



November 2015

Area Delimited by County Of Washington

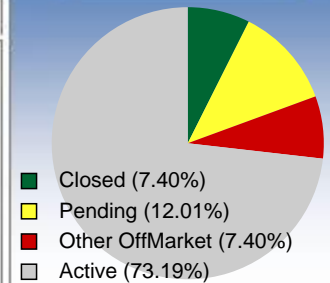


Absorption: Last 12 months, an Average of **66** Sales/Month

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%
Median List Price	122,450	104,300	-14.82%
Median Sale Price	118,750	99,900	-15.87%
Median Percent of List Price to Selling Price	97.75%	96.84%	-0.93%
Median Days on Market to Sale	29.00	63.00	117.24%
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.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.87%** in November 2015 to \$99,900 versus the previous year at \$118,750.

Median Days on Market Lengthens

The median number of **63.00** days that homes spent on the market before selling increased by 34.00 days or **117.24%** in November 2015 compared to last year's same month at **29.00** DOM.

Sales Success for November 2015 is Positive

Overall, with Median 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.

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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?

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



Monthly Inventory Analysis

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November 2015

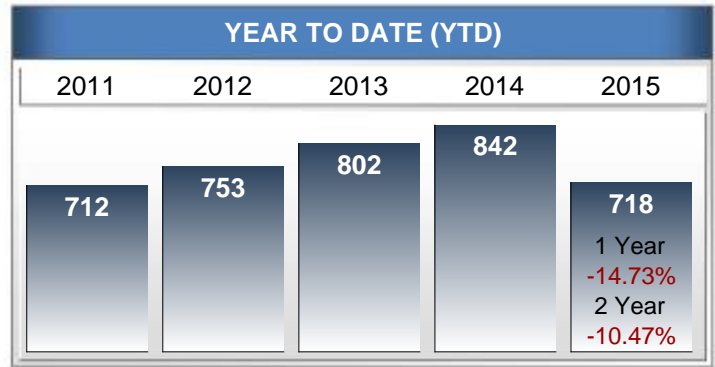
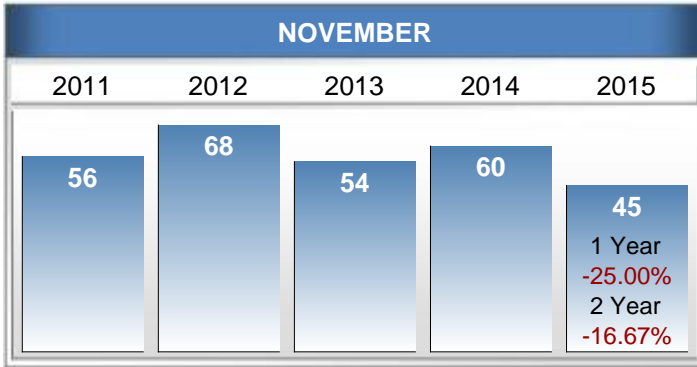
Closed Sales as of Dec 17, 2015



Closed Listings

Report Produced on: Dec 17, 2015

Area Delimited by County Of Washington



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	5	11.11%	95.0	3	2	0	0
\$50,001 - \$60,000	3	6.67%	79.0	2	1	0	0
\$60,001 - \$80,000	7	15.56%	49.0	3	4	0	0
\$80,001 - \$120,000	13	28.89%	53.0	2	8	3	0
\$120,001 - \$150,000	5	11.11%	25.0	0	4	1	0
\$150,001 - \$250,000	7	15.56%	84.0	1	2	3	1
\$250,001 and up	5	11.11%	76.0	0	1	3	1
Total Closed Units: 45				63.0			
Total Closed Volume:		5,525,531		739.80K	2.41M	1.94M	436.00K
Median Closed Price:		\$99,900		\$65,000	\$102,150	\$179,250	\$218,000



