



November 2015

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

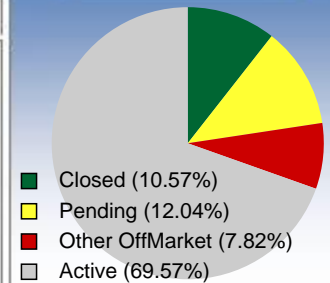


Absorption: Last 12 months, an Average of **1,130** Sales/Month

Active Inventory as of November 30, 2015 = **5,902**

	NOVEMBER		
	2014	2015	+/- %
Closed Listings	950	897	-5.58%
Pending Listings	883	1,021	15.63%
New Listings	1,510	1,616	7.02%
Average List Price	182,348	181,538	-0.44%
Average Sale Price	174,160	175,170	0.58%
Average Percent of List Price to Selling Price	96.48%	96.71%	0.24%
Average Days on Market to Sale	52.37	48.63	-7.14%
End of Month Inventory	6,107	5,902	-3.36%
Months Supply of Inventory	5.47	5.22	-4.49%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 15, 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 November 2015 decreased **3.36%** to 5,902 existing homes available for sale. Over the last 12 months this area has had an average of 1,130 closed sales per month. This represents an unsold inventory index of **5.22** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **0.58%** in November 2015 to \$175,170 versus the previous year at \$174,160.

Average Days on Market Shortens

The average number of **48.63** days that homes spent on the market before selling decreased by 3.74 days or **7.14%** in November 2015 compared to last year's same month at **52.37** DOM.

Sales Success for November 2015 is Positive

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

There were 1,616 New Listings in November 2015, up **7.02%** from last year at 1,510. Furthermore, there were 897 Closed Listings this month versus last year at 950, a **-5.58%** decrease.

Closed versus Listed trends yielded a **55.5%** ratio, down from last year's November 2015 at **62.9%**, a **11.77%** 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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2015

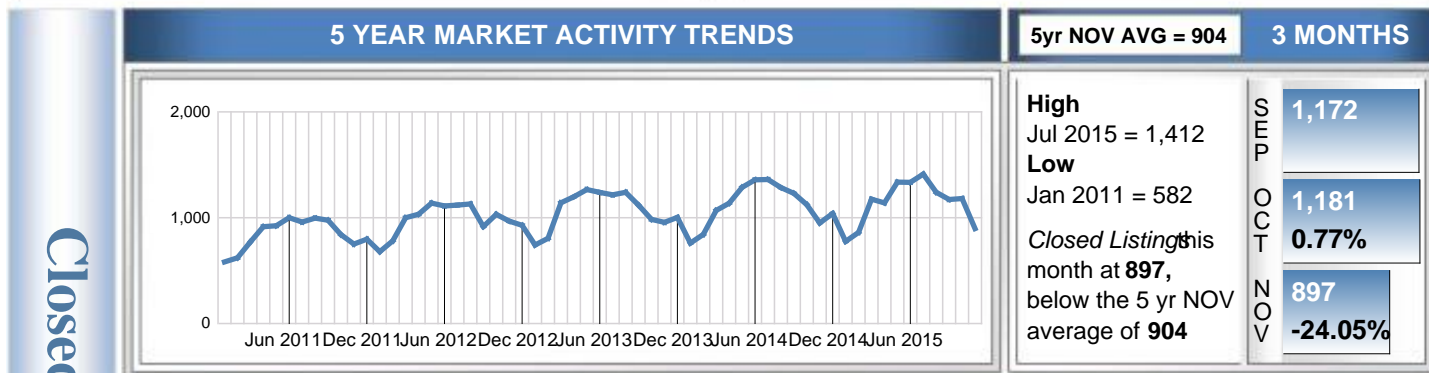
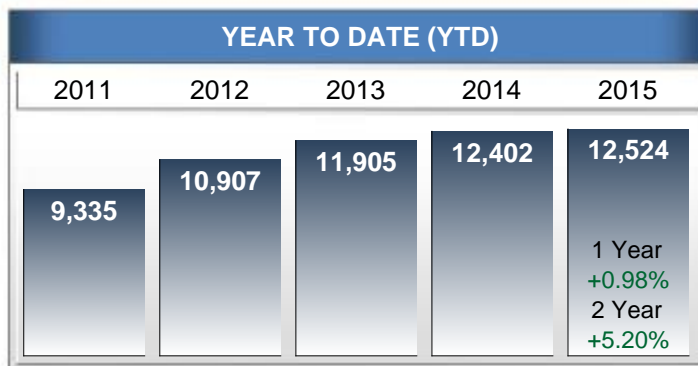
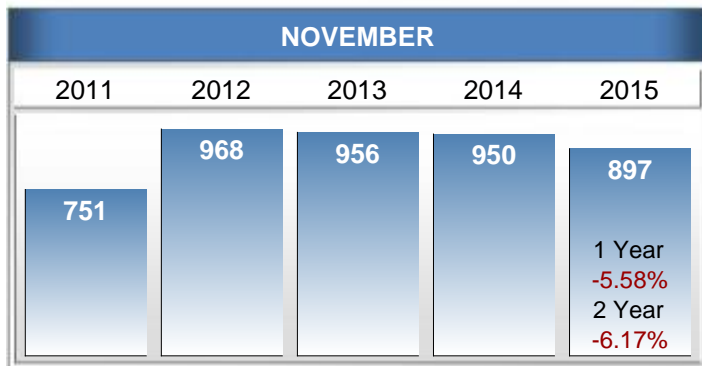
Closed Sales as of Dec 15, 2015



