



July 2015

Area Delimited by County Of Washington

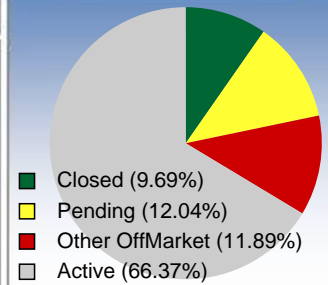


Absorption: Last 12 months, an Average of **69** Sales/Month

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%
Median List Price	127,500	125,000	-1.96%
Median Sale Price	124,000	124,750	0.60%
Median Percent of List Price to Selling Price	98.52%	97.71%	-0.82%
Median Days on Market to Sale	19.50	31.50	61.54%
End of Month Inventory	469	452	-3.62%
Months Supply of Inventory	6.27	6.52	3.90%

Market Activity



Report Produced on: Aug 17, 2015

Monthly Inventory Analysis

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.

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 **0.60%** in July 2015 to \$124,750 versus the previous year at \$124,000.

Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 12.00 days or **61.54%** in July 2015 compared to last year's same month at **19.50** DOM.

Sales Success for July 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 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.

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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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July 2015

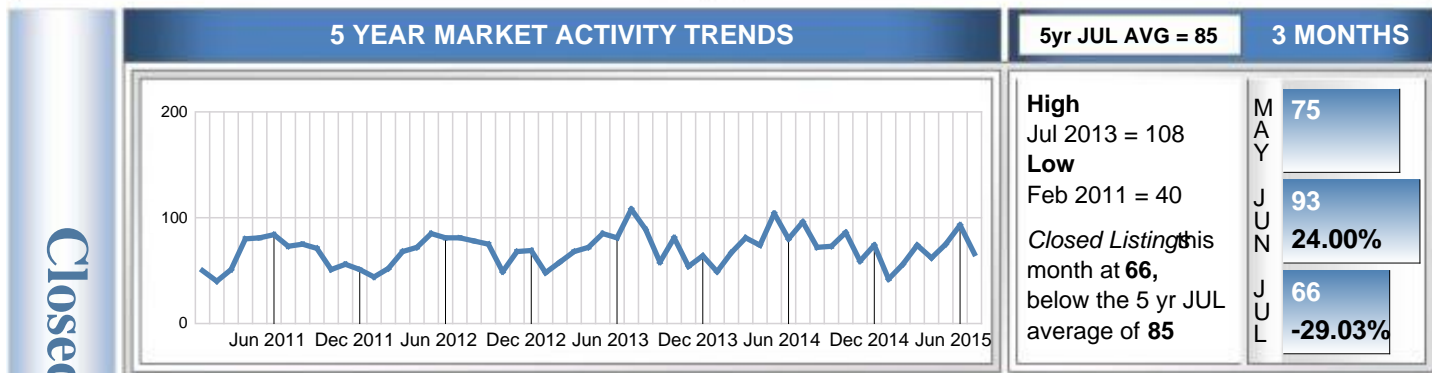
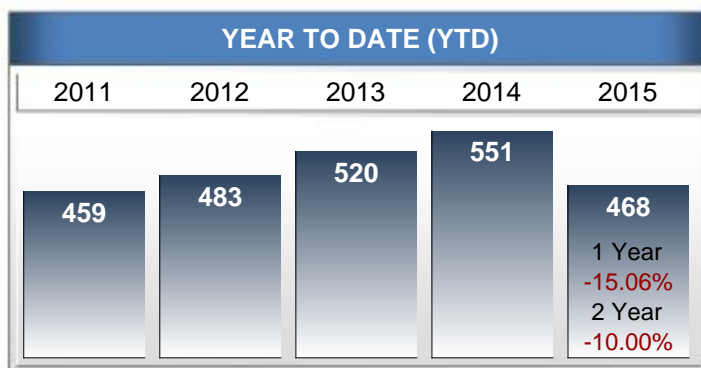
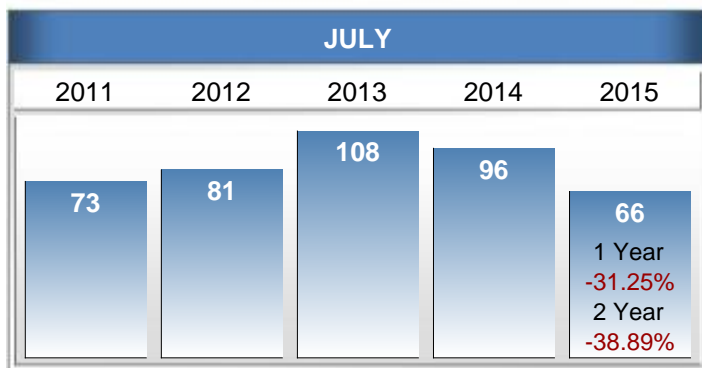
Closed Sales as of Aug 17, 2015



