



January 2015

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

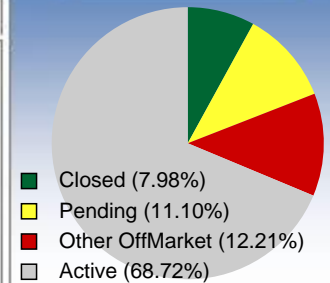


Absorption: Last 12 months, an Average of **1,121** Sales/Month

Active Inventory as of January 31, 2015 = **6,664**

	JANUARY		
	2014	2015	+/- %
Closed Listings	761	774	1.71%
Pending Listings	977	1,076	10.13%
New Listings	2,194	2,105	-4.06%
Average List Price	161,431	177,022	9.66%
Average Sale Price	154,052	170,690	10.80%
Average Percent of List Price to Selling Price	95.78%	97.76%	2.07%
Average Days on Market to Sale	59.86	58.60	-2.10%
End of Month Inventory	7,609	6,664	-12.42%
Months Supply of Inventory	7.05	5.94	-15.68%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 19, 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 January 2015 decreased **12.42%** to 6,664 existing homes available for sale. Over the last 12 months this area has had an average of 1,121 closed sales per month. This represents an unsold inventory index of **5.94** 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 **10.80%** in January 2015 to \$170,690 versus the previous year at \$154,052.

Average Days on Market Shortens

The average number of **58.60** days that homes spent on the market before selling decreased by 1.26 days or **2.10%** in January 2015 compared to last year's same month at **59.86** DOM.

Sales Success for January 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 2,105 New Listings in January 2015, down **4.06%** from last year at 2,194. Furthermore, there were 774 Closed Listings this month versus last year at 761, a **1.71%** increase.

Closed versus Listed trends yielded a **36.8%** ratio, up from last year's January 2015 at **34.7%**, a **6.01%** 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®

January 2015

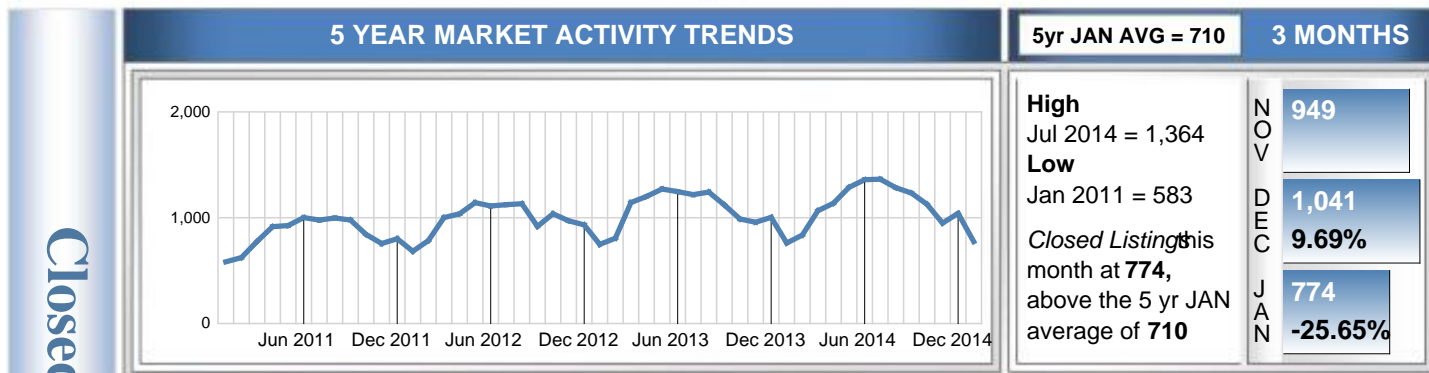
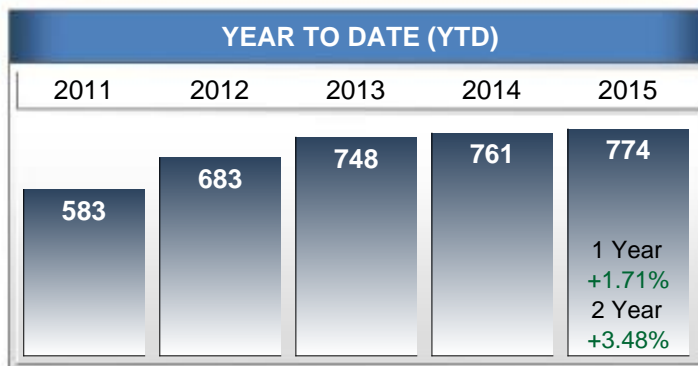
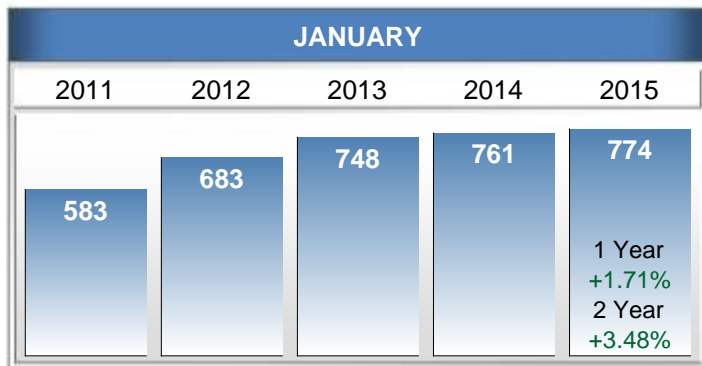
Closed Sales as of Feb 19, 2015