Closed Listings

Report Produced on: Dec 15, 2015

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+	
\$25,000 and less	34	3.79%	62.5	15	18	1	0	
\$25,001 - \$75,000	146	16.28%	49.3	64	72	9	1	
\$75,001 - \$100,000	87	9.70%	46.4	11	69	7	0	
\$100,001 - \$150,000	211	23.52%	44.7	13	165	31	2	
\$150,001 - \$225,000	205	22.85%	49.1	13	111	76	5	
\$225,001 - \$300,000	110	12.26%	50.3	4	49	49	8	
\$300,001 and up	104	11.59%	50.4	5	21	61	17	
Total Closed Units: 897				48.6	125	505	234	33
Total Closed Volume: 157,127,214					12.24M	73.69M	56.98M	14.22M
Average Closed Price: \$175,170					\$97,948	\$145,912	\$243,489	\$430,963



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2015

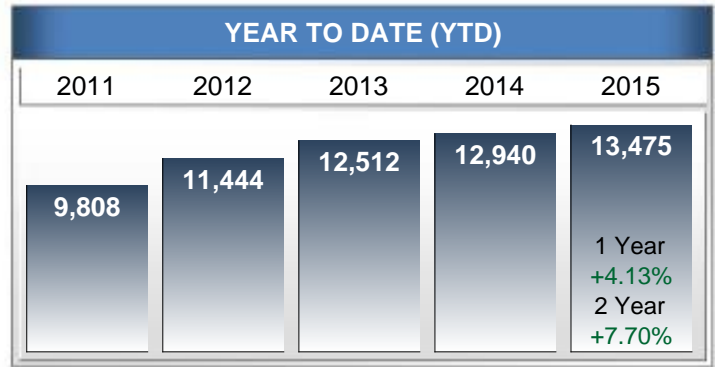
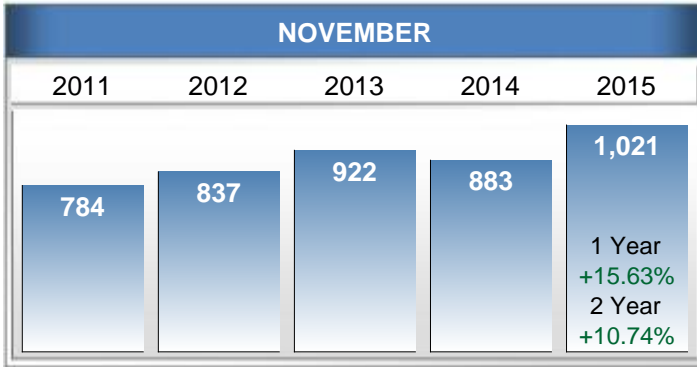
Pending Listings as of Dec 15, 2015



Pending Listings

Report Produced on: Dec 15, 2015

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



Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	39	3.82%	58.1	19	16	4	0	
\$25,001 - \$75,000	175	17.14%	46.3	67	90	16	2	
\$75,001 - \$100,000	111	10.87%	50.2	21	77	11	2	
\$100,001 - \$150,000	238	23.31%	51.7	25	174	37	2	
\$150,001 - \$225,000	221	21.65%	55.0	17	125	76	3	
\$225,001 - \$300,000	120	11.75%	59.2	10	41	57	12	
\$300,001 and up	117	11.46%	52.8	11	23	62	21	
Total Pending Units: 1,021				52.7	170	546	263	42
Total Pending Volume: 179,398,871					22.01M	78.62M	62.26M	16.51M
Average Listing Price: \$197,043					\$129,496	\$143,985	\$236,743	\$392,986



