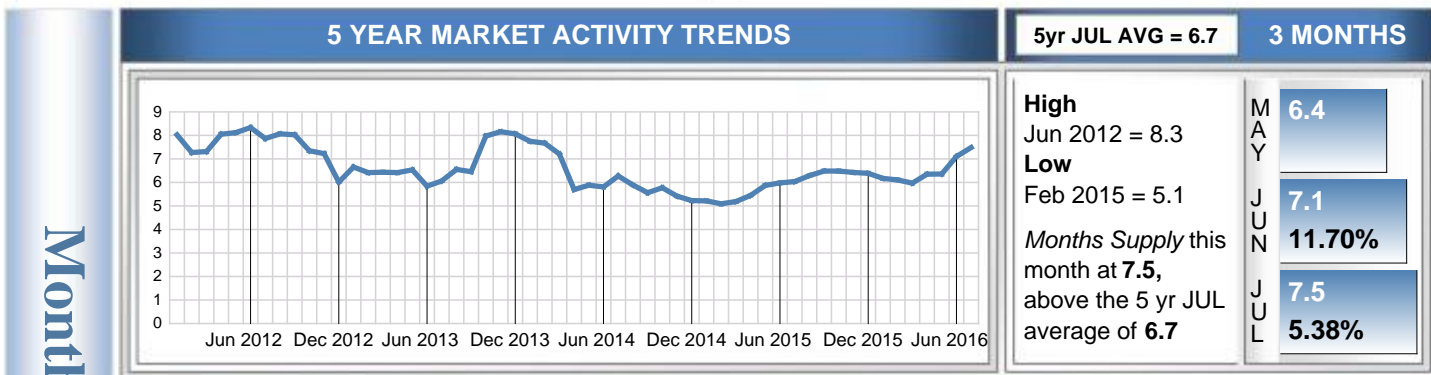
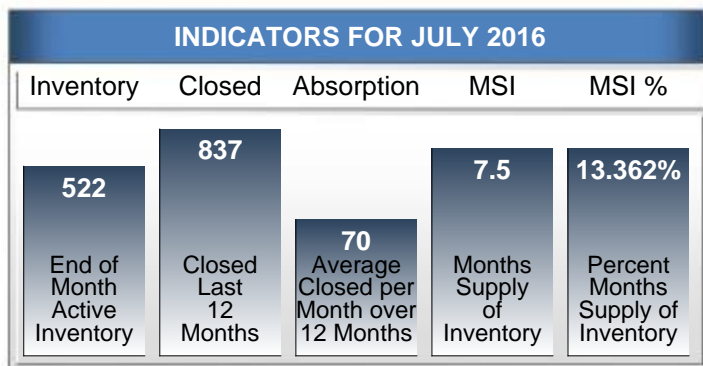
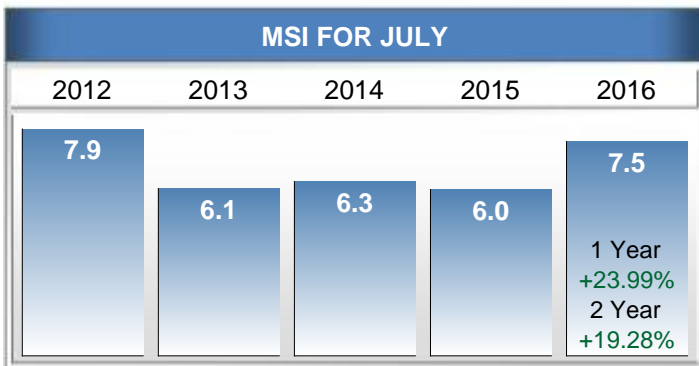
Active Inventory as of Aug 16, 2016



