



June 2015

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

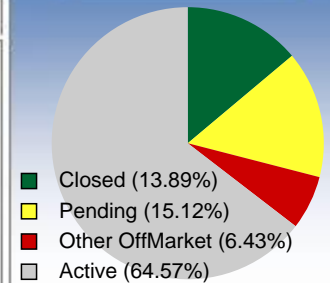


Absorption: Last 12 months, an Average of **1,130** Sales/Month

Active Inventory as of June 30, 2015 = **6,119**

	JUNE		
	2014	2015	+/- %
Closed Listings	1,357	1,316	-3.02%
Pending Listings	1,360	1,433	5.37%
New Listings	2,390	2,153	-9.92%
Median List Price	150,000	160,000	6.67%
Median Sale Price	148,000	157,155	6.19%
Median Percent of List Price to Selling Price	97.92%	98.28%	0.36%
Median Days on Market to Sale	31.00	26.00	-16.13%
End of Month Inventory	6,577	6,119	-6.96%
Months Supply of Inventory	6.09	5.41	-11.13%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 13, 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 June 2015 decreased **6.96%** to 6,119 existing homes available for sale. Over the last 12 months this area has had an average of 1,130 closed sales per month. This represents an unsold inventory index of **5.41** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.19%** in June 2015 to \$157,155 versus the previous year at \$148,000.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 5.00 days or **16.13%** in June 2015 compared to last year's same month at **31.00** DOM.

Sales Success for June 2015 is Positive

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

There were 2,153 New Listings in June 2015, down **9.92%** from last year at 2,390. Furthermore, there were 1,316 Closed Listings this month versus last year at 1,357, a **-3.02%** decrease.

Closed versus Listed trends yielded a **61.1%** ratio, up from last year's June 2015 at **56.8%**, a **7.65%** 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.

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Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

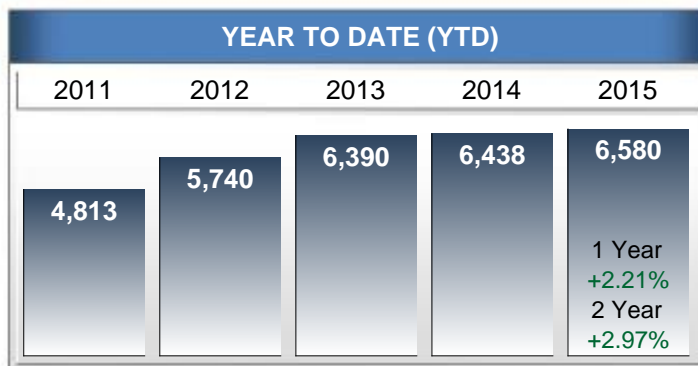
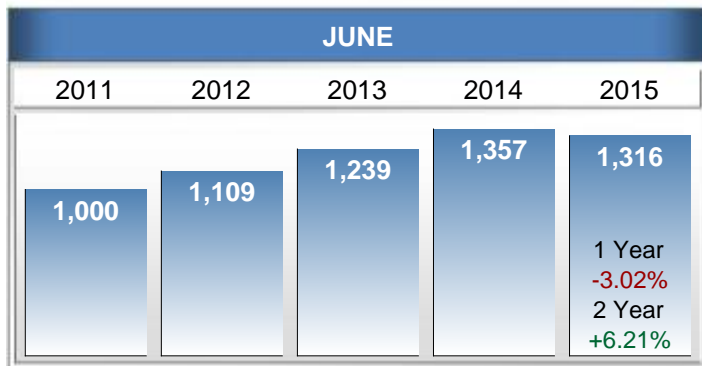
Closed Sales as of Jul 13, 2015



Report Produced on: Jul 13, 2015

Closed Listings

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



Closed Listings
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5yr JUN AVG = 1,204	3 MONTHS
High Jul 2014 = 1,360	A P R 1,132
Low Jan 2011 = 582	M A Y 1,326
Closed Listing this month at 1,316 , above the 5 yr JUN average of 1,204	J U N 1,316
	17.14%
	-0.75%

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	120	9.12%	31.0	69	44	5	2	
\$50,001 - \$75,000	81	6.16%	38.0	24	53	3	1	
\$75,001 - \$125,000	241	18.31%	20.0	46	174	20	1	
\$125,001 - \$175,000	336	25.53%	24.0	19	248	66	3	
\$175,001 - \$225,000	190	14.44%	28.0	11	98	72	9	
\$225,001 - \$325,000	190	14.44%	28.5	3	68	107	12	
\$325,001 and up	158	12.01%	32.5	2	34	89	33	
Total Closed Units: 1,316				26.0	174	719	362	61
Total Closed Volume: 258,669,733					15.53M	112.55M	100.40M	30.18M
Median Closed Price: \$157,155					\$67,000	\$142,345	\$236,328	\$346,000



