



September 2015

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

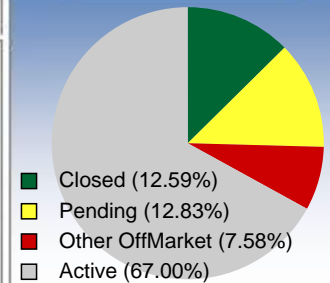


Absorption: Last 12 months, an Average of **1,127** Sales/Month

Active Inventory as of September 30, 2015 = **6,182**

	SEPTEMBER		
	2014	2015	+/- %
Closed Listings	1,229	1,162	-5.45%
Pending Listings	1,048	1,184	12.98%
New Listings	2,003	2,029	1.30%
Average List Price	160,695	178,970	11.37%
Average Sale Price	155,544	174,268	12.04%
Average Percent of List Price to Selling Price	96.89%	98.23%	1.39%
Average Days on Market to Sale	49.45	44.56	-9.89%
End of Month Inventory	6,407	6,182	-3.51%
Months Supply of Inventory	5.80	5.49	-5.40%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 14, 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 September 2015 decreased **3.51%** to 6,182 existing homes available for sale. Over the last 12 months this area has had an average of 1,127 closed sales per month. This represents an unsold inventory index of **5.49** 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 **12.04%** in September 2015 to \$174,268 versus the previous year at \$155,544.

Average Days on Market Shortens

The average number of **44.56** days that homes spent on the market before selling decreased by 4.89 days or **9.89%** in September 2015 compared to last year's same month at **49.45** DOM.

Sales Success for September 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 2,029 New Listings in September 2015, up **1.30%** from last year at 2,003. Furthermore, there were 1,162 Closed Listings this month versus last year at 1,229, a **-5.45%** decrease.

Closed versus Listed trends yielded a **57.3%** ratio, down from last year's September 2015 at **61.4%**, a **6.66%** downswing. This will certainly create pressure on a decreasing Month's

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Real Estate is Local

Supply of Inventory (MSI) in the following months to come.

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

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September 2015

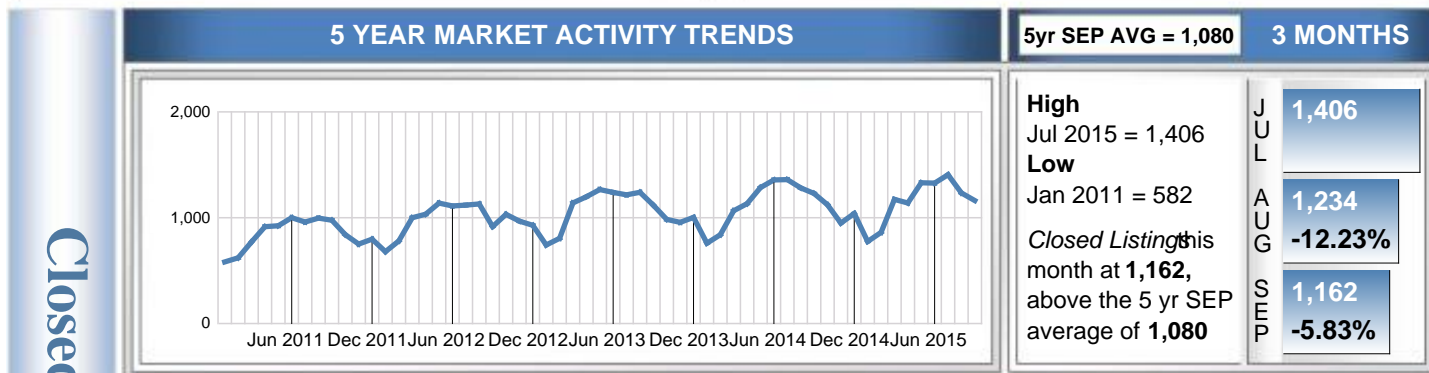
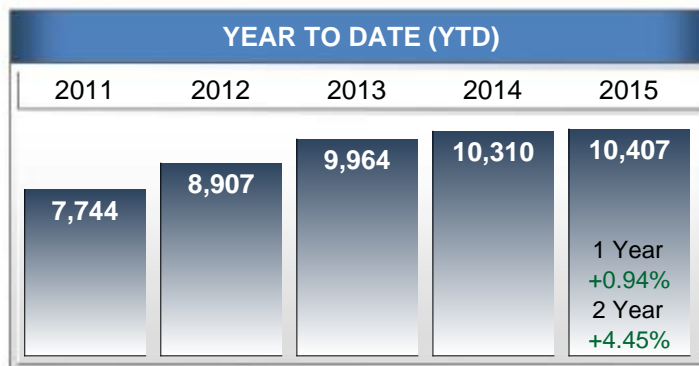
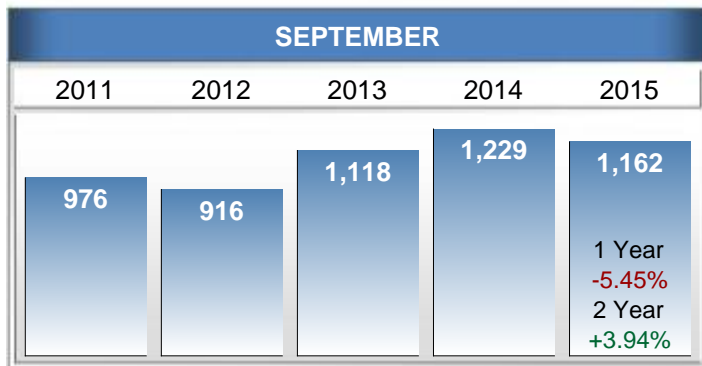
Closed Sales as of Oct 14, 2015