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2015

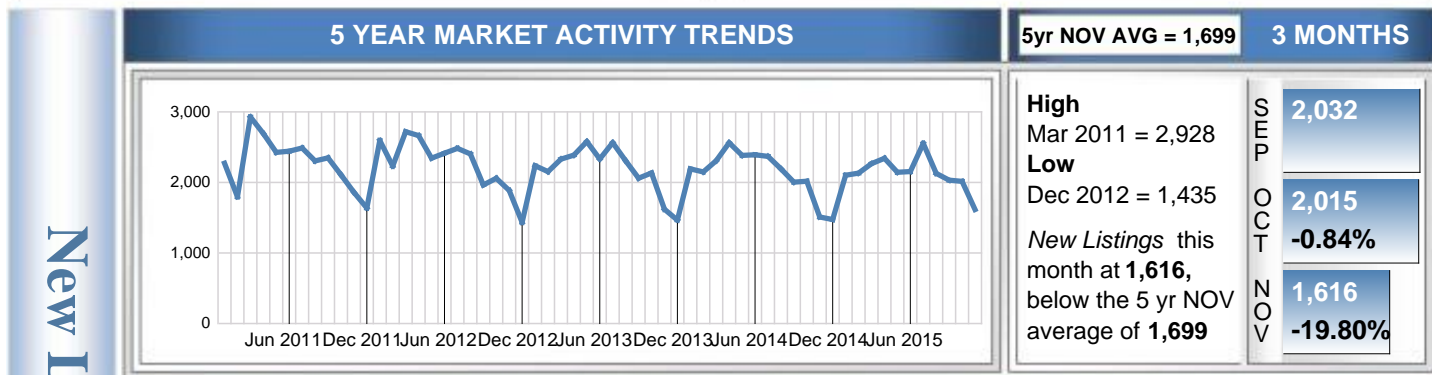
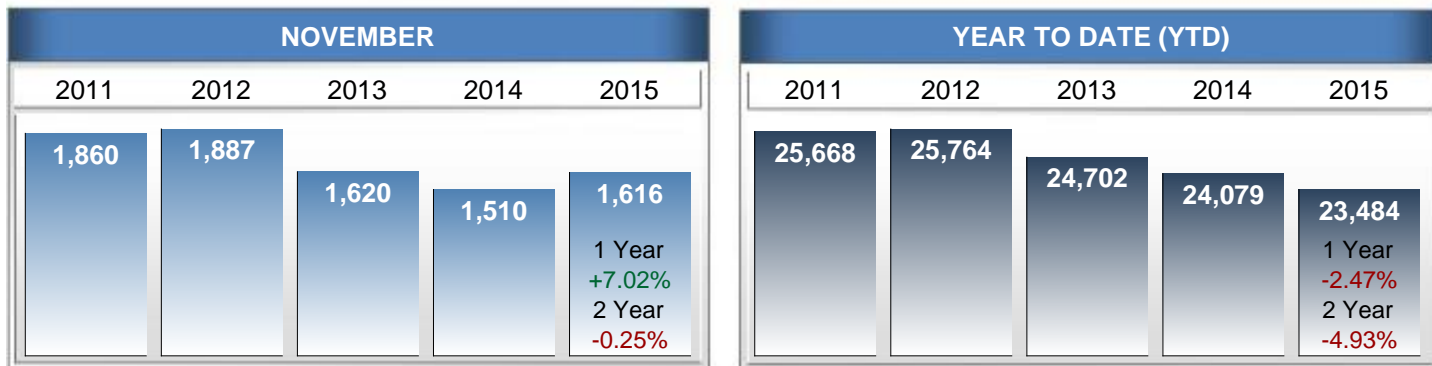
New Listings as of Dec 15, 2015



New Listings

Report Produced on: Dec 15, 2015

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



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	79		4.89%	57	19	2	1	
\$25,001 \$50,000	143		8.85%	85	55	3	0	
\$50,001 \$100,000	310		19.18%	107	176	25	2	
\$100,001 \$175,000	459		28.40%	57	322	77	3	
\$175,001 \$250,000	256		15.84%	23	121	97	15	
\$250,001 \$375,000	193		11.94%	18	42	108	25	
\$375,001 and up	176		10.89%	16	24	82	54	
Total New Listed Units:				1,616	363	759	394	100
Total New Listed Volume:				331,854,078	46.59M	112.76M	118.31M	54.20M
Average New Listed Listing Price:				\$281,828	\$128,339	\$148,558	\$300,291	\$541,972

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2015

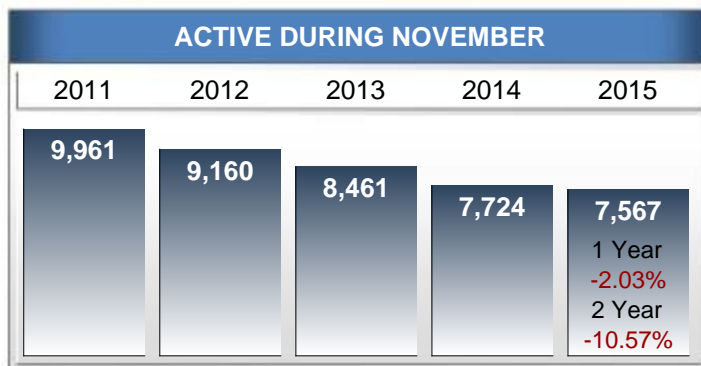
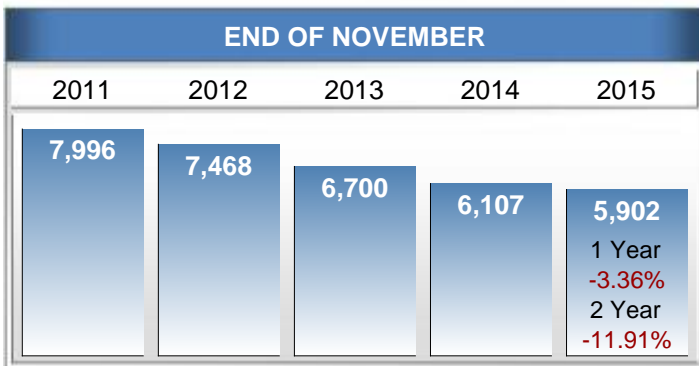
Active Inventory as of Dec 15, 2015