Closed Listings

Report Produced on: Feb 19, 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	30	3.88%	43.5	15	12	2	1	
\$25,001 - \$75,000	128	16.54%	52.3	54	65	8	1	
\$75,001 - \$100,000	76	9.82%	67.9	20	49	6	1	
\$100,001 - \$150,000	209	27.00%	58.6	18	156	31	4	
\$150,001 - \$200,000	125	16.15%	58.8	9	67	47	2	
\$200,001 - \$300,000	131	16.93%	59.6	9	45	64	13	
\$300,001 and up	75	9.69%	63.8	2	16	40	17	
Total Closed Units: 774				58.6	127	410	198	39
Total Closed Volume: 132,113,925					11.21M	57.73M	46.57M	16.60M
Average Closed Price: \$170,690					\$88,279	\$140,816	\$235,208	\$425,557

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

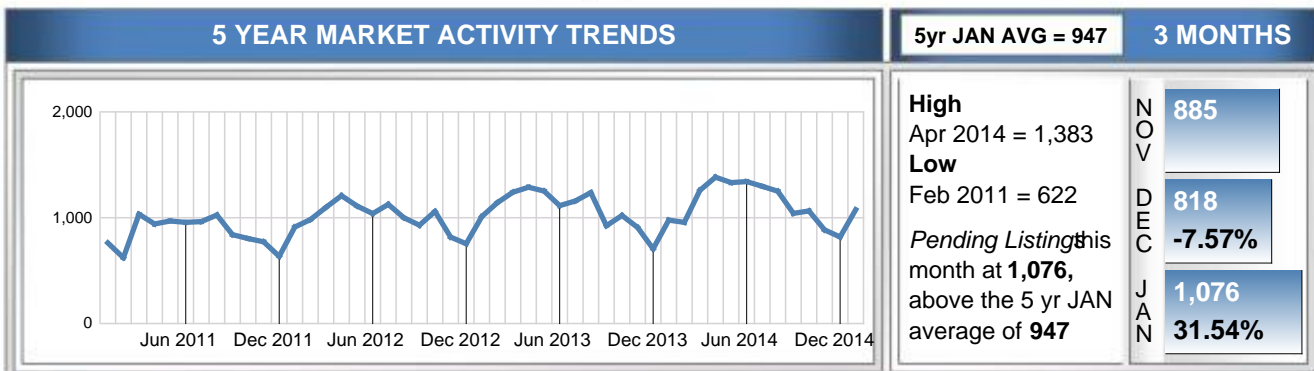
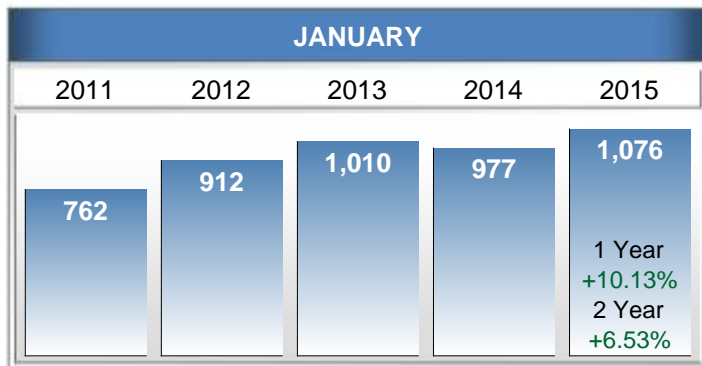
Pending Listings as of Feb 19, 2015



Pending Listings

Report Produced on: Feb 19, 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	45	4.18%	48.8	33	9	2	1		
\$25,001 - \$75,000	190	17.66%	48.6	65	109	13	3		
\$75,001 - \$100,000	112	10.41%	63.0	18	76	18	0		
\$100,001 - \$150,000	266	24.72%	60.8	26	201	35	4		
\$150,001 - \$200,000	189	17.57%	65.4	9	120	55	5		
\$200,001 - \$300,000	161	14.96%	59.8	9	53	87	12		
\$300,001 and up	113	10.50%	65.2	6	15	68	24		
Total Pending Units:				1,076	60.8	166	583	278	49
Total Pending Volume:				186,581,254		15.42M	79.21M	69.31M	22.64M
Average Listing Price:				\$191,289		\$92,921	\$135,866	\$249,312	\$461,993



