



August 2016

Area Delimited by County Of Washington

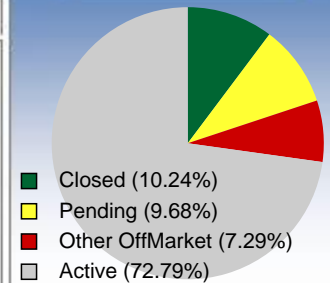


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of August 31, 2016 = **519**

	AUGUST		
	2015	2016	+/- %
Closed Listings	71	73	2.82%
Pending Listings	66	69	4.55%
New Listings	156	123	-21.15%
Average List Price	146,347	141,022	-3.64%
Average Sale Price	142,406	137,567	-3.40%
Average Percent of List Price to Selling Price	96.61%	97.53%	0.95%
Average Days on Market to Sale	47.08	41.66	-11.53%
End of Month Inventory	437	519	18.76%
Months Supply of Inventory	6.30	7.42	17.77%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 12, 2016

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 August 2016 rose **18.76%** to 519 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 **7.42** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.40%** in August 2016 to \$137,567 versus the previous year at \$142,406.

Average Days on Market Shortens

The average number of **41.66** days that homes spent on the market before selling decreased by 5.43 days or **11.53%** in August 2016 compared to last year's same month at **47.08** DOM.

Sales Success for August 2016 is Positive

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

There were 123 New Listings in August 2016, down **21.15%** from last year at 156. Furthermore, there were 73 Closed Listings this month versus last year at 71, a **2.82%** increase.

Closed versus Listed trends yielded a **59.3%** ratio, up from last year's August 2016 at **45.5%**, a **30.40%** 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.

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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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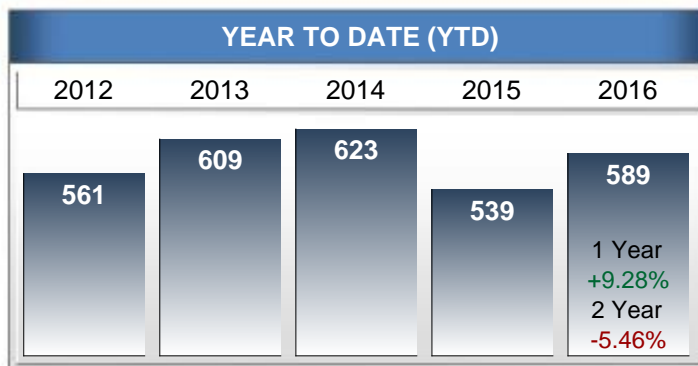
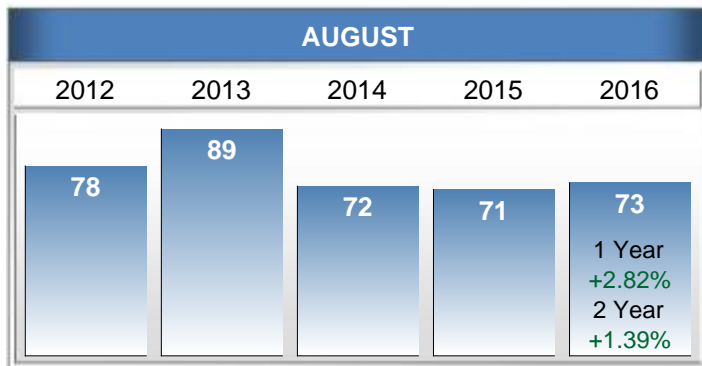
Closed Sales as of Sep 12, 2016



Closed Listings

Report Produced on: Sep 12, 2016

Area Delimited by County Of Washington



Closed Listings

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5yr AUG AVG = 77 **3 MONTHS**

High
Jul 2013 = 108
Low
Jan 2015 = 42

Closed Listing this month at **73**, below the 5 yr AUG average of **77**

JUN	88
JUL	70 -20.45%
AUG	73 4.29%

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	8.22%	77.5	1	4	1	0
\$40,001 - \$60,000	10	13.70%	34.2	2	8	0	0
\$60,001 - \$100,000	11	15.07%	32.5	2	7	2	0
\$100,001 - \$150,000	18	24.66%	42.8	1	13	4	0
\$150,001 - \$190,000	9	12.33%	52.1	0	4	5	0
\$190,001 - \$230,000	10	13.70%	22.5	0	5	5	0
\$230,001 and up	9	12.33%	45.7	0	1	6	2
Total Closed Units: 73				41.7			
Total Closed Volume: 10,042,391				6 42 23 2			
Average Closed Price: \$137,567				420.00K 4.63M 4.45M 544.24K			
				\$70,000 \$110,239 \$193,396 \$272,118			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

