



March 2015

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

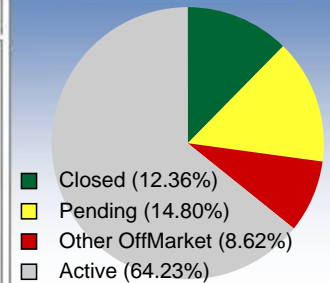


Absorption: Last 12 months, an Average of **1,129** Sales/Month

Active Inventory as of March 31, 2015 = **6,034**

	MARCH		
	2014	2015	+/- %
Closed Listings	1,066	1,161	8.91%
Pending Listings	1,281	1,390	8.51%
New Listings	2,307	2,270	-1.60%
Average List Price	167,094	174,148	4.22%
Average Sale Price	160,959	168,123	4.45%
Average Percent of List Price to Selling Price	96.22%	96.53%	0.33%
Average Days on Market to Sale	56.81	54.93	-3.31%
End of Month Inventory	6,193	6,034	-2.57%
Months Supply of Inventory	5.77	5.35	-7.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 13, 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 March 2015 decreased **2.57%** to 6,034 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 **5.35** 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 **4.45%** in March 2015 to \$168,123 versus the previous year at \$160,959.

Average Days on Market Shortens

The average number of **54.93** days that homes spent on the market before selling decreased by 1.88 days or **3.31%** in March 2015 compared to last year's same month at **56.81** DOM.

Sales Success for March 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 2,270 New Listings in March 2015, down **1.60%** from last year at 2,307. Furthermore, there were 1,161 Closed Listings this month versus last year at 1,066, a **8.91%** increase.

Closed versus Listed trends yielded a **51.1%** ratio, up from last year's March 2015 at **46.2%**, a **10.69%** 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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

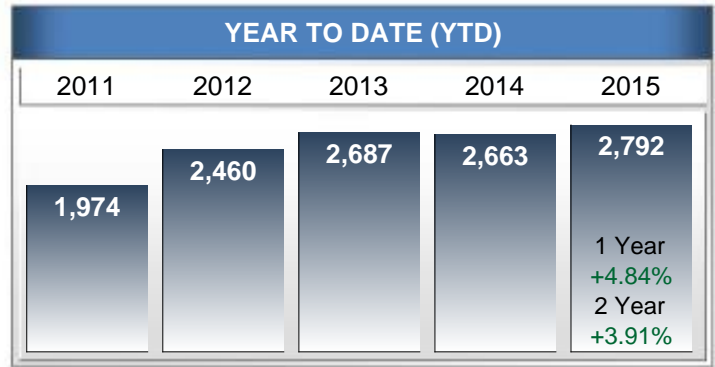
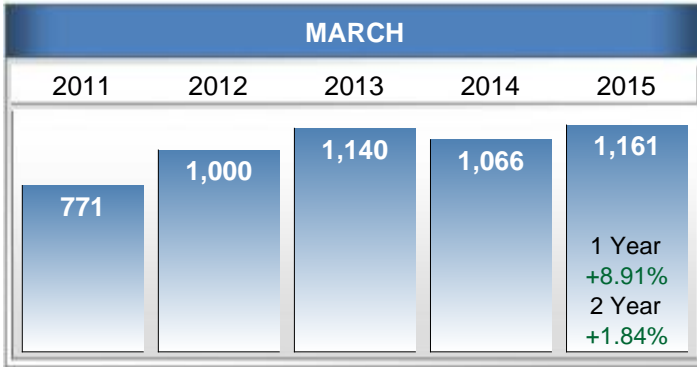
Closed Sales as of Apr 13, 2015



Closed Listings

Report Produced on: Apr 13, 2015

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	57	4.91%	55.2	43	10	3	1		
\$25,001 - \$75,000	168	14.47%	48.6	79	80	8	1		
\$75,001 - \$100,000	111	9.56%	60.0	25	76	10	0		
\$100,001 - \$150,000	313	26.96%	56.8	28	244	38	3		
\$150,001 - \$200,000	219	18.86%	56.2	11	142	60	6		
\$200,001 - \$275,000	155	13.35%	51.0	9	63	73	10		
\$275,001 and up	138	11.89%	56.7	6	33	72	27		
Total Closed Units:				1,161	54.9	201	648	264	48
Total Closed Volume:				195,190,628		17.18M	94.46M	61.29M	22.26M
Average Closed Price:				\$168,123		\$85,455	\$145,768	\$232,169	\$463,838



