



April 2015

Area Delimited by County Of Washington

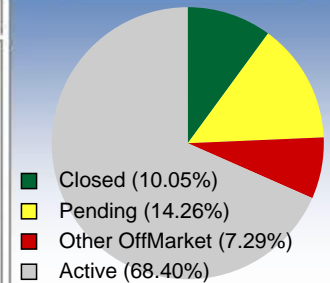


Absorption: Last 12 months, an Average of **73** Sales/Month

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%
Median List Price	119,250	127,750	7.13%
Median Sale Price	118,750	125,000	5.26%
Median Percent of List Price to Selling Price	97.87%	98.05%	0.18%
Median Days on Market to Sale	19.50	26.00	33.33%
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.

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 **5.26%** in April 2015 to \$125,000 versus the previous year at \$118,750.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 6.50 days or **33.33%** in April 2015 compared to last year's same month at **19.50** DOM.

Sales Success for April 2015 is Positive

Overall, with Median Prices going up 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.

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

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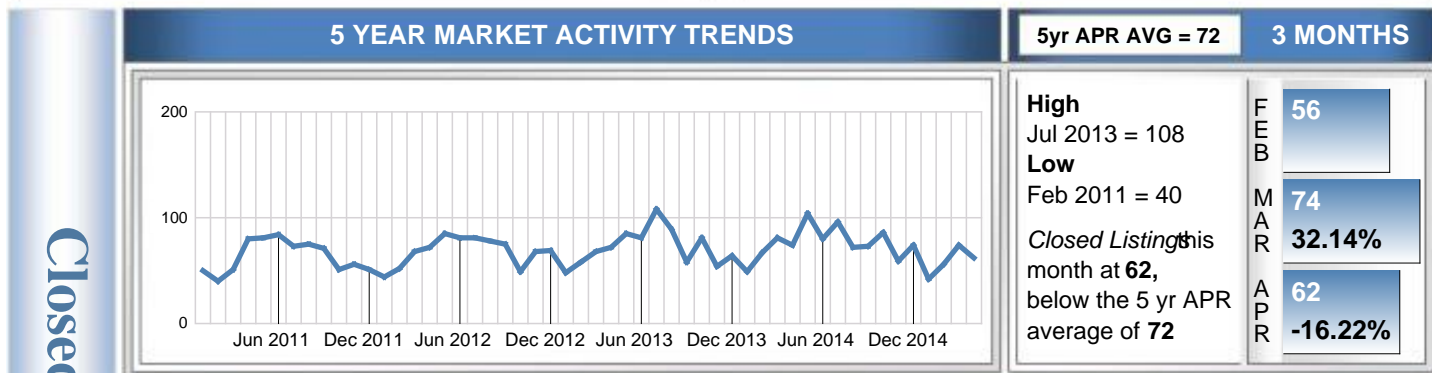
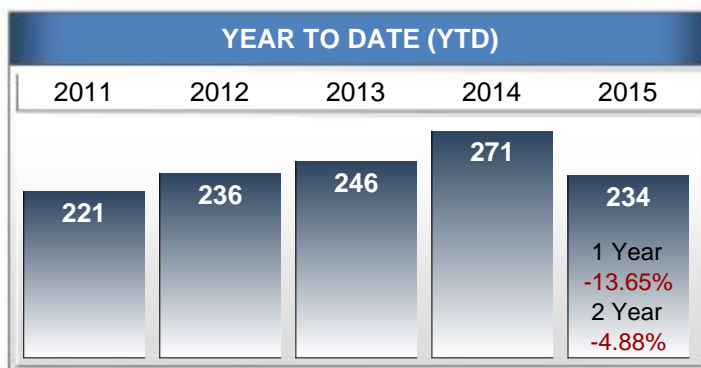
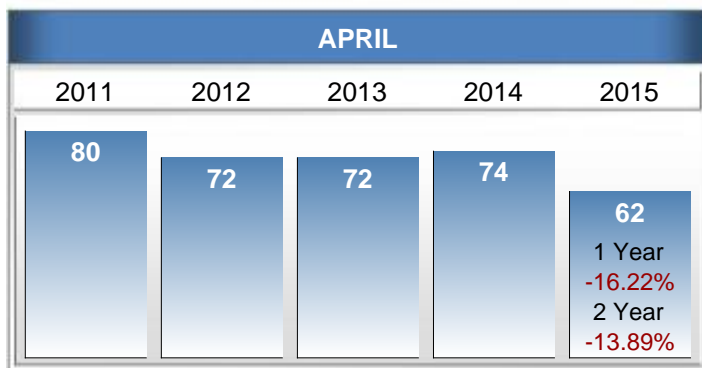
Closed Sales as of May 14, 2015



