



# September 2015

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

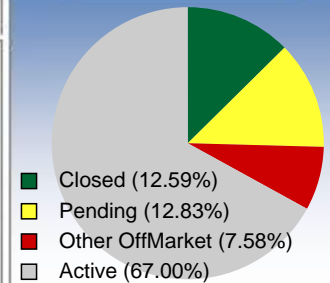


**Absorption:** Last 12 months, an Average of **1,127** Sales/Month

**Active Inventory** as of September 30, 2015 = **6,182**

	SEPTEMBER		
	2014	2015	+/- %
Closed Listings	1,229	1,162	-5.45%
Pending Listings	1,048	1,184	12.98%
New Listings	2,003	2,029	1.30%
Median List Price	138,500	150,000	8.30%
Median Sale Price	135,000	147,600	9.33%
Median Percent of List Price to Selling Price	97.77%	98.15%	0.39%
Median Days on Market to Sale	36.00	30.00	-16.67%
End of Month Inventory	6,407	6,182	-3.51%
Months Supply of Inventory	5.80	5.49	-5.40%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 14, 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 September 2015 decreased **3.51%** to 6,182 existing homes available for sale. Over the last 12 months this area has had an average of 1,127 closed sales per month. This represents an unsold inventory index of **5.49** 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 **9.33%** in September 2015 to \$147,600 versus the previous year at \$135,000.

### Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 6.00 days or **16.67%** in September 2015 compared to last year's same month at **36.00** DOM.

### Sales Success for September 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 2,029 New Listings in September 2015, up **1.30%** from last year at 2,003. Furthermore, there were 1,162 Closed Listings this month versus last year at 1,229, a **-5.45%** decrease.

Closed versus Listed trends yielded a **57.3%** ratio, down from last year's September 2015 at **61.4%**, a **6.66%** 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>
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<b>Median List Price at Closing</b>	<b>7</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

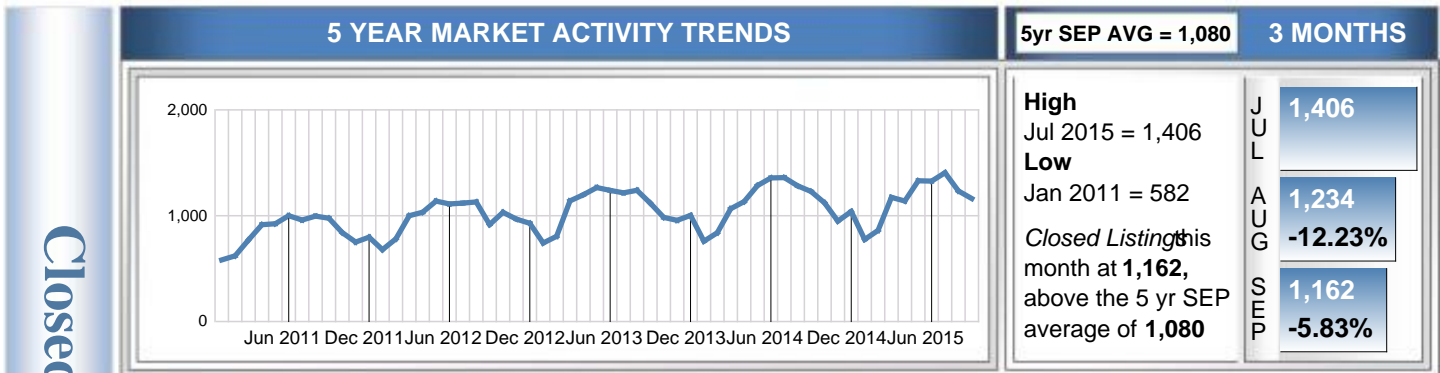
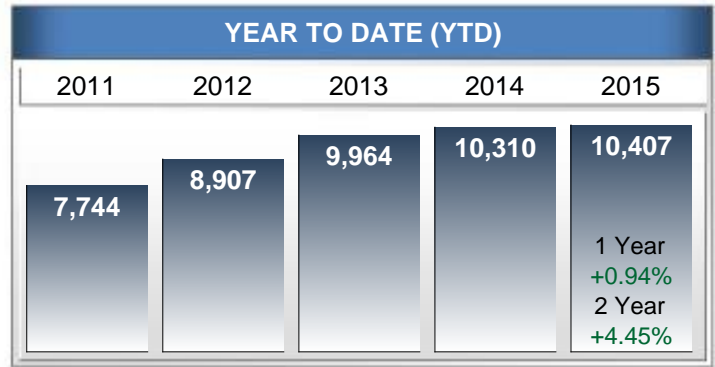
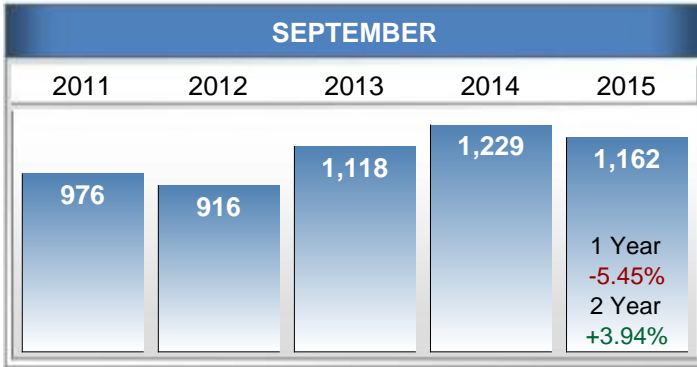
Closed Sales as of Oct 14, 2015



