



September 2015

Area Delimited by County Of Washington

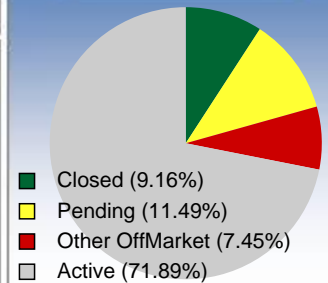


Absorption: Last 12 months, an Average of **68** Sales/Month

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%
Median List Price	121,000	135,000	11.57%
Median Sale Price	117,000	128,000	9.40%
Median Percent of List Price to Selling Price	96.97%	96.47%	-0.51%
Median Days on Market to Sale	44.00	38.00	-13.64%
End of Month Inventory	414	463	11.84%
Months Supply of Inventory	5.55	6.80	22.51%

Market Activity



Report Produced on: Oct 14, 2015

Monthly Inventory Analysis

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.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **9.40%** in September 2015 to \$128,000 versus the previous year at \$117,000.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 6.00 days or **13.64%** in September 2015 compared to last year's same month at **44.00** DOM.

Sales Success for September 2015 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

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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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September 2015

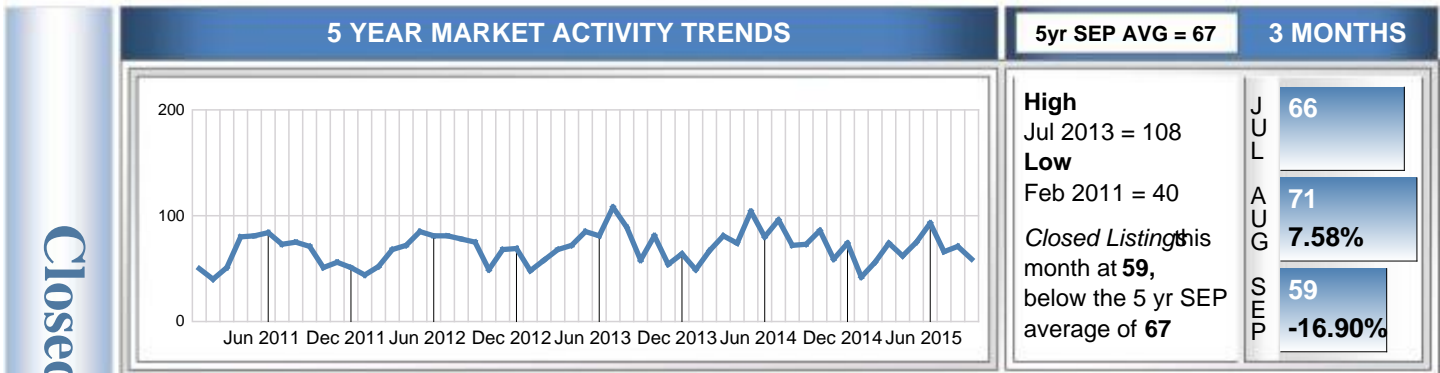
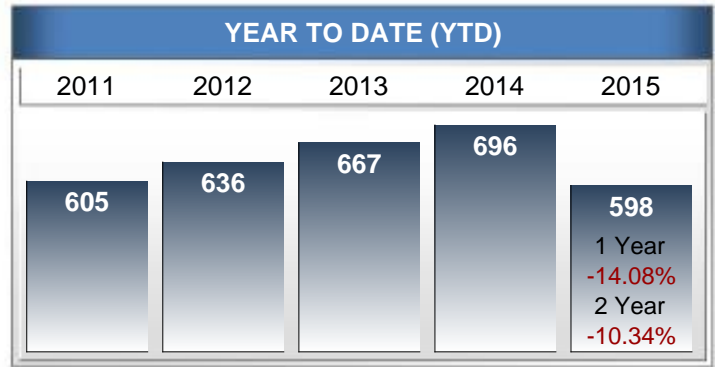
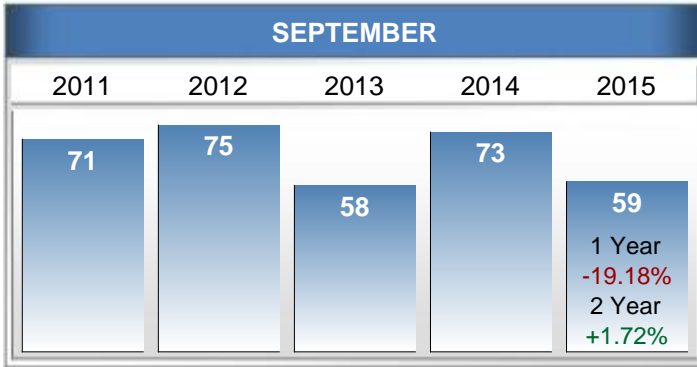
Closed Sales as of Oct 14, 2015



