



# April 2016

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

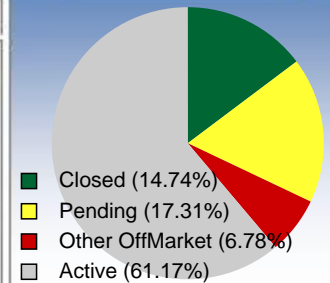


**Absorption:** Last 12 months, an Average of **1,156** Sales/Month

**Active Inventory** as of April 30, 2016 = **5,457**

	APRIL		
	2015	2016	+/- %
Closed Listings	1,145	1,315	14.85%
Pending Listings	1,473	1,544	4.82%
New Listings	2,345	2,305	-1.71%
Median List Price	149,900	145,000	-3.27%
Median Sale Price	145,000	144,000	-0.69%
Median Percent of List Price to Selling Price	98.16%	98.70%	0.54%
Median Days on Market to Sale	33.00	27.00	-18.18%
End of Month Inventory	5,580	5,457	-2.20%
Months Supply of Inventory	4.92	4.72	-4.04%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 12, 2016

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 2016 decreased **2.20%** to 5,457 existing homes available for sale. Over the last 12 months this area has had an average of 1,156 closed sales per month. This represents an unsold inventory index of **4.72** 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 **0.69%** in April 2016 to \$144,000 versus the previous year at \$145,000.

### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 6.00 days or **18.18%** in April 2016 compared to last year's same month at **33.00** DOM.

### Sales Success for April 2016 is Positive

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

There were 2,305 New Listings in April 2016, down **1.71%** from last year at 2,345. Furthermore, there were 1,315 Closed Listings this month versus last year at 1,145, a **14.85%** increase.

Closed versus Listed trends yielded a **57.0%** ratio, up from last year's April 2016 at **48.8%**, a **16.84%** upswing. 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>
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<b>Median List Price at Closing</b>	<b>7</b>
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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?

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®

## April 2016

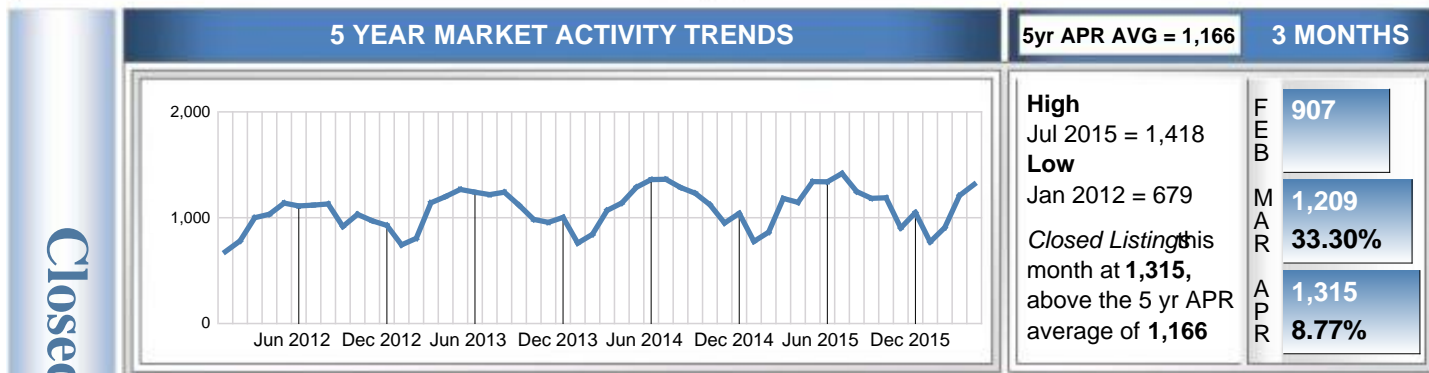
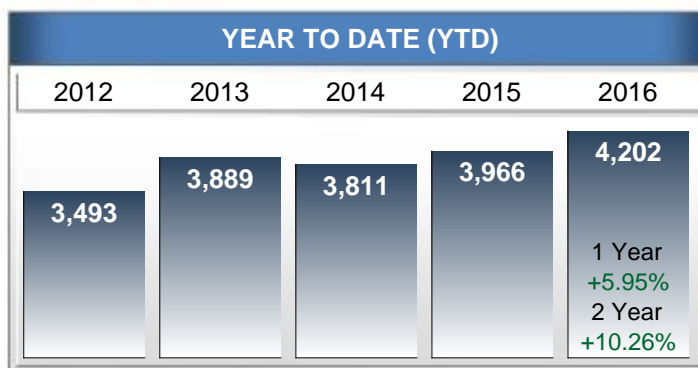
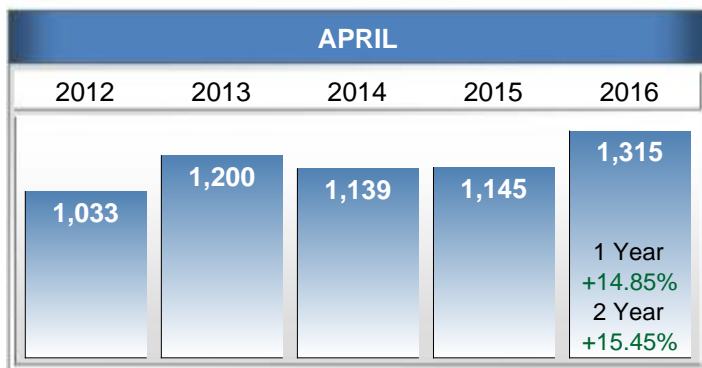
Closed Sales as of May 12, 2016



