



October 2015

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

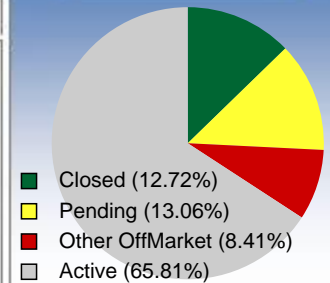


Absorption: Last 12 months, an Average of **1,132** Sales/Month

Active Inventory as of October 31, 2015 = **6,067**

	OCTOBER		
	2014	2015	+/- %
Closed Listings	1,122	1,173	4.55%
Pending Listings	1,066	1,204	12.95%
New Listings	2,016	2,014	-0.10%
Average List Price	178,982	185,650	3.73%
Average Sale Price	173,642	180,742	4.09%
Average Percent of List Price to Selling Price	97.09%	97.38%	0.30%
Average Days on Market to Sale	53.53	48.24	-9.89%
End of Month Inventory	6,360	6,067	-4.61%
Months Supply of Inventory	5.70	5.36	-5.99%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 10, 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 October 2015 decreased **4.61%** to 6,067 existing homes available for sale. Over the last 12 months this area has had an average of 1,132 closed sales per month. This represents an unsold inventory index of **5.36** 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 **4.09%** in October 2015 to \$180,742 versus the previous year at \$173,642.

Average Days on Market Shortens

The average number of **48.24** days that homes spent on the market before selling decreased by 5.30 days or **9.89%** in October 2015 compared to last year's same month at **53.53** DOM.

Sales Success for October 2015 is Positive

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

There were 2,014 New Listings in October 2015, down **0.10%** from last year at 2,016. Furthermore, there were 1,173 Closed Listings this month versus last year at 1,122, a **4.55%** increase.

Closed versus Listed trends yielded a **58.2%** ratio, up from last year's October 2015 at **55.7%**, a **4.65%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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

Data from the Greater Tulsa Association of REALTORS®

October 2015

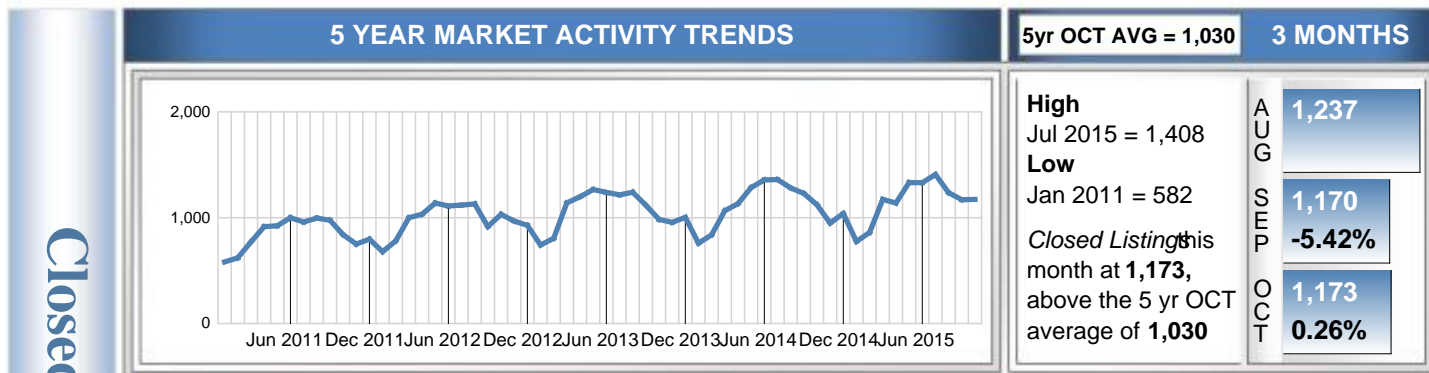
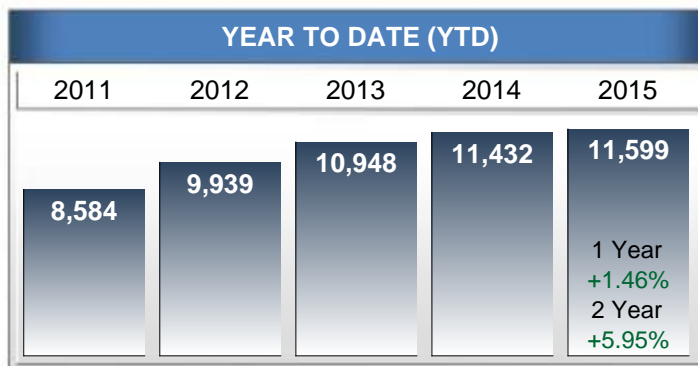
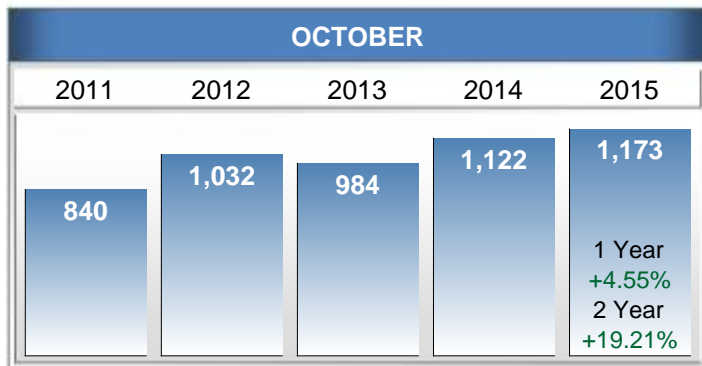
Closed Sales as of Nov 09, 2015