Closed Listings

Report Produced on: Oct 14, 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+		
\$50,000 and less	108	9.29%	45.8	65	36	7	0		
\$50,001 - \$75,000	112	9.64%	46.8	37	67	7	1		
\$75,001 - \$100,000	96	8.26%	38.5	27	64	5	0		
\$100,001 - \$175,000	407	35.03%	39.0	36	305	62	4		
\$175,001 - \$225,000	176	15.15%	44.7	15	78	75	8		
\$225,001 - \$300,000	142	12.22%	50.6	9	48	74	11		
\$300,001 and up	121	10.41%	57.5	5	27	72	17		
Total Closed Units:				1,162	44.6	194	625	302	41
Total Closed Volume:				202,499,589		18.55M	91.89M	78.09M	13.97M
Average Closed Price:				\$174,268		\$95,621	\$147,019	\$258,572	\$340,817



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

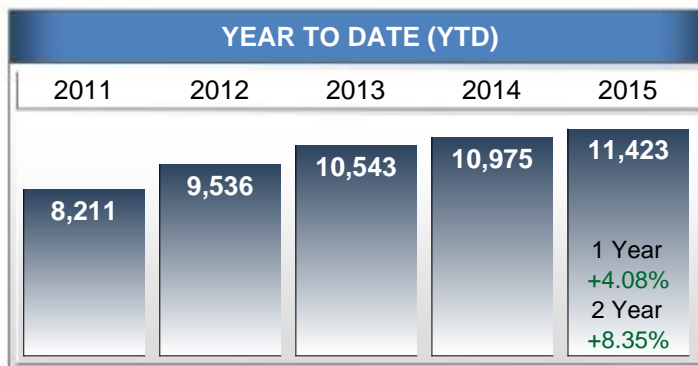
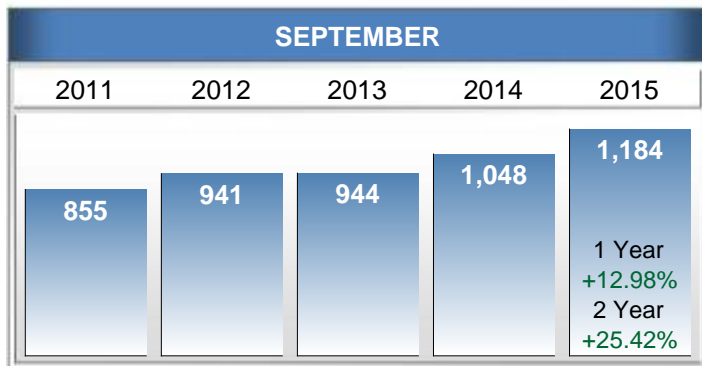
Pending Listings as of Oct 14, 2015



Pending Listings

Report Produced on: Oct 14, 2015

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



Pending Listings

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5yr SEP AVG = 994 **3 MONTHS**

High
Apr 2015 = 1,470

Low
Feb 2011 = 634

Pending Listings this month at **1,184**, above the 5 yr SEP average of **994**

JUL	1,360
AUG	1,254
SEP	1,184
-7.79%	
-5.58%	

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	4.31%	59.7	44	5	2	0	
\$25,001 - \$75,000	177	14.95%	48.0	91	77	9	0	
\$75,001 - \$100,000	129	10.90%	52.7	24	91	13	1	
\$100,001 - \$150,000	270	22.80%	48.8	20	205	41	4	
\$150,001 - \$225,000	280	23.65%	43.8	14	163	95	8	
\$225,001 - \$325,000	153	12.92%	60.4	7	54	80	12	
\$325,001 and up	124	10.47%	57.7	10	18	64	32	
Total Pending Units: 1,184				45.6	210	613	304	57
Total Pending Volume: 214,009,347					23.43M	90.52M	76.51M	23.55M
Average Listing Price: \$165,323					\$111,560	\$147,674	\$251,667	\$413,174



