



# November 2015

Area Delimited by County Of Washington

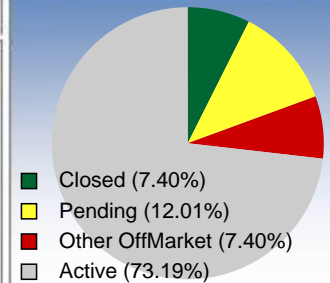


**Absorption:** Last 12 months, an Average of **66** Sales/Month

**Active Inventory** as of November 30, 2015 = **445**

	NOVEMBER		
	2014	2015	+/- %
Closed Listings	60	45	-25.00%
Pending Listings	58	73	25.86%
New Listings	94	113	20.21%
Average List Price	159,804	128,624	-19.51%
Average Sale Price	153,832	122,790	-20.18%
Average Percent of List Price to Selling Price	96.63%	94.58%	-2.13%
Average Days on Market to Sale	53.88	66.71	23.81%
End of Month Inventory	409	445	8.80%
Months Supply of Inventory	5.42	6.74	24.46%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 17, 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 November 2015 rose **8.80%** to 445 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 **6.74** 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 **20.18%** in November 2015 to \$122,790 versus the previous year at \$153,832.

### Average Days on Market Lengthens

The average number of **66.71** days that homes spent on the market before selling increased by 12.83 days or **23.81%** in November 2015 compared to last year's same month at **53.88** DOM.

### Sales Success for November 2015 is Positive

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

There were 113 New Listings in November 2015, up **20.21%** from last year at 94. Furthermore, there were 45 Closed Listings this month versus last year at 60, a **-25.00%** decrease.

Closed versus Listed trends yielded a **39.8%** ratio, down from last year's November 2015 at **63.8%**, a **37.61%** 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?

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®

## November 2015

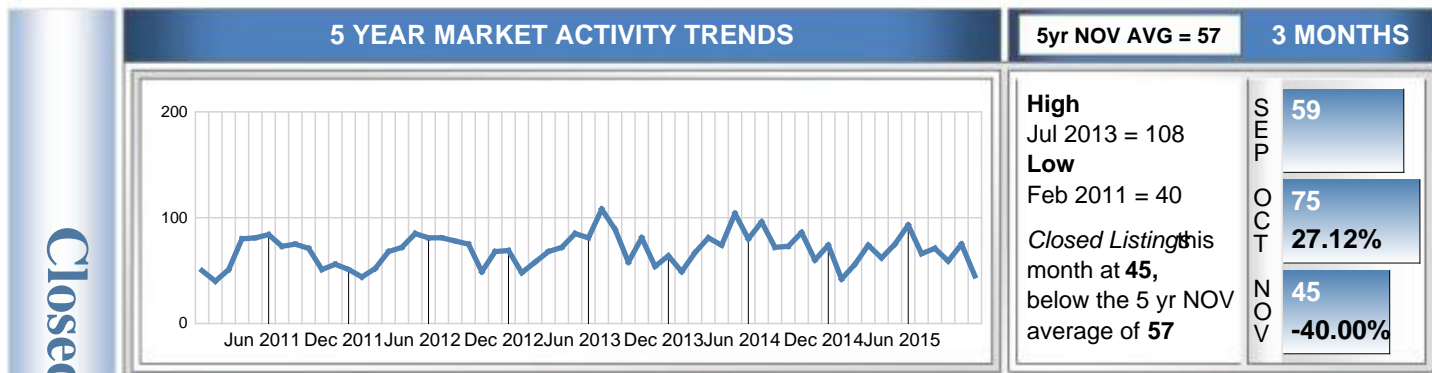
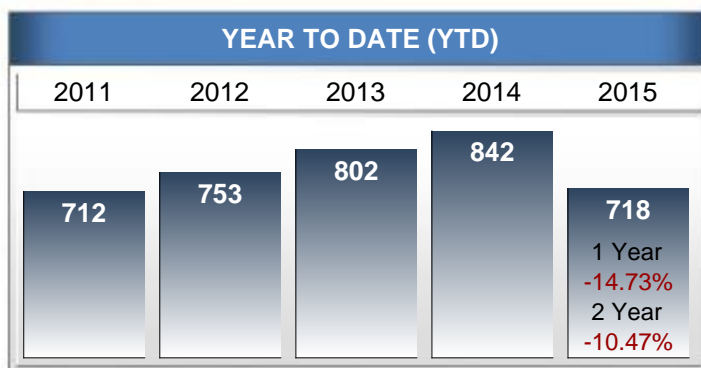
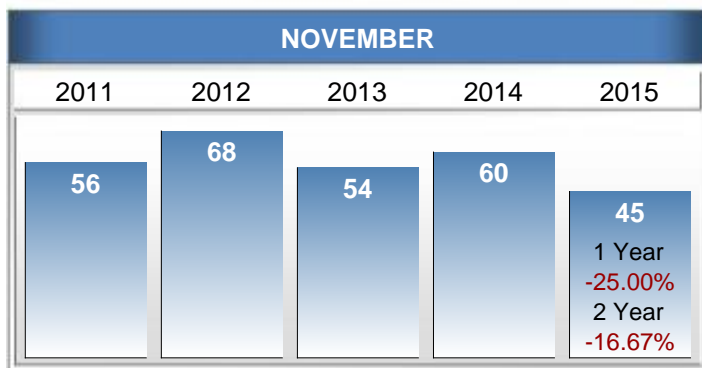
Closed Sales as of Dec 17, 2015