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	6	9.09%	52.5	6	0	0	0
\$50,001 - \$80,000	9	13.64%	17.0	3	5	1	0
\$80,001 - \$100,000	9	13.64%	49.0	1	8	0	0
\$100,001 - \$140,000	15	22.73%	41.0	1	10	3	1
\$140,001 - \$200,000	13	19.70%	25.0	1	7	5	0
\$200,001 - \$270,000	7	10.61%	43.0	0	1	6	0
\$270,001 and up	7	10.61%	51.0	0	2	4	1
Total Closed Units:	66		31.5	12	33	19	2
Total Closed Volume:	9,742,407			755.10K	4.54M	3.92M	529.50K
Median Closed Price:	\$124,750			\$54,000	\$115,000	\$225,000	\$264,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2015

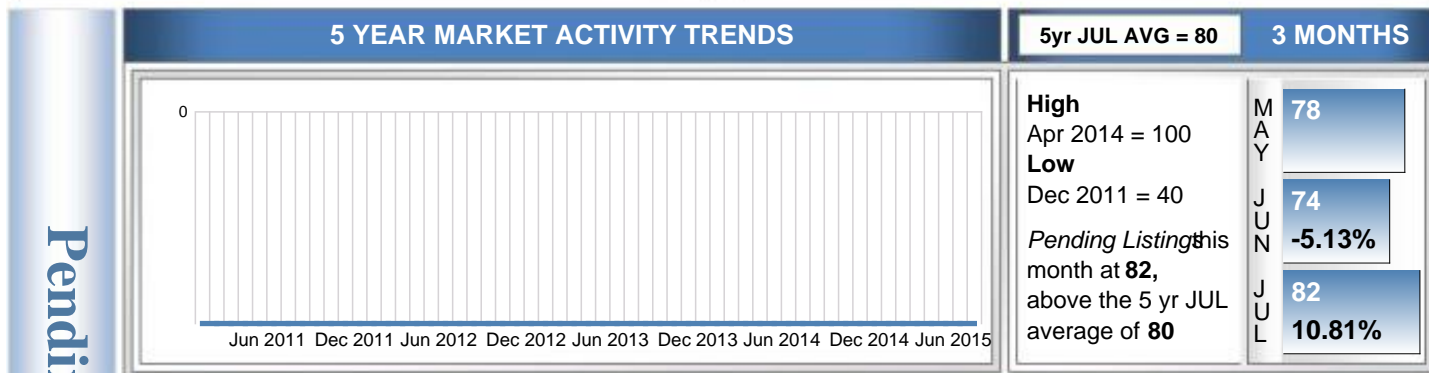
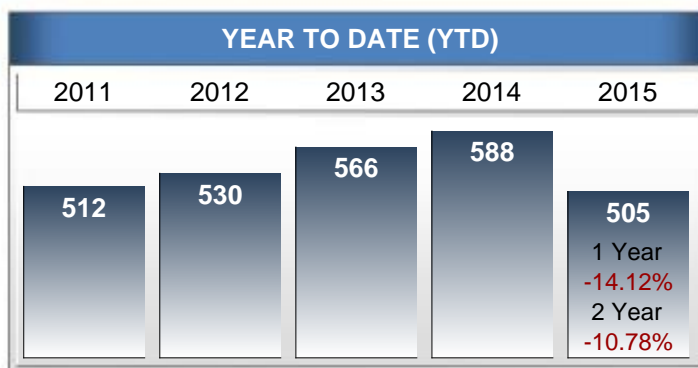
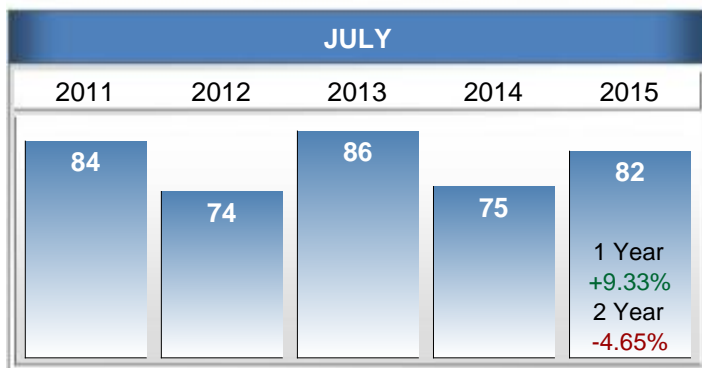
Pending Listings as of Aug 17, 2015