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

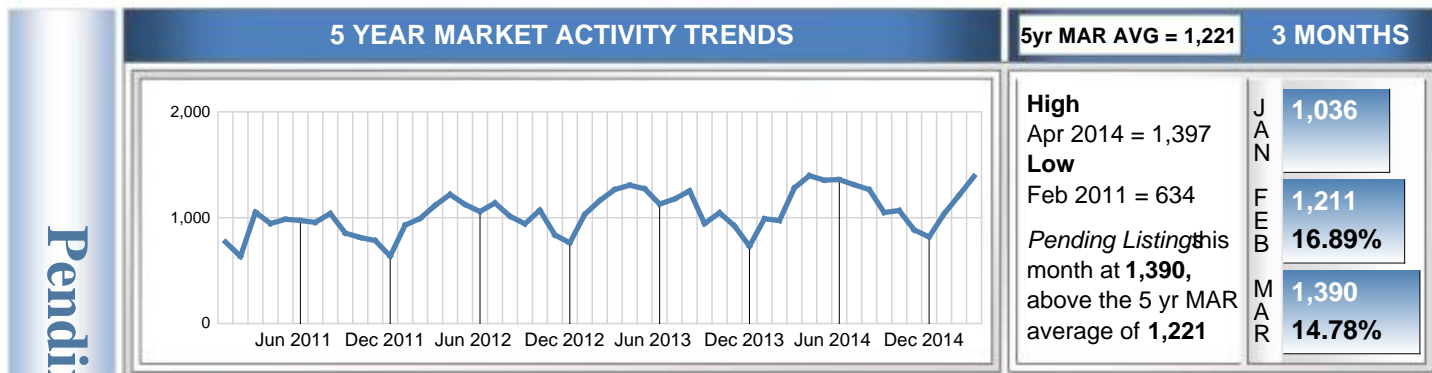
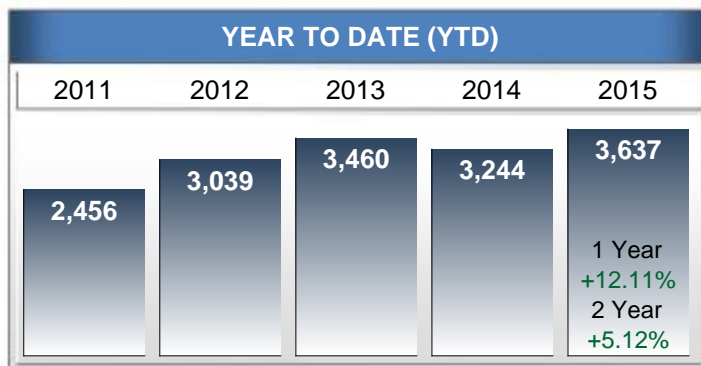
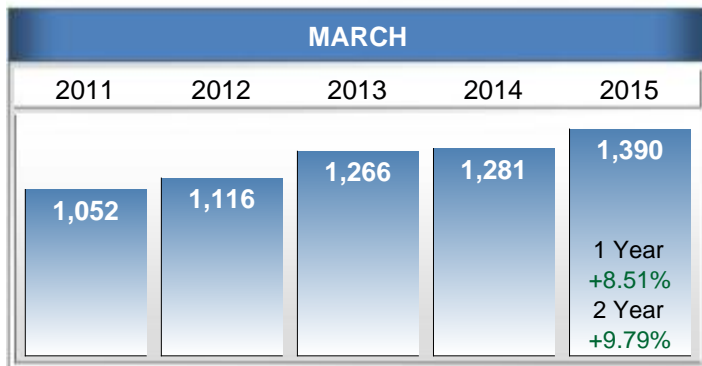
Pending Listings as of Apr 13, 2015



Pending Listings

Report Produced on: Apr 13, 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+	
\$25,000 and less	63	4.53%	49.8	42	18	3	0	
\$25,001 - \$75,000	198	14.24%	51.8	84	102	11	1	
\$75,001 - \$125,000	261	18.78%	53.2	48	184	27	2	
\$125,001 - \$175,000	341	24.53%	48.2	21	262	58	0	
\$175,001 - \$225,000	216	15.54%	53.4	11	113	86	6	
\$225,001 - \$300,000	164	11.80%	55.5	6	53	95	10	
\$300,001 and up	147	10.58%	65.4	8	32	86	21	
Total Pending Units: 1,390				57.3	220	764	366	40
Total Pending Volume: 259,442,505					26.98M	114.56M	94.01M	23.89M
Average Listing Price: \$181,246					\$122,645	\$149,952	\$256,850	\$597,259