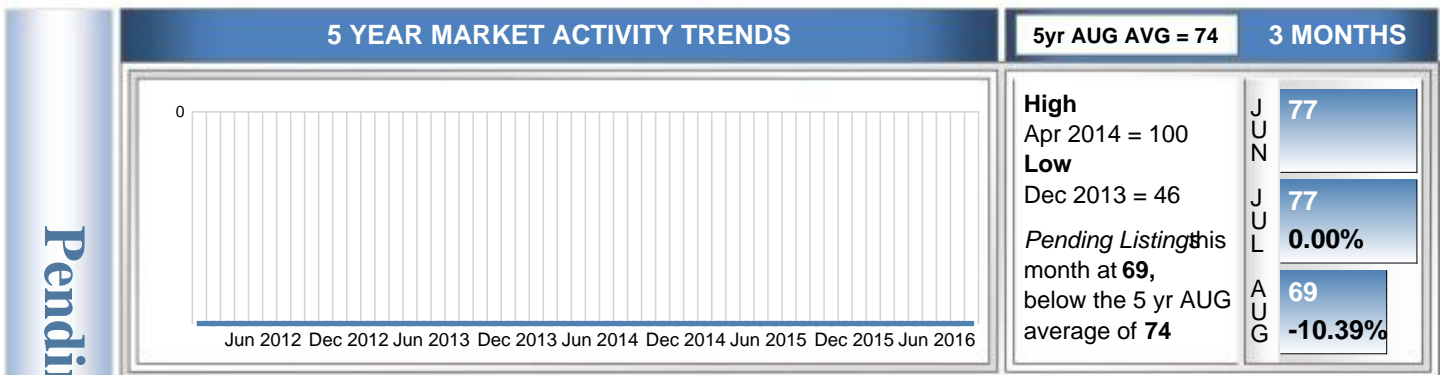
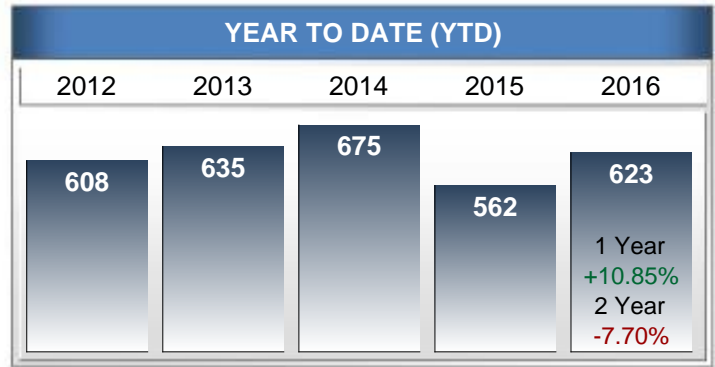
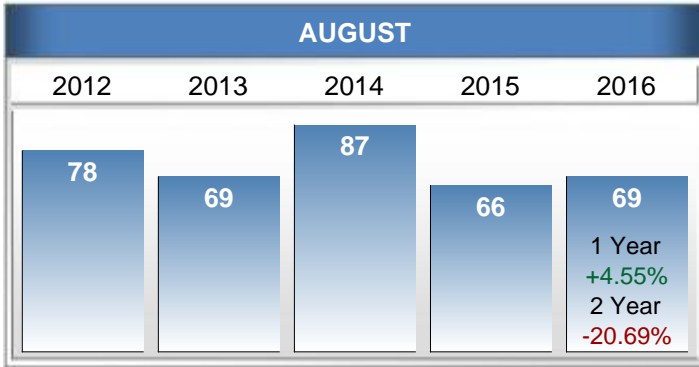
Pending Listings as of Sep 12, 2016



Pending Listings

Report Produced on: Sep 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	4	5.80%	71.0	4	0	0	0		
\$10,001 \$50,000	11	15.94%	41.5	8	3	0	0		
\$50,001 \$70,000	10	14.49%	58.5	3	7	0	0		
\$70,001 \$120,000	16	23.19%	61.3	0	15	1	0		
\$120,001 \$170,000	12	17.39%	65.9	0	7	4	1		
\$170,001 \$270,000	9	13.04%	42.8	0	3	6	0		
\$270,001 and up	7	10.14%	64.7	0	2	2	3		
Total Pending Units:				69	9.0	15	37	13	4
Total Pending Volume:				8,437,000		416.80K	4.34M	2.47M	1.21M
Average Listing Price:				\$49,800		\$27,787	\$117,362	\$189,762	\$302,725