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	5.08%	44.0	1	2	0	0
\$30,001 - \$80,000	8	13.56%	40.0	5	3	0	0
\$80,001 - \$110,000	10	16.95%	45.0	3	6	1	0
\$110,001 - \$140,000	14	23.73%	58.0	0	7	6	1
\$140,001 - \$170,000	10	16.95%	25.5	0	5	5	0
\$170,001 - \$240,000	8	13.56%	59.0	0	3	5	0
\$240,001 and up	6	10.17%	29.0	0	3	1	2
Total Closed Units:	59		38.0	9	29	18	3
Total Closed Volume:	8,270,250			577.00K	3.94M	2.93M	828.50K
Median Closed Price:	\$128,000			\$64,900	\$125,900	\$157,700	\$292,500



Monthly Inventory Analysis

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September 2015

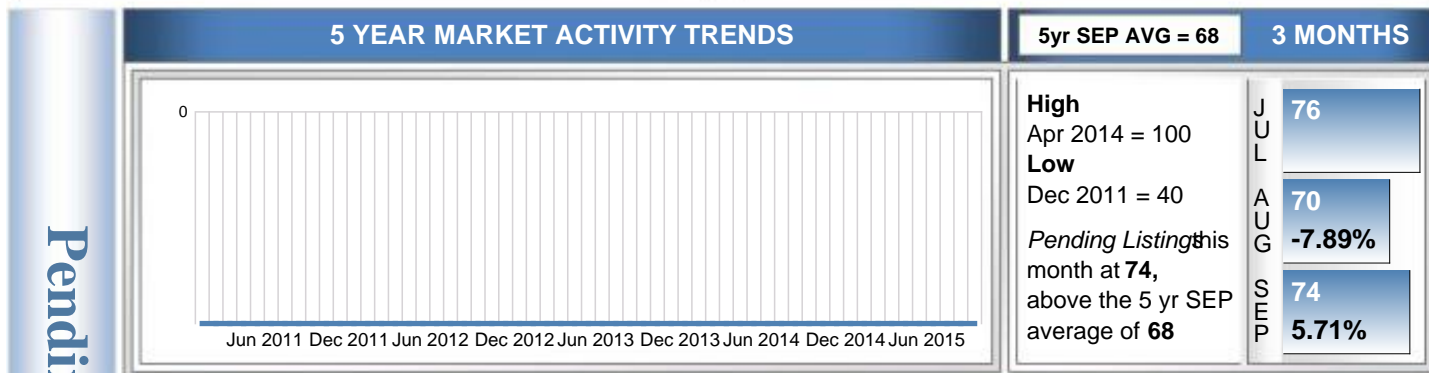
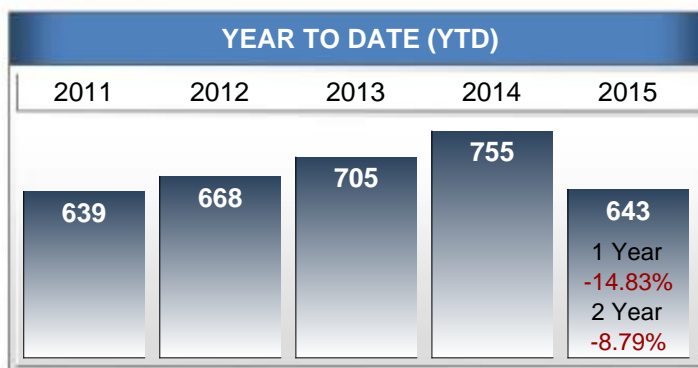
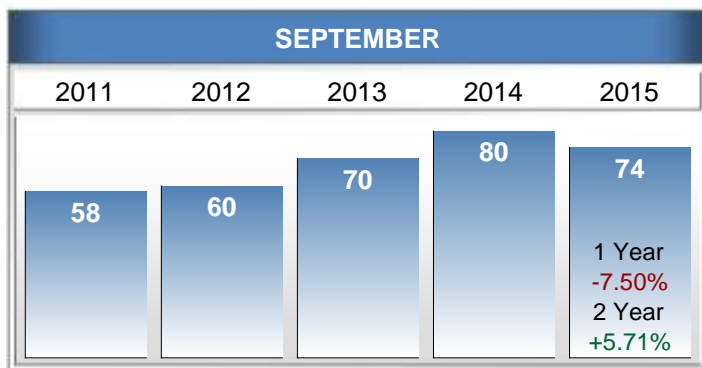
Pending Listings as of Oct 14, 2015



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	5	6.76%	58.0	2	3	0	0	
\$40,001 - \$70,000	10	13.51%	38.5	2	8	0	0	
\$70,001 - \$100,000	14	18.92%	24.0	3	10	1	0	
\$100,001 - \$130,000	15	20.27%	31.0	0	10	5	0	
\$130,001 - \$200,000	13	17.57%	30.0	0	8	4	1	
\$200,001 - \$270,000	8	10.81%	63.0	0	0	7	1	
\$270,001 and up	9	12.16%	66.0	1	0	5	3	
Total Pending Units: 74				46.0	8	39	22	5
Total Pending Volume: 10,514,350					906.80K	3.88M	4.36M	1.37M
Median Listing Price: \$125,000					\$68,900	\$97,000	\$208,500	\$285,000



