



July 2015

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

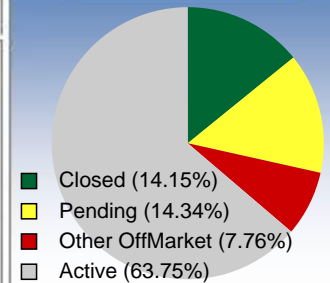


Absorption: Last 12 months, an Average of **1,135** Sales/Month

Active Inventory as of July 31, 2015 = **6,291**

	JULY		
	2014	2015	+/- %
Closed Listings	1,360	1,396	2.65%
Pending Listings	1,310	1,415	8.02%
New Listings	2,369	2,552	7.72%
Median List Price	155,000	152,000	-1.94%
Median Sale Price	151,250	149,250	-1.32%
Median Percent of List Price to Selling Price	97.86%	98.32%	0.47%
Median Days on Market to Sale	34.00	27.00	-20.59%
End of Month Inventory	6,583	6,291	-4.44%
Months Supply of Inventory	6.03	5.54	-8.06%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 17, 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 July 2015 decreased **4.44%** to 6,291 existing homes available for sale. Over the last 12 months this area has had an average of 1,135 closed sales per month. This represents an unsold inventory index of **5.54** 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 **1.32%** in July 2015 to \$149,250 versus the previous year at \$151,250.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 7.00 days or **20.59%** in July 2015 compared to last year's same month at **34.00** DOM.

Sales Success for July 2015 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 2,552 New Listings in July 2015, up **7.72%** from last year at 2,369. Furthermore, there were 1,396 Closed Listings this month versus last year at 1,360, a **2.65%** increase.

Closed versus Listed trends yielded a **54.7%** ratio, down from last year's July 2015 at **57.4%**, a **4.71%** 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®

July 2015

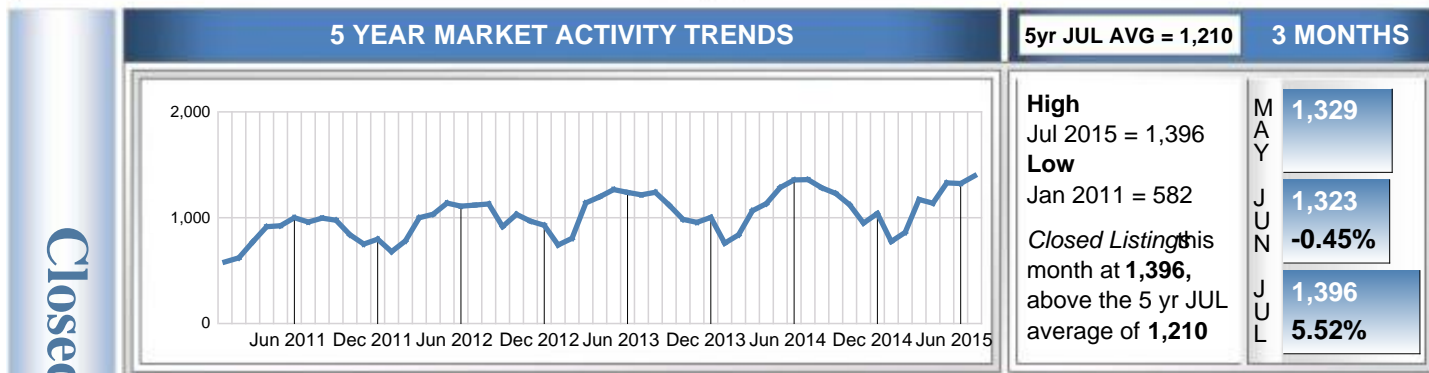
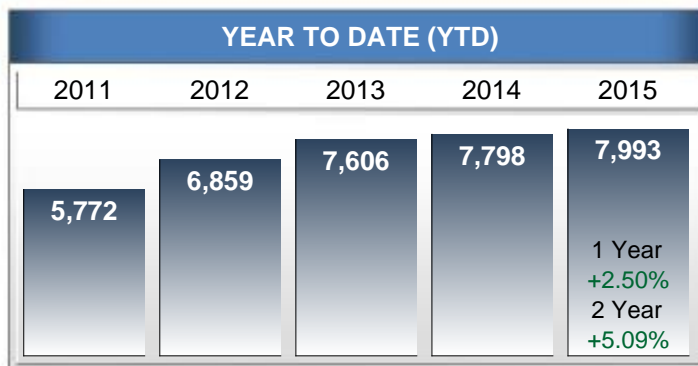
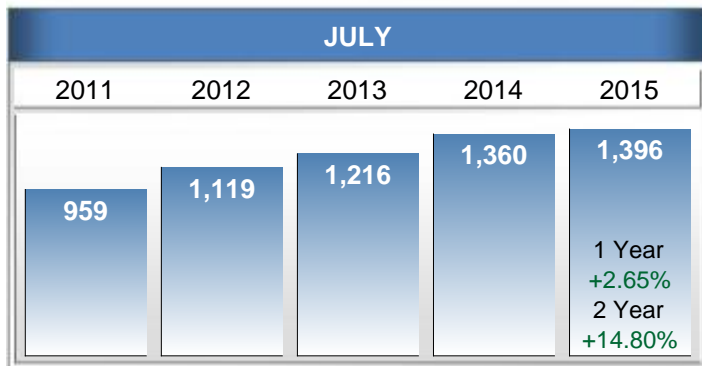
Closed Sales as of Aug 17, 2015