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.54%	52.0	3	4	0	0
\$50,001 - \$60,000	4	4.88%	37.0	1	3	0	0
\$60,001 - \$80,000	15	18.29%	52.0	3	12	0	0
\$80,001 - \$140,000	25	30.49%	32.0	4	17	4	0
\$140,001 - \$180,000	10	12.20%	78.0	0	5	4	1
\$180,001 - \$250,000	12	14.63%	35.5	0	3	9	0
\$250,001 and up	9	10.98%	58.0	1	2	5	1
Total Pending Units: 82				48.5			
Total Pending Volume: 11,072,029				1.05M 5.06M 4.56M 405.00K			
Median Listing Price: \$107,200				\$74,950 \$90,950 \$202,400 \$202,500			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2015

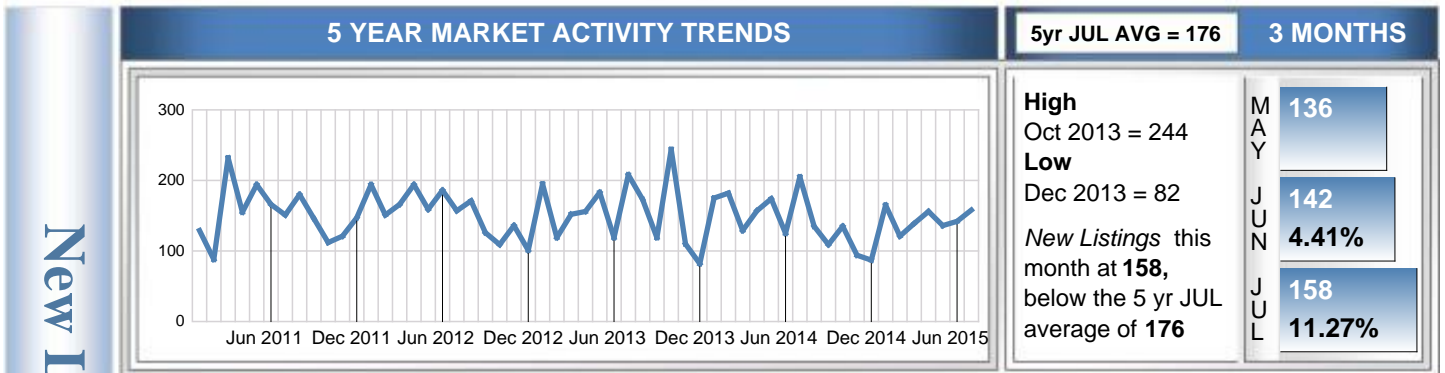
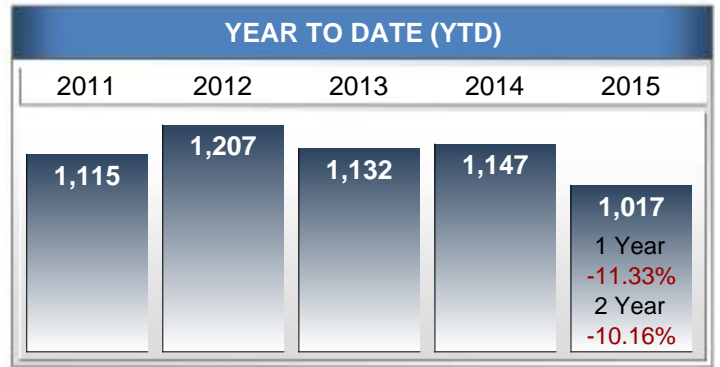
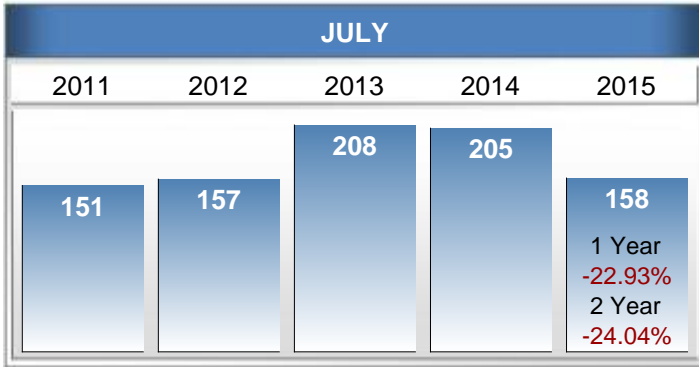
New Listings as of Aug 17, 2015



New Listings

Report Produced on: Aug 17, 2015

Area Delimited by County Of Washington



NEW LISTINGS & 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
Median New Listed Listing Price:			\$72,500	\$107,500	\$187,000	\$280,000