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

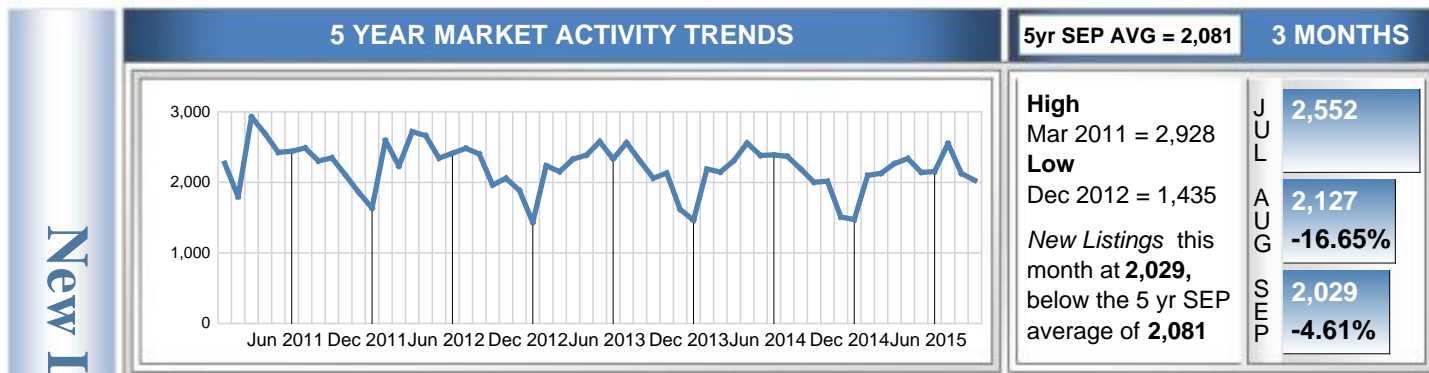
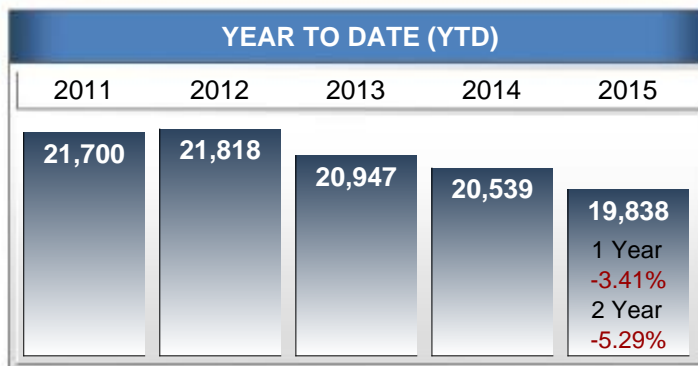
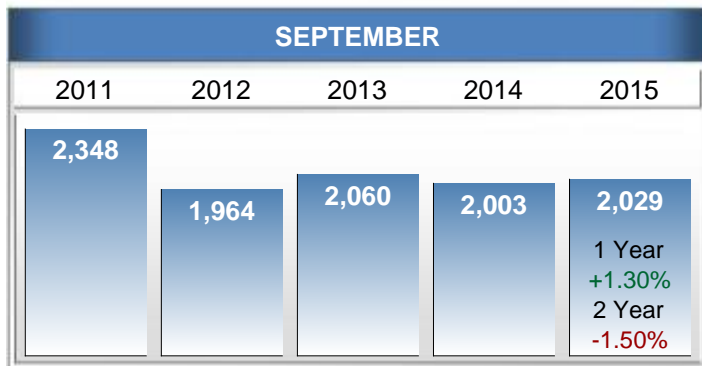
New Listings as of Oct 14, 2015



New Listings

Report Produced on: Oct 14, 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	4.19%	67	13	5	0
\$25,001 - \$75,000	297	14.64%	165	117	13	2
\$75,001 - \$125,000	355	17.50%	77	245	29	4
\$125,001 - \$175,000	408	20.11%	31	292	79	6
\$175,001 - \$250,000	361	17.79%	30	180	138	13
\$250,001 - \$425,000	322	15.87%	24	89	175	34
\$425,001 and up	201	9.91%	26	34	84	57
Total New Listed Units:			420	970	523	116
Total New Listed Volume:			69.07M	164.75M	155.81M	73.99M
Average New Listed Listing Price:			\$164,464	\$169,843	\$297,911	\$637,870



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

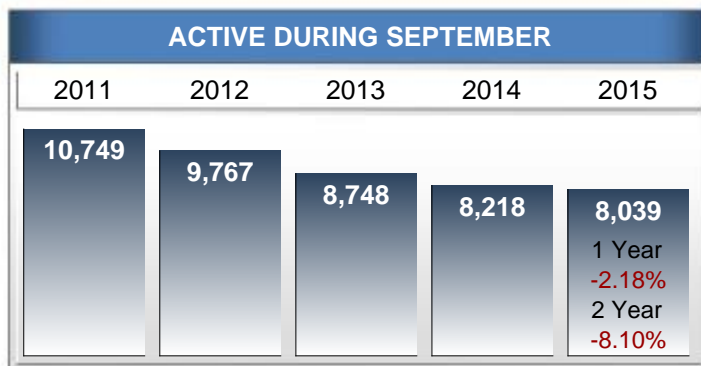
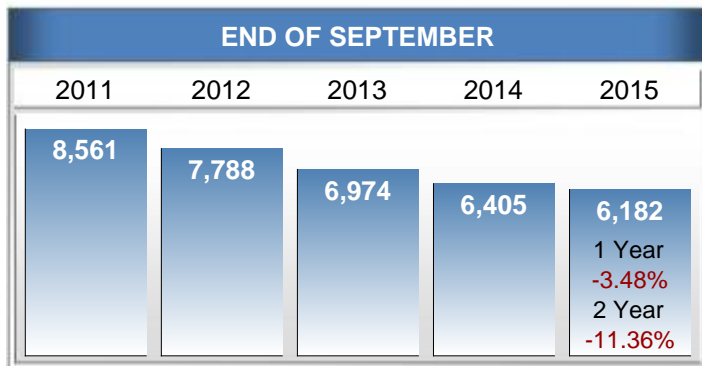
Active Inventory as of Oct 14, 2015



