



# September 2015

Area Delimited by County Of Washington

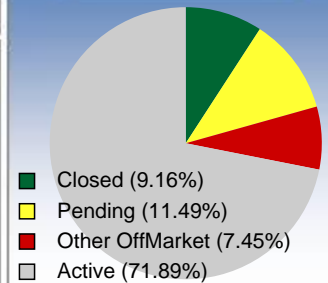


**Absorption:** Last 12 months, an Average of **68** Sales/Month

**Active Inventory** as of September 30, 2015 = **463**

	SEPTEMBER		
	2014	2015	+/- %
Closed Listings	73	59	-19.18%
Pending Listings	80	74	-7.50%
New Listings	109	136	24.77%
Average List Price	156,936	146,181	-6.85%
Average Sale Price	150,537	140,174	-6.88%
Average Percent of List Price to Selling Price	95.68%	95.08%	-0.63%
Average Days on Market to Sale	52.55	53.90	2.57%
End of Month Inventory	414	463	11.84%
Months Supply of Inventory	5.55	6.80	22.51%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 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 September 2015 rose **11.84%** to 463 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **6.80** 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 **6.88%** in September 2015 to \$140,174 versus the previous year at \$150,537.

### Average Days on Market Lengthens

The average number of **53.90** days that homes spent on the market before selling increased by 1.35 days or **2.57%** in September 2015 compared to last year's same month at **52.55** DOM.

### Sales Success for September 2015 is Positive

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

There were 136 New Listings in September 2015, up **24.77%** from last year at 109. Furthermore, there were 59 Closed Listings this month versus last year at 73, a **-19.18%** decrease.

Closed versus Listed trends yielded a **43.4%** ratio, down from last year's September 2015 at **67.0%**, a **35.22%** 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®

## September 2015

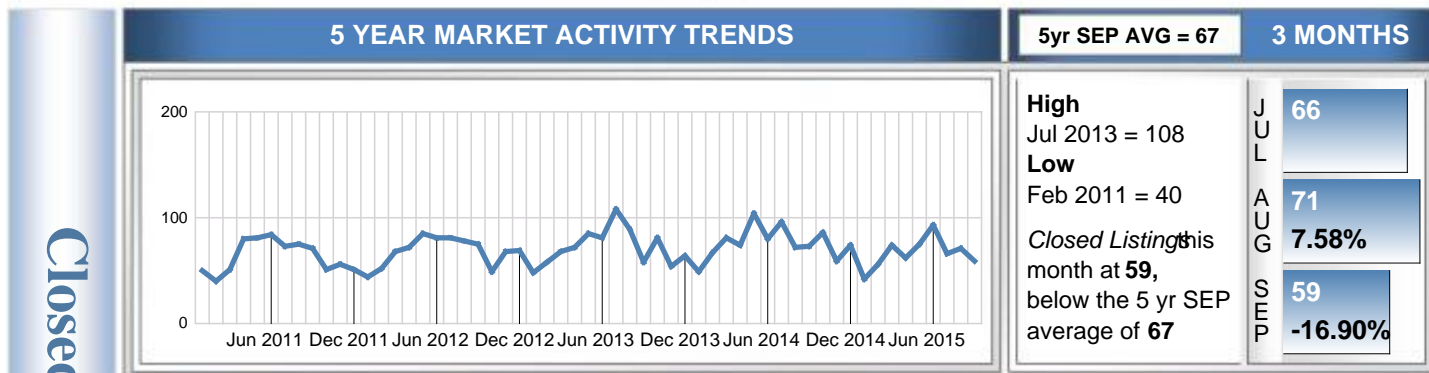
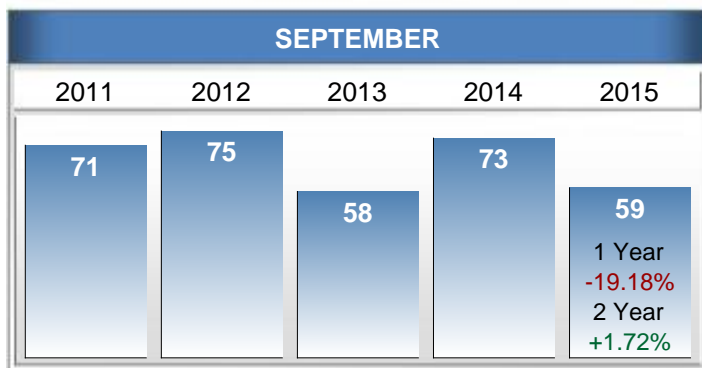
Closed Sales as of Oct 14, 2015



### Closed Listings

Report Produced on: Oct 14, 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	5.08%	46.7	1	2	0	0
\$30,001 - \$80,000	8	13.56%	45.8	5	3	0	0
\$80,001 - \$110,000	10	16.95%	51.8	3	6	1	0
\$110,001 - \$140,000	14	23.73%	60.9	0	7	6	1
\$140,001 - \$170,000	10	16.95%	41.5	0	5	5	0
\$170,001 - \$240,000	8	13.56%	61.0	0	3	5	0
\$240,001 and up	6	10.17%	66.8	0	3	1	2
<b>Total Closed Units:</b>	<b>59</b>		<b>53.9</b>	<b>9</b>	<b>29</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>8,270,250</b>			<b>577.00K</b>	<b>3.94M</b>	<b>2.93M</b>	<b>828.50K</b>
<b>Average Closed Price:</b>	<b>\$140,174</b>			<b>\$64,111</b>	<b>\$135,729</b>	<b>\$162,700</b>	<b>\$276,167</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