Closed Listings

Report Produced on: Aug 17, 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+		
\$50,000 and less	130	9.31%	39.0	74	42	12	2		
\$50,001 - \$90,000	178	12.75%	27.0	40	126	10	2		
\$90,001 - \$120,000	188	13.47%	19.0	28	141	17	2		
\$120,001 - \$170,000	348	24.93%	19.5	19	249	78	2		
\$170,001 - \$230,000	235	16.83%	28.0	12	142	75	6		
\$230,001 - \$320,000	170	12.18%	31.0	4	53	95	18		
\$320,001 and up	147	10.53%	46.0	2	22	95	28		
Total Closed Units:				1,396	27.0	179	775	382	60
Total Closed Volume:				253,827,849		14.81M	114.32M	100.45M	24.25M
Median Closed Price:				\$149,250		\$64,000	\$137,000	\$230,000	\$310,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2015

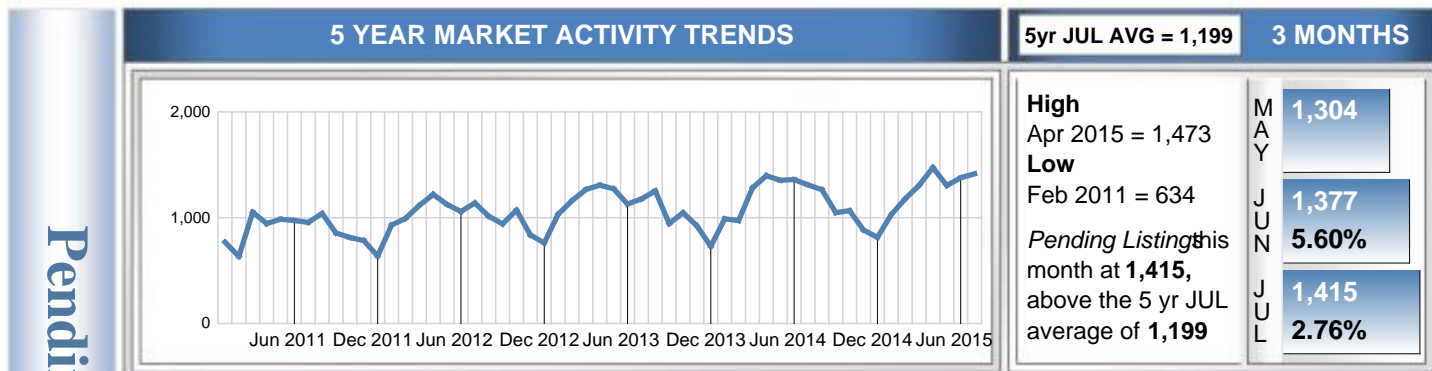
Pending Listings as of Aug 17, 2015



Pending Listings

Report Produced on: Aug 17, 2015

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



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	111		7.84%	31.0	73	29	7	2	
\$40,001 - \$80,000	177		12.51%	37.0	47	116	13	1	
\$80,001 - \$120,000	198		13.99%	30.5	27	153	18	0	
\$120,001 - \$170,000	354		25.02%	27.0	22	270	56	6	
\$170,001 - \$230,000	242		17.10%	27.0	12	131	93	6	
\$230,001 - \$330,000	190		13.43%	39.0	6	74	92	18	
\$330,001 and up	143		10.11%	43.0	7	22	81	33	
Total Pending Units: 1,415					31.0	194	795	360	66
Total Pending Volume: 261,530,180						19.09M	119.82M	93.90M	28.72M
Median Listing Price: \$149,900						\$64,000	\$136,500	\$226,000	\$337,000