Monthly Inventory Analysis

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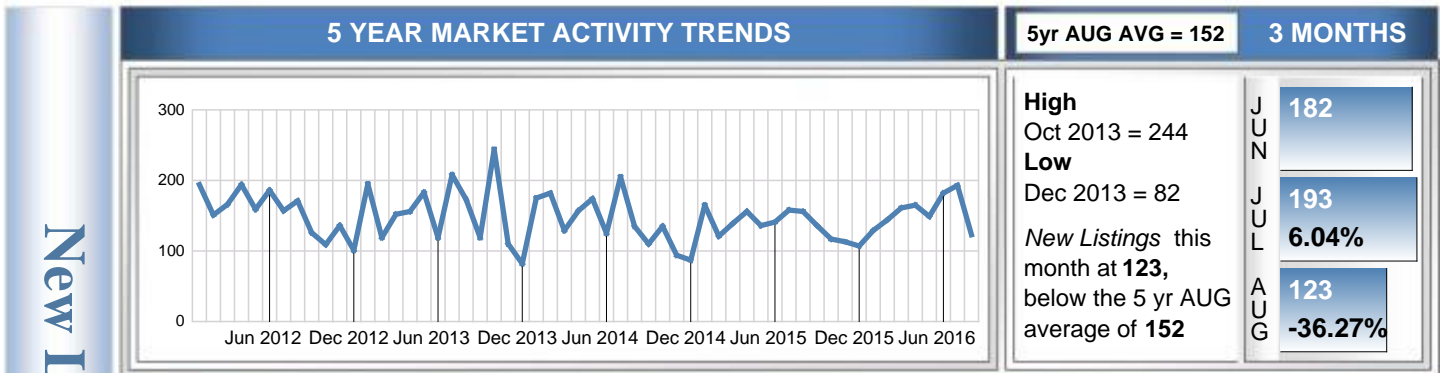
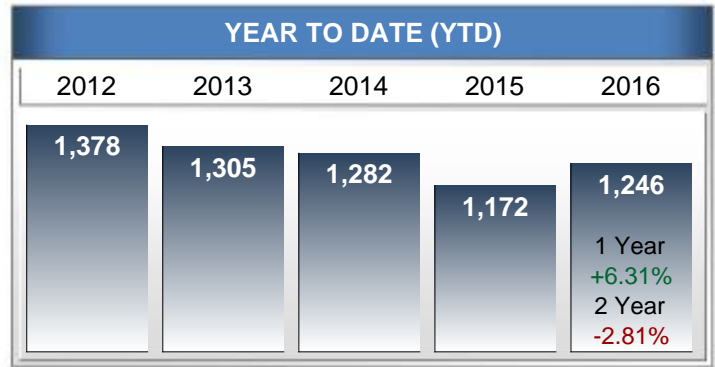
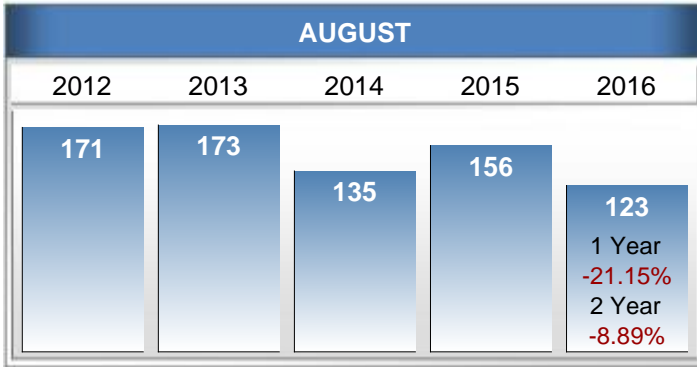
New Listings as of Sep 12, 2016



New Listings

Report Produced on: Sep 12, 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	10	8.13%	7	3	0	0	
\$40,001 - \$60,000	19	15.45%	7	12	0	0	
\$60,001 - \$70,000	18	14.63%	12	5	1	0	
\$70,001 - \$120,000	22	17.89%	8	12	2	0	
\$120,001 - \$170,000	22	17.89%	1	15	6	0	
\$170,001 - \$280,000	19	15.45%	3	4	12	0	
\$280,001 and up	13	10.57%	1	2	5	5	
Total New Listed Units:			123	39	53	26	5
Total New Listed Volume:			16,280,700	3.20M	5.62M	5.52M	1.95M
Average New Listed Listing Price:			\$60,750	\$82,028	\$105,962	\$212,119	\$390,100

