



January 2015

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

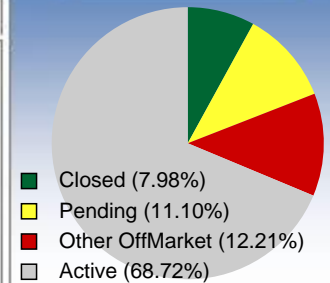


Absorption: Last 12 months, an Average of **1,121** Sales/Month

Active Inventory as of January 31, 2015 = **6,664**

	JANUARY		
	2014	2015	+/- %
Closed Listings	761	774	1.71%
Pending Listings	977	1,076	10.13%
New Listings	2,194	2,105	-4.06%
Median List Price	129,500	142,500	10.04%
Median Sale Price	123,500	138,750	12.35%
Median Percent of List Price to Selling Price	97.22%	97.61%	0.40%
Median Days on Market to Sale	49.00	46.00	-6.12%
End of Month Inventory	7,609	6,664	-12.42%
Months Supply of Inventory	7.05	5.94	-15.68%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 19, 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 January 2015 decreased **12.42%** to 6,664 existing homes available for sale. Over the last 12 months this area has had an average of 1,121 closed sales per month. This represents an unsold inventory index of **5.94** 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 **12.35%** in January 2015 to \$138,750 versus the previous year at \$123,500.

Median Days on Market Shortens

The median number of **46.00** days that homes spent on the market before selling decreased by 3.00 days or **6.12%** in January 2015 compared to last year's same month at **49.00** DOM.

Sales Success for January 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 2,105 New Listings in January 2015, down **4.06%** from last year at 2,194. Furthermore, there were 774 Closed Listings this month versus last year at 761, a **1.71%** increase.

Closed versus Listed trends yielded a **36.8%** ratio, up from last year's January 2015 at **34.7%**, a **6.01%** 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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January 2015

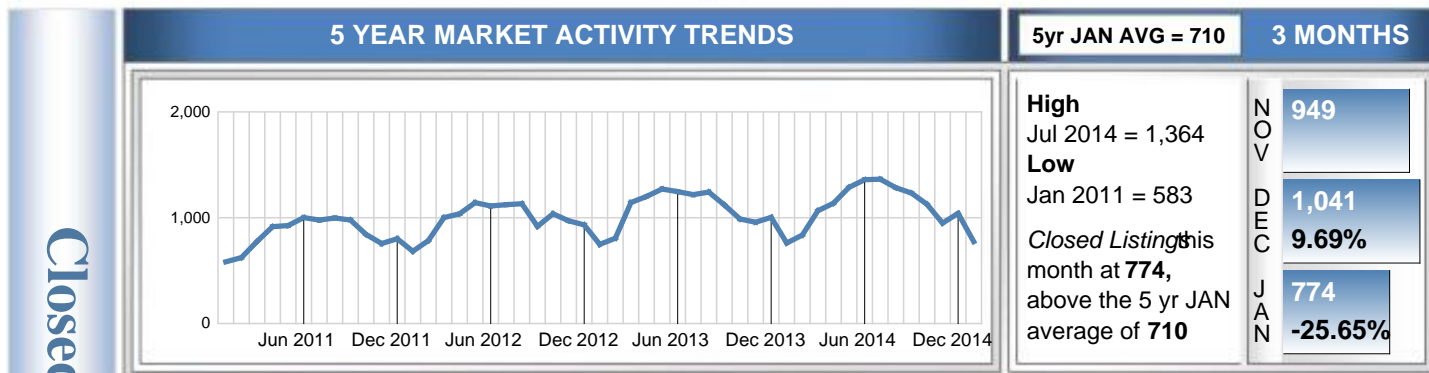
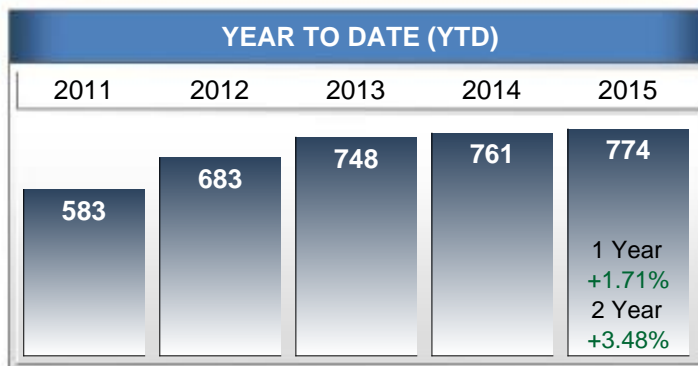
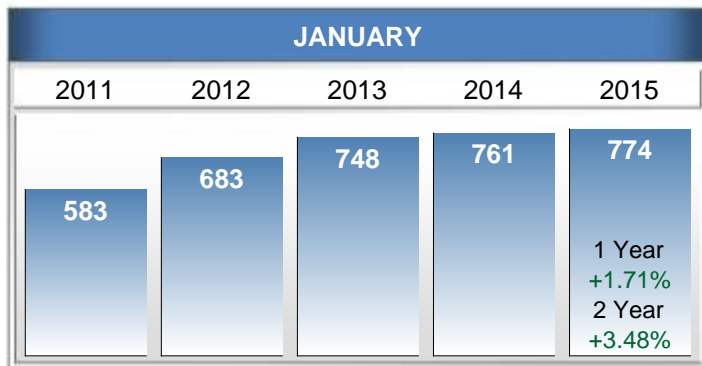
Closed Sales as of Feb 19, 2015