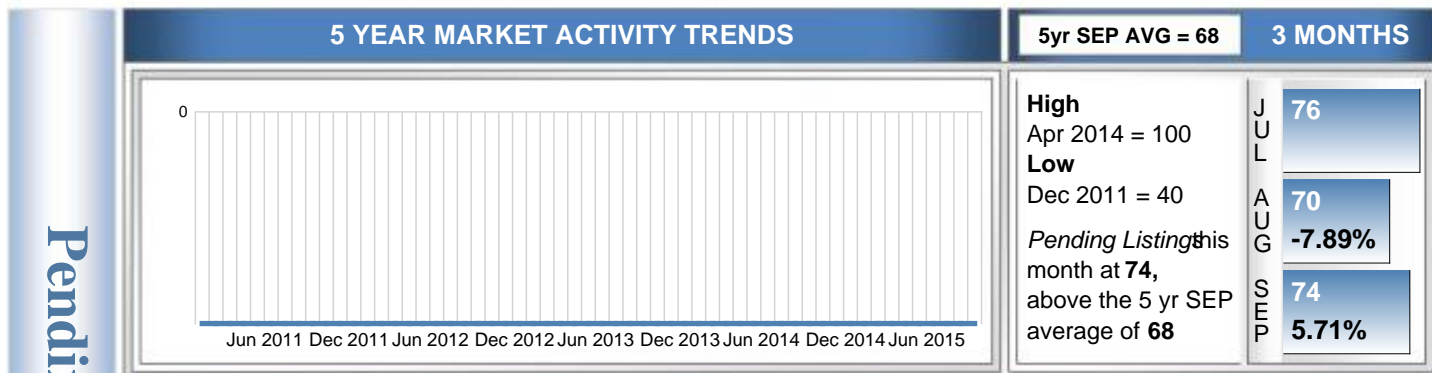
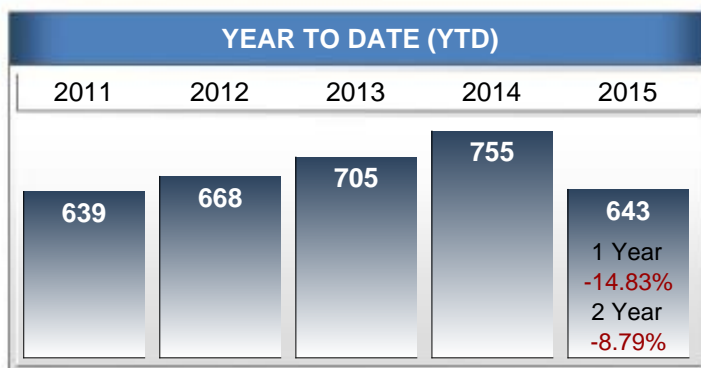
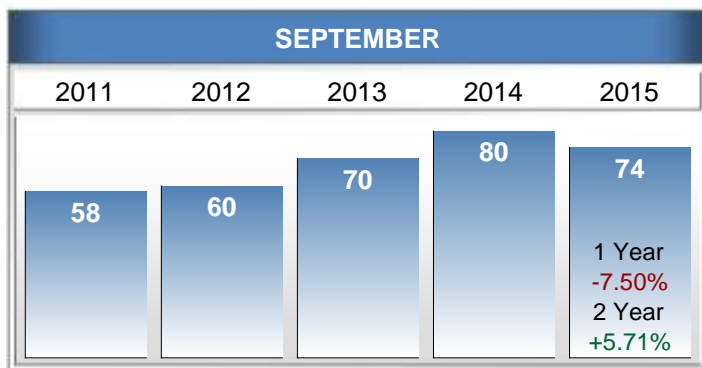
Pending Listings as of Oct 14, 2015



### Pending Listings

Report Produced on: Oct 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	0	0.00%	0.0	0	0	0	0	
\$25,001 \$50,000	9	12.16%	59.1	2	7	0	0	
\$50,001 \$100,000	20	27.03%	48.0	5	14	1	0	
\$100,001 \$125,000	12	16.22%	57.3	0	7	5	0	
\$125,001 \$200,000	16	21.62%	53.4	0	11	4	1	
\$200,001 \$275,000	9	12.16%	72.4	0	0	8	1	
\$275,001 and up	8	10.81%	81.9	1	0	4	3	
Total Pending Units: 74				67.8	8	39	22	5
Total Pending Volume: 10,514,350					906.80K	3.88M	4.36M	1.37M
Average Listing Price: \$154,865					\$113,350	\$99,396	\$198,391	\$273,300



