



# May 2015

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

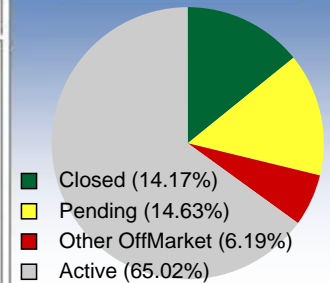


**Absorption:** Last 12 months, an Average of **1,133** Sales/Month

**Active Inventory** as of May 31, 2015 = **6,076**

	MAY		
	2014	2015	+/- %
Closed Listings	1,285	1,324	3.04%
Pending Listings	1,354	1,367	0.96%
New Listings	2,383	2,143	-10.07%
Median List Price	144,500	150,000	3.81%
Median Sale Price	140,500	149,000	6.05%
Median Percent of List Price to Selling Price	97.90%	98.04%	0.14%
Median Days on Market to Sale	33.00	28.00	-15.15%
End of Month Inventory	6,422	6,076	-5.39%
Months Supply of Inventory	6.00	5.36	-10.66%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jun 22, 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 May 2015 decreased **5.39%** to 6,076 existing homes available for sale. Over the last 12 months this area has had an average of 1,133 closed sales per month. This represents an unsold inventory index of **5.36** 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 **6.05%** in May 2015 to \$149,000 versus the previous year at \$140,500.

### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 5.00 days or **15.15%** in May 2015 compared to last year's same month at **33.00** DOM.

### Sales Success for May 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 2,143 New Listings in May 2015, down **10.07%** from last year at 2,383. Furthermore, there were 1,324 Closed Listings this month versus last year at 1,285, a **3.04%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, up from last year's May 2015 at **53.9%**, a **14.57%** upswing. 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>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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®

## May 2015

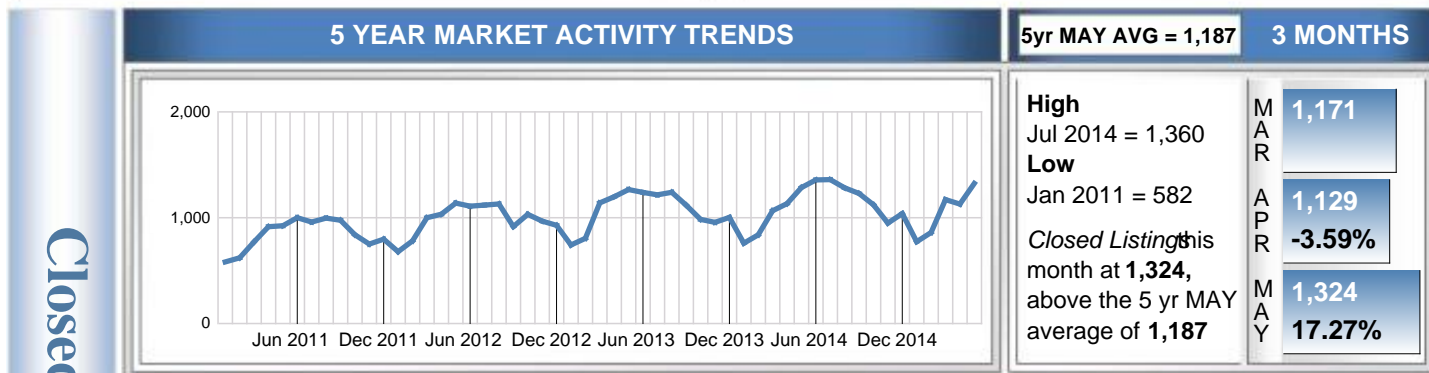
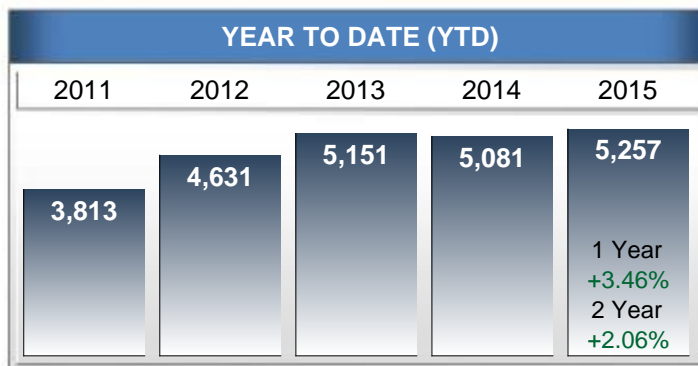
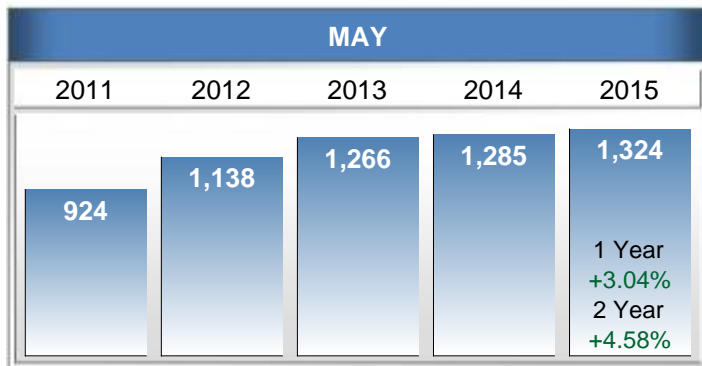
Closed Sales as of Jun 21, 2015



