



February 2016

Area Delimited by County Of Washington

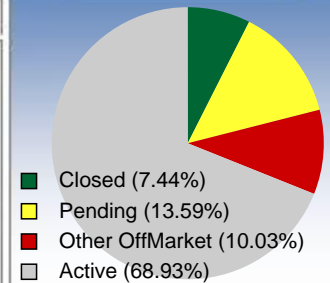


Absorption: Last 12 months, an Average of **66** Sales/Month

Active Inventory as of February 29, 2016 = **426**

	FEBRUARY		
	2015	2016	+/- %
Closed Listings	56	46	-17.86%
Pending Listings	69	84	21.74%
New Listings	121	144	19.01%
Median List Price	119,900	122,250	1.96%
Median Sale Price	113,500	119,000	4.85%
Median Percent of List Price to Selling Price	97.82%	96.96%	-0.89%
Median Days on Market to Sale	34.00	33.00	-2.94%
End of Month Inventory	381	426	11.81%
Months Supply of Inventory	5.09	6.45	26.78%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 14, 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 February 2016 rose **11.81%** to 426 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **6.45** 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 **4.85%** in February 2016 to \$119,000 versus the previous year at \$113,500.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 1.00 days or **2.94%** in February 2016 compared to last year's same month at **34.00** DOM.

Sales Success for February 2016 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 144 New Listings in February 2016, up **19.01%** from last year at 121. Furthermore, there were 46 Closed Listings this month versus last year at 56, a **-17.86%** decrease.

Closed versus Listed trends yielded a **31.9%** ratio, down from last year's February 2016 at **46.3%**, a **30.98%** downswing. 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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February 2016

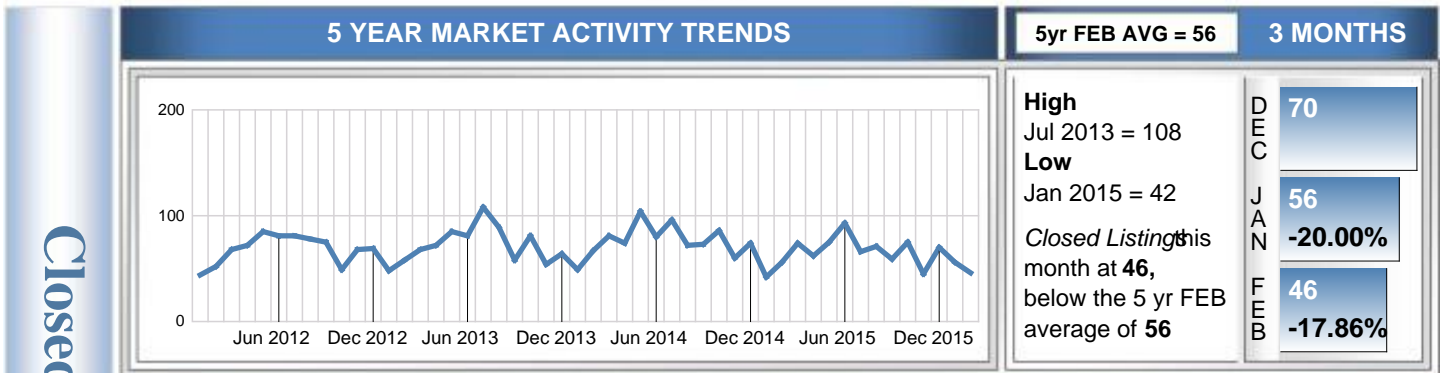
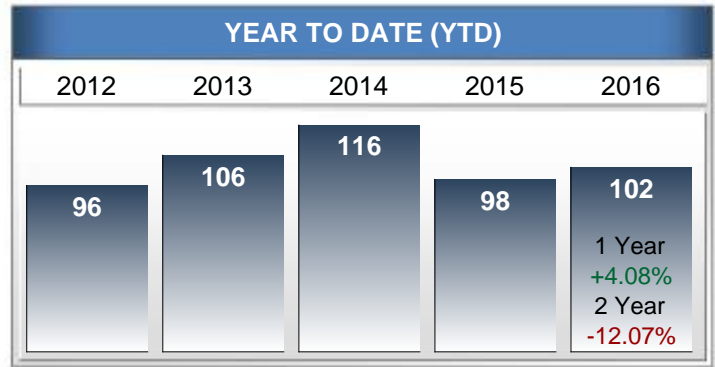
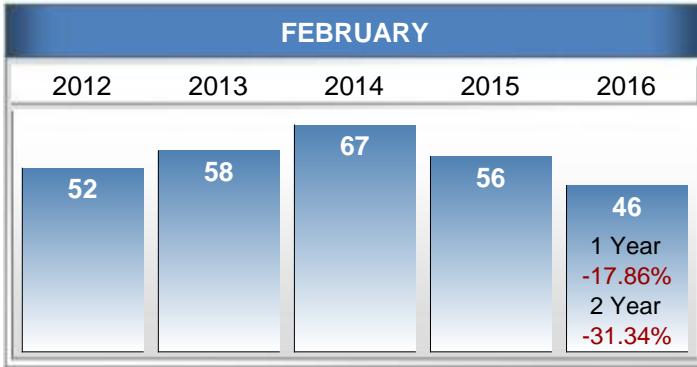
Closed Sales as of Mar 14, 2016