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

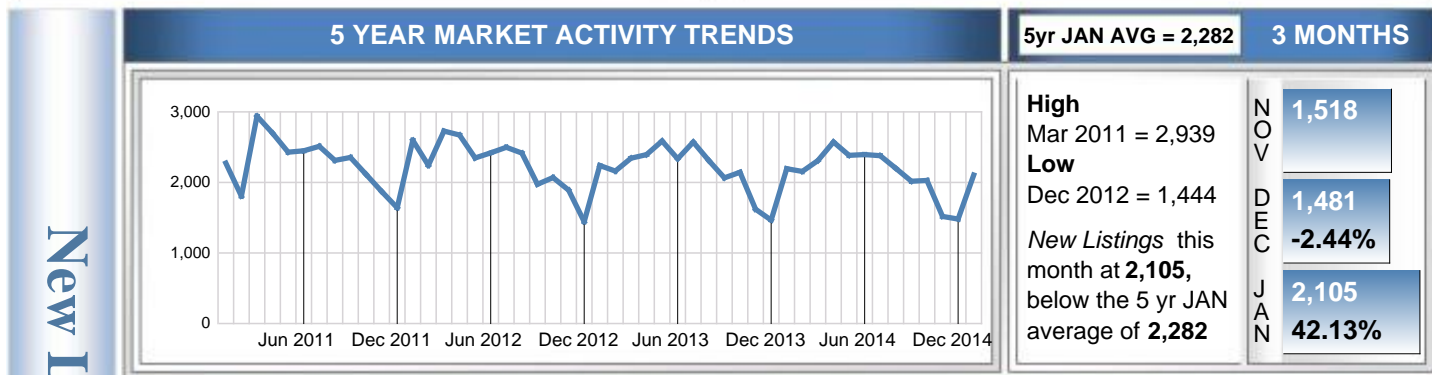
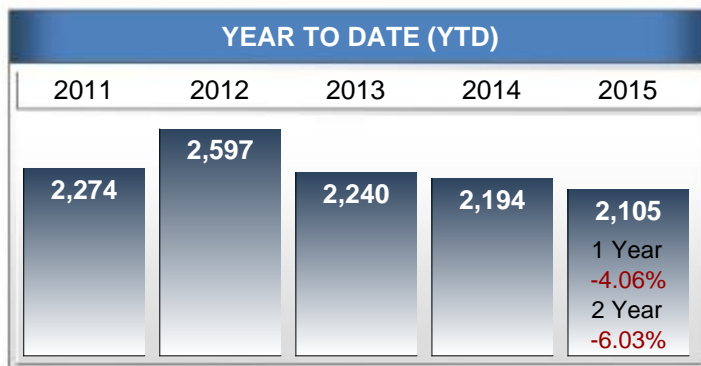
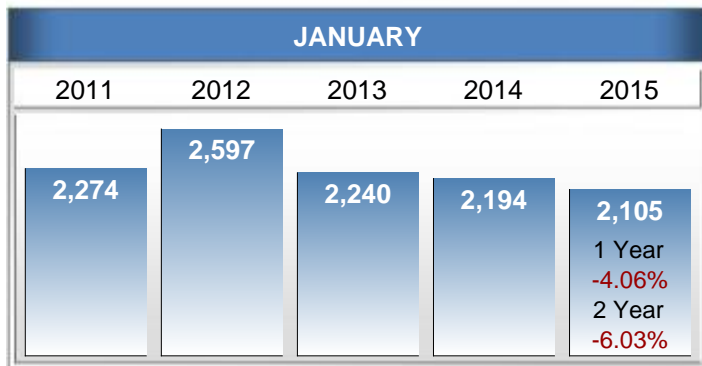
New Listings as of Feb 19, 2015



New Listings

Report Produced on: Feb 19, 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	165	7.84%	147	12	6	0
\$25,001 - \$50,000	214	10.17%	153	54	7	0
\$50,001 - \$100,000	408	19.38%	167	212	26	3
\$100,001 - \$150,000	402	19.10%	53	287	61	1
\$150,001 - \$225,000	401	19.05%	50	215	127	9
\$225,001 - \$350,000	277	13.16%	23	78	148	28
\$350,001 and up	238	11.31%	41	26	122	49
Total New Listed Units:	2,105		634	884	497	90
Total New Listed Volume:	402,175,132		81.05M	132.56M	139.49M	49.07M
Average New Listed Listing Price:	\$213,889		\$127,837	\$149,960	\$280,672	\$545,198



