



# October 2016

Area Delimited by County Of Washington

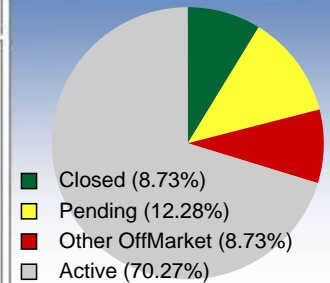


**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Active Inventory** as of October 31, 2016 = **475**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	75	59	-21.33%
Pending Listings	56	83	48.21%
New Listings	117	119	1.71%
Average List Price	127,837	112,994	-11.61%
Average Sale Price	123,571	108,214	-12.43%
Average Percent of List Price to Selling Price	95.89%	93.81%	-2.17%
Average Days on Market to Sale	58.33	56.14	-3.77%
End of Month Inventory	435	475	9.20%
Months Supply of Inventory	6.47	6.93	7.20%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Nov 15, 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 October 2016 rose **9.20%** to 475 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.93** MSI for this period.

### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **12.43%** in October 2016 to \$108,214 versus the previous year at \$123,571.

### Average Days on Market Shortens

The average number of **56.14** days that homes spent on the market before selling decreased by 2.20 days or **3.77%** in October 2016 compared to last year's same month at **58.33** DOM.

### Sales Success for October 2016 is Positive

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

There were 119 New Listings in October 2016, up **1.71%** from last year at 117. Furthermore, there were 59 Closed Listings this month versus last year at 75, a **-21.33%** decrease.

Closed versus Listed trends yielded a **49.6%** ratio, down from previous year's, October 2015, at **64.1%**, a **22.66%** downswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

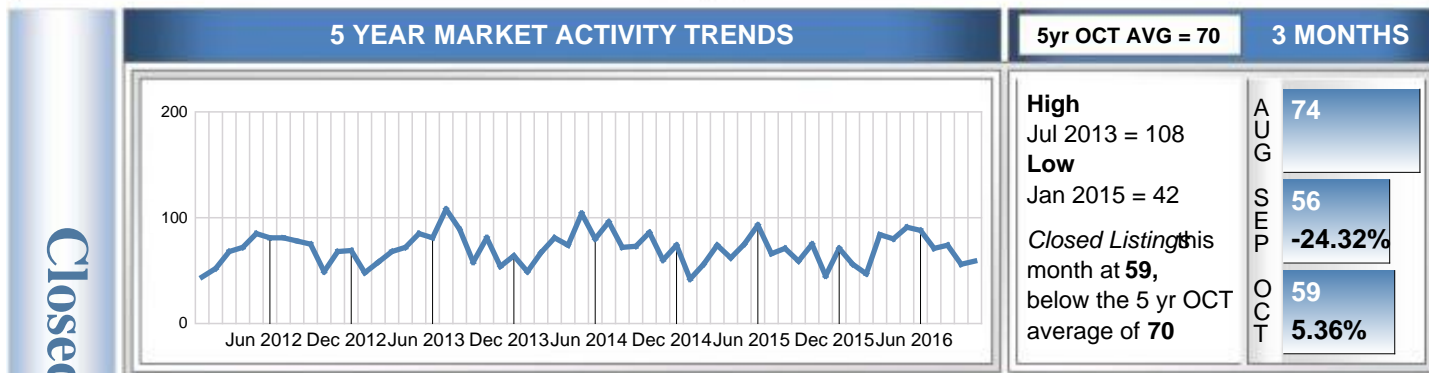
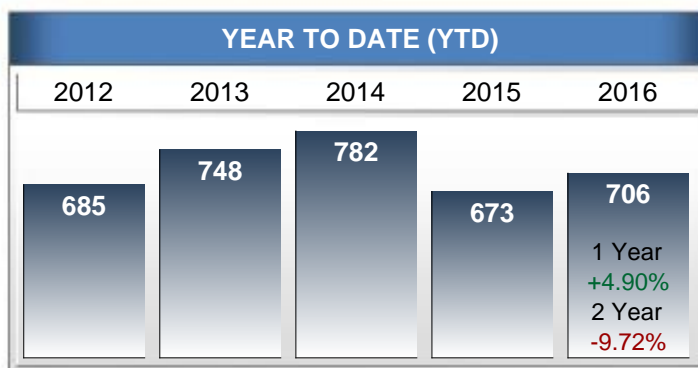
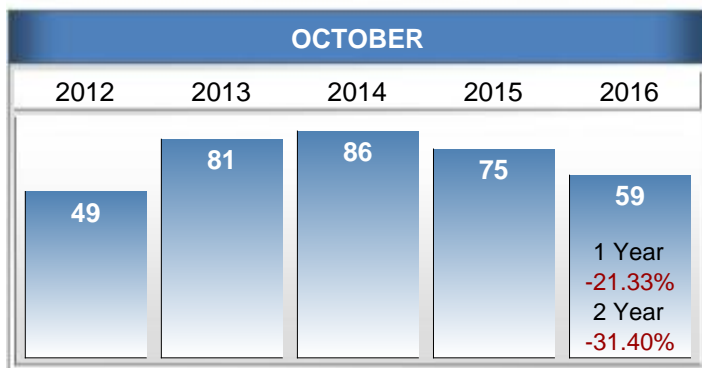
Closed Sales as of Nov 15, 2016



