



# July 2015

Area Delimited by County Of Washington

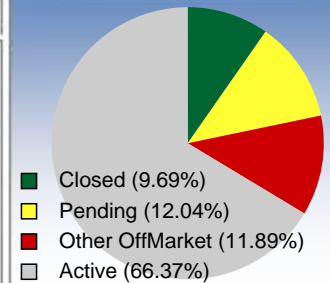


**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Active Inventory** as of July 31, 2015 = **452**

	JULY		
	2014	2015	+/-%
Closed Listings	96	66	-31.25%
Pending Listings	75	82	9.33%
New Listings	205	158	-22.93%
Average List Price	161,780	151,488	-6.36%
Average Sale Price	154,608	147,612	-4.52%
Average Percent of List Price to Selling Price	95.45%	96.81%	1.43%
Average Days on Market to Sale	41.82	46.85	12.02%
End of Month Inventory	469	452	-3.62%
Months Supply of Inventory	6.27	6.52	3.90%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 17, 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 July 2015 decreased **3.62%** to 452 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 **6.52** 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 **4.52%** in July 2015 to \$147,612 versus the previous year at \$154,608.

### Average Days on Market Lengthens

The average number of **46.85** days that homes spent on the market before selling increased by 5.03 days or **12.02%** in July 2015 compared to last year's same month at **41.82** DOM.

### Sales Success for July 2015 is Positive

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

There were 158 New Listings in July 2015, down **22.93%** from last year at 205. Furthermore, there were 66 Closed Listings this month versus last year at 96, a **-31.25%** decrease.

Closed versus Listed trends yielded a **41.8%** ratio, down from last year's July 2015 at **46.8%**, a **10.80%** downswing. This will certainly create pressure on a decreasing 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®

## July 2015

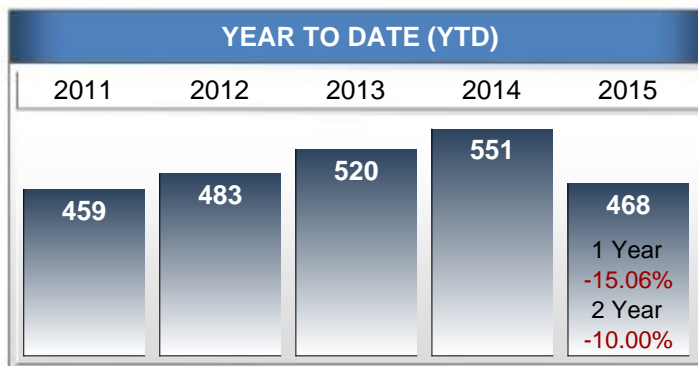
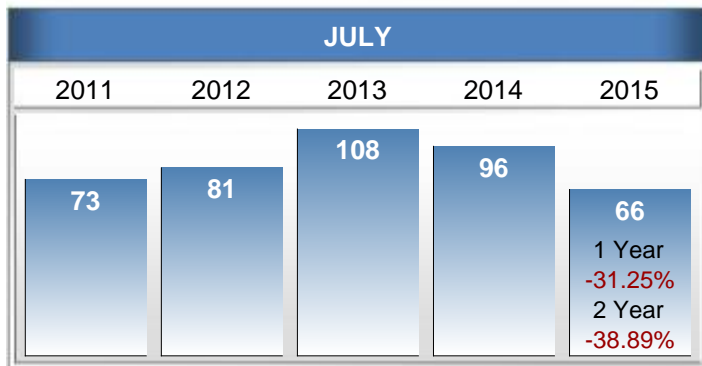
Closed Sales as of Aug 17, 2015



### Closed Listings

Report Produced on: Aug 17, 2015

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+
\$50,000 and less	6	9.09%	66.5	6	0	0	0
\$50,001 - \$80,000	9	13.64%	27.4	3	5	1	0
\$80,001 - \$100,000	9	13.64%	70.9	1	8	0	0
\$100,001 - \$140,000	15	22.73%	48.9	1	10	3	1
\$140,001 - \$200,000	13	19.70%	28.8	1	7	5	0
\$200,001 - \$270,000	7	10.61%	47.3	0	1	6	0
\$270,001 and up	7	10.61%	52.6	0	2	4	1
<b>Total Closed Units:</b>	<b>66</b>		<b>46.8</b>	<b>12</b>	<b>33</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>9,742,407</b>			<b>755.10K</b>	<b>4.54M</b>	<b>3.92M</b>	<b>529.50K</b>
<b>Average Closed Price:</b>	<b>\$147,612</b>			<b>\$62,925</b>	<b>\$137,659</b>	<b>\$206,055</b>	<b>\$264,750</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