Closed Listings

Report Produced on: Mar 14, 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+
\$40,000 and less	4	8.70%	3.5	3	0	1	0
\$40,001 - \$60,000	4	8.70%	49.0	0	3	1	0
\$60,001 - \$80,000	7	15.22%	31.0	2	4	1	0
\$80,001 - \$140,000	12	26.09%	50.0	1	10	1	0
\$140,001 - \$190,000	8	17.39%	46.5	2	4	2	0
\$190,001 - \$270,000	7	15.22%	75.0	0	1	6	0
\$270,001 and up	4	8.70%	77.0	0	3	1	0
Total Closed Units:	46		33.0	8	25	13	0.00B
Total Closed Volume:	6,254,000			569.50K	3.48M	2.20M	0.00B
Median Closed Price:	\$119,000			\$70,000	\$113,000	\$193,000	\$0



Monthly Inventory Analysis

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February 2016

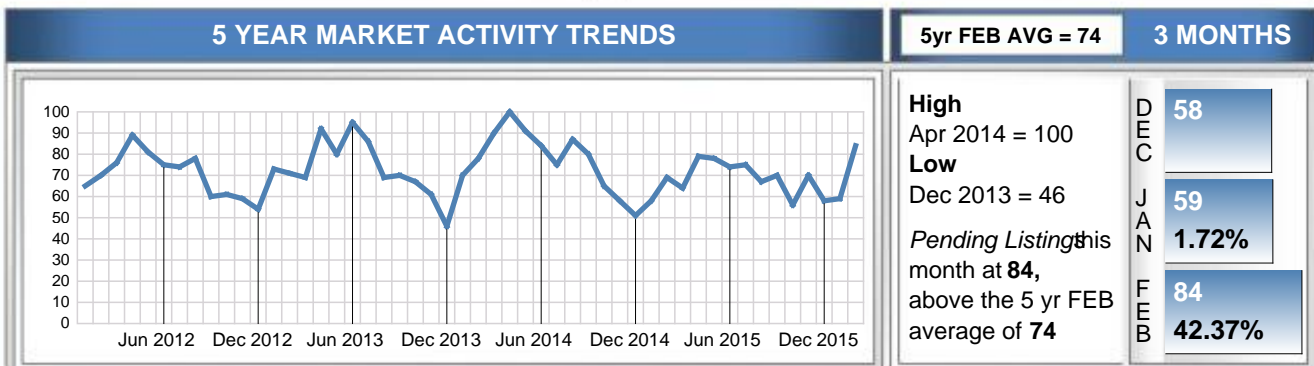
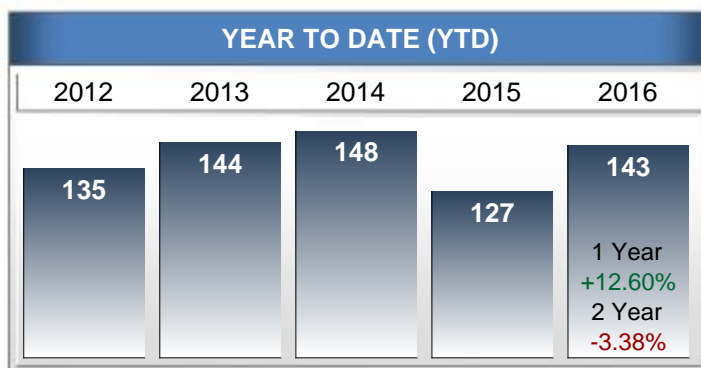
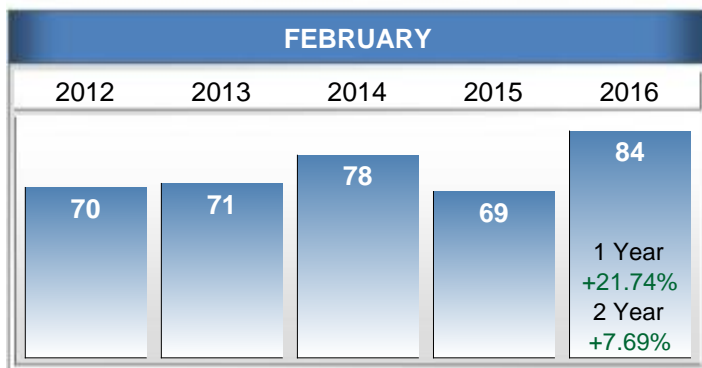
Pending Listings as of Mar 14, 2016



Pending Listings

Report Produced on: Mar 14, 2016

Area Delimited by County Of Washington



Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	8	9.52%	86.5	4	3	1	0
\$40,001 - \$70,000	10	11.90%	74.0	2	6	2	0
\$70,001 - \$90,000	9	10.71%	27.0	2	7	0	0
\$90,001 - \$150,000	26	30.95%	75.5	1	14	11	0
\$150,001 - \$200,000	11	13.10%	87.0	1	3	6	1
\$200,001 - \$270,000	12	14.29%	25.0	0	3	8	1
\$270,001 and up	8	9.52%	45.0	0	2	6	0
Total Pending Units:	84		60.0	10	38	34	2
Total Pending Volume:	12,793,307			669.06K	4.59M	7.11M	430.00K
Median Listing Price:	\$122,450			\$51,450	\$104,950	\$183,250	\$215,000