Monthly Inventory Analysis

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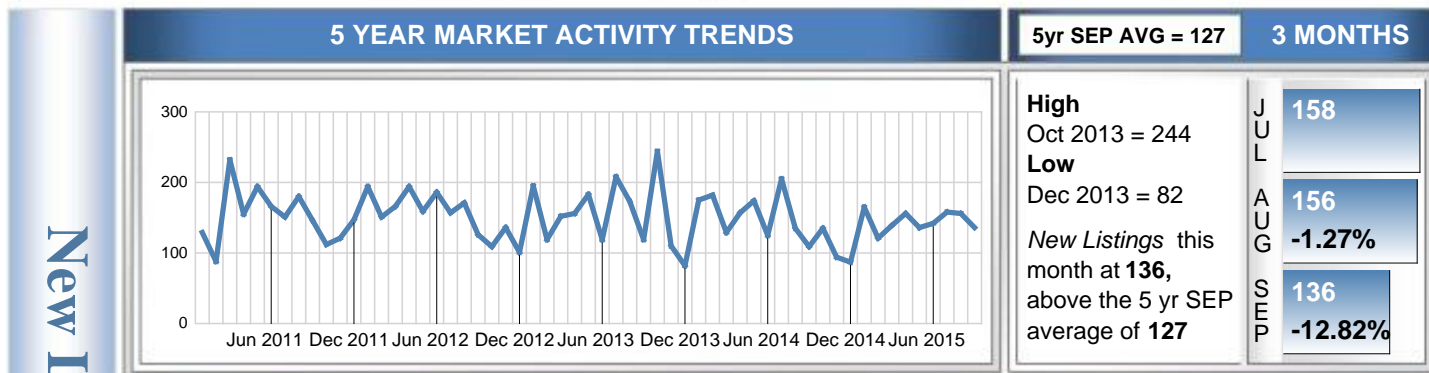
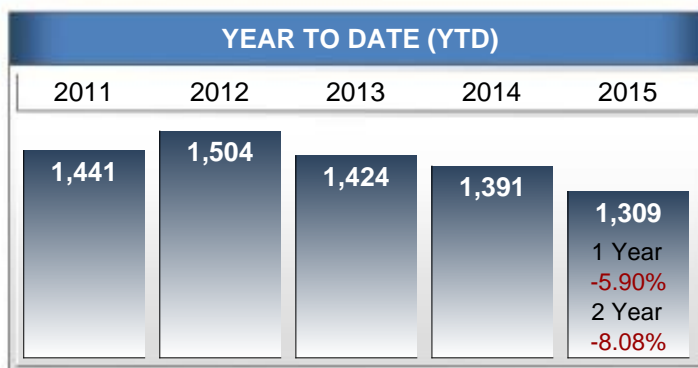
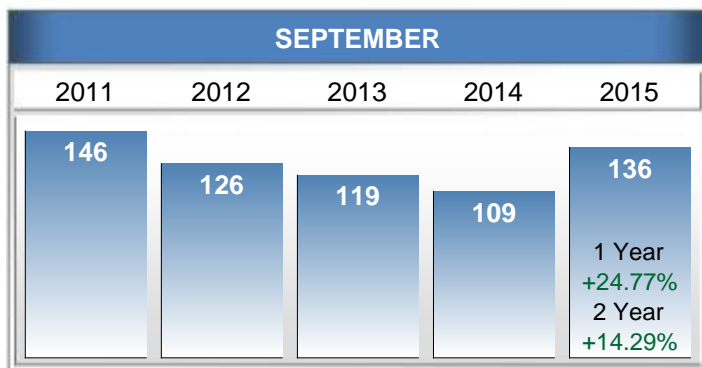
New Listings as of Oct 14, 2015



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
Median New Listed Listing Price:		\$122,700	\$20,000	\$124,250	\$192,500	\$262,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

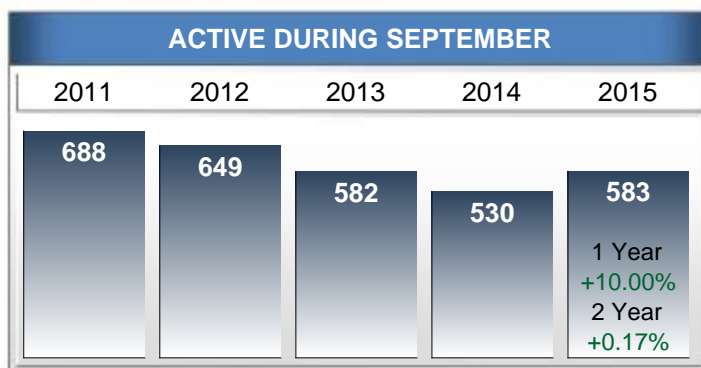
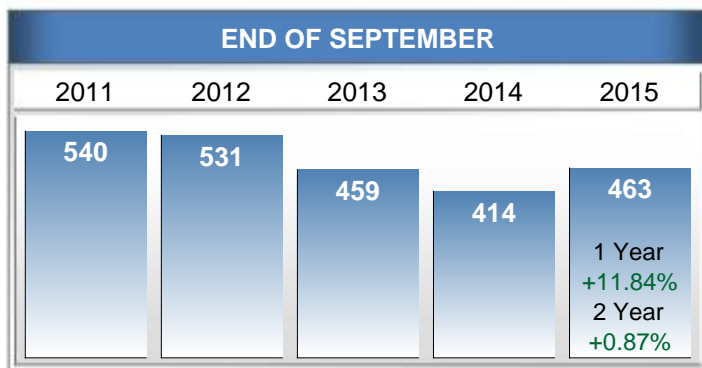
Active Inventory as of Oct 14, 2015



