



June 2016

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

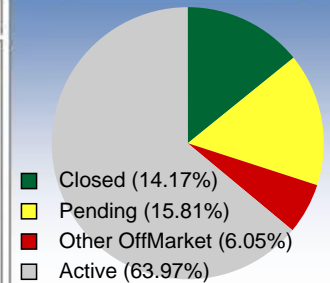


Absorption: Last 12 months, an Average of **1,152** Sales/Month

Active Inventory as of June 30, 2016 = **5,881**

	JUNE		
	2015	2016	+/- %
Closed Listings	1,341	1,303	-2.83%
Pending Listings	1,353	1,454	7.46%
New Listings	2,154	2,301	6.82%
Median List Price	159,900	158,000	-1.19%
Median Sale Price	156,000	155,000	-0.64%
Median Percent of List Price to Selling Price	98.28%	98.81%	0.55%
Median Days on Market to Sale	27.00	24.00	-11.11%
End of Month Inventory	5,629	5,881	4.48%
Months Supply of Inventory	4.95	5.10	3.09%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 12, 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 June 2016 rose **4.48%** to 5,881 existing homes available for sale. Over the last 12 months this area has had an average of 1,152 closed sales per month. This represents an unsold inventory index of **5.10** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.64%** in June 2016 to \$155,000 versus the previous year at \$156,000.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 3.00 days or **11.11%** in June 2016 compared to last year's same month at **27.00** DOM.

Sales Success for June 2016 is Positive

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

There were 2,301 New Listings in June 2016, up **6.82%** from last year at 2,154. Furthermore, there were 1,303 Closed Listings this month versus last year at 1,341, a **-2.83%** decrease.

Closed versus Listed trends yielded a **56.6%** ratio, down from previous year's, June 2015, at **62.3%**, a **9.04%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

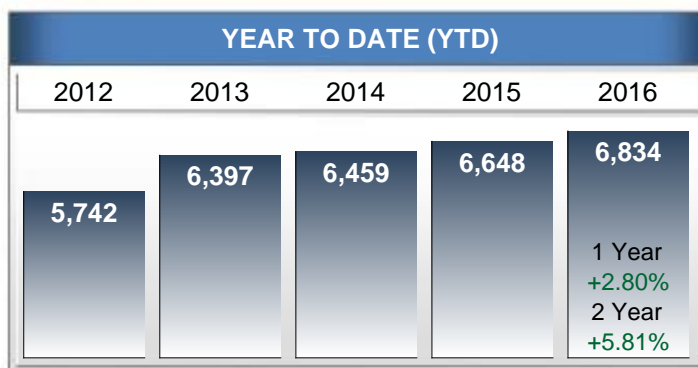
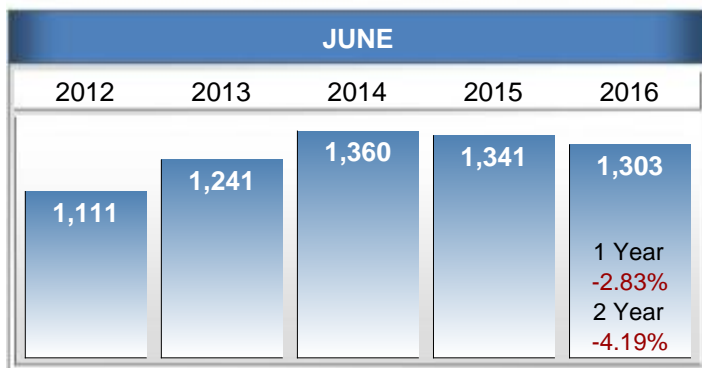
Closed Sales as of Jul 12, 2016



Closed Listings

Report Produced on: Jul 12, 2016

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



Closed Listings
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5yr JUN AVG = 1,271	3 MONTHS
High Jul 2015 = 1,418	A P R 1,321
Low Jan 2012 = 679	M A Y 1,318
<i>Closed Listing</i> this month at 1,303 , above the 5 yr JUN average of 1,271	J U N 1,303
	-0.23%
	-1.14%

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	107	8.21%	32.0	58	41	7	1	
\$50,001 - \$75,000	87	6.68%	46.0	33	45	7	2	
\$75,001 - \$125,000	264	20.26%	29.0	41	194	27	2	
\$125,001 - \$175,000	339	26.02%	14.0	22	262	53	2	
\$175,001 - \$225,000	181	13.89%	17.0	10	97	72	2	
\$225,001 - \$325,000	188	14.43%	37.0	7	70	92	19	
\$325,001 and up	137	10.51%	32.0	3	27	87	20	
Total Closed Units: 1,303				24.0	174	736	345	48
Total Closed Volume: 238,065,636					16.21M	113.55M	90.45M	17.86M
Median Closed Price: \$155,000					\$71,500	\$142,950	\$230,000	\$297,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

