



December 2015

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

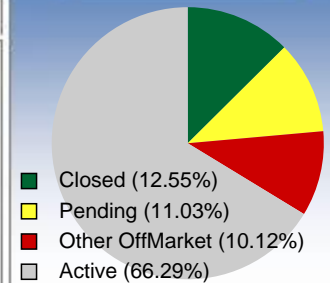


Absorption: Last 12 months, an Average of **1,132** Sales/Month

Active Inventory as of December 31, 2015 = **5,428**

	DECEMBER		
	2014	2015	+/- %
Closed Listings	1,040	1,028	-1.15%
Pending Listings	813	903	11.07%
New Listings	1,474	1,363	-7.53%
Median List Price	145,000	139,900	-3.52%
Median Sale Price	141,250	136,350	-3.47%
Median Percent of List Price to Selling Price	97.89%	98.20%	0.32%
Median Days on Market to Sale	39.50	35.00	-11.39%
End of Month Inventory	5,713	5,428	-4.99%
Months Supply of Inventory	5.10	4.80	-5.90%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2016

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 December 2015 decreased **4.99%** to 5,428 existing homes available for sale. Over the last 12 months this area has had an average of 1,132 closed sales per month. This represents an unsold inventory index of **4.80** 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 **3.47%** in December 2015 to \$136,350 versus the previous year at \$141,250.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 4.50 days or **11.39%** in December 2015 compared to last year's same month at **39.50** DOM.

Sales Success for December 2015 is Positive

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

There were 1,363 New Listings in December 2015, down **7.53%** from last year at 1,474. Furthermore, there were 1,028 Closed Listings this month versus last year at 1,040, a **-1.15%** decrease.

Closed versus Listed trends yielded a **75.4%** ratio, up from last year's December 2015 at **70.6%**, a **6.90%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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December 2015

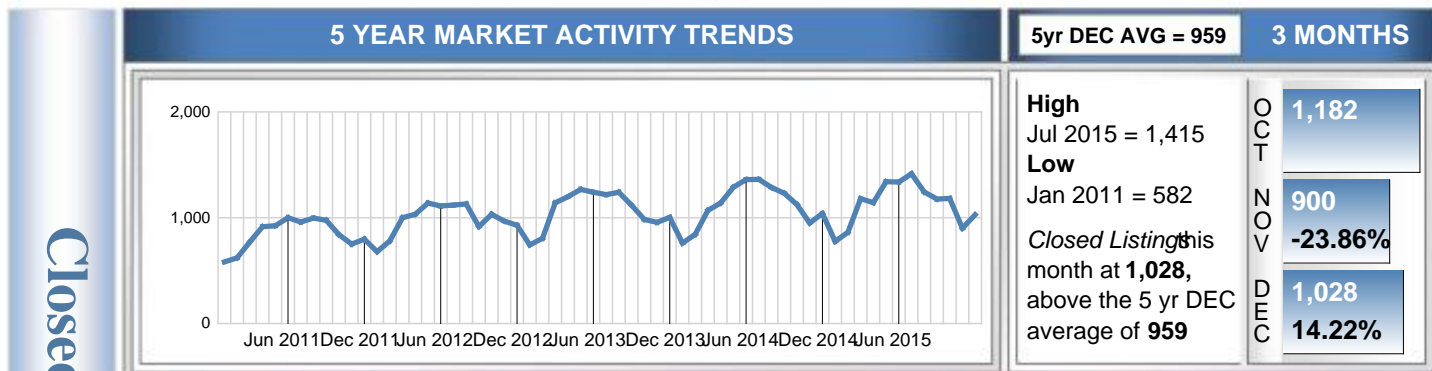
Closed Sales as of Jan 13, 2016



Closed Listings

Report Produced on: Jan 13, 2016

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+	
\$40,000 and less	91	8.85%	37.0	38	49	3	1	
\$40,001 - \$70,000	117	11.38%	33.0	44	64	7	2	
\$70,001 - \$110,000	158	15.37%	32.0	24	108	22	4	
\$110,001 - \$160,000	256	24.90%	31.5	27	183	41	5	
\$160,001 - \$210,000	161	15.66%	32.0	10	94	55	2	
\$210,001 - \$300,000	146	14.20%	43.5	5	59	72	10	
\$300,001 and up	99	9.63%	40.0	6	19	52	22	
Total Closed Units: 1,028				35.0	154	576	252	46
Total Closed Volume: 168,936,272					15.14M	79.24M	58.00M	16.55M
Median Closed Price: \$136,350					\$70,000	\$127,300	\$208,500	\$296,000