### Closed Listings

Report Produced on: Jun 22, 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+
\$50,000 and less	133	10.05%	40.0	80	45	6	2
\$50,001 - \$90,000	171	12.92%	29.0	50	107	13	1
\$90,001 - \$120,000	167	12.61%	33.0	21	125	18	3
\$120,001 - \$170,000	345	26.06%	22.0	27	245	67	6
\$170,001 - \$230,000	206	15.56%	25.0	10	96	91	9
\$230,001 - \$320,000	162	12.24%	28.5	4	64	83	11
\$320,001 and up	140	10.57%	35.5	8	28	79	25
Total Closed Units: 1,324				200	710	357	57
Total Closed Volume: 240,475,922				22.14M	106.22M	92.01M	20.11M
Median Closed Price: \$149,000				\$66,250	\$134,033	\$222,000	\$274,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

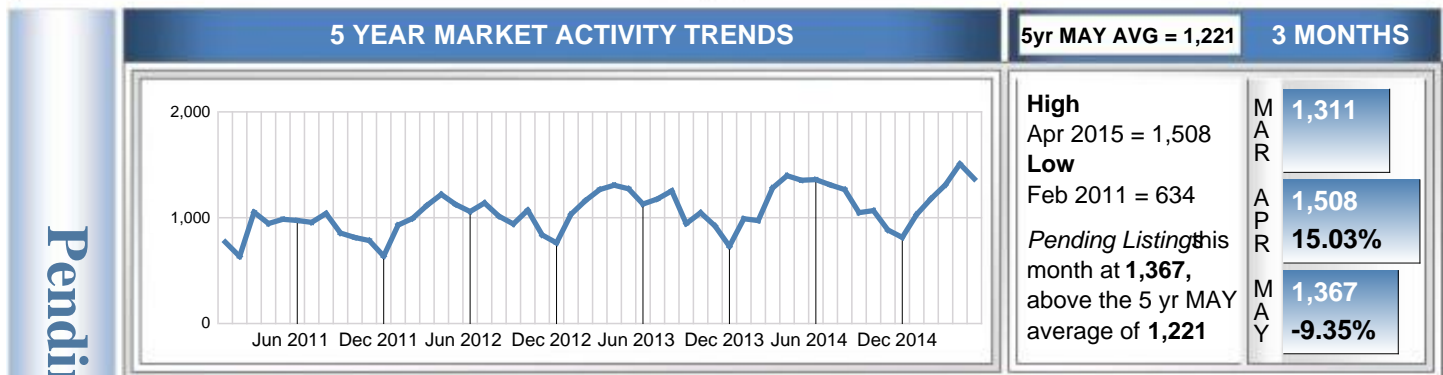
Pending Listings as of Jun 21, 2015



### Pending Listings

Report Produced on: Jun 22, 2015

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE										
Distribution of Pending Listings by Price Range			%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	126		9.22%	26.5	67	50	7	2		
\$50,001 \$75,000	96		7.02%	31.0	32	56	7	1		
\$75,001 \$125,000	292		21.36%	25.0	57	212	22	1		
\$125,001 \$175,000	308		22.53%	28.5	19	221	67	1		
\$175,001 \$225,000	200		14.63%	26.5	10	116	69	5		
\$225,001 \$325,000	187		13.68%	34.0	10	66	97	14		
\$325,001 and up	158		11.56%	36.0	11	30	91	26		
Total Pending Units:					1,367	28.0	206	751	360	50
Total Pending Volume:					257,010,518		22.31M	114.98M	99.36M	20.36M
Median Listing Price:					\$153,000		\$79,900	\$137,200	\$233,000	\$355,900