Closed Listings

Report Produced on: Nov 10, 2015

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	56	4.77%	63.9	43	9	4	0		
\$25,001 - \$75,000	204	17.39%	50.5	92	101	11	0		
\$75,001 - \$100,000	116	9.89%	46.1	31	79	6	0		
\$100,001 - \$150,000	276	23.53%	41.7	23	210	37	6		
\$150,001 - \$225,000	257	21.91%	44.4	14	158	78	7		
\$225,001 - \$325,000	147	12.53%	50.5	3	54	73	17		
\$325,001 and up	117	9.97%	60.0	3	17	68	29		
Total Closed Units:				1,173	48.2	209	628	277	59
Total Closed Volume:				212,009,787		14.82M	92.16M	80.66M	24.37M
Average Closed Price:				\$180,742		\$70,896	\$146,747	\$291,200	\$413,099

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

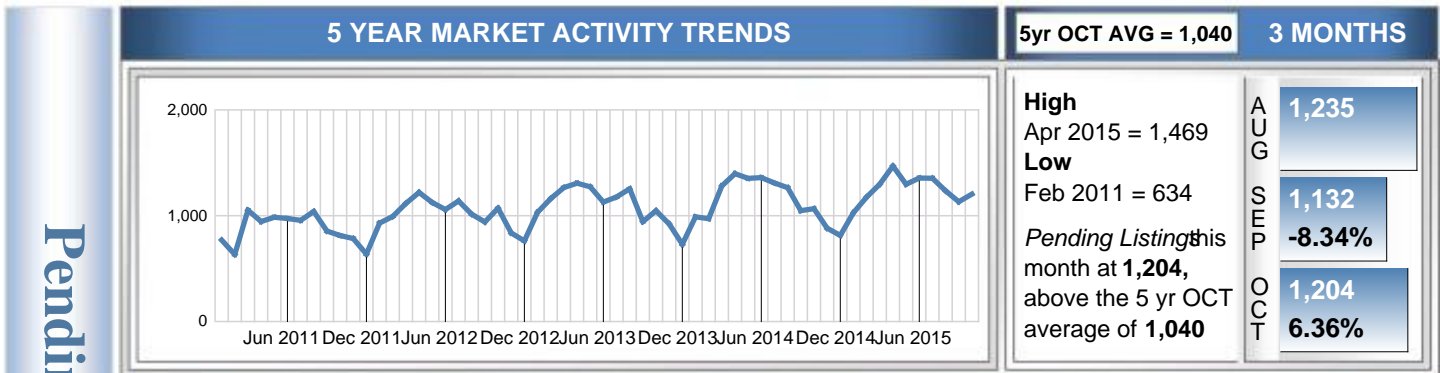
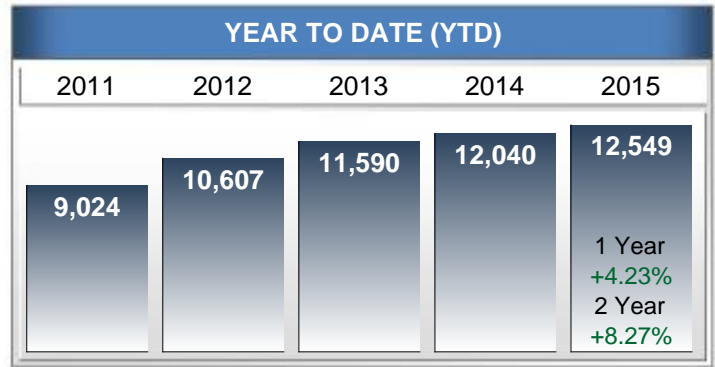
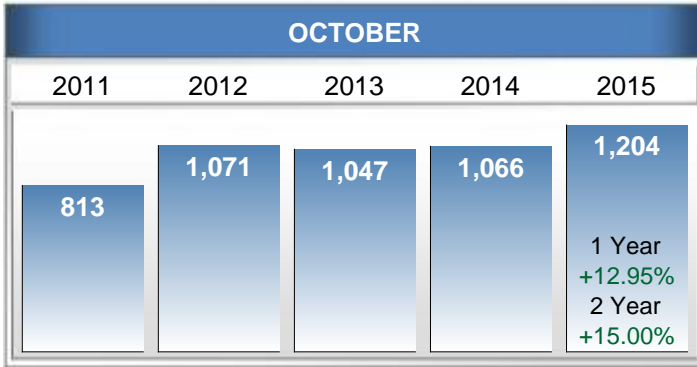
Pending Listings as of Nov 09, 2015