### Closed Listings

Report Produced on: Oct 14, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	108	9.29%	32.0	65	36	7	0
\$50,001 - \$80,000	129	11.10%	34.0	43	78	7	1
\$80,001 - \$120,000	185	15.92%	25.0	38	131	16	0
\$120,001 - \$170,000	278	23.92%	23.0	18	213	44	3
\$170,001 - \$220,000	184	15.83%	31.5	14	87	75	8
\$220,001 - \$300,000	157	13.51%	33.0	11	53	81	12
\$300,001 and up	121	10.41%	43.0	5	27	72	17
Total Closed Units: 1,162				194	625	302	41
Total Closed Volume: 202,499,589				18.55M	91.89M	78.09M	13.97M
Median Closed Price: \$147,600				\$73,250	\$135,000	\$225,000	\$275,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

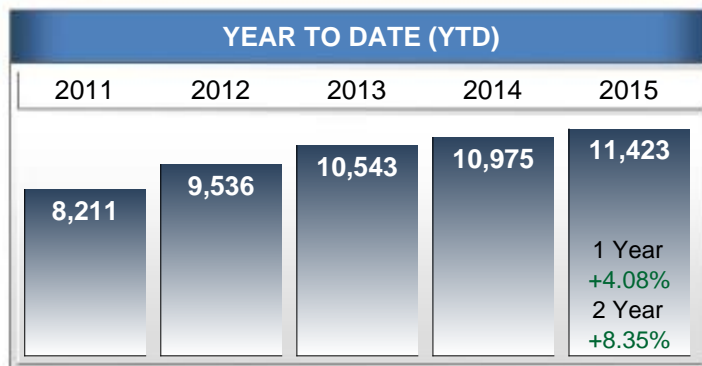
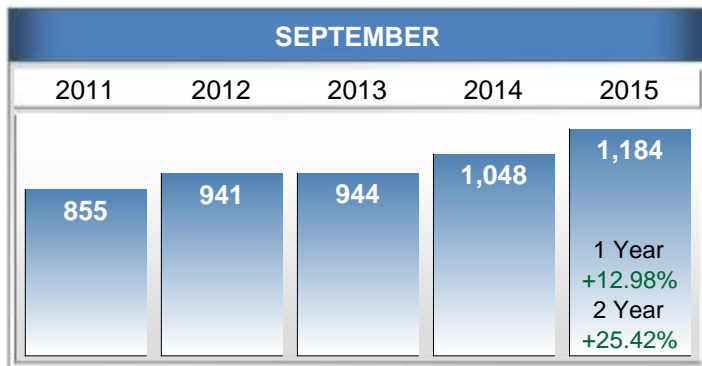
Pending Listings as of Oct 14, 2015



### Pending Listings

Report Produced on: Oct 14, 2015

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



**Pending Listings**  
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**5yr SEP AVG = 994**     **3 MONTHS**

**High**  
Apr 2015 = 1,470

**Low**  
Feb 2011 = 634

Pending Listings this month at **1,184**, above the 5 yr SEP average of **994**

JUL	1,360
AUG	1,254
SEP	1,184
<b>-7.79%</b>	
<b>-5.58%</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	84	7.09%	42.0	67	13	4	0
\$40,001 - \$80,000	167	14.10%	34.0	74	85	8	0
\$80,001 - \$110,000	152	12.84%	46.5	21	109	21	1
\$110,001 - \$170,000	333	28.13%	32.0	23	245	60	5
\$170,001 - \$230,000	180	15.20%	30.5	8	93	71	8
\$230,001 - \$320,000	137	11.57%	42.0	7	45	74	11
\$320,001 and up	131	11.06%	43.0	10	23	66	32
Total Pending Units: 1,184				210	613	304	57
Total Pending Volume: 214,009,347				23.43M	90.52M	76.51M	23.55M
Median Listing Price: \$145,450				\$59,950	\$135,000	\$222,000	\$340,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