Active Inventory

Report Produced on: Oct 14, 2015

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



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr SEP AVG = 7,182 **3 MONTHS**

High
Jul 2011 = 8,770

Low
Apr 2015 = 5,585

Inventory this month at **6,182**, below the 5 yr SEP average of **7,182**

JUL	6,012
AUG	6,039
SEP	6,182
0.45%	
2.37%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	465	7.52%	72.2	402	47	15	1		
\$25,001 - \$50,000	745	12.05%	82.4	583	141	20	1		
\$50,001 - \$100,000	956	15.46%	78.4	421	466	60	9		
\$100,001 - \$175,000	1,421	22.99%	62.3	213	923	270	15		
\$175,001 - \$275,000	1,068	17.28%	63.5	122	465	435	46		
\$275,001 - \$450,000	898	14.53%	72.6	99	182	486	131		
\$450,001 and up	629	10.17%	78.8	98	84	259	188		
Total Active Inventory by Units:				6,182	71.3	1,938	2,308	1,545	391
Total Active Inventory by Volume:				1,425,961,612		279.14M	394.37M	501.44M	251.01M
Average Active Inventory Listing Price:				\$230,663		\$144,033	\$170,871	\$324,558	\$641,976



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

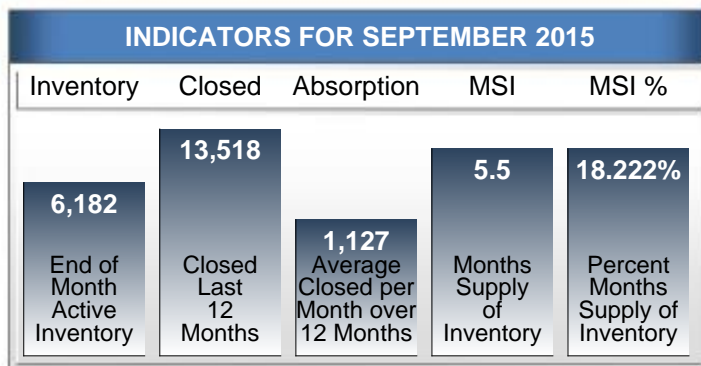
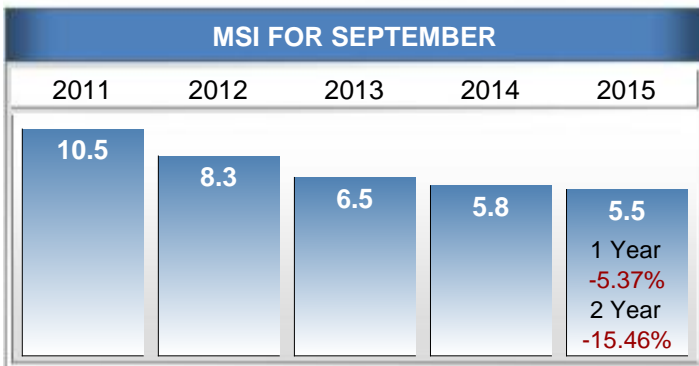
Active Inventory as of Oct 14, 2015



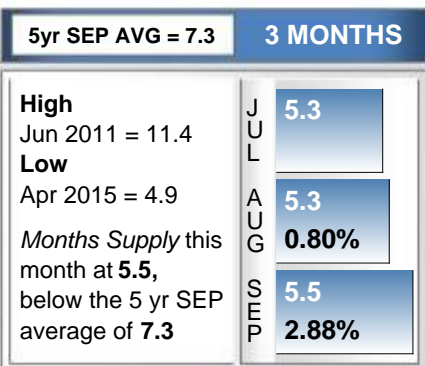
Months Supply of Inventory

Report Produced on: Oct 14, 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	699	11.31%	11.8	15.3	4.8	9.1	1.5
\$30,001 \$50,000	511	8.27%	7.8	12.1	3.6	4.1	2.0
\$50,001 \$110,000	1,098	17.76%	4.4	7.7	3.4	3.6	4.7
\$110,001 \$190,000	1,502	24.30%	3.7	6.9	3.3	3.9	3.9
\$190,001 \$290,000	964	15.59%	4.8	10.7	4.4	4.5	4.3
\$290,001 \$460,000	790	12.78%	7.8	24.8	6.4	6.9	9.7
\$460,001 and up	618	10.00%	14.6	52.9	12.6	11.4	15.8
MSI:			5.5	11.0	3.7	5.4	8.8
Total Active Inventory:			6,182	1,938	2,308	1,545	391



