



February 2016

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

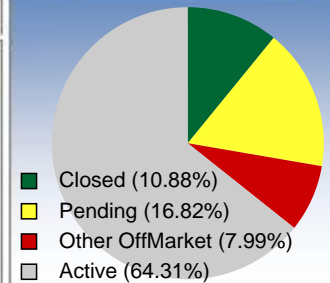


Absorption: Last 12 months, an Average of **1,137** Sales/Month

Active Inventory as of February 29, 2016 = **5,335**

	FEBRUARY		
	2015	2016	+/- %
Closed Listings	862	903	4.76%
Pending Listings	1,182	1,395	18.02%
New Listings	2,137	2,118	-0.89%
Median List Price	138,200	140,000	1.30%
Median Sale Price	134,900	140,000	3.78%
Median Percent of List Price to Selling Price	97.43%	97.63%	0.21%
Median Days on Market to Sale	46.00	43.00	-6.52%
End of Month Inventory	5,672	5,335	-5.94%
Months Supply of Inventory	5.05	4.69	-7.03%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 14, 2016

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 February 2016 decreased **5.94%** to 5,335 existing homes available for sale. Over the last 12 months this area has had an average of 1,137 closed sales per month. This represents an unsold inventory index of **4.69** 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 **3.78%** in February 2016 to \$140,000 versus the previous year at \$134,900.

Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 3.00 days or **6.52%** in February 2016 compared to last year's same month at **46.00** DOM.

Sales Success for February 2016 is Positive

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

There were 2,118 New Listings in February 2016, down **0.89%** from last year at 2,137. Furthermore, there were 903 Closed Listings this month versus last year at 862, a **4.76%** increase.

Closed versus Listed trends yielded a **42.6%** ratio, up from last year's February 2016 at **40.3%**, a **5.70%** 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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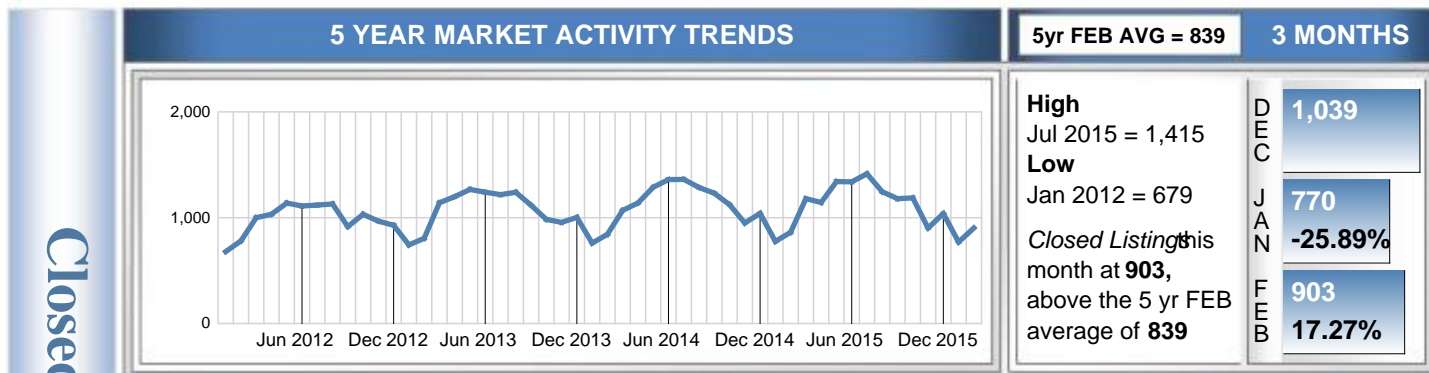
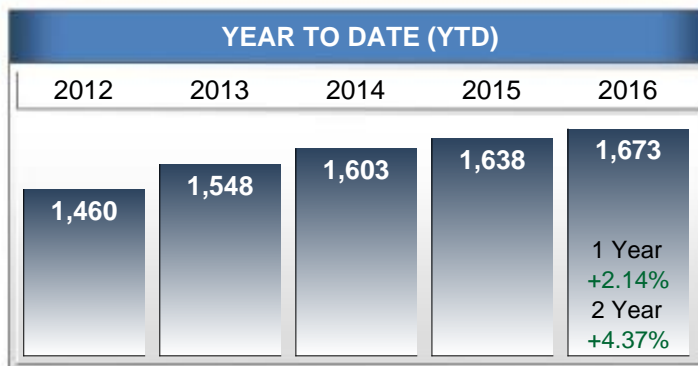
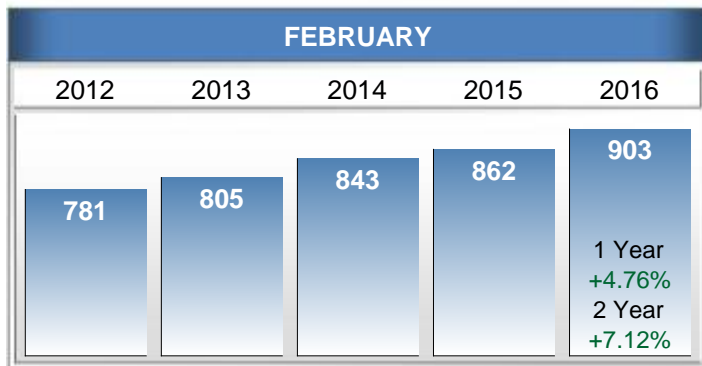
Closed Sales as of Mar 14, 2016



