



February 2015

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

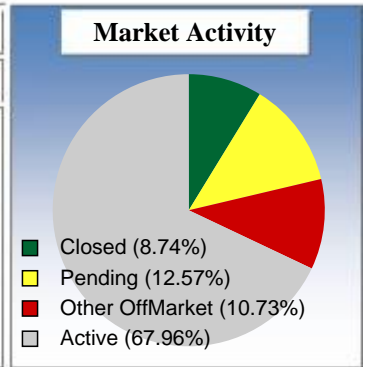


Absorption: Last 12 months, an Average of **1,123** Sales/Month

Active Inventory as of February 28, 2015 = **6,640**

Closed Listings	837	854	2.03%
Pending Listings	955	1,228	28.59%
New Listings	2,156	2,133	-1.07%
Average List Price	155,722	165,399	6.21%
Average Sale Price	149,616	159,164	6.38%
Average Percent of List Price to Selling Price	96.24%	96.49%	0.26%
Average Days on Market to Sale	61.26	58.94	-3.79%
End of Month Inventory	7,610	6,640	-12.75%
Months Supply of Inventory	7.03	5.91	-15.93%

FEBRUARY		
2014	2015	+/- %
837	854	2.03%
955	1,228	28.59%
2,156	2,133	-1.07%
155,722	165,399	6.21%
149,616	159,164	6.38%
96.24%	96.49%	0.26%
61.26	58.94	-3.79%
7,610	6,640	-12.75%
7.03	5.91	-15.93%



Monthly Inventory Analysis

Report Produced on: Mar 16, 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 February 2015 decreased **12.75%** to 6,640 existing homes available for sale. Over the last 12 months this area has had an average of 1,123 closed sales per month. This represents an unsold inventory index of **5.91** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **6.38%** in February 2015 to \$159,164 versus the previous year at \$149,616.

Average Days on Market Shortens

The average number of **58.94** days that homes spent on the market before selling decreased by 2.32 days or **3.79%** in February 2015 compared to last year's same month at **61.26** DOM.

Sales Success for February 2015 is Positive

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

There were 2,133 New Listings in February 2015, down **1.07%** from last year at 2,156. Furthermore, there were 854 Closed Listings this month versus last year at 837, a **2.03%** increase.

Closed versus Listed trends yielded a **40.0%** ratio, up from last year's February 2015 at **38.8%**, a **3.13%** 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®

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

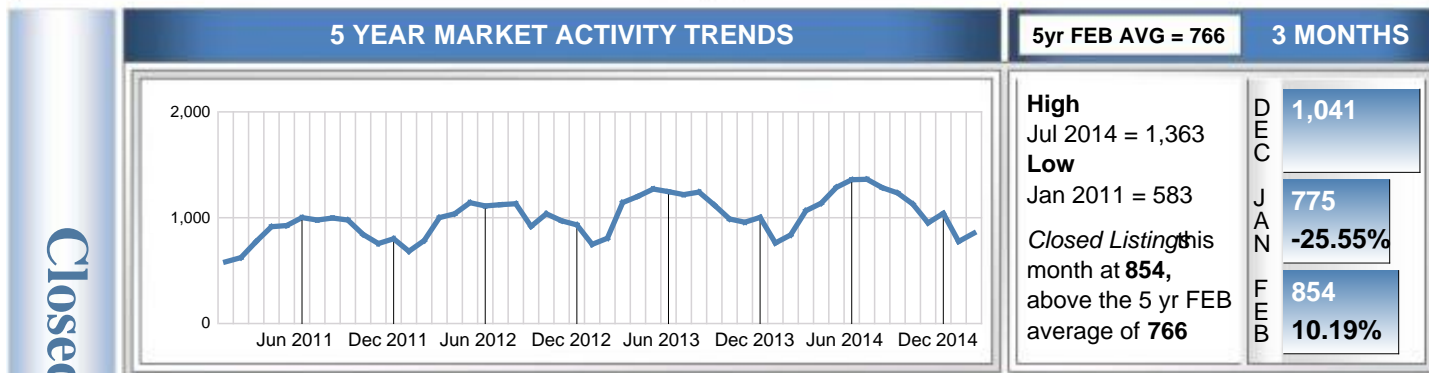
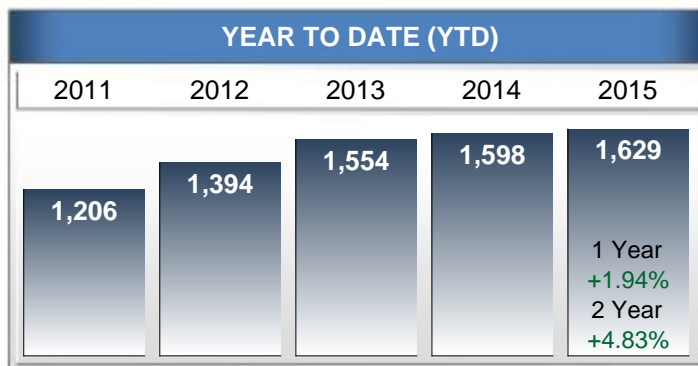
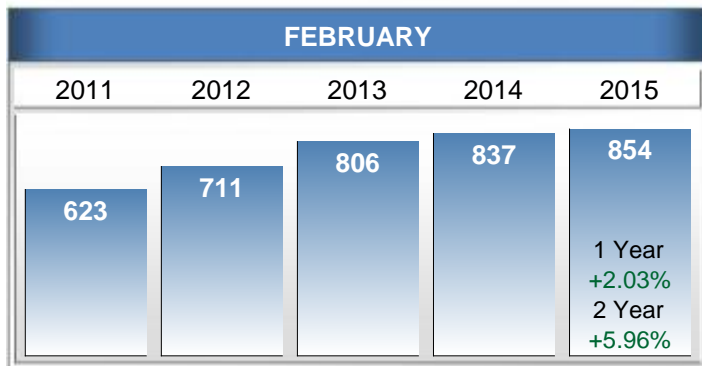
Closed Sales as of Mar 16, 2015