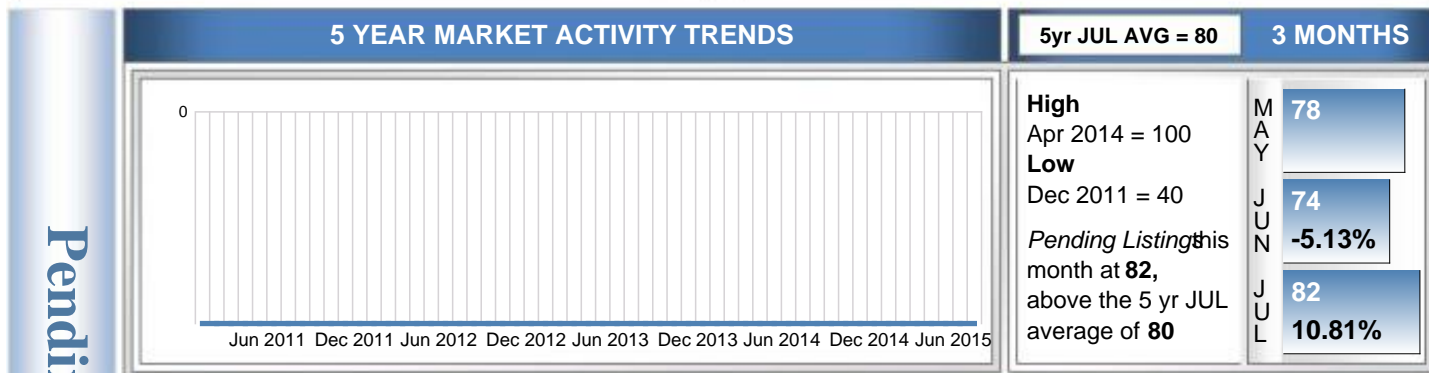
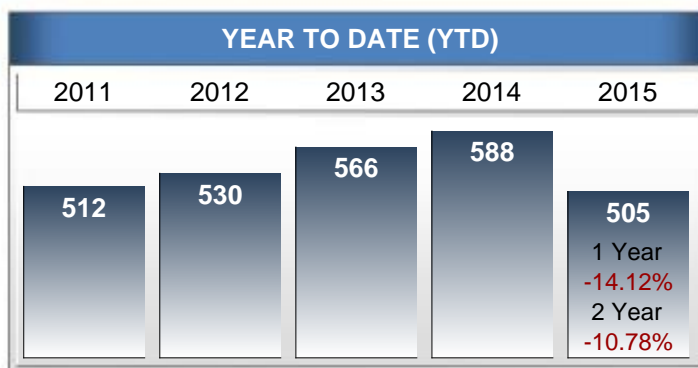
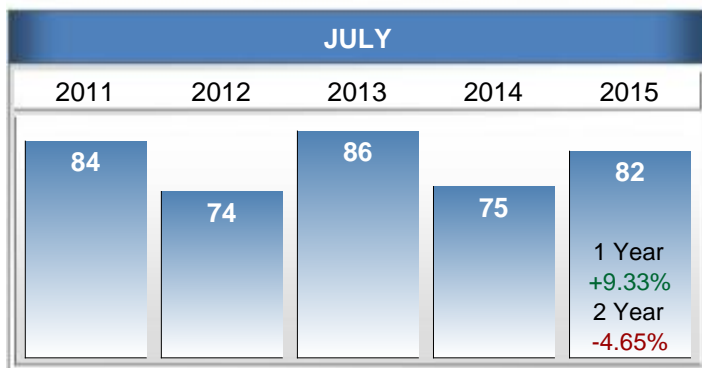
Pending Listings as of Aug 17, 2015



### Pending Listings

Report Produced on: Aug 17, 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	7	8.54%	67.7	3	4	0	0
\$50,001 - \$60,000	4	4.88%	37.5	1	3	0	0
\$60,001 - \$80,000	15	18.29%	53.6	3	12	0	0
\$80,001 - \$140,000	25	30.49%	49.8	4	17	4	0
\$140,001 - \$180,000	10	12.20%	68.4	0	5	4	1
\$180,001 - \$250,000	12	14.63%	52.1	0	3	9	0
\$250,001 and up	9	10.98%	70.6	1	2	5	1
Total Pending Units: 82				63.2			
Total Pending Volume: 11,072,029				1.05M 5.06M 4.56M 405.00K			
Average Listing Price: \$89,399				\$87,483 \$110,023 \$207,099 \$202,500			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