Pending Listings

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Monthly Inventory Analysis

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July 2015

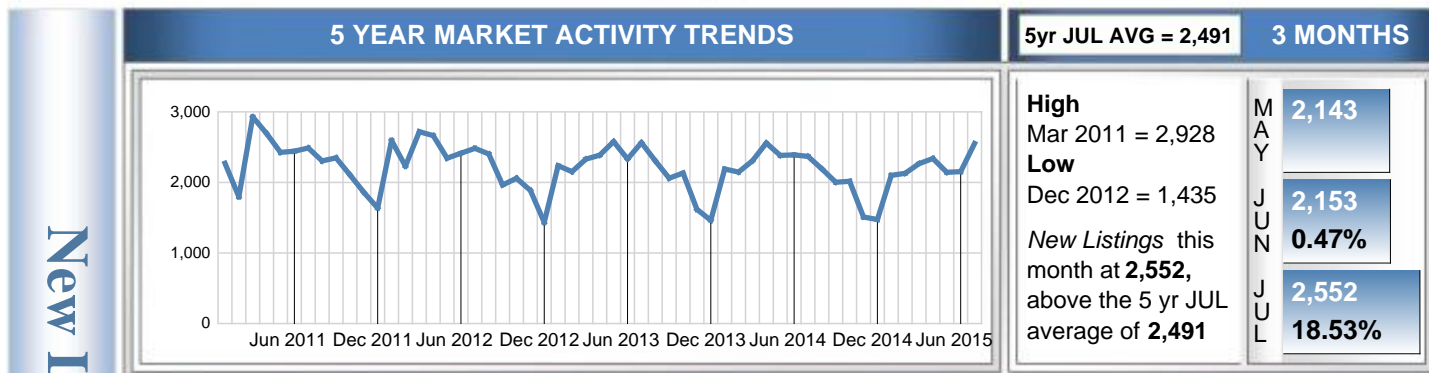
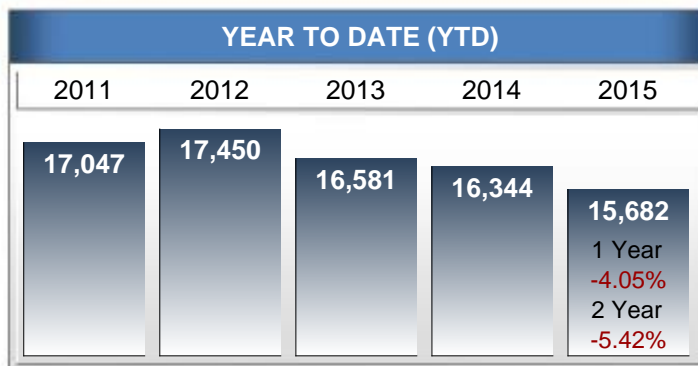
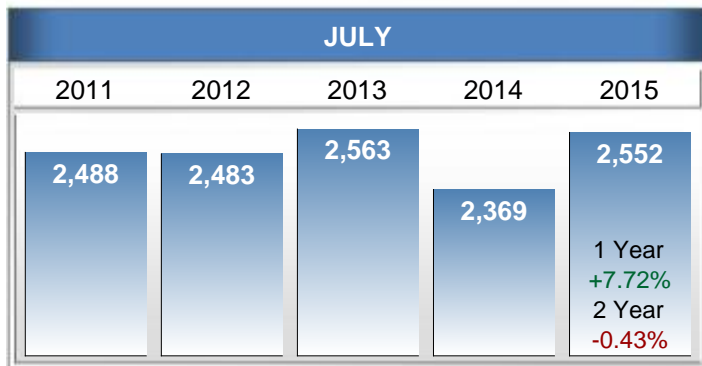
New Listings as of Aug 17, 2015



New Listings

Report Produced on: Aug 17, 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+
\$20,000 and less	88	3.45%	63	19	4	2
\$20,001 - \$50,000	431	16.89%	339	76	16	0
\$50,001 - \$100,000	402	15.75%	145	218	37	2
\$100,001 - \$170,000	658	25.78%	77	468	105	8
\$170,001 - \$240,000	403	15.79%	27	213	145	18
\$240,001 - \$370,000	311	12.19%	17	88	174	32
\$370,001 and up	259	10.15%	36	34	124	65
Total New Listed Units:			704	1116	605	127
Total New Listed Volume:			82.04M	173.79M	168.49M	59.39M
Median New Listed Listing Price:			\$43,000	\$135,000	\$239,500	\$375,000



Monthly Inventory Analysis

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July 2015

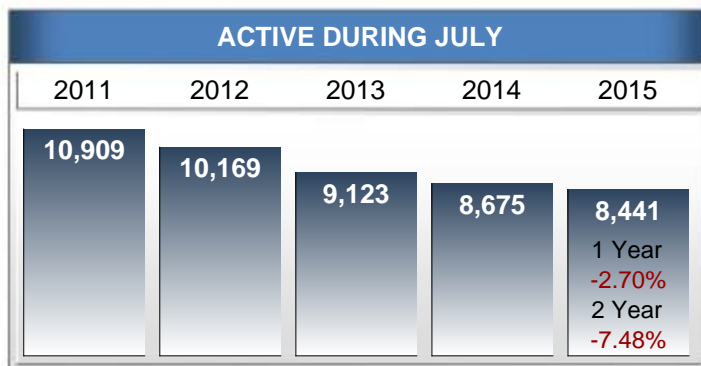
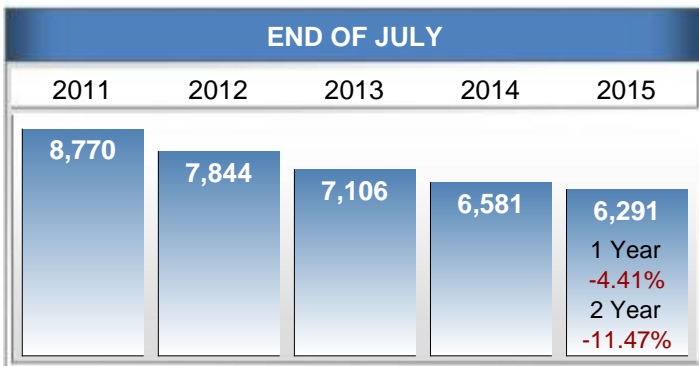
Active Inventory as of Aug 17, 2015