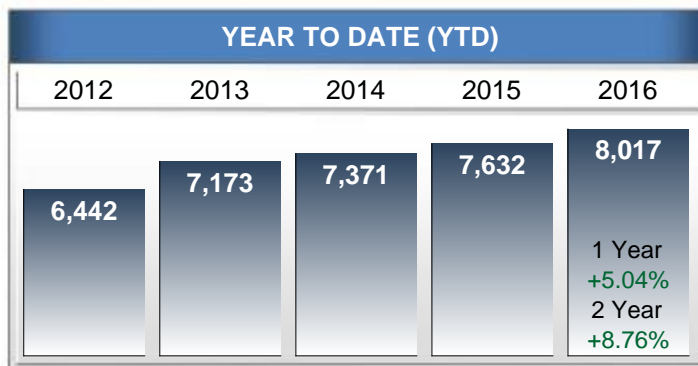
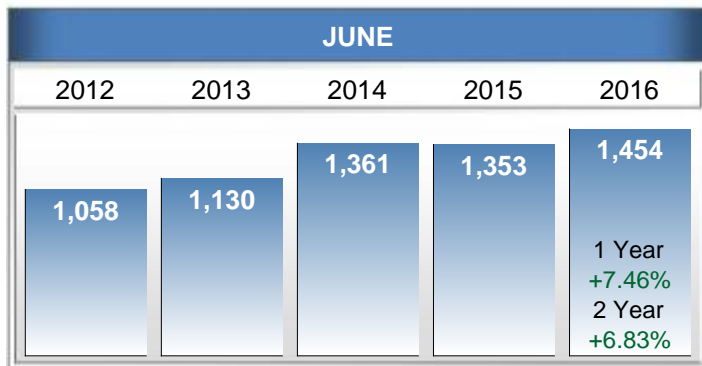
Pending Listings as of Jul 12, 2016



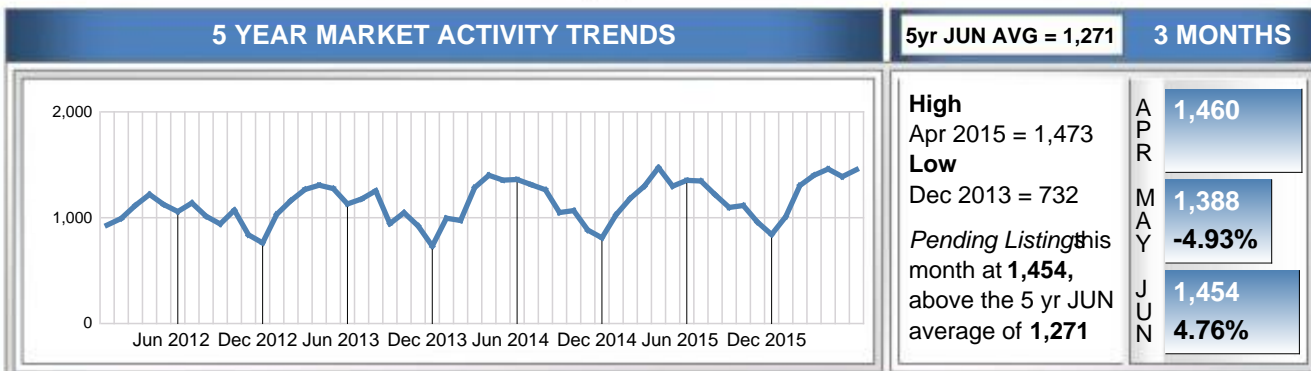
Pending Listings

Report Produced on: Jul 12, 2016

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



Pending Listings
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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	133	9.15%	30.0	76	48	9	0	
\$50,001 \$75,000	112	7.70%	35.5	40	63	9	0	
\$75,001 \$125,000	283	19.46%	21.0	45	205	32	1	
\$125,001 \$175,000	357	24.55%	19.0	23	261	68	5	
\$175,001 \$225,000	210	14.44%	22.0	13	96	95	6	
\$225,001 \$325,000	200	13.76%	38.0	10	71	105	14	
\$325,001 and up	159	10.94%	41.0	8	24	94	33	
Total Pending Units: 1,454				26.0	215	768	412	59
Total Pending Volume: 273,631,356					23.66M	116.46M	105.45M	28.07M
Median Listing Price: \$155,000					\$72,000	\$139,700	\$221,750	\$359,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

