



April 2015

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

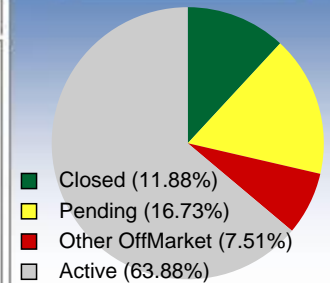


Absorption: Last 12 months, an Average of **1,129** Sales/Month

Active Inventory as of April 30, 2015 = **6,013**

	APRIL		
	2014	2015	+/- %
Closed Listings	1,133	1,118	-1.32%
Pending Listings	1,397	1,575	12.74%
New Listings	2,558	2,339	-8.56%
Median List Price	139,000	150,000	7.91%
Median Sale Price	135,000	145,000	7.41%
Median Percent of List Price to Selling Price	97.78%	98.16%	0.39%
Median Days on Market to Sale	35.00	33.00	-5.71%
End of Month Inventory	6,338	6,013	-5.13%
Months Supply of Inventory	5.93	5.33	-10.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 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 April 2015 decreased **5.13%** to 6,013 existing homes available for sale. Over the last 12 months this area has had an average of 1,129 closed sales per month. This represents an unsold inventory index of **5.33** 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 **7.41%** in April 2015 to \$145,000 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 2.00 days or **5.71%** in April 2015 compared to last year's same month at **35.00** DOM.

Sales Success for April 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 2,339 New Listings in April 2015, down **8.56%** from last year at 2,558. Furthermore, there were 1,118 Closed Listings this month versus last year at 1,133, a **-1.32%** decrease.

Closed versus Listed trends yielded a **47.8%** ratio, up from last year's April 2015 at **44.3%**, a **7.92%** 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?

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

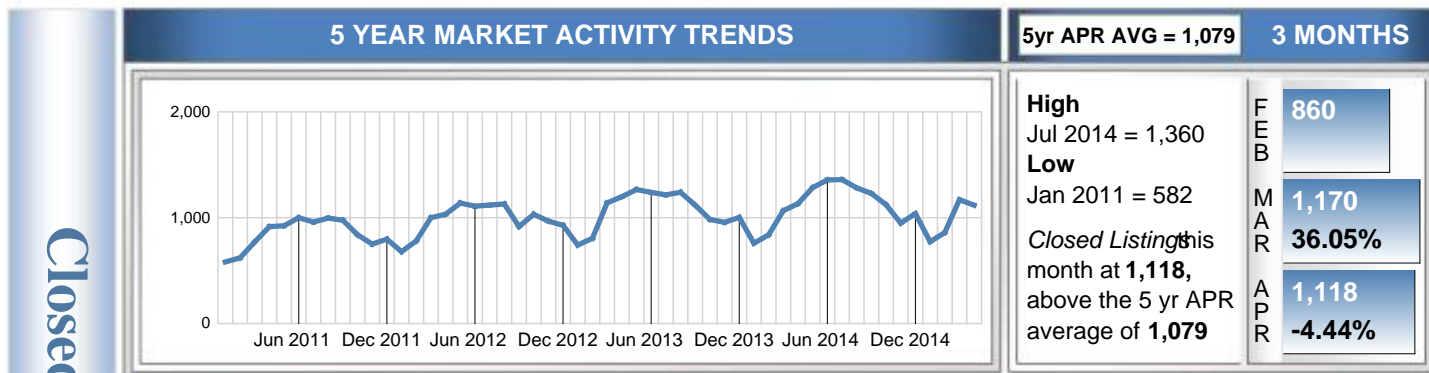
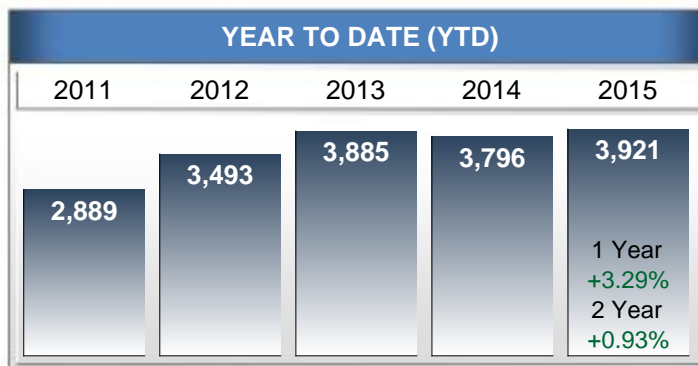
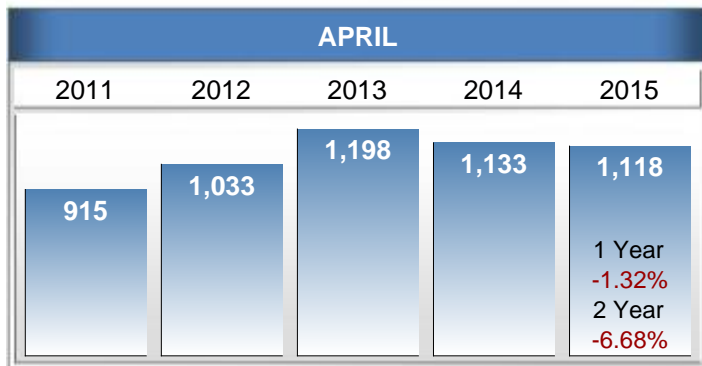
Closed Sales as of May 14, 2015