Monthly Inventory Analysis

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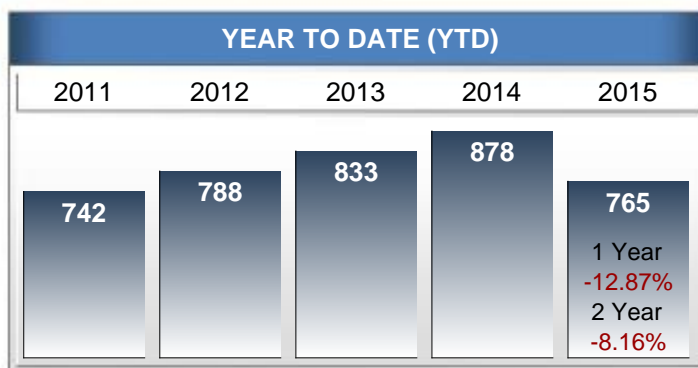
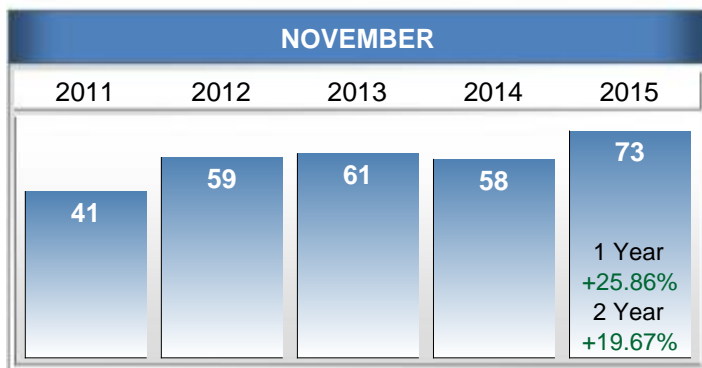
Pending Listings as of Dec 17, 2015



Pending Listings

Report Produced on: Dec 17, 2015

Area Delimited by County Of Washington



Pending Listings
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5yr NOV AVG = 58	3 MONTHS						
High Apr 2014 = 100 Low Dec 2011 = 40 <i>Pending Listing</i> this month at 73 , above the 5 yr NOV average of 58	<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> </table> -18.57% 28.07%	SEP	70	OCT	57	NOV	73
SEP	70						
OCT	57						
NOV	73						

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	5	6.85%	57.0	3	2	0	0	
\$30,001 - \$60,000	9	12.33%	12.0	3	6	0	0	
\$60,001 - \$90,000	12	16.44%	65.0	1	8	3	0	
\$90,001 - \$130,000	16	21.92%	59.5	2	11	3	0	
\$130,001 - \$170,000	14	19.18%	90.5	0	7	7	0	
\$170,001 - \$270,000	9	12.33%	45.0	0	2	7	0	
\$270,001 and up	8	10.96%	26.5	0	0	8	0	
Total Pending Units: 73 Total Pending Volume: 9,969,974 Median Listing Price: \$115,000				47.0	9	36	28	0.00B
					451.90K	3.52M	6.00M	\$0
					\$40,000	\$104,450	\$202,450	\$0



Monthly Inventory Analysis

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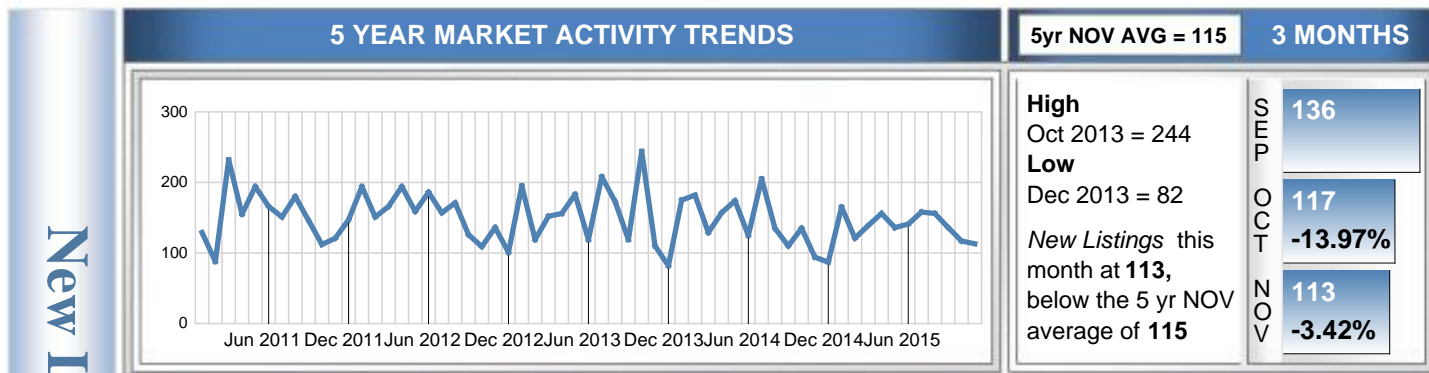
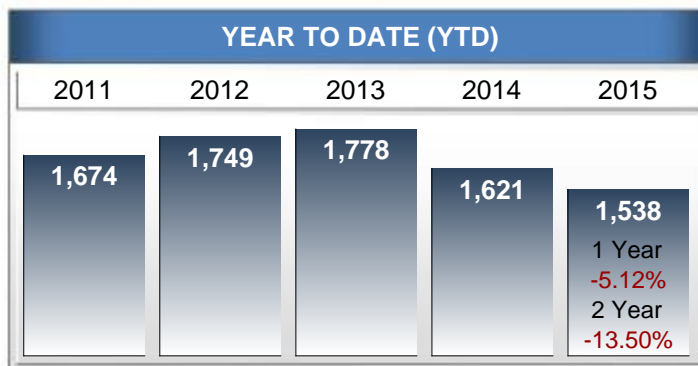
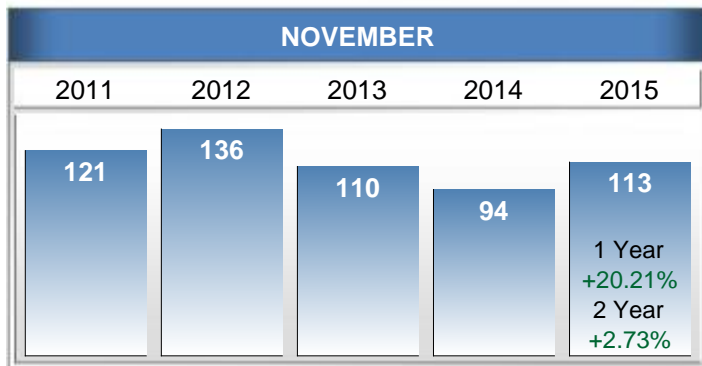
New Listings as of Dec 17, 2015