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

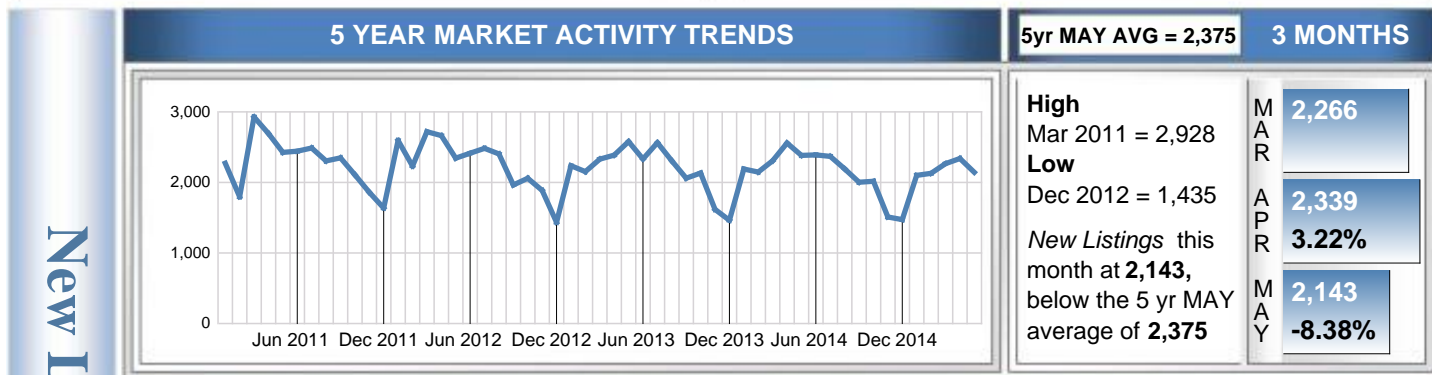
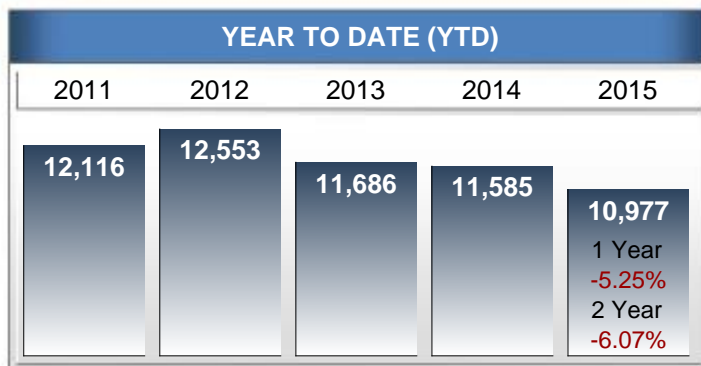
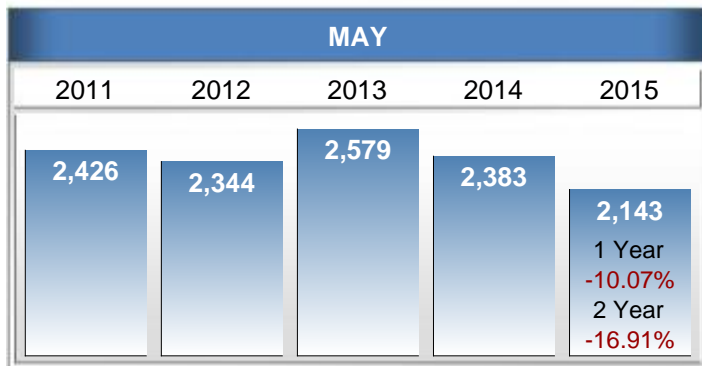
New Listings as of Jun 21, 2015



### New Listings

Report Produced on: Jun 22, 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	80	3.73%	68	10	1	1
\$25,001 - \$75,000	316	14.75%	168	135	12	1
\$75,001 - \$125,000	389	18.15%	90	260	37	2
\$125,001 - \$175,000	423	19.74%	40	288	91	4
\$175,001 - \$275,000	451	21.05%	36	210	183	22
\$275,001 - \$425,000	261	12.18%	17	70	142	32
\$425,001 and up	223	10.41%	27	35	97	64
Total New Listed Units:			446	1008	563	126
Total New Listed Volume:			74.54M	166.59M	170.10M	66.64M
Median New Listed Listing Price:			\$75,000	\$143,748	\$249,900	\$428,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

