



December 2015

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

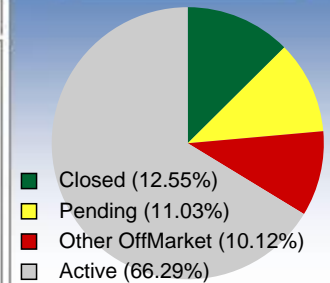


Absorption: Last 12 months, an Average of **1,132** Sales/Month

Active Inventory as of December 31, 2015 = **5,428**

	DECEMBER		
	2014	2015	+/- %
Closed Listings	1,040	1,028	-1.15%
Pending Listings	813	903	11.07%
New Listings	1,474	1,363	-7.53%
Average List Price	186,581	169,115	-9.36%
Average Sale Price	180,845	164,335	-9.13%
Average Percent of List Price to Selling Price	96.56%	96.81%	0.26%
Average Days on Market to Sale	54.79	48.03	-12.34%
End of Month Inventory	5,713	5,428	-4.99%
Months Supply of Inventory	5.10	4.80	-5.90%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 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 December 2015 decreased **4.99%** to 5,428 existing homes available for sale. Over the last 12 months this area has had an average of 1,132 closed sales per month. This represents an unsold inventory index of **4.80** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.13%** in December 2015 to \$164,335 versus the previous year at \$180,845.

Average Days on Market Shortens

The average number of **48.03** days that homes spent on the market before selling decreased by 6.76 days or **12.34%** in December 2015 compared to last year's same month at **54.79** DOM.

Sales Success for December 2015 is Positive

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

There were 1,363 New Listings in December 2015, down **7.53%** from last year at 1,474. Furthermore, there were 1,028 Closed Listings this month versus last year at 1,040, a **-1.15%** decrease.

Closed versus Listed trends yielded a **75.4%** ratio, up from last year's December 2015 at **70.6%**, a **6.90%** 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.

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Monthly Inventory Analysis

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December 2015

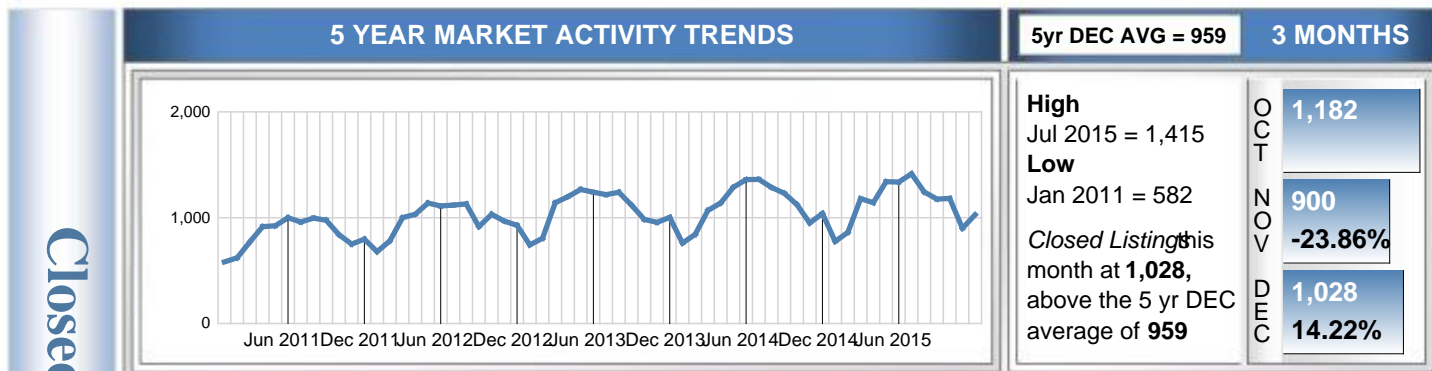
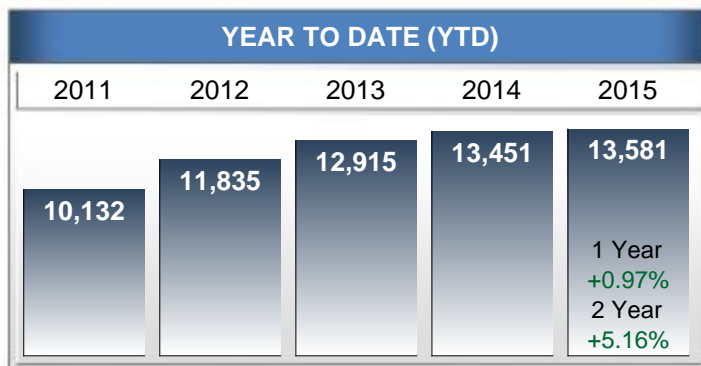
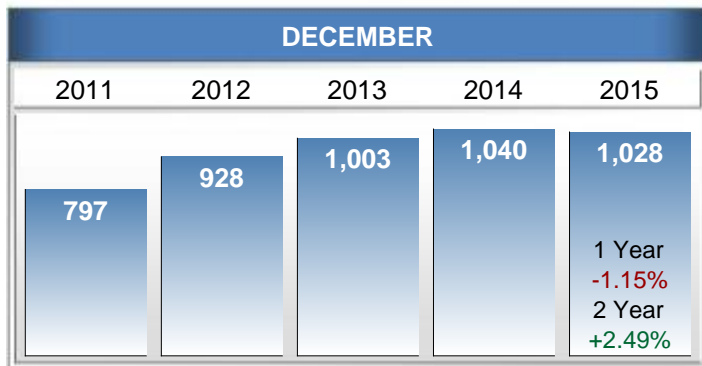
Closed Sales as of Jan 13, 2016