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

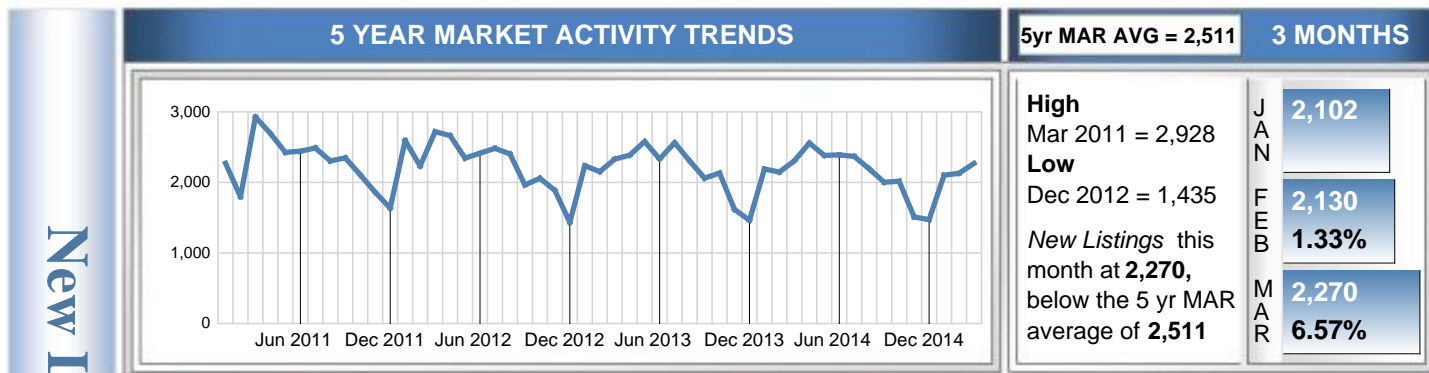
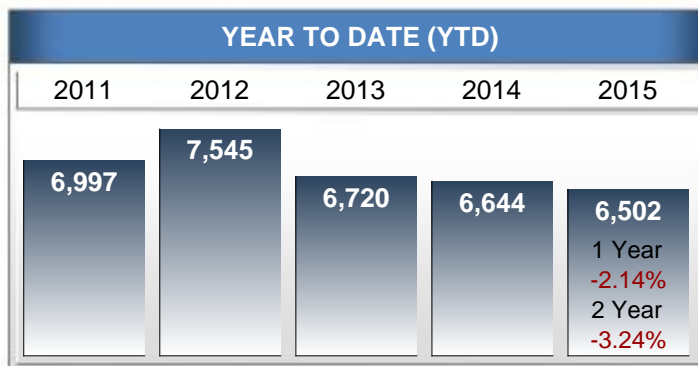
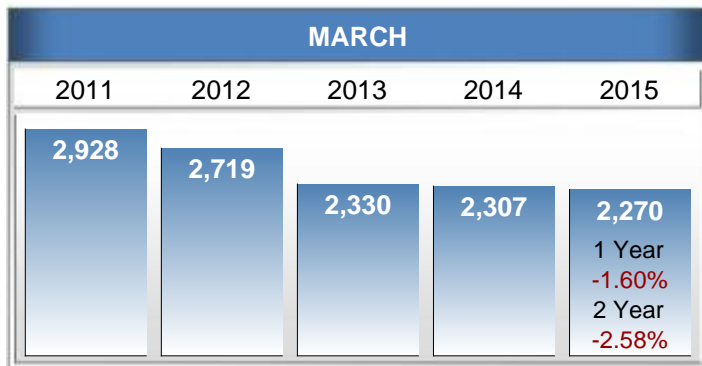
New Listings as of Apr 13, 2015



New Listings

Report Produced on: Apr 13, 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	88	3.88%	76	10	1	1
\$25,001 - \$75,000	352	15.51%	201	133	15	3
\$75,001 - \$125,000	394	17.36%	94	265	31	4
\$125,001 - \$175,000	475	20.93%	42	343	86	4
\$175,001 - \$250,000	398	17.53%	45	192	146	15
\$250,001 - \$400,000	333	14.67%	11	98	185	39
\$400,001 and up	230	10.13%	27	35	109	59
Total New Listed Units:			496	1076	573	125
Total New Listed Volume:			74.81M	180.57M	174.97M	73.76M
Average New Listed Listing Price:			\$150,827	\$167,815	\$305,364	\$590,113



