



March 2016

Area Delimited by County Of Washington

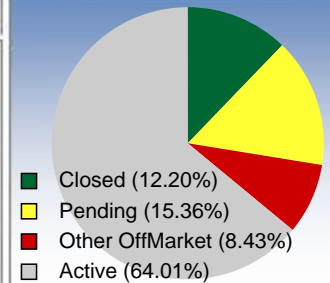


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of March 31, 2016 = **425**

	MARCH		
	2015	2016	+/- %
Closed Listings	74	81	9.46%
Pending Listings	64	102	59.38%
New Listings	139	161	15.83%
Average List Price	131,407	132,313	0.69%
Average Sale Price	127,169	127,299	0.10%
Average Percent of List Price to Selling Price	96.47%	96.14%	-0.34%
Average Days on Market to Sale	56.95	64.78	13.75%
End of Month Inventory	385	425	10.39%
Months Supply of Inventory	5.19	6.38	22.95%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 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 March 2016 rose **10.39%** to 425 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **6.38** 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 **0.10%** in March 2016 to \$127,299 versus the previous year at \$127,169.

Average Days on Market Lengthens

The average number of **64.78** days that homes spent on the market before selling increased by 7.83 days or **13.75%** in March 2016 compared to last year's same month at **56.95** DOM.

Sales Success for March 2016 is Positive

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

There were 161 New Listings in March 2016, up **15.83%** from last year at 139. Furthermore, there were 81 Closed Listings this month versus last year at 74, a **9.46%** increase.

Closed versus Listed trends yielded a **50.3%** ratio, down from last year's March 2016 at **53.2%**, a **5.50%** 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?

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

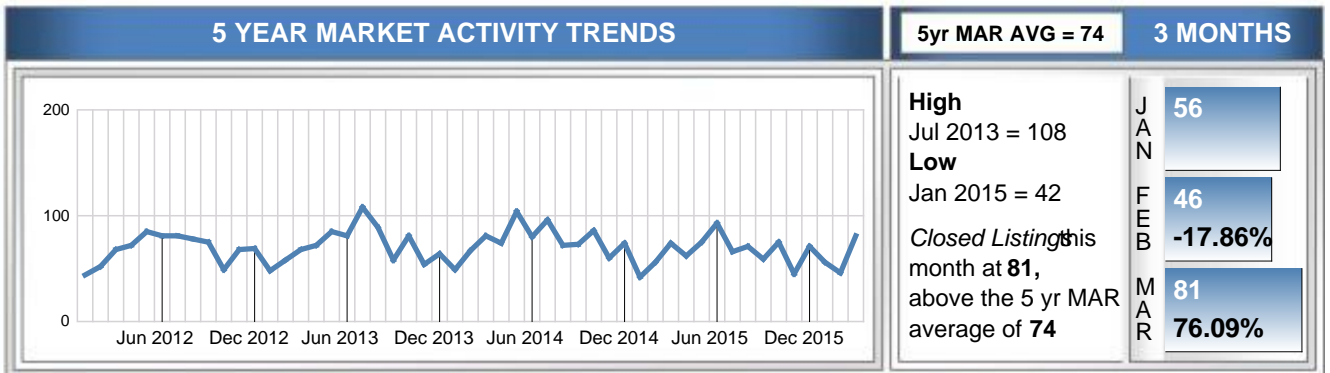
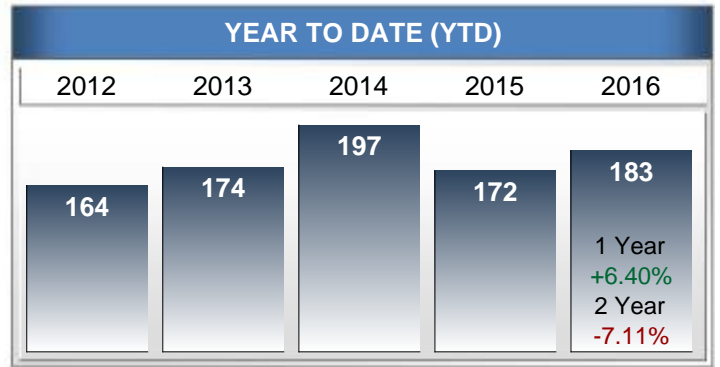
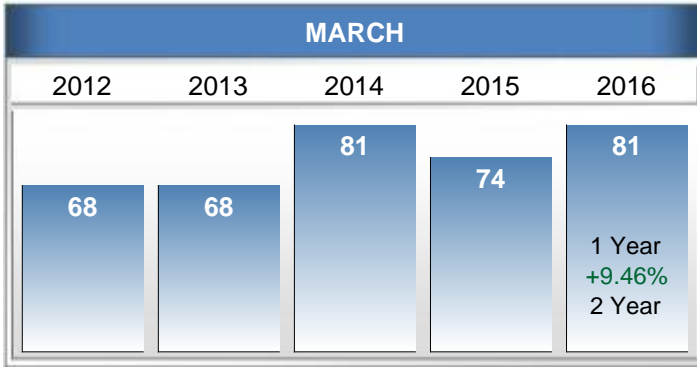
Closed Sales as of Apr 12, 2016