Monthly Inventory Analysis

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February 2016

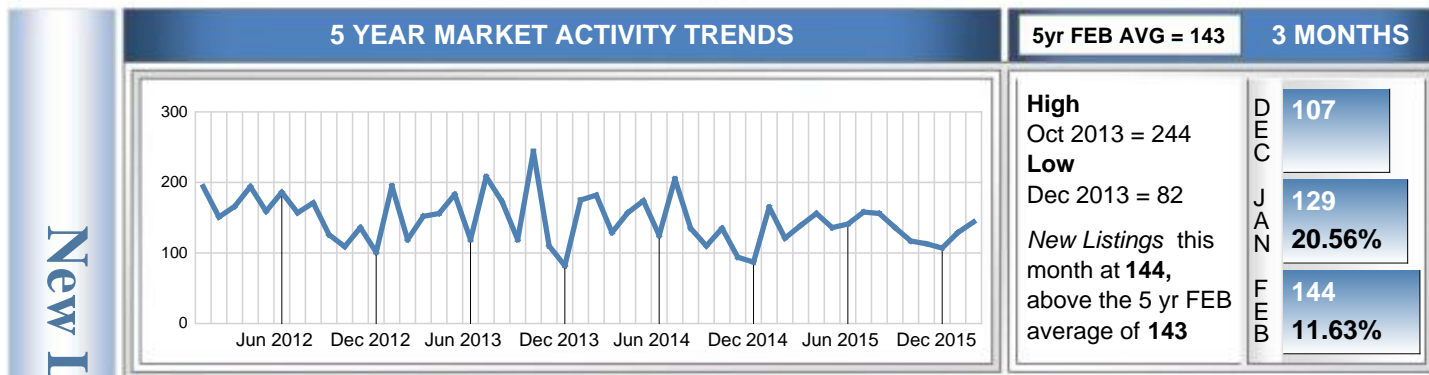
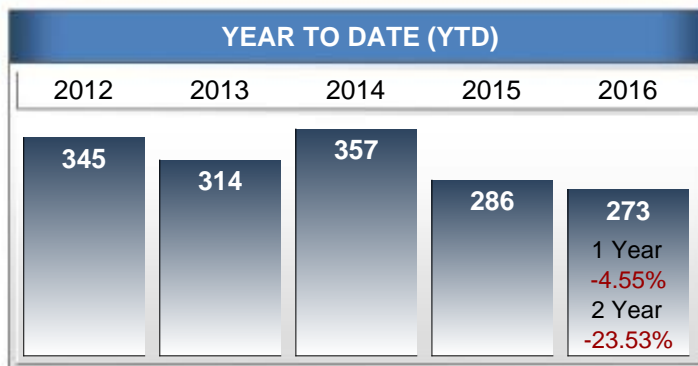
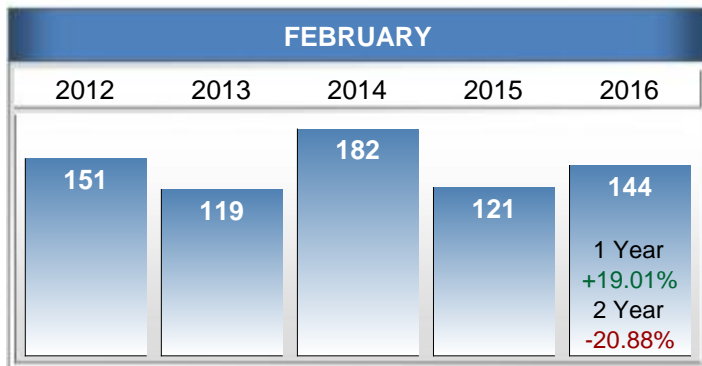
New Listings as of Mar 14, 2016



New Listings

Report Produced on: Mar 14, 2016

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+	
\$40,000 and less	13	9.03%	12	1	0	0	
\$40,001 \$50,000	9	6.25%	7	1	1	0	
\$50,001 \$70,000	32	22.22%	27	5	0	0	
\$70,001 \$130,000	36	25.00%	7	25	4	0	
\$130,001 \$180,000	20	13.89%	3	11	6	0	
\$180,001 \$290,000	19	13.19%	1	7	10	1	
\$290,001 and up	15	10.42%	3	2	6	4	
Total New Listed Units:			144	60	52	27	5
Total New Listed Volume:			22,059,925	6.77M	6.87M	6.21M	2.21M
Median New Listed Listing Price:			\$109,900	\$60,500	\$122,500	\$195,000	\$387,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