### 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

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## July 2016

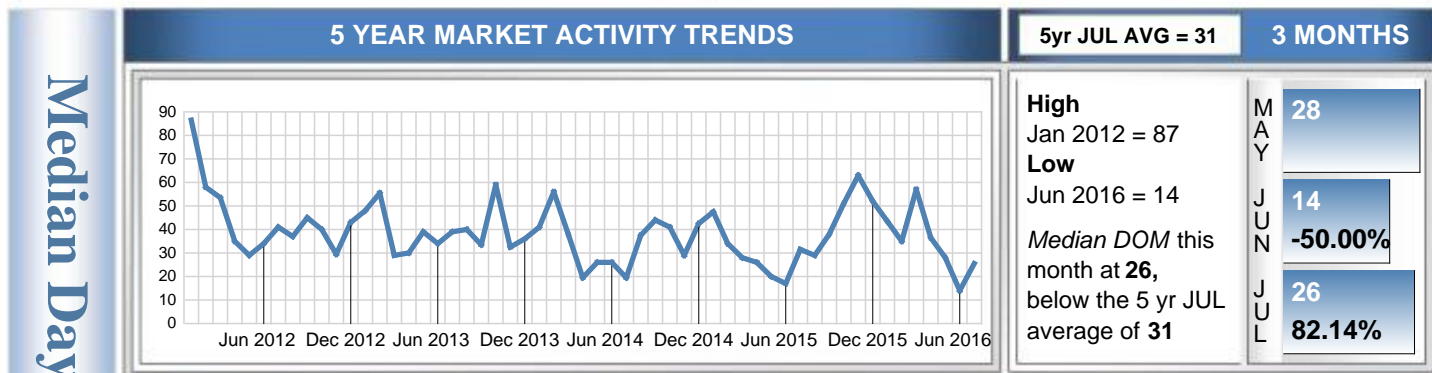
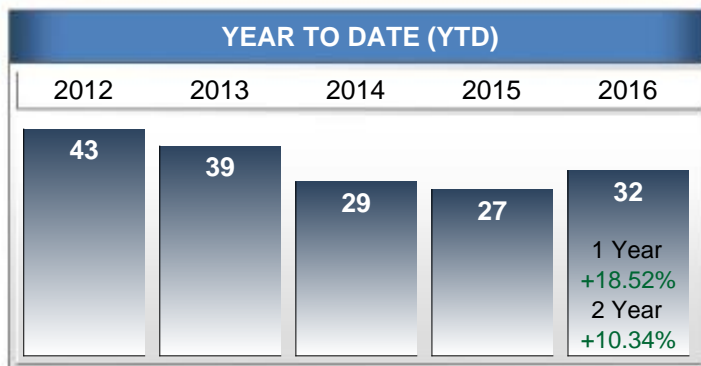
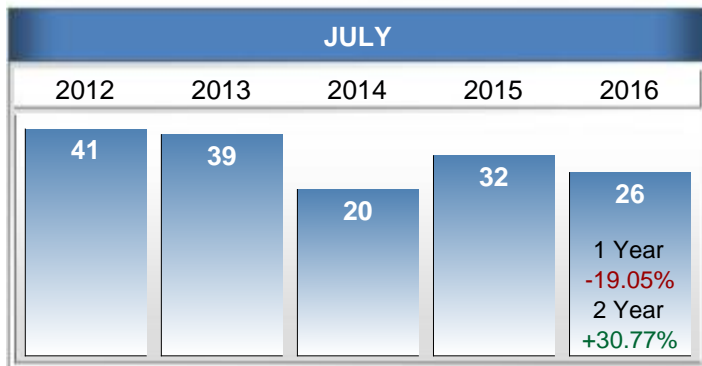
Closed Sales as of Aug 16, 2016



### Median Days on Market to Sale

Report Produced on: Aug 16, 2016

Area Delimited by County Of Washington



#### 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+
\$40,000 and less	5	7.14%	18.0	18.0	19.5	0.0	0.0		
\$40,001 \$60,000	10	14.29%	23.0	16.0	25.0	0.0	0.0		
\$60,001 \$80,000	7	10.00%	45.0	45.0	63.5	0.0	0.0		
\$80,001 \$140,000	21	30.00%	18.0	27.0	10.5	51.5	0.0		
\$140,001 \$200,000	11	15.71%	48.0	0.0	46.5	33.0	54.0		
\$200,001 \$260,000	9	12.86%	8.0	1.0	36.0	26.0	0.0		
\$260,001 and up	7	10.00%	99.0	0.0	72.5	99.0	0.0		
Median Closed DOM:	25.5			22.5	18.5	45.0	54.0		
Total Closed Units:	70			14	38	17	1		
Total Closed Volume:	9,297,014			1.09M	4.14M	3.88M	189.90K		