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+
\$20,000 and less	9	7.96%	9	0	0	0
\$20,001 \$40,000	14	12.39%	10	4	0	0
\$40,001 \$90,000	24	21.24%	10	13	1	0
\$90,001 \$140,000	22	19.47%	4	13	5	0
\$140,001 \$220,000	16	14.16%	0	10	5	1
\$220,001 \$360,000	16	14.16%	1	4	10	1
\$360,001 and up	12	10.62%	3	1	7	1
Total New Listed Units:	113		37	45	28	3
Total New Listed Volume:	19,007,295		5.05M	5.60M	7.45M	898.00K
Median New Listed Listing Price:	\$115,000		\$40,000	\$117,000	\$256,750	\$300,000



Monthly Inventory Analysis

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November 2015

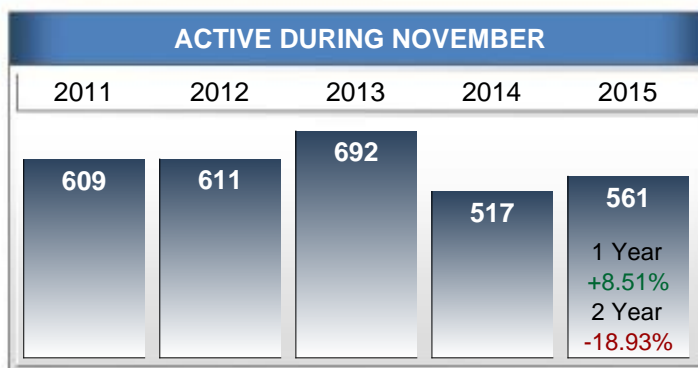
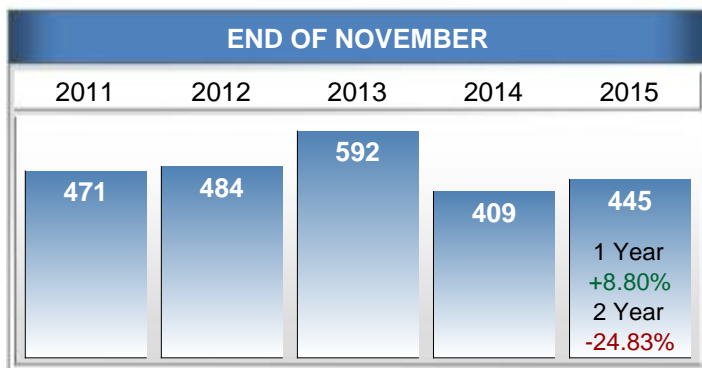
Active Inventory as of Dec 17, 2015