Active Inventory

Report Produced on: Aug 17, 2015

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



Active Inventory

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5yr JUL AVG = 7,318		3 MONTHS	
High	Jul 2011 = 8,770	MAY	5,860
Low	Feb 2015 = 5,680	JUN	5,947
<i>Inventory this month at 6,291, below the 5 yr JUL average of 7,318</i>		JUL	6,291
			1.48%
			5.78%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	216	3.43%	72.0	186	24	6	0		
\$20,001 - \$50,000	1,072	17.04%	58.0	893	145	31	3		
\$50,001 - \$100,000	1,041	16.55%	64.0	499	467	70	5		
\$100,001 - \$190,000	1,606	25.53%	49.0	249	1,006	325	26		
\$190,001 - \$280,000	898	14.27%	57.0	104	341	404	49		
\$280,001 - \$450,000	841	13.37%	63.0	92	151	470	128		
\$450,001 and up	617	9.81%	76.0	99	84	257	177		
Total Active Inventory by Units:				6,291	59.0	2,122	2,218	1,563	388
Total Active Inventory by Volume:				1,416,281,176		296.33M	379.71M	508.75M	231.48M
Median Active Inventory Listing Price:				\$147,777		\$50,000	\$139,900	\$269,984	\$429,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2015

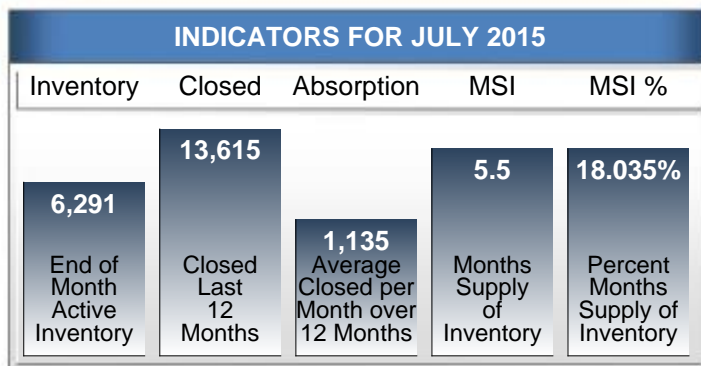
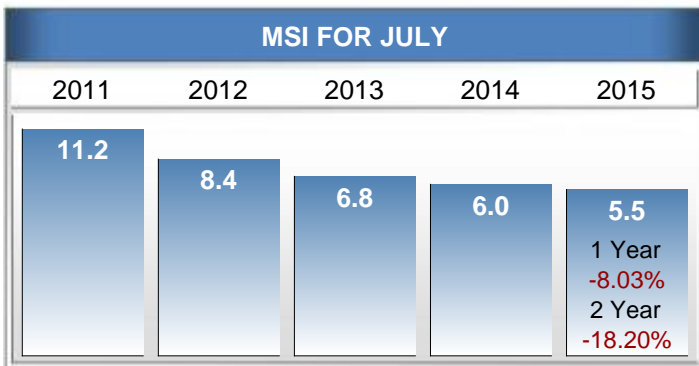
Active Inventory as of Aug 17, 2015



Months Supply of Inventory

Report Produced on: Aug 17, 2015

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



Months Supply

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5yr JUL AVG = 7.6 **3 MONTHS**

High
Jun 2011 = 11.4
Low
Mar 2015 = 5.0
Months Supply this month at **5.5**, below the 5 yr JUL average of **7.6**

MAY	5.2
JUN	5.3
JUL	5.50%

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	216	3.43%	7.5	9.5	3.1	5.1	0.0
\$20,001 \$50,000	1,072	17.04%	10.5	15.9	3.7	5.9	5.1
\$50,001 \$100,000	1,041	16.55%	5.1	9.1	3.6	4.6	2.4
\$100,001 \$190,000	1,606	25.53%	3.5	6.9	3.1	3.5	4.7
\$190,001 \$280,000	898	14.27%	4.7	12.6	4.2	4.5	4.7
\$280,001 \$450,000	841	13.37%	7.7	25.1	5.5	7.3	9.8
\$450,001 and up	617	9.81%	14.1	49.5	13.3	11.0	14.8
MSI:			5.5	11.8	3.6	5.4	8.8
Total Active Inventory:			6,291	2,122	2,218	1,563	388



