



May 2015

Area Delimited by County Of Washington

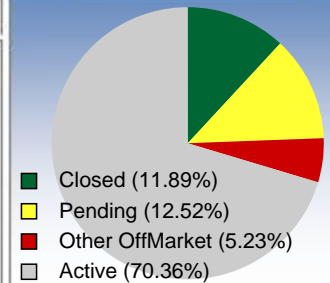


Absorption: Last 12 months, an Average of **71** Sales/Month

Active Inventory as of May 31, 2015 = **444**

	MAY		
	2014	2015	+/- %
Closed Listings	104	75	-27.88%
Pending Listings	91	79	-13.19%
New Listings	174	136	-21.84%
Average List Price	131,488	141,689	7.76%
Average Sale Price	126,645	138,266	9.18%
Average Percent of List Price to Selling Price	95.72%	96.06%	0.35%
Average Days on Market to Sale	48.80	48.51	-0.60%
End of Month Inventory	446	444	-0.45%
Months Supply of Inventory	5.88	6.28	6.70%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 22, 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 May 2015 decreased **0.45%** to 444 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **6.28** 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 **9.18%** in May 2015 to \$138,266 versus the previous year at \$126,645.

Average Days on Market Shortens

The average number of **48.51** days that homes spent on the market before selling decreased by 0.29 days or **0.60%** in May 2015 compared to last year's same month at **48.80** DOM.

Sales Success for May 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 136 New Listings in May 2015, down **21.84%** from last year at 174. Furthermore, there were 75 Closed Listings this month versus last year at 104, a **-27.88%** decrease.

Closed versus Listed trends yielded a **55.1%** ratio, down from last year's May 2015 at **59.8%**, a **7.73%** 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.

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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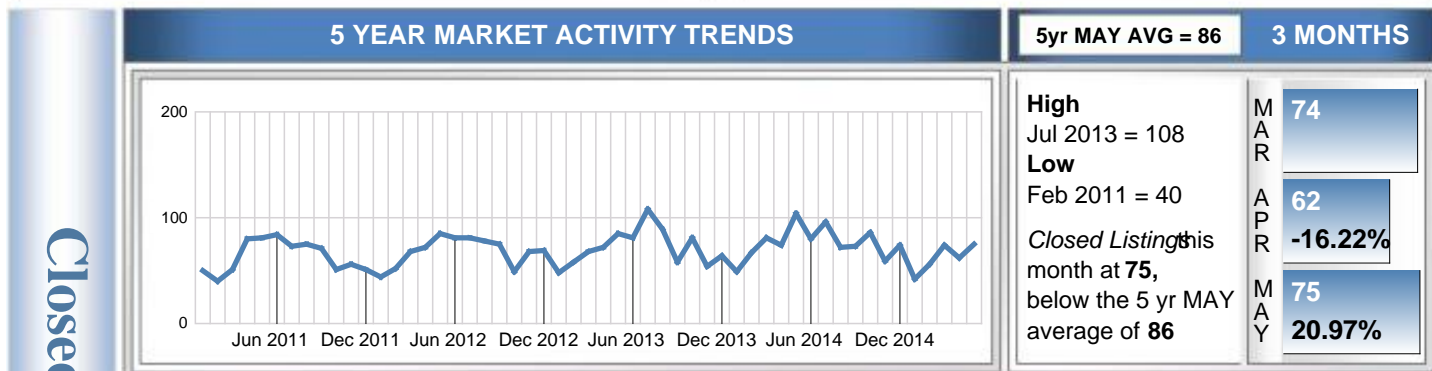
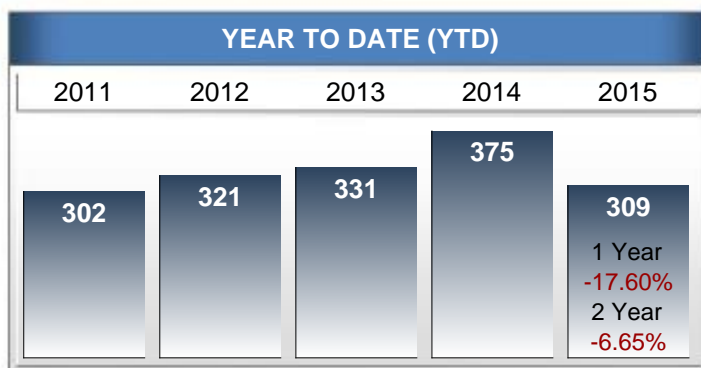
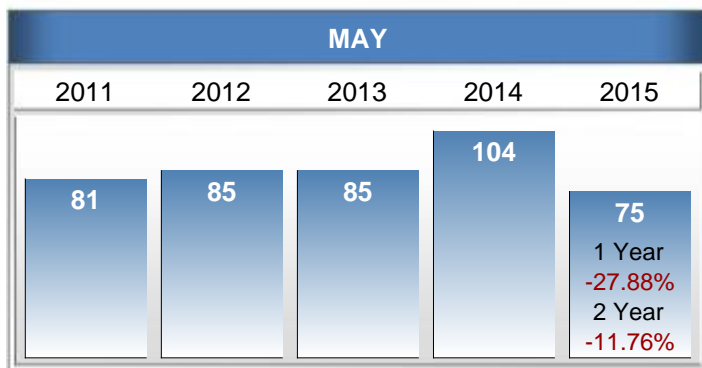
Closed Sales as of Jun 21, 2015