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
0.22%	
-1.55%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	37	8.31%	66.0	35	2	0	0
\$20,001 \$50,000	54	12.13%	81.0	42	11	1	0
\$50,001 \$70,000	66	14.83%	107.0	39	24	3	0
\$70,001 \$130,000	108	24.27%	87.0	43	50	15	0
\$130,001 \$200,000	80	17.98%	66.5	7	41	29	3
\$200,001 \$320,000	50	11.24%	76.5	3	16	28	3
\$320,001 and up	50	11.24%	57.5	8	8	20	14
Total Active Inventory by Units:		445	74.0	177	152	96	20
Total Active Inventory by Volume:		69,189,875		16.87M	20.83M	22.65M	8.84M
Median Active Inventory Listing Price:		\$99,000		\$57,500	\$119,000	\$202,500	\$350,000



Monthly Inventory Analysis

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November 2015

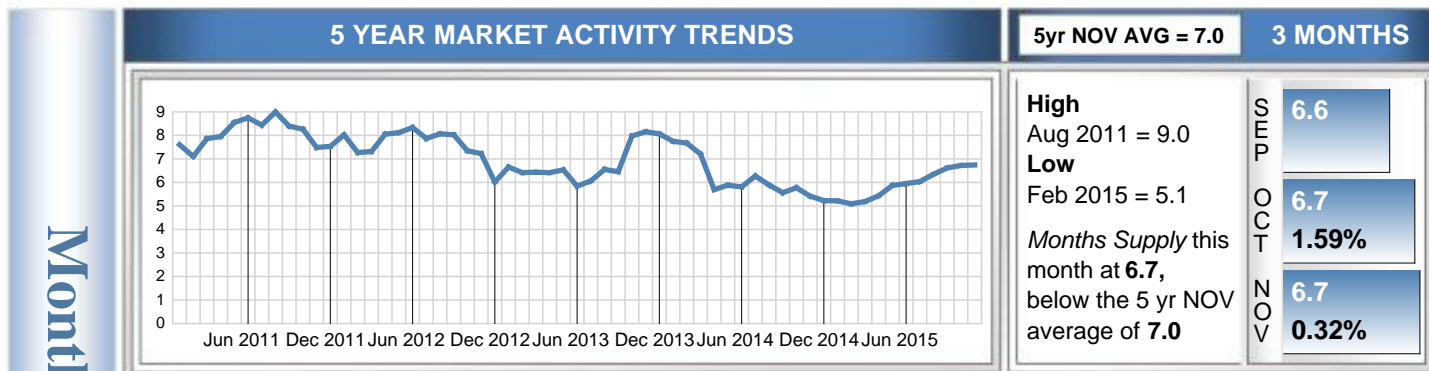
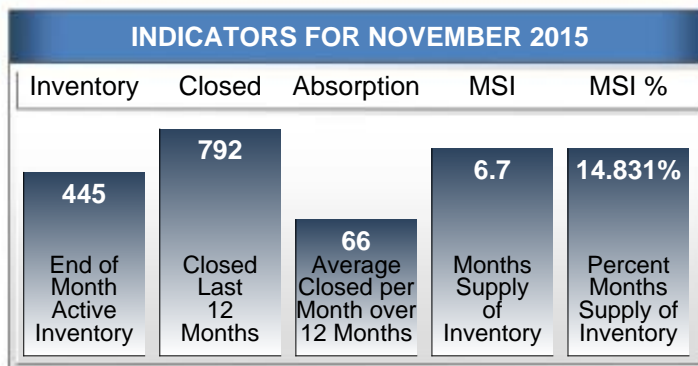
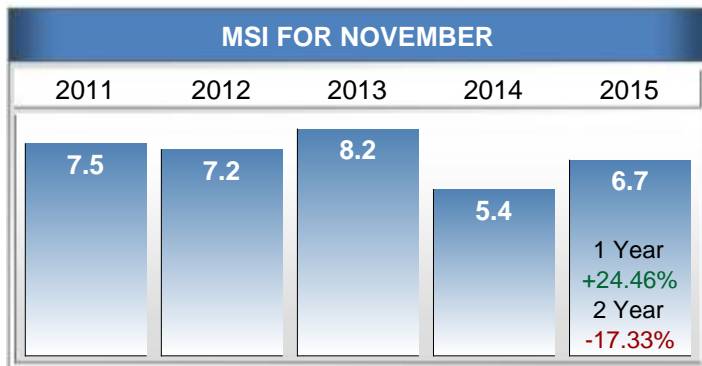
Active Inventory as of Dec 17, 2015