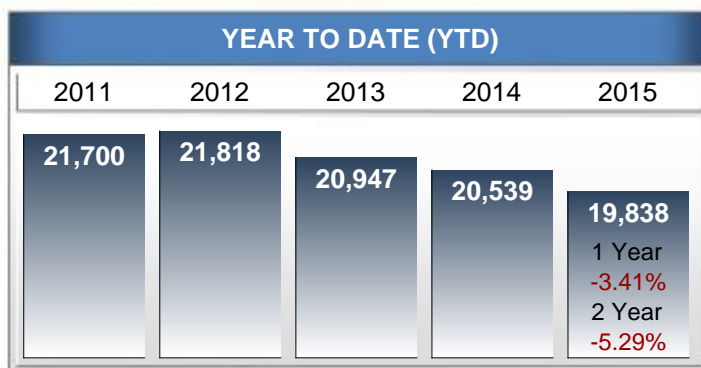
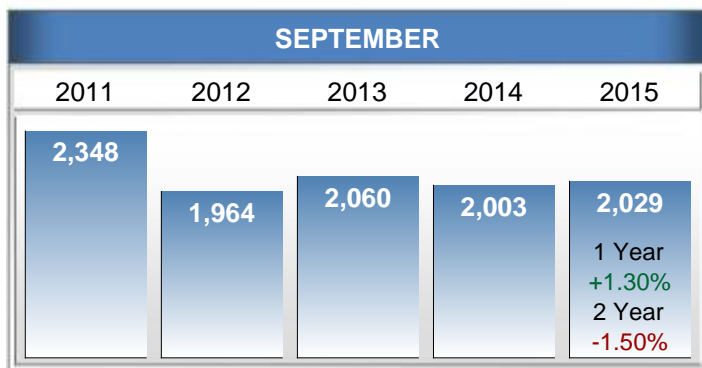
New Listings as of Oct 14, 2015



### New Listings

Report Produced on: Oct 14, 2015

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



New Listings  
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5yr SEP AVG = 2,081		3 MONTHS	
<b>High</b>	Mar 2011 = 2,928	JUL	2,552
<b>Low</b>	Dec 2012 = 1,435	AUG	2,127
<i>New Listings</i> this month at <b>2,029</b> , below the 5 yr SEP average of <b>2,081</b>		SEP	2,029
			-16.65%
			-4.61%

#### 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	85	4.19%	67	13	5	0
\$25,001 - \$75,000	297	14.64%	165	117	13	2
\$75,001 - \$125,000	355	17.50%	77	245	29	4
\$125,001 - \$175,000	408	20.11%	31	292	79	6
\$175,001 - \$250,000	361	17.79%	30	180	138	13
\$250,001 - \$425,000	322	15.87%	24	89	175	34
\$425,001 and up	201	9.91%	26	34	84	57
Total New Listed Units:			420	970	523	116
Total New Listed Volume:			69.07M	164.75M	155.81M	73.99M
Median New Listed Listing Price:			\$67,250	\$142,935	\$250,000	\$419,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

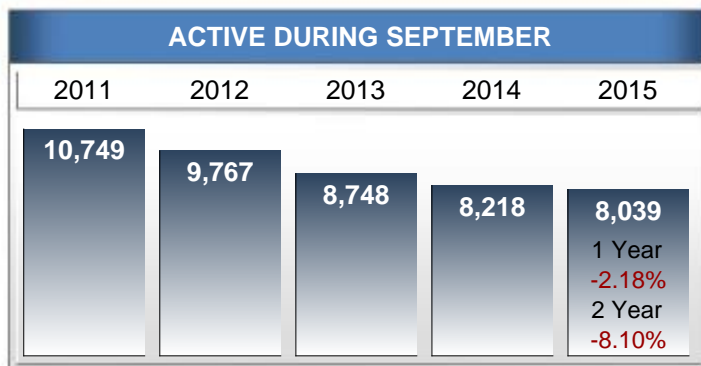
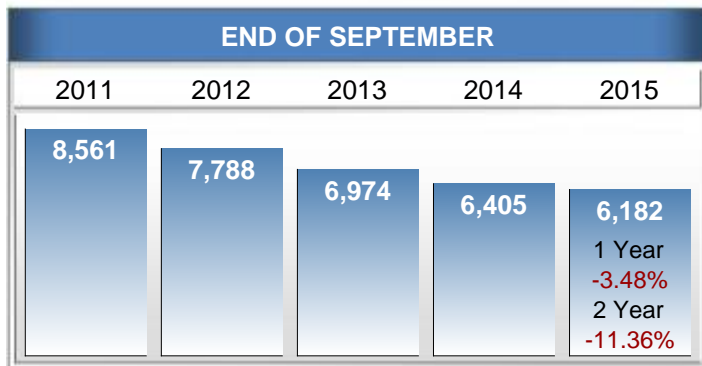
Active Inventory as of Oct 14, 2015



### Active Inventory

Report Produced on: Oct 14, 2015

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



Active Inventory

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**5yr SEP AVG = 7,182**    **3 MONTHS**