Median Days on Market

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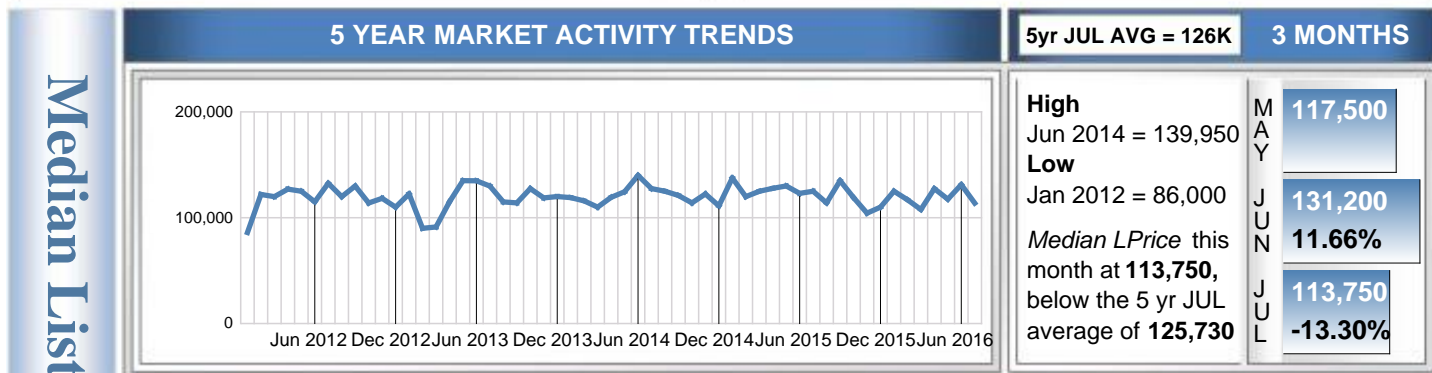
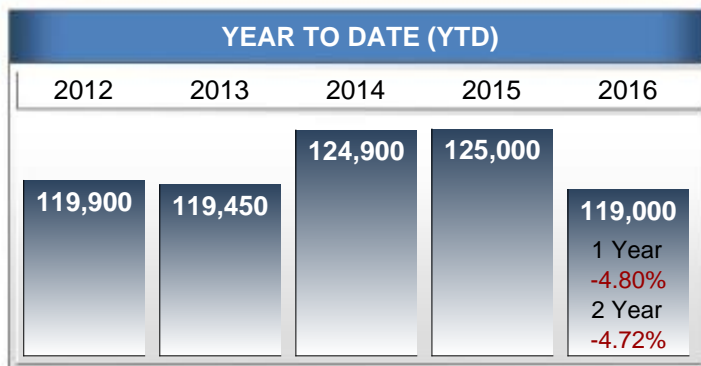
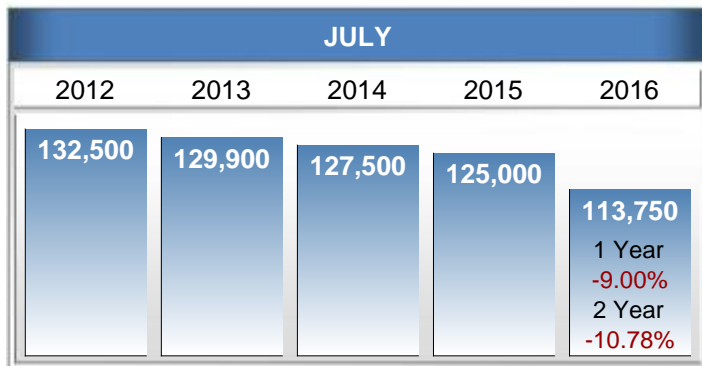
Closed Sales as of Aug 16, 2016



### Median List Price at Closing

Report Produced on: Aug 16, 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+
\$40,000 and less	5	7.14%	19,500	6,000	22,200	0	0
\$40,001 \$60,000	10	14.29%	57,250	57,500	57,000	0	0
\$60,001 \$80,000	7	10.00%	75,000	70,000	79,900	0	0
\$80,001 \$140,000	21	30.00%	100,000	105,000	93,500	130,000	0
\$140,001 \$200,000	11	15.71%	152,500	0	151,200	166,450	189,898
\$200,001 \$260,000	8	11.43%	221,500	252,754	215,000	223,000	0
\$260,001 and up	8	11.43%	314,700	0	327,000	314,700	0
Median List Price:	\$113,750			\$63,450	\$92,250	\$223,000	\$189,898
Total Closed Units:	70			14	38	17	1
Total List Volume:	9,574,435			1.13M	4.28M	3.98M	189.90K