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

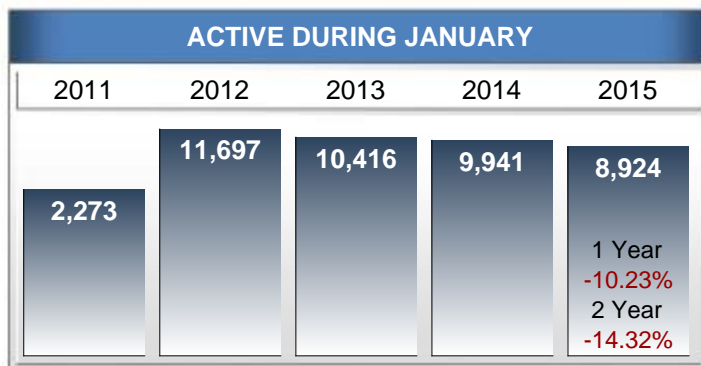
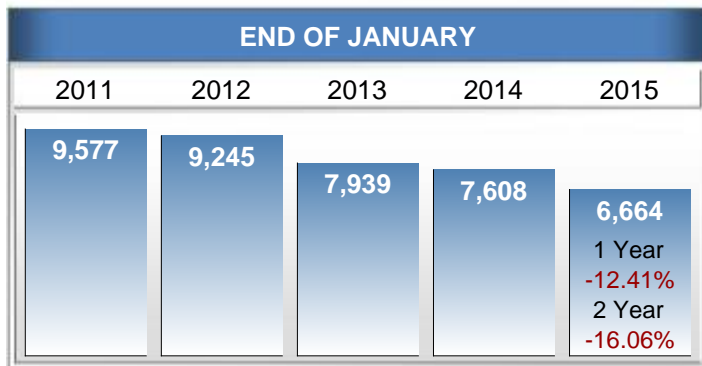
Active Inventory as of Feb 19, 2015



Active Inventory

Report Produced on: Feb 19, 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 JAN AVG = 8,207		3 MONTHS	
High	Aug 2011 = 10,678	NOV	7,450
Low	Jan 2015 = 6,664	DEC	6,819
<i>Inventory this month at 6,664, below the 5 yr JAN average of 8,207</i>		JAN	6,664
			-8.47%
			-2.27%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	604	9.06%	88.1	558	37	7	2		
\$25,001 \$50,000	690	10.35%	93.1	504	165	19	2		
\$50,001 \$100,000	1,201	18.02%	84.6	525	595	73	8		
\$100,001 \$175,000	1,611	24.17%	83.0	270	1,046	275	20		
\$175,001 \$250,000	989	14.84%	84.0	107	438	405	39		
\$250,001 \$400,000	874	13.12%	84.7	98	215	463	98		
\$400,001 and up	695	10.43%	86.5	126	79	328	162		
Total Active Inventory by Units:				6,664	85.5	2,188	2,575	1,570	331
Total Active Inventory by Volume:				1,440,107,482		333.63M	404.38M	496.65M	205.45M
Average Active Inventory Listing Price:				\$216,103		\$152,483	\$157,040	\$316,337	\$620,691



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

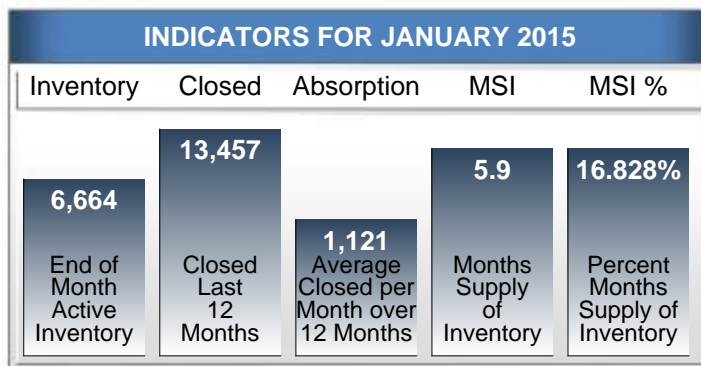
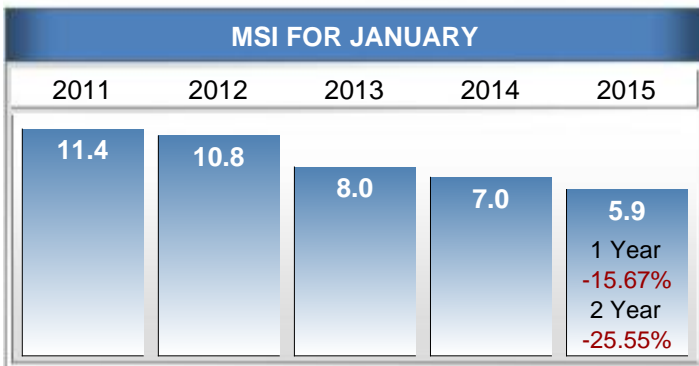
Active Inventory as of Feb 19, 2015