Monthly Inventory Analysis

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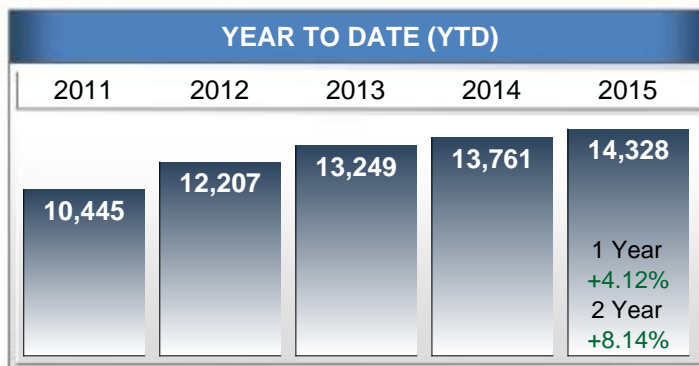
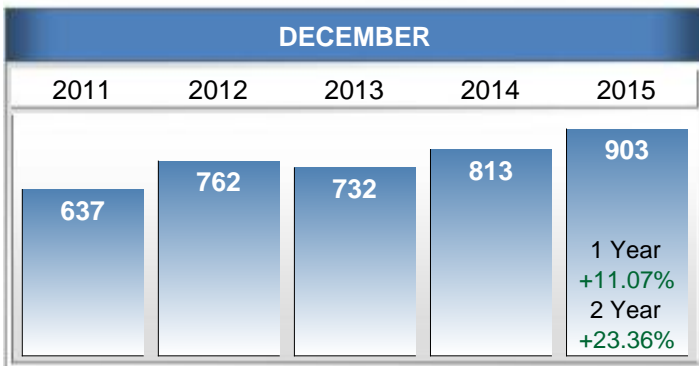
Pending Listings as of Jan 13, 2016



Pending Listings

Report Produced on: Jan 13, 2016

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



Pending Listings

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5yr DEC AVG = 769 **3 MONTHS**

High
Apr 2015 = 1,474

Low
Feb 2011 = 634

Pending Listing this month at **903**, above the 5 yr DEC average of **769**

OCT	1,128
NOV	987
DEC	903
-12.50%	
-8.51%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	84	9.30%	132.0	38	40	5	1	
\$30,001 \$60,000	93	10.30%	30.0	41	47	4	1	
\$60,001 \$100,000	137	15.17%	34.0	26	98	11	2	
\$100,001 \$150,000	216	23.92%	47.5	21	159	33	3	
\$150,001 \$210,000	165	18.27%	49.0	11	100	49	5	
\$210,001 \$310,000	114	12.62%	55.5	5	42	59	8	
\$310,001 and up	94	10.41%	42.0	5	14	60	15	
Total Pending Units: 903				46.0	147	500	221	35
Total Pending Volume: 146,531,870					12.88M	66.37M	56.00M	11.27M
Median Listing Price: \$134,900					\$56,700	\$125,000	\$220,300	\$289,000



