



# August 2015

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

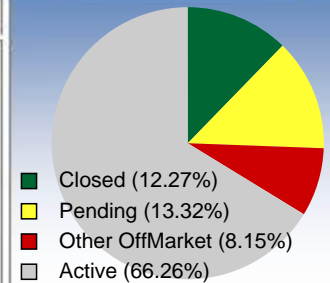


**Absorption:** Last 12 months, an Average of **1,125** Sales/Month

**Active Inventory** as of August 30, 2015 = **6,185**

	AUGUST		
	2014	2015	+/- %
Closed Listings	1,274	1,145	-10.13%
Pending Listings	1,249	1,243	-0.48%
New Listings	2,180	2,031	-6.83%
Median List Price	148,700	149,900	0.81%
Median Sale Price	145,000	146,500	1.03%
Median Percent of List Price to Selling Price	97.95%	97.93%	-0.02%
Median Days on Market to Sale	35.00	27.00	-22.86%
End of Month Inventory	6,442	6,185	-3.99%
Months Supply of Inventory	5.88	5.50	-6.42%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 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 August 2015 decreased **3.99%** to 6,185 existing homes available for sale. Over the last 12 months this area has had an average of 1,125 closed sales per month. This represents an unsold inventory index of **5.50** 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 **1.03%** in August 2015 to \$146,500 versus the previous year at \$145,000.

### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 8.00 days or **22.86%** in August 2015 compared to last year's same month at **35.00** DOM.

### Sales Success for August 2015 is Positive

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

There were 2,031 New Listings in August 2015, down **6.83%** from last year at 2,180. Furthermore, there were 1,145 Closed Listings this month versus last year at 1,274, a **-10.13%** decrease.

Closed versus Listed trends yielded a **56.4%** ratio, down from last year's August 2015 at **58.4%**, a **3.53%** downswing. 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2015

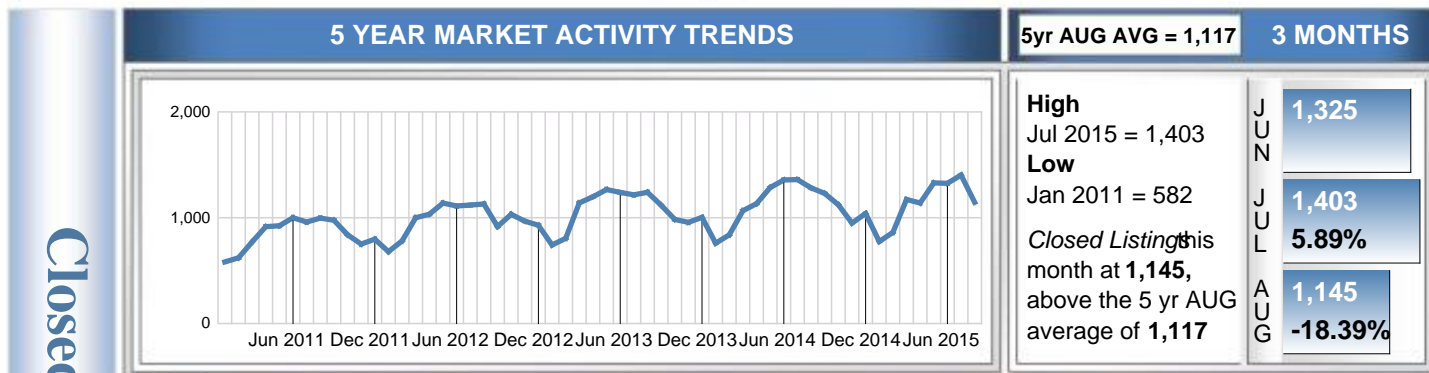
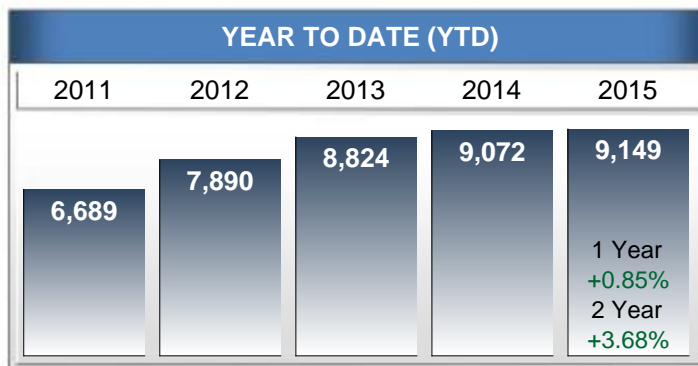
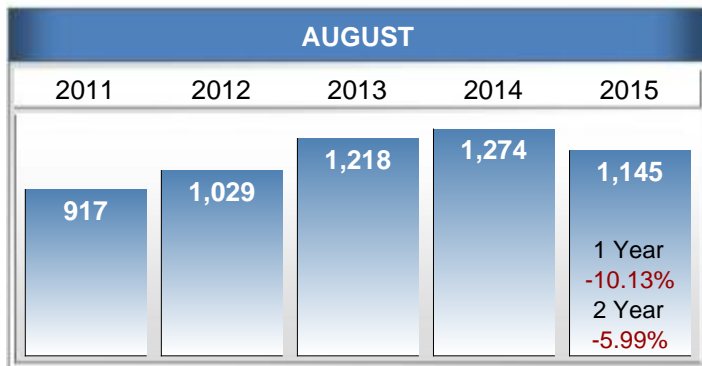
Closed Sales as of Sep 14, 2015