Closed Listings

Report Produced on: Apr 12, 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+
\$40,000 and less	6	7.41%	86.5	2	4	0	0
\$40,001 - \$60,000	9	11.11%	67.3	3	4	2	0
\$60,001 - \$90,000	16	19.75%	50.9	2	14	0	0
\$90,001 - \$130,000	20	24.69%	58.1	1	13	6	0
\$130,001 - \$170,000	12	14.81%	89.3	0	6	6	0
\$170,001 - \$210,000	8	9.88%	55.4	2	1	5	0
\$210,001 and up	10	12.35%	63.1	0	0	10	0
Total Closed Units:	81		64.8	10	42	29	0.00B
Total Closed Volume:	10,311,192			842.40K	3.98M	5.49M	0.00B
Average Closed Price:	\$127,299			\$84,240	\$94,846	\$189,147	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

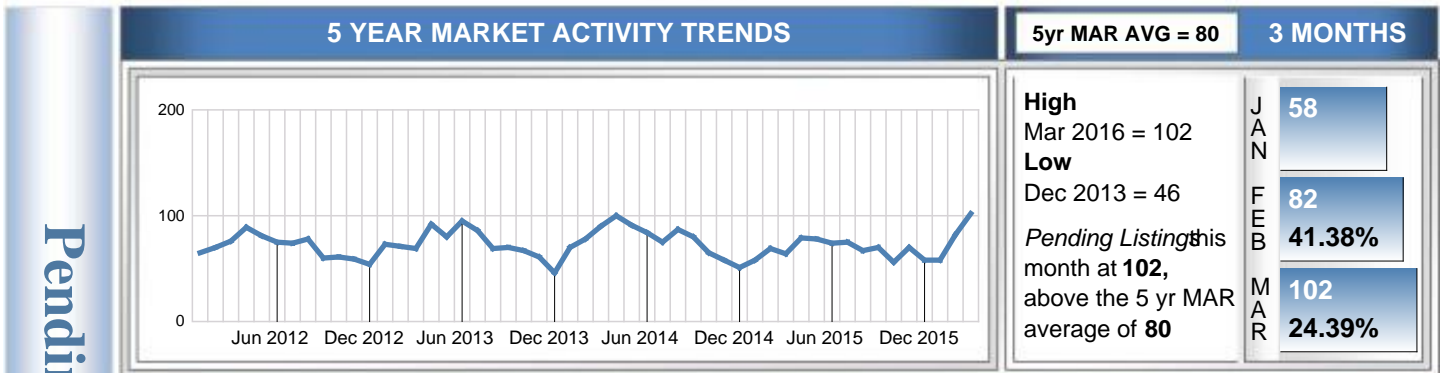
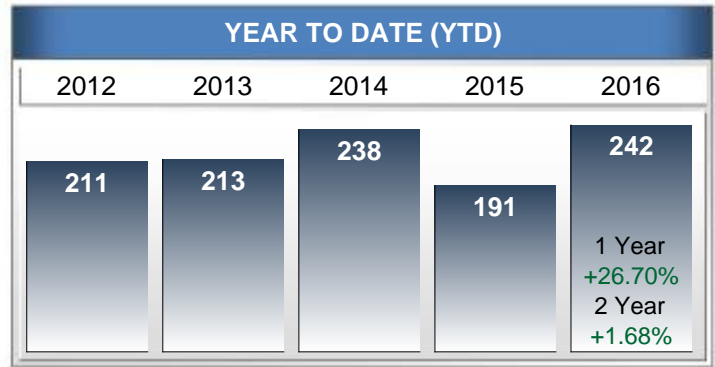
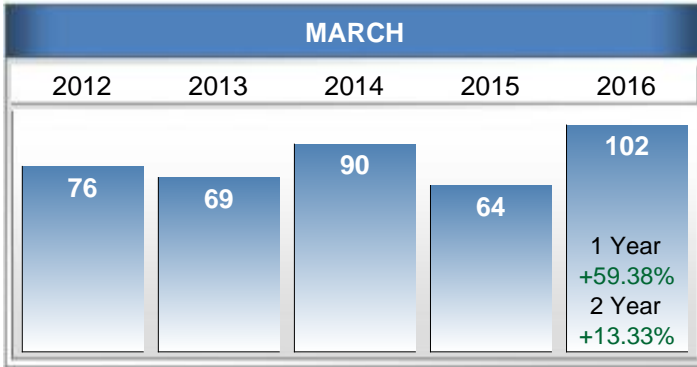
Pending Listings as of Apr 12, 2016



Pending Listings

Report Produced on: Apr 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+
\$30,000 and less	4	3.92%	6.0	4	0	0	0
\$30,001 - \$60,000	16	15.69%	53.5	8	8	0	0
\$60,001 - \$90,000	19	18.63%	57.6	5	13	1	0
\$90,001 - \$130,000	20	19.61%	50.7	2	16	2	0
\$130,001 - \$170,000	18	17.65%	60.6	1	7	8	2
\$170,001 - \$230,000	13	12.75%	50.1	1	6	6	0
\$230,001 and up	12	11.76%	45.0	0	2	7	3
Total Pending Units:	102		82.3	21	52	24	5
Total Pending Volume:	13,684,399			1.38M	5.91M	4.80M	1.60M
Average Listing Price:	\$149,133			\$65,624	\$113,562	\$200,092	\$319,780



