



August 2015

Area Delimited by County Of Washington

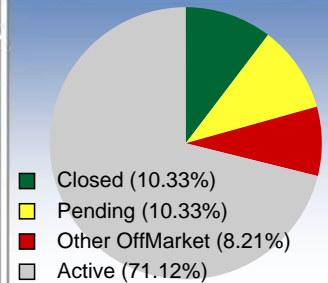


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of August 30, 2015 = **468**

	AUGUST		
	2014	2015	+/- %
Closed Listings	71	68	-4.23%
Pending Listings	85	68	-20.00%
New Listings	135	150	11.11%
Average List Price	158,060	147,191	-6.88%
Average Sale Price	153,089	143,277	-6.41%
Average Percent of List Price to Selling Price	96.53%	96.68%	0.15%
Average Days on Market to Sale	46.89	44.93	-4.18%
End of Month Inventory	434	468	7.83%
Months Supply of Inventory	5.92	6.77	14.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 14, 2015

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 August 2015 rose **7.83%** to 468 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.77** 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 **6.41%** in August 2015 to \$143,277 versus the previous year at \$153,089.

Average Days on Market Shortens

The average number of **44.93** days that homes spent on the market before selling decreased by 1.96 days or **4.18%** in August 2015 compared to last year's same month at **46.89** DOM.

Sales Success for August 2015 is Positive

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

There were 150 New Listings in August 2015, up **11.11%** from last year at 135. Furthermore, there were 68 Closed Listings this month versus last year at 71, a **-4.23%** decrease.

Closed versus Listed trends yielded a **45.3%** ratio, down from last year's August 2015 at **52.6%**, a **13.80%** 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

Data from the Greater Tulsa Association of REALTORS®

August 2015

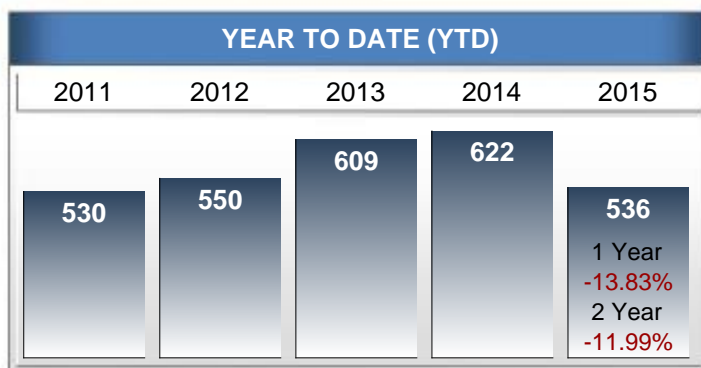
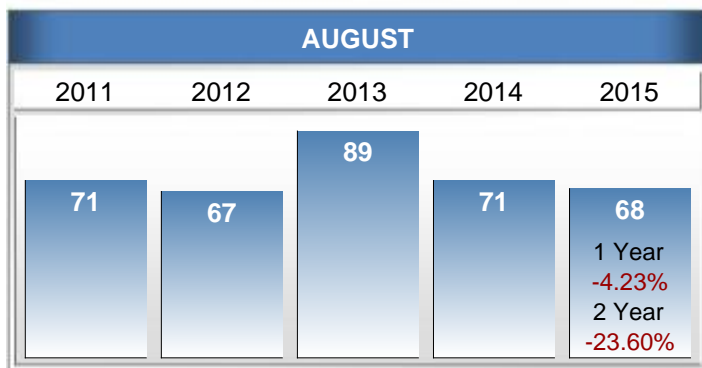
Closed Sales as of Sep 14, 2015



Closed Listings

Report Produced on: Sep 14, 2015

Area Delimited by County Of Washington



Closed Listings
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5yr AUG AVG = 73 **3 MONTHS**

High
Jul 2013 = 108

Low
Feb 2011 = 40

Closed Listing this month at **68**, below the 5 yr AUG average of **73**

JUN	93
JUL	66
AUG	68
-29.03%	

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	6	8.82%	19.5	2	4	0	0
\$50,001 - \$60,000	5	7.35%	47.4	1	4	0	0
\$60,001 - \$80,000	12	17.65%	48.1	2	10	0	0
\$80,001 - \$140,000	17	25.00%	31.0	1	15	1	0
\$140,001 - \$200,000	13	19.12%	51.2	1	5	5	2
\$200,001 - \$270,000	7	10.29%	70.9	1	1	4	1
\$270,001 and up	8	11.76%	54.5	0	2	5	1
Total Closed Units:	68		44.9	8	41	15	4
Total Closed Volume:	9,742,855			803.50K	4.41M	3.41M	1.12M
Average Closed Price:	\$143,277			\$100,438	\$107,616	\$227,314	\$279,350