Closed Listings

Report Produced on: Jun 22, 2015

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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+		
\$50,000 and less	8	10.67%	65.5	4	4	0	0		
\$50,001 - \$70,000	9	12.00%	64.4	5	4	0	0		
\$70,001 - \$110,000	12	16.00%	30.9	2	6	4	0		
\$110,001 - \$140,000	16	21.33%	55.4	0	10	6	0		
\$140,001 - \$190,000	13	17.33%	31.8	0	11	2	0		
\$190,001 - \$260,000	9	12.00%	40.4	0	4	5	0		
\$260,001 and up	8	10.67%	62.4	0	1	5	2		
Total Closed Units:				75	48.5	11	40	22	2
Total Closed Volume:				10,369,954		559.69K	5.00M	4.25M	560.50K
Average Closed Price:				\$138,266		\$50,881	\$125,082	\$193,023	\$280,250

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

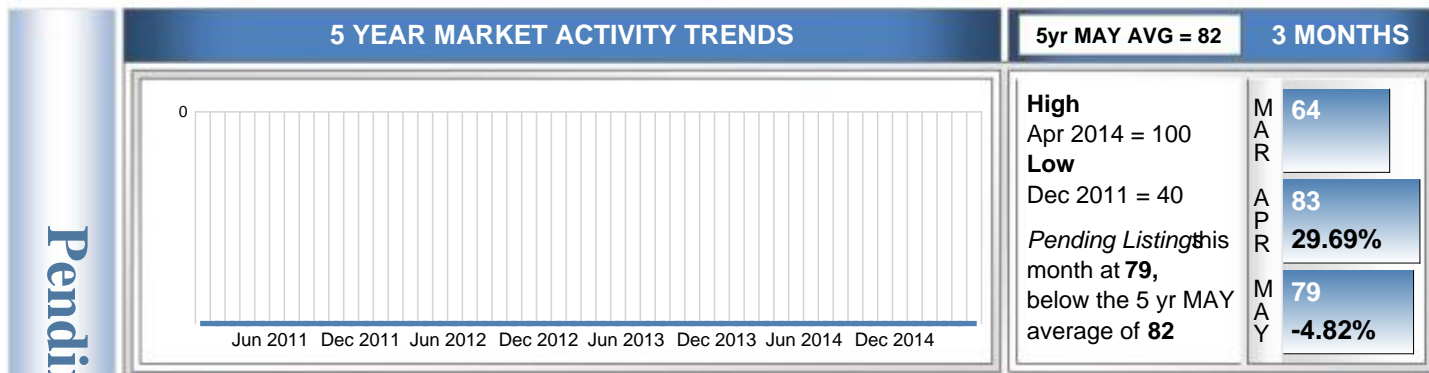
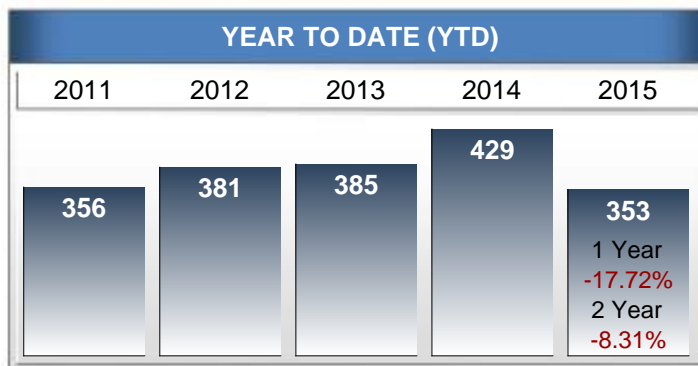
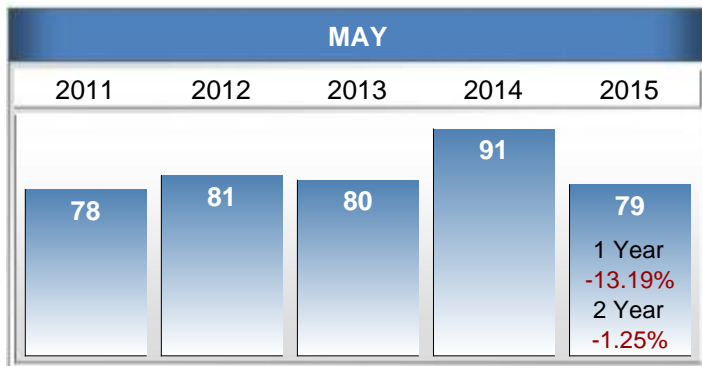
Pending Listings as of Jun 21, 2015



Pending Listings

Report Produced on: Jun 22, 2015

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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+	
\$40,000 and less	5	6.33%	44.4	4	1	0	0	
\$40,001 \$60,000	7	8.86%	41.0	3	4	0	0	
\$60,001 \$90,000	15	18.99%	33.5	4	10	1	0	
\$90,001 \$130,000	20	25.32%	42.6	2	14	3	1	
\$130,001 \$190,000	14	17.72%	32.6	0	7	7	0	
\$190,001 \$320,000	9	11.39%	39.6	0	2	5	2	
\$320,001 and up	9	11.39%	49.9	0	1	5	3	
Total Pending Units: 79				94.3	13	39	21	6
Total Pending Volume: 11,860,449					752.90K	4.76M	4.44M	1.91M
Average Listing Price: \$140,638					\$57,915	\$122,033	\$211,469	\$317,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

