



October 2015

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

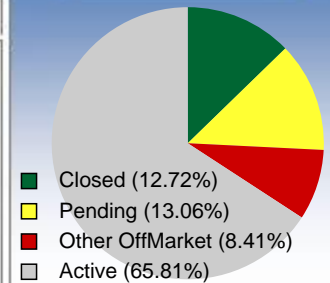


Absorption: Last 12 months, an Average of **1,132** Sales/Month

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%
Median List Price	148,455	144,118	-2.92%
Median Sale Price	143,500	142,000	-1.05%
Median Percent of List Price to Selling Price	97.85%	98.21%	0.37%
Median Days on Market to Sale	42.00	32.00	-23.81%
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.

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 **1.05%** in October 2015 to \$142,000 versus the previous year at \$143,500.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 10.00 days or **23.81%** in October 2015 compared to last year's same month at **42.00** DOM.

Sales Success for October 2015 is Positive

Overall, with Median Prices falling 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.

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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®

October 2015

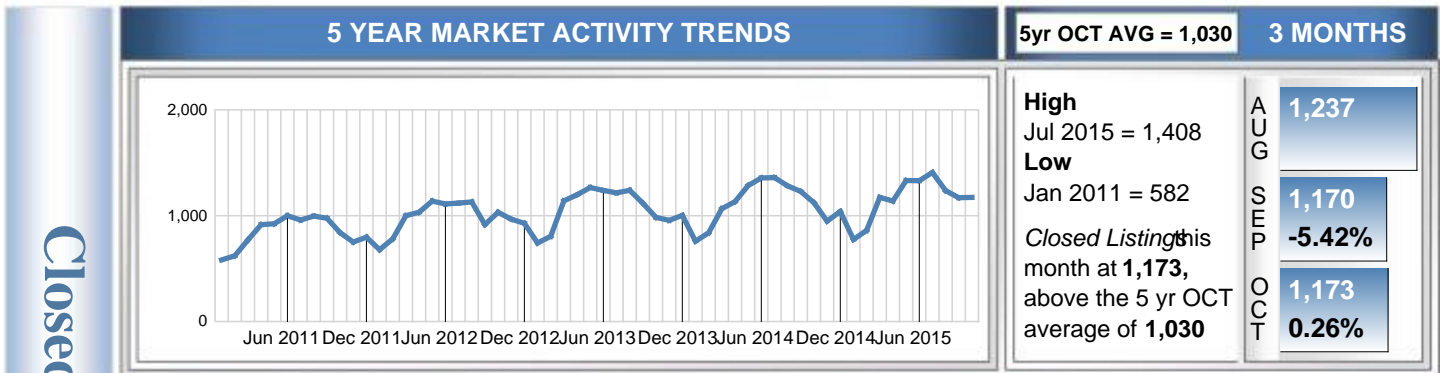
Closed Sales as of Nov 09, 2015



Closed Listings

Report Produced on: Nov 10, 2015

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



Closed Listings

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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	117		9.97%	31.0	85	27	5	0	
\$40,001 - \$70,000	124		10.57%	34.0	46	69	9	0	
\$70,001 - \$110,000	180		15.35%	34.0	39	123	16	2	
\$110,001 - \$160,000	277		23.61%	28.0	24	210	39	4	
\$160,001 - \$220,000	202		17.22%	27.5	9	124	64	5	
\$220,001 - \$320,000	151		12.87%	28.0	3	56	75	17	
\$320,001 and up	122		10.40%	49.0	3	19	69	31	
Total Closed Units: 1,173					32.0	209	628	277	59
Total Closed Volume: 212,009,787						14.82M	92.16M	80.66M	24.37M
Median Closed Price: \$142,000						\$53,500	\$133,755	\$226,646	\$325,000