### Closed Listings

Report Produced on: Nov 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	4	6.78%	37.3	3	1	0	0
\$30,001 - \$50,000	9	15.25%	49.7	4	5	0	0
\$50,001 - \$70,000	7	11.86%	75.6	3	4	0	0
\$70,001 - \$110,000	15	25.42%	53.5	0	13	2	0
\$110,001 - \$150,000	11	18.64%	65.5	1	5	5	0
\$150,001 - \$190,000	5	8.47%	52.2	0	2	3	0
\$190,001 and up	8	13.56%	50.3	0	2	6	0
<b>Total Closed Units:</b>	<b>59</b>		<b>56.1</b>	<b>11</b>	<b>32</b>	<b>16</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>6,384,629</b>			<b>556.09K</b>	<b>3.12M</b>	<b>2.71M</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$108,214</b>			<b>\$50,554</b>	<b>\$97,542</b>	<b>\$169,199</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

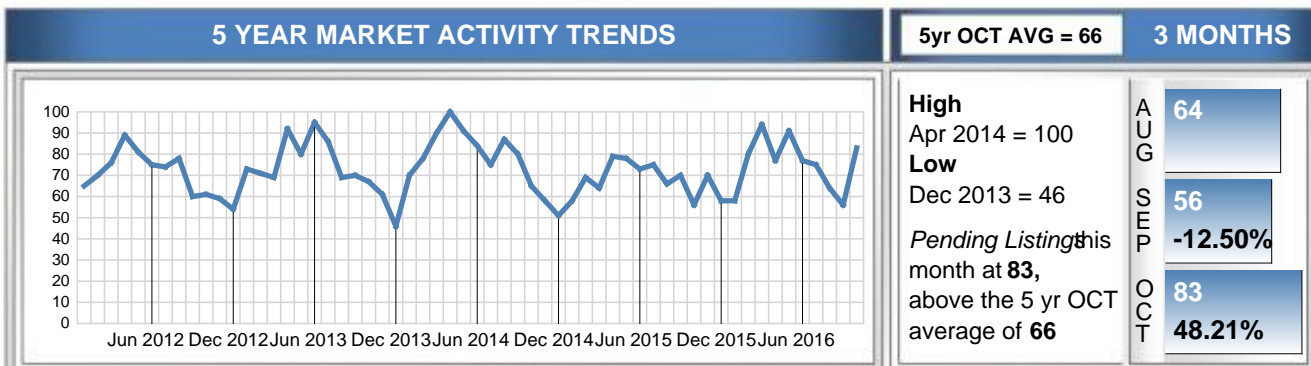
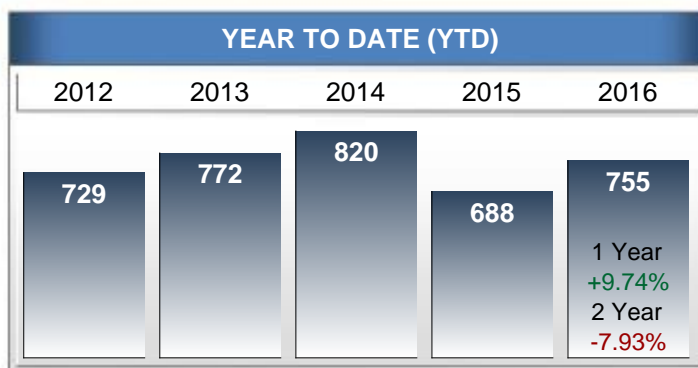
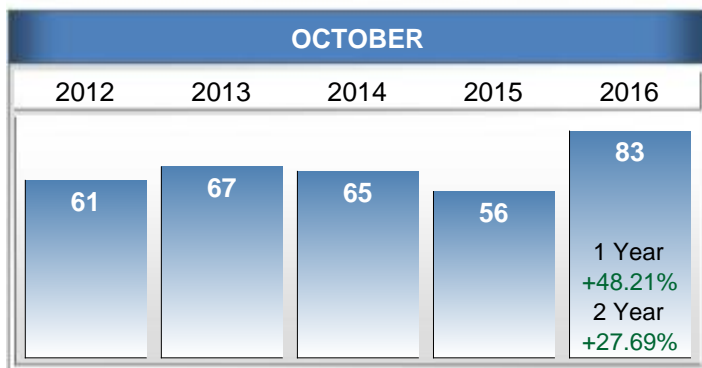
Pending Listings as of Nov 15, 2016



### Pending Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Washington



Pending Listings

Ready to Buy or Sell Real Estate?  
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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	7	8.43%	47.1	2	5	0	0
\$40,001 - \$70,000	11	13.25%	61.5	1	9	1	0
\$70,001 - \$110,000	12	14.46%	114.8	4	8	0	0
\$110,001 - \$160,000	20	24.10%	71.9	1	14	4	1
\$160,001 - \$180,000	12	14.46%	71.8	0	5	7	0
\$180,001 - \$240,000	13	15.66%	77.4	1	4	7	1
\$240,001 and up	8	9.64%	91.6	0	1	6	1
<b>Total Pending Units:</b>	<b>83</b>		<b>55.9</b>	<b>9</b>	<b>46</b>	<b>25</b>	<b>3</b>
<b>Total Pending Volume:</b>	<b>12,377,580</b>			<b>792.60K</b>	<b>5.32M</b>	<b>5.22M</b>	<b>1.04M</b>
<b>Average Listing Price:</b>	<b>\$89,700</b>			<b>\$88,067</b>	<b>\$115,612</b>	<b>\$208,974</b>	<b>\$347,500</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