Closed Listings

Report Produced on: Mar 16, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	32	3.75%	55.5	23	8	1	0	
\$25,001 \$50,000	74	8.67%	55.1	35	33	6	0	
\$50,001 \$100,000	195	22.83%	53.8	49	129	16	1	
\$100,001 \$150,000	197	23.07%	57.5	17	148	32	0	
\$150,001 \$200,000	143	16.74%	62.9	10	85	48	0	
\$200,001 \$300,000	130	15.22%	64.7	11	39	71	9	
\$300,001 and up	83	9.72%	63.4	4	14	49	16	
Total Closed Units: 854				58.9	149	456	223	26
Total Closed Volume: 135,926,175					13.48M	58.44M	52.32M	11.68M
Average Closed Price: \$159,164					\$90,501	\$128,160	\$234,633	\$449,135

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

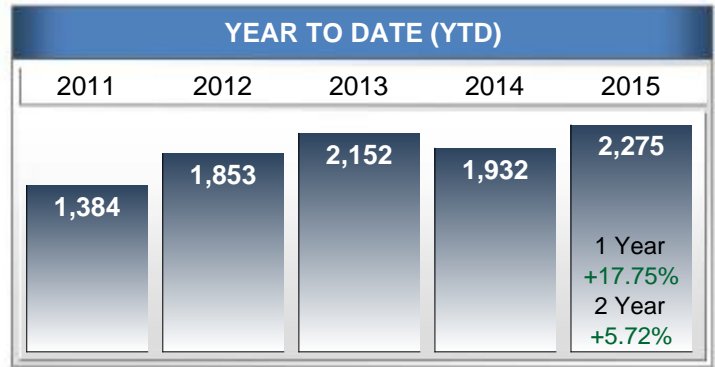
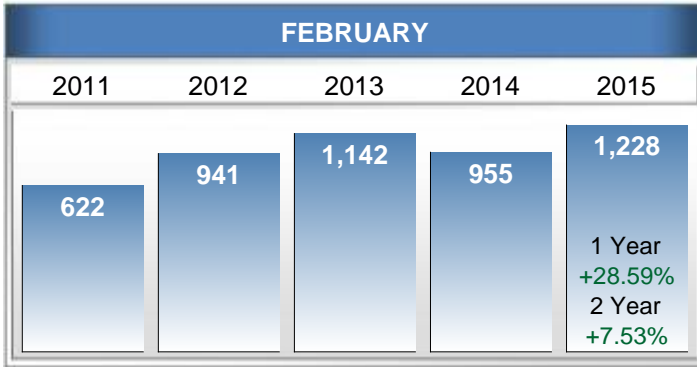
Pending Listings as of Mar 16, 2015



Pending Listings

Report Produced on: Mar 16, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	98	7.98%	52.7	63	27	8	0
\$40,001 - \$80,000	156	12.70%	55.8	62	83	11	0
\$80,001 - \$110,000	163	13.27%	60.5	27	120	16	0
\$110,001 - \$160,000	317	25.81%	53.3	27	242	45	3
\$160,001 - \$220,000	215	17.51%	61.4	16	124	71	4
\$220,001 - \$300,000	149	12.13%	57.5	9	57	73	10
\$300,001 and up	130	10.59%	60.3	7	29	69	25
Total Pending Units: 1,228				211	682	293	42
Total Pending Volume: 224,331,321				24.00M	99.04M	82.90M	18.39M
Average Listing Price: \$144,248				\$113,737	\$145,224	\$282,933	\$437,882