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

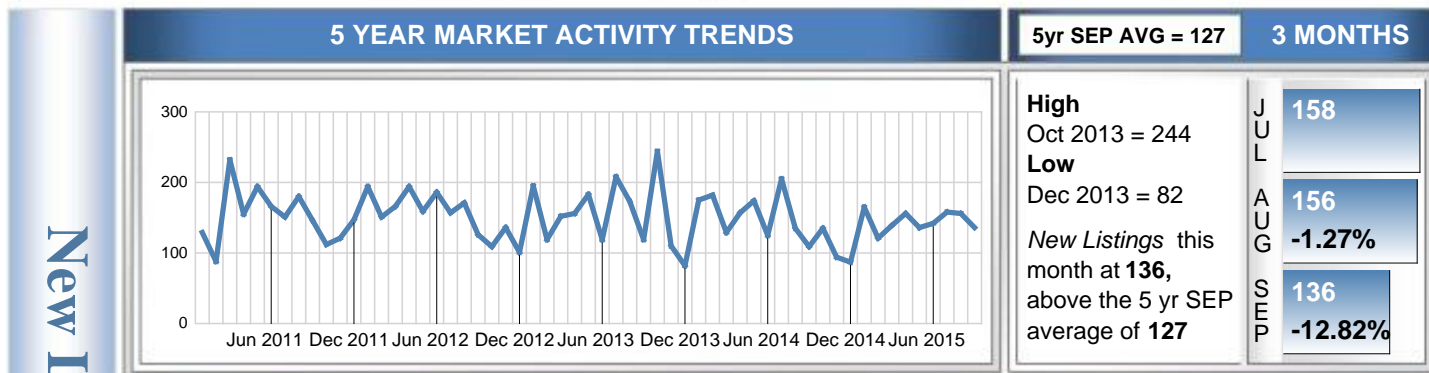
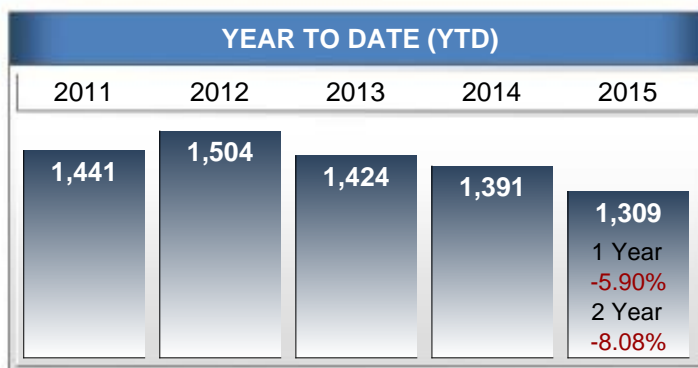
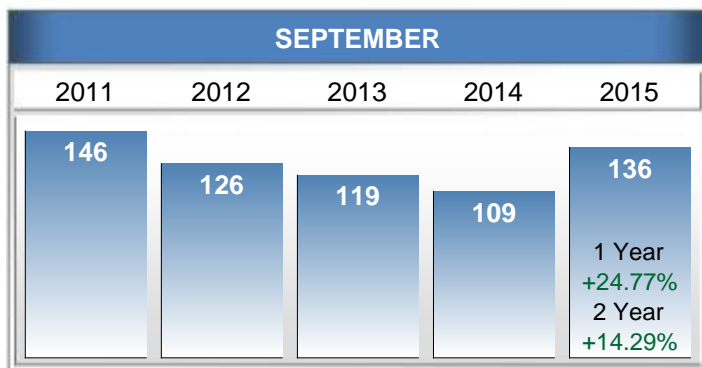
New Listings as of Oct 14, 2015



### New Listings

Report Produced on: Oct 14, 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+
\$10,000 and less	2	1.47%	1	1	0	0
\$10,001 \$40,000	25	18.38%	23	2	0	0
\$40,001 \$90,000	19	13.97%	4	15	0	0
\$90,001 \$140,000	39	28.68%	4	28	7	0
\$140,001 \$170,000	20	14.71%	0	16	4	0
\$170,001 \$260,000	17	12.50%	2	4	11	0
\$260,001 and up	14	10.29%	3	4	6	1
Total New Listed Units:		136	37	70	28	1
Total New Listed Volume:		19,028,540	4.11M	8.83M	5.83M	262.00K
Average New Listed Listing Price:		\$90,667	\$111,022	\$126,151	\$208,150	\$262,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

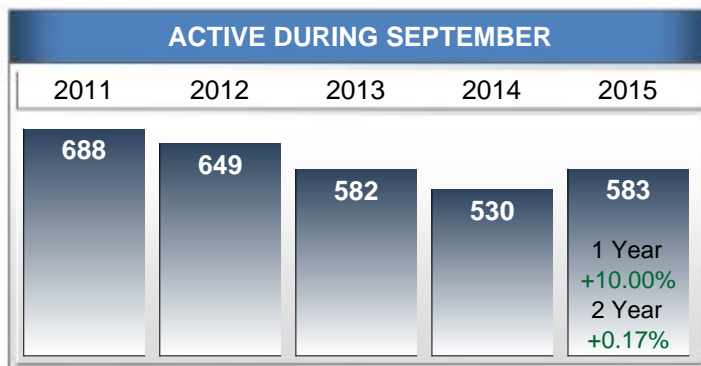
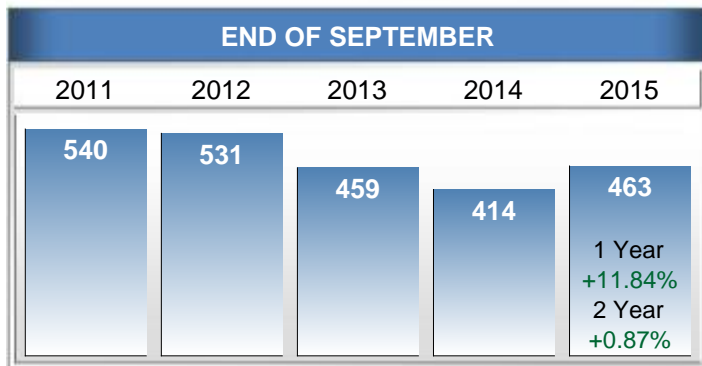
Active Inventory as of Oct 14, 2015



