



# May 2016

Area Delimited by Counties Of Creek,  
Okmulgee, Osage, Pawnee, Rogers, Tulsa,  
Wagoner

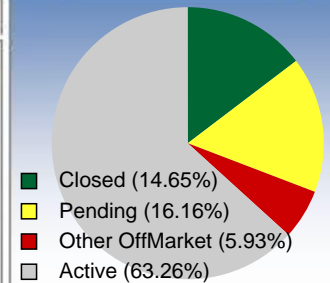


**Absorption:** Last 12 months, an Average of **1,155** Sales/Month

**Active Inventory** as of May 31, 2016 = **5,673**

	MAY		
	2015	2016	+/- %
Closed Listings	1,341	1,314	-2.01%
Pending Listings	1,298	1,449	11.63%
New Listings	2,144	2,316	8.02%
Average List Price	187,031	185,982	-0.56%
Average Sale Price	181,674	180,763	-0.50%
Average Percent of List Price to Selling Price	97.30%	97.20%	-0.11%
Average Days on Market to Sale	46.22	42.45	-8.16%
End of Month Inventory	5,650	5,673	0.41%
Months Supply of Inventory	4.96	4.91	-0.99%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 15, 2016

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 May 2016 rose **0.41%** to 5,673 existing homes available for sale. Over the last 12 months this area has had an average of 1,155 closed sales per month. This represents an unsold inventory index of **4.91** MSI for this period.

### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.50%** in May 2016 to \$180,763 versus the previous year at \$181,674.

### Average Days on Market Shortens

The average number of **42.45** days that homes spent on the market before selling decreased by 3.77 days or **8.16%** in May 2016 compared to last year's same month at **46.22** DOM.

### Sales Success for May 2016 is Positive

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

There were 2,316 New Listings in May 2016, up **8.02%** from last year at 2,144. Furthermore, there were 1,314 Closed Listings this month versus last year at 1,341, a **-2.01%** decrease.

Closed versus Listed trends yielded a **56.7%** ratio, down from previous year's, May 2015, at **62.5%**, a **9.29%** downswing. 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

<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®

## May 2016

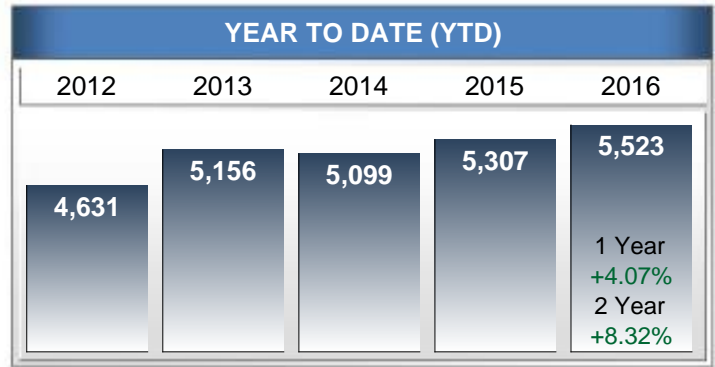
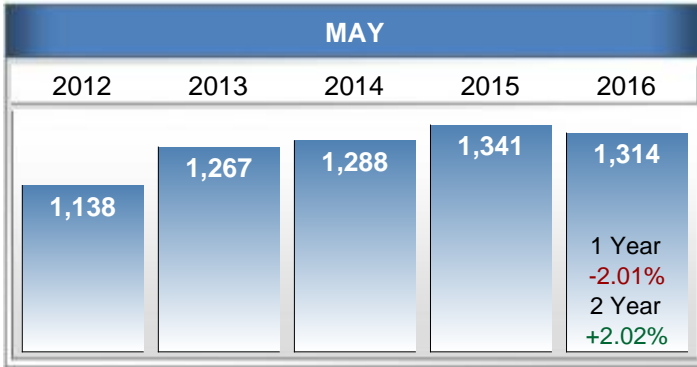
Closed Sales as of Jun 15, 2016



### Closed Listings

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	99	7.53%	48.6	55	36	8	0	
\$50,001 - \$75,000	93	7.08%	45.6	37	47	9	0	
\$75,001 - \$125,000	257	19.56%	38.2	40	195	20	2	
\$125,001 - \$175,000	360	27.40%	38.2	25	262	71	2	
\$175,001 - \$225,000	204	15.53%	41.9	10	114	75	5	
\$225,001 - \$325,000	169	12.86%	47.6	9	49	102	9	
\$325,001 and up	132	10.05%	49.8	7	30	67	28	
Total Closed Units: 1,314				42.4	183	733	352	46
Total Closed Volume: 237,523,031					18.97M	111.47M	87.87M	19.21M
Average Closed Price: \$180,763					\$103,662	\$152,074	\$249,629	\$417,671