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

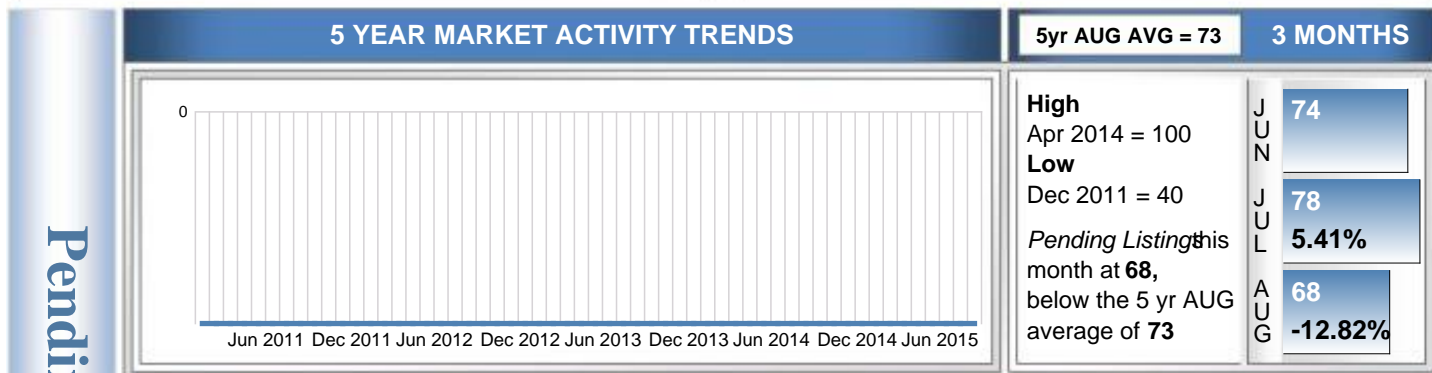
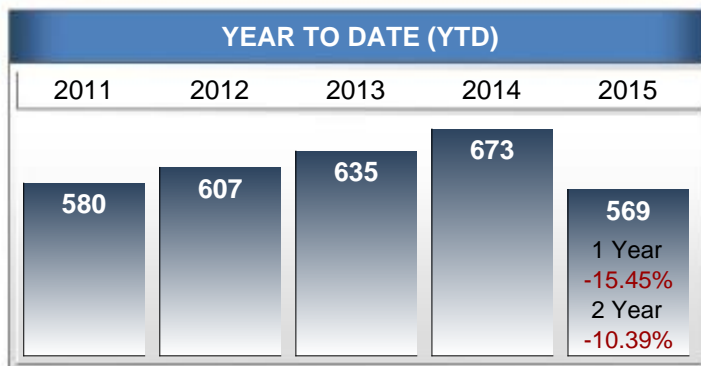
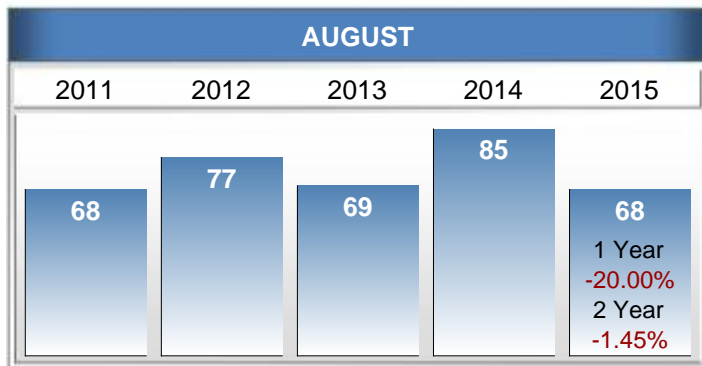
Pending Listings as of Sep 14, 2015