Closed Listings

Report Produced on: Mar 14, 2016

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	89	9.86%	41.0	41	41	7	0	
\$40,001 - \$70,000	103	11.41%	33.0	47	53	3	0	
\$70,001 - \$110,000	137	15.17%	38.0	31	94	12	0	
\$110,001 - \$160,000	230	25.47%	39.0	16	176	37	1	
\$160,001 - \$210,000	137	15.17%	54.0	6	82	45	4	
\$210,001 - \$300,000	114	12.62%	49.0	4	44	57	9	
\$300,001 and up	93	10.30%	66.0	8	19	50	16	
Total Closed Units: 903				43.0	153	509	211	30
Total Closed Volume: 149,567,528					16.69M	71.25M	50.90M	10.72M
Median Closed Price: \$140,000					\$60,000	\$132,000	\$213,000	\$306,261

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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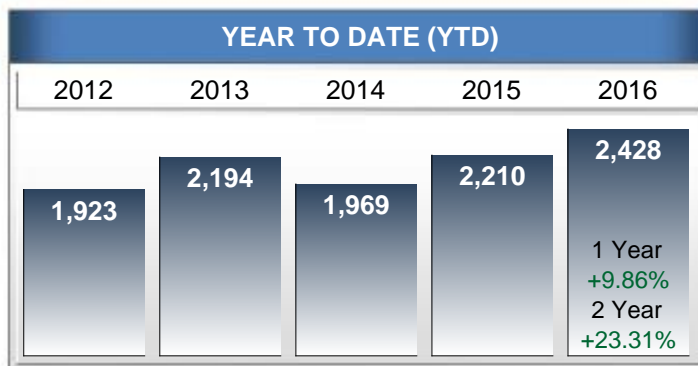
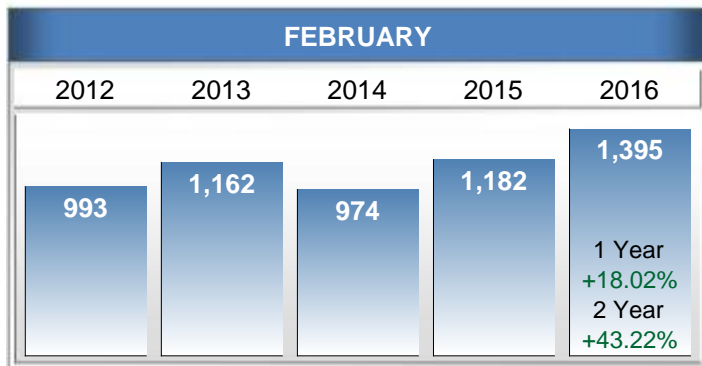
Pending Listings as of Mar 14, 2016



Pending Listings

Report Produced on: Mar 14, 2016

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



Pending Listings

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



5yr FEB AVG = 1,141 **3 MONTHS**

High
Apr 2015 = 1,473

Low
Dec 2013 = 732

Pending Listing this month at **1,395**, above the 5 yr FEB average of **1,141**

DEC	847
JAN	1,033
FEB	1,395

21.96%

35.04%

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	117	8.39%	34.0	63	48	6	0	
\$40,001 - \$80,000	163	11.68%	46.0	55	95	12	1	
\$80,001 - \$120,000	249	17.85%	37.0	39	184	24	2	
\$120,001 - \$160,000	325	23.30%	21.0	15	254	55	1	
\$160,001 - \$210,000	231	16.56%	27.0	12	124	89	6	
\$210,001 - \$290,000	169	12.11%	38.0	8	75	74	12	
\$290,001 and up	141	10.11%	37.0	11	26	73	31	
Total Pending Units: 1,395				31.0	203	806	333	53
Total Pending Volume: 235,097,346					23.42M	113.70M	78.10M	19.88M
Median Listing Price: \$144,900					\$66,560	\$134,900	\$195,000	\$329,986