Pending Listings

Report Produced on: Nov 10, 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	51	4.24%	53.2	30	16	5	0
\$25,001 - \$75,000	195	16.20%	56.9	68	113	12	2
\$75,001 - \$100,000	109	9.05%	54.3	21	75	13	0
\$100,001 - \$150,000	294	24.42%	48.2	27	216	47	4
\$150,001 - \$225,000	277	23.01%	51.9	29	162	78	8
\$225,001 - \$325,000	157	13.04%	54.8	7	67	70	13
\$325,001 and up	121	10.05%	53.9	5	21	64	31
Total Pending Units: 1,204				187	670	289	58
Total Pending Volume: 222,334,822				19.11M	98.23M	77.52M	27.48M
Average Listing Price: \$204,475				\$102,168	\$146,611	\$268,228	\$473,835



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

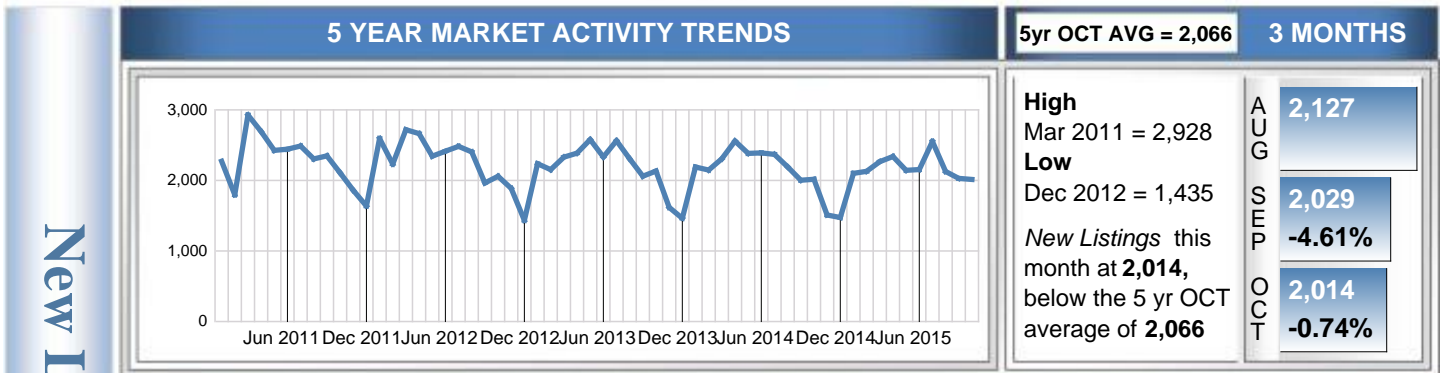
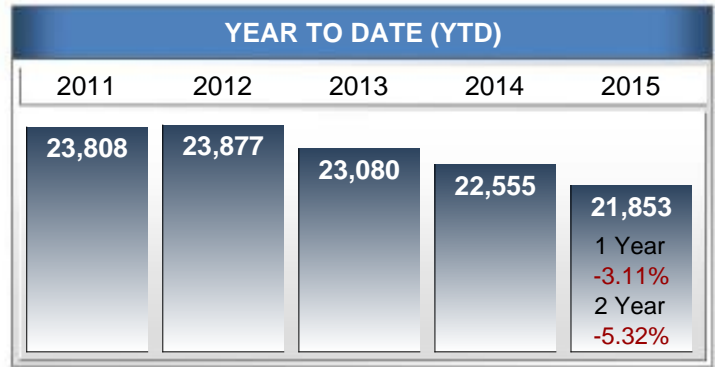
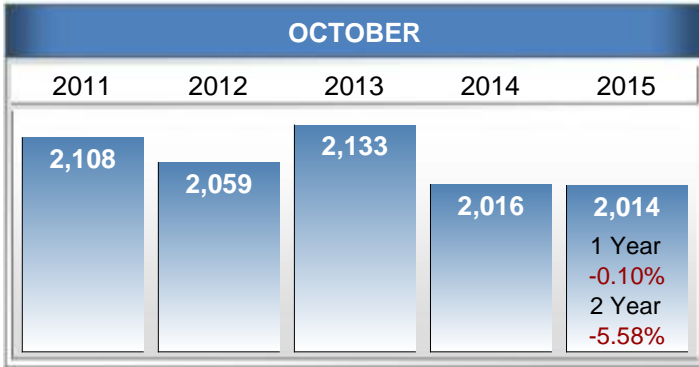
New Listings as of Nov 09, 2015



New Listings

Report Produced on: Nov 10, 2015

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



New Listings

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

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	85	4.22%	70	12	3	0
\$25,001 - \$75,000	375	18.62%	239	117	17	2
\$75,001 - \$100,000	186	9.24%	44	124	13	5
\$100,001 - \$175,000	547	27.16%	64	390	86	7
\$175,001 - \$275,000	367	18.22%	36	154	160	17
\$275,001 - \$425,000	249	12.36%	16	51	143	39
\$425,001 and up	205	10.18%	21	31	98	55
Total New Listed Units:			490	879	520	125
Total New Listed Volume:			59.45M	140.05M	169.70M	67.82M
Average New Listed Listing Price:			\$121,329	\$159,332	\$326,347	\$542,544