Closed Listings

Report Produced on: Feb 19, 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	60	7.75%	29.0	31	26	2	1	
\$40,001 - \$80,000	115	14.86%	39.0	40	64	10	1	
\$80,001 - \$110,000	93	12.02%	55.0	20	63	8	2	
\$110,001 - \$160,000	206	26.61%	47.0	19	148	36	3	
\$160,001 - \$220,000	123	15.89%	45.0	11	56	53	3	
\$220,001 - \$300,000	102	13.18%	47.5	4	37	49	12	
\$300,001 and up	75	9.69%	57.0	2	16	40	17	
Total Closed Units: 774				46.0	127	410	198	39
Total Closed Volume: 132,113,925					11.21M	57.73M	46.57M	16.60M
Median Closed Price: \$138,750					\$70,000	\$128,000	\$207,185	\$293,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

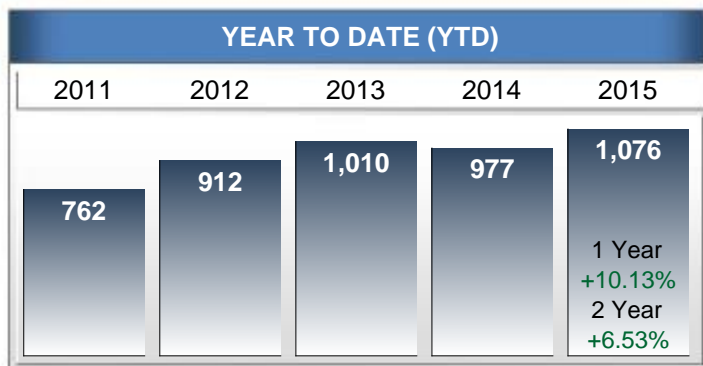
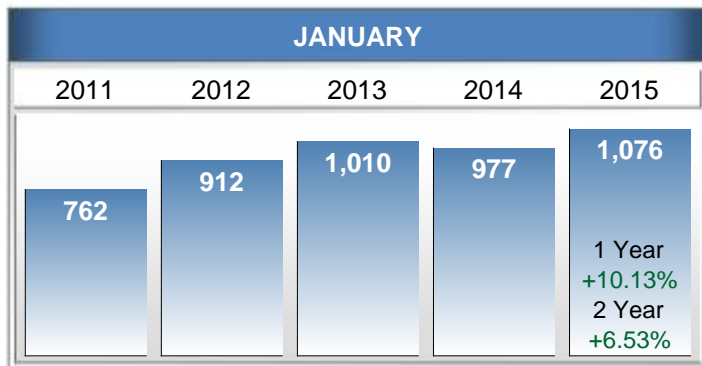
Pending Listings as of Feb 19, 2015



Pending Listings

Report Produced on: Feb 19, 2015

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



5yr JAN AVG = 947 **3 MONTHS**

High
Apr 2014 = 1,383

Low
Feb 2011 = 622

Pending Listings this month at **1,076**, above the 5 yr JAN average of **947**

N	885
O	
V	
D	818
E	-7.57%
C	
J	1,076
A	31.54%
N	

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	92	8.55%	28.0	54	32	5	1	
\$40,001 - \$70,000	116	10.78%	34.5	35	73	7	1	
\$70,001 - \$110,000	184	17.10%	47.0	35	123	23	3	
\$110,001 - \$160,000	273	25.37%	45.0	19	205	45	4	
\$160,001 - \$210,000	151	14.03%	66.0	8	88	51	4	
\$210,001 - \$300,000	147	13.66%	44.0	9	47	79	12	
\$300,001 and up	113	10.50%	58.0	6	15	68	24	
Total Pending Units: 1,076				47.0	166	583	278	49
Total Pending Volume: 186,581,254					15.42M	79.21M	69.31M	22.64M
Median Listing Price: \$139,900					\$65,000	\$129,900	\$219,900	\$296,041