Months Supply of Inventory

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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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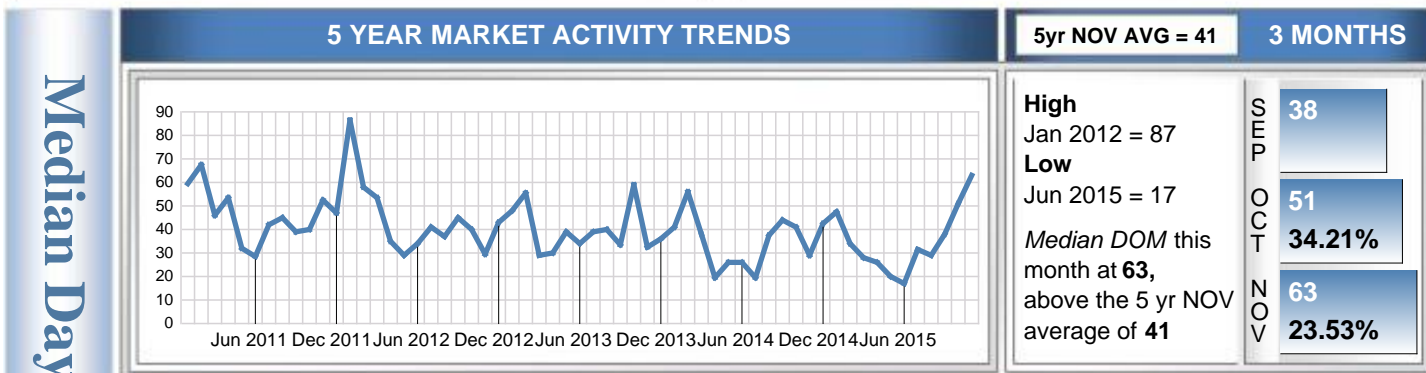
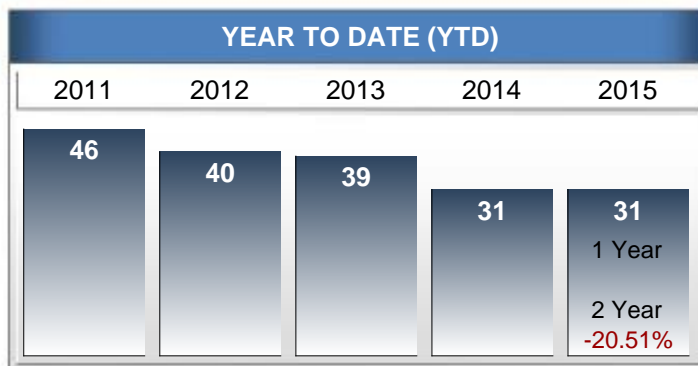
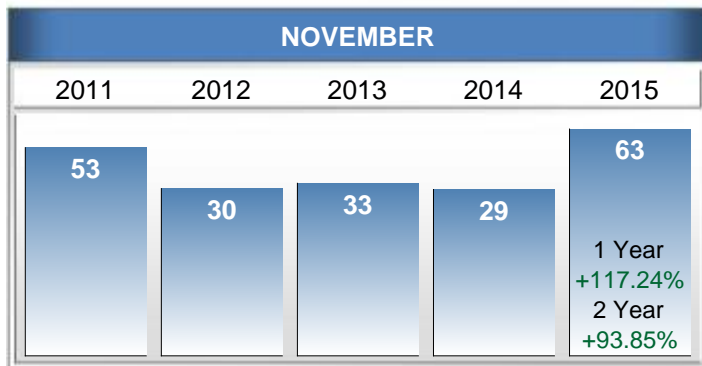
Closed Sales as of Dec 17, 2015