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

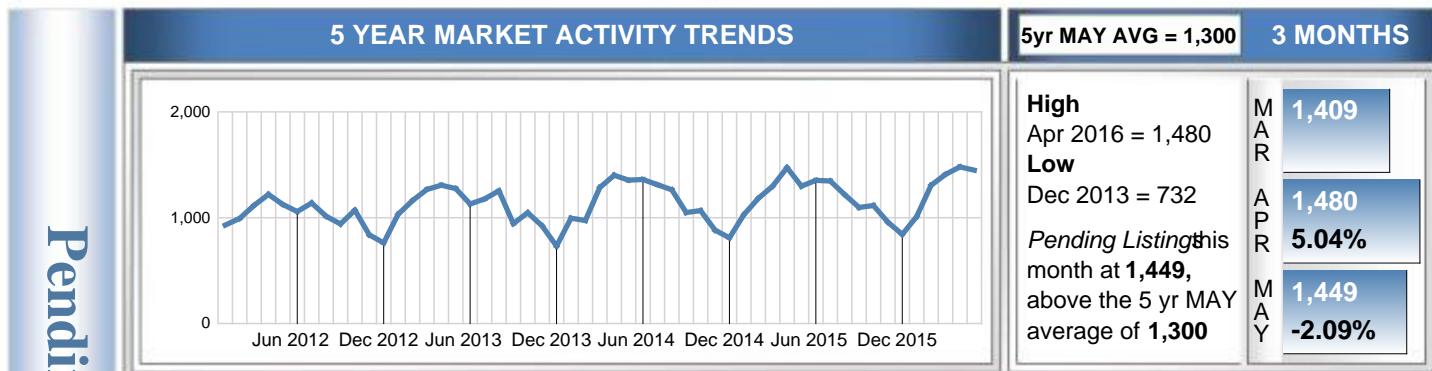
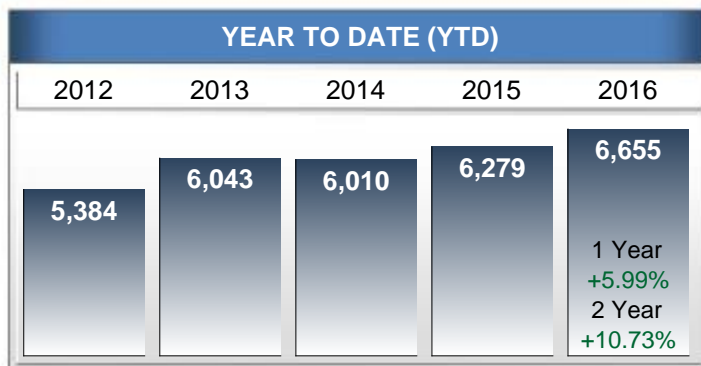
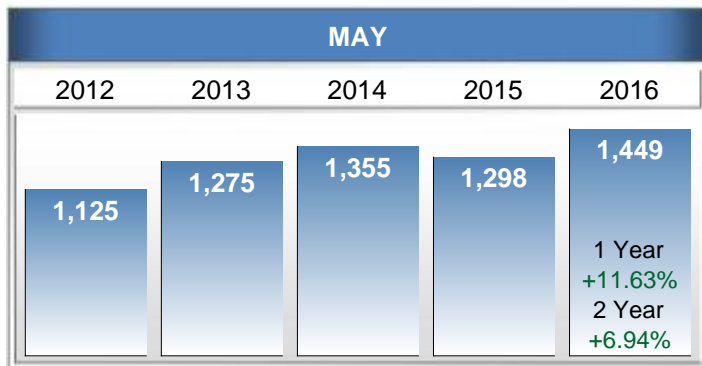
Pending Listings as of Jun 15, 2016



### Pending Listings

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	119	8.21%	47.0	65	46	6	2	
\$50,001 - \$75,000	91	6.28%	57.8	34	52	4	1	
\$75,001 - \$125,000	296	20.43%	41.7	52	203	39	2	
\$125,001 - \$175,000	364	25.12%	31.9	18	278	63	5	
\$175,001 - \$225,000	215	14.84%	38.9	12	119	79	5	
\$225,001 - \$325,000	205	14.15%	40.2	9	67	111	18	
\$325,001 and up	159	10.97%	51.7	8	37	89	25	
Total Pending Units: 1,449				42.5	198	802	391	58
Total Pending Volume: 271,254,983					20.61M	126.00M	101.95M	22.70M
Average Listing Price: \$177,568					\$104,086	\$157,108	\$260,740	\$391,315



