



January 2016

Area Delimited by County Of Washington

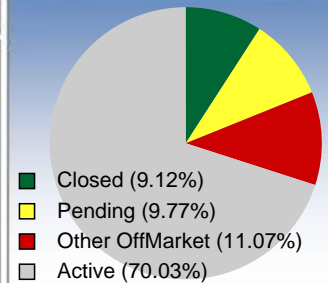


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of January 31, 2016 = **430**

	JANUARY		
	2015	2016	+/- %
Closed Listings	42	56	33.33%
Pending Listings	58	60	3.45%
New Listings	165	129	-21.82%
Average List Price	171,894	135,602	-21.11%
Average Sale Price	165,666	130,033	-21.51%
Average Percent of List Price to Selling Price	94.73%	95.94%	1.29%
Average Days on Market to Sale	59.05	54.84	-7.13%
End of Month Inventory	395	430	8.86%
Months Supply of Inventory	5.21	6.43	23.38%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 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 January 2016 rose **8.86%** to 430 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **6.43** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **21.51%** in January 2016 to \$130,033 versus the previous year at \$165,666.

Average Days on Market Shortens

The average number of **54.84** days that homes spent on the market before selling decreased by 4.21 days or **7.13%** in January 2016 compared to last year's same month at **59.05** DOM.

Sales Success for January 2016 is Positive

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

There were 129 New Listings in January 2016, down **21.82%** from last year at 165. Furthermore, there were 56 Closed Listings this month versus last year at 42, a **33.33%** increase.

Closed versus Listed trends yielded a **43.4%** ratio, up from last year's January 2016 at **25.5%**, a **70.54%** upswing. 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.

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



Monthly Inventory Analysis

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January 2016

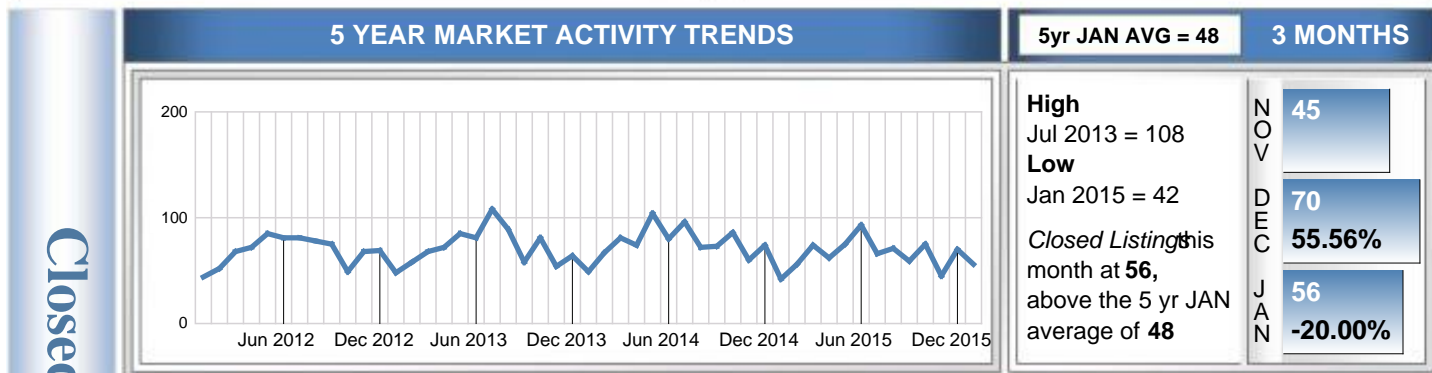
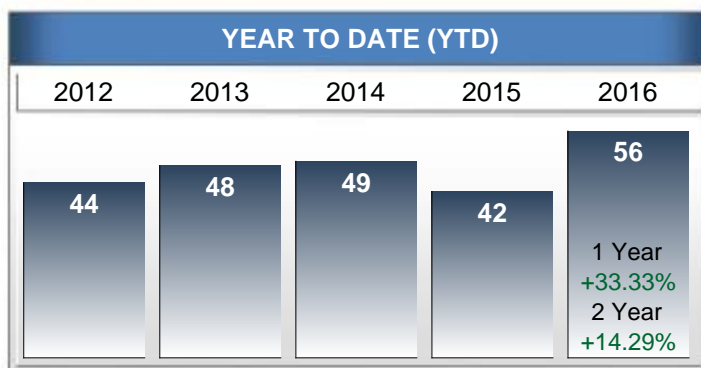
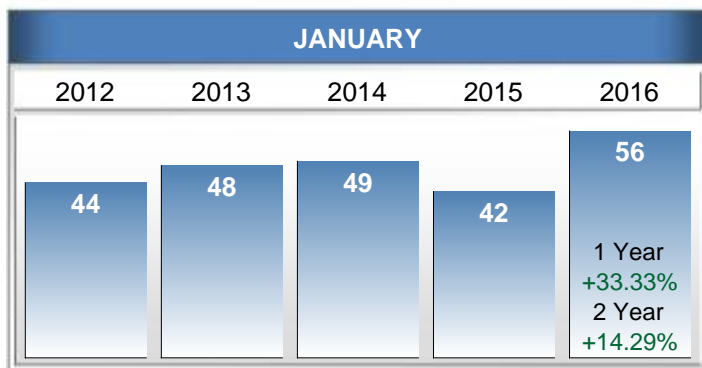
Closed Sales as of Feb 15, 2016



