



October 2015

Area Delimited by County Of Washington

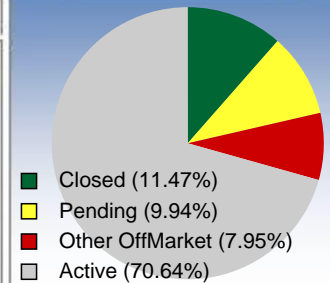


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of October 31, 2015 = **462**

	OCTOBER		
	2014	2015	+/- %
Closed Listings	86	75	-12.79%
Pending Listings	64	65	1.56%
New Listings	135	117	-13.33%
Average List Price	128,256	127,837	-0.33%
Average Sale Price	121,726	123,571	1.52%
Average Percent of List Price to Selling Price	95.25%	95.89%	0.67%
Average Days on Market to Sale	54.52	58.33	6.99%
End of Month Inventory	433	462	6.70%
Months Supply of Inventory	5.77	6.88	19.14%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 10, 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 October 2015 rose **6.70%** to 462 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 **6.88** 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 **1.52%** in October 2015 to \$123,571 versus the previous year at \$121,726.

Average Days on Market Lengthens

The average number of **58.33** days that homes spent on the market before selling increased by 3.81 days or **6.99%** in October 2015 compared to last year's same month at **54.52** DOM.

Sales Success for October 2015 is Positive

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

There were 117 New Listings in October 2015, down **13.33%** from last year at 135. Furthermore, there were 75 Closed Listings this month versus last year at 86, a **-12.79%** decrease.

Closed versus Listed trends yielded a **64.1%** ratio, up from last year's October 2015 at **63.7%**, a **0.63%** 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

Data from the Greater Tulsa Association of REALTORS®

October 2015

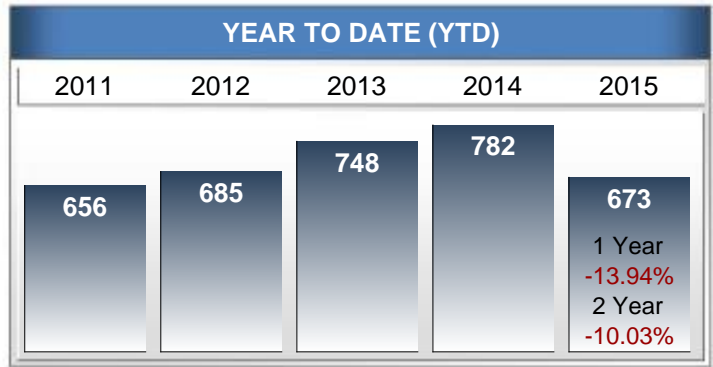
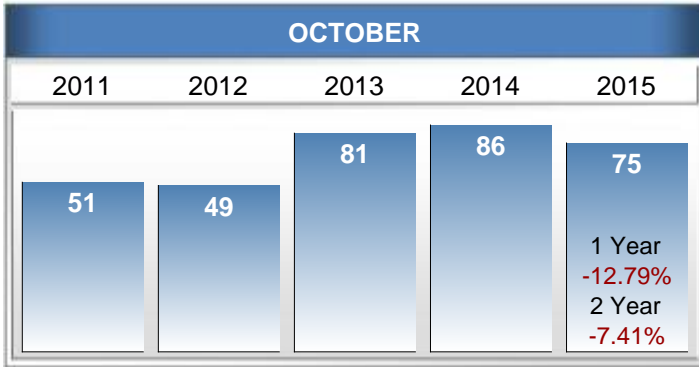
Closed Sales as of Nov 09, 2015



Closed Listings

Report Produced on: Nov 10, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	4.00%	69.0	2	1	0	0
\$30,001 \$50,000	10	13.33%	80.7	2	8	0	0
\$50,001 \$80,000	14	18.67%	43.7	2	12	0	0
\$80,001 \$130,000	17	22.67%	49.7	3	12	2	0
\$130,001 \$170,000	14	18.67%	62.9	0	10	4	0
\$170,001 \$240,000	9	12.00%	62.7	0	1	7	1
\$240,001 and up	8	10.67%	57.5	0	0	8	0
Total Closed Units:	75		58.3	9	44	21	1
Total Closed Volume:	9,267,828			569,50K	4.04M	4.46M	200.00K
Average Closed Price:	\$123,571			\$63,278	\$91,852	\$212,230	\$200,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