### Closed Listings

Report Produced on: May 12, 2016

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



#### 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	112	8.52%	27.5	73	33	4	2
\$40,001 - \$80,000	139	10.57%	28.0	43	76	19	1
\$80,001 - \$110,000	170	12.93%	32.0	23	131	16	0
\$110,001 - \$160,000	378	28.75%	19.0	40	274	62	2
\$160,001 - \$210,000	224	17.03%	28.0	14	122	82	6
\$210,001 - \$300,000	157	11.94%	27.0	6	71	68	12
\$300,001 and up	135	10.27%	38.0	2	29	74	30
Total Closed Units: 1,315				201	736	325	53
Total Closed Volume: 225,200,044				18.15M	107.11M	76.35M	23.60M
Median Closed Price: \$144,000				\$59,851	\$134,950	\$196,000	\$348,500

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

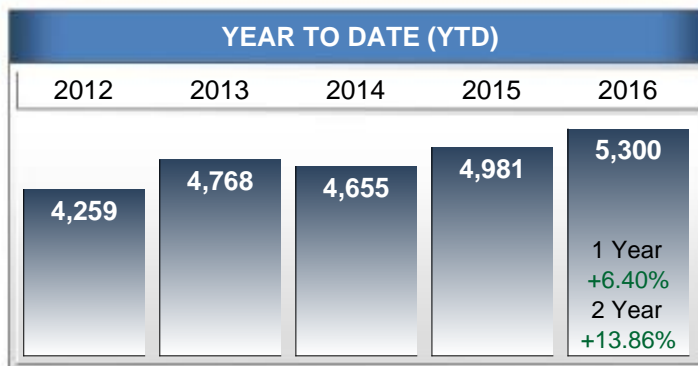
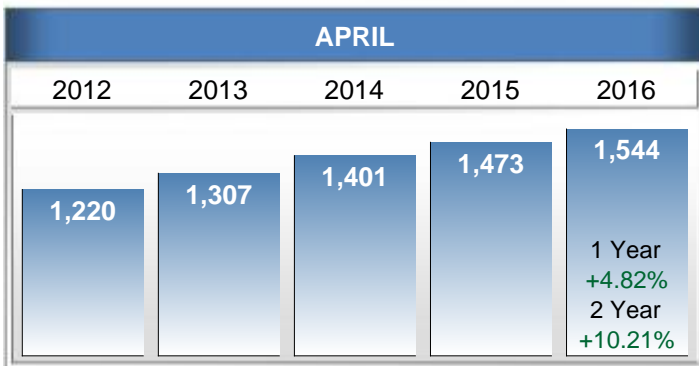
Pending Listings as of May 12, 2016



### Pending Listings

Report Produced on: May 12, 2016

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



**Pending Listings**  
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**5yr APR AVG = 1,389**    **3 MONTHS**

**High**  
Apr 2016 = 1,544

**Low**  
Dec 2013 = 732

Pending Listing this month at **1,544**, above the 5 yr APR average of **1,389**

FEB	1,315
MAR	1,425
APR	1,544
APR	8.37%
APR	8.35%

#### 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	129	8.35%	25.0	62	51	16	0	
\$50,001 - \$90,000	203	13.15%	36.0	69	112	20	2	
\$90,001 - \$120,000	202	13.08%	20.5	32	150	19	1	
\$120,001 - \$180,000	436	28.24%	18.0	32	326	73	5	
\$180,001 - \$230,000	203	13.15%	20.0	7	110	81	5	
\$230,001 - \$340,000	205	13.28%	29.0	10	63	117	15	
\$340,001 and up	166	10.75%	36.0	5	41	83	37	
Total Pending Units: 1,544				24.0	217	853	409	65
Total Pending Volume: 295,236,596					21.69M	133.43M	107.70M	32.41M
Median Listing Price: \$150,000					\$79,000	\$139,000	\$229,900	\$399,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

