



June 2015

Area Delimited by County Of Washington

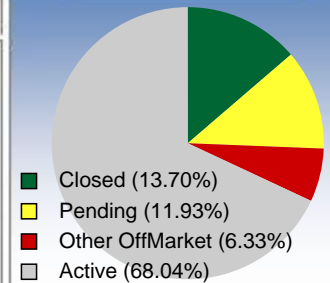


Absorption: Last 12 months, an Average of **72** Sales/Month

Active Inventory as of June 30, 2015 = **462**

	JUNE		
	2014	2015	+/- %
Closed Listings	80	93	16.25%
Pending Listings	84	81	-3.57%
New Listings	125	142	13.60%
Median List Price	139,950	123,000	-12.11%
Median Sale Price	138,500	120,000	-13.36%
Median Percent of List Price to Selling Price	97.29%	98.15%	0.88%
Median Days on Market to Sale	26.00	17.00	-34.62%
End of Month Inventory	440	462	5.00%
Months Supply of Inventory	5.81	6.43	10.73%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 13, 2015

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 June 2015 rose **5.00%** to 462 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **6.43** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.36%** in June 2015 to \$120,000 versus the previous year at \$138,500.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 9.00 days or **34.62%** in June 2015 compared to last year's same month at **26.00** DOM.

Sales Success for June 2015 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 142 New Listings in June 2015, up **13.60%** from last year at 125. Furthermore, there were 93 Closed Listings this month versus last year at 80, a **16.25%** increase.

Closed versus Listed trends yielded a **65.5%** ratio, up from last year's June 2015 at **64.0%**, a **2.33%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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 to find a REALTOR® today.



Monthly Inventory Analysis

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June 2015

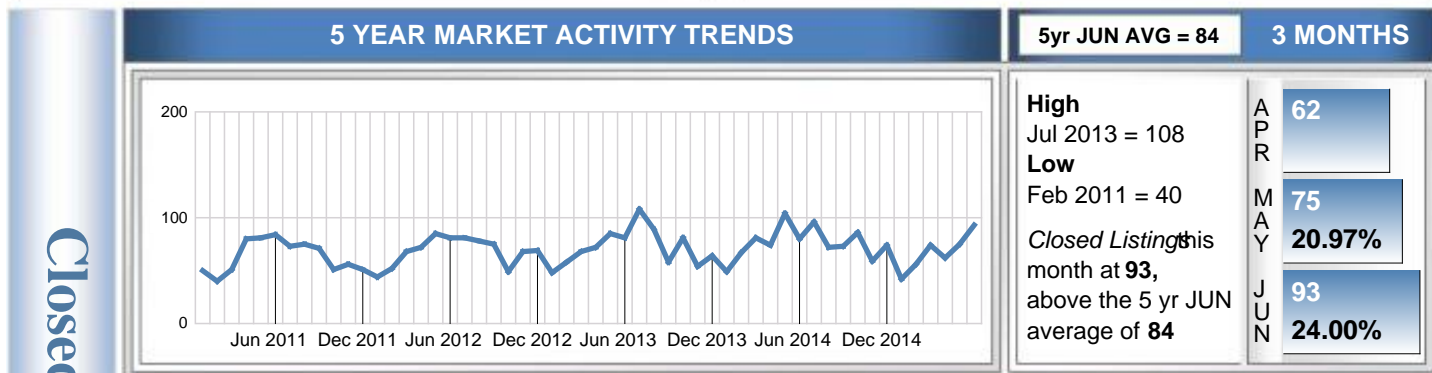
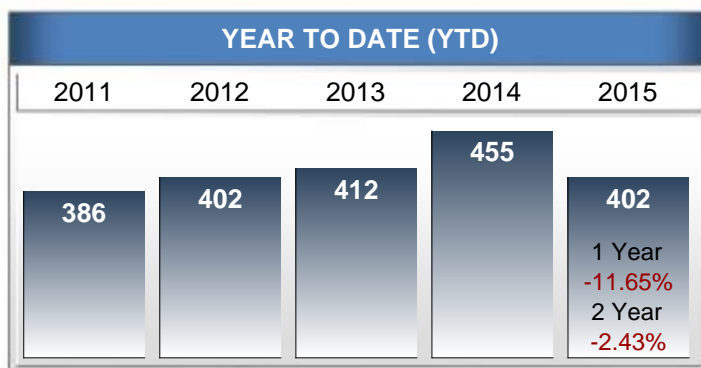
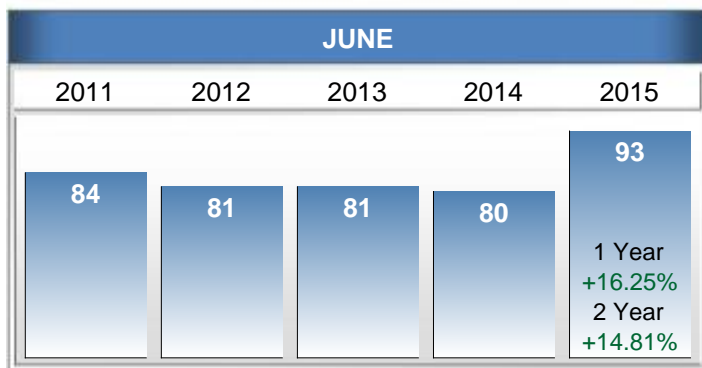
Closed Sales as of Jul 13, 2015