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

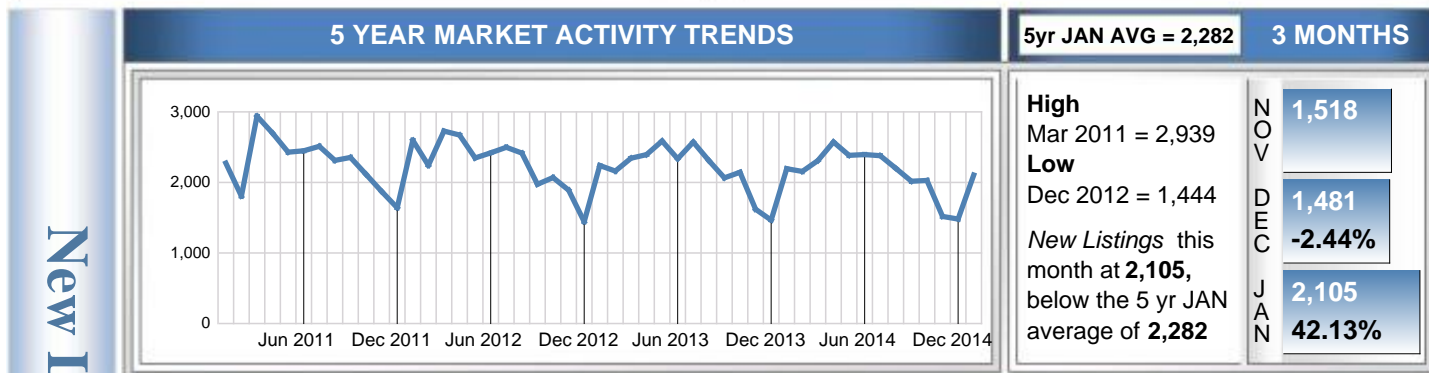
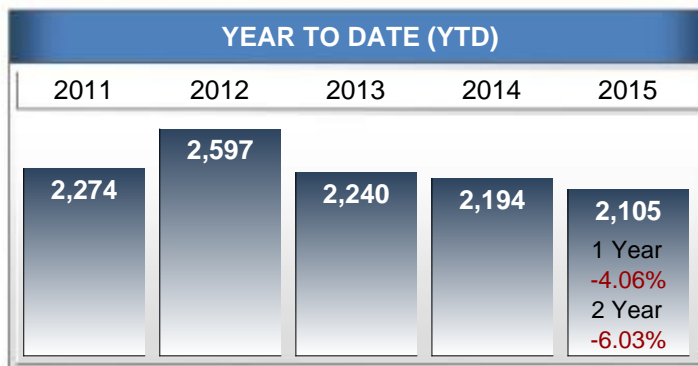
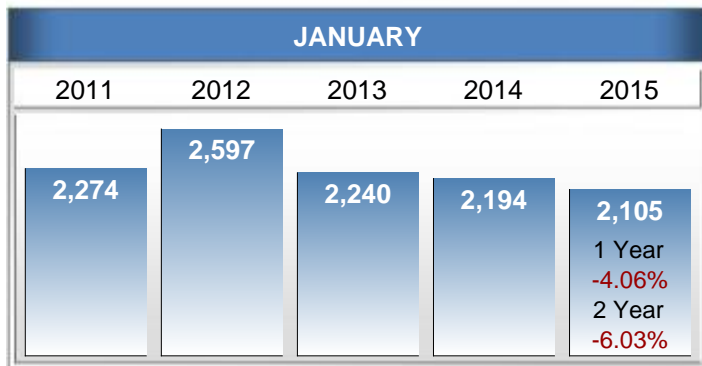
New Listings as of Feb 19, 2015



New Listings

Report Produced on: Feb 19, 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	116	5.51%	99	11	6	0
\$20,001 - \$50,000	263	12.49%	201	55	7	0
\$50,001 - \$100,000	408	19.38%	167	212	26	3
\$100,001 - \$160,000	477	22.66%	59	337	78	3
\$160,001 - \$230,000	344	16.34%	45	169	122	8
\$230,001 - \$360,000	274	13.02%	23	76	146	29
\$360,001 and up	223	10.59%	40	24	112	47
Total New Listed Units:	2,105		634	884	497	90
Total New Listed Volume:	402,175,132		81.05M	132.56M	139.49M	49.07M
Median New Listed Listing Price:	\$134,900		\$55,000	\$129,900	\$239,900	\$380,060



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

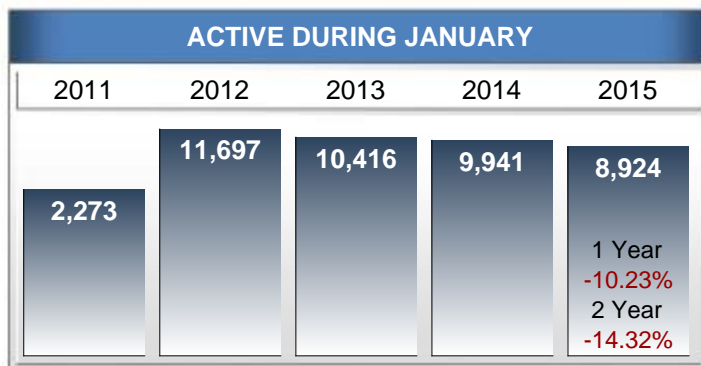
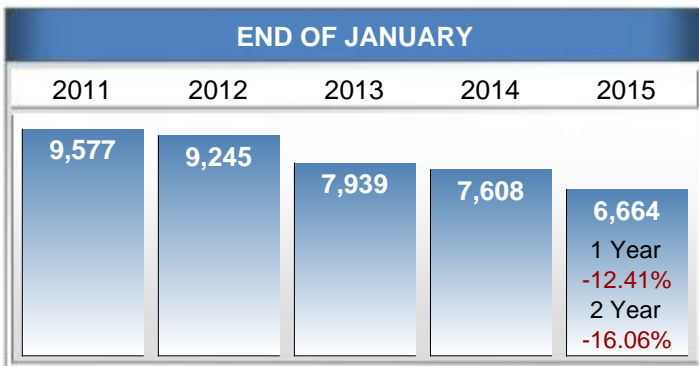
Active Inventory as of Feb 19, 2015



