



August 2015

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

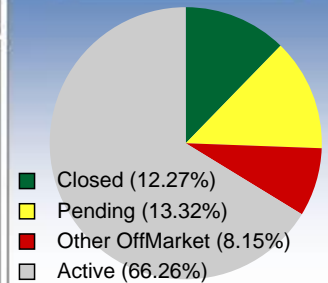


Absorption: Last 12 months, an Average of **1,125** Sales/Month

Active Inventory as of August 30, 2015 = **6,185**

	AUGUST		
	2014	2015	+/- %
Closed Listings	1,274	1,145	-10.13%
Pending Listings	1,249	1,243	-0.48%
New Listings	2,180	2,031	-6.83%
Average List Price	179,211	187,570	4.66%
Average Sale Price	173,817	182,219	4.83%
Average Percent of List Price to Selling Price	96.86%	99.09%	2.30%
Average Days on Market to Sale	49.57	43.66	-11.94%
End of Month Inventory	6,442	6,185	-3.99%
Months Supply of Inventory	5.88	5.50	-6.42%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2015 decreased **3.99%** to 6,185 existing homes available for sale. Over the last 12 months this area has had an average of 1,125 closed sales per month. This represents an unsold inventory index of **5.50** 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 **4.83%** in August 2015 to \$182,219 versus the previous year at \$173,817.

Average Days on Market Shortens

The average number of **43.66** days that homes spent on the market before selling decreased by 5.92 days or **11.94%** in August 2015 compared to last year's same month at **49.57** DOM.

Sales Success for August 2015 is Positive

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

There were 2,031 New Listings in August 2015, down **6.83%** from last year at 2,180. Furthermore, there were 1,145 Closed Listings this month versus last year at 1,274, a **-10.13%** decrease.

Closed versus Listed trends yielded a **56.4%** ratio, down from last year's August 2015 at **58.4%**, a **3.53%** downswing. 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®

August 2015

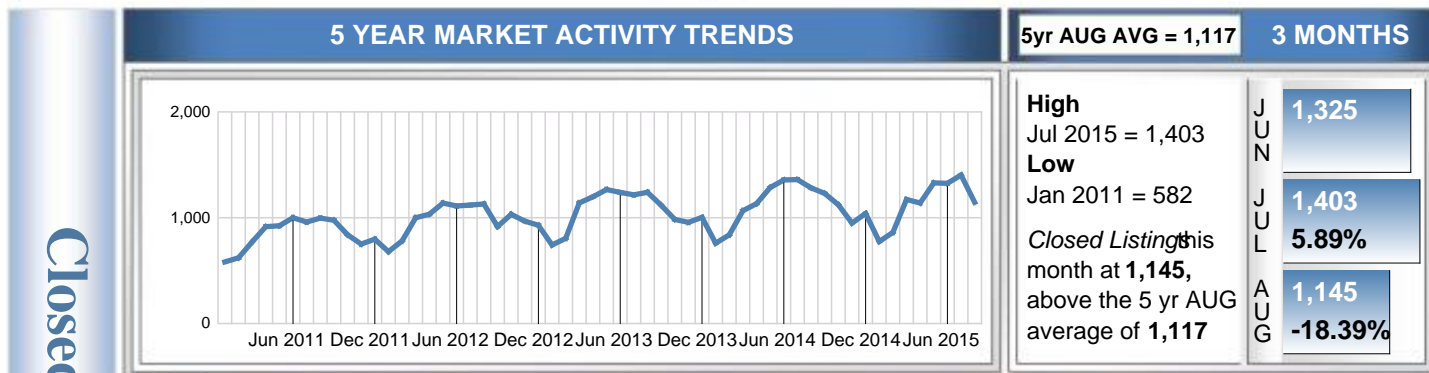
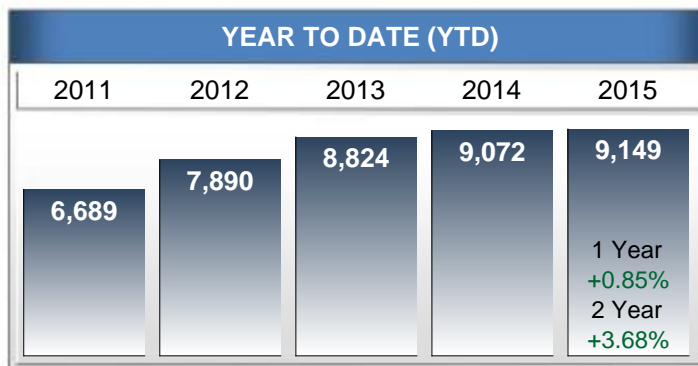
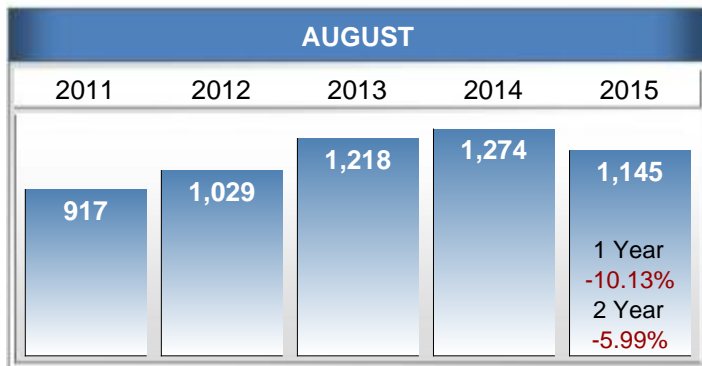
Closed Sales as of Sep 14, 2015



