



# December 2015

Area Delimited by County Of Washington

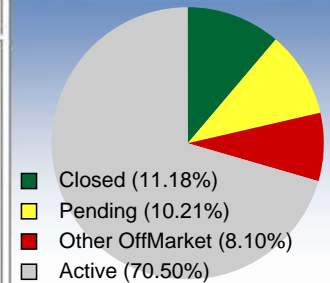


**Absorption:** Last 12 months, an Average of **66** Sales/Month

**Active Inventory** as of December 31, 2015 = **435**

	DECEMBER		
	2014	2015	+/- %
Closed Listings	74	69	-6.76%
Pending Listings	51	63	23.53%
New Listings	87	107	22.99%
Average List Price	117,320	125,886	7.30%
Average Sale Price	113,415	118,352	4.35%
Average Percent of List Price to Selling Price	95.51%	94.39%	-1.18%
Average Days on Market to Sale	57.45	62.65	9.06%
End of Month Inventory	399	435	9.02%
Months Supply of Inventory	5.23	6.63	26.89%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jan 13, 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 December 2015 rose **9.02%** to 435 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **6.63** MSI for this period.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.35%** in December 2015 to \$118,352 versus the previous year at \$113,415.

### Average Days on Market Lengthens

The average number of **62.65** days that homes spent on the market before selling increased by 5.21 days or **9.06%** in December 2015 compared to last year's same month at **57.45** DOM.

### Sales Success for December 2015 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 107 New Listings in December 2015, up **22.99%** from last year at 87. Furthermore, there were 69 Closed Listings this month versus last year at 74, a **-6.76%** decrease.

Closed versus Listed trends yielded a **64.5%** ratio, down from last year's December 2015 at **85.1%**, a **24.19%** 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>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?

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**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2015

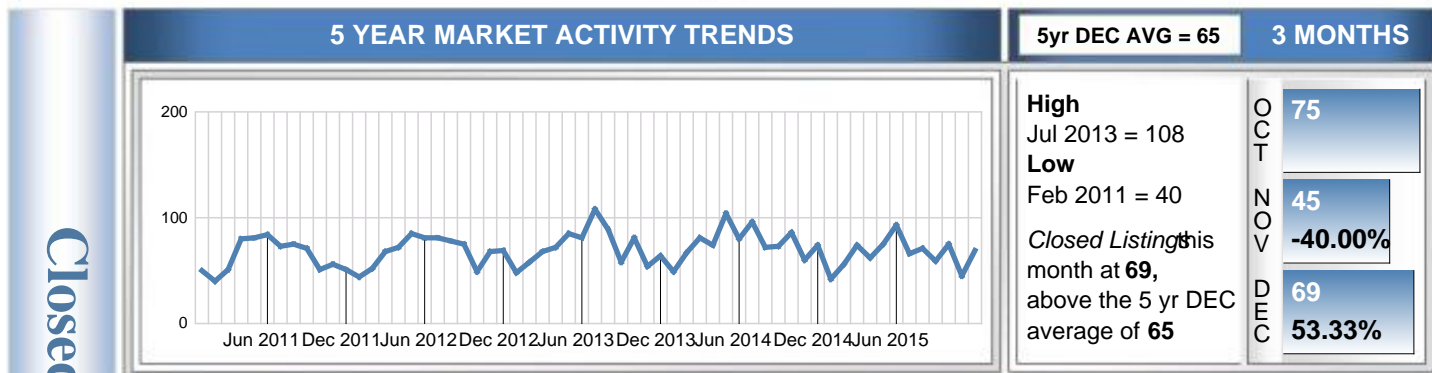
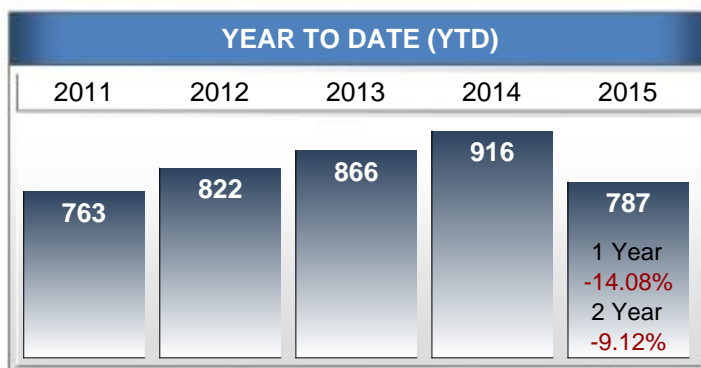
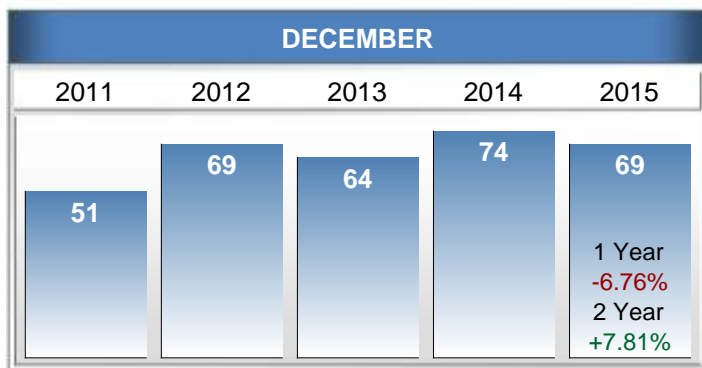
Closed Sales as of Jan 13, 2016