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

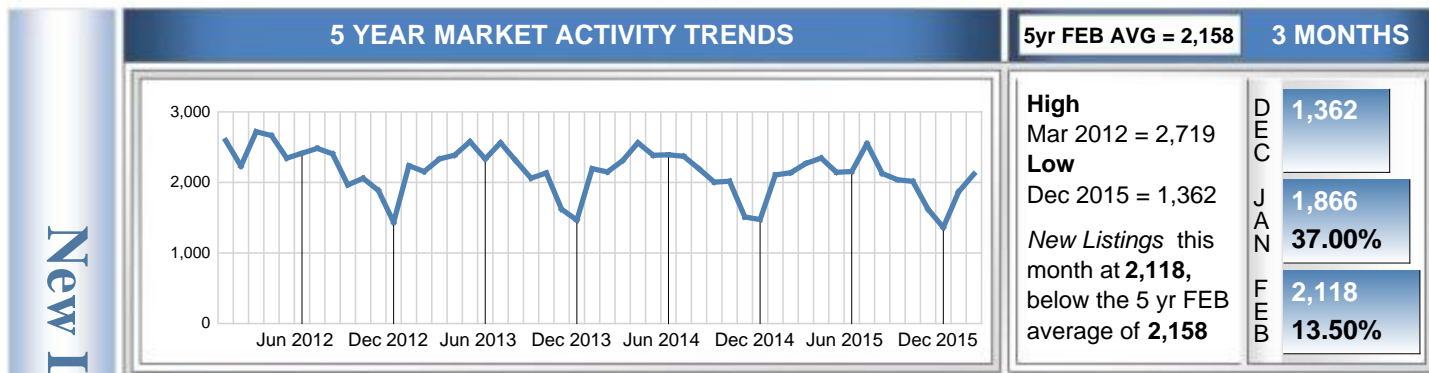
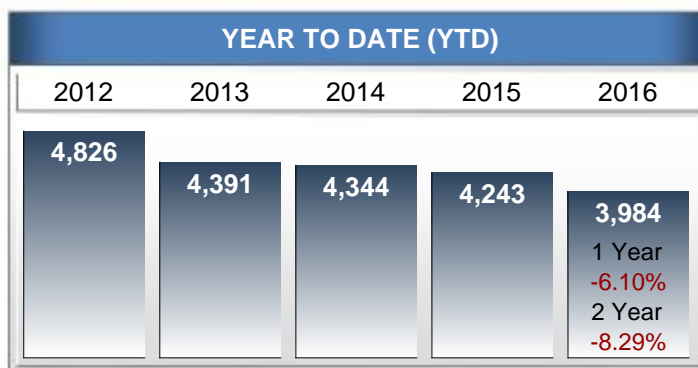
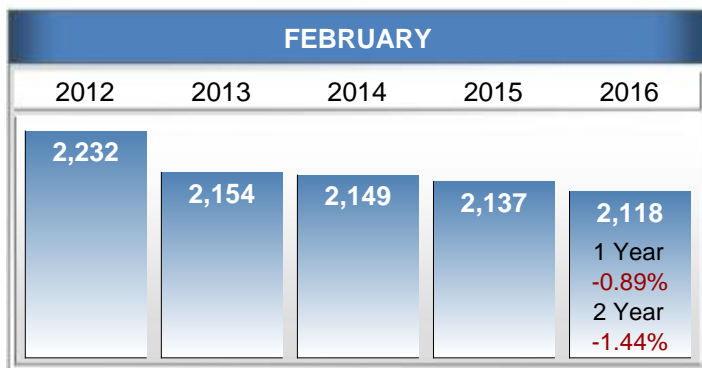
New Listings as of Mar 14, 2016



New Listings

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



New Listings

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

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	158	7.46%	139	17	2	0
\$25,001 - \$75,000	294	13.88%	150	127	15	2
\$75,001 - \$125,000	348	16.43%	71	244	33	0
\$125,001 - \$175,000	442	20.87%	49	313	76	4
\$175,001 - \$250,000	344	16.24%	33	171	130	10
\$250,001 - \$400,000	321	15.16%	25	88	166	42
\$400,001 and up	211	9.96%	20	25	110	56
Total New Listed Units:			487	985	532	114
Total New Listed Volume:			58.74M	157.03M	165.41M	76.34M
Median New Listed Listing Price:			\$55,000	\$140,000	\$259,900	\$396,450



Monthly Inventory Analysis

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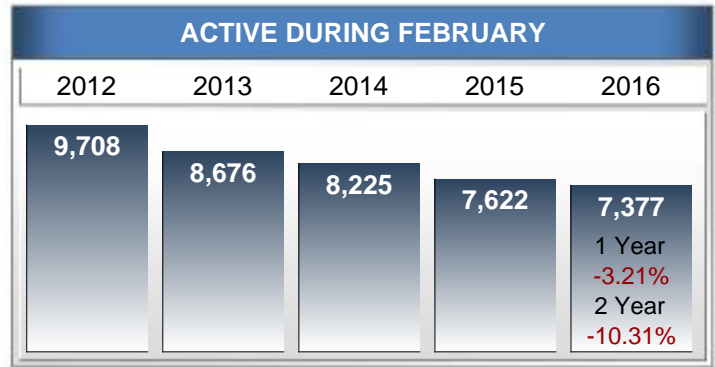
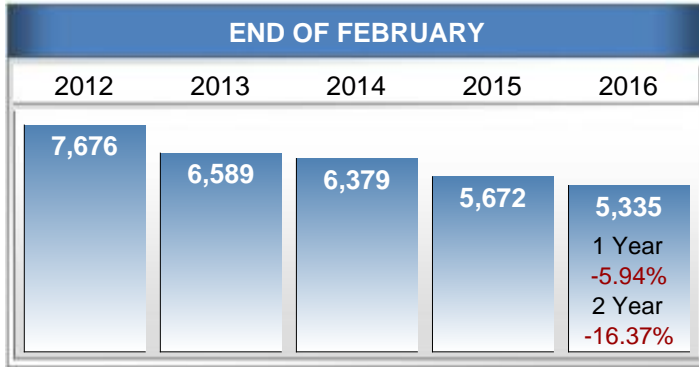
Active Inventory as of Mar 14, 2016