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

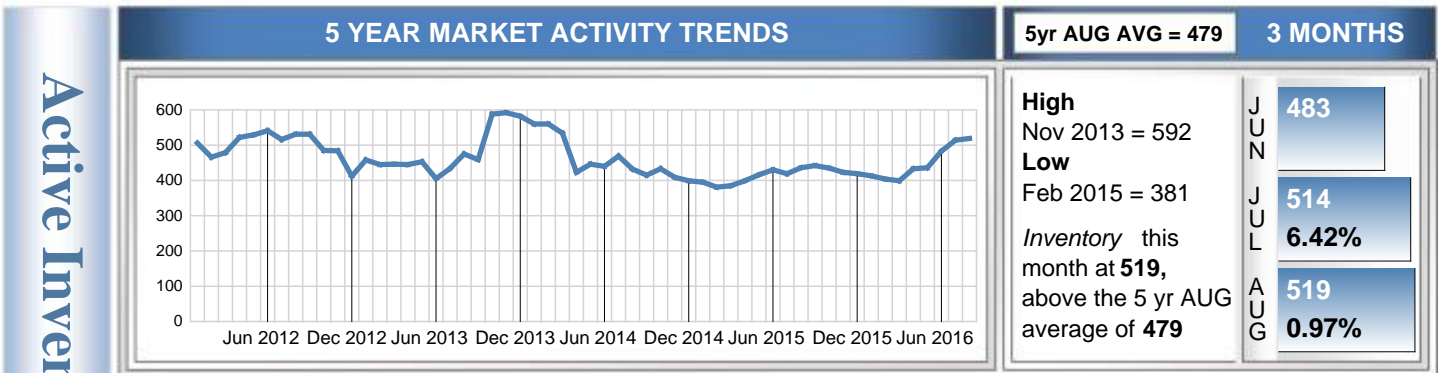
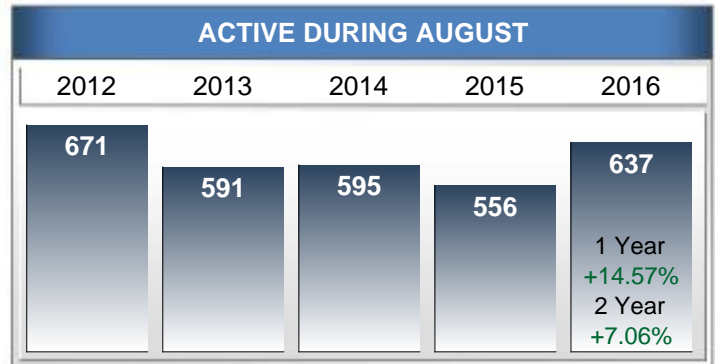
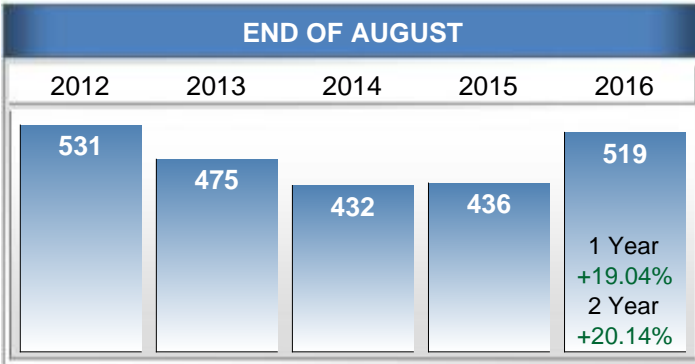
Active Inventory as of Sep 12, 2016



Active Inventory

Report Produced on: Sep 12, 2016

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	43	8.29%	88.6	41	2	0	0
\$25,001 \$50,000	54	10.40%	59.2	34	18	2	0
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 \$125,000	211	40.66%	64.1	109	93	9	0
\$125,001 \$175,000	74	14.26%	75.4	15	35	19	5
\$175,001 \$300,000	86	16.57%	82.0	13	22	49	2
\$300,001 and up	51	9.83%	75.9	12	7	21	11
Total Active Inventory by Units:		519	71.3	224	177	100	18
Total Active Inventory by Volume:		81,922,078		29.67M	21.52M	23.80M	6.94M
Average Active Inventory Listing Price:		\$157,846		\$132,450	\$121,564	\$237,974	\$385,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

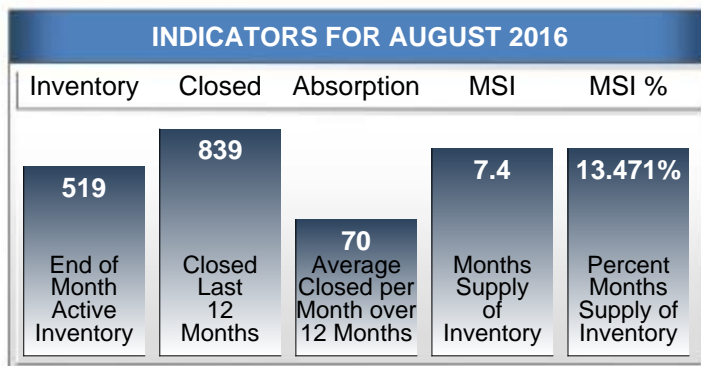
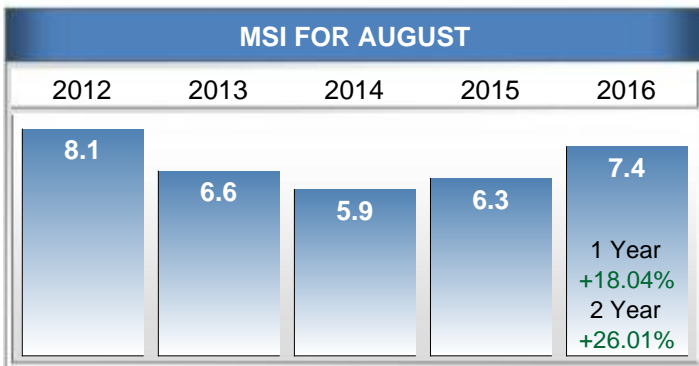
Active Inventory as of Sep 12, 2016



