



March 2015

Area Delimited by County Of Washington

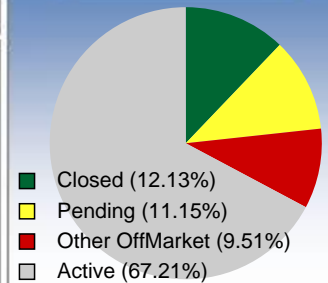


Absorption: Last 12 months, an Average of **74** Sales/Month

Active Inventory as of March 31, 2015 = **410**

	MARCH		
	2014	2015	+/- %
Closed Listings	81	74	-8.64%
Pending Listings	90	68	-24.44%
New Listings	129	139	7.75%
Average List Price	128,928	131,407	1.92%
Average Sale Price	126,160	127,169	0.80%
Average Percent of List Price to Selling Price	96.80%	96.47%	-0.35%
Average Days on Market to Sale	58.65	56.95	-2.91%
End of Month Inventory	534	410	-23.22%
Months Supply of Inventory	7.21	5.53	-23.31%

Market Activity



Report Produced on: Apr 13, 2015

Monthly Inventory Analysis

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2015 decreased **23.22%** to 410 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **5.53** 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 **0.80%** in March 2015 to \$127,169 versus the previous year at \$126,160.

Average Days on Market Shortens

The average number of **56.95** days that homes spent on the market before selling decreased by 1.71 days or **2.91%** in March 2015 compared to last year's same month at **58.65** DOM.

Sales Success for March 2015 is Positive

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

There were 139 New Listings in March 2015, up **7.75%** from last year at 129. Furthermore, there were 74 Closed Listings this month versus last year at 81, a **-8.64%** decrease.

Closed versus Listed trends yielded a **53.2%** ratio, down from last year's March 2015 at **62.8%**, a **15.21%** downswing. This will certainly create pressure on a decreasing 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®

March 2015

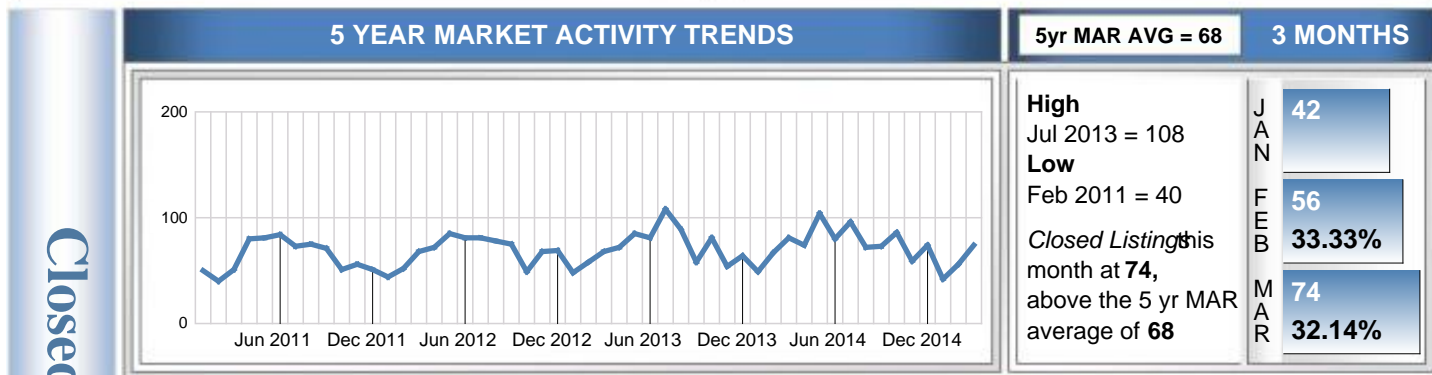
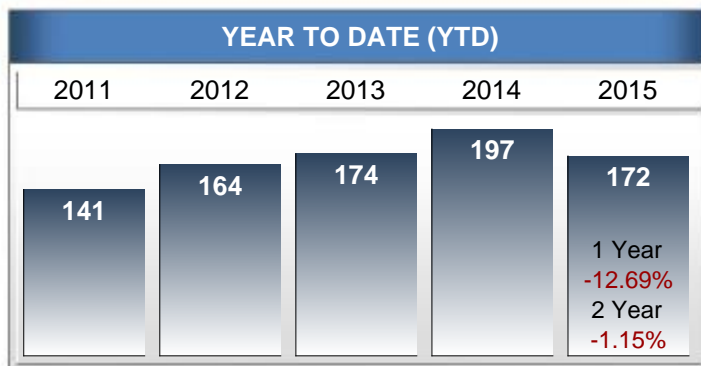
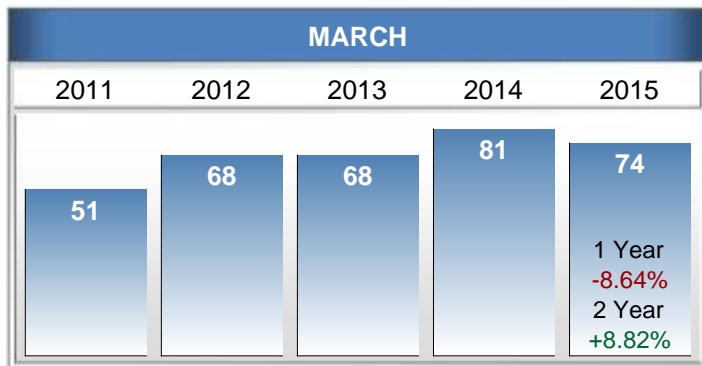
Closed Sales as of Apr 13, 2015