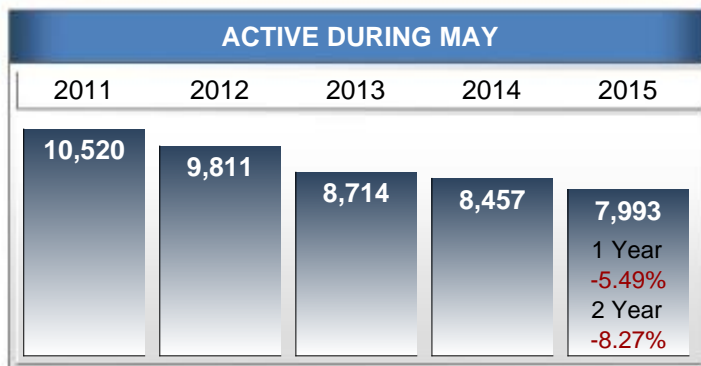
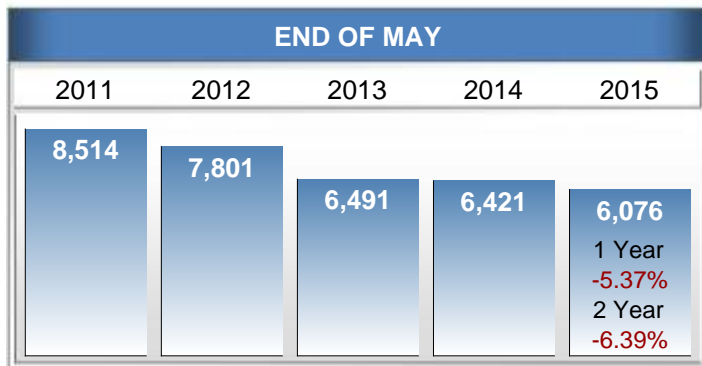
Active Inventory as of Jun 21, 2015



### Active Inventory

Report Produced on: Jun 22, 2015

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



Active Inventory

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**5yr MAY AVG = 7,061**    **3 MONTHS**

**High**  
Jul 2011 = 8,770

**Low**  
Dec 2014 = 5,716

*Inventory* this month at **6,076**, below the 5 yr MAY average of **7,061**

MAR	5,840
APR	5,907
MAY	6,076
<b>1.15%</b>	
<b>2.86%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	245	4.03%	88.0	221	18	4	2		
\$20,001 \$50,000	989	16.28%	100.0	812	157	19	1		
\$50,001 \$100,000	1,058	17.41%	65.5	510	482	60	6		
\$100,001 \$180,000	1,373	22.60%	47.0	210	890	256	17		
\$180,001 \$280,000	1,005	16.54%	58.0	115	414	419	57		
\$280,001 \$450,000	801	13.18%	53.0	85	163	447	106		
\$450,001 and up	605	9.96%	62.0	107	69	254	175		
Total Active Inventory by Units:				6,076	62.0	2,060	2,193	1,459	364
Total Active Inventory by Volume:				1,358,179,166		286.39M	371.05M	474.94M	225.80M
Median Active Inventory Listing Price:				\$145,000		\$50,000	\$139,900	\$275,000	\$439,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

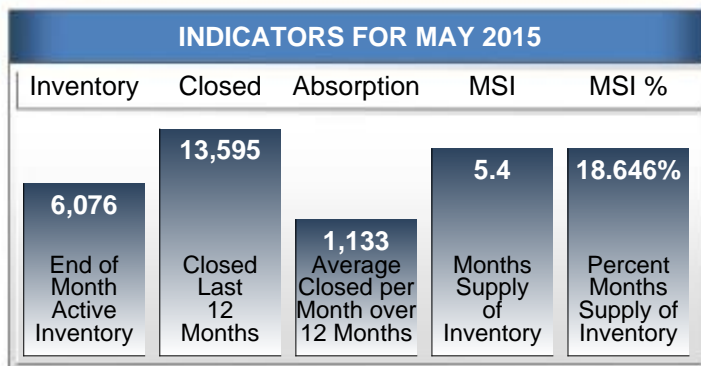
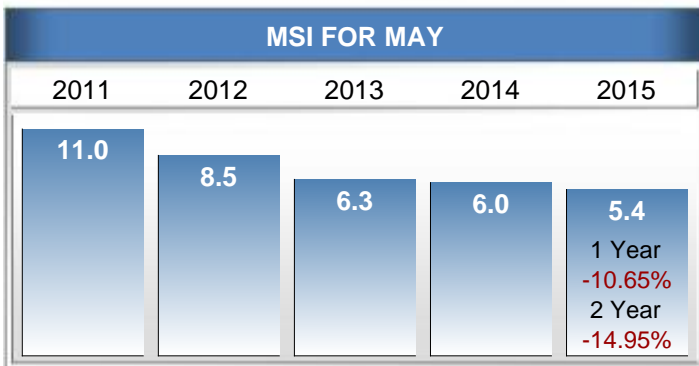
Active Inventory as of Jun 21, 2015



### Months Supply of Inventory

Report Produced on: Jun 22, 2015

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



Months Supply  
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**5yr MAY AVG = 7.4**     **3 MONTHS**