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

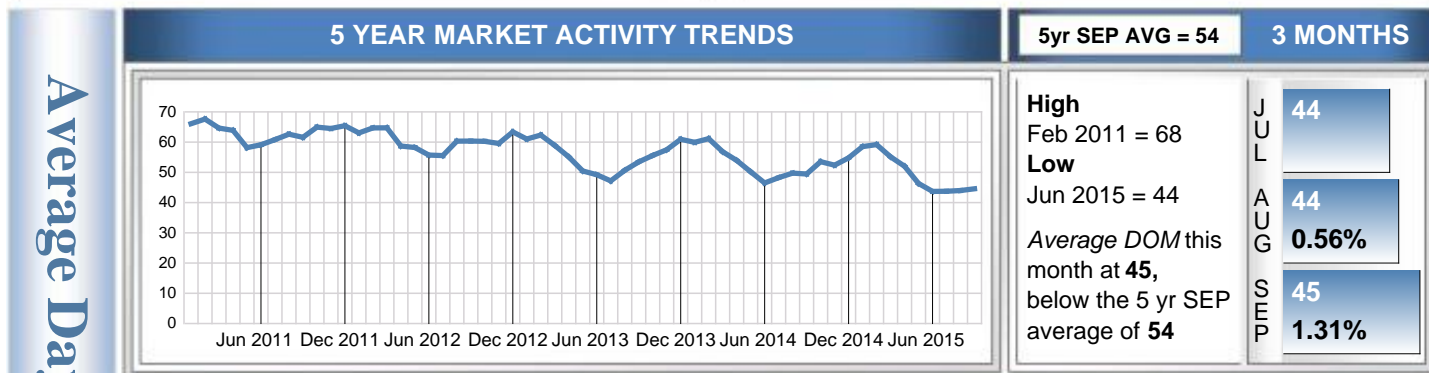
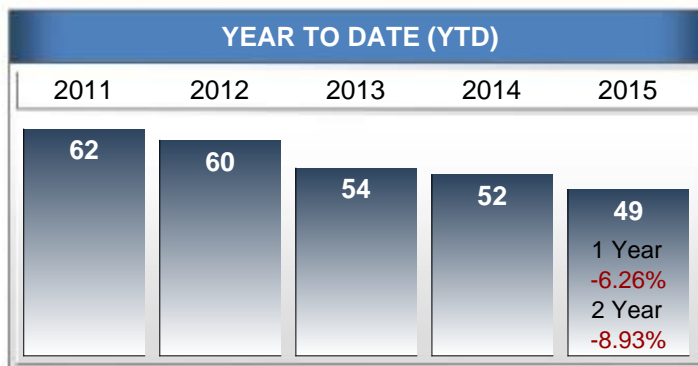
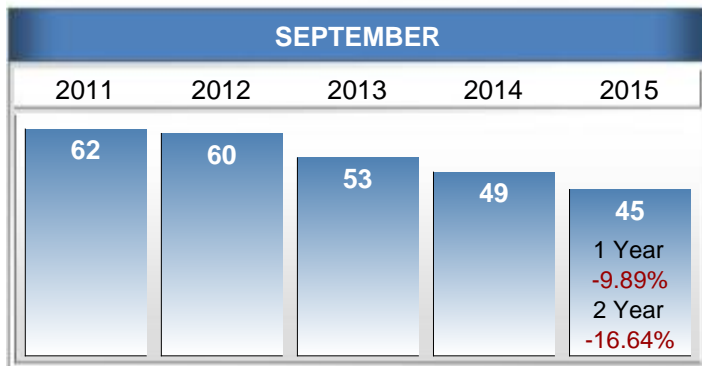
Closed Sales as of Oct 14, 2015



Average Days on Market to Sale

Report Produced on: Oct 14, 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+
\$50,000 and less	108	9.29%	45.8	48.4	46.6	16.9	0.0
\$50,001 - \$75,000	112	9.64%	46.8	41.8	51.6	29.1	39.0
\$75,001 - \$100,000	96	8.26%	38.5	36.8	37.9	55.8	0.0
\$100,001 - \$175,000	407	35.03%	39.0	46.0	37.0	45.6	25.3
\$175,001 - \$225,000	176	15.15%	44.7	47.7	42.6	47.7	31.3
\$225,001 - \$300,000	142	12.22%	50.6	29.7	55.9	51.6	38.3
\$300,001 and up	121	10.41%	57.5	30.8	44.4	61.8	68.1
Average Closed DOM: 44.6				43.7	41.7	50.6	48.0
Total Closed Units: 1,162				194	625	302	41
Total Closed Volume: 202,499,589				18.55M	91.89M	78.09M	13.97M