Closed Listings

Report Produced on: Apr 13, 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+
\$40,000 and less	6	8.11%	29.7	1	4	1	0
\$40,001 - \$60,000	8	10.81%	51.1	2	5	1	0
\$60,001 - \$90,000	13	17.57%	78.2	2	11	0	0
\$90,001 - \$130,000	14	18.92%	60.4	0	12	2	0
\$130,001 - \$160,000	16	21.62%	53.2	3	7	5	1
\$160,001 - \$230,000	7	9.46%	82.6	0	3	4	0
\$230,001 and up	10	13.51%	33.6	1	1	8	0
Total Closed Units:	74		56.9	9	43	21	1
Total Closed Volume:	9,410,477			929.40K	4.48M	3.85M	151.00K
Average Closed Price:	\$127,169			\$103,267	\$104,249	\$183,208	\$151,000

Closed Listings

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Monthly Inventory Analysis

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March 2015

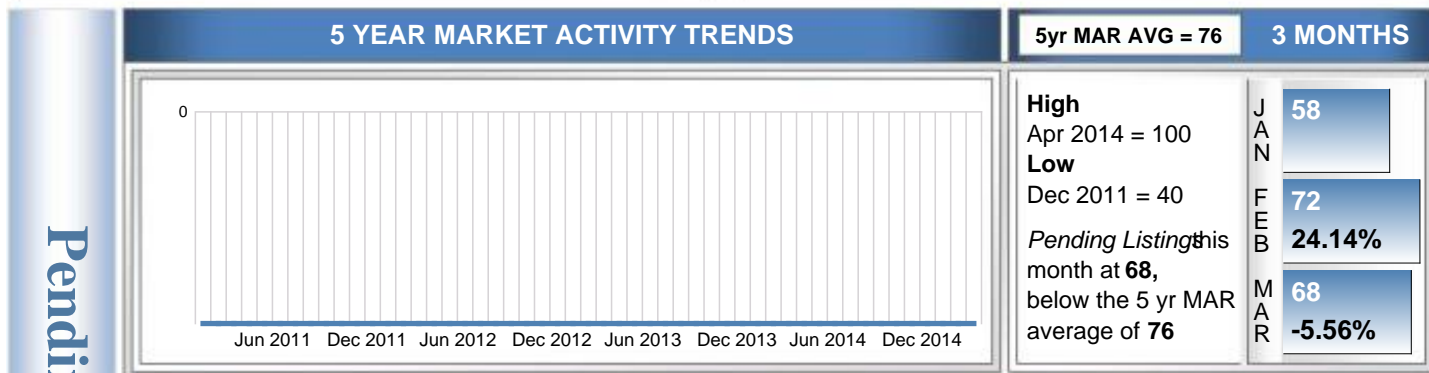
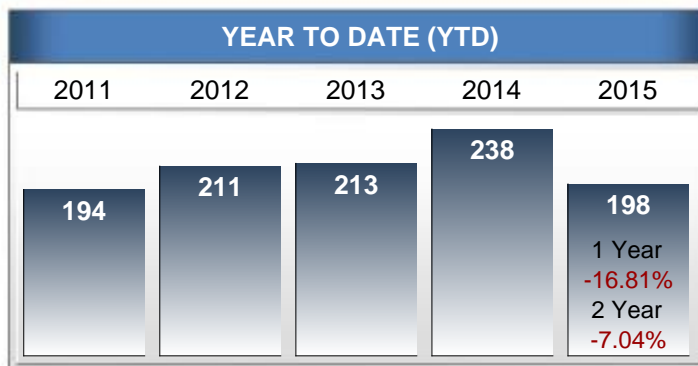
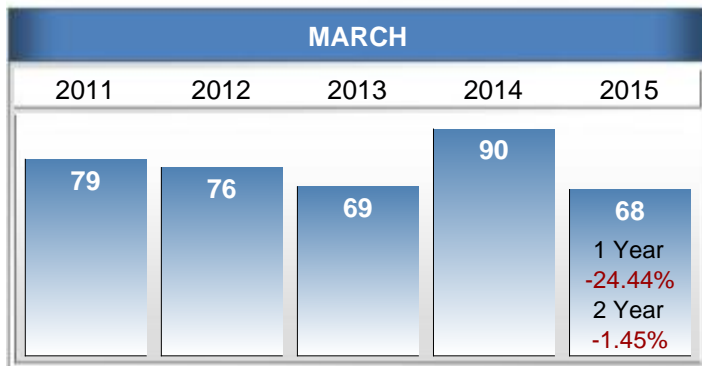
Pending Listings as of Apr 13, 2015



Pending Listings

Report Produced on: Apr 13, 2015

Area Delimited by County Of Washington



Pending Listings

 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	4	5.88%	58.0	3	1	0	0		
\$30,001 \$60,000	8	11.76%	15.9	3	5	0	0		
\$60,001 \$90,000	12	17.65%	55.8	4	8	0	0		
\$90,001 \$130,000	14	20.59%	55.1	0	11	3	0		
\$130,001 \$180,000	12	17.65%	44.0	2	4	6	0		
\$180,001 \$260,000	11	16.18%	45.8	1	3	6	1		
\$260,001 and up	7	10.29%	54.1	1	1	4	1		
Total Pending Units:				68	70.1	14	33	19	2
Total Pending Volume:				9,191,400		1.25M	3.64M	3.84M	454.90K
Average Listing Price:				\$127,694		\$89,614	\$110,261	\$202,279	\$227,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