### Closed Listings

Report Produced on: Dec 17, 2015

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+	
\$50,000 and less	5	11.11%	93.0	3	2	0	0	
\$50,001 - \$60,000	3	6.67%	76.0	2	1	0	0	
\$60,001 - \$80,000	7	15.56%	55.3	3	4	0	0	
\$80,001 - \$120,000	13	28.89%	64.0	2	8	3	0	
\$120,001 - \$150,000	5	11.11%	49.4	0	4	1	0	
\$150,001 - \$250,000	7	15.56%	75.4	1	2	3	1	
\$250,001 and up	5	11.11%	63.0	0	1	3	1	
Total Closed Units: 45				66.7	11	22	10	2
Total Closed Volume: 5,525,531					739.80K	2.41M	1.94M	436.00K
Average Closed Price: \$122,790					\$67,255	\$109,611	\$193,830	\$218,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

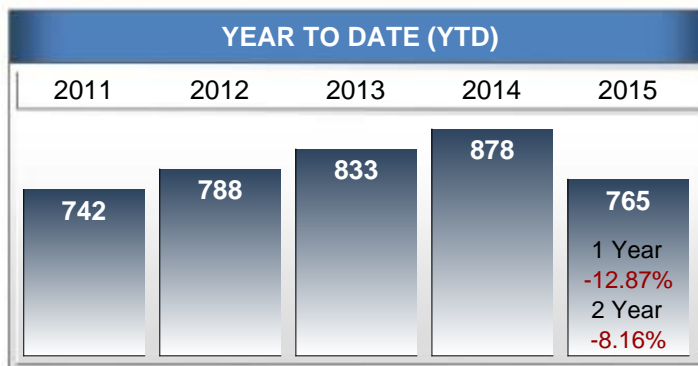
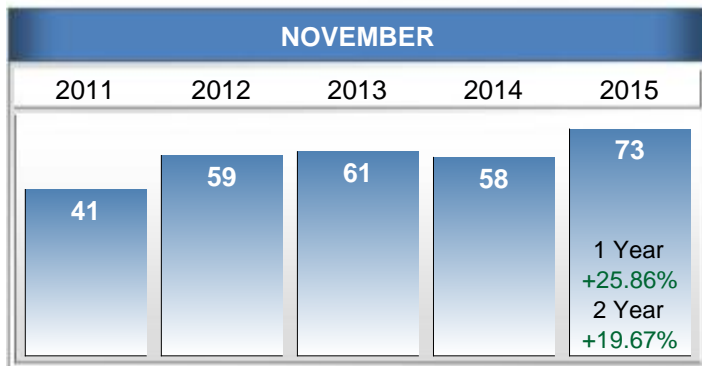
Pending Listings as of Dec 17, 2015



### Pending Listings

Report Produced on: Dec 17, 2015

Area Delimited by County Of Washington



**Pending Listings**  
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<b>5yr NOV AVG = 58</b>	<b>3 MONTHS</b>								
<b>High</b> Apr 2014 = 100 <b>Low</b> Dec 2011 = 40 <i>Pending Listing</i> this month at <b>73</b> , above the 5 yr NOV average of <b>58</b>	<table border="1"> <tr> <td>SEP</td> <td>70</td> </tr> <tr> <td>OCT</td> <td>57</td> </tr> <tr> <td>NOV</td> <td>73</td> </tr> <tr> <td colspan="2" style="text-align: center;">-18.57%</td> </tr> </table>	SEP	70	OCT	57	NOV	73	-18.57%	
SEP	70								
OCT	57								
NOV	73								
-18.57%									

#### 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	4	5.48%	69.0	3	1	0	0	
\$25,001 \$50,000	7	9.59%	25.1	2	5	0	0	
\$50,001 \$75,000	8	10.96%	57.5	2	5	1	0	
\$75,001 \$125,000	19	26.03%	62.7	2	13	4	0	
\$125,001 \$150,000	15	20.55%	90.5	0	10	5	0	
\$150,001 \$275,000	12	16.44%	65.2	0	2	10	0	
\$275,001 and up	8	10.96%	51.6	0	0	8	0	
Total Pending Units: 73				40.3	9	36	28	
Total Pending Volume: 9,969,974					451.90K	3.52M	6.00M	0.00B
Average Listing Price: \$186,185					\$50,211	\$97,676	\$214,348	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