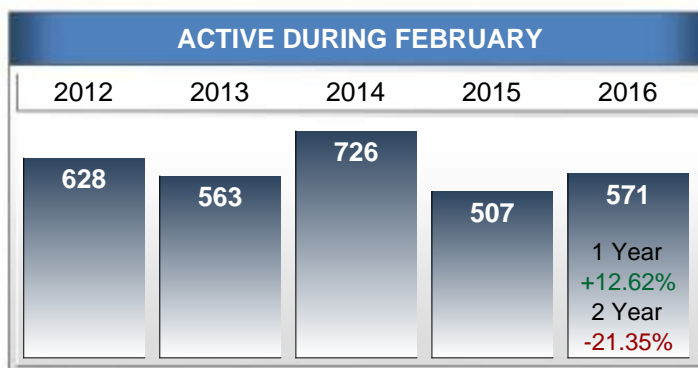
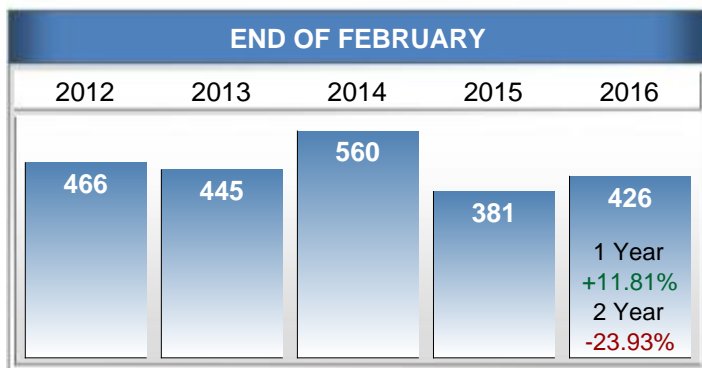
Active Inventory as of Mar 14, 2016



Active Inventory

Report Produced on: Mar 14, 2016

Area Delimited by County Of Washington



Active Inventory

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5yr FEB AVG = 456 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **426**, below the 5 yr FEB average of **456**

D E C	429
J A N	427
F E B	426
	-0.47%
	-0.23%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	37	8.69%	157.0	36	1	0	0		
\$20,001 \$50,000	48	11.27%	48.0	39	9	0	0		
\$50,001 \$70,000	65	15.26%	41.0	44	19	2	0		
\$70,001 \$120,000	103	24.18%	46.0	47	48	8	0		
\$120,001 \$180,000	75	17.61%	75.0	13	40	20	2		
\$180,001 \$320,000	55	12.91%	81.0	5	21	26	3		
\$320,001 and up	43	10.09%	69.0	12	1	14	16		
Total Active Inventory by Units:				426	60.0	196	139	70	21
Total Active Inventory by Volume:				68,007,399		24.45M	17.43M	16.26M	9.86M
Median Active Inventory Listing Price:				\$90,000		\$62,000	\$115,000	\$208,500	\$370,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

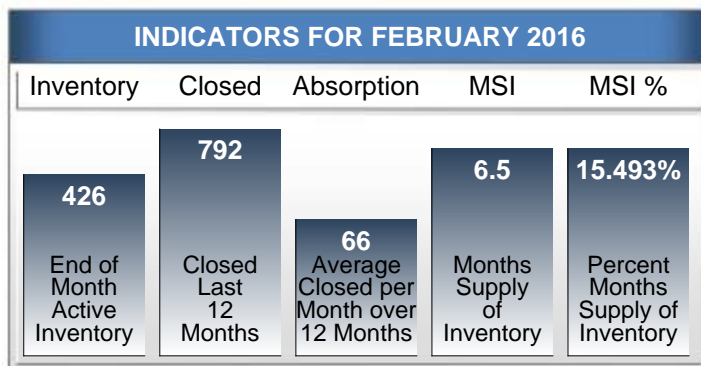
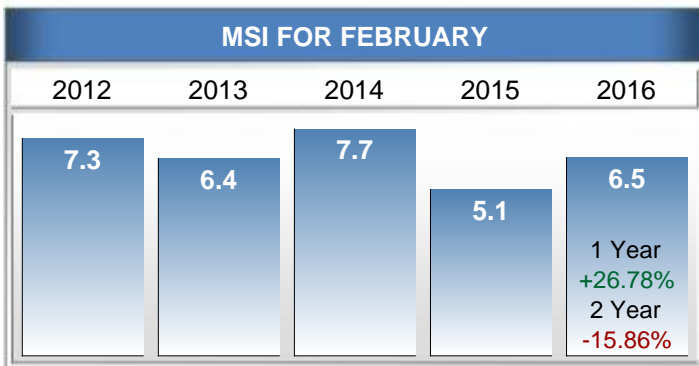
Active Inventory as of Mar 14, 2016



Months Supply of Inventory

Report Produced on: Mar 14, 2016

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Months Supply
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5yr FEB AVG = 6.6 **3 MONTHS**

High
Jun 2012 = 8.3

Low
Feb 2015 = 5.1

Months Supply this month at **6.5**, below the 5 yr FEB average of **6.6**

D E C	6.5
J A N	6.4
F E B	6.5
	-2.20%
	1.03%

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	37		8.69%	21.1	33.2	1.7	0.0	0.0
\$20,001 \$50,000	48		11.27%	6.9	13.8	2.3	0.0	0.0
\$50,001 \$70,000	65		15.26%	9.2	19.6	4.5	3.4	0.0
\$70,001 \$120,000	103		24.18%	5.6	21.7	3.5	3.4	0.0
\$120,001 \$180,000	75		17.61%	4.4	17.3	4.2	3.4	3.0
\$180,001 \$320,000	55		12.91%	4.5	15.0	6.5	3.3	3.6
\$320,001 and up	43		10.09%	16.1	144.0	1.7	9.9	27.4
MSI:		6.5			20.6	3.9	3.8	9.7
Total Active Inventory:		426			196	139	70	21