Pending Listings

Report Produced on: Sep 14, 2015

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+
\$25,000 and less	2	2.94%	2.0	1	1	0	0
\$25,001 \$50,000	9	13.24%	51.3	6	3	0	0
\$50,001 \$75,000	6	8.82%	64.3	3	3	0	0
\$75,001 \$125,000	19	27.94%	59.1	4	14	1	0
\$125,001 \$150,000	11	16.18%	59.0	0	7	4	0
\$150,001 \$225,000	13	19.12%	63.5	1	7	5	0
\$225,001 and up	8	11.76%	53.1	0	4	3	1
Total Pending Units: 68				15	39	13	1
Total Pending Volume: 9,056,370				1.05M	5.15M	2.30M	559.50K
Average Listing Price: \$162,720				\$69,960	\$132,106	\$176,563	\$559,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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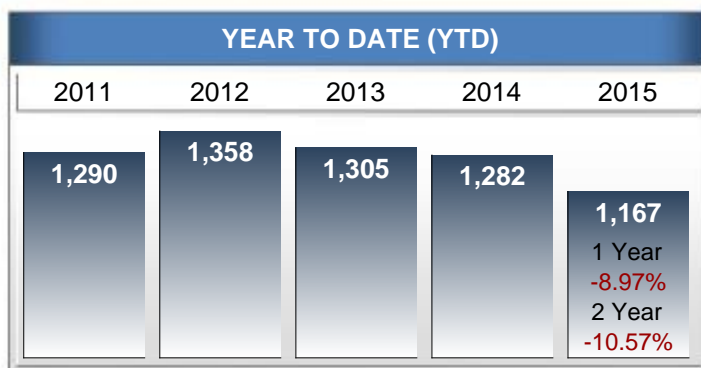
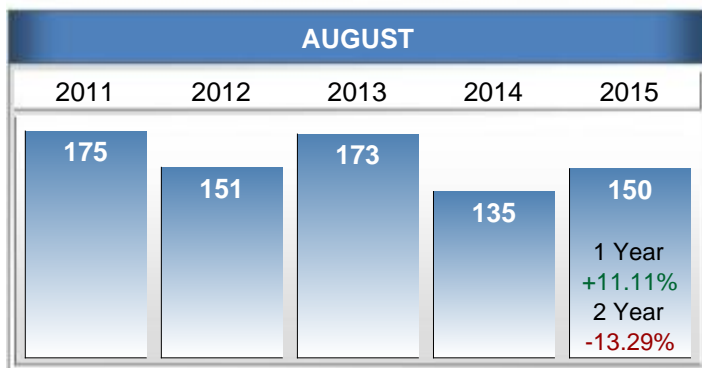
New Listings as of Sep 14, 2015



New Listings

Report Produced on: Sep 14, 2015

Area Delimited by County Of Washington



New Listings
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5yr AUG AVG = 157 **3 MONTHS**

High
Oct 2013 = 244
Low
Dec 2013 = 82

New Listings this month at **150**, below the 5 yr AUG average of **157**

JUN	142
JUL	158
AUG	150
-5.06%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	14	9.33%	11	3	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$125,000	79	52.67%	39	35	5	0
\$125,001 - \$175,000	25	16.67%	2	13	9	1
\$175,001 - \$250,000	17	11.33%	0	2	13	2
\$250,001 and up	15	10.00%	0	6	5	4
Total New Listed Units:			52	59	32	7
Total New Listed Volume:			3.37M	7.83M	6.48M	2.31M
Average New Listed Listing Price:			\$64,833	\$132,767	\$202,427	\$329,429



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

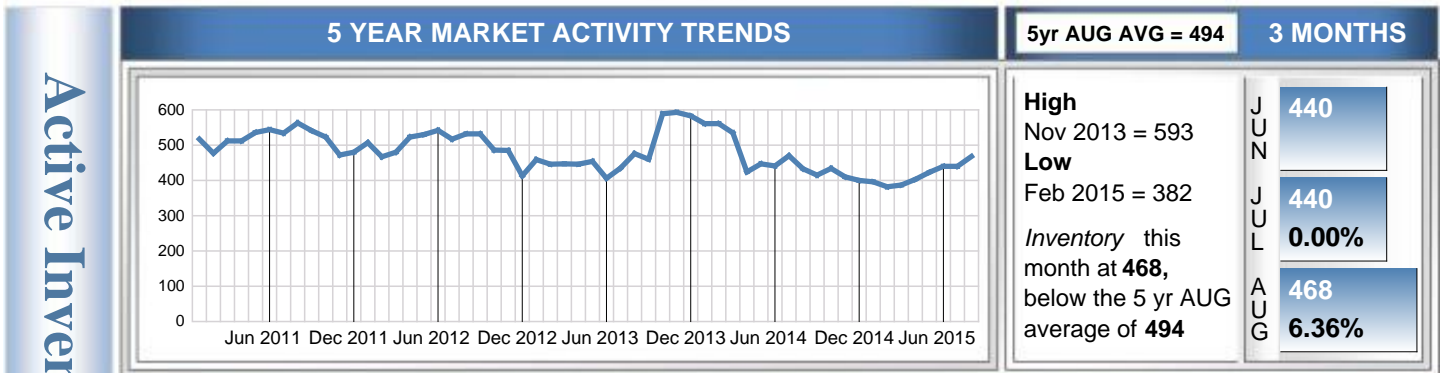
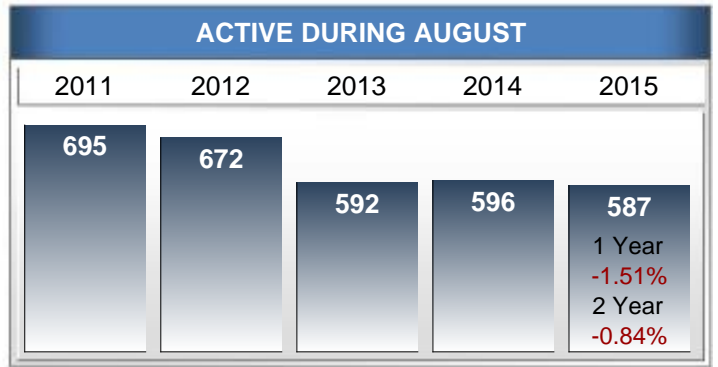
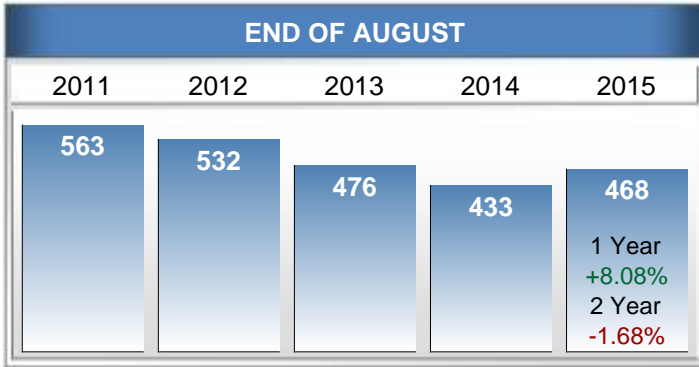
Active Inventory as of Sep 14, 2015