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2015

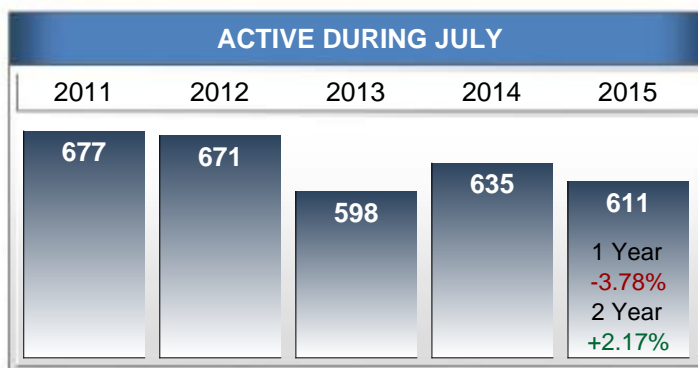
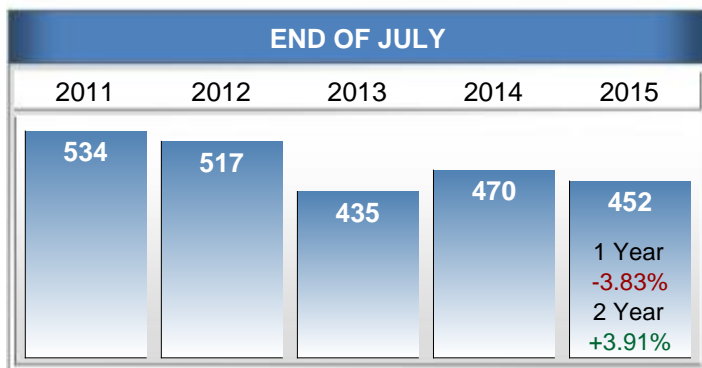
Active Inventory as of Aug 17, 2015



Active Inventory

Report Produced on: Aug 17, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr JUL AVG = 482 **3 MONTHS**

High
Nov 2013 = 593

Low
Feb 2015 = 382

Inventory this month at **452**, below the 5 yr JUL average of **482**

MAY	432
JUN	453
JUN	4.86%
JUL	452
JUL	-0.22%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	32	7.08%	152.0	30	2	0	0		
\$30,001 - \$50,000	46	10.18%	63.0	36	10	0	0		
\$50,001 - \$70,000	71	15.71%	77.0	47	22	2	0		
\$70,001 - \$130,000	124	27.43%	32.0	42	67	15	0		
\$130,001 - \$190,000	72	15.93%	61.5	9	36	23	4		
\$190,001 - \$290,000	57	12.61%	70.0	3	18	33	3		
\$290,001 and up	50	11.06%	84.5	6	5	25	14		
Total Active Inventory by Units:				452	61.5	173	160	98	21
Total Active Inventory by Volume:				69,869,809		17.87M	20.54M	23.03M	8.43M
Median Active Inventory Listing Price:				\$109,700		\$62,000	\$115,000	\$215,750	\$335,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2015

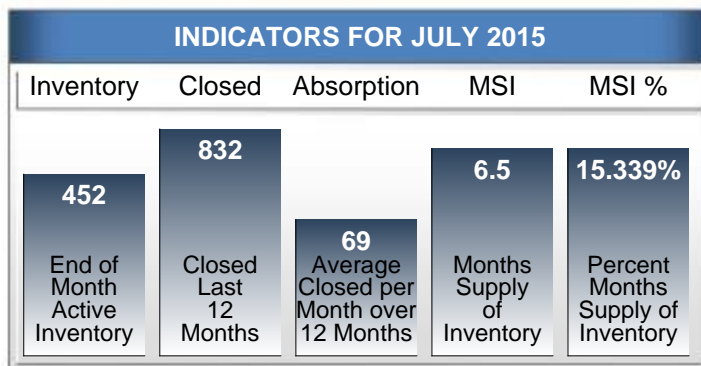
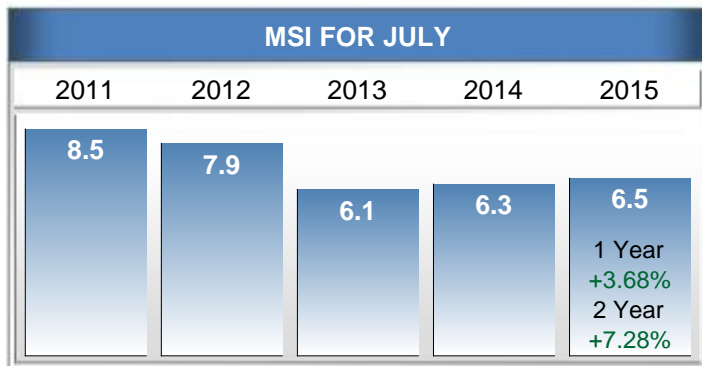
Active Inventory as of Aug 17, 2015