Report Produced on: Jul 13, 2015

Closed Listings

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+
\$40,000 and less	8	8.60%	18.0	5	3	0	0
\$40,001 - \$70,000	10	10.75%	11.0	4	6	0	0
\$70,001 - \$90,000	13	13.98%	13.0	0	11	2	0
\$90,001 - \$140,000	27	29.03%	18.0	3	21	2	1
\$140,001 - \$190,000	14	15.05%	17.5	0	4	10	0
\$190,001 - \$250,000	11	11.83%	28.0	0	4	6	1
\$250,001 and up	10	10.75%	24.5	0	3	3	4
Total Closed Units:	93		17.0	12	52	23	6
Total Closed Volume:	13,576,294			643.28K	6.07M	4.35M	2.51M
Median Closed Price:	\$120,000			\$49,950	\$105,500	\$179,000	\$385,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

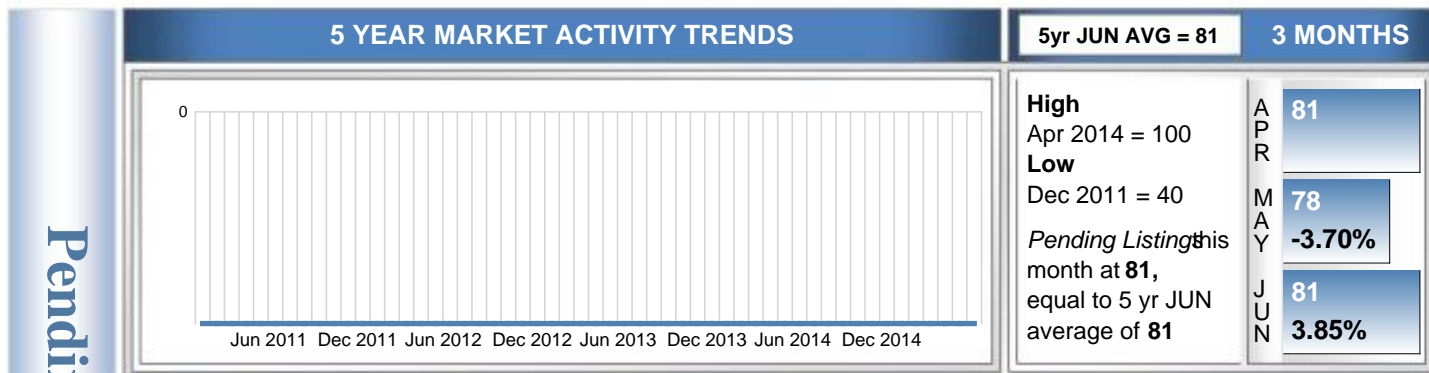
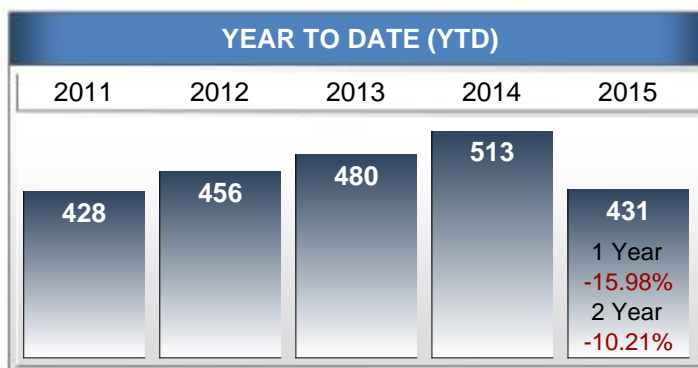
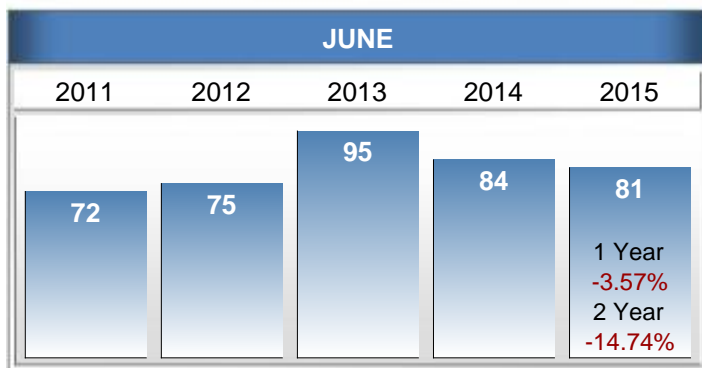
Pending Listings as of Jul 13, 2015