Monthly Inventory Analysis

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December 2015

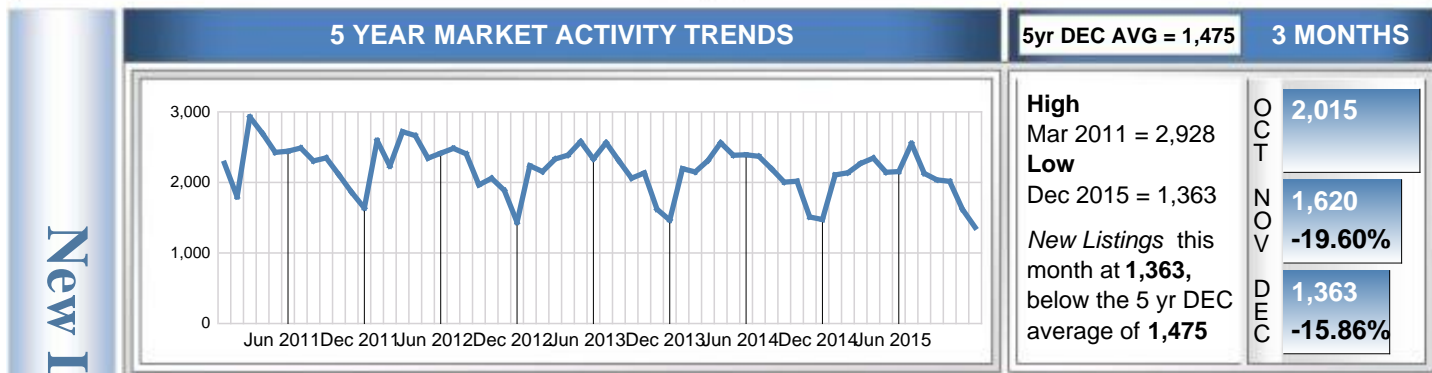
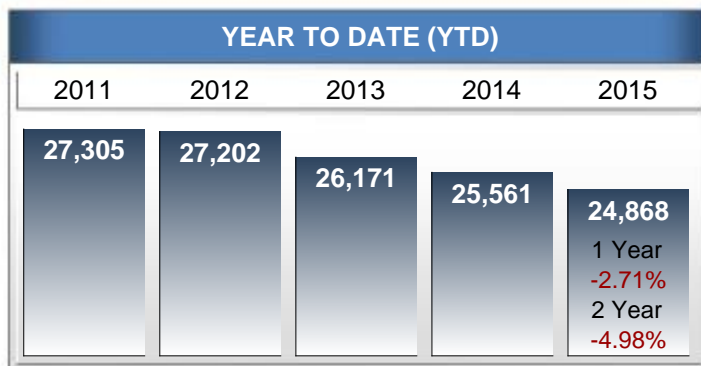
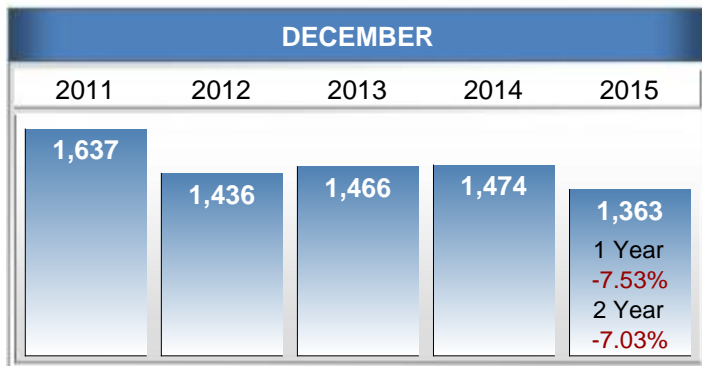
New Listings as of Jan 13, 2016



New Listings

Report Produced on: Jan 13, 2016

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+
\$40,000 and less	118	8.66%	73	36	9	0
\$40,001 \$70,000	167	12.25%	90	69	7	1
\$70,001 \$110,000	234	17.17%	82	126	24	2
\$110,001 \$170,000	299	21.94%	33	209	53	4
\$170,001 \$260,000	235	17.24%	21	118	89	7
\$260,001 \$390,000	165	12.11%	13	38	102	12
\$390,001 and up	145	10.64%	19	19	67	40
Total New Listed Units:			331	615	351	66
Total New Listed Volume:			52.21M	91.13M	104.55M	36.76M
Median New Listed Listing Price:			\$72,900	\$130,000	\$250,000	\$469,450



Monthly Inventory Analysis

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December 2015

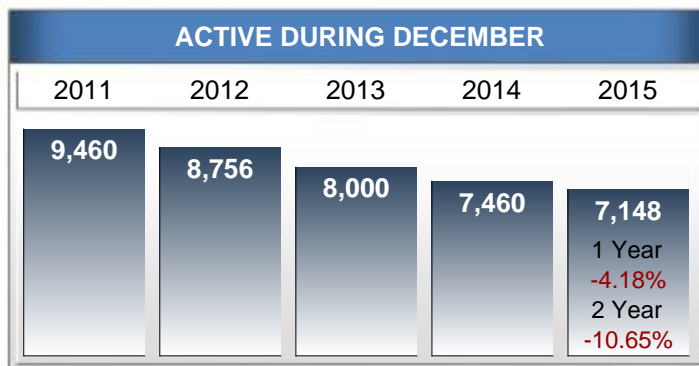
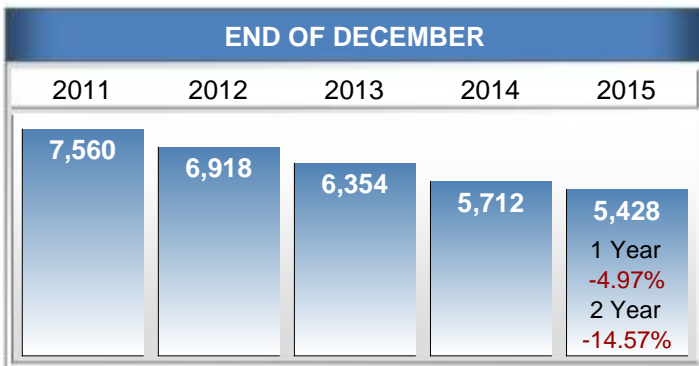
Active Inventory as of Jan 13, 2016