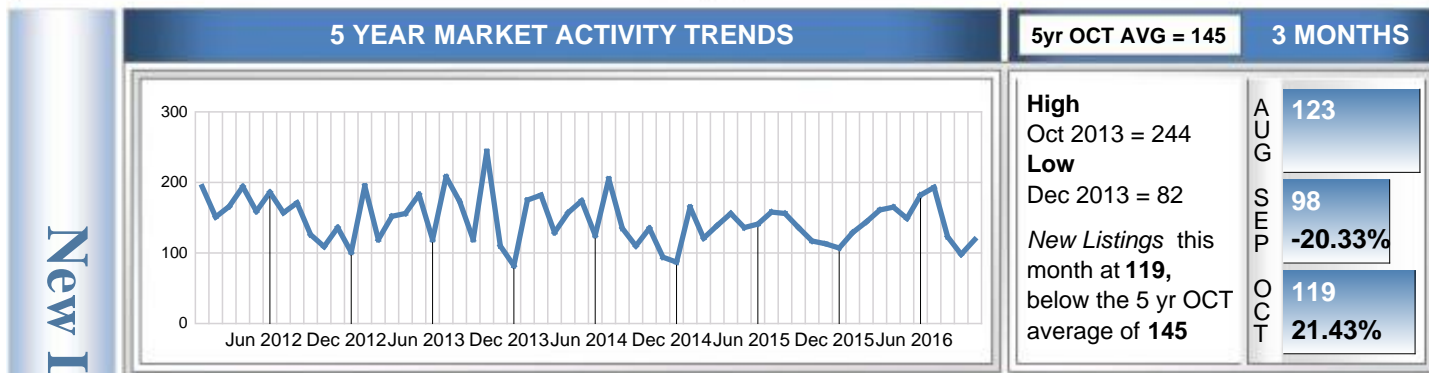
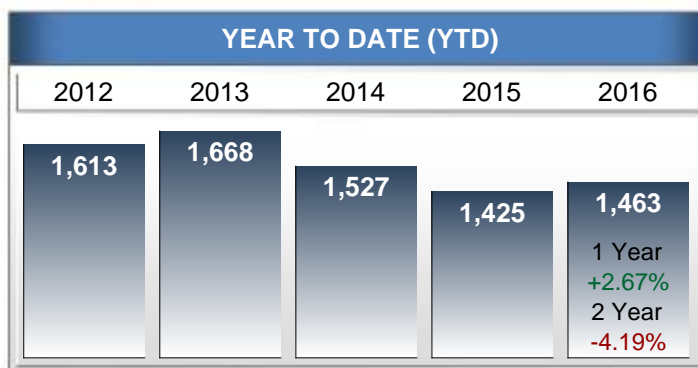
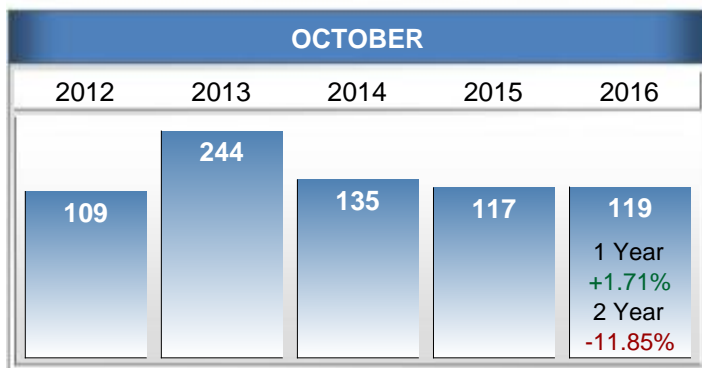
New Listings as of Nov 15, 2016



### New Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Washington



New Listings

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Contact an experienced REALTOR

#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	11	9.24%	7	3	1	0	
\$30,001 - \$60,000	12	10.08%	5	6	1	0	
\$60,001 - \$110,000	17	14.29%	4	9	4	0	
\$110,001 - \$160,000	31	26.05%	6	17	8	0	
\$160,001 - \$240,000	20	16.81%	3	9	6	2	
\$240,001 - \$290,000	16	13.45%	2	2	12	0	
\$290,001 and up	12	10.08%	0	3	8	1	
Total New Listed Units:			119	27	49	40	3
Total New Listed Volume:			19,949,700	2.60M	6.37M	9.64M	1.34M
Average New Listed Listing Price:			\$47,450	\$96,269	\$129,938	\$240,990	\$447,967