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

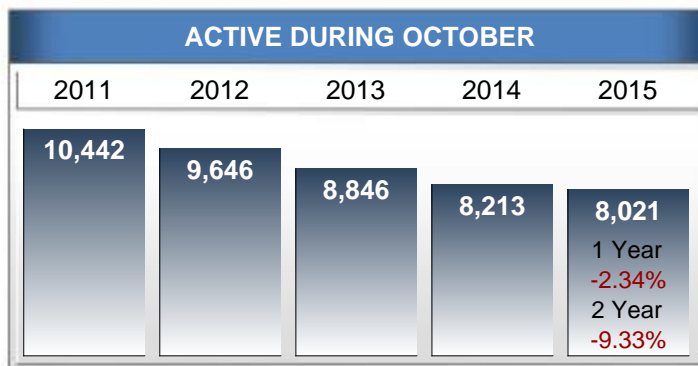
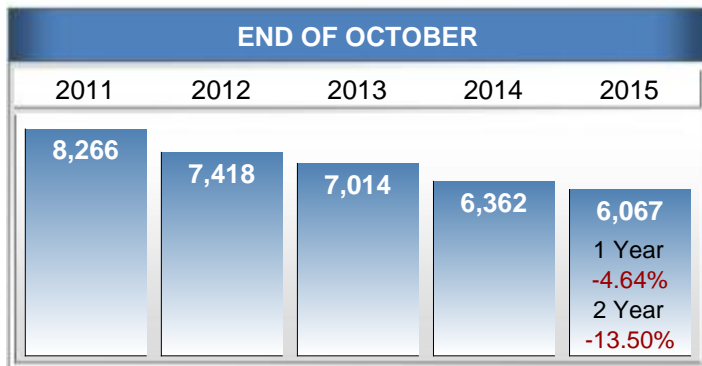
Active Inventory as of Nov 09, 2015



Active Inventory

Report Produced on: Nov 10, 2015

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



Active Inventory

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



5yr OCT AVG = 7,025		3 MONTHS	
High	Jul 2011 = 8,772	AUG	5,891
Low	Apr 2015 = 5,585	SEP	6,038
<i>Inventory this month at 6,067, below the 5 yr OCT average of 7,025</i>		OCT	6,067
			2.50%
			0.48%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	395	6.51%	77.7	345	39	11	0		
\$25,001 \$50,000	753	12.41%	84.5	600	130	22	1		
\$50,001 \$100,000	961	15.84%	72.1	418	480	53	10		
\$100,001 \$175,000	1,389	22.89%	65.3	204	907	260	18		
\$175,001 \$275,000	1,056	17.41%	67.4	122	429	460	45		
\$275,001 \$450,000	877	14.46%	72.4	90	171	480	136		
\$450,001 and up	636	10.48%	75.3	96	81	267	192		
Total Active Inventory by Units:				6,067	72.0	1,875	2,237	1,553	402
Total Active Inventory by Volume:				1,406,438,279		272.97M	374.74M	508.90M	249.83M
Average Active Inventory Listing Price:				\$231,818		\$145,582	\$167,520	\$327,687	\$621,476



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

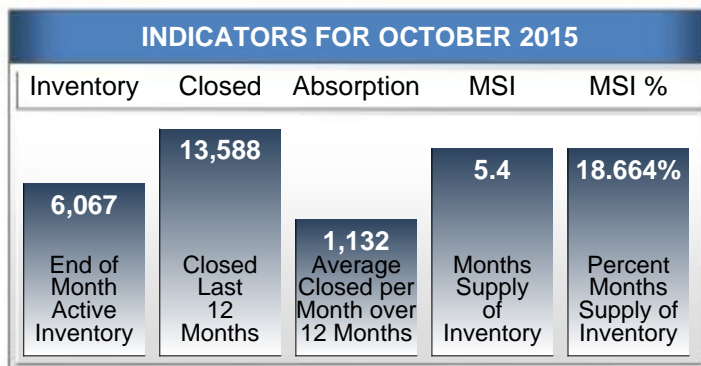
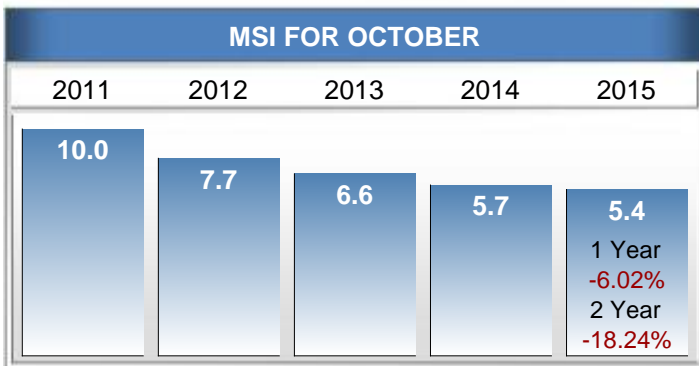
Active Inventory as of Nov 09, 2015



Months Supply of Inventory

Report Produced on: Nov 10, 2015

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



Months Supply

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



5yr OCT AVG = 7.1	3 MONTHS
High Jun 2011 = 11.4	AUG 5.2
Low Apr 2015 = 4.9	SEP 5.4
Months Supply this month at 5.4 , below the 5 yr OCT average of 7.1	OCT 0.10%