Closed Listings

Report Produced on: Feb 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+
\$30,000 and less	4	7.14%	47.0	1	3	0	0
\$30,001 \$40,000	6	10.71%	18.7	2	4	0	0
\$40,001 \$90,000	11	19.64%	69.1	3	7	1	0
\$90,001 \$140,000	14	25.00%	62.1	1	12	1	0
\$140,001 \$170,000	7	12.50%	62.0	0	2	5	0
\$170,001 \$250,000	9	16.07%	44.6	0	5	4	0
\$250,001 and up	5	8.93%	61.4	1	0	4	0
Total Closed Units:	56		54.8	8	33	15	0.00B
Total Closed Volume:	7,281,857			774.10K	3.41M	3.10M	0.00B
Average Closed Price:	\$130,033			\$96,763	\$103,229	\$206,747	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

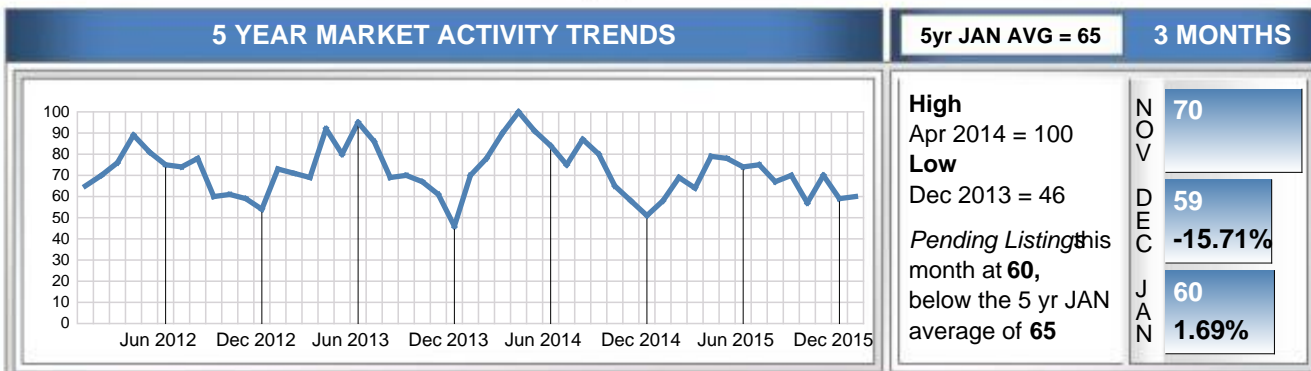
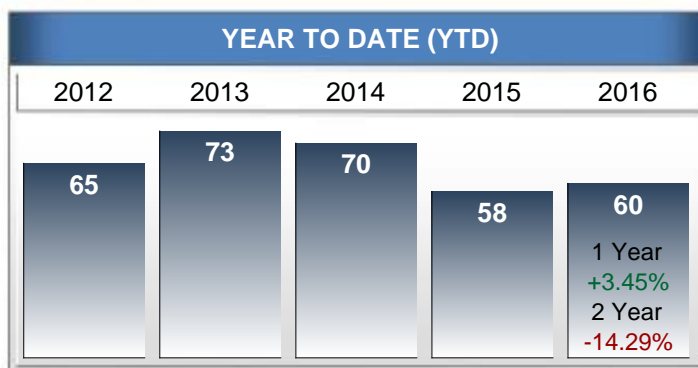
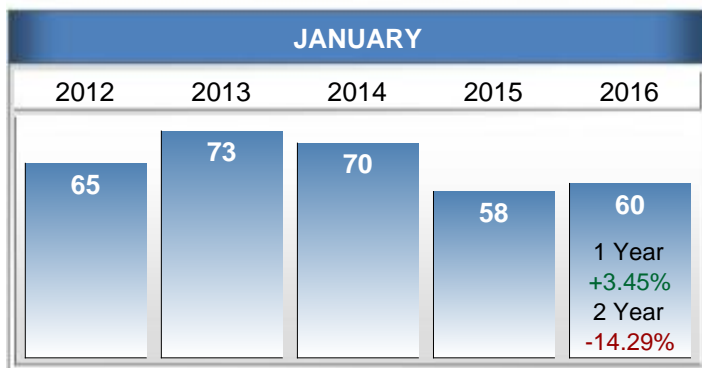
Pending Listings as of Feb 15, 2016



