



April 2015

Area Delimited by County Of Washington

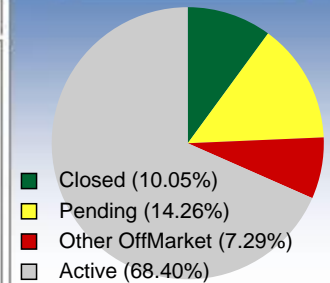


Absorption: Last 12 months, an Average of **73** Sales/Month

Active Inventory as of April 30, 2015 = **422**

	APRIL		
	2014	2015	+/-%
Closed Listings	74	62	-16.22%
Pending Listings	100	88	-12.00%
New Listings	157	156	-0.64%
Average List Price	144,077	140,920	-2.19%
Average Sale Price	140,680	137,374	-2.35%
Average Percent of List Price to Selling Price	97.79%	97.26%	-0.54%
Average Days on Market to Sale	37.95	41.10	8.30%
End of Month Inventory	423	422	-0.24%
Months Supply of Inventory	5.70	5.77	1.24%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 14, 2015

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2015 decreased **0.24%** to 422 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **5.77** 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 **2.35%** in April 2015 to \$137,374 versus the previous year at \$140,680.

Average Days on Market Lengthens

The average number of **41.10** days that homes spent on the market before selling increased by 3.15 days or **8.30%** in April 2015 compared to last year's same month at **37.95** DOM.

Sales Success for April 2015 is Positive

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

There were 156 New Listings in April 2015, down **0.64%** from last year at 157. Furthermore, there were 62 Closed Listings this month versus last year at 74, a **-16.22%** decrease.

Closed versus Listed trends yielded a **39.7%** ratio, down from last year's April 2015 at **47.1%**, a **15.68%** downswing. This will certainly create pressure on a decreasing 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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Monthly Inventory Analysis

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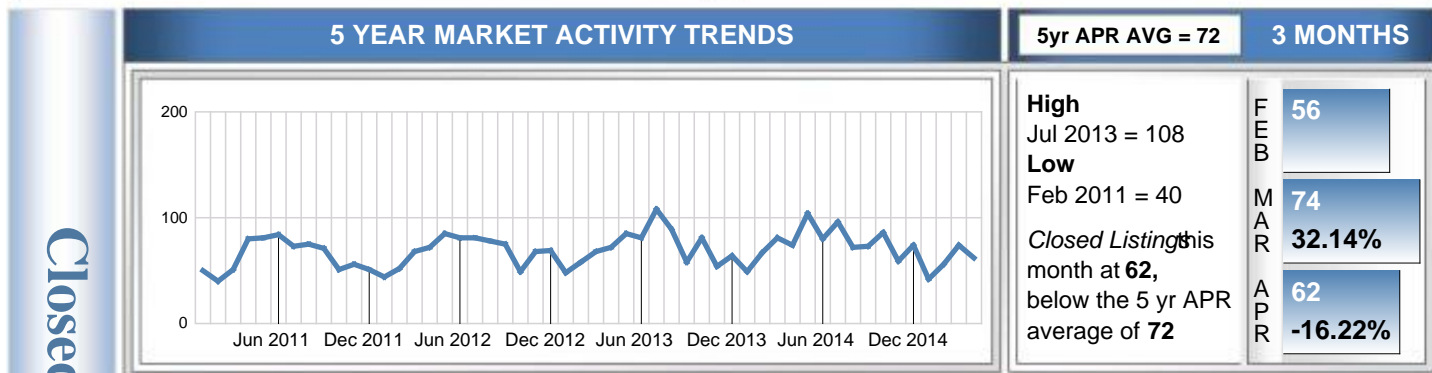
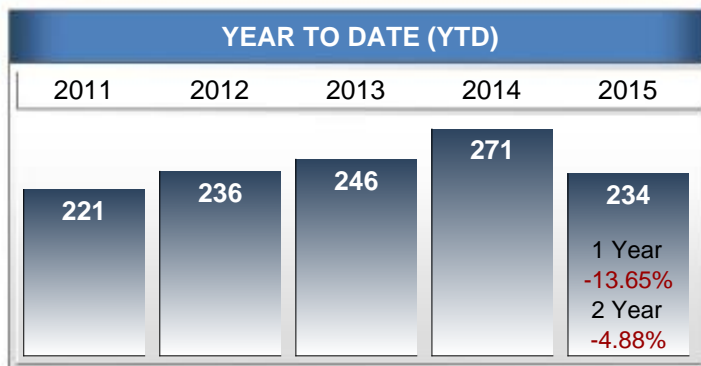
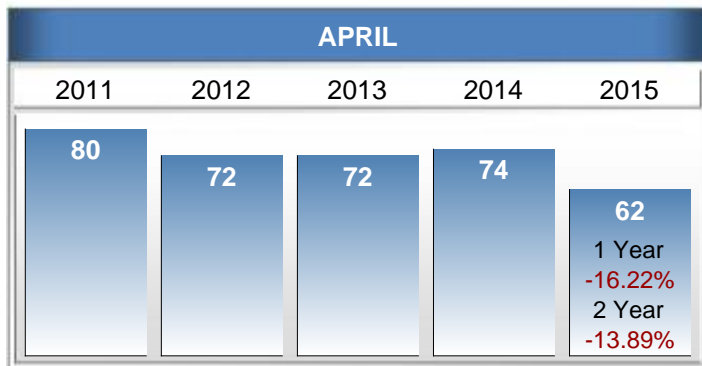
Closed Sales as of May 14, 2015