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

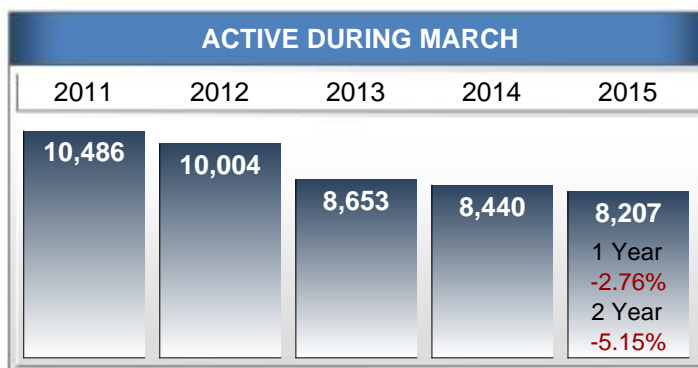
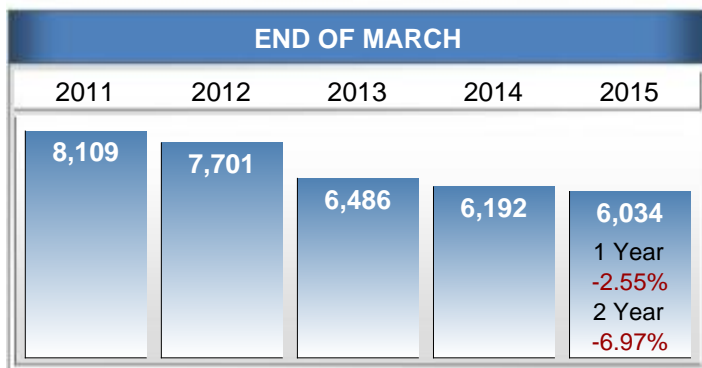
Active Inventory as of Apr 13, 2015



Active Inventory

Report Produced on: Apr 13, 2015

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



Active Inventory

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5yr MAR AVG = 6,904 **3 MONTHS**

High
Jul 2011 = 8,770

Low
Dec 2014 = 5,785

Inventory this month at **6,034**, below the 5 yr MAR average of **6,904**

JAN	5,881
FEB	5,966
MAR	6,034
1.45%	
1.14%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	535	8.87%	76.0	504	26	3	2		
\$25,001 - \$50,000	726	12.03%	69.2	561	143	18	4		
\$50,001 - \$75,000	548	9.08%	71.5	296	225	25	2		
\$75,001 - \$175,000	1,830	30.33%	65.4	427	1,125	253	25		
\$175,001 - \$275,000	1,023	16.95%	61.7	130	420	430	43		
\$275,001 - \$425,000	727	12.05%	68.3	68	169	401	89		
\$425,001 and up	645	10.69%	74.4	123	70	285	167		
Total Active Inventory by Units:				6,034	68.0	2,109	2,178	1,415	332
Total Active Inventory by Volume:				1,313,956,602		281.15M	358.25M	462.69M	211.87M
Average Active Inventory Listing Price:				\$217,759		\$133,310	\$164,485	\$326,986	\$638,171



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

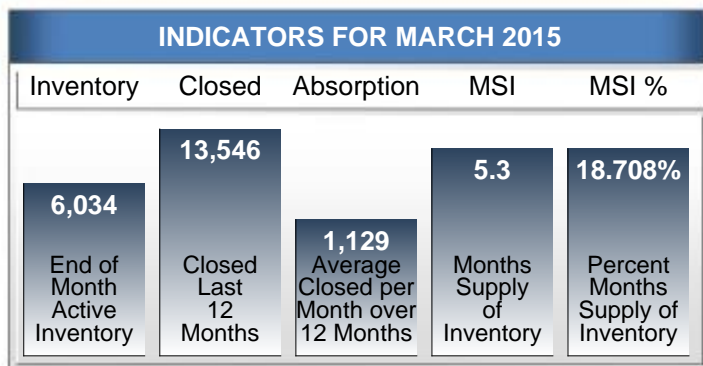
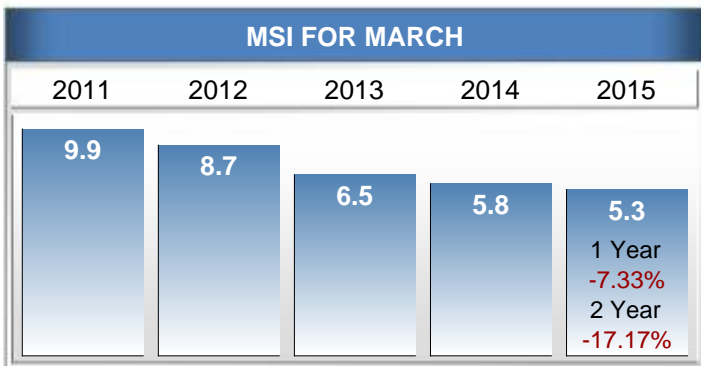
Active Inventory as of Apr 13, 2015