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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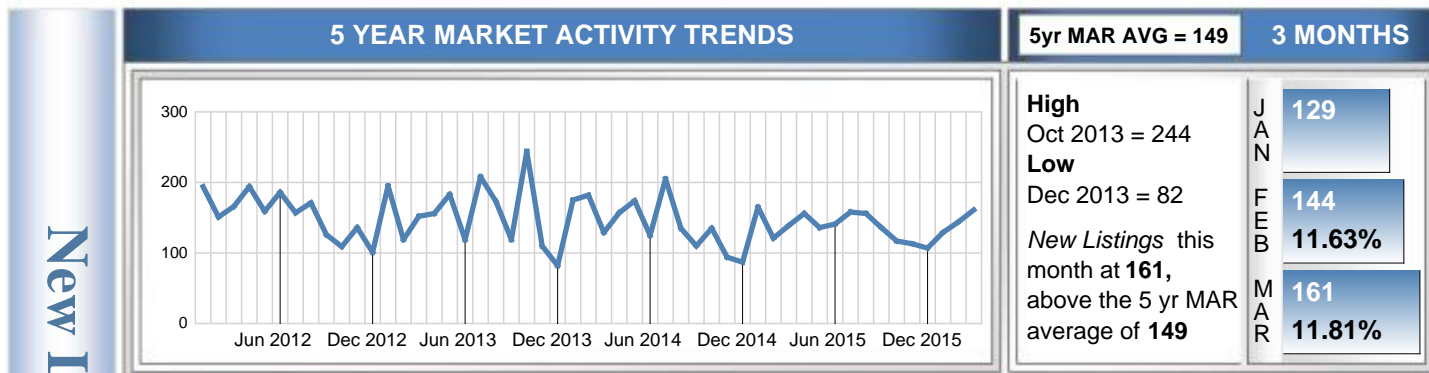
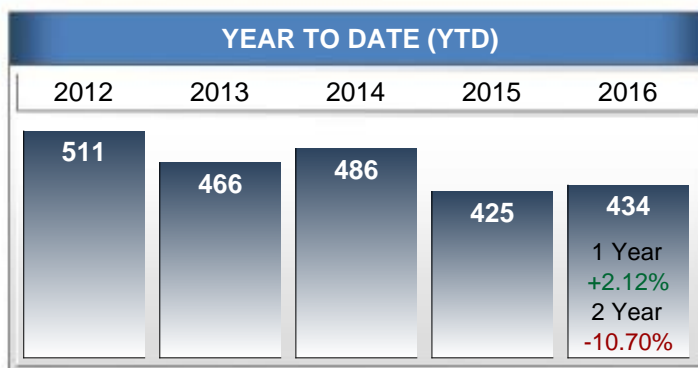
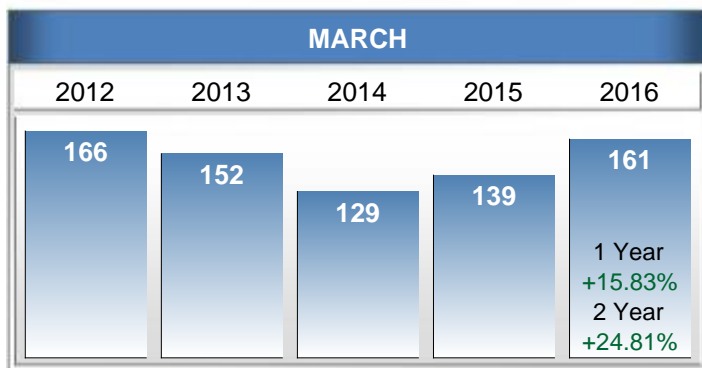
New Listings as of Apr 12, 2016



New Listings

Report Produced on: Apr 12, 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+
\$50,000 and less	12	7.45%	7	5	0	0
\$50,001 - \$60,000	7	4.35%	4	3	0	0
\$60,001 - \$90,000	39	24.22%	16	22	1	0
\$90,001 - \$130,000	36	22.36%	3	27	6	0
\$130,001 - \$180,000	30	18.63%	1	18	9	2
\$180,001 - \$270,000	19	11.80%	0	5	14	0
\$270,001 and up	18	11.18%	2	1	13	2
Total New Listed Units:	161		33	81	43	4
Total New Listed Volume:	23,200,399		2.60M	9.18M	10.16M	1.26M
Average New Listed Listing Price:	\$146,500		\$78,853	\$113,294	\$236,198	\$316,225