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

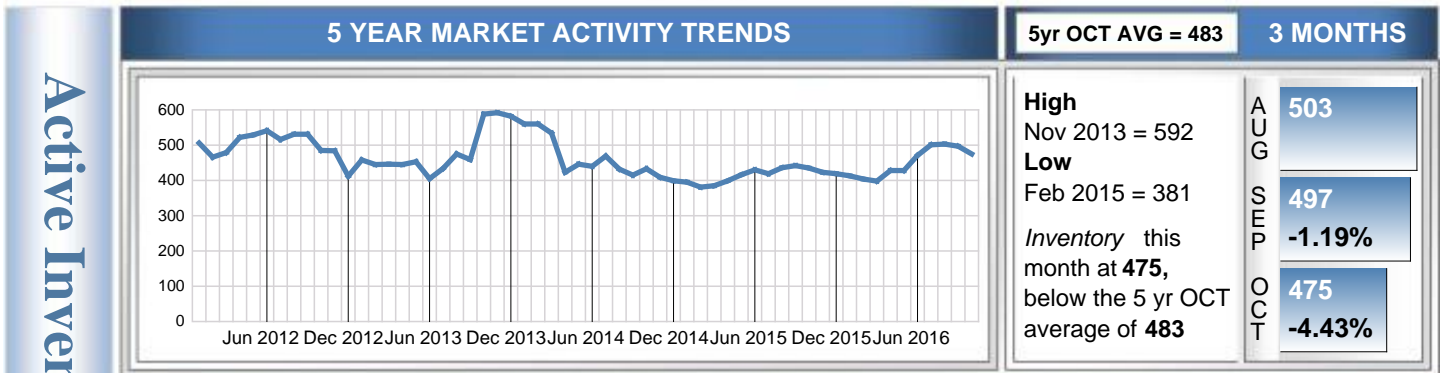
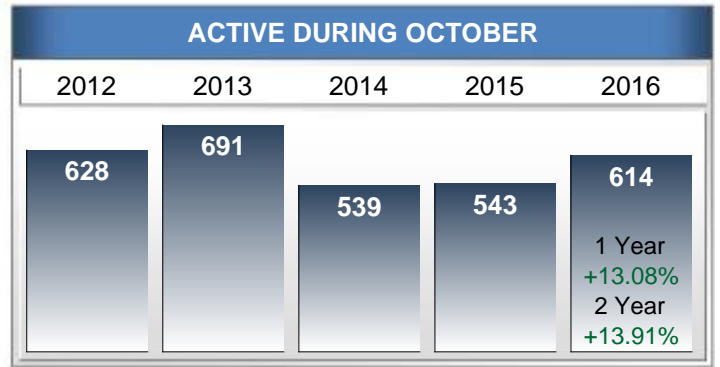
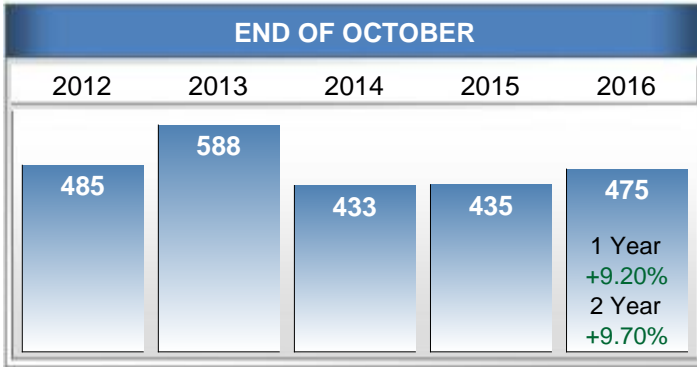
Active Inventory as of Nov 15, 2016



### Active Inventory

Report Produced on: Nov 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	46	9.68%	114.3	41	4	1	0		
\$25,001 \$50,000	51	10.74%	91.5	33	16	2	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	189	39.79%	85.6	99	81	9	0		
\$125,001 \$175,000	69	14.53%	66.2	13	29	23	4		
\$175,001 \$275,000	57	12.00%	75.1	9	18	26	4		
\$275,001 and up	63	13.26%	77.6	14	8	29	12		
Total Active Inventory by Units:				475	83.9	209	156	90	20
Total Active Inventory by Volume:				75,475,636		28.17M	19.48M	21.03M	6.79M
Average Active Inventory Listing Price:				\$158,896		\$134,801	\$124,864	\$233,721	\$339,420