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

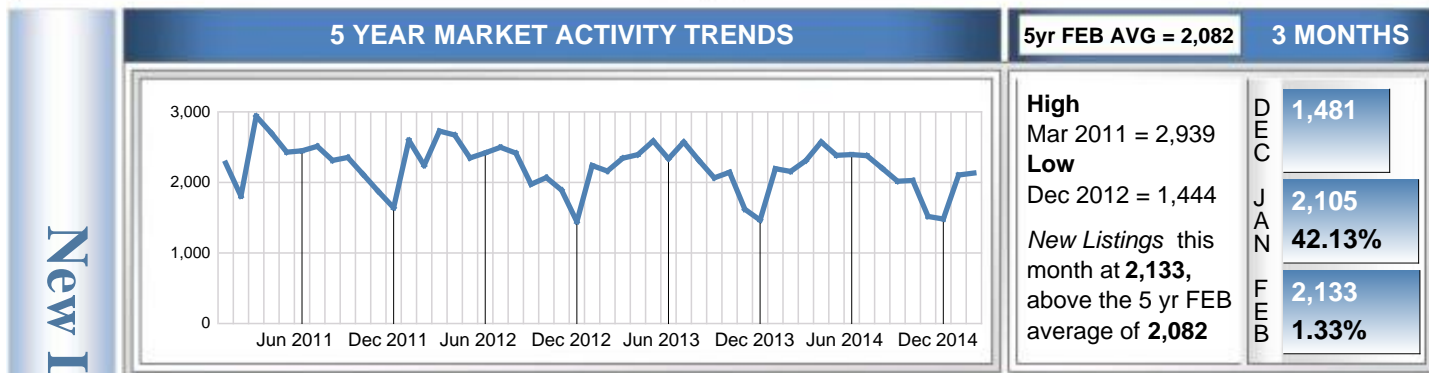
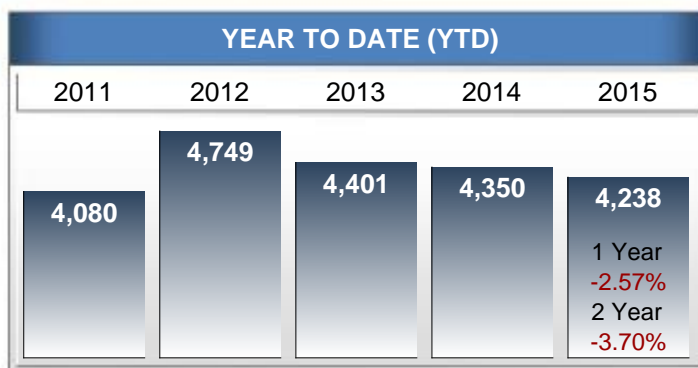
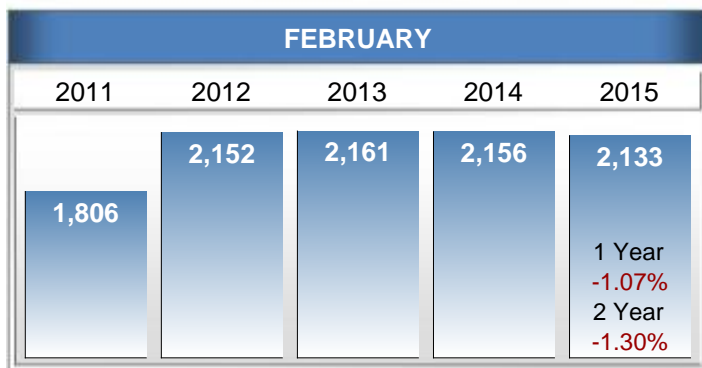
New Listings as of Mar 16, 2015



New Listings

Report Produced on: Mar 16, 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	205	9.61%	183	16	5	1
\$25,001 \$50,000	284	13.31%	227	46	10	1
\$50,001 \$75,000	175	8.20%	77	87	11	0
\$75,001 \$150,000	560	26.25%	136	365	57	2
\$150,001 \$225,000	385	18.05%	50	216	109	10
\$225,001 \$350,000	304	14.25%	24	93	169	18
\$350,001 and up	220	10.31%	32	35	100	53
Total New Listed Units:			729	858	461	85
Total New Listed Volume:			75.79M	135.77M	140.20M	50.84M
Average New Listed Listing Price:			\$103,971	\$158,245	\$304,128	\$598,146



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

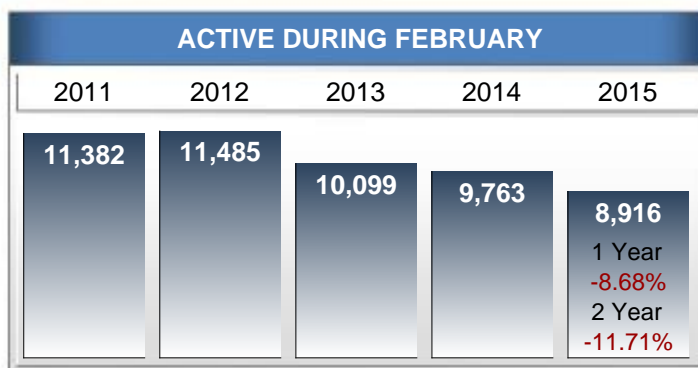
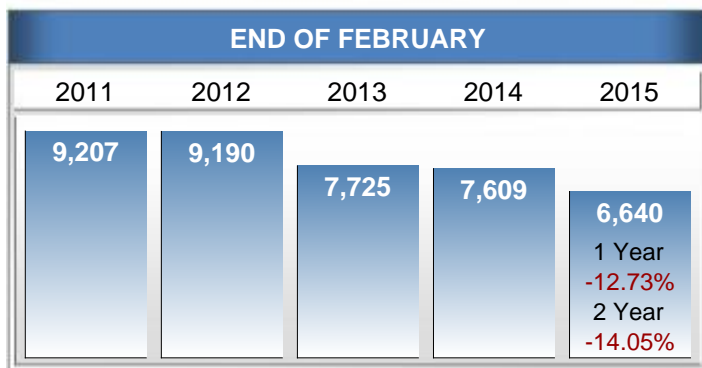
Active Inventory as of Mar 16, 2015