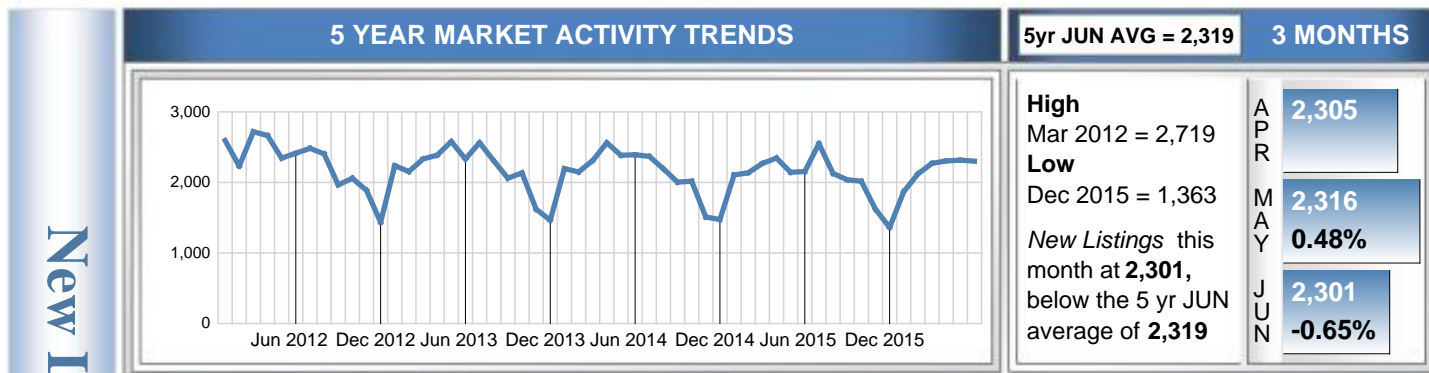
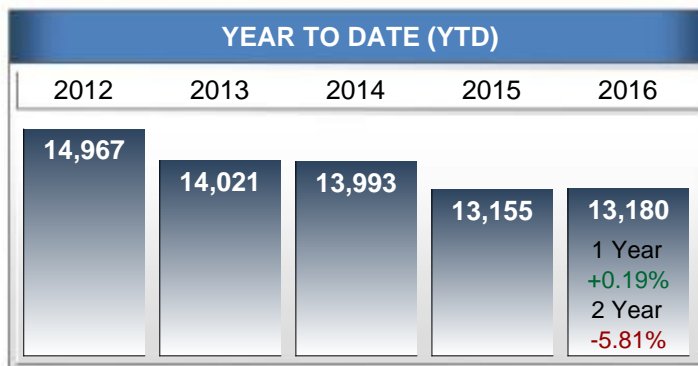
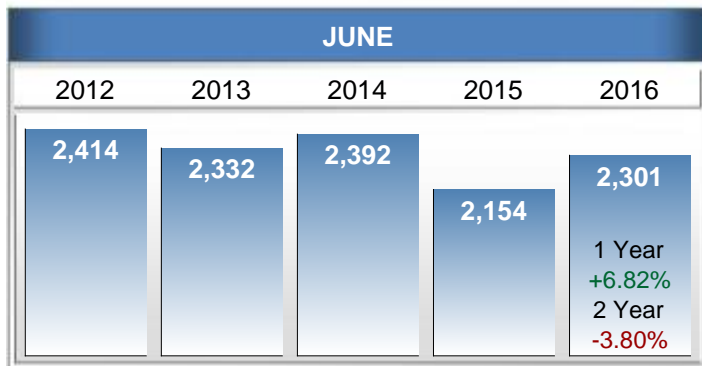
New Listings as of Jul 12, 2016



New Listings

Report Produced on: Jul 12, 2016

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+
\$50,000 and less	222	9.65%	158	54	9	1
\$50,001 - \$75,000	163	7.08%	82	75	6	0
\$75,001 - \$125,000	376	16.34%	84	249	41	2
\$125,001 - \$200,000	656	28.51%	68	419	159	10
\$200,001 - \$275,000	347	15.08%	33	146	147	21
\$275,001 - \$400,000	301	13.08%	24	61	177	39
\$400,001 and up	236	10.26%	25	36	119	56
Total New Listed Units:			474	1040	658	129
Total New Listed Volume:			74.14M	173.07M	205.71M	68.57M
Median New Listed Listing Price:			\$75,000	\$148,000	\$255,000	\$369,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

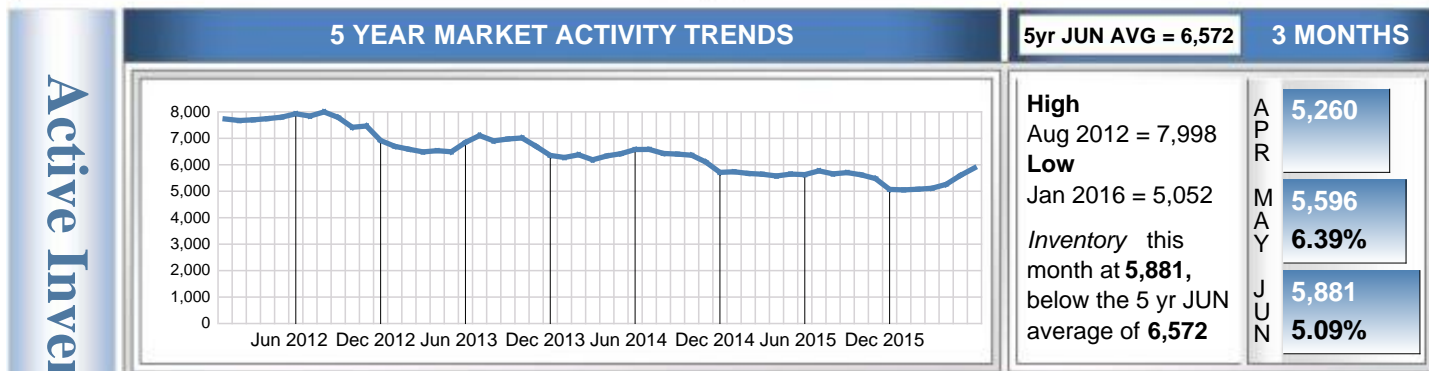
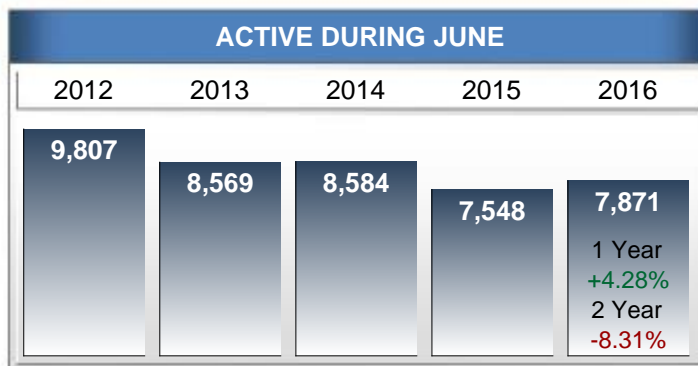
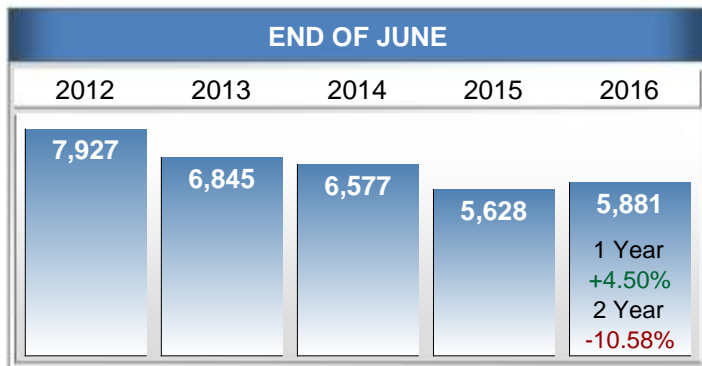
Active Inventory as of Jul 12, 2016



