



# March 2015

Area Delimited by County Of Washington

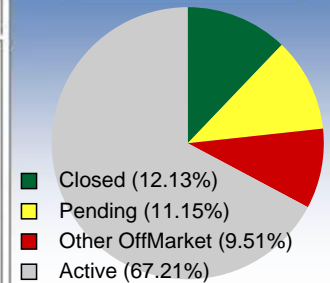


**Absorption:** Last 12 months, an Average of **74** Sales/Month

**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%
Median List Price	110,000	124,950	13.59%
Median Sale Price	104,189	122,250	17.33%
Median Percent of List Price to Selling Price	97.72%	97.91%	0.20%
Median Days on Market to Sale	38.00	28.00	-26.32%
End of Month Inventory	534	410	-23.22%
Months Supply of Inventory	7.21	5.53	-23.31%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Apr 13, 2015

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.

### 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 **17.33%** in March 2015 to \$122,250 versus the previous year at \$104,189.

### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 10.00 days or **26.32%** in March 2015 compared to last year's same month at **38.00** DOM.

### Sales Success for March 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 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.

## 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2015

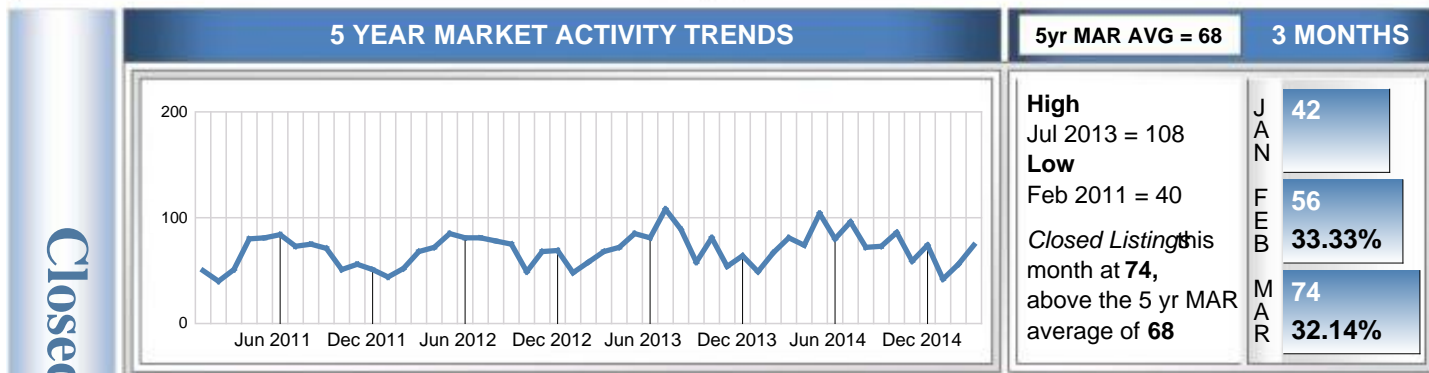
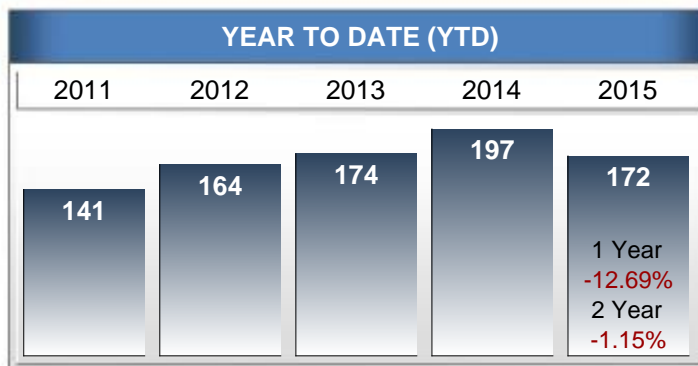
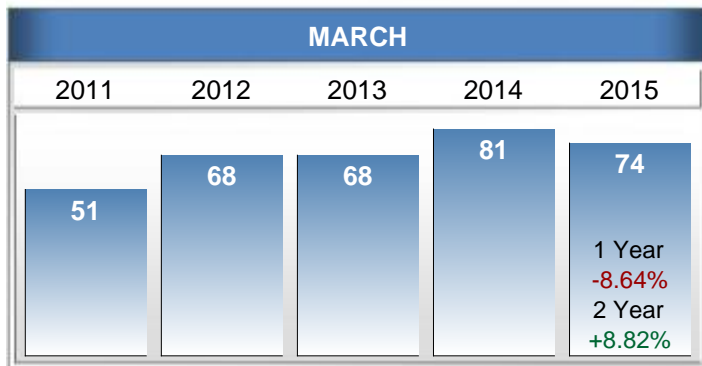
Closed Sales as of Apr 13, 2015