Pending Listings

Report Produced on: Feb 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+
\$30,000 and less	6	10.00%	27.3	4	1	1	0
\$30,001 - \$50,000	4	6.67%	22.5	2	2	0	0
\$50,001 - \$80,000	13	21.67%	50.1	4	7	2	0
\$80,001 - \$130,000	14	23.33%	44.1	0	12	2	0
\$130,001 - \$170,000	9	15.00%	61.6	1	5	3	0
\$170,001 - \$250,000	9	15.00%	86.0	1	3	4	1
\$250,001 and up	5	8.33%	65.6	0	2	3	0
Total Pending Units:	60		20.4	12	32	15	1
Total Pending Volume:	7,461,050			721.75K	3.99M	2.53M	220.00K
Average Listing Price:	\$90,271			\$60,146	\$124,669	\$168,660	\$220,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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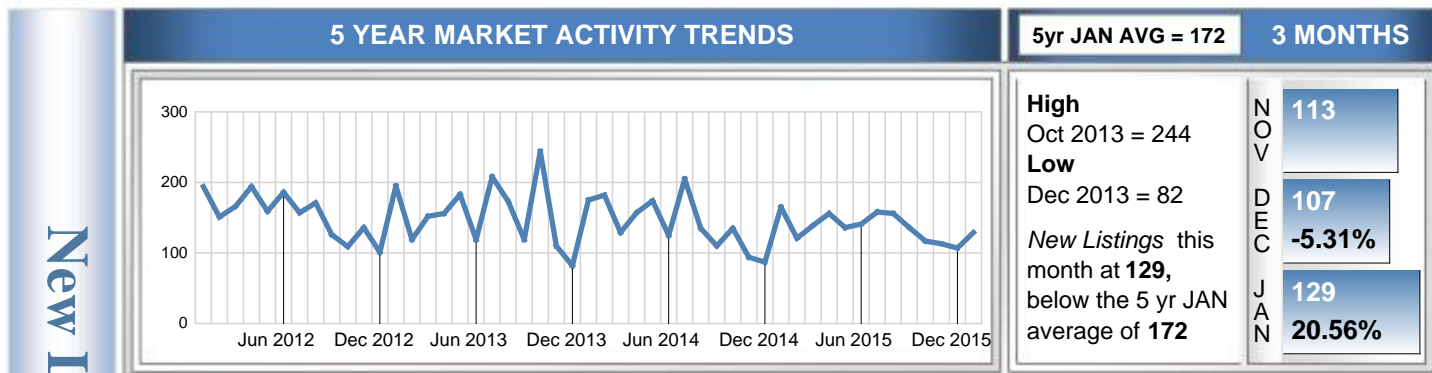
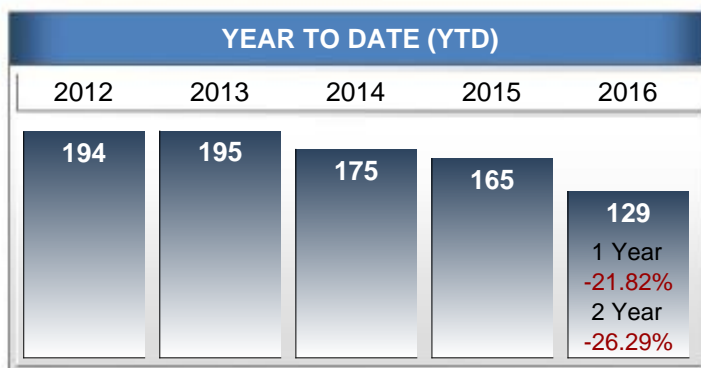
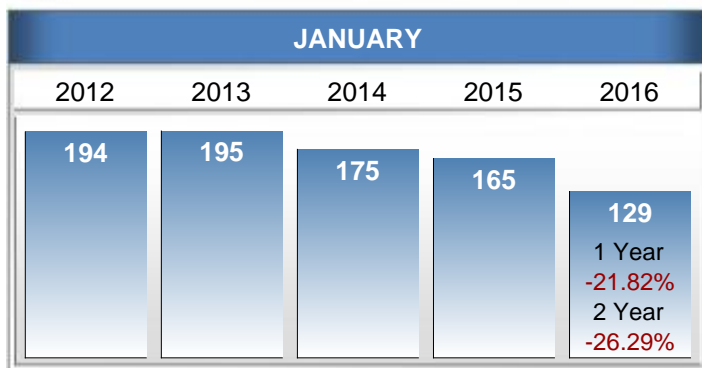
New Listings as of Feb 15, 2016



New Listings

Report Produced on: Feb 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	9	6.98%	7	0	2	0
\$40,001 - \$60,000	17	13.18%	13	4	0	0
\$60,001 - \$70,000	11	8.53%	4	6	1	0
\$70,001 - \$100,000	43	33.33%	26	16	1	0
\$100,001 - \$150,000	20	15.50%	2	13	5	0
\$150,001 - \$280,000	17	13.18%	0	5	12	0
\$280,001 and up	12	9.30%	2	1	7	2
Total New Listed Units:	129		54	45	28	2
Total New Listed Volume:	16,809,430		4.82M	4.99M	6.03M	972.50K
Average New Listed Listing Price:	\$87,500		\$89,236	\$110,811	\$215,418	\$486,250