**High**  
Jun 2011 = 11.4

**Low**  
Dec 2014 = 5.1

Months Supply this month at **5.4**, below the 5 yr MAY average of **7.4**

MAR	5.2
APR	5.2
MAY	5.4
<b>1.18%</b>	
<b>2.57%</b>	

#### 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	245	4.03%	7.7	10.3	2.1	3.0	8.0
\$20,001 \$50,000	989	16.28%	9.8	14.4	4.0	3.9	2.4
\$50,001 \$100,000	1,058	17.41%	5.1	8.9	3.7	3.8	2.9
\$100,001 \$180,000	1,373	22.60%	3.3	6.5	2.9	3.3	3.4
\$180,001 \$280,000	1,005	16.54%	4.5	10.1	4.2	4.1	5.0
\$280,001 \$450,000	801	13.18%	7.5	24.3	6.2	7.2	7.7
\$450,001 and up	605	9.96%	14.1	49.4	12.0	11.0	14.5
MSI:	5.4			11.2	3.6	5.1	8.1
Total Active Inventory:	6,076			2,060	2,193	1,459	364



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

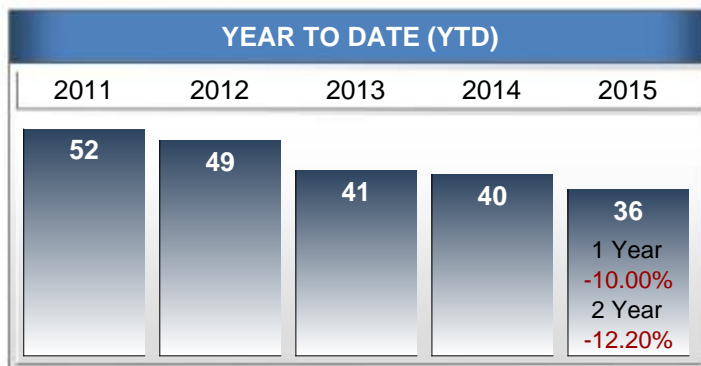
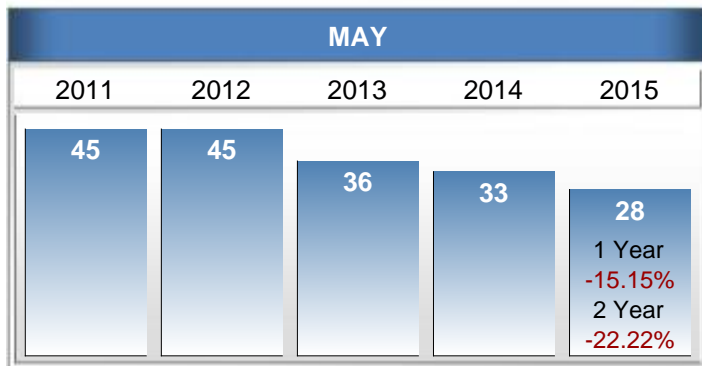
Closed Sales as of Jun 21, 2015



### Median Days on Market to Sale

Report Produced on: Jun 22, 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+
\$50,000 and less	133			10.05%	40.0	38.0	43.0	33.5	33.0
\$50,001 \$90,000	171			12.92%	29.0	37.5	28.0	22.0	26.0
\$90,001 \$120,000	167			12.61%	33.0	56.0	28.0	20.5	84.0
\$120,001 \$170,000	345			26.06%	22.0	52.0	21.0	24.0	47.5
\$170,001 \$230,000	206			15.56%	25.0	20.5	24.0	28.0	28.0
\$230,001 \$320,000	162			12.24%	28.5	10.0	21.5	35.0	47.0
\$320,001 and up	140			10.57%	35.5	6.0	21.5	56.0	31.0
Median Closed DOM:	28.0					38.0	24.0	32.0	35.0
Total Closed Units:	1,324					200	710	357	57
Total Closed Volume:	240,475,922					22.14M	106.22M	92.01M	20.11M