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

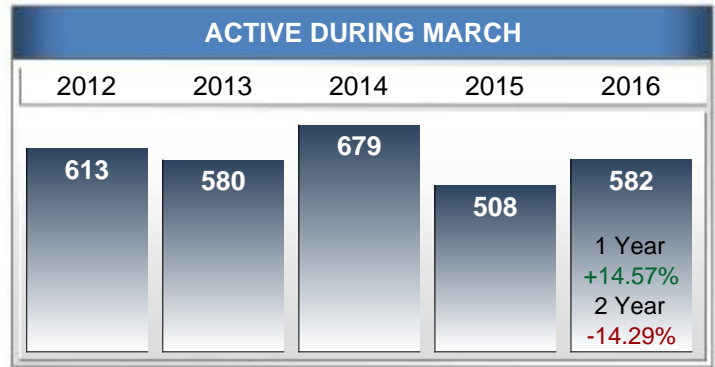
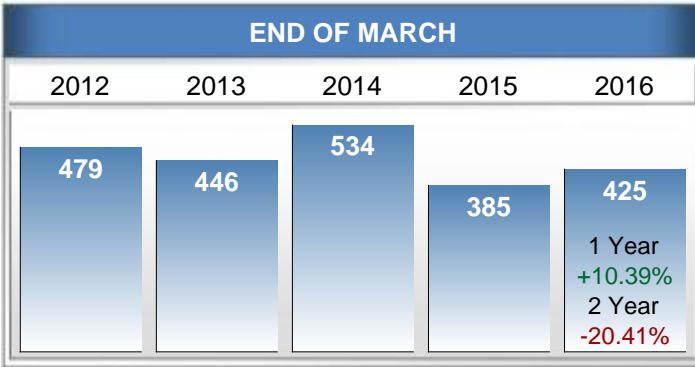
Active Inventory as of Apr 12, 2016



Active Inventory

Report Produced on: Apr 12, 2016

Area Delimited by County Of Washington



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	25	5.88%	96.9	23	2	0	0		
\$25,001 \$50,000	36	8.47%	83.7	30	6	0	0		
\$50,001 \$75,000	98	23.06%	56.8	70	26	2	0		
\$75,001 \$125,000	104	24.47%	63.6	31	61	12	0		
\$125,001 \$175,000	56	13.18%	60.5	10	31	13	2		
\$175,001 \$300,000	59	13.88%	71.6	6	21	30	2		
\$300,001 and up	47	11.06%	79.8	10	2	21	14		
Total Active Inventory by Units:				425	68.2	180	149	78	18
Total Active Inventory by Volume:				69,731,399		23.65M	18.20M	18.96M	8.92M
Average Active Inventory Listing Price:				\$164,074		\$131,400	\$122,130	\$243,084	\$495,642

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

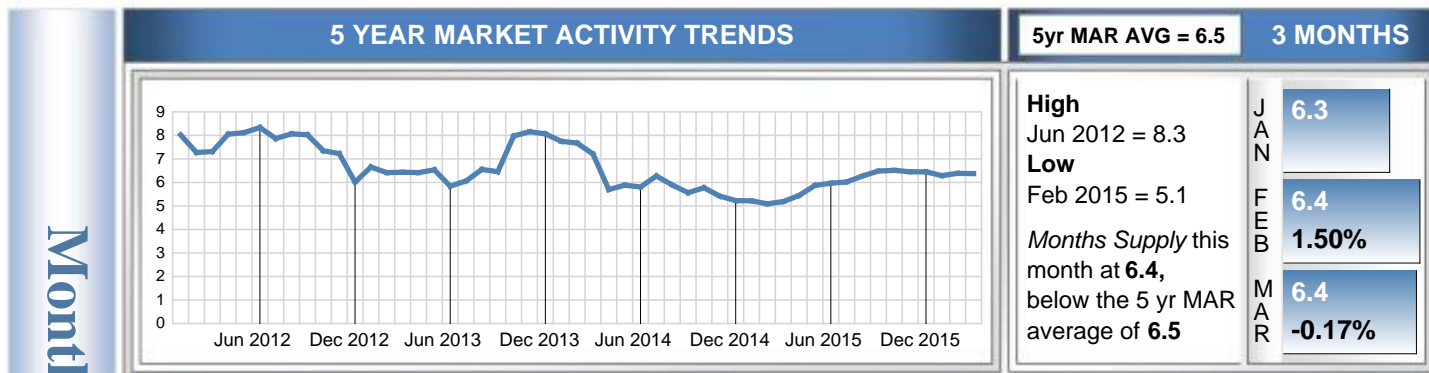
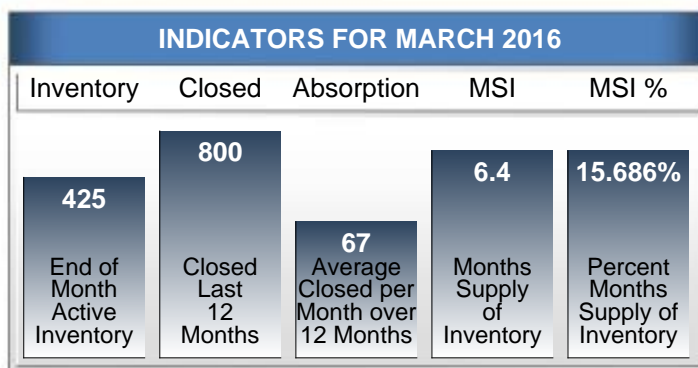
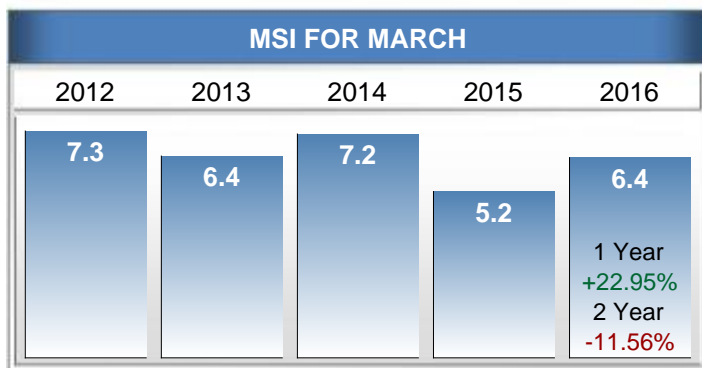
Active Inventory as of Apr 12, 2016