Closed Listings

Report Produced on: Jan 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	45	4.38%	59.6	21	21	3	0	
\$25,001 - \$75,000	184	17.90%	40.8	64	107	9	4	
\$75,001 - \$100,000	100	9.73%	45.6	16	66	15	3	
\$100,001 - \$150,000	248	24.12%	47.0	28	177	39	4	
\$150,001 - \$200,000	180	17.51%	45.5	11	112	54	3	
\$200,001 - \$300,000	172	16.73%	53.2	8	74	80	10	
\$300,001 and up	99	9.63%	56.9	6	19	52	22	
Total Closed Units: 1,028				48.0	154	576	252	46
Total Closed Volume: 168,936,272					15.14M	79.24M	58.00M	16.55M
Average Closed Price: \$164,335					\$98,324	\$137,574	\$230,170	\$359,760

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

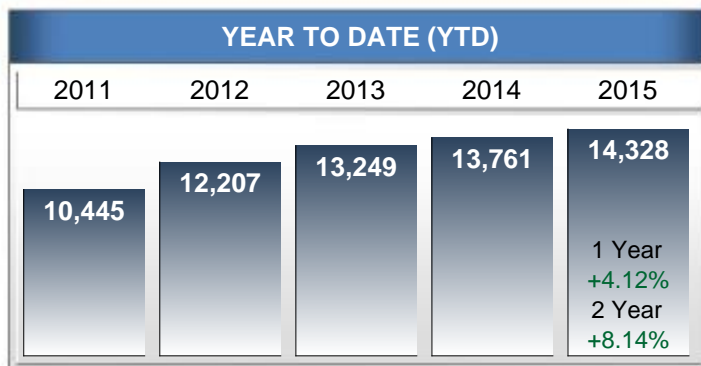
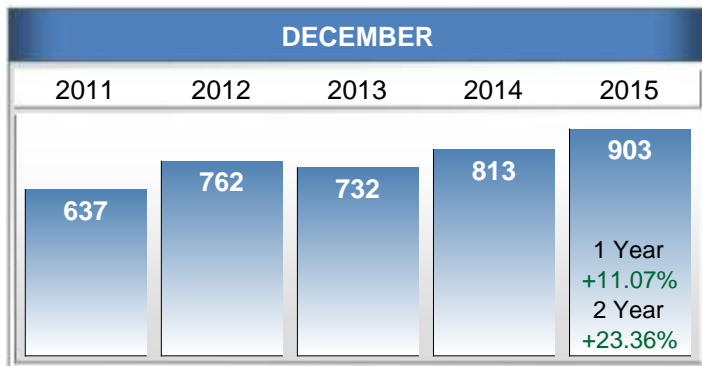
Pending Listings as of Jan 13, 2016



Pending Listings

Report Produced on: Jan 13, 2016

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



Pending Listings

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5yr DEC AVG = 769 **3 MONTHS**

High
Apr 2015 = 1,474

Low
Feb 2011 = 634

Pending Listing this month at **903**, above the 5 yr DEC average of **769**

OCT	1,128
NOV	987
DEC	903
-12.50%	
-8.51%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$30,000 and less	84	9.30%	92.5	38	40	5	1	
\$30,001 - \$60,000	93	10.30%	49.8	41	47	4	1	
\$60,001 - \$100,000	137	15.17%	47.9	26	98	11	2	
\$100,001 - \$150,000	216	23.92%	59.5	21	159	33	3	
\$150,001 - \$210,000	165	18.27%	59.2	11	100	49	5	
\$210,001 - \$310,000	114	12.62%	61.3	5	42	59	8	
\$310,001 and up	94	10.41%	52.6	5	14	60	15	
Total Pending Units: 903				49.0	147	500	221	35
Total Pending Volume: 146,531,870					12.88M	66.37M	56.00M	11.27M
Average Listing Price: \$137,060					\$87,648	\$132,743	\$253,399	\$322,135