Active Inventory

Report Produced on: Mar 16, 2015

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



Active Inventory

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5yr FEB AVG = 8,074	3 MONTHS
High Aug 2011 = 10,678	D E C 6,899
Low Feb 2015 = 6,640	J A N 6,783
<i>Inventory</i> this month at 6,640 , below the 5 yr FEB average of 8,074	F E B 6,640
	-1.68%
	-2.11%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	609	9.17%	67.1	563	37	7	2		
\$25,001 \$50,000	797	12.00%	81.9	614	162	18	3		
\$50,001 \$75,000	608	9.16%	78.6	321	253	32	2		
\$75,001 \$175,000	2,076	31.27%	79.8	473	1,292	288	23		
\$175,001 \$250,000	971	14.62%	76.1	109	424	399	39		
\$250,001 \$425,000	921	13.87%	80.7	95	222	507	97		
\$425,001 and up	658	9.91%	86.8	131	65	295	167		
Total Active Inventory by Units:				6,640	79.1	2,306	2,455	1,546	333
Total Active Inventory by Volume:				1,431,148,267		330.24M	388.65M	496.24M	216.02M
Average Active Inventory Listing Price:				\$215,534		\$143,208	\$158,308	\$320,986	\$648,712



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

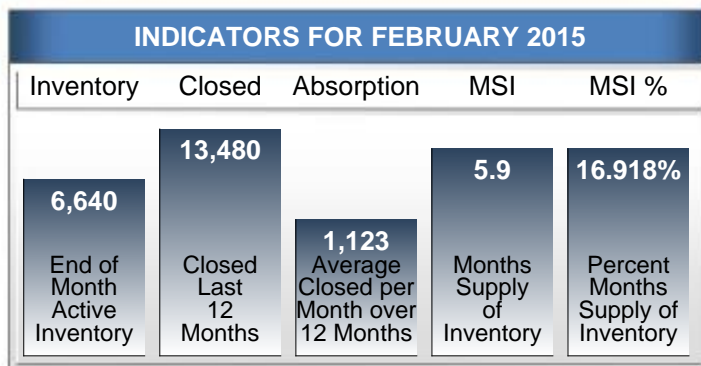
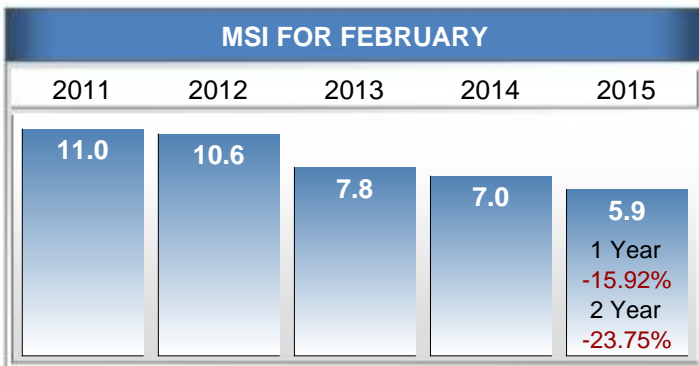
Active Inventory as of Mar 16, 2015



Months Supply of Inventory

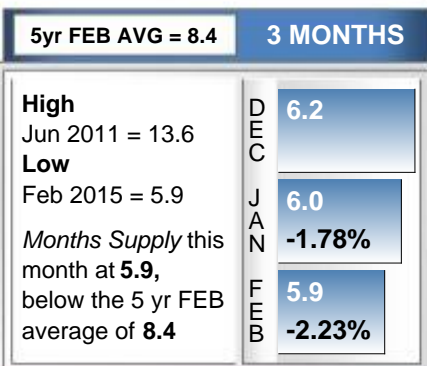
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	265	3.99%	8.5	11.5	2.4	5.1	24.0	
\$20,001 \$50,000	1,141	17.18%	10.9	16.9	4.1	3.5	6.0	
\$50,001 \$90,000	963	14.50%	5.8	9.7	4.2	4.5	3.0	
\$90,001 \$170,000	1,642	24.73%	3.9	8.6	3.4	3.5	4.0	
\$170,001 \$260,000	1,108	16.69%	4.9	10.3	4.7	4.5	5.4	
\$260,001 \$420,000	845	12.73%	6.7	17.8	5.9	6.5	6.1	
\$420,001 and up	676	10.18%	13.4	52.8	9.6	11.4	12.0	
MSI:	5.9			12.7	4.0	5.4	7.6	
Total Active Inventory:	6,640			2,306	2,455	1,546	333	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