Active Inventory

Report Produced on: Feb 19, 2015

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



Active Inventory

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5yr JAN AVG = 8,207		3 MONTHS	
High	Aug 2011 = 10,678	N O V	7,450
Low	Jan 2015 = 6,664	D E C	6,819
<i>Inventory this month at 6,664, below the 5 yr JAN average of 8,207</i>			-8.47%
		J A N	6,664
			-2.27%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	273	4.10%	62.0	239	25	7	2		
\$20,001 \$50,000	1,021	15.32%	85.0	823	177	19	2		
\$50,001 \$100,000	1,201	18.02%	82.0	525	595	73	8		
\$100,001 \$170,000	1,530	22.96%	78.0	259	996	258	17		
\$170,001 \$260,000	1,125	16.88%	80.0	122	504	453	46		
\$260,001 \$410,000	827	12.41%	78.0	95	200	437	95		
\$410,001 and up	687	10.31%	82.0	125	78	323	161		
Total Active Inventory by Units:				6,664	80.0	2,188	2,575	1,570	331
Total Active Inventory by Volume:				1,440,107,482		333.63M	404.38M	496.65M	205.45M
Median Active Inventory Listing Price:				\$139,900		\$54,000	\$134,900	\$256,500	\$394,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

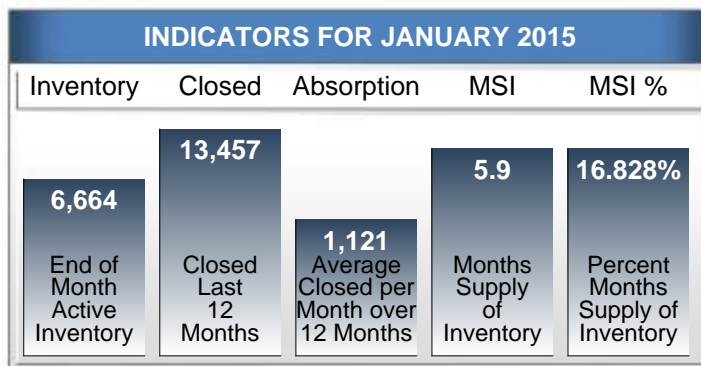
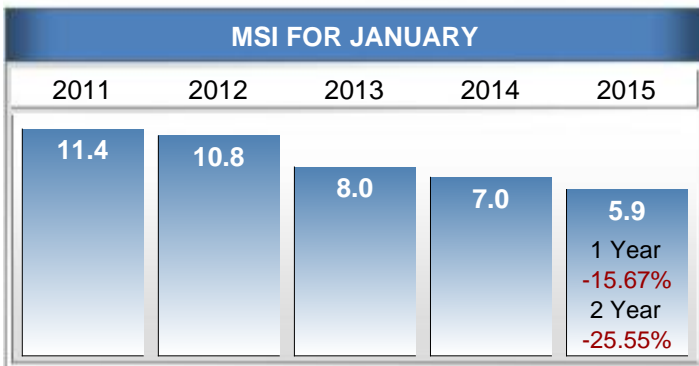
Active Inventory as of Feb 19, 2015



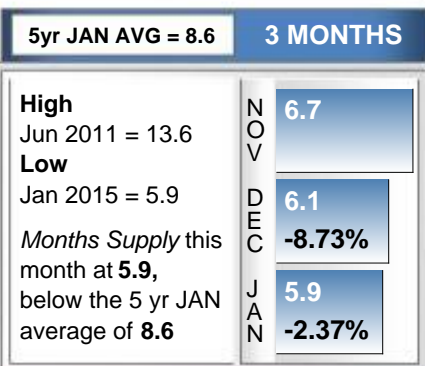
Months Supply of Inventory

Report Produced on: Feb 19, 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	273	4.10%	8.7	11.8	2.6	5.6	24.0
\$20,001 \$50,000	1,021	15.32%	9.5	14.4	4.0	3.6	4.0
\$50,001 \$100,000	1,201	18.02%	5.7	9.3	4.4	4.2	3.3
\$100,001 \$170,000	1,530	22.96%	4.1	8.8	3.6	3.9	4.1
\$170,001 \$260,000	1,125	16.88%	5.1	9.9	4.8	4.7	5.6
\$260,001 \$410,000	827	12.41%	6.9	20.7	6.1	6.4	6.7
\$410,001 and up	687	10.31%	12.8	48.4	8.7	11.6	11.1
MSI:			5.9	12.0	4.2	5.6	7.5
Total Active Inventory:			6,664	2,188	2,575	1,570	331