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6	8.11%	15.0	1	4	1	0
\$40,001 - \$60,000	8	10.81%	44.5	2	5	1	0
\$60,001 - \$90,000	13	17.57%	35.0	2	11	0	0
\$90,001 - \$130,000	14	18.92%	66.0	0	12	2	0
\$130,001 - \$160,000	16	21.62%	26.0	3	7	5	1
\$160,001 - \$230,000	7	9.46%	104.0	0	3	4	0
\$230,001 and up	10	13.51%	18.5	1	1	8	0
<b>Total Closed Units:</b>	<b>74</b>		<b>28.0</b>	<b>9</b>	<b>43</b>	<b>21</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>9,410,477</b>			<b>929.40K</b>	<b>4.48M</b>	<b>3.85M</b>	<b>151.00K</b>
<b>Median Closed Price:</b>	<b>\$122,250</b>			<b>\$64,000</b>	<b>\$100,000</b>	<b>\$164,900</b>	<b>\$151,000</b>

Closed Listings

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# Monthly Inventory Analysis

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## March 2015

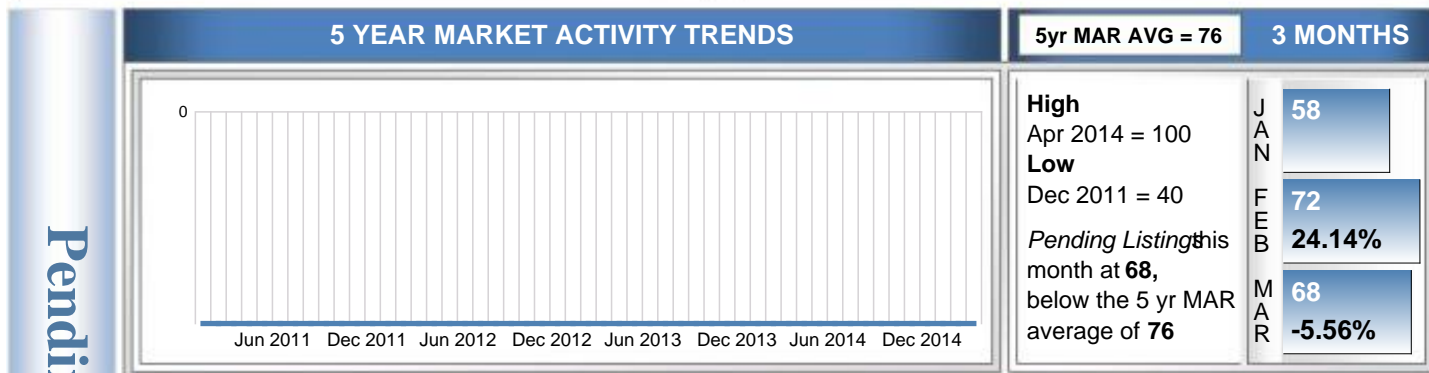
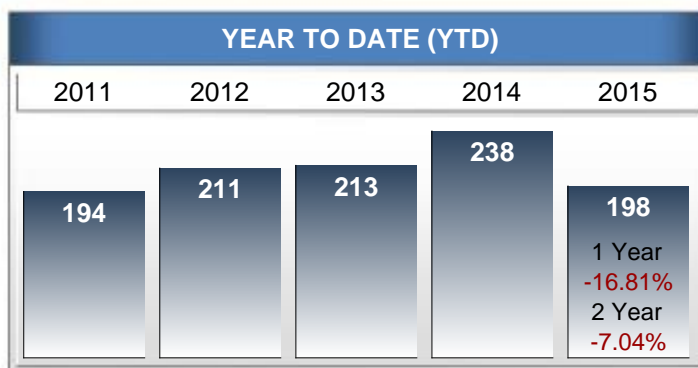
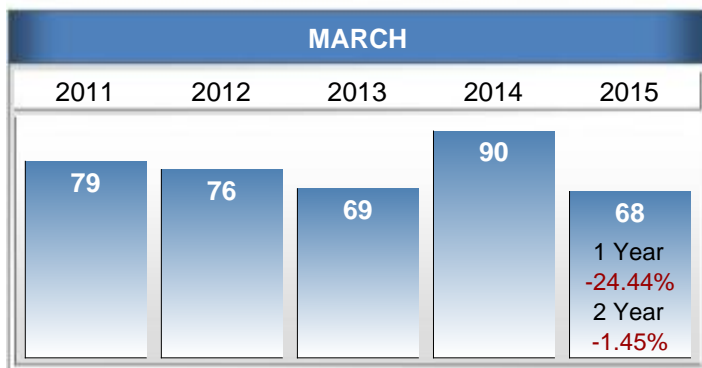
Pending Listings as of Apr 13, 2015



### Pending Listings

Report Produced on: Apr 13, 2015

Area Delimited by County Of Washington



**Pending Listings**  
  
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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+		
\$30,000 and less	4	5.88%	60.0	3	1	0	0		
\$30,001 - \$60,000	8	11.76%	12.5	3	5	0	0		
\$60,001 - \$90,000	12	17.65%	32.5	4	8	0	0		
\$90,001 - \$130,000	14	20.59%	33.5	0	11	3	0		
\$130,001 - \$180,000	12	17.65%	27.0	2	4	6	0		
\$180,001 - \$260,000	11	16.18%	23.0	1	3	6	1		
\$260,001 and up	7	10.29%	22.0	1	1	4	1		
Total Pending Units:				68	22.0	14	33	19	2
Total Pending Volume:				9,191,400		1.25M	3.64M	3.84M	454.90K
Median Listing Price:				\$117,250		\$64,700	\$107,500	\$189,500	\$227,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2015