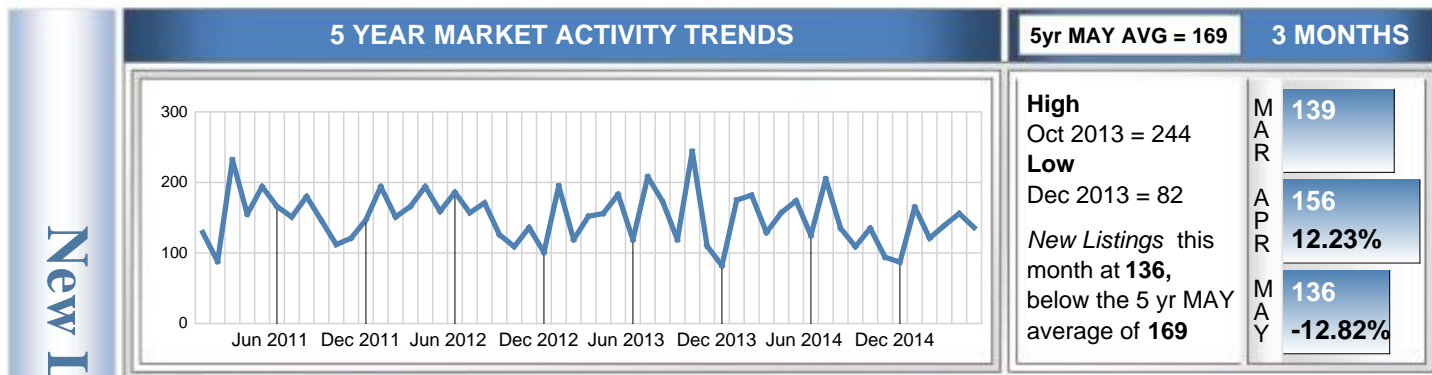
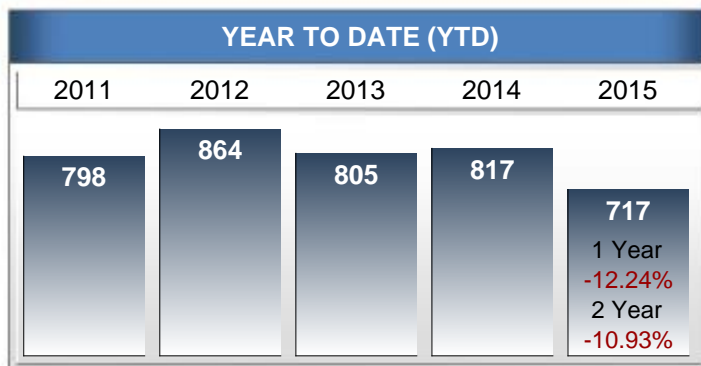
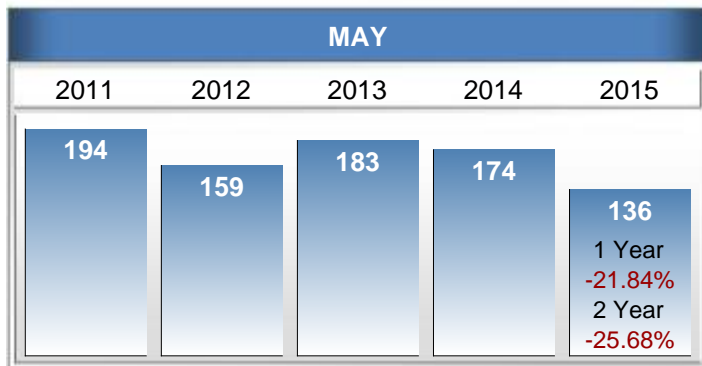
New Listings as of Jun 21, 2015



New Listings

Report Produced on: Jun 22, 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+
\$25,000 and less	2	1.47%	2	0	0	0
\$25,001 - \$50,000	14	10.29%	12	2	0	0
\$50,001 - \$75,000	25	18.38%	7	16	2	0
\$75,001 - \$150,000	43	31.62%	8	27	7	1
\$150,001 - \$175,000	14	10.29%	2	5	4	3
\$175,001 - \$275,000	20	14.71%	2	6	12	0
\$275,001 and up	18	13.24%	0	1	12	5
Total New Listed Units:	136		33	57	37	9
Total New Listed Volume:	20,248,543		2.60M	6.76M	8.36M	2.52M
Average New Listed Listing Price:	\$207,200		\$78,865	\$118,652	\$226,071	\$279,800