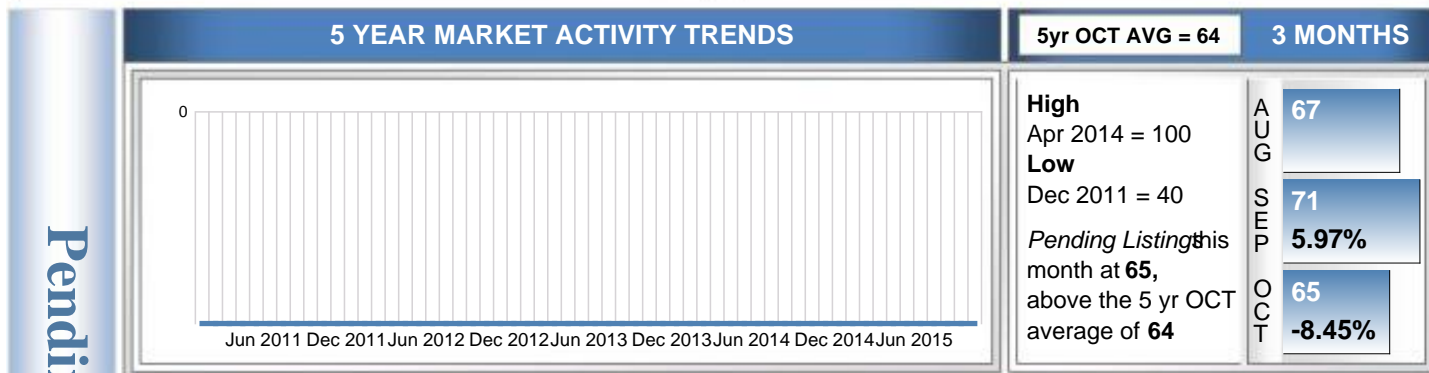
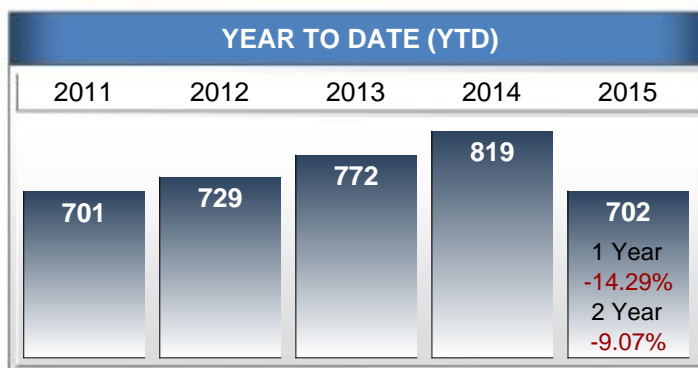
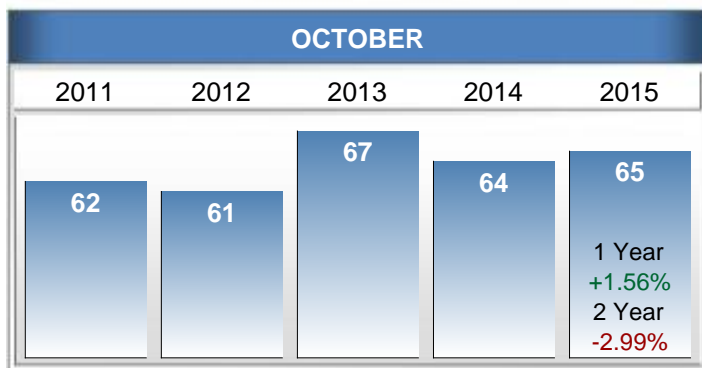
Pending Listings as of Nov 09, 2015



Pending Listings

Report Produced on: Nov 10, 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+		
\$50,000 and less	6	9.23%	97.2	3	3	0	0		
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 - \$75,000	12	18.46%	84.5	3	8	1	0		
\$75,001 - \$125,000	22	33.85%	54.8	3	13	6	0		
\$125,001 - \$150,000	11	16.92%	32.4	0	6	5	0		
\$150,001 - \$175,000	5	7.69%	69.4	1	2	1	1		
\$175,001 and up	9	13.85%	60.4	0	3	6	0		
Total Pending Units:				65	72.8	10	35	19	1
Total Pending Volume:				7,700,768		755.30K	3.94M	2.84M	169.00K
Average Listing Price:				\$154,634		\$75,530	\$112,439	\$149,532	\$169,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