Monthly Inventory Analysis

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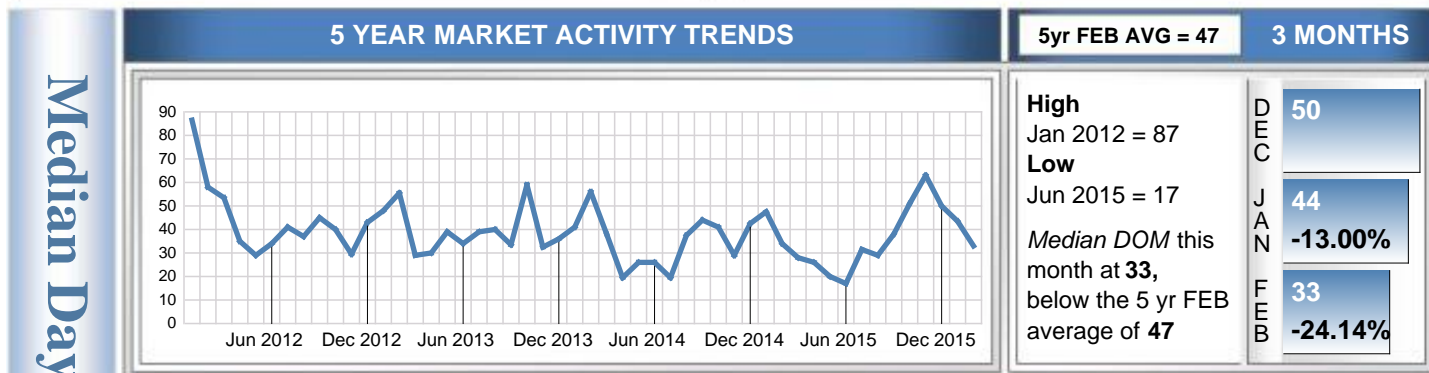
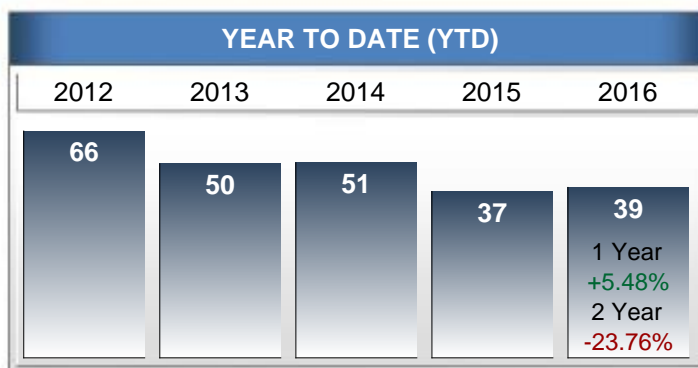
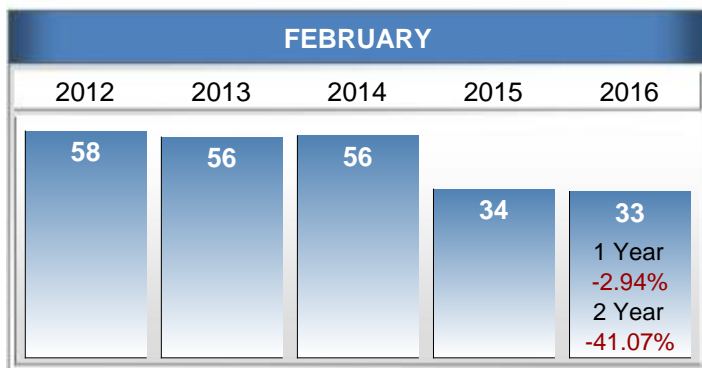
Closed Sales as of Mar 14, 2016



Median Days on Market to Sale

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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	4		8.70%	3.5	4.0	0.0	1.0	0.0
\$40,001 \$60,000	4		8.70%	49.0	0.0	17.0	81.0	0.0
\$60,001 \$80,000	7		15.22%	31.0	60.0	37.0	31.0	0.0
\$80,001 \$140,000	12		26.09%	50.0	118.0	33.0	67.0	0.0
\$140,001 \$190,000	8		17.39%	46.5	46.5	17.5	106.0	0.0
\$190,001 \$270,000	7		15.22%	75.0	0.0	126.0	50.5	0.0
\$270,001 and up	4		8.70%	77.0	0.0	77.0	20.0	0.0
Median Closed DOM:	33.0				28.0	35.0	67.0	0.0
Total Closed Units:	46				8	25	13	
Total Closed Volume:	6,254,000				569.50K	3.48M	2.20M	0.00B