**High**  
Jul 2011 = 8,770

**Low**  
Apr 2015 = 5,585

*Inventory* this month at **6,182**, below the 5 yr SEP average of **7,182**

JUL	6,012
AUG	6,039
SEP	6,182
<b>0.45%</b>	
<b>2.37%</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>699</b>	11.31%	77.0	595	84	19	1		
\$30,001 \$50,000	<b>511</b>	8.27%	84.0	390	104	16	1		
\$50,001 \$110,000	<b>1,098</b>	17.76%	62.5	453	565	71	9		
\$110,001 \$190,000	<b>1,502</b>	24.30%	51.0	208	946	327	21		
\$190,001 \$290,000	<b>964</b>	15.59%	53.5	104	376	433	51		
\$290,001 \$460,000	<b>790</b>	12.78%	67.5	91	152	427	120		
\$460,001 and up	<b>618</b>	10.00%	73.0	97	81	252	188		
Total Active Inventory by Units:				6,182	64.0	1,938	2,308	1,545	391
Total Active Inventory by Volume:				1,425,961,612		279.14M	394.37M	501.44M	251.01M
Median Active Inventory Listing Price:				\$149,900		\$50,000	\$140,000	\$269,900	\$439,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

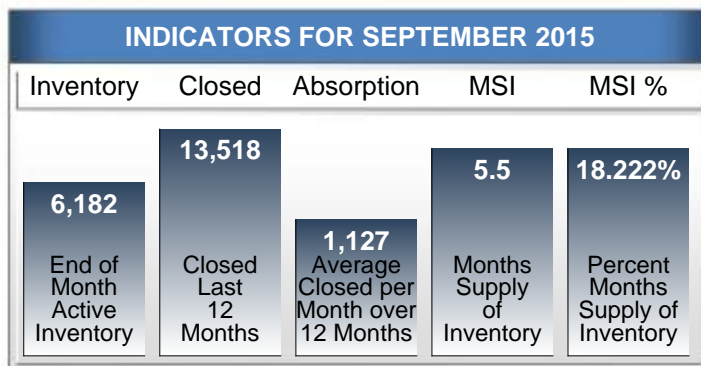
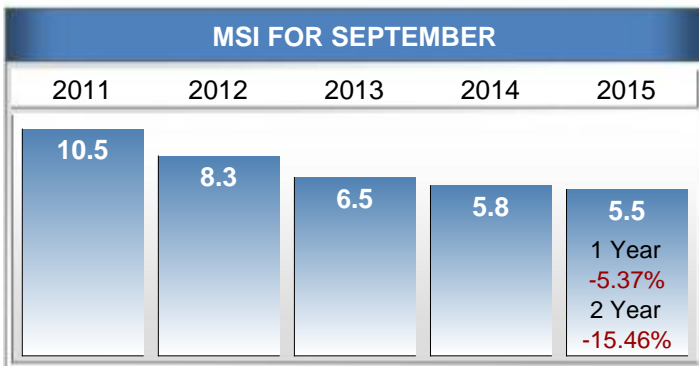
Active Inventory as of Oct 14, 2015



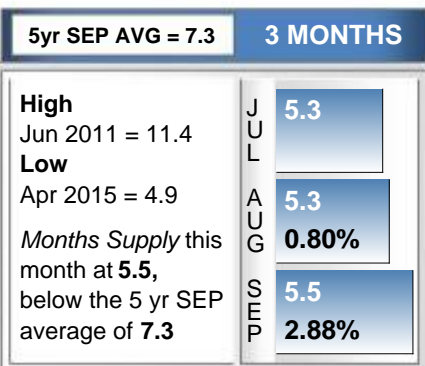
### Months Supply of Inventory

Report Produced on: Oct 14, 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+
\$30,000 and less	699	11.31%	11.8	15.3	4.8	9.1	1.5
\$30,001 \$50,000	511	8.27%	7.8	12.1	3.6	4.1	2.0
\$50,001 \$110,000	1,098	17.76%	4.4	7.7	3.4	3.6	4.7
\$110,001 \$190,000	1,502	24.30%	3.7	6.9	3.3	3.9	3.9
\$190,001 \$290,000	964	15.59%	4.8	10.7	4.4	4.5	4.3
\$290,001 \$460,000	790	12.78%	7.8	24.8	6.4	6.9	9.7
\$460,001 and up	618	10.00%	14.6	52.9	12.6	11.4	15.8
MSI:			5.5	11.0	3.7	5.4	8.8
Total Active Inventory:			6,182	1,938	2,308	1,545	391



