



May 2016

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

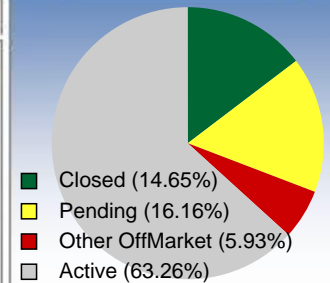


Absorption: Last 12 months, an Average of **1,155** Sales/Month

Active Inventory as of May 31, 2016 = **5,673**

	MAY		
	2015	2016	+/- %
Closed Listings	1,341	1,314	-2.01%
Pending Listings	1,298	1,449	11.63%
New Listings	2,144	2,316	8.02%
Median List Price	150,000	154,950	3.30%
Median Sale Price	149,000	152,250	2.18%
Median Percent of List Price to Selling Price	98.03%	98.63%	0.61%
Median Days on Market to Sale	27.00	23.50	-12.96%
End of Month Inventory	5,650	5,673	0.41%
Months Supply of Inventory	4.96	4.91	-0.99%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 15, 2016

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

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2016 rose **0.41%** to 5,673 existing homes available for sale. Over the last 12 months this area has had an average of 1,155 closed sales per month. This represents an unsold inventory index of **4.91** MSI for this period.

Median Sale Price 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 **2.18%** in May 2016 to \$152,250 versus the previous year at \$149,000.

Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 3.50 days or **12.96%** in May 2016 compared to last year's same month at **27.00** DOM.

Sales Success for May 2016 is Positive

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

There were 2,316 New Listings in May 2016, up **8.02%** from last year at 2,144. Furthermore, there were 1,314 Closed Listings this month versus last year at 1,341, a **-2.01%** decrease.

Closed versus Listed trends yielded a **56.7%** ratio, down from previous year's, May 2015, at **62.5%**, a **9.29%** downswing. This will certainly create pressure on an increasing 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?

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



Monthly Inventory Analysis

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May 2016

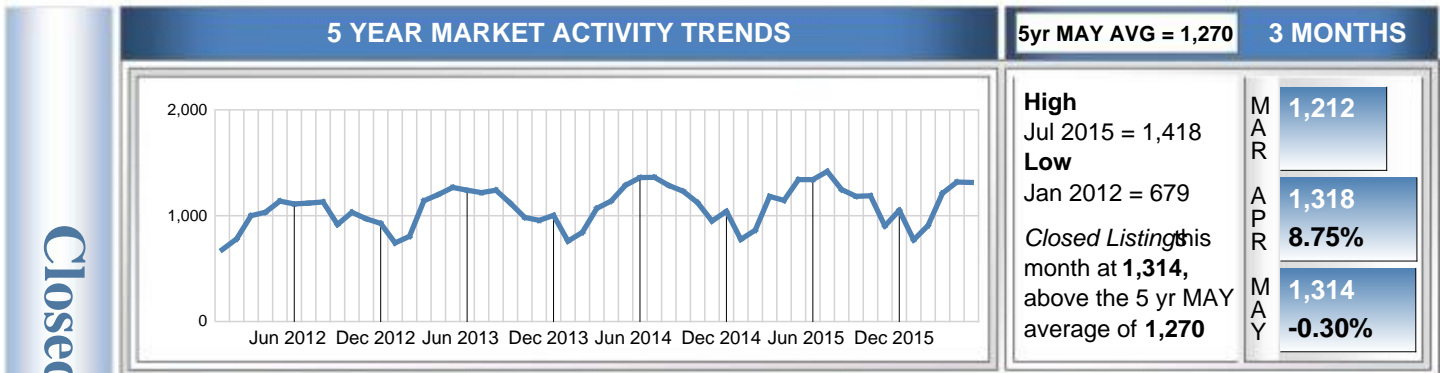
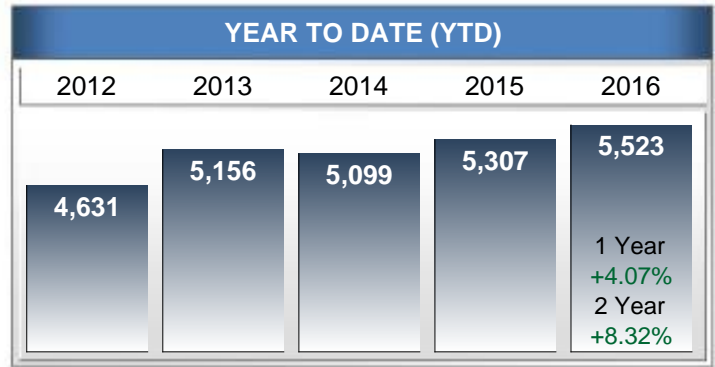
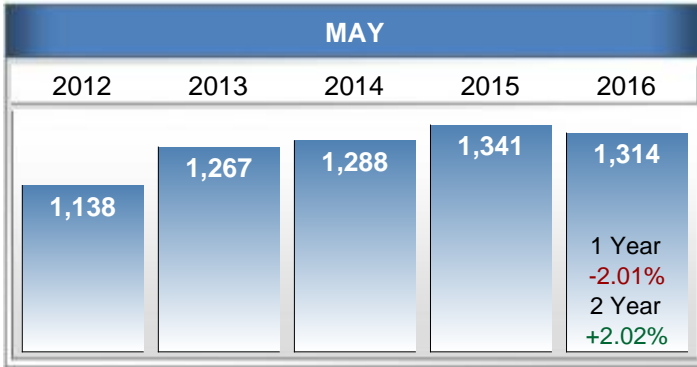
Closed Sales as of Jun 15, 2016