### Active Inventory

Report Produced on: Oct 14, 2015

Area Delimited by County Of Washington



Active Inventory

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**5yr SEP AVG = 481**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **463**, below the 5 yr SEP average of **481**

JUL	428
AUG	449
SEP	463
<b>4.91%</b>	
<b>3.12%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	35	7.56%	35.6	32	3	0	0		
\$30,001 \$50,000	36	7.78%	84.4	29	6	1	0		
\$50,001 \$70,000	79	17.06%	73.0	47	31	1	0		
\$70,001 \$130,000	128	27.65%	60.6	48	65	15	0		
\$130,001 \$180,000	78	16.85%	71.4	9	41	25	3		
\$180,001 \$290,000	60	12.96%	78.4	5	18	35	2		
\$290,001 and up	47	10.15%	93.2	5	10	19	13		
Total Active Inventory by Units:				463	70.1	175	174	96	18
Total Active Inventory by Volume:				67,657,849		14.97M	23.15M	21.85M	7.69M
Average Active Inventory Listing Price:				\$146,129		\$85,567	\$133,018	\$227,567	\$427,338



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

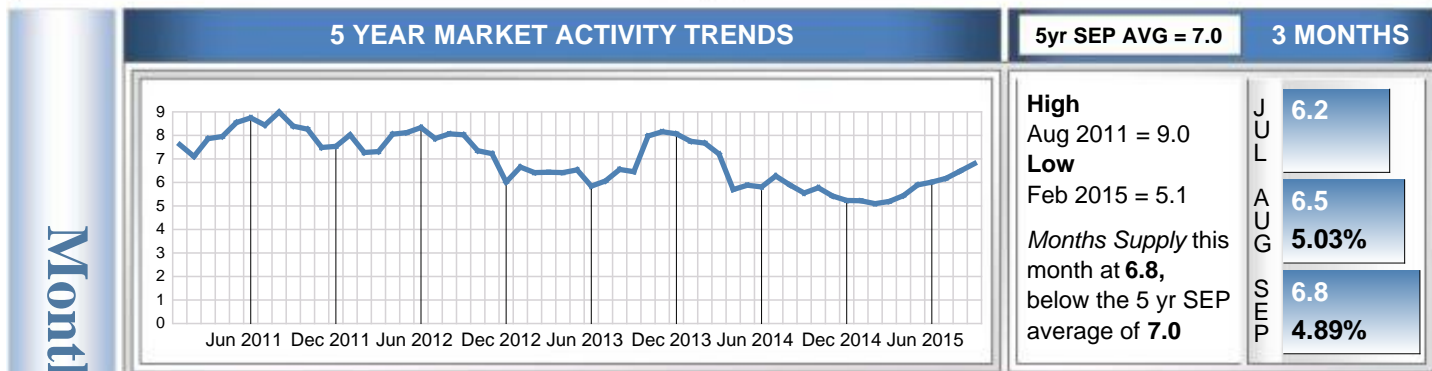
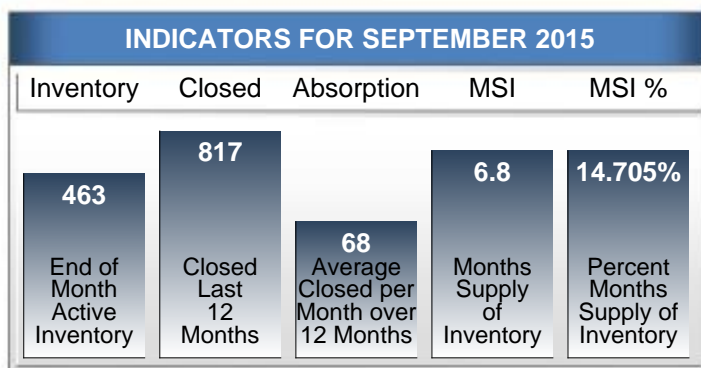
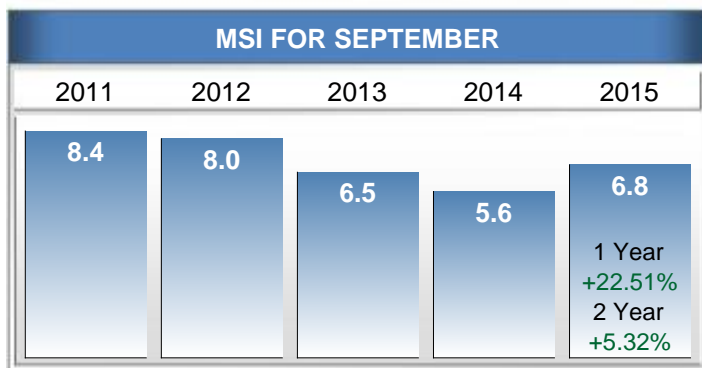
Active Inventory as of Oct 14, 2015



### Months Supply of Inventory

Report Produced on: Oct 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	35	7.56%	8.9	16.0	1.7	0.0	0.0
\$30,001 \$50,000	36	7.78%	6.6	11.6	2.2	0.0	0.0
\$50,001 \$70,000	79	17.06%	11.4	18.8	7.9	2.0	0.0
\$70,001 \$130,000	128	27.65%	5.6	22.2	3.8	4.3	0.0
\$130,001 \$180,000	78	16.85%	5.9	8.3	5.5	5.8	9.0
\$180,001 \$290,000	60	12.96%	5.3	8.6	5.7	4.9	3.4
\$290,001 and up	47	10.15%	11.1	60.0	13.3	8.4	11.1
MSI:			6.8	16.0	4.7	5.4	7.2
Total Active Inventory:			463	175	174	96	18