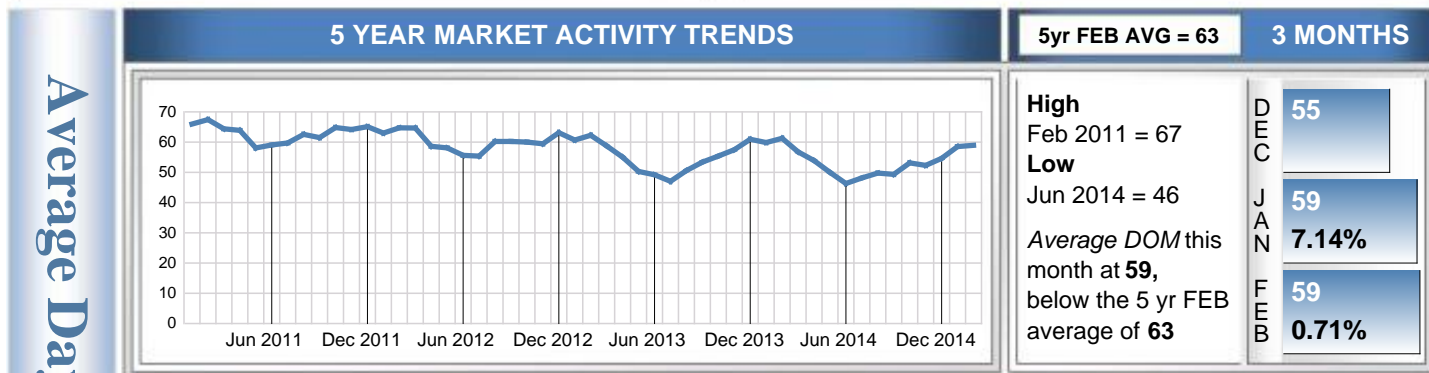
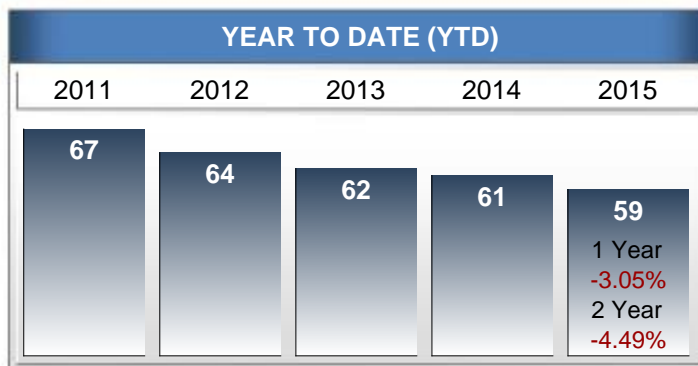
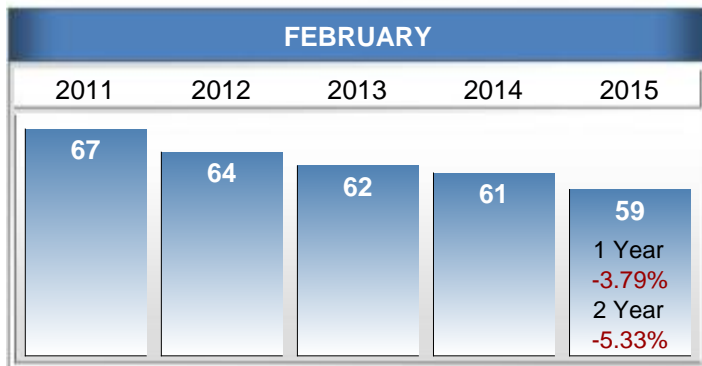
Closed Sales as of Mar 16, 2015



Average Days on Market to Sale

Report Produced on: Mar 16, 2015

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



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	32	3.75%	55.5	65.1	31.9	24.0	0.0
\$25,001 \$50,000	74	8.67%	55.1	58.4	50.4	62.2	0.0
\$50,001 \$100,000	195	22.83%	53.8	59.8	52.7	47.3	1.0
\$100,001 \$150,000	197	23.07%	57.5	66.8	54.7	65.5	0.0
\$150,001 \$200,000	143	16.74%	62.9	58.4	66.2	57.9	0.0
\$200,001 \$300,000	130	15.22%	64.7	82.3	60.8	62.4	78.6
\$300,001 and up	83	9.72%	63.4	34.5	38.5	75.7	54.8
Average Closed DOM:				62.0	55.6	63.5	60.9
Total Closed Units:				149	456	223	26
Total Closed Volume:				13.48M	58.44M	52.32M	11.68M