Closed Listings

Report Produced on: Jun 15, 2016

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	99	7.53%	32.0	55	36	8	0	
\$50,001 - \$75,000	93	7.08%	27.0	37	47	9	0	
\$75,001 - \$125,000	257	19.56%	19.0	40	195	20	2	
\$125,001 - \$175,000	360	27.40%	18.0	25	262	71	2	
\$175,001 - \$225,000	204	15.53%	21.0	10	114	75	5	
\$225,001 - \$325,000	169	12.86%	33.0	9	49	102	9	
\$325,001 and up	132	10.05%	41.0	7	30	67	28	
Total Closed Units: 1,314				23.5	183	733	352	46
Total Closed Volume: 237,523,031					18.97M	111.47M	87.87M	19.21M
Median Closed Price: \$152,250					\$75,000	\$140,000	\$218,211	\$359,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

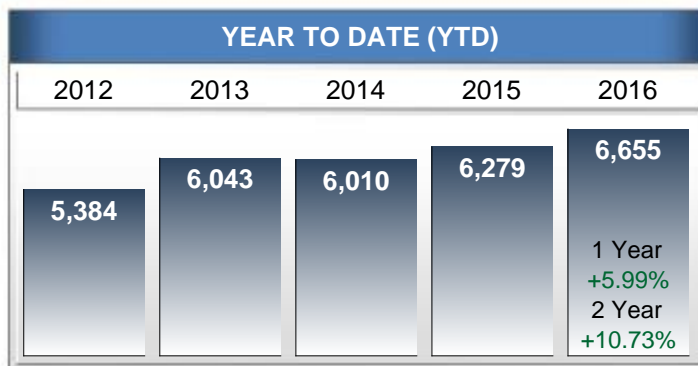
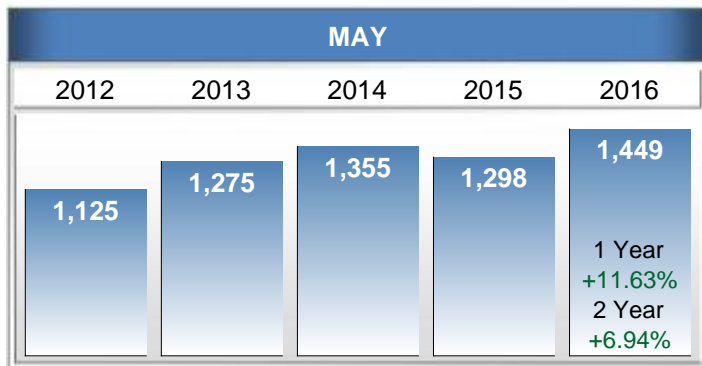
Pending Listings as of Jun 15, 2016



Pending Listings

Report Produced on: Jun 15, 2016

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



Pending Listings
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5yr MAY AVG = 1,300 **3 MONTHS**

High
Apr 2016 = 1,480

Low
Dec 2013 = 732

Pending Listing this month at **1,449**, above the 5 yr MAY average of **1,300**

M A R	1,409
A P R	1,480
M A Y	1,449
	5.04%
	-2.09%

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	119	8.21%	23.0	65	46	6	2
\$50,001 - \$75,000	91	6.28%	47.0	34	52	4	1
\$75,001 - \$125,000	296	20.43%	25.0	52	203	39	2
\$125,001 - \$175,000	364	25.12%	14.5	18	278	63	5
\$175,001 - \$225,000	215	14.84%	25.0	12	119	79	5
\$225,001 - \$325,000	205	14.15%	33.0	9	67	111	18
\$325,001 and up	159	10.97%	37.0	8	37	89	25
Total Pending Units: 1,449				198	802	391	58
Total Pending Volume: 271,254,983				20.61M	126.00M	101.95M	22.70M
Median Listing Price: \$155,000				\$75,750	\$143,750	\$229,000	\$299,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