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	636	10.48%	10.5	13.4	4.6	6.0	0.0	
\$30,001 \$60,000	716	11.80%	7.1	11.7	3.3	3.8	1.3	
\$60,001 \$110,000	913	15.05%	4.3	6.8	3.5	3.7	6.0	
\$110,001 \$190,000	1,461	24.08%	3.5	6.4	3.1	3.9	4.6	
\$190,001 \$290,000	952	15.69%	4.7	11.2	4.1	4.6	4.6	
\$290,001 \$460,000	763	12.58%	7.7	20.7	5.9	7.1	9.5	
\$460,001 and up	626	10.32%	14.4	57.0	12.3	11.6	14.9	
MSI:	5.4			10.5	3.6	5.4	8.8	
Total Active Inventory:	6,067			1,875	2,237	1,553	402	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

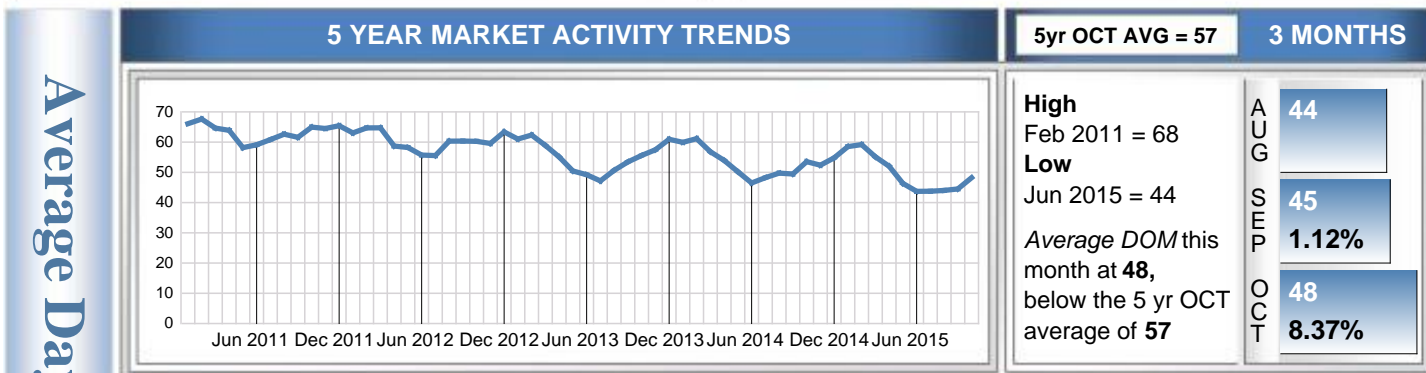
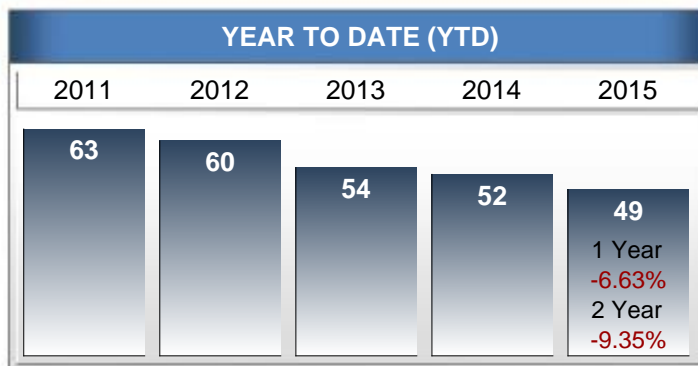
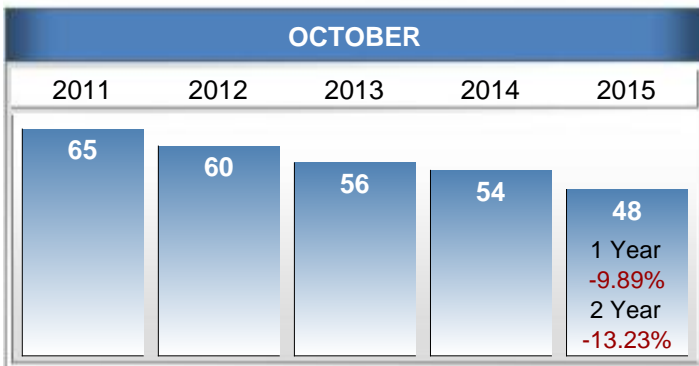
Closed Sales as of Nov 09, 2015



Average Days on Market to Sale

Report Produced on: Nov 10, 2015

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



Average Days on Market

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

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	56	4.77%	63.9	71.3	35.3	49.0	0.0
\$25,001 \$75,000	204	17.39%	50.5	49.7	52.1	41.5	0.0
\$75,001 \$100,000	116	9.89%	46.1	44.1	46.1	57.5	0.0
\$100,001 \$150,000	276	23.53%	41.7	29.8	42.6	44.4	38.2
\$150,001 \$225,000	257	21.91%	44.4	36.4	41.3	50.9	56.9
\$225,001 \$325,000	147	12.53%	50.5	27.0	29.6	66.2	53.4
\$325,001 and up	117	9.97%	60.0	21.3	64.3	59.5	62.5
Average Closed DOM: 48.2				49.5	43.6	55.9	56.7
Total Closed Units: 1,173				209	628	277	59
Total Closed Volume: 212,009,787				14.82M	92.16M	80.66M	24.37M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