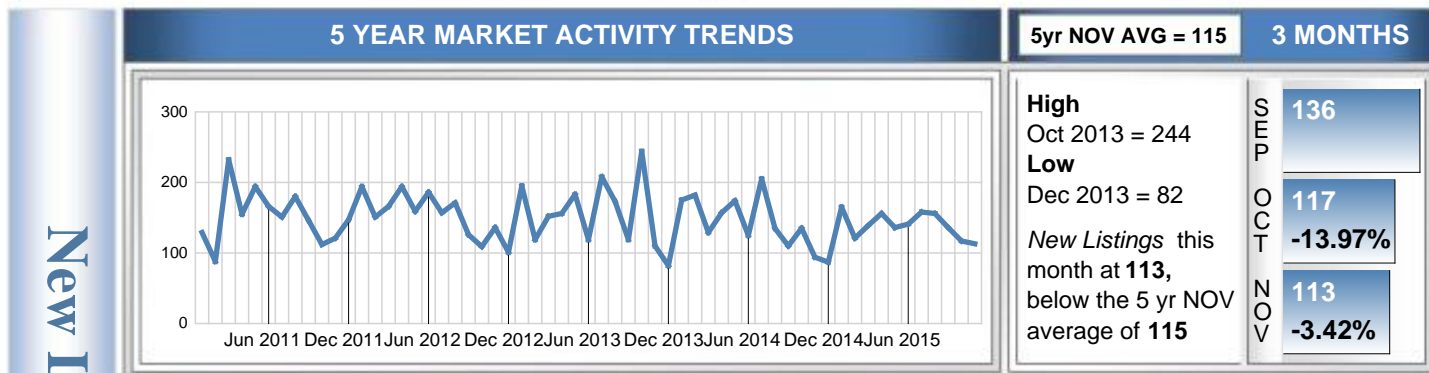
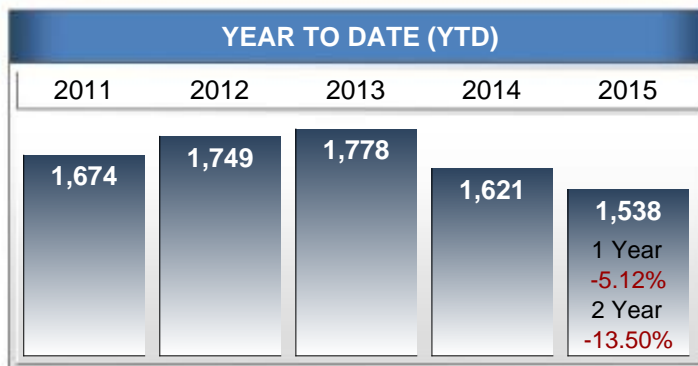
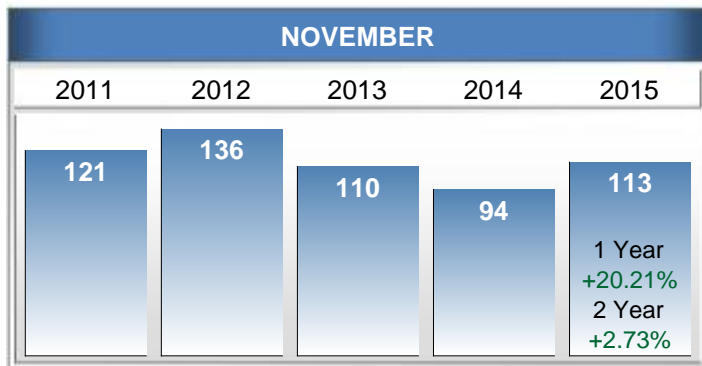
New Listings as of Dec 17, 2015



### New Listings

Report Produced on: Dec 17, 2015

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	16	14.16%	15	1	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	21	18.58%	10	11	0	0
\$75,001 - \$125,000	26	23.01%	8	13	5	0
\$125,001 - \$225,000	24	21.24%	0	16	7	1
\$225,001 - \$350,000	14	12.39%	1	3	9	1
\$350,001 and up	12	10.62%	3	1	7	1
Total New Listed Units:			37	45	28	3
Total New Listed Volume:			5.05M	5.60M	7.45M	898.00K
Average New Listed Listing Price:			\$136,576	\$124,509	\$266,182	\$299,333



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

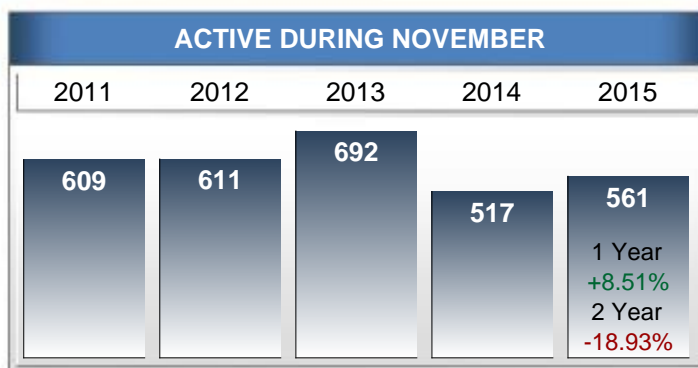
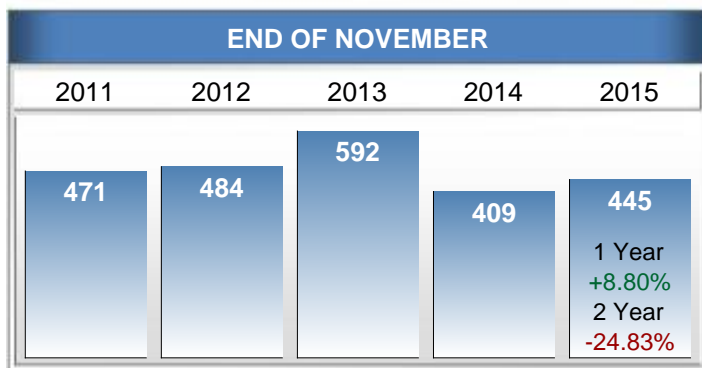
Active Inventory as of Dec 17, 2015