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

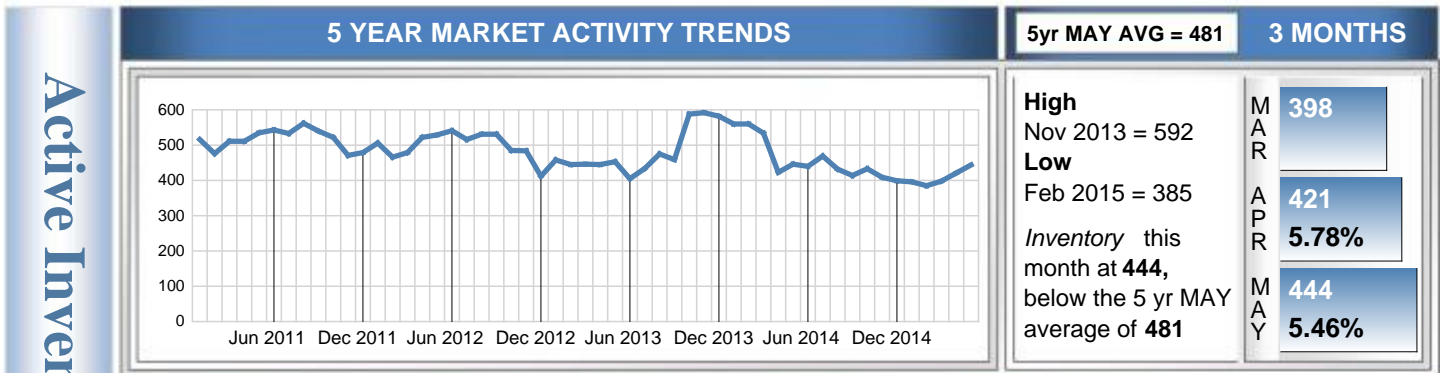
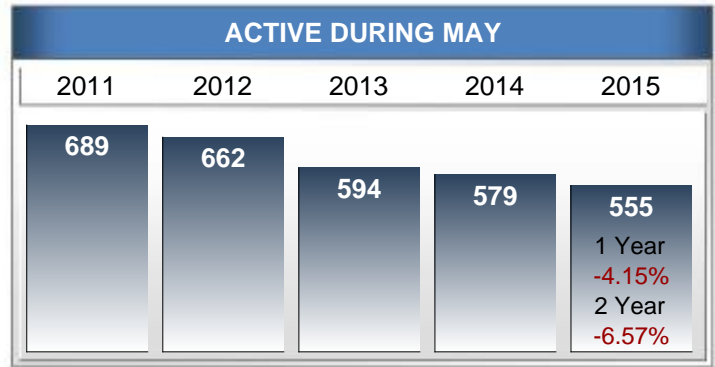
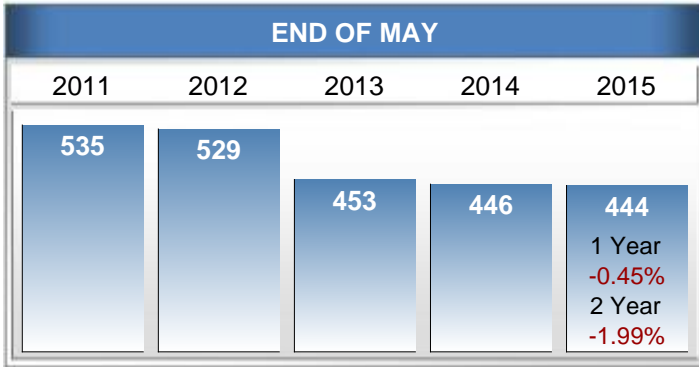
Active Inventory as of Jun 21, 2015



Active Inventory

Report Produced on: Jun 22, 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+
\$25,000 and less	38	8.56%	105.4	37	1	0	0
\$25,001 \$50,000	51	11.49%	88.2	41	9	1	0
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 \$125,000	182	40.99%	80.6	88	80	14	0
\$125,001 \$175,000	63	14.19%	54.1	10	34	12	7
\$175,001 \$275,000	57	12.84%	61.1	4	17	34	2
\$275,001 and up	53	11.94%	70.3	9	4	29	11
Total Active Inventory by Units:		444	76.1	189	145	90	20
Total Active Inventory by Volume:		69,056,098		22.65M	18.09M	21.80M	6.51M
Average Active Inventory Listing Price:		\$155,532		\$119,848	\$124,791	\$242,258	\$325,350



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2015

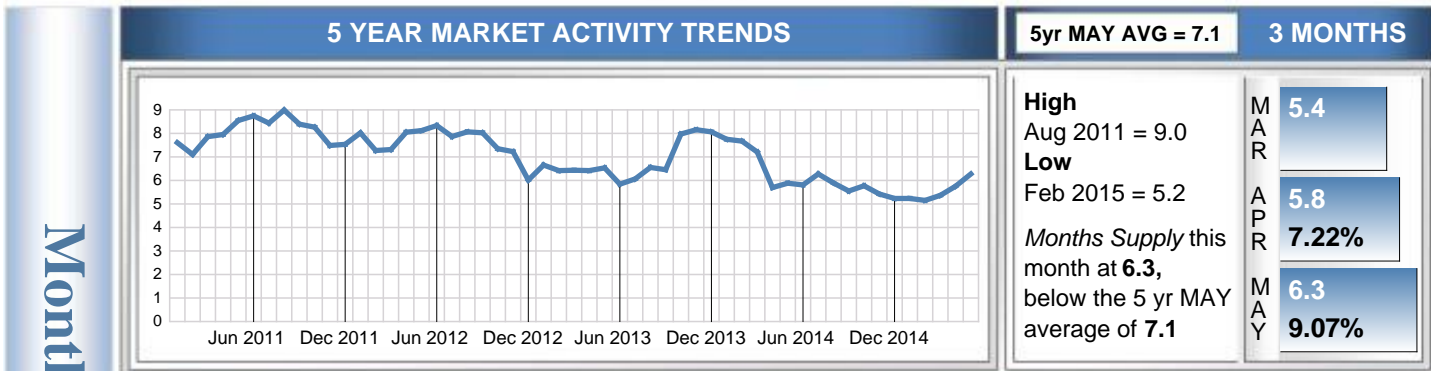
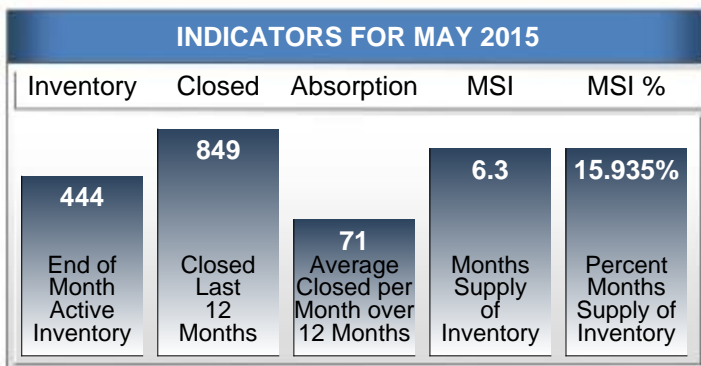
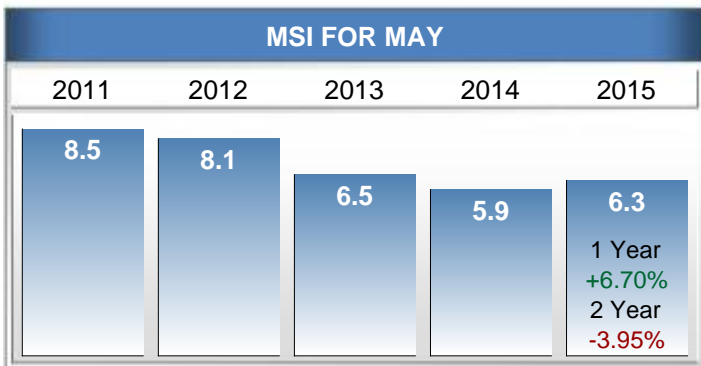
Active Inventory as of Jun 21, 2015