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

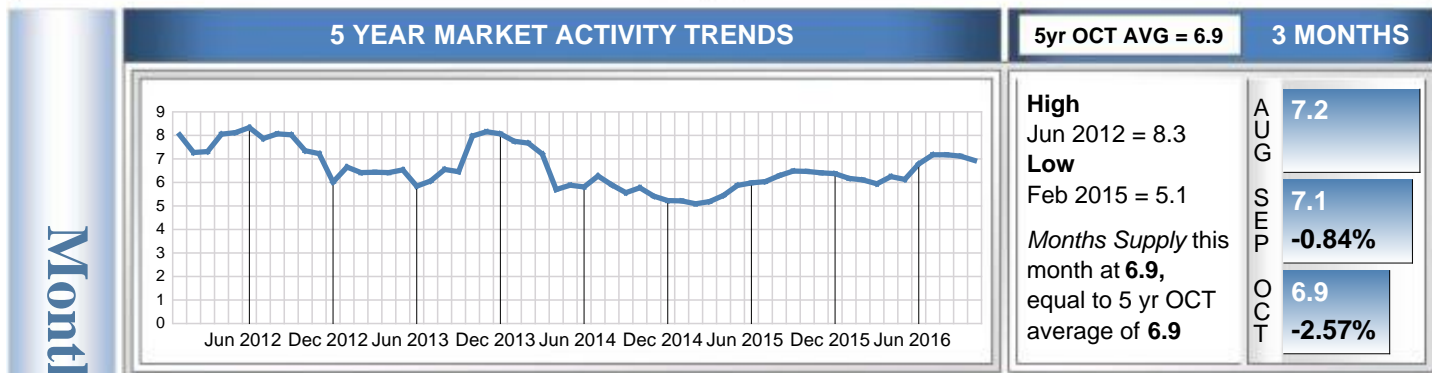
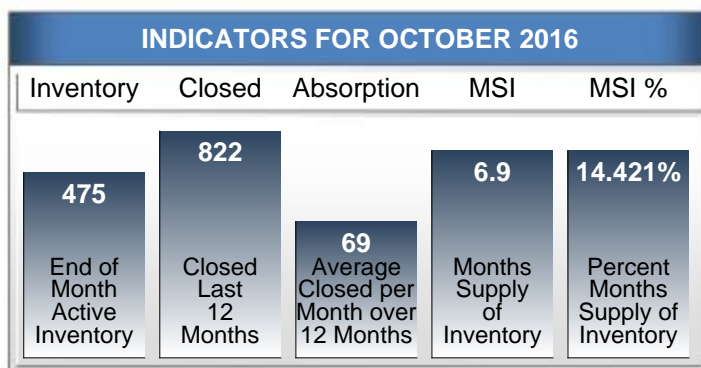
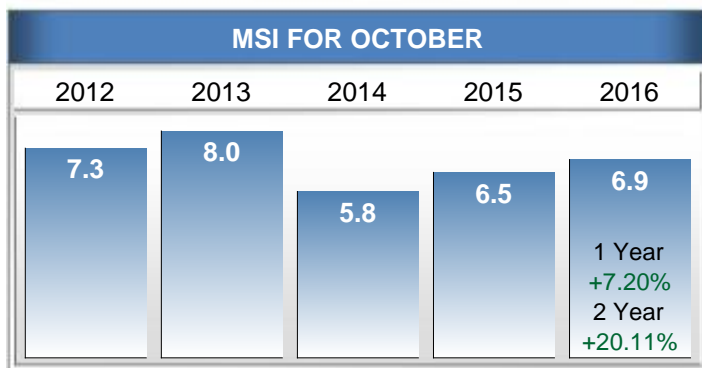
Active Inventory as of Nov 15, 2016



### Months Supply of Inventory

Report Produced on: Nov 15, 2016

Area Delimited by County Of Washington



Months Supply  
 Ready to Buy or Sell Real Estate?  
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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	34	7.16%	14.1	19.6	2.7	12.0	0.0
\$20,001 \$50,000	63	13.26%	8.1	13.6	4.2	6.0	0.0
\$50,001 \$70,000	80	16.84%	10.5	24.4	4.1	3.0	0.0
\$70,001 \$130,000	120	25.26%	5.2	19.2	4.1	2.3	0.0
\$130,001 \$180,000	62	13.05%	5.1	28.0	3.2	4.9	9.6
\$180,001 \$290,000	62	13.05%	5.4	36.0	4.6	4.5	10.0
\$290,001 and up	54	11.37%	13.5	78.0	10.7	8.8	18.9
MSI:			6.9	20.6	4.1	4.8	13.3
Total Active Inventory:			475	209	156	90	20



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

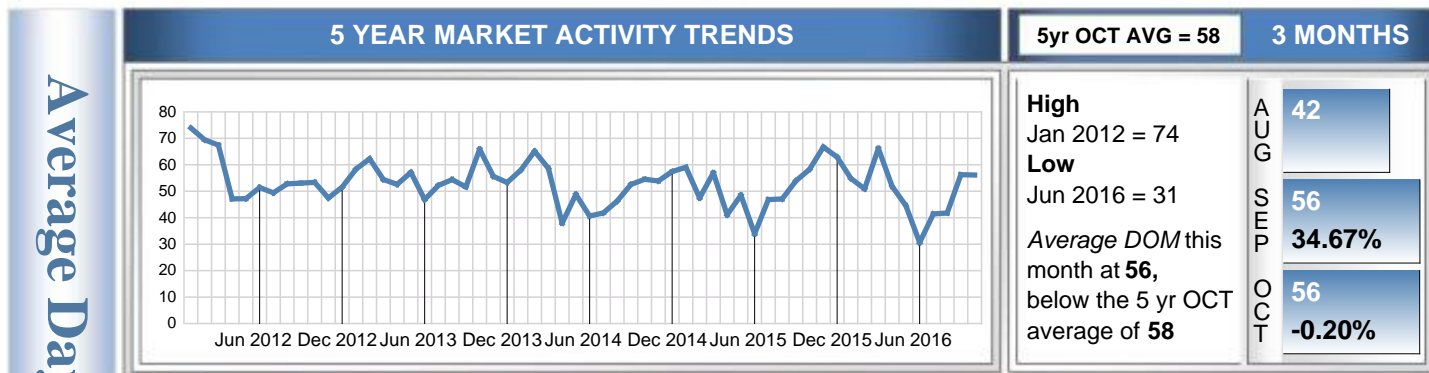
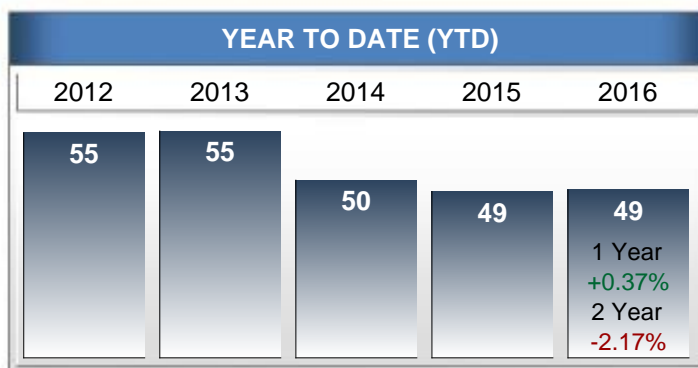
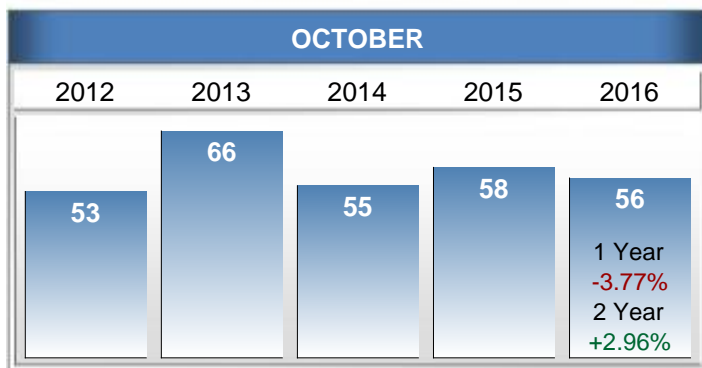
Closed Sales as of Nov 15, 2016