Months Supply of Inventory

Report Produced on: Apr 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+
\$40,000 and less	41	9.65%	6.9	13.5	1.3	0.0	0.0
\$40,001 \$60,000	46	10.82%	7.5	13.7	3.7	2.4	0.0
\$60,001 \$70,000	52	12.24%	13.9	37.0	5.6	4.0	0.0
\$70,001 \$120,000	117	27.53%	6.1	18.6	4.2	4.5	0.0
\$120,001 \$190,000	75	17.65%	4.2	19.5	4.1	2.8	3.4
\$190,001 \$310,000	49	11.53%	4.6	20.0	6.6	3.6	2.4
\$310,001 and up	45	10.59%	15.9	120.0	3.0	12.7	24.0
MSI:	6.4			18.8	4.1	4.1	8.6
Total Active Inventory:	425			180	149	78	18



Monthly Inventory Analysis

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March 2016

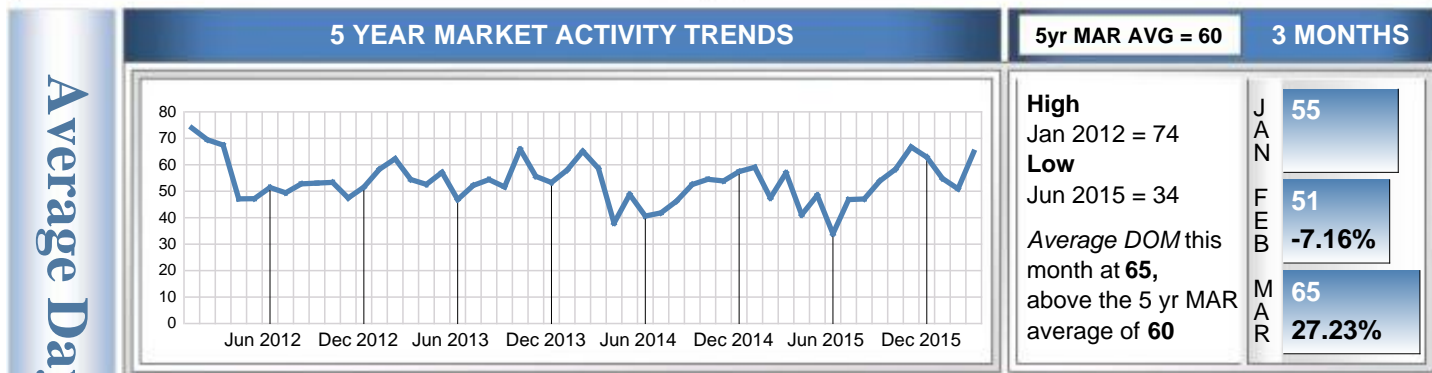
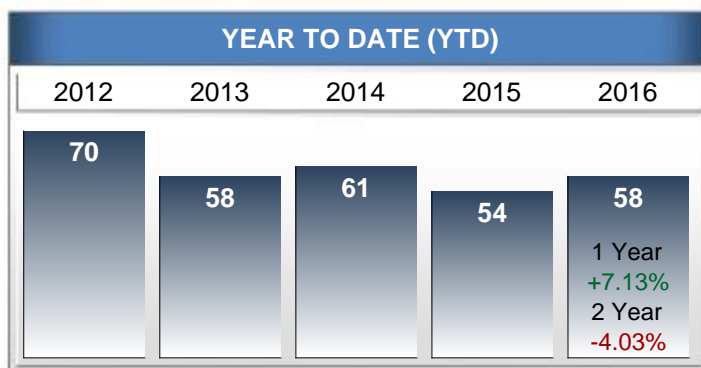
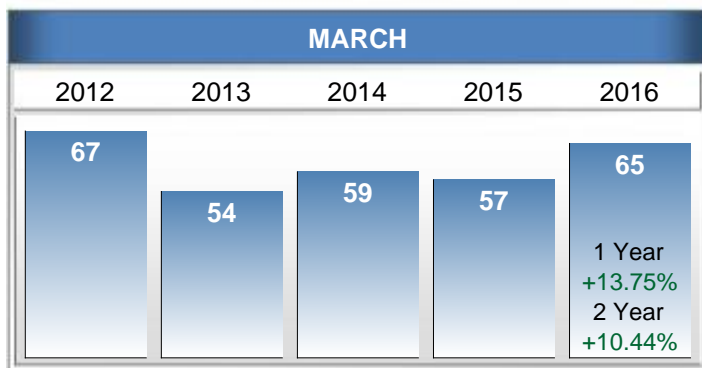
Closed Sales as of Apr 12, 2016