Pending Listings

Report Produced on: Jul 13, 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	9	11.11%	13.0	6	3	0	0		
\$50,001 - \$70,000	9	11.11%	20.0	4	5	0	0		
\$70,001 - \$100,000	11	13.58%	32.0	1	7	3	0		
\$100,001 - \$140,000	19	23.46%	42.0	0	16	2	1		
\$140,001 - \$160,000	13	16.05%	25.0	1	7	3	2		
\$160,001 - \$260,000	12	14.81%	34.5	0	3	9	0		
\$260,001 and up	8	9.88%	35.5	0	2	5	1		
Total Pending Units:				81	30.0	12	43	22	4
Total Pending Volume:				11,592,834		667.20K	5.18M	4.39M	1.36M
Median Listing Price:				\$125,000		\$52,450	\$118,000	\$227,000	\$158,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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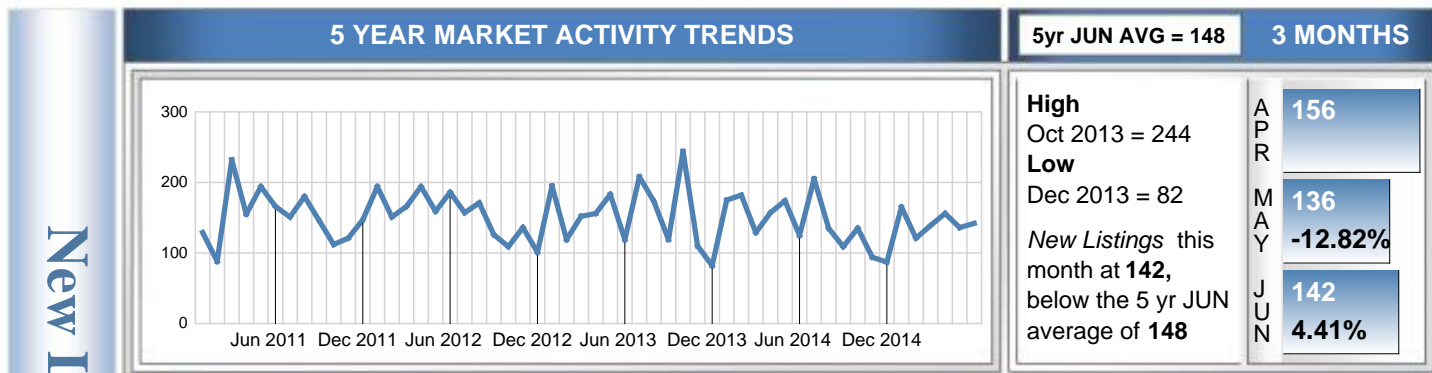
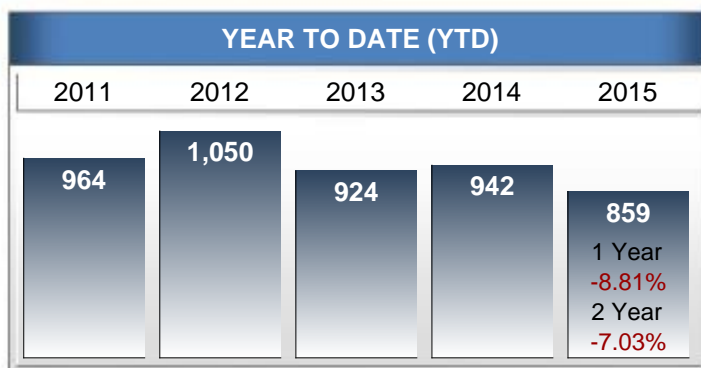
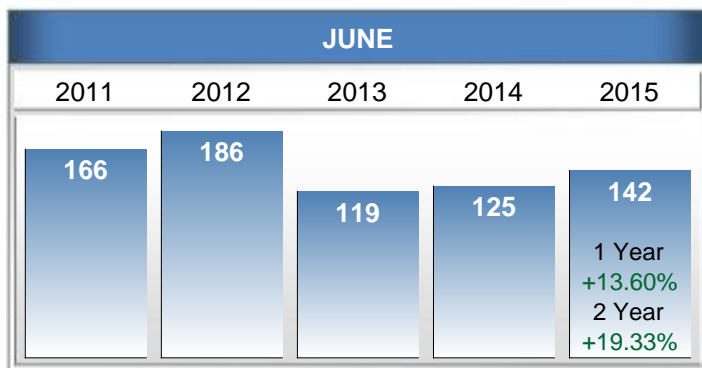
New Listings as of Jul 13, 2015



New Listings

Report Produced on: Jul 13, 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	14	9.86%	10	4	0	0
\$40,001 \$60,000	8	5.63%	2	5	1	0
\$60,001 \$90,000	28	19.72%	8	19	1	0
\$90,001 \$140,000	35	24.65%	2	30	3	0
\$140,001 \$210,000	26	18.31%	2	13	10	1
\$210,001 \$300,000	15	10.56%	0	7	8	0
\$300,001 and up	16	11.27%	1	4	7	4
Total New Listed Units:	142		25	82	30	5
Total New Listed Volume:	22,288,109		2.32M	10.38M	6.60M	2.99M
Median New Listed Listing Price:	\$122,250		\$62,000	\$109,900	\$217,500	\$555,000



Monthly Inventory Analysis

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June 2015

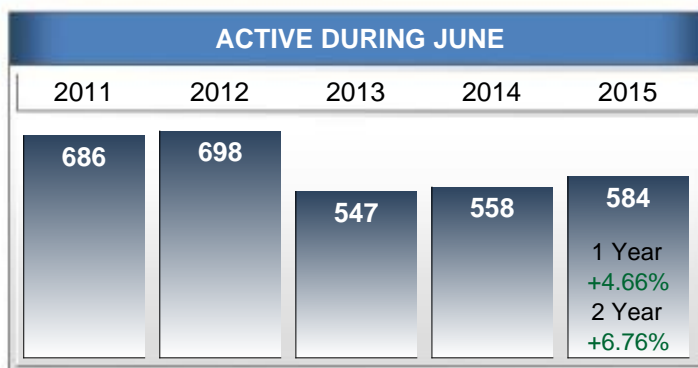
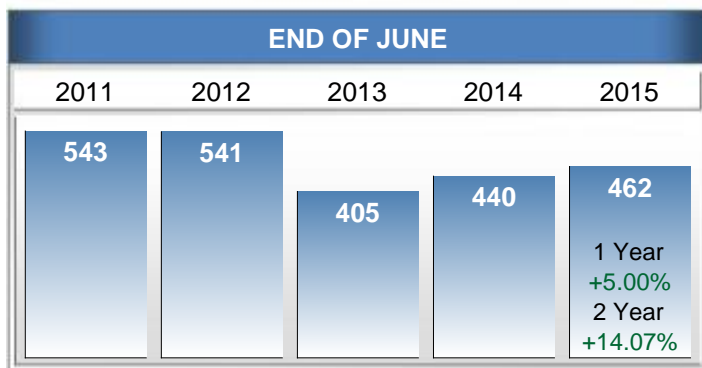
Active Inventory as of Jul 13, 2015