### Closed Listings

Report Produced on: Sep 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	84	7.34%	35.0	46	33	3	2
\$40,001 \$90,000	175	15.28%	34.0	55	111	8	1
\$90,001 \$120,000	148	12.93%	24.0	13	120	15	0
\$120,001 \$170,000	293	25.59%	22.0	19	226	45	3
\$170,001 \$230,000	176	15.37%	23.0	4	101	69	2
\$230,001 \$320,000	148	12.93%	29.5	7	59	66	16
\$320,001 and up	121	10.57%	41.0	5	23	67	26
Total Closed Units: 1,145				149	673	273	50
Total Closed Volume: 208,640,936				16.91M	99.25M	71.09M	21.39M
Median Closed Price: \$146,500				\$65,000	\$135,000	\$227,000	\$335,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2015

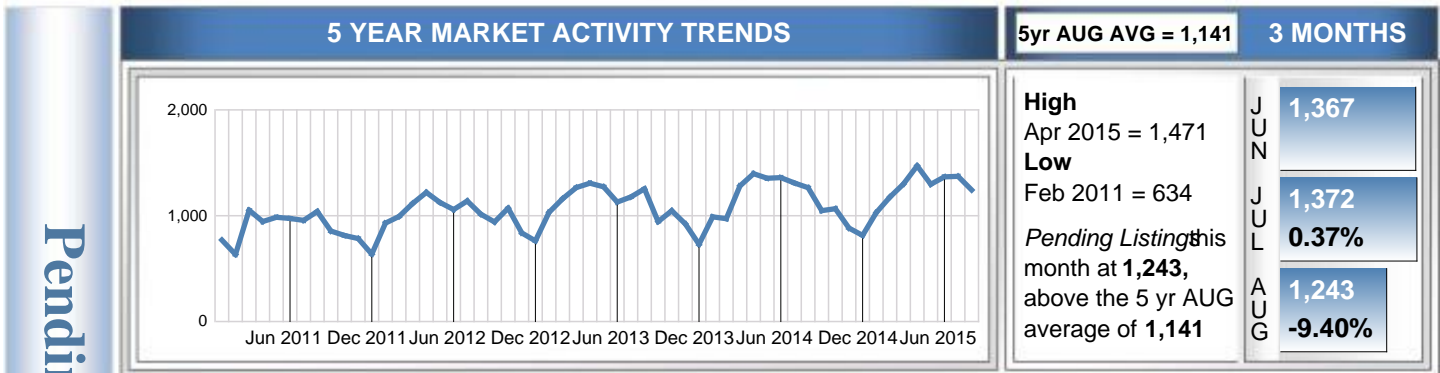
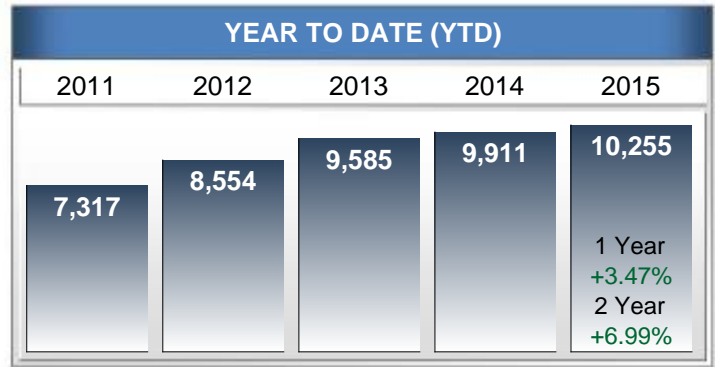
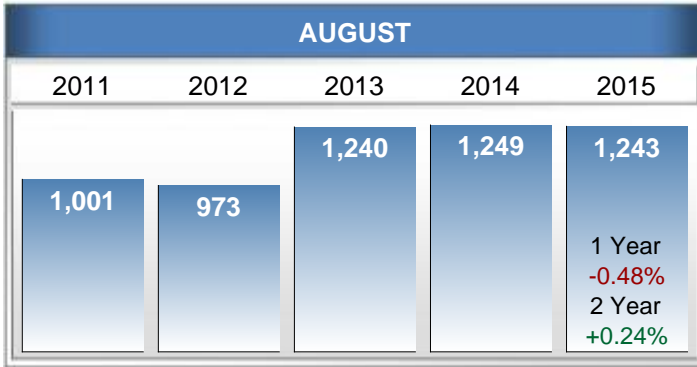
Pending Listings as of Sep 14, 2015



### Pending Listings

Report Produced on: Sep 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+
\$40,000 and less	107	8.61%	38.0	65	36	4	2
\$40,001 - \$80,000	171	13.76%	33.0	57	102	11	1
\$80,001 - \$120,000	195	15.69%	31.0	34	145	15	1
\$120,001 - \$170,000	300	24.14%	27.0	23	225	50	2
\$170,001 - \$220,000	181	14.56%	28.0	9	98	67	7
\$220,001 - \$310,000	162	13.03%	33.0	7	59	82	14
\$310,001 and up	127	10.22%	51.0	8	24	75	20
Total Pending Units: 1,243				203	689	304	47
Total Pending Volume: 217,087,007				18.72M	101.77M	79.20M	17.40M
Median Listing Price: \$144,900				\$69,900	\$134,900	\$227,500	\$279,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2015