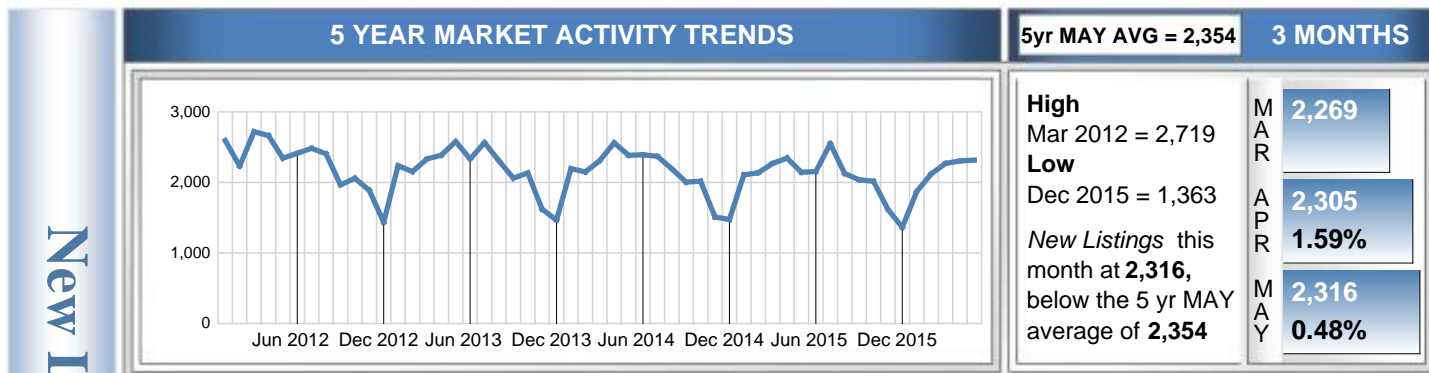
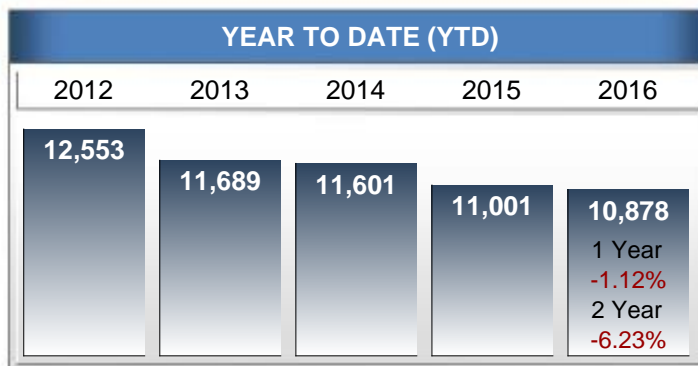
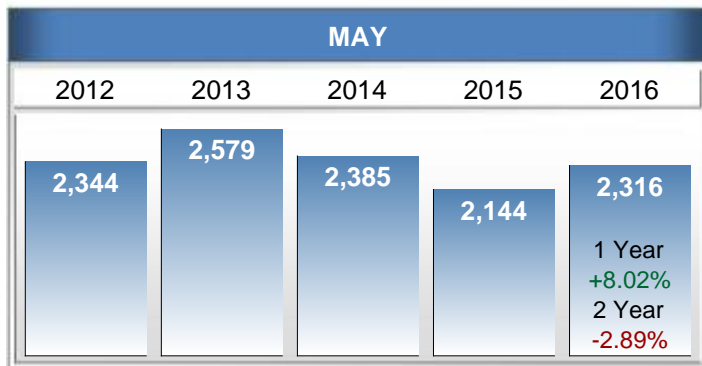
New Listings as of Jun 15, 2016



New Listings

Report Produced on: Jun 15, 2016

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



New Listings

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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	94	4.06%	70	18	6	0
\$25,001 - \$75,000	376	16.23%	217	134	24	1
\$75,001 - \$125,000	380	16.41%	76	260	39	5
\$125,001 - \$175,000	476	20.55%	49	325	98	4
\$175,001 - \$275,000	454	19.60%	38	185	214	17
\$275,001 - \$425,000	305	13.17%	33	67	161	44
\$425,001 and up	231	9.97%	36	34	106	55
Total New Listed Units:			519	1023	648	126
Total New Listed Volume:			86.17M	167.56M	193.46M	68.97M
Median New Listed Listing Price:			\$69,900	\$139,500	\$245,250	\$393,950



Monthly Inventory Analysis

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May 2016

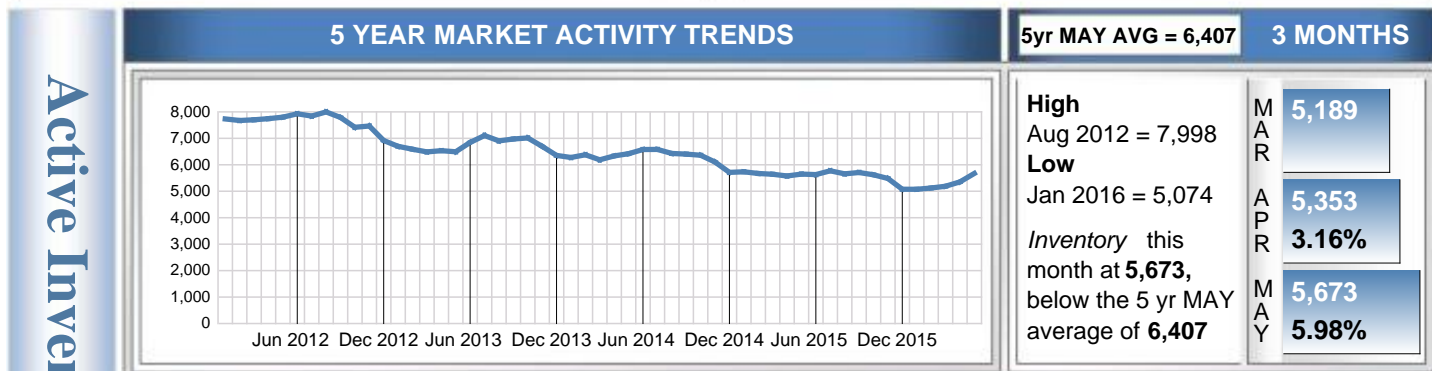
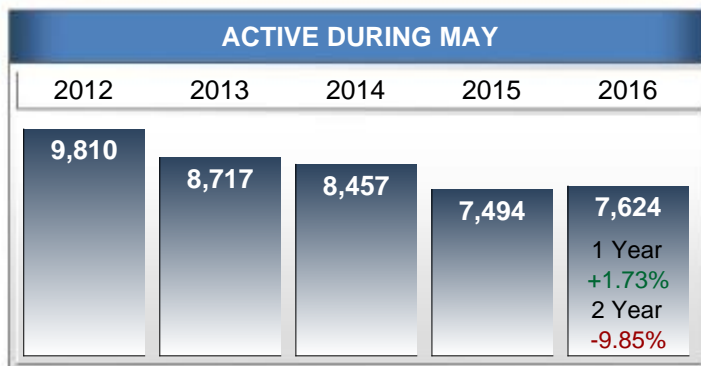
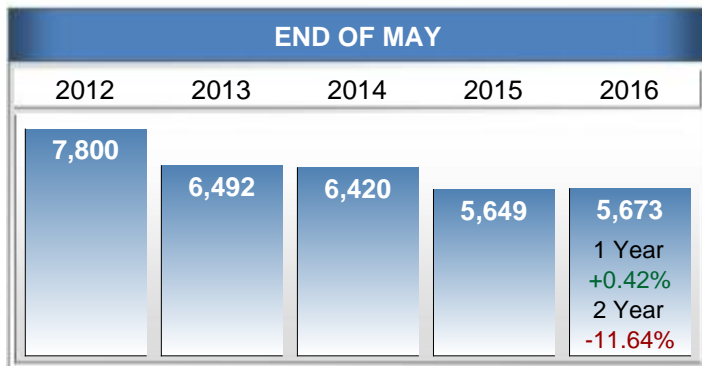
Active Inventory as of Jun 15, 2016