### Active Inventory

Report Produced on: Dec 17, 2015

Area Delimited by County Of Washington



Active Inventory

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**5yr NOV AVG = 480**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **445**, below the 5 yr NOV average of **480**

SEP	451
OCT	452
NOV	445
<b>0.22%</b>	
<b>-1.55%</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	50	11.24%	63.9	46	4	0	0	
\$25,001 \$50,000	41	9.21%	83.5	31	9	1	0	
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0	
\$50,001 \$125,000	167	37.53%	90.5	81	69	17	0	
\$125,001 \$200,000	87	19.55%	72.7	8	46	30	3	
\$200,001 \$325,000	55	12.36%	80.8	4	16	31	4	
\$325,001 and up	45	10.11%	70.6	7	8	17	13	
Total Active Inventory by Units:			445	80.2	177	152	96	20
Total Active Inventory by Volume:			69,189,875		16.87M	20.83M	22.65M	8.84M
Average Active Inventory Listing Price:			\$155,483		\$95,317	\$137,030	\$235,989	\$441,765





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

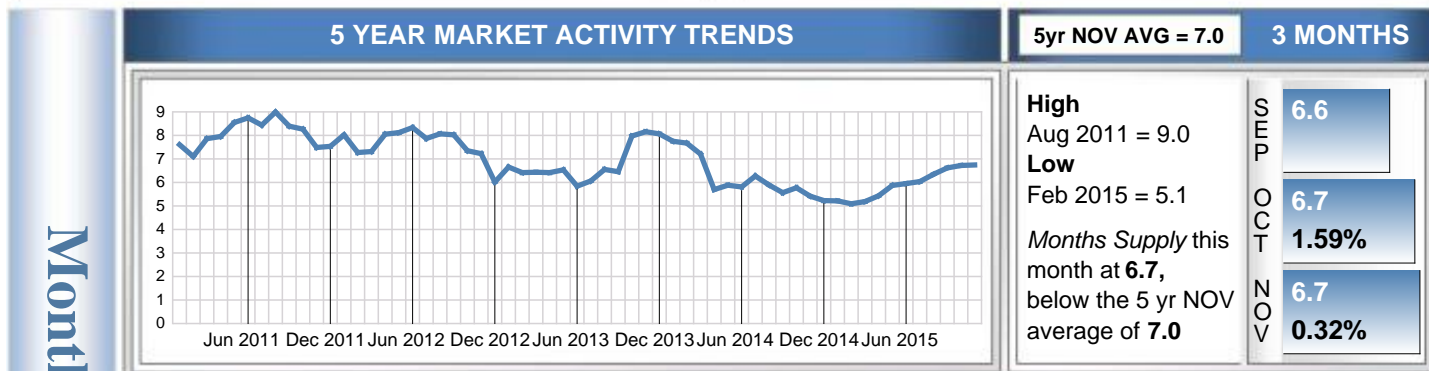
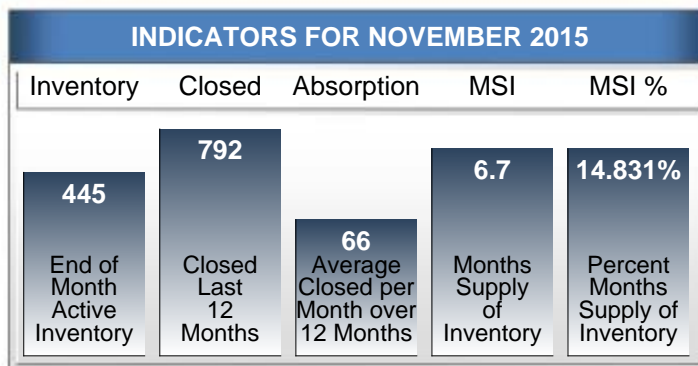
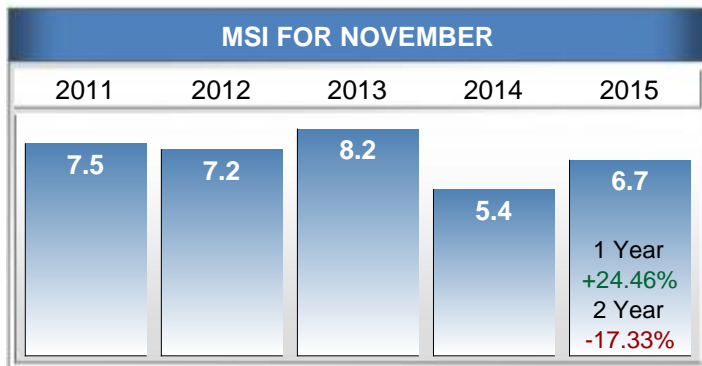
Active Inventory as of Dec 17, 2015