### Average Days on Market to Sale

Report Produced on: Nov 15, 2016

Area Delimited by County Of Washington



Average Days on Market

Ready to Buy or Sell Real Estate?  
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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+
\$30,000 and less	4	6.78%	37.3	34.7	45.0	0.0	0.0
\$30,001 - \$50,000	9	15.25%	49.7	63.0	39.0	0.0	0.0
\$50,001 - \$70,000	7	11.86%	75.6	74.7	76.3	0.0	0.0
\$70,001 - \$110,000	15	25.42%	53.5	0.0	61.1	4.5	0.0
\$110,001 - \$150,000	11	18.64%	65.5	150.0	43.2	71.0	0.0
\$150,001 - \$190,000	5	8.47%	52.2	0.0	49.5	54.0	0.0
\$190,001 and up	8	13.56%	50.3	0.0	48.0	51.0	0.0
Average Closed DOM: 56.1				66.4	54.7	52.0	0.0
Total Closed Units: 59				11	32	16	
Total Closed Volume: 6,384,629				556.09K	3.12M	2.71M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

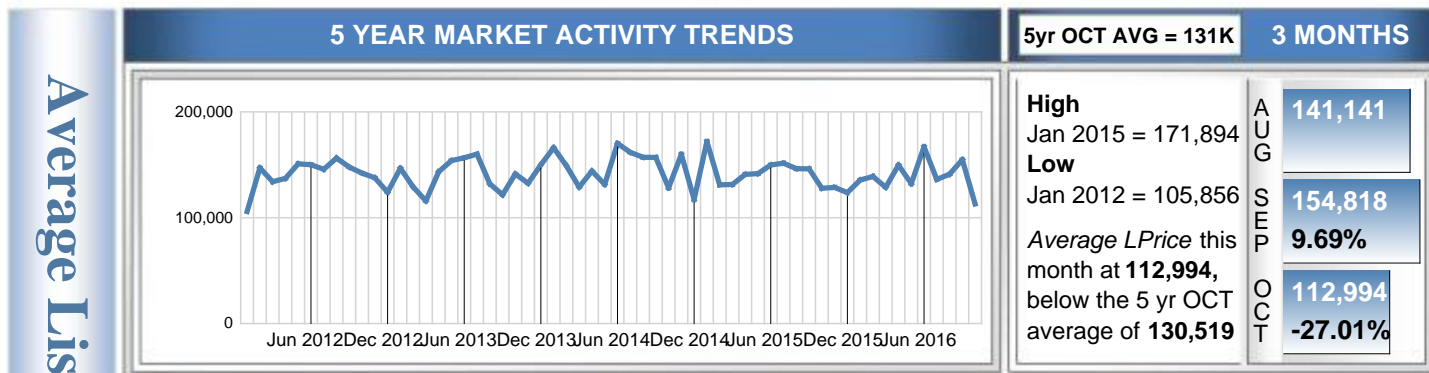
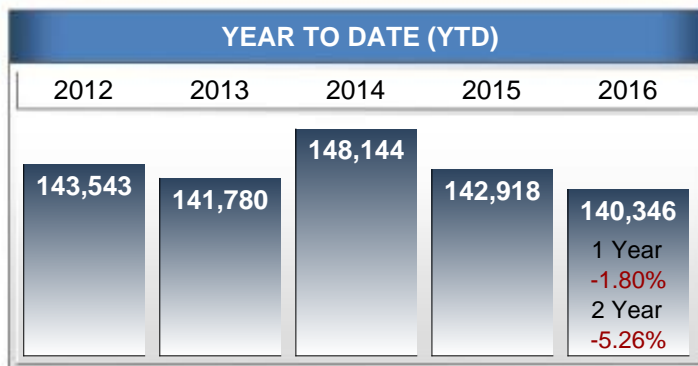
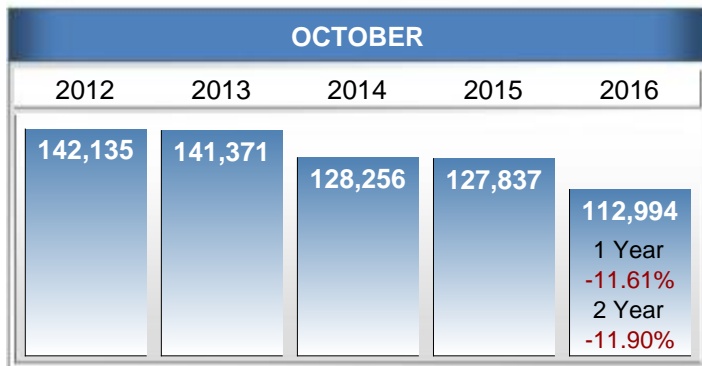
Closed Sales as of Nov 15, 2016



