



May 2016

Area Delimited by County Of Washington

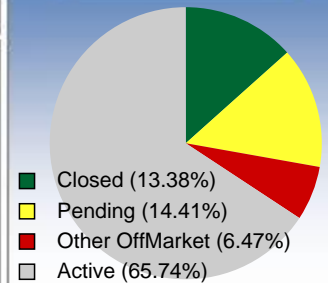


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of May 31, 2016 = **447**

	MAY		
	2015	2016	+/- %
Closed Listings	75	91	21.33%
Pending Listings	78	98	25.64%
New Listings	136	149	9.56%
Median List Price	130,000	117,500	-9.62%
Median Sale Price	125,950	110,000	-12.66%
Median Percent of List Price to Selling Price	98.35%	98.17%	-0.19%
Median Days on Market to Sale	20.00	28.00	40.00%
End of Month Inventory	416	447	7.45%
Months Supply of Inventory	5.87	6.40	8.99%

Market Activity



Report Produced on: Jun 15, 2016

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 May 2016 rose **7.45%** to 447 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **6.40** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **12.66%** in May 2016 to \$110,000 versus the previous year at \$125,950.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 8.00 days or **40.00%** in May 2016 compared to last year's same month at **20.00** DOM.

Sales Success for May 2016 is Positive

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

There were 149 New Listings in May 2016, up **9.56%** from last year at 136. Furthermore, there were 91 Closed Listings this month versus last year at 75, a **21.33%** increase.

Closed versus Listed trends yielded a **61.1%** ratio, up from previous year's, May 2015, at **55.1%**, a **10.75%** upswing. 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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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May 2016

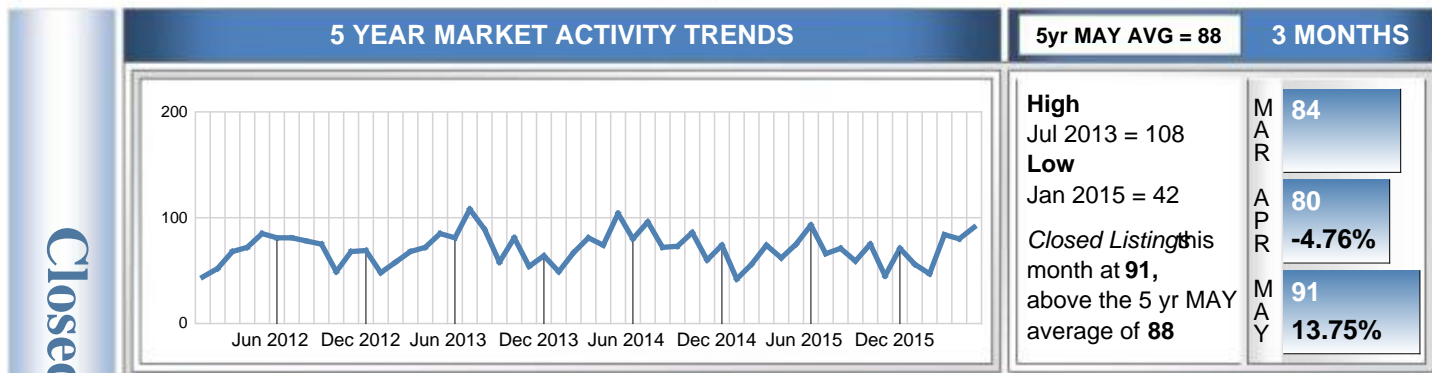
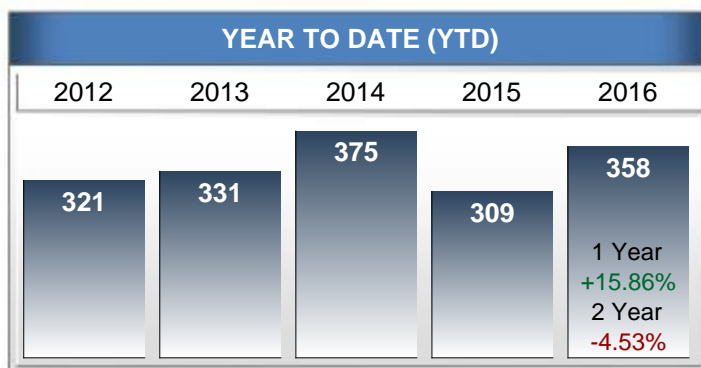
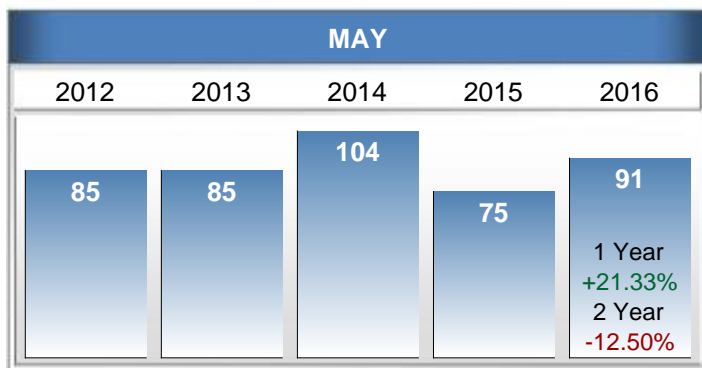
Closed Sales as of Jun 15, 2016