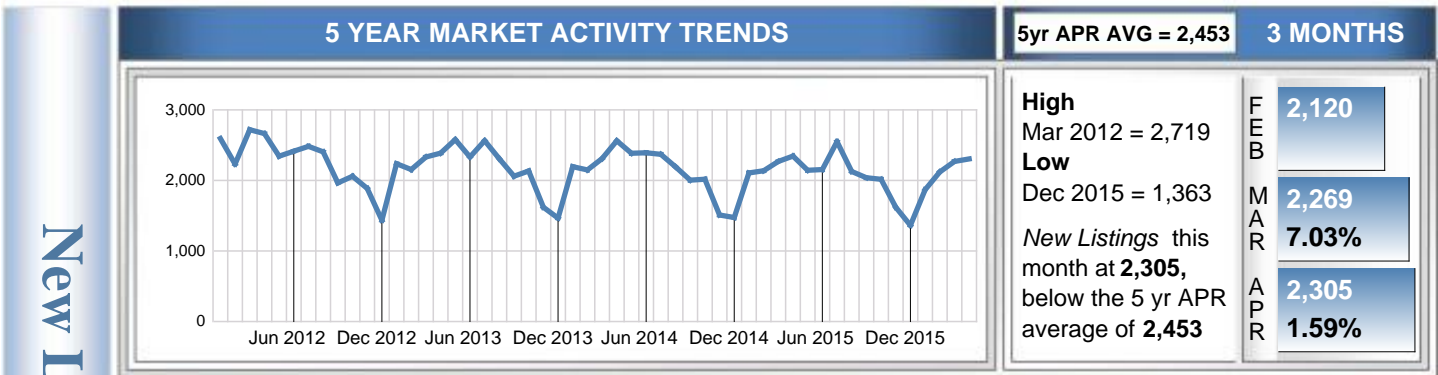
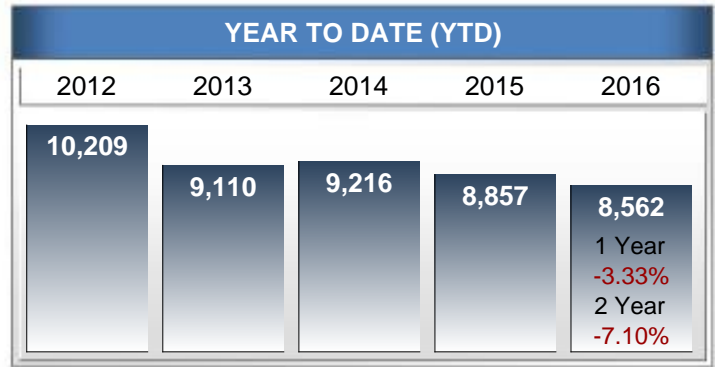
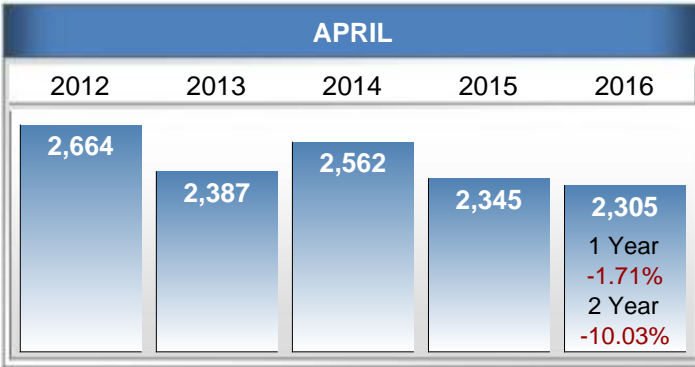
New Listings as of May 12, 2016



### New Listings

Report Produced on: May 12, 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	98	4.25%	70	13	15	0
\$25,001 - \$75,000	309	13.41%	192	98	17	2
\$75,001 - \$125,000	367	15.92%	81	263	19	4
\$125,001 - \$200,000	647	28.07%	52	433	152	10
\$200,001 - \$275,000	300	13.02%	24	121	139	16
\$275,001 - \$425,000	342	14.84%	23	88	188	43
\$425,001 and up	242	10.50%	21	39	113	69
Total New Listed Units:			463	1055	643	144
Total New Listed Volume:			77.70M	183.06M	206.44M	83.12M
Median New Listed Listing Price:			\$67,500	\$147,900	\$265,000	\$419,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

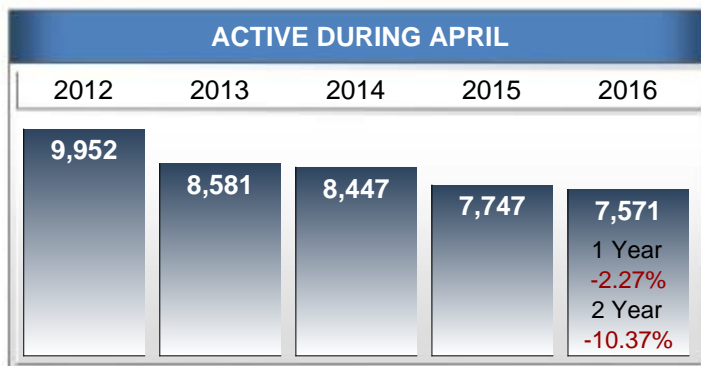
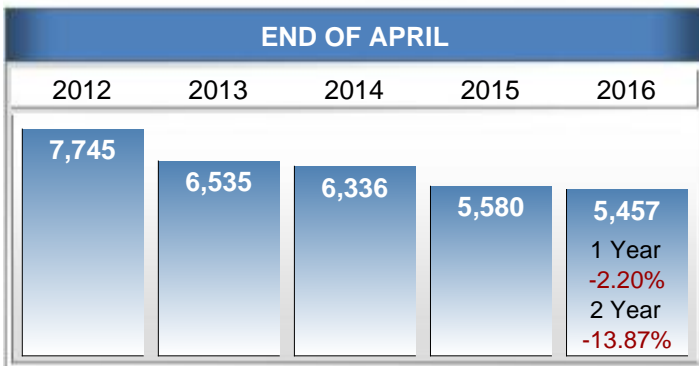
Active Inventory as of May 12, 2016