Monthly Inventory Analysis

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October 2015

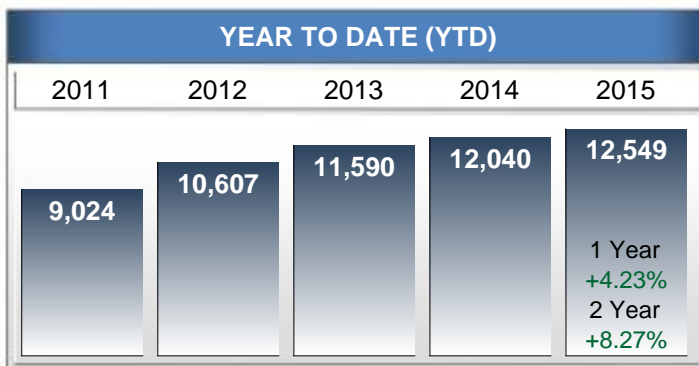
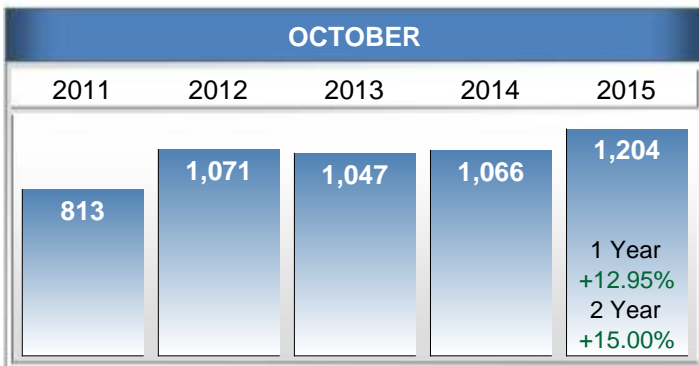
Pending Listings as of Nov 09, 2015



Pending Listings

Report Produced on: Nov 10, 2015

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



Pending Listings

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5yr OCT AVG = 1,040 **3 MONTHS**

High
Apr 2015 = 1,469

Low
Feb 2011 = 634

Pending Listing this month at **1,204**, above the 5 yr OCT average of **1,040**

AUG	1,235
SEP	1,132
	-8.34%
OCT	1,204
	6.36%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	106	8.80%	49.0	57	43	6	0	
\$40,001 - \$80,000	164	13.62%	35.0	47	101	14	2	
\$80,001 - \$120,000	175	14.53%	34.0	25	131	19	0	
\$120,001 - \$170,000	308	25.58%	33.5	32	214	56	6	
\$170,001 - \$230,000	182	15.12%	36.0	14	97	64	7	
\$230,001 - \$320,000	144	11.96%	43.0	6	62	64	12	
\$320,001 and up	125	10.38%	43.0	6	22	66	31	
Total Pending Units: 1,204				37.0	187	670	289	58
Total Pending Volume: 222,334,822					19.11M	98.23M	77.52M	27.48M
Median Listing Price: \$145,000					\$73,000	\$135,000	\$219,900	\$329,943



Monthly Inventory Analysis

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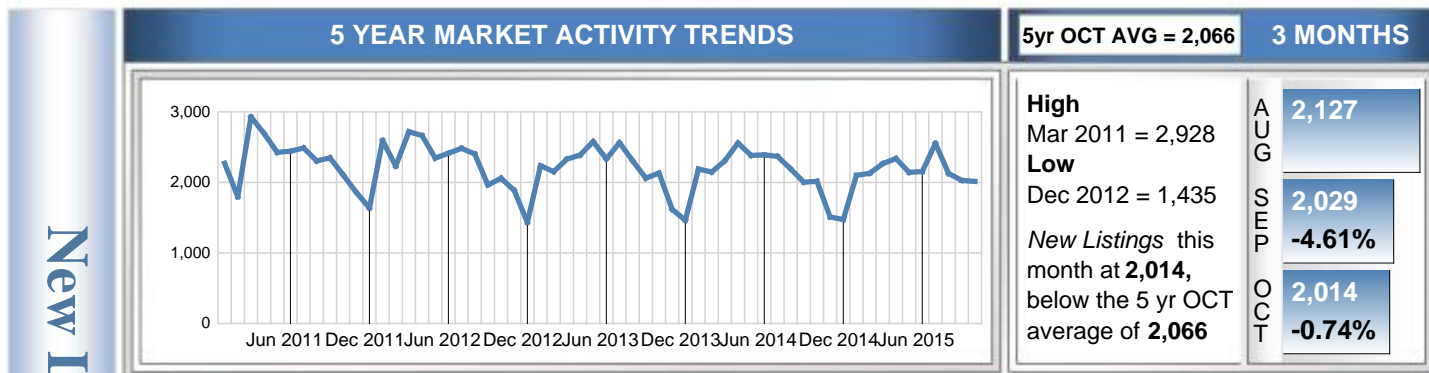
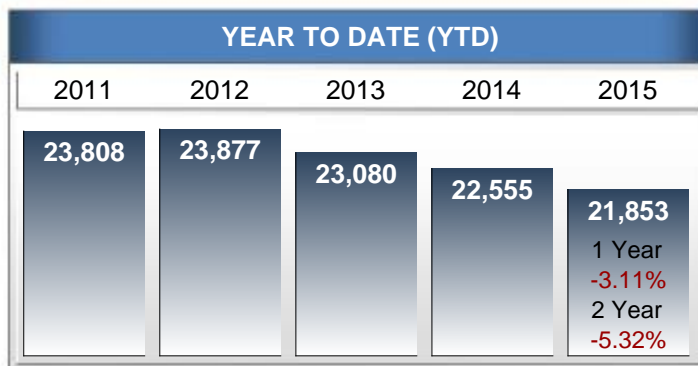
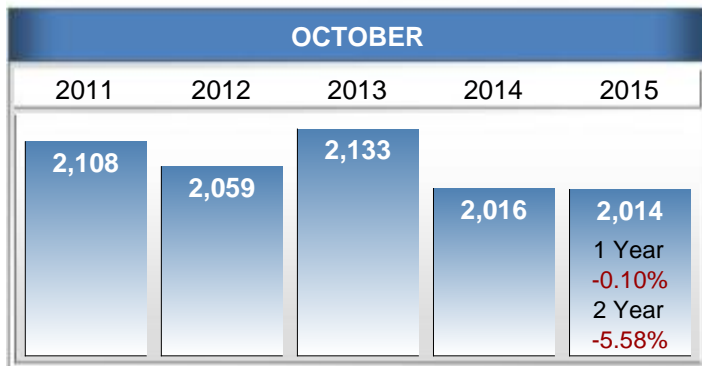
New Listings as of Nov 09, 2015