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**

Month	Inventory	% Change
JUL	428	
AUG	449	4.91%
SEP	463	3.12%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	35	7.56%	5.0	32	3	0	0
\$30,001 - \$50,000	36	7.78%	71.0	29	6	1	0
\$50,001 - \$70,000	79	17.06%	58.0	47	31	1	0
\$70,001 - \$130,000	128	27.65%	63.5	48	65	15	0
\$130,001 - \$180,000	78	16.85%	58.0	9	41	25	3
\$180,001 - \$290,000	60	12.96%	74.0	5	18	35	2
\$290,001 and up	47	10.15%	100.0	5	10	19	13
Total Active Inventory by Units:		463	65.0	175	174	96	18
Total Active Inventory by Volume:		67,657,849		14.97M	23.15M	21.85M	7.69M
Median Active Inventory Listing Price:		\$105,000		\$62,000	\$118,500	\$197,500	\$355,000



Monthly Inventory Analysis

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September 2015

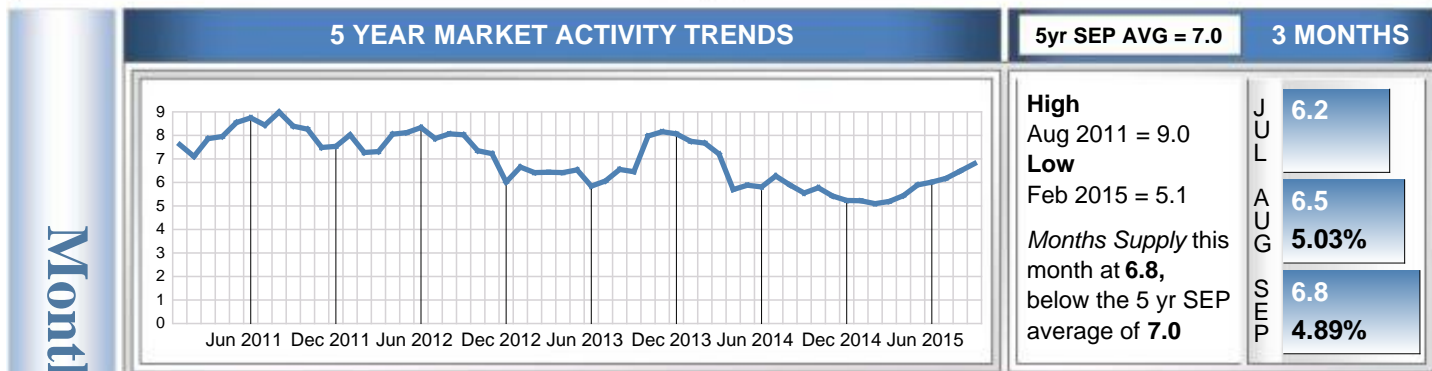
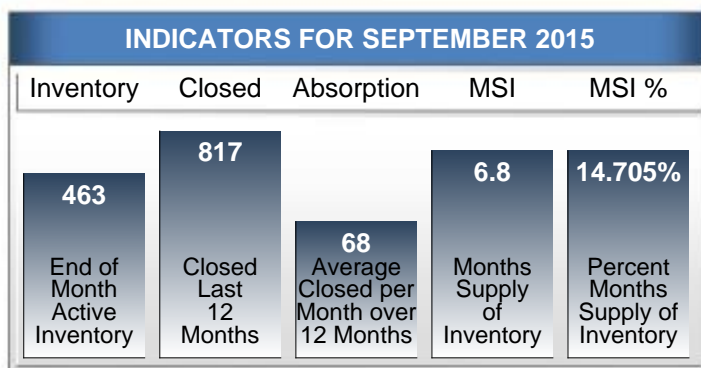
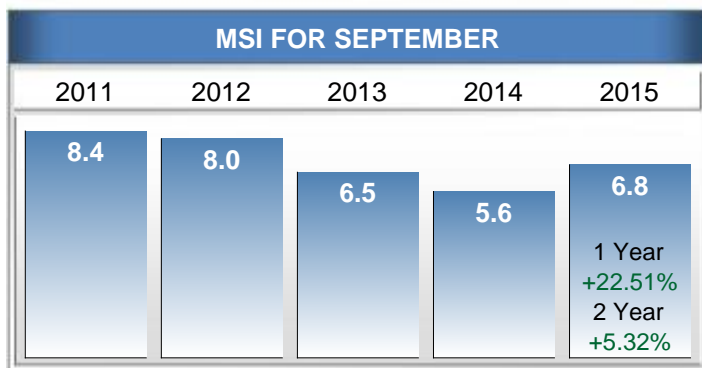
Active Inventory as of Oct 14, 2015