### Active Inventory

Report Produced on: May 12, 2016

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



Active Inventory

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**5yr APR AVG = 6,331**    **3 MONTHS**

**High**  
Aug 2012 = 7,999

**Low**  
Dec 2015 = 5,104

*Inventory* this month at **5,457**, below the 5 yr APR average of **6,331**

FEB	5,191
MAR	5,300
APR	2.10%
MAY	5,457
JUN	2.96%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	368	6.74%	65.5	343	18	7	0		
\$25,001 - \$50,000	574	10.52%	77.5	465	92	14	3		
\$50,001 - \$100,000	886	16.24%	59.0	407	403	68	8		
\$100,001 - \$225,000	1,537	28.17%	47.0	254	897	351	35		
\$225,001 - \$325,000	870	15.94%	49.0	85	268	443	74		
\$325,001 - \$525,000	677	12.41%	54.0	74	110	385	108		
\$525,001 and up	545	9.99%	56.0	106	43	217	179		
Total Active Inventory by Units:				5,457	54.0	1,734	1,831	1,485	407
Total Active Inventory by Volume:				1,413,808,710		308.06M	323.38M	522.11M	260.26M
Median Active Inventory Listing Price:				\$169,900		\$57,950	\$149,900	\$289,500	\$475,000



# Monthly Inventory Analysis

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## April 2016

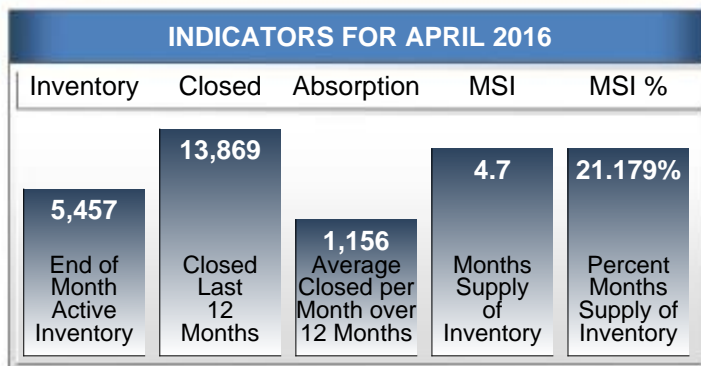
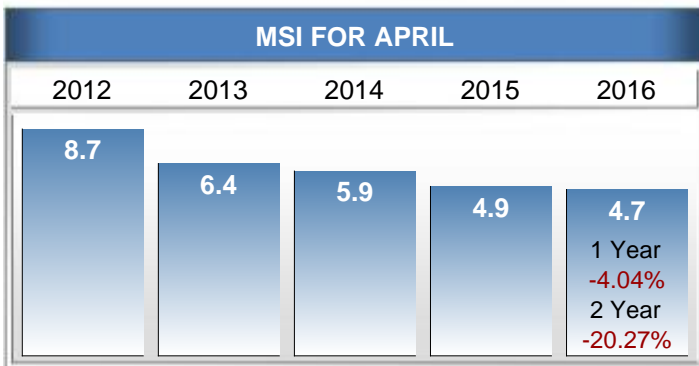
Active Inventory as of May 12, 2016



### Months Supply of Inventory

Report Produced on: May 12, 2016

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



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+
\$25,000 and less	368	6.74%	8.2	12.0	1.3	3.2	0.0	
\$25,001 - \$50,000	574	10.52%	6.7	11.4	2.3	2.6	6.0	
\$50,001 - \$100,000	886	16.24%	4.5	7.5	3.1	4.7	5.6	
\$100,001 - \$225,000	1,537	28.17%	2.7	6.2	2.3	2.7	3.7	
\$225,001 - \$325,000	870	15.94%	5.7	15.5	4.8	5.7	5.6	
\$325,001 - \$525,000	677	12.41%	8.8	28.6	7.3	8.3	8.4	
\$525,001 and up	545	9.99%	17.9	60.6	10.5	14.1	19.5	
MSI:	4.7			9.9	2.9	5.1	8.6	
Total Active Inventory:	5,457			1,734	1,831	1,485	407	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