New Listings

Report Produced on: Nov 10, 2015

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



New Listings

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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	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:	2,014		490	879	520	125
Total New Listed Volume:	437,022,393		59.45M	140.05M	169.70M	67.82M
Median New Listed Listing Price:	\$151,400		\$59,700	\$135,000	\$269,900	\$399,870



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

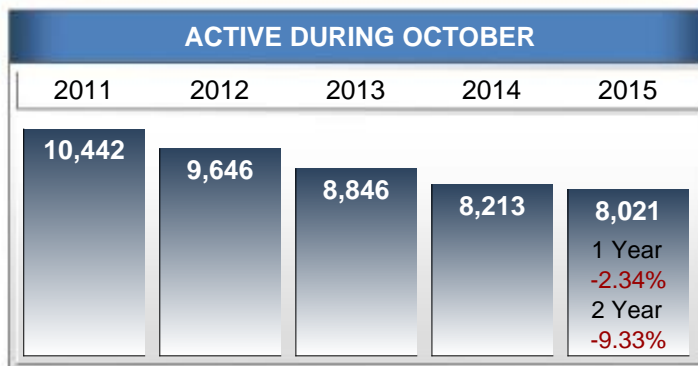
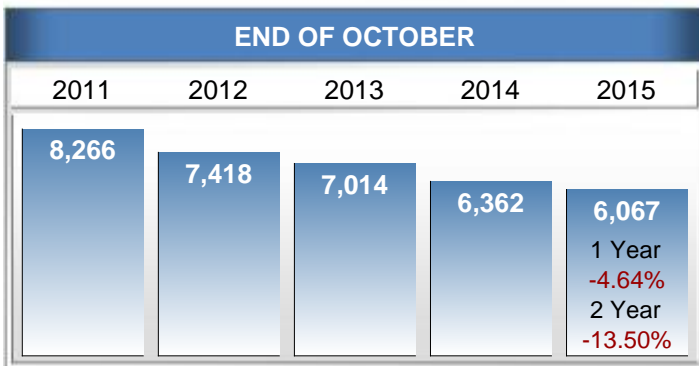
Active Inventory as of Nov 09, 2015