Closed Listings

Report Produced on: May 14, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	96	8.59%	39.5	62	30	4	0		
\$40,001 - \$80,000	152	13.60%	30.0	53	86	12	1		
\$80,001 - \$120,000	169	15.12%	41.0	29	125	15	0		
\$120,001 - \$170,000	277	24.78%	29.0	20	211	46	0		
\$170,001 - \$220,000	179	16.01%	27.0	12	103	60	4		
\$220,001 - \$300,000	132	11.81%	41.0	6	54	64	8		
\$300,001 and up	113	10.11%	54.0	1	22	78	12		
Total Closed Units:				1,118	33.0	183	631	279	25
Total Closed Volume:				194,532,801		15.38M	91.17M	77.10M	10.89M
Median Closed Price:				\$145,000		\$58,000	\$137,999	\$223,000	\$292,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

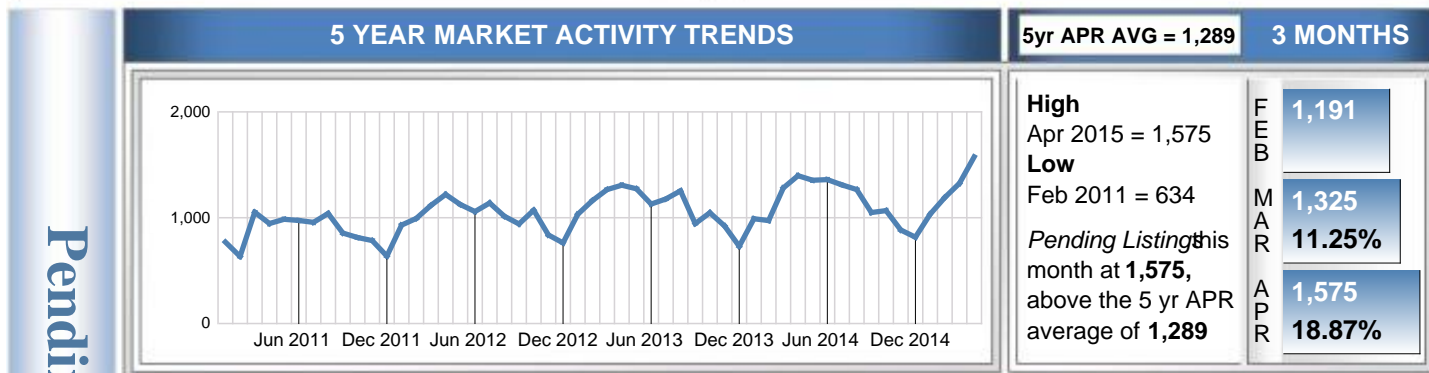
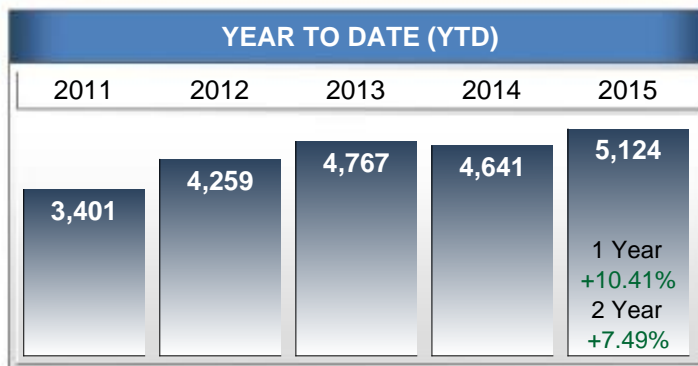
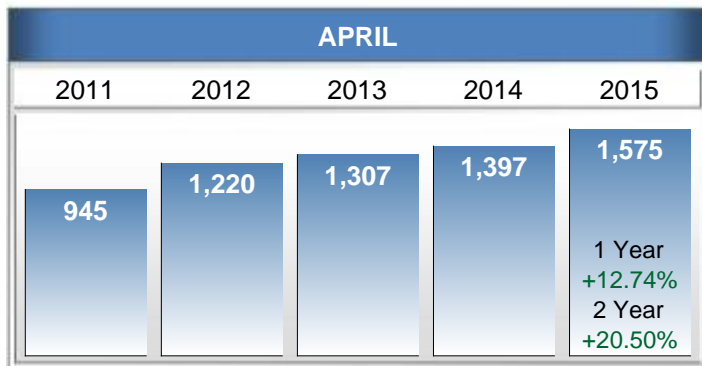
Pending Listings as of May 14, 2015



Pending Listings

Report Produced on: May 14, 2015

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



Pending Listings

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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	160	10.16%	40.0	108	43	6	3	
\$50,001 - \$90,000	193	12.25%	30.0	47	135	10	1	
\$90,001 - \$120,000	183	11.62%	30.0	27	131	24	1	
\$120,001 - \$170,000	447	28.38%	19.0	33	334	73	7	
\$170,001 - \$230,000	236	14.98%	24.0	18	114	98	6	
\$230,001 - \$340,000	197	12.51%	35.0	4	79	100	14	
\$340,001 and up	159	10.10%	41.0	5	32	87	35	
Total Pending Units: 1,575				28.0	242	868	398	67
Total Pending Volume: 291,560,873					21.11M	133.76M	106.88M	29.81M
Median Listing Price: \$149,900					\$59,950	\$136,763	\$220,000	\$345,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