### Closed Listings

Report Produced on: Jan 13, 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+
\$40,000 and less	5	7.25%	48.4	3	2	0	0
\$40,001 \$70,000	7	10.14%	60.7	2	5	0	0
\$70,001 \$90,000	10	14.49%	48.3	1	7	2	0
\$90,001 \$120,000	19	27.54%	70.9	1	14	4	0
\$120,001 \$140,000	10	14.49%	58.4	0	5	4	1
\$140,001 \$200,000	11	15.94%	64.7	0	2	9	0
\$200,001 and up	7	10.14%	75.7	0	2	5	0
Total Closed Units: 69				62.7			
Total Closed Volume: 8,166,304				318.50K 3.76M 3.96M 134.50K			
Average Closed Price: \$118,352				\$45,500 \$101,547 \$164,835 \$134,500			

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2015

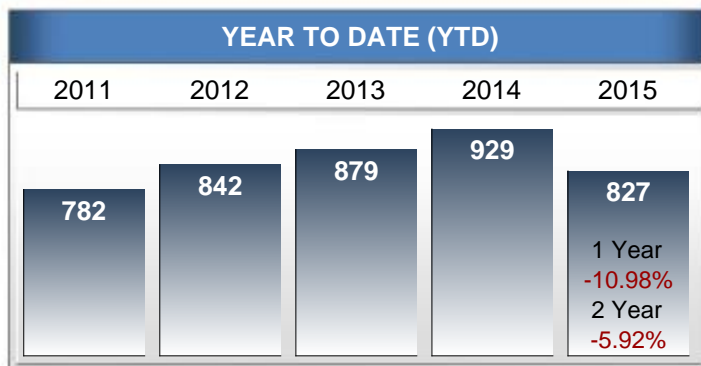
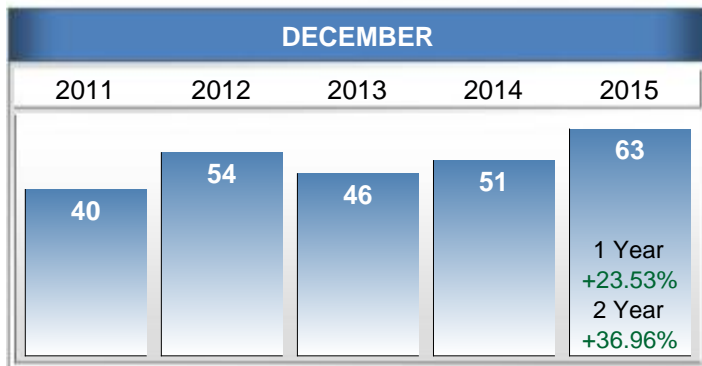
Pending Listings as of Jan 13, 2016



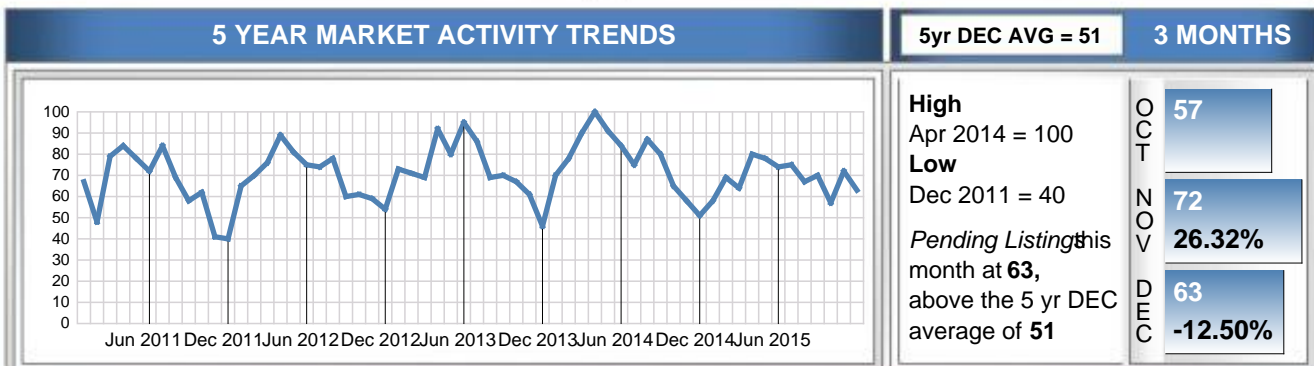
### Pending Listings

Report Produced on: Jan 13, 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	9.52%	34.7	4	2	0	0		
\$40,001 - \$60,000	8	12.70%	87.6	4	3	1	0		
\$60,001 - \$80,000	9	14.29%	66.9	2	7	0	0		
\$80,001 - \$140,000	14	22.22%	63.4	1	13	0	0		
\$140,001 - \$180,000	11	17.46%	75.5	1	8	2	0		
\$180,001 - \$250,000	8	12.70%	48.8	0	3	5	0		
\$250,001 and up	7	11.11%	58.6	0	1	5	1		
Total Pending Units:				63	94.0	12	37	13	1
Total Pending Volume:				8,818,095		664.00K	4.25M	3.23M	669.00K
Average Listing Price:				\$146,856		\$55,333	\$114,889	\$248,785	\$669,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2015