Active Inventory

Report Produced on: Jul 13, 2015

Area Delimited by County Of Washington



Active Inventory

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5yr JUN AVG = 478 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 385

Inventory this month at **462**, below the 5 yr JUN average of **478**

A	421
P	
R	
M	444
A	5.46%
Y	
J	462
U	4.05%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	46	9.96%	121.0	44	2	0	0		
\$30,001 \$50,000	42	9.09%	86.5	33	9	0	0		
\$50,001 \$70,000	73	15.80%	83.0	43	28	2	0		
\$70,001 \$130,000	120	25.97%	69.5	42	66	12	0		
\$130,001 \$200,000	72	15.58%	57.0	10	36	21	5		
\$200,001 \$300,000	61	13.20%	62.0	3	21	35	2		
\$300,001 and up	48	10.39%	75.5	10	5	20	13		
Total Active Inventory by Units:				462	74.5	185	167	90	20
Total Active Inventory by Volume:				74,467,060		23.08M	21.62M	22.06M	7.72M
Median Active Inventory Listing Price:				\$107,250		\$62,000	\$114,900	\$226,750	\$334,950



Monthly Inventory Analysis

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June 2015

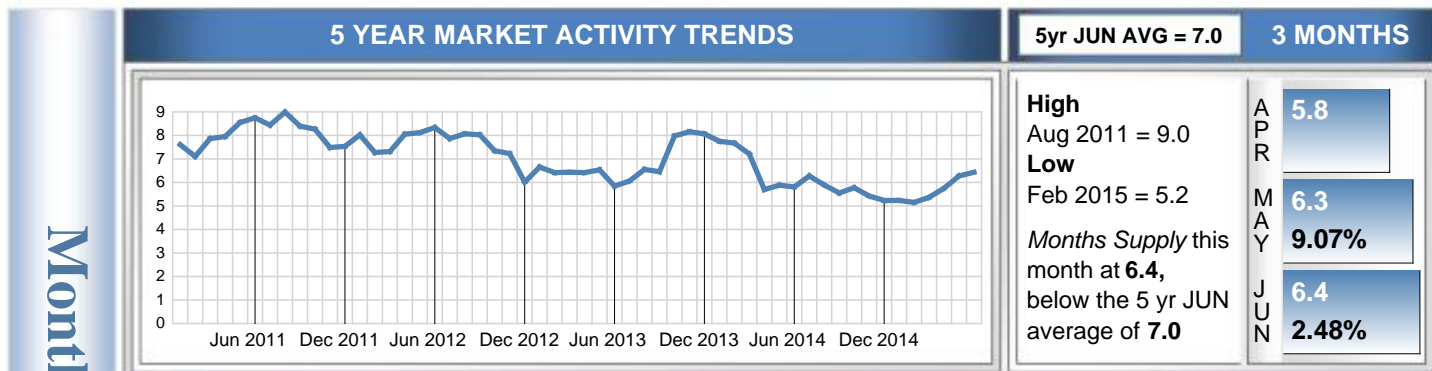
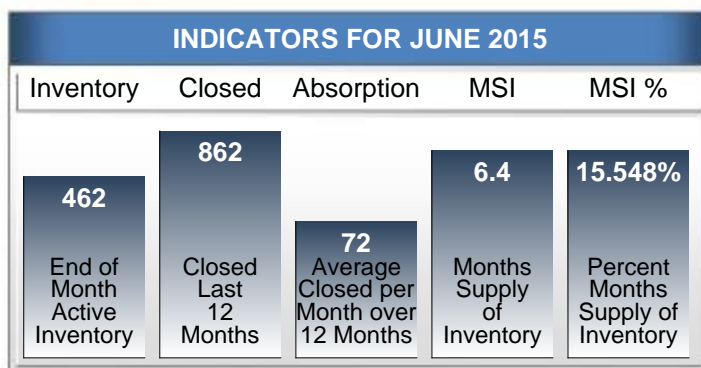
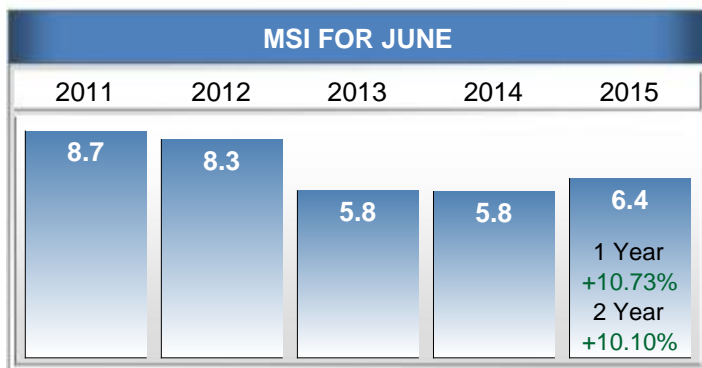
Active Inventory as of Jul 13, 2015