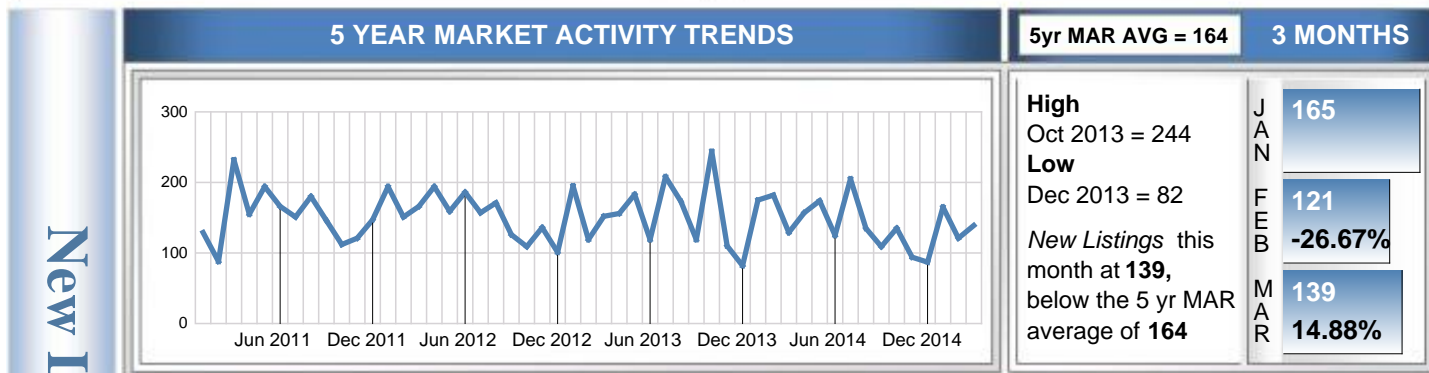
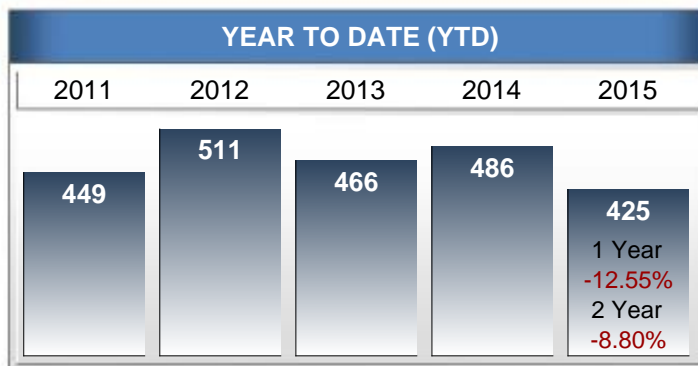
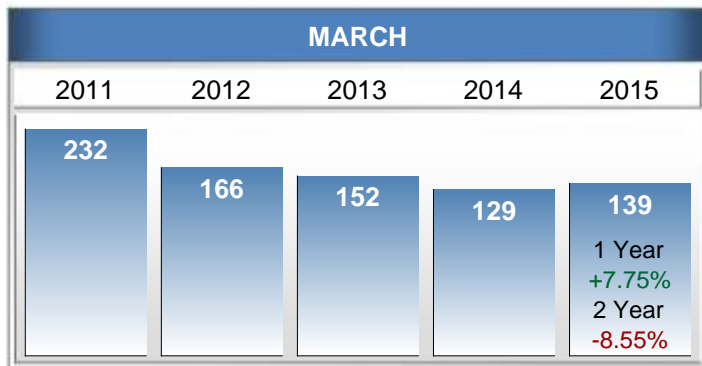
New Listings as of Apr 13, 2015



### New Listings

Report Produced on: Apr 13, 2015

Area Delimited by County Of Washington



New Listings

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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	20	14.39%	20	0	0	0
\$20,001 \$50,000	10	7.19%	6	4	0	0
\$50,001 \$90,000	22	15.83%	9	13	0	0
\$90,001 \$150,000	35	25.18%	2	23	9	1
\$150,001 \$200,000	18	12.95%	0	9	8	1
\$200,001 \$270,000	20	14.39%	1	8	11	0
\$270,001 and up	14	10.07%	3	4	7	0
<b>Total New Listed Units:</b>	<b>139</b>		<b>41</b>	<b>61</b>	<b>35</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>20,594,579</b>		<b>4.30M</b>	<b>8.49M</b>	<b>7.48M</b>	<b>319.80K</b>
<b>Median New Listed Listing Price:</b>	<b>\$127,500</b>		<b>\$22,000</b>	<b>\$129,900</b>	<b>\$209,000</b>	<b>\$159,900</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2015