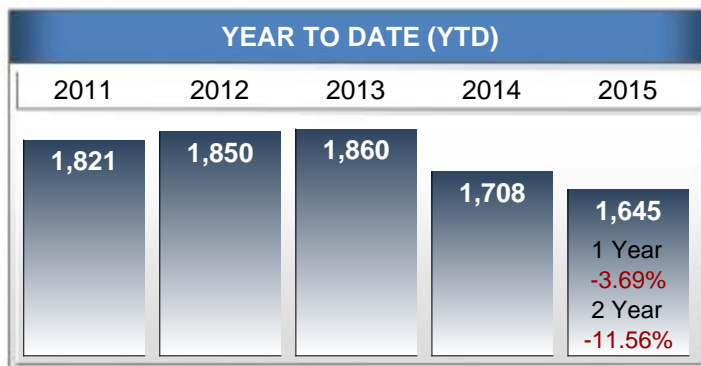
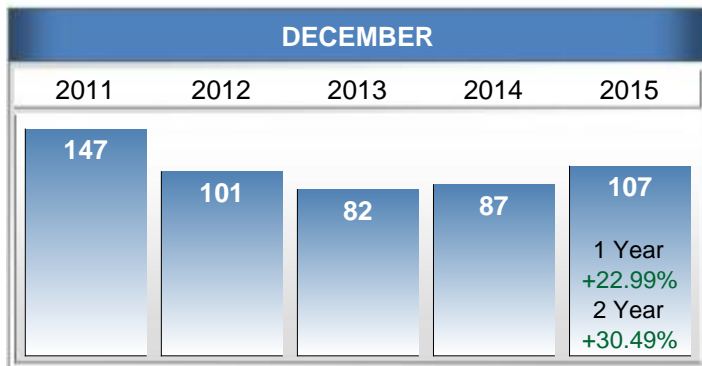
New Listings as of Jan 13, 2016



### New Listings

Report Produced on: Jan 13, 2016

Area Delimited by County Of Washington



New Listings  
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**5yr DEC AVG = 105**      **3 MONTHS**

**High**  
Oct 2013 = 244  
**Low**  
Dec 2013 = 82

*New Listings* this month at **107**, above the 5 yr DEC average of **105**

OCT	117
NOV	113
DEC	107
	-3.42%
	-5.31%

#### 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	8.41%	5	4	0	0
\$40,001 - \$60,000	10	9.35%	3	4	3	0
\$60,001 - \$80,000	20	18.69%	11	9	0	0
\$80,001 - \$150,000	30	28.04%	13	13	4	0
\$150,001 - \$190,000	13	12.15%	2	7	4	0
\$190,001 - \$300,000	15	14.02%	1	10	4	0
\$300,001 and up	10	9.35%	2	0	3	5
Total New Listed Units:			37	47	18	5
Total New Listed Volume:			6.96M	6.02M	3.39M	2.85M
Average New Listed Listing Price:			\$188,131	\$128,098	\$188,556	\$570,780



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2015

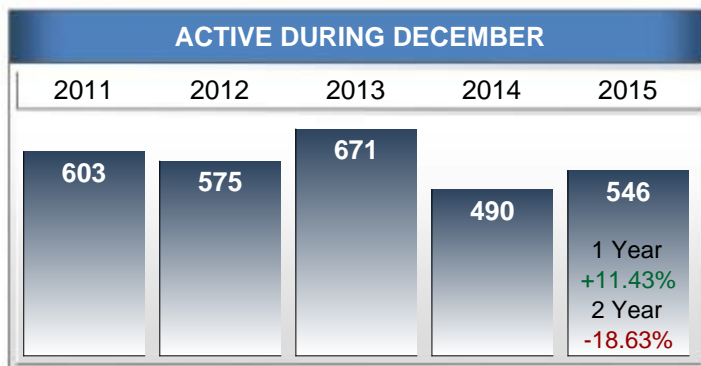
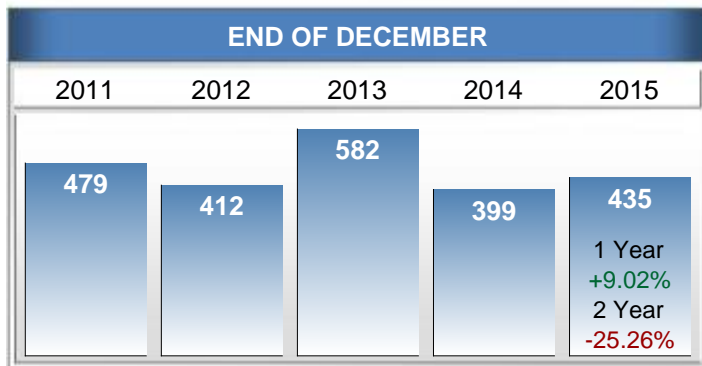
Active Inventory as of Jan 13, 2016