Months Supply of Inventory

Report Produced on: Jul 13, 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	46	9.96%	11.3	21.1	1.1	0.0	0.0
\$30,001 \$50,000	42	9.09%	7.5	14.1	3.2	0.0	0.0
\$50,001 \$70,000	73	15.80%	9.6	15.2	6.6	4.0	0.0
\$70,001 \$130,000	120	25.97%	4.9	18.7	3.7	3.0	0.0
\$130,001 \$200,000	72	15.58%	4.4	7.1	4.3	3.5	12.0
\$200,001 \$300,000	61	13.20%	6.7	12.0	9.7	5.6	4.0
\$300,001 and up	48	10.39%	10.1	40.0	8.6	7.5	10.4
MSI:			6.4	16.2	4.4	4.6	7.7
Total Active Inventory:			462	185	167	90	20



Monthly Inventory Analysis

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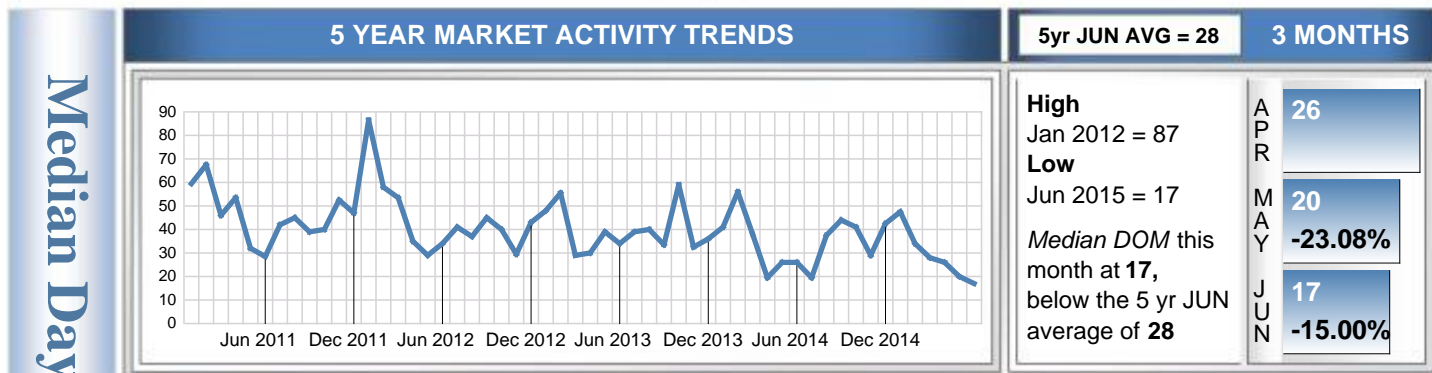
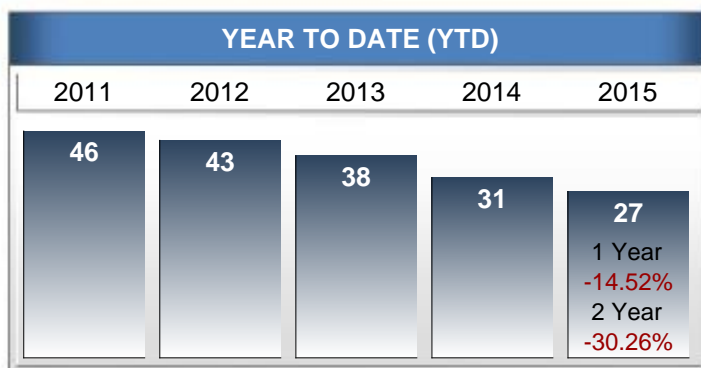
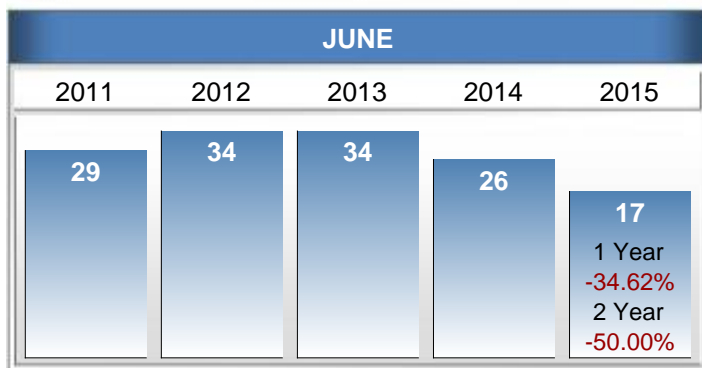
Closed Sales as of Jul 13, 2015



Median Days on Market to Sale

Report Produced on: Jul 13, 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+
\$40,000 and less	8	8.60%	18.0	21.0	15.0	0.0	0.0		
\$40,001 \$70,000	10	10.75%	11.0	9.5	12.0	0.0	0.0		
\$70,001 \$90,000	13	13.98%	13.0	0.0	17.0	12.5	0.0		
\$90,001 \$140,000	27	29.03%	18.0	64.0	18.0	8.5	58.0		
\$140,001 \$190,000	14	15.05%	17.5	0.0	54.0	17.5	0.0		
\$190,001 \$250,000	11	11.83%	28.0	0.0	14.0	66.0	3.0		
\$250,001 and up	10	10.75%	24.5	0.0	63.0	21.0	43.0		
Median Closed DOM:	17.0			18.5	17.0	18.0	33.0		
Total Closed Units:	93			12	52	23	6		
Total Closed Volume:	13,576,294			643.28K	6.07M	4.35M	2.51M		