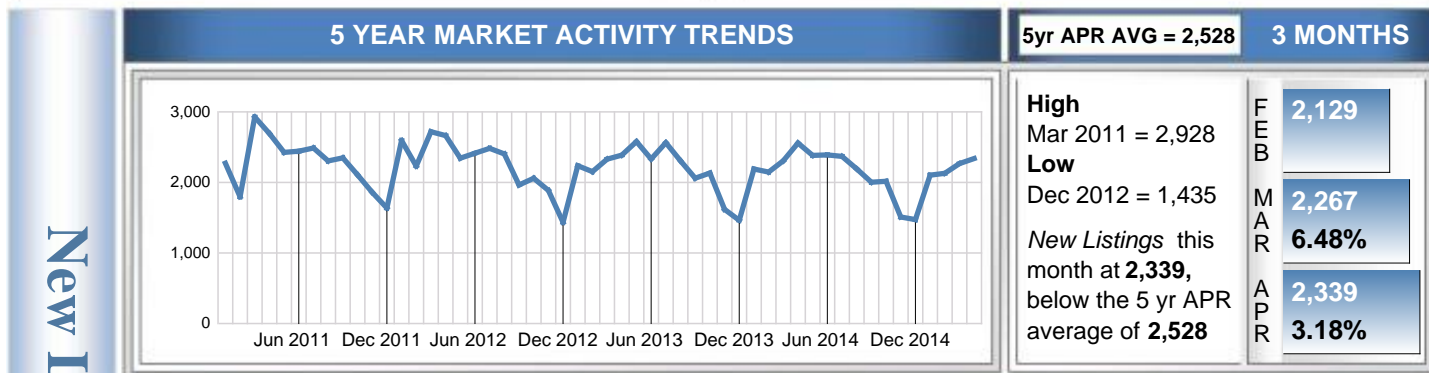
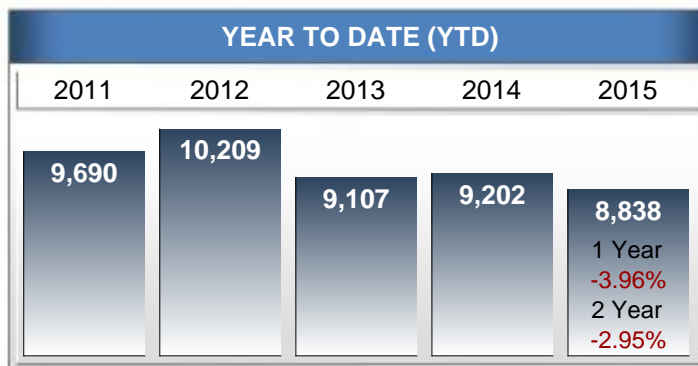
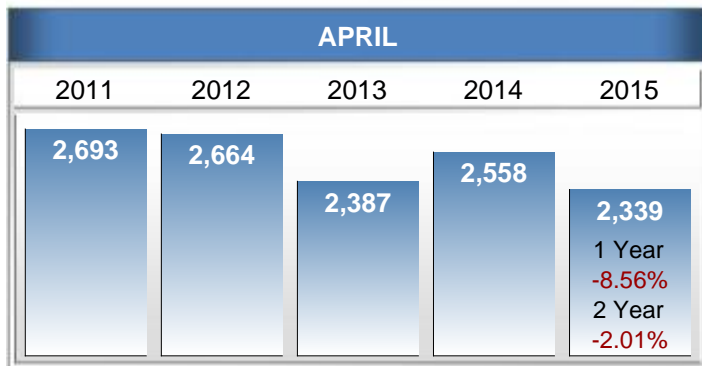
New Listings as of May 14, 2015



New Listings

Report Produced on: May 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	101	4.32%	76	18	5	2
\$25,001 - \$75,000	387	16.55%	228	138	19	2
\$75,001 - \$125,000	379	16.20%	80	259	38	2
\$125,001 - \$175,000	515	22.02%	34	379	98	4
\$175,001 - \$275,000	421	18.00%	21	196	184	20
\$275,001 - \$400,000	289	12.36%	33	75	148	33
\$400,001 and up	247	10.56%	22	36	126	63
Total New Listed Units:			494	1101	618	126
Total New Listed Volume:			63.77M	182.10M	192.97M	69.90M
Median New Listed Listing Price:			\$59,900	\$144,000	\$254,950	\$402,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