Months Supply of Inventory

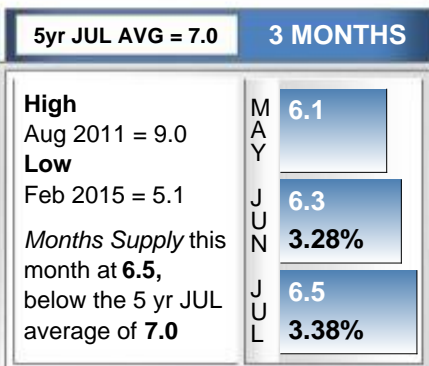
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Months Supply

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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	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

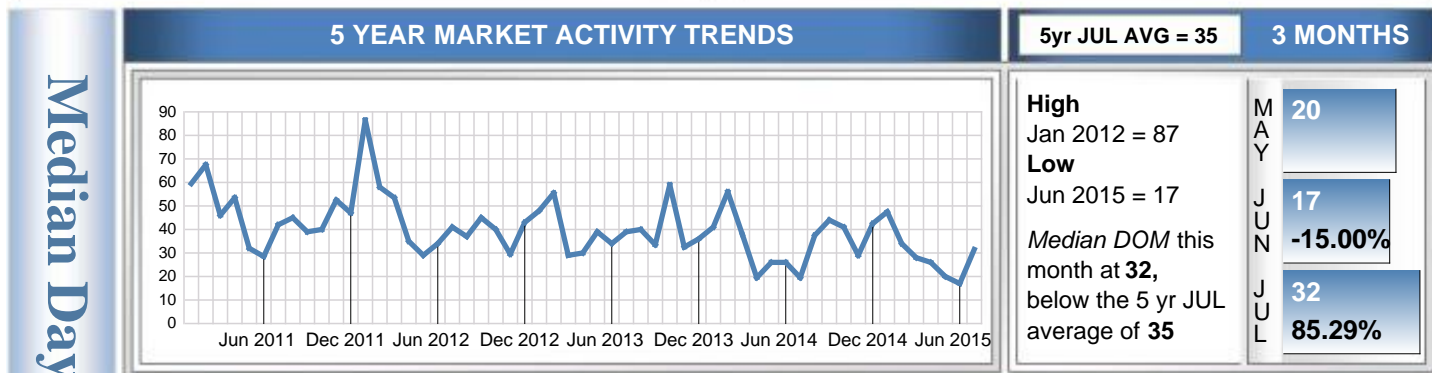
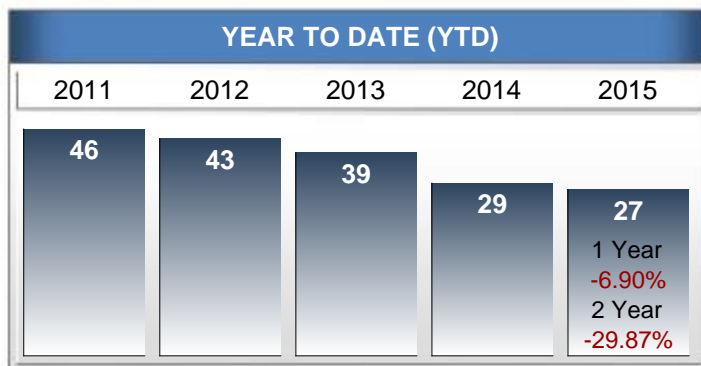
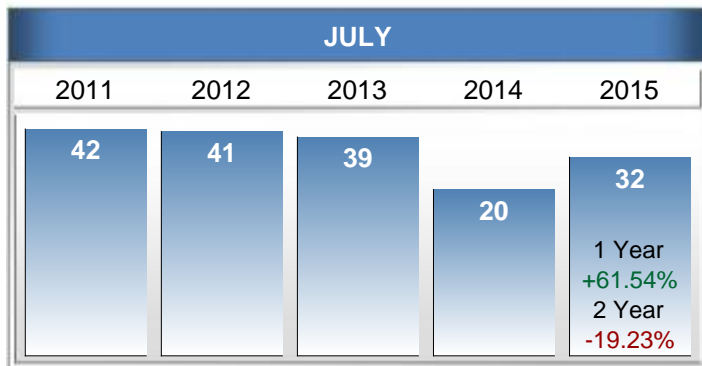
Closed Sales as of Aug 17, 2015