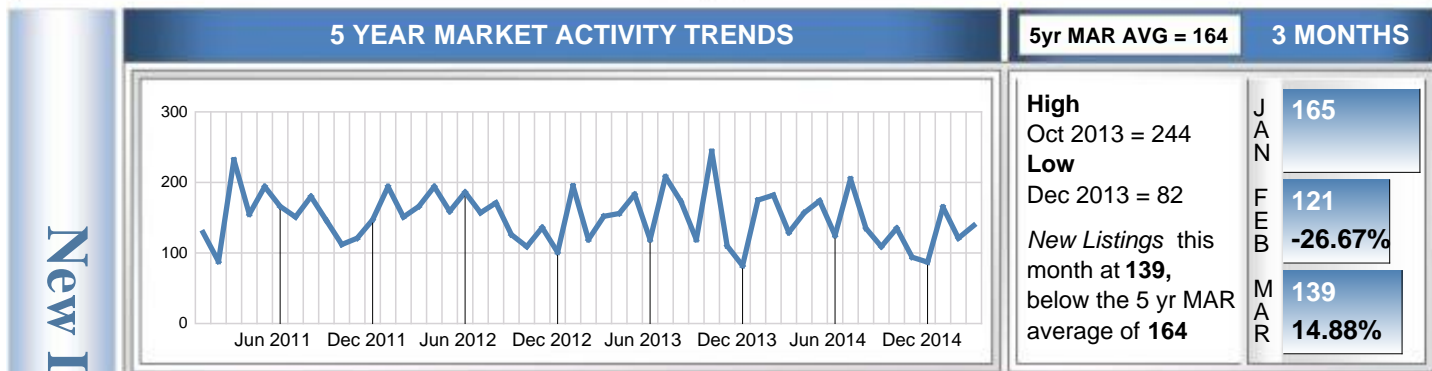
New Listings as of Apr 13, 2015



New Listings

Report Produced on: Apr 13, 2015

Area Delimited by County Of Washington



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE									
Distribution of New Listings by Price Range				%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0			0.00%	0	0	0	0	
\$1-\$50,000	30			21.58%	26	4	0	0	
\$50,001-\$75,000	12			8.63%	8	4	0	0	
\$75,001-\$150,000	45			32.37%	3	32	9	1	
\$150,001-\$200,000	18			12.95%	0	9	8	1	
\$200,001-\$275,000	20			14.39%	1	8	11	0	
\$275,001 and up	14			10.07%	3	4	7	0	
Total New Listed Units:					139	41	61	35	2
Total New Listed Volume:					20,594,579	4.30M	8.49M	7.48M	319.80K
Average New Listed Listing Price:					\$251,200	\$104,951	\$139,213	\$213,709	\$159,900

New Listings

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Monthly Inventory Analysis

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March 2015

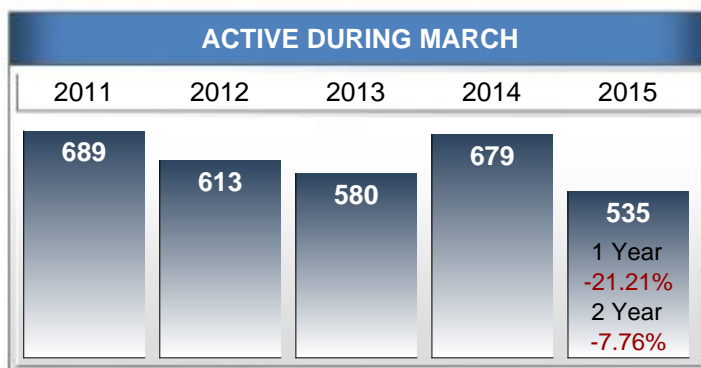
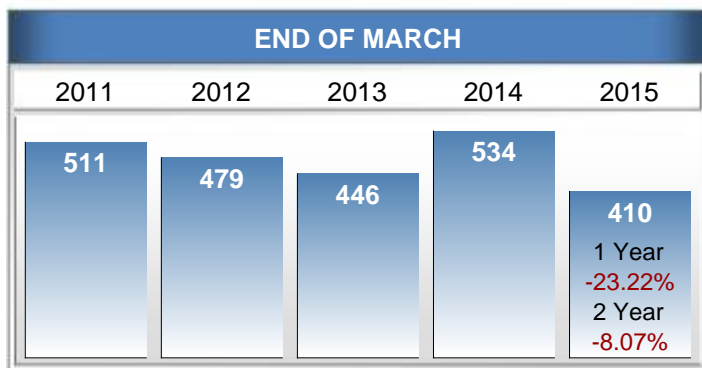
Active Inventory as of Apr 13, 2015