Active Inventory

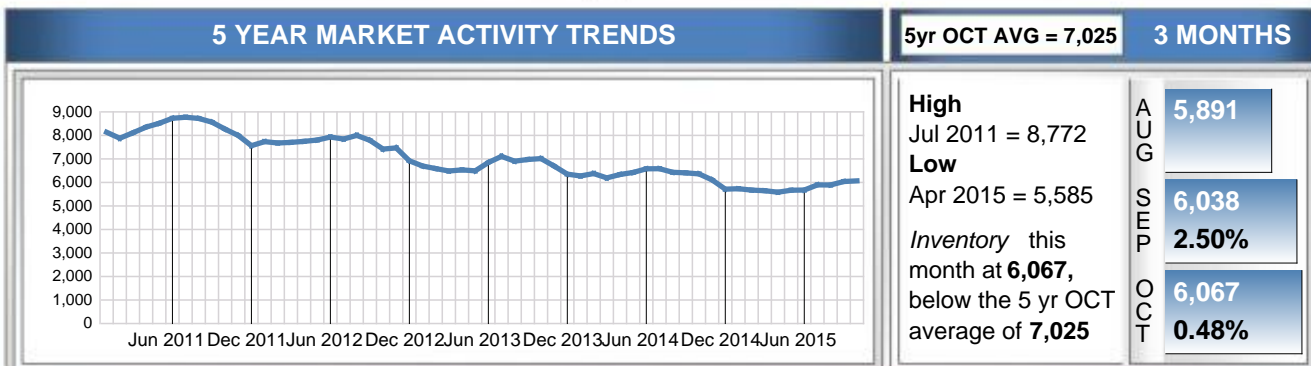
Report Produced on: Nov 10, 2015

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



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	636	10.48%	83.5	543	78	15	0		
\$30,001 - \$60,000	716	11.80%	83.5	532	160	23	1		
\$60,001 - \$110,000	913	15.05%	57.0	320	518	65	10		
\$110,001 - \$190,000	1,461	24.08%	58.0	201	912	324	24		
\$190,001 - \$290,000	952	15.69%	57.0	103	353	441	55		
\$290,001 - \$460,000	763	12.58%	66.0	81	137	422	123		
\$460,001 and up	626	10.32%	66.0	95	79	263	189		
Total Active Inventory by Units:				6,067	65.0	1,875	2,237	1,553	402
Total Active Inventory by Volume:				1,406,438,279		272.97M	374.74M	508.90M	249.83M
Median Active Inventory Listing Price:				\$150,000		\$50,000	\$139,900	\$272,000	\$437,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

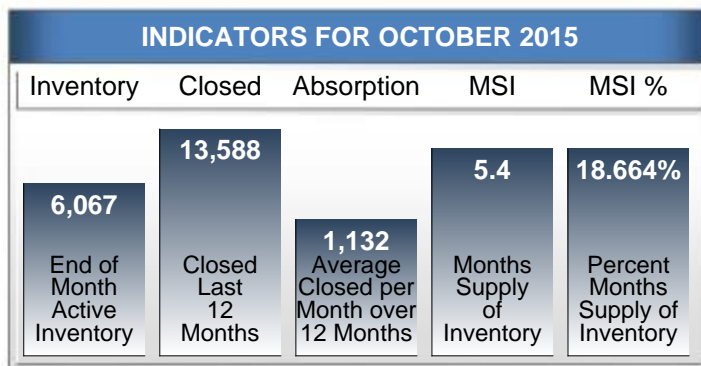
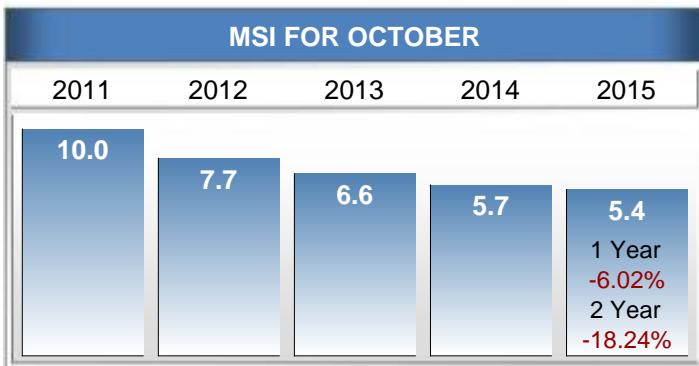
Active Inventory as of Nov 09, 2015



Months Supply of Inventory

Report Produced on: Nov 10, 2015

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



Months Supply

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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%
	2.94%