Closed Listings

Report Produced on: Sep 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	35	3.06%	59.5	25	8	1	1	
\$25,001 - \$75,000	175	15.28%	50.3	67	98	8	2	
\$75,001 - \$125,000	228	19.91%	38.1	28	181	19	0	
\$125,001 - \$175,000	281	24.54%	36.6	13	217	48	3	
\$175,001 - \$225,000	149	13.01%	40.2	4	84	59	2	
\$225,001 - \$325,000	160	13.97%	51.0	8	62	74	16	
\$325,001 and up	117	10.22%	51.1	4	23	64	26	
Total Closed Units: 1,145				43.7	149	673	273	50
Total Closed Volume: 208,640,936					16.91M	99.25M	71.09M	21.39M
Average Closed Price: \$182,219					\$113,503	\$147,469	\$260,398	\$427,876



Monthly Inventory Analysis

Data from the **Greater Tulsa Association of REALTORS®**

August 2015

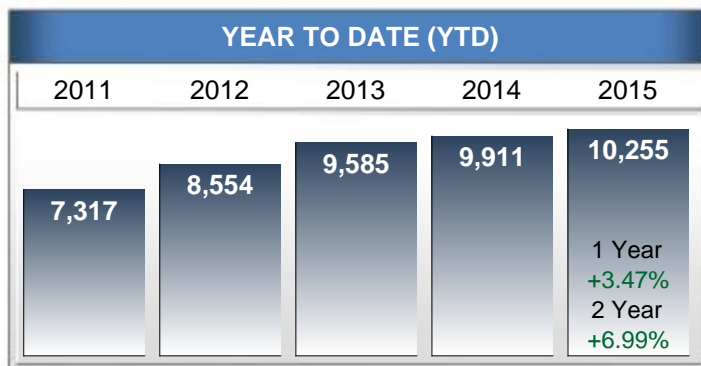
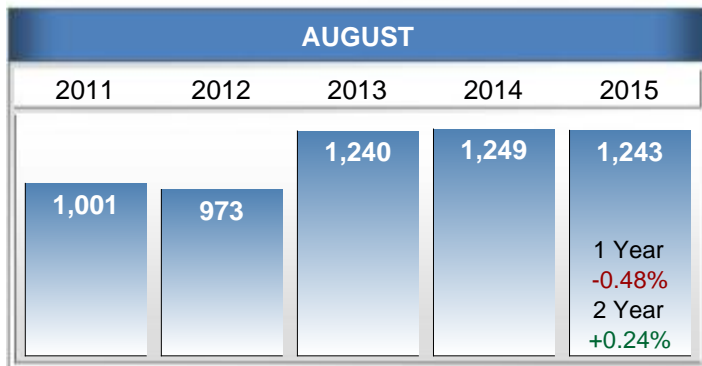
Pending Listings as of Sep 14, 2015



Pending Listings

Report Produced on: Sep 14, 2015

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



Pending Listings

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5yr AUG AVG = 1,141	3 MONTHS
High Apr 2015 = 1,471	JUN 1,367
Low Feb 2011 = 634	JUL 1,372
<i>Pending Listing</i> this month at 1,243 , above the 5 yr AUG average of 1,141	AUG 0.37%
	AUG 1,243
	AUG -9.40%

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	49	3.94%	50.1	32	15	2	0	
\$25,001 - \$75,000	206	16.57%	53.9	81	109	13	3	
\$75,001 - \$100,000	120	9.65%	42.5	32	80	8	0	
\$100,001 - \$150,000	298	23.97%	45.0	29	234	32	3	
\$150,001 - \$225,000	292	23.49%	45.3	15	174	96	7	
\$225,001 - \$300,000	139	11.18%	52.4	6	50	69	14	
\$300,001 and up	139	11.18%	58.8	8	27	84	20	
Total Pending Units: 1,243				47.7	203	689	304	47
Total Pending Volume: 217,087,007					18.72M	101.77M	79.20M	17.40M
Average Listing Price: \$159,694					\$92,239	\$147,707	\$260,515	\$370,128