Months Supply of Inventory

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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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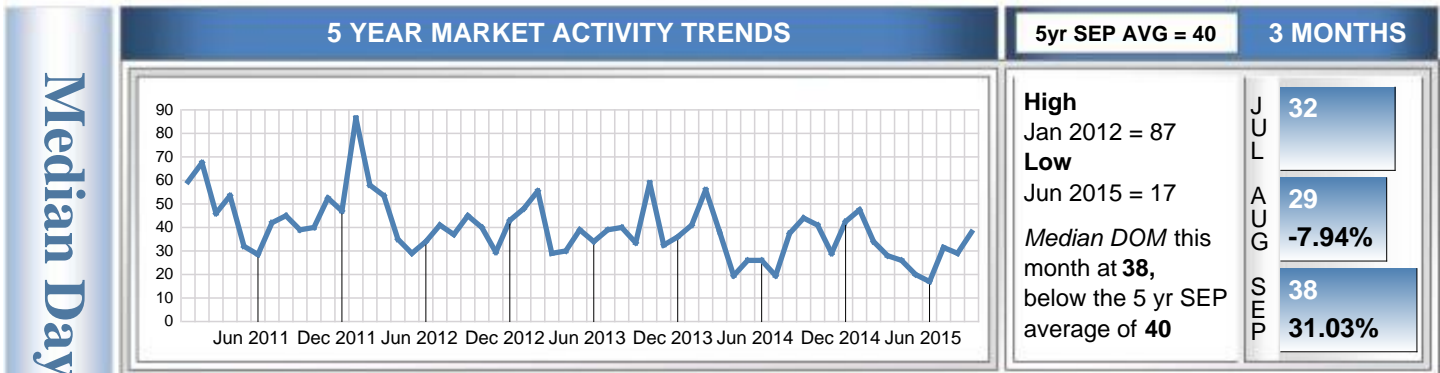
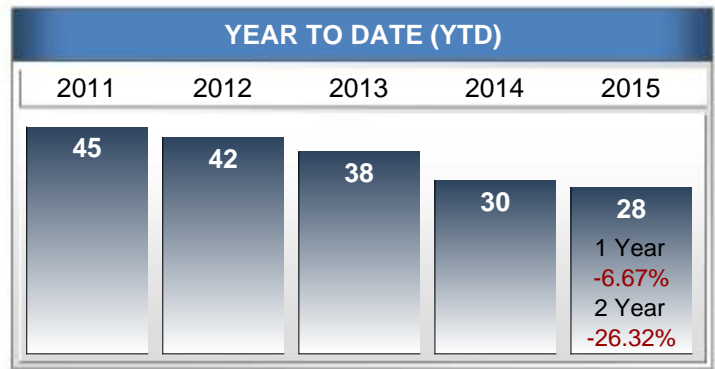
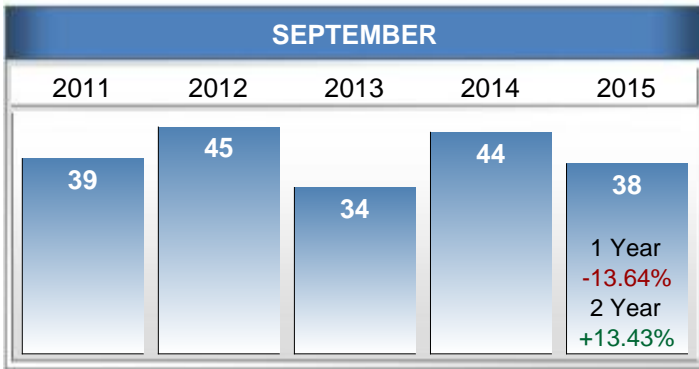
Closed Sales as of Oct 14, 2015



Median Days on Market to Sale

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Area Delimited by County Of Washington