Active Inventory

Report Produced on: Jul 12, 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	398	6.77%	91.0	360	20	17	1		
\$25,001 \$50,000	581	9.88%	80.0	472	95	14	0		
\$50,001 \$125,000	1,216	20.68%	49.0	468	644	93	11		
\$125,001 \$225,000	1,388	23.60%	44.0	235	742	380	31		
\$225,001 \$325,000	935	15.90%	61.0	87	281	483	84		
\$325,001 \$525,000	757	12.87%	60.0	89	129	410	129		
\$525,001 and up	606	10.30%	72.0	125	52	240	189		
Total Active Inventory by Units:				5,881	58.0	1,836	1,963	1,637	445
Total Active Inventory by Volume:				1,558,127,248		344.58M	352.28M	573.38M	287.89M
Median Active Inventory Listing Price:				\$174,922		\$59,500	\$149,000	\$288,900	\$449,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

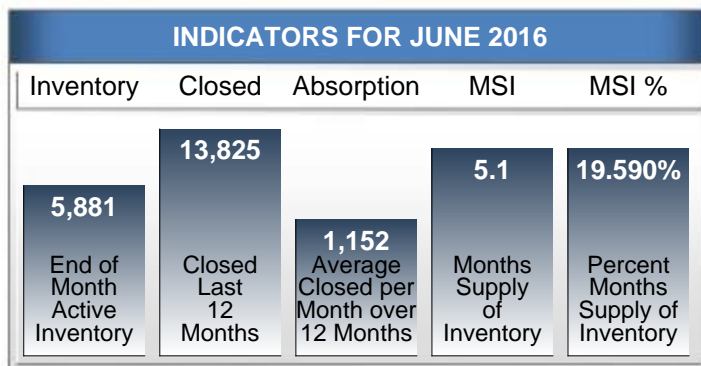
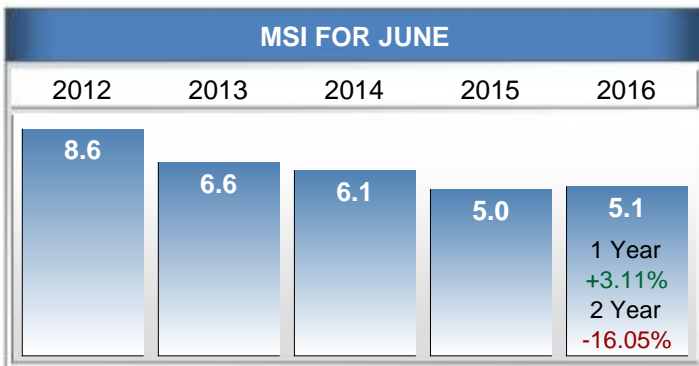
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

Report Produced on: Jul 12, 2016

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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5yr JUN AVG = 6.3	3 MONTHS
High Jan 2012 = 9.1	A P R 4.5
Low Jan 2016 = 4.4	M A Y 4.8
Months Supply this month at 5.1, below the 5 yr JUN average of 6.3	J U N 5.1
	6.56%

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	398	6.77%	9.1	13.0	1.5	7.8	6.0
\$25,001 \$50,000	581	9.88%	7.0	12.3	2.5	2.4	0.0
\$50,001 \$125,000	1,216	20.68%	3.7	6.6	2.8	3.0	5.1
\$125,001 \$225,000	1,388	23.60%	3.2	9.0	2.6	3.3	4.0
\$225,001 \$325,000	935	15.90%	6.2	14.1	5.2	6.3	6.3
\$325,001 \$525,000	757	12.87%	9.8	31.4	8.6	8.7	10.4
\$525,001 and up	606	10.30%	21.5	83.3	13.0	17.3	21.2
MSI:			5.1	10.6	3.0	5.6	9.9
Total Active Inventory:			5,881	1,836	1,963	1,637	445