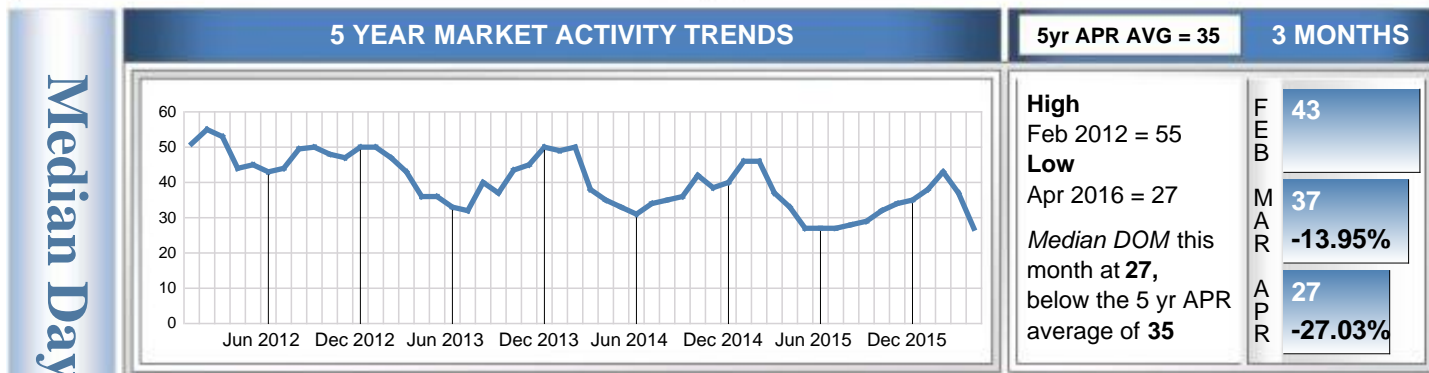
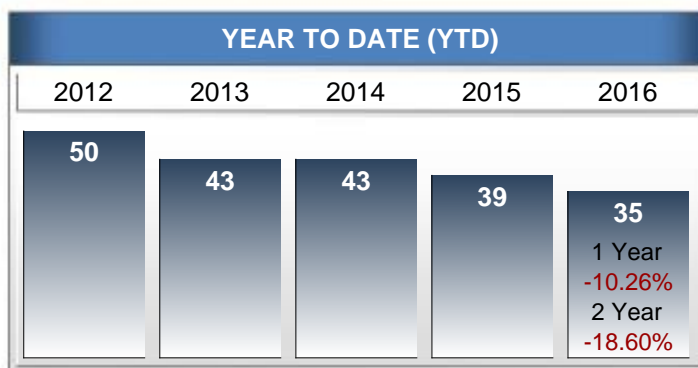
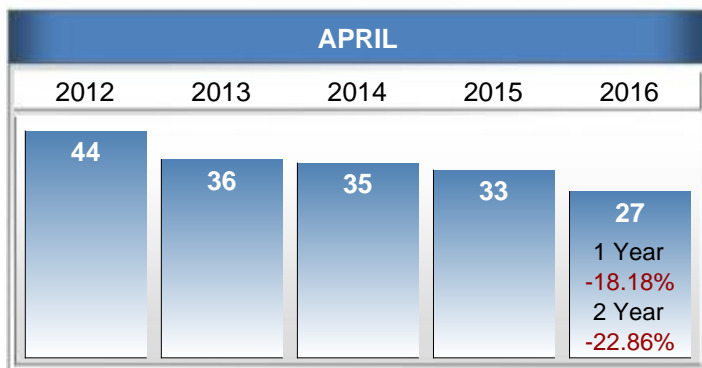
Closed Sales as of May 12, 2016



### Median Days on Market to Sale

Report Produced on: May 12, 2016

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



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	112	8.52%	27.5	30.0	25.0	28.5	19.0		
\$40,001 - \$80,000	139	10.57%	28.0	32.0	23.0	30.0	61.0		
\$80,001 - \$110,000	170	12.93%	32.0	36.0	34.0	14.0	0.0		
\$110,001 - \$160,000	378	28.75%	19.0	10.0	19.5	21.0	64.0		
\$160,001 - \$210,000	224	17.03%	28.0	14.0	22.5	35.0	53.0		
\$210,001 - \$300,000	157	11.94%	27.0	35.5	27.0	26.0	63.5		
\$300,001 and up	135	10.27%	38.0	62.5	40.0	33.0	43.0		
Median Closed DOM: 27.0 Total Closed Units: 1,315 Total Closed Volume: 225,200,044						28.0	25.5	28.0	49.0
						18.15M	107.11M	76.35M	23.60M