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

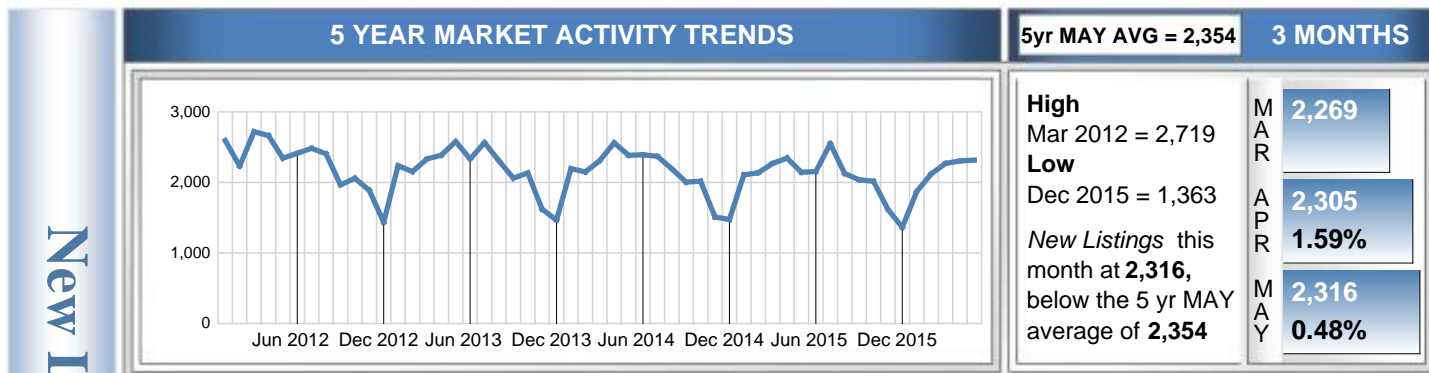
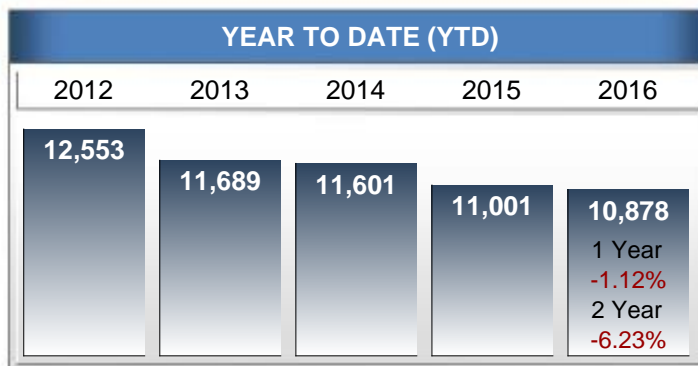
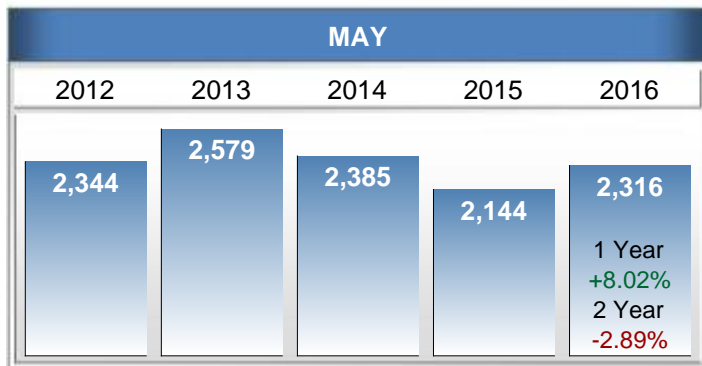
New Listings as of Jun 15, 2016



### New Listings

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	94	4.06%	70	18	6	0
\$25,001 - \$75,000	376	16.23%	217	134	24	1
\$75,001 - \$125,000	380	16.41%	76	260	39	5
\$125,001 - \$175,000	476	20.55%	49	325	98	4
\$175,001 - \$275,000	454	19.60%	38	185	214	17
\$275,001 - \$425,000	305	13.17%	33	67	161	44
\$425,001 and up	231	9.97%	36	34	106	55
Total New Listed Units:			519	1023	648	126
Total New Listed Volume:			86.17M	167.56M	193.46M	68.97M
Average New Listed Listing Price:			\$166,031	\$163,794	\$298,551	\$547,374