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+
\$30,000 and less	3			5.08%	44.0	95.0	22.5	0.0	0.0
\$30,001 - \$80,000	8			13.56%	40.0	36.0	79.0	0.0	0.0
\$80,001 - \$110,000	10			16.95%	45.0	34.0	37.0	163.0	0.0
\$110,001 - \$140,000	14			23.73%	58.0	0.0	37.0	86.0	15.0
\$140,001 - \$170,000	10			16.95%	25.5	0.0	28.0	23.0	0.0
\$170,001 - \$240,000	8			13.56%	59.0	0.0	27.0	76.0	0.0
\$240,001 and up	6			10.17%	29.0	0.0	24.0	34.0	93.0
Median Closed DOM:	38.0					36.0	28.0	67.5	17.0
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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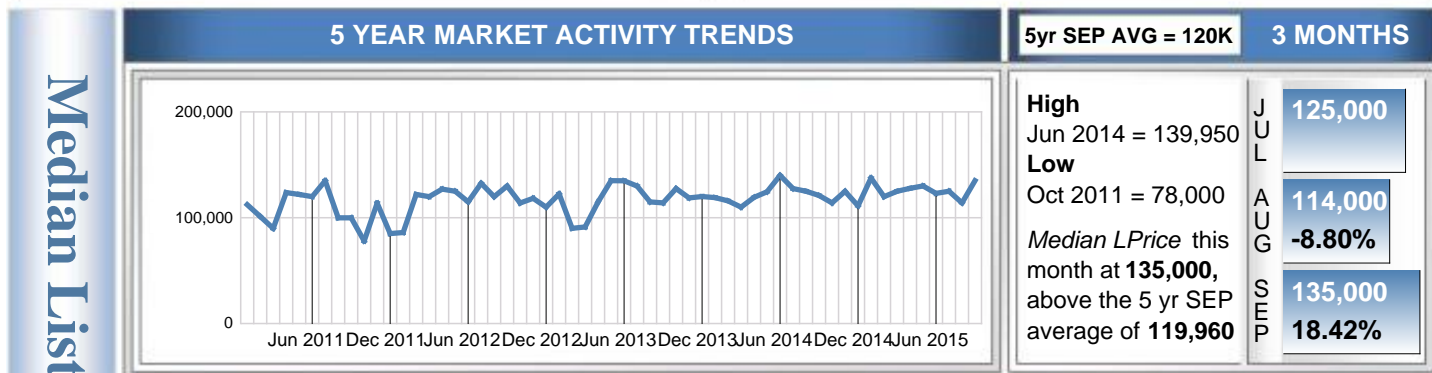
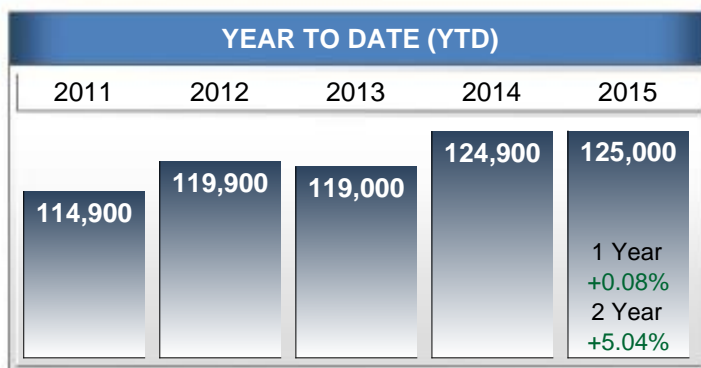
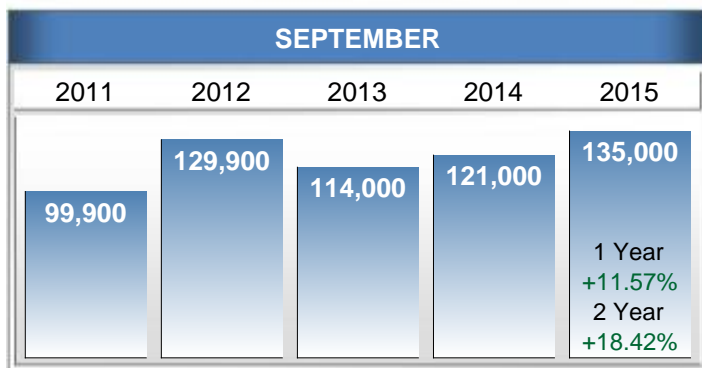
Closed Sales as of Oct 14, 2015