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

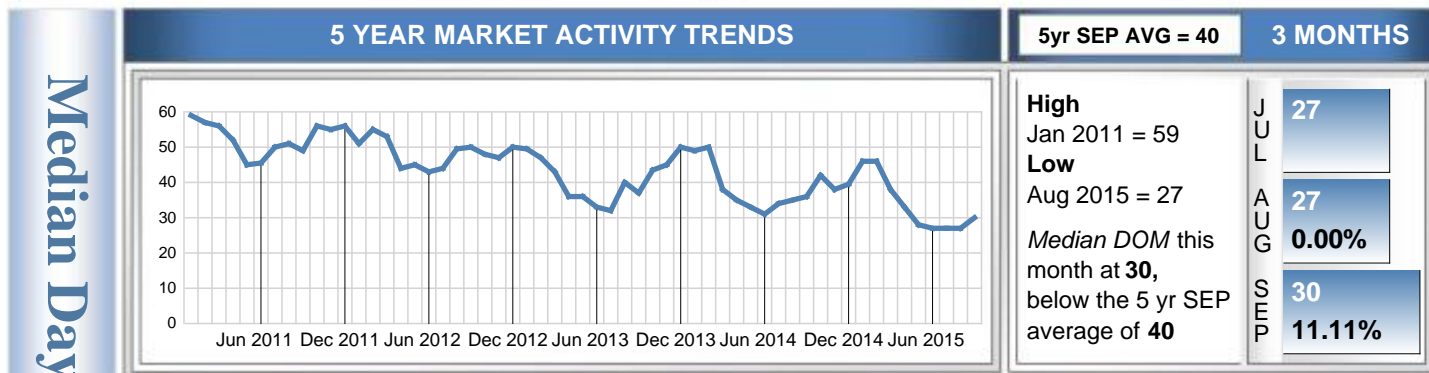
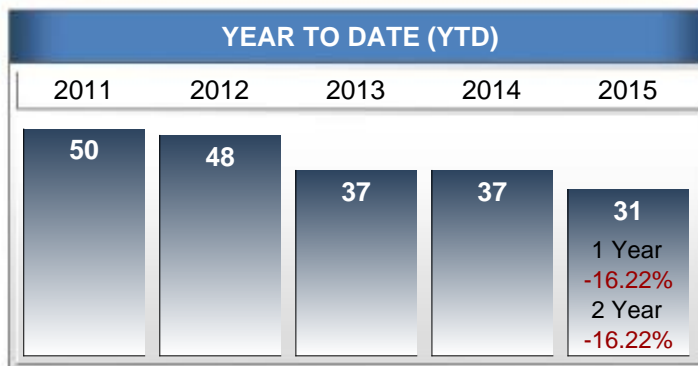
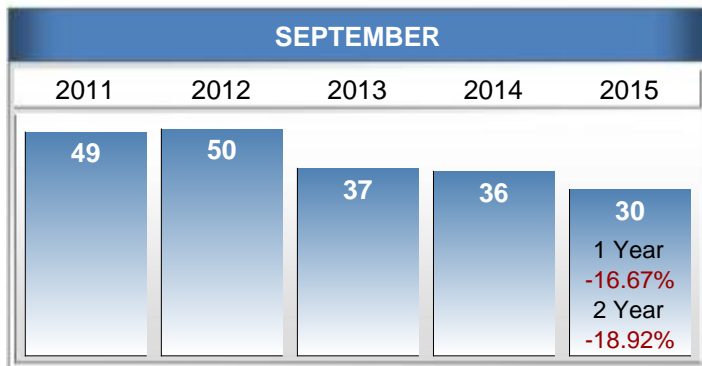
Closed Sales as of Oct 14, 2015



### Median Days on Market to Sale

Report Produced on: Oct 14, 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	108	9.29%	32.0	36.0	31.0	9.0	0.0
\$50,001 - \$80,000	129	11.10%	34.0	36.0	34.0	22.0	39.0
\$80,001 - \$120,000	185	15.92%	25.0	19.5	23.0	46.5	0.0
\$120,001 - \$170,000	278	23.92%	23.0	24.0	20.0	32.0	35.0
\$170,001 - \$220,000	184	15.83%	31.5	32.0	32.0	30.0	17.0
\$220,001 - \$300,000	157	13.51%	33.0	27.0	44.0	33.0	32.0
\$300,001 and up	121	10.41%	43.0	12.0	23.0	53.0	63.0
Median Closed DOM:	30.0			31.0	26.0	40.0	32.0
Total Closed Units:	1,162			194	625	302	41
Total Closed Volume:	202,499,589			18.55M	91.89M	78.09M	13.97M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