Monthly Inventory Analysis

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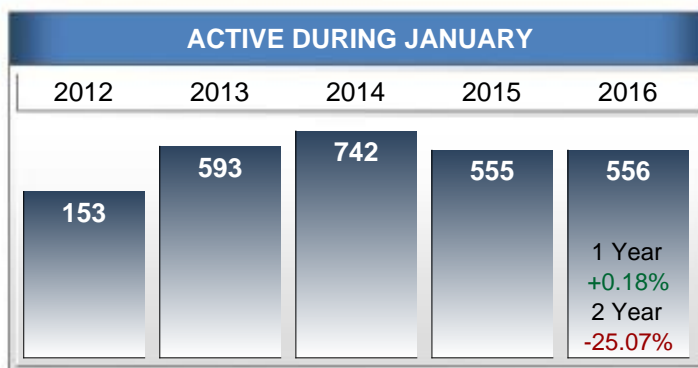
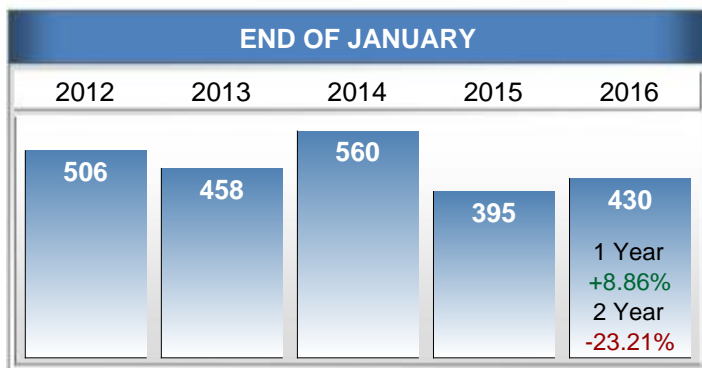
Active Inventory as of Feb 15, 2016



Active Inventory

Report Produced on: Feb 15, 2016

Area Delimited by County Of Washington



Active Inventory

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5yr JAN AVG = 470 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **430**, below the 5 yr JAN average of **470**

N	431
O	
V	
D	430
E	-0.23%
C	
J	430
A	0.00%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	42	9.77%	112.8	40	2	0	0		
\$25,001 \$50,000	44	10.23%	82.3	29	13	2	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	181	42.09%	75.1	92	71	18	0		
\$125,001 \$175,000	56	13.02%	89.9	10	26	17	3		
\$175,001 \$300,000	61	14.19%	76.7	5	22	32	2		
\$300,001 and up	46	10.70%	74.4	11	3	19	13		
Total Active Inventory by Units:				430	81.6	187	137	88	18
Total Active Inventory by Volume:				67,882,782		22.89M	16.78M	20.22M	7.99M
Average Active Inventory Listing Price:				\$157,867		\$122,427	\$122,458	\$229,807	\$443,839



Monthly Inventory Analysis

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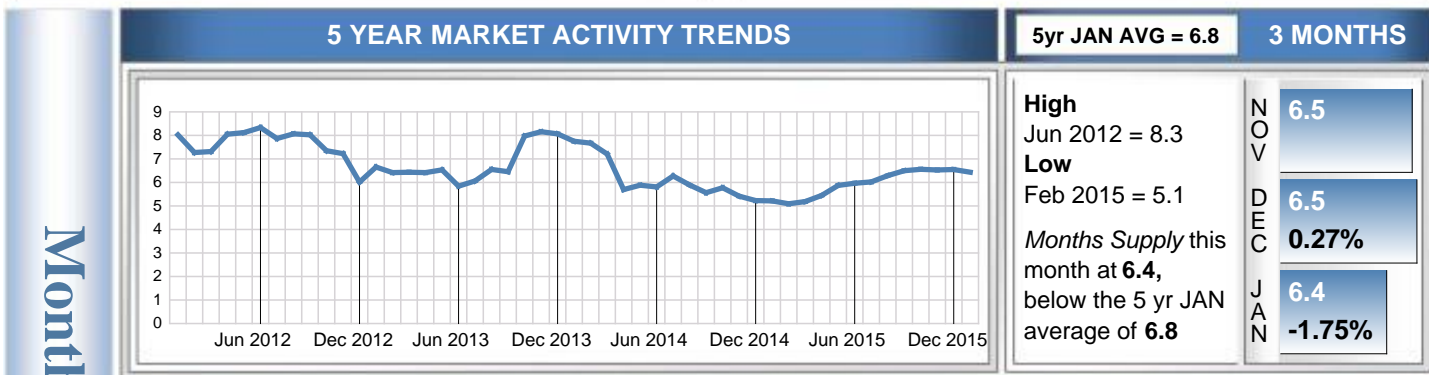
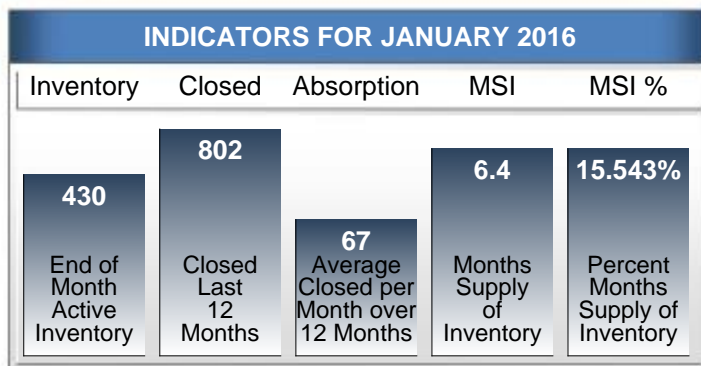
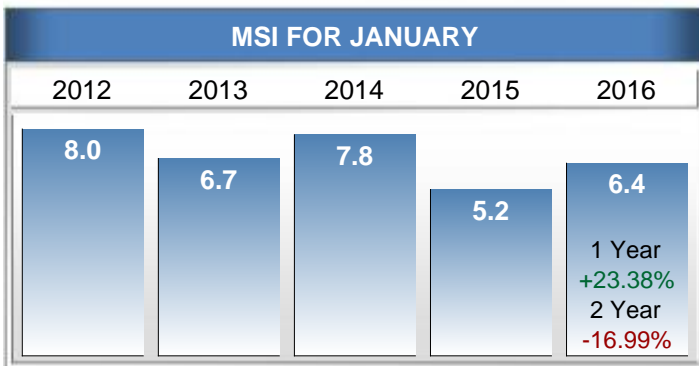
Active Inventory as of Feb 15, 2016