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

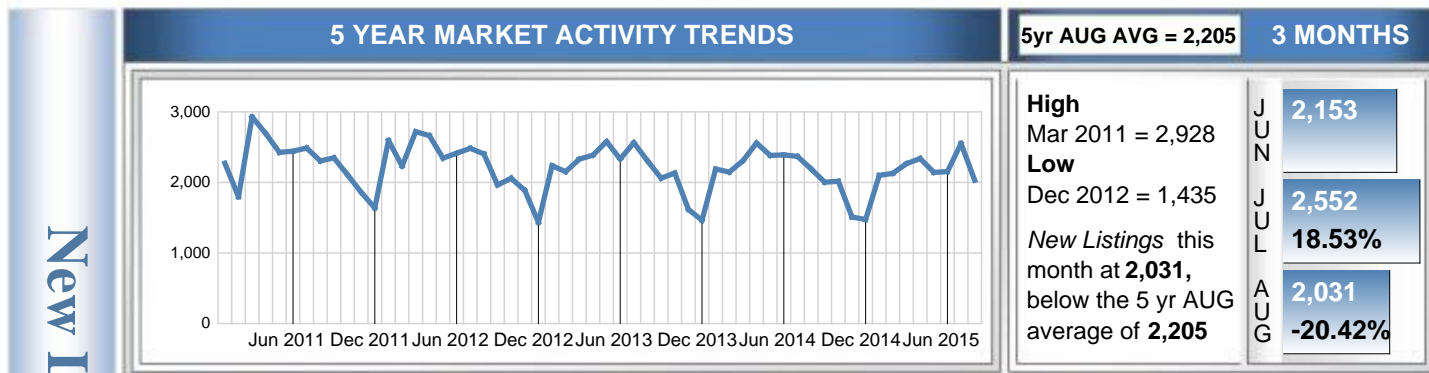
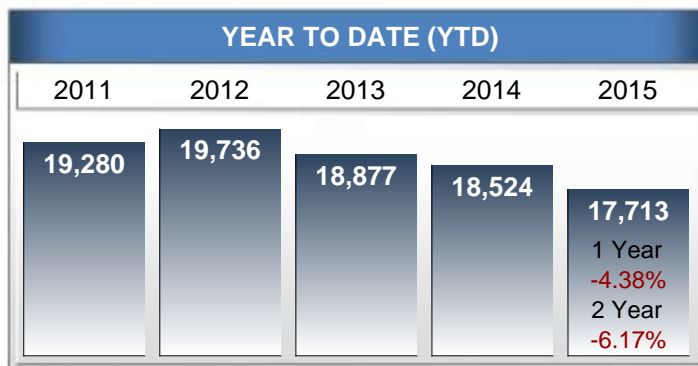
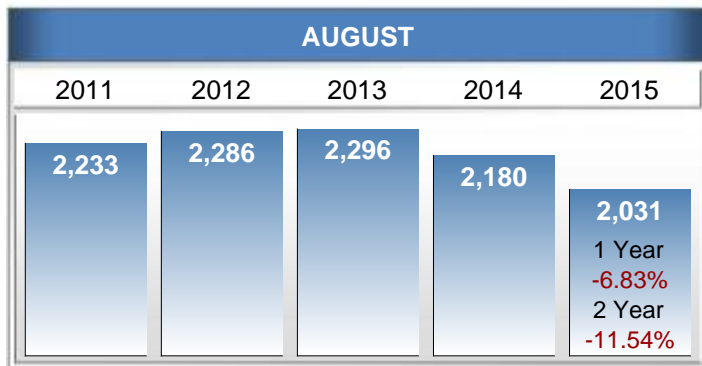
New Listings as of Sep 14, 2015



New Listings

Report Produced on: Sep 14, 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	182	8.96%	155	21	5	1
\$25,001 - \$50,000	157	7.73%	94	57	6	0
\$50,001 - \$100,000	326	16.05%	125	181	18	2
\$100,001 - \$175,000	564	27.77%	59	407	96	2
\$175,001 - \$250,000	318	15.66%	42	149	119	8
\$250,001 - \$375,000	278	13.69%	25	82	140	31
\$375,001 and up	206	10.14%	27	20	102	57
Total New Listed Units:			527	917	486	101
Total New Listed Volume:			64.71M	140.58M	146.69M	66.25M
Average New Listed Listing Price:			\$122,799	\$153,301	\$301,824	\$655,907



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

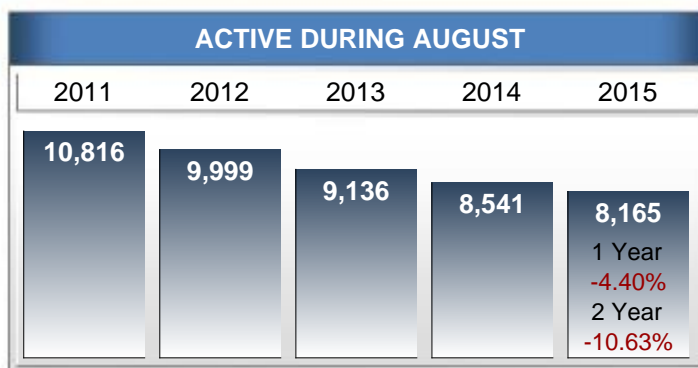
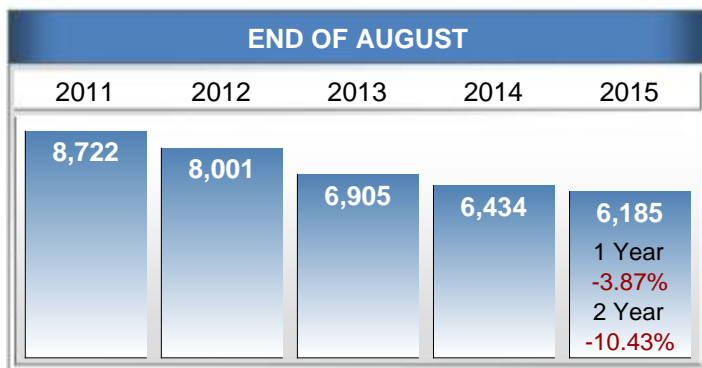
Active Inventory as of Sep 14, 2015