Closed Listings

Report Produced on: Jun 15, 2016

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+
\$50,000 and less	10	10.99%	14.5	6	4	0	0
\$50,001 - \$60,000	2	2.20%	14.5	0	2	0	0
\$60,001 - \$90,000	23	25.27%	52.0	4	19	0	0
\$90,001 - \$130,000	20	21.98%	15.5	1	17	2	0
\$130,001 - \$170,000	15	16.48%	28.0	0	9	5	1
\$170,001 - \$230,000	11	12.09%	39.0	1	5	5	0
\$230,001 and up	10	10.99%	41.5	0	3	5	2
Total Closed Units:	91		28.0	12	59	17	3
Total Closed Volume:	11,756,805			714.90K	6.76M	3.39M	882.50K
Median Closed Price:	\$110,000			\$56,500	\$107,000	\$182,500	\$315,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

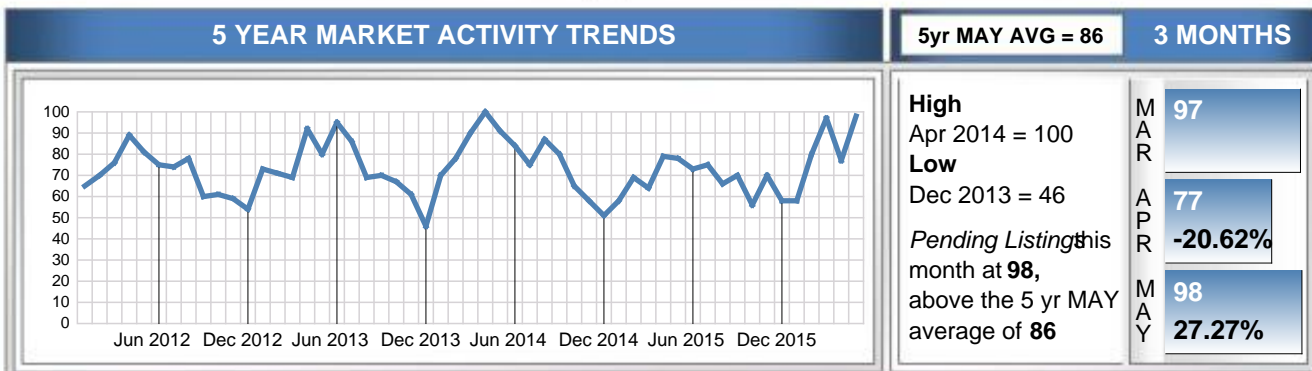
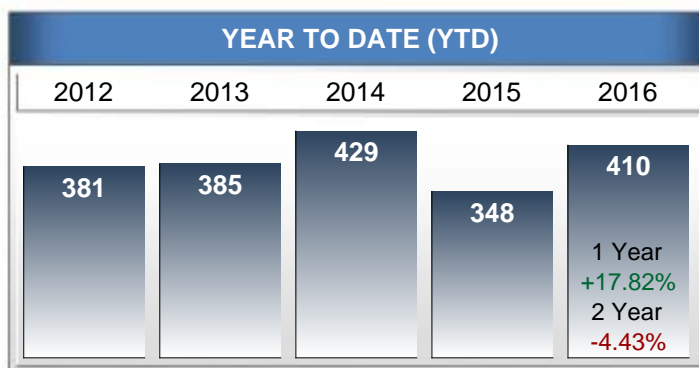
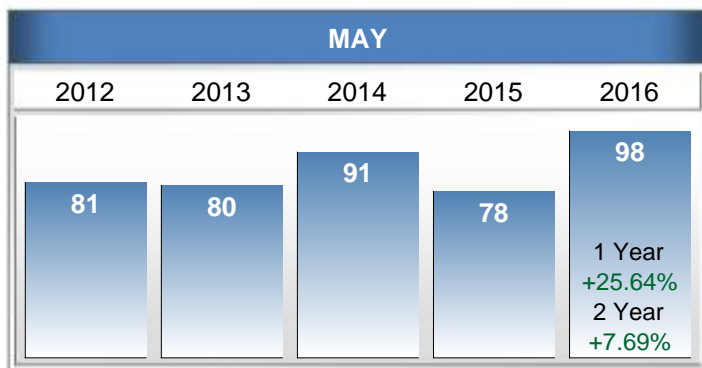
Pending Listings as of Jun 15, 2016



Pending Listings

Report Produced on: Jun 15, 2016

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	6	6.12%	41.5	5	1	0	0		
\$40,001 \$70,000	16	16.33%	30.0	6	9	1	0		
\$70,001 \$110,000	15	15.31%	34.0	0	14	1	0		
\$110,001 \$160,000	24	24.49%	33.0	2	16	6	0		
\$160,001 \$220,000	15	15.31%	36.0	1	7	7	0		
\$220,001 \$260,000	12	12.24%	9.0	0	5	7	0		
\$260,001 and up	10	10.20%	30.0	0	2	8	0		
Total Pending Units:				98	30.5	14	54	30	0.00B
Total Pending Volume:				14,701,913		871.90K	7.02M	6.81M	0.00B
Median Listing Price:				\$131,250		\$46,200	\$116,500	\$221,500	\$0