# Monthly Inventory Analysis

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## April 2016

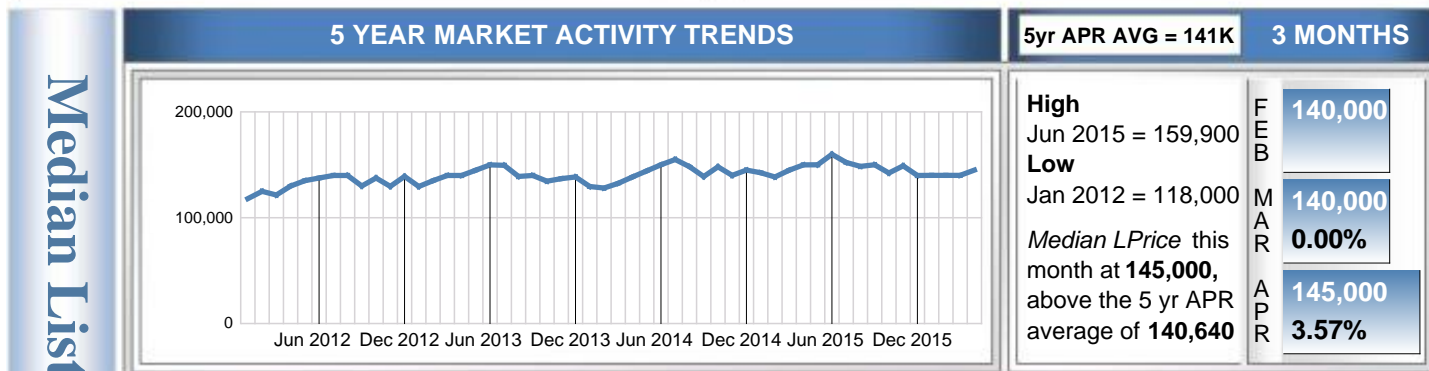
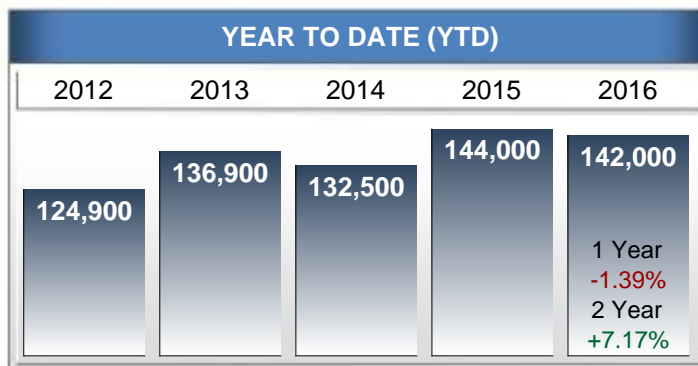
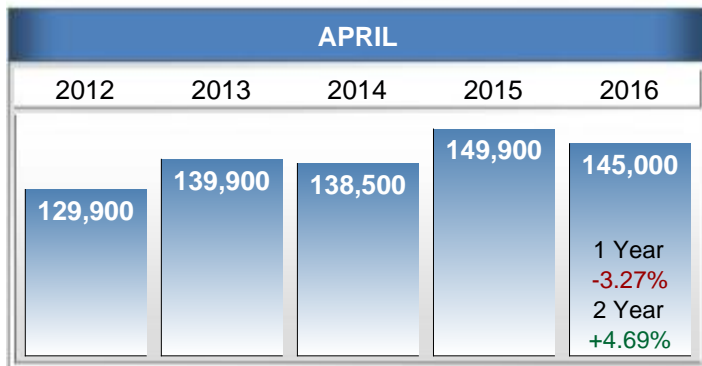
Closed Sales as of May 12, 2016



### Median List Price at Closing

Report Produced on: May 12, 2016

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



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+
\$40,000 and less	107		8.14%	25,000	25,000	29,000	34,500	31,450
\$40,001 - \$80,000	137		10.42%	61,900	57,250	69,400	61,900	0
\$80,001 - \$110,000	167		12.70%	98,900	91,250	99,500	97,650	84,900
\$110,001 - \$160,000	379		28.82%	136,500	129,900	137,900	140,950	141,450
\$160,001 - \$210,000	215		16.35%	179,900	184,900	178,400	179,900	189,900
\$210,001 - \$300,000	169		12.85%	240,000	249,900	239,900	239,950	260,000
\$300,001 and up	141		10.72%	400,000	390,500	375,000	389,200	469,900
Median List Price:	\$145,000				\$63,000	\$137,900	\$199,900	\$349,900
Total Closed Units:	1,315				201	736	325	53
Total List Volume:	231,611,377				19.65M	109.60M	77.80M	24.56M