Active Inventory

Report Produced on: Jun 15, 2016

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



Active Inventory

Ready to Buy or Sell Real Estate?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	387	6.82%	82.0	353	24	10	0		
\$25,001 \$50,000	591	10.42%	70.0	486	90	14	1		
\$50,001 \$100,000	933	16.45%	55.0	419	443	62	9		
\$100,001 \$225,000	1,578	27.82%	43.0	279	873	396	30		
\$225,001 \$325,000	887	15.64%	60.0	86	269	460	72		
\$325,001 \$525,000	715	12.60%	57.0	80	110	403	122		
\$525,001 and up	582	10.26%	63.0	126	50	220	186		
Total Active Inventory by Units:				5,673	57.0	1,829	1,859	1,565	420
Total Active Inventory by Volume:				1,488,309,298		341.75M	328.31M	543.35M	274.90M
Median Active Inventory Listing Price:				\$169,900		\$58,000	\$144,900	\$289,000	\$464,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

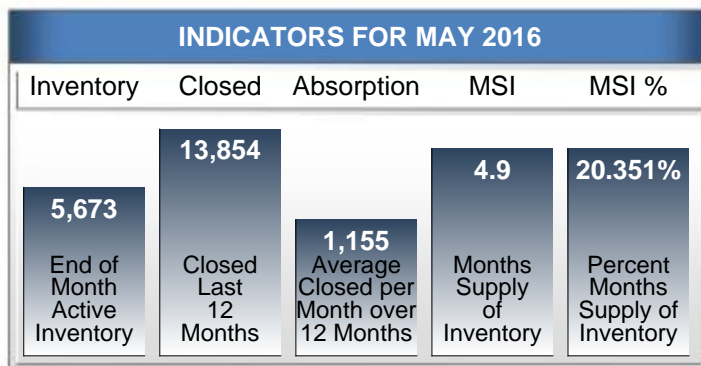
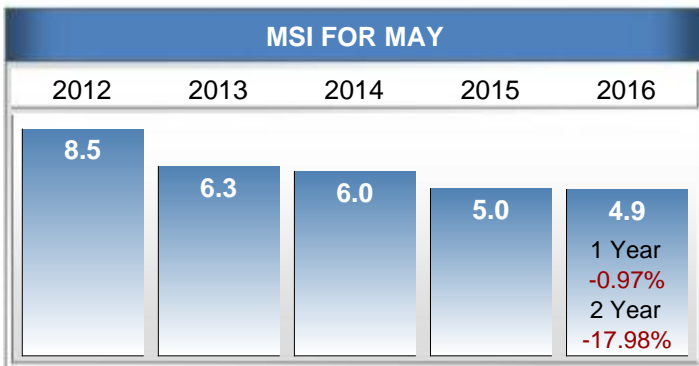
Active Inventory as of Jun 15, 2016



Months Supply of Inventory

Report Produced on: Jun 15, 2016

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 MAY AVG = 6.1 **3 MONTHS**

High
Jan 2012 = 9.1

Low
Jan 2016 = 4.5

Months Supply this month at **4.9**, below the 5 yr MAY average of **6.1**

M A R	4.5
A P R	4.6
M A Y	4.9
	1.87%

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	387	6.82%	8.8	12.8	1.7	5.0	0.0
\$25,001 \$50,000	591	10.42%	7.0	12.3	2.3	2.4	2.0
\$50,001 \$100,000	933	16.45%	4.7	7.7	3.4	4.3	6.8
\$100,001 \$225,000	1,578	27.82%	2.8	6.7	2.2	3.0	3.3
\$225,001 \$325,000	887	15.64%	5.9	14.7	5.0	5.9	5.7
\$325,001 \$525,000	715	12.60%	9.2	29.1	7.1	8.7	9.2
\$525,001 and up	582	10.26%	19.8	79.6	12.0	15.3	20.3
MSI:			4.9	10.6	2.9	5.4	9.1
Total Active Inventory:			5,673	1,829	1,859	1,565	420