Active Inventory

Report Produced on: Jan 13, 2016

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



Active Inventory

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5yr DEC AVG = 6,394		3 MONTHS	
High	Jul 2011 = 8,770	OCT	5,869
Low	Dec 2015 = 5,428	NOV	5,805
Inventory this month at 5,428 , below the 5 yr DEC average of 6,394		DEC	5,428
			-1.09%
			-6.49%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	479	8.82%	98.0	419	51	9	0		
\$30,001 - \$60,000	640	11.79%	82.0	451	157	31	1		
\$60,001 - \$110,000	905	16.67%	69.0	337	493	67	8		
\$110,001 - \$190,000	1,337	24.63%	65.0	196	846	277	18		
\$190,001 - \$280,000	781	14.39%	80.0	91	299	349	42		
\$280,001 - \$450,000	735	13.54%	77.0	78	141	415	101		
\$450,001 and up	551	10.15%	81.0	79	67	227	178		
Total Active Inventory by Units:				5,428	76.0	1,651	2,054	1,375	348
Total Active Inventory by Volume:				1,254,781,279		242.45M	340.05M	446.80M	225.49M
Median Active Inventory Listing Price:				\$150,000		\$59,500	\$139,000	\$269,500	\$459,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

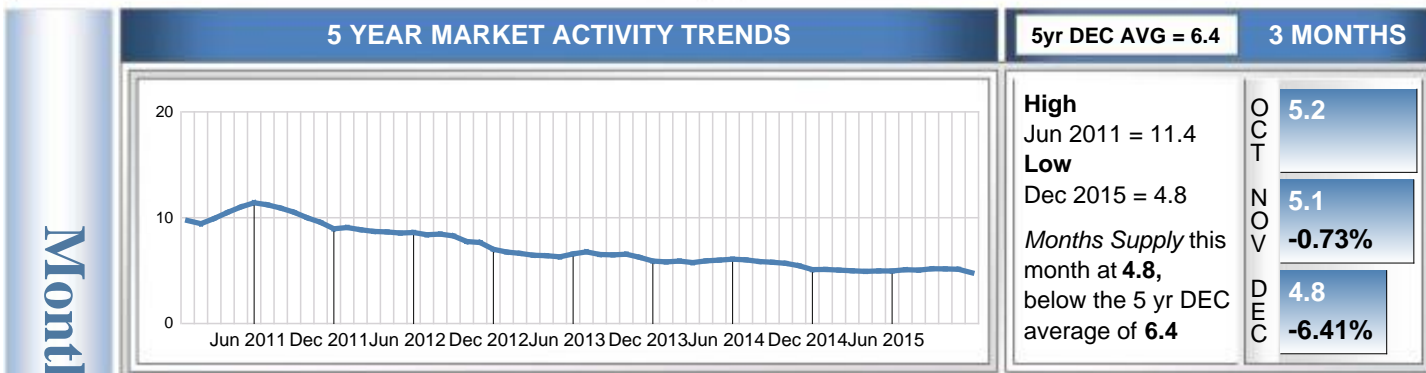
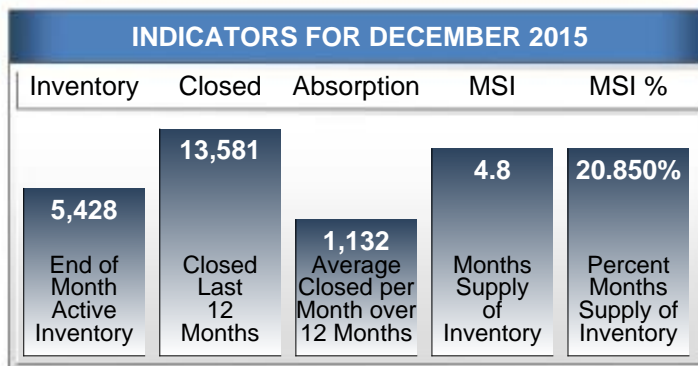
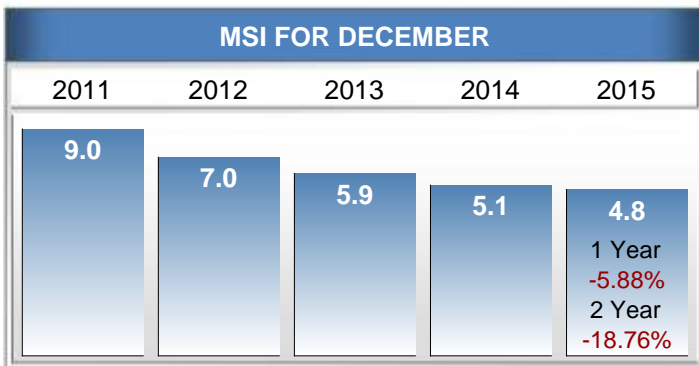
Active Inventory as of Jan 13, 2016