Active Inventory

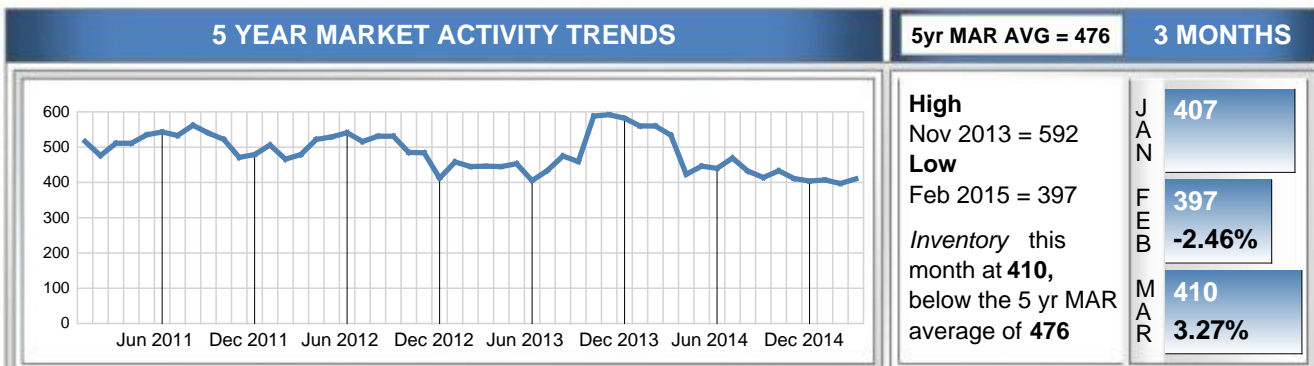
Report Produced on: Apr 13, 2015

Area Delimited by County Of Washington



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$50,000	88	21.46%	72.3	79	8	1	0		
\$50,001-\$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001-\$125,000	159	38.78%	68.2	88	64	7	0		
\$125,001-\$175,000	59	14.39%	59.5	7	34	17	1		
\$175,001-\$300,000	63	15.37%	57.7	2	22	36	3		
\$300,001 and up	41	10.00%	89.0	10	5	18	8		
Total Active Inventory by Units:				410	68.3	186	133	79	12
Total Active Inventory by Volume:				64,700,221		22.91M	18.69M	18.83M	4.27M
Average Active Inventory Listing Price:				\$157,805		\$123,196	\$140,505	\$238,373	\$355,600



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

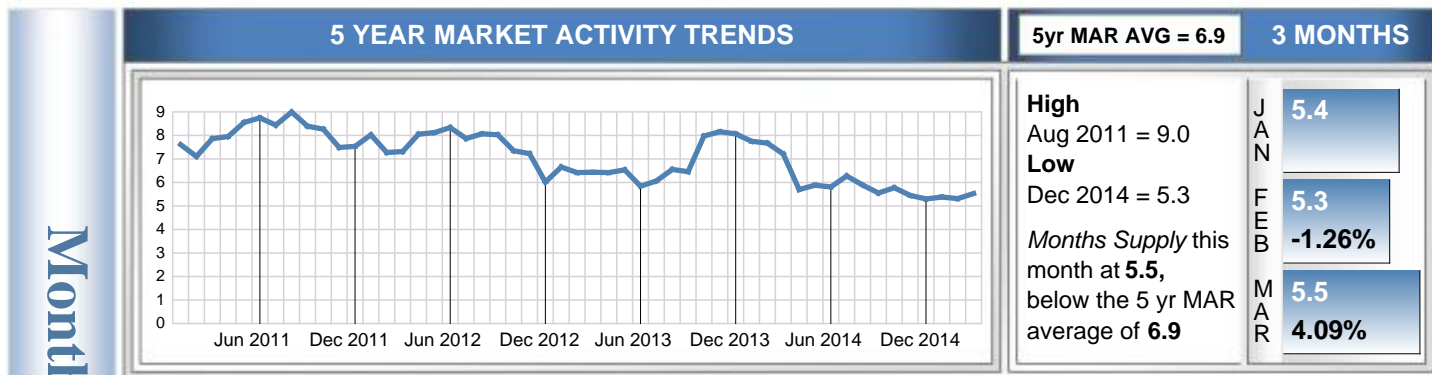
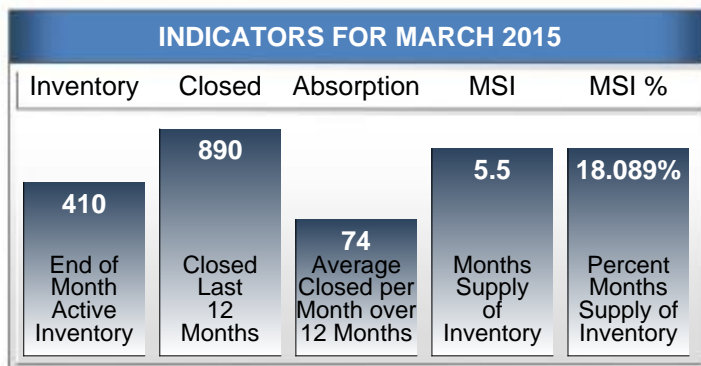
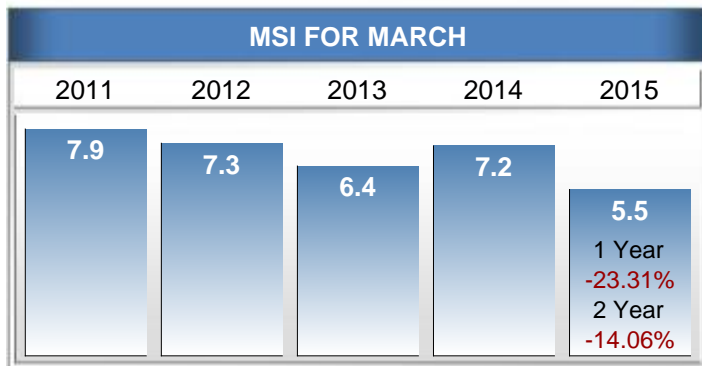
Active Inventory as of Apr 13, 2015