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

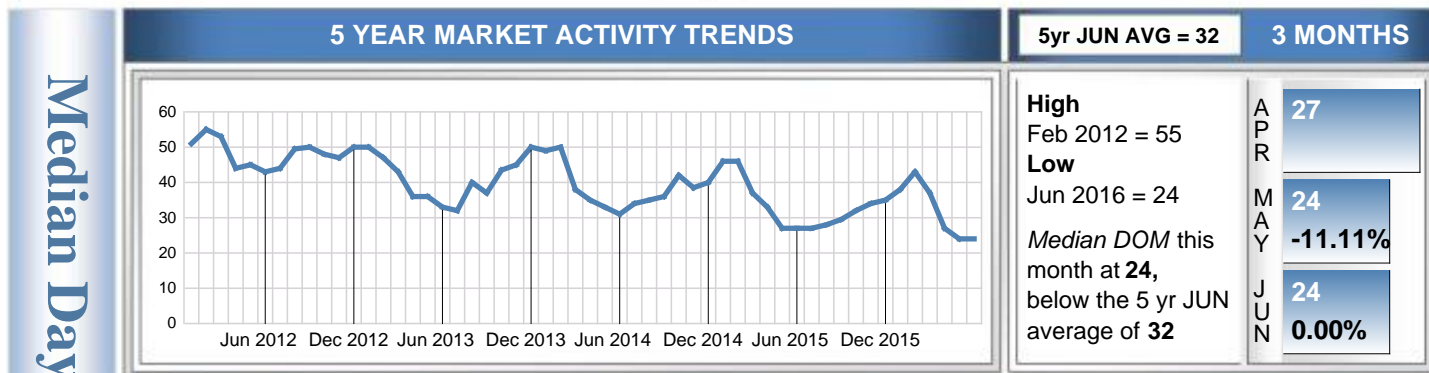
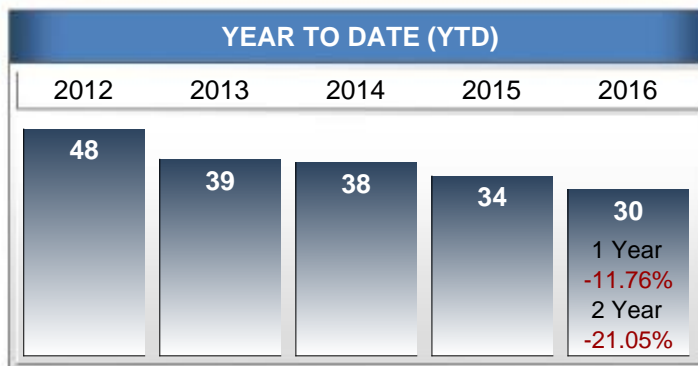
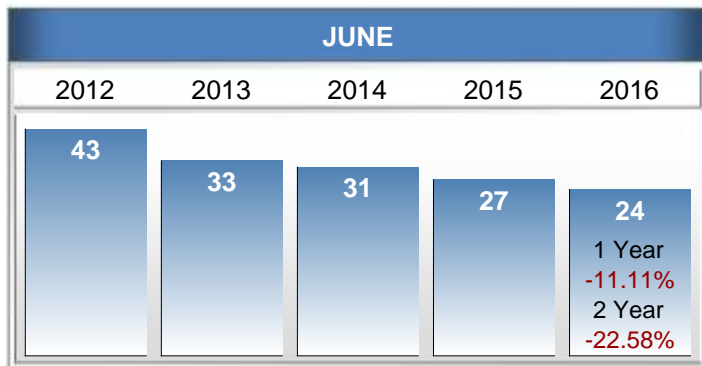
Closed Sales as of Jul 12, 2016



Median Days on Market to Sale

Report Produced on: Jul 12, 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	107	8.21%	32.0	42.5	25.0	42.0	153.0		
\$50,001 - \$75,000	87	6.68%	46.0	56.0	34.0	64.0	45.0		
\$75,001 - \$125,000	264	20.26%	29.0	30.0	27.5	41.0	25.0		
\$125,001 - \$175,000	339	26.02%	14.0	12.0	14.0	19.0	4.0		
\$175,001 - \$225,000	181	13.89%	17.0	10.5	16.0	19.0	19.0		
\$225,001 - \$325,000	188	14.43%	37.0	45.0	14.5	41.5	42.0		
\$325,001 and up	137	10.51%	32.0	78.0	14.0	39.0	35.0		
Median Closed DOM:	24.0			31.5	18.0	33.0	35.5		
Total Closed Units:	1,303			174	736	345	48		
Total Closed Volume:	238,065,636			16.21M	113.55M	90.45M	17.86M		