Months Supply of Inventory

Report Produced on: Jan 13, 2016

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	479		8.82%	7.8	10.5	2.8	3.6	0.0
\$30,001 \$60,000	640		11.79%	6.4	10.6	3.1	5.0	1.1
\$60,001 \$110,000	905		16.67%	4.3	7.2	3.4	3.7	5.3
\$110,001 \$190,000	1,337		24.63%	3.2	6.4	2.9	3.3	3.3
\$190,001 \$280,000	781		14.39%	4.1	10.4	3.7	3.9	3.8
\$280,001 \$450,000	735		13.54%	6.6	18.7	5.1	6.3	7.3
\$450,001 and up	551		10.15%	12.8	49.9	10.1	10.2	14.2
MSI:	4.8				9.5	3.3	4.8	7.6
Total Active Inventory:	5,428				1,651	2,054	1,375	348



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

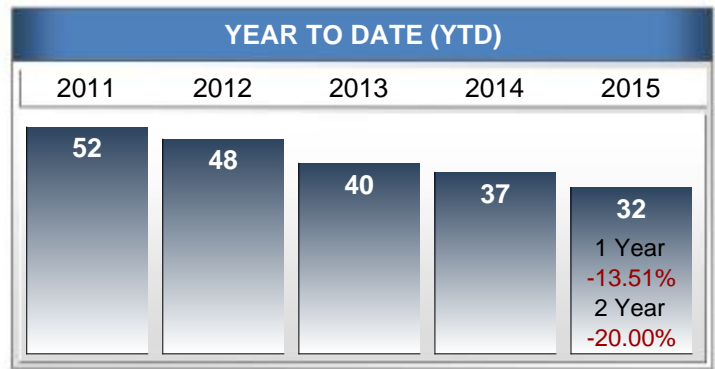
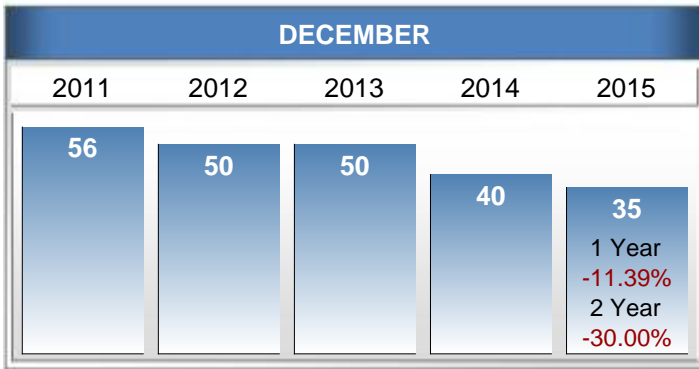
Closed Sales as of Jan 13, 2016



Median Days on Market to Sale

Report Produced on: Jan 13, 2016

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



Median Days on Market



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	91		8.85%	37.0	41.5	29.0	77.0	27.0
\$40,001 \$70,000	117		11.38%	33.0	31.5	25.5	38.0	30.5
\$70,001 \$110,000	158		15.37%	32.0	41.0	30.5	28.0	31.0
\$110,001 \$160,000	256		24.90%	31.5	21.0	31.0	56.0	15.0
\$160,001 \$210,000	161		15.66%	32.0	21.5	29.0	37.0	58.5
\$210,001 \$300,000	146		14.20%	43.5	5.0	46.0	38.0	57.0
\$300,001 and up	99		9.63%	40.0	23.5	34.0	43.5	43.0
Median Closed DOM:	35.0				31.0	31.0	39.0	40.0
Total Closed Units:	1,028				154	576	252	46
Total Closed Volume:	168,936,272				15.14M	79.24M	58.00M	16.55M