Months Supply of Inventory

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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+
\$30,000 and less	43	10.00%	12.6	20.9	2.1	0.0	0.0
\$30,001 \$50,000	43	10.00%	7.6	12.9	3.6	0.0	0.0
\$50,001 \$70,000	62	14.42%	9.2	17.6	4.9	4.0	0.0
\$70,001 \$120,000	111	25.81%	5.9	24.0	3.3	5.6	0.0
\$120,001 \$180,000	72	16.74%	4.2	12.0	3.8	3.6	4.5
\$180,001 \$320,000	55	12.79%	4.4	15.0	5.2	3.8	2.4
\$320,001 and up	44	10.23%	18.2	132.0	9.0	12.8	19.5
MSI:	6.4			18.9	3.8	4.7	8.0
Total Active Inventory:	430			187	137	88	18



Monthly Inventory Analysis

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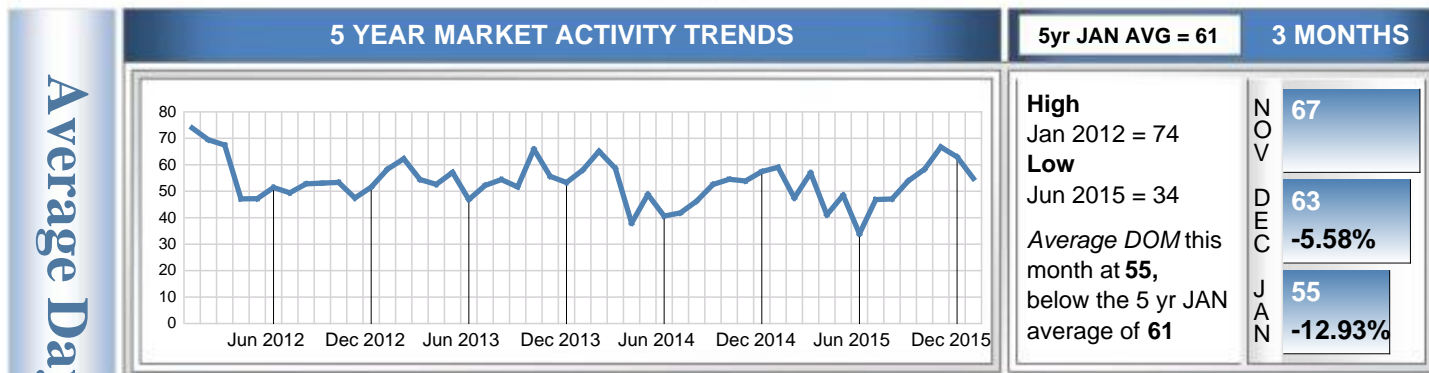
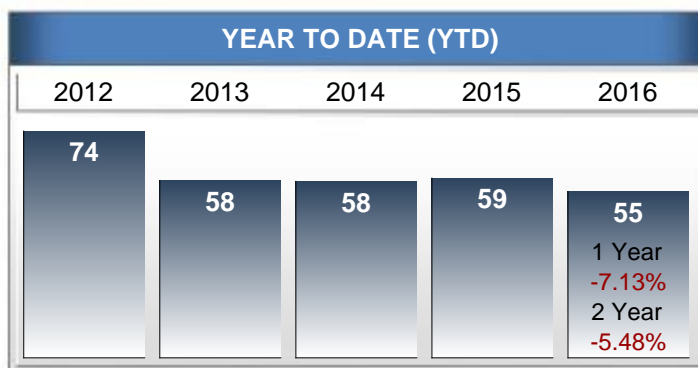
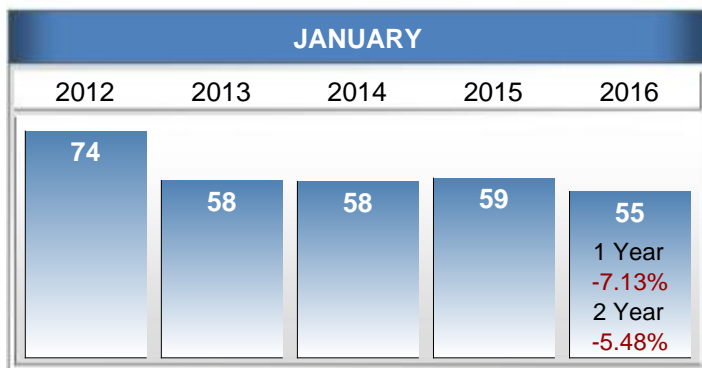
Closed Sales as of Feb 15, 2016