Closed Listings

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Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	3	4.84%	7.0	0	3	0	0
\$30,001 \$60,000	10	16.13%	13.0	4	5	0	1
\$60,001 \$90,000	8	12.90%	39.0	1	6	1	0
\$90,001 \$140,000	18	29.03%	19.0	3	11	4	0
\$140,001 \$190,000	7	11.29%	47.0	0	5	2	0
\$190,001 \$240,000	10	16.13%	29.5	1	2	6	1
\$240,001 and up	6	9.68%	86.5	0	0	4	2
Total Closed Units: 62				26.0			
Total Closed Volume: 8,517,159				9	32	17	4
Median Closed Price: \$125,000				817.00K	3.21M	3.49M	1.01M
				\$85,000	\$101,550	\$192,000	\$230,250

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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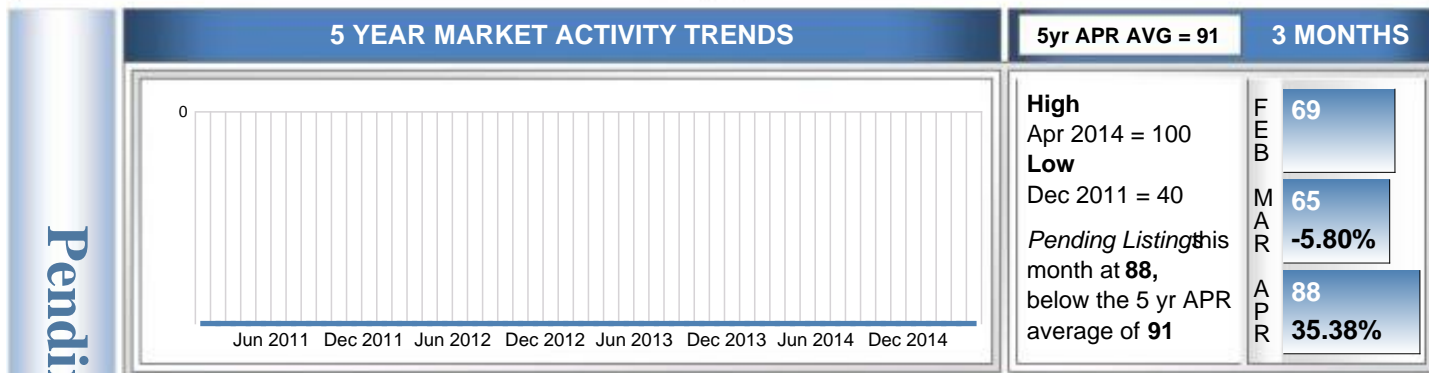
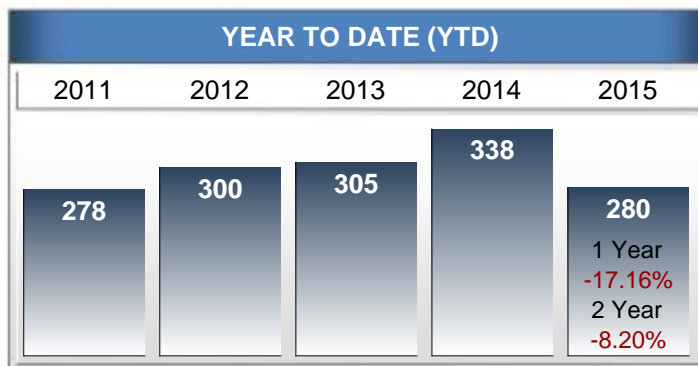
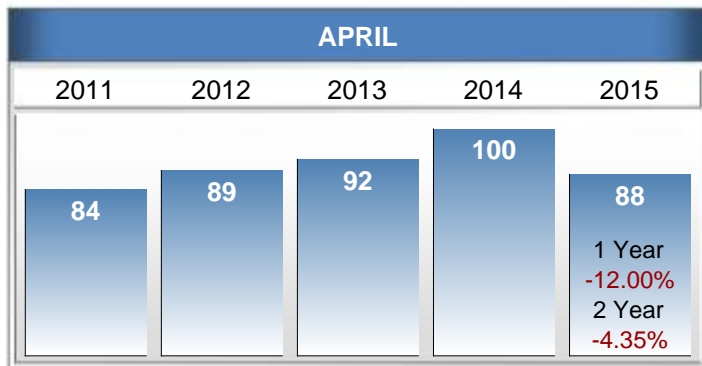
Pending Listings as of May 14, 2015