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Monthly Inventory Analysis

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December 2015

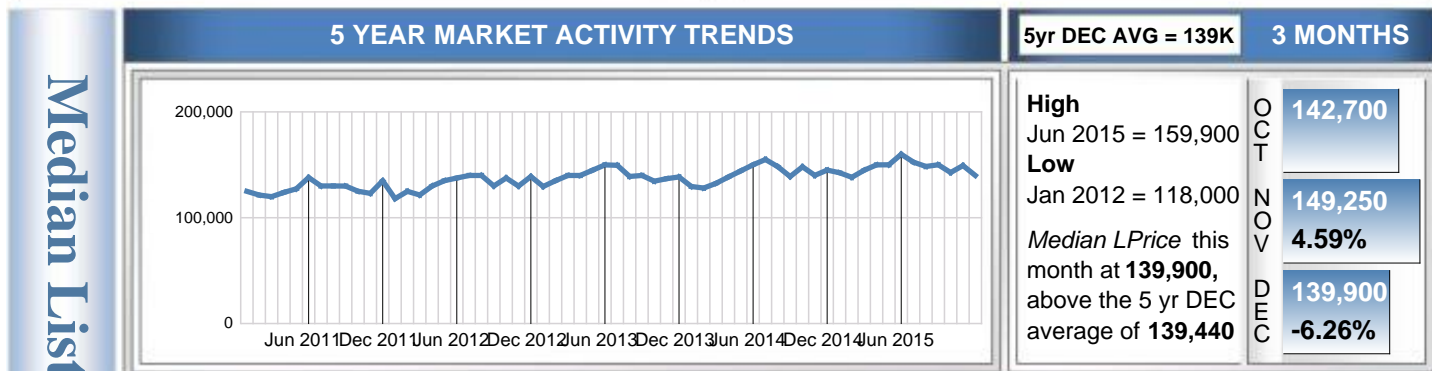
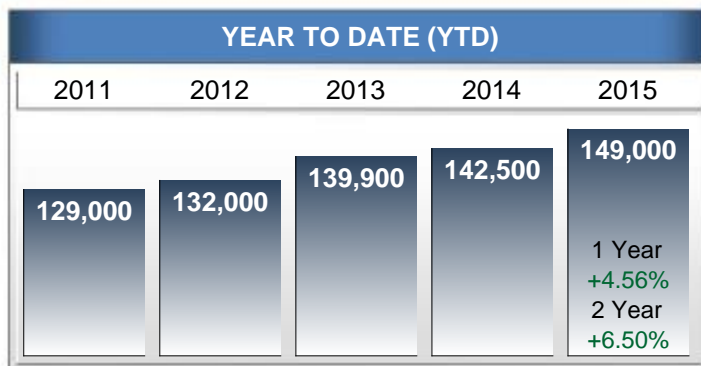
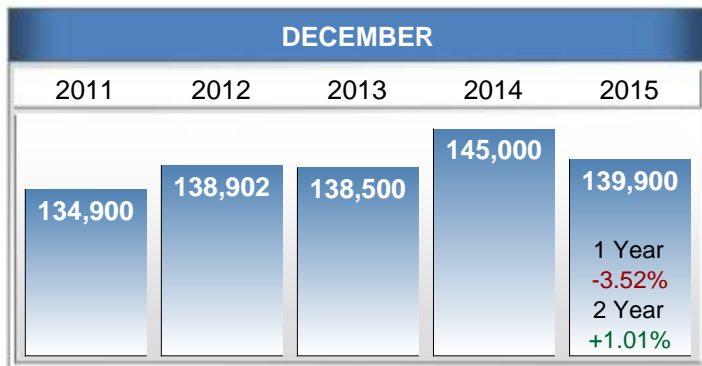
Closed Sales as of Jan 13, 2016



Median List Price at Closing

Report Produced on: Jan 13, 2016

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	83		8.07%	29,000	26,750	30,000	25,000	33,900
\$40,001 \$70,000	118		11.48%	55,000	55,000	55,000	61,200	61,725
\$70,001 \$110,000	151		14.69%	90,000	86,900	94,600	89,900	82,450
\$110,001 \$160,000	263		25.58%	135,000	133,000	134,900	139,250	138,000
\$160,001 \$210,000	155		15.08%	180,000	192,450	176,000	187,700	177,450
\$210,001 \$300,000	151		14.69%	252,500	229,500	249,950	260,103	276,950
\$300,001 and up	107		10.41%	369,900	394,900	338,750	371,900	469,700
Median List Price:	\$139,900				\$70,000	\$129,650	\$214,650	\$307,450
Total Closed Units:	1,028				154	576	252	46
Total List Volume:	173,850,178				15.94M	81.35M	59.48M	17.07M