Median Days on Market to Sale

Report Produced on: Aug 17, 2015

Area Delimited by County Of Washington



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+
\$50,000 and less	6	9.09%	52.5	52.5	0.0	0.0	0.0
\$50,001 - \$80,000	9	13.64%	17.0	28.0	17.0	13.0	0.0
\$80,001 - \$100,000	9	13.64%	49.0	49.0	42.0	0.0	0.0
\$100,001 - \$140,000	15	22.73%	41.0	174.0	46.5	14.0	33.0
\$140,001 - \$200,000	13	19.70%	25.0	68.0	25.0	2.0	0.0
\$200,001 - \$270,000	7	10.61%	43.0	0.0	43.0	51.5	0.0
\$270,001 and up	7	10.61%	51.0	0.0	56.5	35.5	95.0
Median Closed DOM:	31.5			57.0	32.0	15.0	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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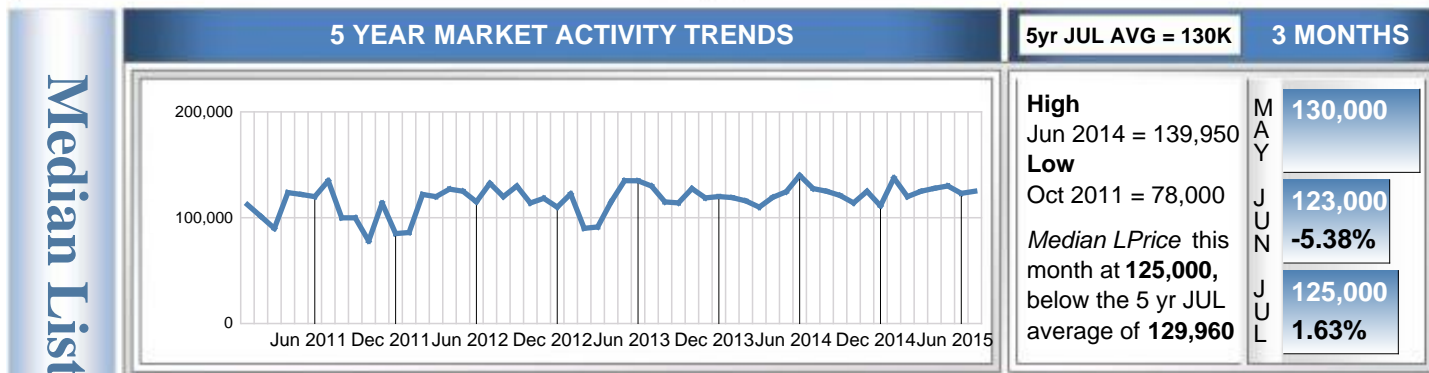
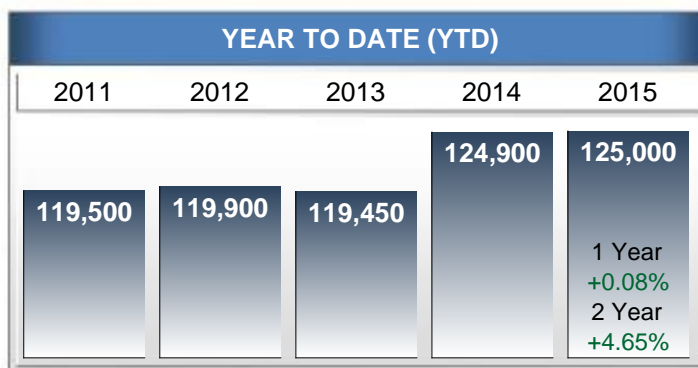
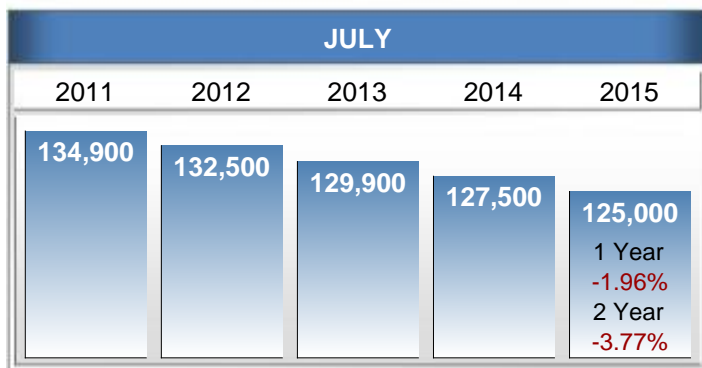
Closed Sales as of Aug 17, 2015



Median List Price at Closing

Report Produced on: Aug 17, 2015

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+
\$50,000 and less	6		9.09%	42,250	42,250	0	0	0
\$50,001 - \$80,000	7		10.61%	69,900	69,900	65,000	71,500	0
\$80,001 - \$100,000	9		13.64%	91,700	89,900	91,850	0	0
\$100,001 - \$140,000	16		24.24%	122,500	125,000	120,000	119,900	139,900
\$140,001 - \$200,000	14		21.21%	162,450	145,000	169,950	160,000	0
\$200,001 - \$270,000	7		10.61%	252,500	0	209,900	257,250	0
\$270,001 and up	7		10.61%	309,900	0	449,000	304,400	399,900
Median List Price:		\$125,000			\$54,950	\$120,000	\$225,000	\$269,900
Total Closed Units:		66			12	33	19	2
Total List Volume:		9,998,195			797.70K	4.69M	3.97M	539.80K