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	5	5.68%	25.0	2	3	0	0
\$50,001 - \$80,000	11	12.50%	41.0	4	5	1	1
\$80,001 - \$110,000	15	17.05%	7.0	2	10	3	0
\$110,001 - \$150,000	22	25.00%	15.0	2	17	3	0
\$150,001 - \$200,000	17	19.32%	28.0	0	8	9	0
\$200,001 - \$230,000	8	9.09%	20.0	0	5	3	0
\$230,001 and up	10	11.36%	82.5	0	1	8	1
Total Pending Units: 88				10	49	27	2
Total Pending Volume: 12,879,803				769.60K	6.44M	5.33M	342.50K
Median Listing Price: \$136,000				\$79,950	\$131,500	\$193,000	\$171,250



Monthly Inventory Analysis

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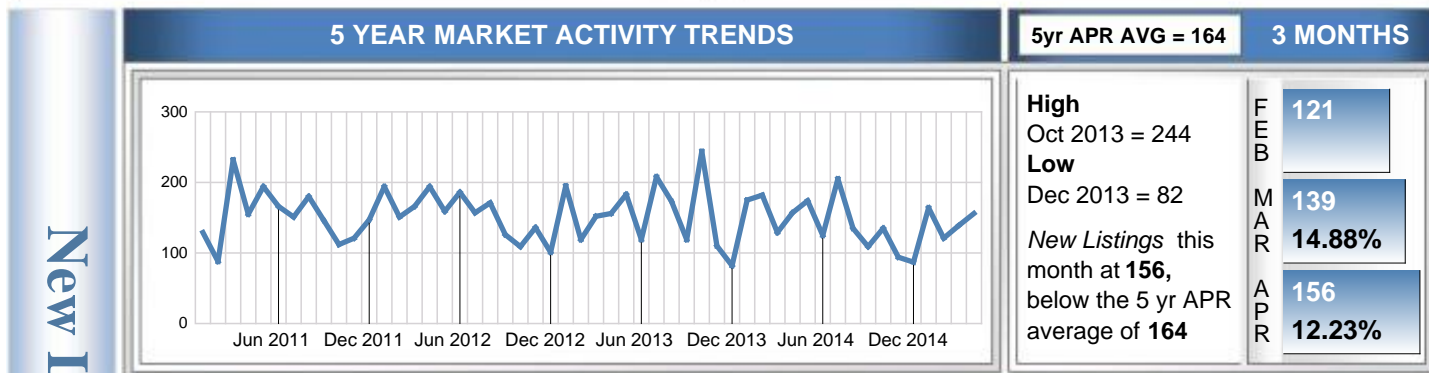
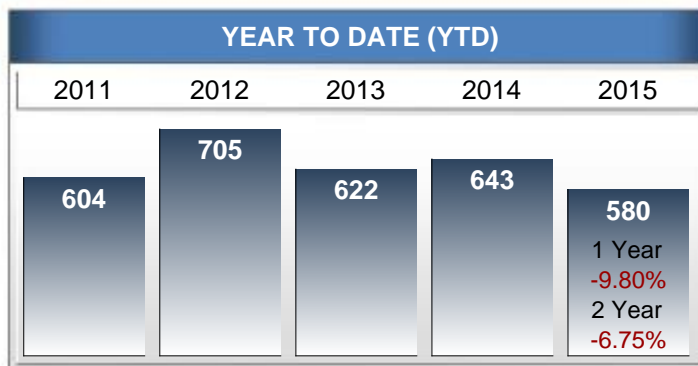
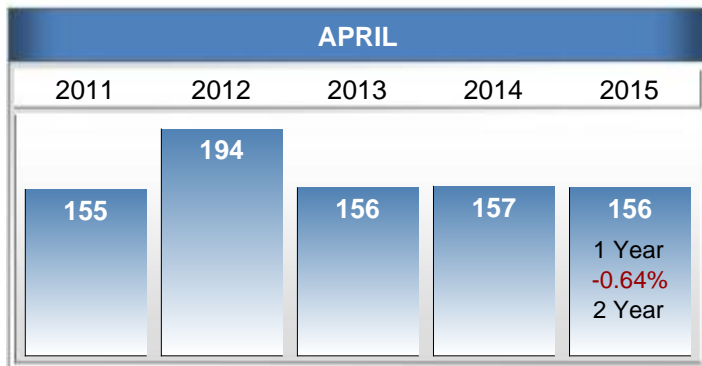
New Listings as of May 14, 2015