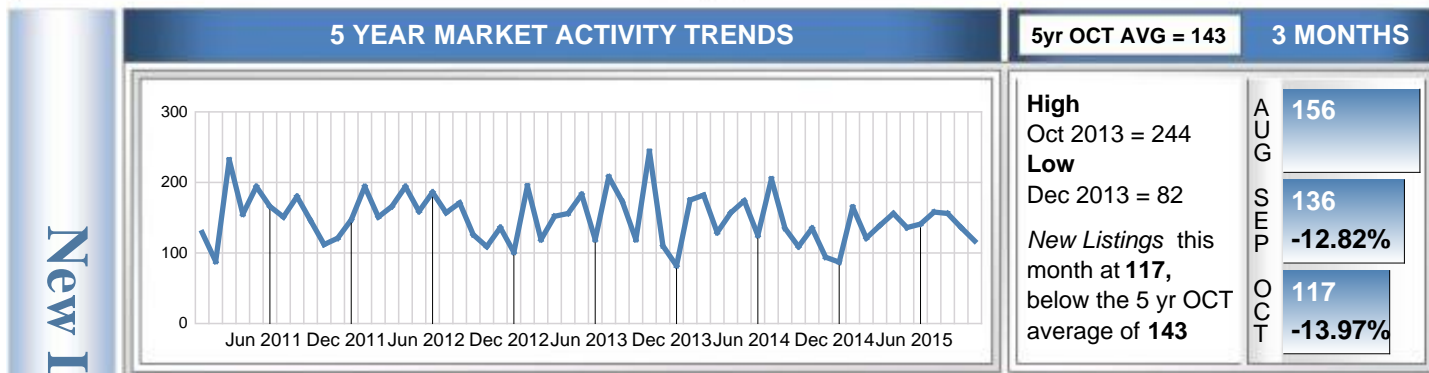
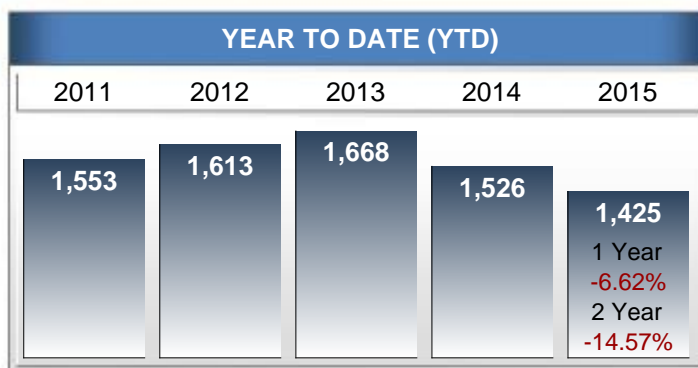
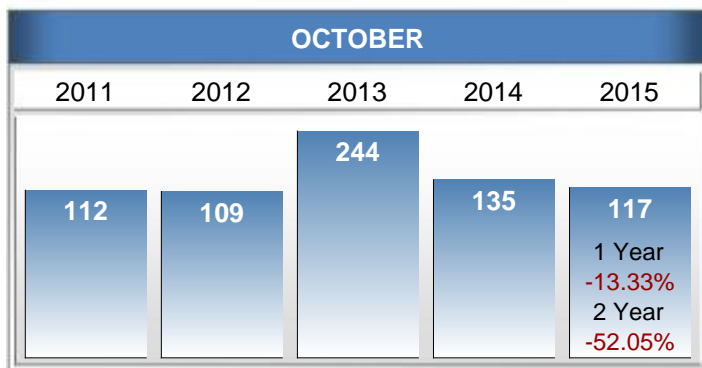
New Listings as of Nov 09, 2015



New Listings

Report Produced on: Nov 10, 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+
\$30,000 and less	5	4.27%	3	2	0	0
\$30,001 - \$70,000	22	18.80%	10	11	1	0
\$70,001 - \$100,000	16	13.68%	3	10	3	0
\$100,001 - \$170,000	30	25.64%	3	14	11	2
\$170,001 - \$230,000	17	14.53%	1	7	9	0
\$230,001 - \$330,000	13	11.11%	3	0	8	2
\$330,001 and up	14	11.97%	0	2	7	5
Total New Listed Units:			23	46	39	9
Total New Listed Volume:			2.16M	5.65M	9.13M	4.23M
Average New Listed Listing Price:			\$94,061	\$122,809	\$234,000	\$469,867



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

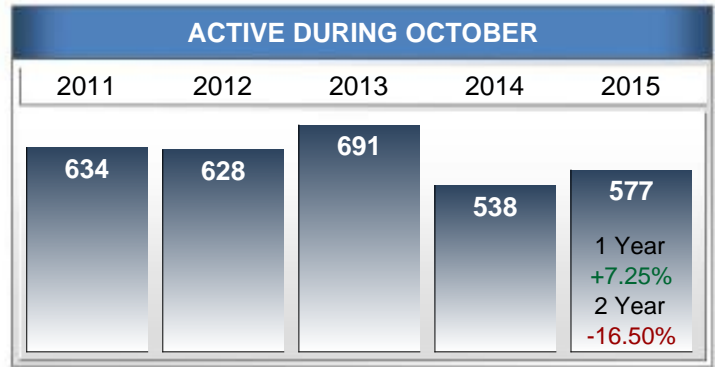
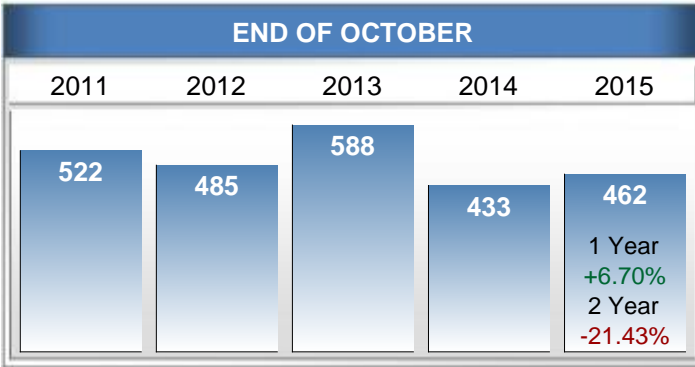
Active Inventory as of Nov 09, 2015