### Months Supply of Inventory

Report Produced on: Dec 17, 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+
\$20,000 and less	37	8.31%	20.2	30.0	3.0	0.0	0.0
\$20,001 \$50,000	54	12.13%	7.3	13.6	2.8	6.0	0.0
\$50,001 \$70,000	66	14.83%	9.7	16.1	6.1	6.0	0.0
\$70,001 \$130,000	108	24.27%	5.0	22.4	3.1	4.5	0.0
\$130,001 \$200,000	80	17.98%	4.8	5.6	4.7	4.6	5.1
\$200,001 \$320,000	50	11.24%	5.6	18.0	9.6	4.4	4.0
\$320,001 and up	50	11.24%	18.8	96.0	16.0	17.1	15.3
MSI:			6.7	17.6	4.3	5.4	7.5
Total Active Inventory:			445	177	152	96	20



# Monthly Inventory Analysis

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## November 2015

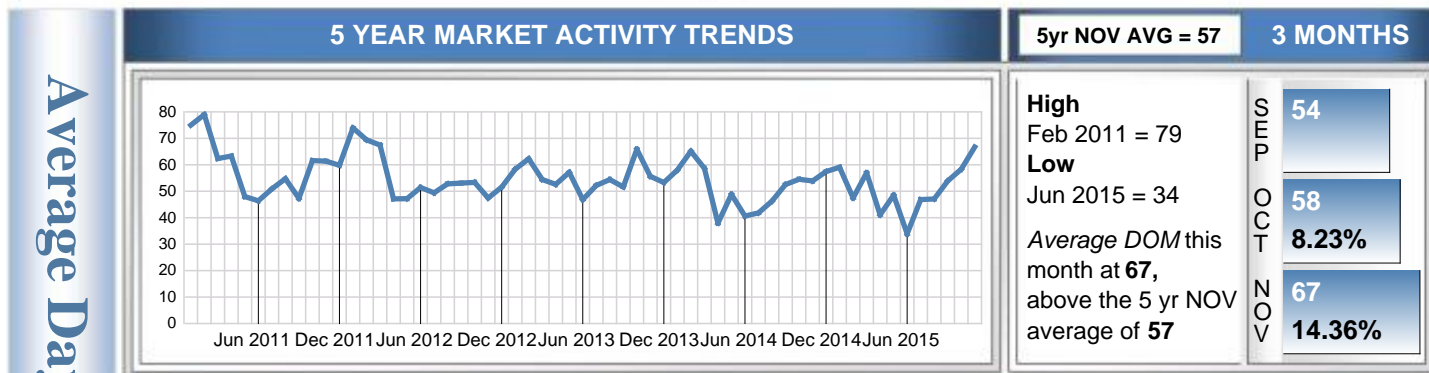
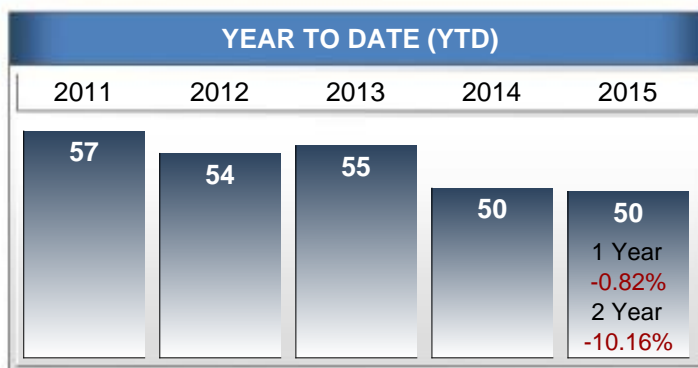
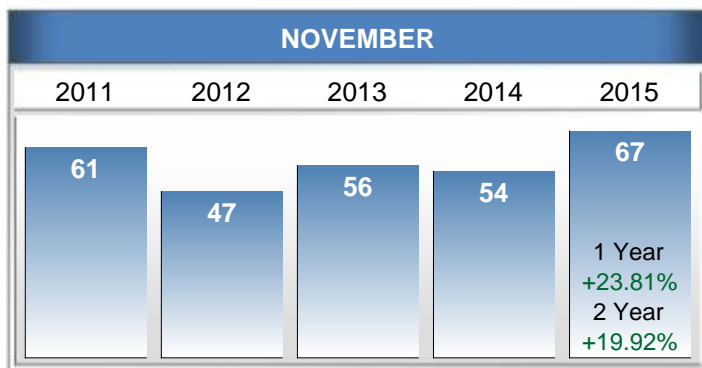
Closed Sales as of Dec 17, 2015