# Monthly Inventory Analysis

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## May 2015

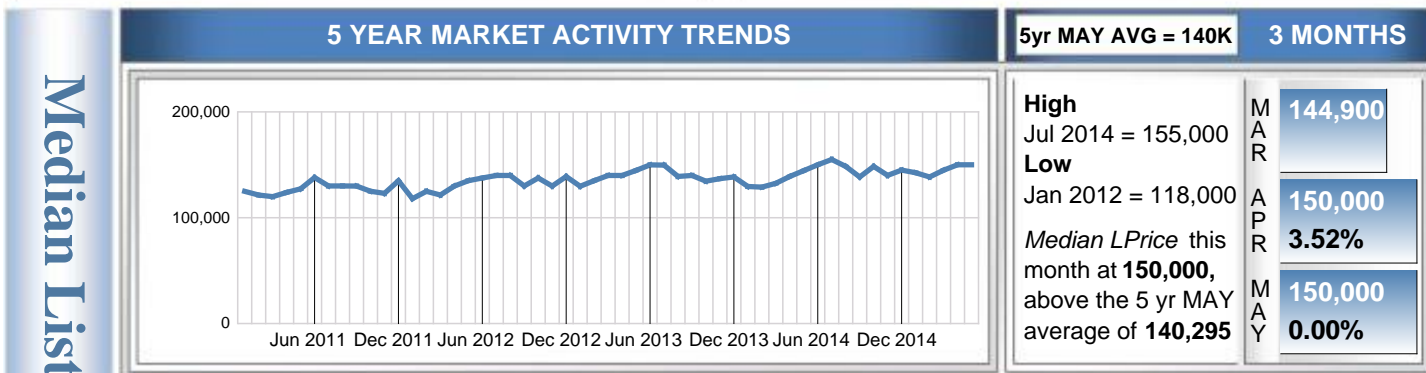
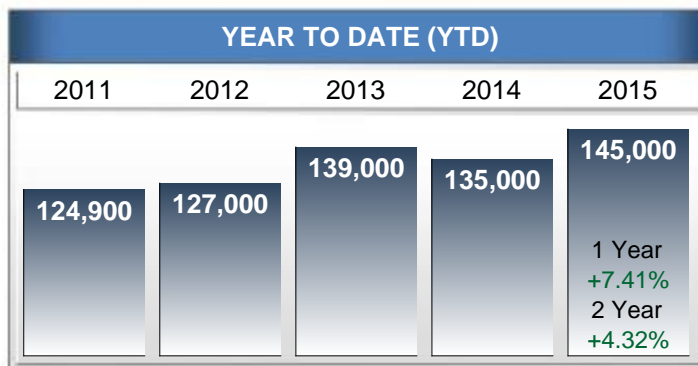
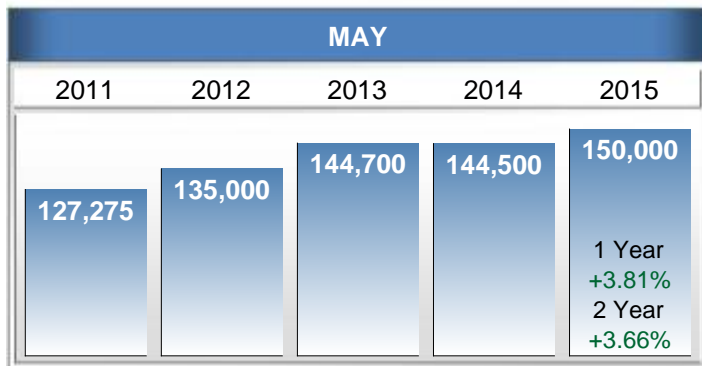
Closed Sales as of Jun 21, 2015



### Median List Price at Closing

Report Produced on: Jun 22, 2015

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



Median List Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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+
\$50,000 and less	126		9.52%	30,000	29,000	39,500	24,700	21,950
\$50,001 - \$90,000	158		11.93%	70,000	73,900	70,000	63,750	72,200
\$90,001 - \$120,000	166		12.54%	108,000	99,250	109,000	111,250	99,850
\$120,001 - \$170,000	353		26.66%	146,900	145,900	145,000	153,000	168,000
\$170,001 - \$230,000	205		15.48%	197,062	199,000	190,000	199,900	217,450
\$230,001 - \$320,000	167		12.61%	264,900	248,000	265,000	264,900	267,400
\$320,001 and up	149		11.25%	420,000	447,500	371,950	417,400	459,000
Median List Price:	\$150,000				\$70,000	\$135,900	\$225,000	\$279,000
Total Closed Units:	1,324				200	710	357	57
Total List Volume:	247,388,221				23.26M	108.84M	94.68M	20.62M