Active Inventory

Report Produced on: Mar 14, 2016

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



Active Inventory

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



5yr FEB AVG = 6,330 **3 MONTHS**

High
Aug 2012 = 7,999

Low
Dec 2015 = 5,220

Inventory this month at **5,335**, below the 5 yr FEB average of **6,330**

DEC	5,220
JAN	5,278
FEB	5,335

1.11% (Jan vs Dec)
1.08% (Feb vs Dec)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	341	6.39%	46.0	317	20	4	0		
\$25,001 - \$50,000	588	11.02%	60.0	476	97	13	2		
\$50,001 - \$100,000	916	17.17%	61.0	408	433	69	6		
\$100,001 - \$200,000	1,471	27.57%	53.0	257	897	293	24		
\$200,001 - \$300,000	803	15.05%	49.0	85	279	386	53		
\$300,001 - \$475,000	681	12.76%	53.0	76	120	380	105		
\$475,001 and up	535	10.03%	73.0	103	47	221	164		
Total Active Inventory by Units:				5,335	55.0	1,722	1,893	1,366	354
Total Active Inventory by Volume:				1,297,478,359		283.14M	317.89M	459.80M	236.65M
Median Active Inventory Listing Price:				\$156,000		\$59,000	\$139,900	\$284,400	\$456,850



Monthly Inventory Analysis

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February 2016

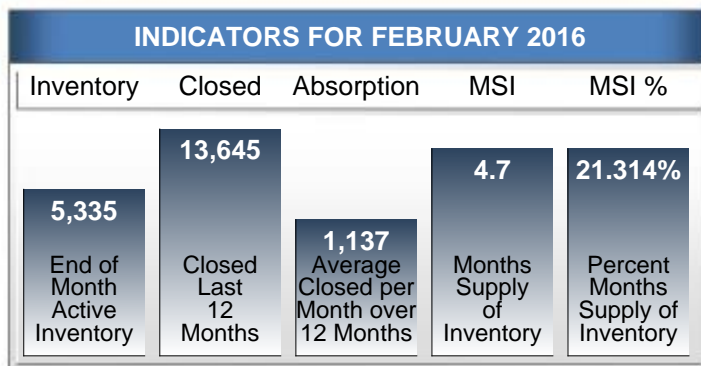
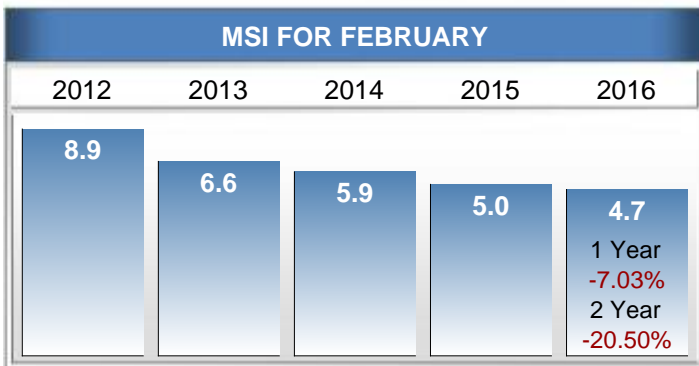
Active Inventory as of Mar 14, 2016



Months Supply of Inventory

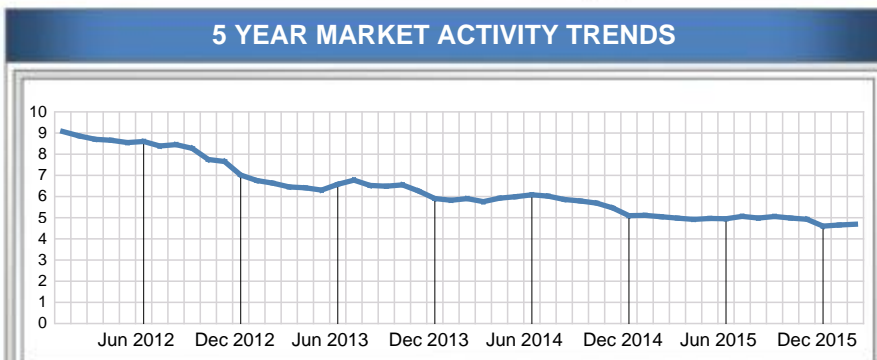
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply

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



5yr FEB AVG = 6.2 **3 MONTHS**

High
Jan 2012 = 9.1

Low
Dec 2015 = 4.6

Months Supply this month at **4.7**, below the 5 yr FEB average of **6.2**

D E C	4.6
J A N	4.7
F E B	4.7
	1.16%
	0.78%

MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	341		6.39%	7.7	11.2	1.5	1.8	0.0
\$25,001 \$50,000	588		11.02%	7.0	11.7	2.6	2.6	4.8
\$50,001 \$100,000	916		17.17%	4.6	7.5	3.4	5.0	4.5
\$100,001 \$200,000	1,471		27.57%	3.0	6.9	2.6	2.9	3.6
\$200,001 \$300,000	803		15.05%	4.2	10.6	3.6	4.2	4.2
\$300,001 \$475,000	681		12.76%	7.6	24.0	6.1	7.0	8.2
\$475,001 and up	535		10.03%	14.0	51.5	8.4	11.4	14.7
MSI:		4.7			9.9	3.0	4.8	7.8
Total Active Inventory:		5,335			1,722	1,893	1,366	354