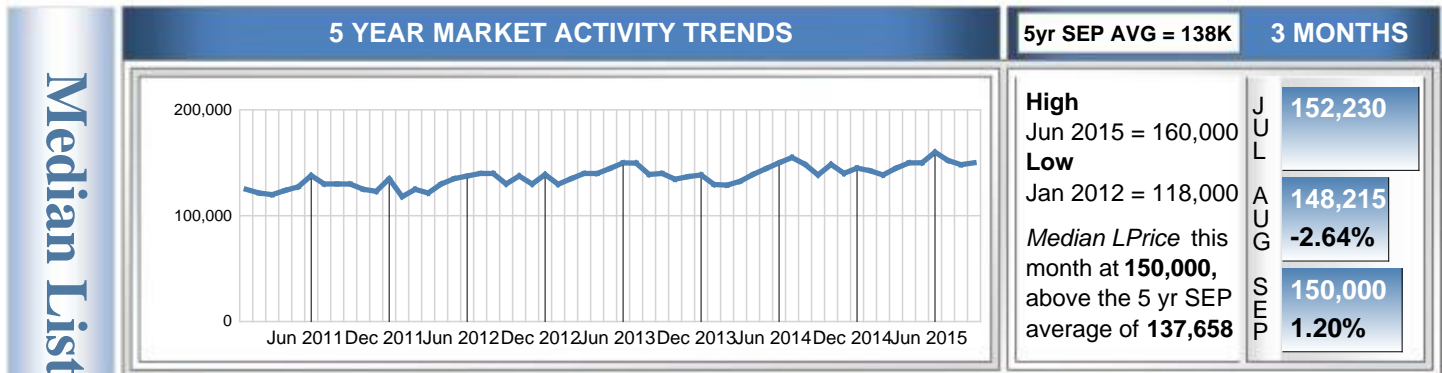
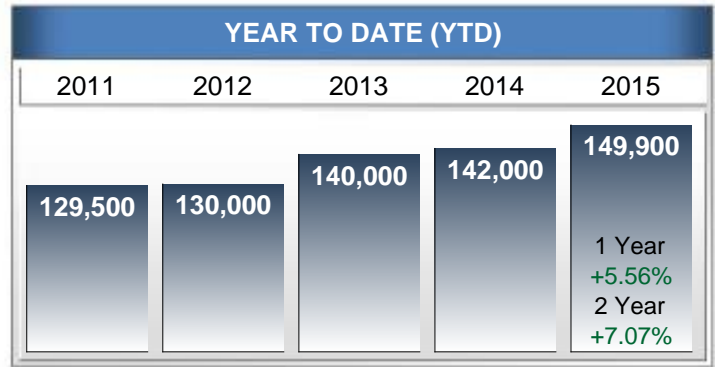
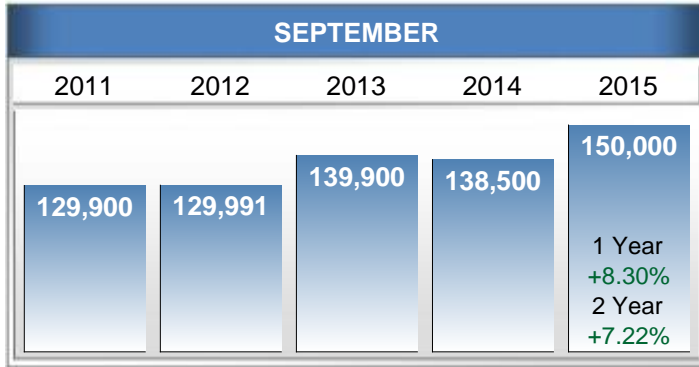
Closed Sales as of Oct 14, 2015



### Median List Price at Closing

Report Produced on: Oct 14, 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+
\$50,000 and less	110	9.47%	34,075	27,000	40,100	45,000	35,300
\$50,001 - \$80,000	111	9.55%	67,500	65,500	68,000	58,250	0
\$80,001 - \$120,000	184	15.83%	100,000	98,950	101,500	102,450	0
\$120,001 - \$170,000	281	24.18%	145,000	139,900	143,500	155,000	170,000
\$170,001 - \$220,000	184	15.83%	189,900	197,200	189,000	194,900	182,450
\$220,001 - \$300,000	156	13.43%	250,000	239,500	245,000	259,000	254,500
\$300,001 and up	136	11.70%	380,500	337,500	359,000	382,950	499,999
Median List Price:	\$150,000			\$78,250	\$135,548	\$226,000	\$279,900
Total Closed Units:	1,162			194	625	302	41
Total List Volume:	207,962,641			19.74M	93.88M	79.95M	14.39M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