Active Inventory

Report Produced on: Sep 14, 2015

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



Active Inventory

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5yr AUG AVG = 7,249		3 MONTHS	
High	Jul 2011 = 8,773	JUN	5,828
Low	Apr 2015 = 5,629	JUL	6,177
<i>Inventory this month at 6,185, below the 5 yr AUG average of 7,249</i>		AUG	6,185
			5.99%
			0.13%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	483	7.81%	63.1	432	37	13	1
\$25,001 \$50,000	766	12.38%	72.1	597	146	23	0
\$50,001 \$100,000	975	15.76%	76.8	451	445	72	7
\$100,001 \$175,000	1,383	22.36%	62.8	203	903	263	14
\$175,001 \$275,000	1,055	17.06%	69.2	130	444	434	47
\$275,001 \$450,000	905	14.63%	73.5	99	170	501	135
\$450,001 and up	618	9.99%	81.1	99	77	259	183
Total Active Inventory by Units:		6,185	70.7	2,011	2,222	1,565	387
Total Active Inventory by Volume:		1,408,970,135		290.42M	375.22M	506.28M	237.06M
Average Active Inventory Listing Price:		\$227,804		\$144,414	\$168,865	\$323,500	\$612,555



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

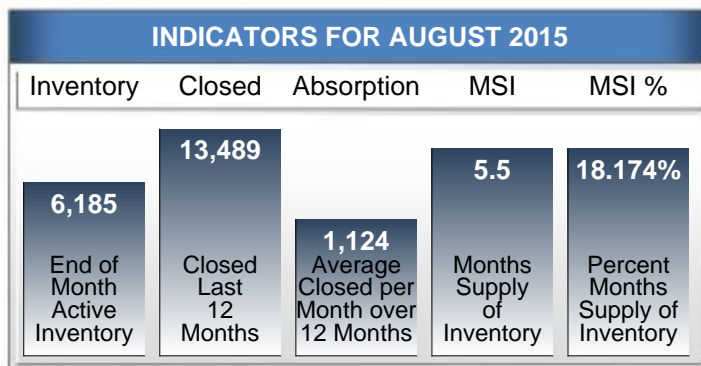
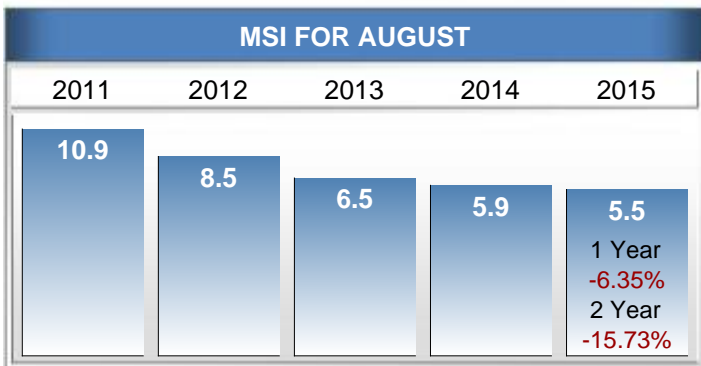
Active Inventory as of Sep 14, 2015



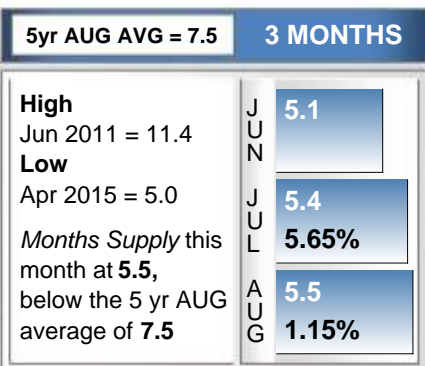
Months Supply of Inventory

Report Produced on: Sep 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+
\$20,000 and less	281	4.54%	9.7	12.4	4.0	6.9	2.4	
\$20,001 \$50,000	968	15.65%	9.8	14.5	3.9	5.8	0.0	
\$50,001 \$100,000	975	15.76%	4.9	8.6	3.4	4.9	4.4	
\$100,001 \$190,000	1,596	25.80%	3.5	6.7	3.1	3.6	3.6	
\$190,001 \$290,000	953	15.41%	4.8	12.2	4.1	4.7	5.0	
\$290,001 \$450,000	794	12.84%	8.1	26.6	6.2	7.4	10.4	
\$450,001 and up	618	9.99%	14.2	54.0	11.7	11.3	14.7	
MSI:	5.5			11.5	3.6	5.5	8.9	
Total Active Inventory:	6,185			2,011	2,222	1,565	387	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

