



# November 2015

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

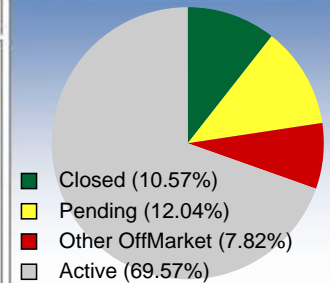


**Absorption:** Last 12 months, an Average of **1,130** Sales/Month

**Active Inventory** as of November 30, 2015 = **5,902**

	NOVEMBER		
	2014	2015	+/- %
Closed Listings	950	897	-5.58%
Pending Listings	883	1,021	15.63%
New Listings	1,510	1,616	7.02%
Median List Price	140,000	149,500	6.79%
Median Sale Price	139,900	147,000	5.08%
Median Percent of List Price to Selling Price	97.76%	98.02%	0.27%
Median Days on Market to Sale	38.50	34.00	-11.69%
End of Month Inventory	6,107	5,902	-3.36%
Months Supply of Inventory	5.47	5.22	-4.49%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 15, 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 November 2015 decreased **3.36%** to 5,902 existing homes available for sale. Over the last 12 months this area has had an average of 1,130 closed sales per month. This represents an unsold inventory index of **5.22** 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 **5.08%** in November 2015 to \$147,000 versus the previous year at \$139,900.

### Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 4.50 days or **11.69%** in November 2015 compared to last year's same month at **38.50** DOM.

### Sales Success for November 2015 is Positive

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

There were 1,616 New Listings in November 2015, up **7.02%** from last year at 1,510. Furthermore, there were 897 Closed Listings this month versus last year at 950, a **-5.58%** decrease.

Closed versus Listed trends yielded a **55.5%** ratio, down from last year's November 2015 at **62.9%**, a **11.77%** downswing. 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>
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<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®

## November 2015

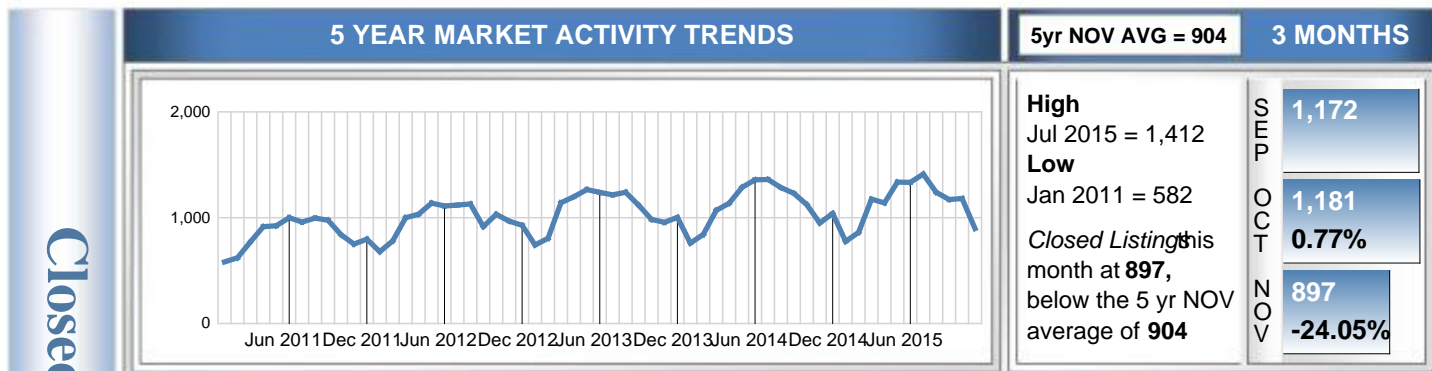
Closed Sales as of Dec 15, 2015



### Closed Listings

Report Produced on: Dec 15, 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	70		7.80%	54.5	33	33	4	0	
\$40,001 \$80,000	132		14.72%	35.5	48	75	8	1	
\$80,001 \$120,000	140		15.61%	25.0	13	111	15	1	
\$120,001 \$170,000	215		23.97%	35.0	14	157	41	3	
\$170,001 \$230,000	133		14.83%	35.0	8	60	60	5	
\$230,001 \$320,000	119		13.27%	37.0	5	53	54	7	
\$320,001 and up	88		9.81%	35.5	4	16	52	16	
Total Closed Units: 897					34.0	125	505	234	33
Total Closed Volume: 157,127,214						12.24M	73.69M	56.98M	14.22M
Median Closed Price: \$147,000						\$63,500	\$134,000	\$219,839	\$319,500

Closed Listings

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Contact an experienced REALTOR