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

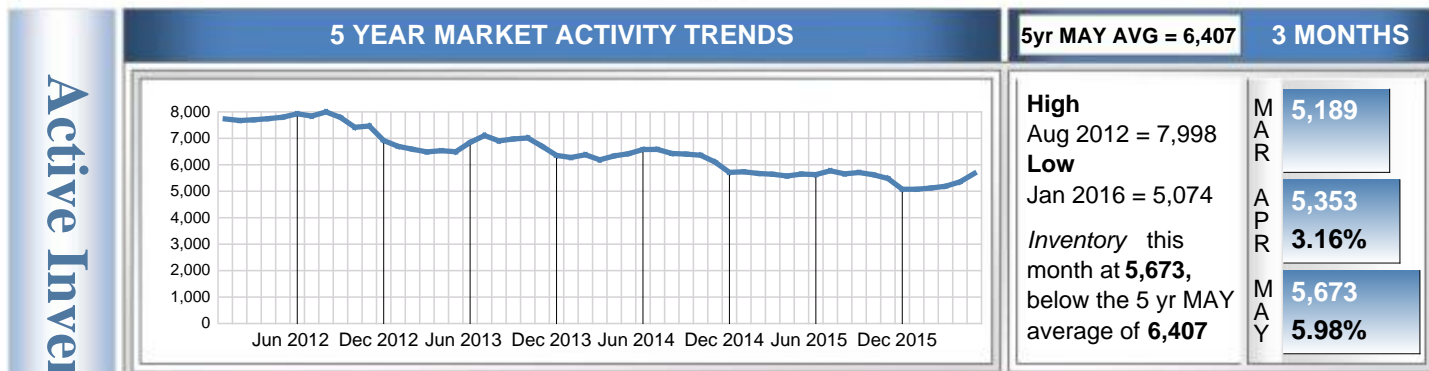
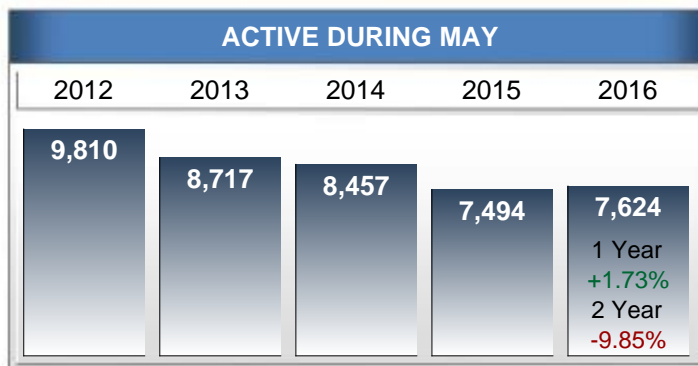
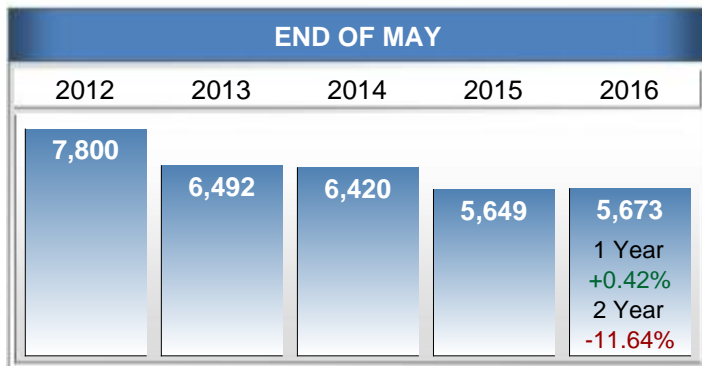
Active Inventory as of Jun 15, 2016



### Active Inventory

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	387	6.82%	76.8	353	24	10	0		
\$25,001 \$50,000	591	10.42%	78.6	486	90	14	1		
\$50,001 \$100,000	933	16.45%	72.5	419	443	62	9		
\$100,001 \$225,000	1,578	27.82%	57.7	279	873	396	30		
\$225,001 \$325,000	887	15.64%	66.0	86	269	460	72		
\$325,001 \$525,000	715	12.60%	67.1	80	110	403	122		
\$525,001 and up	582	10.26%	71.3	126	50	220	186		
Total Active Inventory by Units:				5,673	67.5	1,829	1,859	1,565	420
Total Active Inventory by Volume:				1,488,309,298		341.75M	328.31M	543.35M	274.90M
Average Active Inventory Listing Price:				\$262,350		\$186,848	\$176,608	\$347,189	\$654,523



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

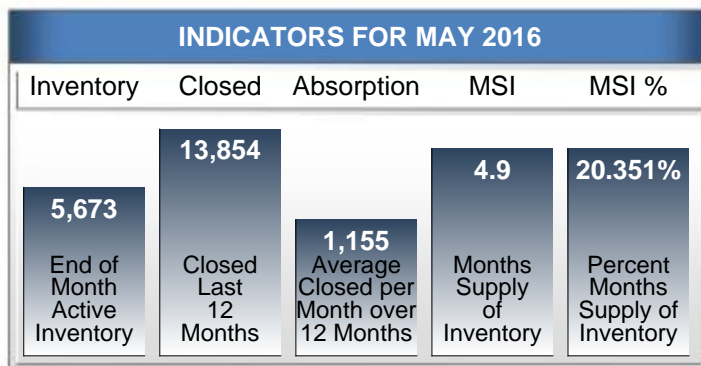
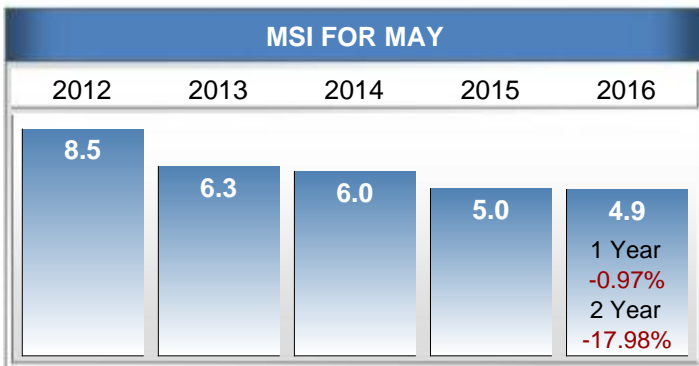
Active Inventory as of Jun 15, 2016



### Months Supply of Inventory

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply  
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**5yr MAY AVG = 6.1**     **3 MONTHS**