Monthly Inventory Analysis

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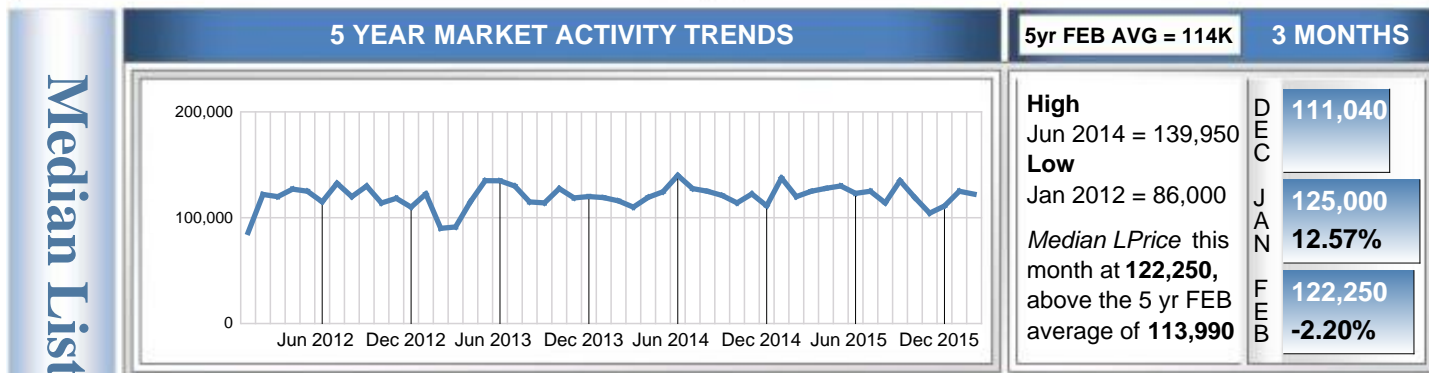
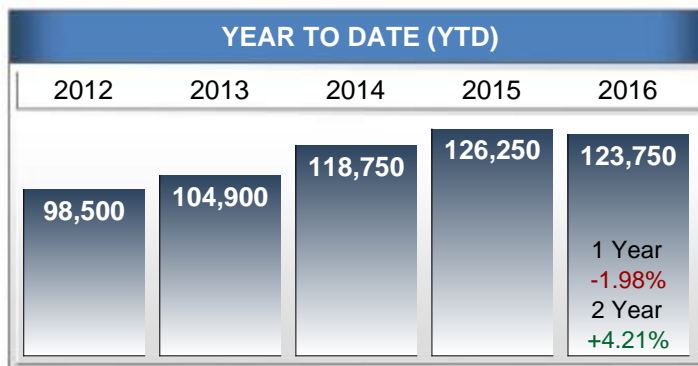
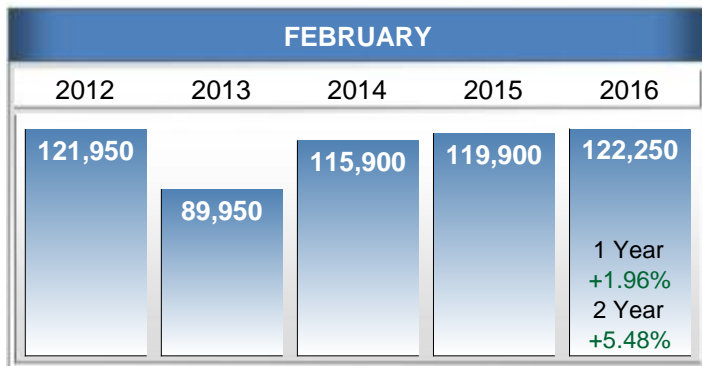
Closed Sales as of Mar 14, 2016



Median List Price at Closing

Report Produced on: Mar 14, 2016

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	3		6.52%	13,500	12,250	0	19,900	0
\$40,001 - \$60,000	5		10.87%	59,000	42,500	59,000	59,900	0
\$60,001 - \$80,000	7		15.22%	67,000	70,000	66,500	67,000	0
\$80,001 - \$140,000	12		26.09%	109,900	95,000	115,950	89,900	0
\$140,001 - \$190,000	8		17.39%	149,750	149,750	148,000	167,450	0
\$190,001 - \$270,000	6		13.04%	217,500	0	250,000	210,000	0
\$270,001 and up	5		10.87%	369,900	0	395,000	312,250	0
Median List Price:		\$122,250			\$70,000	\$117,000	\$199,500	\$0
Total Closed Units:		46			8	25	13	
Total List Volume:		6,481,700			601.50K	3.60M	2.28M	0.00B