Monthly Inventory Analysis

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June 2015

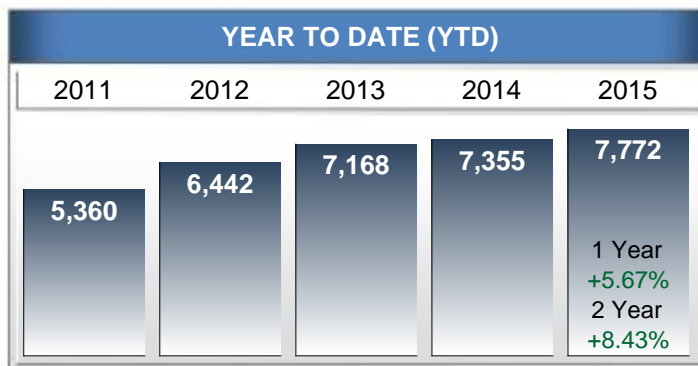
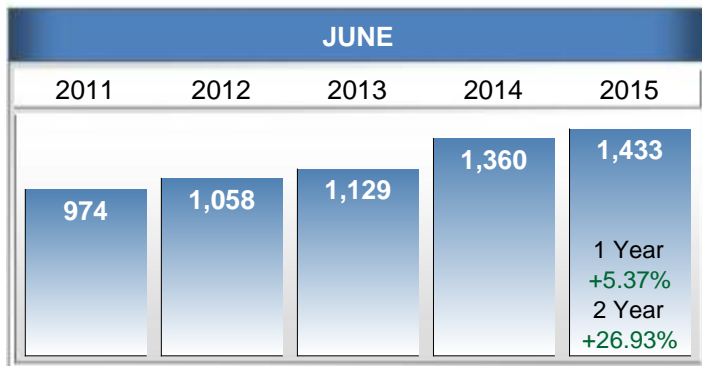
Pending Listings as of Jul 13, 2015



Pending Listings

Report Produced on: Jul 13, 2015

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



Pending Listings
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5yr JUN AVG = 1,191 **3 MONTHS**

High
Apr 2015 = 1,490

Low
Feb 2011 = 634

Pending Listing this month at **1,433**, above the 5 yr JUN average of **1,191**

A P R	1,490
M A Y	1,332
J U N	1,433
-10.60%	
7.58%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	128	8.93%	42.0	66	55	6	1	
\$50,001 \$80,000	142	9.91%	36.5	46	87	8	1	
\$80,001 \$120,000	249	17.38%	28.0	43	181	24	1	
\$120,001 \$170,000	350	24.42%	25.0	20	262	66	2	
\$170,001 \$230,000	233	16.26%	31.0	6	136	80	11	
\$230,001 \$330,000	188	13.12%	34.0	8	61	100	19	
\$330,001 and up	143	9.98%	46.0	6	30	83	24	
Total Pending Units: 1,433				32.0	195	812	367	59
Total Pending Volume: 260,749,528					19.00M	121.08M	97.83M	22.84M
Median Listing Price: \$149,900					\$74,500	\$138,500	\$230,000	\$309,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

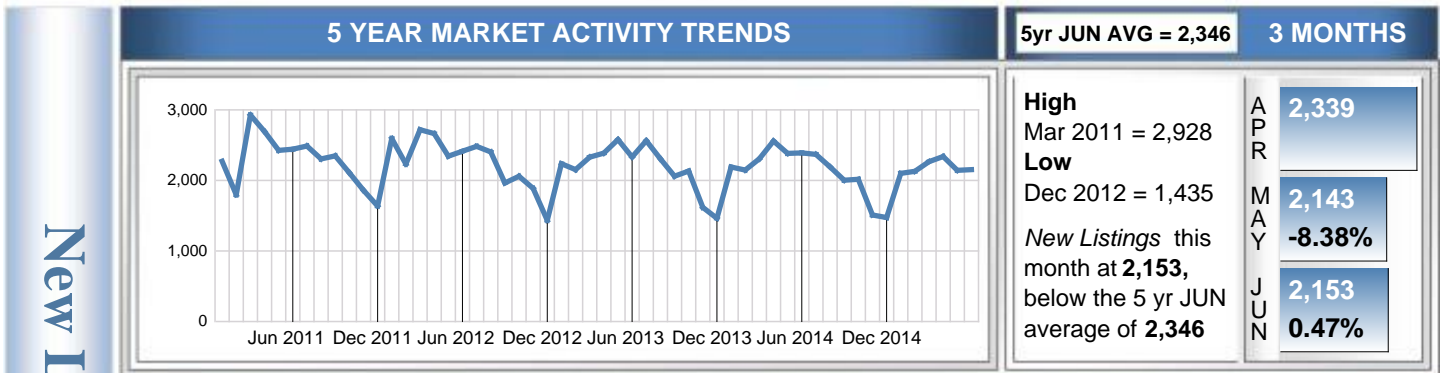
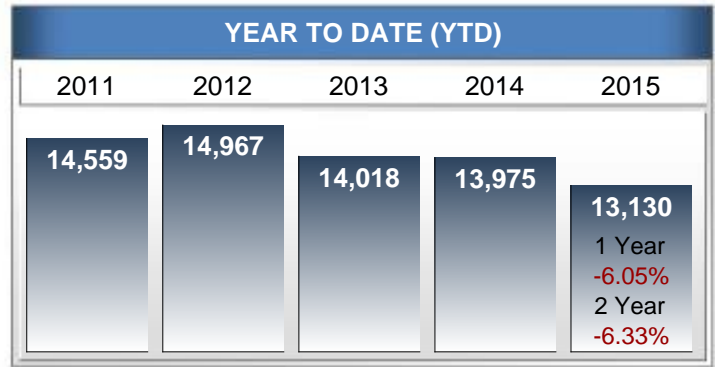
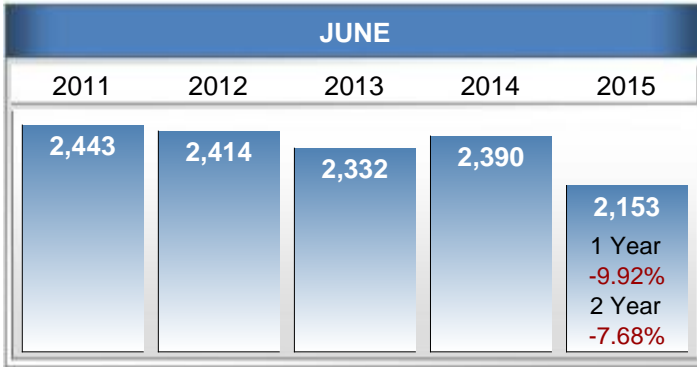
New Listings as of Jul 13, 2015