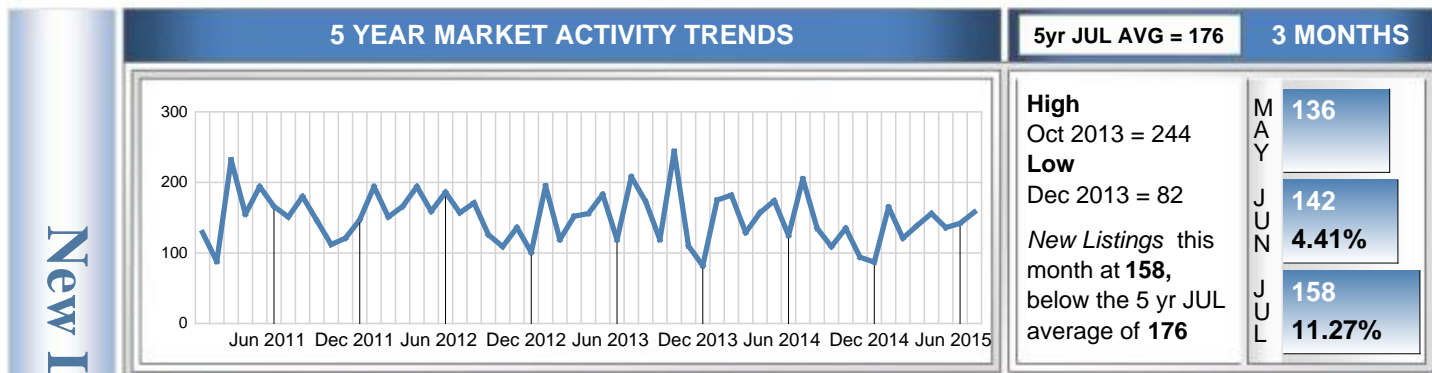
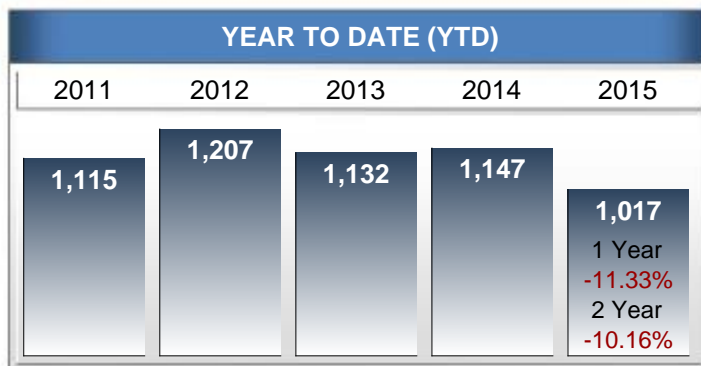
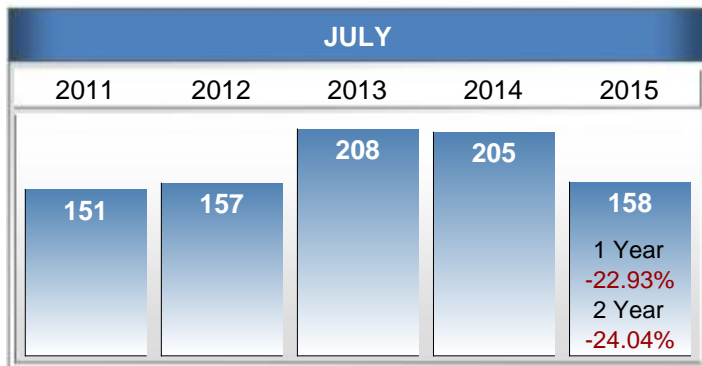
New Listings as of Aug 17, 2015



### New Listings

Report Produced on: Aug 17, 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+
\$40,000 and less	11	6.96%	7	4	0	0
\$40,001 - \$60,000	22	13.92%	15	7	0	0
\$60,001 - \$70,000	9	5.70%	4	5	0	0
\$70,001 - \$110,000	50	31.65%	30	15	5	0
\$110,001 - \$160,000	29	18.35%	0	21	8	0
\$160,001 - \$240,000	19	12.03%	0	6	12	1
\$240,001 and up	18	11.39%	1	2	12	3
Total New Listed Units:			57	60	37	4
Total New Listed Volume:			3.99M	7.02M	7.40M	1.36M
Average New Listed Listing Price:			\$69,954	\$116,993	\$199,925	\$339,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