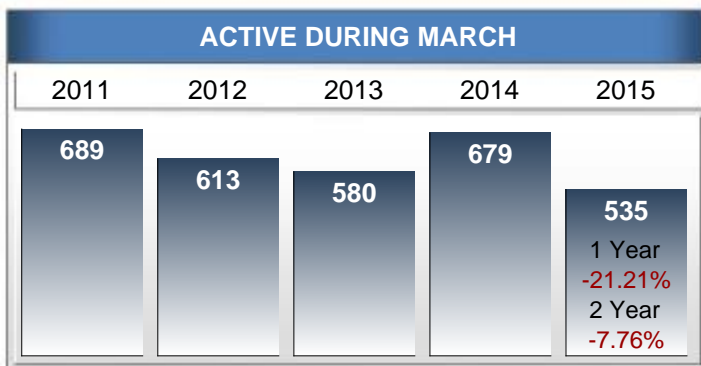
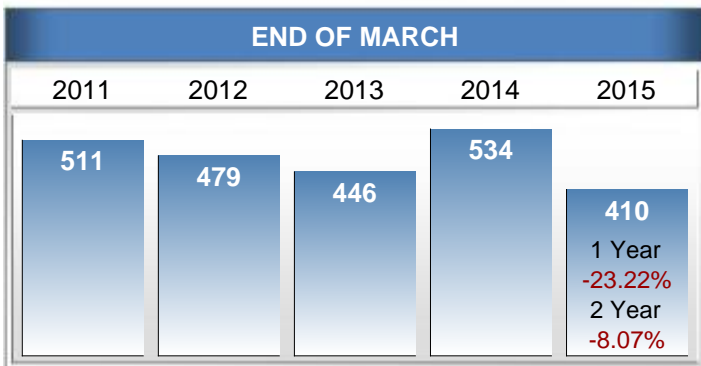
Active Inventory as of Apr 13, 2015



### Active Inventory

Report Produced on: Apr 13, 2015

Area Delimited by County Of Washington



Active Inventory

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**5yr MAR AVG = 476**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 397

*Inventory* this month at **410**, below the 5 yr MAR average of **476**

JAN	407
FEB	397
MAR	410
<b>-2.46%</b>	
<b>3.27%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	28	6.83%	30.0	27	1	0	0		
\$20,001 \$50,000	60	14.63%	74.0	52	7	1	0		
\$50,001 \$70,000	52	12.68%	50.0	40	12	0	0		
\$70,001 \$130,000	112	27.32%	70.5	48	55	8	1		
\$130,001 \$190,000	61	14.88%	46.0	8	33	20	0		
\$190,001 \$300,000	56	13.66%	38.0	1	20	32	3		
\$300,001 and up	41	10.00%	75.0	10	5	18	8		
Total Active Inventory by Units:				410	62.0	186	133	79	12
Total Active Inventory by Volume:				64,700,221		22.91M	18.69M	18.83M	4.27M
Median Active Inventory Listing Price:				\$97,700		\$58,000	\$120,000	\$225,000	\$328,700



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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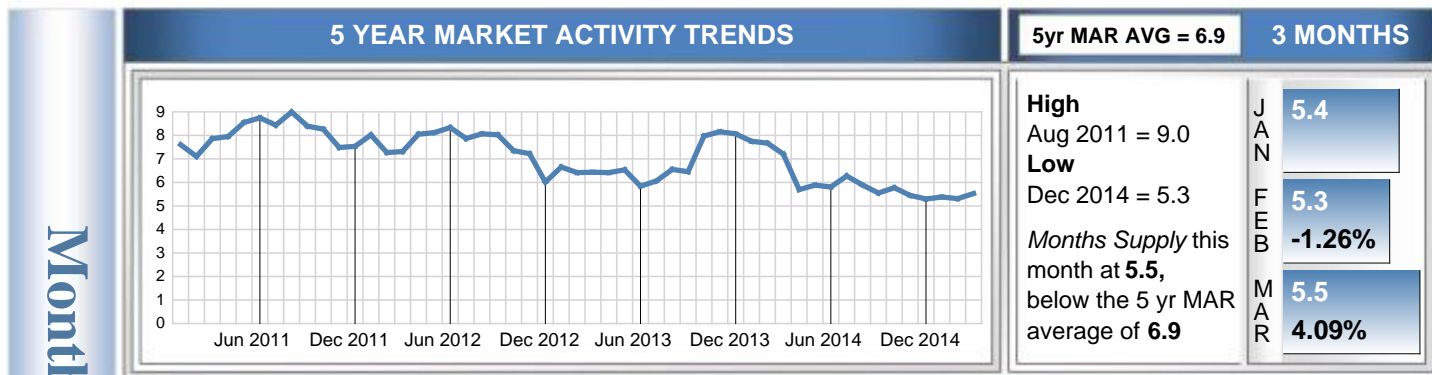
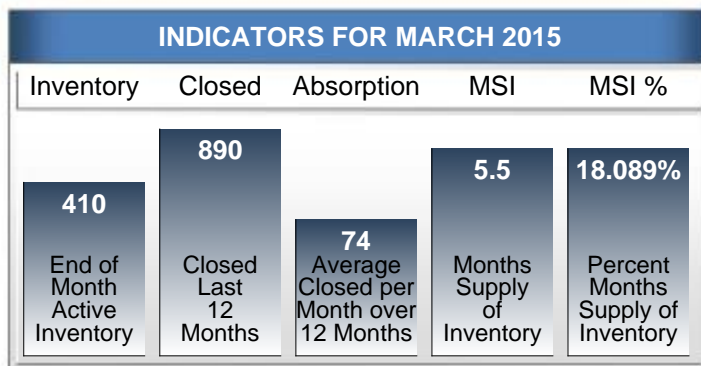
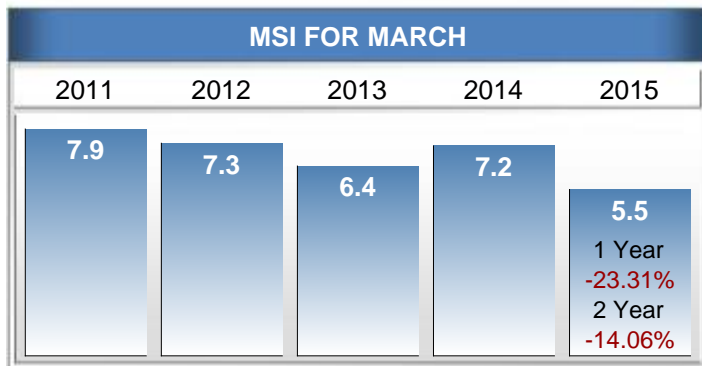
Active Inventory as of Apr 13, 2015