Active Inventory

Report Produced on: Sep 14, 2015

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+
\$30,000 and less	34	7.26%	134.6	31	3	0	0
\$30,001 \$60,000	73	15.60%	60.8	53	19	1	0
\$60,001 \$70,000	47	10.04%	52.6	27	19	1	0
\$70,001 \$130,000	130	27.78%	52.5	49	66	15	0
\$130,001 \$190,000	75	16.03%	69.8	9	32	30	4
\$190,001 \$300,000	64	13.68%	74.0	3	16	41	4
\$300,001 and up	45	9.62%	90.1	5	8	17	15
Total Active Inventory by Units:		468	69.1	177	163	105	23
Total Active Inventory by Volume:		69,336,374		14.85M	21.26M	24.06M	9.16M
Average Active Inventory Listing Price:		\$148,155		\$83,880	\$130,456	\$229,188	\$398,286



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

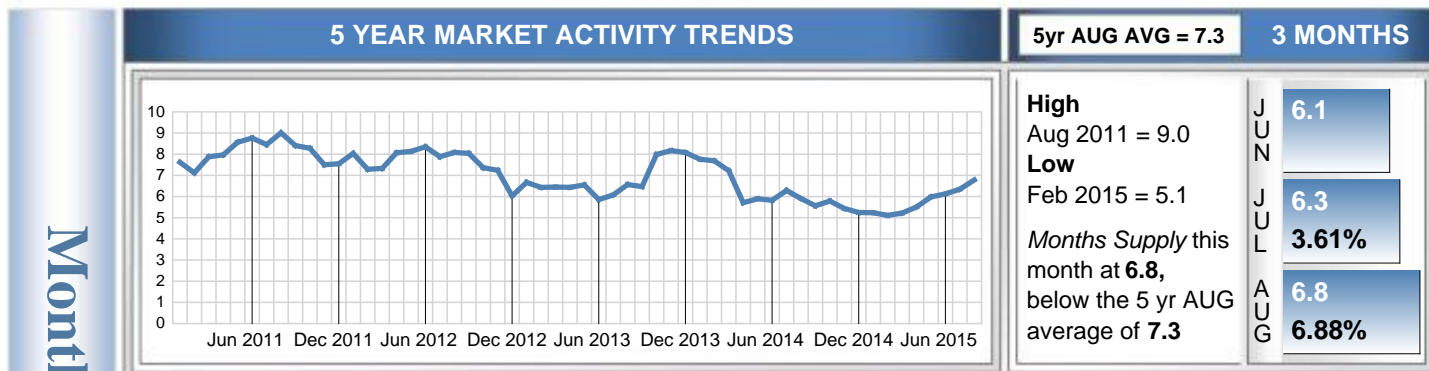
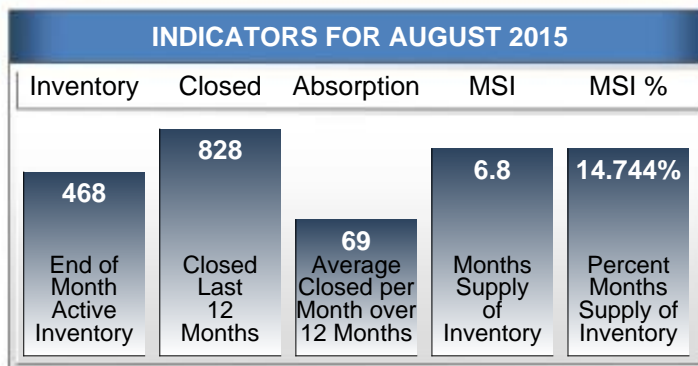
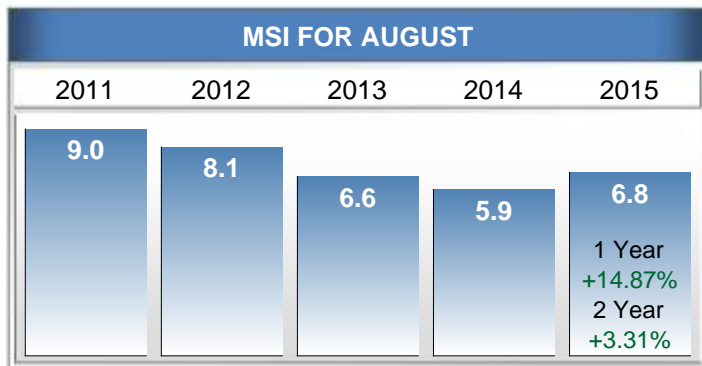
Active Inventory as of Sep 14, 2015