Median Days on Market to Sale

Report Produced on: Dec 17, 2015

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Median Days on Market

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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+
\$50,000 and less	5	11.11%	95.0	95.0	105.0	0.0	0.0
\$50,001 \$60,000	3	6.67%	79.0	42.5	143.0	0.0	0.0
\$60,001 \$80,000	7	15.56%	49.0	46.0	65.5	0.0	0.0
\$80,001 \$120,000	13	28.89%	53.0	53.0	46.5	73.0	0.0
\$120,001 \$150,000	5	11.11%	25.0	0.0	15.0	91.0	0.0
\$150,001 \$250,000	7	15.56%	84.0	143.0	51.0	66.0	103.0
\$250,001 and up	5	11.11%	76.0	0.0	86.0	57.0	90.0
Median Closed DOM:	63.0			57.0	58.0	69.5	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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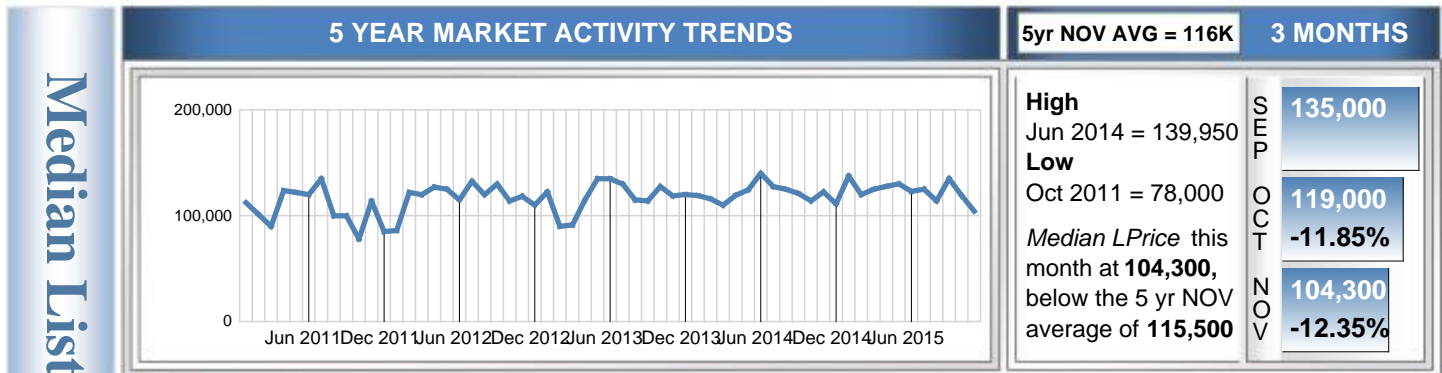
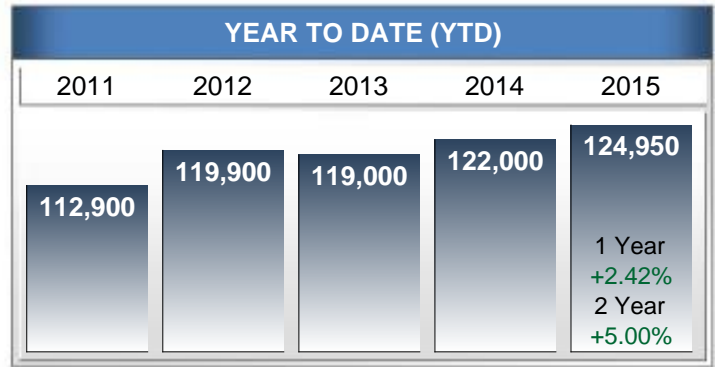
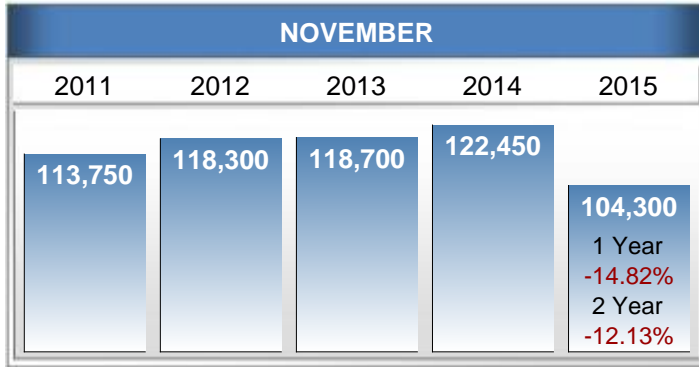
Closed Sales as of Dec 17, 2015