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

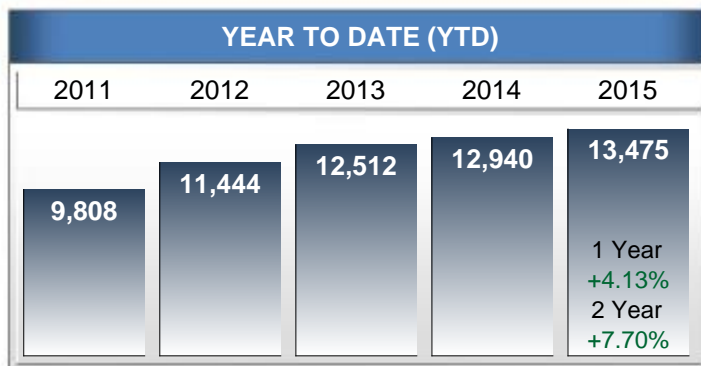
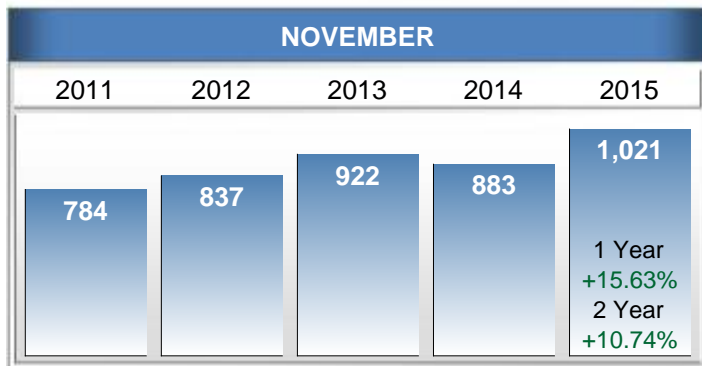
Pending Listings as of Dec 15, 2015



### Pending Listings

Report Produced on: Dec 15, 2015

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



**Pending Listings**  
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**5yr NOV AVG = 889**      **3 MONTHS**

**High**  
Apr 2015 = 1,471

**Low**  
Feb 2011 = 634

Pending Listings this month at **1,021**, above the 5 yr NOV average of **889**

SEP	1,104
OCT	1,145
NOV	1,021
<b>3.71%</b>	

#### 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	85	8.33%	41.0	38	40	6	1	
\$40,001 - \$70,000	107	10.48%	25.0	42	53	11	1	
\$70,001 - \$110,000	169	16.55%	39.0	33	117	17	2	
\$110,001 - \$160,000	242	23.70%	40.0	23	174	43	2	
\$160,001 - \$220,000	174	17.04%	44.0	12	96	63	3	
\$220,001 - \$310,000	133	13.03%	41.0	11	44	65	13	
\$310,001 and up	111	10.87%	32.0	11	22	58	20	
Total Pending Units: 1,021				38.0	170	546	263	42
Total Pending Volume: 179,398,871					22.01M	78.62M	62.26M	16.51M
Median Listing Price: \$139,900					\$74,950	\$128,650	\$208,000	\$305,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

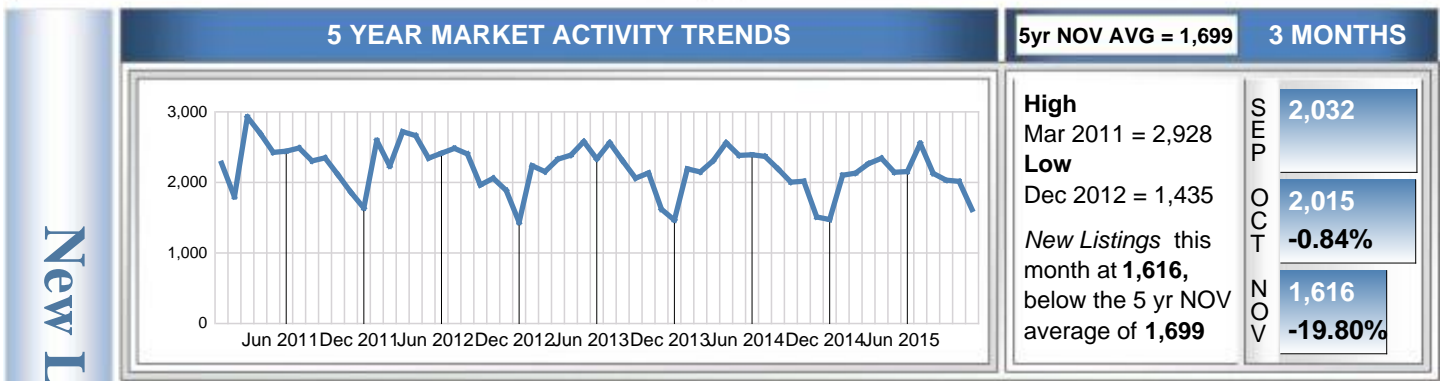
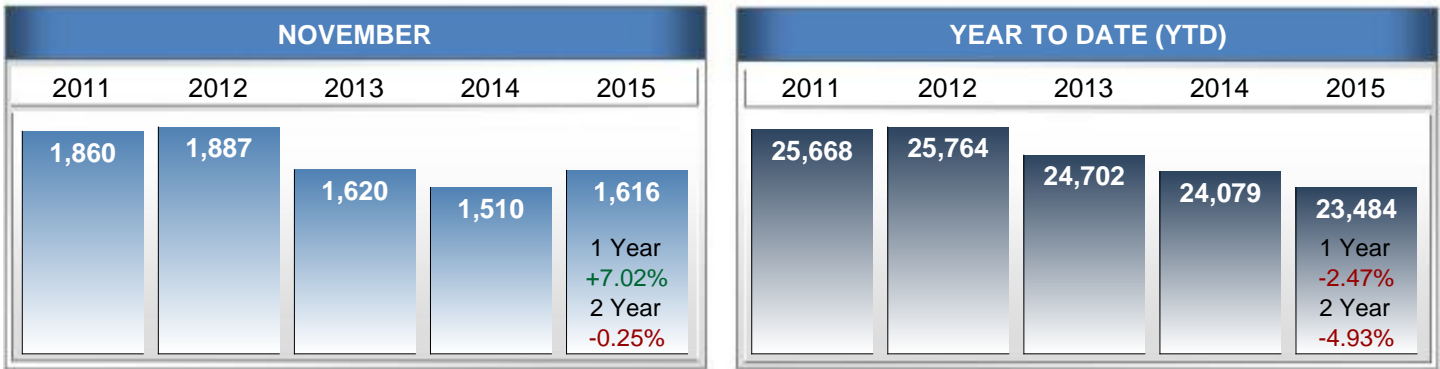
New Listings as of Dec 15, 2015