# Monthly Inventory Analysis

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## May 2015

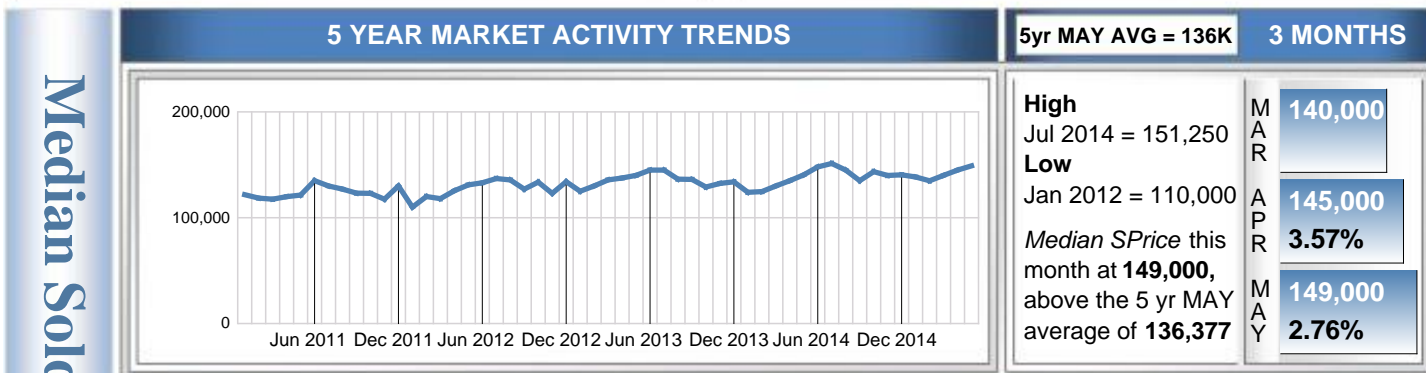
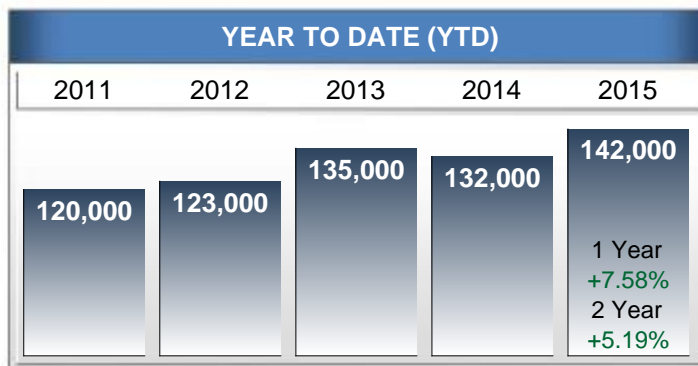
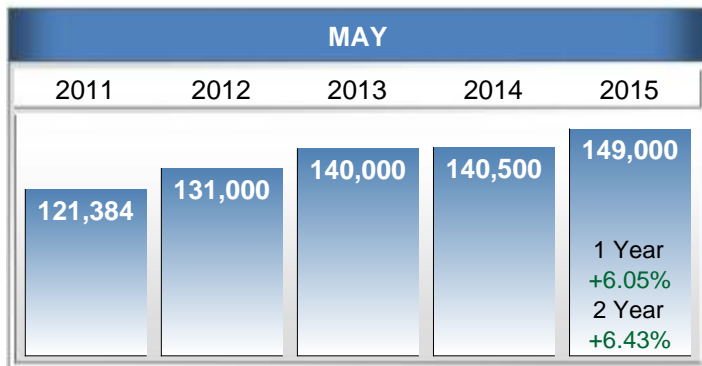
Closed Sales as of Jun 21, 2015



### Median Sold Price at Closing

Report Produced on: Jun 22, 2015

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			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	133		10.05%	30,000	26,750	40,000	24,050	18,750
\$50,001 \$90,000	171		12.92%	71,000	71,800	70,000	71,000	60,000
\$90,001 \$120,000	167		12.61%	107,500	100,000	108,000	109,950	100,000
\$120,001 \$170,000	345		26.06%	147,200	146,000	145,500	154,317	155,625
\$170,001 \$230,000	206		15.56%	196,250	192,500	188,000	202,000	215,000
\$230,001 \$320,000	162		12.24%	269,700	237,500	269,750	270,000	264,000
\$320,001 and up	140		10.57%	417,500	370,000	385,500	410,000	450,000
Median Closed Price:	\$149,000				\$66,250	\$134,033	\$222,000	\$274,000
Total Closed Units:	1,324				200	710	357	57
Total Closed Volume:	240,475,922				22.14M	106.22M	92.01M	20.11M