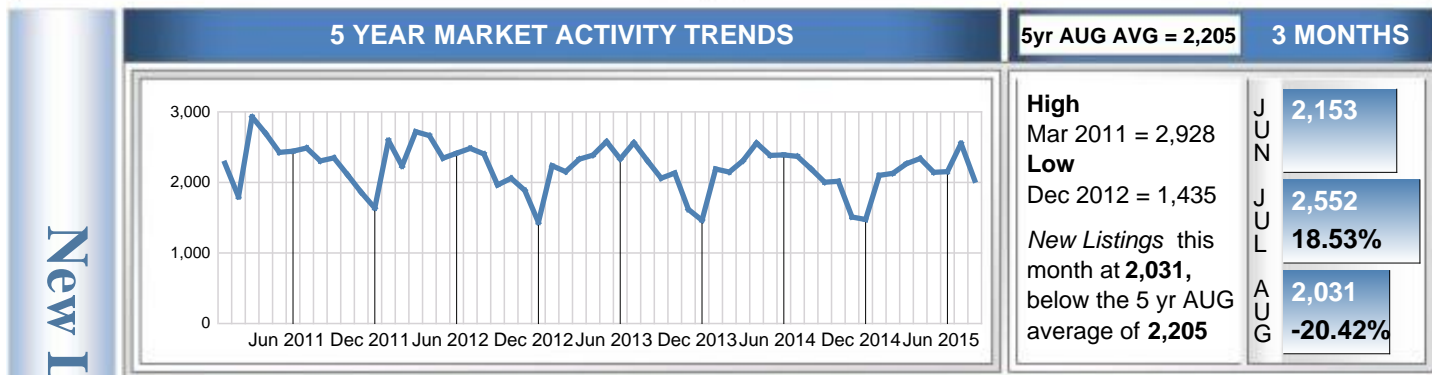
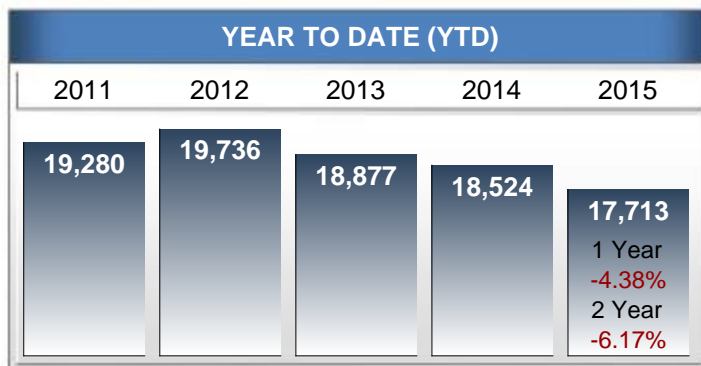
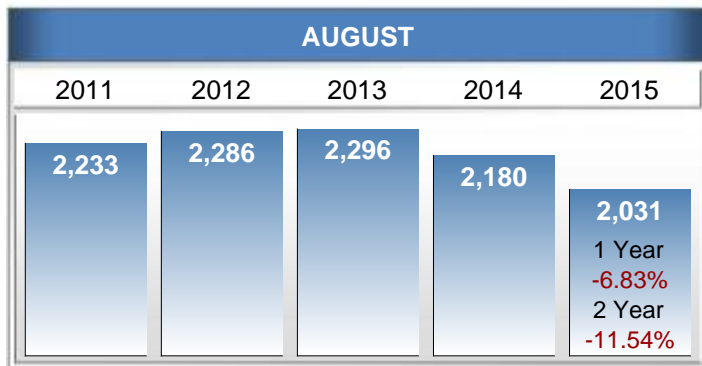
New Listings as of Sep 14, 2015



### New Listings

Report Produced on: Sep 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+
\$20,000 and less	135	6.65%	111	19	4	1
\$20,001 - \$70,000	322	15.85%	199	112	10	1
\$70,001 - \$110,000	262	12.90%	72	169	20	1
\$110,001 - \$180,000	553	27.23%	59	389	103	2
\$180,001 - \$260,000	296	14.57%	36	136	115	9
\$260,001 - \$380,000	258	12.70%	24	72	132	30
\$380,001 and up	205	10.09%	26	20	102	57
Total New Listed Units:			527	917	486	101
Total New Listed Volume:			64.71M	140.58M	146.69M	66.25M
Median New Listed Listing Price:			\$55,900	\$138,500	\$250,000	\$399,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2015

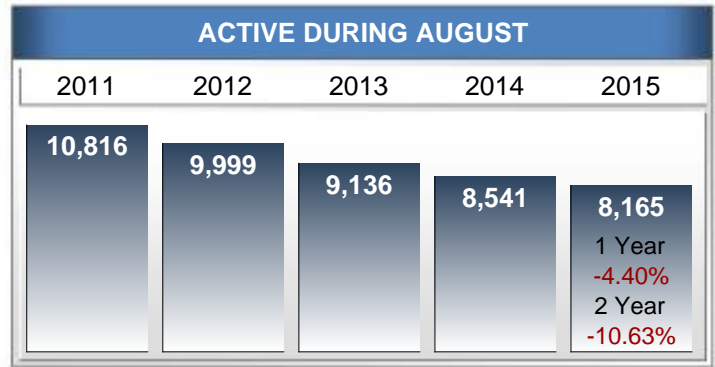
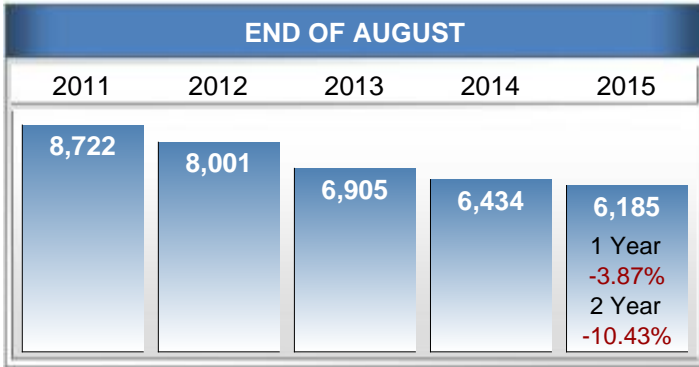
Active Inventory as of Sep 14, 2015