Monthly Inventory Analysis

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September 2015

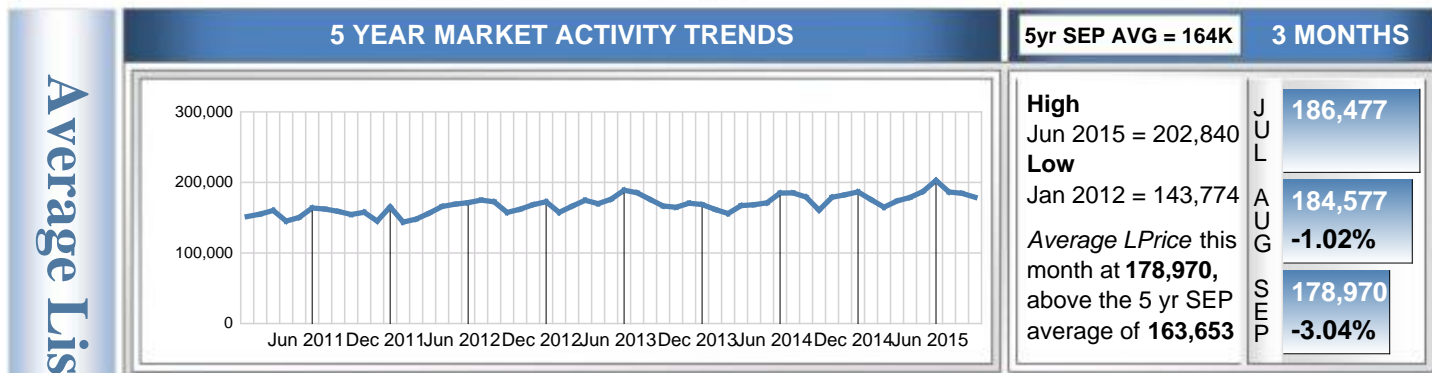
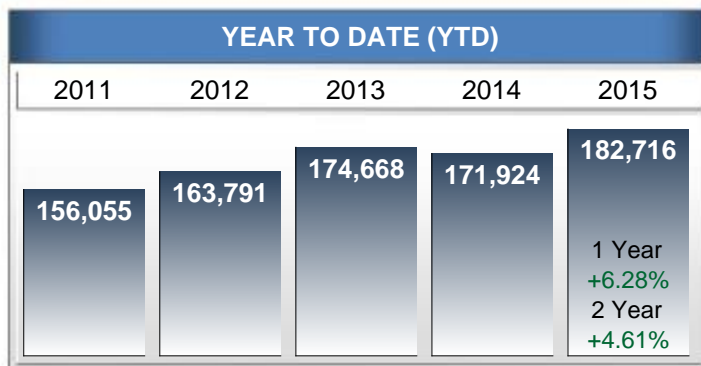
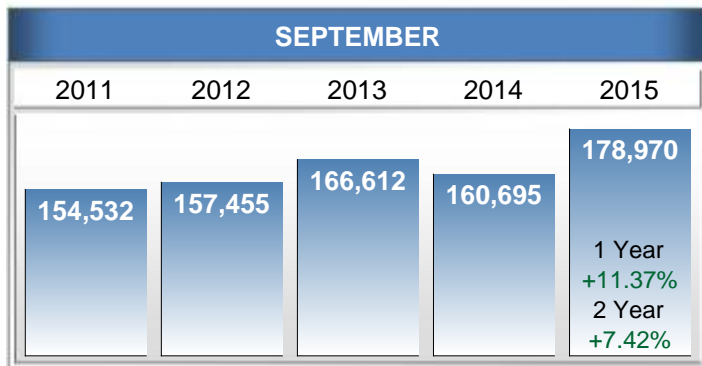
Closed Sales as of Oct 14, 2015



Average List Price at Closing

Report Produced on: Oct 14, 2015

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



Average List Price

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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	110	9.47%	32,099	28,634	38,006	41,857	0
\$50,001 - \$75,000	95	8.18%	64,773	68,186	66,163	67,114	35,300
\$75,001 - \$100,000	112	9.64%	89,922	94,413	91,640	92,760	0
\$100,001 - \$175,000	389	33.48%	139,469	136,269	139,239	149,829	174,600
\$175,001 - \$225,000	179	15.40%	197,548	216,880	198,510	203,809	213,288
\$225,001 - \$300,000	141	12.13%	257,890	278,972	258,019	269,428	264,845
\$300,001 and up	136	11.70%	457,574	427,000	440,084	475,172	531,459
Average List Price:	\$178,970			\$101,742	\$150,216	\$264,741	\$350,929
Total Closed Units:	1,162			194	625	302	41
Total List Volume:	207,962,641			19.74M	93.88M	79.95M	14.39M