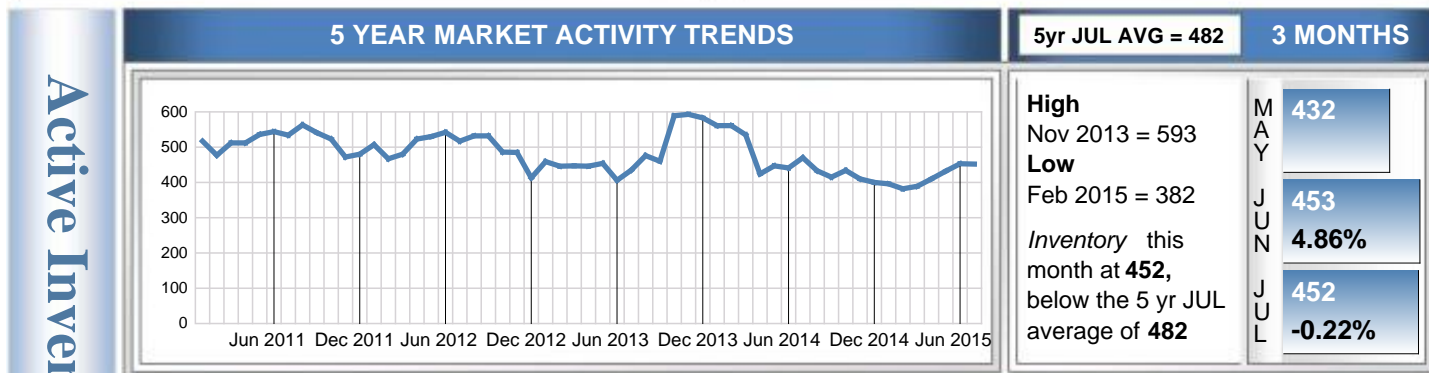
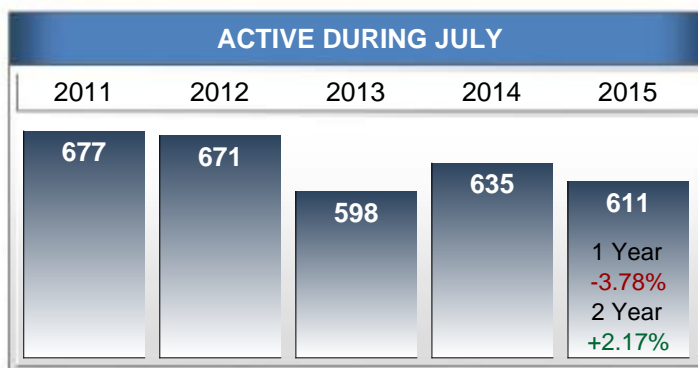
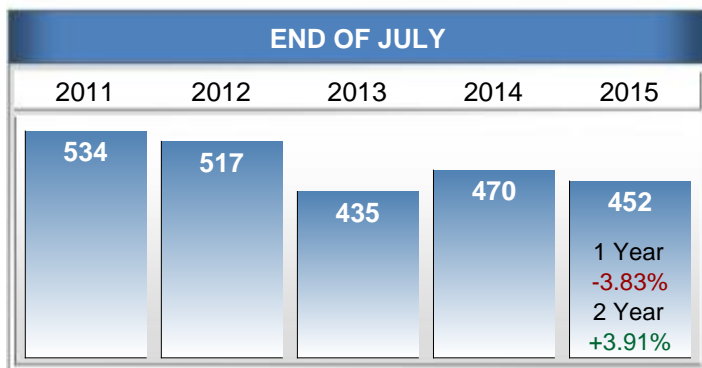
Active Inventory as of Aug 17, 2015



### Active Inventory

Report Produced on: Aug 17, 2015

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	30	6.64%	127.1	29	1	0	0
\$25,001 \$50,000	48	10.62%	66.1	37	11	0	0
\$50,001 \$75,000	95	21.02%	76.9	66	27	2	0
\$75,001 \$125,000	89	19.69%	52.9	23	55	11	0
\$125,001 \$175,000	71	15.71%	67.5	7	39	21	4
\$175,001 \$275,000	63	13.94%	71.0	5	22	34	2
\$275,001 and up	56	12.39%	79.1	6	5	30	15

Total Active Inventory by Units:	452	72.3	173	160	98	21
Total Active Inventory by Volume:	69,869,809		17.87M	20.54M	23.03M	8.43M
Average Active Inventory Listing Price:	\$154,579		\$103,277	\$128,356	\$235,017	\$401,628