New Listings

Report Produced on: Jul 13, 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	3.95%	68	15	2	0
\$25,001 - \$75,000	334	15.51%	202	113	18	1
\$75,001 - \$125,000	383	17.79%	77	272	32	2
\$125,001 - \$175,000	448	20.81%	36	319	87	6
\$175,001 - \$250,000	361	16.77%	25	171	157	8
\$250,001 - \$375,000	301	13.98%	30	61	173	37
\$375,001 and up	241	11.19%	23	33	125	60
Total New Listed Units:			461	984	594	114
Total New Listed Volume:			60.56M	153.31M	188.45M	61.55M
Median New Listed Listing Price:			\$60,000	\$139,900	\$253,000	\$395,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

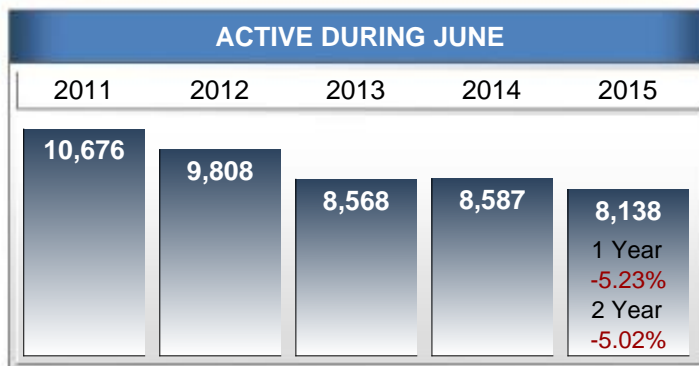
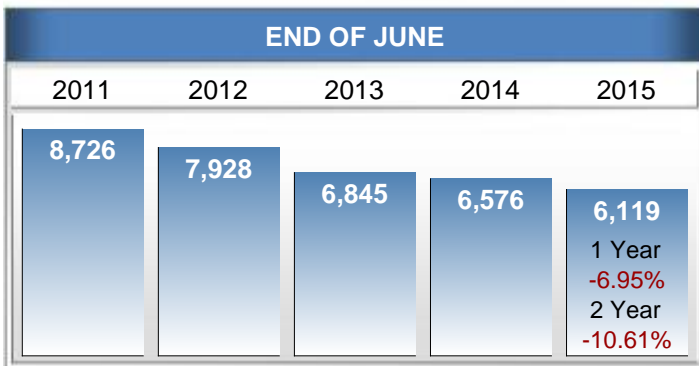
Active Inventory as of Jul 13, 2015