Monthly Inventory Analysis

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January 2015

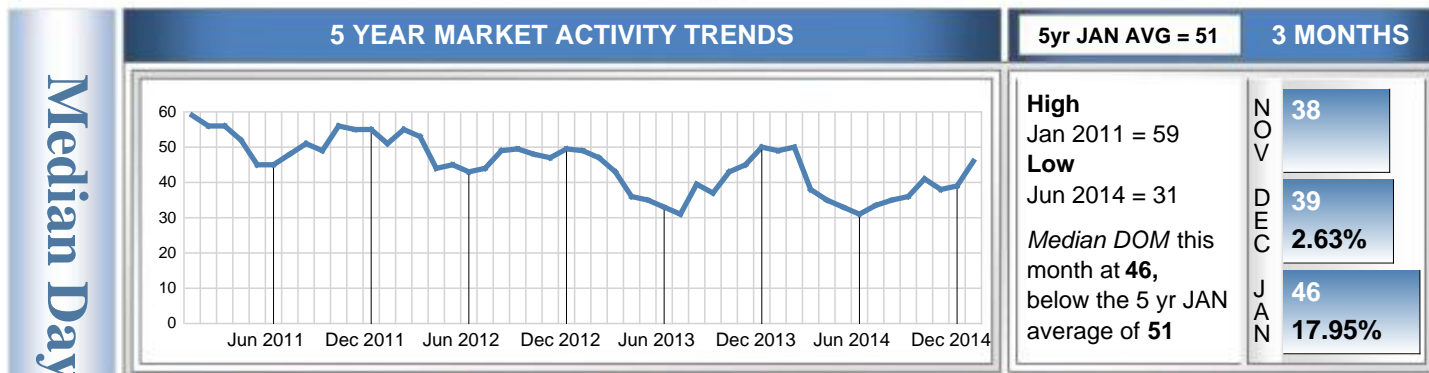
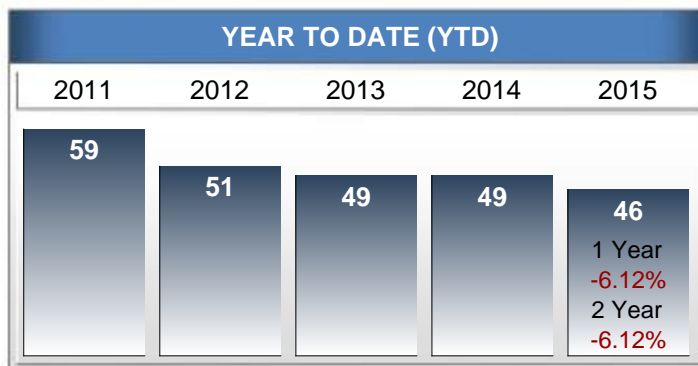
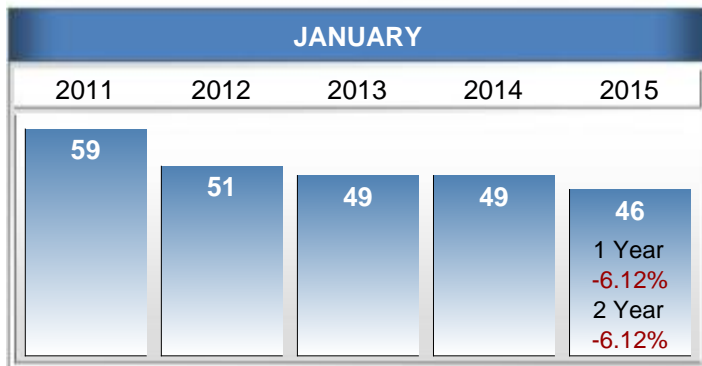
Closed Sales as of Feb 19, 2015



Median Days on Market to Sale

Report Produced on: Feb 19, 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	60		7.75%	29.0	32.0	29.0	28.0	5.0
\$40,001 \$80,000	115		14.86%	39.0	30.5	40.5	44.0	39.0
\$80,001 \$110,000	93		12.02%	55.0	87.0	48.0	51.0	73.0
\$110,001 \$160,000	206		26.61%	47.0	56.0	47.0	44.5	15.0
\$160,001 \$220,000	123		15.89%	45.0	42.0	44.0	46.0	79.0
\$220,001 \$300,000	102		13.18%	47.5	23.5	49.0	43.0	66.5
\$300,001 and up	75		9.69%	57.0	58.0	47.0	77.0	42.0
Median Closed DOM:	46.0				43.0	44.5	51.5	42.0
Total Closed Units:	774				127	410	198	39
Total Closed Volume:	132,113,925				11.21M	57.73M	46.57M	16.60M