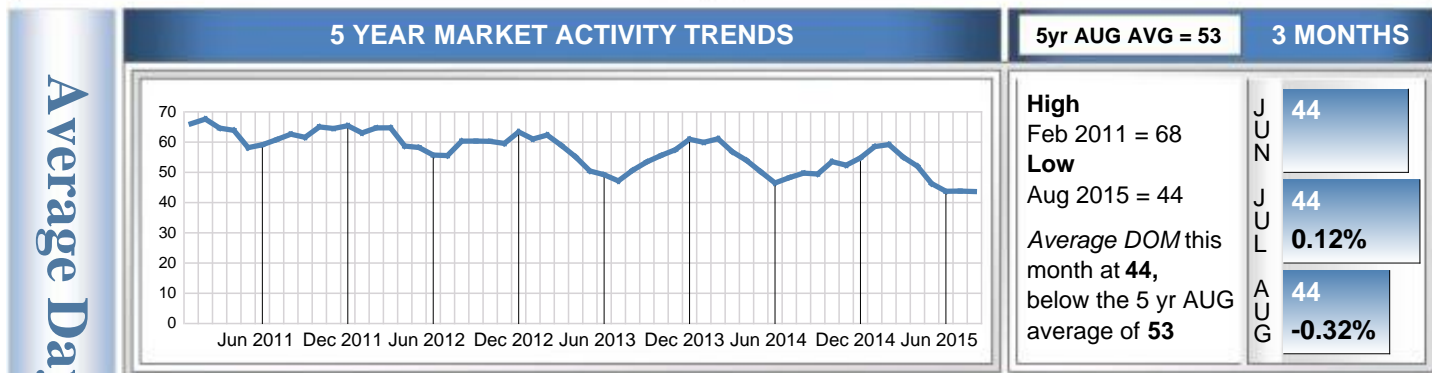
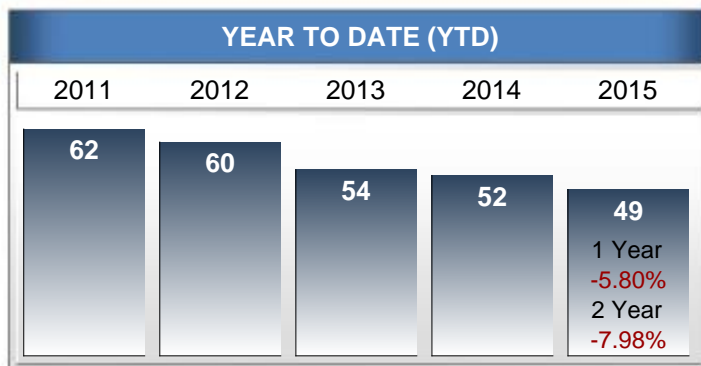
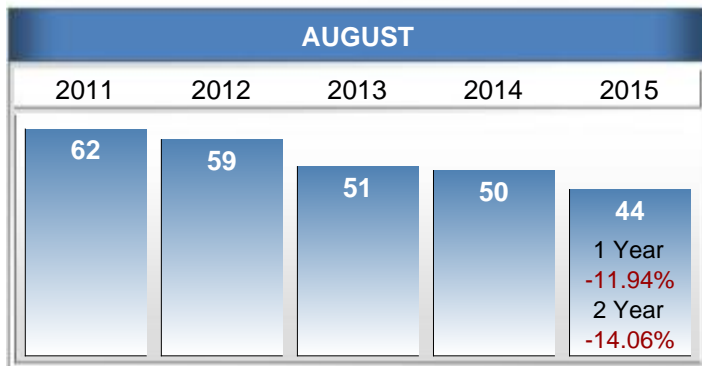
Closed Sales as of Sep 14, 2015



Average Days on Market to Sale

Report Produced on: Sep 14, 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	35	3.06%	59.5	67.0	38.5	77.0	21.0
\$25,001 - \$75,000	175	15.28%	50.3	54.1	47.1	46.4	93.5
\$75,001 - \$125,000	228	19.91%	38.1	40.4	35.5	59.4	0.0
\$125,001 - \$175,000	281	24.54%	36.6	54.5	34.2	40.8	70.3
\$175,001 - \$225,000	149	13.01%	40.2	67.5	40.5	36.5	86.0
\$225,001 - \$325,000	160	13.97%	51.0	44.0	39.2	60.9	54.6
\$325,001 and up	117	10.22%	51.1	13.5	38.1	54.7	59.4
Average Closed DOM: 43.7				52.5	37.8	50.2	60.2
Total Closed Units: 1,145				149	673	273	50
Total Closed Volume: 208,640,936				16.91M	99.25M	71.09M	21.39M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