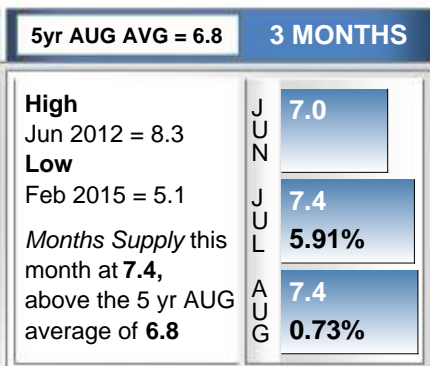
Months Supply of Inventory

Report Produced on: Sep 12, 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+
\$30,000 and less	52	10.02%	14.2	21.2	4.2	0.0	0.0
\$30,001 \$50,000	45	8.67%	6.9	12.9	3.6	6.0	0.0
\$50,001 \$70,000	80	15.41%	11.2	24.9	5.0	3.0	0.0
\$70,001 \$130,000	137	26.40%	5.8	20.5	4.4	2.4	0.0
\$130,001 \$190,000	88	16.96%	5.9	36.0	4.1	5.3	12.0
\$190,001 \$300,000	66	12.72%	6.0	60.0	6.7	4.8	2.4
\$300,001 and up	51	9.83%	15.3	144.0	8.4	11.5	18.9
MSI:			7.4	22.4	4.6	5.1	11.4
Total Active Inventory:			519	224	177	100	18



Monthly Inventory Analysis

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August 2016

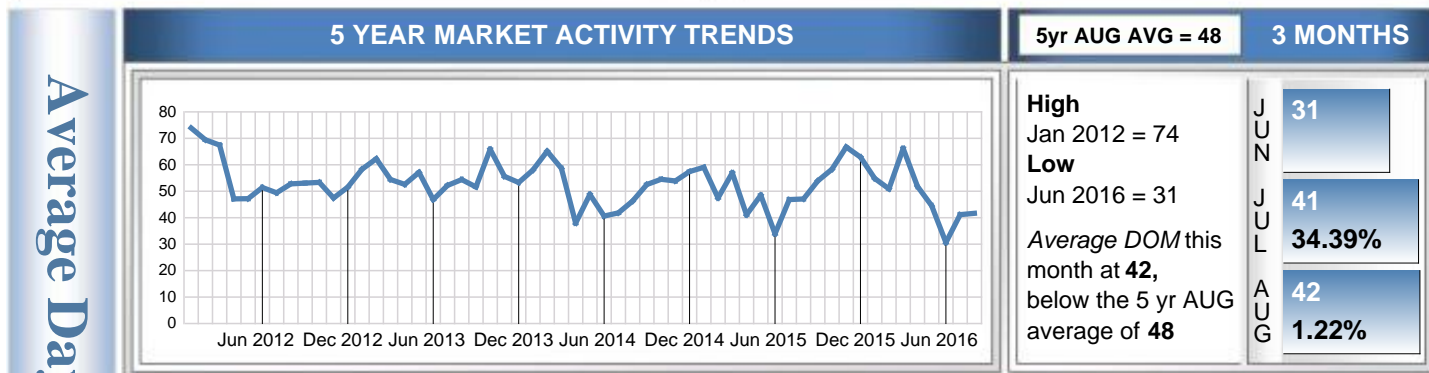
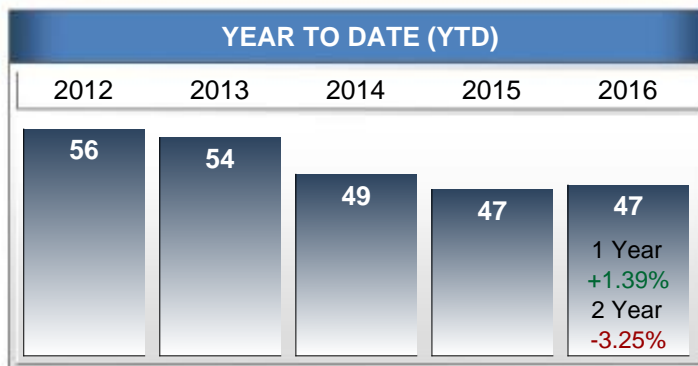
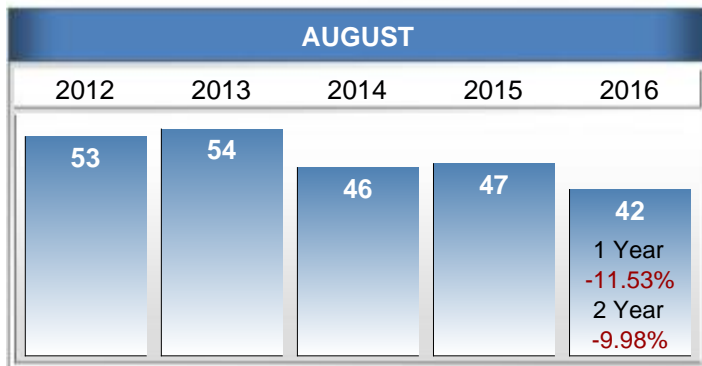
Closed Sales as of Sep 12, 2016