Months Supply of Inventory

Report Produced on: Sep 14, 2015

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	34	7.26%	8.7	14.9	1.8	0.0	0.0
\$30,001 \$60,000	73	15.60%	8.6	14.8	4.1	12.0	0.0
\$60,001 \$70,000	47	10.04%	11.1	19.1	7.9	2.4	0.0
\$70,001 \$130,000	130	27.78%	5.5	22.6	3.8	4.1	0.0
\$130,001 \$190,000	75	16.03%	5.4	7.2	4.2	6.4	12.0
\$190,001 \$300,000	64	13.68%	5.8	6.0	6.2	5.7	5.3
\$300,001 and up	45	9.62%	11.3	60.0	10.7	8.2	13.8
MSI:			6.8	16.0	4.4	5.8	9.2
Total Active Inventory:			468	177	163	105	23



Monthly Inventory Analysis

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August 2015

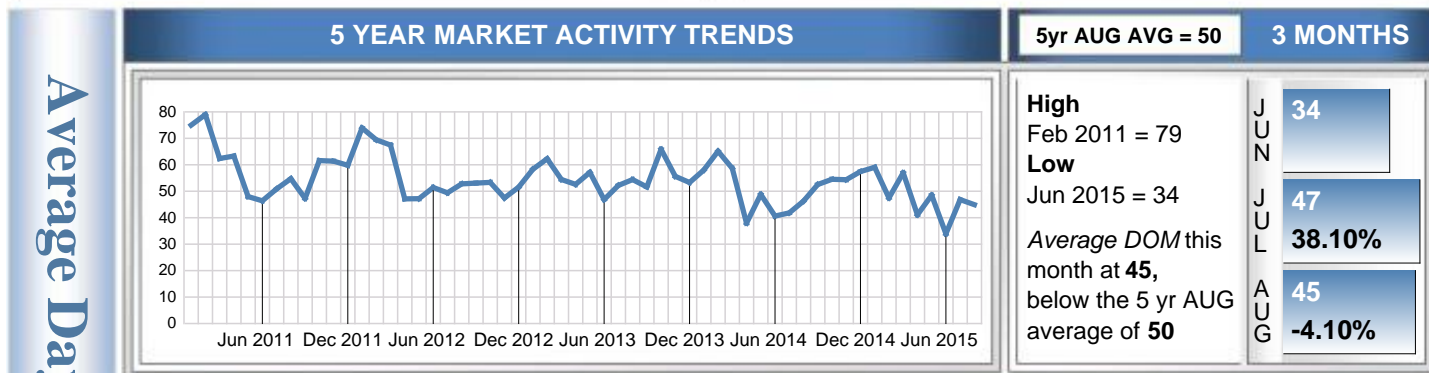
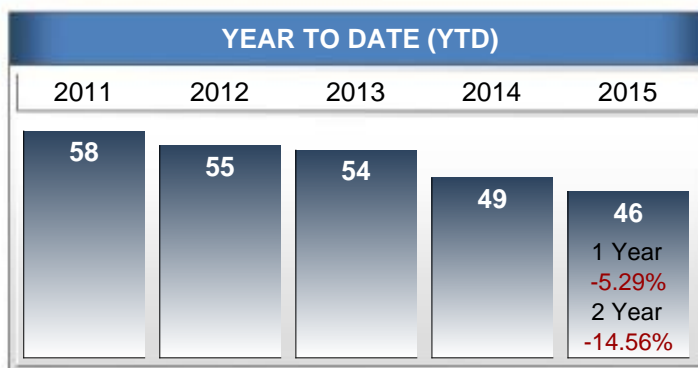
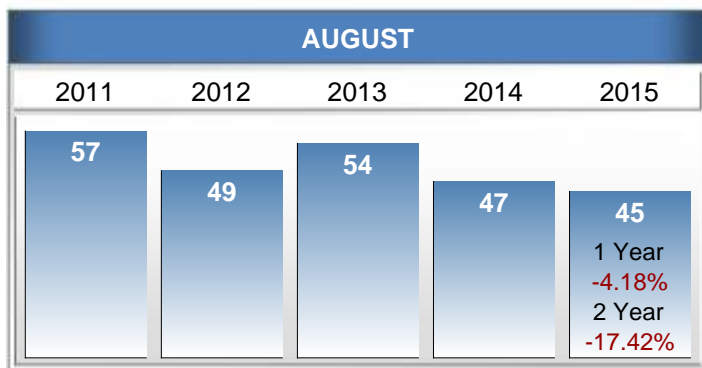
Closed Sales as of Sep 14, 2015