### Active Inventory

Report Produced on: Sep 14, 2015

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



Active Inventory

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5yr AUG AVG = 7,249		3 MONTHS	
<b>High</b>	Jul 2011 = 8,773	JUN	5,828
<b>Low</b>	Apr 2015 = 5,629	JUL	6,177
<i>Inventory this month at 6,185, below the 5 yr AUG average of 7,249</i>		AUG	6,185
			5.99%
			0.13%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	281	4.54%	40.0	241	31	8	1		
\$20,001 \$50,000	968	15.65%	59.0	788	152	28	0		
\$50,001 \$100,000	975	15.76%	60.0	451	445	72	7		
\$100,001 \$190,000	1,596	25.80%	50.5	232	1,019	325	20		
\$190,001 \$290,000	953	15.41%	55.0	109	355	434	55		
\$290,001 \$450,000	794	12.84%	67.0	91	143	439	121		
\$450,001 and up	618	9.99%	78.5	99	77	259	183		
Total Active Inventory by Units:				6,185	59.0	2,011	2,222	1,565	387
Total Active Inventory by Volume:				1,408,970,135		290.42M	375.22M	506.28M	237.06M
Median Active Inventory Listing Price:				\$149,900		\$50,000	\$139,974	\$272,000	\$431,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2015

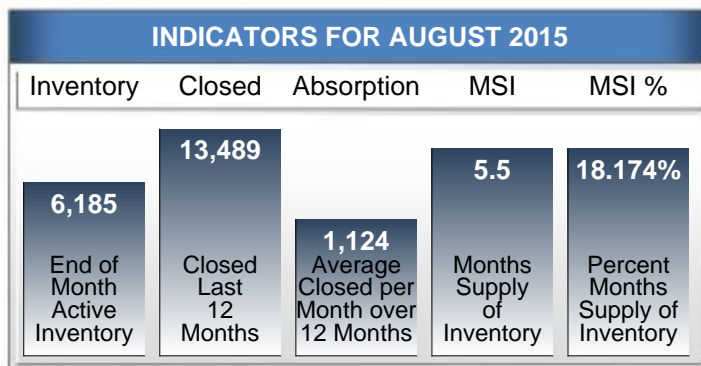
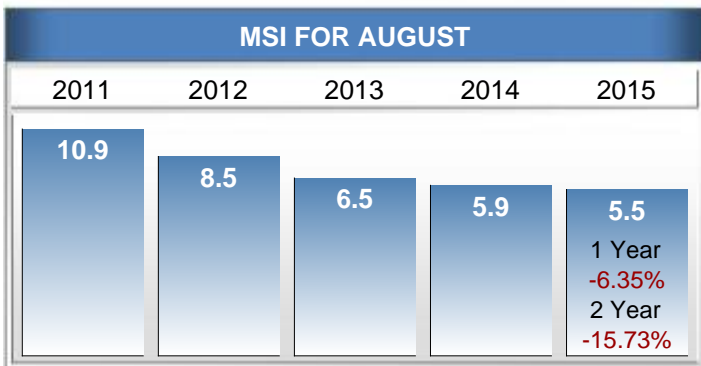
Active Inventory as of Sep 14, 2015



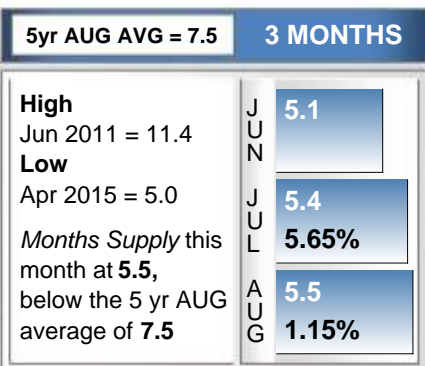
### Months Supply of Inventory

Report Produced on: Sep 14, 2015

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



Months Supply  
Ready to Buy or Sell Real Estate?  
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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	281	4.54%	9.7	12.4	4.0	6.9	2.4
\$20,001 \$50,000	968	15.65%	9.8	14.5	3.9	5.8	0.0
\$50,001 \$100,000	975	15.76%	4.9	8.6	3.4	4.9	4.4
\$100,001 \$190,000	1,596	25.80%	3.5	6.7	3.1	3.6	3.6
\$190,001 \$290,000	953	15.41%	4.8	12.2	4.1	4.7	5.0
\$290,001 \$450,000	794	12.84%	8.1	26.6	6.2	7.4	10.4
\$450,001 and up	618	9.99%	14.2	54.0	11.7	11.3	14.7
MSI:	5.5			11.5	3.6	5.5	8.9
Total Active Inventory:	6,185			2,011	2,222	1,565	387