Monthly Inventory Analysis

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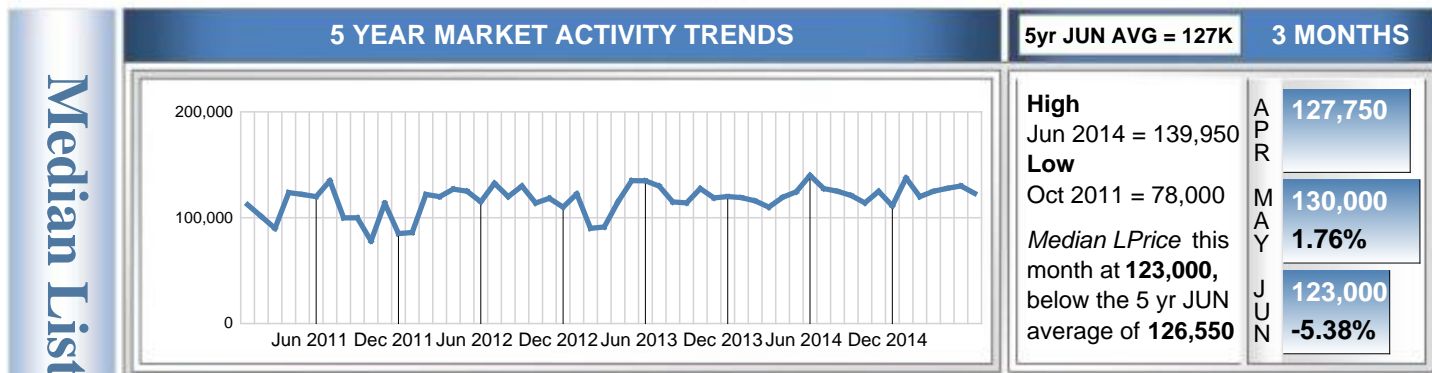
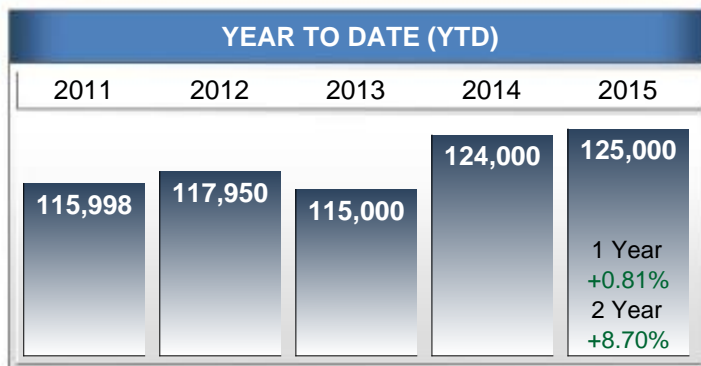
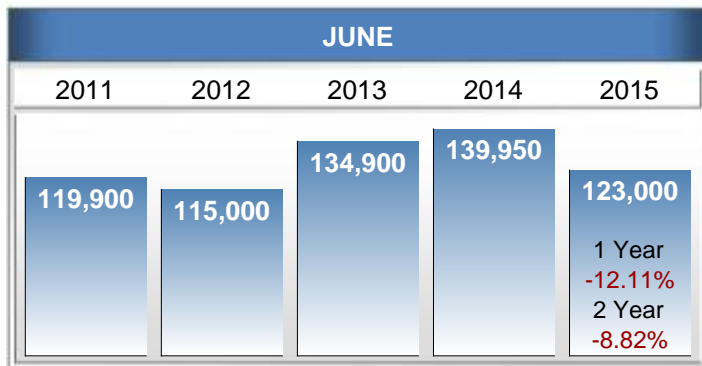
Closed Sales as of Jul 13, 2015



Median List Price at Closing

Report Produced on: Jul 13, 2015

Area Delimited by County Of Washington



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	8		8.60%	29,067	24,900	33,000	0	0
\$40,001 \$70,000	9		9.68%	57,500	58,450	57,500	0	0
\$70,001 \$90,000	13		13.98%	84,000	0	84,500	73,540	0
\$90,001 \$140,000	28		30.11%	116,450	114,900	117,450	112,200	125,000
\$140,001 \$190,000	12		12.90%	161,500	0	150,750	165,500	0
\$190,001 \$250,000	13		13.98%	212,500	0	205,750	217,400	220,000
\$250,001 and up	10		10.75%	327,500	0	284,500	330,000	505,000
Median List Price:		\$123,000			\$52,400	\$106,250	\$184,900	\$392,500
Total Closed Units:		93			12	52	23	6
Total List Volume:		13,935,231			686.90K	6.23M	4.44M	2.58M