Active Inventory

Report Produced on: Nov 10, 2015

Area Delimited by County Of Washington



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	39	8.44%	58.8	35	4	0	0	
\$25,001 \$50,000	44	9.52%	75.3	34	9	1	0	
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0	
\$50,001 \$125,000	178	38.53%	78.1	83	80	15	0	
\$125,001 \$200,000	99	21.43%	68.6	11	48	38	2	
\$200,001 \$300,000	52	11.26%	80.3	4	16	30	2	
\$300,001 and up	50	10.82%	67.8	5	8	22	15	
Total Active Inventory by Units:			462	73.3	172	165	106	19
Total Active Inventory by Volume:			69,391,526		14.39M	21.94M	24.21M	8.86M
Average Active Inventory Listing Price:			\$150,198		\$83,645	\$132,980	\$228,366	\$466,116

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

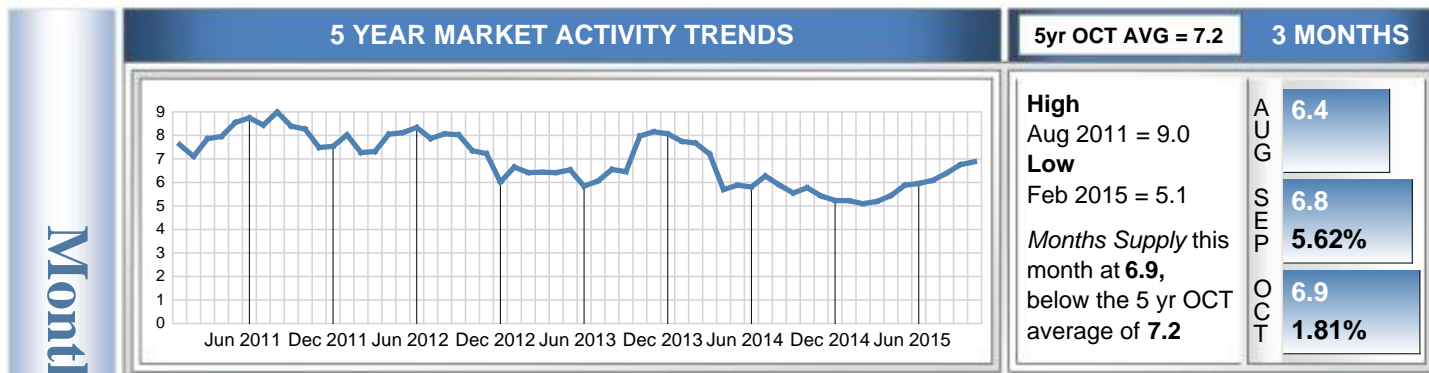
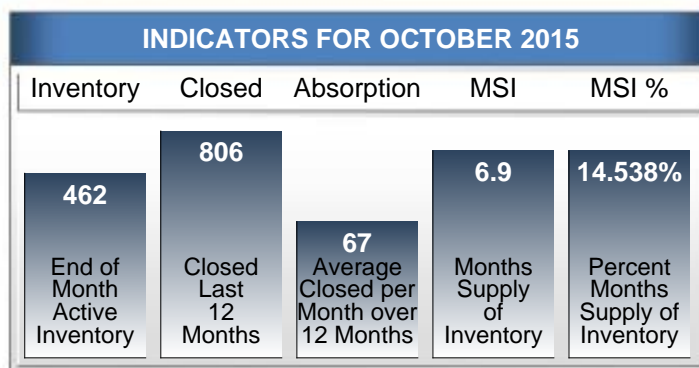
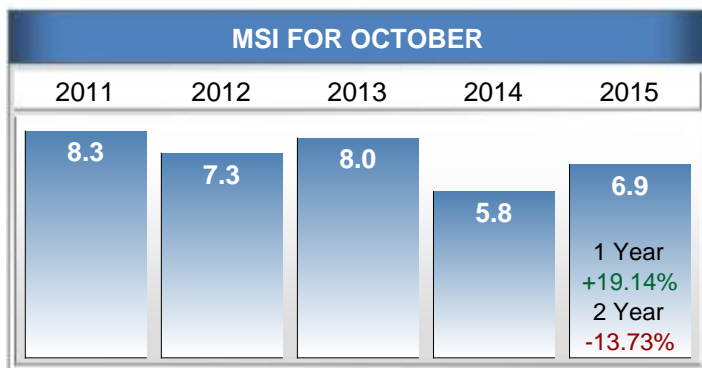
Active Inventory as of Nov 09, 2015