Monthly Inventory Analysis

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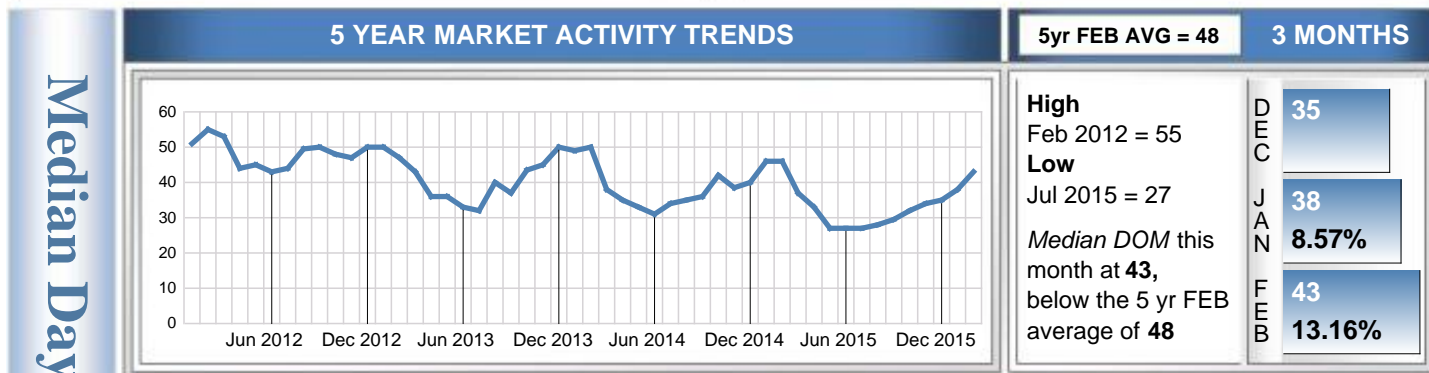
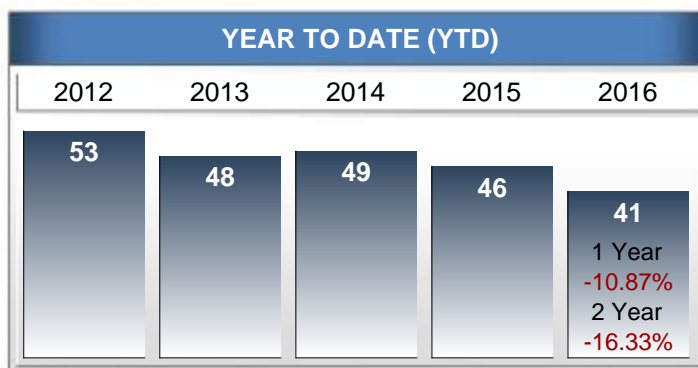
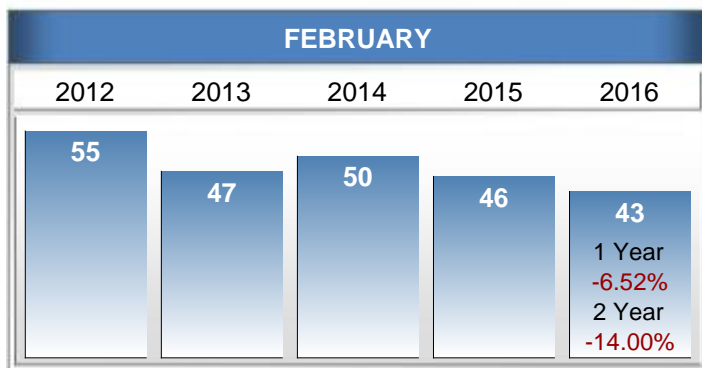
Closed Sales as of Mar 14, 2016



Median Days on Market to Sale

Report Produced on: Mar 14, 2016

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



Median Days on Market

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

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	89			9.86%	41.0	54.0	24.0	64.0	0.0
\$40,001 \$70,000	103			11.41%	33.0	36.0	31.0	56.0	0.0
\$70,001 \$110,000	137			15.17%	38.0	40.0	34.5	41.5	0.0
\$110,001 \$160,000	230			25.47%	39.0	35.0	38.0	56.0	11.0
\$160,001 \$210,000	137			15.17%	54.0	31.5	55.0	63.0	29.5
\$210,001 \$300,000	114			12.62%	49.0	102.5	41.0	49.0	78.0
\$300,001 and up	93			10.30%	66.0	34.0	77.0	68.0	47.5
Median Closed DOM:					43.0	40.0	38.0	59.0	49.5
Total Closed Units:					903	153	509	211	30
Total Closed Volume:					149,567,528	16.69M	71.25M	50.90M	10.72M