### New Listings

Report Produced on: Dec 15, 2015

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



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	<b>153</b>		9.47%	107	42	3	1	
\$40,001 - \$70,000	<b>204</b>		12.62%	88	104	11	1	
\$70,001 - \$110,000	<b>210</b>		13.00%	59	133	17	1	
\$110,001 - \$170,000	<b>403</b>		24.94%	50	278	72	3	
\$170,001 - \$250,000	<b>277</b>		17.14%	25	136	101	15	
\$250,001 - \$390,000	<b>208</b>		12.87%	21	43	118	26	
\$390,001 and up	<b>161</b>		9.96%	13	23	72	53	
Total New Listed Units:				1,616	363	759	394	100
Total New Listed Volume:				331,854,078	46.59M	112.76M	118.31M	54.20M
Median New Listed Listing Price:				\$148,610	\$65,000	\$133,900	\$245,000	\$425,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

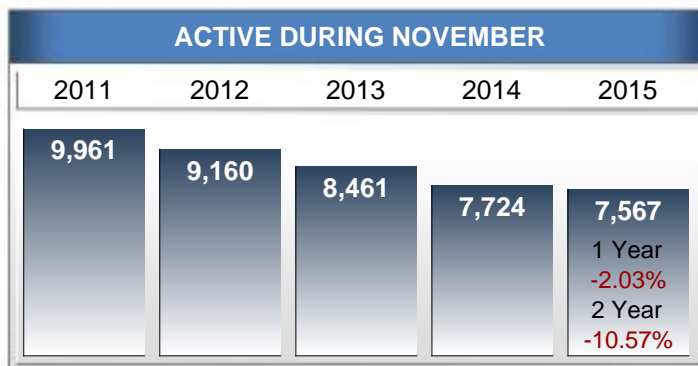
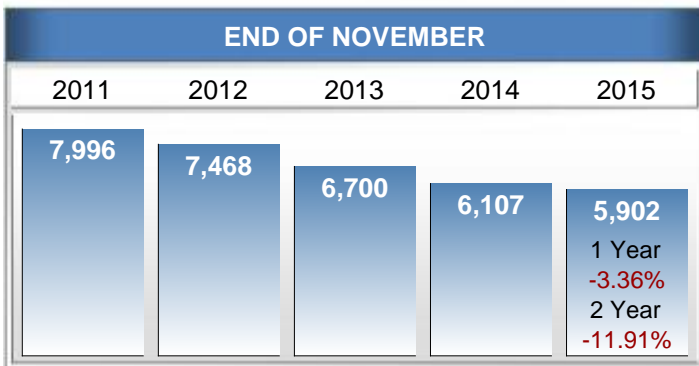
Active Inventory as of Dec 15, 2015



### Active Inventory

Report Produced on: Dec 15, 2015

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



Active Inventory

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**5yr NOV AVG = 6,835**    **3 MONTHS**

**High**  
Jul 2011 = 8,772

**Low**  
Apr 2015 = 5,584

*Inventory* this month at **5,902**, below the 5 yr NOV average of **6,835**

SEP	5,938
OCT	5,974
NOV	5,902
<b>0.61%</b>	
<b>-1.21%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	<b>628</b>	10.64%	103.0	542	74	11	1		
\$30,001 \$60,000	<b>732</b>	12.40%	75.0	547	164	20	1		
\$60,001 \$100,000	<b>747</b>	12.66%	62.0	270	420	50	7		
\$100,001 \$190,000	<b>1,581</b>	26.79%	60.0	235	998	327	21		
\$190,001 \$280,000	<b>841</b>	14.25%	67.0	95	327	371	48		
\$280,001 \$450,000	<b>779</b>	13.20%	73.0	83	144	435	117		
\$450,001 and up	<b>594</b>	10.06%	74.0	90	73	245	186		
Total Active Inventory by Units:				5,902	69.0	1,862	2,200	1,459	381
Total Active Inventory by Volume:				1,335,505,864		254.57M	363.43M	478.40M	239.11M
Median Active Inventory Listing Price:				\$149,900		\$50,000	\$139,000	\$269,900	\$439,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2015