Active Inventory

Report Produced on: Dec 15, 2015

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



Active Inventory

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5yr NOV AVG = 6,835 **3 MONTHS**

High
Jul 2011 = 8,772

Low
Apr 2015 = 5,584

Inventory this month at **5,902**, below the 5 yr NOV average of **6,835**

SEP	5,938
OCT	5,974
NOV	5,902
	-1.21%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	391	6.62%	84.8	340	42	8	1		
\$25,001 \$50,000	746	12.64%	94.2	604	128	14	0		
\$50,001 \$100,000	970	16.44%	77.7	415	488	59	8		
\$100,001 \$175,000	1,365	23.13%	68.8	208	892	251	14		
\$175,001 \$275,000	1,017	17.23%	70.7	118	422	431	46		
\$275,001 \$450,000	819	13.88%	79.5	87	155	451	126		
\$450,001 and up	594	10.06%	80.2	90	73	245	186		
Total Active Inventory by Units:				5,902	77.5	1,862	2,200	1,459	381
Total Active Inventory by Volume:				1,335,505,864		254.57M	363.43M	478.40M	239.11M
Average Active Inventory Listing Price:				\$226,280		\$136,716	\$165,195	\$327,898	\$627,581



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2015

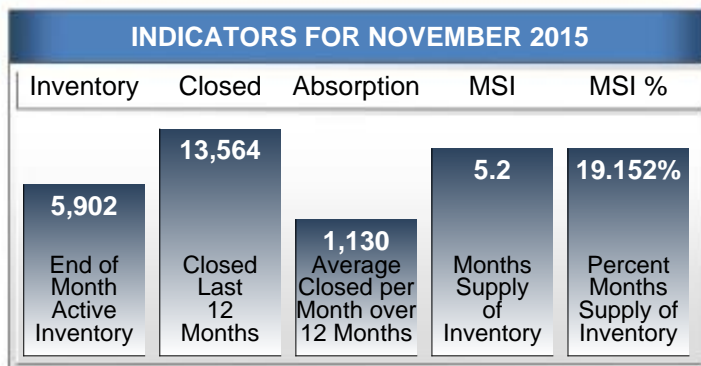
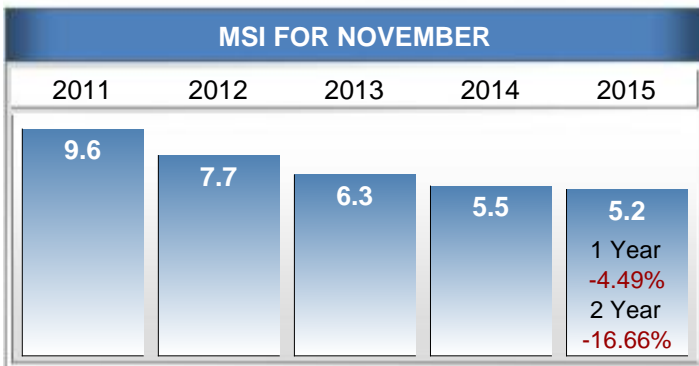
Active Inventory as of Dec 15, 2015



Months Supply of Inventory

Report Produced on: Dec 15, 2015

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+
\$30,000 and less	628	10.64%	10.4	13.6	4.2	4.6	1.5
\$30,001 \$60,000	732	12.40%	7.3	12.5	3.3	3.2	1.3
\$60,001 \$100,000	747	12.66%	4.5	6.4	3.8	4.4	8.4
\$100,001 \$190,000	1,581	26.79%	3.4	6.6	3.0	3.7	3.8
\$190,001 \$280,000	841	14.25%	4.4	11.3	4.1	4.1	4.3
\$280,001 \$450,000	779	13.20%	6.9	18.8	5.2	6.5	8.5
\$450,001 and up	594	10.06%	13.3	51.4	10.7	10.6	14.4
MSI:			5.2	10.6	3.5	5.1	8.4
Total Active Inventory:			5,902	1,862	2,200	1,459	381