### 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

Data from the Greater Tulsa Association of REALTORS®

## March 2015

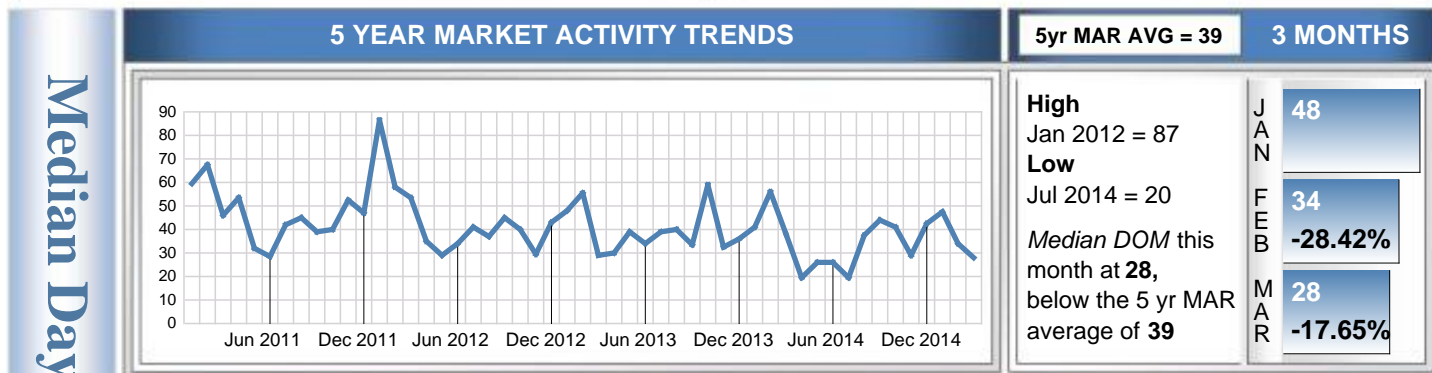
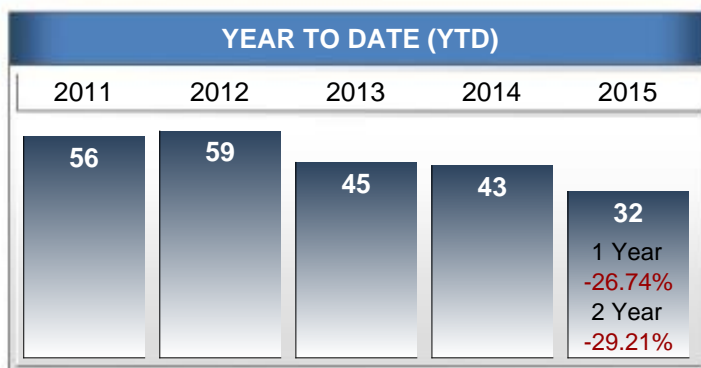
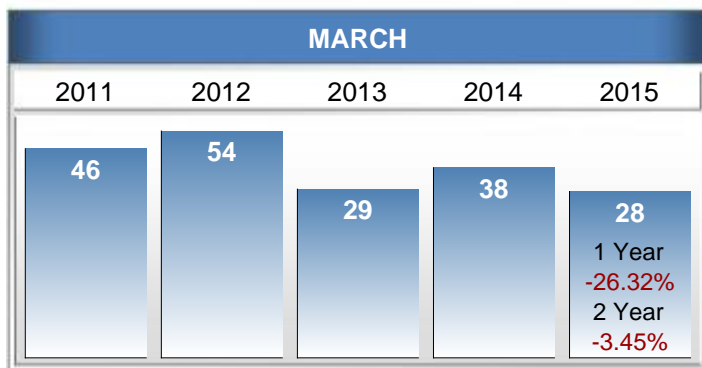
Closed Sales as of Apr 13, 2015