Months Supply of Inventory

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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	45	10.14%	10.8	20.6	1.0	0.0	0.0
\$30,001 \$50,000	44	9.91%	7.9	14.5	2.9	6.0	0.0
\$50,001 \$70,000	66	14.86%	9.4	17.0	5.4	2.0	0.0
\$70,001 \$120,000	106	23.87%	5.6	23.5	3.6	4.0	0.0
\$120,001 \$190,000	81	18.24%	4.4	7.2	4.0	3.2	42.0
\$190,001 \$290,000	57	12.84%	5.3	7.2	6.8	4.9	2.7
\$290,001 and up	45	10.14%	8.1	36.0	2.7	6.7	9.4
MSI:	6.3			16.8	3.9	4.5	8.3
Total Active Inventory:	444			189	145	90	20



Monthly Inventory Analysis

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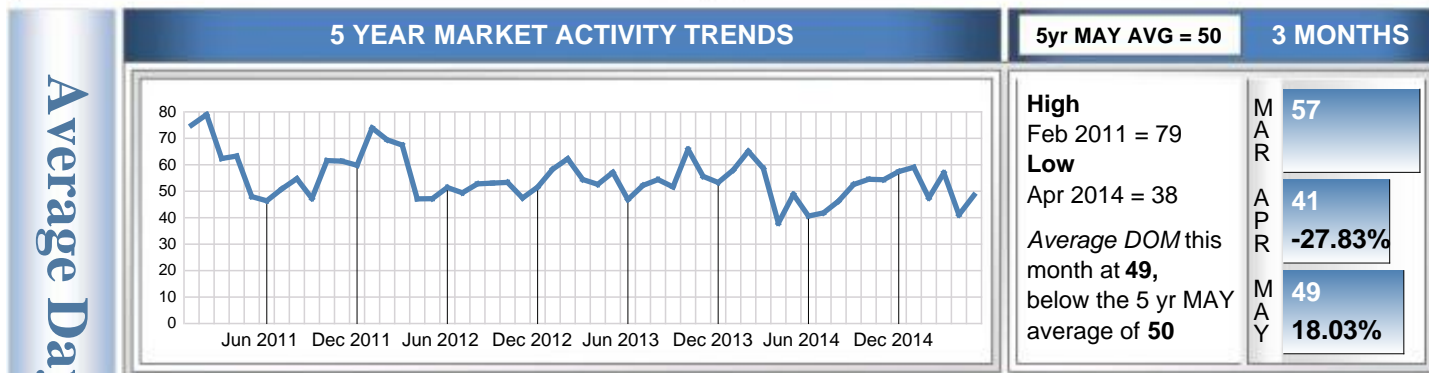
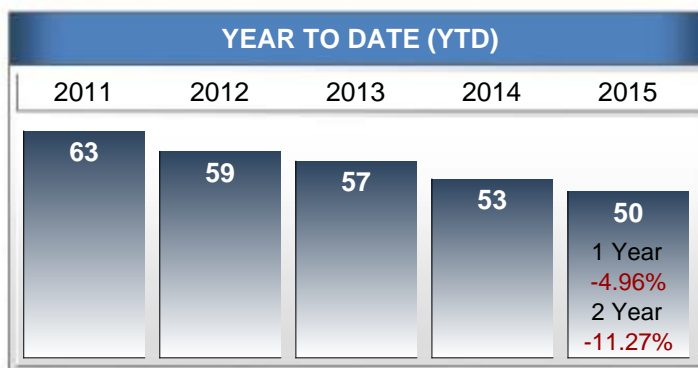
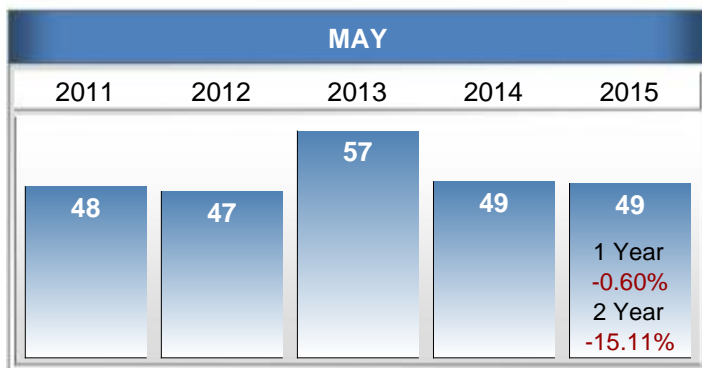
Closed Sales as of Jun 21, 2015