Monthly Inventory Analysis

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November 2015

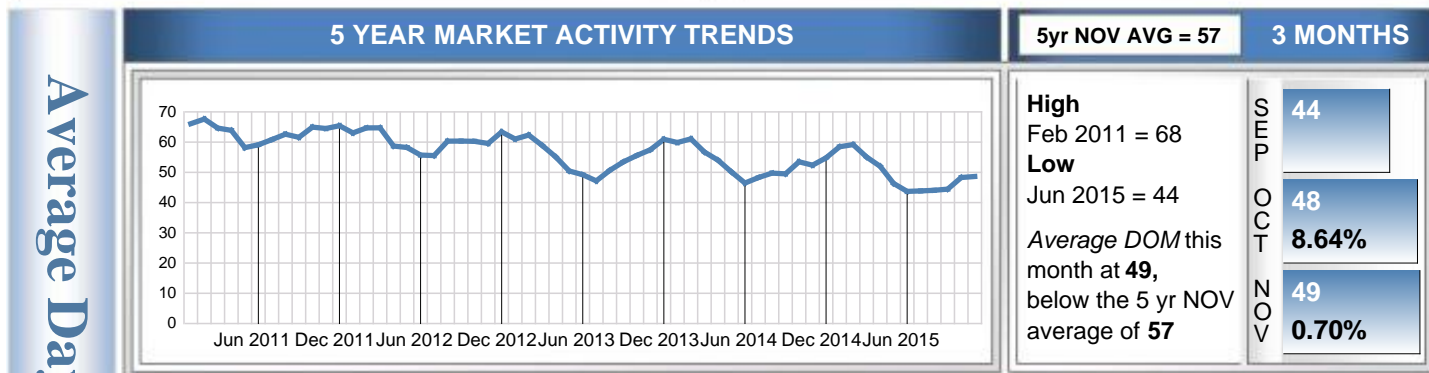
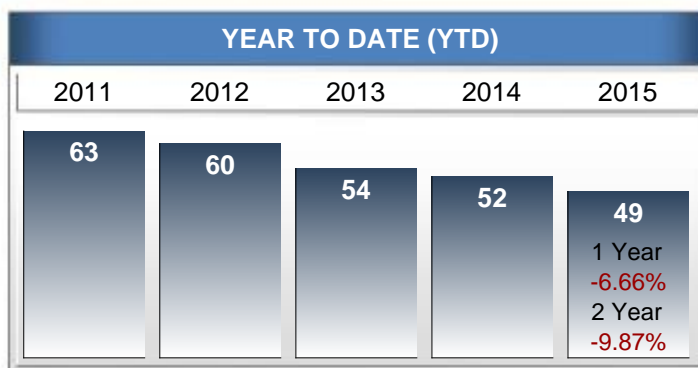
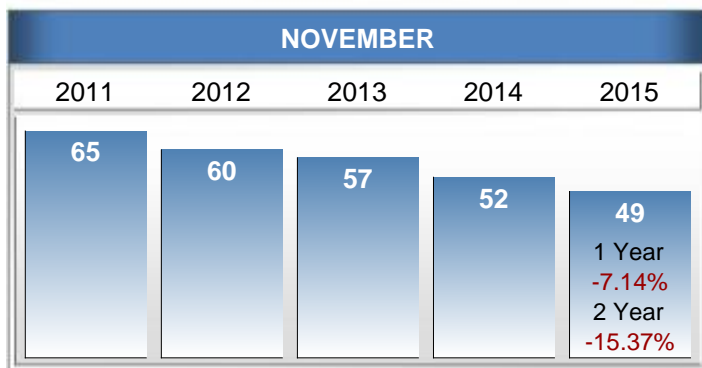
Closed Sales as of Dec 15, 2015



Average Days on Market to Sale

Report Produced on: Dec 15, 2015

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+
\$25,000 and less	34	3.79%	62.5	66.7	60.7	33.0	0.0
\$25,001 - \$75,000	146	16.28%	49.3	52.0	47.6	46.3	27.0
\$75,001 - \$100,000	87	9.70%	46.4	44.0	41.9	93.7	0.0
\$100,001 - \$150,000	211	23.52%	44.7	46.8	44.0	48.5	28.0
\$150,001 - \$225,000	205	22.85%	49.1	49.3	47.6	51.1	49.8
\$225,001 - \$300,000	110	12.26%	50.3	24.0	43.7	59.6	46.8
\$300,001 and up	104	11.59%	50.4	58.6	42.0	51.9	53.4
Average Closed DOM:				51.6	45.5	53.8	48.9
Total Closed Units:				125	505	234	33
Total Closed Volume:				12.24M	73.69M	56.98M	14.22M