Monthly Inventory Analysis

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December 2015

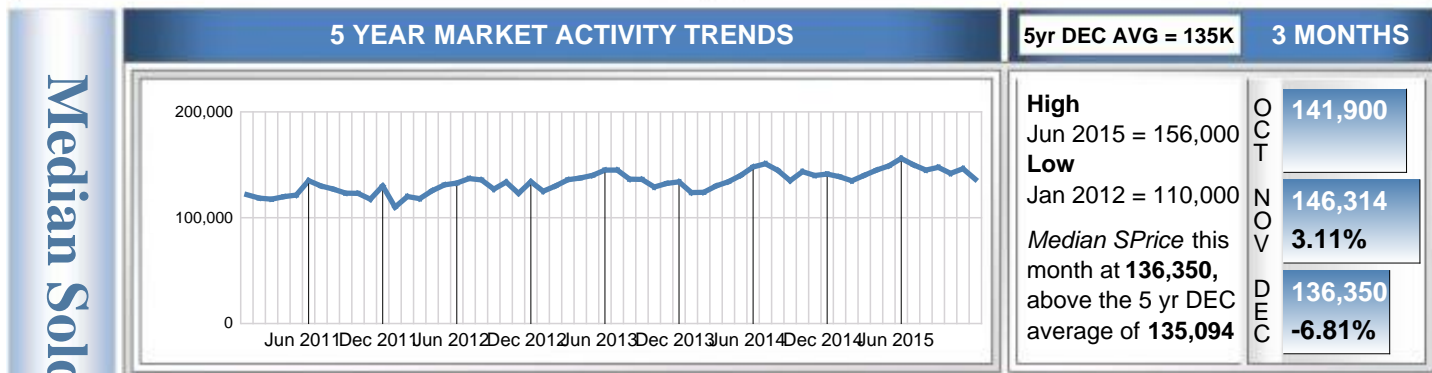
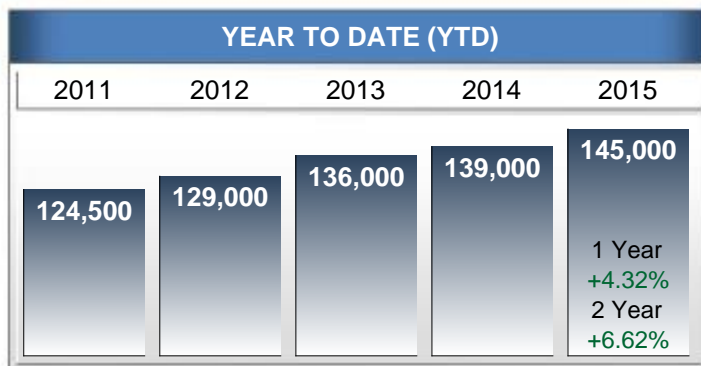
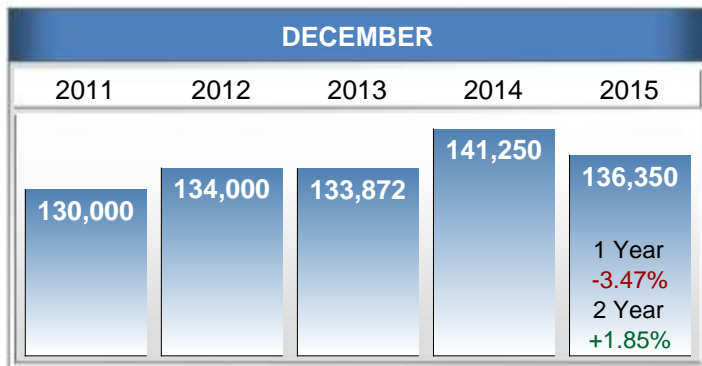
Closed Sales as of Jan 13, 2016



Median Sold Price at Closing

Report Produced on: Jan 13, 2016

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			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	91		8.85%	26,000	23,800	28,000	20,000	31,450
\$40,001 \$70,000	117		11.38%	55,000	56,500	52,500	54,000	60,411
\$70,001 \$110,000	158		15.37%	90,950	92,600	92,250	86,500	82,475
\$110,001 \$160,000	256		24.90%	133,993	130,000	133,000	140,000	138,000
\$160,001 \$210,000	161		15.66%	182,000	191,000	175,250	185,000	177,500
\$210,001 \$300,000	146		14.20%	256,000	235,000	250,000	260,653	271,500
\$300,001 and up	99		9.63%	375,500	365,000	349,000	367,445	506,450
Median Closed Price:	\$136,350				\$70,000	\$127,300	\$208,500	\$296,000
Total Closed Units:	1,028				154	576	252	46
Total Closed Volume:	168,936,272				15.14M	79.24M	58.00M	16.55M