Monthly Inventory Analysis

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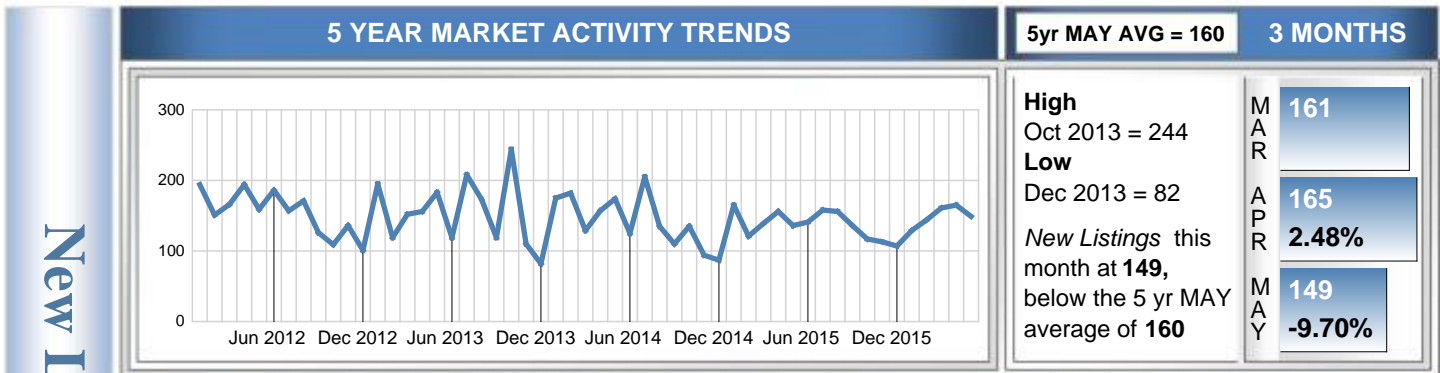
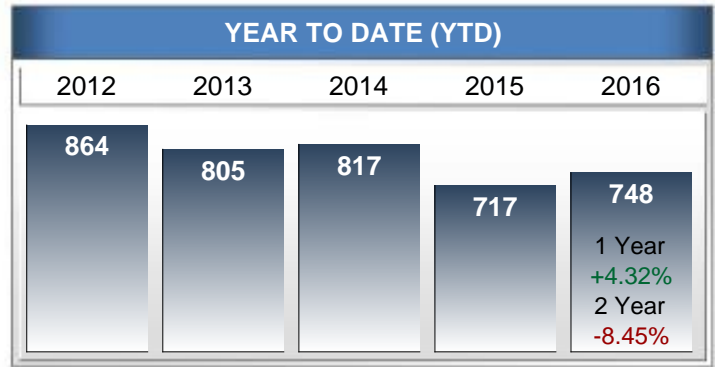
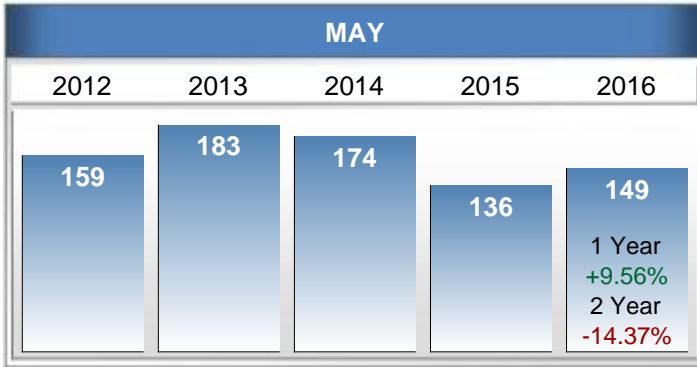
New Listings as of Jun 15, 2016



New Listings

Report Produced on: Jun 15, 2016

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+	
\$40,000 and less	12	8.05%	9	3	0	0	
\$40,001 - \$80,000	23	15.44%	12	11	0	0	
\$80,001 - \$110,000	21	14.09%	4	14	3	0	
\$110,001 - \$170,000	37	24.83%	5	22	8	2	
\$170,001 - \$230,000	19	12.75%	1	7	9	2	
\$230,001 - \$330,000	23	15.44%	1	5	14	3	
\$330,001 and up	14	9.40%	2	2	6	4	
Total New Listed Units:			149	34	64	40	11
Total New Listed Volume:			29,954,730	7.18M	8.62M	10.04M	4.11M
Median New Listed Listing Price:			\$139,900	\$67,450	\$120,450	\$232,000	\$319,000

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

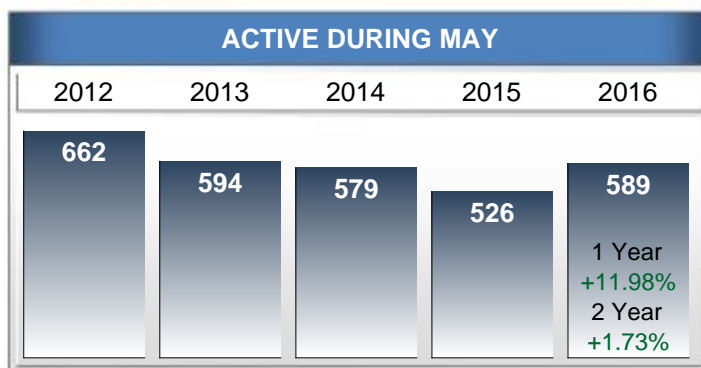
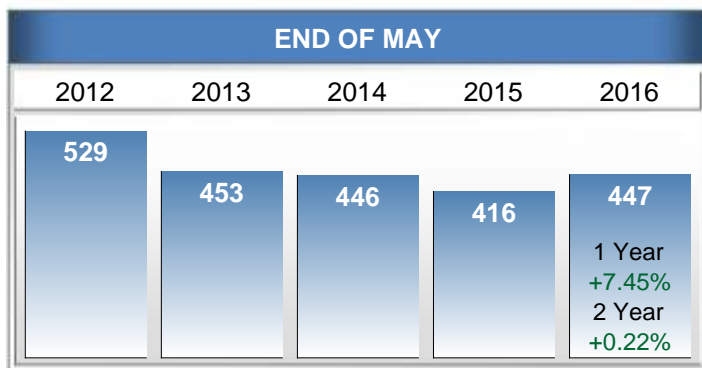
Active Inventory as of Jun 15, 2016