Monthly Inventory Analysis

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November 2015

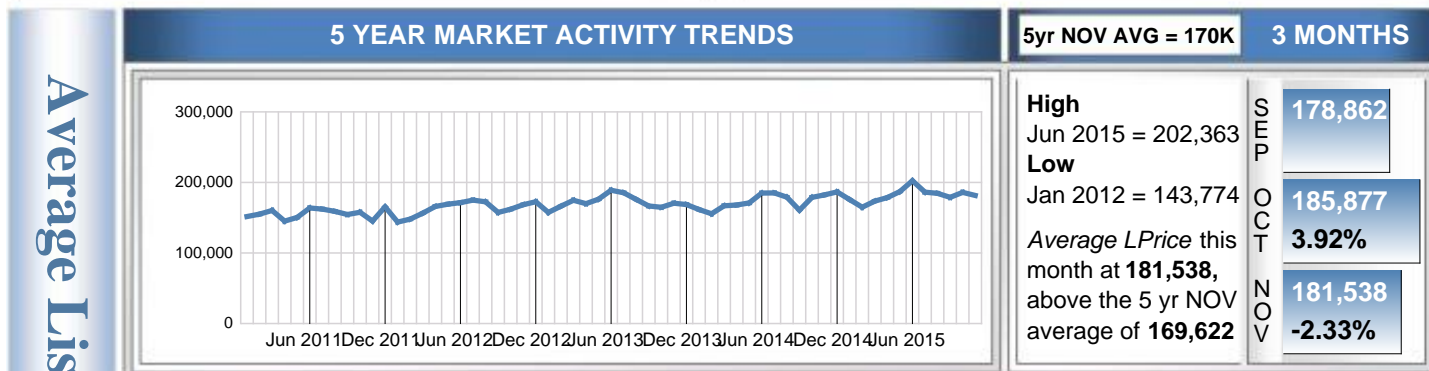
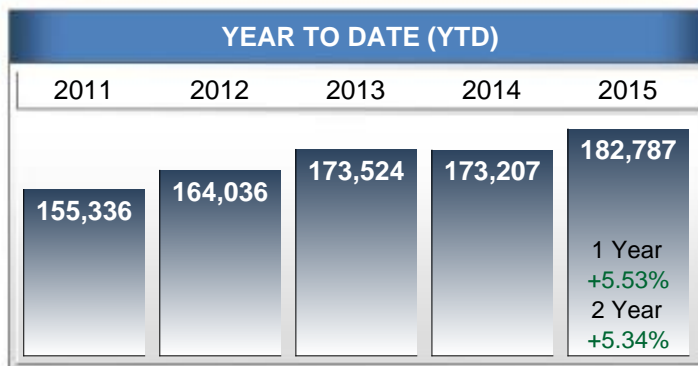
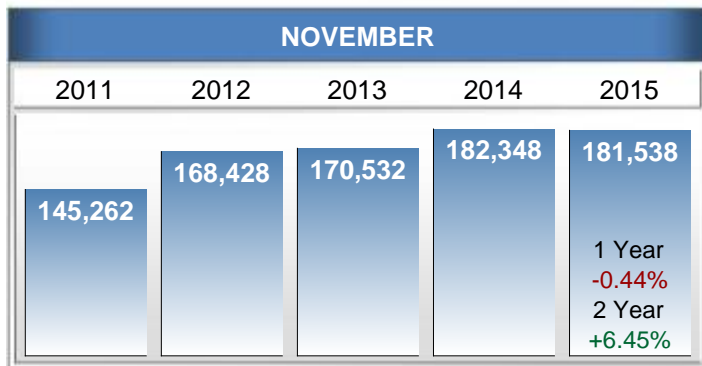
Closed Sales as of Dec 15, 2015



Average List Price at Closing

Report Produced on: Dec 15, 2015

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



Average List Price

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

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+
\$25,000 and less	30	3.34%	17,276	19,280	21,283	20,000	0
\$25,001 - \$75,000	144	16.05%	54,576	55,477	58,214	52,678	57,900
\$75,001 - \$100,000	87	9.70%	89,251	97,782	89,800	94,443	0
\$100,001 - \$150,000	208	23.19%	129,853	135,308	131,069	132,026	137,400
\$150,001 - \$225,000	210	23.41%	183,615	186,762	180,951	191,410	188,740
\$225,001 - \$300,000	106	11.82%	262,224	260,017	267,965	267,540	265,678
\$300,001 and up	112	12.49%	476,194	638,800	508,681	420,498	661,859
Average List Price:	\$181,538			\$106,691	\$151,080	\$250,235	\$444,043
Total Closed Units:	897			125	505	234	33
Total List Volume:	162,839,984			13.34M	76.30M	58.55M	14.65M



Monthly Inventory Analysis

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November 2015

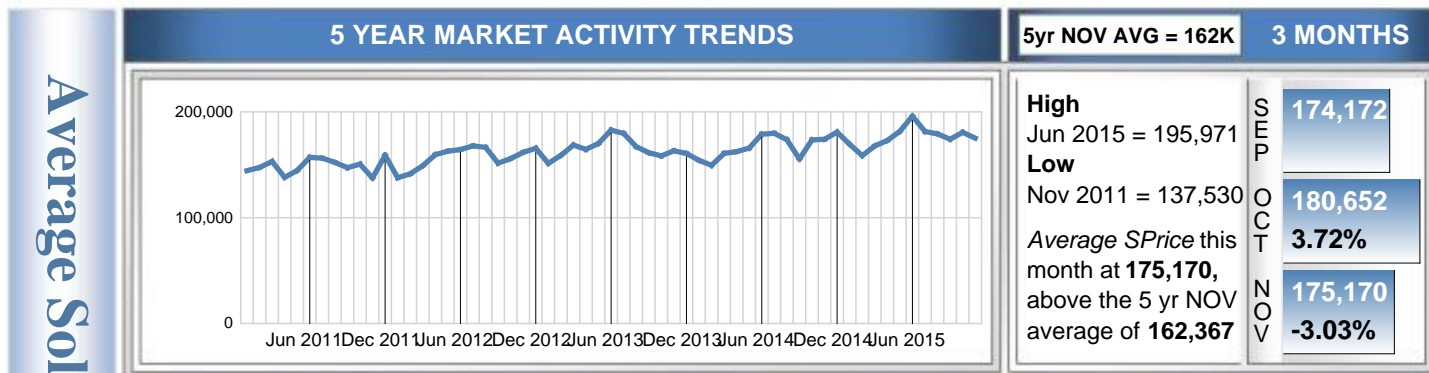
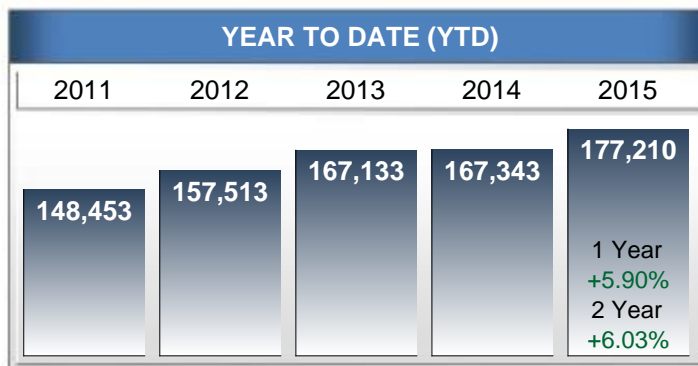
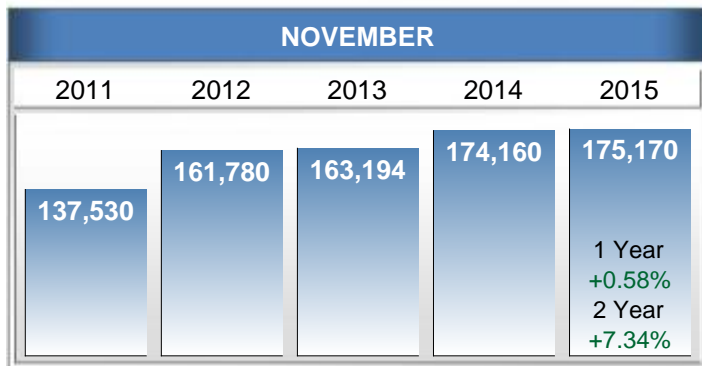
Closed Sales as of Dec 15, 2015