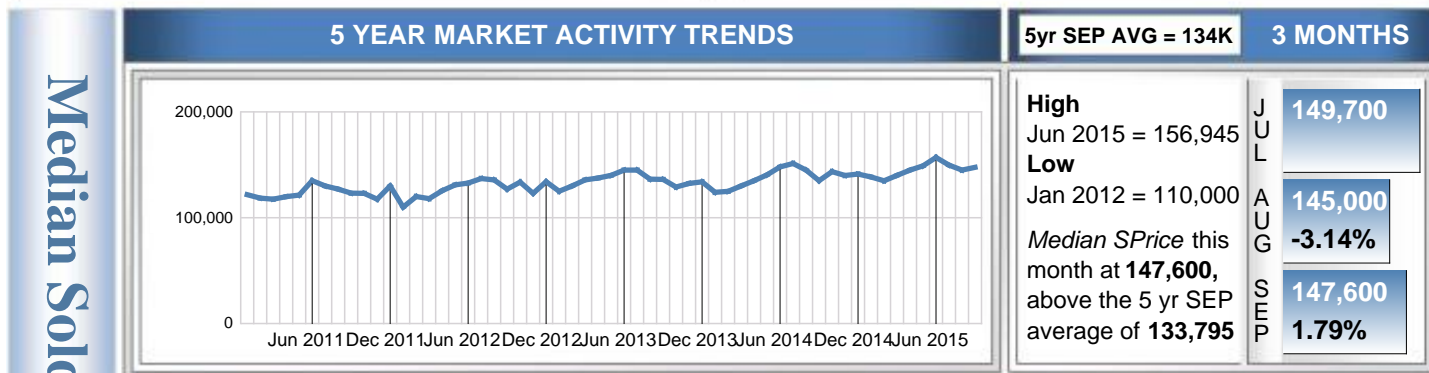
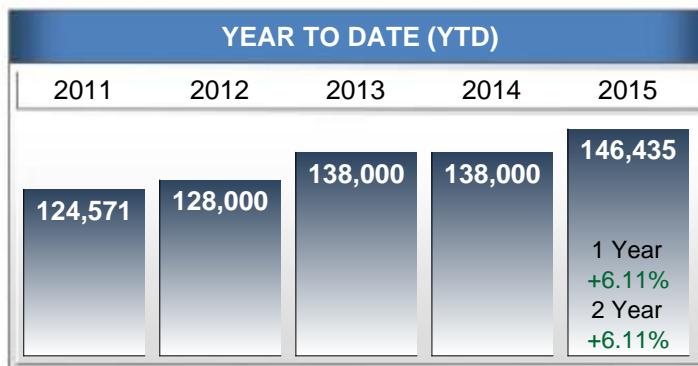
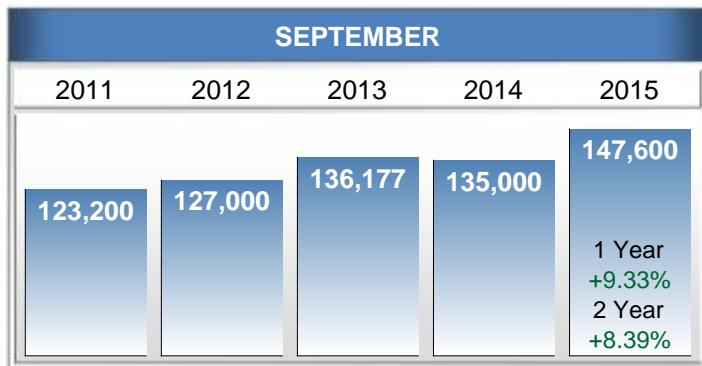
Closed Sales as of Oct 14, 2015



### Median Sold Price at Closing

Report Produced on: Oct 14, 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	108		9.29%	29,750	27,000	39,250	37,000	0
\$50,001 - \$80,000	129		11.10%	68,000	67,000	68,000	60,000	51,504
\$80,001 - \$120,000	185		15.92%	105,000	97,350	105,000	106,100	0
\$120,001 - \$170,000	278		23.92%	143,500	144,500	140,840	153,857	165,200
\$170,001 - \$220,000	184		15.83%	189,968	190,750	186,500	195,000	190,000
\$220,001 - \$300,000	157		13.51%	253,000	275,000	248,500	262,000	258,000
\$300,001 and up	121		10.41%	382,500	344,000	359,000	383,500	495,000
Median Closed Price:	\$147,600				\$73,250	\$135,000	\$225,000	\$275,000
Total Closed Units:	1,162				194	625	302	41
Total Closed Volume:	202,499,589				18.55M	91.89M	78.09M	13.97M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