### Average Days on Market to Sale

Report Produced on: Dec 17, 2015

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+
\$50,000 and less	5	11.11%	93.0	85.0	105.0	0.0	0.0
\$50,001 - \$60,000	3	6.67%	76.0	42.5	143.0	0.0	0.0
\$60,001 - \$80,000	7	15.56%	55.3	44.3	63.5	0.0	0.0
\$80,001 - \$120,000	13	28.89%	64.0	53.0	71.9	50.3	0.0
\$120,001 - \$150,000	5	11.11%	49.4	0.0	39.0	91.0	0.0
\$150,001 - \$250,000	7	15.56%	75.4	143.0	51.0	60.0	103.0
\$250,001 and up	5	11.11%	63.0	0.0	86.0	46.3	90.0
Average Closed DOM: 66.7				65.6	69.4	56.1	96.5
Total Closed Units: 45				11	22	10	2
Total Closed Volume: 5,525,531				739.80K	2.41M	1.94M	436.00K



# Monthly Inventory Analysis

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## November 2015

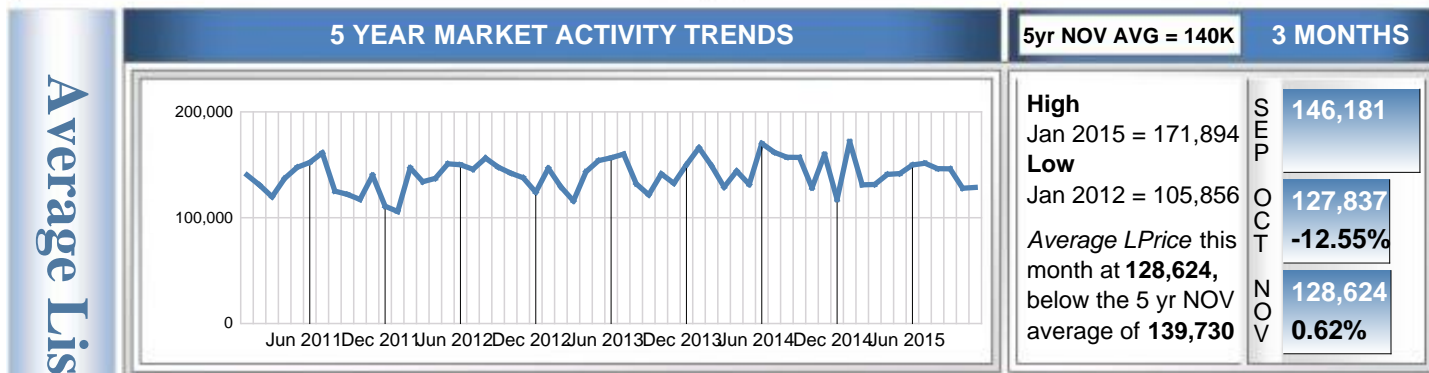
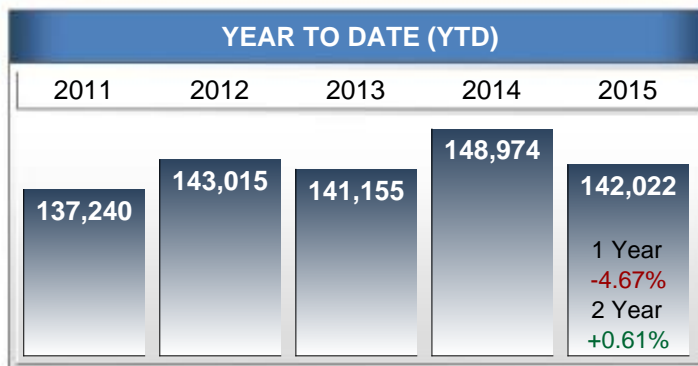
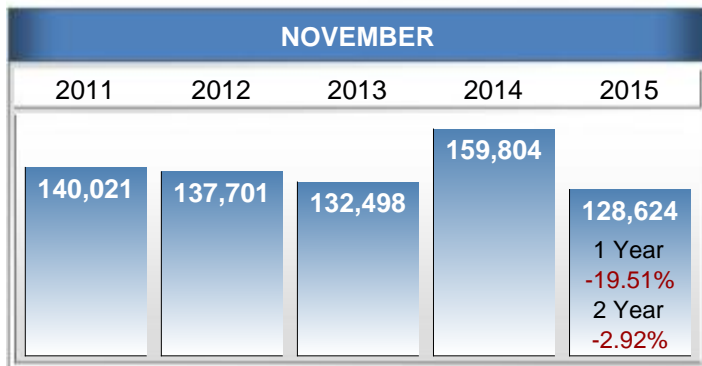
Closed Sales as of Dec 17, 2015



### Average List Price at Closing

Report Produced on: Dec 17, 2015

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+
\$50,000 and less	4	8.89%	38,700	39,167	52,400	0	0
\$50,001 - \$60,000	4	8.89%	57,550	52,700	59,900	0	0
\$60,001 - \$80,000	6	13.33%	66,617	74,333	65,775	0	0
\$80,001 - \$120,000	13	28.89%	98,623	95,750	107,688	93,333	0
\$120,001 - \$150,000	6	13.33%	140,600	0	142,475	133,800	0
\$150,001 - \$250,000	6	13.33%	171,733	155,500	172,450	206,967	169,000
\$250,001 and up	6	13.33%	307,883	0	320,000	327,465	285,000
Average List Price:	\$128,624			\$72,082	\$114,732	\$201,710	\$227,000
Total Closed Units:	45			11	22	10	2
Total List Volume:	5,788,095			792.90K	2.52M	2.02M	454.00K