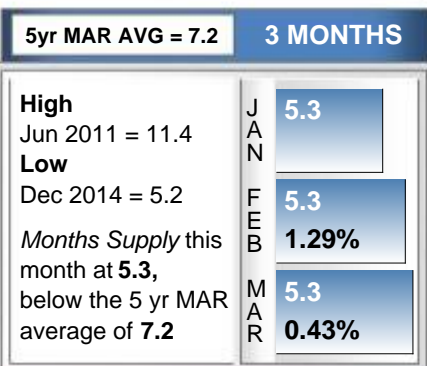
Months Supply of Inventory

Report Produced on: Apr 13, 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	229	3.80%	7.3	10.0	1.7	2.3	12.0
\$20,001 \$50,000	1,032	17.10%	10.0	15.3	3.7	3.4	8.0
\$50,001 \$90,000	886	14.68%	5.4	8.9	4.0	3.4	2.3
\$90,001 \$180,000	1,579	26.17%	3.4	7.5	2.9	3.1	4.8
\$180,001 \$270,000	886	14.68%	4.3	10.2	4.1	4.0	3.7
\$270,001 \$440,000	816	13.52%	7.0	18.2	6.1	6.8	6.8
\$440,001 and up	606	10.04%	13.7	54.0	11.0	11.5	12.2
MSI:			5.3	11.5	3.6	4.9	7.3
Total Active Inventory:			6,034	2,109	2,178	1,415	332



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

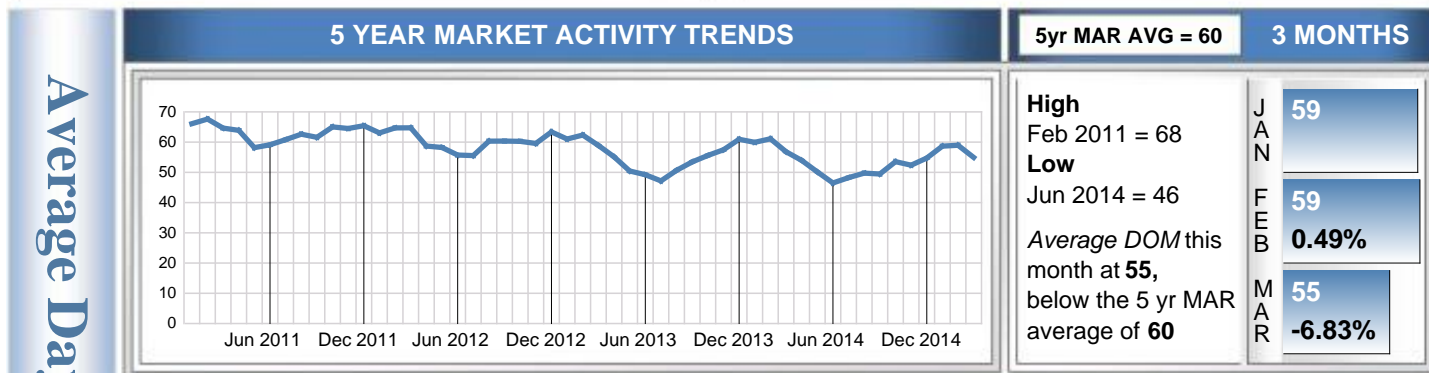
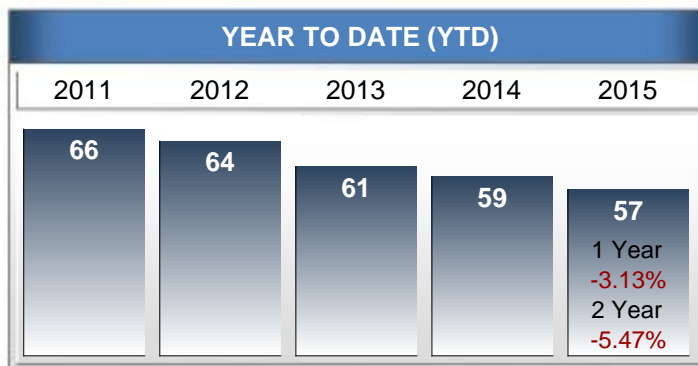
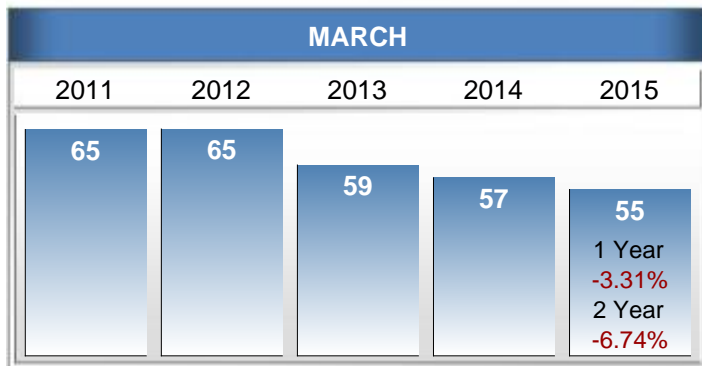
Closed Sales as of Apr 13, 2015