Monthly Inventory Analysis

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February 2015

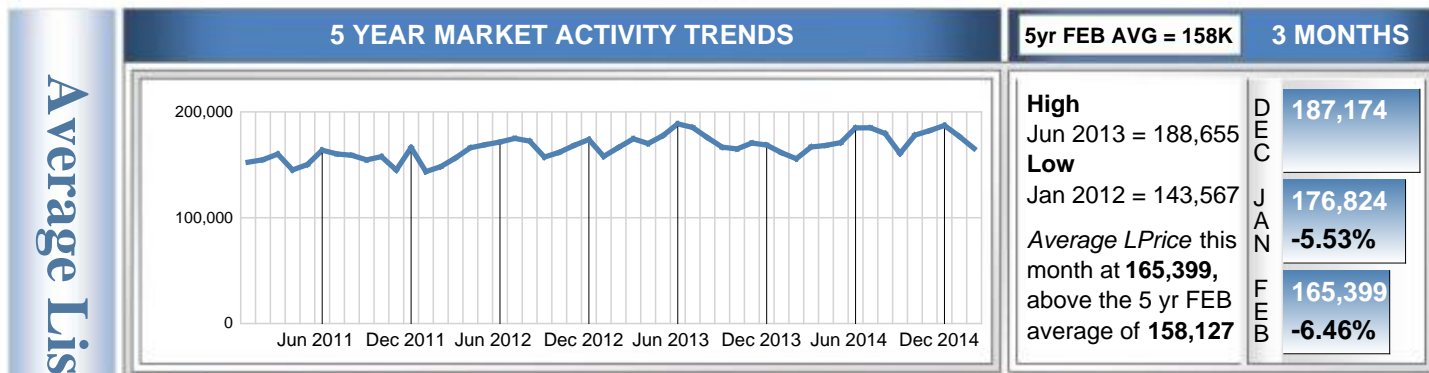
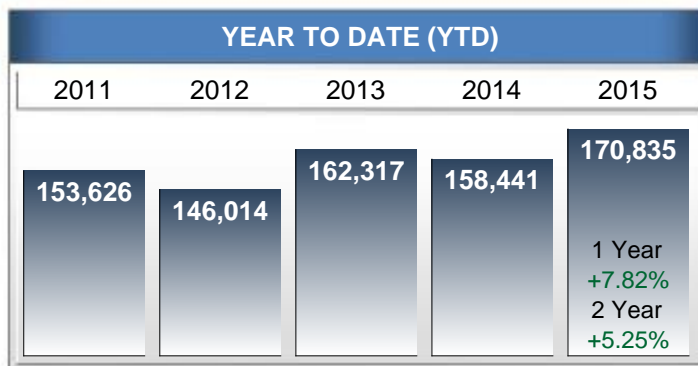
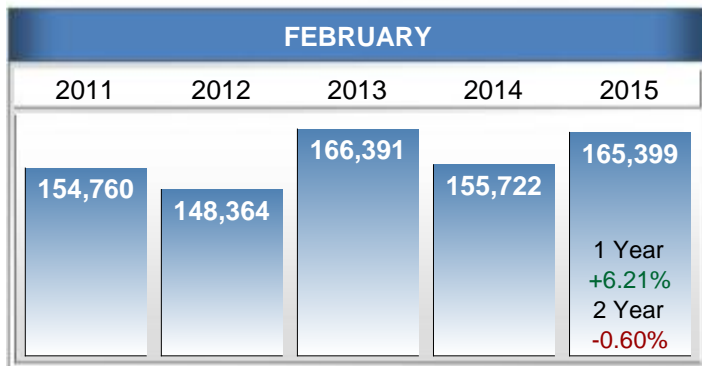
Closed Sales as of Mar 16, 2015



Average List Price at Closing

Report Produced on: Mar 16, 2015

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



Average List Price

Ready to Buy or Sell Real Estate?
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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	32	3.75%	15,991	17,126	15,403	17,500	0
\$25,001 \$50,000	71	8.31%	38,428	39,780	40,062	45,058	0
\$50,001 \$100,000	189	22.13%	77,627	77,633	79,408	81,727	160,000
\$100,001 \$150,000	198	23.19%	127,977	122,629	129,760	132,022	0
\$150,001 \$200,000	146	17.10%	174,235	178,240	173,219	181,128	0
\$200,001 \$300,000	127	14.87%	243,190	259,355	244,092	247,789	264,756
\$300,001 and up	91	10.66%	457,980	525,000	360,741	444,586	638,669
Average List Price:	\$165,399			\$96,713	\$131,989	\$241,668	\$490,827
Total Closed Units:	854			149	456	223	26
Total List Volume:	141,250,668			14.41M	60.19M	53.89M	12.76M