Median List Price at Closing

Report Produced on: Dec 17, 2015

Area Delimited by County Of Washington



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	4		8.89%	42,450	35,000	49,900	0	0
\$50,001 - \$60,000	4		8.89%	57,700	55,500	59,900	0	0
\$60,001 - \$80,000	6		13.33%	64,900	65,000	64,800	0	0
\$80,001 - \$120,000	13		28.89%	99,900	89,000	104,300	95,000	0
\$120,001 - \$150,000	6		13.33%	142,700	0	145,500	133,800	0
\$150,001 - \$250,000	6		13.33%	174,000	155,500	172,450	180,500	169,000
\$250,001 and up	6		13.33%	292,450	0	320,000	282,450	285,000
Median List Price:		\$104,300			\$65,000	\$107,100	\$180,500	\$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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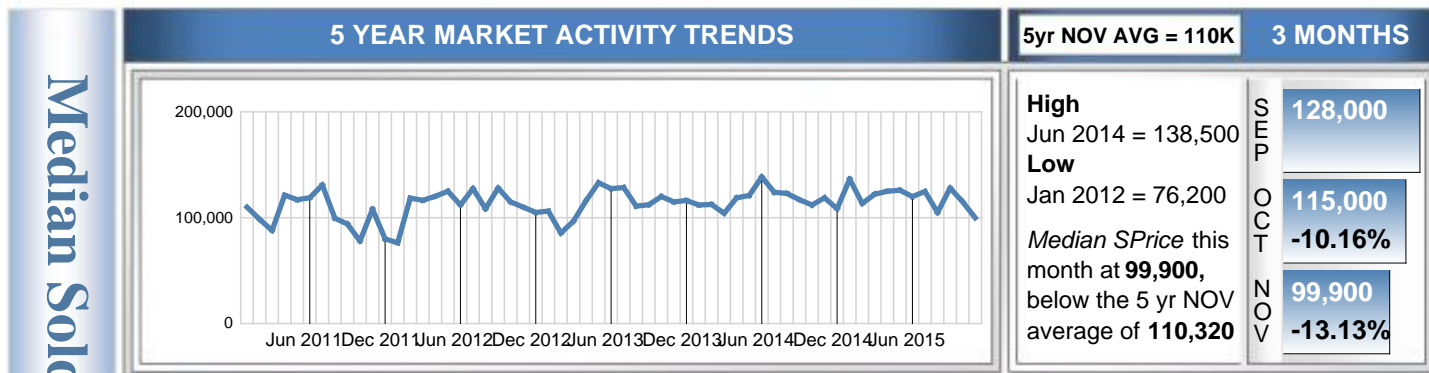
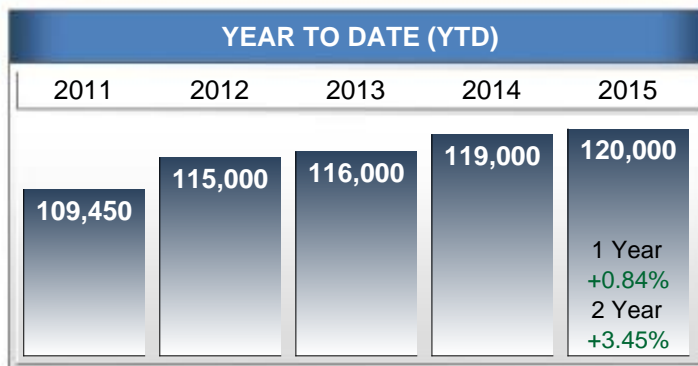
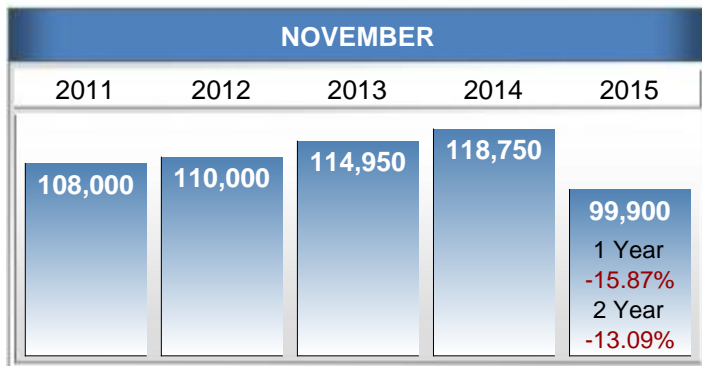
Closed Sales as of Dec 17, 2015