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
Median New Listed Listing Price:			\$74,000	\$125,000	\$227,000	\$298,950



Monthly Inventory Analysis

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April 2015

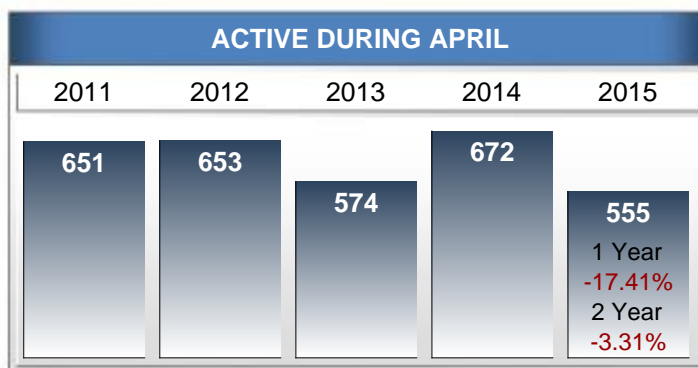
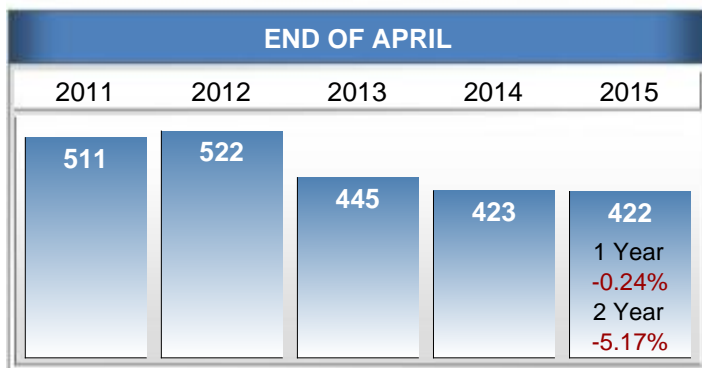
Active Inventory as of May 14, 2015



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
3.35%	
5.24%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	44	10.43%	60.0	42	2	0	0		
\$30,001 \$50,000	40	9.48%	93.5	31	8	1	0		
\$50,001 \$70,000	57	13.51%	75.0	43	14	0	0		
\$70,001 \$120,000	107	25.36%	91.0	46	52	9	0		
\$120,001 \$190,000	79	18.72%	34.0	13	46	16	4		
\$190,001 \$290,000	52	12.32%	48.0	1	17	31	3		
\$290,001 and up	43	10.19%	52.0	9	3	21	10		
Total Active Inventory by Units:				422	63.0	185	142	78	17
Total Active Inventory by Volume:				66,330,502		22.36M	18.63M	19.17M	6.16M
Median Active Inventory Listing Price:				\$98,700		\$62,000	\$118,500	\$230,500	\$330,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