Active Inventory

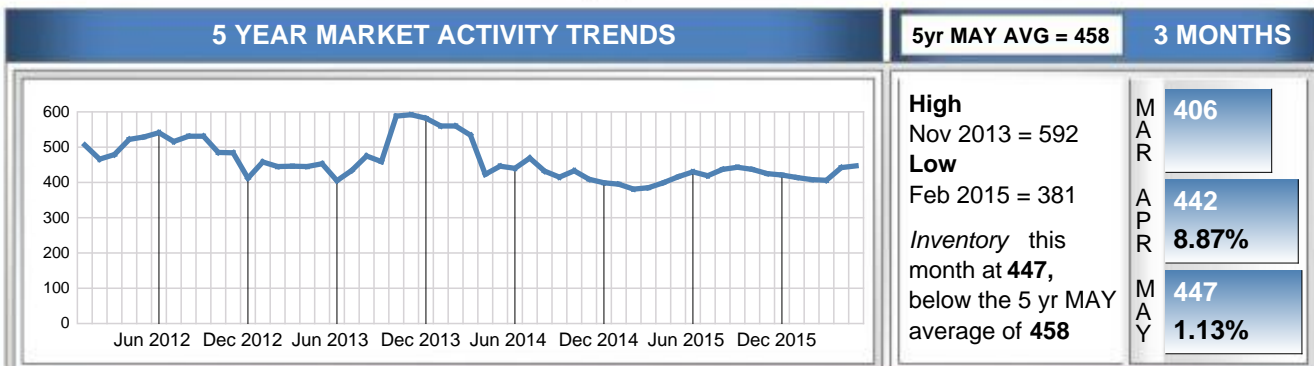
Report Produced on: Jun 15, 2016

Area Delimited by County Of Washington



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	40	8.95%	57.0	31	9	0	0		
\$40,001 - \$60,000	52	11.63%	115.0	36	15	1	0		
\$60,001 - \$80,000	79	17.67%	105.0	56	21	2	0		
\$80,001 - \$140,000	107	23.94%	50.0	31	61	14	1		
\$140,001 - \$200,000	66	14.77%	43.0	20	23	17	6		
\$200,001 - \$320,000	56	12.53%	42.5	7	16	29	4		
\$320,001 and up	47	10.51%	74.0	9	5	19	14		
Total Active Inventory by Units:				447	67.0	190	150	82	25
Total Active Inventory by Volume:				75,357,732		25.53M	18.49M	21.07M	10.26M
Median Active Inventory Listing Price:				\$108,000		\$69,700	\$112,000	\$229,750	\$330,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

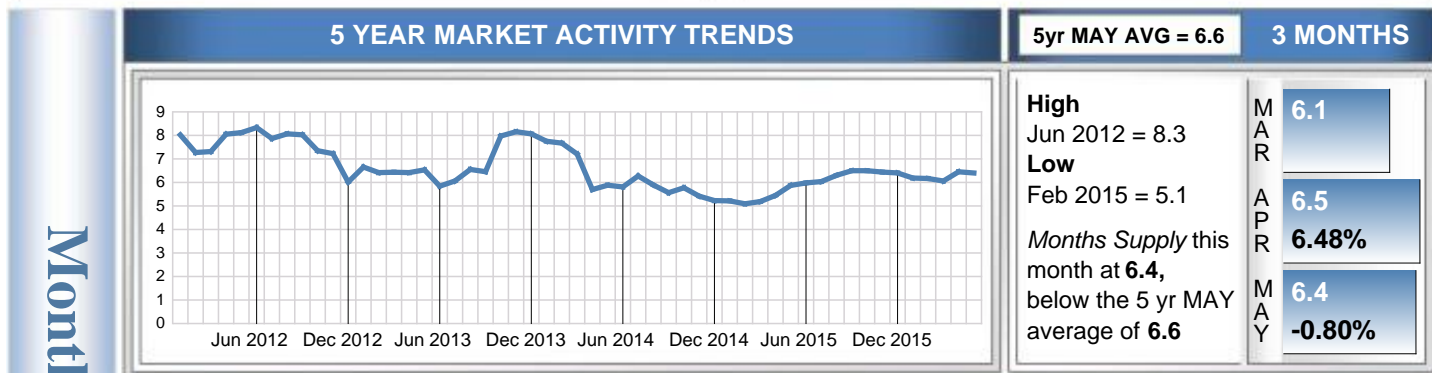
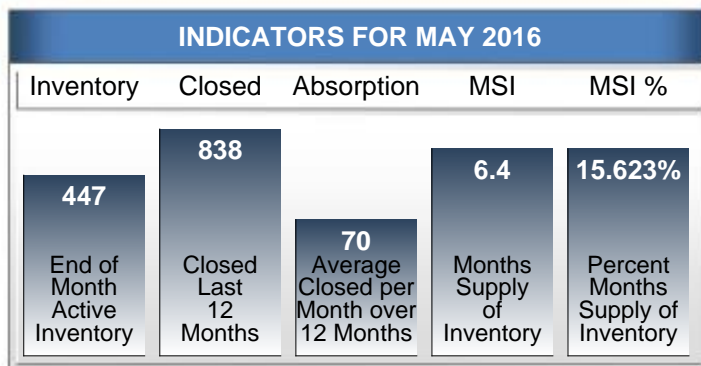
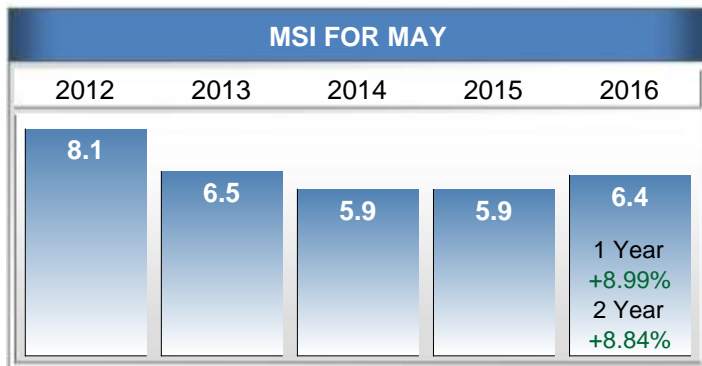
Active Inventory as of Jun 15, 2016