Average Days on Market to Sale

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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+
\$50,000 and less	8	10.67%	65.5	86.3	44.8	0.0	0.0
\$50,001 - \$70,000	9	12.00%	64.4	56.2	74.8	0.0	0.0
\$70,001 - \$110,000	12	16.00%	30.9	10.5	21.2	55.8	0.0
\$110,001 - \$140,000	16	21.33%	55.4	0.0	54.4	57.2	0.0
\$140,001 - \$190,000	13	17.33%	31.8	0.0	28.5	50.0	0.0
\$190,001 - \$260,000	9	12.00%	40.4	0.0	58.8	25.8	0.0
\$260,001 and up	8	10.67%	62.4	0.0	9.0	67.2	77.0
Average Closed DOM: 48.5				58.8	42.7	51.4	77.0
Total Closed Units: 75				11	40	22	2
Total Closed Volume: 10,369,954				559.69K	5.00M	4.25M	560.50K



Monthly Inventory Analysis

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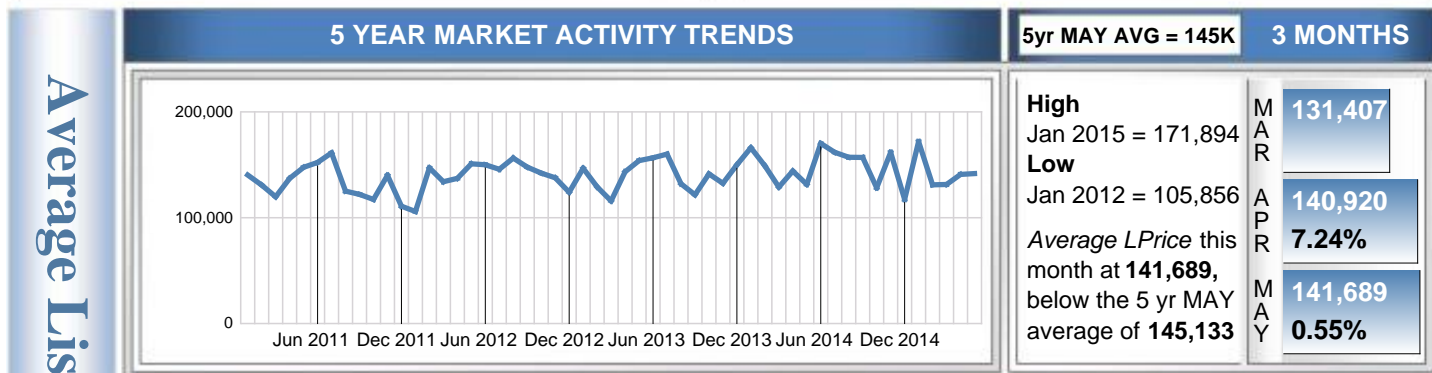
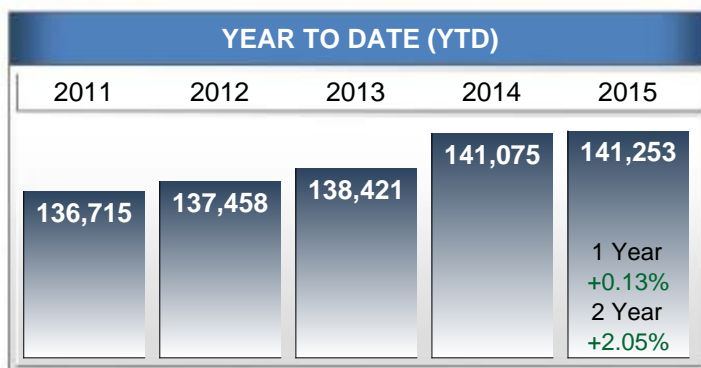
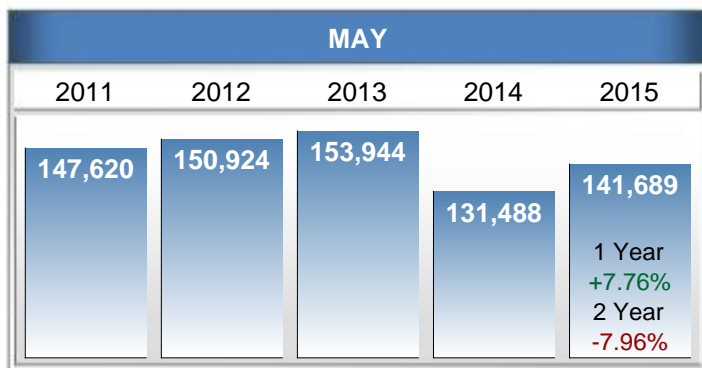
Closed Sales as of Jun 21, 2015