# Monthly Inventory Analysis

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## September 2015

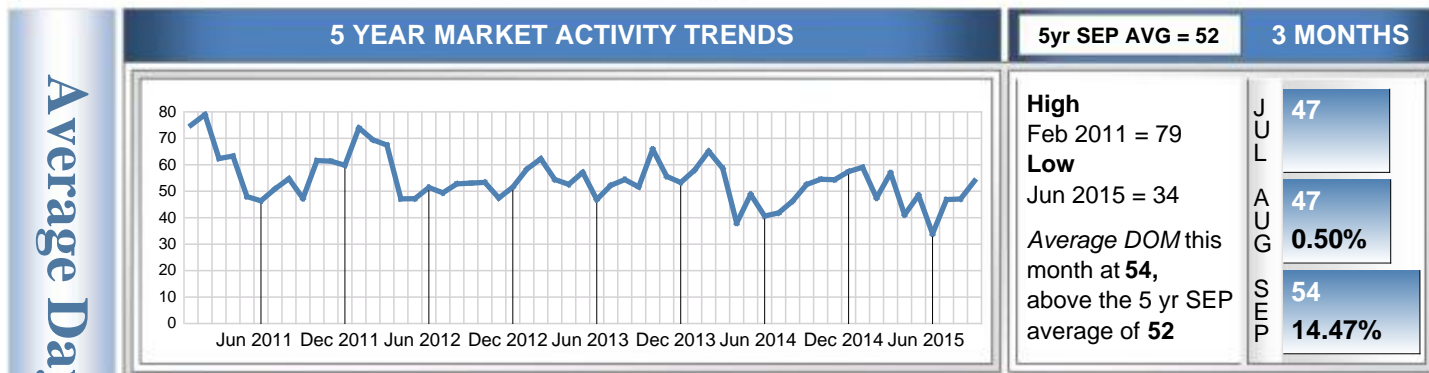
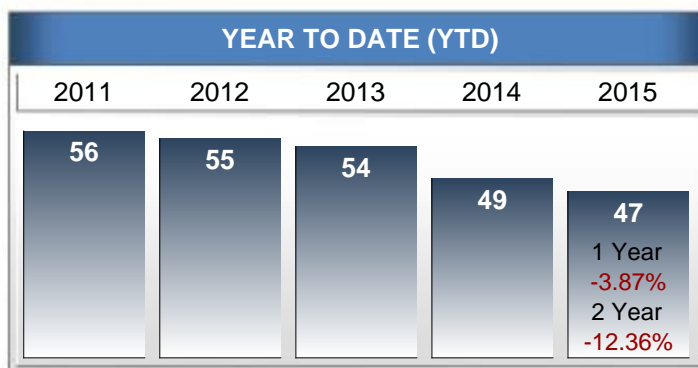
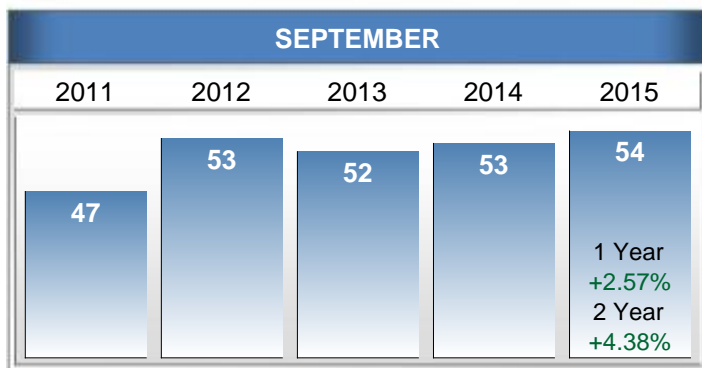
Closed Sales as of Oct 14, 2015



### Average Days on Market to Sale

Report Produced on: Oct 14, 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+
\$30,000 and less	3	5.08%	46.7	95.0	22.5	0.0	0.0
\$30,001 - \$80,000	8	13.56%	45.8	32.0	68.7	0.0	0.0
\$80,001 - \$110,000	10	16.95%	51.8	36.7	40.8	163.0	0.0
\$110,001 - \$140,000	14	23.73%	60.9	0.0	34.9	98.8	15.0
\$140,001 - \$170,000	10	16.95%	41.5	0.0	45.4	37.6	0.0
\$170,001 - \$240,000	8	13.56%	61.0	0.0	54.7	64.8	0.0
\$240,001 and up	6	10.17%	66.8	0.0	60.3	34.0	93.0
Average Closed DOM: 53.9				40.6	45.2	72.3	67.0
Total Closed Units: 59				9	29	18	3
Total Closed Volume: 8,270,250				577.00K	3.94M	2.93M	828.50K