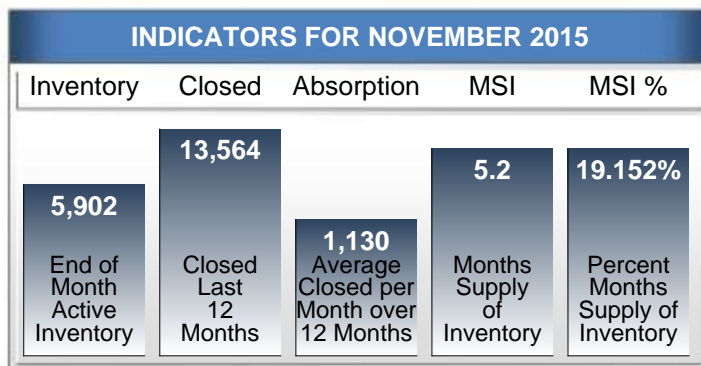
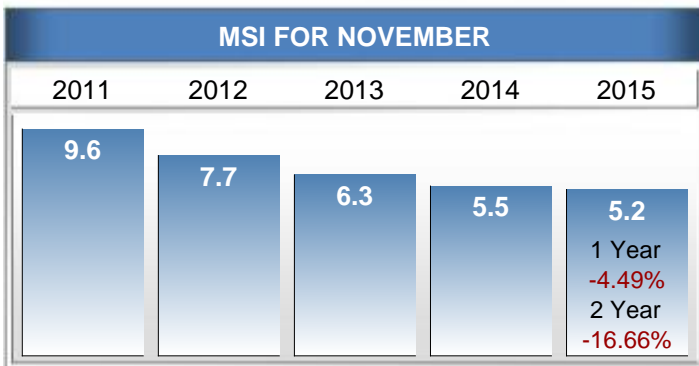
Active Inventory as of Dec 15, 2015



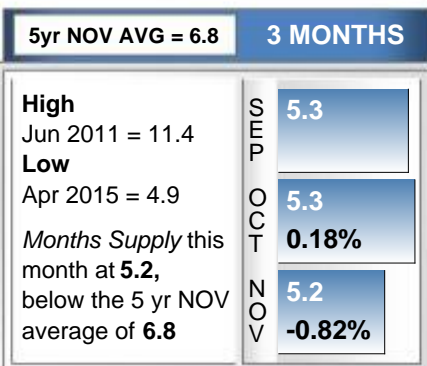
### Months Supply of Inventory

Report Produced on: Dec 15, 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+
\$30,000 and less	628	10.64%	10.4	13.6	4.2	4.6	1.5
\$30,001 \$60,000	732	12.40%	7.3	12.5	3.3	3.2	1.3
\$60,001 \$100,000	747	12.66%	4.5	6.4	3.8	4.4	8.4
\$100,001 \$190,000	1,581	26.79%	3.4	6.6	3.0	3.7	3.8
\$190,001 \$280,000	841	14.25%	4.4	11.3	4.1	4.1	4.3
\$280,001 \$450,000	779	13.20%	6.9	18.8	5.2	6.5	8.5
\$450,001 and up	594	10.06%	13.3	51.4	10.7	10.6	14.4
MSI:			5.2	10.6	3.5	5.1	8.4
Total Active Inventory:			5,902	1,862	2,200	1,459	381