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

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October 2015

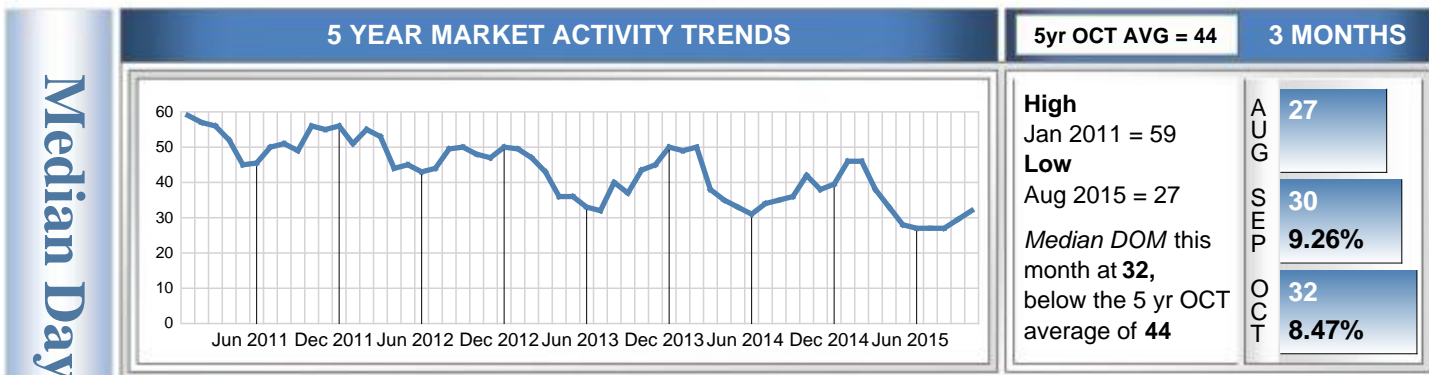
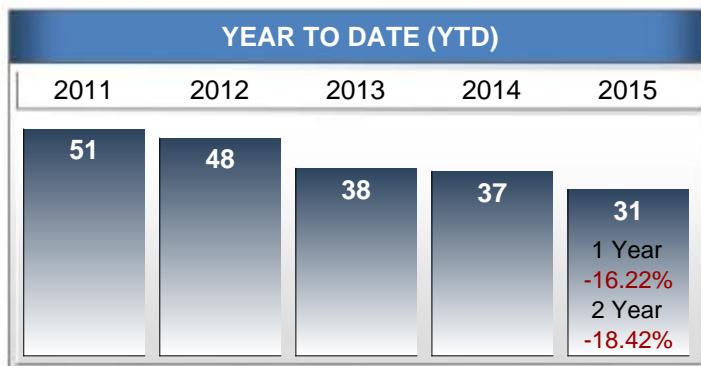
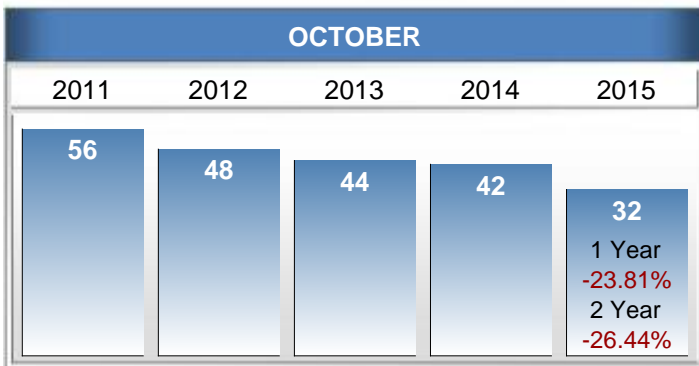
Closed Sales as of Nov 09, 2015



Median Days on Market to Sale

Report Produced on: Nov 10, 2015

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	117	9.97%	31.0	56.0	24.0	13.0	0.0		
\$40,001 - \$70,000	124	10.57%	34.0	29.0	35.0	36.0	0.0		
\$70,001 - \$110,000	180	15.35%	34.0	31.0	34.0	51.0	71.0		
\$110,001 - \$160,000	277	23.61%	28.0	17.0	27.5	32.0	19.5		
\$160,001 - \$220,000	202	17.22%	27.5	26.0	25.0	38.0	61.0		
\$220,001 - \$320,000	151	12.87%	28.0	37.0	13.0	53.0	49.0		
\$320,001 and up	122	10.40%	49.0	9.0	37.0	53.0	41.0		
Median Closed DOM:	32.0			32.0	28.0	44.0	44.0		
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