Monthly Inventory Analysis

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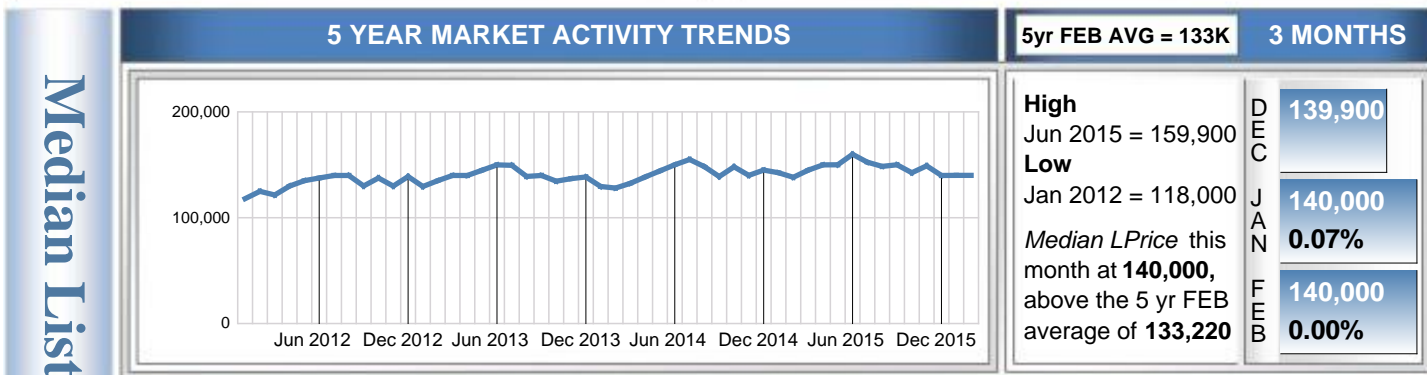
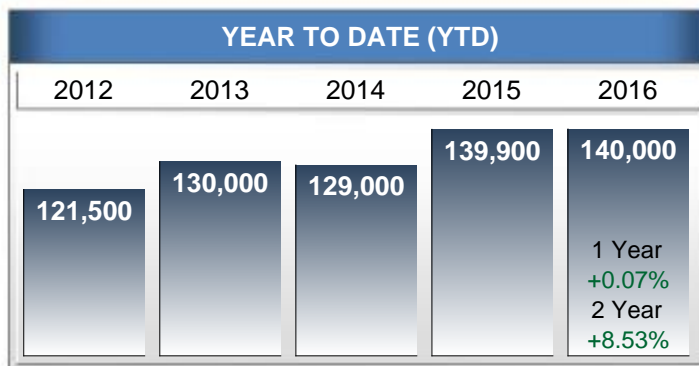
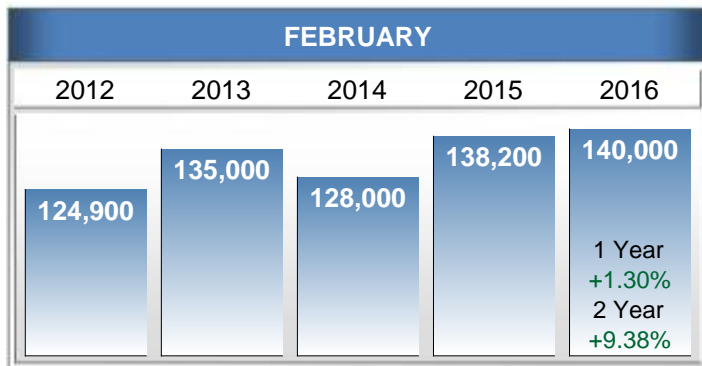
Closed Sales as of Mar 14, 2016



Median List Price at Closing

Report Produced on: Mar 14, 2016

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	81		8.97%	28,910	25,000	29,900	23,600	0
\$40,001 - \$70,000	103		11.41%	57,000	57,750	57,200	46,850	0
\$70,001 - \$110,000	133		14.73%	92,500	89,500	94,250	89,900	100,000
\$110,001 - \$160,000	228		25.25%	137,500	134,000	137,000	139,900	119,000
\$160,001 - \$210,000	134		14.84%	183,008	199,000	179,975	186,950	194,900
\$210,001 - \$300,000	126		13.95%	249,900	234,998	246,100	249,900	289,000
\$300,001 and up	98		10.85%	389,750	552,500	387,000	384,000	399,000
Median List Price:	\$140,000				\$63,000	\$134,900	\$219,000	\$304,950
Total Closed Units:	903				153	509	211	30
Total List Volume:	155,327,144				18.22M	73.51M	52.72M	10.88M