Closed Listings

Report Produced on: May 14, 2015

Area Delimited by County Of Washington



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	3	4.84%	21.7	0	3	0	0	
\$30,001 \$60,000	10	16.13%	16.7	4	5	0	1	
\$60,001 \$90,000	8	12.90%	45.1	1	6	1	0	
\$90,001 \$140,000	18	29.03%	31.9	3	11	4	0	
\$140,001 \$190,000	7	11.29%	65.9	0	5	2	0	
\$190,001 \$240,000	10	16.13%	45.2	1	2	6	1	
\$240,001 and up	6	9.68%	78.0	0	0	4	2	
Total Closed Units: 62				41.1	9	32	17	4
Total Closed Volume: 8,517,159					817.00K	3.21M	3.49M	1.01M
Average Closed Price: \$137,374					\$90,778	\$100,194	\$205,203	\$251,375

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

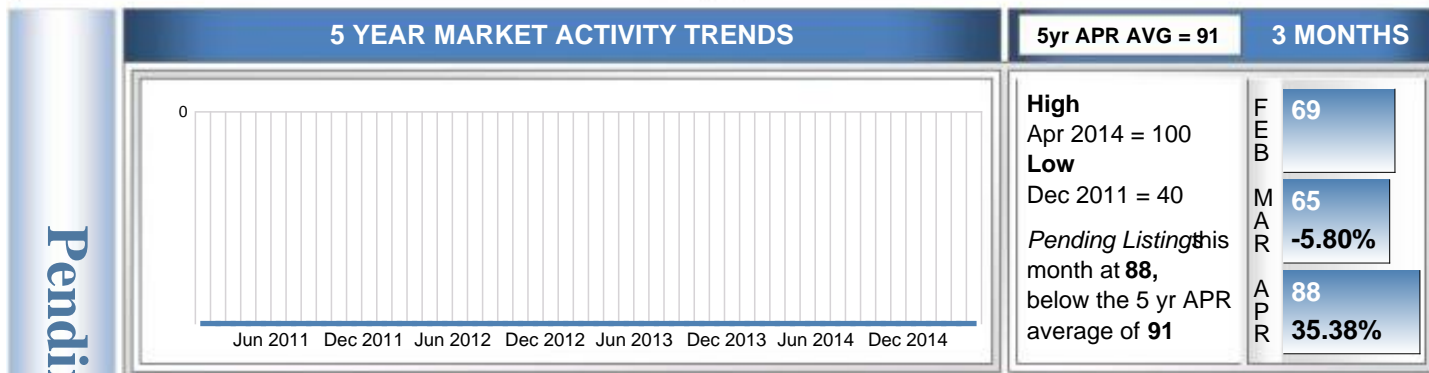
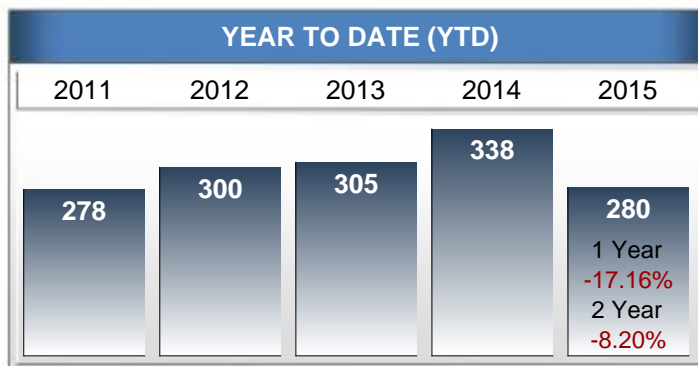
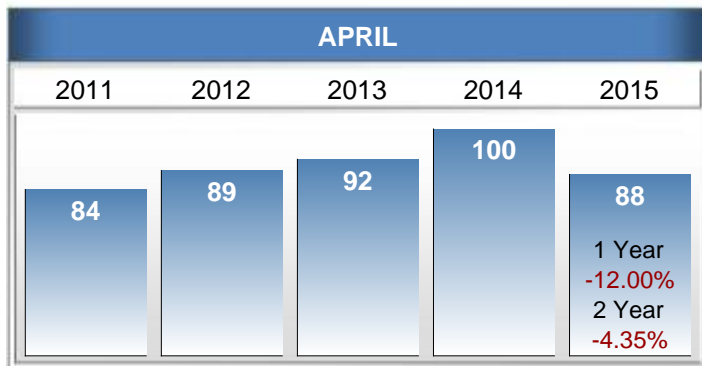
Pending Listings as of May 14, 2015