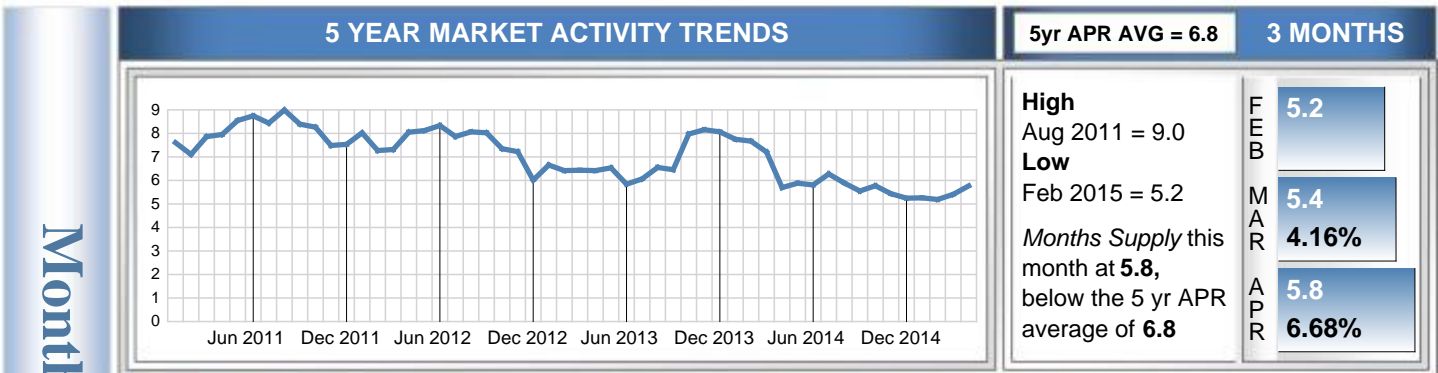
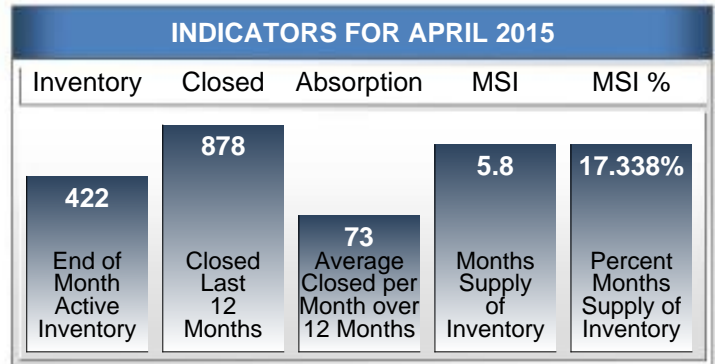
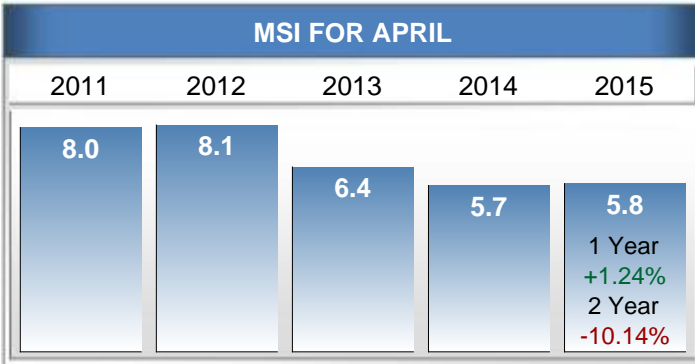
Active Inventory as of May 14, 2015