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## May 2015

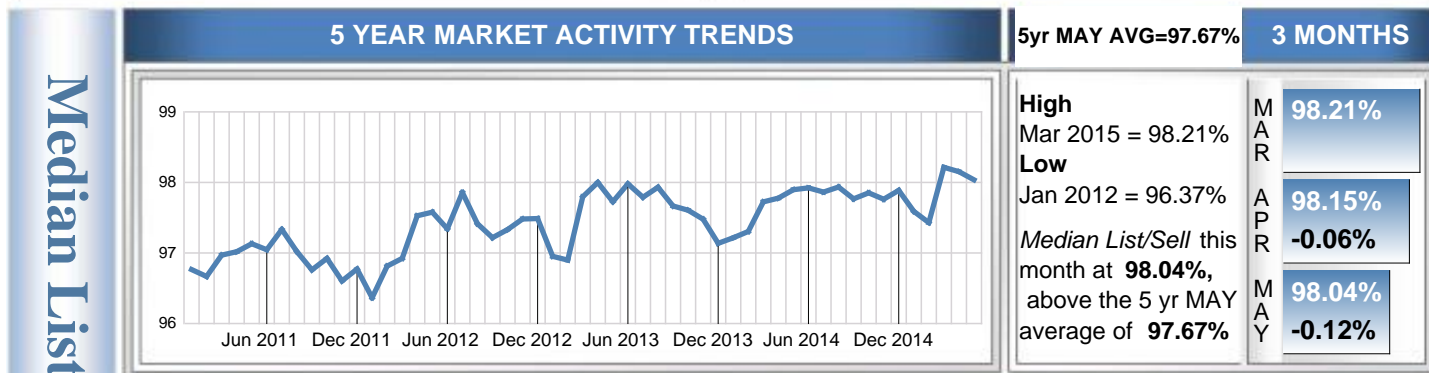
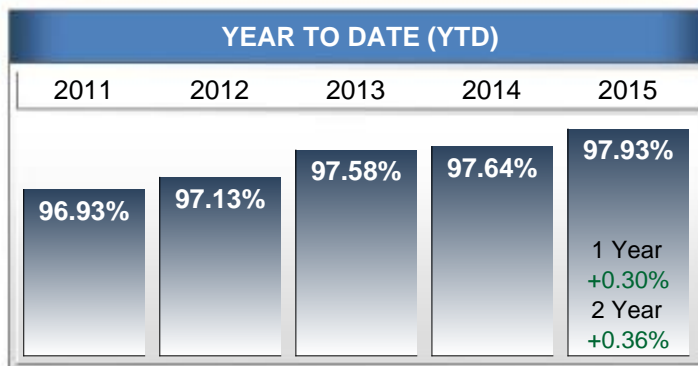
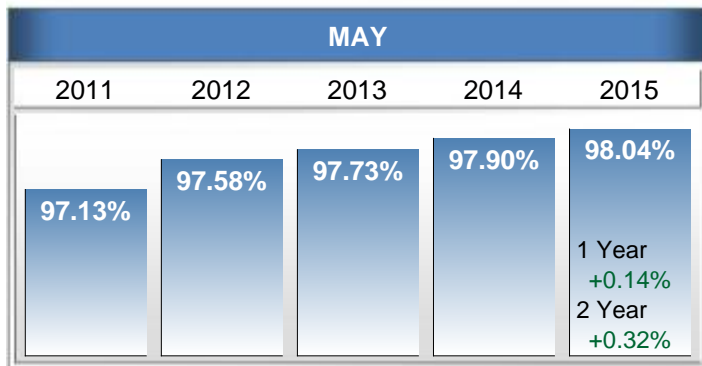
Closed Sales as of Jun 21, 2015



### 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?  
Contact an experienced REALTOR

#### 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+
\$50,000 and less	133	10.05%	90.00%	89.82%	91.14%	91.61%	86.63%
\$50,001 - \$90,000	171	12.92%	96.61%	95.99%	96.87%	100.00%	98.52%
\$90,001 - \$120,000	167	12.61%	98.25%	96.94%	98.44%	97.29%	100.15%
\$120,001 - \$170,000	345	26.06%	98.78%	96.57%	98.82%	99.38%	100.30%
\$170,001 - \$230,000	206	15.56%	98.37%	96.68%	98.64%	97.99%	99.46%
\$230,001 - \$320,000	162	12.24%	98.47%	97.37%	98.13%	98.64%	99.67%
\$320,001 and up	140	10.57%	97.44%	94.88%	97.81%	97.28%	98.18%
Median List/Sell Ratio:	98.04%			95.51%	98.33%	98.14%	99.31%
Total Closed Units:	1,324			200	710	357	57
Total Closed Volume:	240,475,922			22.14M	106.22M	92.01M	20.11M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

Inventory as of Jun 21, 2015



### Market Summary

Report Produced on: Jun 22, 2015

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



**Absorption:** Last 12 months, an Average of 1,133 Sales/Month

**Active Inventory** as of May 31, 2015 = 6,076

	MAY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,285	1,324	3.04%	5,081	5,257	3.46%
Pending Sales	1,354	1,367	0.96%	5,995	6,397	6.71%
New Listings	2,383	2,143	-10.07%	11,585	10,977	-5.25%
Median List Price	144,500	150,000	3.81%	135,000	145,000	7.41%
Median Sale Price	140,500	149,000	6.05%	132,000	142,000	7.58%
Median Percent of List Price to Selling Price	97.90%	98.04%	0.14%	97.64%	97.93%	0.30%
Median Days on Market to Sale	33.00	28.00	-15.15%	40.00	36.00	-10.00%
Monthly Inventory	6,422	6,076	-5.39%	6,422	6,076	-5.39%
Months Supply of Inventory	6.00	5.36	-10.66%	6.00	5.36	-10.66%