Pending Listings

Report Produced on: May 14, 2015

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+
\$50,000 and less	5	5.68%	58.8	2	3	0	0
\$50,001 - \$75,000	7	7.95%	37.3	2	3	1	1
\$75,001 - \$100,000	16	18.18%	29.8	3	11	2	0
\$100,001 - \$150,000	25	28.41%	35.7	3	18	4	0
\$150,001 - \$200,000	17	19.32%	41.1	0	8	9	0
\$200,001 - \$225,000	6	6.82%	41.7	0	5	1	0
\$225,001 and up	12	13.64%	73.3	0	1	10	1
Total Pending Units: 88				10	49	27	2
Total Pending Volume: 12,879,803				769.60K	6.44M	5.33M	342.50K
Average Listing Price: \$165,186				\$76,960	\$131,369	\$197,430	\$171,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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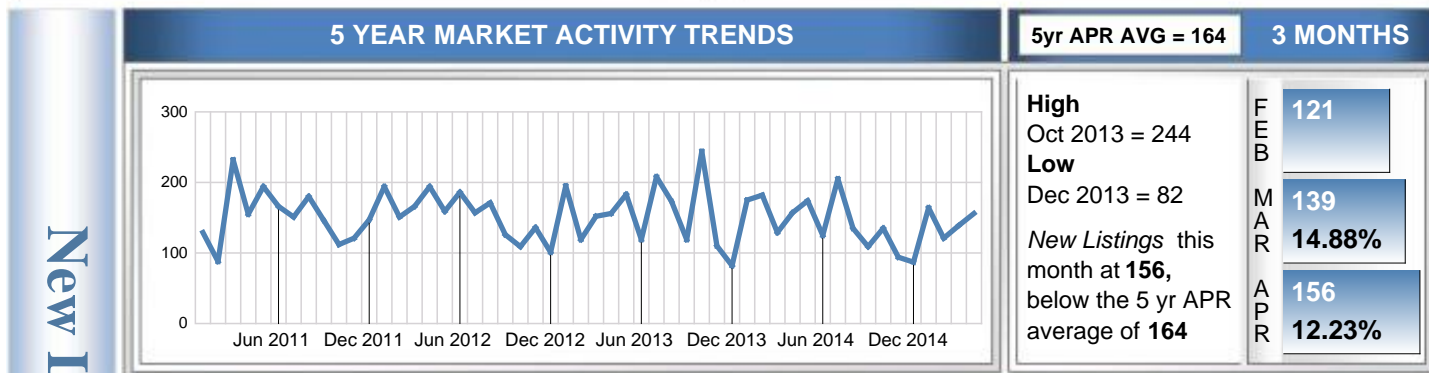
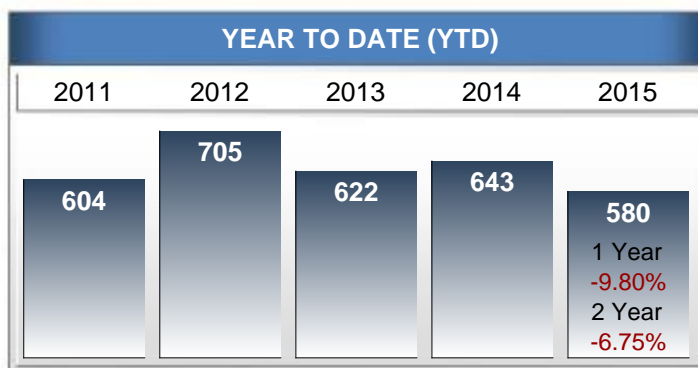
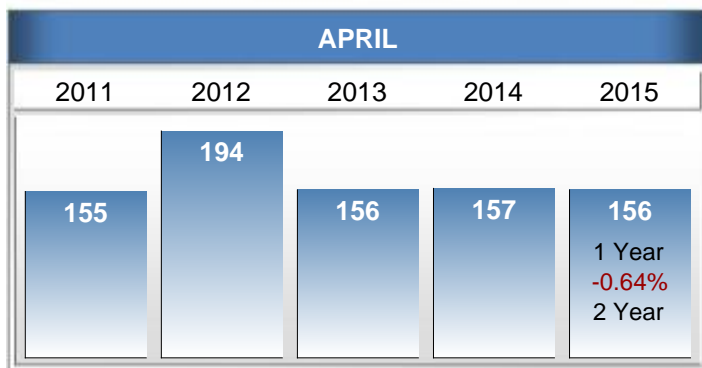
New Listings as of May 14, 2015



New Listings

Report Produced on: May 14, 2015

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+
\$60,000 and less	15	9.62%	7	7	0	1
\$60,001 - \$80,000	19	12.18%	10	8	1	0
\$80,001 - \$110,000	23	14.74%	3	16	4	0
\$110,001 - \$150,000	36	23.08%	4	26	5	1
\$150,001 - \$220,000	25	16.03%	3	11	8	3
\$220,001 - \$290,000	20	12.82%	1	4	14	1
\$290,001 and up	18	11.54%	1	1	10	6
Total New Listed Units:			29	73	42	12
Total New Listed Volume:			2.82M	9.15M	10.07M	3.91M
Average New Listed Listing Price:			\$97,293	\$125,305	\$239,769	\$325,500