**High**  
Jan 2012 = 9.1

**Low**  
Jan 2016 = 4.5

Months Supply this month at **4.9**, below the 5 yr MAY average of **6.1**

MAR	4.5
APR	4.6
MAY	4.9
PERCENT	1.87%

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	387	6.82%	8.8	12.8	1.7	5.0	0.0
\$25,001 - \$50,000	591	10.42%	7.0	12.3	2.3	2.4	2.0
\$50,001 - \$100,000	933	16.45%	4.7	7.7	3.4	4.3	6.8
\$100,001 - \$225,000	1,578	27.82%	2.8	6.7	2.2	3.0	3.3
\$225,001 - \$325,000	887	15.64%	5.9	14.7	5.0	5.9	5.7
\$325,001 - \$525,000	715	12.60%	9.2	29.1	7.1	8.7	9.2
\$525,001 and up	582	10.26%	19.8	79.6	12.0	15.3	20.3
MSI:			4.9	10.6	2.9	5.4	9.1
Total Active Inventory:			5,673	1,829	1,859	1,565	420



# Monthly Inventory Analysis

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## May 2016

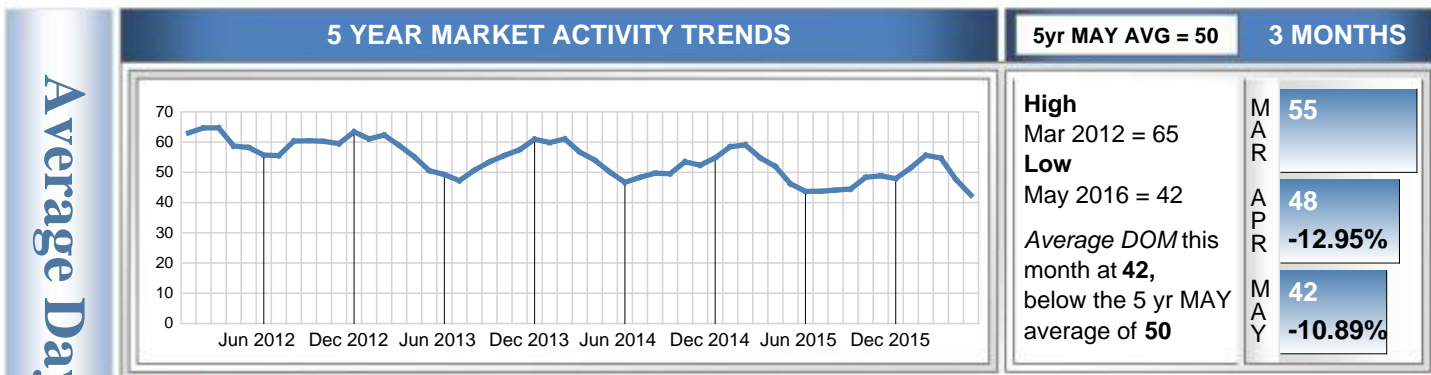
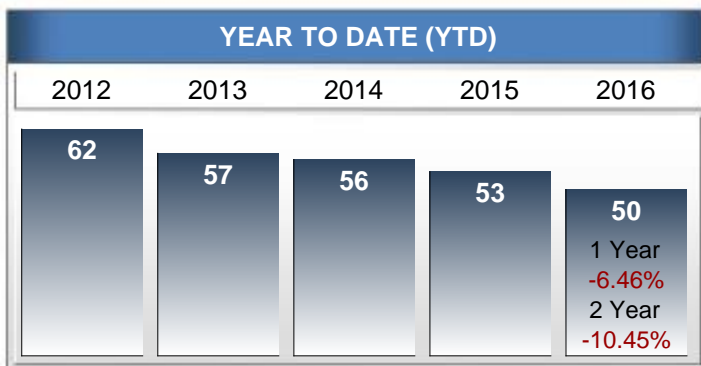
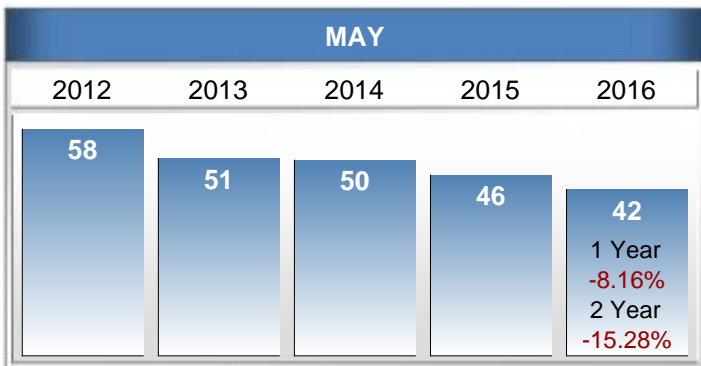
Closed Sales as of Jun 15, 2016



### Average Days on Market to Sale

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$50,000 and less	99	7.53%	48.6	50.9	42.0	63.0	0.0
\$50,001 - \$75,000	93	7.08%	45.6	50.0	39.1	61.7	0.0
\$75,001 - \$125,000	257	19.56%	38.2	37.4	38.1	43.1	18.0
\$125,001 - \$175,000	360	27.40%	38.2	40.9	34.9	50.0	9.5
\$175,001 - \$225,000	204	15.53%	41.9	48.2	37.6	47.8	39.4
\$225,001 - \$325,000	169	12.86%	47.6	35.3	33.9	54.8	52.0
\$325,001 and up	132	10.05%	49.8	49.7	43.9	51.2	52.9
Average Closed DOM: 42.4				45.4	37.1	51.4	47.9
Total Closed Units: 1,314				183	733	352	46
Total Closed Volume: 237,523,031				18.97M	111.47M	87.87M	19.21M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2016