Months Supply of Inventory

Report Produced on: Nov 10, 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	41	8.87%	10.7	19.1	3.3	0.0	0.0
\$30,001 \$50,000	42	9.09%	7.6	14.1	2.4	0.0	0.0
\$50,001 \$70,000	68	14.72%	10.1	17.1	6.6	4.0	0.0
\$70,001 \$130,000	121	26.19%	5.5	23.0	3.7	5.1	0.0
\$130,001 \$200,000	88	19.05%	5.2	8.0	4.5	5.6	4.0
\$200,001 \$320,000	54	11.69%	5.9	24.0	9.1	4.9	3.0
\$320,001 and up	48	10.39%	16.5	60.0	16.0	15.0	15.0
MSI:			6.9	17.2	4.5	5.9	7.4
Total Active Inventory:			462	172	165	106	19



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

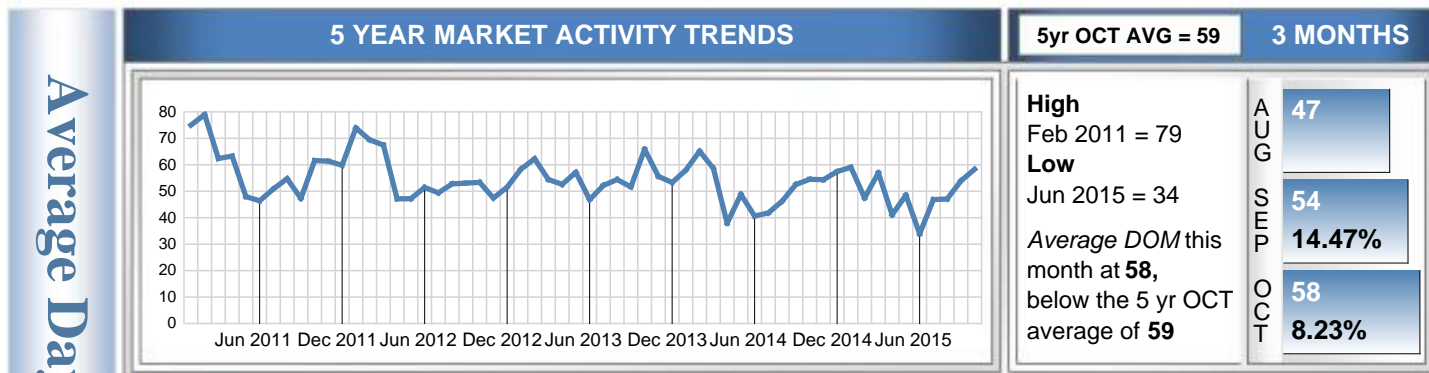
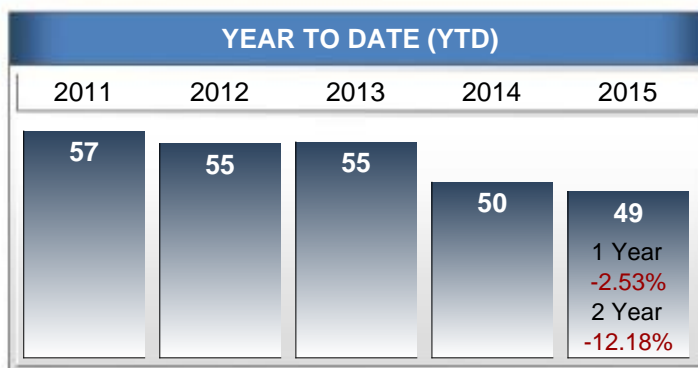
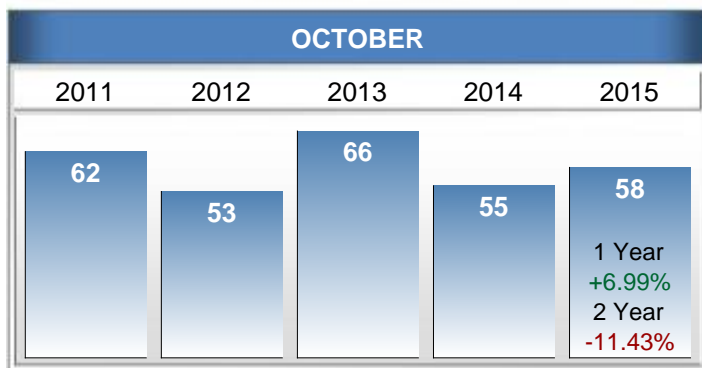
Closed Sales as of Nov 09, 2015



Average Days on Market to Sale

Report Produced on: Nov 10, 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+
\$30,000 and less	3	4.00%	69.0	35.5	136.0	0.0	0.0
\$30,001 \$50,000	10	13.33%	80.7	45.5	89.5	0.0	0.0
\$50,001 \$80,000	14	18.67%	43.7	26.0	46.7	0.0	0.0
\$80,001 \$130,000	17	22.67%	49.7	25.3	56.8	43.5	0.0
\$130,001 \$170,000	14	18.67%	62.9	0.0	64.3	59.3	0.0
\$170,001 \$240,000	9	12.00%	62.7	0.0	59.0	66.6	39.0
\$240,001 and up	8	10.67%	57.5	0.0	0.0	57.5	0.0
Average Closed DOM: 58.3				32.2	63.5	59.5	39.0
Total Closed Units: 75				9	44	21	1
Total Closed Volume: 9,267,828				569.50K	4.04M	4.46M	200.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