# Monthly Inventory Analysis

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## September 2015

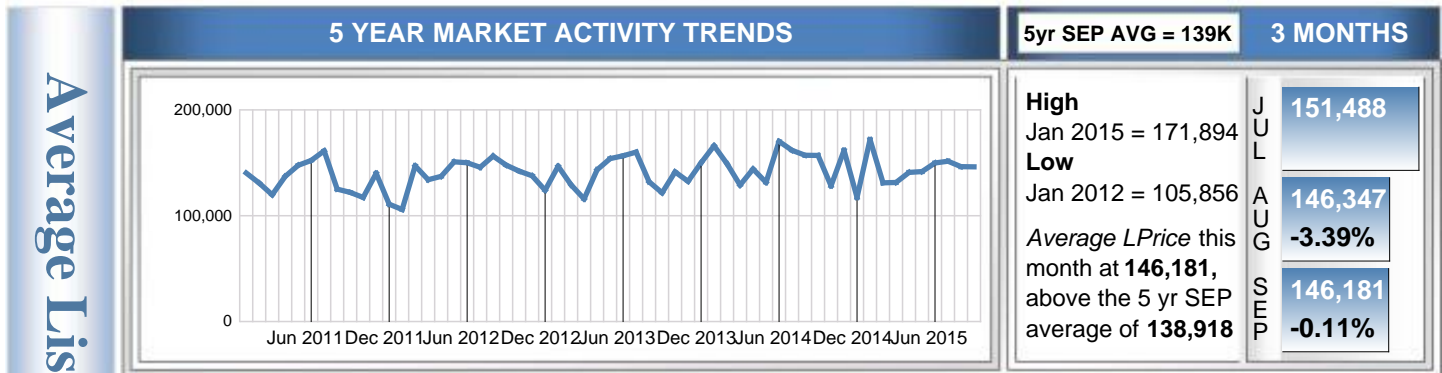
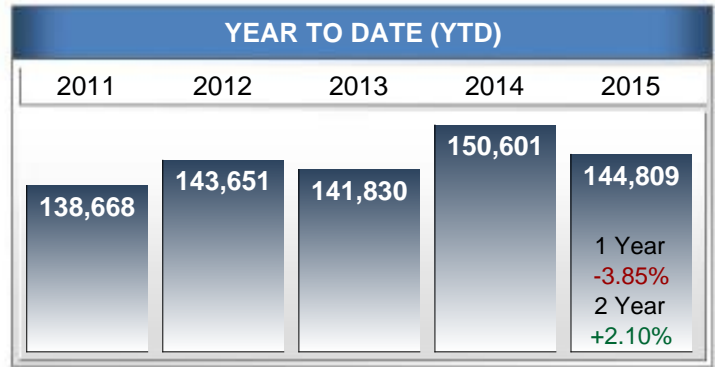
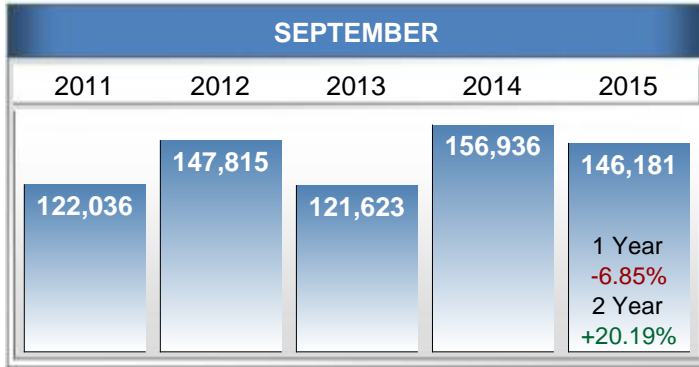
Closed Sales as of Oct 14, 2015



### Average List Price at Closing

Report Produced on: Oct 14, 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	1	1.69%	7,500	35,000	25,750	0	0
\$30,001 - \$80,000	10	16.95%	51,195	53,640	54,917	0	0
\$80,001 - \$110,000	9	15.25%	95,344	99,467	94,600	107,000	0
\$110,001 - \$140,000	14	23.73%	128,941	0	128,043	132,330	157,500
\$140,001 - \$170,000	10	16.95%	154,960	0	152,340	161,880	0
\$170,001 - \$240,000	9	15.25%	210,267	0	208,300	217,700	0
\$240,001 and up	6	10.17%	333,325	0	341,650	250,000	362,500
Average List Price:	\$146,181			\$66,844	\$141,093	\$169,382	\$294,167
Total Closed Units:	59			9	29	18	3
Total List Volume:	8,624,679			601.60K	4.09M	3.05M	882.50K