# Monthly Inventory Analysis

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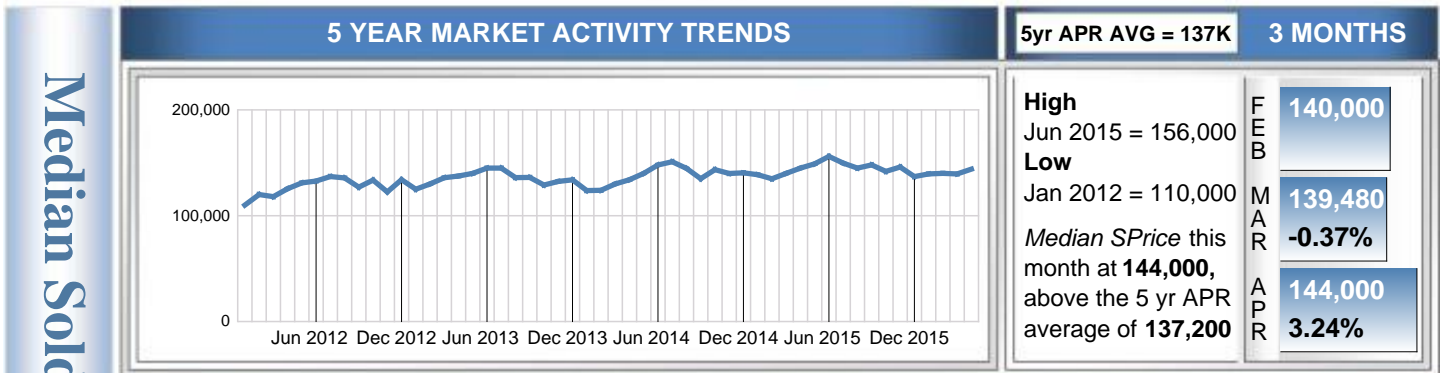
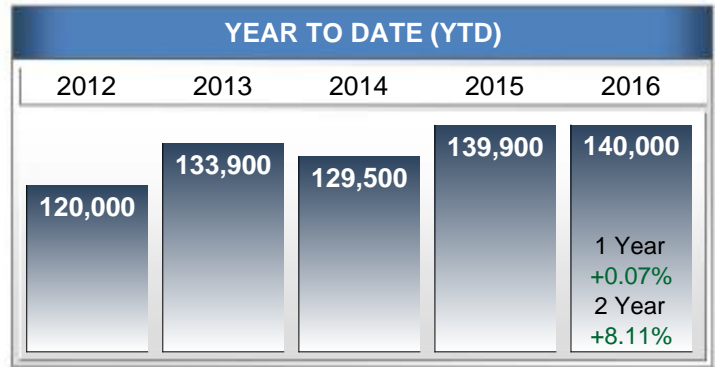
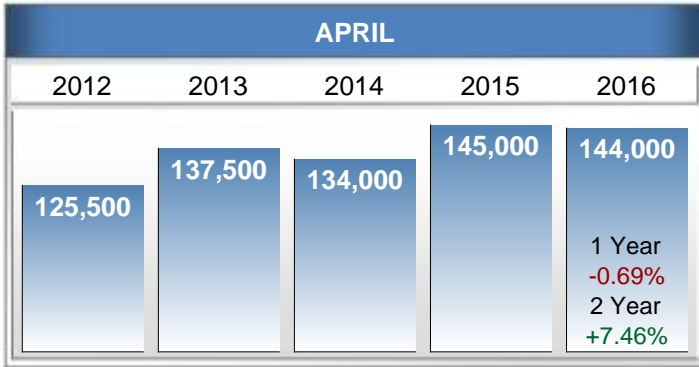
Closed Sales as of May 12, 2016



### Median Sold Price at Closing

Report Produced on: May 12, 2016

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



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	112		8.52%	25,000	25,000	25,000	29,925	27,500
\$40,001 - \$80,000	139		10.57%	64,589	54,250	66,571	64,900	79,000
\$80,001 - \$110,000	170		12.93%	95,000	92,500	96,000	94,305	0
\$110,001 - \$160,000	378		28.75%	135,000	122,000	136,500	139,950	137,500
\$160,001 - \$210,000	224		17.03%	179,070	180,700	175,000	182,500	188,200
\$210,001 - \$300,000	157		11.94%	242,000	259,000	235,000	249,900	257,500
\$300,001 and up	135		10.27%	395,000	1,281,858	376,000	387,750	454,950
Median Closed Price:	\$144,000				\$59,851	\$134,950	\$196,000	\$348,500
Total Closed Units:	1,315				201	736	325	53
Total Closed Volume:	225,200,044				18.15M	107.11M	76.35M	23.60M



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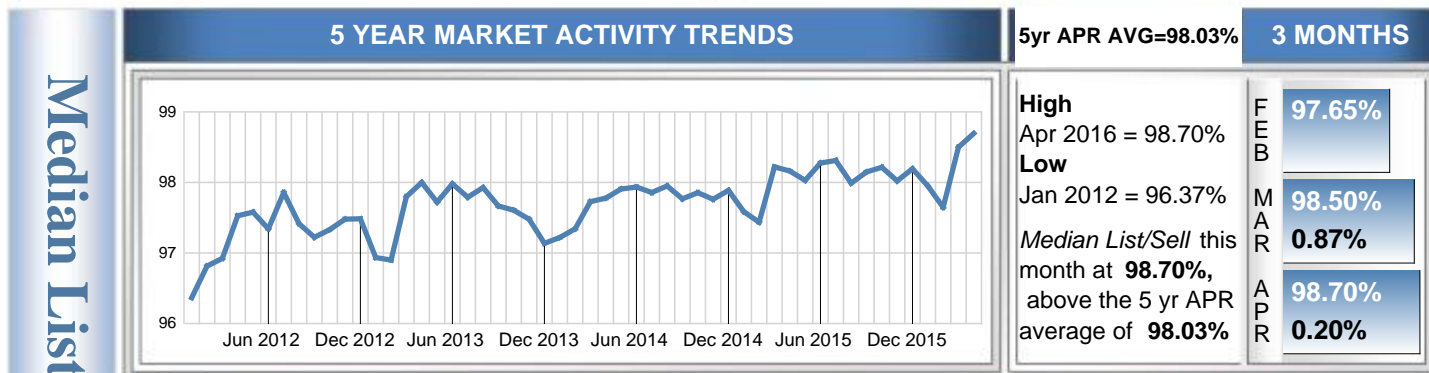
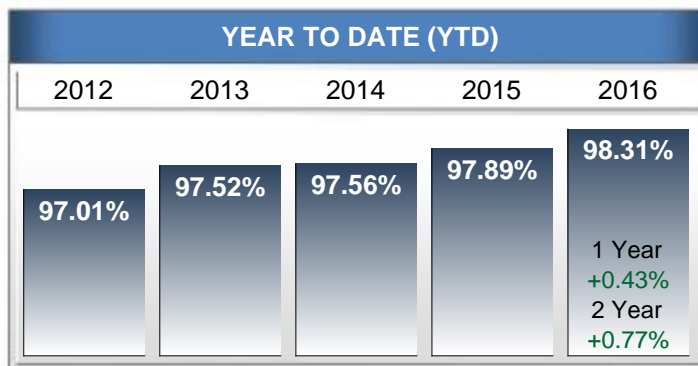
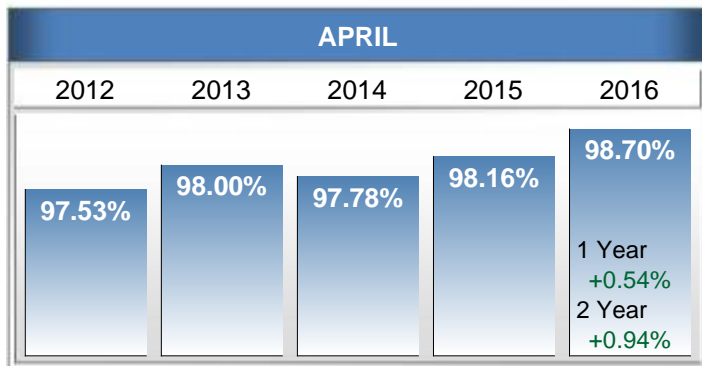
Closed Sales as of May 12, 2016