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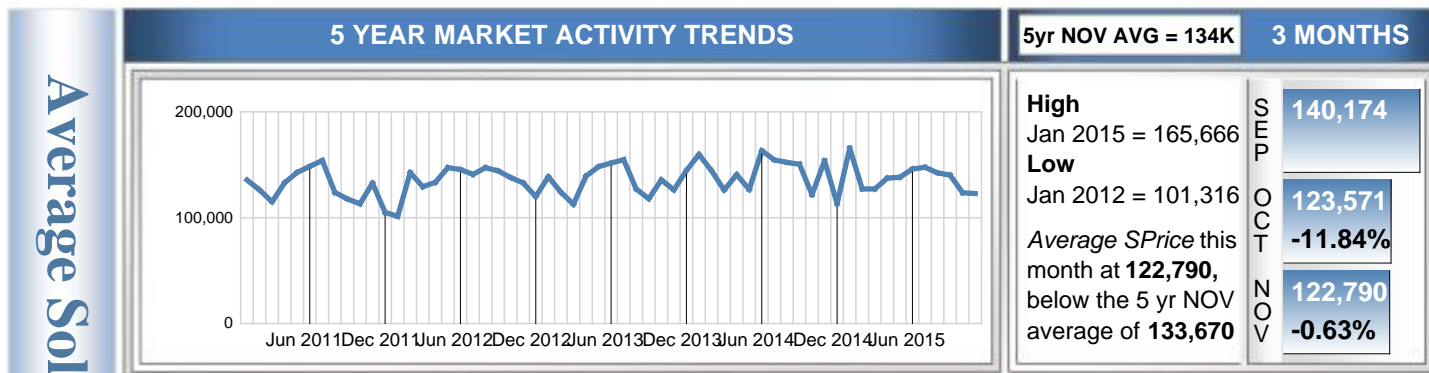
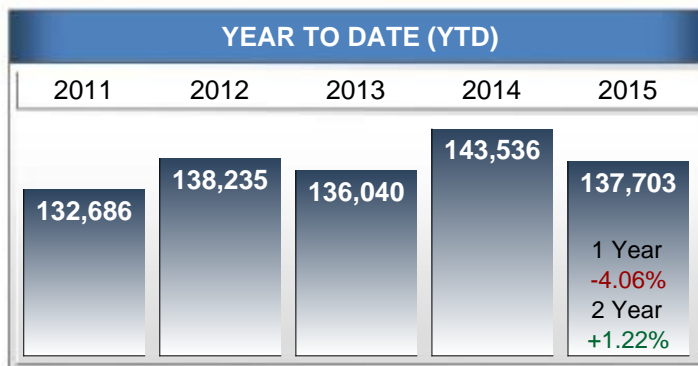
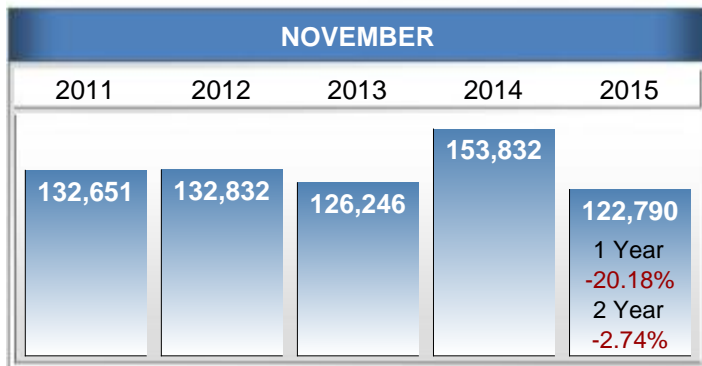
Closed Sales as of Dec 17, 2015



### Average Sold Price at Closing

Report Produced on: Dec 17, 2015

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+
\$50,000 and less	5		11.11%	37,000	29,334	48,500	0	0
\$50,001 - \$60,000	3		6.67%	53,967	53,450	55,000	0	0
\$60,001 - \$80,000	7		15.56%	66,687	68,500	65,327	0	0
\$80,001 - \$120,000	13		28.89%	96,556	93,200	99,728	90,333	0
\$120,001 - \$150,000	5		11.11%	137,260	0	139,375	128,800	0
\$150,001 - \$250,000	7		15.56%	173,471	153,000	166,400	189,500	160,000
\$250,001 and up	5		11.11%	311,199	0	310,000	323,332	276,000
Average Closed Price:	\$122,790				\$67,255	\$109,611	\$193,830	\$218,000
Total Closed Units:	45				11	22	10	2
Total Closed Volume:	5,525,531				739.80K	2.41M	1.94M	436.00K