Months Supply of Inventory

Report Produced on: Apr 13, 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	28	6.83%	11.6	16.2	1.3	0.0	0.0	
\$20,001 \$50,000	60	14.63%	7.1	14.9	1.6	3.0	0.0	
\$50,001 \$70,000	52	12.68%	7.6	16.0	3.1	0.0	0.0	
\$70,001 \$130,000	112	27.32%	4.4	19.2	2.9	2.1	6.0	
\$130,001 \$190,000	61	14.88%	4.3	6.4	4.3	4.0	0.0	
\$190,001 \$300,000	56	13.66%	4.6	2.0	7.7	3.7	7.2	
\$300,001 and up	41	10.00%	8.3	30.0	8.6	6.8	6.0	
MSI:	5.5			15.2	3.4	3.8	5.1	
Total Active Inventory:	410			186	133	79	12	



Monthly Inventory Analysis

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March 2015

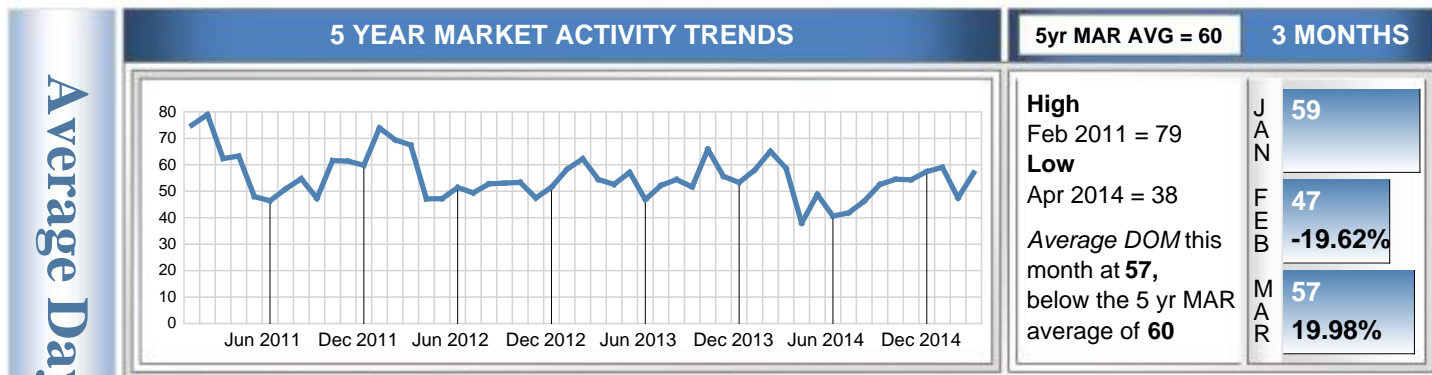
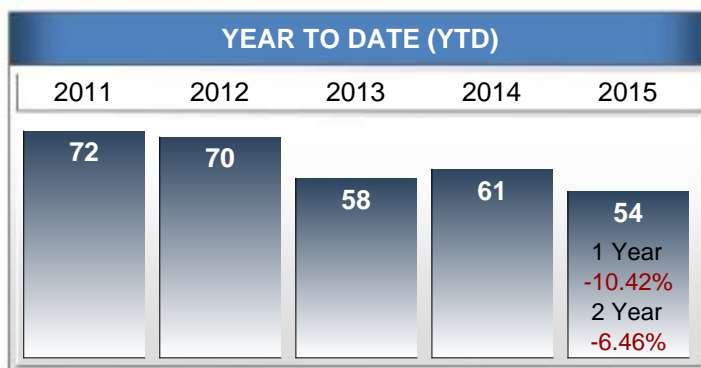
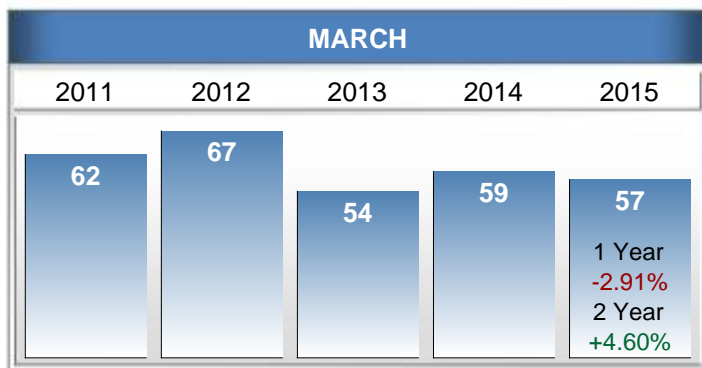
Closed Sales as of Apr 13, 2015