Monthly Inventory Analysis

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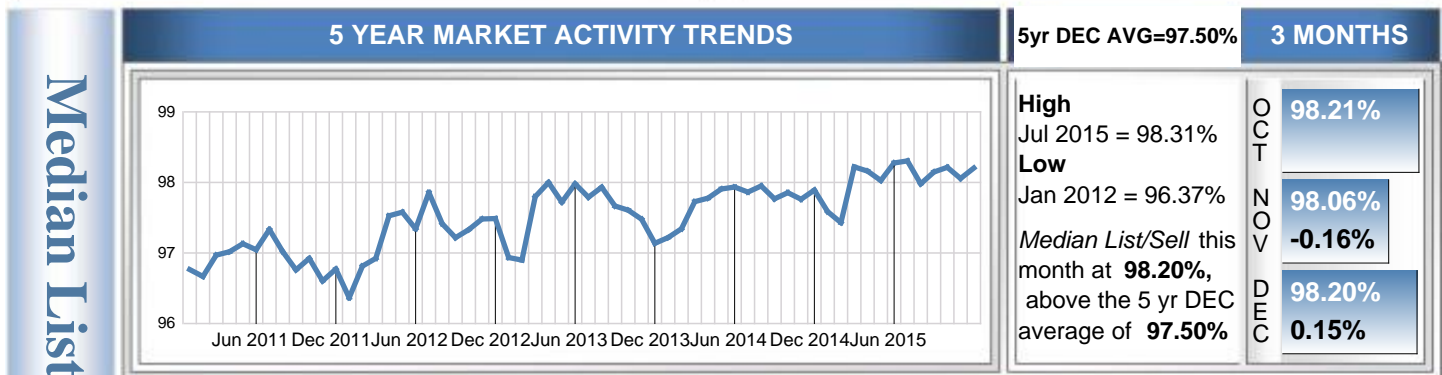
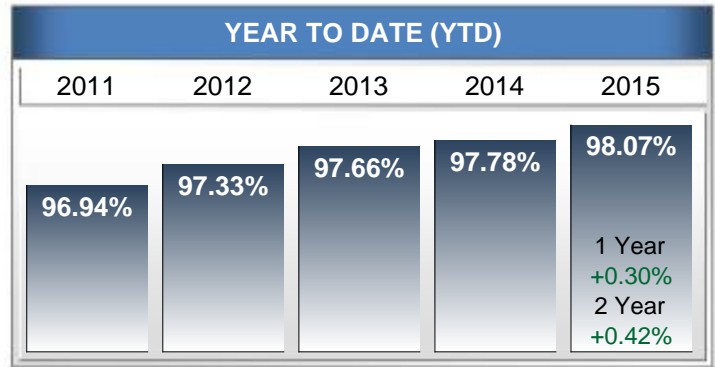
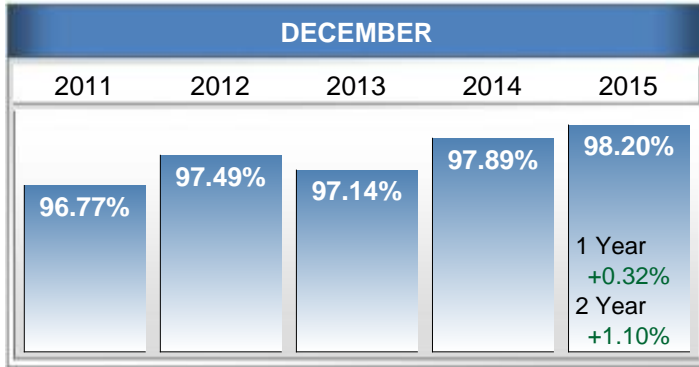
Closed Sales as of Jan 13, 2016



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+
\$40,000 and less	91	8.85%	90.63%	88.63%	90.89%	87.36%	92.77%
\$40,001 - \$70,000	117	11.38%	97.69%	100.00%	96.69%	98.50%	98.34%
\$70,001 - \$110,000	158	15.37%	98.71%	96.41%	99.36%	97.84%	100.03%
\$110,001 - \$160,000	256	24.90%	98.32%	96.60%	98.37%	97.99%	97.78%
\$160,001 - \$210,000	161	15.66%	98.54%	96.08%	98.57%	98.56%	100.07%
\$210,001 - \$300,000	146	14.20%	98.24%	97.78%	98.34%	98.30%	96.80%
\$300,001 and up	99	9.63%	97.93%	96.18%	97.13%	98.01%	98.41%
Median List/Sell Ratio:	98.20%			96.11%	98.35%	98.24%	98.20%
Total Closed Units:	1,028			154	576	252	46
Total Closed Volume:	168,936,272			15.14M	79.24M	58.00M	16.55M



Monthly Inventory Analysis

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December 2015

Inventory as of Jan 13, 2016



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 1,132 Sales/Month

Active Inventory as of December 31, 2015 = 5,428

	DECEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	1,040	1,028	-1.15%	13,451	13,581	0.97%
Pending Sales	813	903	11.07%	13,761	14,328	4.12%
New Listings	1,474	1,363	-7.53%	25,561	24,868	-2.71%
Median List Price	145,000	139,900	-3.52%	142,500	149,000	4.56%
Median Sale Price	141,250	136,350	-3.47%	139,000	145,000	4.32%
Median Percent of List Price to Selling Price	97.89%	98.20%	0.32%	97.78%	98.07%	0.30%
Median Days on Market to Sale	39.50	35.00	-11.39%	37.00	32.00	-13.51%
Monthly Inventory	5,713	5,428	-4.99%	5,713	5,428	-4.99%
Months Supply of Inventory	5.10	4.80	-5.90%	5.10	4.80	-5.90%