Average Days on Market to Sale

Report Produced on: Feb 15, 2016

Area Delimited by County Of Washington



Average Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	4	7.14%	47.0	8.0	60.0	0.0	0.0
\$30,001 \$40,000	6	10.71%	18.7	13.5	21.3	0.0	0.0
\$40,001 \$90,000	11	19.64%	69.1	70.7	78.1	1.0	0.0
\$90,001 \$140,000	14	25.00%	62.1	2.0	63.3	108.0	0.0
\$140,001 \$170,000	7	12.50%	62.0	0.0	41.5	70.2	0.0
\$170,001 \$250,000	9	16.07%	44.6	0.0	27.0	66.5	0.0
\$250,001 and up	5	8.93%	61.4	181.0	0.0	31.5	0.0
Average Closed DOM: 54.8				53.8	54.2	56.8	0.0
Total Closed Units: 56				8	33	15	
Total Closed Volume: 7,281,857				774.10K	3.41M	3.10M	0.00B



Monthly Inventory Analysis

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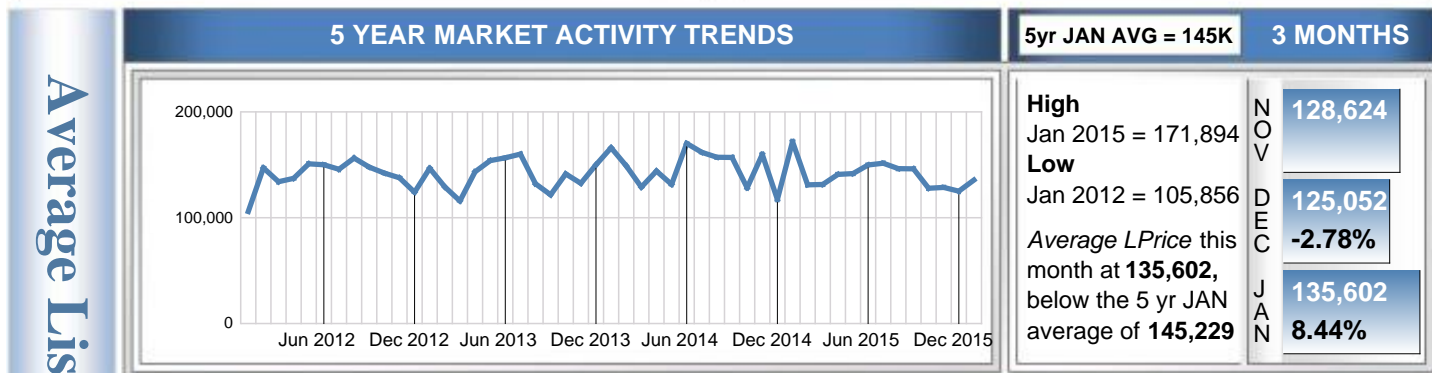
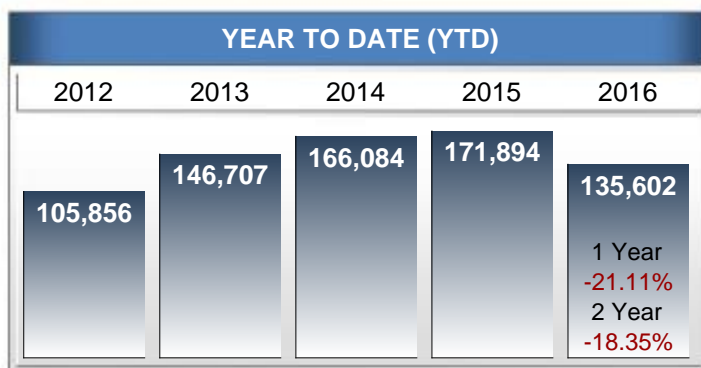
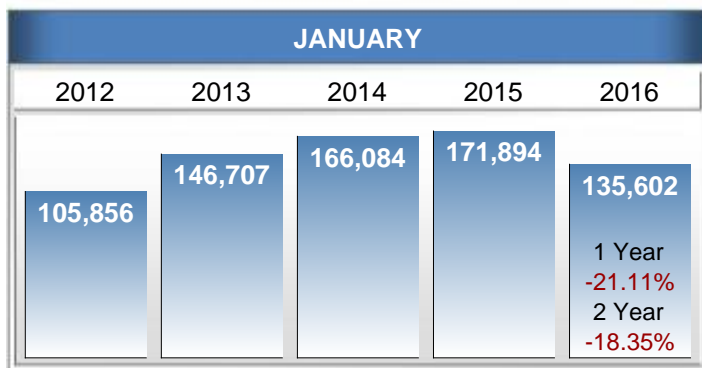
Closed Sales as of Feb 15, 2016