### Median Days on Market to Sale

Report Produced on: Apr 13, 2015

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+
\$40,000 and less	6			8.11%	15.0	12.0	14.5	111.0	0.0
\$40,001 \$60,000	8			10.81%	44.5	78.0	42.0	54.0	0.0
\$60,001 \$90,000	13			17.57%	35.0	90.0	35.0	0.0	0.0
\$90,001 \$130,000	14			18.92%	66.0	0.0	66.0	46.0	0.0
\$130,001 \$160,000	16			21.62%	26.0	29.0	25.0	24.0	31.0
\$160,001 \$230,000	7			9.46%	104.0	0.0	23.0	129.5	0.0
\$230,001 and up	10			13.51%	18.5	1.0	149.0	18.5	0.0
Median Closed DOM:	28.0					19.0	35.0	27.0	31.0
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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## March 2015

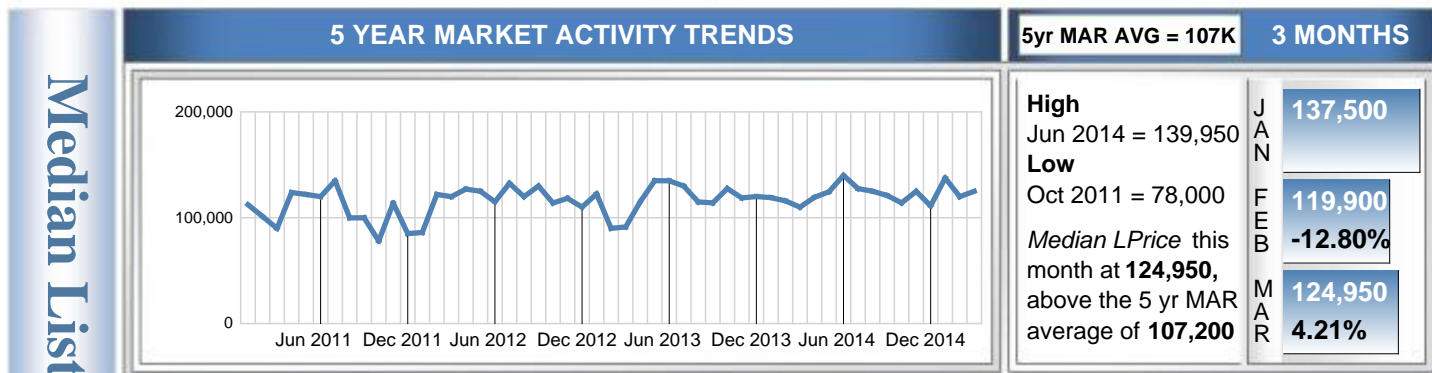
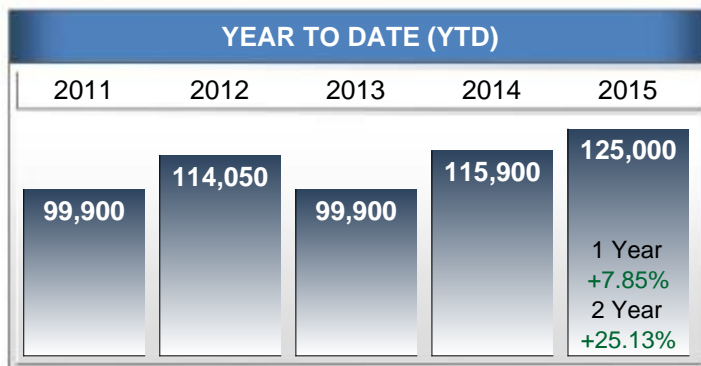
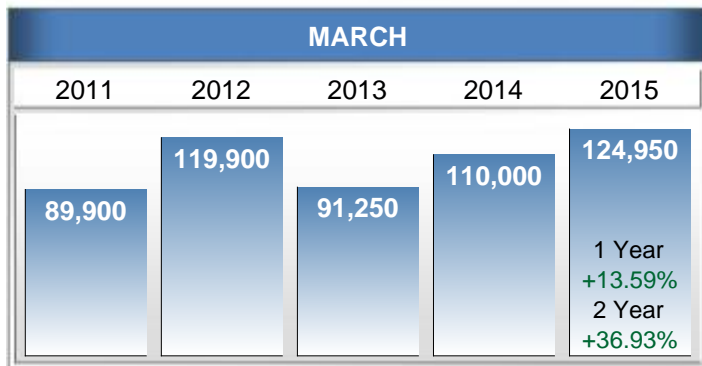
Closed Sales as of Apr 13, 2015