Monthly Inventory Analysis

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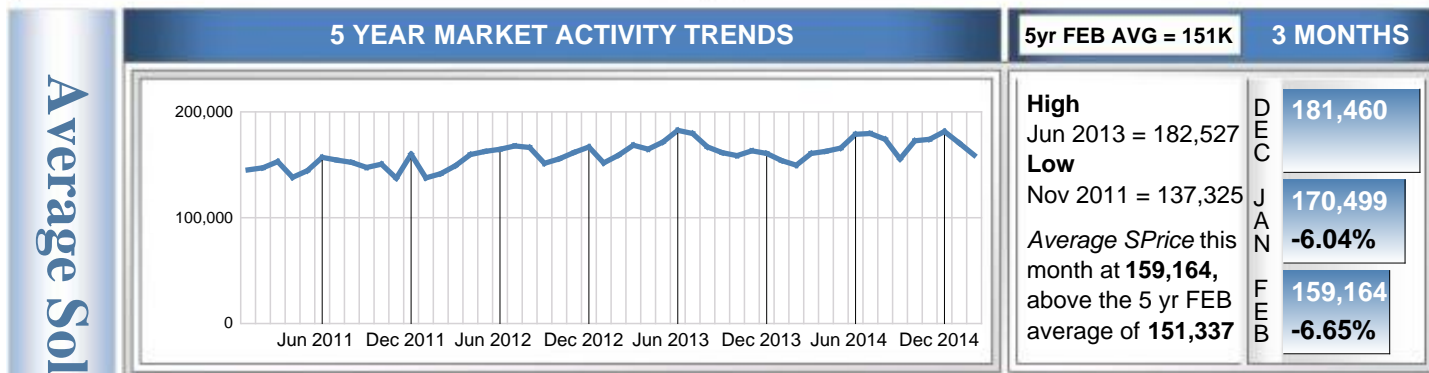
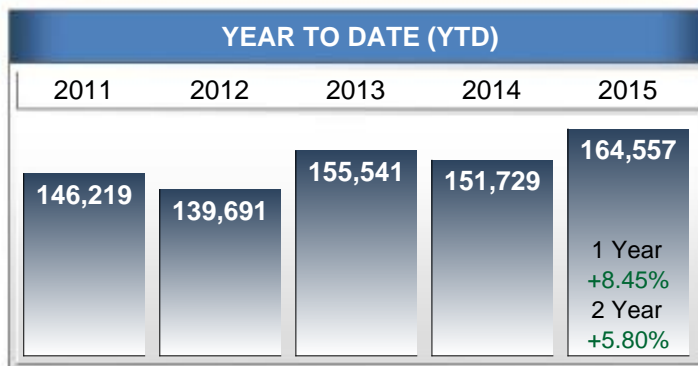
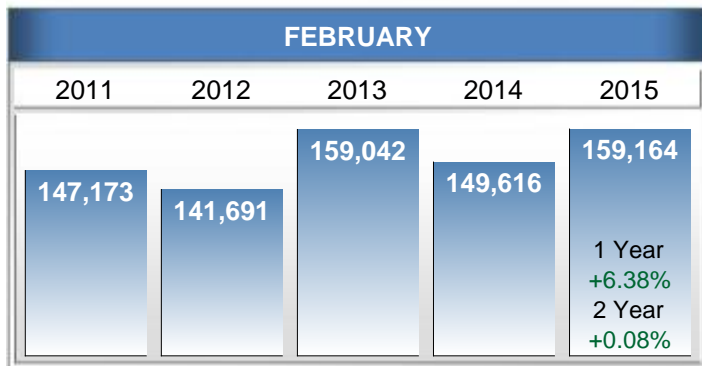
Closed Sales as of Mar 16, 2015



Average Sold Price at Closing

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



Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	32		3.75%	14,254	14,205	14,489	13,500	0
\$25,001 \$50,000	74		8.67%	36,541	35,867	36,387	41,321	0
\$50,001 \$100,000	195		22.83%	75,793	72,025	76,547	79,984	96,000
\$100,001 \$150,000	197		23.07%	126,324	120,100	126,499	128,819	0
\$150,001 \$200,000	143		16.74%	172,720	173,770	169,551	178,113	0
\$200,001 \$300,000	130		15.22%	241,417	251,264	236,292	241,534	250,667
\$300,001 and up	83		9.72%	445,994	457,500	350,049	427,782	582,844
Average Closed Price:	\$159,164				\$90,501	\$128,160	\$234,633	\$449,135
Total Closed Units:	854				149	456	223	26
Total Closed Volume:	135,926,175				13.48M	58.44M	52.32M	11.68M