Monthly Inventory Analysis

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June 2015

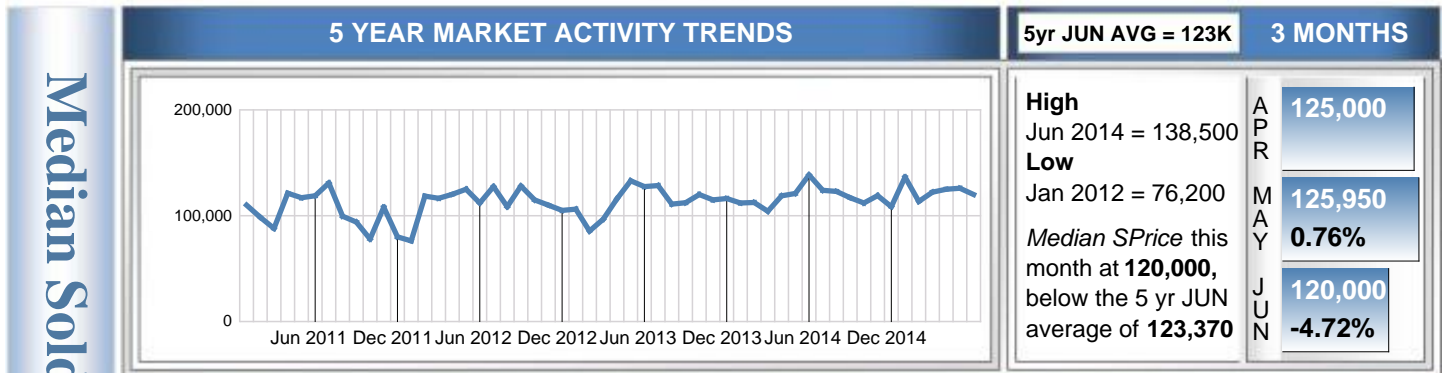
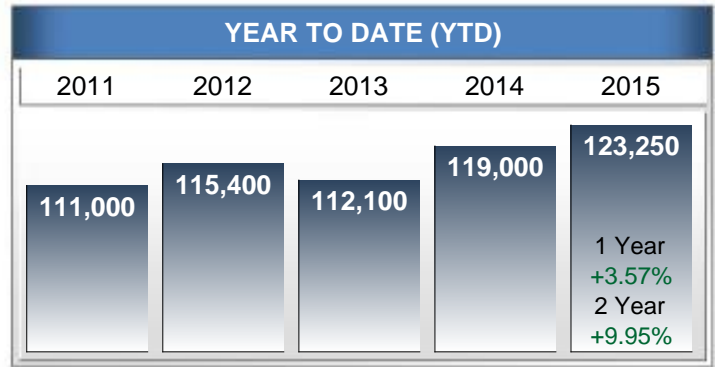
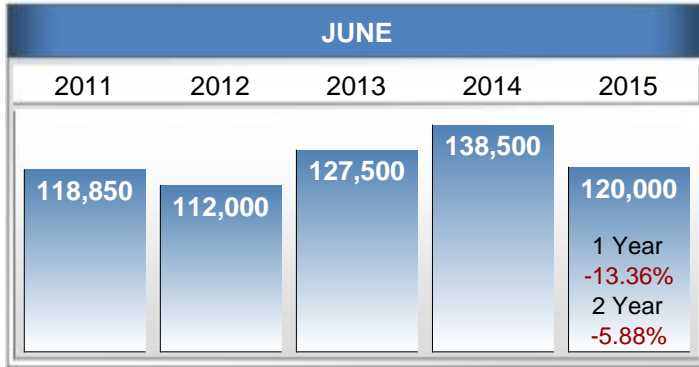
Closed Sales as of Jul 13, 2015



Median Sold Price at Closing

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Area Delimited by County Of Washington



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+
\$40,000 and less	8		8.60%	27,500	15,000	33,000	0	0
\$40,001 \$70,000	10		10.75%	53,950	56,950	53,950	0	0
\$70,001 \$90,000	13		13.98%	84,500	0	85,000	73,550	0
\$90,001 \$140,000	27		29.03%	113,000	109,000	119,900	111,750	122,000
\$140,001 \$190,000	14		15.05%	161,000	0	148,500	164,000	0
\$190,001 \$250,000	11		11.83%	212,500	0	204,000	216,950	220,000
\$250,001 and up	10		10.75%	329,000	0	275,000	336,000	480,000
Median Closed Price:	\$120,000				\$49,950	\$105,500	\$179,000	\$385,000
Total Closed Units:	93				12	52	23	6
Total Closed Volume:	13,576,294				643.28K	6.07M	4.35M	2.51M