Active Inventory

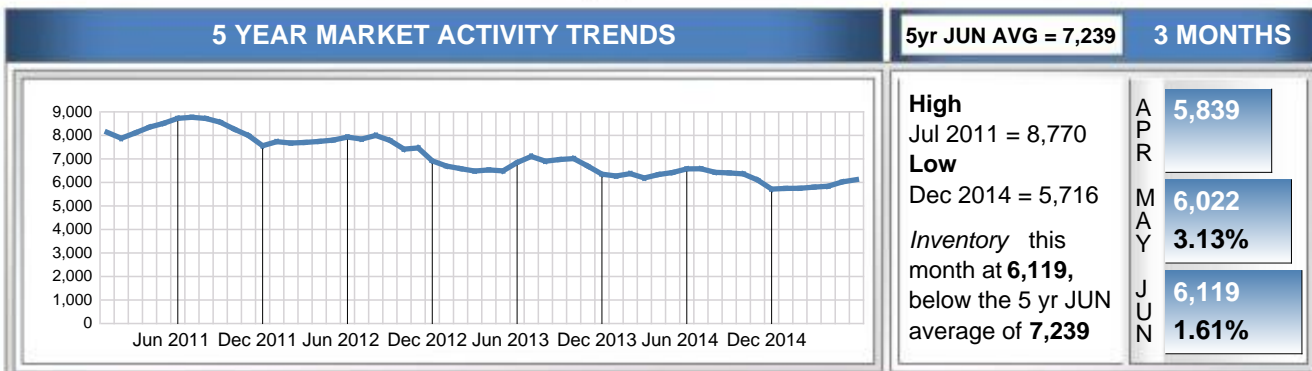
Report Produced on: Jul 13, 2015

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	641	10.48%	118.0	600	35	6	0		
\$30,001 - \$50,000	531	8.68%	81.0	412	96	21	2		
\$50,001 - \$100,000	1,052	17.19%	71.0	498	488	61	5		
\$100,001 - \$190,000	1,535	25.09%	54.0	227	973	314	21		
\$190,001 - \$290,000	952	15.56%	56.0	118	340	442	52		
\$290,001 - \$460,000	797	13.03%	63.0	91	145	448	113		
\$460,001 and up	611	9.99%	70.0	102	75	256	178		
Total Active Inventory by Units:				6,119	67.0	2,048	2,152	1,548	371
Total Active Inventory by Volume:				1,404,227,548		294.22M	369.09M	512.60M	228.32M
Median Active Inventory Listing Price:				\$149,900		\$52,000	\$139,900	\$275,000	\$435,600



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

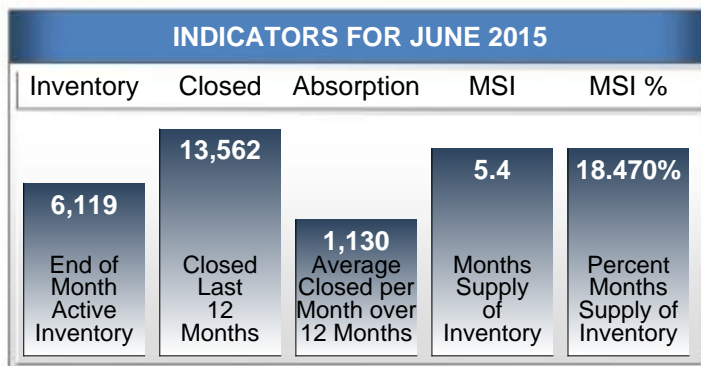
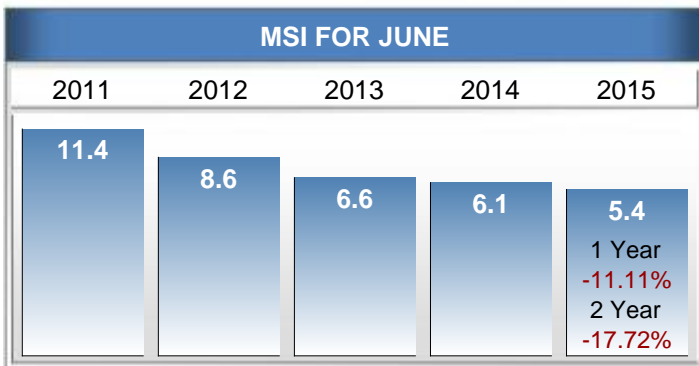
Active Inventory as of Jul 13, 2015



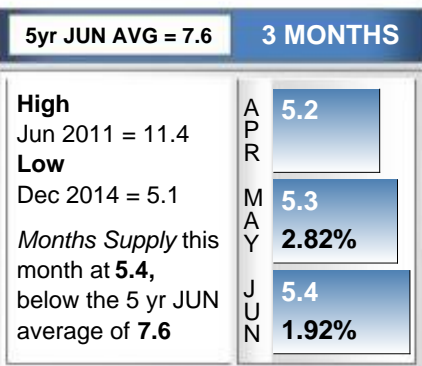
Months Supply of Inventory

Report Produced on: Jul 13, 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	641	10.48%	9.9	13.7	1.9	2.8	0.0	
\$30,001 \$50,000	531	8.68%	7.8	11.9	3.3	5.0	6.0	
\$50,001 \$100,000	1,052	17.19%	5.3	9.0	3.8	4.0	2.5	
\$100,001 \$190,000	1,535	25.09%	3.4	6.3	3.0	3.5	3.5	
\$190,001 \$290,000	952	15.56%	4.7	13.6	4.0	4.6	4.6	
\$290,001 \$460,000	797	13.03%	8.1	28.7	6.1	7.6	9.0	
\$460,001 and up	611	9.99%	14.8	47.1	12.9	11.7	15.5	
MSI:	5.4			11.2	3.5	5.4	8.4	
Total Active Inventory:	6,119			2,048	2,152	1,548	371	