Median List Price at Closing

Report Produced on: Oct 14, 2015

Area Delimited by County Of Washington



Median List Price

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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+
\$30,000 and less	1		1.69%	7,500	0	7,500	0	0
\$30,001 - \$80,000	10		16.95%	44,450	44,250	44,450	0	0
\$80,001 - \$110,000	9		15.25%	94,900	98,500	88,500	107,000	0
\$110,001 - \$140,000	14		23.73%	127,900	0	125,700	134,400	0
\$140,001 - \$170,000	10		16.95%	156,700	0	154,500	161,200	157,500
\$170,001 - \$240,000	9		15.25%	205,000	0	199,900	217,250	0
\$240,001 and up	6		10.17%	337,500	0	375,000	250,000	362,500
Median List Price:		\$135,000			\$64,900	\$125,900	\$161,200	\$300,000
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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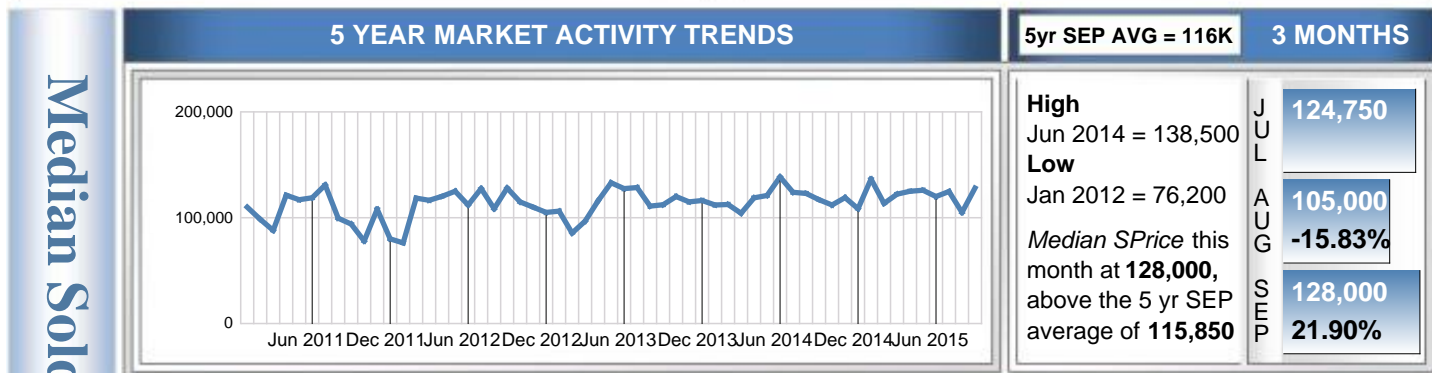
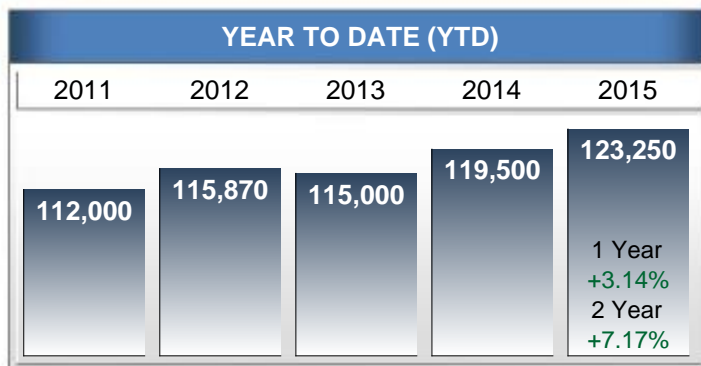
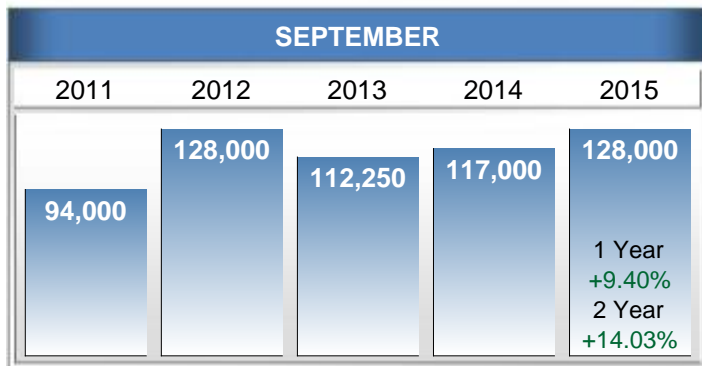
Closed Sales as of Oct 14, 2015



Median Sold Price at Closing

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Area Delimited by County Of Washington



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+
\$30,000 and less	3		5.08%	28,500	30,000	18,000	0	0
\$30,001 - \$80,000	8		13.56%	43,000	46,000	38,000	0	0
\$80,001 - \$110,000	10		16.95%	90,900	98,000	88,475	103,000	0
\$110,001 - \$140,000	14		23.73%	125,950	0	125,900	124,000	126,000
\$140,001 - \$170,000	10		16.95%	150,000	0	145,000	157,900	0
\$170,001 - \$240,000	8		13.56%	204,500	0	193,000	216,000	0
\$240,001 and up	6		10.17%	328,750	0	365,000	245,000	351,250
Median Closed Price:	\$128,000				\$64,900	\$125,900	\$157,700	\$292,500
Total Closed Units:	59				9	29	18	3
Total Closed Volume:	8,270,250				577.00K	3.94M	2.93M	828.50K