### Average List Price at Closing

Report Produced on: Nov 15, 2016

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+
\$30,000 and less	3	5.08%	25,133	26,633	28,000	0	0
\$30,001 - \$50,000	8	13.56%	43,099	43,410	51,350	0	0
\$50,001 - \$70,000	8	13.56%	60,475	58,967	71,950	0	0
\$70,001 - \$110,000	16	27.12%	92,988	0	92,231	94,900	0
\$110,001 - \$150,000	10	16.95%	132,885	159,000	133,860	131,910	0
\$150,001 - \$190,000	7	11.86%	176,543	0	175,000	178,967	0
\$190,001 and up	7	11.86%	244,314	0	256,450	231,200	0
Average List Price:	\$112,994			\$53,585	\$103,242	\$173,341	\$0
Total Closed Units:	59			11	32	16	
Total List Volume:	6,666,640			589.44K	3.30M	2.77M	0.00B





# Monthly Inventory Analysis

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## October 2016

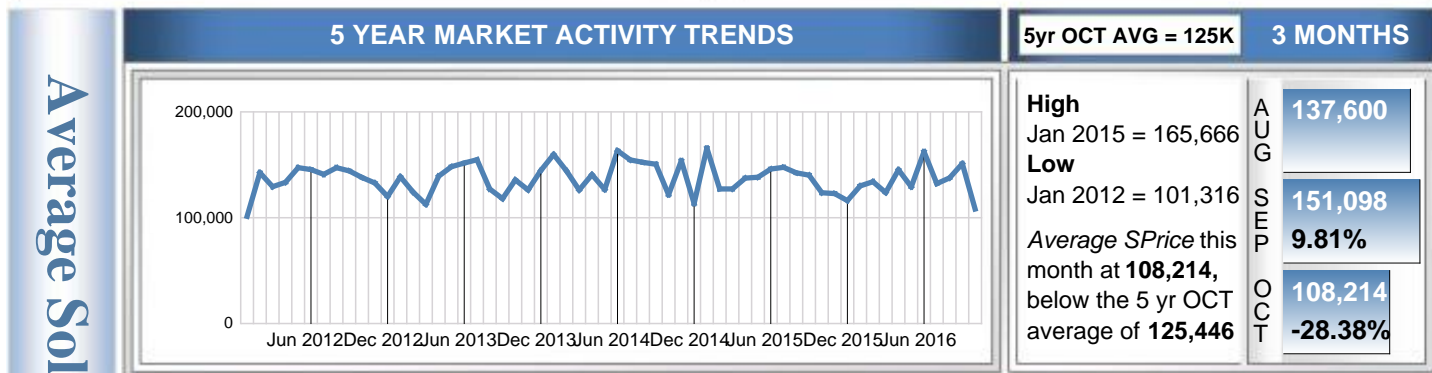
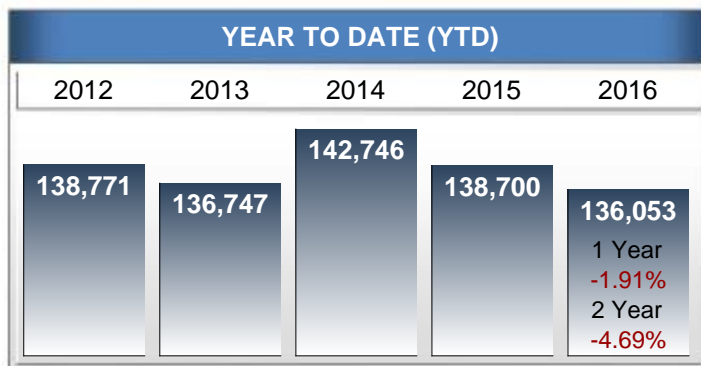
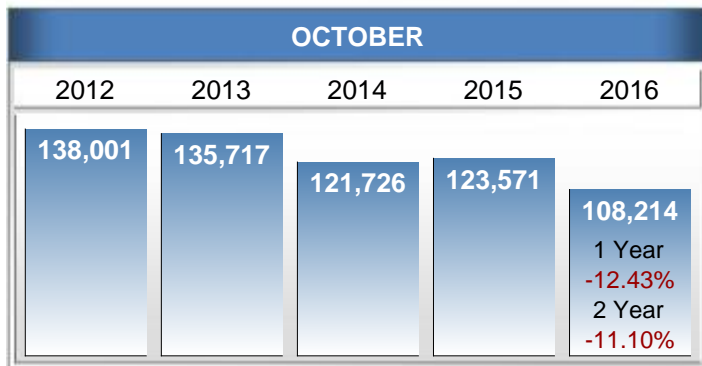
Closed Sales as of Nov 15, 2016