Monthly Inventory Analysis

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June 2015

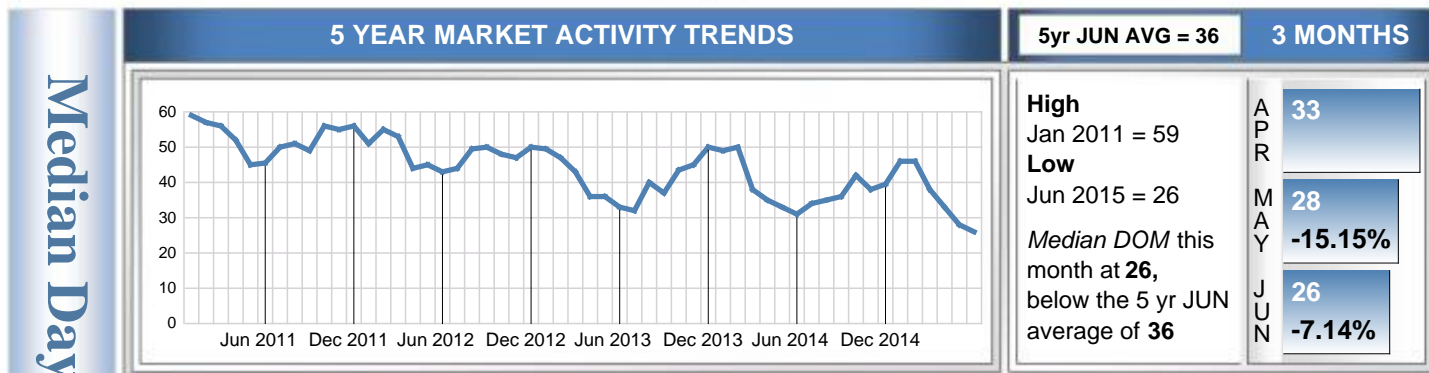
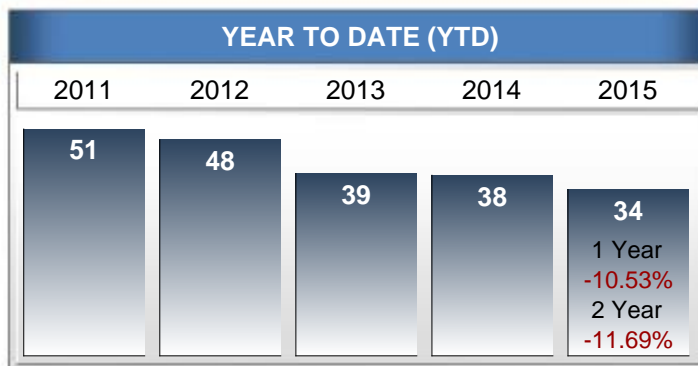
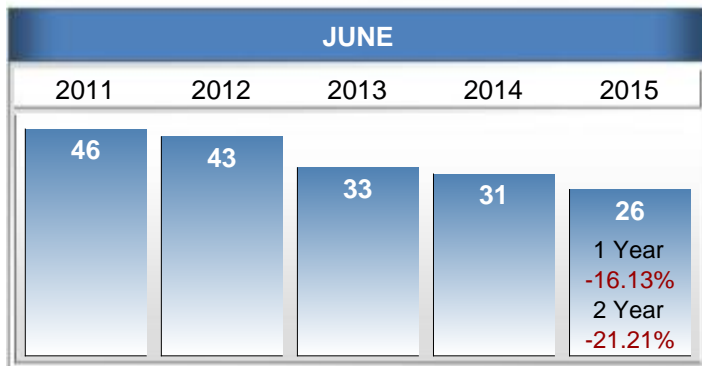
Closed Sales as of Jul 13, 2015



Median Days on Market to Sale

Report Produced on: Jul 13, 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	120			9.12%	31.0	43.0	22.5	14.0	18.5
\$50,001 - \$75,000	81			6.16%	38.0	41.0	40.0	18.0	38.0
\$75,001 - \$125,000	241			18.31%	20.0	15.0	20.0	35.0	14.0
\$125,001 - \$175,000	336			25.53%	24.0	13.0	25.0	23.5	31.0
\$175,001 - \$225,000	190			14.44%	28.0	23.0	29.0	26.5	19.0
\$225,001 - \$325,000	190			14.44%	28.5	55.0	22.0	28.0	46.5
\$325,001 and up	158			12.01%	32.5	27.5	12.5	42.0	32.0
Median Closed DOM:	26.0					25.0	25.0	29.5	31.0
Total Closed Units:	1,316					174	719	362	61
Total Closed Volume:	258,669,733					15.53M	112.55M	100.40M	30.18M