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2015

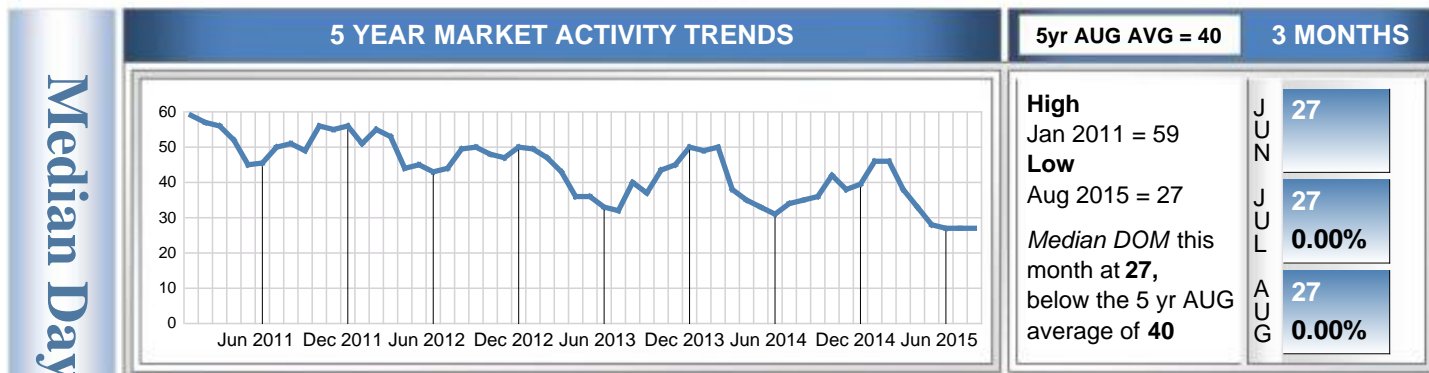
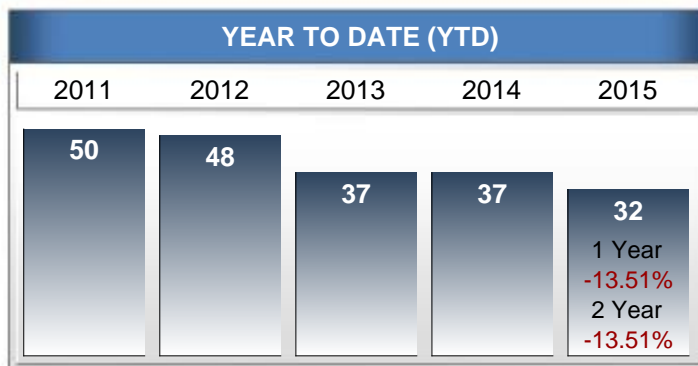
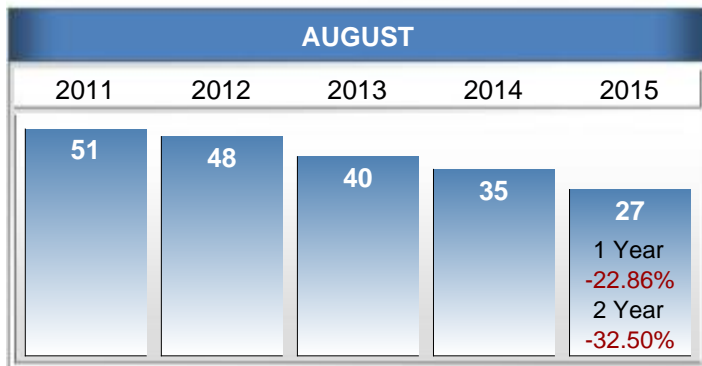
Closed Sales as of Sep 14, 2015



### Median Days on Market to Sale

Report Produced on: Sep 14, 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+
\$40,000 and less	84			7.34%	35.0	48.5	21.0	83.0	21.0
\$40,001 - \$90,000	175			15.28%	34.0	46.0	29.0	25.5	166.0
\$90,001 - \$120,000	148			12.93%	24.0	34.0	20.5	45.0	0.0
\$120,001 - \$170,000	293			25.59%	22.0	25.0	20.5	28.0	42.0
\$170,001 - \$230,000	176			15.37%	23.0	59.5	21.0	24.0	86.0
\$230,001 - \$320,000	148			12.93%	29.5	18.0	25.0	32.0	50.0
\$320,001 and up	121			10.57%	41.0	22.0	31.0	47.0	59.5
Median Closed DOM:	27.0					39.0	22.0	34.0	50.5
Total Closed Units:	1,145					149	673	273	50
Total Closed Volume:	208,640,936					16.91M	99.25M	71.09M	21.39M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2015