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October 2015

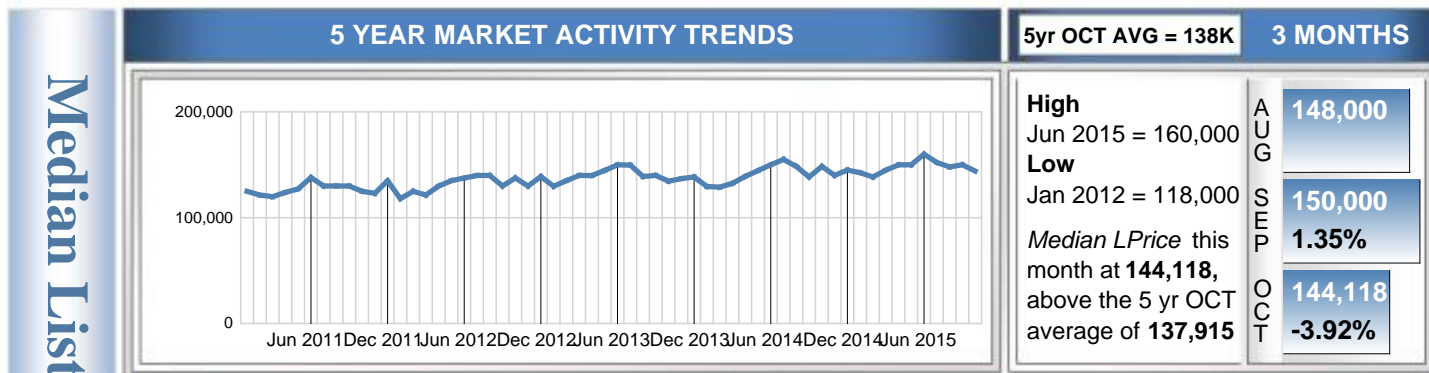
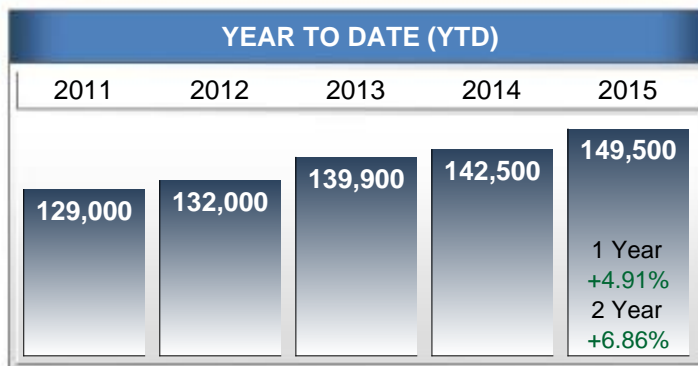
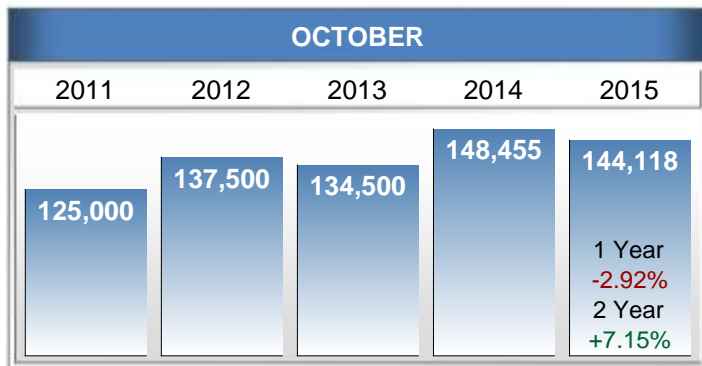
Closed Sales as of Nov 09, 2015



Median List Price at Closing

Report Produced on: Nov 10, 2015

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	105	8.95%	25,000	22,800	30,000	19,700	0
\$40,001 - \$70,000	123	10.49%	55,000	56,000	55,650	49,300	50,000
\$70,001 - \$110,000	180	15.35%	89,900	85,000	92,000	97,900	103,000
\$110,001 - \$160,000	279	23.79%	136,500	134,000	135,000	140,000	140,400
\$160,001 - \$220,000	202	17.22%	182,500	187,450	181,000	185,000	190,000
\$220,001 - \$320,000	155	13.21%	259,900	250,000	255,000	259,900	269,986
\$320,001 and up	129	11.00%	424,900	365,700	375,925	429,450	484,450
Median List Price:	\$144,118			\$59,900	\$135,000	\$233,900	\$340,000
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