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

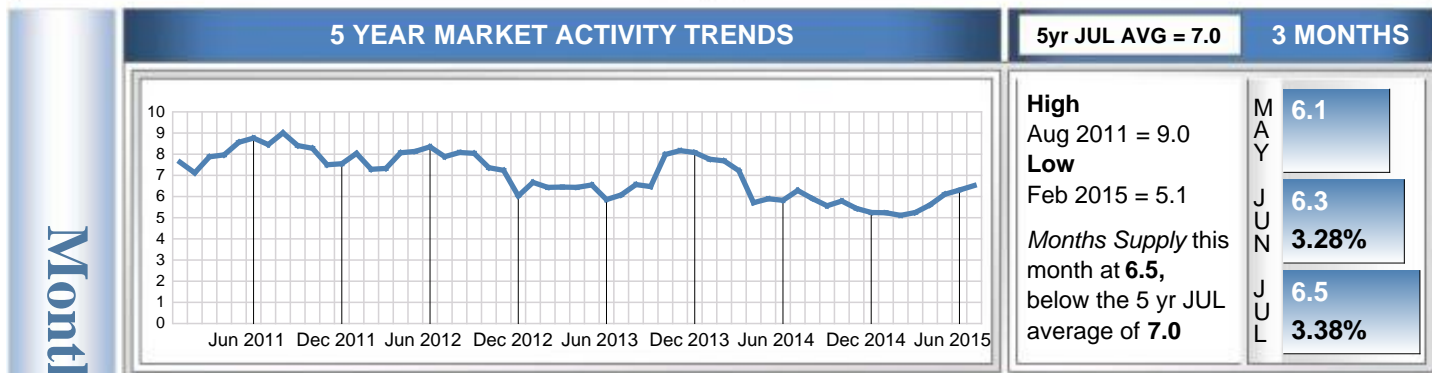
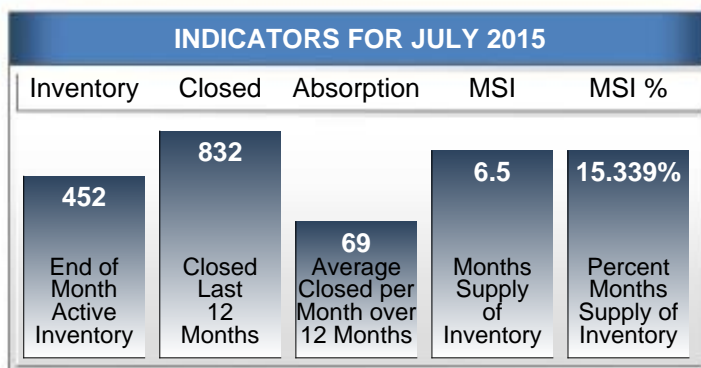
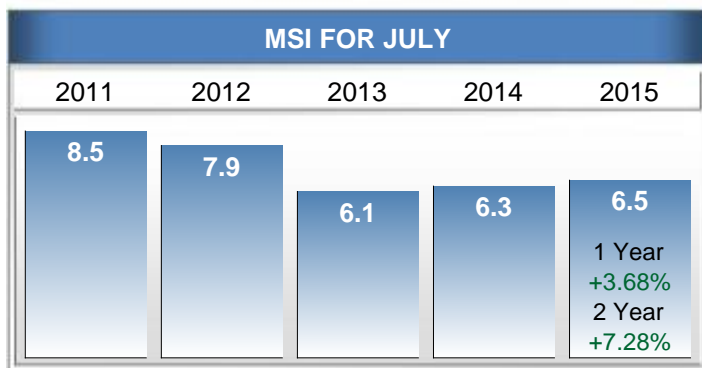
Active Inventory as of Aug 17, 2015



### Months Supply of Inventory

Report Produced on: Aug 17, 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	32	7.08%	8.0	13.8	1.2	0.0	0.0
\$30,001 \$50,000	46	10.18%	8.8	15.4	3.6	0.0	0.0
\$50,001 \$70,000	71	15.71%	10.3	18.2	5.7	4.0	0.0
\$70,001 \$130,000	124	27.43%	5.1	18.0	3.7	3.9	0.0
\$130,001 \$190,000	72	15.93%	5.2	7.2	4.7	4.8	24.0
\$190,001 \$290,000	57	12.61%	5.5	7.2	6.4	5.1	4.5
\$290,001 and up	50	11.06%	10.3	72.0	6.0	8.8	12.9
MSI:	6.5			15.5	4.3	5.3	9.3
Total Active Inventory:	452			173	160	98	21



# Monthly Inventory Analysis

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## July 2015

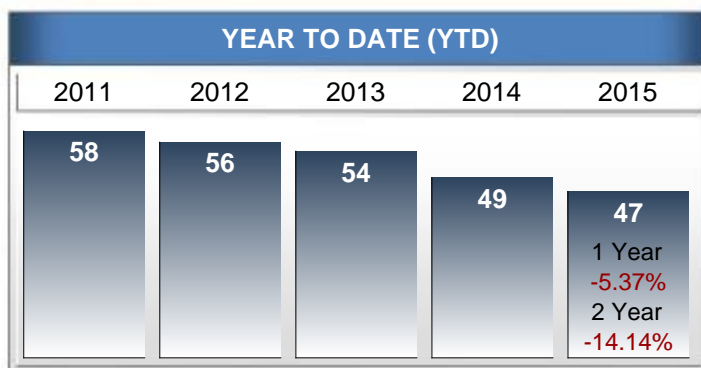
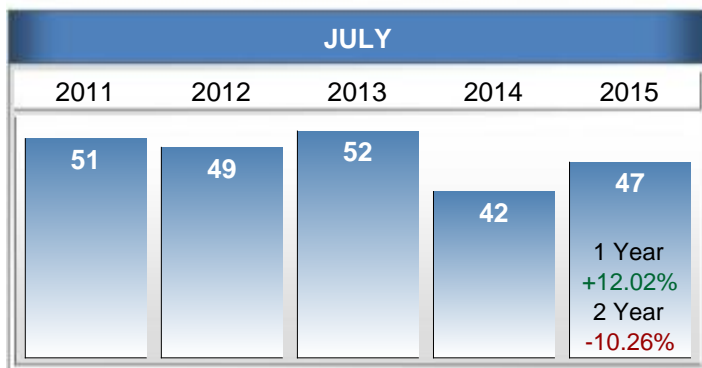
Closed Sales as of Aug 17, 2015



### Average Days on Market to Sale

Report Produced on: Aug 17, 2015

Area Delimited by County Of Washington



Average Days on Market

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**5yr JUL AVG = 48**      **3 MONTHS**