### Median List Price at Closing

Report Produced on: Apr 13, 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+
\$40,000 and less	5		6.76%	30,400	13,900	31,900	30,400	0
\$40,001 - \$60,000	5		6.76%	46,500	46,500	49,000	0	0
\$60,001 - \$90,000	17		22.97%	75,000	64,900	79,900	65,000	0
\$90,001 - \$130,000	14		18.92%	117,500	0	116,000	122,250	0
\$130,001 - \$160,000	15		20.27%	146,000	151,950	146,000	145,900	155,000
\$160,001 - \$230,000	8		10.81%	184,500	180,000	192,000	179,450	0
\$230,001 and up	10		13.51%	255,750	262,500	299,500	244,450	0
Median List Price:		\$124,950			\$67,000	\$104,999	\$169,900	\$155,000
Total Closed Units:		74			9	43	21	1
Total List Volume:		9,724,149			1.00M	4.60M	3.96M	155.00K





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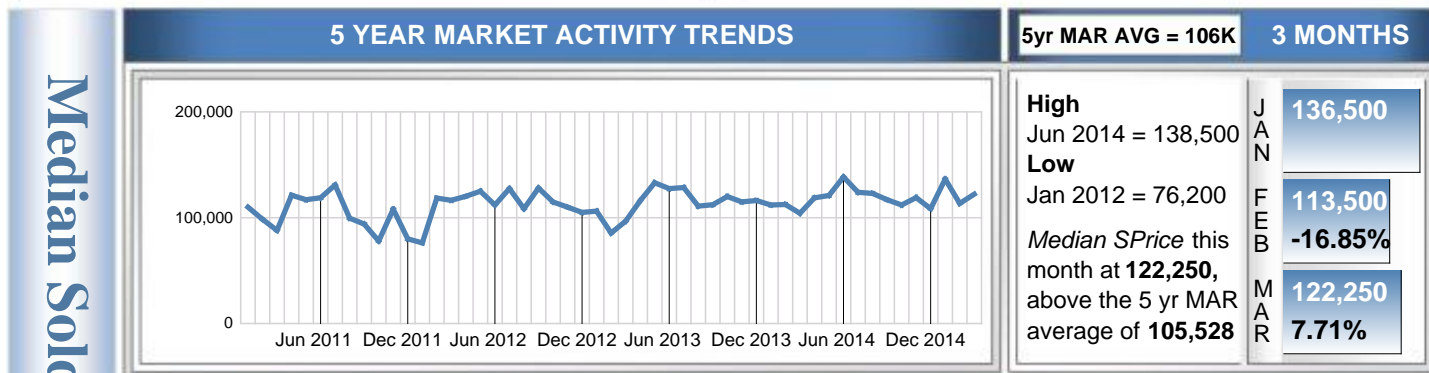
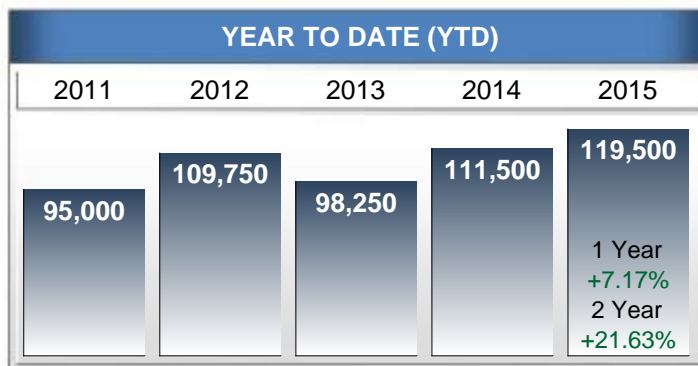
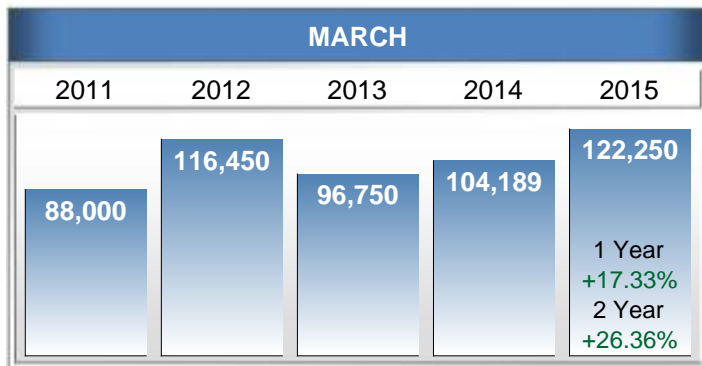
Closed Sales as of Apr 13, 2015