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October 2015

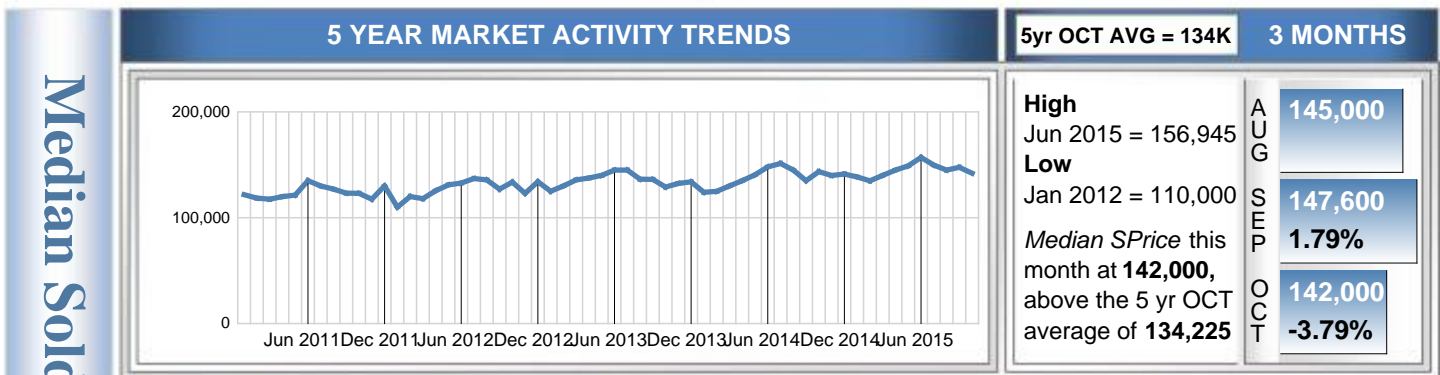
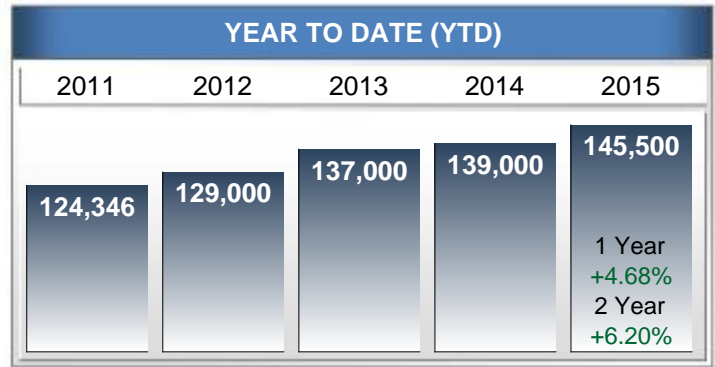
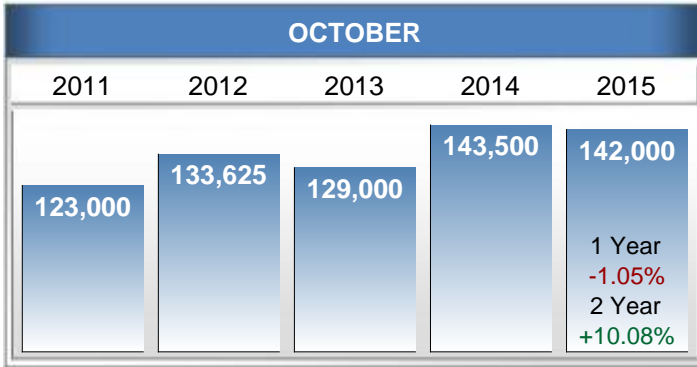
Closed Sales as of Nov 09, 2015



Median Sold Price at Closing

Report Produced on: Nov 10, 2015

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	117	9.97%	27,000	23,000	30,000	19,900	0
\$40,001 - \$70,000	124	10.57%	54,000	55,000	53,599	47,000	0
\$70,001 - \$110,000	180	15.35%	91,000	83,000	91,500	101,913	103,377
\$110,001 - \$160,000	277	23.61%	137,000	133,750	135,000	147,000	136,500
\$160,001 - \$220,000	202	17.22%	183,700	180,000	181,750	189,664	190,000
\$220,001 - \$320,000	151	12.87%	260,075	255,000	256,500	262,000	280,000
\$320,001 and up	122	10.40%	421,500	356,000	375,000	423,000	467,500
Median Closed Price:	\$142,000			\$53,500	\$133,755	\$226,646	\$325,000
Total Closed Units:	1,173			209	628	277	59
Total Closed Volume:	212,009,787			14.82M	92.16M	80.66M	24.37M