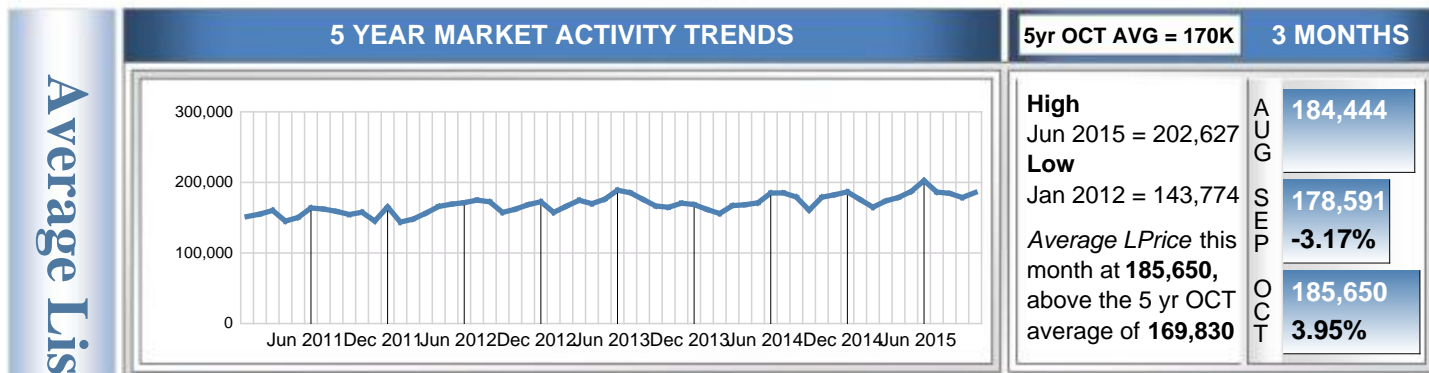
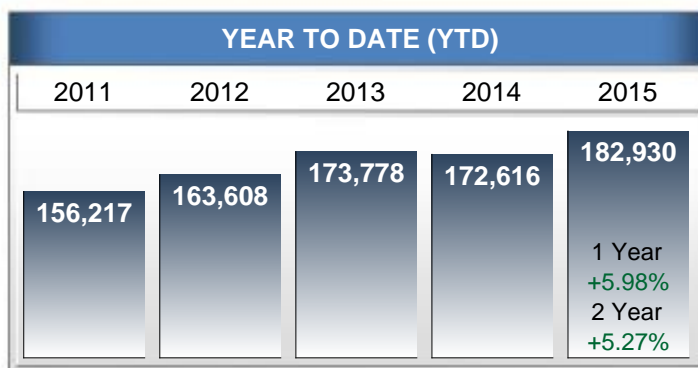
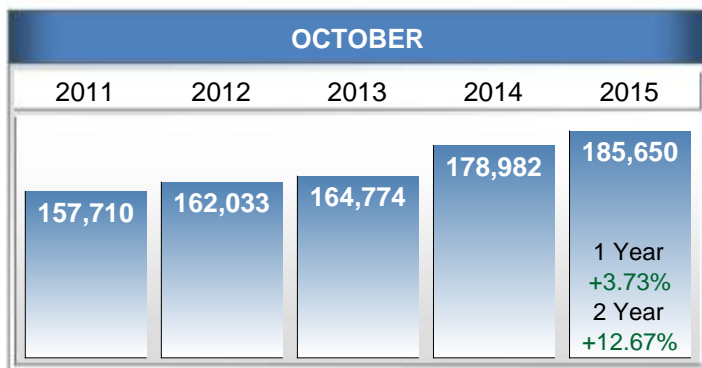
Closed Sales as of Nov 09, 2015



Average List Price at Closing

Report Produced on: Nov 10, 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	53	4.52%	18,389	18,329	22,800	17,850	0
\$25,001 - \$75,000	198	16.88%	51,661	49,740	56,520	58,145	0
\$75,001 - \$100,000	112	9.55%	88,560	91,813	92,372	94,500	0
\$100,001 - \$150,000	277	23.61%	128,855	131,126	130,815	129,479	136,200
\$150,001 - \$225,000	260	22.17%	182,083	178,129	182,898	190,494	207,671
\$225,001 - \$325,000	148	12.62%	267,671	309,733	272,268	270,084	277,440
\$325,001 and up	125	10.66%	591,966	326,000	616,356	612,900	623,172
Average List Price:		\$185,650		\$74,772	\$150,893	\$297,186	\$424,735
Total Closed Units:		1,173		209	628	277	59
Total List Volume:		217,767,905		15.63M	94.76M	82.32M	25.06M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