Monthly Inventory Analysis

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April 2015

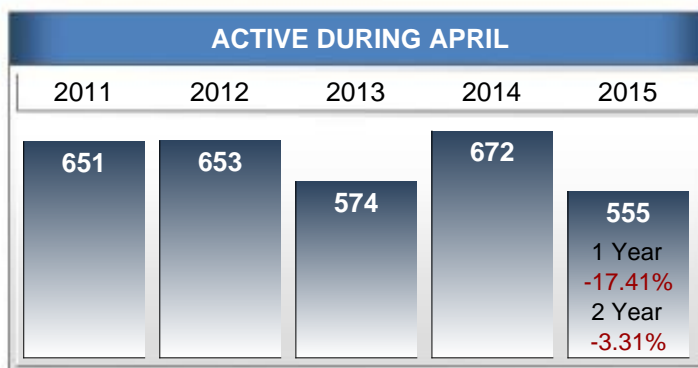
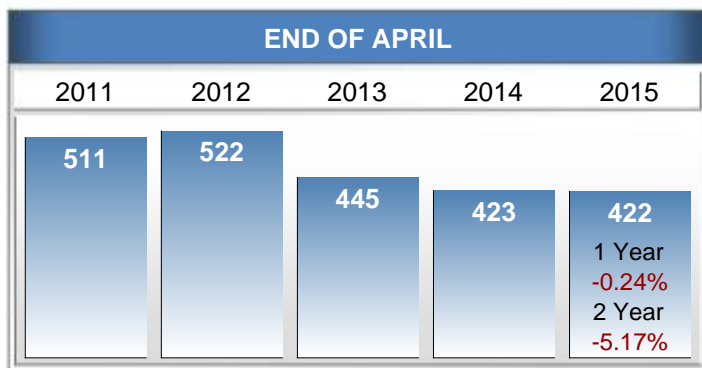
Active Inventory as of May 14, 2015



Active Inventory

Report Produced on: May 14, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr APR AVG = 465 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 388

Inventory this month at **422**, below the 5 yr APR average of **465**

FEB	388
MAR	401
APR	422
APR	5.24%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	38	9.00%	78.6	37	1	0	0		
\$25,001 \$50,000	46	10.90%	84.8	36	9	1	0		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	176	41.71%	74.5	91	72	12	1		
\$125,001 \$175,000	59	13.98%	51.4	10	37	9	3		
\$175,001 \$275,000	52	12.32%	48.8	2	16	31	3		
\$275,001 and up	51	12.09%	59.5	9	7	25	10		
Total Active Inventory by Units:				422	67.8	185	142	78	17
Total Active Inventory by Volume:				66,330,502		22.36M	18.63M	19.17M	6.16M
Average Active Inventory Listing Price:				\$157,181		\$120,869	\$131,225	\$245,789	\$362,612



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

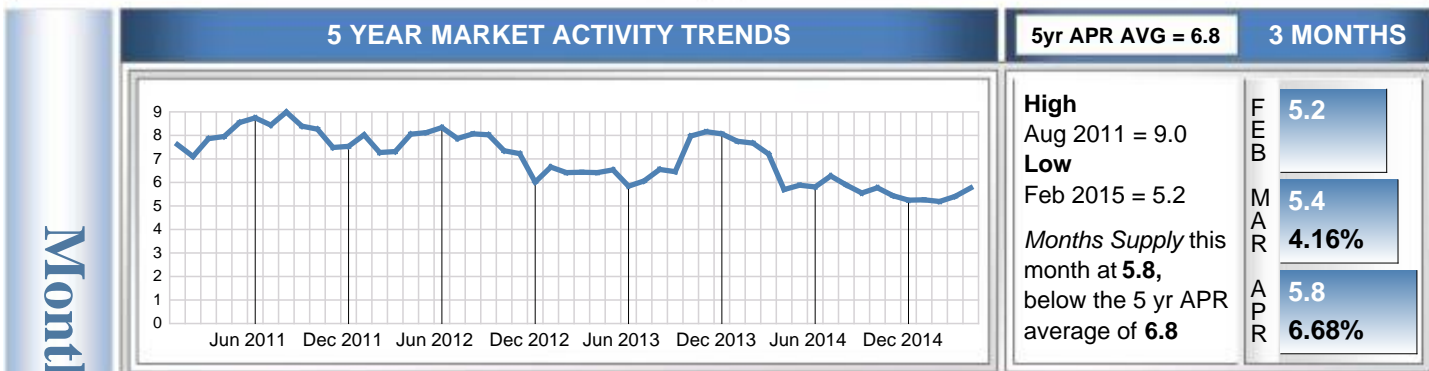
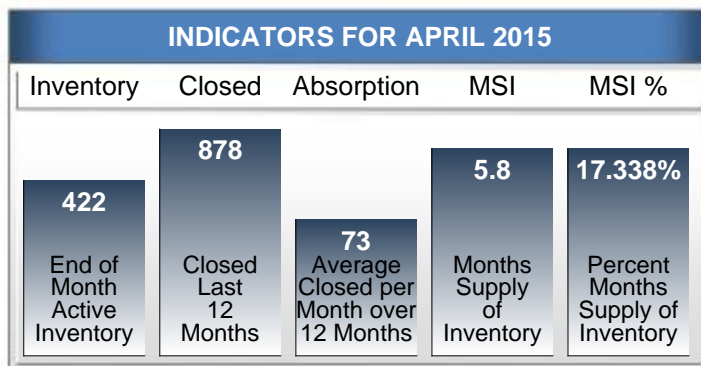
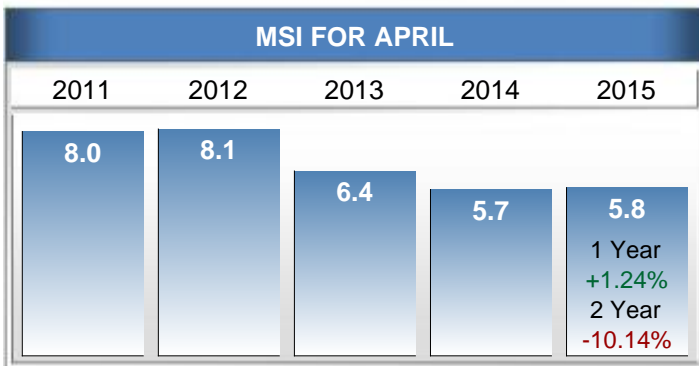
Active Inventory as of May 14, 2015