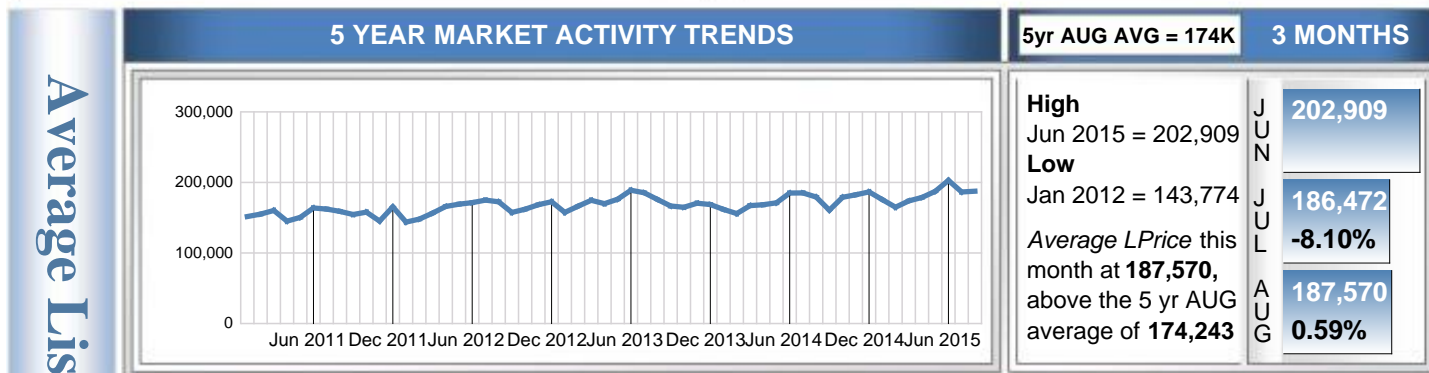
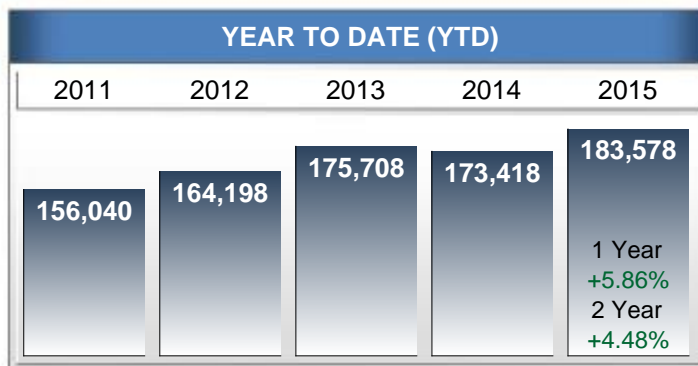
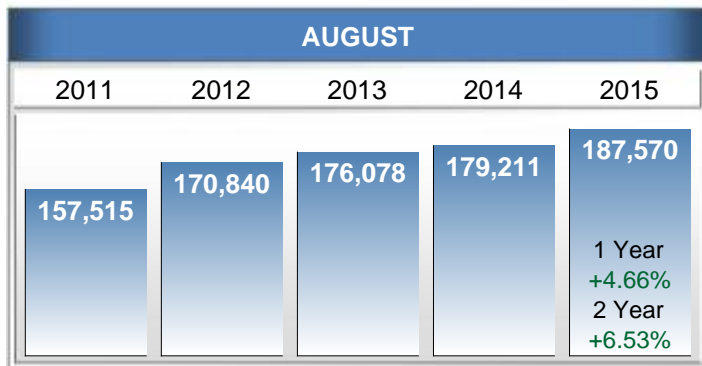
Closed Sales as of Sep 14, 2015



Average List Price at Closing

Report Produced on: Sep 14, 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	34	2.97%	11,803	14,863	18,904	24,900	5,000
\$25,001 - \$75,000	158	13.80%	52,171	52,753	56,370	69,900	27,500
\$75,001 - \$125,000	239	20.87%	103,552	102,270	105,819	113,140	0
\$125,001 - \$175,000	274	23.93%	149,387	147,438	150,210	157,524	153,267
\$175,001 - \$225,000	151	13.19%	198,448	231,250	203,570	200,493	222,409
\$225,001 - \$325,000	164	14.32%	272,147	320,598	270,818	280,126	285,506
\$325,001 and up	125	10.92%	526,757	1,401,250	453,820	469,965	645,000
Average List Price:	\$187,570			\$119,336	\$151,193	\$267,147	\$446,054
Total Closed Units:	1,145			149	673	273	50
Total List Volume:	214,767,725			17.78M	101.75M	72.93M	22.30M