### Average Sold Price at Closing

Report Produced on: Nov 15, 2016

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+
\$30,000 and less	4		6.78%	18,850	22,967	6,500	0	0
\$30,001 - \$50,000	9		15.25%	43,212	40,173	45,643	0	0
\$50,001 - \$70,000	7		11.86%	59,924	58,833	60,742	0	0
\$70,001 - \$110,000	15		25.42%	88,711	0	87,975	93,500	0
\$110,001 - \$150,000	11		18.64%	130,778	150,000	131,900	125,811	0
\$150,001 - \$190,000	5		8.47%	172,235	0	168,250	174,892	0
\$190,001 and up	8		13.56%	233,806	0	252,000	227,742	0
Average Closed Price:	\$108,214				\$50,554	\$97,542	\$169,199	\$0
Total Closed Units:	59				11	32	16	
Total Closed Volume:	6,384,629				556.09K	3.12M	2.71M	0.00B



# Monthly Inventory Analysis

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## October 2016

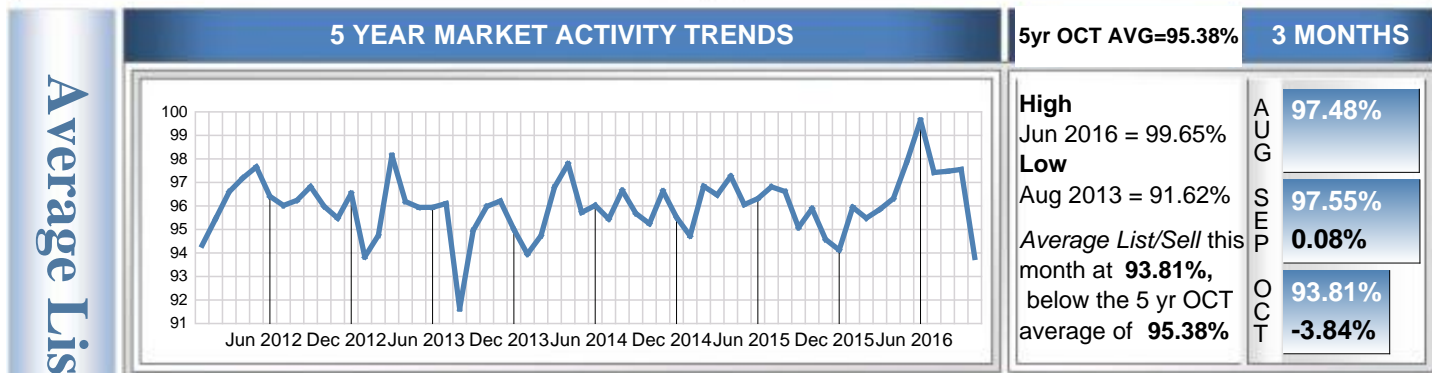
Closed Sales as of Nov 15, 2016



### Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?  
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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+
\$30,000 and less	4	6.78%	70.42%	86.16%	23.21%	0.00%	0.00%
\$30,001 \$50,000	9	15.25%	90.85%	92.96%	89.16%	0.00%	0.00%
\$50,001 \$70,000	7	11.86%	93.52%	99.68%	88.89%	0.00%	0.00%
\$70,001 \$110,000	15	25.42%	96.13%	0.00%	95.80%	98.33%	0.00%
\$110,001 \$150,000	11	18.64%	96.79%	94.34%	98.56%	95.51%	0.00%
\$150,001 \$190,000	5	8.47%	97.05%	0.00%	96.14%	97.66%	0.00%
\$190,001 and up	8	13.56%	98.60%	0.00%	98.27%	98.71%	0.00%
Average List/Sell Ratio: 93.80%				93.06%	92.24%	97.47%	0.00%
Total Closed Units: 59				11	32	16	
Total Closed Volume: 6,384,629				556.09K	3.12M	2.71M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## October 2016

Inventory as of Nov 15, 2016



### Market Summary

Report Produced on: Nov 15, 2016

Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 69 Sales/Month

**Active Inventory** as of October 31, 2016 = 475

	OCTOBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	75	59	-21.33%	673	706	4.90%
Pending Sales	56	83	48.21%	688	755	9.74%
New Listings	117	119	1.71%	1,425	1,463	2.67%
Average List Price	127,837	112,994	-11.61%	142,918	140,346	-1.80%
Average Sale Price	123,571	108,214	-12.43%	138,700	136,053	-1.91%
Average Percent of List Price to Selling Price	95.89%	93.81%	-2.17%	96.26%	96.92%	0.68%
Average Days on Market to Sale	58.33	56.14	-3.77%	48.56	48.74	0.37%
Monthly Inventory	435	475	9.20%	435	475	9.20%
Months Supply of Inventory	6.47	6.93	7.20%	6.47	6.93	7.20%