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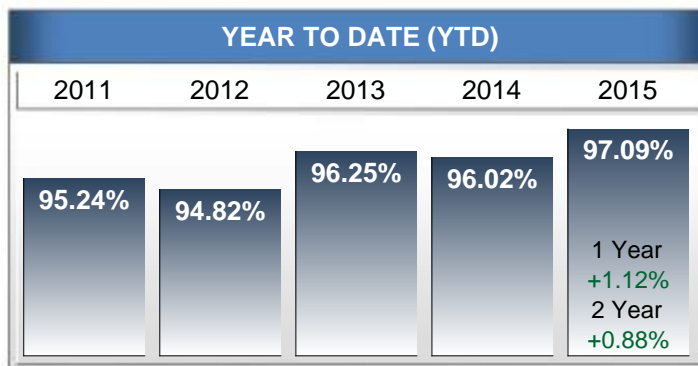
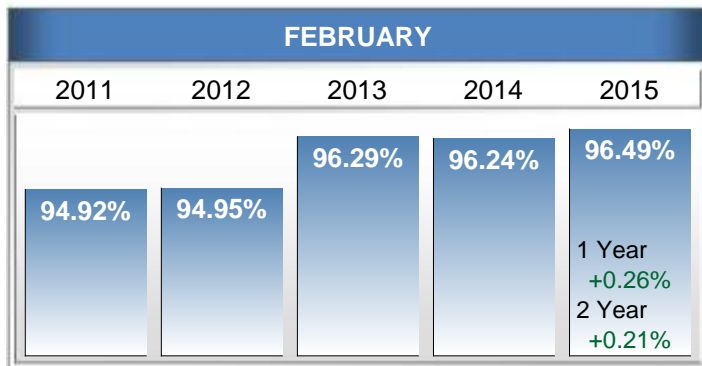
Closed Sales as of Mar 16, 2015



Average Percent of List Price to Selling Price

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Average List/Sell Price

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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	32	3.75%	86.14%	83.46%	94.96%	77.14%	0.00%
\$25,001 \$50,000	74	8.67%	92.51%	90.91%	94.03%	93.52%	0.00%
\$50,001 \$100,000	195	22.83%	97.00%	93.28%	98.41%	99.36%	60.00%
\$100,001 \$150,000	197	23.07%	97.73%	98.07%	97.67%	97.87%	0.00%
\$150,001 \$200,000	143	16.74%	98.11%	97.66%	97.96%	98.45%	0.00%
\$200,001 \$300,000	130	15.22%	97.26%	96.84%	97.23%	97.61%	95.06%
\$300,001 and up	83	9.72%	95.89%	89.24%	97.22%	96.66%	94.06%
Average List/Sell Ratio: 96.50%				92.20%	97.57%	97.54%	93.09%
Total Closed Units: 854				149	456	223	26
Total Closed Volume: 135,926,175				13.48M	58.44M	52.32M	11.68M



Monthly Inventory Analysis

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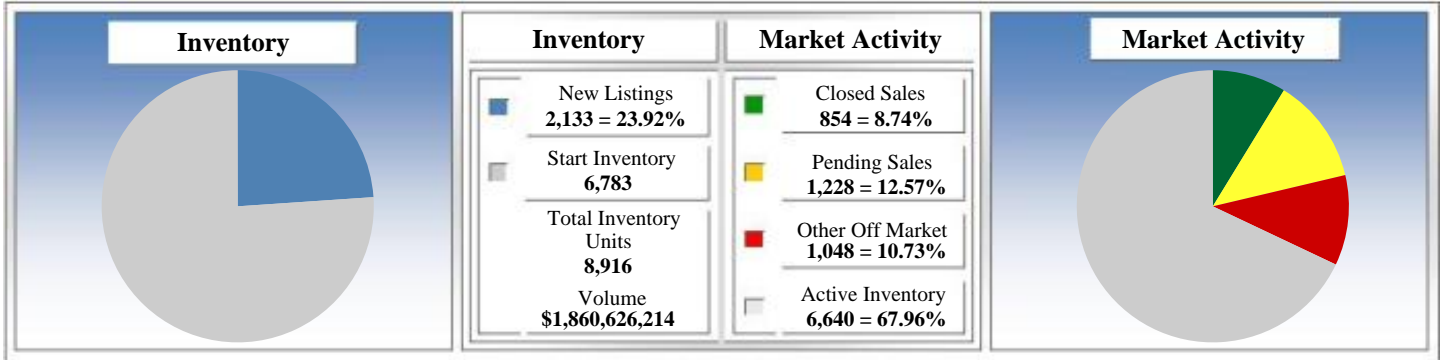
Inventory as of Mar 16, 2015



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 **1,123** Sales/Month

Active Inventory as of February 28, 2015 = **6,640**

	FEBRUARY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	837	854	2.03%	1,598	1,629	1.94%
Pending Sales	955	1,228	28.59%	1,932	2,275	17.75%
New Listings	2,156	2,133	-1.07%	4,350	4,238	-2.57%
Average List Price	155,722	165,399	6.21%	158,441	170,835	7.82%
Average Sale Price	149,616	159,164	6.38%	151,729	164,557	8.45%
Average Percent of List Price to Selling Price	96.24%	96.49%	0.26%	96.02%	97.09%	1.12%
Average Days on Market to Sale	61.26	58.94	-3.79%	60.59	58.74	-3.05%
Monthly Inventory	7,610	6,640	-12.75%	7,610	6,640	-12.75%
Months Supply of Inventory	7.03	5.91	-15.93%	7.03	5.91	-15.93%