### Active Inventory

Report Produced on: Jan 13, 2016

Area Delimited by County Of Washington



Active Inventory

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**5yr DEC AVG = 461**    **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **435**, below the 5 yr DEC average of **461**

OCT	449
NOV	440
DEC	435
<b>-2.00%</b>	
<b>-1.14%</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	45	10.34%	79.9	42	3	0	0		
\$25,001 \$50,000	44	10.11%	99.9	30	13	1	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	174	40.00%	92.7	88	67	19	0		
\$125,001 \$175,000	64	14.71%	75.2	10	33	18	3		
\$175,001 \$300,000	64	14.71%	75.6	6	22	33	3		
\$300,001 and up	44	10.11%	70.4	9	7	17	11		
Total Active Inventory by Units:				435	84.7	185	145	88	17
Total Active Inventory by Volume:				68,057,375		21.50M	19.44M	19.86M	7.26M
Average Active Inventory Listing Price:				\$156,454		\$116,217	\$134,049	\$225,698	\$426,982



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2015

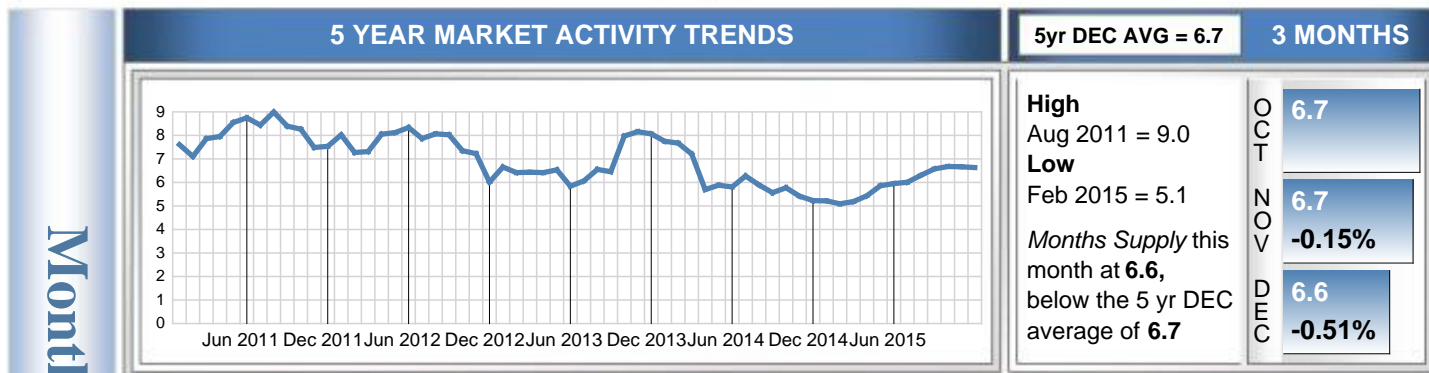
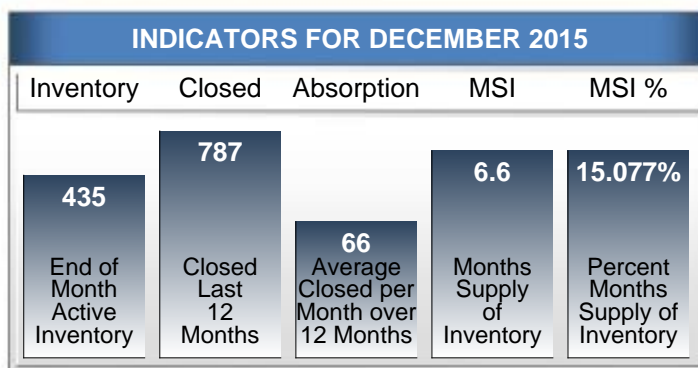
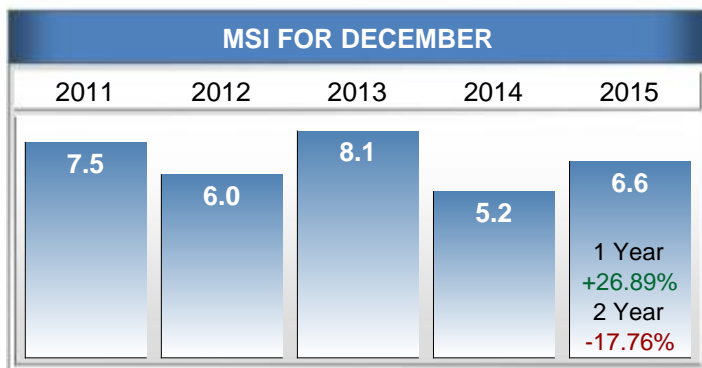
Active Inventory as of Jan 13, 2016