Average Days on Market to Sale

Report Produced on: Apr 13, 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+
\$40,000 and less	6	8.11%	29.7	12.0	13.8	111.0	0.0
\$40,001 - \$60,000	8	10.81%	51.1	78.0	39.8	54.0	0.0
\$60,001 - \$90,000	13	17.57%	78.2	90.0	76.1	0.0	0.0
\$90,001 - \$130,000	14	18.92%	60.4	0.0	62.8	46.0	0.0
\$130,001 - \$160,000	16	21.62%	53.2	35.3	65.6	51.0	31.0
\$160,001 - \$230,000	7	9.46%	82.6	0.0	44.0	111.5	0.0
\$230,001 and up	10	13.51%	33.6	1.0	149.0	23.3	0.0
Average Closed DOM: 56.9				50.6	60.1	54.5	31.0
Total Closed Units: 74				9	43	21	1
Total Closed Volume: 9,410,477				929.40K	4.48M	3.85M	151.00K



Monthly Inventory Analysis

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March 2015

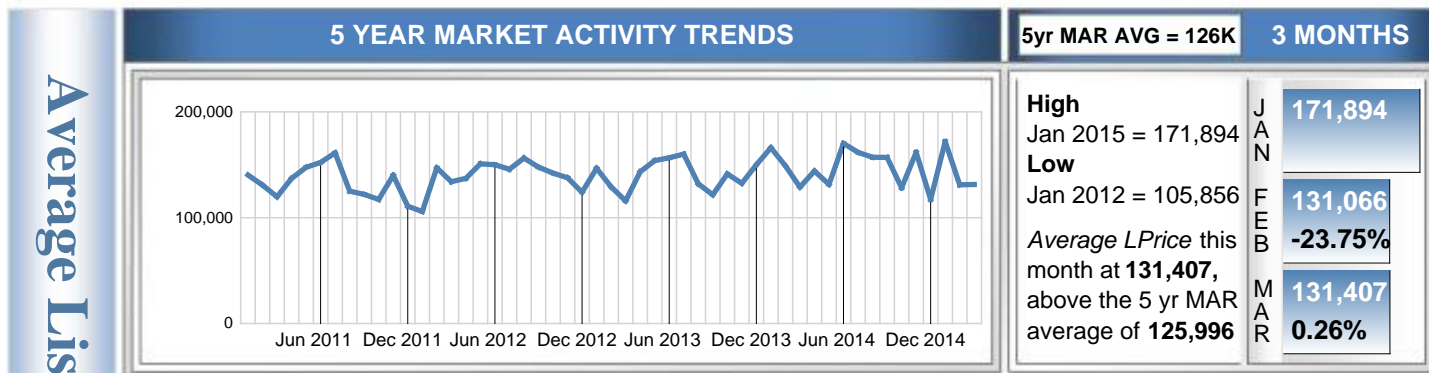
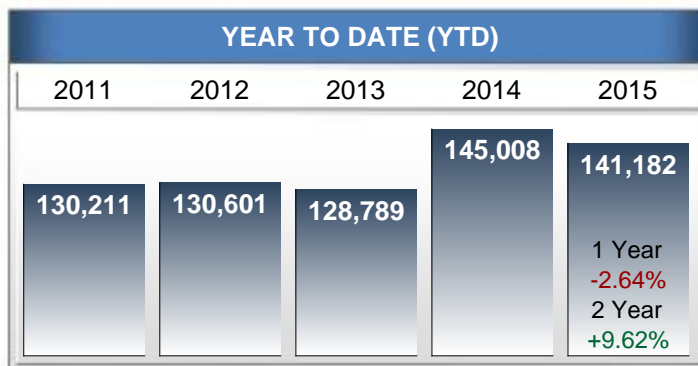
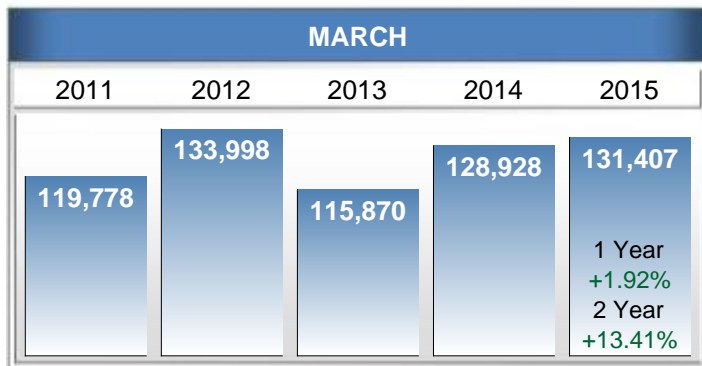
Closed Sales as of Apr 13, 2015



Average List Price at Closing

Report Produced on: Apr 13, 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+
\$40,000 and less	5	6.76%	27,620	13,900	34,700	30,400	0
\$40,001 - \$60,000	5	6.76%	49,780	55,700	58,260	65,000	0
\$60,001 - \$90,000	17	22.97%	75,835	65,750	81,264	0	0
\$90,001 - \$130,000	14	18.92%	117,164	0	116,317	122,250	0
\$130,001 - \$160,000	15	20.27%	148,103	161,300	147,600	145,890	155,000
\$160,001 - \$230,000	8	10.81%	184,238	0	183,333	185,975	0
\$230,001 and up	10	13.51%	271,220	262,500	299,500	268,775	0
Average List Price:	\$131,407			\$111,467	\$107,035	\$188,736	\$155,000
Total Closed Units:	74			9	43	21	1
Total List Volume:	9,724,149			1.00M	4.60M	3.96M	155.00K