# Monthly Inventory Analysis

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## November 2015

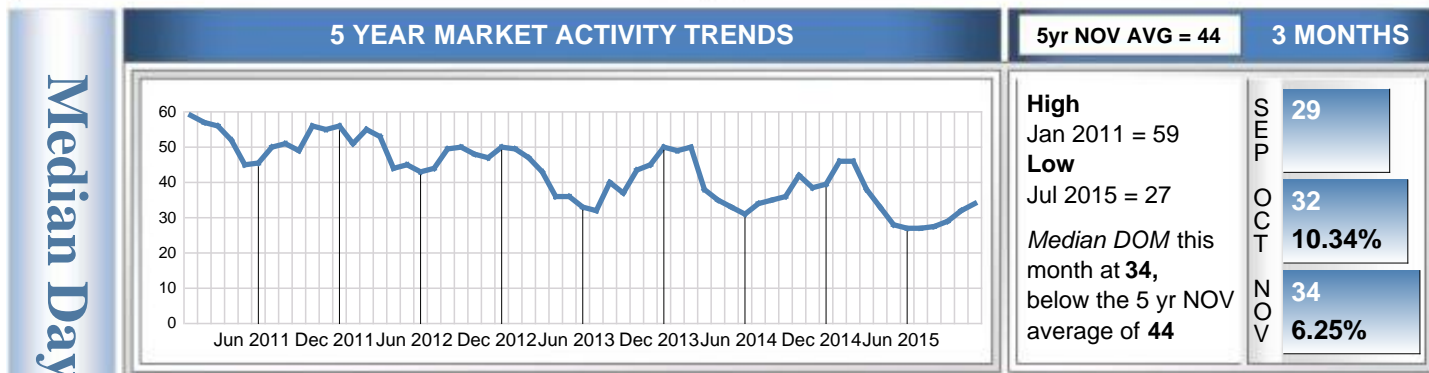
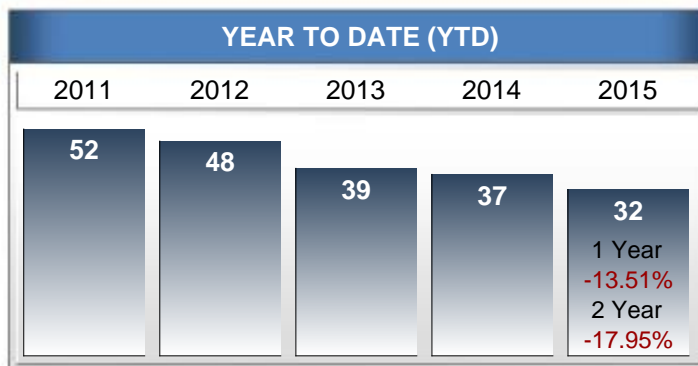
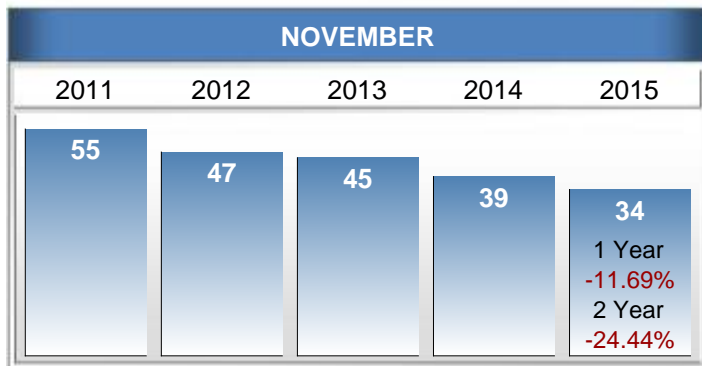
Closed Sales as of Dec 15, 2015



### Median Days on Market to Sale

Report Produced on: Dec 15, 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	70	7.80%	54.5	62.0	43.0	81.0	0.0
\$40,001 \$80,000	132	14.72%	35.5	41.0	28.0	42.0	27.0
\$80,001 \$120,000	140	15.61%	25.0	26.0	24.0	34.0	22.0
\$120,001 \$170,000	215	23.97%	35.0	23.5	36.0	27.0	54.0
\$170,001 \$230,000	133	14.83%	35.0	26.5	30.0	38.0	50.0
\$230,001 \$320,000	119	13.27%	37.0	26.0	27.0	47.0	34.0
\$320,001 and up	88	9.81%	35.5	35.0	22.0	47.0	31.5
Median Closed DOM:	34.0			37.0	30.0	41.5	34.0
Total Closed Units:	897			125	505	234	33
Total Closed Volume:	157,127,214			12.24M	73.69M	56.98M	14.22M