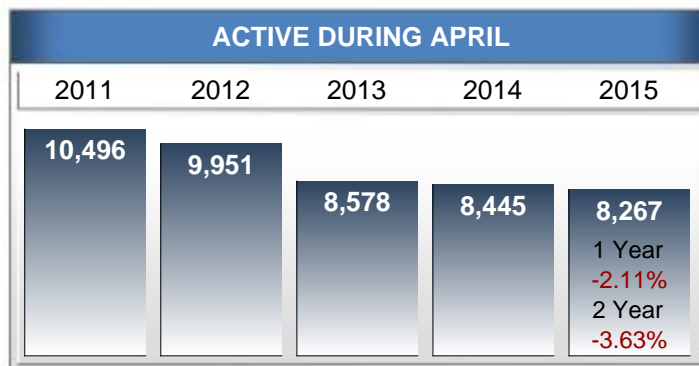
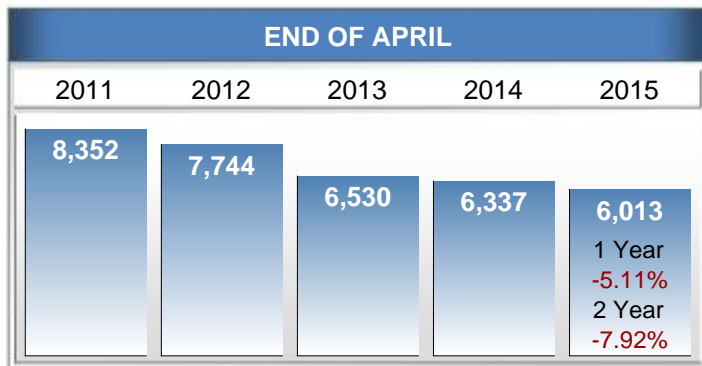
Active Inventory as of May 14, 2015



Active Inventory

Report Produced on: May 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 APR AVG = 6,995 **3 MONTHS**

High
Jul 2011 = 8,770

Low
Dec 2014 = 5,740

Inventory this month at **6,013**, below the 5 yr APR average of **6,995**

FEB	5,879
MAR	5,966
APR	1.48%
MAY	6,013
JUN	0.79%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	227	3.78%	83.0	203	19	4	1		
\$20,001 - \$50,000	1,049	17.45%	82.0	869	151	25	4		
\$50,001 - \$90,000	863	14.35%	58.0	438	381	39	5		
\$90,001 - \$180,000	1,524	25.35%	45.0	276	961	268	19		
\$180,001 - \$280,000	981	16.31%	51.0	109	407	413	52		
\$280,001 - \$450,000	773	12.86%	51.0	86	151	434	102		
\$450,001 and up	596	9.91%	56.0	105	71	254	166		
Total Active Inventory by Units:				6,013	58.0	2,086	2,141	1,437	349
Total Active Inventory by Volume:				1,322,615.154		272.80M	362.14M	466.72M	220.96M
Median Active Inventory Listing Price:				\$142,900		\$49,958	\$139,500	\$274,900	\$435,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

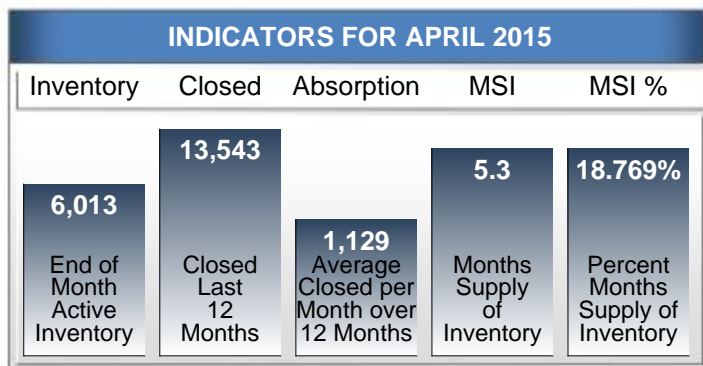
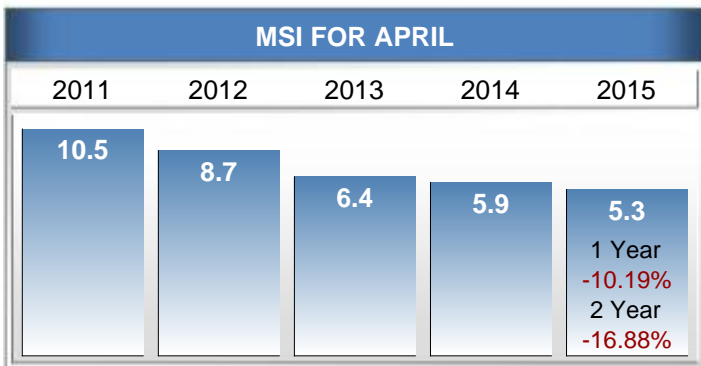
Active Inventory as of May 14, 2015