Months Supply of Inventory

Report Produced on: May 14, 2015

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	44	10.43%	9.3	18.0	0.9	0.0	0.0
\$30,001 \$50,000	40	9.48%	6.5	10.6	2.8	6.0	0.0
\$50,001 \$70,000	57	13.51%	8.0	18.4	3.4	0.0	0.0
\$70,001 \$120,000	107	25.36%	5.5	22.1	3.5	3.7	0.0
\$120,001 \$190,000	79	18.72%	4.2	7.4	4.3	2.6	16.0
\$190,001 \$290,000	52	12.32%	4.6	1.7	7.0	4.0	5.1
\$290,001 and up	43	10.19%	7.8	36.0	4.0	6.5	8.0
MSI:			5.8	15.1	3.7	3.8	7.0
Total Active Inventory:			422	185	142	78	17



Monthly Inventory Analysis

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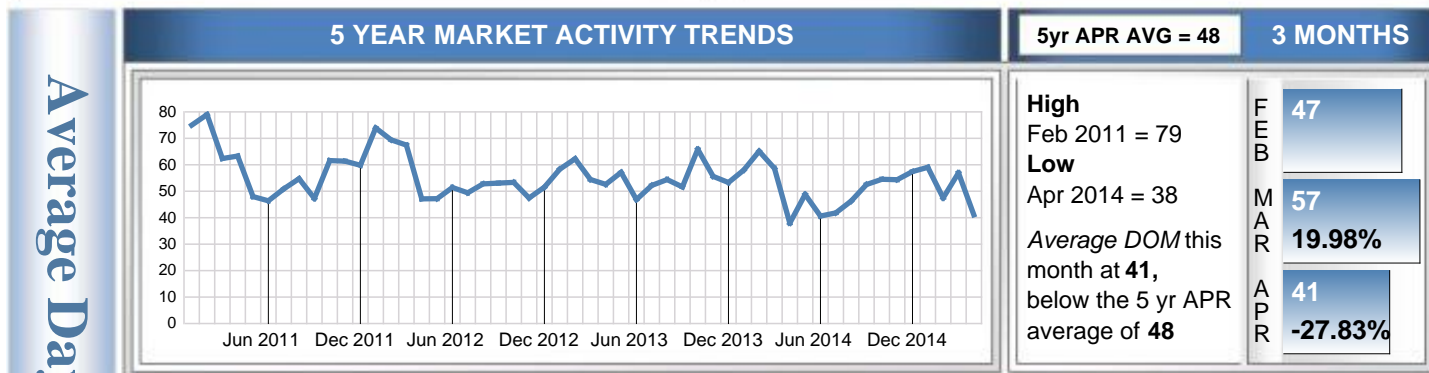
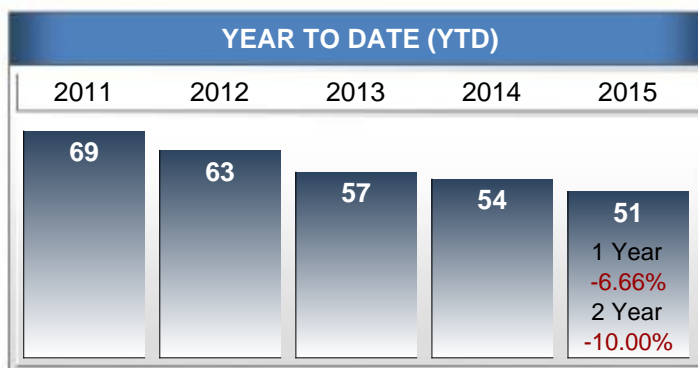
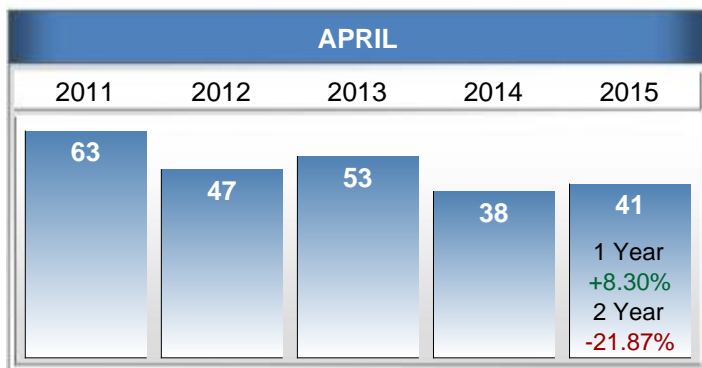
Closed Sales as of May 14, 2015