Average List Price at Closing

Report Produced on: Feb 15, 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+
\$30,000 and less	4	7.14%	18,425	16,900	18,933	0	0
\$30,001 \$40,000	5	8.93%	36,360	35,950	41,475	0	0
\$40,001 \$90,000	12	21.43%	63,042	50,167	71,143	52,000	0
\$90,001 \$140,000	13	23.21%	121,562	97,500	124,067	139,000	0
\$140,001 \$170,000	7	12.50%	154,129	0	150,750	161,660	0
\$170,001 \$250,000	9	16.07%	193,200	0	201,780	203,475	0
\$250,001 and up	6	10.71%	363,950	470,000	0	363,450	0
Average List Price:	\$135,602			\$100,850	\$106,664	\$217,800	\$0
Total Closed Units:	56			8	33	15	
Total List Volume:	7,593,700			806.80K	3.52M	3.27M	0.00B



Monthly Inventory Analysis

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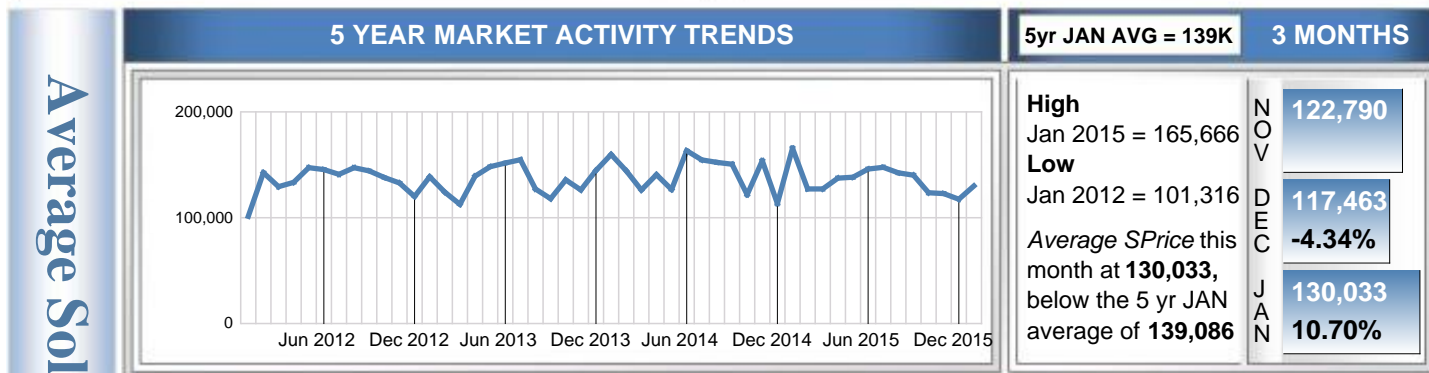
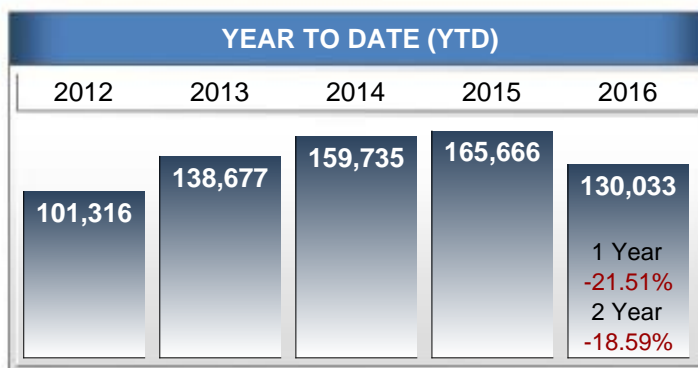
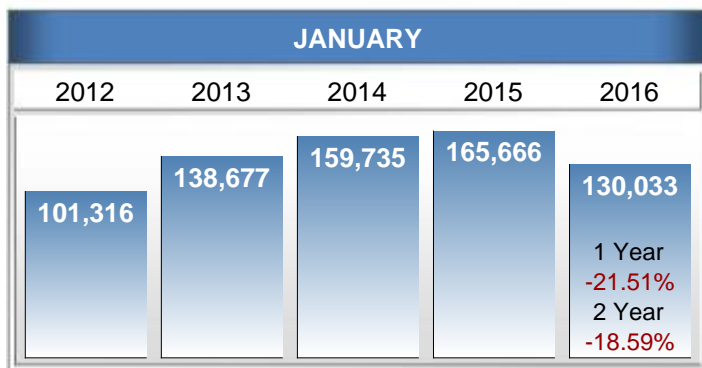
Closed Sales as of Feb 15, 2016