Average List Price at Closing

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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+
\$50,000 and less	6	8.00%	24,633	28,250	39,200	0	0
\$50,001 \$70,000	9	12.00%	61,633	64,780	65,950	0	0
\$70,001 \$110,000	14	18.67%	89,721	94,950	87,817	98,350	0
\$110,001 \$140,000	14	18.67%	127,210	0	127,054	131,467	0
\$140,001 \$190,000	15	20.00%	157,973	0	157,473	174,950	0
\$190,001 \$260,000	8	10.67%	217,888	0	209,950	236,660	0
\$260,001 and up	9	12.00%	308,272	0	289,900	326,710	285,500
Average List Price:	\$141,689			\$56,982	\$126,998	\$197,680	\$285,500
Total Closed Units:	75			11	40	22	2
Total List Volume:	10,626,685			626.80K	5.08M	4.35M	571.00K



Monthly Inventory Analysis

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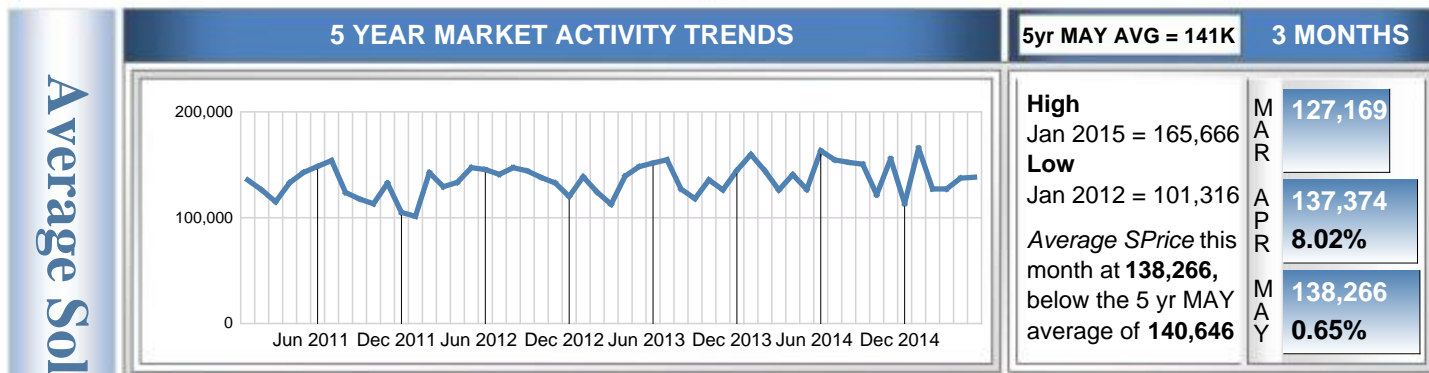
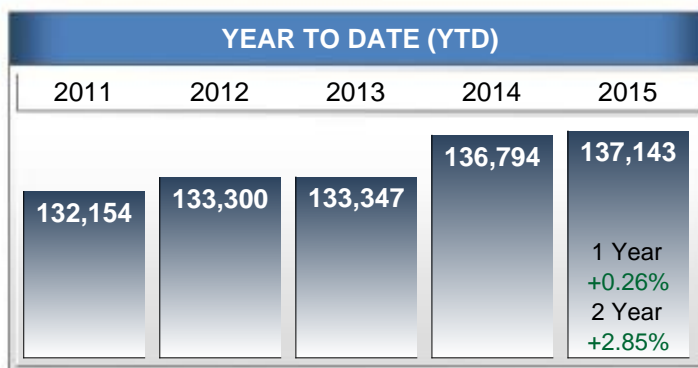
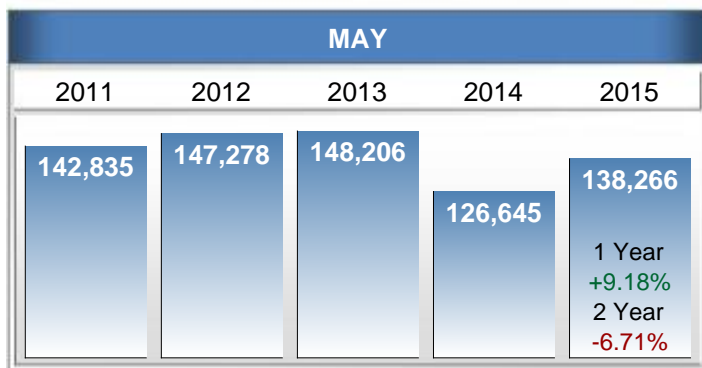
Closed Sales as of Jun 21, 2015



Average Sold Price at Closing

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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+
\$50,000 and less	8		10.67%	27,109	18,844	35,375	0	0
\$50,001 - \$70,000	9		12.00%	60,301	59,162	61,725	0	0
\$70,001 - \$110,000	12		16.00%	91,508	94,250	87,083	96,775	0
\$110,001 - \$140,000	16		21.33%	126,026	0	124,901	127,900	0
\$140,001 - \$190,000	13		17.33%	158,846	0	156,818	170,000	0
\$190,001 - \$260,000	9		12.00%	220,329	0	207,115	230,900	0
\$260,001 and up	8		10.67%	305,987	0	289,900	319,500	280,250
Average Closed Price:	\$138,266				\$50,881	\$125,082	\$193,023	\$280,250
Total Closed Units:	75				11	40	22	2
Total Closed Volume:	10,369,954				559.69K	5.00M	4.25M	560.50K