Monthly Inventory Analysis

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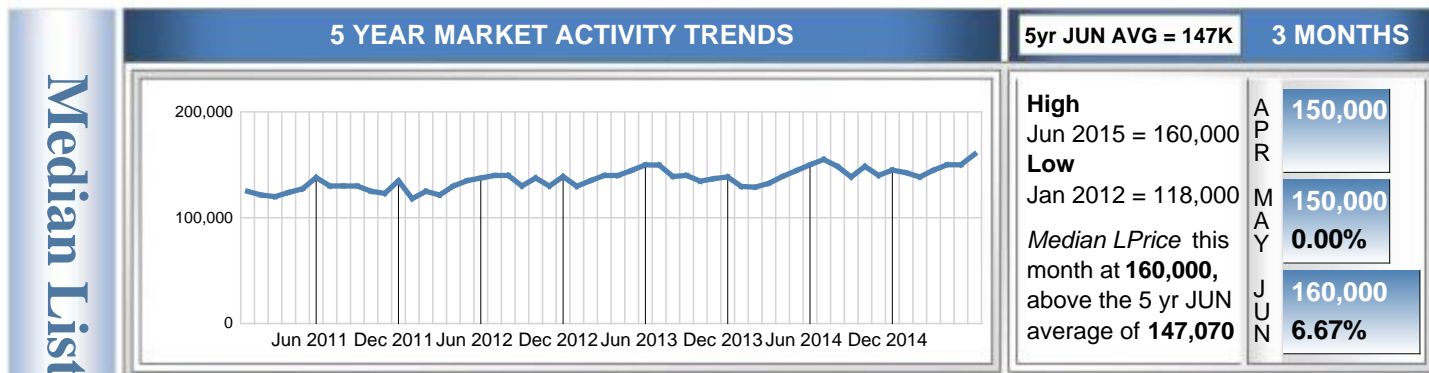
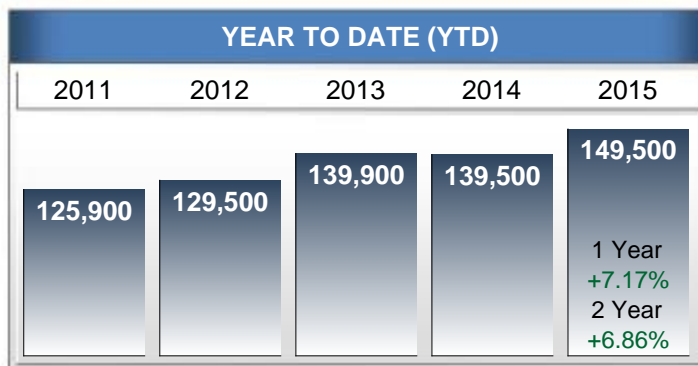
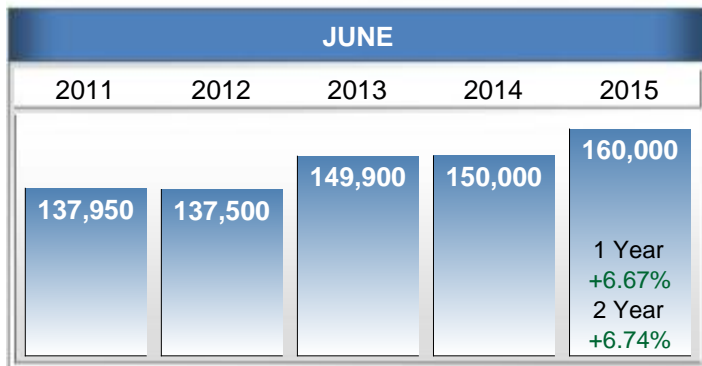
Closed Sales as of Jul 13, 2015



Median List Price at Closing

Report Produced on: Jul 13, 2015

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



Median List Price

Ready to Buy or Sell Real Estate?
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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	114		8.66%	31,150	33,000	30,500	38,450	13,125
\$50,001 - \$75,000	80		6.08%	67,300	64,850	68,190	60,500	0
\$75,001 - \$125,000	239		18.16%	107,000	103,500	106,900	110,500	111,300
\$125,001 - \$175,000	332		25.23%	151,163	148,000	150,000	155,000	154,990
\$175,001 - \$225,000	190		14.44%	199,500	199,000	194,900	199,900	210,000
\$225,001 - \$325,000	192		14.59%	270,000	249,900	264,950	273,500	309,000
\$325,001 and up	169		12.84%	429,000	499,950	400,000	419,000	492,500
Median List Price:	\$160,000				\$70,700	\$144,900	\$245,000	\$349,900
Total Closed Units:	1,316				174	719	362	61
Total List Volume:	267,143,450				16.23M	115.10M	103.15M	32.66M