### Months Supply of Inventory

Report Produced on: Jan 13, 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	33	7.59%	19.8	27.4	2.0	0.0	0.0
\$20,001 \$50,000	56	12.87%	8.2	15.0	3.8	12.0	0.0
\$50,001 \$70,000	63	14.48%	9.5	16.3	5.7	6.0	0.0
\$70,001 \$130,000	115	26.44%	5.2	25.5	2.9	4.6	0.0
\$130,001 \$180,000	68	15.63%	5.2	10.9	4.9	4.4	6.0
\$180,001 \$300,000	56	12.87%	4.6	12.0	6.5	3.6	3.6
\$300,001 and up	44	10.11%	15.1	108.0	9.3	13.6	13.2
MSI:	6.6			19.3	4.1	4.8	6.8
Total Active Inventory:	435			185	145	88	17



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2015

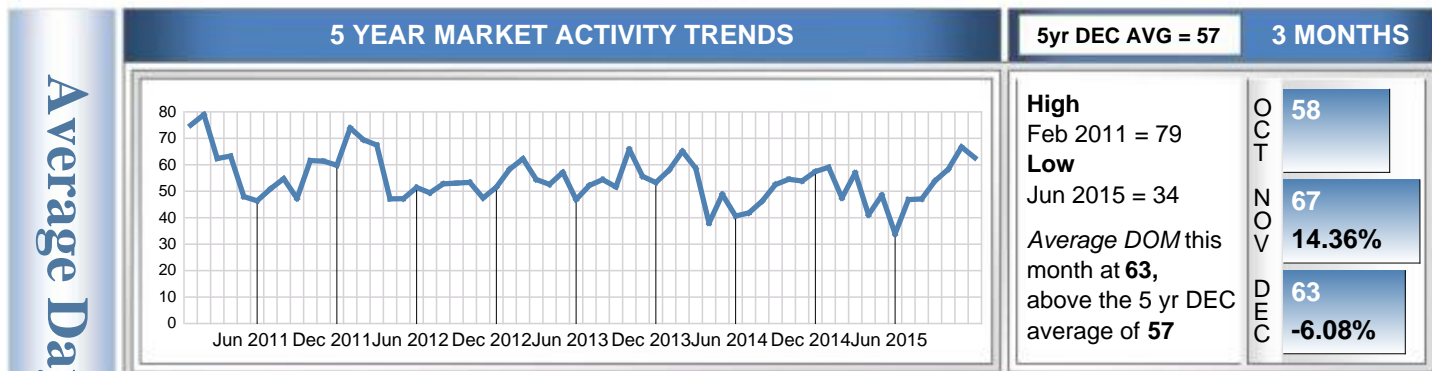
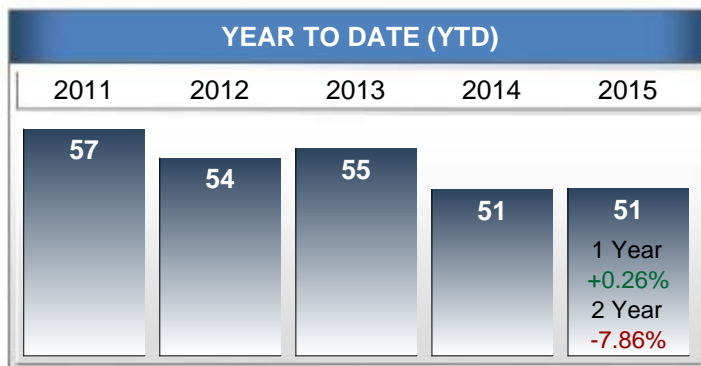
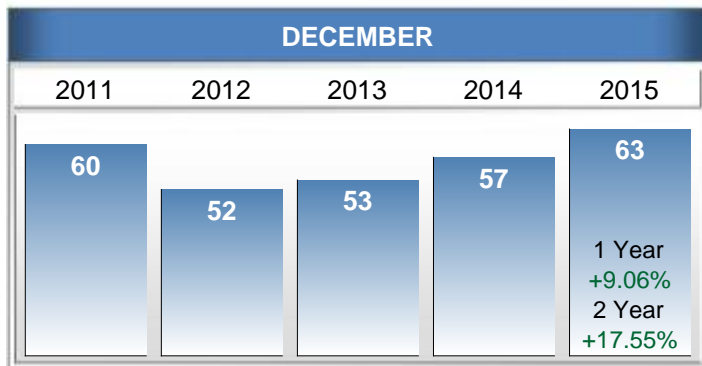
Closed Sales as of Jan 13, 2016



### Average Days on Market to Sale

Report Produced on: Jan 13, 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	7.25%	48.4	57.7	34.5	0.0	0.0
\$40,001 - \$70,000	7	10.14%	60.7	110.5	40.8	0.0	0.0
\$70,001 - \$90,000	10	14.49%	48.3	16.0	64.0	9.5	0.0
\$90,001 - \$120,000	19	27.54%	70.9	161.0	65.3	68.0	0.0
\$120,001 - \$140,000	10	14.49%	58.4	0.0	77.6	41.3	31.0
\$140,001 - \$200,000	11	15.94%	64.7	0.0	67.0	64.2	0.0
\$200,001 and up	7	10.14%	75.7	0.0	78.5	74.6	0.0
Average Closed DOM:				81.6	62.5	58.6	31.0
Total Closed Units:				7	37	24	1
Total Closed Volume:				318.50K	3.76M	3.96M	134.50K