Months Supply of Inventory

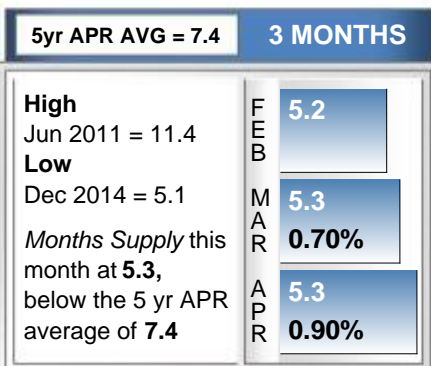
Report Produced on: May 14, 2015

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+
\$20,000 and less	227		3.78%	7.1	9.5	2.1	3.2	6.0
\$20,001 \$50,000	1,049		17.45%	10.3	15.4	3.8	4.8	9.6
\$50,001 \$90,000	863		14.35%	5.3	8.8	3.8	3.4	3.2
\$90,001 \$180,000	1,524		25.35%	3.3	6.8	2.9	3.2	3.6
\$180,001 \$280,000	981		16.31%	4.4	9.3	4.2	4.1	4.8
\$280,001 \$450,000	773		12.86%	7.3	25.2	5.8	7.0	7.5
\$450,001 and up	596		9.91%	14.2	50.4	12.9	11.3	14.0
MSI:		5.3			11.3	3.5	5.0	8.0
Total Active Inventory:		6,013			2,086	2,141	1,437	349



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

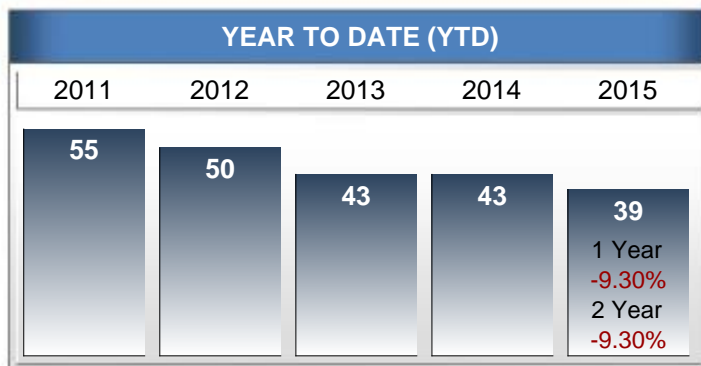
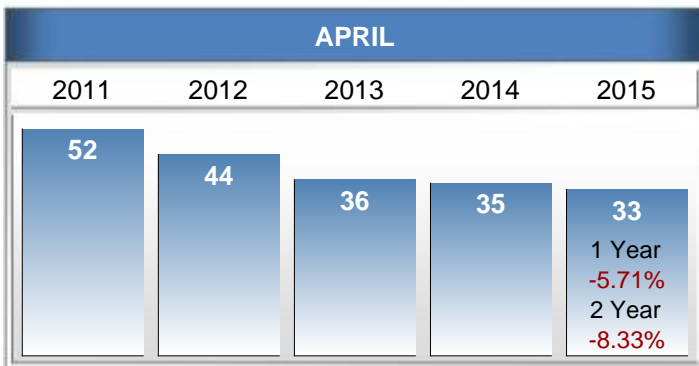
Closed Sales as of May 14, 2015



Median Days on Market to Sale

Report Produced on: May 14, 2015

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



Median Days on Market
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR



5yr APR AVG = 40 **3 MONTHS**

High
Jan 2011 = 59

Low
Jun 2014 = 31

Median DOM this month at **33**, below the 5 yr APR average of **40**

FEB	46
MAR	38
APR	33
-17.39%	
-13.16%	

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	96			8.59%	39.5	40.5	38.5	48.5	0.0
\$40,001 - \$80,000	152			13.60%	30.0	31.0	28.0	20.0	12.0
\$80,001 - \$120,000	169			15.12%	41.0	73.0	41.0	25.0	0.0
\$120,001 - \$170,000	277			24.78%	29.0	26.0	28.0	31.5	0.0
\$170,001 - \$220,000	179			16.01%	27.0	29.5	25.0	31.0	22.0
\$220,001 - \$300,000	132			11.81%	41.0	39.5	43.0	33.0	57.5
\$300,001 and up	113			10.11%	54.0	9.0	34.0	57.5	47.5
Median Closed DOM:					33.0	37.0	30.0	35.0	45.0
Total Closed Units:					1,118	183	631	279	25
Total Closed Volume:					194,532,801	15.38M	91.17M	77.10M	10.89M