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2015

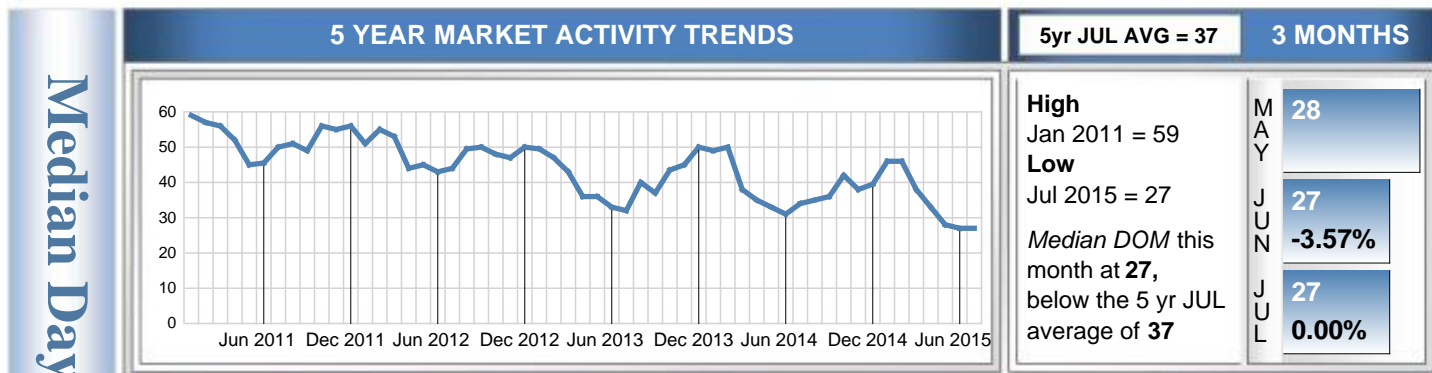
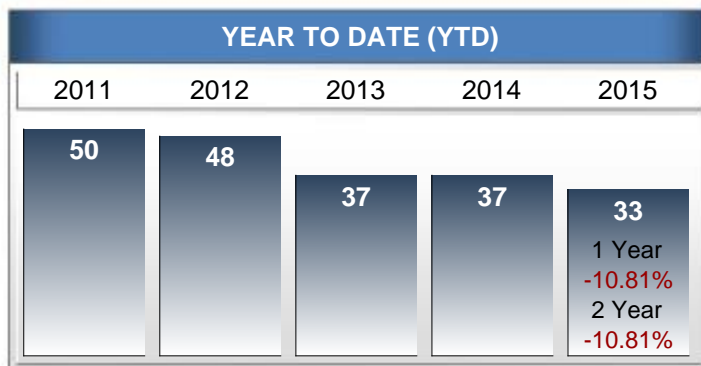
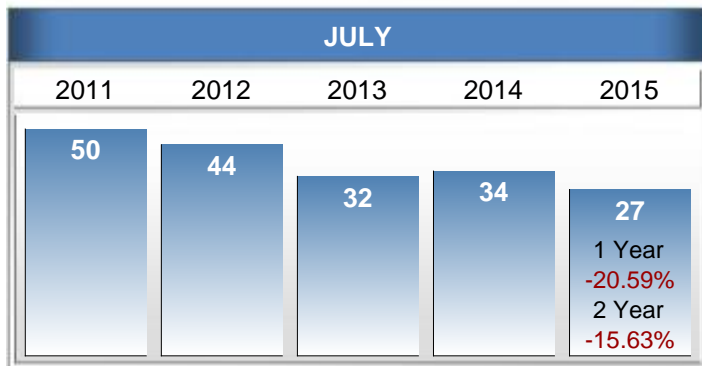
Closed Sales as of Aug 17, 2015



Median Days on Market to Sale

Report Produced on: Aug 17, 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+
\$50,000 and less	130			9.31%	39.0	40.0	38.5	27.5	38.0
\$50,001 \$90,000	178			12.75%	27.0	35.5	22.5	54.0	45.0
\$90,001 \$120,000	188			13.47%	19.0	23.5	18.0	31.0	9.5
\$120,001 \$170,000	348			24.93%	19.5	15.0	19.0	21.0	57.5
\$170,001 \$230,000	235			16.83%	28.0	22.0	25.0	48.0	42.5
\$230,001 \$320,000	170			12.18%	31.0	15.0	29.0	32.0	27.5
\$320,001 and up	147			10.53%	46.0	27.5	44.0	42.0	58.5
Median Closed DOM:	27.0					31.0	21.0	35.0	39.0
Total Closed Units:	1,396					179	775	382	60
Total Closed Volume:	253,827,849					14.81M	114.32M	100.45M	24.25M