Months Supply of Inventory

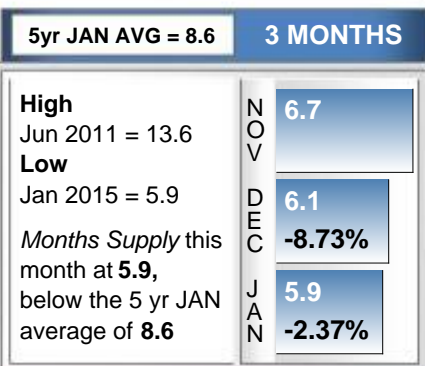
Report Produced on: Feb 19, 2015

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



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	273	4.10%	8.7	11.8	2.6	5.6	24.0
\$20,001 \$50,000	1,021	15.32%	9.5	14.4	4.0	3.6	4.0
\$50,001 \$100,000	1,201	18.02%	5.7	9.3	4.4	4.2	3.3
\$100,001 \$170,000	1,530	22.96%	4.1	8.8	3.6	3.9	4.1
\$170,001 \$260,000	1,125	16.88%	5.1	9.9	4.8	4.7	5.6
\$260,001 \$410,000	827	12.41%	6.9	20.7	6.1	6.4	6.7
\$410,001 and up	687	10.31%	12.8	48.4	8.7	11.6	11.1
MSI:			5.9	12.0	4.2	5.6	7.5
Total Active Inventory:			6,664	2,188	2,575	1,570	331



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

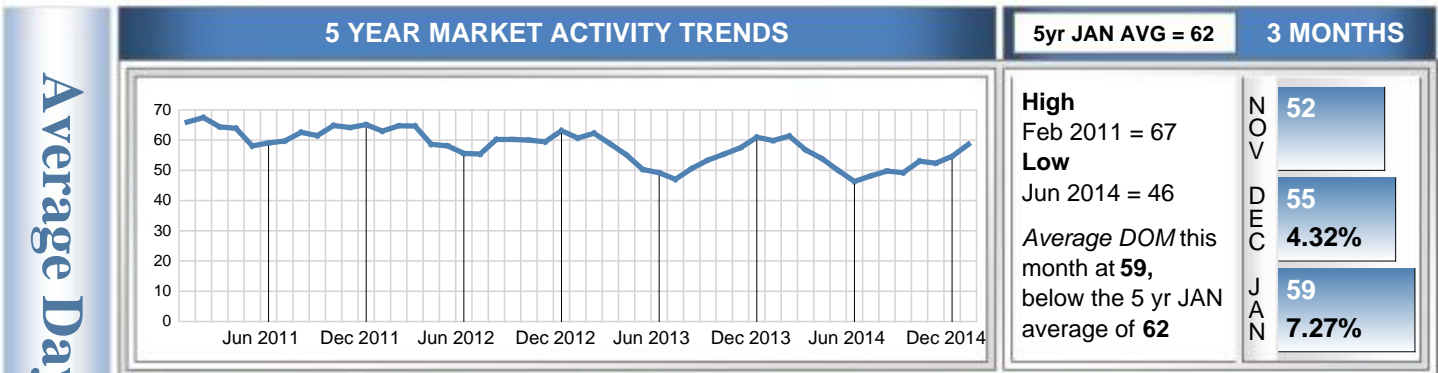
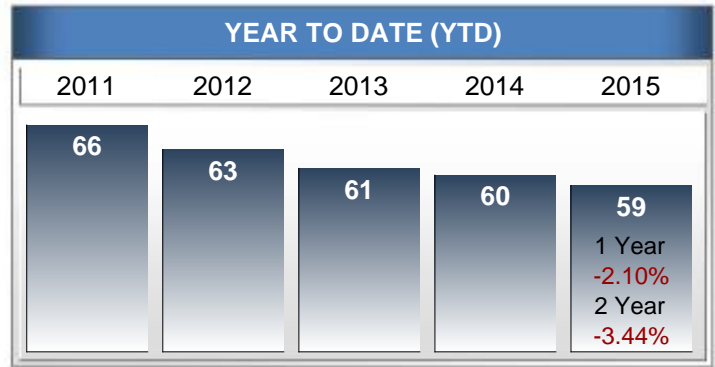
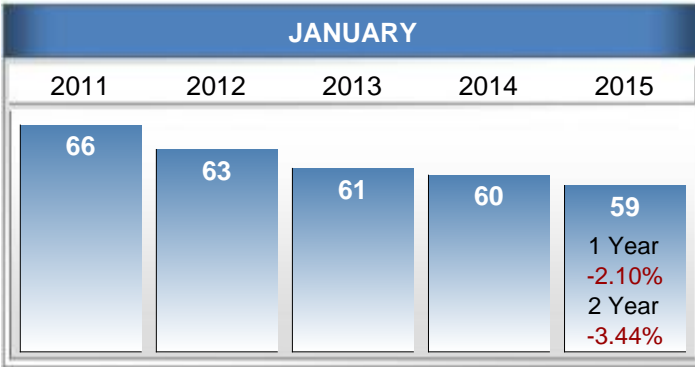
Closed Sales as of Feb 19, 2015