Average Sold Price at Closing

Report Produced on: Dec 15, 2015

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



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+
\$25,000 and less	34	3.79%	16,532	18,060	15,232	17,000	0
\$25,001 \$75,000	146	16.28%	52,098	50,419	53,757	50,263	56,575
\$75,001 \$100,000	87	9.70%	87,520	91,445	86,832	88,129	0
\$100,001 \$150,000	211	23.52%	128,837	127,146	128,552	131,163	127,250
\$150,001 \$225,000	205	22.85%	181,254	178,865	177,174	187,322	185,800
\$225,001 \$300,000	110	12.26%	260,544	257,952	259,662	262,239	256,853
\$300,001 and up	104	11.59%	464,839	546,000	473,738	405,539	642,759
Average Closed Price: \$175,170				\$97,948	\$145,912	\$243,489	\$430,963
Total Closed Units: 897				125	505	234	33
Total Closed Volume: 157,127,214				12.24M	73.69M	56.98M	14.22M



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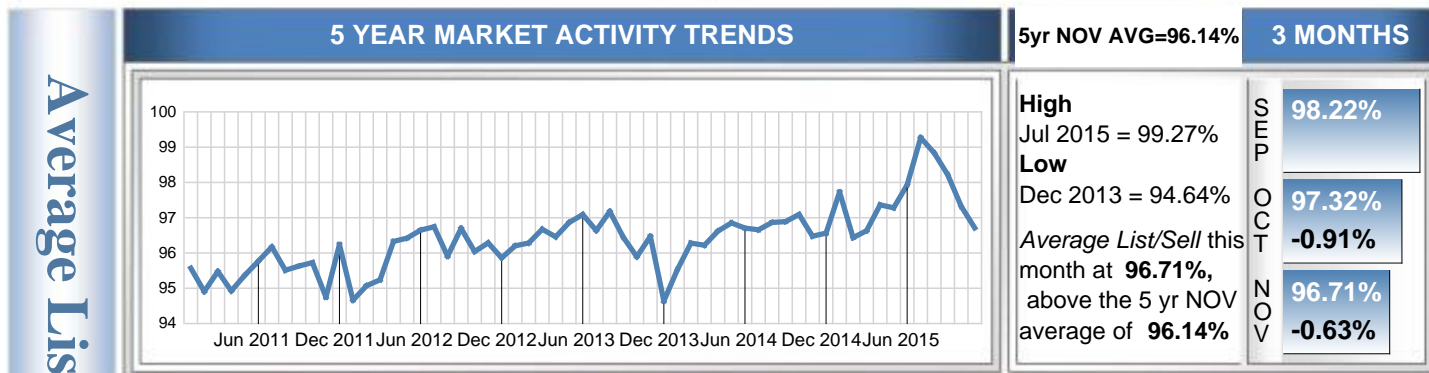
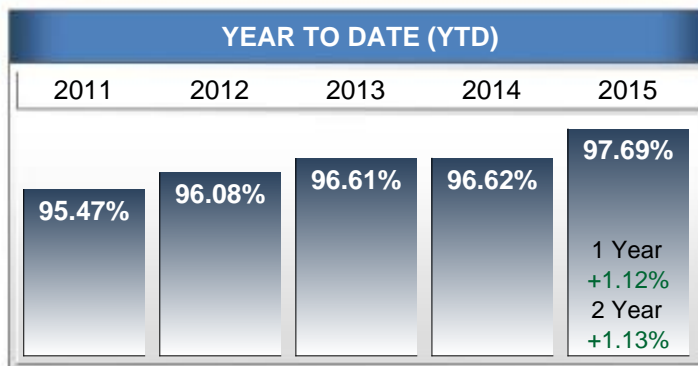
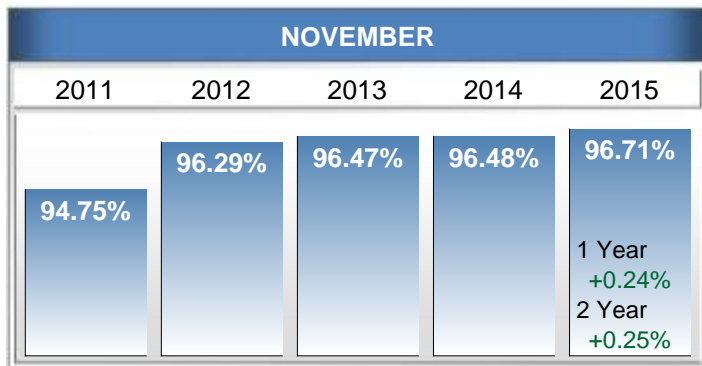
Closed Sales as of Dec 15, 2015