Monthly Inventory Analysis

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July 2015

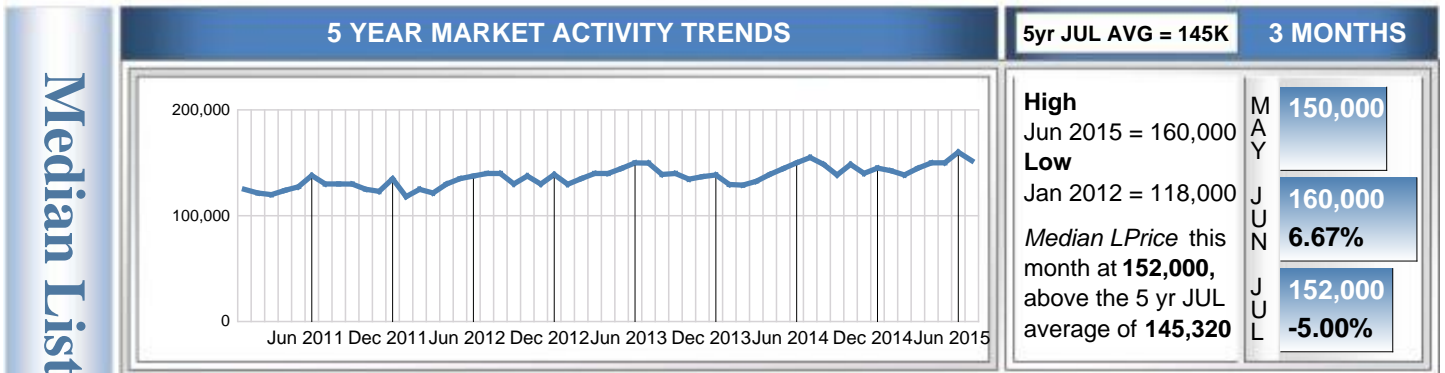
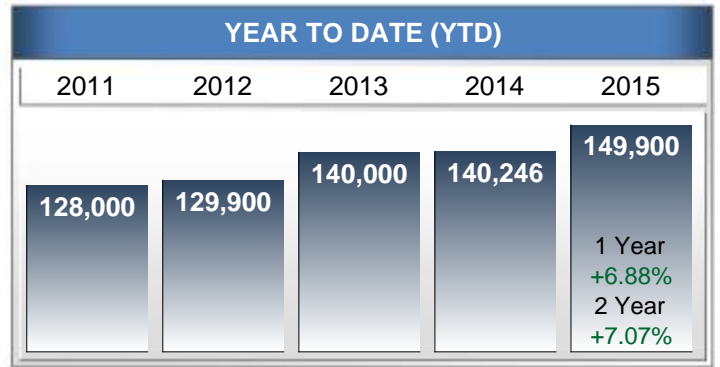
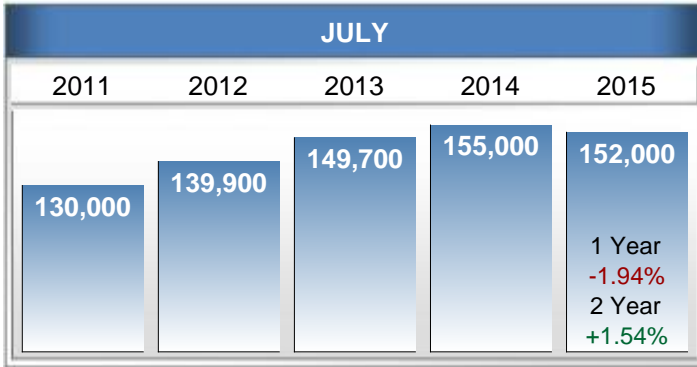
Closed Sales as of Aug 17, 2015



Median List Price at Closing

Report Produced on: Aug 17, 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+
\$50,000 and less	121	8.67%	35,000	29,950	43,400	45,000	22,500
\$50,001 \$75,000	95	6.81%	61,500	62,000	60,600	64,900	64,900
\$75,001 \$125,000	299	21.42%	100,000	99,900	100,000	118,000	97,000
\$125,001 \$175,000	330	23.64%	149,900	151,500	149,250	155,000	0
\$175,001 \$225,000	202	14.47%	194,120	190,000	193,450	195,000	194,900
\$225,001 \$325,000	199	14.26%	268,000	269,000	249,900	275,000	282,450
\$325,001 and up	150	10.74%	432,000	373,397	399,000	427,000	502,500
Median List Price:	\$152,000			\$71,500	\$139,900	\$234,900	\$317,000
Total Closed Units:	1,396			179	775	382	60
Total List Volume:	260,426,034			15.53M	116.86M	103.01M	25.02M