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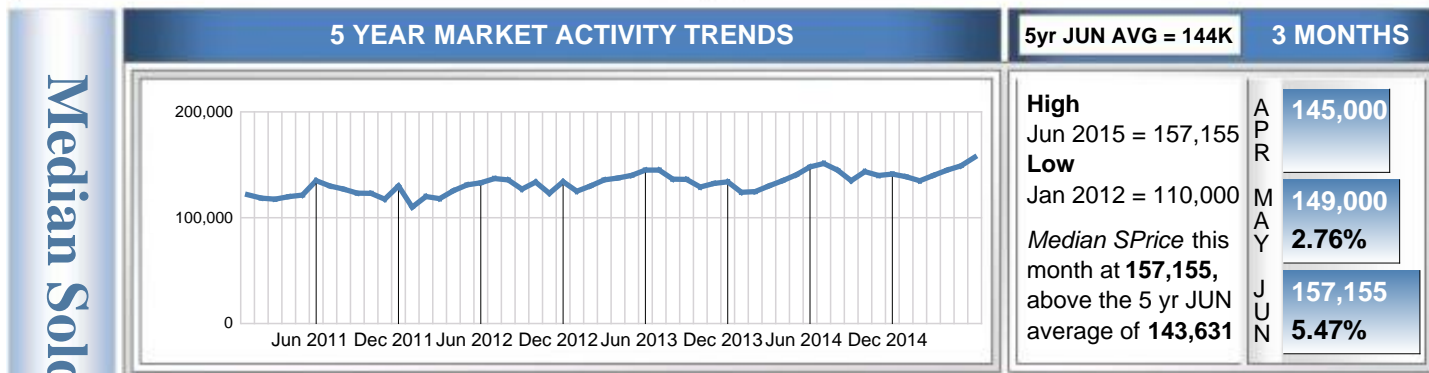
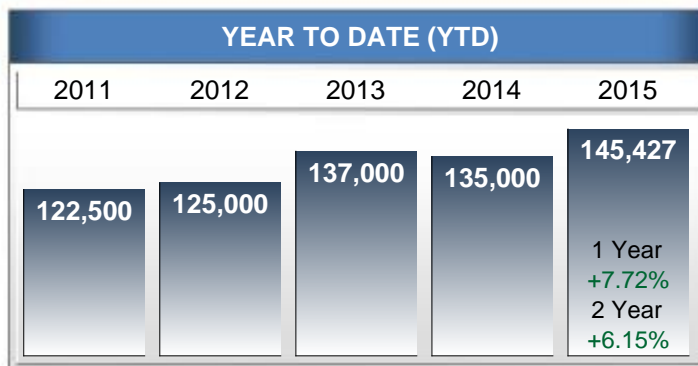
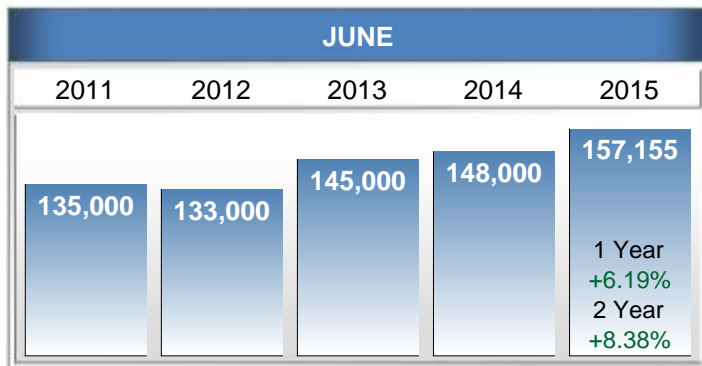
Closed Sales as of Jul 13, 2015



Median Sold Price at Closing

Report Produced on: Jul 13, 2015

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



Median Sold Price

Ready to Buy or Sell Real Estate?
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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	120		9.12%	32,750	34,155	30,000	39,500	13,125
\$50,001 - \$75,000	81		6.16%	64,000	63,750	63,500	64,500	73,500
\$75,001 - \$125,000	241		18.31%	106,900	106,500	105,000	108,450	117,000
\$125,001 - \$175,000	336		25.53%	150,000	155,000	149,588	155,500	135,000
\$175,001 - \$225,000	190		14.44%	199,250	215,000	193,450	199,750	200,000
\$225,001 - \$325,000	190		14.44%	274,450	285,000	261,500	275,000	289,500
\$325,001 and up	158		12.01%	425,500	474,950	385,000	420,000	485,000
Median Closed Price:	\$157,155				\$67,000	\$142,345	\$236,328	\$346,000
Total Closed Units:	1,316				174	719	362	61
Total Closed Volume:	258,669,733				15.53M	112.55M	100.40M	30.18M