Average Days on Market to Sale

Report Produced on: Feb 19, 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	30	3.88%	43.5	58.5	30.6	28.0	5.0	
\$25,001 - \$75,000	128	16.54%	52.3	52.1	53.4	46.6	39.0	
\$75,001 - \$100,000	76	9.82%	67.9	82.2	62.9	71.3	7.0	
\$100,001 - \$150,000	209	27.00%	58.6	62.7	58.0	59.0	61.3	
\$150,001 - \$200,000	125	16.15%	58.8	65.2	59.5	55.6	80.5	
\$200,001 - \$300,000	131	16.93%	59.6	49.6	63.3	57.3	65.6	
\$300,001 and up	75	9.69%	63.8	58.0	61.3	74.2	42.6	
Average Closed DOM:				58.6	59.9	58.0	60.3	52.2
Total Closed Units:				774	127	410	198	39
Total Closed Volume:				132,113,925	11.21M	57.73M	46.57M	16.60M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

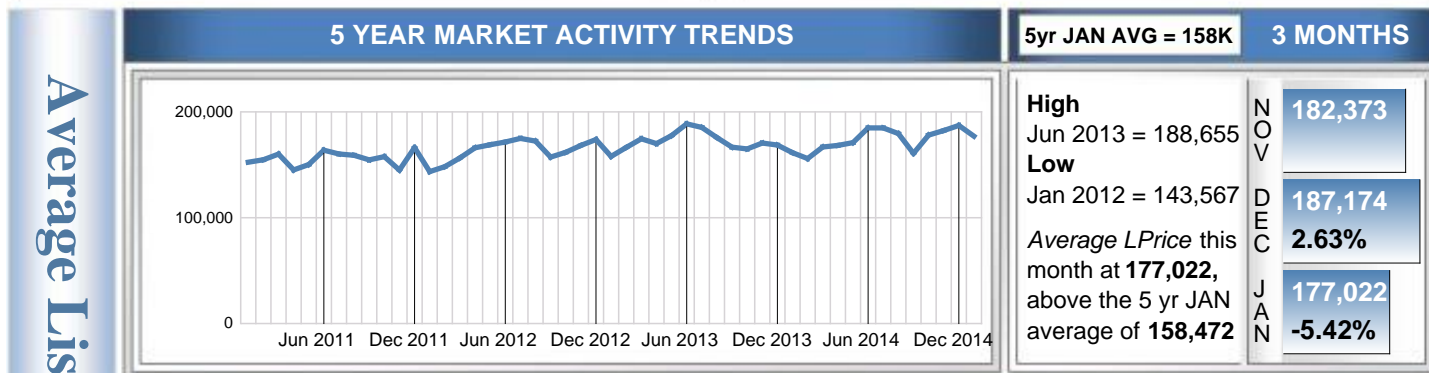
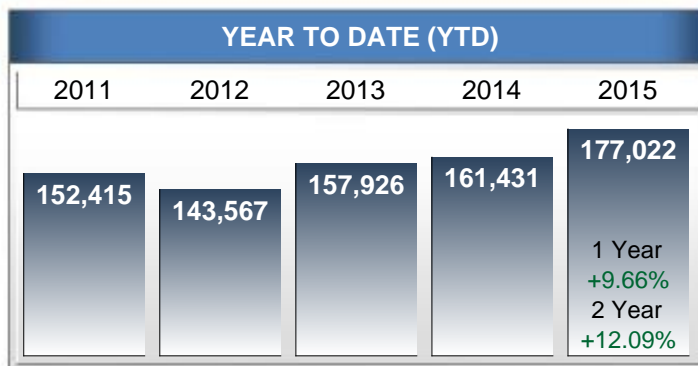
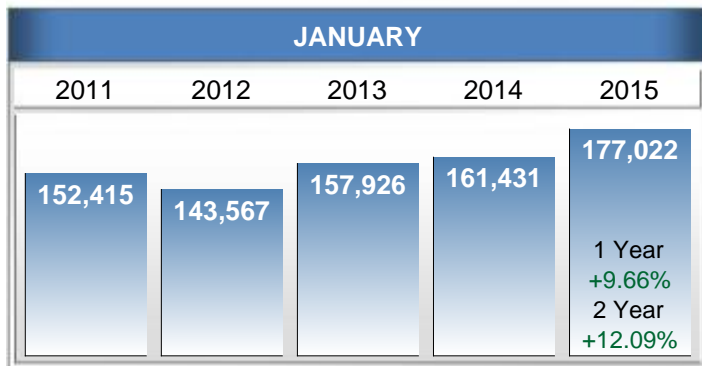
Closed Sales as of Feb 19, 2015