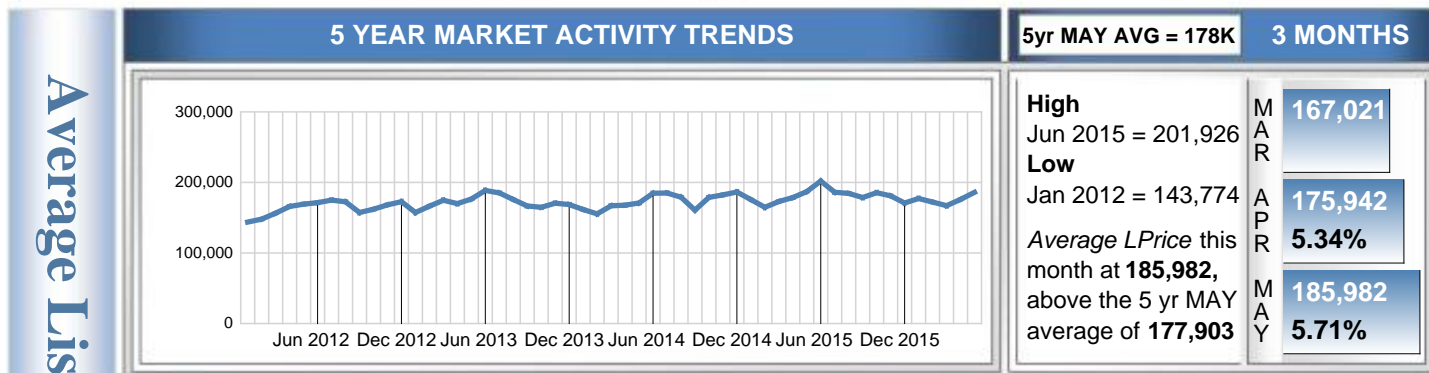
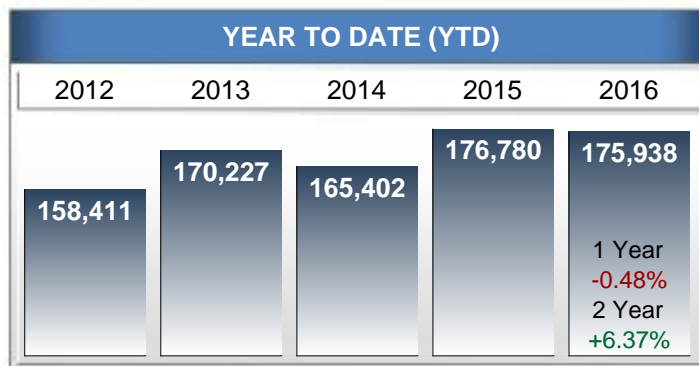
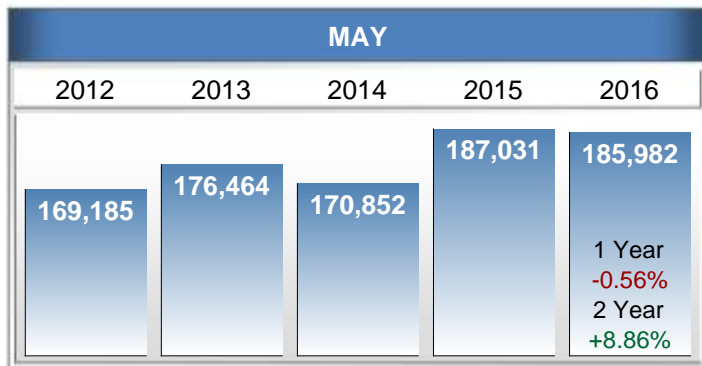
Closed Sales as of Jun 15, 2016



### Average List Price at Closing

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

Ready to Buy or Sell Real Estate?  
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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+
\$50,000 and less	94	7.15%	32,190	31,844	34,469	41,744	0
\$50,001 - \$75,000	84	6.39%	64,378	67,712	66,959	79,622	0
\$75,001 - \$125,000	262	19.94%	102,969	104,735	105,005	108,305	88,950
\$125,001 - \$175,000	355	27.02%	149,926	156,021	149,337	157,247	160,750
\$175,001 - \$225,000	207	15.75%	199,028	204,890	200,350	203,499	214,160
\$225,001 - \$325,000	170	12.94%	270,976	289,978	276,541	276,759	277,533
\$325,001 and up	142	10.81%	482,251	393,000	450,553	489,779	570,356
Average List Price:	\$185,982			\$107,958	\$155,385	\$257,637	\$435,608
Total Closed Units:	1,314			183	733	352	46
Total List Volume:	244,379,773			19.76M	113.90M	90.69M	20.04M