Monthly Inventory Analysis

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January 2015

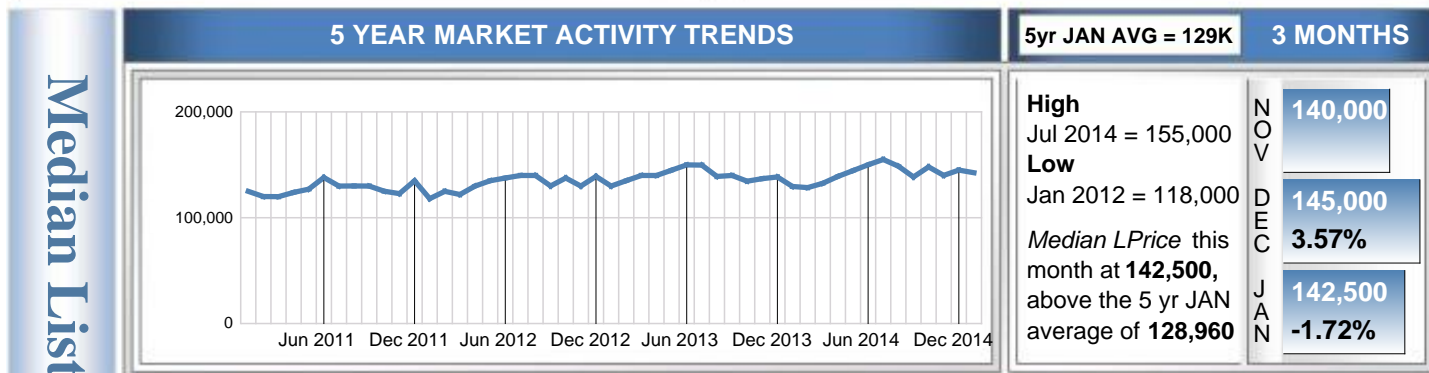
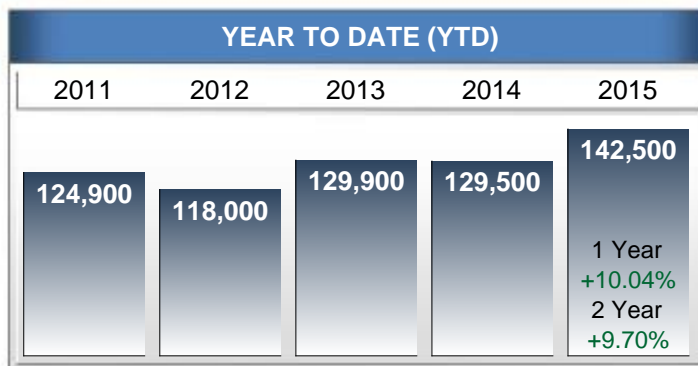
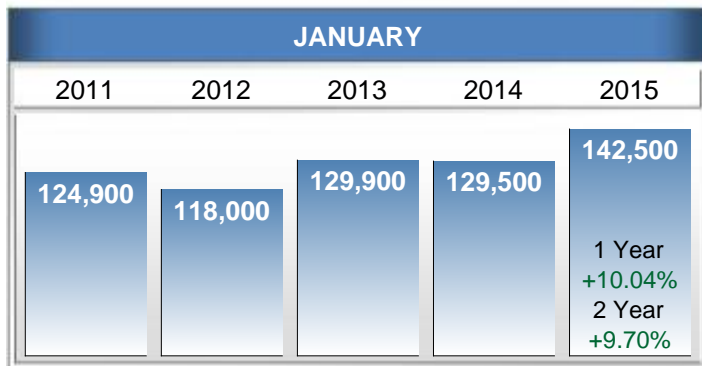
Closed Sales as of Feb 19, 2015



Median List Price at Closing

Report Produced on: Feb 19, 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	57		7.36%	26,000	25,000	29,750	23,950	7,000
\$40,001 \$80,000	106		13.70%	64,895	59,900	64,900	67,575	68,950
\$80,001 \$110,000	97		12.53%	95,000	91,000	95,900	101,200	0
\$110,001 \$160,000	200		25.84%	138,950	139,900	135,740	148,500	144,700
\$160,001 \$220,000	128		16.54%	182,000	183,750	174,900	184,950	200,000
\$220,001 \$300,000	103		13.31%	250,000	250,000	249,000	250,000	277,400
\$300,001 and up	83		10.72%	395,000	345,000	389,950	384,900	495,000
Median List Price:	\$142,500				\$75,000	\$131,578	\$210,044	\$296,041
Total Closed Units:	774				127	410	198	39
Total List Volume:	137,014,966				12.29M	59.78M	47.73M	17.21M