### 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	112	8.52%	93.79%	94.05%	92.37%	94.87%	88.86%
\$40,001 - \$80,000	139	10.57%	96.67%	94.67%	97.71%	100.00%	93.05%
\$80,001 - \$110,000	170	12.93%	97.70%	100.00%	97.15%	99.08%	0.00%
\$110,001 - \$160,000	378	28.75%	99.43%	96.65%	99.43%	100.00%	96.96%
\$160,001 - \$210,000	224	17.03%	99.33%	97.93%	99.28%	99.45%	99.63%
\$210,001 - \$300,000	157	11.94%	98.78%	93.99%	98.96%	99.83%	97.08%
\$300,001 and up	135	10.27%	97.96%	87.66%	96.54%	98.44%	98.51%
Median List/Sell Ratio:	98.70%			96.15%	98.79%	99.50%	98.24%
Total Closed Units:	1,315			201	736	325	53
Total Closed Volume:	225,200,044			18.15M	107.11M	76.35M	23.60M



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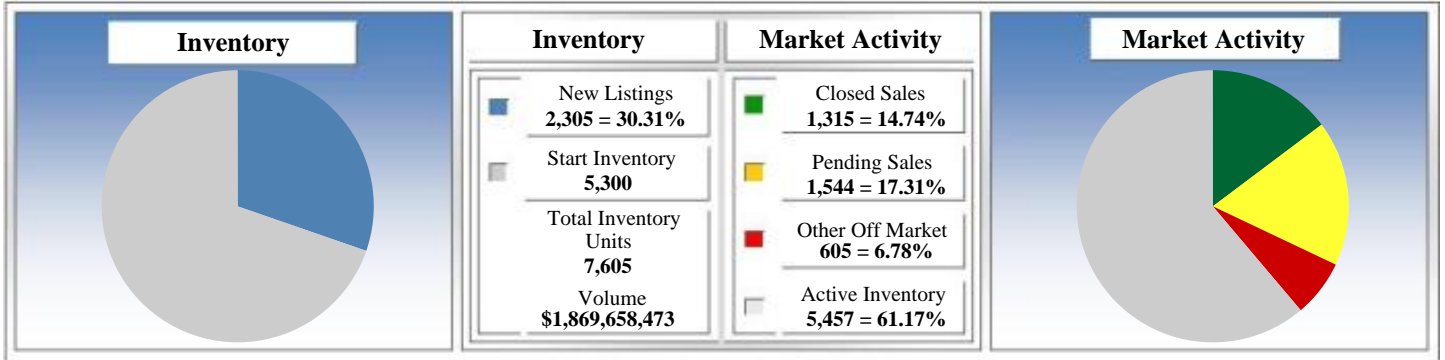
Inventory as of May 12, 2016



### Market Summary

Report Produced on: May 12, 2016

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



**Absorption:** Last 12 months, an Average of **1,156** Sales/Month

**Active Inventory** as of April 30, 2016 = **5,457**

	APRIL			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,145	1,315	14.85%	3,966	4,202	5.95%
Pending Sales	1,473	1,544	4.82%	4,981	5,300	6.40%
New Listings	2,345	2,305	-1.71%	8,857	8,562	-3.33%
Median List Price	149,900	145,000	-3.27%	144,000	142,000	-1.39%
Median Sale Price	145,000	144,000	-0.69%	139,900	140,000	0.07%
Median Percent of List Price to Selling Price	98.16%	98.70%	0.54%	97.89%	98.31%	0.43%
Median Days on Market to Sale	33.00	27.00	-18.18%	39.00	35.00	-10.26%
Monthly Inventory	5,580	5,457	-2.20%	5,580	5,457	-2.20%
Months Supply of Inventory	4.92	4.72	-4.04%	4.92	4.72	-4.04%