Monthly Inventory Analysis

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June 2016

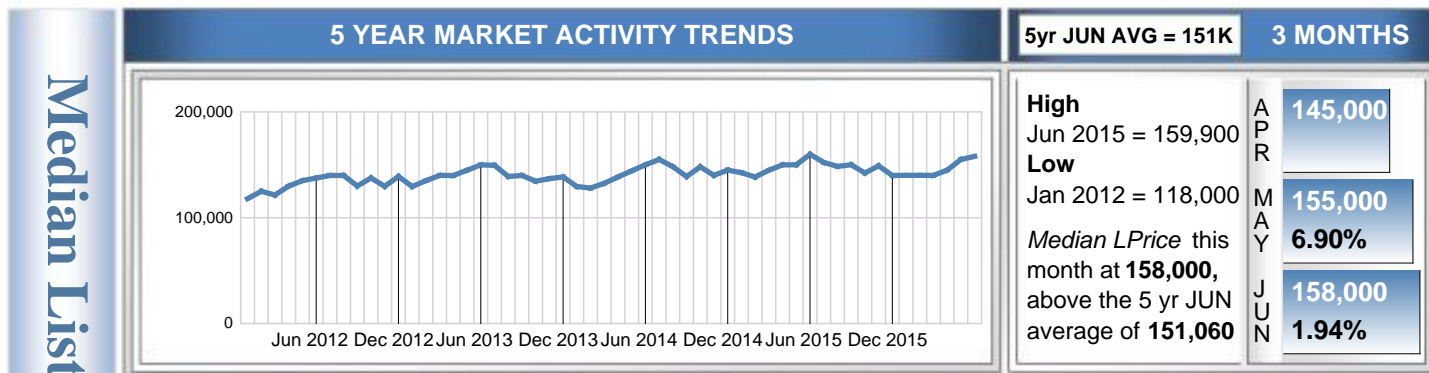
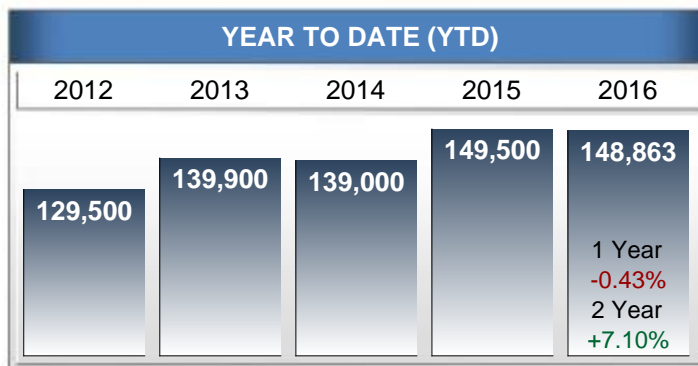
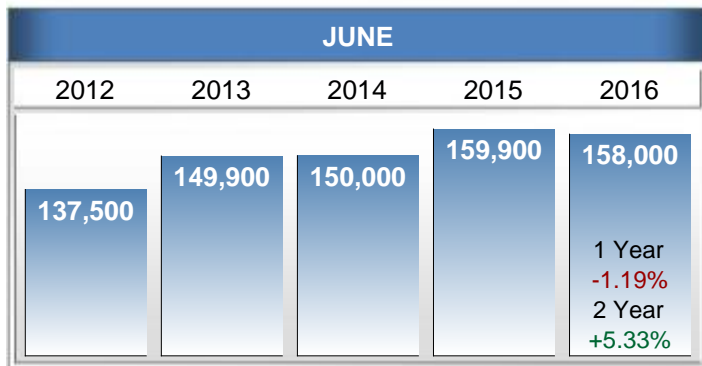
Closed Sales as of Jul 12, 2016



Median List Price at Closing

Report Produced on: Jul 12, 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	100		7.67%	35,000	32,500	43,200	32,000	39,900
\$50,001 \$75,000	86		6.60%	63,950	62,500	65,000	66,750	71,280
\$75,001 \$125,000	264		20.26%	104,250	88,450	106,200	113,450	102,450
\$125,001 \$175,000	325		24.94%	150,000	139,900	149,900	157,494	0
\$175,001 \$225,000	194		14.89%	199,000	199,950	195,000	199,900	189,100
\$225,001 \$325,000	190		14.58%	265,500	249,500	265,000	259,450	269,900
\$325,001 and up	144		11.05%	409,950	550,000	409,000	399,450	550,000
Median List Price:	\$158,000				\$75,000	\$144,950	\$234,900	\$307,000
Total Closed Units:	1,303				174	736	345	48
Total List Volume:	243,330,313				17.08M	115.66M	92.27M	18.32M