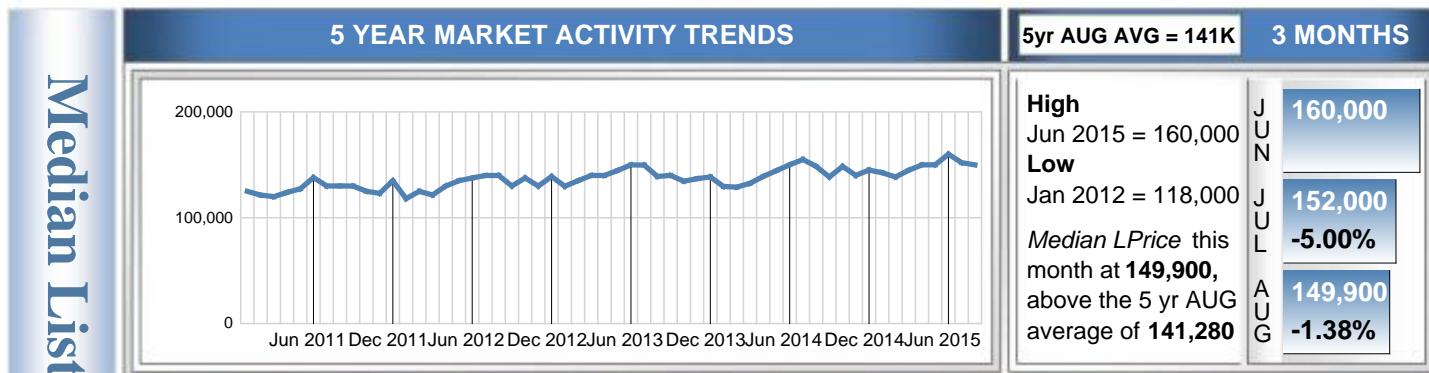
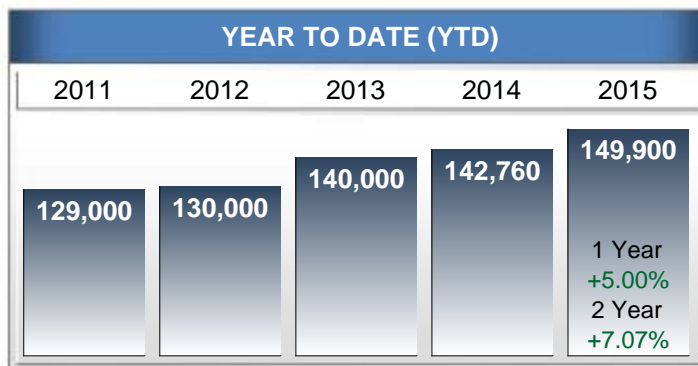
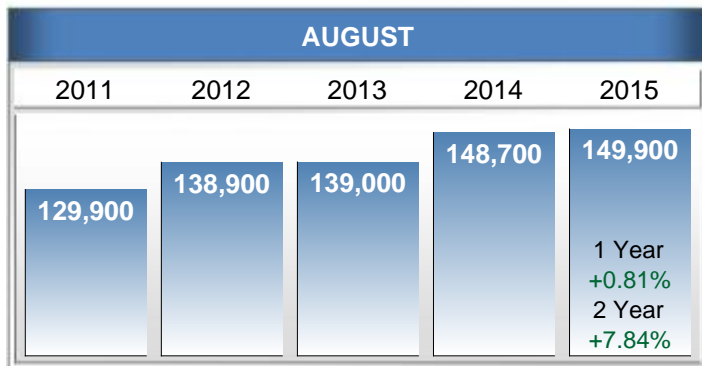
Closed Sales as of Sep 14, 2015



### Median List Price at Closing

Report Produced on: Sep 14, 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+
\$40,000 and less	78		6.81%	28,000	25,000	32,900	27,450	5,000
\$40,001 \$90,000	175		15.28%	68,908	69,900	68,908	72,100	50,000
\$90,001 \$120,000	142		12.40%	107,950	105,000	107,950	110,000	0
\$120,001 \$170,000	295		25.76%	144,900	132,450	144,850	151,630	142,450
\$170,001 \$230,000	176		15.37%	197,500	197,500	197,125	197,500	219,818
\$230,001 \$320,000	147		12.84%	274,560	264,780	260,236	274,900	279,900
\$320,001 and up	132		11.53%	415,000	425,000	359,500	404,450	500,000
Median List Price:		\$149,900			\$69,900	\$137,000	\$229,900	\$346,250
Total Closed Units:		1,145			149	673	273	50
Total List Volume:		214,767,725			17.78M	101.75M	72.93M	22.30M