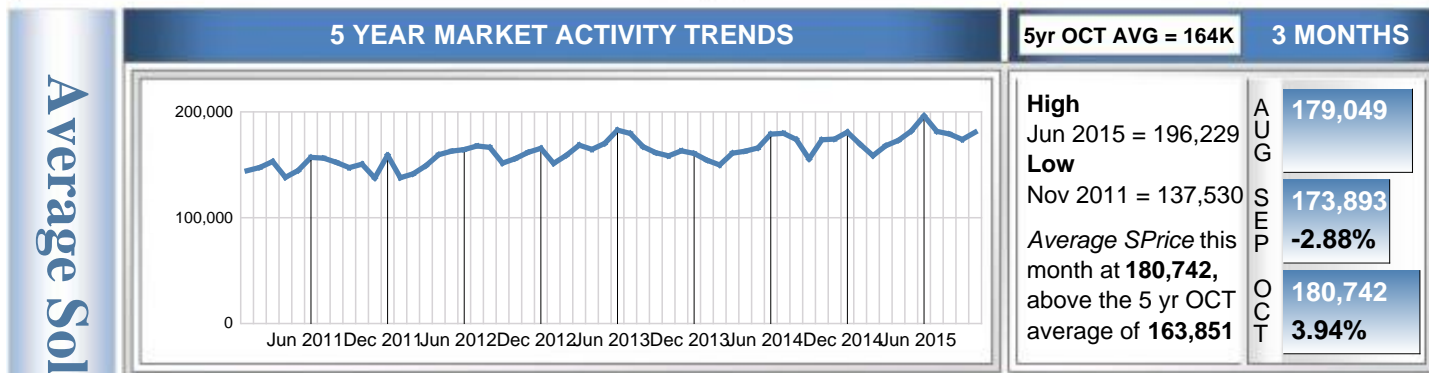
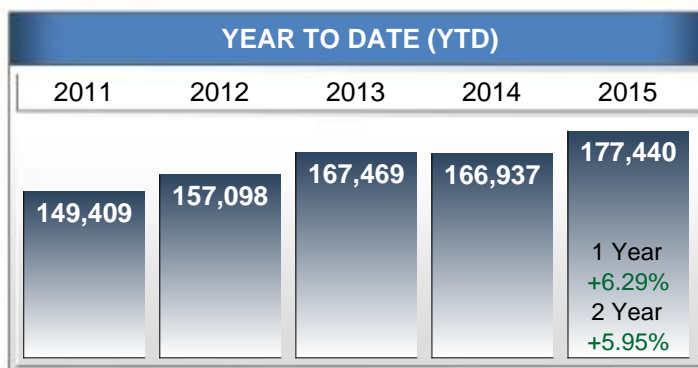
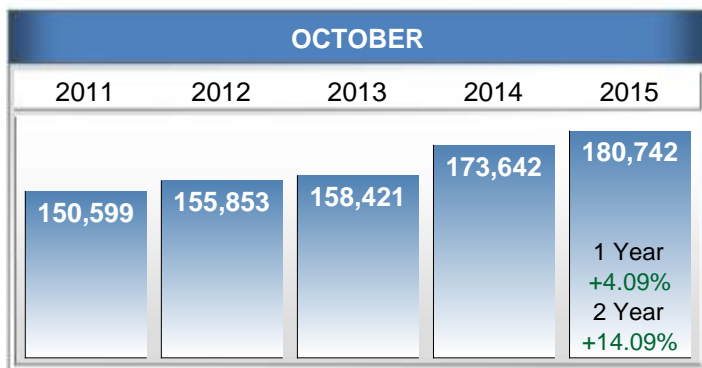
Closed Sales as of Nov 09, 2015



Average Sold Price at Closing

Report Produced on: Nov 10, 2015

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



Average Sold Price

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

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	56		4.77%	17,116	16,767	19,289	15,975	0
\$25,001 - \$75,000	204		17.39%	49,915	45,747	53,342	53,301	0
\$75,001 - \$100,000	116		9.89%	87,839	85,852	88,246	92,749	0
\$100,001 - \$150,000	276		23.53%	128,296	128,050	128,496	127,907	124,626
\$150,001 - \$225,000	257		21.91%	181,649	171,071	179,363	186,667	198,500
\$225,001 - \$325,000	147		12.53%	268,204	273,333	265,323	265,792	286,811
\$325,001 and up	117		9.97%	591,110	355,333	586,695	599,415	598,613
Average Closed Price:	\$180,742				\$70,896	\$146,747	\$291,200	\$413,099
Total Closed Units:	1,173				209	628	277	59
Total Closed Volume:	212,009,787				14.82M	92.16M	80.66M	24.37M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