Monthly Inventory Analysis

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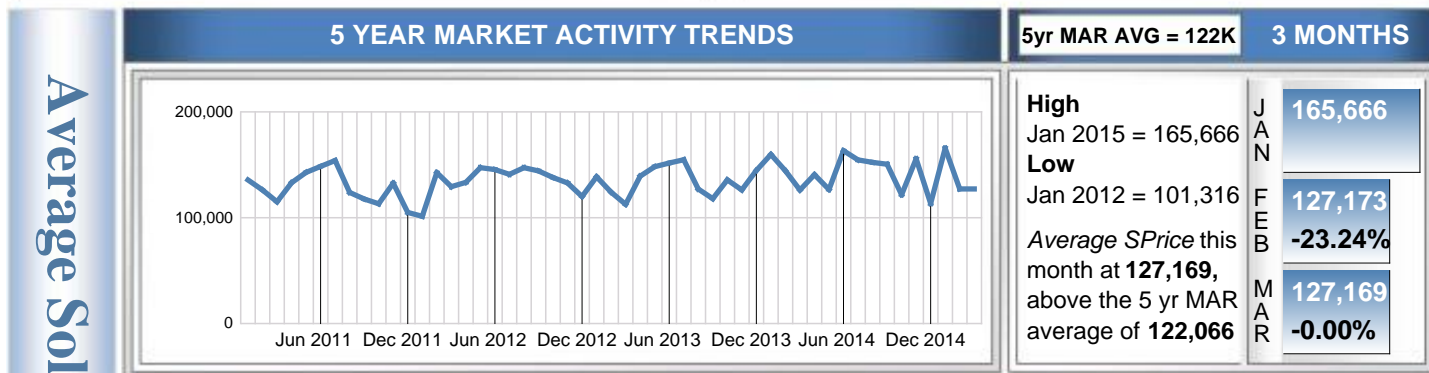
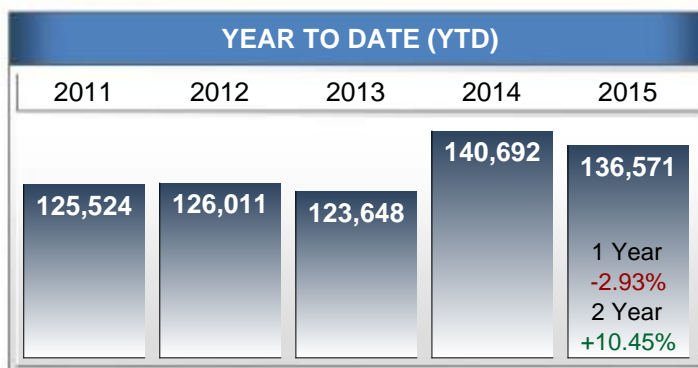
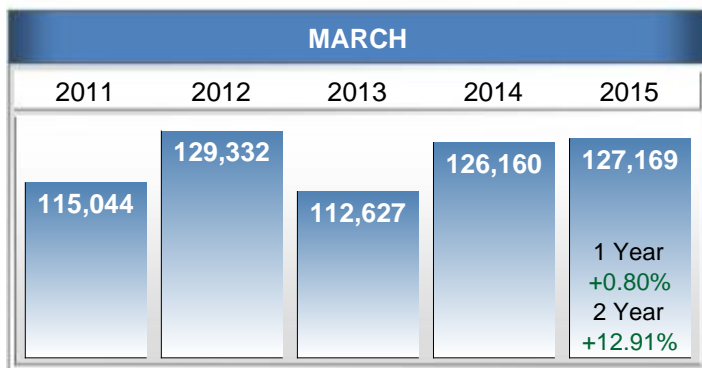
Closed Sales as of Apr 13, 2015



Average Sold Price at Closing

Report Produced on: Apr 13, 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+
\$40,000 and less	6		8.11%	29,030	11,000	33,475	29,277	0
\$40,001 - \$60,000	8		10.81%	53,900	52,750	53,800	56,700	0
\$60,001 - \$90,000	13		17.57%	76,646	63,000	79,127	0	0
\$90,001 - \$130,000	14		18.92%	114,964	0	114,625	117,000	0
\$130,001 - \$160,000	16		21.62%	142,056	141,467	142,000	140,700	151,000
\$160,001 - \$230,000	7		9.46%	180,686	0	181,633	179,975	0
\$230,001 and up	10		13.51%	266,150	262,500	295,000	263,000	0
Average Closed Price:		\$127,169			\$103,267	\$104,249	\$183,208	\$151,000
Total Closed Units:		74			9	43	21	1
Total Closed Volume:		9,410,477			929.40K	4.48M	3.85M	151.00K