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

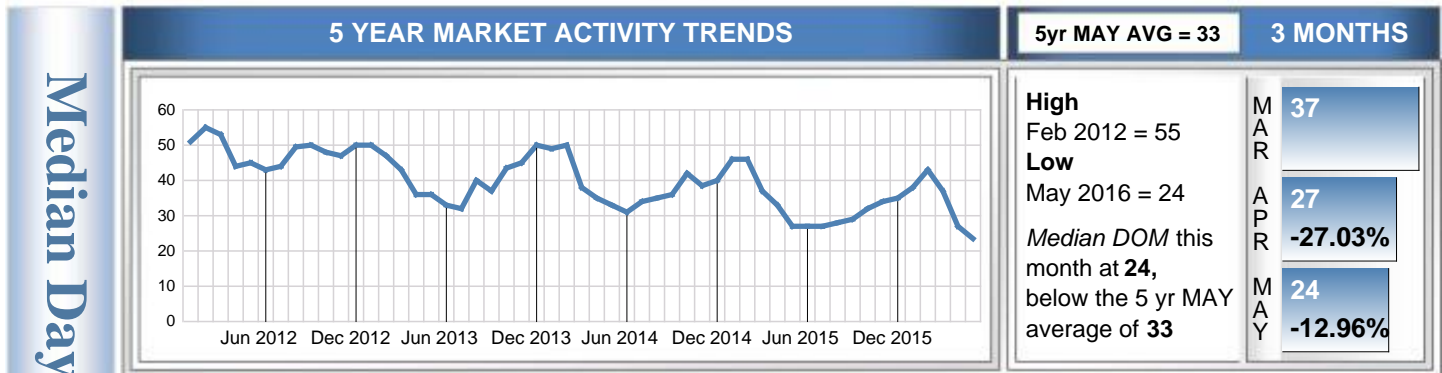
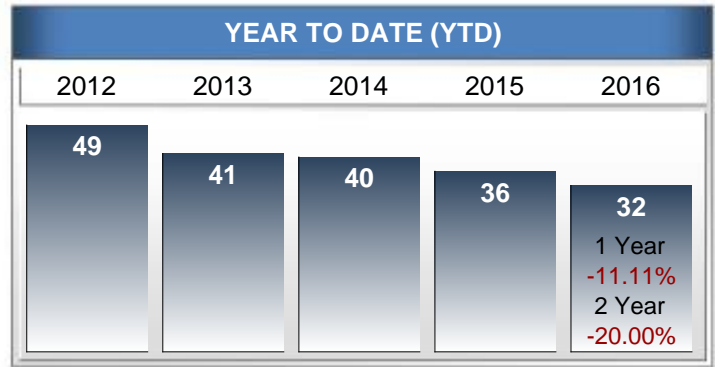
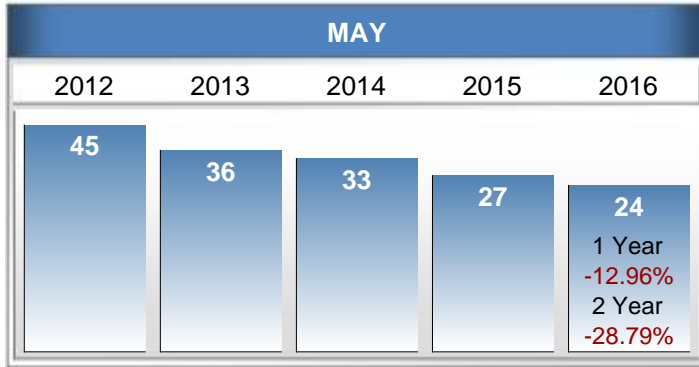
Closed Sales as of Jun 15, 2016



Median Days on Market to Sale

Report Produced on: Jun 15, 2016

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



Median Days on Market

Ready to Buy or Sell Real Estate?
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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	99			7.53%	32.0	34.0	26.0	66.0	0.0
\$50,001 - \$75,000	93			7.08%	27.0	45.0	22.0	42.0	0.0
\$75,001 - \$125,000	257			19.56%	19.0	20.0	18.0	28.5	18.0
\$125,001 - \$175,000	360			27.40%	18.0	24.0	17.0	23.0	9.5
\$175,001 - \$225,000	204			15.53%	21.0	28.5	17.5	27.0	20.0
\$225,001 - \$325,000	169			12.86%	33.0	21.0	23.0	39.5	38.0
\$325,001 and up	132			10.05%	41.0	13.0	36.0	44.0	44.5
Median Closed DOM:	23.5					27.0	19.0	35.0	24.5
Total Closed Units:	1,314					183	733	352	46
Total Closed Volume:	237,523,031					18.97M	111.47M	87.87M	19.21M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