# Monthly Inventory Analysis

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## September 2015

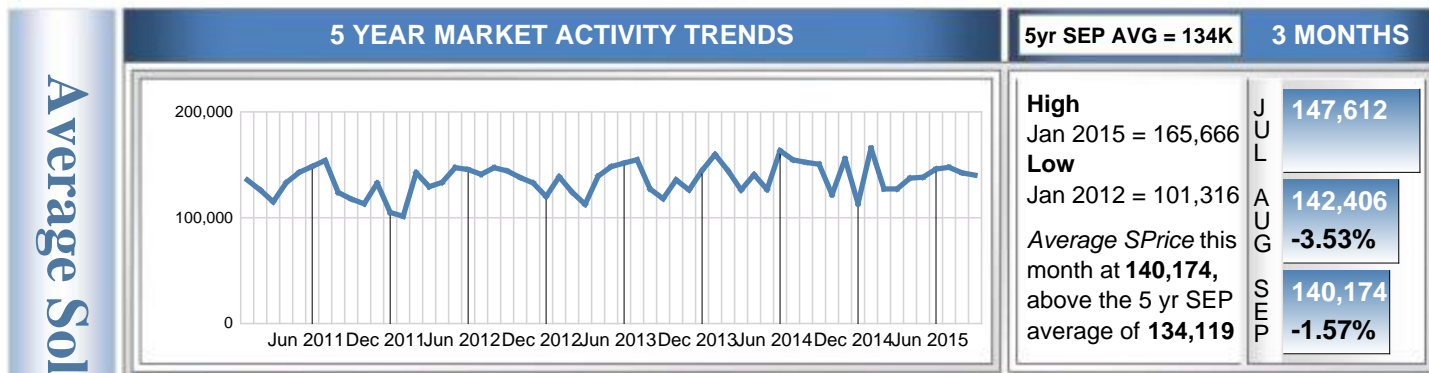
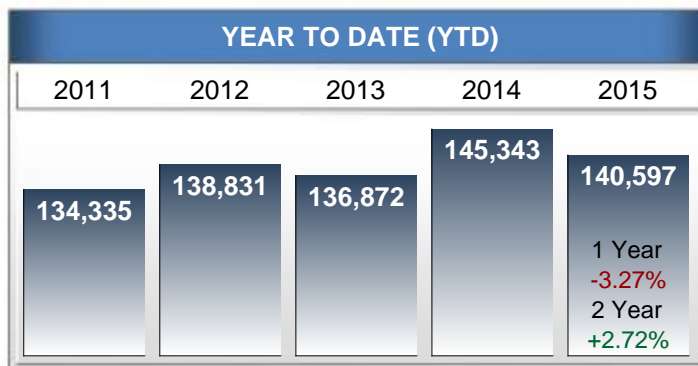
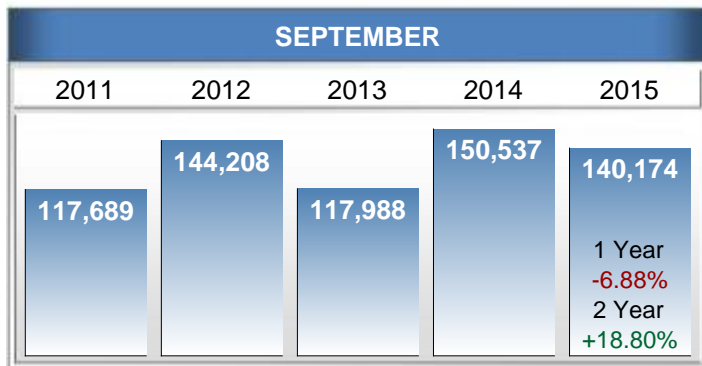
Closed Sales as of Oct 14, 2015



### Average Sold Price at Closing

Report Produced on: Oct 14, 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	5.08%	22,000	30,000	18,000	0	0
\$30,001 - \$80,000	8	13.56%	51,313	51,800	50,500	0	0
\$80,001 - \$110,000	10	16.95%	93,775	96,000	91,125	103,000	0
\$110,001 - \$140,000	14	23.73%	124,329	0	123,129	125,450	126,000
\$140,001 - \$170,000	10	16.95%	151,740	0	146,000	157,480	0
\$170,001 - \$240,000	8	13.56%	205,688	0	201,667	208,100	0
\$240,001 and up	6	10.17%	325,417	0	335,000	245,000	351,250
Average Closed Price:	\$140,174			\$64,111	\$135,729	\$162,700	\$276,167
Total Closed Units:	59			9	29	18	3
Total Closed Volume:	8,270,250			577.00K	3.94M	2.93M	828.50K



# Monthly Inventory Analysis

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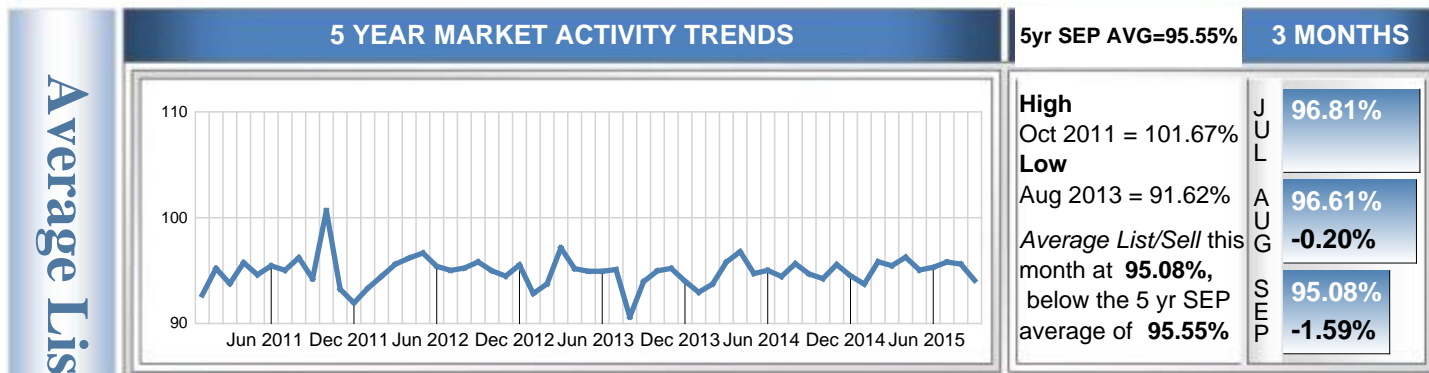
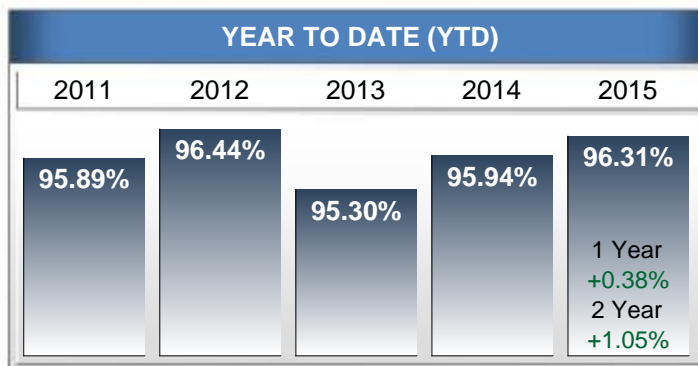
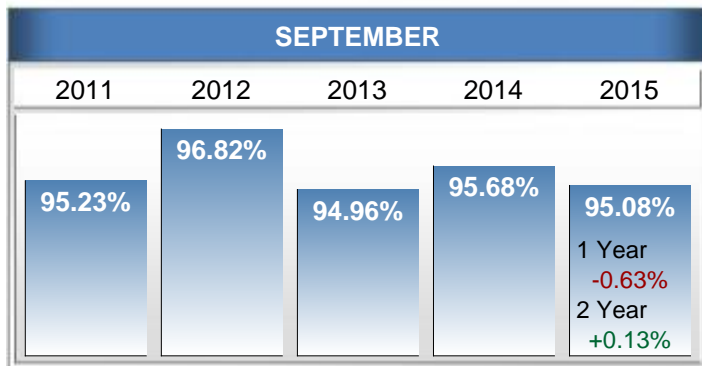
Closed Sales as of Oct 14, 2015