# Monthly Inventory Analysis

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## December 2015

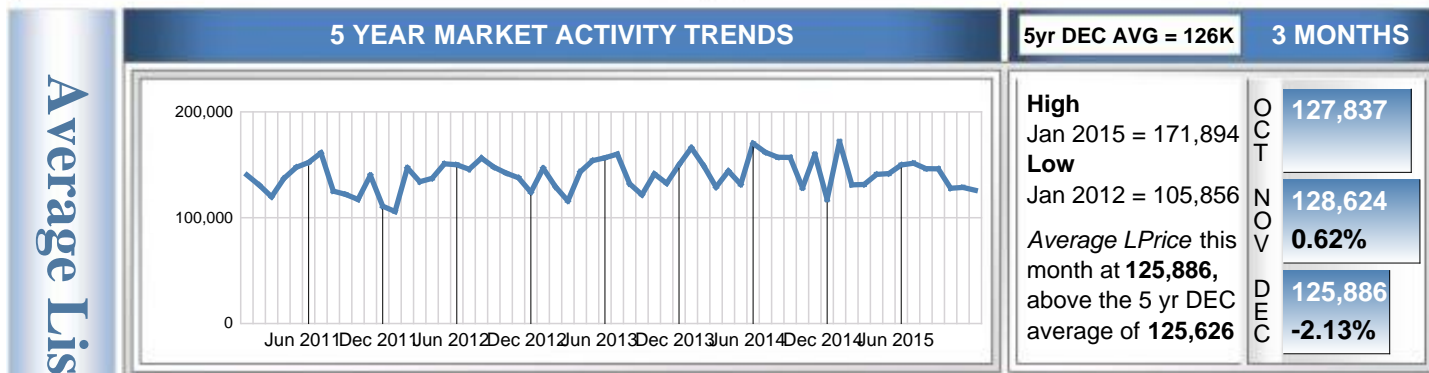
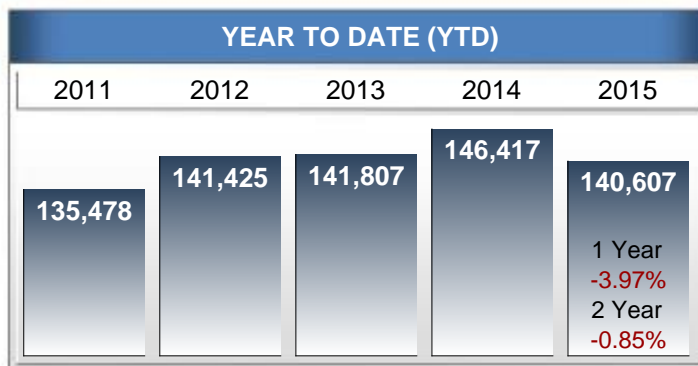
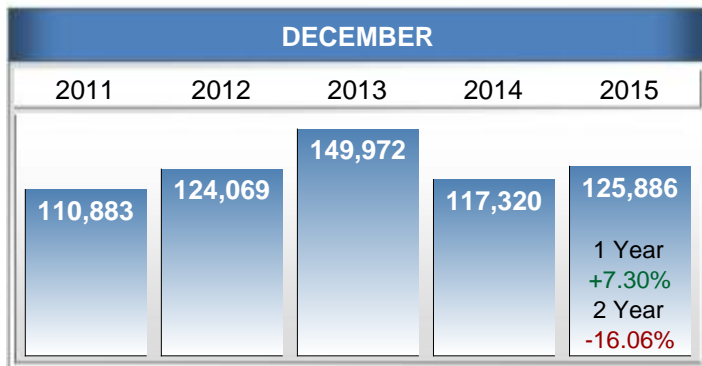
Closed Sales as of Jan 13, 2016



### Average List Price at Closing

Report Produced on: Jan 13, 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+
\$40,000 and less	4	5.80%	26,049	21,432	42,200	0	0
\$40,001 - \$70,000	8	11.59%	54,655	48,650	59,088	0	0
\$70,001 - \$90,000	10	14.49%	82,579	72,000	83,886	83,294	0
\$90,001 - \$120,000	17	24.64%	107,216	116,000	109,191	107,225	0
\$120,001 - \$140,000	11	15.94%	128,918	0	130,860	128,225	147,500
\$140,001 - \$200,000	11	15.94%	166,018	0	169,450	195,978	0
\$200,001 and up	8	11.59%	281,494	0	209,750	281,690	0
<b>Average List Price:</b>		\$125,886		\$49,942	\$105,633	\$178,360	\$147,500
<b>Total Closed Units:</b>		69		7	37	24	1
<b>Total List Volume:</b>		8,686,152		349.60K	3.91M	4.28M	147.50K