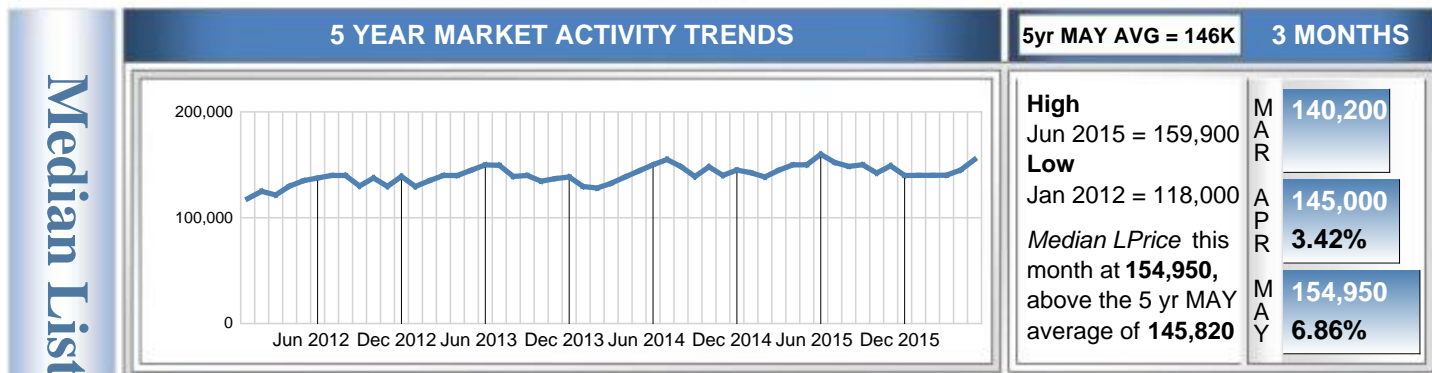
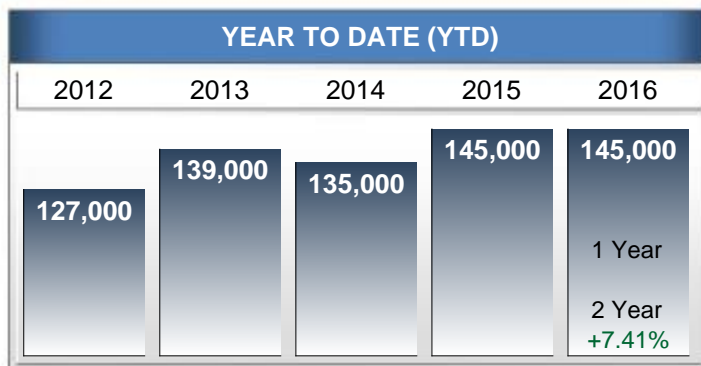
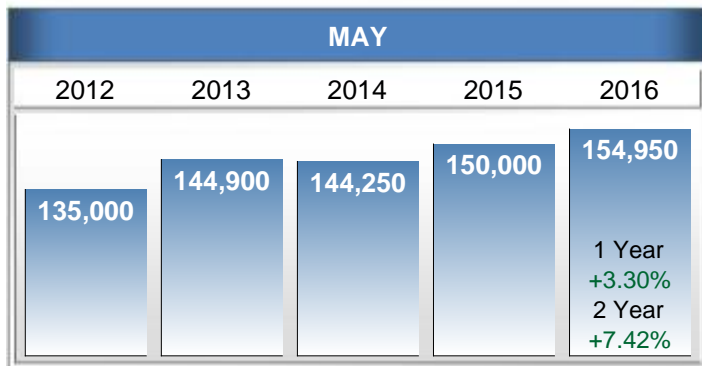
Closed Sales as of Jun 15, 2016



Median List Price at Closing

Report Produced on: Jun 15, 2016

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	94		7.15%	33,750	30,000	35,450	46,975	0
\$50,001 - \$75,000	84		6.39%	64,200	62,500	65,000	65,000	0
\$75,001 - \$125,000	262		19.94%	105,000	99,000	105,000	109,999	88,950
\$125,001 - \$175,000	355		27.02%	149,500	155,000	146,500	155,770	160,750
\$175,001 - \$225,000	207		15.75%	198,900	204,000	195,000	199,900	212,450
\$225,001 - \$325,000	170		12.94%	267,000	285,000	265,000	268,250	272,000
\$325,001 and up	142		10.81%	393,750	360,000	394,000	381,900	462,500
Median List Price:	\$154,950				\$79,900	\$140,000	\$223,200	\$363,450
Total Closed Units:	1,314				183	733	352	46
Total List Volume:	244,379,773				19.76M	113.90M	90.69M	20.04M