Average Days on Market to Sale

Report Produced on: May 14, 2015

Area Delimited by County Of Washington



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+
\$30,000 and less	3	4.84%	21.7	0.0	21.7	0.0	0.0
\$30,001 \$60,000	10	16.13%	16.7	20.8	16.6	0.0	1.0
\$60,001 \$90,000	8	12.90%	45.1	44.0	44.3	51.0	0.0
\$90,001 \$140,000	18	29.03%	31.9	18.7	29.7	47.8	0.0
\$140,001 \$190,000	7	11.29%	65.9	0.0	49.8	106.0	0.0
\$190,001 \$240,000	10	16.13%	45.2	70.0	73.5	37.5	10.0
\$240,001 and up	6	9.68%	78.0	0.0	0.0	55.3	123.5
Average Closed DOM: 41.1				28.1	35.5	52.9	64.5
Total Closed Units: 62				9	32	17	4
Total Closed Volume: 8,517,159				817.00K	3.21M	3.49M	1.01M



Monthly Inventory Analysis

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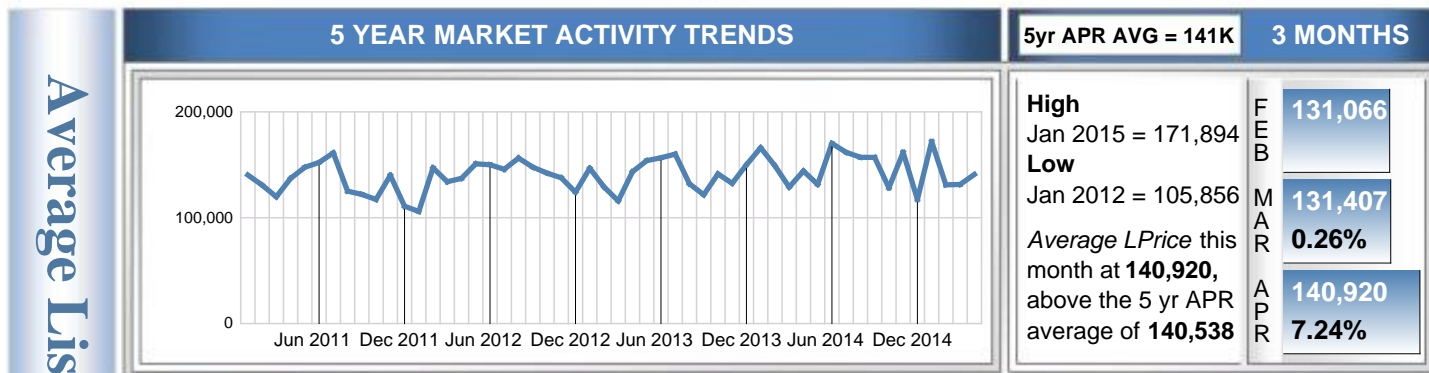
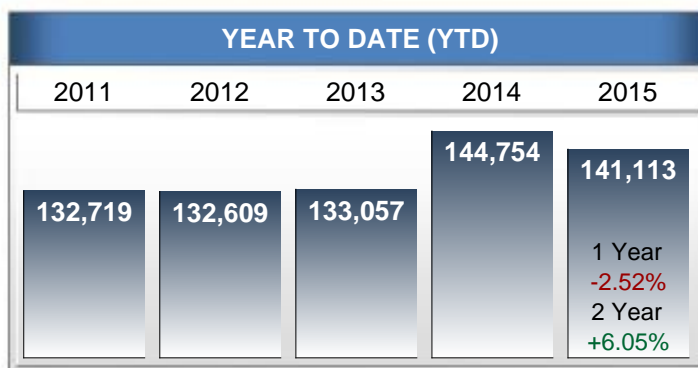
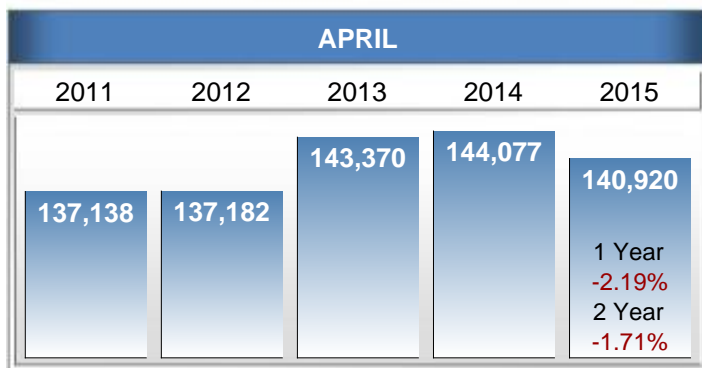
Closed Sales as of May 14, 2015