Average Days on Market to Sale

Report Produced on: Apr 12, 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+
\$40,000 and less	6	7.41%	86.5	52.5	103.5	0.0	0.0
\$40,001 - \$60,000	9	11.11%	67.3	86.0	71.8	30.5	0.0
\$60,001 - \$90,000	16	19.75%	50.9	31.5	53.6	0.0	0.0
\$90,001 - \$130,000	20	24.69%	58.1	19.0	66.5	46.3	0.0
\$130,001 - \$170,000	12	14.81%	89.3	0.0	96.3	82.3	0.0
\$170,001 - \$210,000	8	9.88%	55.4	16.5	14.0	79.2	0.0
\$210,001 and up	10	12.35%	63.1	0.0	0.0	63.1	0.0
Average Closed DOM: 64.8				47.8	69.3	64.1	0.0
Total Closed Units: 81				10	42	29	
Total Closed Volume: 10,311,192				842.40K	3.98M	5.49M	0.00B



Monthly Inventory Analysis

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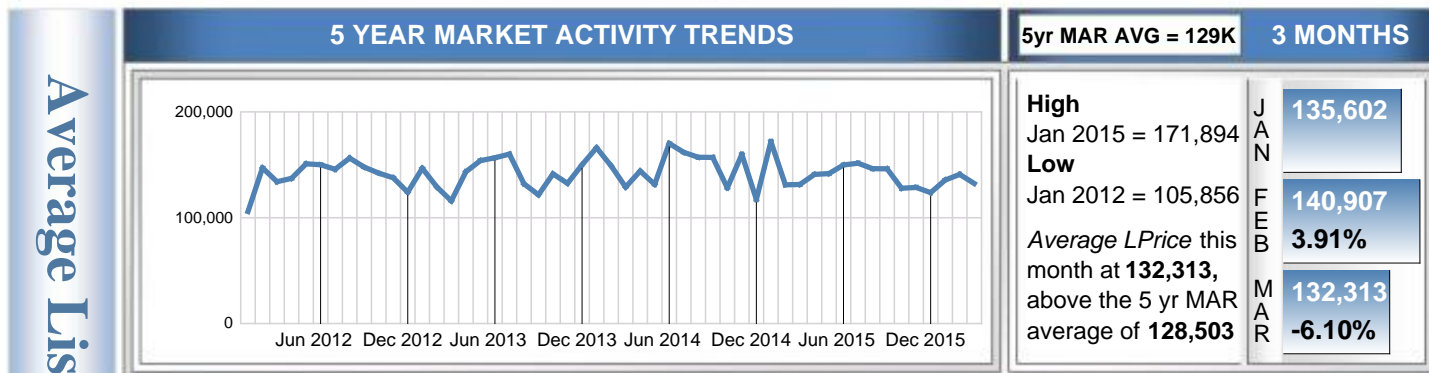
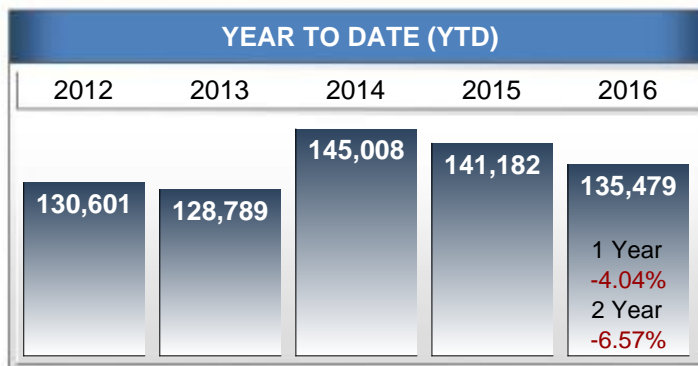
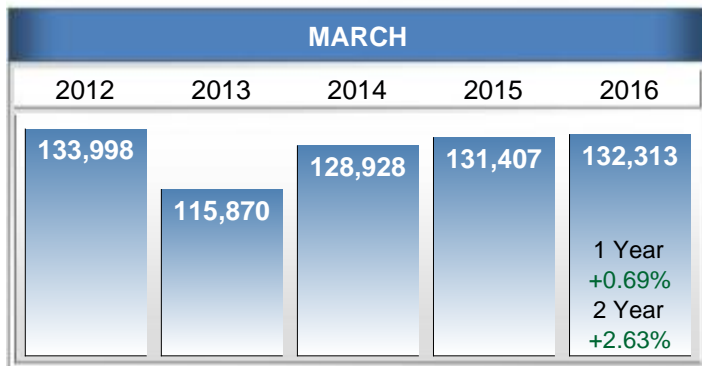
Closed Sales as of Apr 12, 2016



Average List Price at Closing

Report Produced on: Apr 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		6.17%	32,040	34,400	33,250	0	0
\$40,001 \$60,000	9		11.11%	51,600	52,667	57,850	47,950	0
\$60,001 \$90,000	15		18.52%	78,082	78,950	81,123	0	0
\$90,001 \$130,000	21		25.93%	109,905	94,900	116,938	107,983	0
\$130,001 \$170,000	11		13.58%	146,273	0	149,050	153,767	0
\$170,001 \$210,000	10		12.35%	192,170	189,500	215,000	196,980	0
\$210,001 and up	10		12.35%	308,282	0	0	307,782	0
Average List Price:		\$132,313			\$85,860	\$98,324	\$197,556	\$0
Total Closed Units:		81			10	42	29	
Total List Volume:		10,717,347			858.60K	4.13M	5.73M	0.00B