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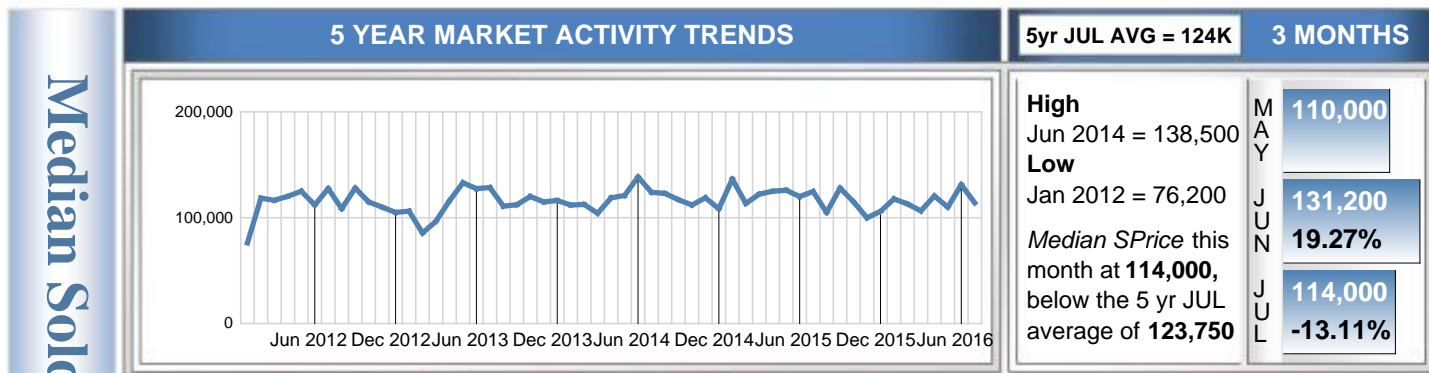
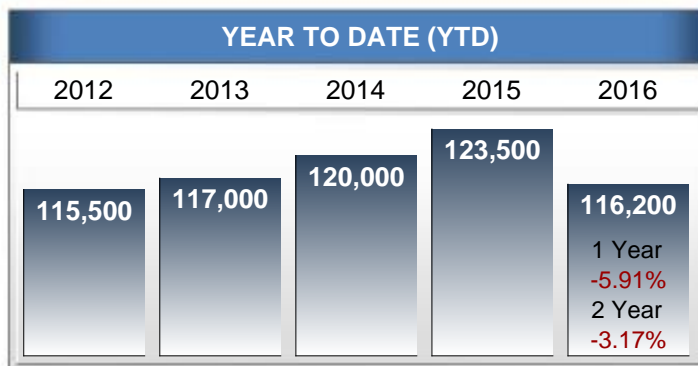
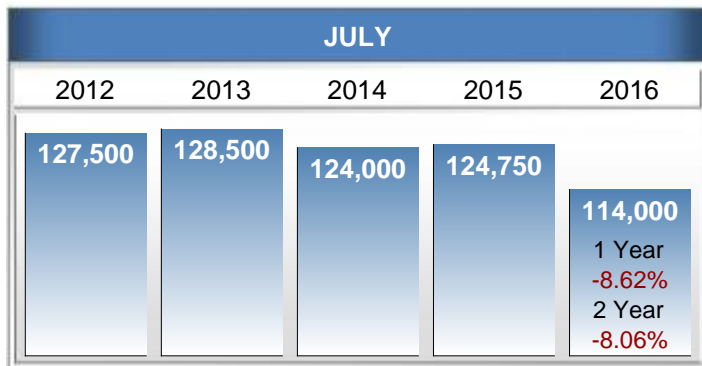
Closed Sales as of Aug 16, 2016



### 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+
\$40,000 and less	5		7.14%	18,250	6,200	21,650	0	0
\$40,001 - \$60,000	10		14.29%	53,000	55,750	50,250	0	0
\$60,001 - \$80,000	7		10.00%	65,000	67,000	65,000	0	0
\$80,001 - \$140,000	21		30.00%	100,000	95,000	97,000	128,400	0
\$140,001 - \$200,000	11		15.71%	149,900	0	148,450	165,750	189,898
\$200,001 - \$260,000	9		12.86%	223,000	252,754	207,000	236,500	0
\$260,001 and up	7		10.00%	322,500	0	294,250	322,500	0
Median Closed Price:	\$114,000				\$62,500	\$92,550	\$223,000	\$189,898
Total Closed Units:	70				14	38	17	1
Total Closed Volume:	9,297,014				1.09M	4.14M	3.88M	189.90K