Average Days on Market to Sale

Report Produced on: Sep 12, 2016

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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+
\$40,000 and less	6	8.22%	77.5	111.0	75.8	51.0	0.0
\$40,001 - \$60,000	10	13.70%	34.2	62.5	27.1	0.0	0.0
\$60,001 - \$100,000	11	15.07%	32.5	17.5	36.4	34.0	0.0
\$100,001 - \$150,000	18	24.66%	42.8	48.0	47.8	25.3	0.0
\$150,001 - \$190,000	9	12.33%	52.1	0.0	35.5	65.4	0.0
\$190,001 - \$230,000	10	13.70%	22.5	0.0	17.2	27.8	0.0
\$230,001 and up	9	12.33%	45.7	0.0	86.0	41.3	38.5
Average Closed DOM: 41.7				53.2	40.7	40.6	38.5
Total Closed Units: 73				6	42	23	2
Total Closed Volume: 10,042,391				420.00K	4.63M	4.45M	544.24K



Monthly Inventory Analysis

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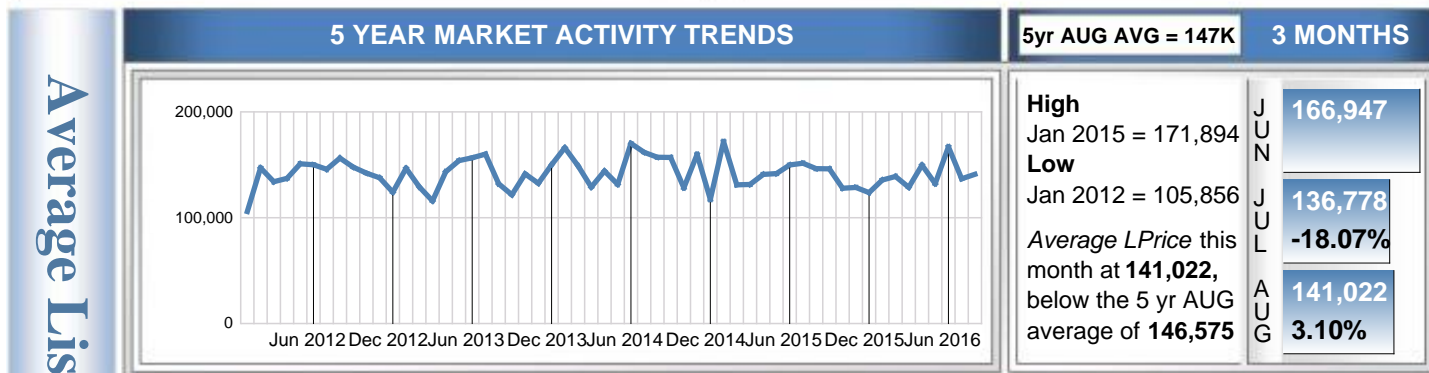
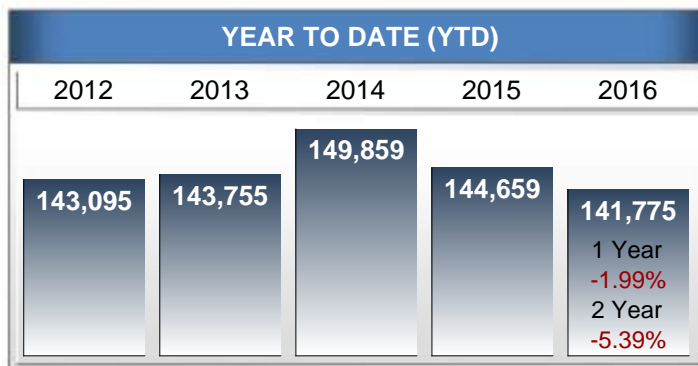
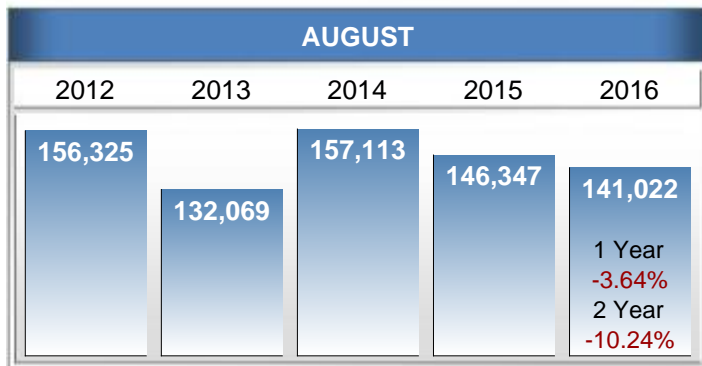
Closed Sales as of Sep 12, 2016