Average Days on Market to Sale

Report Produced on: Sep 14, 2015

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+
\$50,000 and less	6	8.82%	19.5	16.0	21.3	0.0	0.0
\$50,001 - \$60,000	5	7.35%	47.4	88.0	37.3	0.0	0.0
\$60,001 - \$80,000	12	17.65%	48.1	117.0	34.3	0.0	0.0
\$80,001 - \$140,000	17	25.00%	31.0	62.0	26.2	72.0	0.0
\$140,001 - \$200,000	13	19.12%	51.2	53.0	26.4	74.8	53.0
\$200,001 - \$270,000	7	10.29%	70.9	62.0	11.0	82.0	95.0
\$270,001 and up	8	11.76%	54.5	0.0	11.0	82.6	1.0
Average Closed DOM: 44.9				66.4	27.7	79.1	50.5
Total Closed Units: 68				8	41	15	4
Total Closed Volume: 9,742,855				803.50K	4.41M	3.41M	1.12M



Monthly Inventory Analysis

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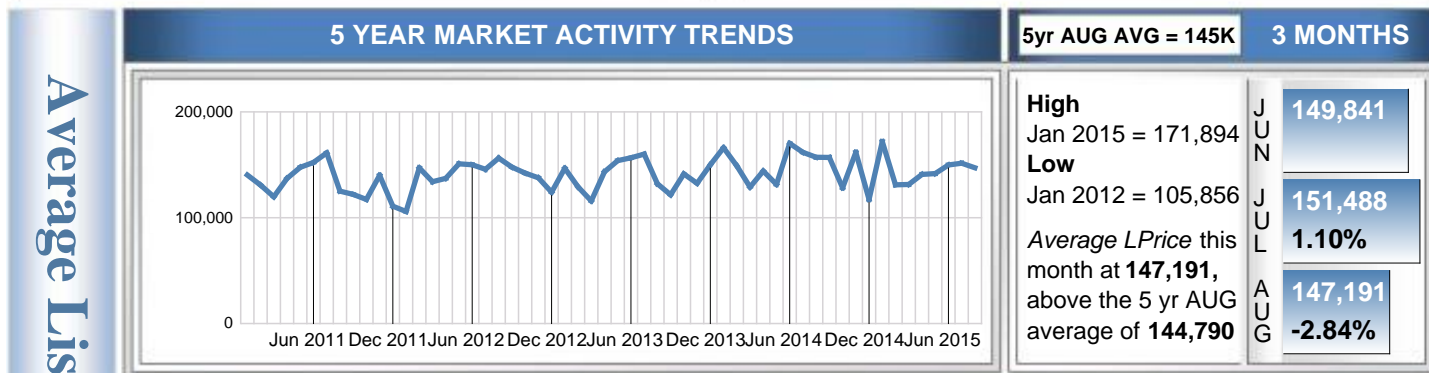
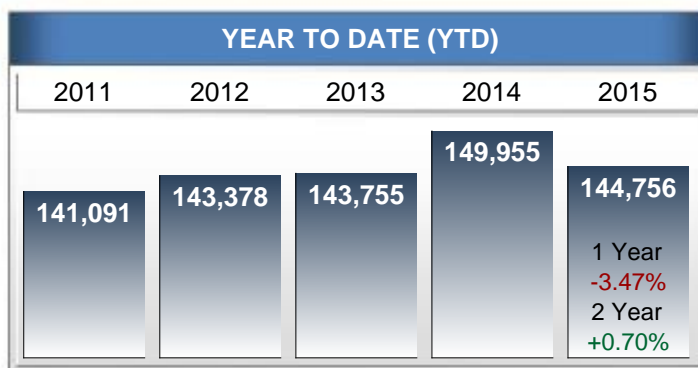
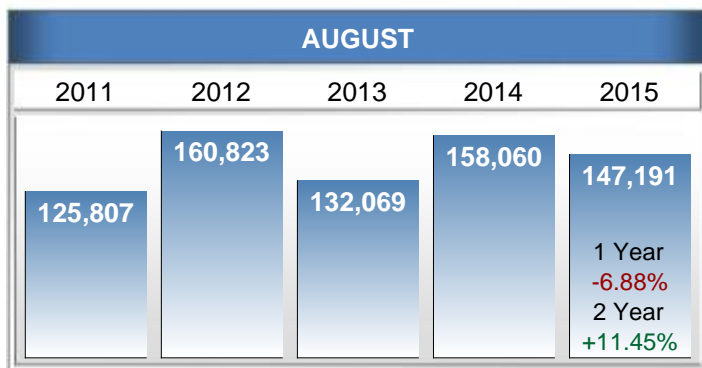
Closed Sales as of Sep 14, 2015