Monthly Inventory Analysis

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May 2016

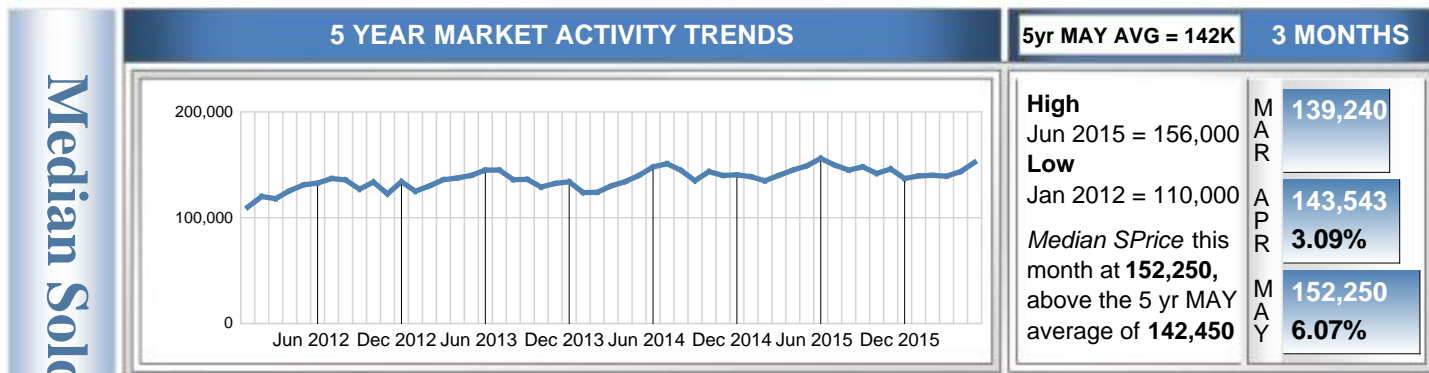
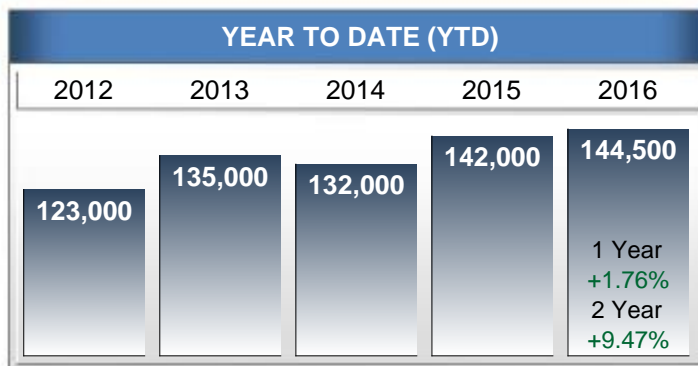
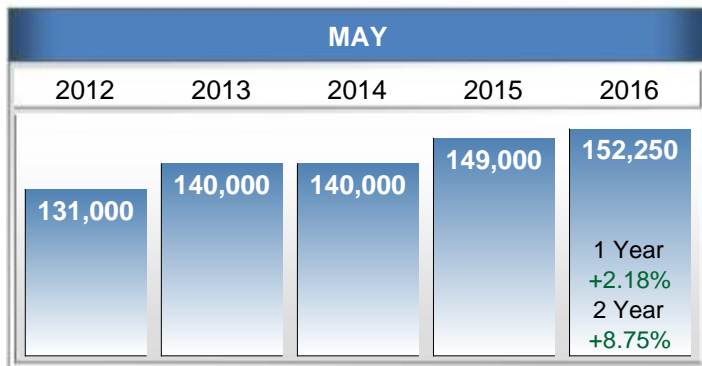
Closed Sales as of Jun 15, 2016



Median Sold Price at Closing

Report Produced on: Jun 15, 2016

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+
\$50,000 and less	99		7.53%	31,000	29,000	33,300	45,000	0
\$50,001 - \$75,000	93		7.08%	65,000	65,000	65,000	69,000	0
\$75,001 - \$125,000	257		19.56%	101,000	99,950	101,500	101,500	83,000
\$125,001 - \$175,000	360		27.40%	149,363	159,900	146,790	157,500	155,750
\$175,001 - \$225,000	204		15.53%	195,000	193,500	192,850	202,000	220,000
\$225,001 - \$325,000	169		12.86%	265,000	282,500	265,000	265,000	265,000
\$325,001 and up	132		10.05%	389,500	348,000	382,800	383,000	441,141
Median Closed Price:	\$152,250				\$75,000	\$140,000	\$218,211	\$359,950
Total Closed Units:	1,314				183	733	352	46
Total Closed Volume:	237,523,031				18.97M	111.47M	87.87M	19.21M



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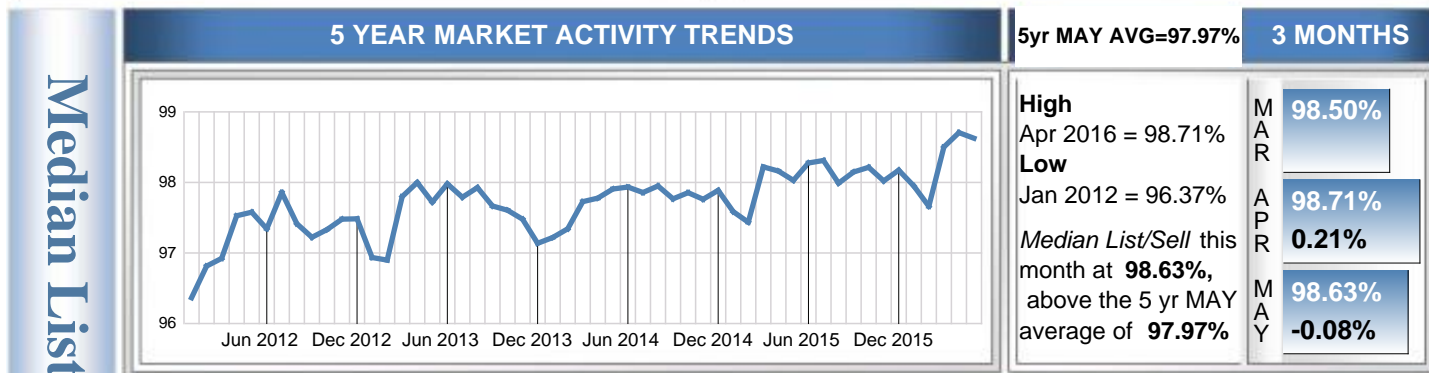
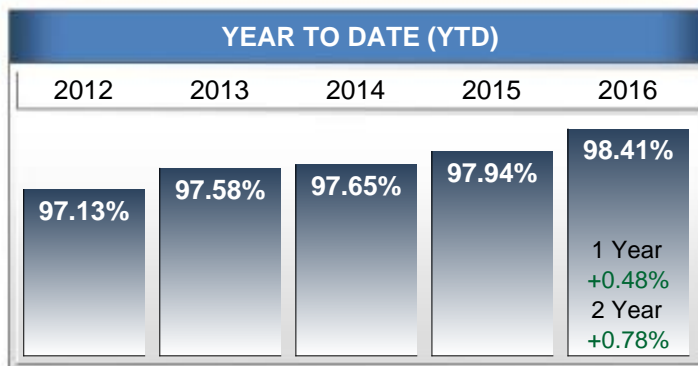
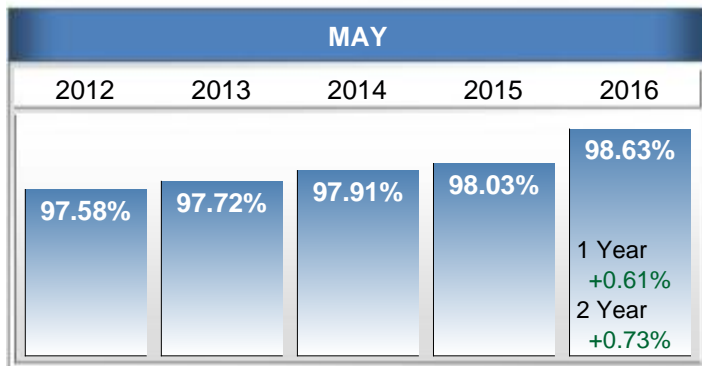
Closed Sales as of Jun 15, 2016