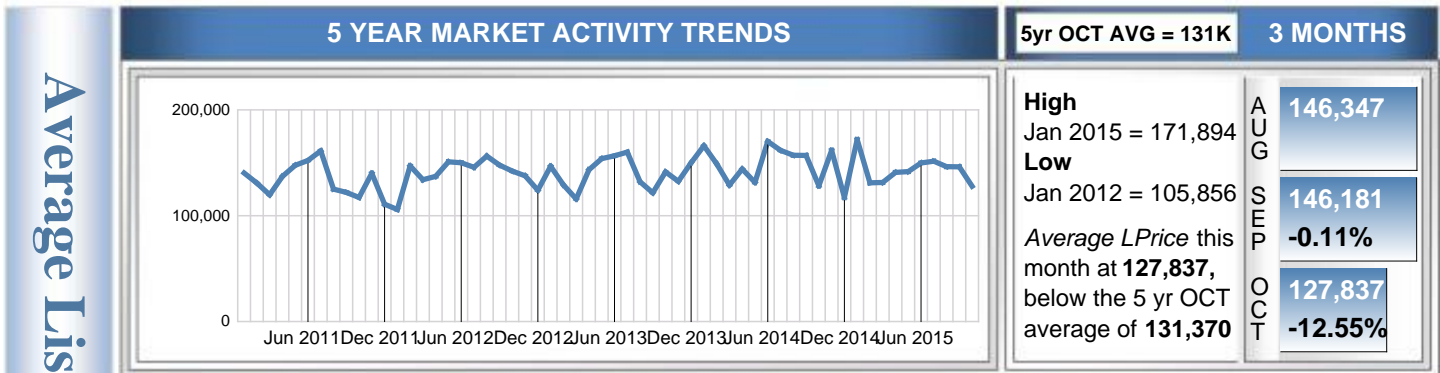
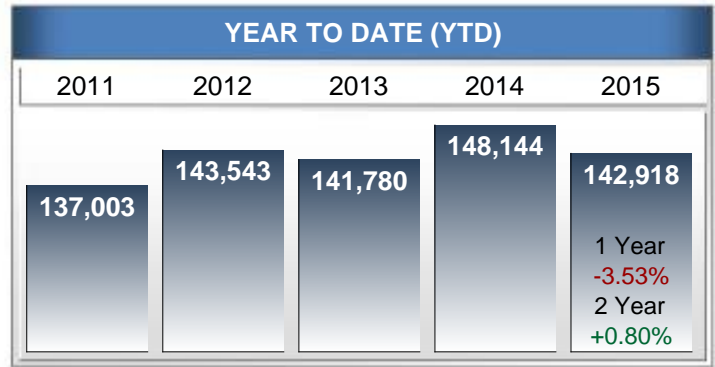
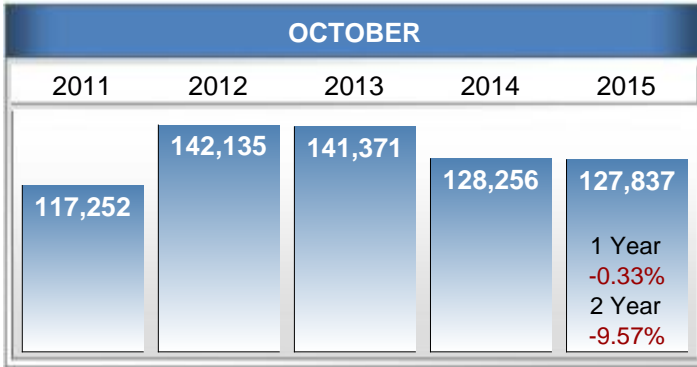
Closed Sales as of Nov 09, 2015



Average List Price at Closing

Report Produced on: Nov 10, 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+
\$30,000 and less	2	2.67%	21,000	31,000	15,000	0	0
\$30,001 \$50,000	10	13.33%	42,247	47,450	45,371	0	0
\$50,001 \$80,000	12	16.00%	65,083	64,950	70,092	0	0
\$80,001 \$130,000	21	28.00%	107,014	100,633	108,792	125,000	0
\$130,001 \$170,000	11	14.67%	151,345	0	149,990	170,850	0
\$170,001 \$240,000	12	16.00%	211,700	0	175,000	218,214	209,000
\$240,001 and up	7	9.33%	269,971	0	0	266,213	0
Average List Price:	\$127,837			\$65,411	\$95,442	\$218,600	\$209,000
Total Closed Units:	75			9	44	21	1
Total List Volume:	9,587,768			588.70K	4.20M	4.59M	209.00K