Monthly Inventory Analysis

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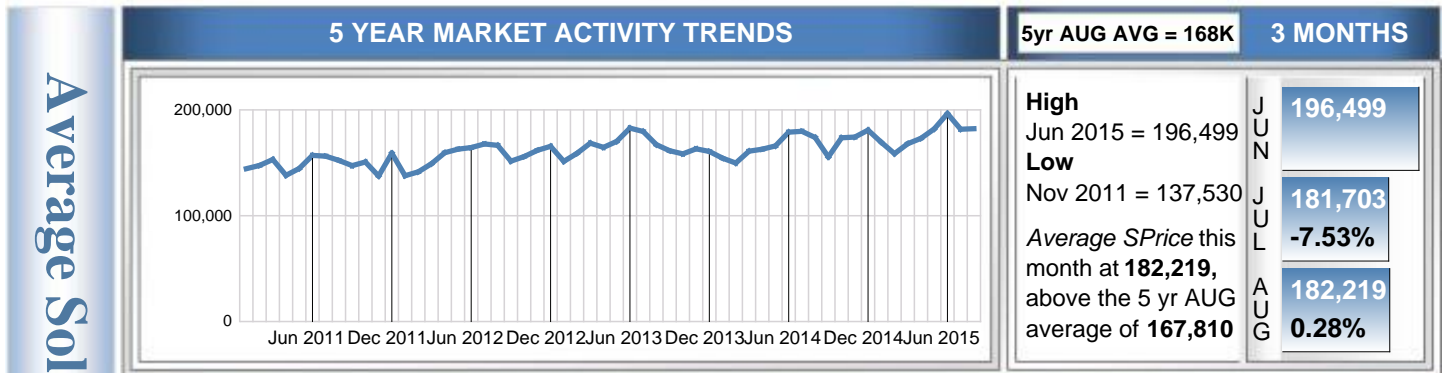
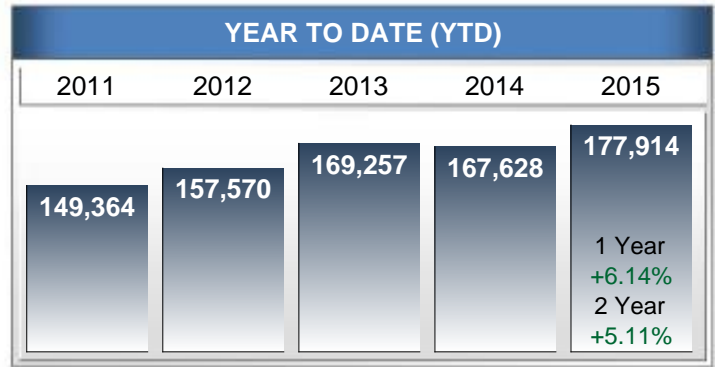
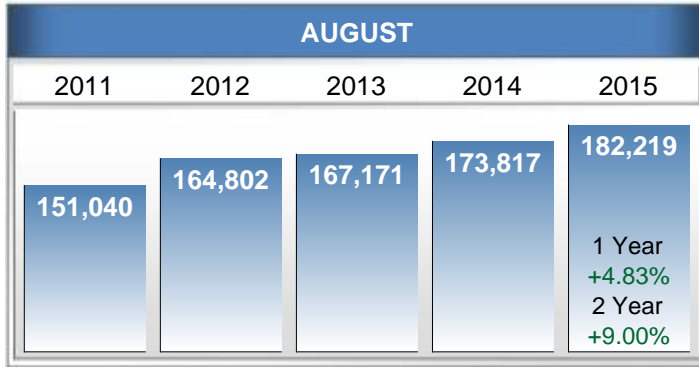
Closed Sales as of Sep 14, 2015



Average Sold Price at Closing

Report Produced on: Sep 14, 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	35		3.06%	14,022	12,570	15,953	24,900	24,000
\$25,001 - \$75,000	175		15.28%	51,491	50,493	52,094	55,215	40,500
\$75,001 - \$125,000	228		19.91%	103,140	99,679	103,211	107,567	0
\$125,001 - \$175,000	281		24.54%	148,154	141,108	147,522	152,761	150,633
\$175,001 - \$225,000	149		13.01%	197,860	195,125	198,124	196,877	221,250
\$225,001 - \$325,000	160		13.97%	270,936	281,469	264,906	273,933	275,176
\$325,001 and up	117		10.22%	522,744	1,389,250	445,801	458,734	615,061
Average Closed Price:	\$182,219				\$113,503	\$147,469	\$260,398	\$427,876
Total Closed Units:	1,145				149	673	273	50
Total Closed Volume:	208,640,936				16.91M	99.25M	71.09M	21.39M



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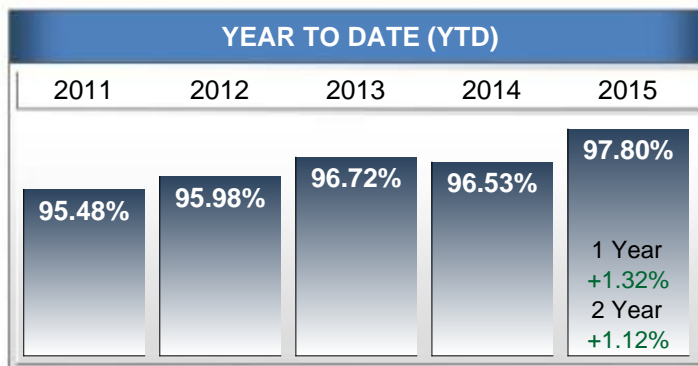
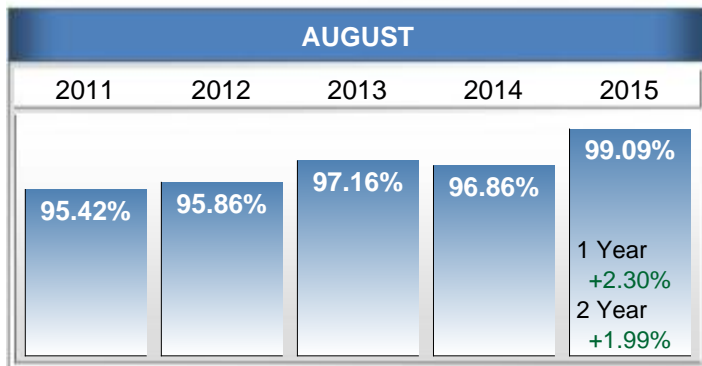
Closed Sales as of Sep 14, 2015