Months Supply of Inventory

Report Produced on: Jun 15, 2016

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+
\$40,000 and less	40	8.95%	6.1	9.1	3.0	0.0	0.0	
\$40,001 - \$60,000	52	11.63%	9.0	16.6	4.7	2.4	0.0	
\$60,001 - \$80,000	79	17.67%	9.9	29.2	3.7	4.8	0.0	
\$80,001 - \$140,000	107	23.94%	4.4	16.2	3.4	3.5	3.0	
\$140,001 - \$200,000	66	14.77%	5.0	30.0	4.2	2.6	14.4	
\$200,001 - \$320,000	56	12.53%	6.2	84.0	7.4	4.7	6.9	
\$320,001 and up	47	10.51%	15.7	108.0	7.5	12.7	18.7	
MSI:	6.4			18.5	3.9	4.3	12.0	
Total Active Inventory:	447			190	150	82	25	



Monthly Inventory Analysis

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May 2016

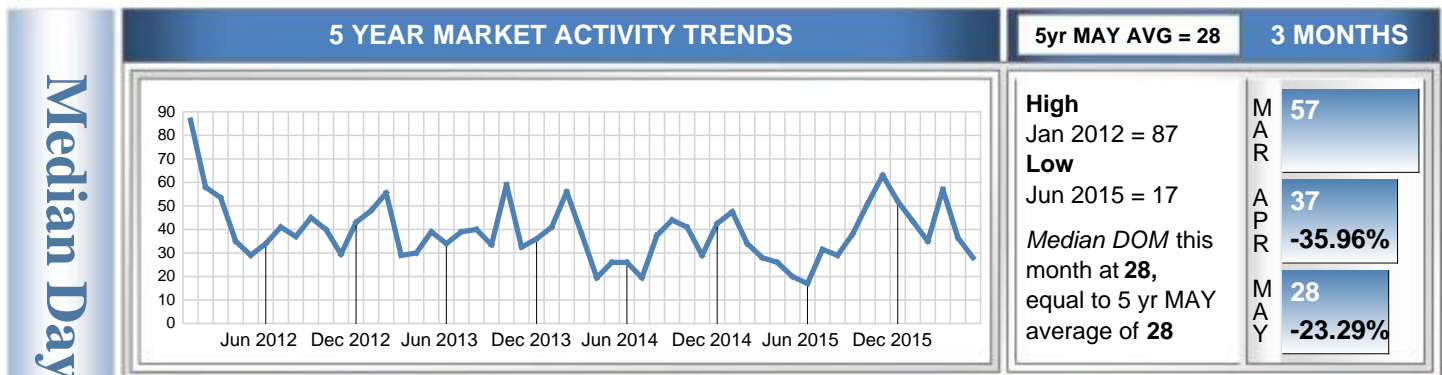
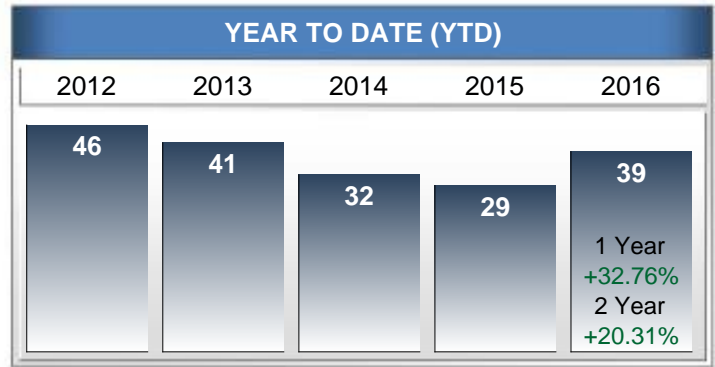
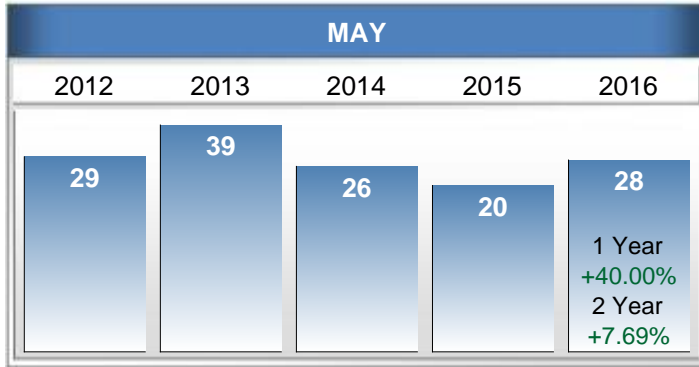
Closed Sales as of Jun 15, 2016



Median Days on Market to Sale

Report Produced on: Jun 15, 2016

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+
\$50,000 and less	10			10.99%	14.5	27.0	9.5	0.0	0.0
\$50,001 \$60,000	2			2.20%	14.5	0.0	14.5	0.0	0.0
\$60,001 \$90,000	23			25.27%	52.0	69.0	38.0	0.0	0.0
\$90,001 \$130,000	20			21.98%	15.5	13.0	16.0	16.5	0.0
\$130,001 \$170,000	15			16.48%	28.0	0.0	32.0	28.0	1.0
\$170,001 \$230,000	11			12.09%	39.0	3.0	86.0	38.0	0.0
\$230,001 and up	10			10.99%	41.5	0.0	42.0	41.0	91.0
Median Closed DOM:	28.0					28.0	32.0	28.0	23.0
Total Closed Units:	91					12	59	17	3
Total Closed Volume:	11,756,805					714.90K	6.76M	3.39M	882.50K