Months Supply of Inventory

Report Produced on: May 14, 2015

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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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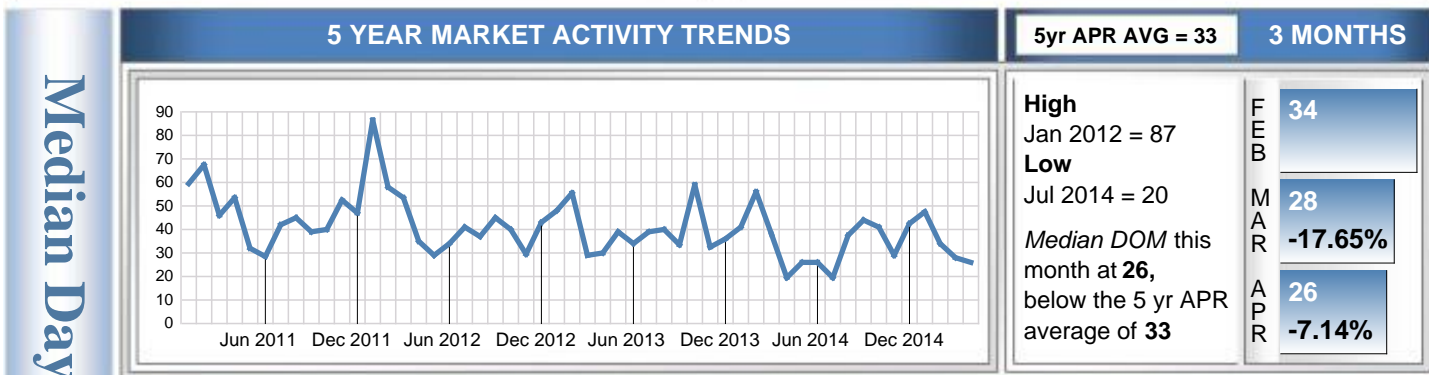
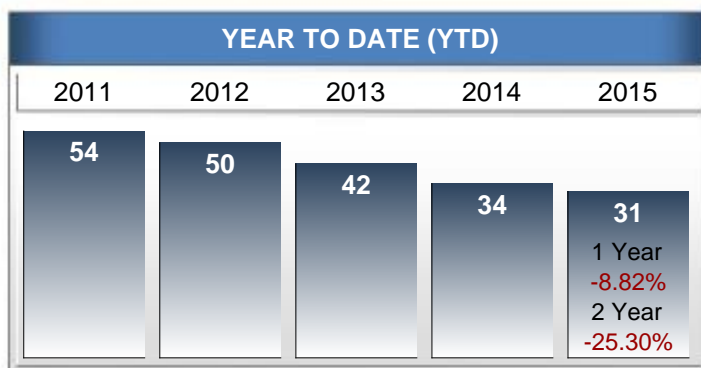
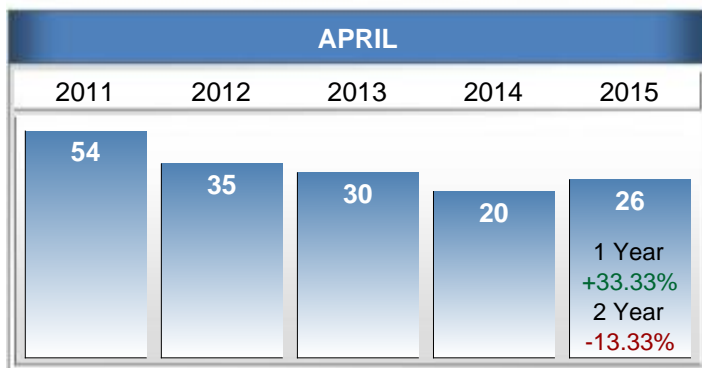
Closed Sales as of May 14, 2015



Median Days on Market to Sale

Report Produced on: May 14, 2015

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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+
\$30,000 and less	3			4.84%	7.0	0.0	7.0	0.0	0.0
\$30,001 \$60,000	10			16.13%	13.0	25.5	13.0	0.0	1.0
\$60,001 \$90,000	8			12.90%	39.0	44.0	28.0	51.0	0.0
\$90,001 \$140,000	18			29.03%	19.0	3.0	15.0	50.0	0.0
\$140,001 \$190,000	7			11.29%	47.0	0.0	28.0	106.0	0.0
\$190,001 \$240,000	10			16.13%	29.5	70.0	73.5	29.5	10.0
\$240,001 and up	6			9.68%	86.5	0.0	0.0	38.0	123.5
Median Closed DOM:	26.0					29.0	18.5	47.0	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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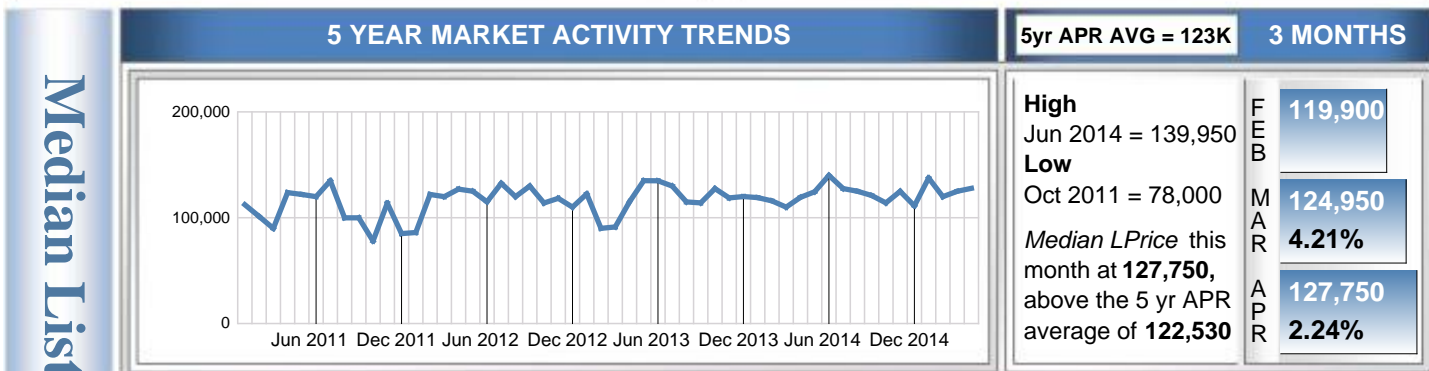
Closed Sales as of May 14, 2015