**High**  
Feb 2011 = 79

**Low**  
Jun 2015 = 34

Average DOM this month at **47**, below the 5 yr JUL average of **48**

Month	Days	% Change
MAY	49	
JUN	34	-30.06%
JUL	47	38.10%

#### 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+
\$50,000 and less	6	9.09%	66.5	66.5	0.0	0.0	0.0
\$50,001 - \$80,000	9	13.64%	27.4	55.3	13.6	13.0	0.0
\$80,001 - \$100,000	9	13.64%	70.9	49.0	73.6	0.0	0.0
\$100,001 - \$140,000	15	22.73%	48.9	174.0	44.7	26.7	33.0
\$140,001 - \$200,000	13	19.70%	28.8	68.0	34.7	12.8	0.0
\$200,001 - \$270,000	7	10.61%	47.3	0.0	43.0	48.0	0.0
\$270,001 and up	7	10.61%	52.6	0.0	56.5	40.0	95.0
Average Closed DOM: 46.8				71.3	45.5	31.8	64.0
Total Closed Units: 66				12	33	19	2
Total Closed Volume: 9,742,407				755.10K	4.54M	3.92M	529.50K



# Monthly Inventory Analysis

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## July 2015

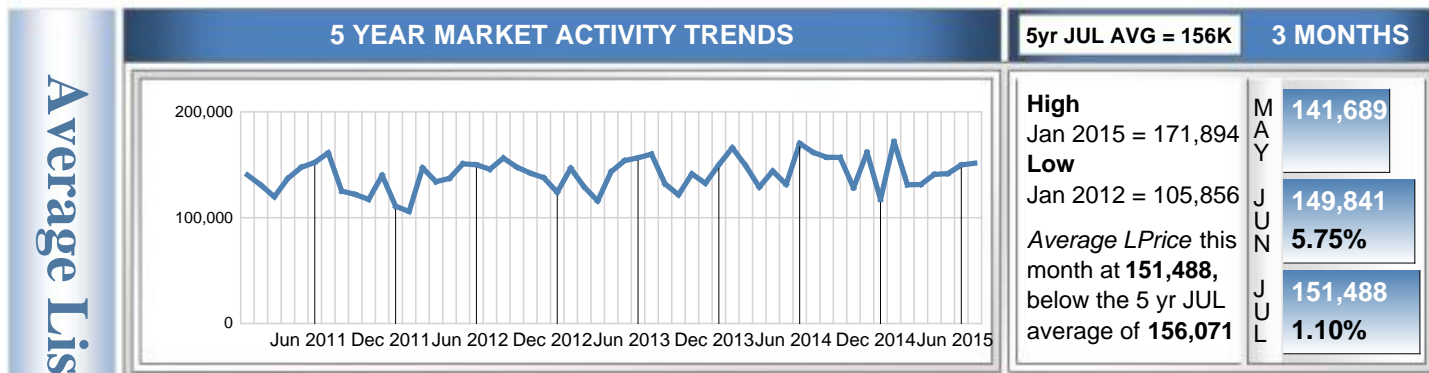
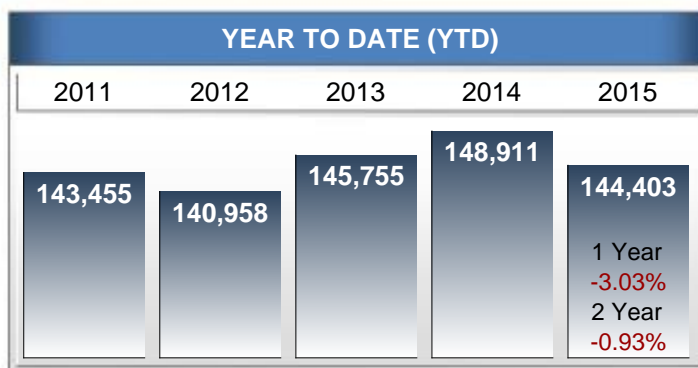
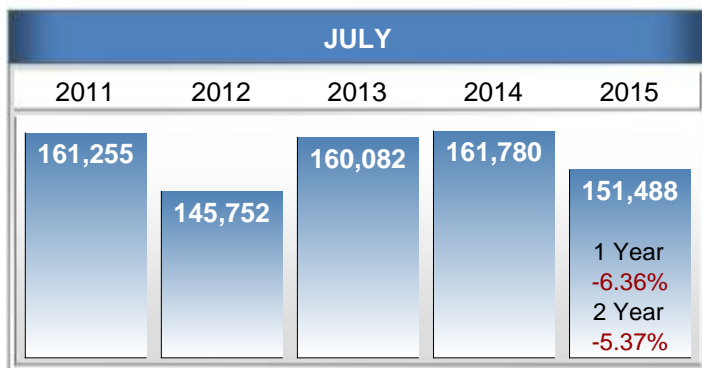
Closed Sales as of Aug 17, 2015