Monthly Inventory Analysis

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May 2016

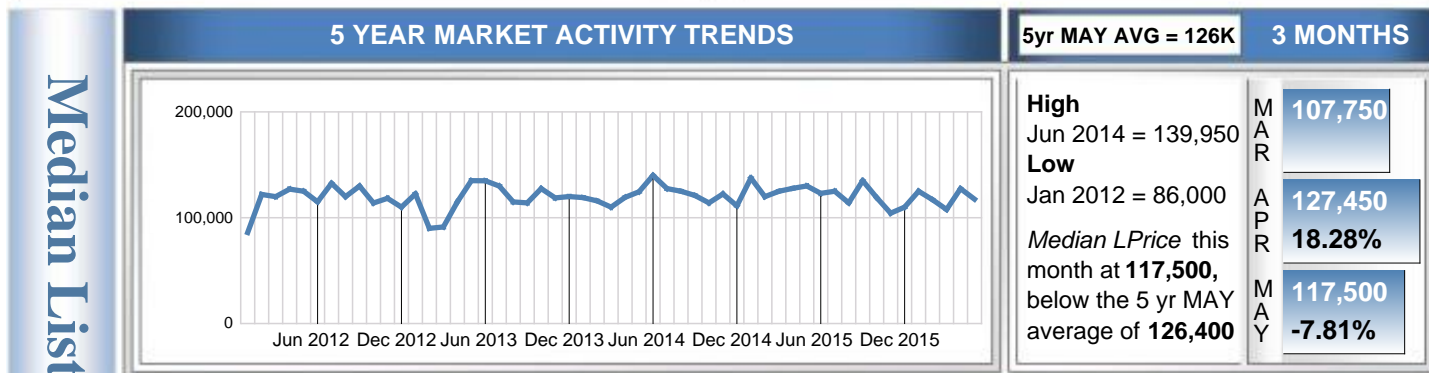
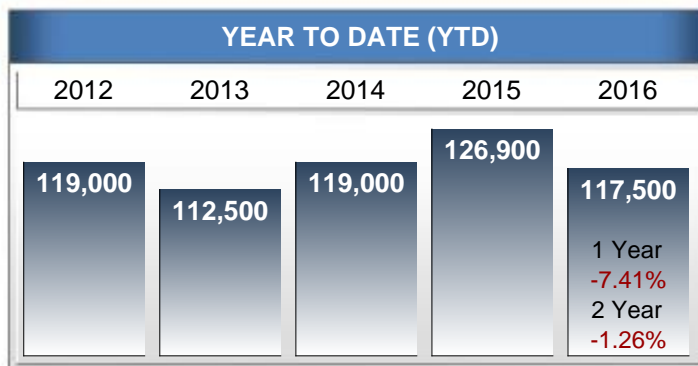
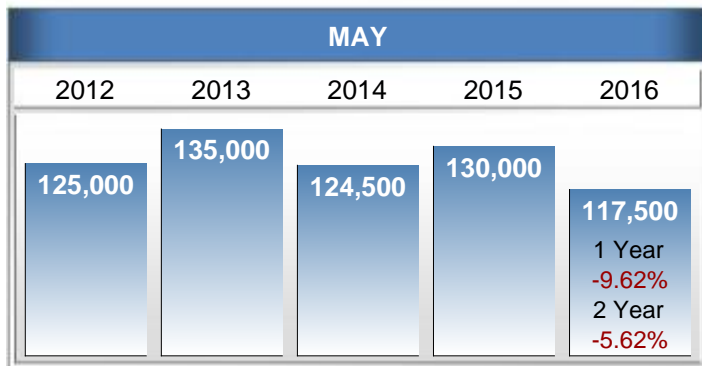
Closed Sales as of Jun 15, 2016



Median List Price at Closing

Report Produced on: Jun 15, 2016

Area Delimited by County Of Washington



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	9		9.89%	33,500	15,000	38,250	0	0
\$50,001 - \$60,000	4		4.40%	55,000	52,000	58,000	0	0
\$60,001 - \$90,000	21		23.08%	76,000	69,900	76,000	0	0
\$90,001 - \$130,000	21		23.08%	116,900	116,900	117,750	104,000	0
\$130,001 - \$170,000	13		14.29%	150,000	0	142,500	152,500	165,000
\$170,001 - \$230,000	13		14.29%	179,900	175,000	179,900	191,200	0
\$230,001 and up	10		10.99%	311,250	0	249,000	297,500	376,325
Median List Price:		\$117,500			\$58,450	\$110,000	\$182,500	\$327,750
Total Closed Units:		91			12	59	17	3
Total List Volume:		12,030,350			723.20K	6.94M	3.45M	917.65K