Average Days on Market to Sale

Report Produced on: Apr 13, 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	57	4.91%	55.2	59.5	45.0	43.7	3.0
\$25,001 - \$75,000	168	14.47%	48.6	53.6	44.9	39.9	21.0
\$75,001 - \$100,000	111	9.56%	60.0	64.0	60.5	46.5	0.0
\$100,001 - \$150,000	313	26.96%	56.8	65.3	56.1	52.8	79.3
\$150,001 - \$200,000	219	18.86%	56.2	58.5	52.0	64.5	68.3
\$200,001 - \$275,000	155	13.35%	51.0	22.2	51.9	51.8	64.3
\$275,001 and up	138	11.89%	56.7	34.2	43.4	66.9	50.8
Average Closed DOM: 54.9				56.1	53.1	58.3	56.0
Total Closed Units: 1,161				201	648	264	48
Total Closed Volume: 195,190,628				17.18M	94.46M	61.29M	22.26M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

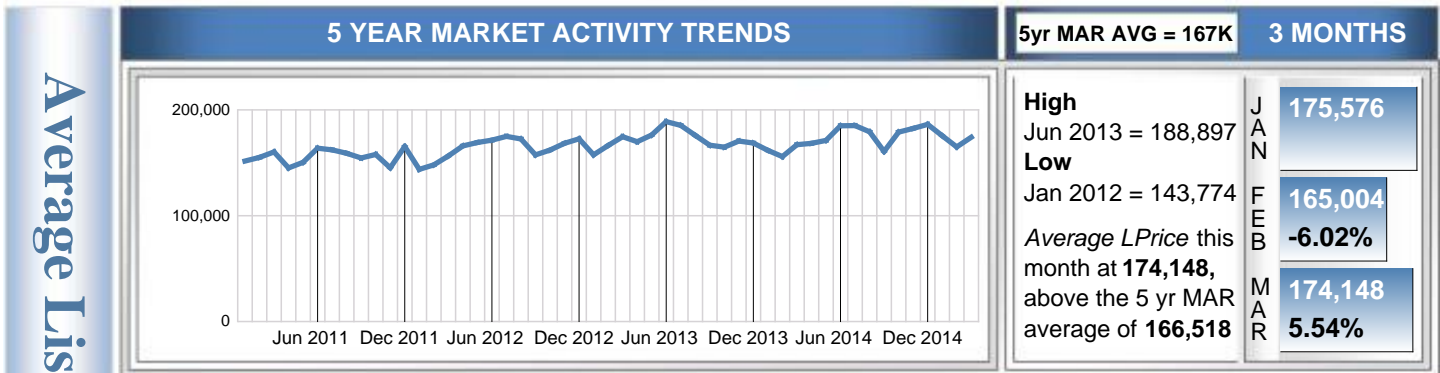
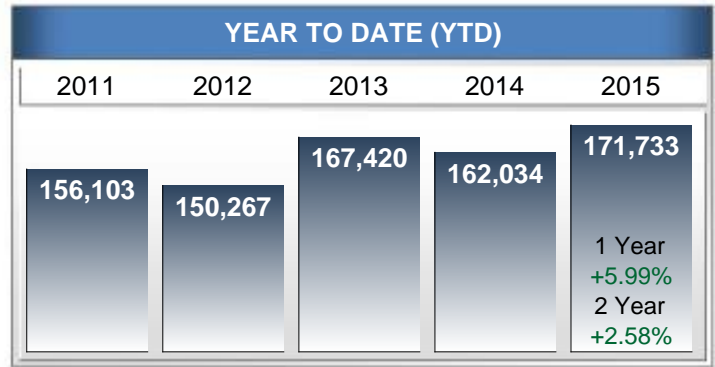
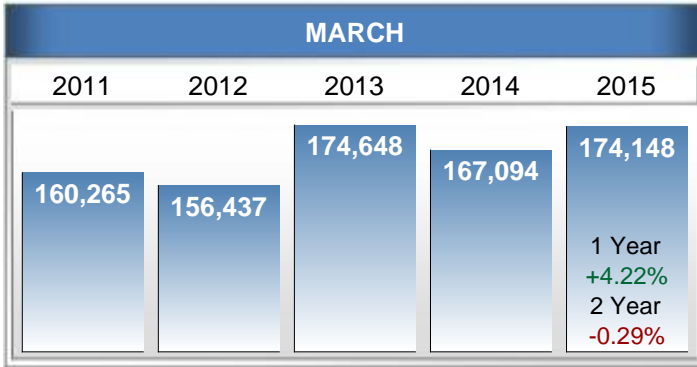
Closed Sales as of Apr 13, 2015