Monthly Inventory Analysis

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July 2015

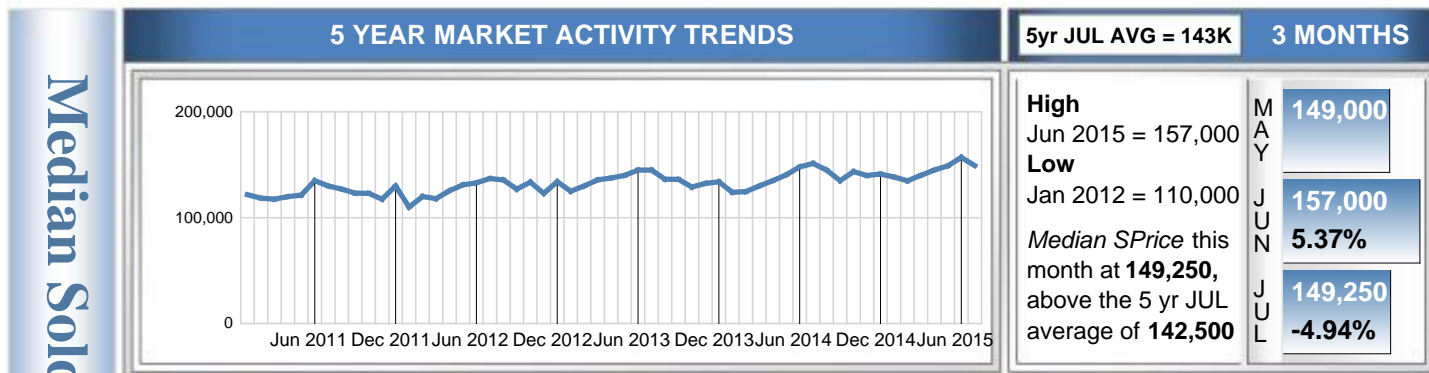
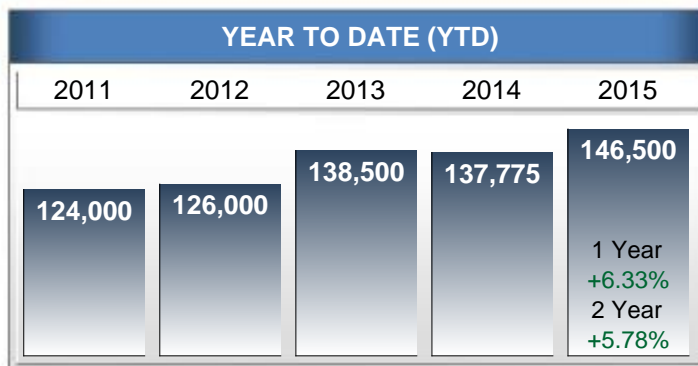
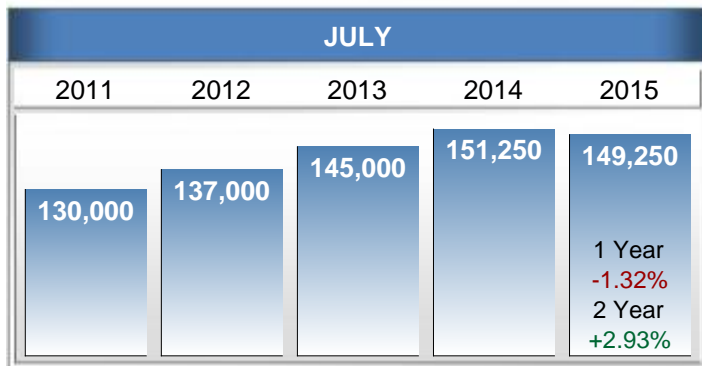
Closed Sales as of Aug 17, 2015



Median Sold Price at Closing

Report Produced on: Aug 17, 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+
\$50,000 and less	130	9.31%	32,750	30,000	42,000	38,974	30,250
\$50,001 \$90,000	178	12.75%	71,810	69,750	74,000	70,500	64,750
\$90,001 \$120,000	188	13.47%	106,500	103,250	107,000	115,000	102,129
\$120,001 \$170,000	348	24.93%	146,000	144,900	145,000	151,500	170,000
\$170,001 \$230,000	235	16.83%	195,000	190,000	195,000	197,950	217,000
\$230,001 \$320,000	170	12.18%	270,000	275,000	268,000	270,000	279,500
\$320,001 and up	147	10.53%	425,000	340,500	432,500	417,000	480,000
Median Closed Price:	\$149,250			\$64,000	\$137,000	\$230,000	\$310,500
Total Closed Units:	1,396			179	775	382	60
Total Closed Volume:	253,827,849			14.81M	114.32M	100.45M	24.25M