# Monthly Inventory Analysis

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## November 2015

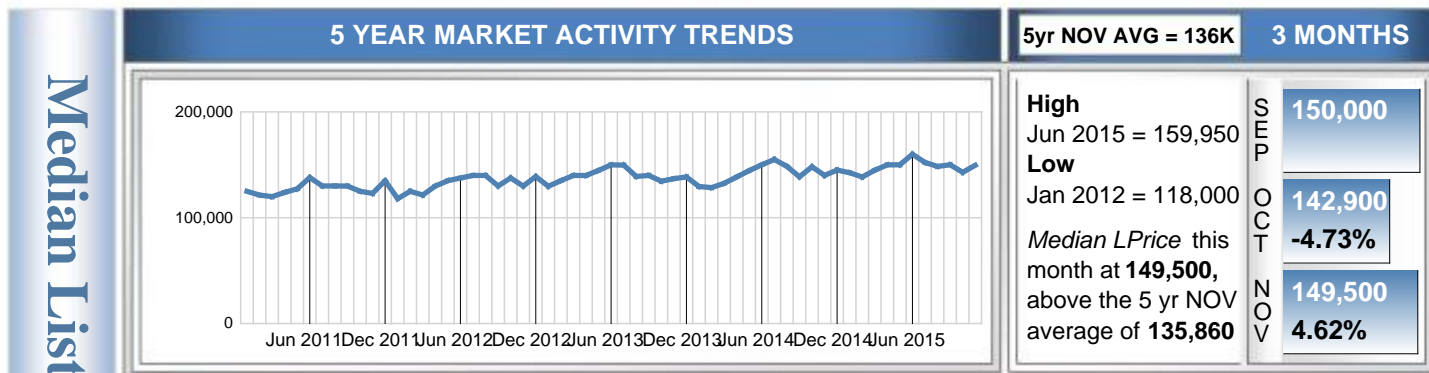
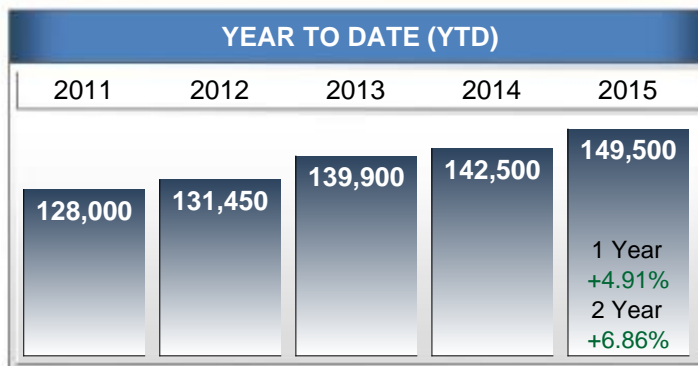
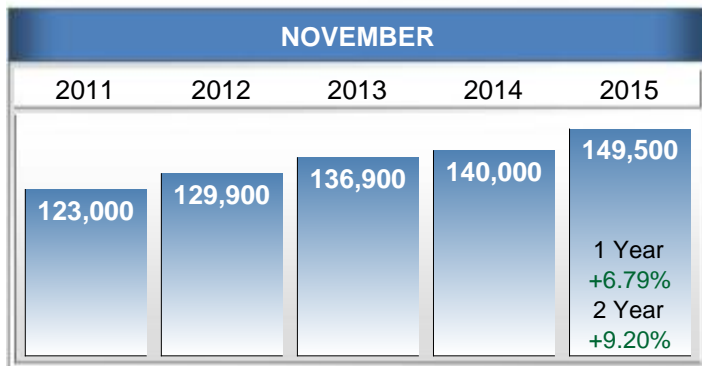
Closed Sales as of Dec 15, 2015



### Median List Price at Closing

Report Produced on: Dec 15, 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	61		6.80%	25,750	27,000	24,948	25,500	0
\$40,001 - \$80,000	126		14.05%	65,000	59,950	65,000	60,950	57,900
\$80,001 - \$120,000	139		15.50%	99,975	89,900	100,000	99,900	0
\$120,001 - \$170,000	219		24.41%	145,000	129,900	144,900	149,999	154,900
\$170,001 - \$230,000	140		15.61%	194,950	188,700	189,900	205,000	207,450
\$230,001 - \$320,000	111		12.37%	265,621	255,300	260,900	274,200	262,811
\$320,001 and up	101		11.26%	379,900	530,000	350,000	379,999	419,500
Median List Price:	\$149,500				\$69,500	\$135,000	\$224,000	\$329,900
Total Closed Units:	897				125	505	234	33
Total List Volume:	162,839,984				13.34M	76.30M	58.55M	14.65M





# Monthly Inventory Analysis

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## November 2015

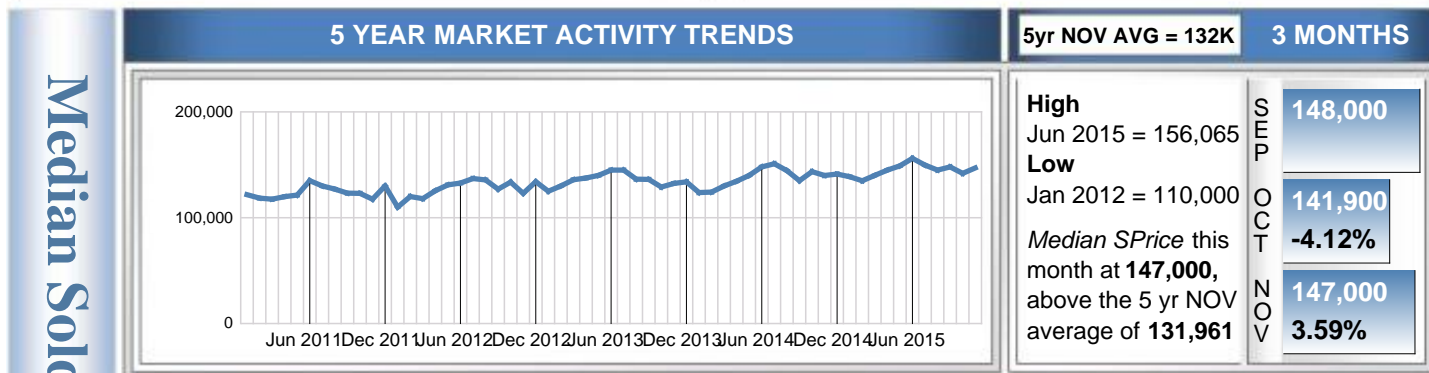
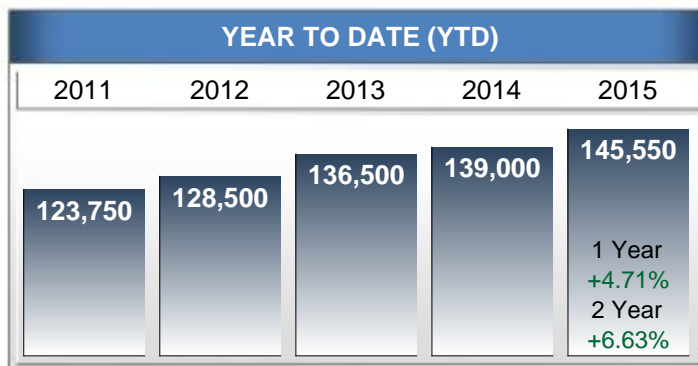
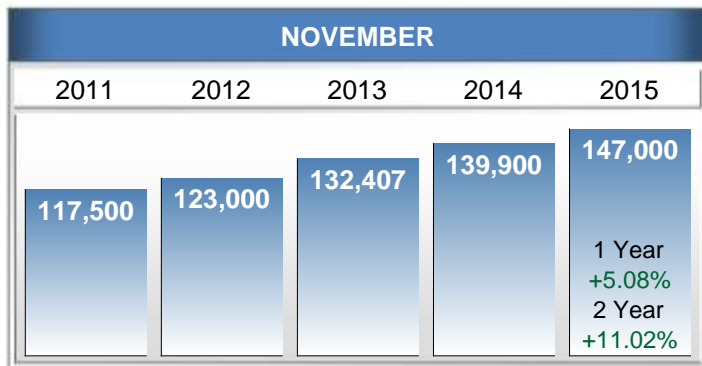
Closed Sales as of Dec 15, 2015