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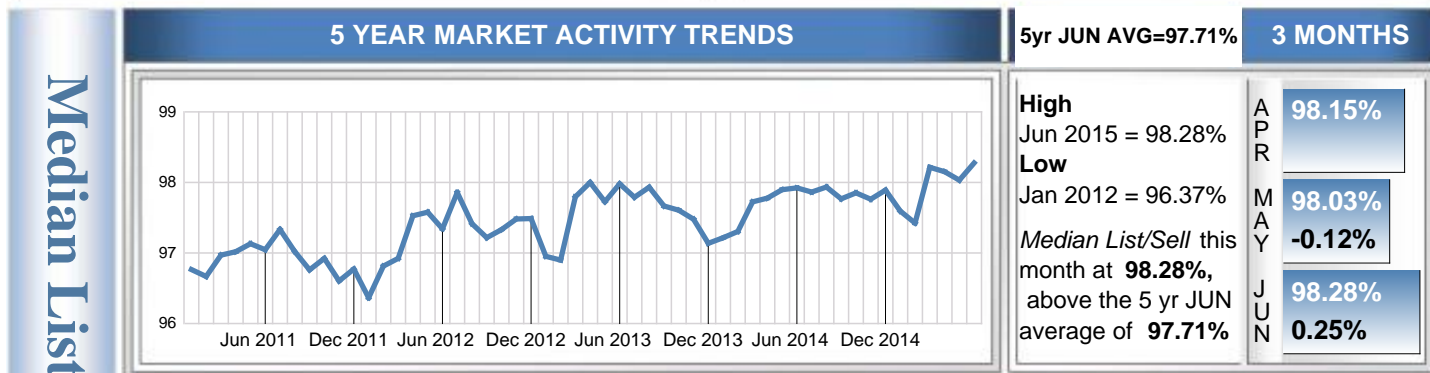
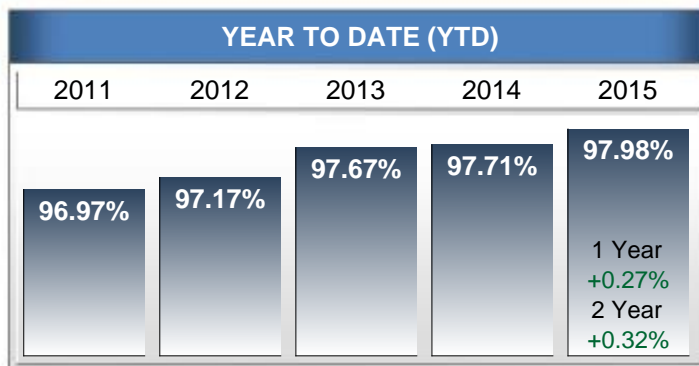
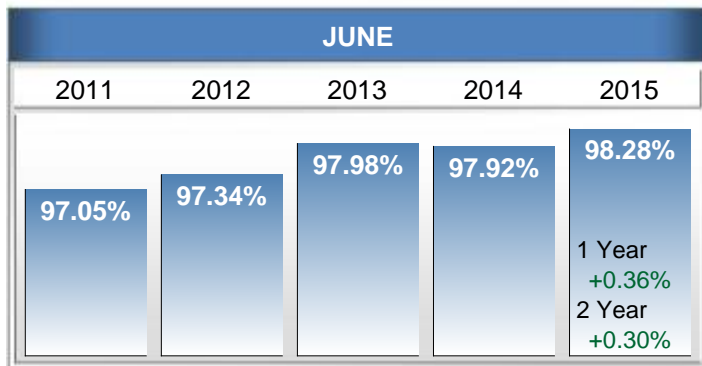
Closed Sales as of Jul 13, 2015



Median Percent of List Price to Selling Price

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



Median List/Sell Price

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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	120	9.12%	91.25%	90.91%	95.92%	87.78%	100.00%
\$50,001-\$75,000	81	6.16%	92.99%	93.43%	92.86%	100.00%	91.99%
\$75,001-\$125,000	241	18.31%	98.52%	98.38%	98.53%	97.24%	105.12%
\$125,001-\$175,000	336	25.53%	99.33%	96.84%	99.34%	99.71%	97.51%
\$175,001-\$225,000	190	14.44%	99.08%	95.56%	99.53%	98.78%	97.66%
\$225,001-\$325,000	190	14.44%	98.25%	96.64%	98.41%	98.20%	96.99%
\$325,001 and up	158	12.01%	97.69%	96.15%	98.39%	97.50%	97.98%
Median List/Sell Ratio:	98.28%			95.51%	98.73%	98.18%	97.66%
Total Closed Units:	1,316			174	719	362	61
Total Closed Volume:	258,669,733			15.53M	112.55M	100.40M	30.18M



Monthly Inventory Analysis

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June 2015

Inventory as of Jul 13, 2015



Market Summary

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Absorption: Last 12 months, an Average of **1,130** Sales/Month

Active Inventory as of June 30, 2015 = **6,119**

	JUNE			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,357	1,316	-3.02%	6,438	6,580	2.21%
Pending Sales	1,360	1,433	5.37%	7,355	7,772	5.67%
New Listings	2,390	2,153	-9.92%	13,975	13,130	-6.05%
Median List Price	150,000	160,000	6.67%	139,500	149,500	7.17%
Median Sale Price	148,000	157,155	6.19%	135,000	145,427	7.72%
Median Percent of List Price to Selling Price	97.92%	98.28%	0.36%	97.71%	97.98%	0.27%
Median Days on Market to Sale	31.00	26.00	-16.13%	38.00	34.00	-10.53%
Monthly Inventory	6,577	6,119	-6.96%	6,577	6,119	-6.96%
Months Supply of Inventory	6.09	5.41	-11.13%	6.09	5.41	-11.13%