Average List Price at Closing

Report Produced on: May 14, 2015

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	4.84%	26,967	0	26,967	0	0
\$30,001 \$60,000	10	16.13%	45,006	46,475	43,531	0	59,000
\$60,001 \$90,000	9	14.52%	77,278	83,500	74,217	64,300	0
\$90,001 \$140,000	15	24.19%	118,900	131,633	114,518	129,700	0
\$140,001 \$190,000	10	16.13%	170,670	0	171,660	179,250	0
\$190,001 \$240,000	8	12.90%	209,688	205,000	203,900	218,617	189,900
\$240,001 and up	7	11.29%	334,700	0	0	332,975	382,000
Average List Price:	\$140,920			\$96,589	\$102,177	\$210,894	\$253,225
Total Closed Units:	62			9	32	17	4
Total List Volume:	8,737,055			869.30K	3.27M	3.59M	1.01M



Monthly Inventory Analysis

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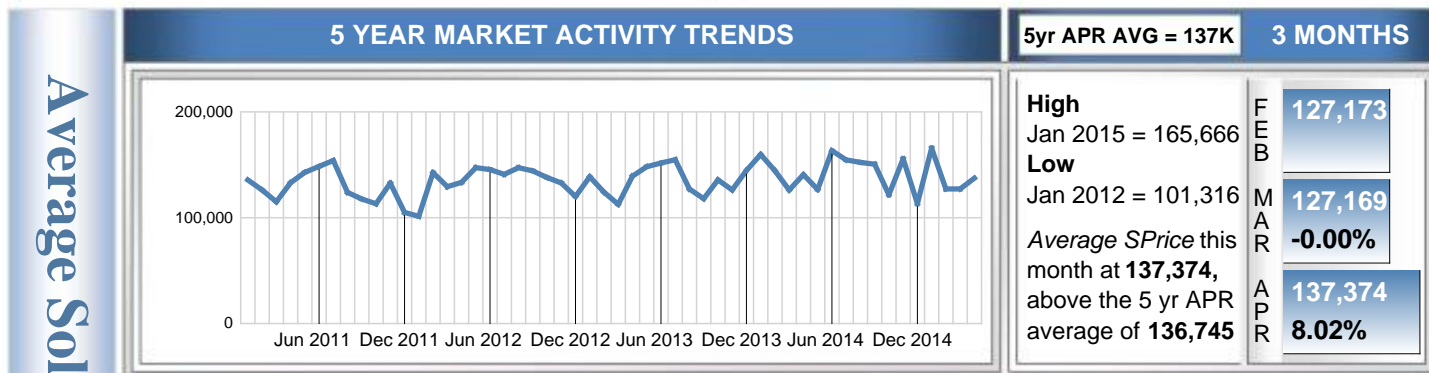
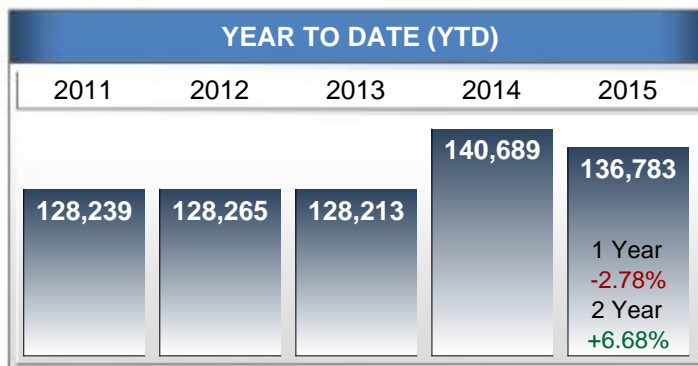
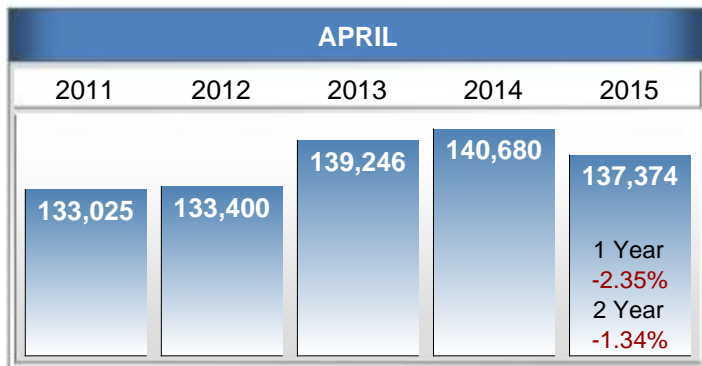
Closed Sales as of May 14, 2015