### Median Sold Price at Closing

Report Produced on: Dec 15, 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+
\$40,000 and less	70		7.80%	25,525	25,750	24,500	29,207	0
\$40,001 \$80,000	132		14.72%	62,875	57,500	65,000	61,700	56,575
\$80,001 \$120,000	140		15.61%	102,500	97,500	102,500	110,000	120,000
\$120,001 \$170,000	215		23.97%	147,487	147,500	145,000	150,000	159,000
\$170,001 \$230,000	133		14.83%	194,450	182,500	187,000	200,000	208,000
\$230,001 \$320,000	119		13.27%	265,621	265,000	260,280	268,750	269,999
\$320,001 and up	88		9.81%	385,000	555,000	357,500	374,000	407,500
Median Closed Price:	\$147,000				\$63,500	\$134,000	\$219,839	\$319,500
Total Closed Units:	897				125	505	234	33
Total Closed Volume:	157,127,214				12.24M	73.69M	56.98M	14.22M



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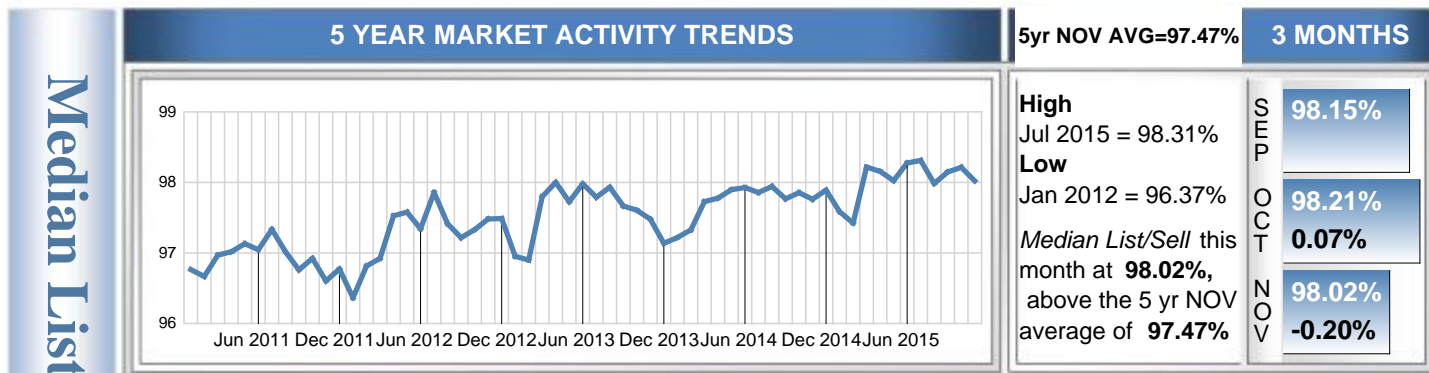
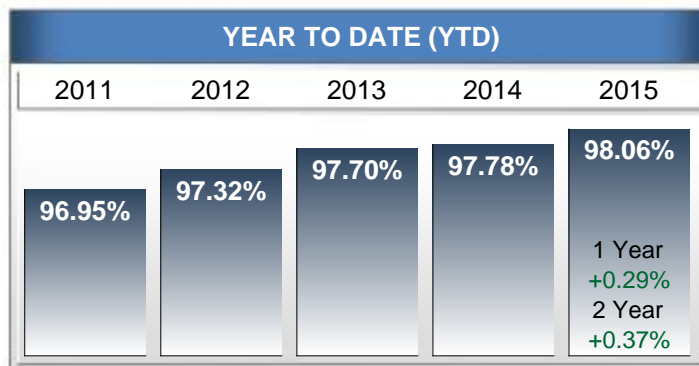
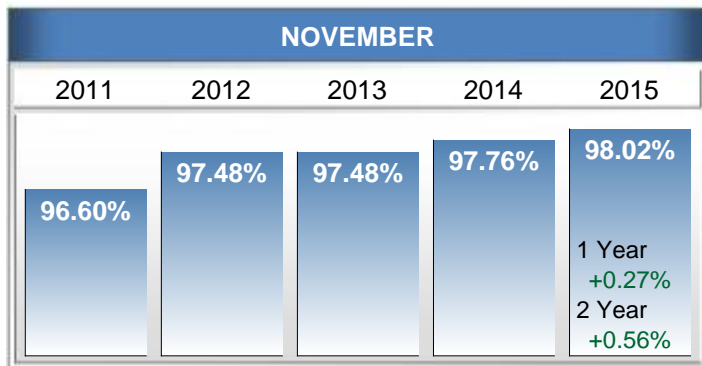
Closed Sales as of Dec 15, 2015