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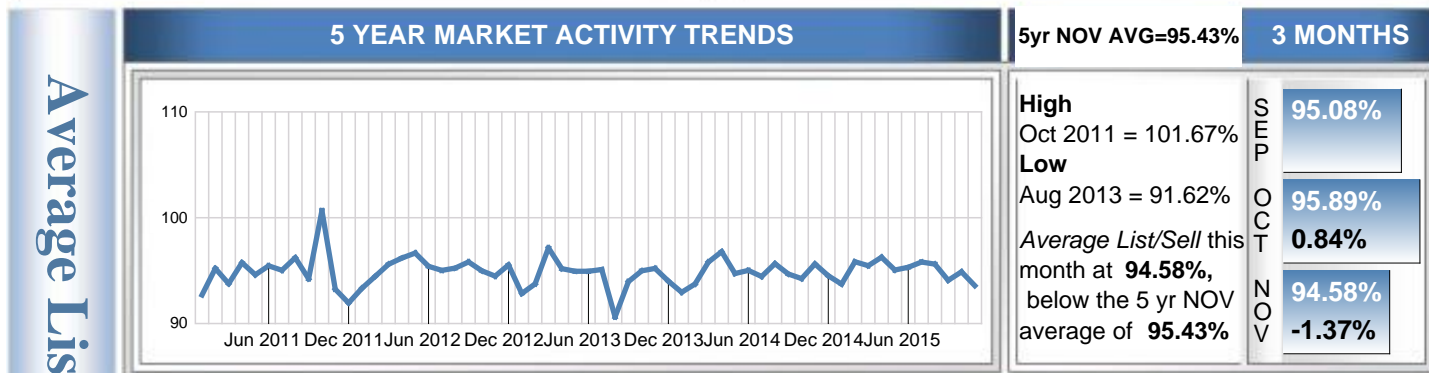
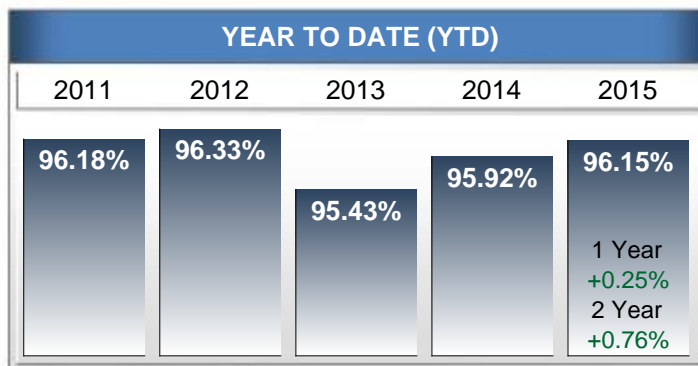
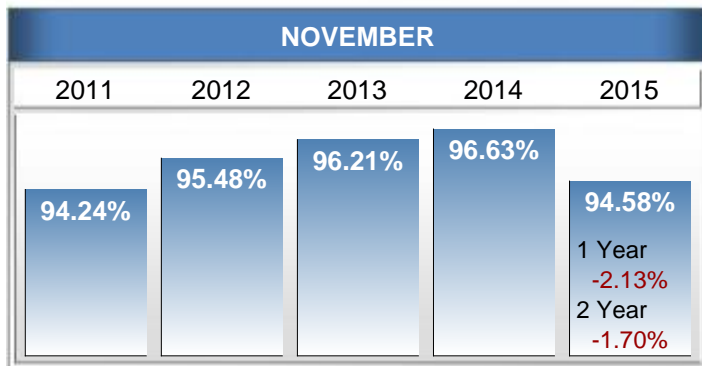
Closed Sales as of Dec 17, 2015



### 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	5	11.11%	81.70%	74.41%	92.63%	0.00%	0.00%
\$50,001 \$60,000	3	6.67%	98.28%	101.50%	91.82%	0.00%	0.00%
\$60,001 \$80,000	7	15.56%	96.75%	93.22%	99.39%	0.00%	0.00%
\$80,001 \$120,000	13	28.89%	94.80%	97.57%	93.29%	96.97%	0.00%
\$120,001 \$150,000	5	11.11%	97.53%	0.00%	97.85%	96.26%	0.00%
\$150,001 \$250,000	7	15.56%	95.16%	98.39%	96.81%	93.13%	94.67%
\$250,001 and up	5	11.11%	97.85%	0.00%	96.88%	98.51%	96.84%
Average List/Sell Ratio: 94.60%				90.86%	95.58%	96.21%	95.76%
Total Closed Units: 45				11	22	10	2
Total Closed Volume: 5,525,531				739.80K	2.41M	1.94M	436.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

Inventory as of Dec 17, 2015



### Market Summary

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Area Delimited by County Of Washington



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

**Active Inventory** as of November 30, 2015 = 445

	NOVEMBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	60	45	-25.00%	842	718	-14.73%
Pending Sales	58	73	25.86%	878	765	-12.87%
New Listings	94	113	20.21%	1,621	1,538	-5.12%
Average List Price	159,804	128,624	-19.51%	148,974	142,022	-4.67%
Average Sale Price	153,832	122,790	-20.18%	143,536	137,703	-4.06%
Average Percent of List Price to Selling Price	96.63%	94.58%	-2.13%	95.92%	96.15%	0.25%
Average Days on Market to Sale	53.88	66.71	23.81%	50.11	49.70	-0.82%
Monthly Inventory	409	445	8.80%	409	445	8.80%
Months Supply of Inventory	5.42	6.74	24.46%	5.42	6.74	24.46%