Monthly Inventory Analysis

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April 2015

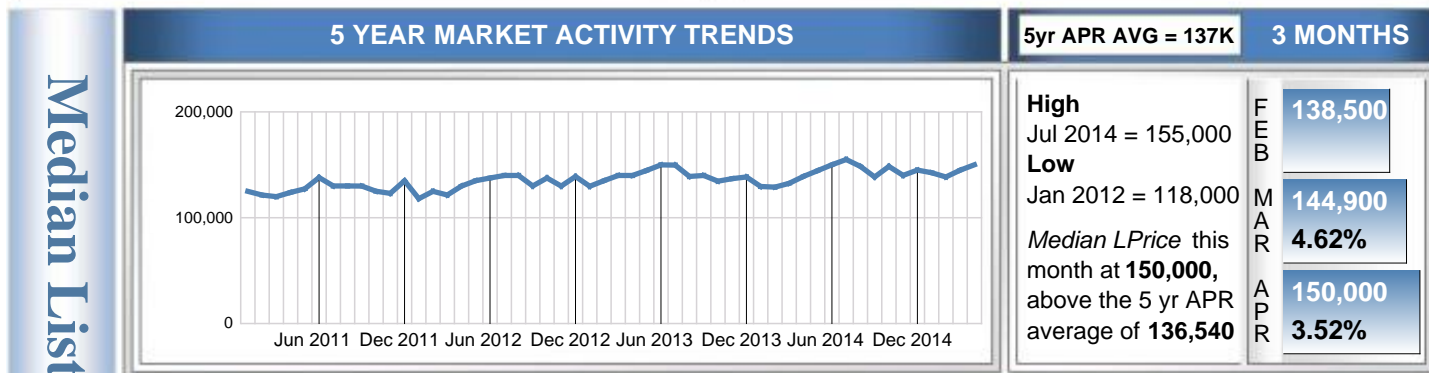
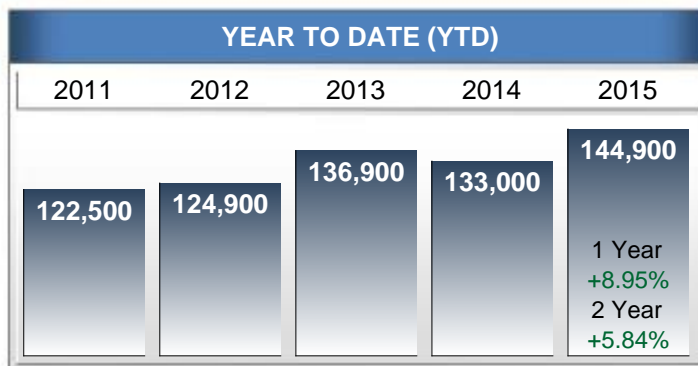
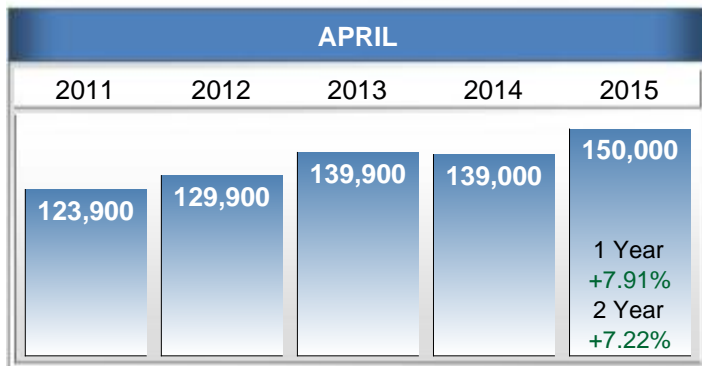
Closed Sales as of May 14, 2015



Median List Price at Closing

Report Produced on: May 14, 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	93		8.32%	27,995	27,998	25,600	33,400	0
\$40,001 - \$80,000	144		12.88%	63,250	57,900	65,000	57,000	74,000
\$80,001 - \$120,000	175		15.65%	100,000	94,500	100,000	103,765	0
\$120,001 - \$170,000	273		24.42%	149,000	149,950	145,000	155,950	0
\$170,001 - \$220,000	176		15.74%	194,650	194,500	192,000	198,260	177,000
\$220,001 - \$300,000	135		12.08%	249,000	249,000	245,000	249,900	263,200
\$300,001 and up	122		10.91%	385,000	1,590,000	350,000	384,000	512,550
Median List Price:		\$150,000			\$62,000	\$139,900	\$229,900	\$300,000
Total Closed Units:		1,118			183	631	279	25
Total List Volume:		200,722,782			16.38M	93.76M	79.12M	11.46M