Monthly Inventory Analysis

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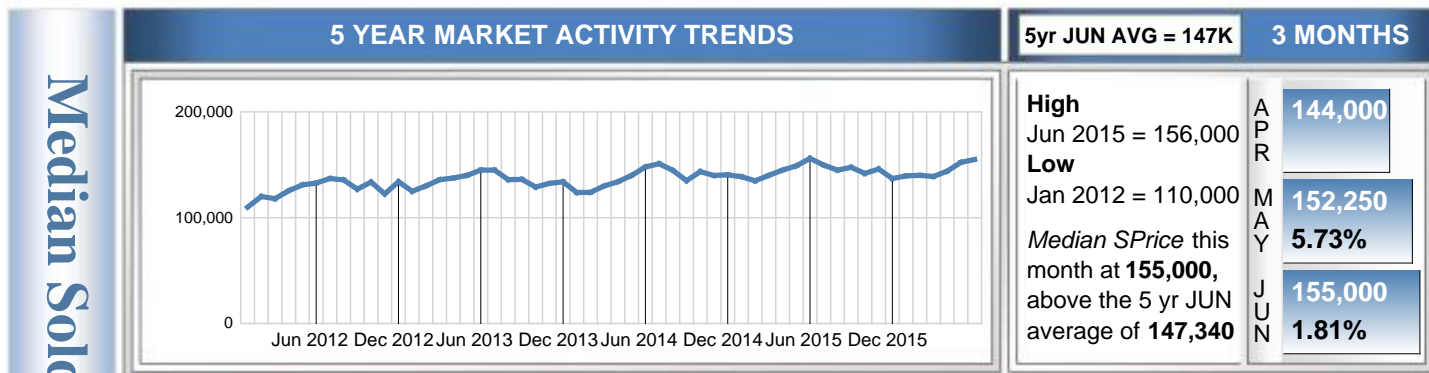
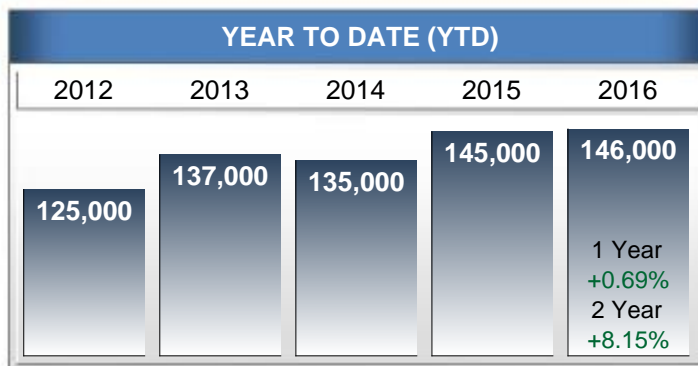
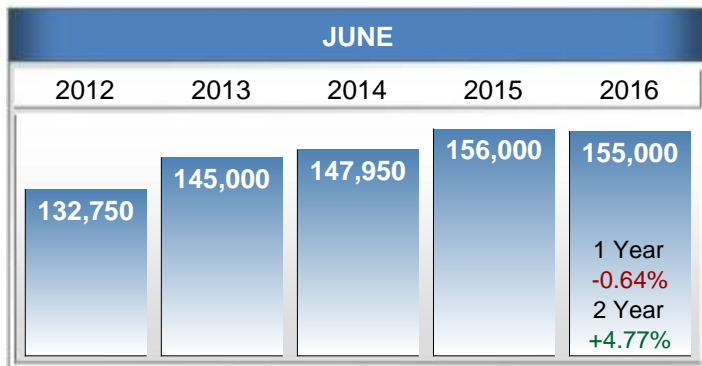
Closed Sales as of Jul 12, 2016



Median Sold Price at Closing

Report Produced on: Jul 12, 2016

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



Median Sold Price

Ready to Buy or Sell Real Estate?
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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	107		8.21%	35,000	32,750	42,000	34,500	35,100
\$50,001 - \$75,000	87		6.68%	64,000	63,500	64,000	65,000	70,635
\$75,001 - \$125,000	264		20.26%	102,500	91,500	104,750	110,000	101,875
\$125,001 - \$175,000	339		26.02%	150,000	143,585	150,000	158,221	146,000
\$175,001 - \$225,000	181		13.89%	198,000	201,950	195,000	199,900	191,450
\$225,001 - \$325,000	188		14.43%	264,700	245,000	262,000	264,450	267,500
\$325,001 and up	137		10.51%	407,500	515,000	399,000	390,000	557,000
Median Closed Price:	\$155,000				\$71,500	\$142,950	\$230,000	\$297,000
Total Closed Units:	1,303				174	736	345	48
Total Closed Volume:	238,065,636				16.21M	113.55M	90.45M	17.86M



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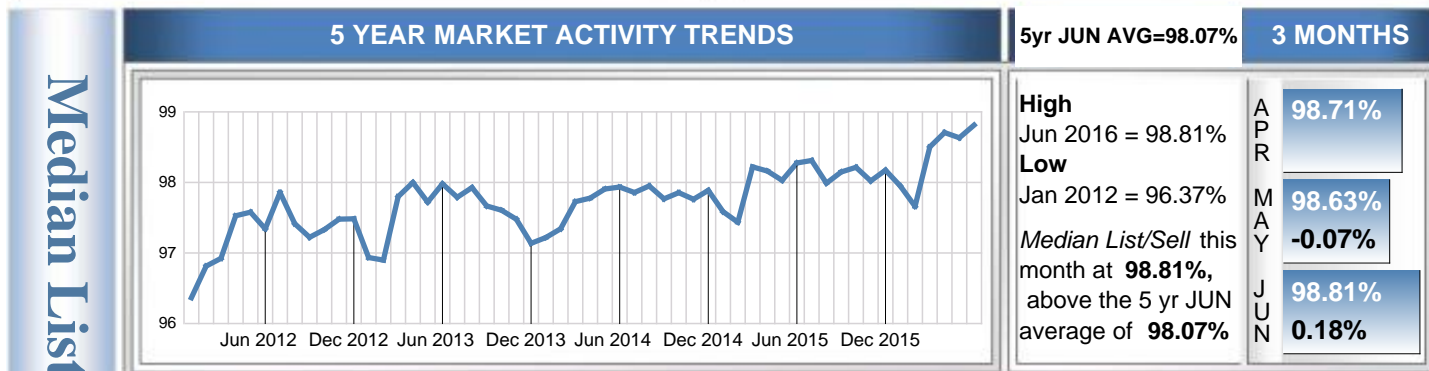
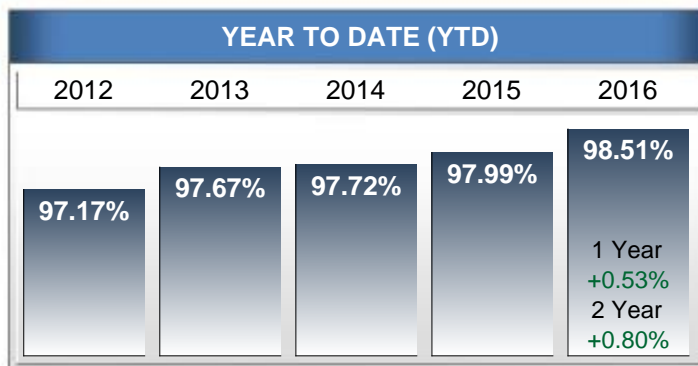
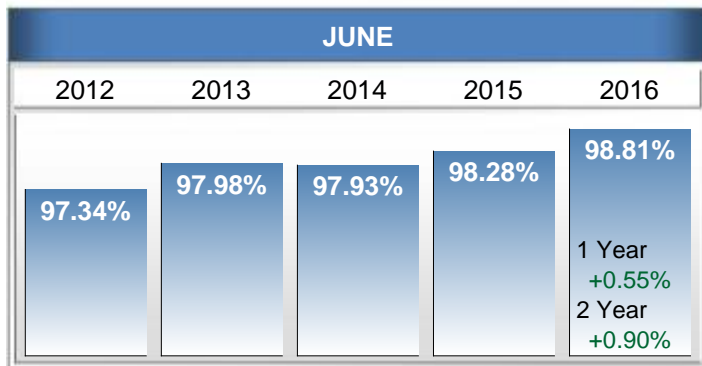
Closed Sales as of Jul 12, 2016