Average Percent of List Price to Selling Price

Report Produced on: Dec 15, 2015

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



Average List/Sell Price

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

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+
\$25,000 and less	34	3.79%	94.73%	113.79%	79.39%	85.00%	0.00%
\$25,001 - \$75,000	146	16.28%	93.26%	92.00%	93.61%	98.96%	97.71%
\$75,001 - \$100,000	87	9.70%	96.69%	94.75%	97.35%	93.24%	0.00%
\$100,001 - \$150,000	211	23.52%	98.12%	94.53%	98.18%	99.64%	92.90%
\$150,001 - \$225,000	205	22.85%	97.92%	95.87%	97.98%	98.15%	98.47%
\$225,001 - \$300,000	110	12.26%	97.62%	99.06%	97.15%	98.07%	97.00%
\$300,001 and up	104	11.59%	96.01%	89.66%	94.17%	96.89%	97.03%
Average List/Sell Ratio: 96.70%				95.65%	96.43%	97.83%	97.01%
Total Closed Units: 897				125	505	234	33
Total Closed Volume: 157,127,214				12.24M	73.69M	56.98M	14.22M



Monthly Inventory Analysis

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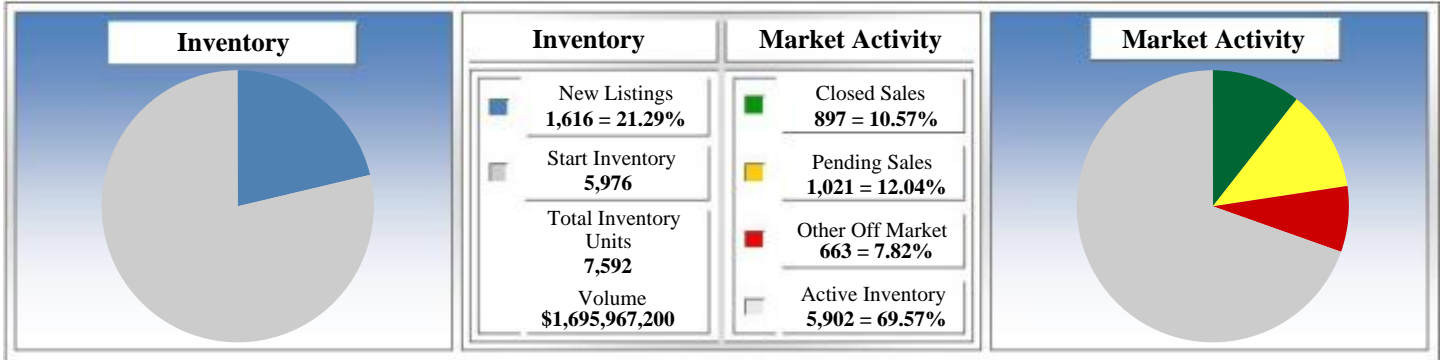
Inventory as of Dec 15, 2015



Market Summary

Report Produced on: Dec 15, 2015

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



Absorption: Last 12 months, an Average of **1,130** Sales/Month

Active Inventory as of November 30, 2015 = **5,902**

	NOVEMBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	950	897	-5.58%	12,402	12,524	0.98%
Pending Sales	883	1,021	15.63%	12,940	13,475	4.13%
New Listings	1,510	1,616	7.02%	24,079	23,484	-2.47%
Average List Price	182,348	181,538	-0.44%	173,207	182,787	5.53%
Average Sale Price	174,160	175,170	0.58%	167,343	177,210	5.90%
Average Percent of List Price to Selling Price	96.48%	96.71%	0.24%	96.62%	97.69%	1.12%
Average Days on Market to Sale	52.37	48.63	-7.14%	52.17	48.69	-6.66%
Monthly Inventory	6,107	5,902	-3.36%	6,107	5,902	-3.36%
Months Supply of Inventory	5.47	5.22	-4.49%	5.47	5.22	-4.49%