### 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+
\$40,000 and less	70	7.80%	90.91%	88.00%	90.91%	95.85%	0.00%
\$40,001 - \$80,000	132	14.72%	95.95%	96.75%	95.53%	89.94%	97.71%
\$80,001 - \$120,000	140	15.61%	98.82%	96.08%	99.22%	98.94%	96.08%
\$120,001 - \$170,000	215	23.97%	99.24%	95.97%	98.92%	100.00%	97.12%
\$170,001 - \$230,000	133	14.83%	98.23%	95.45%	98.80%	98.15%	98.99%
\$230,001 - \$320,000	119	13.27%	98.33%	97.49%	98.11%	98.38%	100.00%
\$320,001 and up	88	9.81%	97.15%	91.03%	97.17%	97.11%	97.49%
Median List/Sell Ratio:	98.02%			96.08%	98.34%	98.48%	97.59%
Total Closed Units:	897			125	505	234	33
Total Closed Volume:	157,127,214			12.24M	73.69M	56.98M	14.22M



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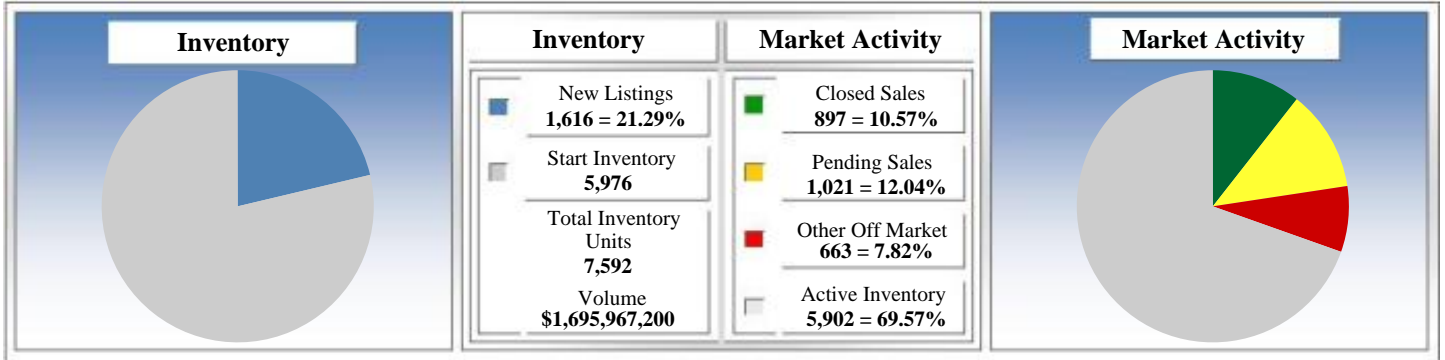
Inventory as of Dec 15, 2015



### Market Summary

Report Produced on: Dec 15, 2015

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



**Absorption:** Last 12 months, an Average of **1,130** Sales/Month

**Active Inventory** as of November 30, 2015 = **5,902**

	NOVEMBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	950	897	-5.58%	12,402	12,524	0.98%
Pending Sales	883	1,021	15.63%	12,940	13,475	4.13%
New Listings	1,510	1,616	7.02%	24,079	23,484	-2.47%
Median List Price	140,000	149,500	6.79%	142,500	149,500	4.91%
Median Sale Price	139,900	147,000	5.08%	139,000	145,550	4.71%
Median Percent of List Price to Selling Price	97.76%	98.02%	0.27%	97.78%	98.06%	0.29%
Median Days on Market to Sale	38.50	34.00	-11.69%	37.00	32.00	-13.51%
Monthly Inventory	6,107	5,902	-3.36%	6,107	5,902	-3.36%
Months Supply of Inventory	5.47	5.22	-4.49%	5.47	5.22	-4.49%