# Monthly Inventory Analysis

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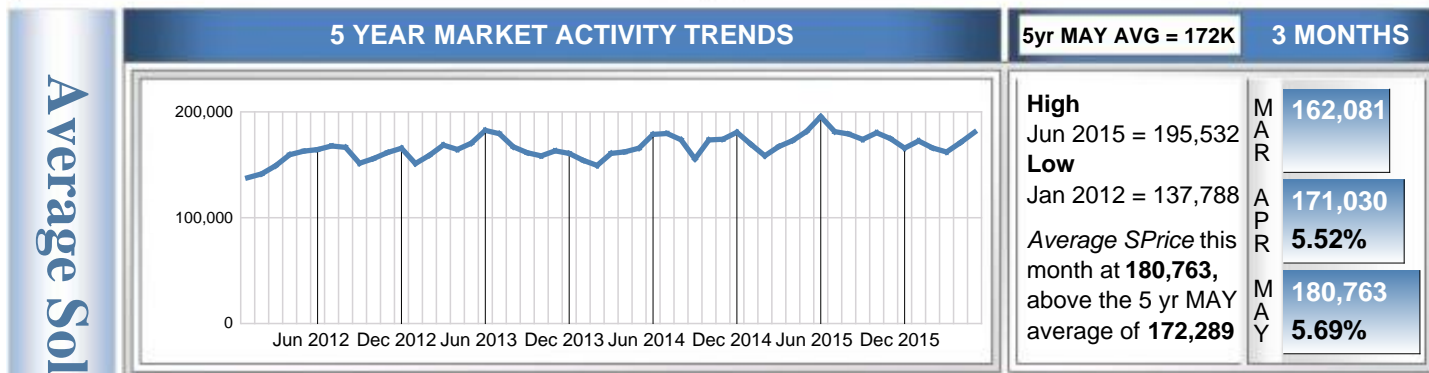
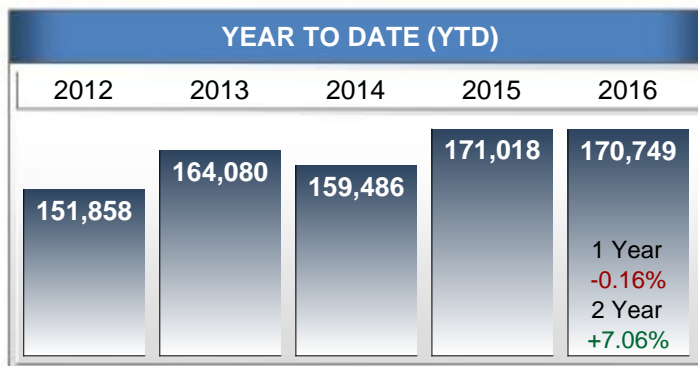
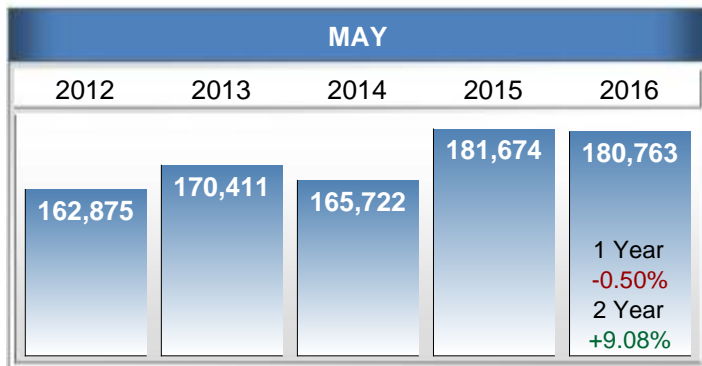
Closed Sales as of Jun 15, 2016



### Average Sold Price at Closing

Report Produced on: Jun 15, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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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	99	7.53%	30,202	28,326	31,219	38,528	0
\$50,001 \$75,000	93	7.08%	64,327	64,004	63,982	67,461	0
\$75,001 \$125,000	257	19.56%	101,690	99,865	102,063	103,563	83,000
\$125,001 \$175,000	360	27.40%	149,737	153,264	147,933	154,981	155,750
\$175,001 \$225,000	204	15.53%	198,044	196,700	196,406	199,869	210,680
\$225,001 \$325,000	169	12.86%	270,778	273,044	269,996	270,954	270,778
\$325,001 and up	132	10.05%	472,339	399,071	435,284	466,445	544,464
Average Closed Price: \$180,763				\$103,662	\$152,074	\$249,629	\$417,671
Total Closed Units: 1,314				183	733	352	46
Total Closed Volume: 237,523,031				18.97M	111.47M	87.87M	19.21M