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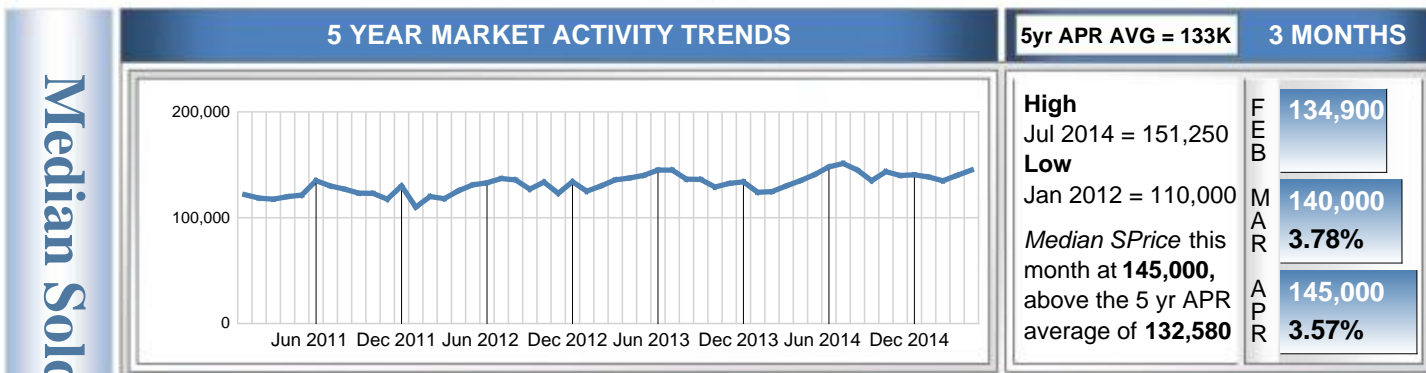
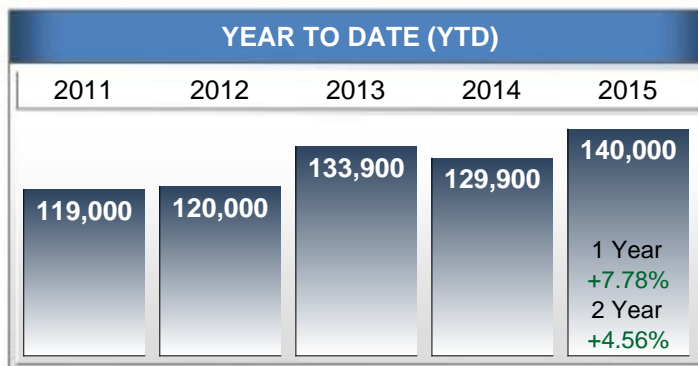
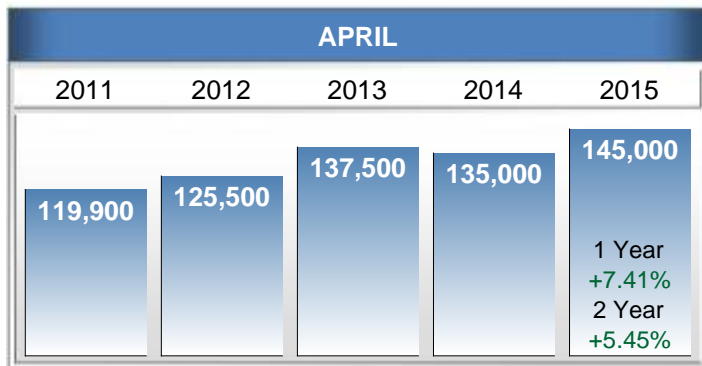
Closed Sales as of May 14, 2015



Median Sold Price at Closing

Report Produced on: May 14, 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	96		8.59%	26,050	26,050	25,076	29,200	0
\$40,001 - \$80,000	152		13.60%	62,000	56,150	63,625	62,000	78,000
\$80,001 - \$120,000	169		15.12%	100,000	95,000	100,000	104,000	0
\$120,001 - \$170,000	277		24.78%	145,000	150,000	144,500	152,500	0
\$170,001 - \$220,000	179		16.01%	190,000	190,000	189,500	195,438	192,250
\$220,001 - \$300,000	132		11.81%	249,250	252,500	247,000	251,785	256,750
\$300,001 and up	113		10.11%	384,000	1,200,000	370,000	376,000	482,500
Median Closed Price:	\$145,000				\$58,000	\$137,999	\$223,000	\$292,000
Total Closed Units:	1,118				183	631	279	25
Total Closed Volume:	194,532,801				15.38M	91.17M	77.10M	10.89M



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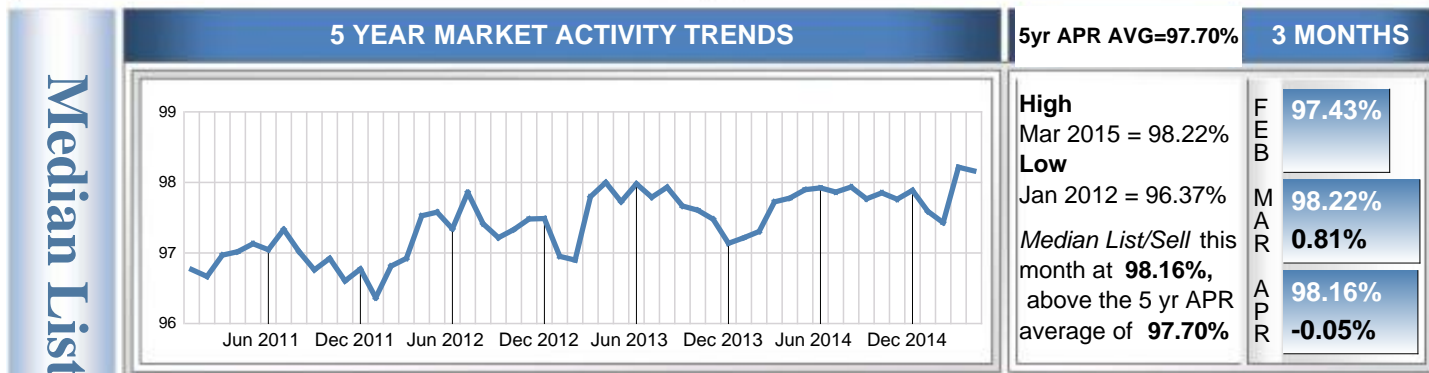
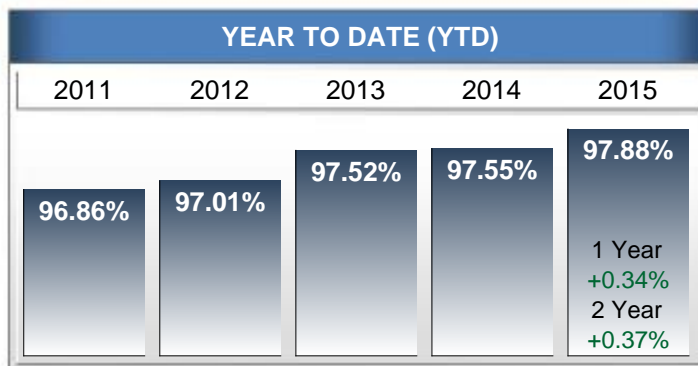
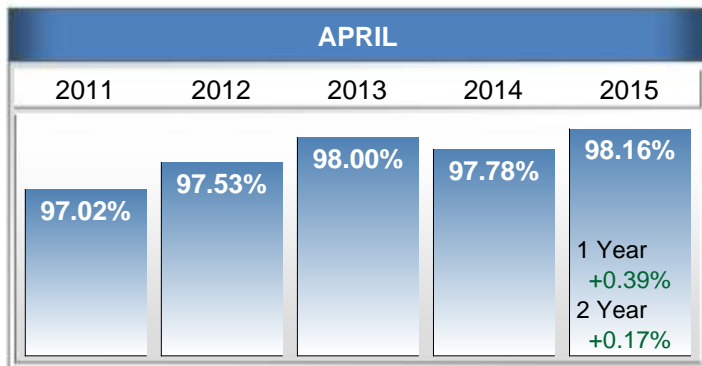
Closed Sales as of May 14, 2015