# Monthly Inventory Analysis

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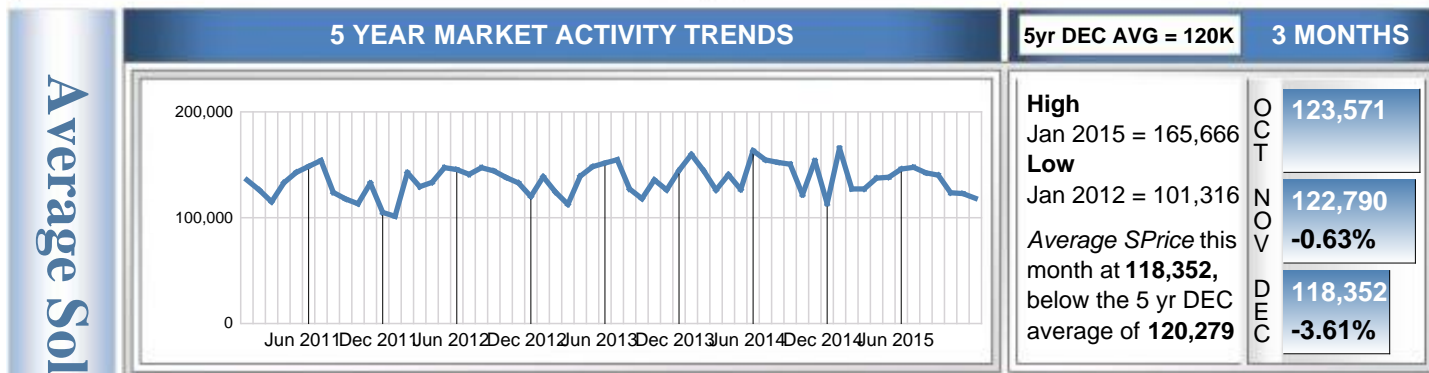
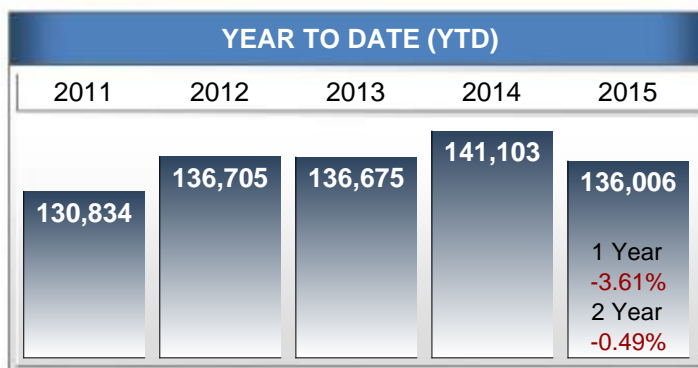
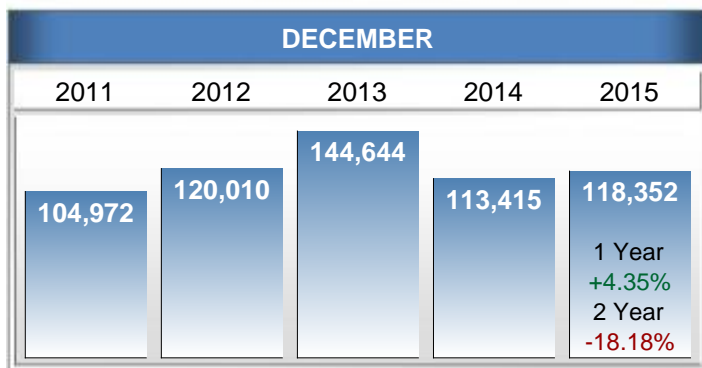
Closed Sales as of Jan 13, 2016



### Average Sold Price at Closing

Report Produced on: Jan 13, 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		7.25%	22,800	17,000	31,500	0	0
\$40,001 \$70,000	7		10.14%	50,131	43,750	52,683	0	0
\$70,001 \$90,000	10		14.49%	79,660	74,000	79,143	84,300	0
\$90,001 \$120,000	19		27.54%	104,811	106,000	105,357	102,600	0
\$120,001 \$140,000	10		14.49%	129,300	0	128,500	129,000	134,500
\$140,001 \$200,000	11		15.94%	168,368	0	176,275	166,611	0
\$200,001 and up	7		10.14%	252,620	0	203,395	272,310	0
Average Closed Price:	\$118,352				\$45,500	\$101,547	\$164,835	\$134,500
Total Closed Units:	69				7	37	24	1
Total Closed Volume:	8,166,304				318.50K	3.76M	3.96M	134.50K