Monthly Inventory Analysis

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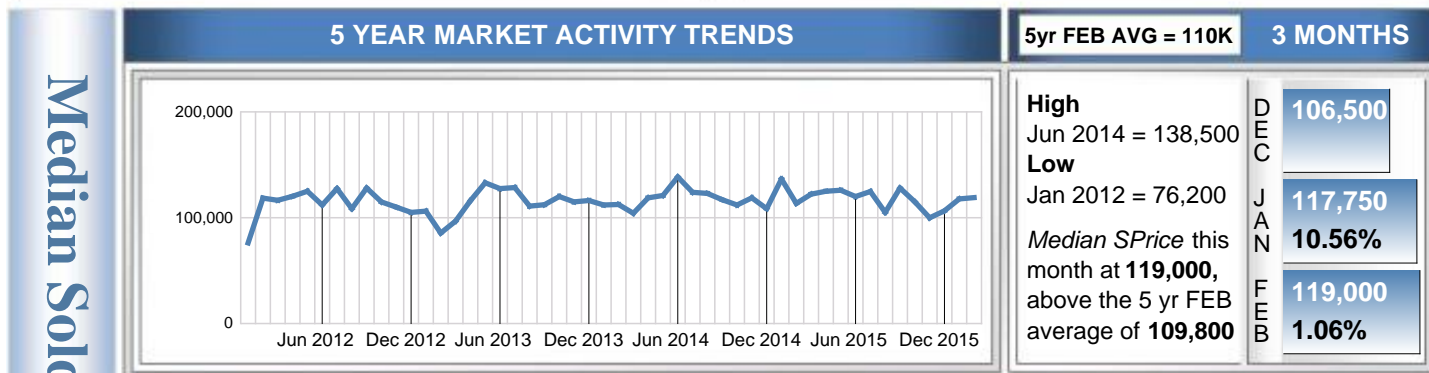
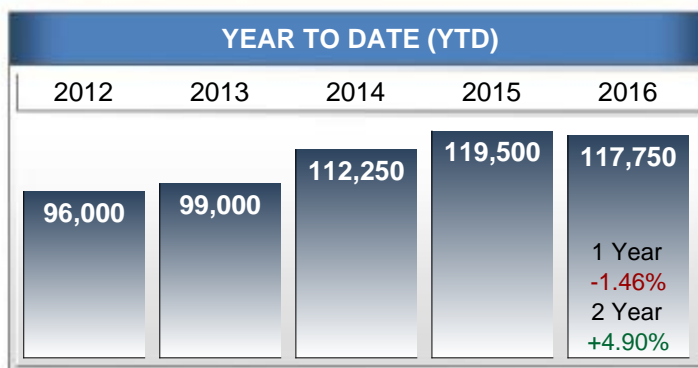
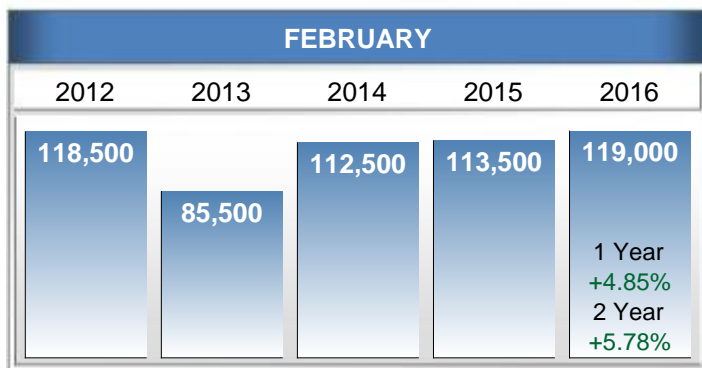
Closed Sales as of Mar 14, 2016



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+
\$40,000 and less	4		8.70%	14,250	12,500	0	16,000	0
\$40,001 \$60,000	4		8.70%	57,950	0	56,000	59,900	0
\$60,001 \$80,000	7		15.22%	67,000	70,000	66,450	67,000	0
\$80,001 \$140,000	12		26.09%	102,100	95,000	110,000	87,000	0
\$140,001 \$190,000	8		17.39%	146,750	144,000	146,250	164,000	0
\$190,001 \$270,000	7		15.22%	212,500	0	250,000	209,500	0
\$270,001 and up	4		8.70%	364,000	0	365,000	330,000	0
Median Closed Price:	\$119,000				\$70,000	\$113,000	\$193,000	\$0
Total Closed Units:	46				8	25	13	
Total Closed Volume:	6,254,000				569.50K	3.48M	2.20M	0.00B



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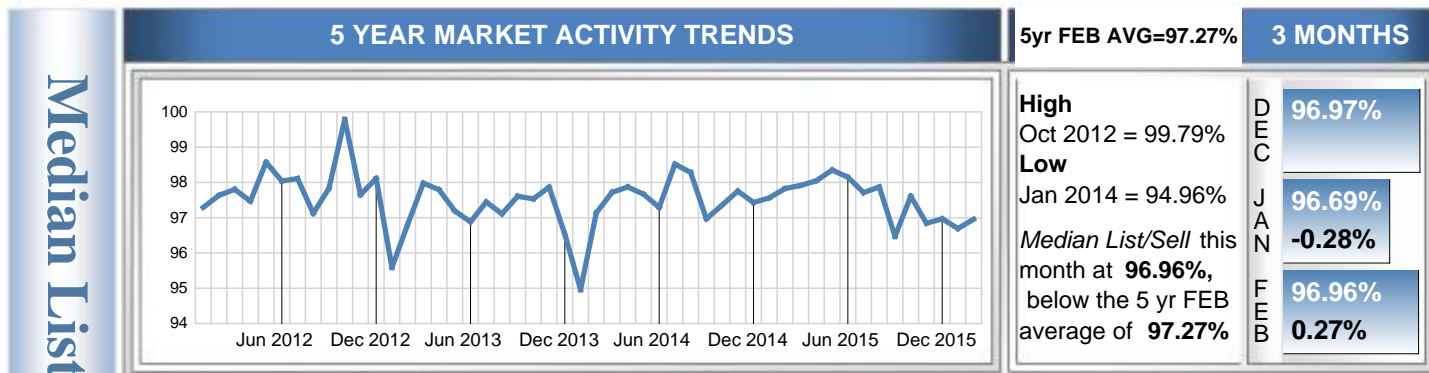
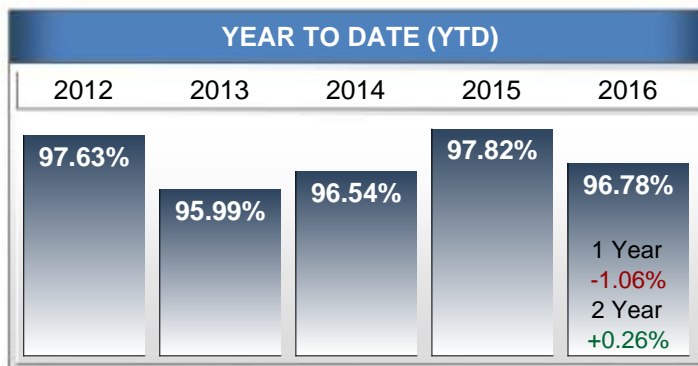
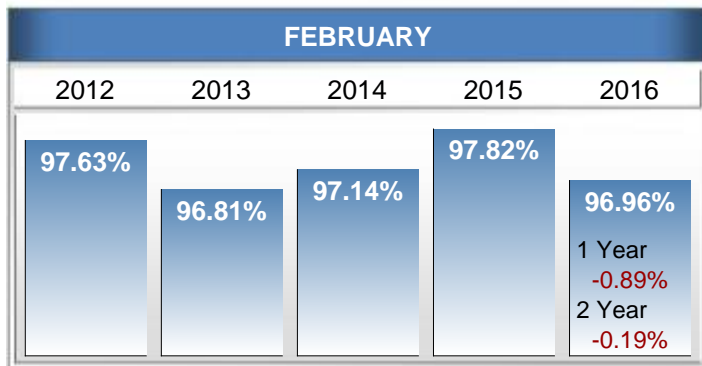
Closed Sales as of Mar 14, 2016



Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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	4	8.70%	81.11%	81.82%	0.00%	80.40%	0.00%
\$40,001 \$60,000	4	8.70%	96.74%	0.00%	93.49%	100.00%	0.00%
\$60,001 \$80,000	7	15.22%	100.00%	100.00%	100.00%	100.00%	0.00%
\$80,001 \$140,000	12	26.09%	96.07%	100.00%	95.22%	96.77%	0.00%
\$140,001 \$190,000	8	17.39%	97.83%	96.16%	98.73%	97.95%	0.00%
\$190,001 \$270,000	7	15.22%	97.99%	0.00%	100.00%	97.25%	0.00%
\$270,001 and up	4	8.70%	95.21%	0.00%	95.99%	94.42%	0.00%
Median List/Sell Ratio: 96.96%				96.16%	97.63%	97.12%	0.00%
Total Closed Units: 46				8	25	13	
Total Closed Volume: 6,254,000				569.50K	3.48M	2.20M	0.00B



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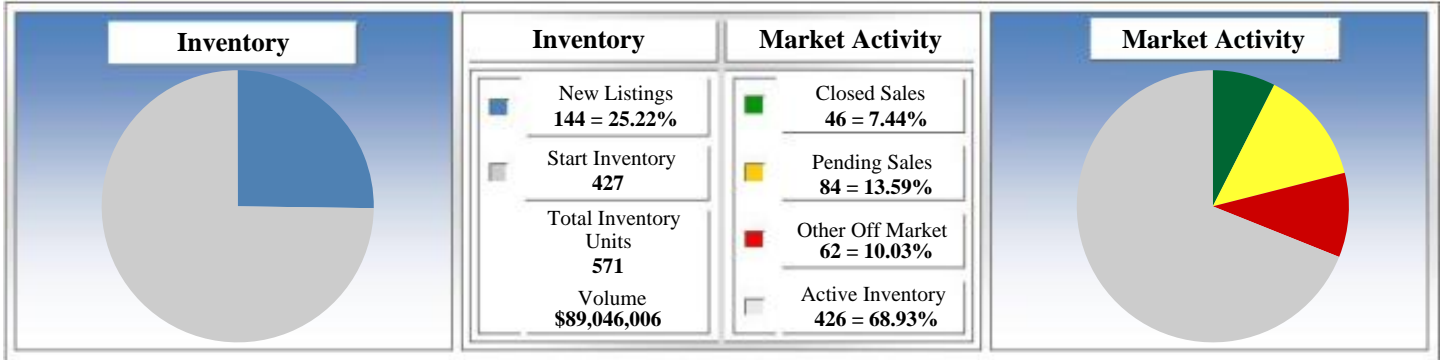
Inventory as of Mar 14, 2016



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 66 Sales/Month

Active Inventory as of February 29, 2016 = 426

	FEBRUARY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	56	46	-17.86%	98	102	4.08%
Pending Sales	69	84	21.74%	127	143	12.60%
New Listings	121	144	19.01%	286	273	-4.55%
Median List Price	119,900	122,250	1.96%	126,250	123,750	-1.98%
Median Sale Price	113,500	119,000	4.85%	119,500	117,750	-1.46%
Median Percent of List Price to Selling Price	97.82%	96.96%	-0.89%	97.82%	96.78%	-1.06%
Median Days on Market to Sale	34.00	33.00	-2.94%	36.50	38.50	5.48%
Monthly Inventory	381	426	11.81%	381	426	11.81%
Months Supply of Inventory	5.09	6.45	26.78%	5.09	6.45	26.78%