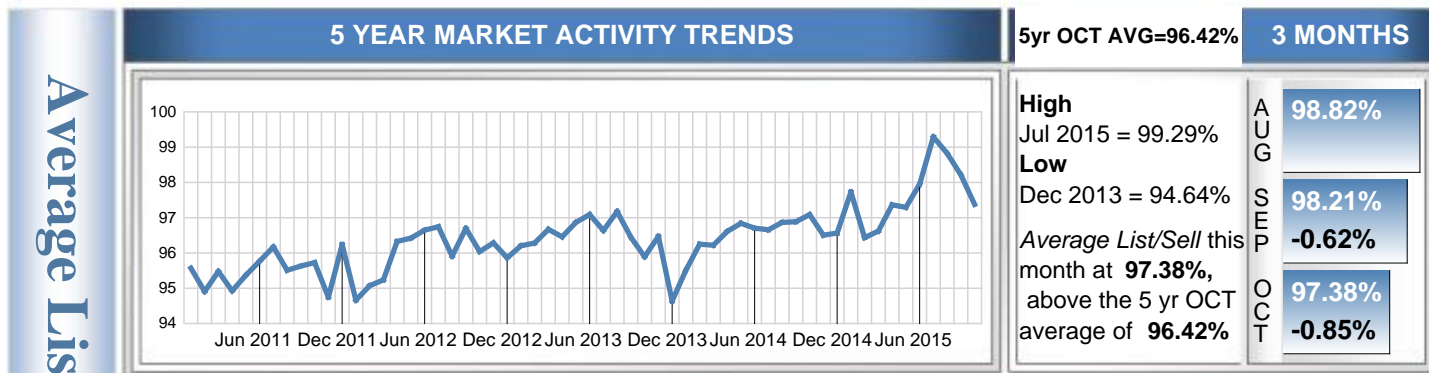
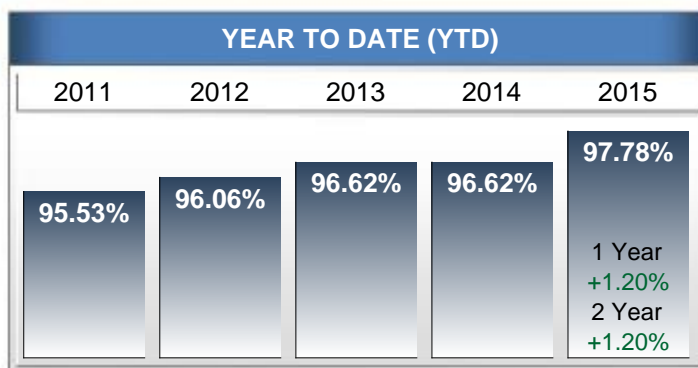
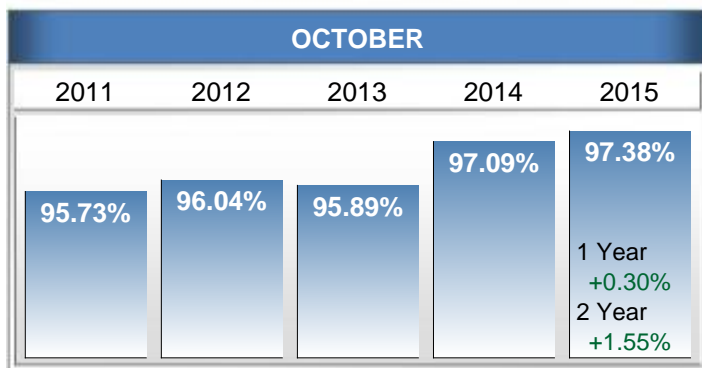
Closed Sales as of Nov 09, 2015



Average Percent of List Price to Selling Price

Report Produced on: Nov 10, 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	56	4.77%	93.72%	95.60%	85.07%	92.92%	0.00%
\$25,001 - \$75,000	204	17.39%	93.99%	92.43%	95.60%	92.26%	0.00%
\$75,001 - \$100,000	116	9.89%	95.68%	94.32%	96.01%	98.44%	0.00%
\$100,001 - \$150,000	276	23.53%	98.23%	97.79%	98.28%	99.24%	92.15%
\$150,001 - \$225,000	257	21.91%	98.03%	96.36%	98.15%	98.25%	96.07%
\$225,001 - \$325,000	147	12.53%	101.61%	89.37%	97.55%	98.48%	130.13%
\$325,001 and up	117	9.97%	97.94%	112.66%	96.33%	98.14%	96.88%
Average List/Sell Ratio: 97.40%				94.46%	97.23%	98.10%	105.88%
Total Closed Units: 1,173				209	628	277	59
Total Closed Volume: 212,009,787				14.82M	92.16M	80.66M	24.37M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

Inventory as of Nov 09, 2015



Market Summary

Report Produced on: Nov 10, 2015

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



Absorption: Last 12 months, an Average of 1,132 Sales/Month

Active Inventory as of October 31, 2015 = 6,067

	OCTOBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,122	1,173	4.55%	11,432	11,599	1.46%
Pending Sales	1,066	1,204	12.95%	12,040	12,549	4.23%
New Listings	2,016	2,014	-0.10%	22,555	21,853	-3.11%
Average List Price	178,982	185,650	3.73%	172,616	182,930	5.98%
Average Sale Price	173,642	180,742	4.09%	166,937	177,440	6.29%
Average Percent of List Price to Selling Price	97.09%	97.38%	0.30%	96.62%	97.78%	1.20%
Average Days on Market to Sale	53.53	48.24	-9.89%	52.16	48.70	-6.63%
Monthly Inventory	6,360	6,067	-4.61%	6,360	6,067	-4.61%
Months Supply of Inventory	5.70	5.36	-5.99%	5.70	5.36	-5.99%