Monthly Inventory Analysis

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October 2015

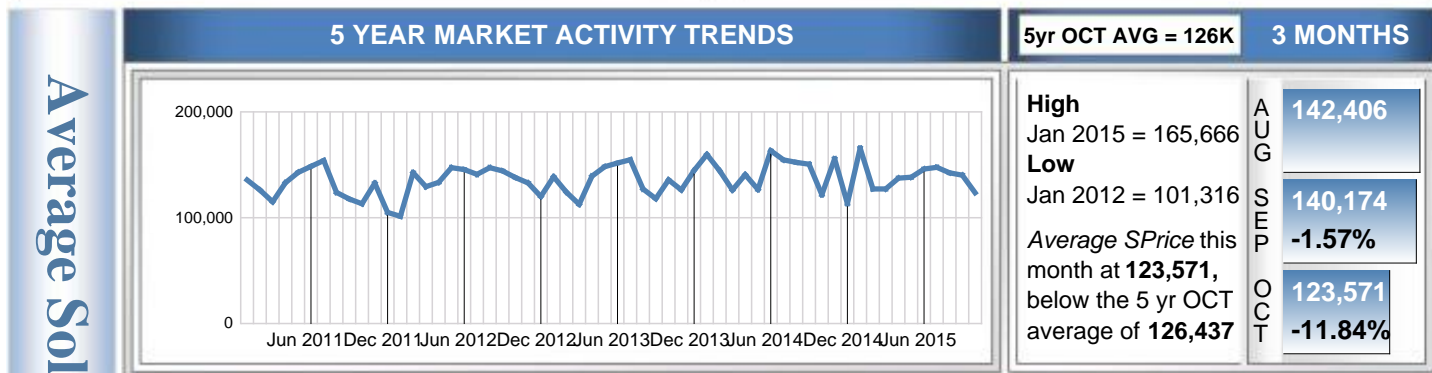
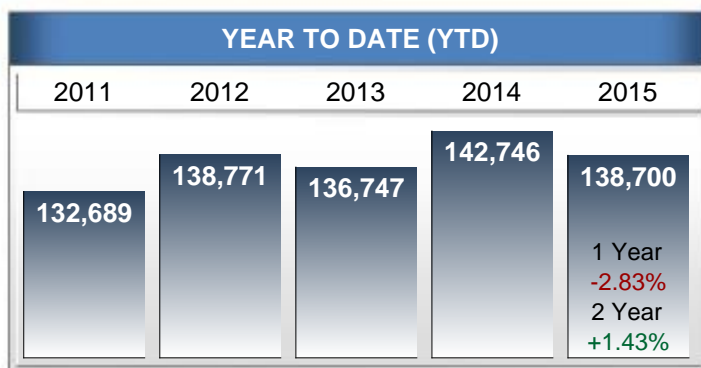
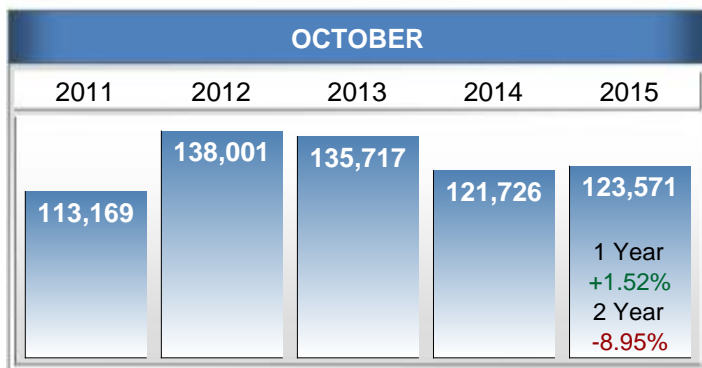
Closed Sales as of Nov 09, 2015



Average Sold Price at Closing

Report Produced on: Nov 10, 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+
\$30,000 and less	3		4.00%	22,167	27,750	11,000	0	0
\$30,001 \$50,000	10		13.33%	41,642	44,000	41,052	0	0
\$50,001 \$80,000	14		18.67%	65,704	62,500	66,238	0	0
\$80,001 \$130,000	17		22.67%	106,484	100,333	105,310	122,750	0
\$130,001 \$170,000	14		18.67%	150,214	0	146,950	158,375	0
\$170,001 \$240,000	9		12.00%	206,539	0	174,000	212,122	200,000
\$240,001 and up	8		10.67%	261,623	0	0	261,623	0
Average Closed Price:	\$123,571				\$63,278	\$91,852	\$212,230	\$200,000
Total Closed Units:	75				9	44	21	1
Total Closed Volume:	9,267,828				569.50K	4.04M	4.46M	200.00K