Monthly Inventory Analysis

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May 2016

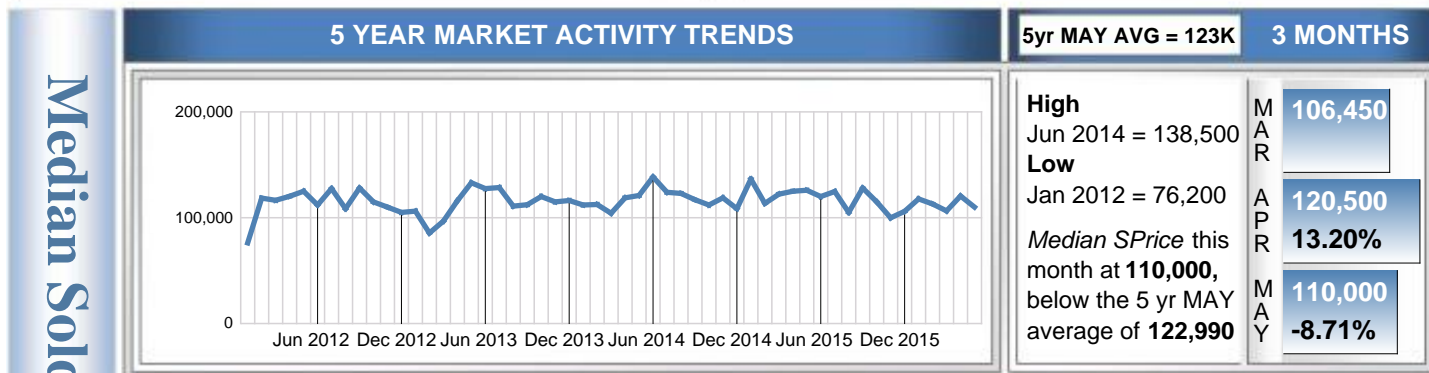
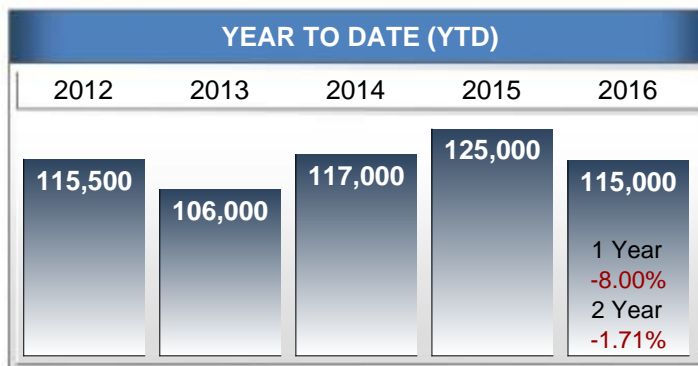
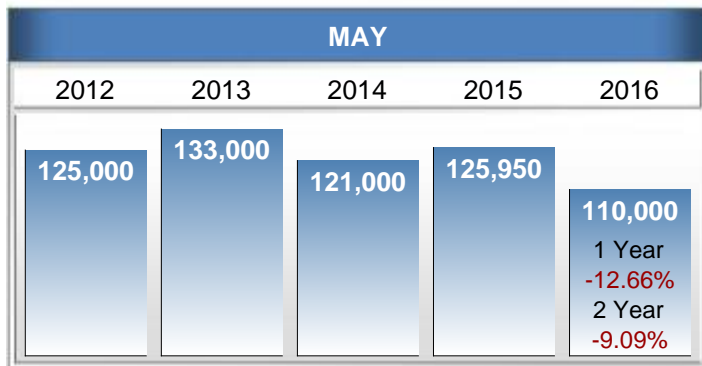
Closed Sales as of Jun 15, 2016



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+
\$50,000 and less	10		10.99%	31,450	17,250	37,000	0	0
\$50,001 \$60,000	2		2.20%	55,750	0	55,750	0	0
\$60,001 \$90,000	23		25.27%	74,000	69,900	74,250	0	0
\$90,001 \$130,000	20		21.98%	110,000	117,000	110,000	102,500	0
\$130,001 \$170,000	15		16.48%	149,000	0	143,500	152,500	160,000
\$170,001 \$230,000	11		12.09%	180,000	175,000	175,000	202,000	0
\$230,001 and up	10		10.99%	302,500	0	249,000	290,000	361,250
Median Closed Price:	\$110,000				\$56,500	\$107,000	\$182,500	\$315,000
Total Closed Units:	91				12	59	17	3
Total Closed Volume:	11,756,805				714.90K	6.76M	3.39M	882.50K