Median List Price at Closing

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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+
\$30,000 and less	3	4.84%	28,000	0	28,000	0	0
\$30,001 - \$60,000	10	16.13%	47,500	38,900	47,500	0	59,000
\$60,001 - \$90,000	9	14.52%	83,500	74,000	84,500	64,300	0
\$90,001 - \$140,000	15	24.19%	115,000	94,900	112,500	133,900	0
\$140,001 - \$190,000	10	16.13%	169,500	150,000	170,000	179,250	189,900
\$190,001 - \$240,000	8	12.90%	203,000	205,000	203,900	201,000	0
\$240,001 and up	7	11.29%	295,000	0	0	295,000	382,000
Median List Price:	\$127,750			\$83,500	\$102,700	\$200,000	\$227,450
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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April 2015

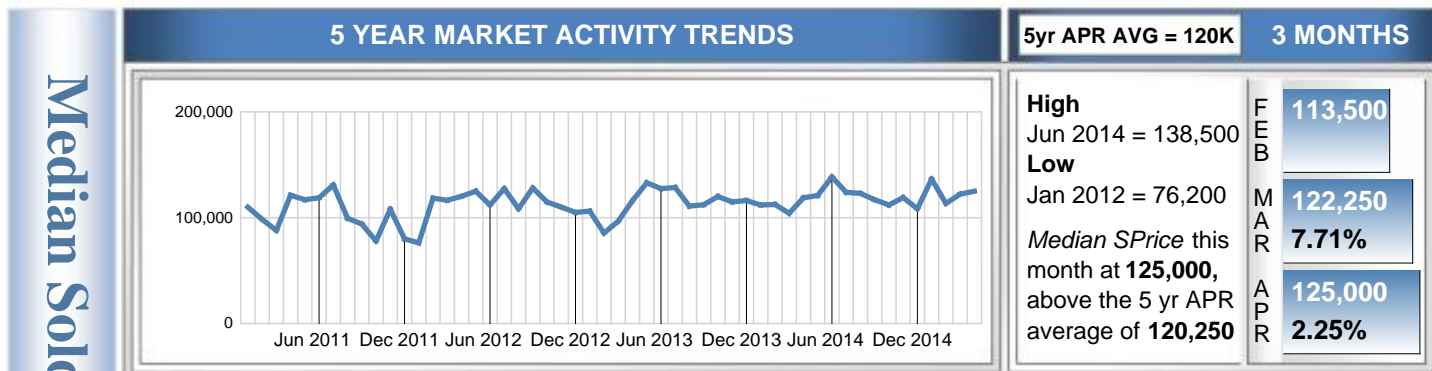
Closed Sales as of May 14, 2015



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+
\$30,000 and less	3		4.84%	25,200	0	25,200	0	0
\$30,001 - \$60,000	10		16.13%	42,000	40,000	39,000	0	50,000
\$60,001 - \$90,000	8		12.90%	75,000	85,000	75,000	64,000	0
\$90,001 - \$140,000	18		29.03%	117,250	135,000	108,500	129,250	0
\$140,001 - \$190,000	7		11.29%	165,000	0	158,000	175,000	0
\$190,001 - \$240,000	10		16.13%	201,100	197,500	202,575	207,350	195,500
\$240,001 and up	6		9.68%	311,875	0	0	311,875	380,000
Median Closed Price:	\$125,000				\$85,000	\$101,550	\$192,000	\$230,250