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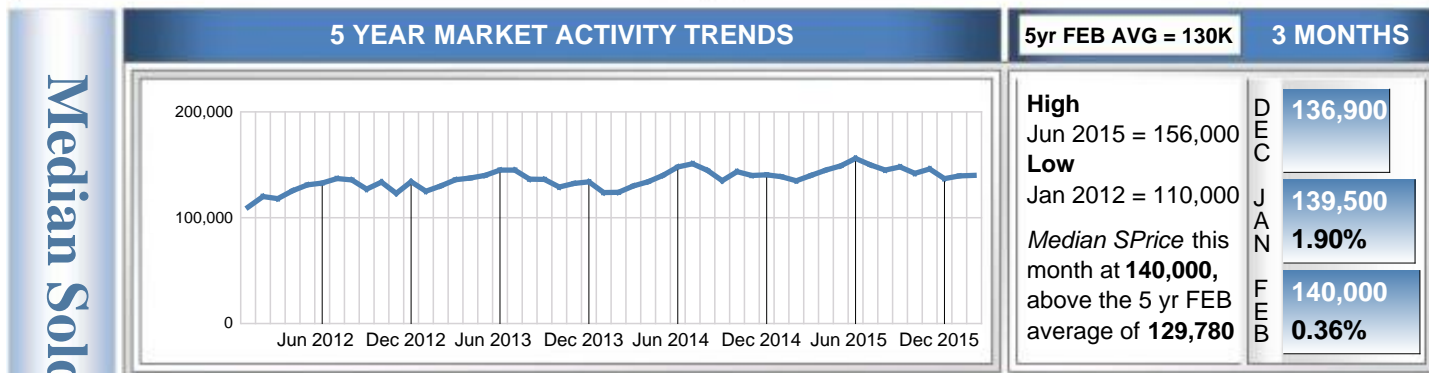
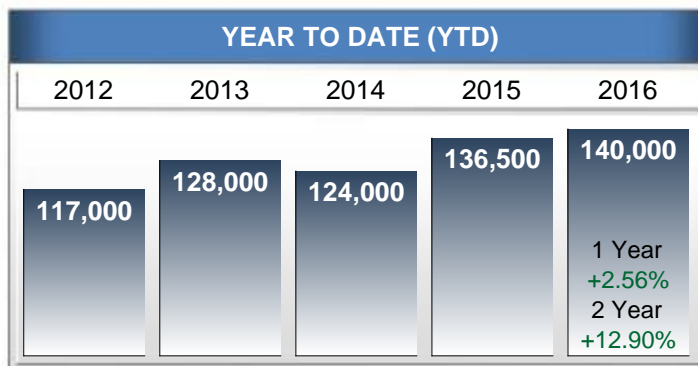
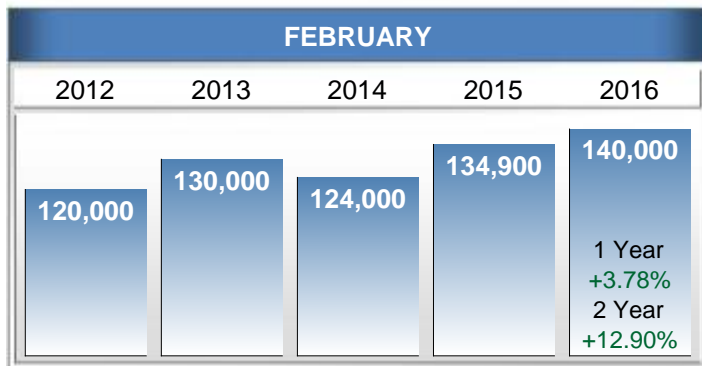
Closed Sales as of Mar 14, 2016



Median Sold Price at Closing

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



Median Sold Price

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

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	89		9.86%	27,000	24,900	29,000	30,200	0
\$40,001 - \$70,000	103		11.41%	55,000	54,905	57,000	46,000	0
\$70,001 - \$110,000	137		15.17%	90,000	88,500	90,750	94,554	0
\$110,001 - \$160,000	230		25.47%	139,900	131,250	139,900	140,000	119,000
\$160,001 - \$210,000	137		15.17%	183,000	198,500	185,500	181,500	182,450
\$210,001 - \$300,000	114		12.62%	252,700	241,000	252,450	250,500	280,000
\$300,001 and up	93		10.30%	395,000	482,000	384,000	396,000	386,500
Median Closed Price:	\$140,000				\$60,000	\$132,000	\$213,000	\$306,261
Total Closed Units:	903				153	509	211	30
Total Closed Volume:	149,567,528				16.69M	71.25M	50.90M	10.72M



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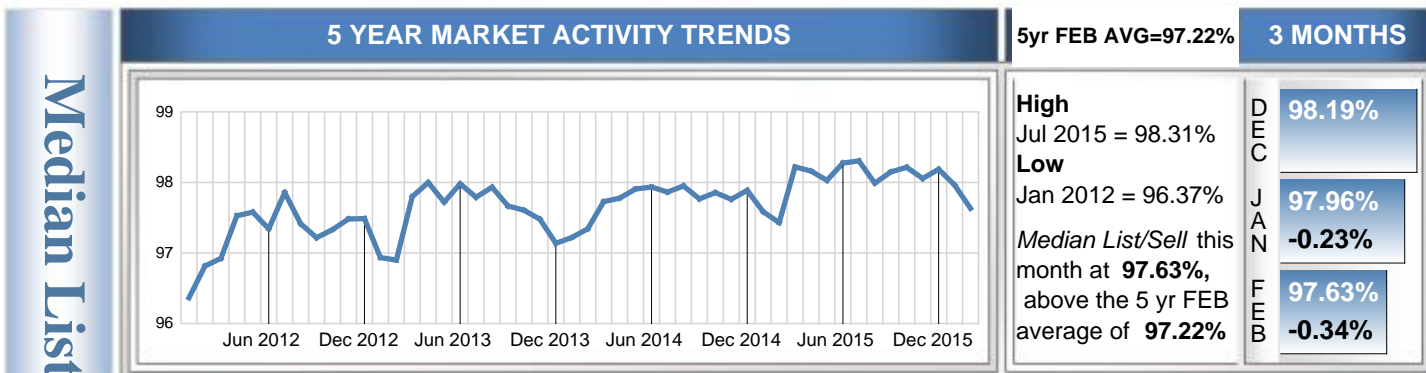
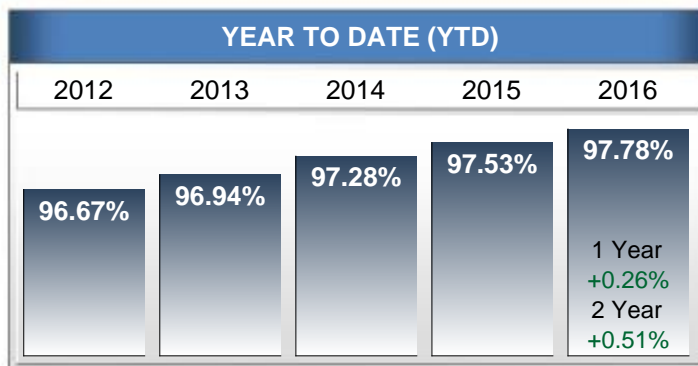
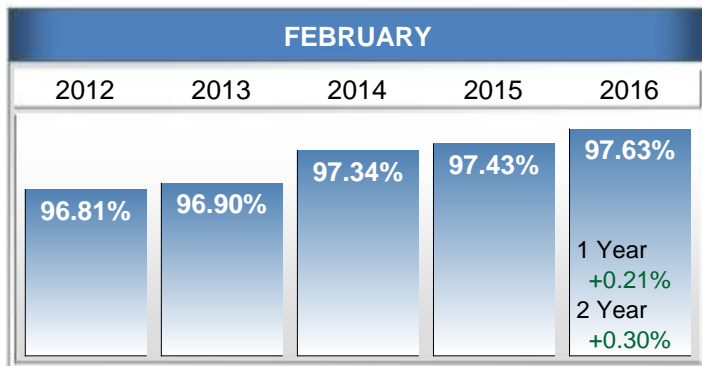
Closed Sales as of Mar 14, 2016