Monthly Inventory Analysis

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September 2015

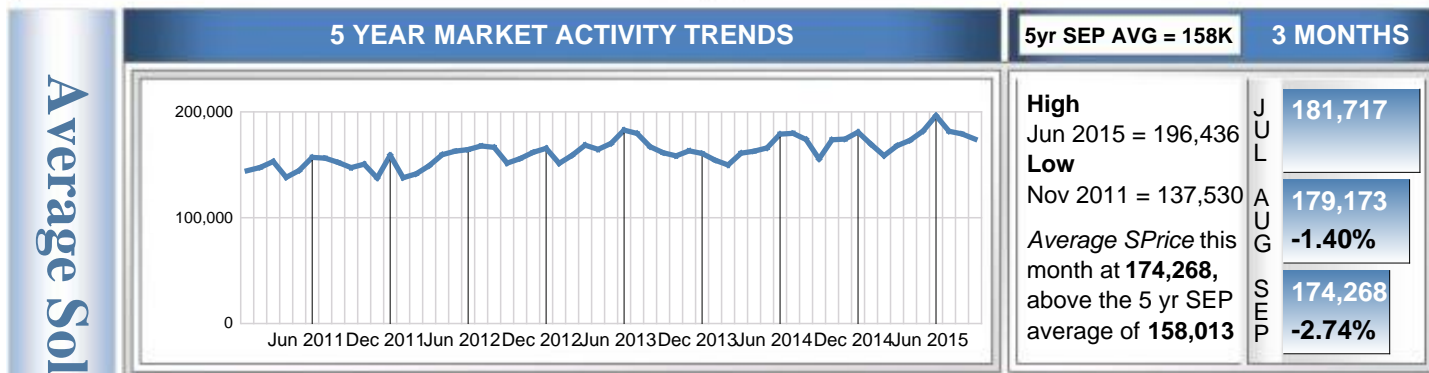
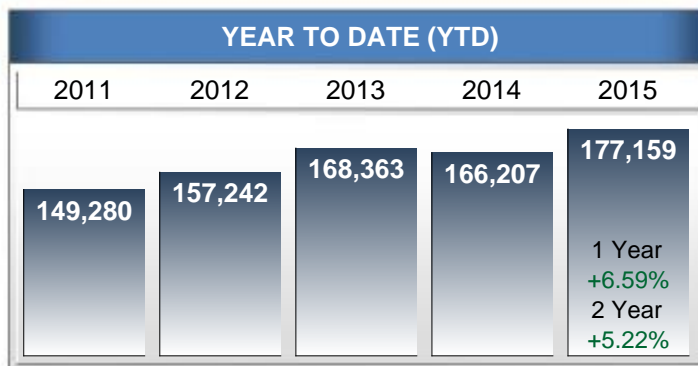
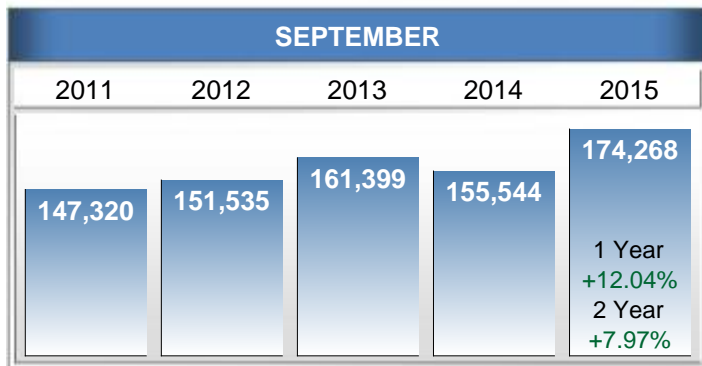
Closed Sales as of Oct 14, 2015



Average Sold Price at Closing

Report Produced on: Oct 14, 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+
\$50,000 and less	108	9.29%	30,063	26,703	34,954	36,115	0
\$50,001 \$75,000	112	9.64%	64,405	64,314	64,770	63,240	51,504
\$75,001 \$100,000	96	8.26%	88,551	87,130	88,968	90,880	0
\$100,001 \$175,000	407	35.03%	138,116	130,907	136,721	147,186	168,800
\$175,001 \$225,000	176	15.15%	197,365	197,400	194,323	200,320	199,250
\$225,001 \$300,000	142	12.22%	259,174	267,117	252,675	261,923	262,545
\$300,001 and up	121	10.41%	461,045	401,000	429,987	463,986	515,576
Average Closed Price: \$174,268				\$95,621	\$147,019	\$258,572	\$340,817
Total Closed Units: 1,162				194	625	302	41
Total Closed Volume: 202,499,589				18.55M	91.89M	78.09M	13.97M