Average List Price at Closing

Report Produced on: Sep 14, 2015

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+
\$50,000 and less	4	5.88%	34,750	47,500	38,500	0	0
\$50,001 - \$60,000	5	7.35%	56,280	70,000	64,100	0	0
\$60,001 - \$80,000	13	19.12%	72,020	72,950	73,060	0	0
\$80,001 - \$140,000	18	26.47%	104,806	91,000	105,750	114,000	0
\$140,001 - \$200,000	12	17.65%	166,175	189,900	160,260	183,380	152,950
\$200,001 - \$270,000	8	11.76%	239,400	256,500	215,000	241,200	259,000
\$270,001 and up	8	11.76%	357,063	0	383,500	306,000	559,500
Average List Price: \$147,191				\$106,038	\$110,014	\$235,047	\$281,100
Total Closed Units: 68				8	41	15	4
Total List Volume: 10,008,955				848.30K	4.51M	3.53M	1.12M



Monthly Inventory Analysis

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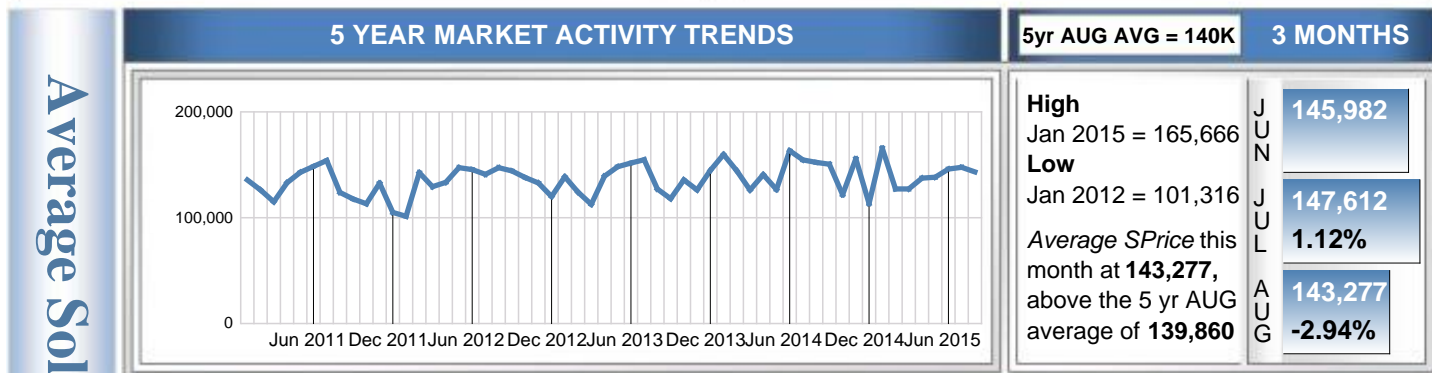
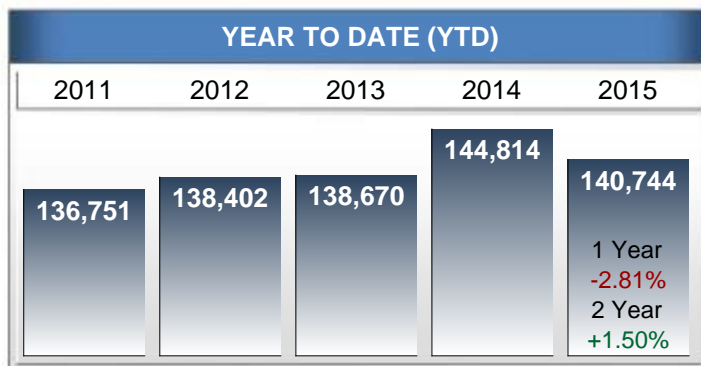
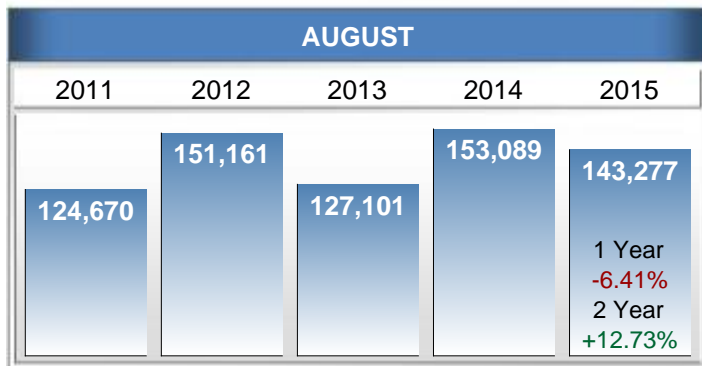
Closed Sales as of Sep 14, 2015