Average Percent of List Price to Selling Price

Report Produced on: Sep 14, 2015

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



Average List/Sell Price

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5yr AUG AVG=96.88%	3 MONTHS
High Jul 2015 = 99.29%	JUN 97.95%
Low Dec 2013 = 94.64%	JUL 99.29%
Average List/Sell this month at 99.09% , above the 5 yr AUG average of 96.88%	AUG -0.20%

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	35	3.06%	108.24%	101.07%	85.18%	100.00%	480.00%
\$25,001 - \$75,000	175	15.28%	104.62%	116.40%	93.06%	83.84%	360.00%
\$75,001 - \$125,000	228	19.91%	97.64%	97.67%	97.80%	96.12%	0.00%
\$125,001 - \$175,000	281	24.54%	98.04%	96.00%	98.36%	97.11%	98.63%
\$175,001 - \$225,000	149	13.01%	97.52%	86.09%	97.47%	98.30%	99.47%
\$225,001 - \$325,000	160	13.97%	97.45%	91.56%	97.93%	97.90%	96.46%
\$325,001 and up	117	10.22%	97.69%	97.18%	98.89%	97.96%	96.03%
Average List/Sell Ratio: 99.10%				105.86%	97.15%	97.33%	114.70%
Total Closed Units: 1,145				149	673	273	50
Total Closed Volume: 208,640,936				16.91M	99.25M	71.09M	21.39M



Monthly Inventory Analysis

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August 2015

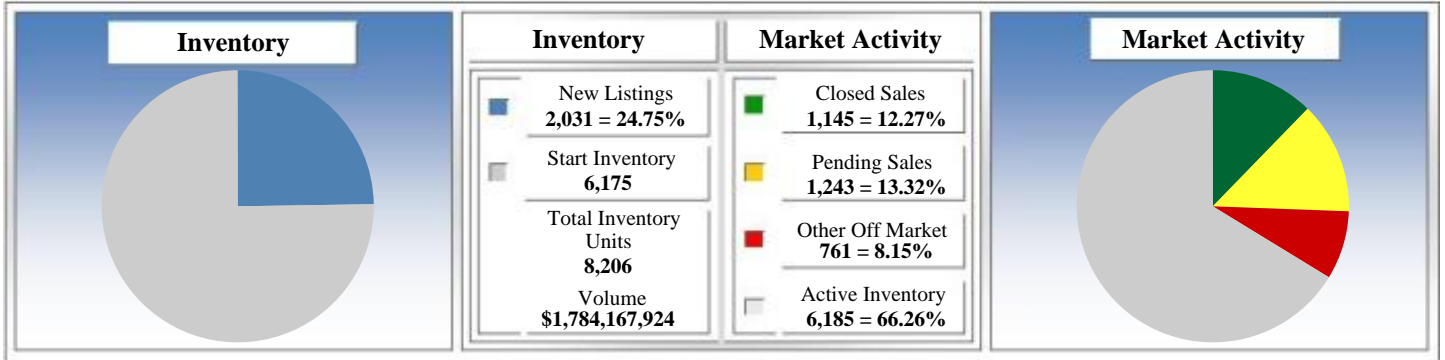
Inventory as of Sep 14, 2015



Market Summary

Report Produced on: Sep 14, 2015

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



Absorption: Last 12 months, an Average of 1,125 Sales/Month

Active Inventory as of August 30, 2015 = 6,185

	AUGUST			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,274	1,145	-10.13%	9,072	9,149	0.85%
Pending Sales	1,249	1,243	-0.48%	9,911	10,255	3.47%
New Listings	2,180	2,031	-6.83%	18,524	17,713	-4.38%
Average List Price	179,211	187,570	4.66%	173,418	183,578	5.86%
Average Sale Price	173,817	182,219	4.83%	167,628	177,914	6.14%
Average Percent of List Price to Selling Price	96.86%	99.09%	2.30%	96.53%	97.80%	1.32%
Average Days on Market to Sale	49.57	43.66	-11.94%	52.33	49.29	-5.80%
Monthly Inventory	6,442	6,185	-3.99%	6,442	6,185	-3.99%
Months Supply of Inventory	5.88	5.50	-6.42%	5.88	5.50	-6.42%