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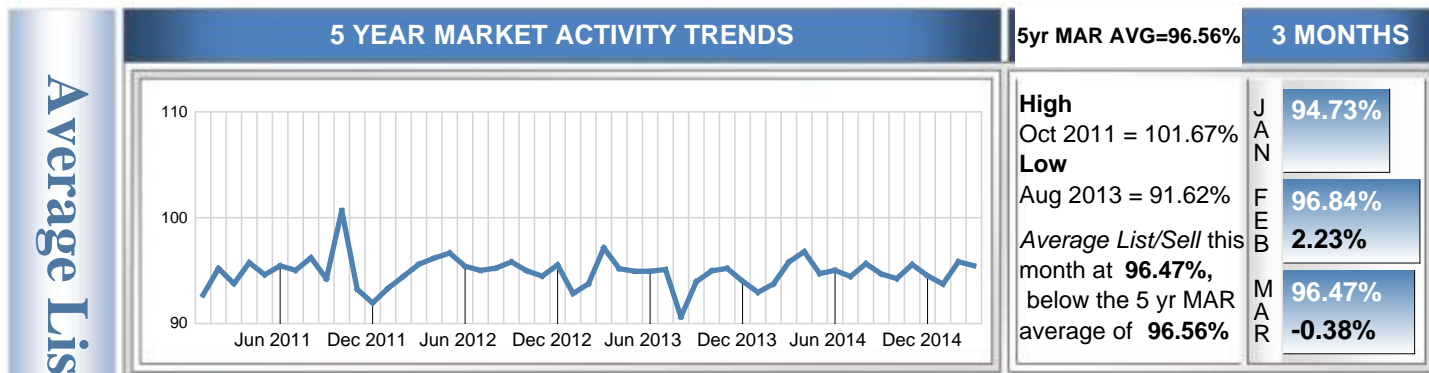
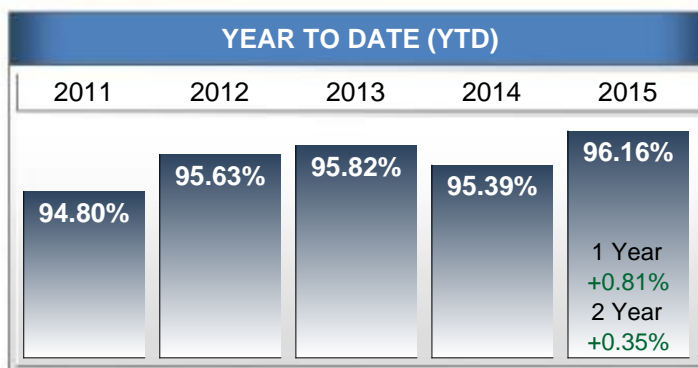
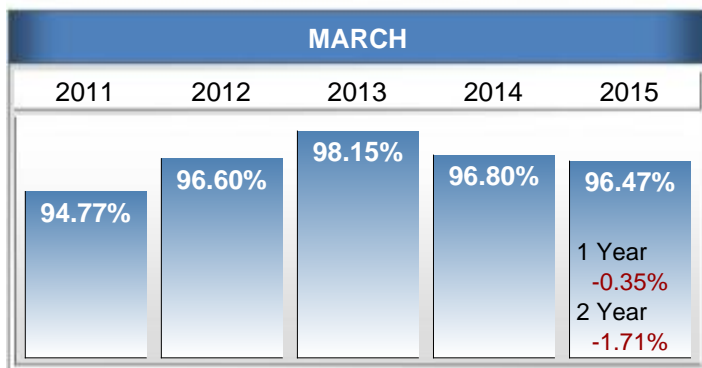
Closed Sales as of Apr 13, 2015



Average Percent of List Price to Selling Price

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Average List/Sell Price

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Contact an experienced REALTOR

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+
\$40,000 and less	6	8.11%	94.58%	79.14%	98.01%	96.31%	0.00%
\$40,001 \$60,000	8	10.81%	92.99%	95.45%	93.16%	87.23%	0.00%
\$60,001 \$90,000	13	17.57%	97.21%	95.88%	97.46%	0.00%	0.00%
\$90,001 \$130,000	14	18.92%	98.16%	0.00%	98.53%	95.93%	0.00%
\$130,001 \$160,000	16	21.62%	95.00%	88.66%	96.34%	96.46%	97.42%
\$160,001 \$230,000	7	9.46%	97.74%	0.00%	99.03%	96.77%	0.00%
\$230,001 and up	10	13.51%	98.49%	100.00%	98.50%	98.30%	0.00%
Average List/Sell Ratio: 96.50%				91.98%	97.26%	96.72%	97.42%
Total Closed Units: 74				9	43	21	1
Total Closed Volume: 9,410,477				929.40K	4.48M	3.85M	151.00K



Monthly Inventory Analysis

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Inventory as of Apr 13, 2015



Market Summary

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Absorption: Last 12 months, an Average of 74 Sales/Month

Active Inventory as of March 31, 2015 = 410

	MARCH			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	81	74	-8.64%	197	172	-12.69%
Pending Sales	90	68	-24.44%	238	198	-16.81%
New Listings	129	139	7.75%	486	425	-12.55%
Average List Price	128,928	131,407	1.92%	145,008	141,182	-2.64%
Average Sale Price	126,160	127,169	0.80%	140,692	136,571	-2.93%
Average Percent of List Price to Selling Price	96.80%	96.47%	-0.35%	95.39%	96.16%	0.81%
Average Days on Market to Sale	58.65	56.95	-2.91%	60.70	54.37	-10.42%
Monthly Inventory	534	410	-23.22%	534	410	-23.22%
Months Supply of Inventory	7.21	5.53	-23.31%	7.21	5.53	-23.31%