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+
\$30,000 and less	3		4.84%	25,733	0	25,733	0	0
\$30,001 \$60,000	10		16.13%	42,555	42,125	41,410	0	50,000
\$60,001 \$90,000	8		12.90%	74,226	85,000	74,135	64,000	0
\$90,001 \$140,000	18		29.03%	117,561	122,000	113,236	126,125	0
\$140,001 \$190,000	7		11.29%	168,057	0	165,280	175,000	0
\$190,001 \$240,000	10		16.13%	206,685	197,500	202,575	211,450	195,500
\$240,001 and up	6		9.68%	343,542	0	0	325,313	380,000
Average Closed Price:	\$137,374				\$90,778	\$100,194	\$205,203	\$251,375
Total Closed Units:	62				9	32	17	4
Total Closed Volume:	8,517,159				817.00K	3.21M	3.49M	1.01M



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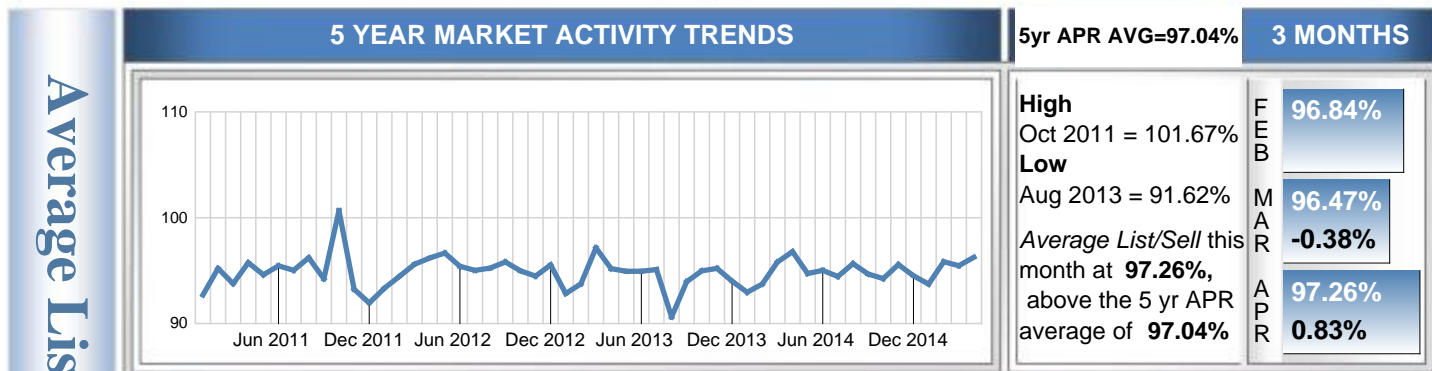
Closed Sales as of May 14, 2015



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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	3	4.84%	96.99%	0.00%	96.99%	0.00%	0.00%
\$30,001 \$60,000	10	16.13%	93.16%	91.70%	96.02%	0.00%	84.75%
\$60,001 \$90,000	8	12.90%	100.66%	101.80%	100.66%	99.53%	0.00%
\$90,001 \$140,000	18	29.03%	97.61%	93.07%	98.97%	97.28%	0.00%
\$140,001 \$190,000	7	11.29%	96.58%	0.00%	96.16%	97.63%	0.00%
\$190,001 \$240,000	10	16.13%	97.94%	96.34%	99.32%	96.91%	102.95%
\$240,001 and up	6	9.68%	98.35%	0.00%	0.00%	97.72%	99.60%
Average List/Sell Ratio: 97.30%				93.80%	98.22%	97.43%	96.72%
Total Closed Units: 62				9	32	17	4
Total Closed Volume: 8,517,159				817.00K	3.21M	3.49M	1.01M



Monthly Inventory Analysis

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April 2015

Inventory as of May 14, 2015



Market Summary

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Absorption: Last 12 months, an Average of 73 Sales/Month

Active Inventory as of April 30, 2015 = 422

	APRIL			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	74	62	-16.22%	271	234	-13.65%
Pending Sales	100	88	-12.00%	338	280	-17.16%
New Listings	157	156	-0.64%	643	580	-9.80%
Average List Price	144,077	140,920	-2.19%	144,754	141,113	-2.52%
Average Sale Price	140,680	137,374	-2.35%	140,689	136,783	-2.78%
Average Percent of List Price to Selling Price	97.79%	97.26%	-0.54%	96.05%	96.45%	0.42%
Average Days on Market to Sale	37.95	41.10	8.30%	54.48	50.85	-6.66%
Monthly Inventory	423	422	-0.24%	423	422	-0.24%
Months Supply of Inventory	5.70	5.77	1.24%	5.70	5.77	1.24%