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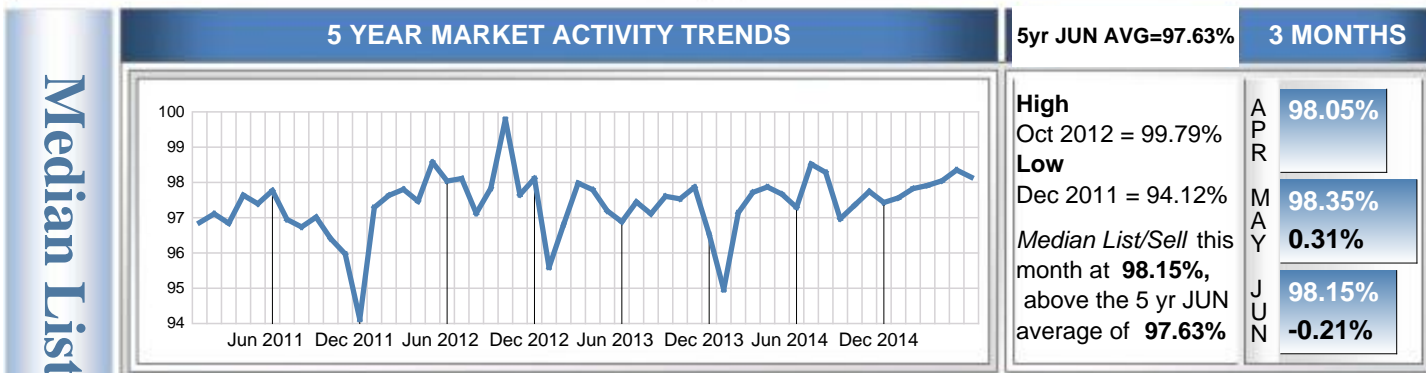
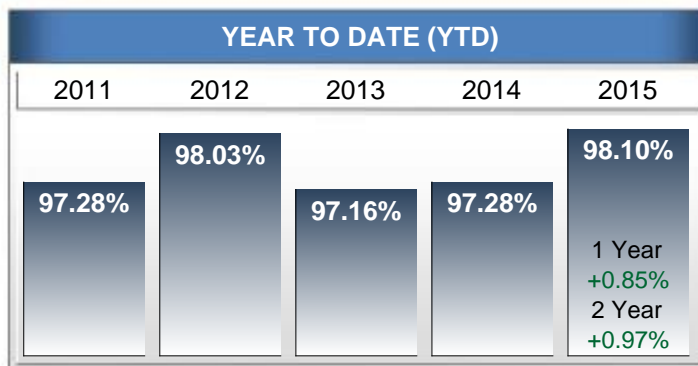
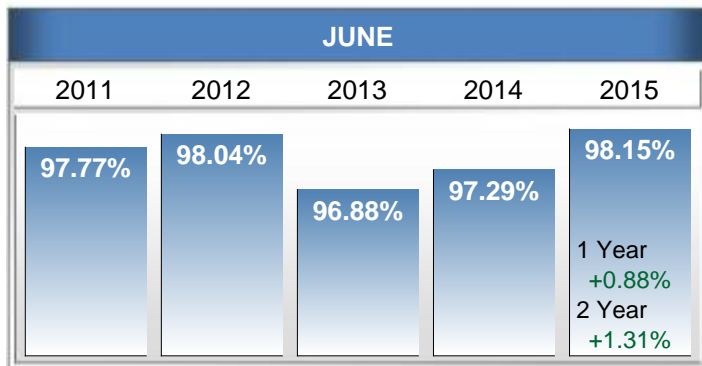
Closed Sales as of Jul 13, 2015



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+
\$40,000 and less	8	8.60%	90.15%	68.57%	100.00%	0.00%	0.00%
\$40,001 \$70,000	10	10.75%	95.59%	98.64%	92.74%	0.00%	0.00%
\$70,001 \$90,000	13	13.98%	100.00%	0.00%	100.00%	100.01%	0.00%
\$90,001 \$140,000	27	29.03%	98.15%	95.24%	98.15%	99.65%	97.60%
\$140,001 \$190,000	14	15.05%	97.09%	0.00%	98.51%	96.79%	0.00%
\$190,001 \$250,000	11	11.83%	99.60%	0.00%	99.51%	98.84%	100.00%
\$250,001 and up	10	10.75%	97.35%	0.00%	95.86%	99.11%	97.69%
Median List/Sell Ratio:	98.15%			94.79%	98.86%	99.11%	98.80%
Total Closed Units:	93			12	52	23	6
Total Closed Volume:	13,576,294			643.28K	6.07M	4.35M	2.51M



Monthly Inventory Analysis

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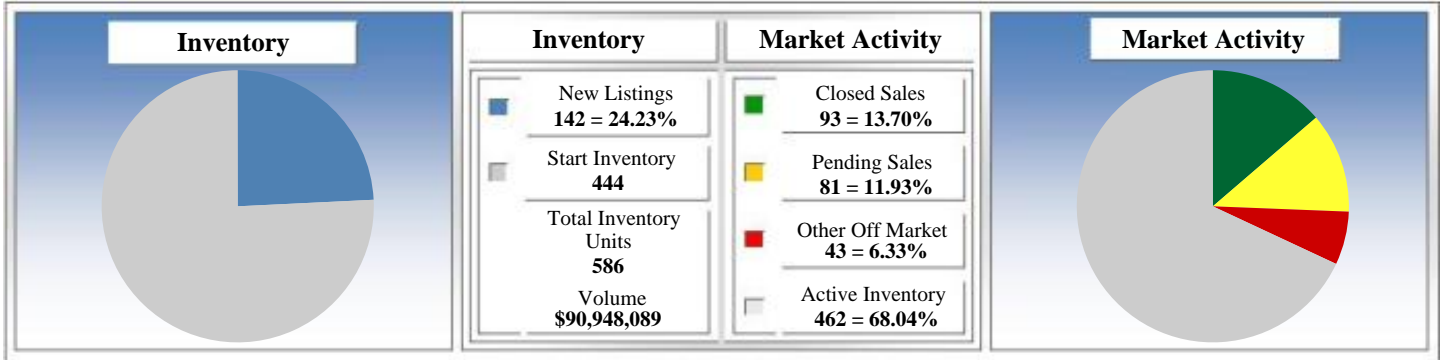
Inventory as of Jul 13, 2015



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 72 Sales/Month

Active Inventory as of June 30, 2015 = 462

	JUNE			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	80	93	16.25%	455	402	-11.65%
Pending Sales	84	81	-3.57%	513	431	-15.98%
New Listings	125	142	13.60%	942	859	-8.81%
Median List Price	139,950	123,000	-12.11%	124,000	125,000	0.81%
Median Sale Price	138,500	120,000	-13.36%	119,000	123,250	3.57%
Median Percent of List Price to Selling Price	97.29%	98.15%	0.88%	97.28%	98.10%	0.85%
Median Days on Market to Sale	26.00	17.00	-34.62%	31.00	26.50	-14.52%
Monthly Inventory	440	462	5.00%	440	462	5.00%
Months Supply of Inventory	5.81	6.43	10.73%	5.81	6.43	10.73%