Monthly Inventory Analysis

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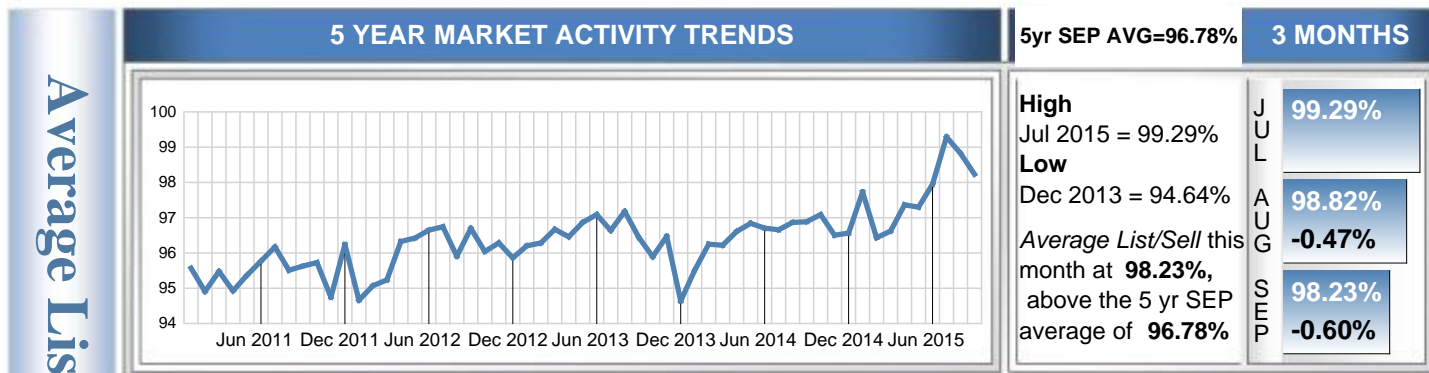
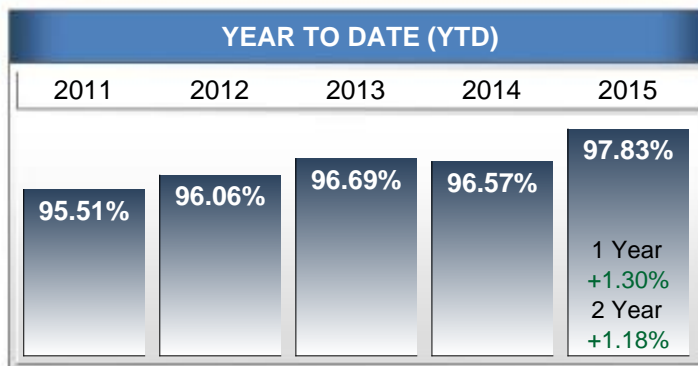
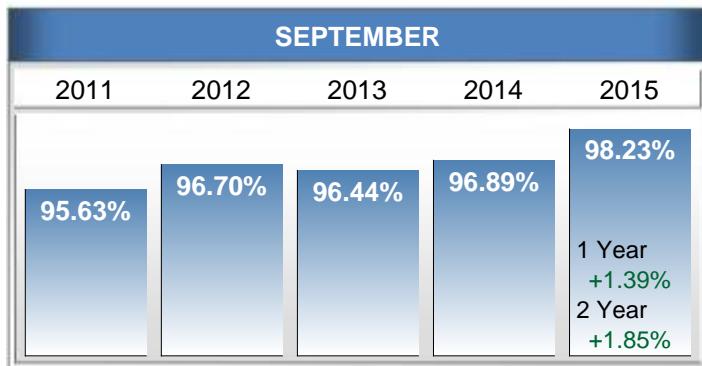
Closed Sales as of Oct 14, 2015



Average Percent of List Price to Selling Price

Report Produced on: Oct 14, 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+
\$50,000 and less	108	9.29%	94.44%	96.55%	92.53%	84.65%	0.00%
\$50,001 - \$75,000	112	9.64%	101.71%	94.74%	105.26%	98.23%	145.90%
\$75,001 - \$100,000	96	8.26%	96.48%	93.23%	97.68%	98.60%	0.00%
\$100,001 - \$175,000	407	35.03%	98.19%	96.26%	98.32%	98.76%	96.67%
\$175,001 - \$225,000	176	15.15%	97.48%	91.87%	98.03%	98.39%	93.94%
\$225,001 - \$300,000	142	12.22%	97.67%	95.87%	98.08%	97.41%	99.14%
\$300,001 and up	121	10.41%	101.68%	94.03%	116.35%	97.75%	97.23%
Average List/Sell Ratio: 98.20%				95.23%	99.39%	97.76%	98.23%
Total Closed Units: 1,162				194	625	302	41
Total Closed Volume: 202,499,589				18.55M	91.89M	78.09M	13.97M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

Inventory as of Oct 14, 2015



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 1,127 Sales/Month

Active Inventory as of September 30, 2015 = 6,182

	SEPTEMBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,229	1,162	-5.45%	10,310	10,407	0.94%
Pending Sales	1,048	1,184	12.98%	10,975	11,423	4.08%
New Listings	2,003	2,029	1.30%	20,539	19,838	-3.41%
Average List Price	160,695	178,970	11.37%	171,924	182,716	6.28%
Average Sale Price	155,544	174,268	12.04%	166,207	177,159	6.59%
Average Percent of List Price to Selling Price	96.89%	98.23%	1.39%	96.57%	97.83%	1.30%
Average Days on Market to Sale	49.45	44.56	-9.89%	52.01	48.76	-6.26%
Monthly Inventory	6,407	6,182	-3.51%	6,407	6,182	-3.51%
Months Supply of Inventory	5.80	5.49	-5.40%	5.80	5.49	-5.40%