Average List Price at Closing

Report Produced on: Sep 12, 2016

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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	6.85%	30,694	29,900	31,655	39,950	0
\$40,001 \$60,000	9	12.33%	52,433	60,500	54,363	0	0
\$60,001 \$100,000	13	17.81%	80,127	82,950	78,707	98,900	0
\$100,001 \$150,000	17	23.29%	125,200	142,000	126,692	122,850	0
\$150,001 \$190,000	9	12.33%	167,306	0	180,363	168,260	0
\$190,001 \$230,000	12	16.44%	211,183	0	209,740	210,300	0
\$230,001 and up	8	10.96%	307,400	0	235,000	317,700	271,500
Average List Price:	\$141,022			\$76,467	\$113,443	\$196,876	\$271,500
Total Closed Units:	73			6	42	23	2
Total List Volume:	10,294,570			458.80K	4.76M	4.53M	543.00K



Monthly Inventory Analysis

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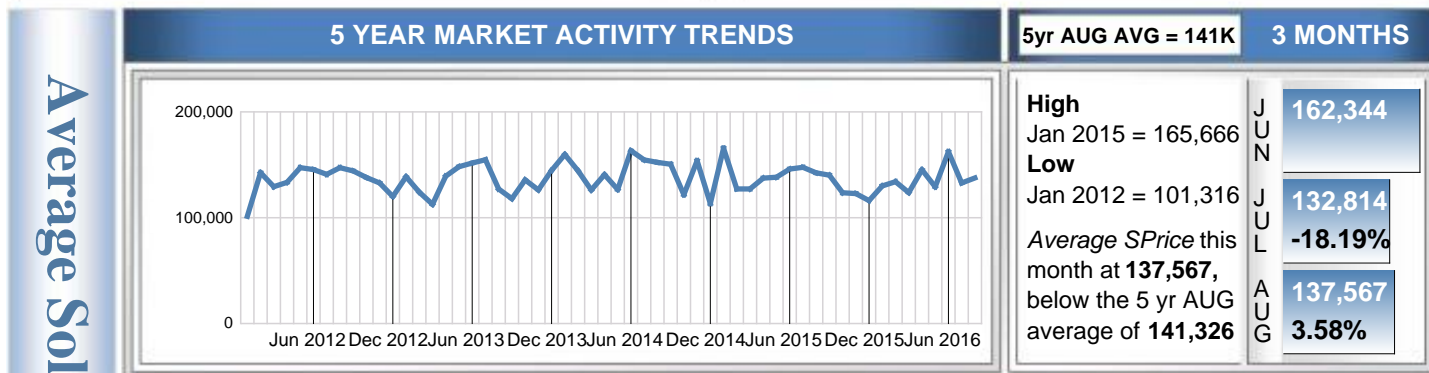
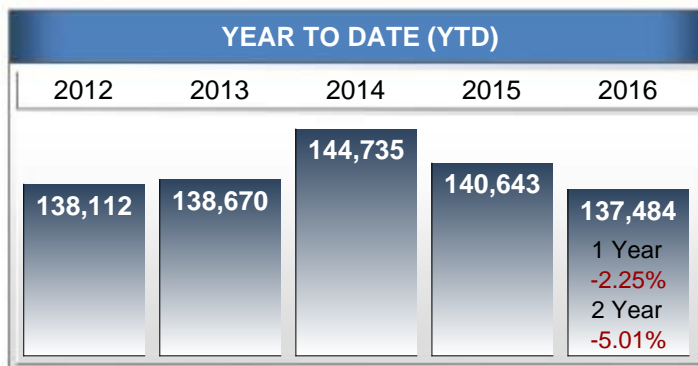
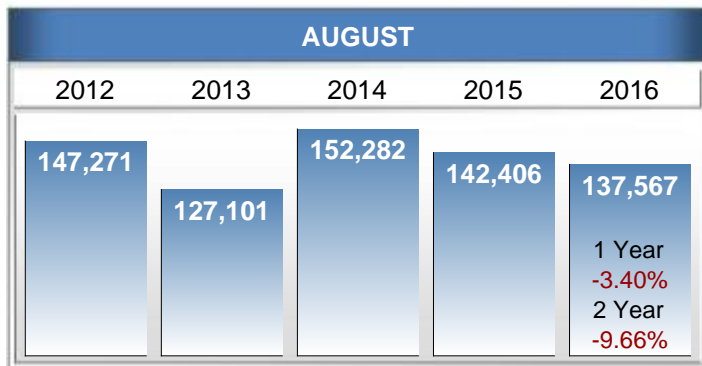
Closed Sales as of Sep 12, 2016