Monthly Inventory Analysis

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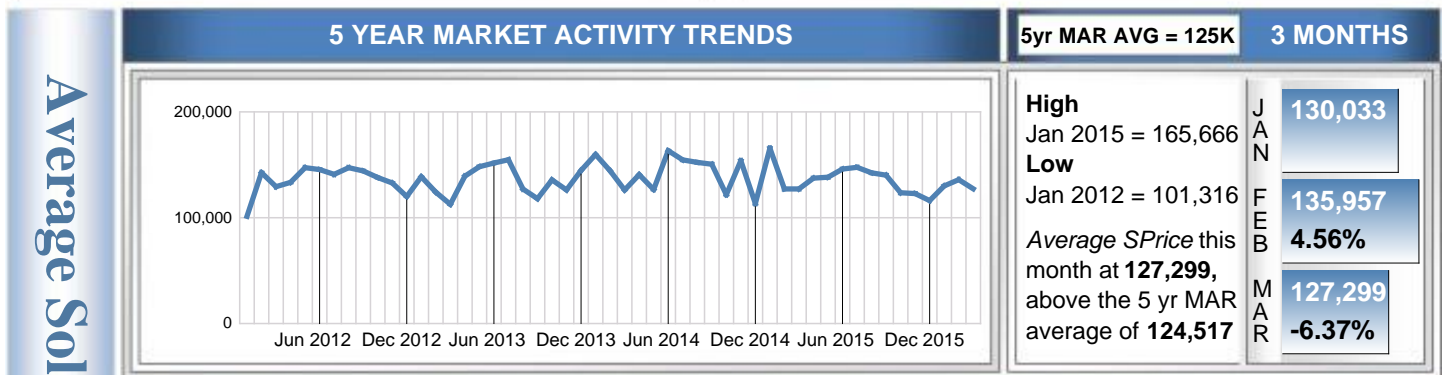
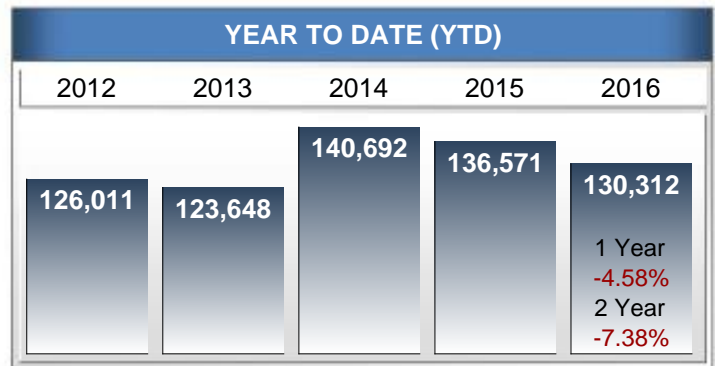
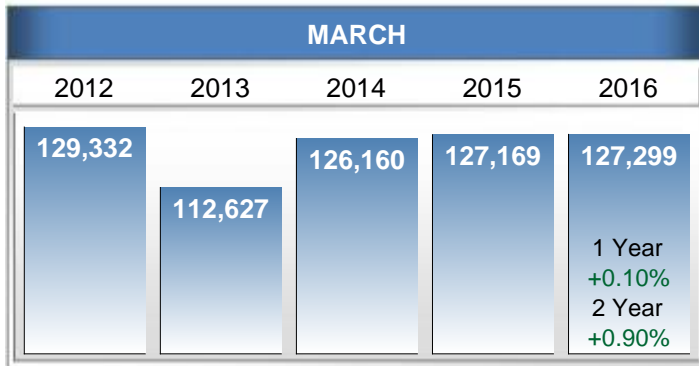
Closed Sales as of Apr 12, 2016



Average Sold Price at Closing

Report Produced on: Apr 12, 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+
\$40,000 and less	6		7.41%	30,250	31,250	29,750	0	0
\$40,001 - \$60,000	9		11.11%	50,724	48,833	54,500	46,010	0
\$60,001 - \$90,000	16		19.75%	78,858	80,000	78,695	0	0
\$90,001 - \$130,000	20		24.69%	109,540	91,500	113,523	103,917	0
\$130,001 - \$170,000	12		14.81%	146,167	0	144,000	148,333	0
\$170,001 - \$210,000	8		9.88%	193,050	190,949	205,000	191,500	0
\$210,001 and up	10		12.35%	292,225	0	0	292,225	0
Average Closed Price:	\$127,299				\$84,240	\$94,846	\$189,147	\$0
Total Closed Units:	81				10	42	29	
Total Closed Volume:	10,311,192				842.40K	3.98M	5.49M	0.00B