Average List Price at Closing

Report Produced on: Apr 13, 2015

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



Average List Price

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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	46	3.96%	17,498	19,869	20,174	15,632	33,000
\$25,001 \$75,000	170	14.64%	51,577	52,713	56,919	54,775	44,900
\$75,001 \$100,000	106	9.13%	89,473	89,512	94,962	93,000	0
\$100,001 \$150,000	311	26.79%	128,432	129,329	130,323	132,852	135,800
\$150,001 \$200,000	225	19.38%	173,316	186,964	174,129	181,086	171,133
\$200,001 \$275,000	156	13.44%	237,162	253,502	237,054	241,438	245,430
\$275,001 and up	147	12.66%	457,093	499,017	418,812	388,648	734,090
Average List Price:	\$174,148			\$90,596	\$150,081	\$238,395	\$495,559
Total Closed Units:	1,161			201	648	264	48
Total List Volume:	202,185,644			18.21M	97.25M	62.94M	23.79M



Monthly Inventory Analysis

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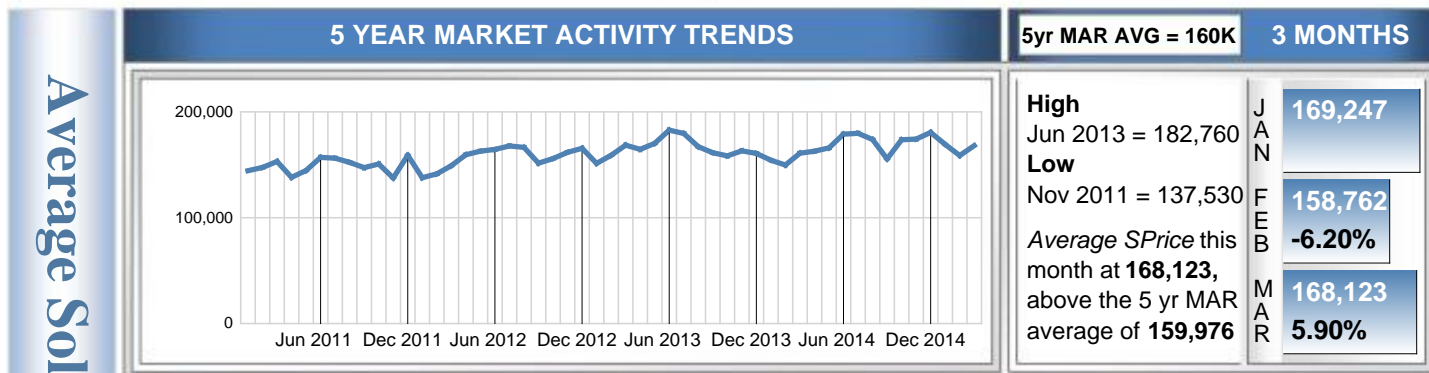
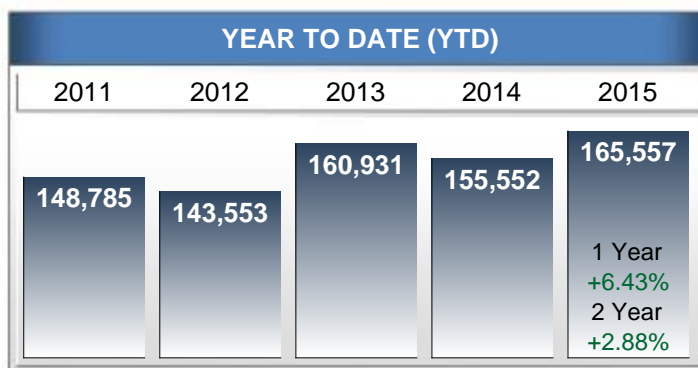
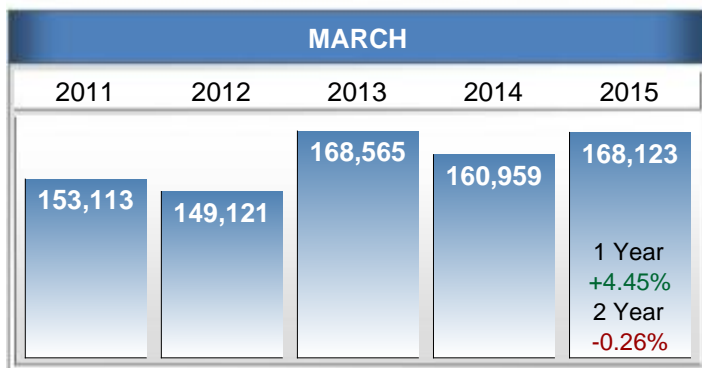
Closed Sales as of Apr 13, 2015



Average Sold Price at Closing

Report Produced on: Apr 13, 2015

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	57		4.91%	16,815	16,801	17,563	14,132	18,000
\$25,001 \$75,000	168		14.47%	51,624	49,257	53,823	53,855	44,900
\$75,001 \$100,000	111		9.56%	88,898	84,728	90,255	89,010	0
\$100,001 \$150,000	313		26.96%	127,393	125,506	127,471	128,023	130,668
\$150,001 \$200,000	219		18.86%	172,451	175,482	171,070	175,753	166,550
\$200,001 \$275,000	155		13.35%	234,555	242,476	229,461	237,117	240,820
\$275,001 and up	138		11.89%	447,063	469,625	401,984	377,913	681,549
Average Closed Price:	\$168,123				\$85,455	\$145,768	\$232,169	\$463,838
Total Closed Units:	1,161				201	648	264	48
Total Closed Volume:	195,190,628				17.18M	94.46M	61.29M	22.26M