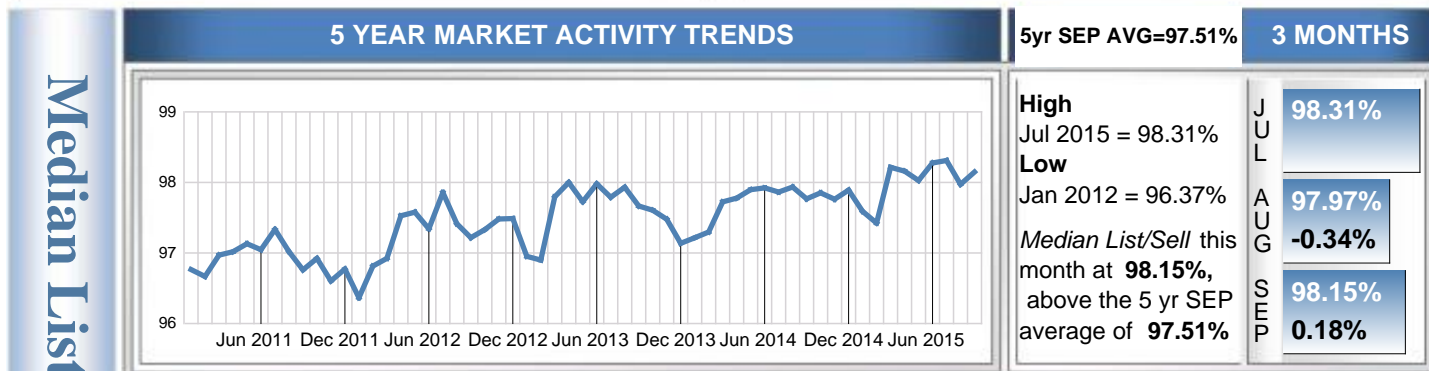
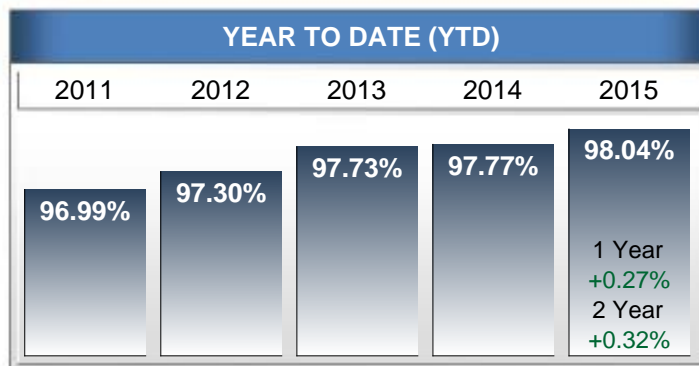
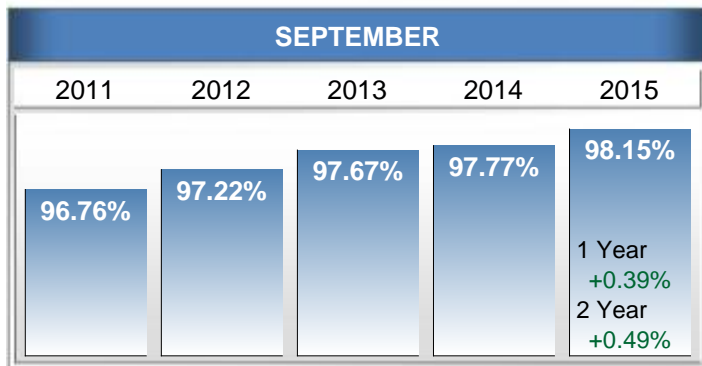
Closed Sales as of Oct 14, 2015



### Median Percent of List Price to Selling Price

Report Produced on: Oct 14, 2015

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	108	9.29%	92.13%	92.86%	91.67%	86.25%	0.00%
\$50,001 - \$80,000	129	11.10%	96.54%	95.74%	98.65%	92.31%	145.90%
\$80,001 - \$120,000	185	15.92%	97.43%	95.87%	97.87%	95.69%	0.00%
\$120,001 - \$170,000	278	23.92%	98.89%	98.32%	99.24%	98.76%	97.06%
\$170,001 - \$220,000	184	15.83%	98.48%	94.89%	98.70%	98.68%	97.53%
\$220,001 - \$300,000	157	13.51%	98.39%	96.36%	98.88%	98.22%	98.73%
\$300,001 and up	121	10.41%	97.89%	94.89%	97.40%	98.15%	97.19%
Median List/Sell Ratio:	98.15%			95.07%	98.62%	98.31%	97.78%
Total Closed Units:	1,162			194	625	302	41
Total Closed Volume:	202,499,589			18.55M	91.89M	78.09M	13.97M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

Inventory as of Oct 14, 2015



### Market Summary

Report Produced on: Oct 14, 2015

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



**Absorption:** Last 12 months, an Average of 1,127 Sales/Month

**Active Inventory** as of September 30, 2015 = 6,182

	SEPTEMBER			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,229	1,162	-5.45%	10,310	10,407	0.94%
Pending Sales	1,048	1,184	12.98%	10,975	11,423	4.08%
New Listings	2,003	2,029	1.30%	20,539	19,838	-3.41%
Median List Price	138,500	150,000	8.30%	142,000	149,900	5.56%
Median Sale Price	135,000	147,600	9.33%	138,000	146,435	6.11%
Median Percent of List Price to Selling Price	97.77%	98.15%	0.39%	97.77%	98.04%	0.27%
Median Days on Market to Sale	36.00	30.00	-16.67%	37.00	31.00	-16.22%
Monthly Inventory	6,407	6,182	-3.51%	6,407	6,182	-3.51%
Months Supply of Inventory	5.80	5.49	-5.40%	5.80	5.49	-5.40%