### Average List Price at Closing

Report Produced on: Aug 17, 2015

Area Delimited by County Of Washington



### 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+
\$50,000 and less	6	9.09%	39,333	39,333	0	0	0
\$50,001 - \$75,000	7	10.61%	67,600	67,267	70,225	71,500	0
\$75,001 - \$100,000	9	13.64%	90,778	89,900	94,989	0	0
\$100,001 - \$125,000	12	18.18%	116,792	125,000	121,300	117,450	0
\$125,001 - \$200,000	18	27.27%	157,761	145,000	169,000	157,317	139,900
\$200,001 - \$250,000	3	4.55%	223,300	0	209,900	243,300	0
\$250,001 and up	11	16.67%	323,718	0	449,000	284,729	399,900
Average List Price:	\$151,488			\$66,475	\$142,042	\$209,121	\$269,900
Total Closed Units:	66			12	33	19	2
Total List Volume:	9,998,195			797.70K	4.69M	3.97M	539.80K

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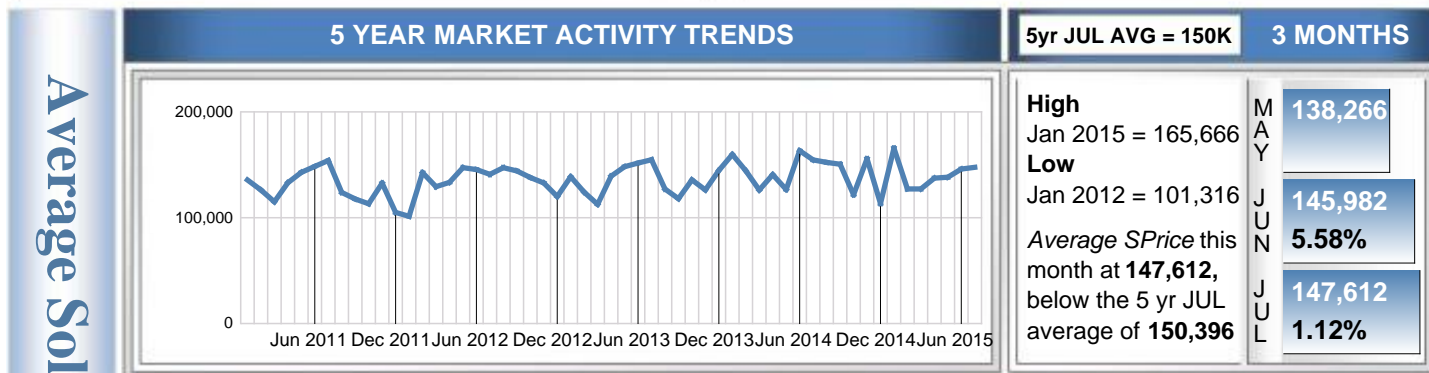
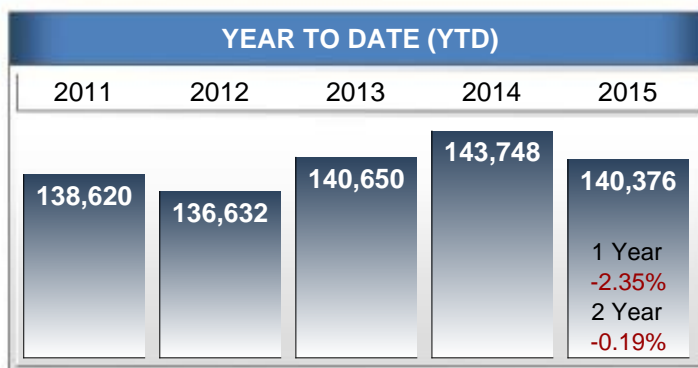
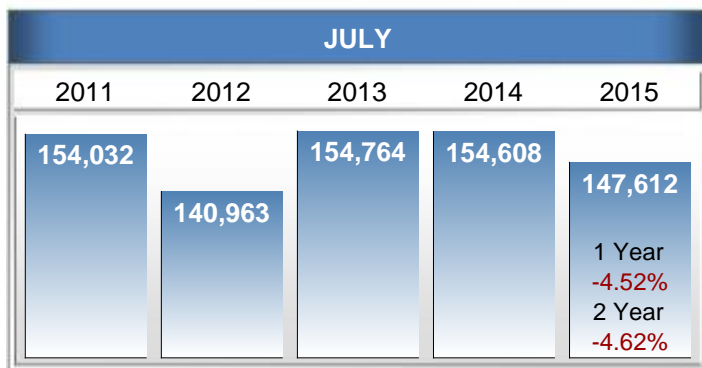
Closed Sales as of Aug 17, 2015