Monthly Inventory Analysis

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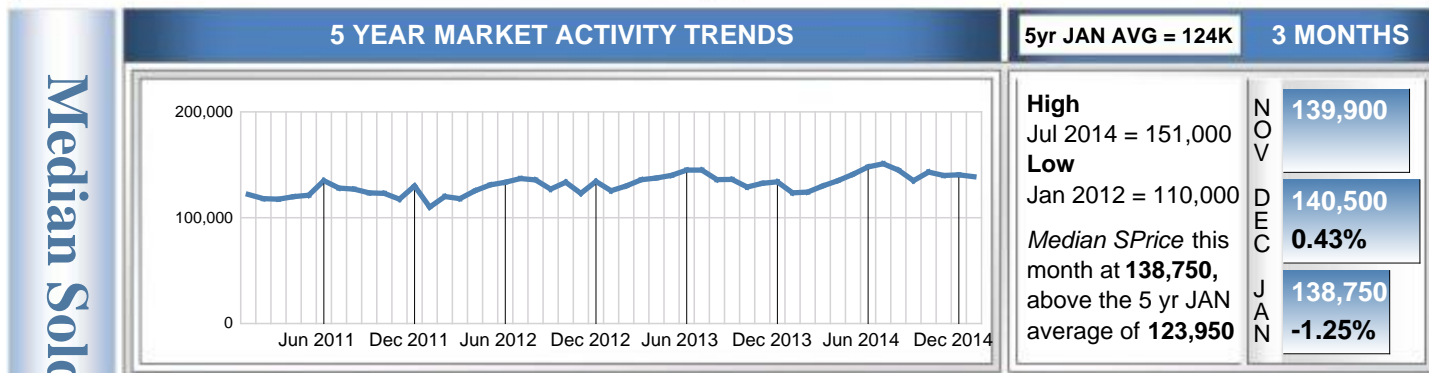
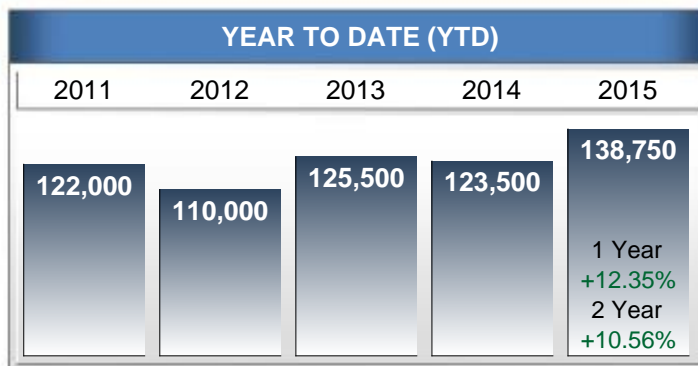
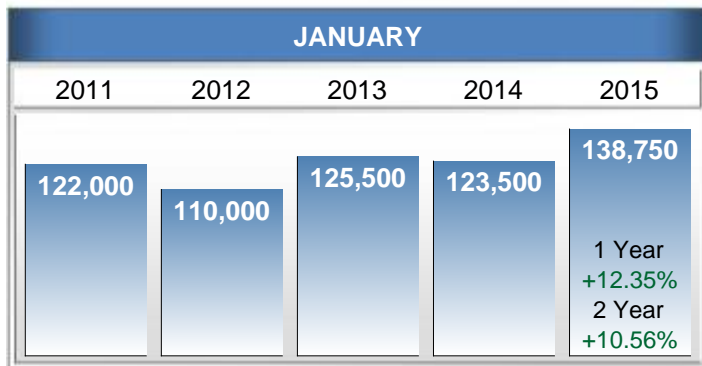
Closed Sales as of Feb 19, 2015



Median Sold Price at Closing

Report Produced on: Feb 19, 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\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	60		7.75%	25,500	26,000	28,500	20,000	5,600
\$40,001 - \$80,000	115		14.86%	60,500	57,350	63,200	65,450	50,000
\$80,001 - \$110,000	93		12.02%	95,000	91,250	96,000	97,500	94,500
\$110,001 - \$160,000	206		26.61%	135,000	126,000	134,500	143,704	118,000
\$160,001 - \$220,000	123		15.89%	183,000	195,500	173,950	190,000	189,500
\$220,001 - \$300,000	102		13.18%	249,250	257,000	245,500	245,113	268,500
\$300,001 and up	75		9.69%	403,000	327,500	425,000	391,475	484,900
Median Closed Price:	\$138,750				\$70,000	\$128,000	\$207,185	\$293,000
Total Closed Units:	774				127	410	198	39
Total Closed Volume:	132,113,925				11.21M	57.73M	46.57M	16.60M