### 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+
\$40,000 and less	6		8.11%	29,639	11,000	34,950	29,277	0
\$40,001 \$60,000	8		10.81%	55,850	52,750	55,000	56,700	0
\$60,001 \$90,000	13		17.57%	79,000	63,000	79,500	0	0
\$90,001 \$130,000	14		18.92%	114,000	0	112,250	117,000	0
\$130,001 \$160,000	16		21.62%	141,450	141,900	138,000	141,000	151,000
\$160,001 \$230,000	7		9.46%	185,000	0	189,900	174,950	0
\$230,001 and up	10		13.51%	253,500	262,500	295,000	242,200	0
Median Closed Price:	\$122,250				\$64,000	\$100,000	\$164,900	\$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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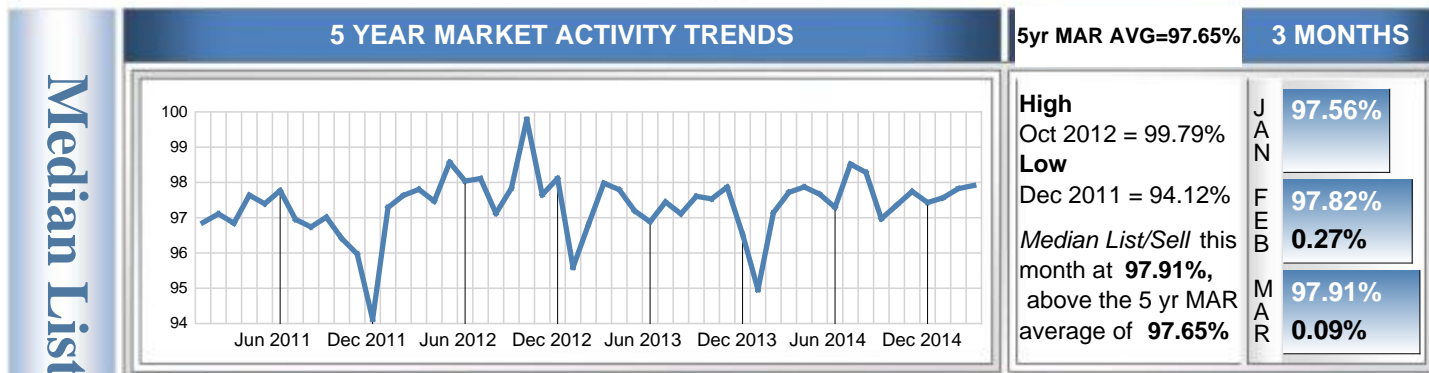
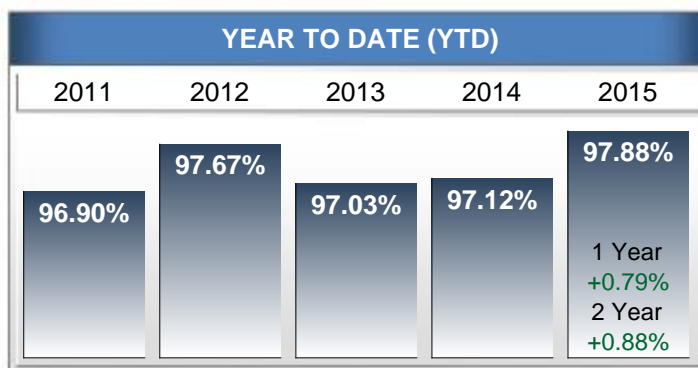
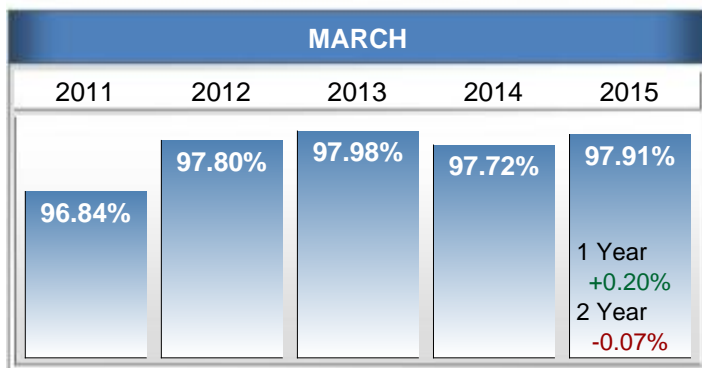
Closed Sales as of Apr 13, 2015



### 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+
\$40,000 and less	6	8.11%	95.17%	79.14%	97.02%	96.31%	0.00%
\$40,001 \$60,000	8	10.81%	90.14%	95.45%	89.37%	87.23%	0.00%
\$60,001 \$90,000	13	17.57%	100.00%	95.88%	100.00%	0.00%	0.00%
\$90,001 \$130,000	14	18.92%	100.00%	0.00%	100.00%	95.93%	0.00%
\$130,001 \$160,000	16	21.62%	96.65%	93.75%	97.95%	96.64%	97.42%
\$160,001 \$230,000	7	9.46%	97.88%	0.00%	98.91%	96.68%	0.00%
\$230,001 and up	10	13.51%	99.55%	100.00%	98.50%	99.55%	0.00%
Median List/Sell Ratio:	97.91%			93.75%	98.88%	96.94%	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

Data from the Greater Tulsa Association of REALTORS®

## March 2015

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%
Median List Price	110,000	124,950	13.59%	115,900	125,000	7.85%
Median Sale Price	104,189	122,250	17.33%	111,500	119,500	7.17%
Median Percent of List Price to Selling Price	97.72%	97.91%	0.20%	97.12%	97.88%	0.79%
Median Days on Market to Sale	38.00	28.00	-26.32%	43.00	31.50	-26.74%
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%