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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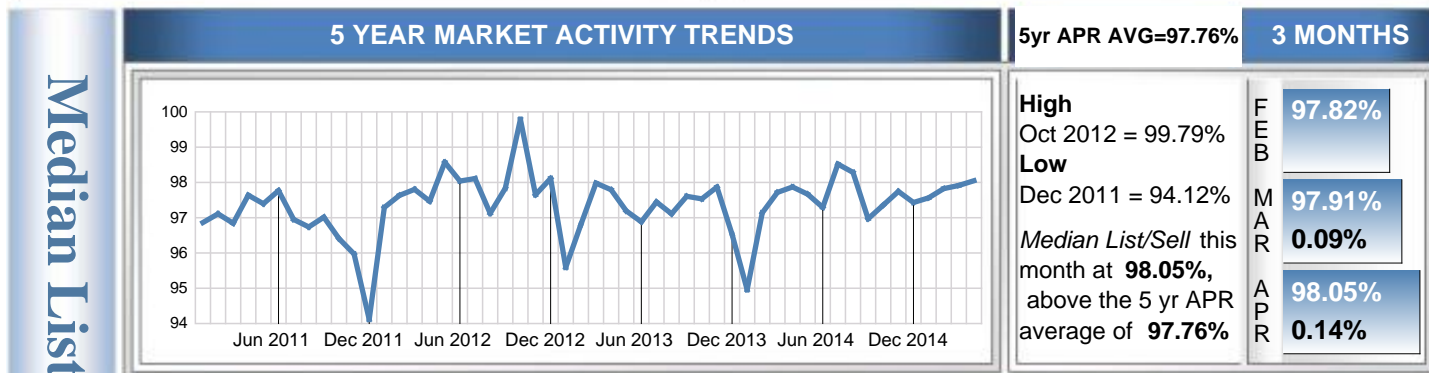
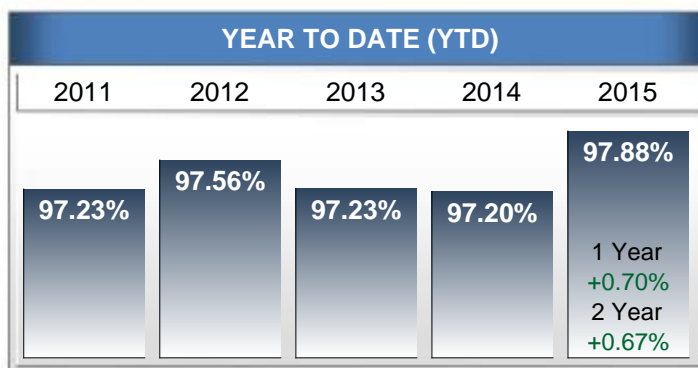
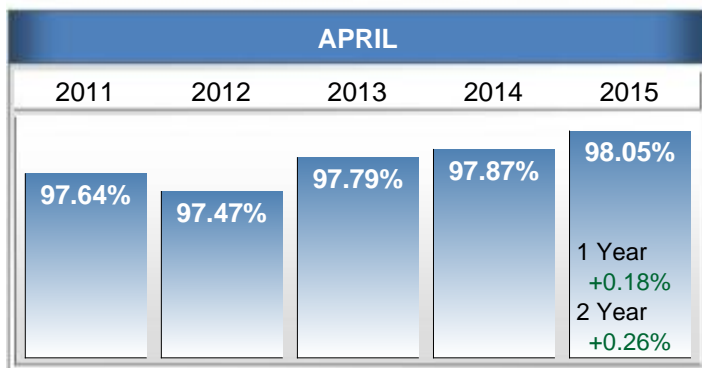
Closed Sales as of May 14, 2015



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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+
\$30,000 and less	3	4.84%	89.29%	0.00%	89.29%	0.00%	0.00%
\$30,001 \$60,000	10	16.13%	94.53%	89.99%	100.00%	0.00%	84.75%
\$60,001 \$90,000	8	12.90%	100.08%	101.80%	100.08%	99.53%	0.00%
\$90,001 \$140,000	18	29.03%	97.56%	93.33%	100.00%	97.27%	0.00%
\$140,001 \$190,000	7	11.29%	97.63%	0.00%	95.82%	97.63%	0.00%
\$190,001 \$240,000	10	16.13%	98.01%	96.34%	99.32%	97.81%	102.95%
\$240,001 and up	6	9.68%	98.63%	0.00%	0.00%	98.23%	99.60%
Median List/Sell Ratio:	98.05%			93.33%	100.00%	97.84%	99.60%
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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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%
Median List Price	119,250	127,750	7.13%	118,500	125,000	5.49%
Median Sale Price	118,750	125,000	5.26%	114,000	122,250	7.24%
Median Percent of List Price to Selling Price	97.87%	98.05%	0.18%	97.20%	97.88%	0.70%
Median Days on Market to Sale	19.50	26.00	33.33%	34.00	31.00	-8.82%
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%