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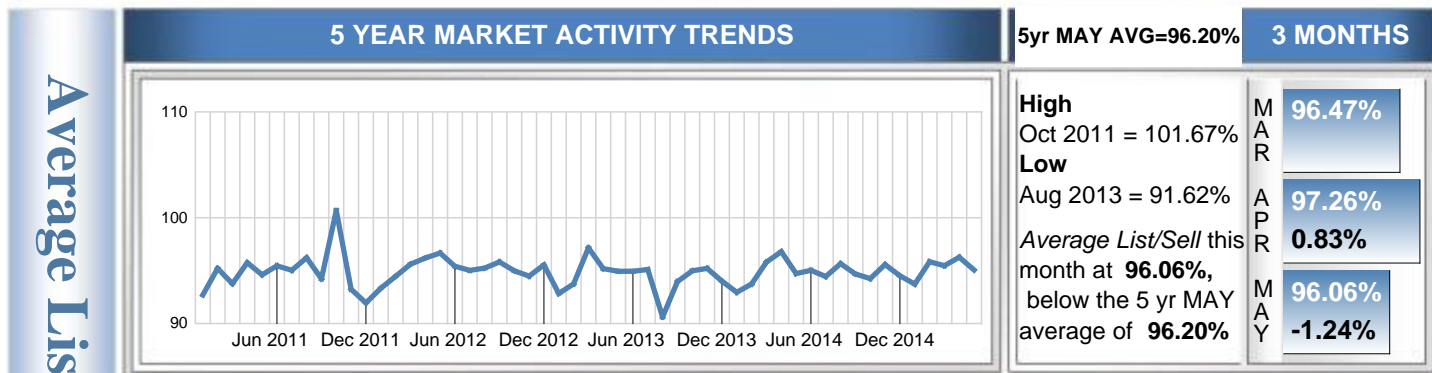
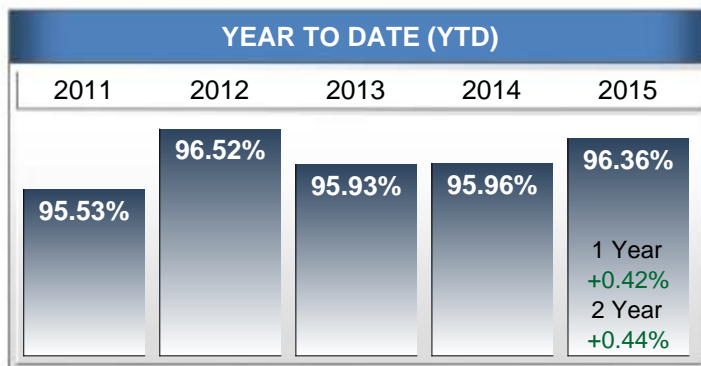
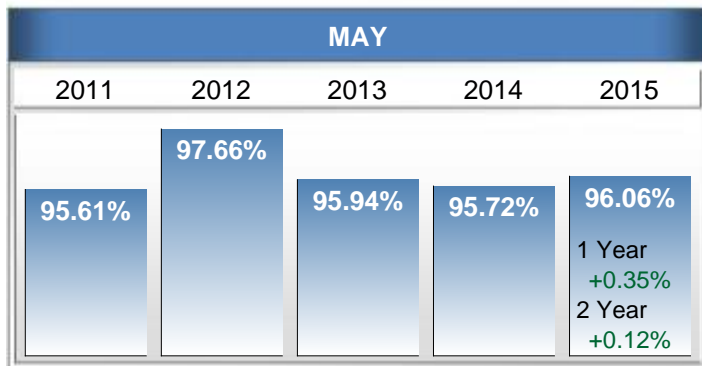
Closed Sales as of Jun 21, 2015



Average Percent of List Price to Selling 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+
\$50,000 and less	8	10.67%	81.18%	69.03%	93.33%	0.00%	0.00%
\$50,001 - \$70,000	9	12.00%	93.07%	92.41%	93.90%	0.00%	0.00%
\$70,001 - \$110,000	12	16.00%	99.16%	99.18%	99.10%	99.25%	0.00%
\$110,001 - \$140,000	16	21.33%	98.07%	0.00%	98.39%	97.53%	0.00%
\$140,001 - \$190,000	13	17.33%	99.17%	0.00%	99.53%	97.15%	0.00%
\$190,001 - \$260,000	9	12.00%	98.14%	0.00%	98.61%	97.77%	0.00%
\$260,001 and up	8	10.67%	98.21%	0.00%	100.00%	97.87%	98.16%
Average List/Sell Ratio: 96.10%				85.14%	97.92%	97.94%	98.16%
Total Closed Units: 75					11	40	22
Total Closed Volume: 10,369,954				559.69K	5.00M	4.25M	560.50K

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Monthly Inventory Analysis

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Market Summary

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Absorption: Last 12 months, an Average of 71 Sales/Month

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	MAY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	104	75	-27.88%	375	309	-17.60%
Pending Sales	91	79	-13.19%	429	353	-17.72%
New Listings	174	136	-21.84%	817	717	-12.24%
Average List Price	131,488	141,689	7.76%	141,075	141,253	0.13%
Average Sale Price	126,645	138,266	9.18%	136,794	137,143	0.26%
Average Percent of List Price to Selling Price	95.72%	96.06%	0.35%	95.96%	96.36%	0.42%
Average Days on Market to Sale	48.80	48.51	-0.60%	52.91	50.28	-4.96%
Monthly Inventory	446	444	-0.45%	446	444	-0.45%
Months Supply of Inventory	5.88	6.28	6.70%	5.88	6.28	6.70%