Monthly Inventory Analysis

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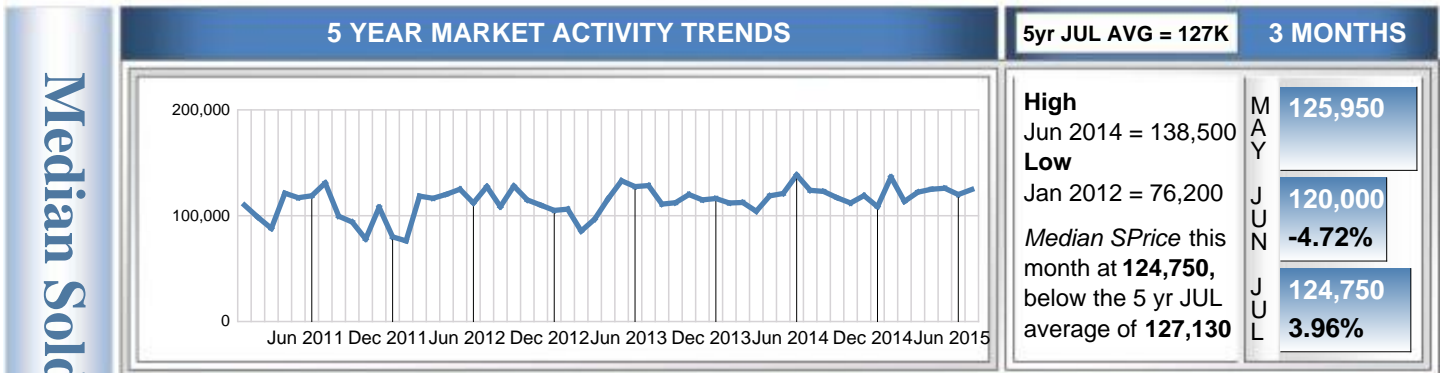
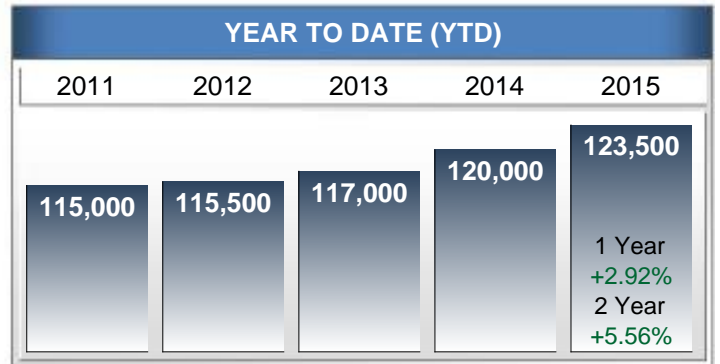
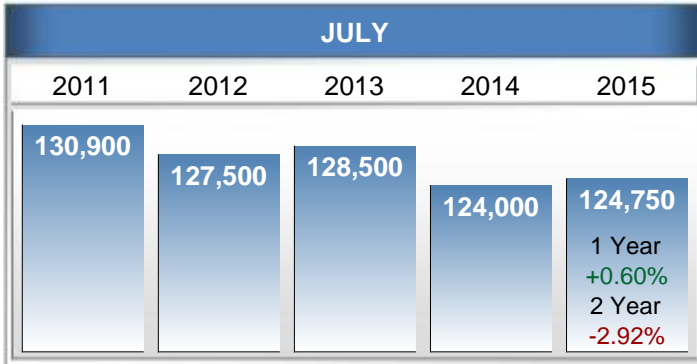
Closed Sales as of Aug 17, 2015



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+
\$50,000 and less	6		9.09%	35,800	35,800	0	0	0
\$50,001 - \$80,000	9		13.64%	67,500	60,000	69,000	67,500	0
\$80,001 - \$100,000	9		13.64%	90,000	90,000	91,000	0	0
\$100,001 - \$140,000	15		22.73%	122,500	117,500	122,250	122,500	139,900
\$140,001 - \$200,000	13		19.70%	160,000	144,000	171,000	160,000	0
\$200,001 - \$270,000	7		10.61%	245,000	0	209,900	250,000	0
\$270,001 and up	7		10.61%	297,500	0	436,250	289,750	389,600
Median Closed Price:	\$124,750				\$54,000	\$115,000	\$225,000	\$264,750
Total Closed Units:	66				12	33	19	2
Total Closed Volume:	9,742,407				755.10K	4.54M	3.92M	529.50K