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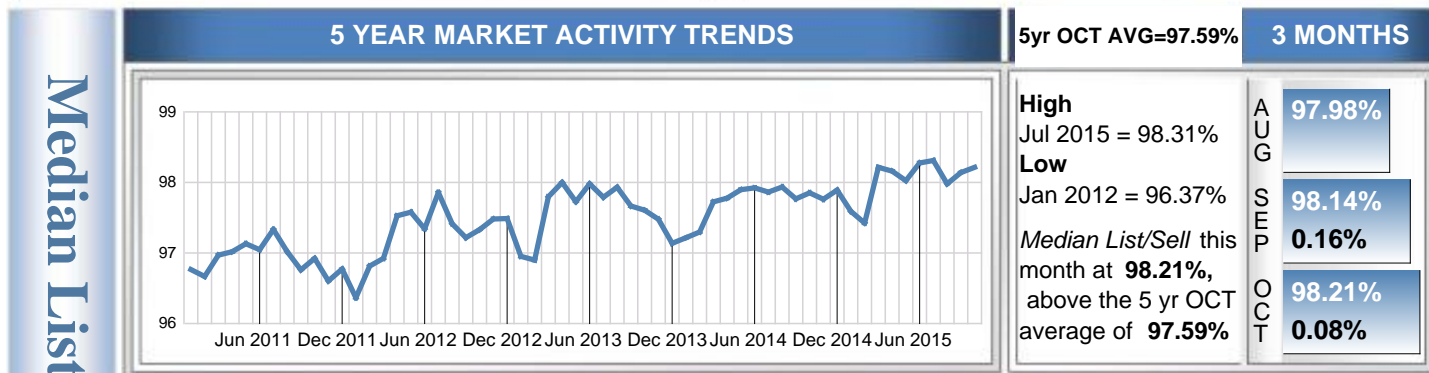
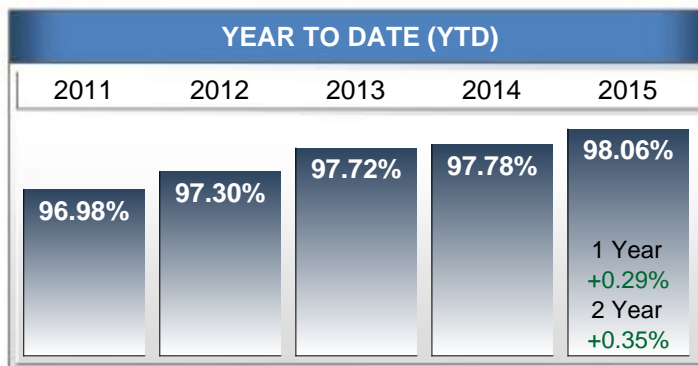
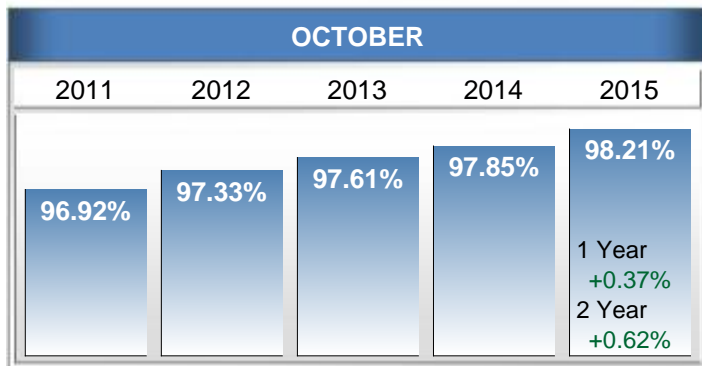
Closed Sales as of Nov 09, 2015



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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	117	9.97%	92.27%	92.27%	88.46%	100.00%	0.00%
\$40,001 \$70,000	124	10.57%	94.88%	93.77%	100.00%	92.99%	0.00%
\$70,001 \$110,000	180	15.35%	97.32%	96.41%	98.11%	97.51%	84.61%
\$110,001 \$160,000	277	23.61%	98.87%	98.62%	99.22%	98.64%	96.40%
\$160,001 \$220,000	202	17.22%	99.06%	95.48%	99.10%	99.24%	100.00%
\$220,001 \$320,000	151	12.87%	98.37%	86.14%	98.00%	98.77%	98.43%
\$320,001 and up	122	10.40%	97.90%	97.49%	97.25%	97.94%	98.34%
Median List/Sell Ratio:	98.21%			94.64%	98.75%	98.46%	98.29%
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

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October 2015

Inventory as of Nov 09, 2015



Market Summary

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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%
Median List Price	148,455	144,118	-2.92%	142,500	149,500	4.91%
Median Sale Price	143,500	142,000	-1.05%	139,000	145,500	4.68%
Median Percent of List Price to Selling Price	97.85%	98.21%	0.37%	97.78%	98.06%	0.29%
Median Days on Market to Sale	42.00	32.00	-23.81%	37.00	31.00	-16.22%
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%