# Monthly Inventory Analysis

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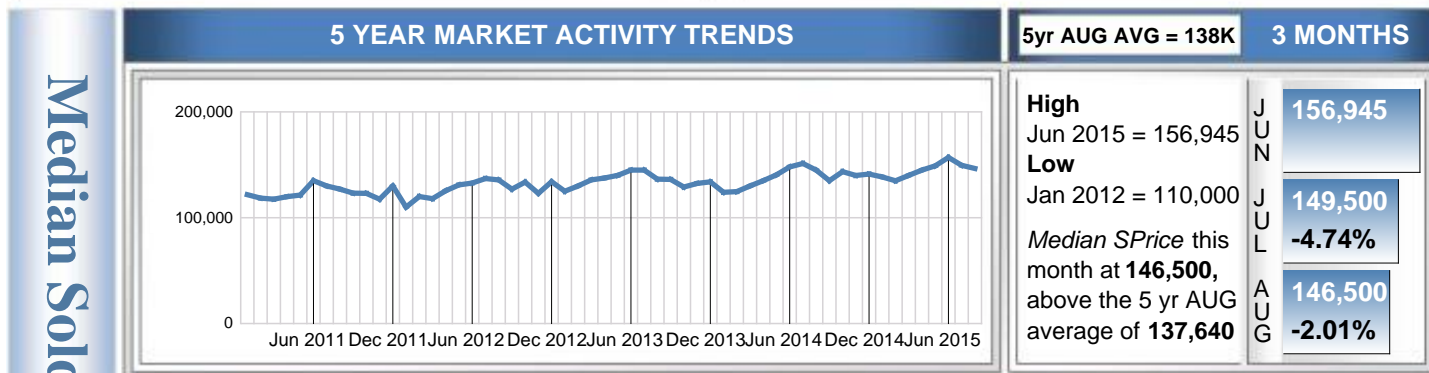
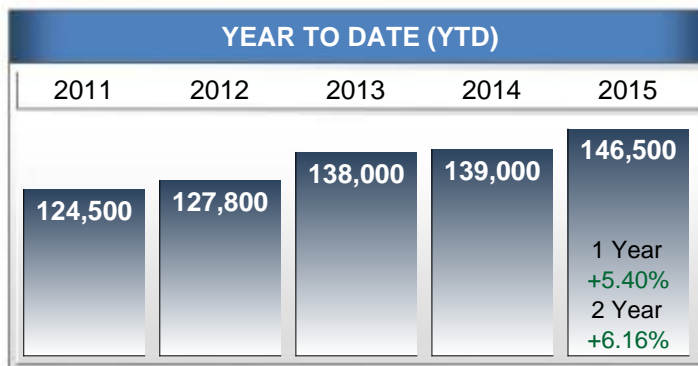
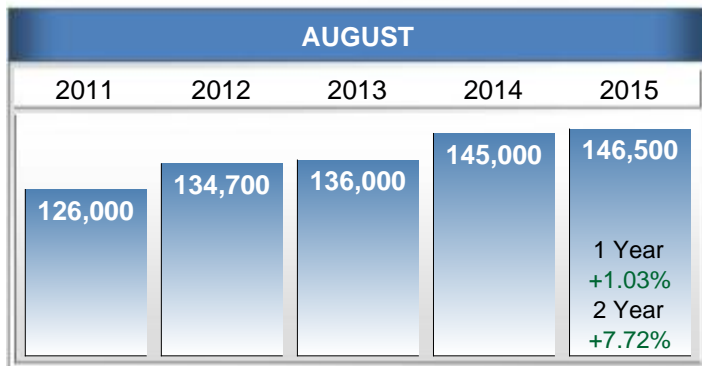
Closed Sales as of Sep 14, 2015



### Median Sold Price at Closing

Report Produced on: Sep 14, 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			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	84		7.34%	27,000	24,000	30,000	30,100	27,500
\$40,001 \$90,000	175		15.28%	65,800	63,000	67,000	65,813	50,000
\$90,001 \$120,000	148		12.93%	105,000	98,200	105,000	110,000	0
\$120,001 \$170,000	293		25.59%	143,873	129,900	141,875	150,000	154,900
\$170,001 \$230,000	176		15.37%	195,000	192,500	193,900	197,250	221,250
\$230,001 \$320,000	148		12.93%	270,500	274,750	260,236	274,380	269,950
\$320,001 and up	121		10.57%	418,000	377,000	368,500	410,000	503,500
Median Closed Price:	\$146,500				\$65,000	\$135,000	\$227,000	\$335,000
Total Closed Units:	1,145				149	673	273	50
Total Closed Volume:	208,640,936				16.91M	99.25M	71.09M	21.39M



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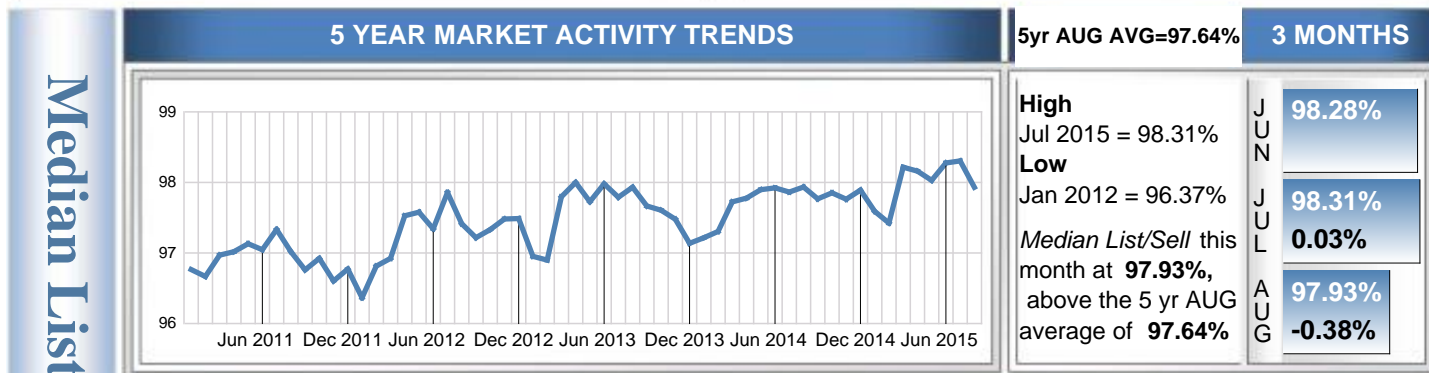
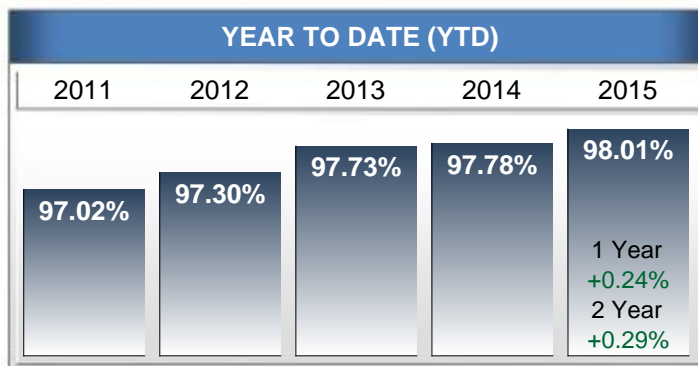
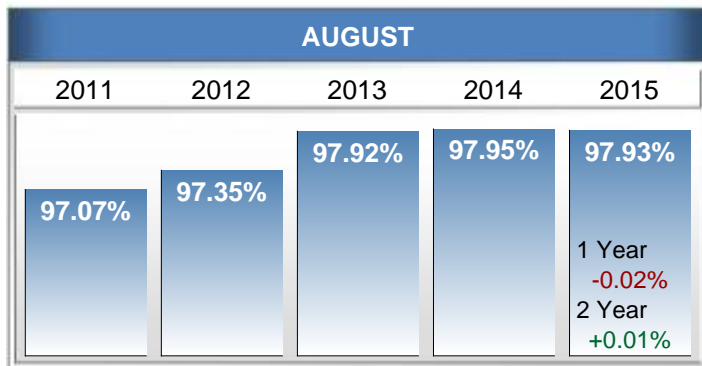
Closed Sales as of Sep 14, 2015