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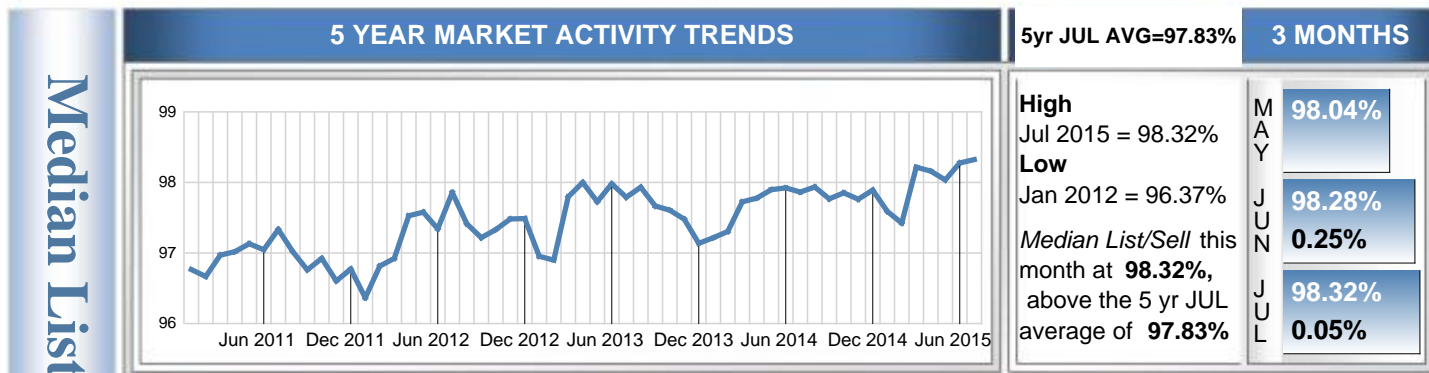
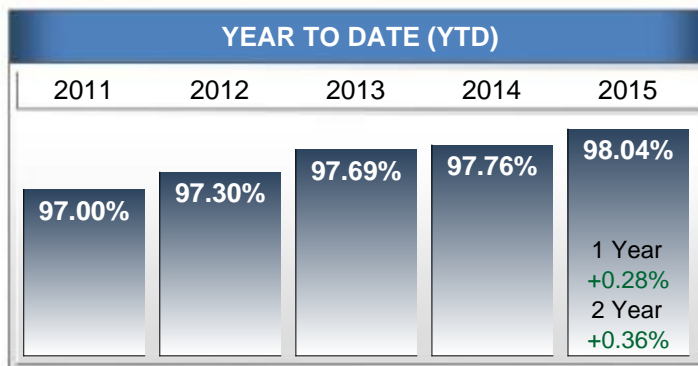
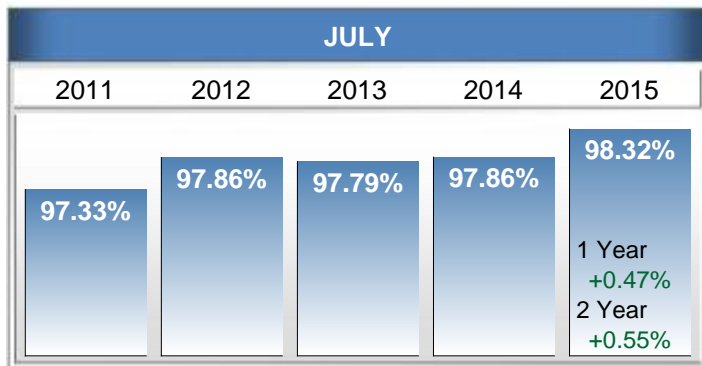
Closed Sales as of Aug 17, 2015



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+
\$50,000 and less	130	9.31%	93.05%	92.86%	93.30%	87.88%	255.00%
\$50,001 - \$90,000	178	12.75%	96.84%	97.10%	96.80%	97.47%	91.95%
\$90,001 - \$120,000	188	13.47%	98.78%	97.12%	99.10%	98.32%	99.16%
\$120,001 - \$170,000	348	24.93%	99.22%	97.56%	99.40%	98.77%	93.30%
\$170,001 - \$230,000	235	16.83%	98.85%	97.29%	98.97%	98.85%	96.77%
\$230,001 - \$320,000	170	12.18%	98.34%	97.41%	98.33%	98.38%	97.09%
\$320,001 and up	147	10.53%	97.37%	95.85%	96.86%	97.90%	97.18%
Median List/Sell Ratio:	98.32%			96.15%	98.73%	98.37%	97.06%
Total Closed Units:	1,396			179	775	382	60
Total Closed Volume:	253,827,849			14.81M	114.32M	100.45M	24.25M



Monthly Inventory Analysis

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July 2015

Inventory as of Aug 17, 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 **1,135** Sales/Month

Active Inventory as of July 31, 2015 = **6,291**

	JULY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	1,360	1,396	2.65%	7,798	7,993	2.50%
Pending Sales	1,310	1,415	8.02%	8,664	9,081	4.81%
New Listings	2,369	2,552	7.72%	16,344	15,682	-4.05%
Median List Price	155,000	152,000	-1.94%	140,246	149,900	6.88%
Median Sale Price	151,250	149,250	-1.32%	137,775	146,500	6.33%
Median Percent of List Price to Selling Price	97.86%	98.32%	0.47%	97.76%	98.04%	0.28%
Median Days on Market to Sale	34.00	27.00	-20.59%	37.00	33.00	-10.81%
Monthly Inventory	6,583	6,291	-4.44%	6,583	6,291	-4.44%
Months Supply of Inventory	6.03	5.54	-8.06%	6.03	5.54	-8.06%