### Average Sold Price at Closing

Report Produced on: Aug 17, 2015

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+
\$50,000 and less	6		9.09%	35,599	35,599	0	0	0
\$50,001 - \$80,000	9		13.64%	67,311	63,333	69,660	67,500	0
\$80,001 - \$100,000	9		13.64%	91,111	90,000	91,250	0	0
\$100,001 - \$140,000	15		22.73%	121,987	117,500	120,140	123,667	139,900
\$140,001 - \$200,000	13		19.70%	164,947	144,000	168,666	163,930	0
\$200,001 - \$270,000	7		10.61%	240,614	0	209,900	245,733	0
\$270,001 and up	7		10.61%	349,229	0	436,250	295,625	389,600
Average Closed Price:		\$147,612			\$62,925	\$137,659	\$206,055	\$264,750
Total Closed Units:		66			12	33	19	2
Total Closed Volume:		9,742,407			755.10K	4.54M	3.92M	529.50K



# Monthly Inventory Analysis

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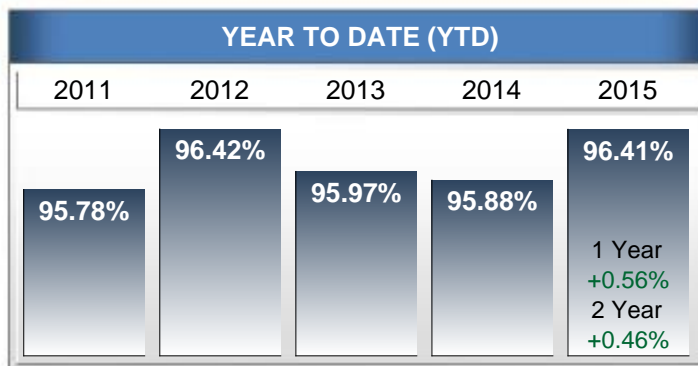
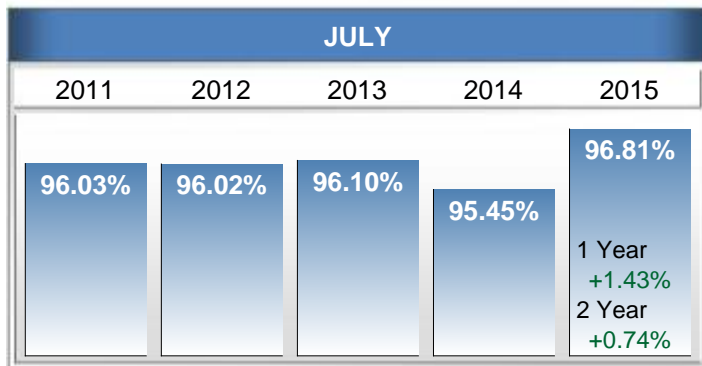
Closed Sales as of Aug 17, 2015



### Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Average List/Sell Price

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5yr JUL AVG=96.08%	3 MONTHS
<b>High</b> Oct 2011 = 101.67% <b>Low</b> Aug 2013 = 91.62% Average List/Sell this month at <b>96.81%</b> , above the 5 yr JUL average of <b>96.08%</b>	M A Y <b>96.06%</b> J U N <b>96.31%</b> J U L <b>96.81%</b> J U L <b>0.27%</b> J U L <b>0.52%</b>

#### 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+
\$50,000 and less	6	9.09%	91.46%	91.46%	0.00%	0.00%	0.00%
\$50,001 - \$80,000	9	13.64%	94.92%	94.22%	95.43%	94.41%	0.00%
\$80,001 - \$100,000	9	13.64%	95.53%	100.11%	94.96%	0.00%	0.00%
\$100,001 - \$140,000	15	22.73%	98.17%	94.00%	97.18%	102.26%	100.00%
\$140,001 - \$200,000	13	19.70%	98.89%	99.31%	97.78%	100.36%	0.00%
\$200,001 - \$270,000	7	10.61%	98.10%	0.00%	100.00%	97.78%	0.00%
\$270,001 and up	7	10.61%	97.43%	0.00%	97.40%	97.45%	97.42%
Average List/Sell Ratio: 96.80%				93.74%	96.60%	98.92%	98.71%
Total Closed Units: 66				12	33	19	2
Total Closed Volume: 9,742,407				755.10K	4.54M	3.92M	529.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

Inventory as of Aug 17, 2015



### Market Summary

Report Produced on: Aug 17, 2015

Area Delimited by County Of Washington



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

**Active Inventory** as of July 31, 2015 = 452

	JULY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	96	66	-31.25%	551	468	-15.06%
Pending Sales	75	82	9.33%	588	505	-14.12%
New Listings	205	158	-22.93%	1,147	1,017	-11.33%
Average List Price	161,780	151,488	-6.36%	148,911	144,403	-3.03%
Average Sale Price	154,608	147,612	-4.52%	143,748	140,376	-2.35%
Average Percent of List Price to Selling Price	95.45%	96.81%	1.43%	95.88%	96.41%	0.56%
Average Days on Market to Sale	41.82	46.85	12.02%	49.19	46.55	-5.37%
Monthly Inventory	469	452	-3.62%	469	452	-3.62%
Months Supply of Inventory	6.27	6.52	3.90%	6.27	6.52	3.90%