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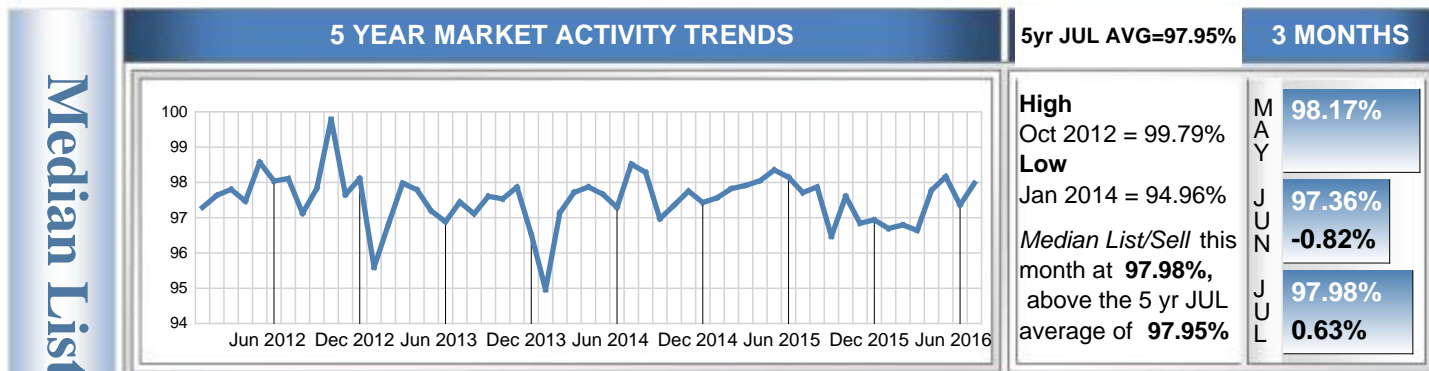
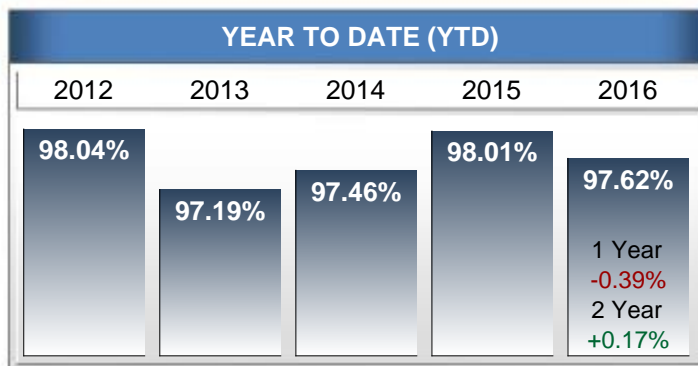
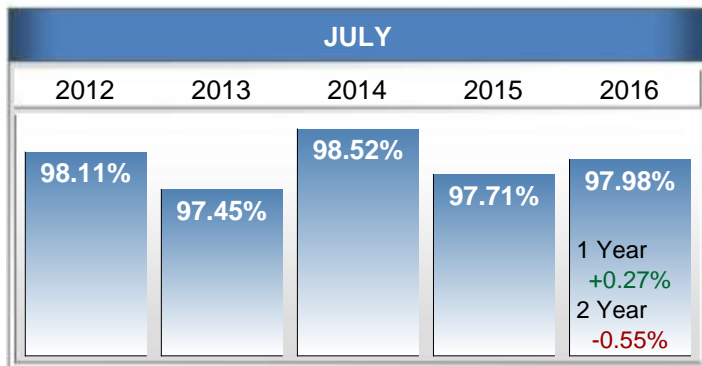
Closed Sales as of Aug 16, 2016



### Median Percent of List Price to Selling Price

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Median List/Sell 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+
\$40,000 and less	5	7.14%	100.60%	103.33%	97.36%	0.00%	0.00%
\$40,001 - \$60,000	10	14.29%	96.06%	97.30%	94.96%	0.00%	0.00%
\$60,001 - \$80,000	7	10.00%	97.62%	93.39%	98.89%	0.00%	0.00%
\$80,001 - \$140,000	21	30.00%	98.98%	96.63%	99.74%	98.77%	0.00%
\$140,001 - \$200,000	11	15.71%	98.77%	0.00%	98.84%	98.59%	100.00%
\$200,001 - \$260,000	9	12.86%	97.72%	100.00%	96.30%	97.80%	0.00%
\$260,001 and up	7	10.00%	97.33%	0.00%	90.65%	97.76%	0.00%
Median List/Sell Ratio:				97.30%	98.18%	97.89%	100.00%
Total Closed Units:					14	38	17
Total Closed Volume:				9,297,014	1.09M	4.14M	3.88M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

Inventory as of Aug 16, 2016



### Market Summary

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**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%
Median List Price	125,000	113,750	-9.00%	125,000	119,000	-4.80%
Median Sale Price	124,750	114,000	-8.62%	123,500	116,200	-5.91%
Median Percent of List Price to Selling Price	97.71%	97.98%	0.27%	98.01%	97.62%	-0.39%
Median Days on Market to Sale	31.50	25.50	-19.05%	27.00	32.00	18.52%
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%