### 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

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+
\$40,000 and less	84	7.34%	94.15%	95.99%	92.20%	100.00%	550.00%
\$40,001 \$90,000	175	15.28%	95.95%	93.85%	96.77%	93.71%	100.00%
\$90,001 \$120,000	148	12.93%	97.56%	97.30%	97.71%	95.45%	0.00%
\$120,001 \$170,000	293	25.59%	99.29%	100.00%	99.28%	97.21%	100.00%
\$170,001 \$230,000	176	15.37%	98.30%	89.14%	98.04%	98.65%	99.47%
\$230,001 \$320,000	148	12.93%	98.03%	96.46%	98.46%	98.12%	96.18%
\$320,001 and up	121	10.57%	97.74%	100.00%	97.73%	97.86%	96.40%
Median List/Sell Ratio:	97.93%			96.27%	98.23%	97.95%	96.71%
Total Closed Units:	1,145			149	673	273	50
Total Closed Volume:	208,640,936			16.91M	99.25M	71.09M	21.39M



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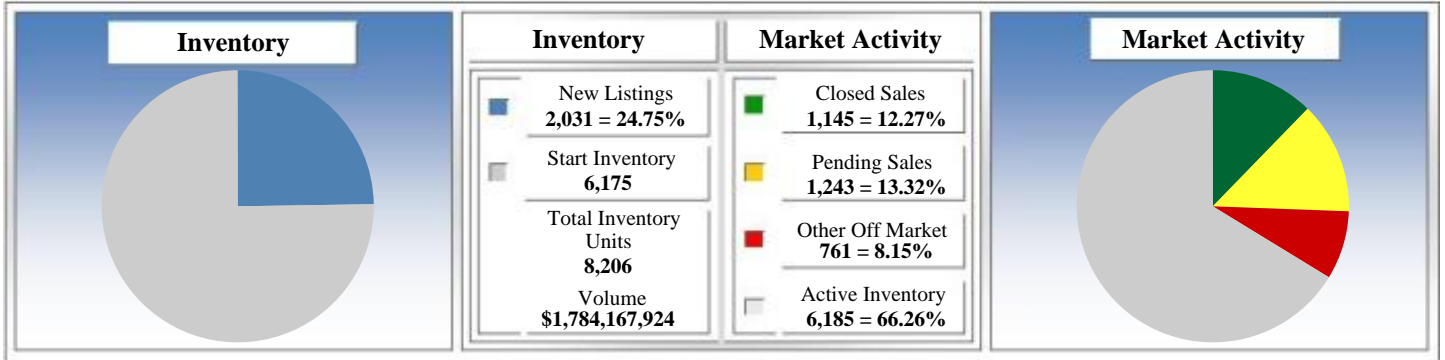
Inventory as of Sep 14, 2015



### Market Summary

Report Produced on: Sep 14, 2015

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



**Absorption:** Last 12 months, an Average of **1,125** Sales/Month

**Active Inventory** as of August 30, 2015 = **6,185**

	AUGUST			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,274	1,145	-10.13%	9,072	9,149	0.85%
Pending Sales	1,249	1,243	-0.48%	9,911	10,255	3.47%
New Listings	2,180	2,031	-6.83%	18,524	17,713	-4.38%
Median List Price	148,700	149,900	0.81%	142,760	149,900	5.00%
Median Sale Price	145,000	146,500	1.03%	139,000	146,500	5.40%
Median Percent of List Price to Selling Price	97.95%	97.93%	-0.02%	97.78%	98.01%	0.24%
Median Days on Market to Sale	35.00	27.00	-22.86%	37.00	32.00	-13.51%
Monthly Inventory	6,442	6,185	-3.99%	6,442	6,185	-3.99%
Months Supply of Inventory	5.88	5.50	-6.42%	5.88	5.50	-6.42%