Average Sold Price at Closing

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Area Delimited by County Of Washington



Average Sold Price

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

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	6	8.82%	38,350	44,051	35,500	0	0
\$50,001 - \$60,000	5	7.35%	55,980	55,000	56,225	0	0
\$60,001 - \$80,000	12	17.65%	70,400	66,750	71,130	0	0
\$80,001 - \$140,000	17	25.00%	103,665	85,000	105,420	96,000	0
\$140,001 - \$200,000	13	19.12%	165,004	189,900	159,650	170,800	151,450
\$200,001 - \$270,000	7	10.29%	236,786	252,000	207,500	235,750	255,000
\$270,001 and up	8	11.76%	352,901	0	373,500	303,341	559,500
Average Closed Price: \$143,277				\$100,438	\$107,616	\$227,314	\$279,350
Total Closed Units: 68				8	41	15	4
Total Closed Volume: 9,742,855				803.50K	4.41M	3.41M	1.12M



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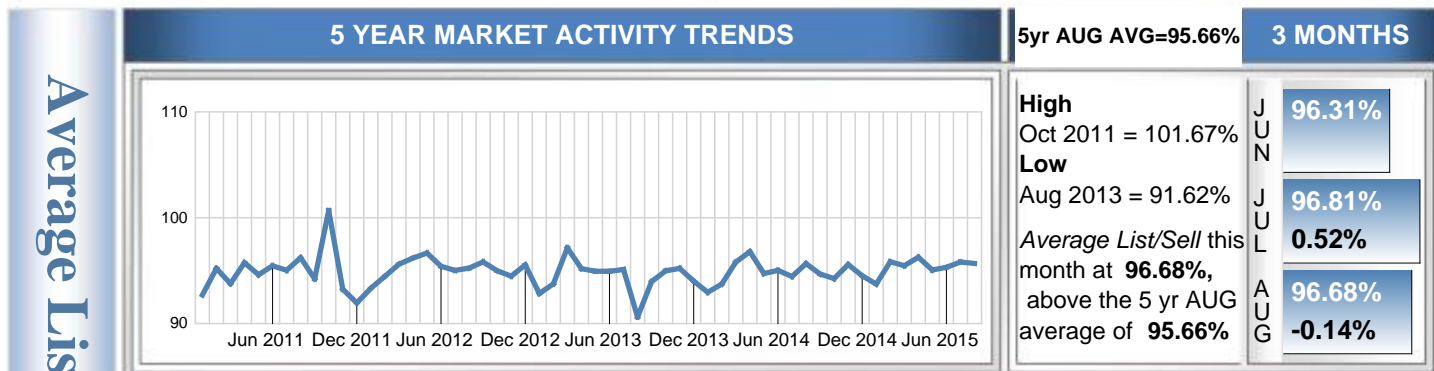
Closed Sales as of Sep 14, 2015



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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	6	8.82%	93.75%	93.76%	93.74%	0.00%	0.00%
\$50,001 \$60,000	5	7.35%	87.66%	78.57%	89.94%	0.00%	0.00%
\$60,001 \$80,000	12	17.65%	96.53%	91.91%	97.46%	0.00%	0.00%
\$80,001 \$140,000	17	25.00%	98.64%	93.41%	99.95%	84.21%	0.00%
\$140,001 \$200,000	13	19.12%	97.15%	100.00%	99.67%	93.32%	98.97%
\$200,001 \$270,000	7	10.29%	97.69%	98.25%	96.51%	97.65%	98.46%
\$270,001 and up	8	11.76%	98.91%	0.00%	97.78%	99.15%	100.00%
Average List/Sell Ratio: 96.70%				92.70%	97.54%	95.81%	99.10%
Total Closed Units: 68				8	41	15	4
Total Closed Volume: 9,742,855				803.50K	4.41M	3.41M	1.12M



Monthly Inventory Analysis

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August 2015

Inventory as of Sep 14, 2015



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of August 30, 2015 = **468**

	AUGUST			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	71	68	-4.23%	622	536	-13.83%
Pending Sales	85	68	-20.00%	673	569	-15.45%
New Listings	135	150	11.11%	1,282	1,167	-8.97%
Average List Price	158,060	147,191	-6.88%	149,955	144,756	-3.47%
Average Sale Price	153,089	143,277	-6.41%	144,814	140,744	-2.81%
Average Percent of List Price to Selling Price	96.53%	96.68%	0.15%	95.95%	96.45%	0.52%
Average Days on Market to Sale	46.89	44.93	-4.18%	48.93	46.34	-5.29%
Monthly Inventory	434	468	7.83%	434	468	7.83%
Months Supply of Inventory	5.92	6.77	14.34%	5.92	6.77	14.34%