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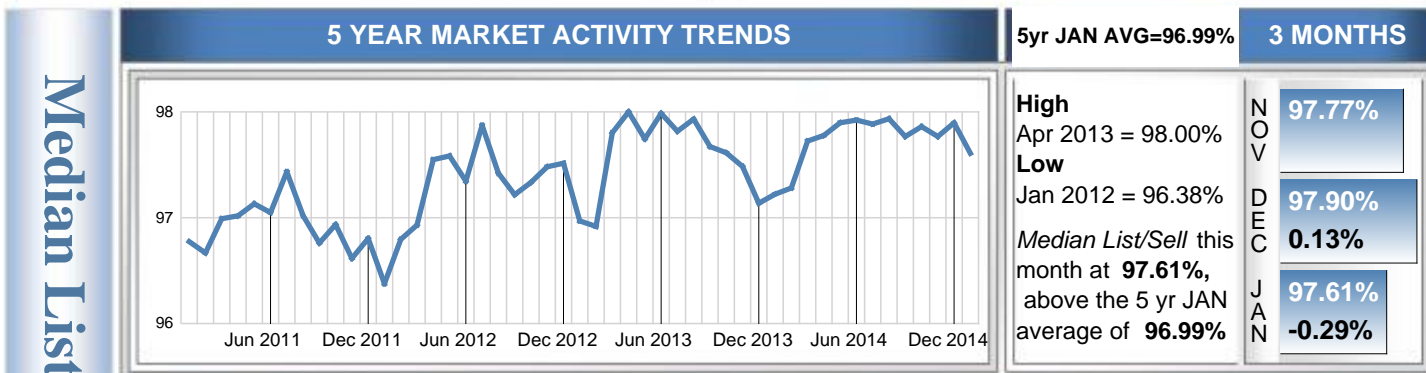
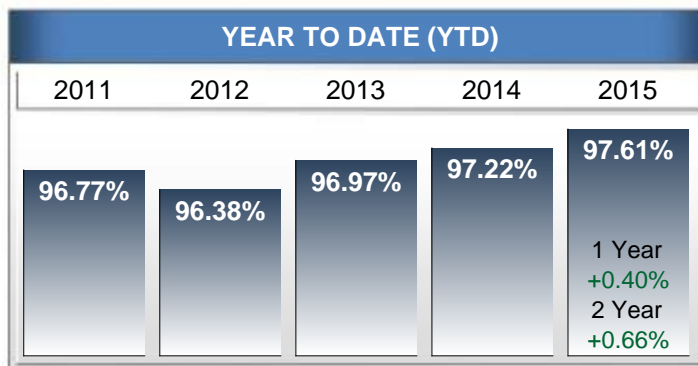
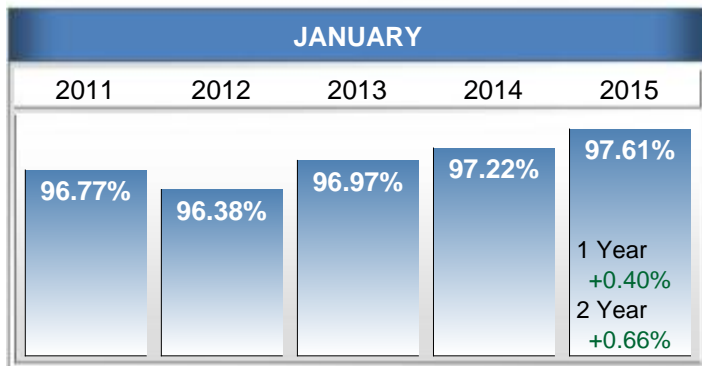
Closed Sales as of Feb 19, 2015



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+	
\$40,000 and less	60	7.75%	95.54%	94.89%	100.00%	82.73%	80.00%	
\$40,001 \$80,000	115	14.86%	93.33%	92.94%	93.44%	95.63%	76.92%	
\$80,001 \$110,000	93	12.02%	97.59%	95.43%	97.83%	97.38%	93.43%	
\$110,001 \$160,000	206	26.61%	97.96%	95.29%	98.31%	97.60%	94.40%	
\$160,001 \$220,000	123	15.89%	97.98%	96.35%	98.21%	98.46%	95.95%	
\$220,001 \$300,000	102	13.18%	98.01%	95.69%	97.85%	98.11%	98.22%	
\$300,001 and up	75	9.69%	97.37%	73.61%	95.72%	97.84%	97.37%	
Median List/Sell Ratio:				97.61%	94.97%	97.78%	98.02%	97.13%
Total Closed Units:				774	127	410	198	39
Total Closed Volume:				132,113,925	11.21M	57.73M	46.57M	16.60M



Monthly Inventory Analysis

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January 2015

Inventory as of Feb 19, 2015



Market Summary

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Absorption: Last 12 months, an Average of **1,121** Sales/Month

Active Inventory as of January 31, 2015 = **6,664**

	JANUARY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	761	774	1.71%	761	774	1.71%
Pending Sales	977	1,076	10.13%	977	1,076	10.13%
New Listings	2,194	2,105	-4.06%	2,194	2,105	-4.06%
Median List Price	129,500	142,500	10.04%	129,500	142,500	10.04%
Median Sale Price	123,500	138,750	12.35%	123,500	138,750	12.35%
Median Percent of List Price to Selling Price	97.22%	97.61%	0.40%	97.22%	97.61%	0.40%
Median Days on Market to Sale	49.00	46.00	-6.12%	49.00	46.00	-6.12%
Monthly Inventory	7,609	6,664	-12.42%	7,609	6,664	-12.42%
Months Supply of Inventory	7.05	5.94	-15.68%	7.05	5.94	-15.68%