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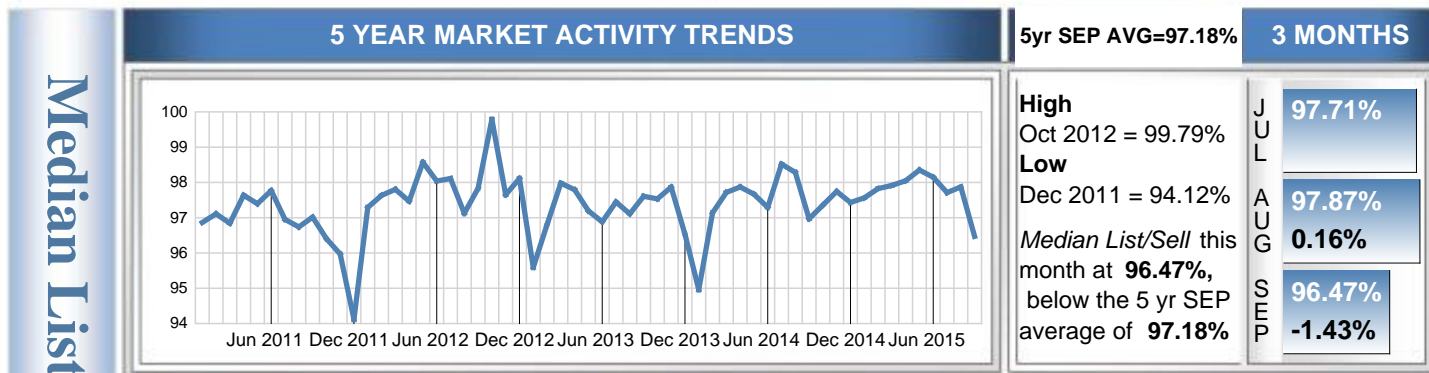
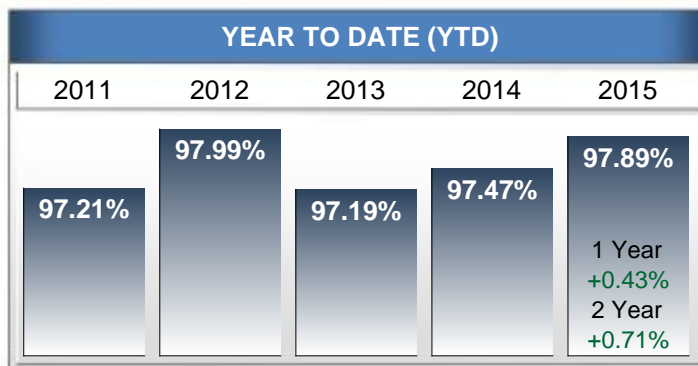
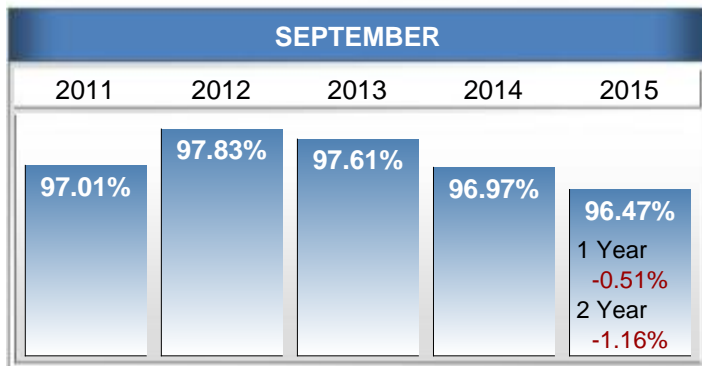
Closed Sales as of Oct 14, 2015



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+
\$30,000 and less	3	5.08%	85.71%	85.71%	82.39%	0.00%	0.00%
\$30,001 - \$80,000	8	13.56%	96.09%	97.62%	95.24%	0.00%	0.00%
\$80,001 - \$110,000	10	16.95%	95.89%	95.45%	95.89%	96.26%	0.00%
\$110,001 - \$140,000	14	23.73%	95.87%	0.00%	96.77%	94.37%	80.00%
\$140,001 - \$170,000	10	16.95%	97.20%	0.00%	95.64%	98.75%	0.00%
\$170,001 - \$240,000	8	13.56%	96.70%	0.00%	96.84%	95.83%	0.00%
\$240,001 and up	6	10.17%	97.75%	0.00%	98.20%	98.00%	96.99%
Median List/Sell Ratio:	96.47%			95.45%	96.77%	96.35%	96.47%
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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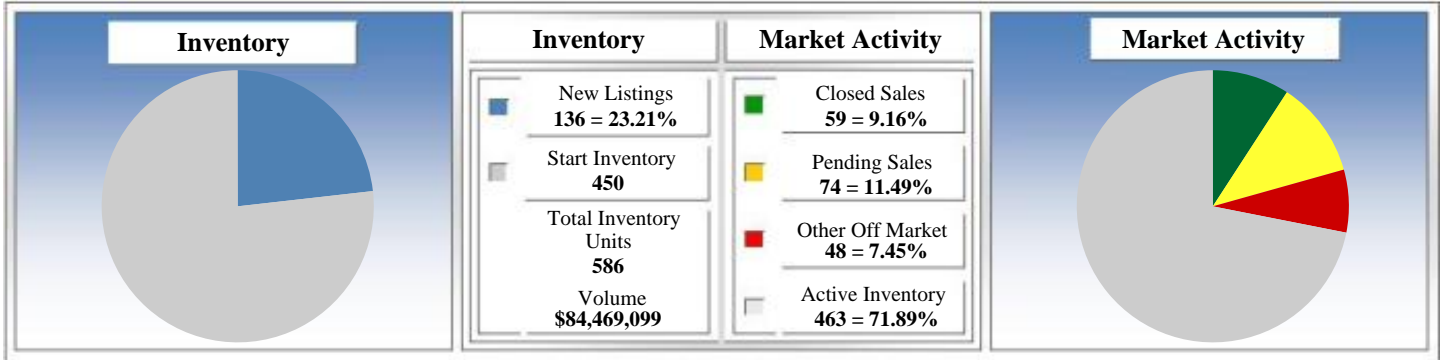
Inventory as of Oct 14, 2015



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%
Median List Price	121,000	135,000	11.57%	124,900	125,000	0.08%
Median Sale Price	117,000	128,000	9.40%	119,500	123,250	3.14%
Median Percent of List Price to Selling Price	96.97%	96.47%	-0.51%	97.47%	97.89%	0.43%
Median Days on Market to Sale	44.00	38.00	-13.64%	30.00	28.00	-6.67%
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%