Median Sold Price at Closing

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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+
\$50,000 and less	5			11.11%	47,000	25,001	48,500	0	0
\$50,001 - \$60,000	3			6.67%	55,000	53,450	55,000	0	0
\$60,001 - \$80,000	7			15.56%	65,000	66,500	62,922	0	0
\$80,001 - \$120,000	13			28.89%	95,000	93,200	102,150	90,000	0
\$120,001 - \$150,000	5			11.11%	140,000	0	142,500	128,800	0
\$150,001 - \$250,000	7			15.56%	176,500	153,000	166,400	182,000	160,000
\$250,001 and up	5			11.11%	295,000	0	310,000	295,000	276,000
Median Closed Price:		\$99,900				\$65,000	\$102,150	\$179,250	\$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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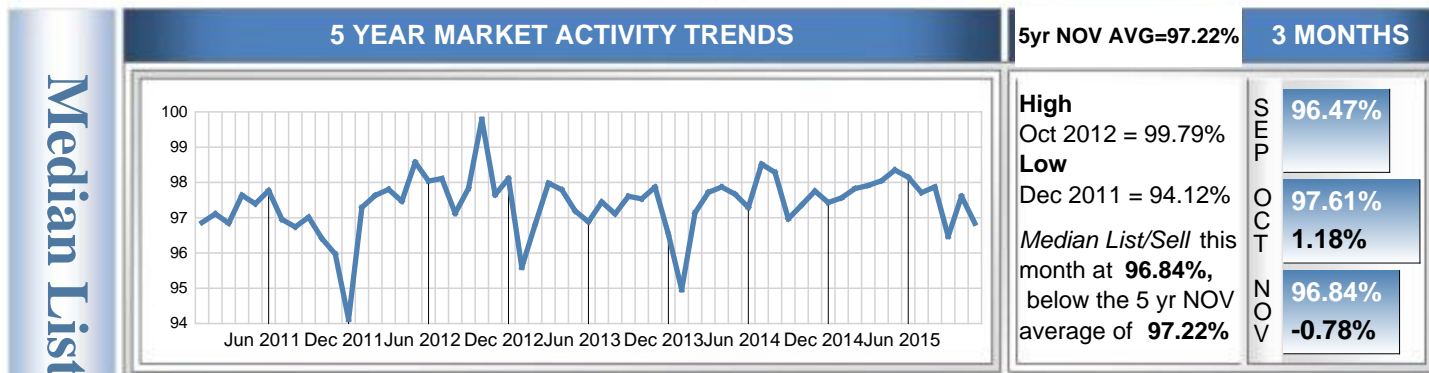
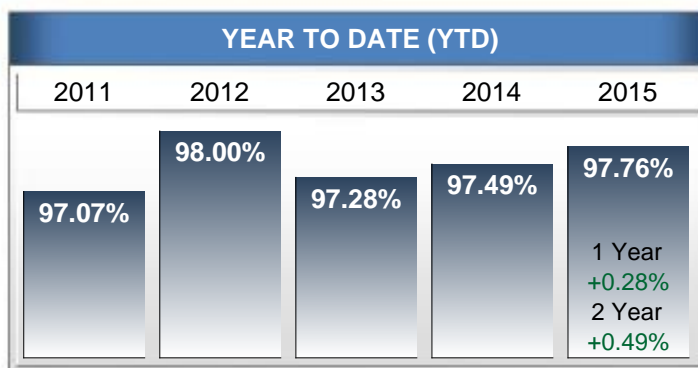
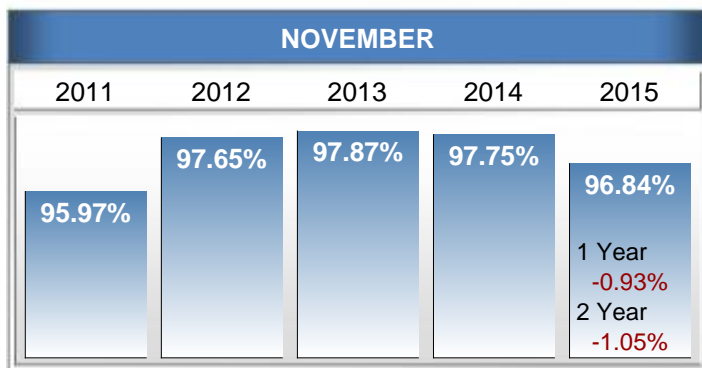
Closed Sales as of Dec 17, 2015



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+
\$50,000 and less	5	11.11%	76.80%	75.00%	92.63%	0.00%	0.00%
\$50,001 - \$60,000	3	6.67%	100.00%	101.50%	91.82%	0.00%	0.00%
\$60,001 - \$80,000	7	15.56%	99.87%	94.20%	99.93%	0.00%	0.00%
\$80,001 - \$120,000	13	28.89%	95.54%	97.57%	96.50%	95.00%	0.00%
\$120,001 - \$150,000	5	11.11%	96.73%	0.00%	97.59%	96.26%	0.00%
\$150,001 - \$250,000	7	15.56%	98.39%	98.39%	96.81%	98.60%	94.67%
\$250,001 and up	5	11.11%	97.17%	0.00%	96.88%	98.37%	96.84%
Median List/Sell Ratio:	96.84%			95.14%	96.80%	97.77%	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

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November 2015

Inventory as of Dec 17, 2015



Market Summary

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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%
Median List Price	122,450	104,300	-14.82%	122,000	124,950	2.42%
Median Sale Price	118,750	99,900	-15.87%	119,000	120,000	0.84%
Median Percent of List Price to Selling Price	97.75%	96.84%	-0.93%	97.49%	97.76%	0.28%
Median Days on Market to Sale	29.00	63.00	117.24%	31.00	31.00	0.00%
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%