Average Sold Price at Closing

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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		8.22%	32,089	20,000	33,683	37,800	0
\$40,001 \$60,000	10		13.70%	53,166	57,500	52,083	0	0
\$60,001 \$100,000	11		15.07%	80,936	80,000	77,200	94,950	0
\$100,001 \$150,000	18		24.66%	122,709	125,000	122,904	121,500	0
\$150,001 \$190,000	9		12.33%	169,156	0	171,500	167,280	0
\$190,001 \$230,000	10		13.70%	206,850	0	203,100	210,600	0
\$230,001 and up	9		12.33%	292,027	0	239,009	307,500	272,118
Average Closed Price: \$137,567					\$70,000	\$110,239	\$193,396	\$272,118
Total Closed Units: 73					6	42	23	2
Total Closed Volume: 10,042,391					420.00K	4.63M	4.45M	544.24K



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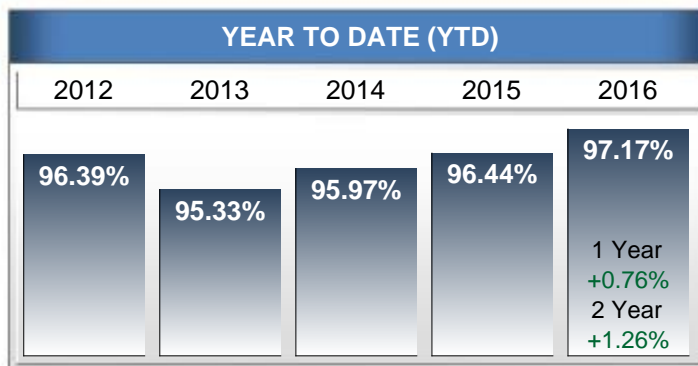
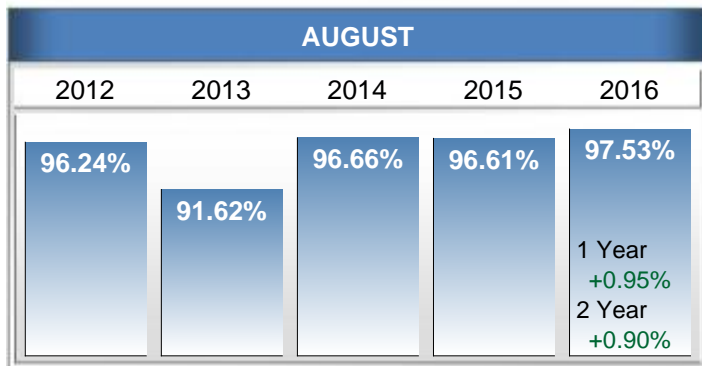
Closed Sales as of Sep 12, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr AUG AVG=95.73%	3 MONTHS
High Jun 2016 = 99.65%	JUN 99.65%
Low Aug 2013 = 91.62%	JUL 97.44%
<i>Average List/Sell</i> this month at 97.53% , above the 5 yr AUG average of 95.73%	AUG 97.53%
	AUG 0.09%

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	8.22%	99.39%	66.89%	108.71%	94.62%	0.00%
\$40,001 \$60,000	10	13.70%	95.76%	95.16%	95.91%	0.00%	0.00%
\$60,001 \$100,000	11	15.07%	97.34%	96.17%	98.07%	95.97%	0.00%
\$100,001 \$150,000	18	24.66%	97.03%	88.03%	97.10%	99.06%	0.00%
\$150,001 \$190,000	9	12.33%	97.69%	0.00%	95.51%	99.43%	0.00%
\$190,001 \$230,000	10	13.70%	98.53%	0.00%	96.91%	100.16%	0.00%
\$230,001 and up	9	12.33%	98.22%	0.00%	101.71%	96.75%	100.86%
Average List/Sell Ratio: 97.50%				89.60%	98.08%	98.32%	100.86%
Total Closed Units: 73					6	42	23
Total Closed Volume: 10,042,391				420.00K	4.63M	4.45M	544.24K



Monthly Inventory Analysis

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August 2016

Inventory as of Sep 12, 2016



Market Summary

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

Active Inventory as of August 31, 2016 = 519

	AUGUST			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	71	73	2.82%	539	589	9.28%
Pending Sales	66	69	4.55%	562	623	10.85%
New Listings	156	123	-21.15%	1,172	1,246	6.31%
Average List Price	146,347	141,022	-3.64%	144,659	141,775	-1.99%
Average Sale Price	142,406	137,567	-3.40%	140,643	137,484	-2.25%
Average Percent of List Price to Selling Price	96.61%	97.53%	0.95%	96.44%	97.17%	0.76%
Average Days on Market to Sale	47.08	41.66	-11.53%	46.62	47.27	1.39%
Monthly Inventory	437	519	18.76%	437	519	18.76%
Months Supply of Inventory	6.30	7.42	17.77%	6.30	7.42	17.77%