Average List Price at Closing

Report Produced on: Feb 19, 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	27	3.49%	17,670	20,959	18,417	23,950	7,000
\$25,001 - \$75,000	120	15.50%	52,921	55,186	57,175	66,219	65,000
\$75,001 - \$100,000	83	10.72%	88,778	97,975	90,043	91,767	72,900
\$100,001 - \$150,000	198	25.58%	128,796	128,644	129,343	140,116	141,075
\$150,001 - \$200,000	134	17.31%	173,216	173,933	174,279	179,417	197,450
\$200,001 - \$300,000	129	16.67%	246,518	246,233	253,480	249,867	274,588
\$300,001 and up	83	10.72%	509,703	470,000	510,825	445,805	737,565
Average List Price:	\$177,022			\$96,780	\$145,813	\$241,051	\$441,342
Total Closed Units:	774			127	410	198	39
Total List Volume:	137,014,966			12.29M	59.78M	47.73M	17.21M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

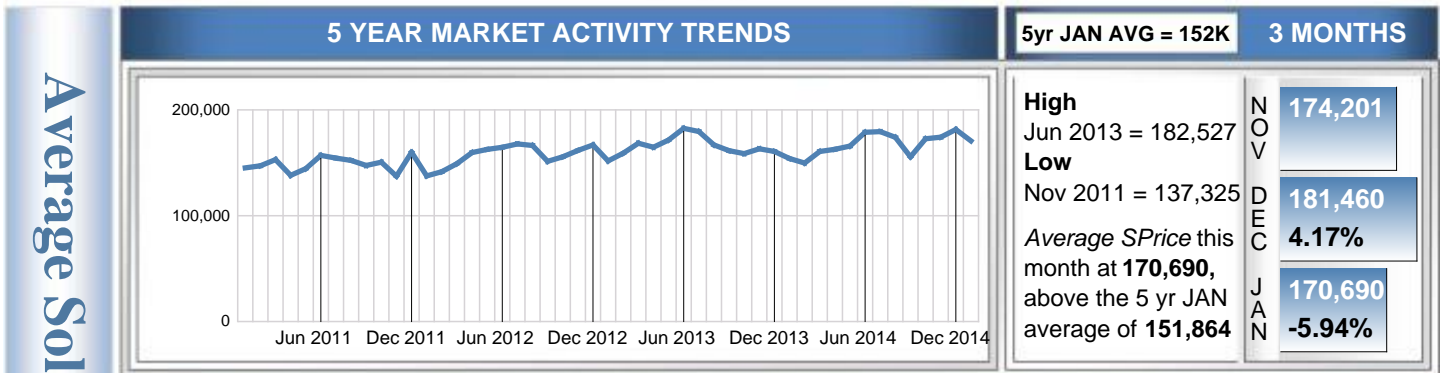
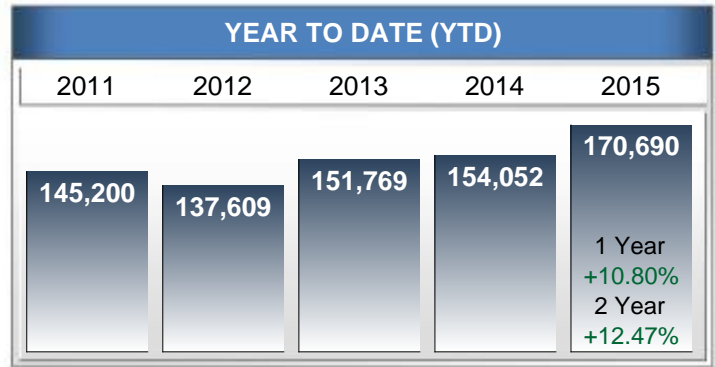
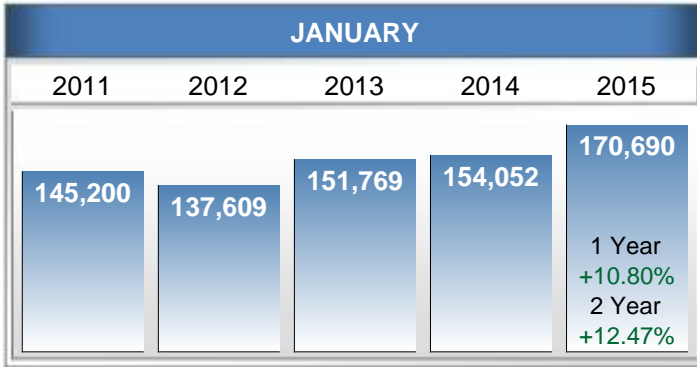
Closed Sales as of Feb 19, 2015