Median Percent of List Price to Selling Price

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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+
\$40,000 and less	96	8.59%	92.11%	93.30%	91.70%	82.15%	0.00%
\$40,001 - \$80,000	152	13.60%	95.39%	95.19%	95.20%	100.69%	105.41%
\$80,001 - \$120,000	169	15.12%	97.94%	97.37%	97.94%	100.00%	0.00%
\$120,001 - \$170,000	277	24.78%	98.77%	96.97%	99.27%	98.63%	0.00%
\$170,001 - \$220,000	179	16.01%	98.67%	97.75%	98.62%	99.46%	99.14%
\$220,001 - \$300,000	132	11.81%	98.47%	99.20%	98.27%	98.74%	97.92%
\$300,001 and up	113	10.11%	97.78%	75.47%	95.92%	98.38%	96.06%
Median List/Sell Ratio:	98.16%			96.95%	98.21%	98.68%	98.23%
Total Closed Units:	1,118			183	631	279	25
Total Closed Volume:	194,532,801			15.38M	91.17M	77.10M	10.89M



Monthly Inventory Analysis

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April 2015

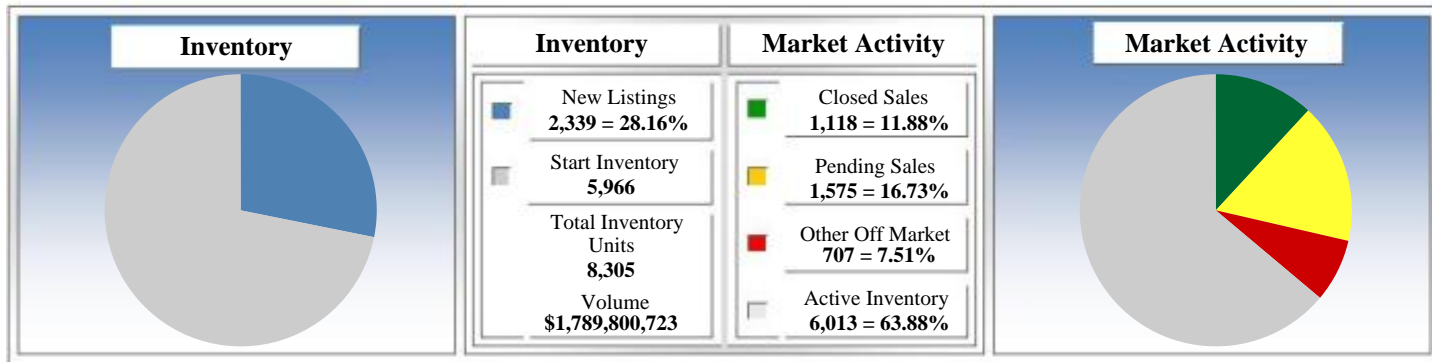
Inventory as of May 14, 2015



Market Summary

Report Produced on: May 14, 2015

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



Absorption: Last 12 months, an Average of **1,129** Sales/Month

Active Inventory as of April 30, 2015 = **6,013**

	APRIL			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	1,133	1,118	-1.32%	3,796	3,921	3.29%
Pending Sales	1,397	1,575	12.74%	4,641	5,124	10.41%
New Listings	2,558	2,339	-8.56%	9,202	8,838	-3.96%
Median List Price	139,000	150,000	7.91%	133,000	144,900	8.95%
Median Sale Price	135,000	145,000	7.41%	129,900	140,000	7.78%
Median Percent of List Price to Selling Price	97.78%	98.16%	0.39%	97.55%	97.88%	0.34%
Median Days on Market to Sale	35.00	33.00	-5.71%	43.00	39.00	-9.30%
Monthly Inventory	6,338	6,013	-5.13%	6,338	6,013	-5.13%
Months Supply of Inventory	5.93	5.33	-10.21%	5.93	5.33	-10.21%