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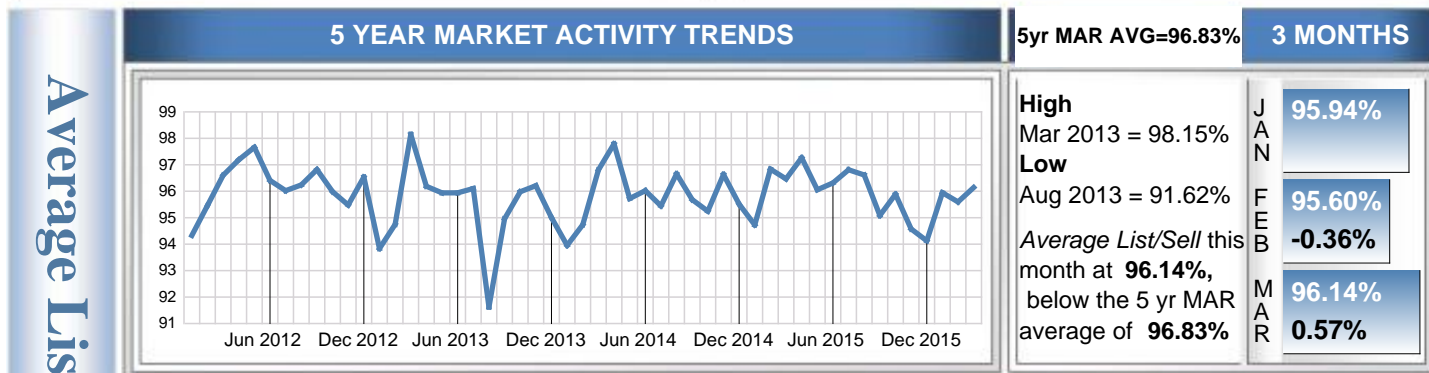
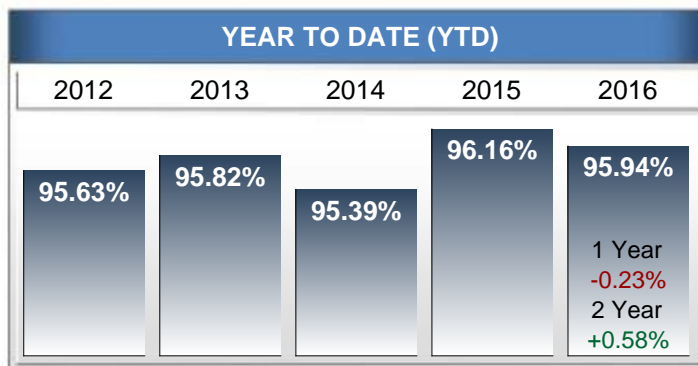
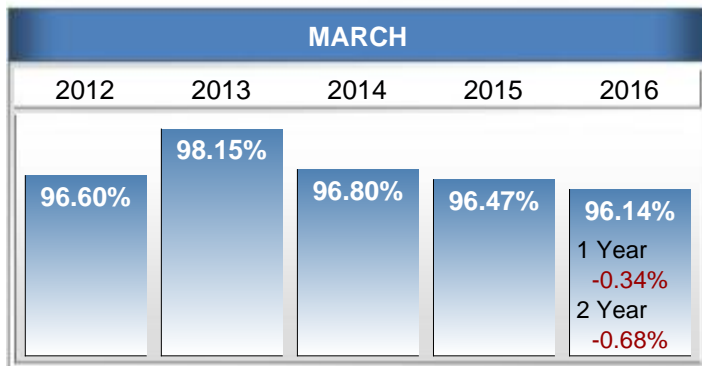
Closed Sales as of Apr 12, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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

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	7.41%	89.51%	90.85%	88.83%	0.00%	0.00%
\$40,001 - \$60,000	9	11.11%	94.27%	92.83%	94.43%	96.11%	0.00%
\$60,001 - \$90,000	16	19.75%	97.58%	101.27%	97.06%	0.00%	0.00%
\$90,001 - \$130,000	20	24.69%	96.83%	96.42%	97.14%	96.25%	0.00%
\$130,001 - \$170,000	12	14.81%	96.65%	0.00%	96.75%	96.55%	0.00%
\$170,001 - \$210,000	8	9.88%	97.86%	100.78%	95.35%	97.20%	0.00%
\$210,001 and up	10	12.35%	96.14%	0.00%	0.00%	96.14%	0.00%
Average List/Sell Ratio: 96.10%				96.07%	95.96%	96.43%	0.00%
Total Closed Units: 81				10	42	29	
Total Closed Volume: 10,311,192				842.40K	3.98M	5.49M	0.00B



Monthly Inventory Analysis

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March 2016

Inventory as of Apr 12, 2016



Market Summary

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Absorption: Last 12 months, an Average of 67 Sales/Month

Active Inventory as of March 31, 2016 = 425

	MARCH			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	74	81	9.46%	172	183	6.40%
Pending Sales	64	102	59.38%	191	242	26.70%
New Listings	139	161	15.83%	425	434	2.12%
Average List Price	131,407	132,313	0.69%	141,182	135,479	-4.04%
Average Sale Price	127,169	127,299	0.10%	136,571	130,312	-4.58%
Average Percent of List Price to Selling Price	96.47%	96.14%	-0.34%	96.16%	95.94%	-0.23%
Average Days on Market to Sale	56.95	64.78	13.75%	54.37	58.25	7.13%
Monthly Inventory	385	425	10.39%	385	425	10.39%
Months Supply of Inventory	5.19	6.38	22.95%	5.19	6.38	22.95%