Average Sold Price at Closing

Report Produced on: Feb 19, 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	30	3.88%	17,893	19,729	16,271	20,000	5,600
\$25,001 \$75,000	128	16.54%	52,276	49,214	53,498	63,294	50,000
\$75,001 \$100,000	76	9.82%	87,007	89,109	86,474	84,516	86,000
\$100,001 \$150,000	209	27.00%	126,902	123,043	126,511	131,877	120,975
\$150,001 \$200,000	125	16.15%	172,676	167,833	170,196	176,475	188,250
\$200,001 \$300,000	131	16.93%	245,773	232,833	245,320	243,876	265,642
\$300,001 and up	75	9.69%	506,268	327,500	477,906	438,180	714,200
Average Closed Price: \$170,690				\$88,279	\$140,816	\$235,208	\$425,557
Total Closed Units: 774				127	410	198	39
Total Closed Volume: 132,113,925				11.21M	57.73M	46.57M	16.60M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

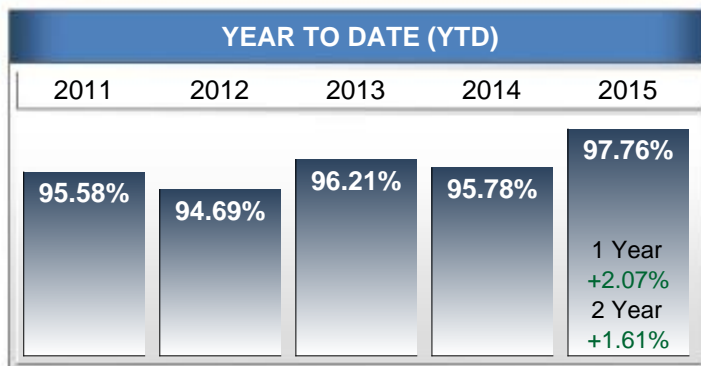
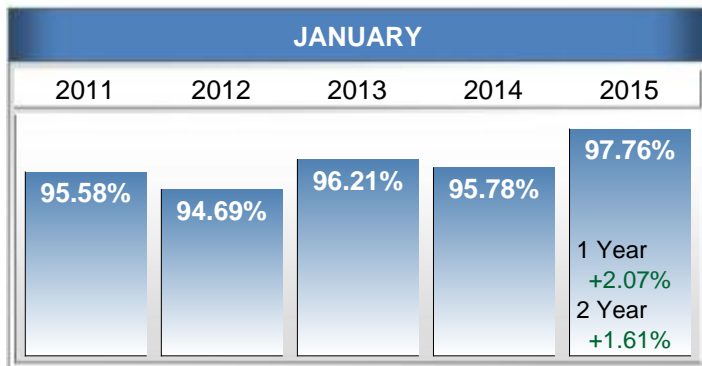
Closed Sales as of Feb 19, 2015



Average Percent of List Price to Selling Price

Report Produced on: Feb 19, 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



5yr JAN AVG=96.00%		3 MONTHS	
High	Jan 2015 = 97.76%	NOV	96.51%
Low	Dec 2013 = 94.64%	DEC	96.57%
Average List/Sell this month at 97.76% , above the 5 yr JAN average of 96.00%		JAN	97.76%
			1.23%

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	30	3.88%	92.33%	94.79%	91.88%	82.73%	80.00%
\$25,001 - \$75,000	128	16.54%	95.40%	96.31%	94.72%	97.07%	76.92%
\$75,001 - \$100,000	76	9.82%	95.45%	93.13%	96.29%	92.56%	117.97%
\$100,001 - \$150,000	209	27.00%	98.75%	115.49%	97.94%	94.74%	86.02%
\$150,001 - \$200,000	125	16.15%	97.96%	96.51%	97.85%	98.51%	95.35%
\$200,001 - \$300,000	131	16.93%	97.18%	94.58%	96.95%	97.76%	96.88%
\$300,001 and up	75	9.69%	104.26%	73.61%	130.14%	98.71%	96.57%
Average List/Sell Ratio: 97.80%				97.88%	98.19%	97.32%	95.15%
Total Closed Units: 774				127	410	198	39
Total Closed Volume: 132,113,925				11.21M	57.73M	46.57M	16.60M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

Inventory as of Feb 19, 2015



Market Summary

Report Produced on: Feb 19, 2015

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



Absorption: Last 12 months, an Average of **1,121** Sales/Month

Active Inventory as of January 31, 2015 = **6,664**

	JANUARY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	761	774	1.71%	761	774	1.71%
Pending Sales	977	1,076	10.13%	977	1,076	10.13%
New Listings	2,194	2,105	-4.06%	2,194	2,105	-4.06%
Average List Price	161,431	177,022	9.66%	161,431	177,022	9.66%
Average Sale Price	154,052	170,690	10.80%	154,052	170,690	10.80%
Average Percent of List Price to Selling Price	95.78%	97.76%	2.07%	95.78%	97.76%	2.07%
Average Days on Market to Sale	59.86	58.60	-2.10%	59.86	58.60	-2.10%
Monthly Inventory	7,609	6,664	-12.42%	7,609	6,664	-12.42%
Months Supply of Inventory	7.05	5.94	-15.68%	7.05	5.94	-15.68%