Average Sold Price at Closing

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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+
\$30,000 and less	4	7.14%	16,900	20,100	15,833	0	0
\$30,001 \$40,000	6	10.71%	36,726	35,250	37,464	0	0
\$40,001 \$90,000	11	19.64%	61,209	48,667	67,900	52,000	0
\$90,001 \$140,000	14	25.00%	117,886	92,500	118,575	135,000	0
\$140,001 \$170,000	7	12.50%	155,286	0	148,250	158,100	0
\$170,001 \$250,000	9	16.07%	195,867	0	202,900	187,075	0
\$250,001 and up	5	8.93%	364,080	445,000	0	343,850	0
Average Closed Price: \$130,033				\$96,763	\$103,229	\$206,747	\$0
Total Closed Units: 56				8	33	15	
Total Closed Volume: 7,281,857				774.10K	3.41M	3.10M	0.00B



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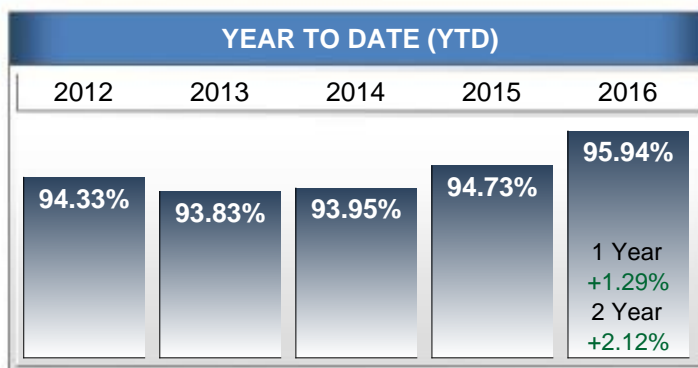
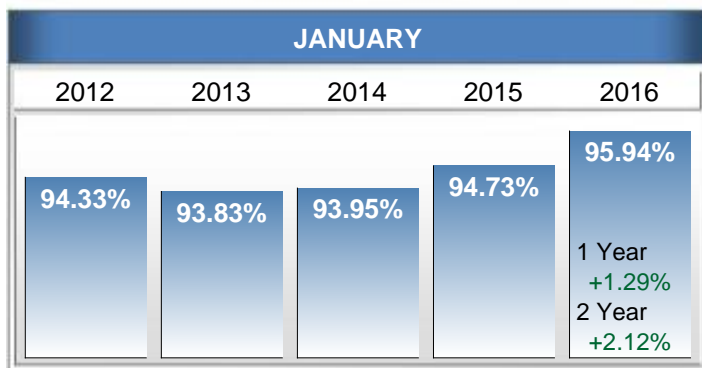
Closed Sales as of Feb 15, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr JAN AVG=94.56%	3 MONTHS
High Mar 2013 = 98.15%	NOV 94.58%
Low Aug 2013 = 91.62%	DEC 94.23%
Average List/Sell this month at 95.94% , above the 5 yr JAN average of 94.56%	JAN 95.94%
	DEC -0.37%
	JAN 1.82%

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+
\$30,000 and less	4	7.14%	94.39%	118.93%	86.21%	0.00%	0.00%
\$30,001 \$40,000	6	10.71%	94.49%	97.81%	92.83%	0.00%	0.00%
\$40,001 \$90,000	11	19.64%	96.02%	96.87%	95.09%	100.00%	0.00%
\$90,001 \$140,000	14	25.00%	95.83%	94.87%	95.80%	97.12%	0.00%
\$140,001 \$170,000	7	12.50%	98.04%	0.00%	98.37%	97.91%	0.00%
\$170,001 \$250,000	9	16.07%	96.90%	0.00%	100.97%	91.81%	0.00%
\$250,001 and up	5	8.93%	94.44%	94.68%	0.00%	94.38%	0.00%
Average List/Sell Ratio:	95.90%			99.34%	95.36%	95.43%	0.00%
Total Closed Units:	56			8	33	15	
Total Closed Volume:	7,281,857			774.10K	3.41M	3.10M	0.00B



Monthly Inventory Analysis

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January 2016

Inventory as of Feb 15, 2016



Market Summary

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Absorption: Last 12 months, an Average of 67 Sales/Month

Active Inventory as of January 31, 2016 = 430

	JANUARY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	42	56	33.33%	42	56	33.33%
Pending Sales	58	60	3.45%	58	60	3.45%
New Listings	165	129	-21.82%	165	129	-21.82%
Average List Price	171,894	135,602	-21.11%	171,894	135,602	-21.11%
Average Sale Price	165,666	130,033	-21.51%	165,666	130,033	-21.51%
Average Percent of List Price to Selling Price	94.73%	95.94%	1.29%	94.73%	95.94%	1.29%
Average Days on Market to Sale	59.05	54.84	-7.13%	59.05	54.84	-7.13%
Monthly Inventory	395	430	8.86%	395	430	8.86%
Months Supply of Inventory	5.21	6.43	23.38%	5.21	6.43	23.38%