### Average Percent of List Price to Selling Price

Report Produced on: Oct 14, 2015

Area Delimited by County Of Washington



#### 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	5.08%	83.50%	85.71%	82.39%	0.00%	0.00%
\$30,001 - \$80,000	8	13.56%	93.79%	95.60%	90.78%	0.00%	0.00%
\$80,001 - \$110,000	10	16.95%	96.50%	96.50%	96.54%	96.26%	0.00%
\$110,001 - \$140,000	14	23.73%	94.50%	0.00%	96.13%	95.01%	80.00%
\$140,001 - \$170,000	10	16.95%	96.67%	0.00%	95.92%	97.43%	0.00%
\$170,001 - \$240,000	8	13.56%	96.02%	0.00%	96.80%	95.56%	0.00%
\$240,001 and up	6	10.17%	97.70%	0.00%	98.07%	98.00%	96.99%
Average List/Sell Ratio: 95.10%				94.80%	94.95%	96.07%	91.32%
Total Closed Units: 59				9	29	18	3
Total Closed Volume: 8,270,250				577.00K	3.94M	2.93M	828.50K



# Monthly Inventory Analysis

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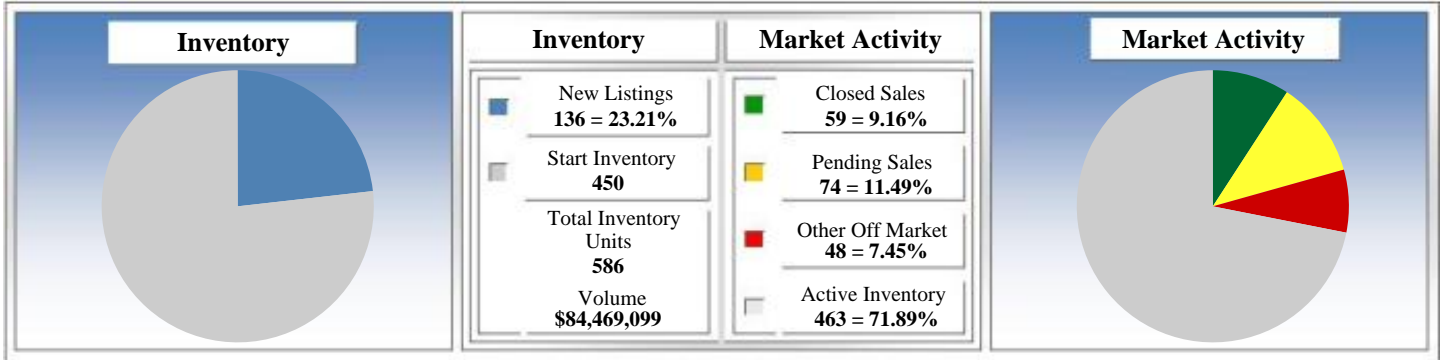
Inventory as of Oct 14, 2015



### Market Summary

Report Produced on: Oct 14, 2015

Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 68 Sales/Month

**Active Inventory** as of September 30, 2015 = 463

	SEPTEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	73	59	-19.18%	696	598	-14.08%
Pending Sales	80	74	-7.50%	755	643	-14.83%
New Listings	109	136	24.77%	1,391	1,309	-5.90%
Average List Price	156,936	146,181	-6.85%	150,601	144,809	-3.85%
Average Sale Price	150,537	140,174	-6.88%	145,343	140,597	-3.27%
Average Percent of List Price to Selling Price	95.68%	95.08%	-0.63%	95.94%	96.31%	0.38%
Average Days on Market to Sale	52.55	53.90	2.57%	49.24	47.34	-3.87%
Monthly Inventory	414	463	11.84%	414	463	11.84%
Months Supply of Inventory	5.55	6.80	22.51%	5.55	6.80	22.51%