Monthly Inventory Analysis

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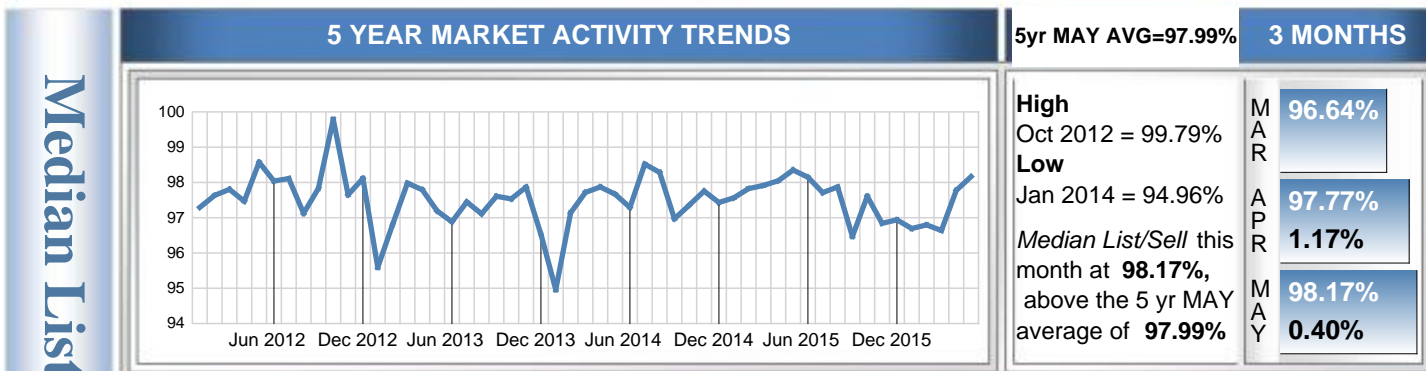
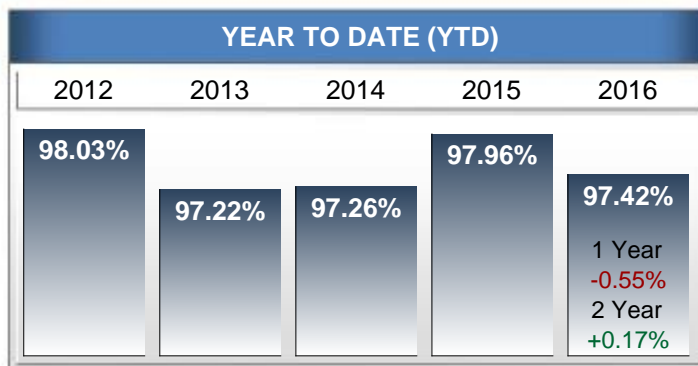
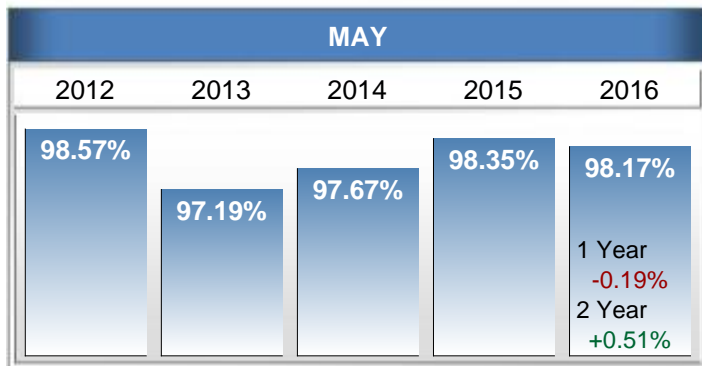
Closed Sales as of Jun 15, 2016



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+
\$50,000 and less	10	10.99%	96.10%	96.41%	94.90%	0.00%	0.00%
\$50,001 \$60,000	2	2.20%	101.99%	0.00%	101.99%	0.00%	0.00%
\$60,001 \$90,000	23	25.27%	98.57%	98.89%	98.57%	0.00%	0.00%
\$90,001 \$130,000	20	21.98%	98.17%	100.09%	98.17%	98.61%	0.00%
\$130,001 \$170,000	15	16.48%	98.39%	0.00%	98.82%	98.39%	96.97%
\$170,001 \$230,000	11	12.09%	98.19%	100.00%	97.28%	100.00%	0.00%
\$230,001 and up	10	10.99%	96.95%	0.00%	98.99%	97.48%	96.01%
Median List/Sell Ratio:	98.17%			98.89%	98.17%	98.39%	96.11%
Total Closed Units:	91			12	59	17	3
Total Closed Volume:	11,756,805			714.90K	6.76M	3.39M	882.50K



Monthly Inventory Analysis

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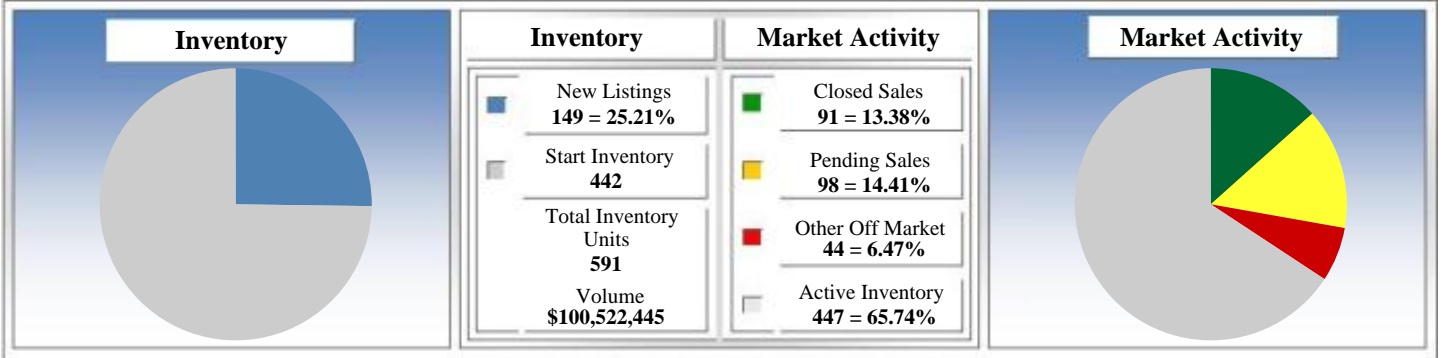
Inventory as of Jun 15, 2016



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 70 Sales/Month

Active Inventory as of May 31, 2016 = 447

	MAY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	75	91	21.33%	309	358	15.86%
Pending Sales	78	98	25.64%	348	410	17.82%
New Listings	136	149	9.56%	717	748	4.32%
Median List Price	130,000	117,500	-9.62%	126,900	117,500	-7.41%
Median Sale Price	125,950	110,000	-12.66%	125,000	115,000	-8.00%
Median Percent of List Price to Selling Price	98.35%	98.17%	-0.19%	97.96%	97.42%	-0.55%
Median Days on Market to Sale	20.00	28.00	40.00%	29.00	38.50	32.76%
Monthly Inventory	416	447	7.45%	416	447	7.45%
Months Supply of Inventory	5.87	6.40	8.99%	5.87	6.40	8.99%