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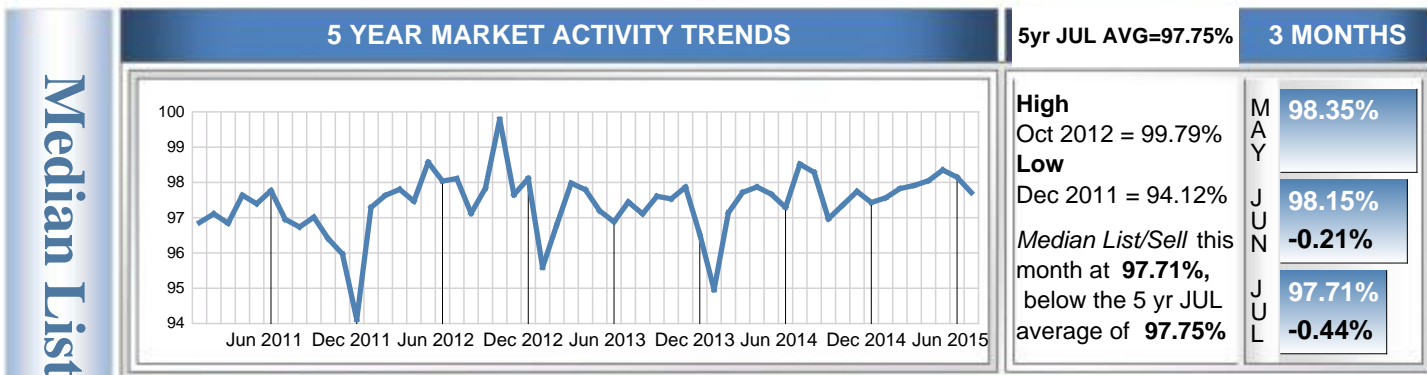
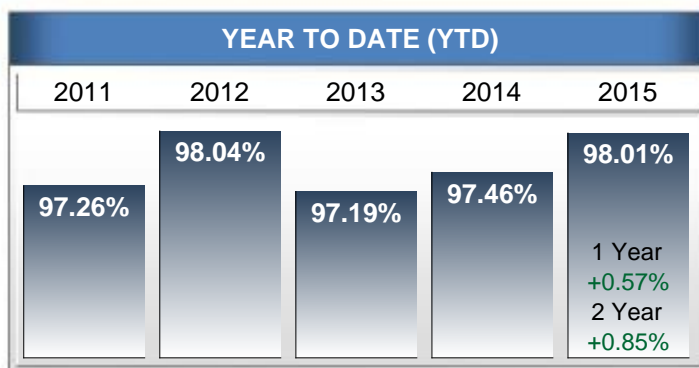
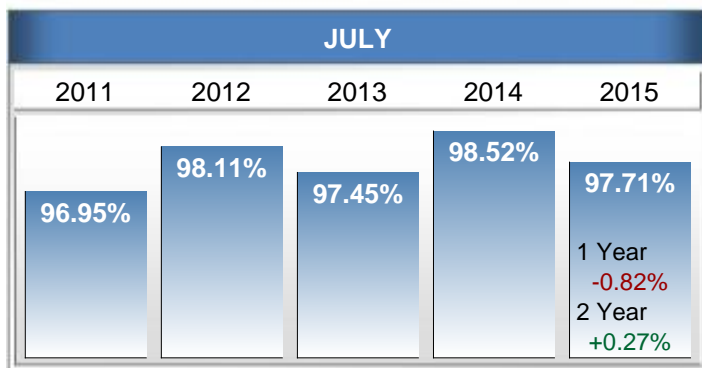
Closed Sales as of Aug 17, 2015



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+
\$50,000 and less	6	9.09%	95.50%	95.50%	0.00%	0.00%	0.00%
\$50,001 - \$80,000	9	13.64%	94.41%	96.83%	94.12%	94.41%	0.00%
\$80,001 - \$100,000	9	13.64%	95.66%	100.11%	95.57%	0.00%	0.00%
\$100,001 - \$140,000	15	22.73%	96.90%	94.00%	96.76%	103.52%	100.00%
\$140,001 - \$200,000	13	19.70%	99.31%	99.31%	97.89%	100.00%	0.00%
\$200,001 - \$270,000	7	10.61%	100.00%	0.00%	100.00%	98.85%	0.00%
\$270,001 and up	7	10.61%	97.42%	0.00%	97.40%	97.61%	97.42%
Median List/Sell Ratio:	97.71%			98.07%	96.77%	100.00%	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

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July 2015

Inventory as of Aug 17, 2015



Market Summary

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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%
Median List Price	127,500	125,000	-1.96%	124,900	125,000	0.08%
Median Sale Price	124,000	124,750	+0.60%	120,000	123,500	+2.92%
Median Percent of List Price to Selling Price	98.52%	97.71%	-0.82%	97.46%	98.01%	+0.57%
Median Days on Market to Sale	19.50	31.50	+61.54%	29.00	27.00	-6.90%
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%