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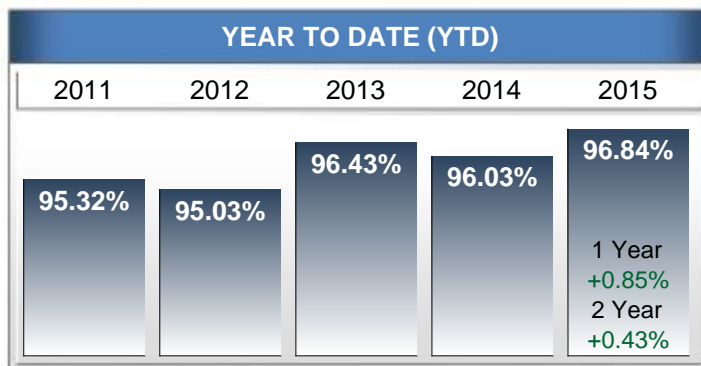
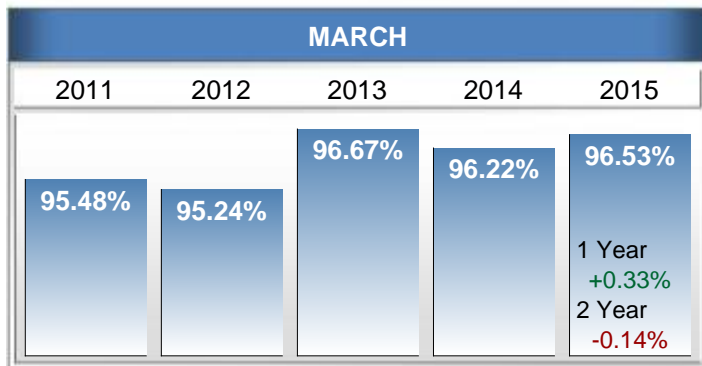
Closed Sales as of Apr 13, 2015



Average Percent of List Price to Selling Price

Report Produced on: Apr 13, 2015

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



Average List/Sell Price

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5yr MAR AVG=96.03%	3 MONTHS
High Jan 2015 = 97.76%	JAN 97.76%
Low Dec 2013 = 94.64%	FEB 96.44%
<i>Average List/Sell</i> this month at 96.53% , above the 5 yr MAR average of 96.03%	MAR 96.53%
	Change: -1.35%
	Change: 0.10%

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	57	4.91%	86.78%	86.78%	89.15%	89.66%	54.55%
\$25,001 \$75,000	168	14.47%	94.86%	94.01%	95.03%	100.84%	100.00%
\$75,001 \$100,000	111	9.56%	95.83%	95.07%	96.05%	96.01%	0.00%
\$100,001 \$150,000	313	26.96%	97.67%	97.21%	97.91%	96.56%	96.55%
\$150,001 \$200,000	219	18.86%	97.97%	95.09%	98.38%	97.58%	97.37%
\$200,001 \$275,000	155	13.35%	97.60%	96.23%	96.91%	98.28%	98.20%
\$275,001 and up	138	11.89%	97.13%	95.08%	96.96%	97.69%	96.29%
Average List/Sell Ratio: 96.50%				93.23%	97.16%	97.60%	96.05%
Total Closed Units: 1,161				201	648	264	48
Total Closed Volume: 195,190,628				17.18M	94.46M	61.29M	22.26M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

Inventory as of Apr 13, 2015



Market Summary

Report Produced on: Apr 13, 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 March 31, 2015 = **6,034**

	MARCH			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	1,066	1,161	8.91%	2,663	2,792	4.84%
Pending Sales	1,281	1,390	8.51%	3,244	3,637	12.11%
New Listings	2,307	2,270	-1.60%	6,644	6,502	-2.14%
Average List Price	167,094	174,148	4.22%	162,034	171,733	5.99%
Average Sale Price	160,959	168,123	4.45%	155,552	165,557	6.43%
Average Percent of List Price to Selling Price	96.22%	96.53%	0.33%	96.03%	96.84%	0.85%
Average Days on Market to Sale	56.81	54.93	-3.31%	59.05	57.20	-3.13%
Monthly Inventory	6,193	6,034	-2.57%	6,193	6,034	-2.57%
Months Supply of Inventory	5.77	5.35	-7.34%	5.77	5.35	-7.34%