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	107	8.21%	91.97%	89.62%	94.58%	95.03%	87.97%
\$50,001-\$75,000	87	6.68%	94.84%	94.12%	95.59%	90.13%	96.38%
\$75,001-\$125,000	264	20.26%	99.23%	97.76%	99.44%	99.28%	99.93%
\$125,001-\$175,000	339	26.02%	100.00%	98.45%	100.00%	100.00%	96.68%
\$175,001-\$225,000	181	13.89%	99.75%	94.24%	100.00%	99.89%	99.43%
\$225,001-\$325,000	188	14.43%	98.58%	97.87%	98.38%	98.77%	99.04%
\$325,001 and up	137	10.51%	98.08%	93.64%	96.17%	98.21%	98.39%
Median List/Sell Ratio:	98.81%			96.16%	99.33%	98.86%	98.56%
Total Closed Units:	1,303			174	736	345	48
Total Closed Volume:	238,065,636			16.21M	113.55M	90.45M	17.86M



Monthly Inventory Analysis

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June 2016

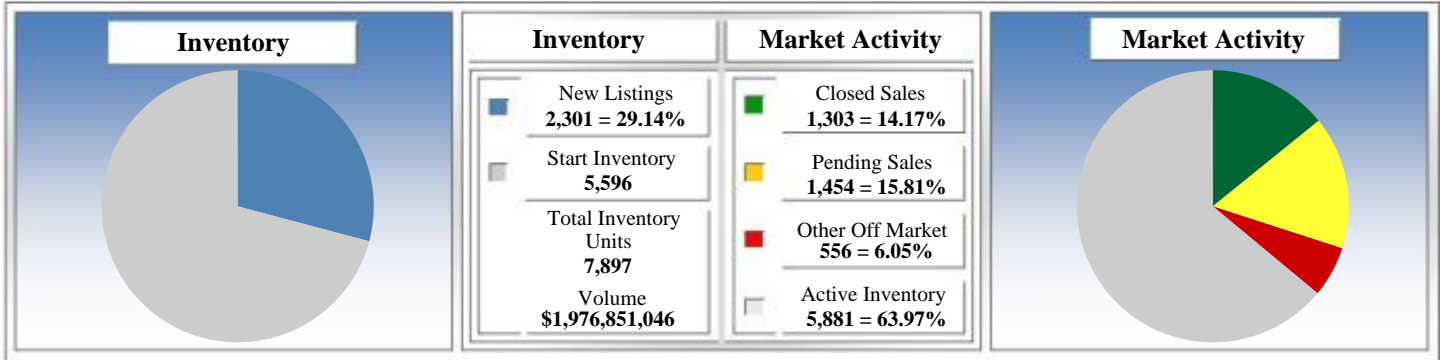
Inventory as of Jul 12, 2016



Market Summary

Report Produced on: Jul 12, 2016

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



Absorption: Last 12 months, an Average of 1,152 Sales/Month

Active Inventory as of June 30, 2016 = 5,881

	JUNE			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	1,341	1,303	-2.83%	6,648	6,834	2.80%
Pending Sales	1,353	1,454	7.46%	7,632	8,017	5.04%
New Listings	2,154	2,301	6.82%	13,155	13,180	0.19%
Median List Price	159,900	158,000	-1.19%	149,500	148,863	-0.43%
Median Sale Price	156,000	155,000	-0.64%	145,000	146,000	0.69%
Median Percent of List Price to Selling Price	98.28%	98.81%	0.55%	97.99%	98.51%	0.53%
Median Days on Market to Sale	27.00	24.00	-11.11%	34.00	30.00	-11.76%
Monthly Inventory	5,629	5,881	4.48%	5,629	5,881	4.48%
Months Supply of Inventory	4.95	5.10	3.09%	4.95	5.10	3.09%