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+
\$50,000 and less	99	7.53%	92.11%	92.11%	89.90%	93.19%	0.00%
\$50,001-\$75,000	93	7.08%	97.33%	94.79%	98.04%	98.65%	0.00%
\$75,001-\$125,000	257	19.56%	97.89%	97.66%	98.10%	96.20%	93.41%
\$125,001-\$175,000	360	27.40%	100.00%	99.26%	100.00%	100.00%	97.14%
\$175,001-\$225,000	204	15.53%	99.50%	98.91%	99.17%	99.81%	100.00%
\$225,001-\$325,000	169	12.86%	98.39%	97.35%	98.03%	98.42%	98.84%
\$325,001 and up	132	10.05%	97.46%	96.67%	97.46%	97.55%	96.75%
Median List/Sell Ratio:	98.63%			96.67%	99.00%	98.58%	97.26%
Total Closed Units:	1,314			183	733	352	46
Total Closed Volume:	237,523,031			18.97M	111.47M	87.87M	19.21M



Monthly Inventory Analysis

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May 2016

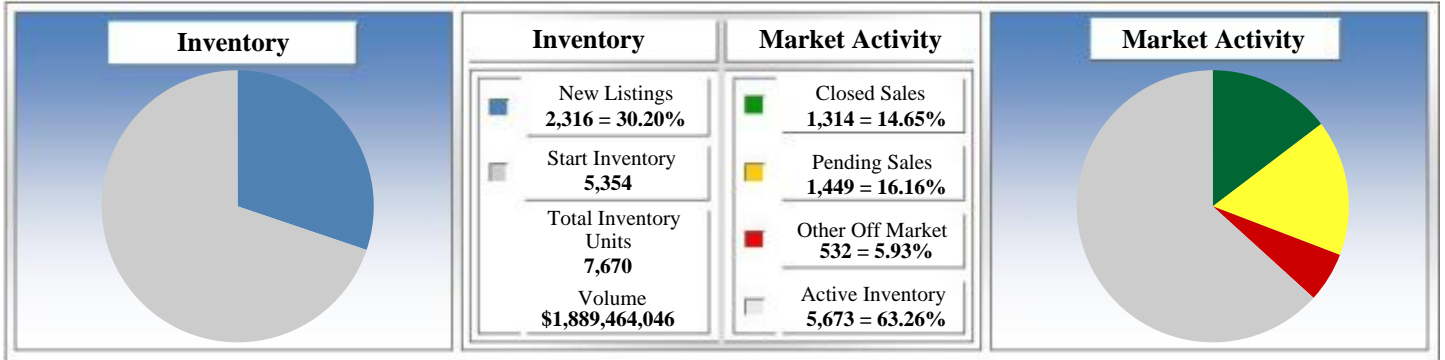
Inventory as of Jun 15, 2016



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 1,155 Sales/Month

Active Inventory as of May 31, 2016 = 5,673

	MAY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	1,341	1,314	-2.01%	5,307	5,523	4.07%
Pending Sales	1,298	1,449	11.63%	6,279	6,655	5.99%
New Listings	2,144	2,316	8.02%	11,001	10,878	-1.12%
Median List Price	150,000	154,950	3.30%	145,000	145,000	0.00%
Median Sale Price	149,000	152,250	2.18%	142,000	144,500	1.76%
Median Percent of List Price to Selling Price	98.03%	98.63%	0.61%	97.94%	98.41%	0.48%
Median Days on Market to Sale	27.00	23.50	-12.96%	36.00	32.00	-11.11%
Monthly Inventory	5,650	5,673	0.41%	5,650	5,673	0.41%
Months Supply of Inventory	4.96	4.91	-0.99%	4.96	4.91	-0.99%