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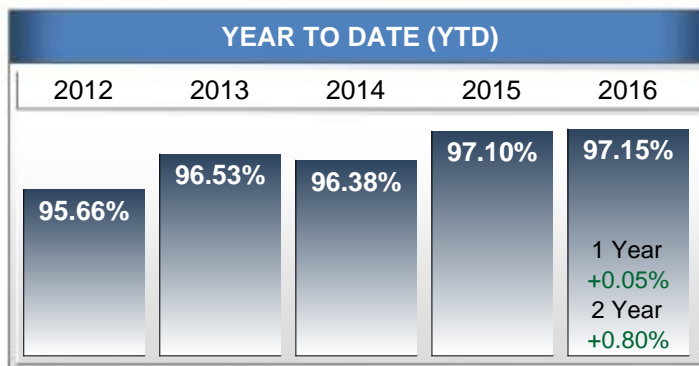
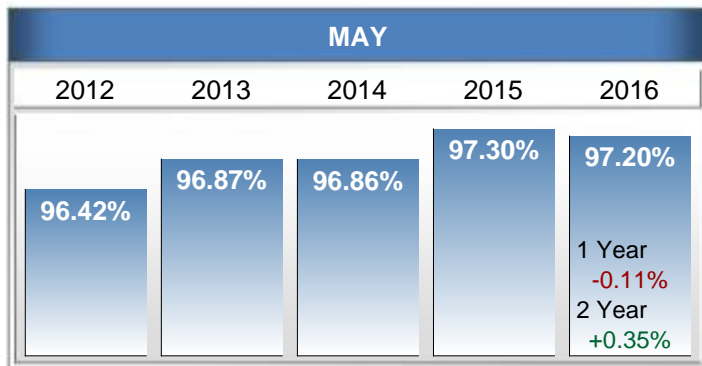
Closed Sales as of Jun 15, 2016



### Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



**5yr MAY AVG=96.93%**    **3 MONTHS**

**High**  
Jul 2015 = 99.27%

**Low**  
Dec 2013 = 94.64%

Average List/Sell this month at **97.20%**, above the 5 yr MAY average of **96.93%**

MAR	97.06%
APR	97.53%
MAY	97.20%
MAY	-0.34%

#### 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	99	7.53%	89.78%	89.23%	90.33%	91.10%	0.00%	
\$50,001 - \$75,000	93	7.08%	96.04%	95.23%	96.63%	96.32%	0.00%	
\$75,001 - \$125,000	257	19.56%	96.94%	95.79%	97.32%	95.86%	93.41%	
\$125,001 - \$175,000	360	27.40%	99.04%	98.26%	99.22%	98.67%	97.14%	
\$175,001 - \$225,000	204	15.53%	98.16%	96.20%	98.16%	98.41%	98.35%	
\$225,001 - \$325,000	169	12.86%	97.75%	94.35%	97.79%	98.03%	97.70%	
\$325,001 and up	132	10.05%	96.90%	102.59%	96.53%	96.72%	96.32%	
Average List/Sell Ratio:				97.20%	94.26%	97.74%	97.67%	96.72%
Total Closed Units:				1,314	183	733	352	46
Total Closed Volume:				237,523,031	18.97M	111.47M	87.87M	19.21M



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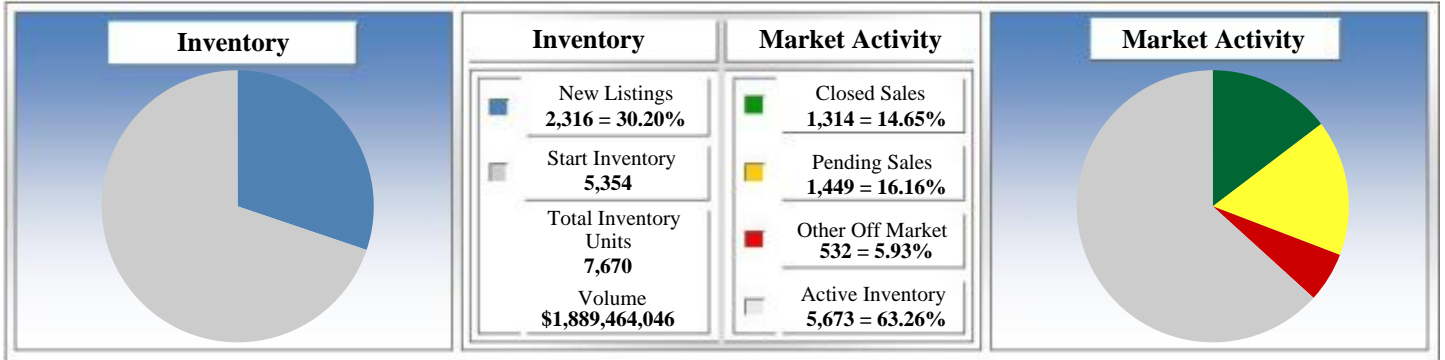
Inventory as of Jun 15, 2016



### Market Summary

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



**Absorption:** Last 12 months, an Average of 1,155 Sales/Month

**Active Inventory** as of May 31, 2016 = 5,673

	MAY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	1,341	1,314	-2.01%	5,307	5,523	4.07%
Pending Sales	1,298	1,449	11.63%	6,279	6,655	5.99%
New Listings	2,144	2,316	8.02%	11,001	10,878	-1.12%
Average List Price	187,031	185,982	-0.56%	176,780	175,938	-0.48%
Average Sale Price	181,674	180,763	-0.50%	171,018	170,749	-0.16%
Average Percent of List Price to Selling Price	97.30%	97.20%	-0.11%	97.10%	97.15%	0.05%
Average Days on Market to Sale	46.22	42.45	-8.16%	53.25	49.81	-6.46%
Monthly Inventory	5,650	5,673	0.41%	5,650	5,673	0.41%
Months Supply of Inventory	4.96	4.91	-0.99%	4.96	4.91	-0.99%