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	89	9.86%	92.57%	89.89%	93.65%	92.23%	0.00%
\$40,001 \$70,000	103	11.41%	94.78%	94.78%	94.90%	90.91%	0.00%
\$70,001 \$110,000	137	15.17%	96.93%	95.91%	97.69%	95.27%	0.00%
\$110,001 \$160,000	230	25.47%	98.82%	96.06%	99.33%	97.40%	100.00%
\$160,001 \$210,000	137	15.17%	98.33%	93.43%	98.68%	97.98%	98.60%
\$210,001 \$300,000	114	12.62%	98.11%	95.70%	98.00%	98.20%	98.17%
\$300,001 and up	93	10.30%	96.91%	96.71%	96.00%	96.96%	98.71%
Median List/Sell Ratio:	97.63%			95.07%	98.39%	97.50%	98.52%
Total Closed Units:	903			153	509	211	30
Total Closed Volume:	149,567,528			16.69M	71.25M	50.90M	10.72M



Monthly Inventory Analysis

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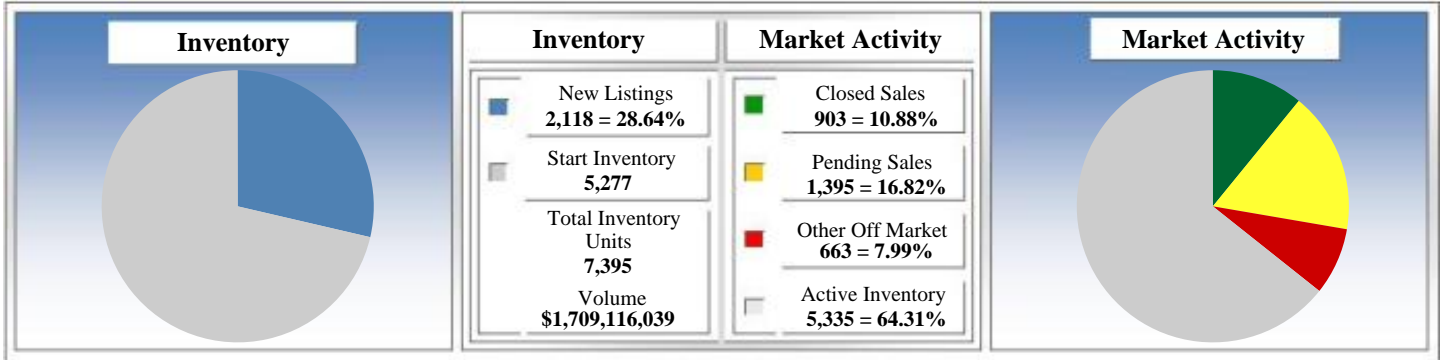
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Market Summary

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



Absorption: Last 12 months, an Average of **1,137** Sales/Month

Active Inventory as of February 29, 2016 = **5,335**

	FEBRUARY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	862	903	4.76%	1,638	1,673	2.14%
Pending Sales	1,182	1,395	18.02%	2,210	2,428	9.86%
New Listings	2,137	2,118	-0.89%	4,243	3,984	-6.10%
Median List Price	138,200	140,000	1.30%	139,900	140,000	0.07%
Median Sale Price	134,900	140,000	3.78%	136,500	140,000	2.56%
Median Percent of List Price to Selling Price	97.43%	97.63%	0.21%	97.53%	97.78%	0.26%
Median Days on Market to Sale	46.00	43.00	-6.52%	46.00	41.00	-10.87%
Monthly Inventory	5,672	5,335	-5.94%	5,672	5,335	-5.94%
Months Supply of Inventory	5.05	4.69	-7.03%	5.05	4.69	-7.03%