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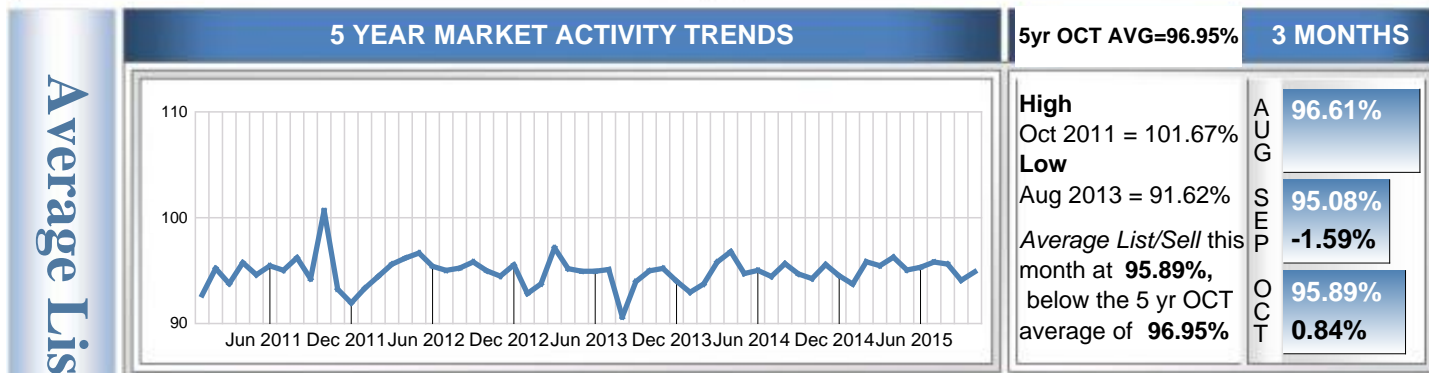
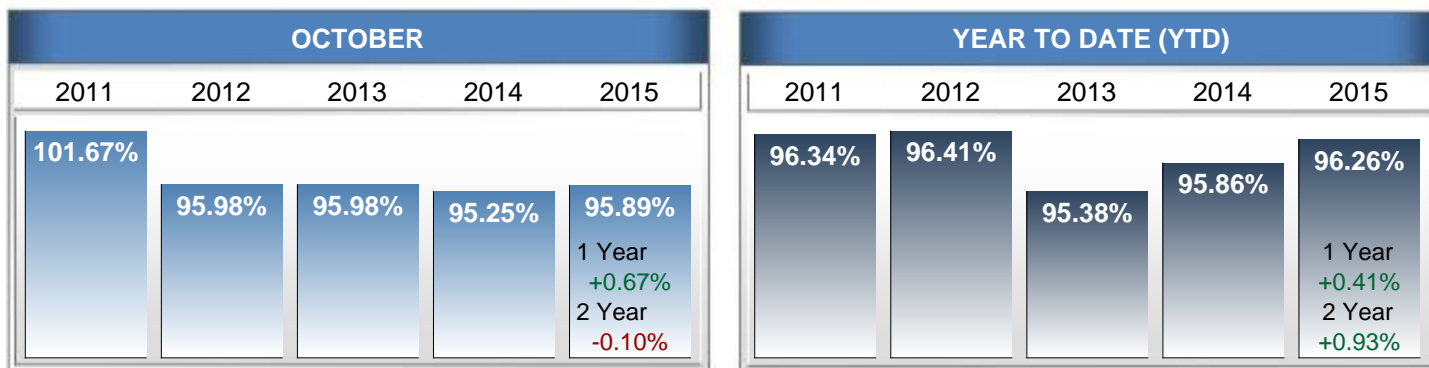
Closed Sales as of Nov 09, 2015



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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+
\$30,000 and less	3	4.00%	84.92%	90.71%	73.33%	0.00%	0.00%
\$30,001 \$50,000	10	13.33%	92.15%	93.07%	91.92%	0.00%	0.00%
\$50,001 \$80,000	14	18.67%	95.37%	96.64%	95.16%	0.00%	0.00%
\$80,001 \$130,000	17	22.67%	97.65%	100.91%	96.75%	98.20%	0.00%
\$130,001 \$170,000	14	18.67%	96.94%	0.00%	98.17%	93.87%	0.00%
\$170,001 \$240,000	9	12.00%	97.26%	0.00%	99.43%	97.18%	95.69%
\$240,001 and up	8	10.67%	98.42%	0.00%	0.00%	98.42%	0.00%
Average List/Sell Ratio: 95.90%				95.95%	95.29%	97.12%	95.69%
Total Closed Units: 75				9	44	21	1
Total Closed Volume: 9,267,828				569.50K	4.04M	4.46M	200.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

Inventory as of Nov 09, 2015



Market Summary

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

Active Inventory as of October 31, 2015 = 462

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

	OCTOBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	86	75	-12.79%	782	673	-13.94%
Pending Sales	64	65	1.56%	819	702	-14.29%
New Listings	135	117	-13.33%	1,526	1,425	-6.62%
Average List Price	128,256	127,837	-0.33%	148,144	142,918	-3.53%
Average Sale Price	121,726	123,571	1.52%	142,746	138,700	-2.83%
Average Percent of List Price to Selling Price	95.25%	95.89%	0.67%	95.86%	96.26%	0.41%
Average Days on Market to Sale	54.52	58.33	6.99%	49.82	48.56	-2.53%
Monthly Inventory	433	462	6.70%	433	462	6.70%
Months Supply of Inventory	5.77	6.88	19.14%	5.77	6.88	19.14%