# Monthly Inventory Analysis

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## December 2015

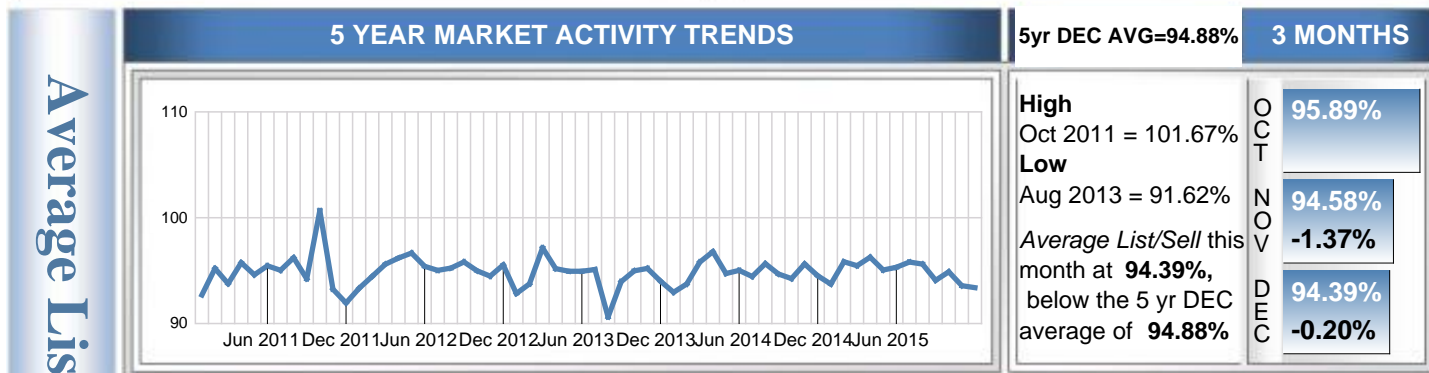
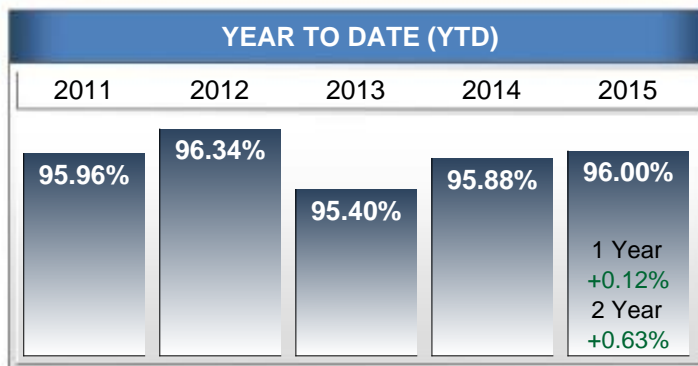
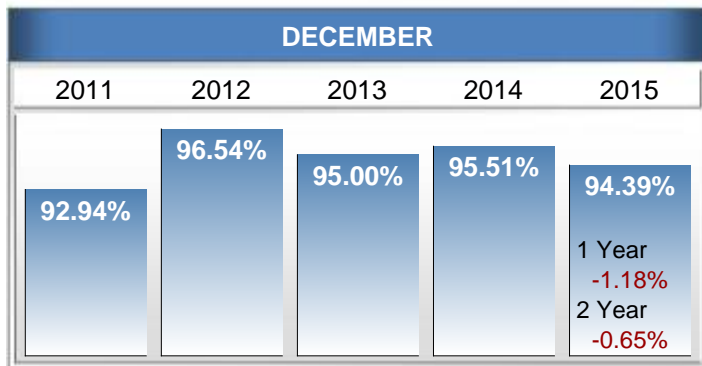
Closed Sales as of Jan 13, 2016



### 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+
\$40,000 and less	5	7.25%	78.45%	80.41%	75.51%	0.00%	0.00%
\$40,001 \$70,000	7	10.14%	89.67%	90.40%	89.38%	0.00%	0.00%
\$70,001 \$90,000	10	14.49%	96.70%	102.78%	94.49%	101.40%	0.00%
\$90,001 \$120,000	19	27.54%	96.19%	91.38%	96.60%	95.94%	0.00%
\$120,001 \$140,000	10	14.49%	98.51%	0.00%	98.23%	100.68%	91.19%
\$140,001 \$200,000	11	15.94%	93.84%	0.00%	104.09%	91.56%	0.00%
\$200,001 and up	7	10.14%	97.31%	0.00%	97.24%	97.33%	0.00%
Average List/Sell Ratio: 94.40%				88.03%	94.75%	95.83%	91.19%
Total Closed Units: 69				7	37	24	1
Total Closed Volume: 8,166,304				318.50K	3.76M	3.96M	134.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## December 2015

Inventory as of Jan 13, 2016



### Market Summary

Report Produced on: Jan 13, 2016

Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 66 Sales/Month

**Active Inventory** as of December 31, 2015 = 435

	DECEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	74	69	-6.76%	916	787	-14.08%
Pending Sales	51	63	23.53%	929	827	-10.98%
New Listings	87	107	22.99%	1,708	1,645	-3.69%
Average List Price	117,320	125,886	7.30%	146,417	140,607	-3.97%
Average Sale Price	113,415	118,352	4.35%	141,103	136,006	-3.61%
Average Percent of List Price to Selling Price	95.51%	94.39%	-1.18%	95.88%	96.00%	0.12%
Average Days on Market to Sale	57.45	62.65	9.06%	50.71	50.84	0.26%
Monthly Inventory	399	435	9.02%	399	435	9.02%
Months Supply of Inventory	5.23	6.63	26.89%	5.23	6.63	26.89%