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

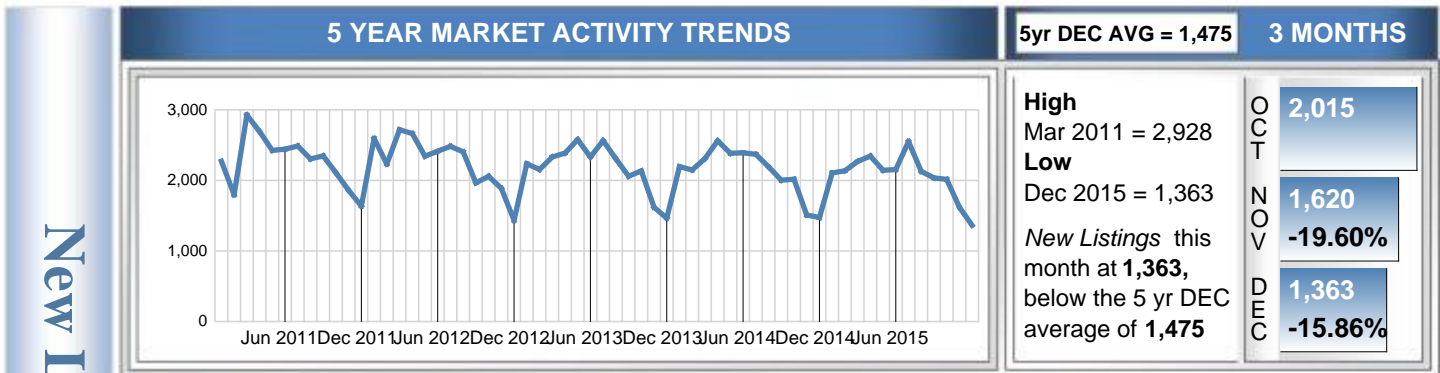
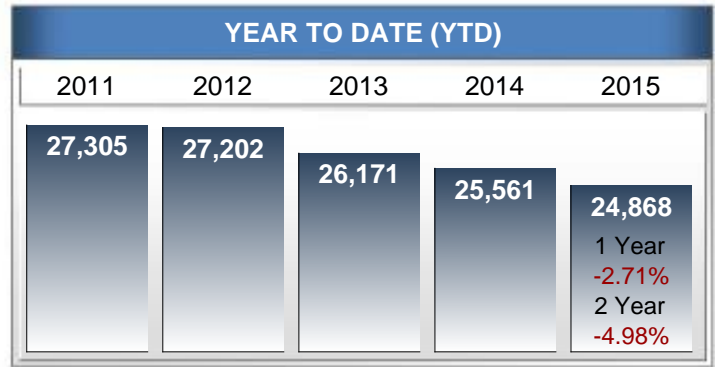
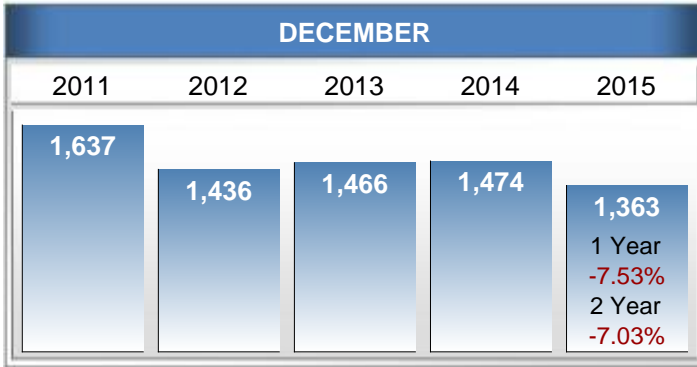
New Listings as of Jan 13, 2016



New Listings

Report Produced on: Jan 13, 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+
\$25,000 and less	60	4.40%	42	13	5	0
\$25,001 - \$75,000	256	18.78%	136	107	12	1
\$75,001 - \$100,000	158	11.59%	59	80	17	2
\$100,001 - \$175,000	368	27.00%	43	257	62	6
\$175,001 - \$250,000	199	14.60%	18	96	80	5
\$250,001 - \$375,000	168	12.33%	14	42	101	11
\$375,001 and up	154	11.30%	19	20	74	41
Total New Listed Units:			331	615	351	66
Total New Listed Volume:			52.21M	91.13M	104.55M	36.76M
Average New Listed Listing Price:			\$157,741	\$148,180	\$297,874	\$556,987



Monthly Inventory Analysis

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December 2015

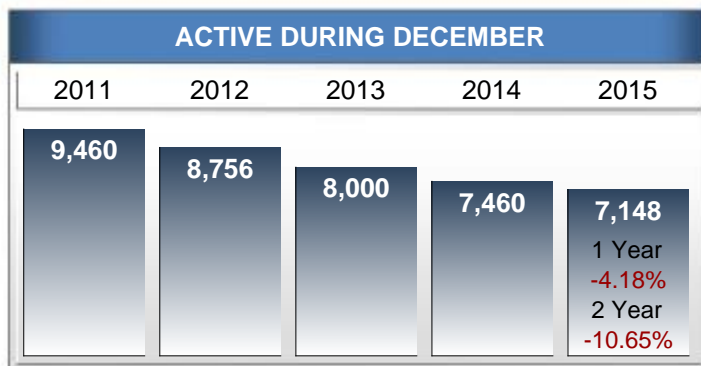
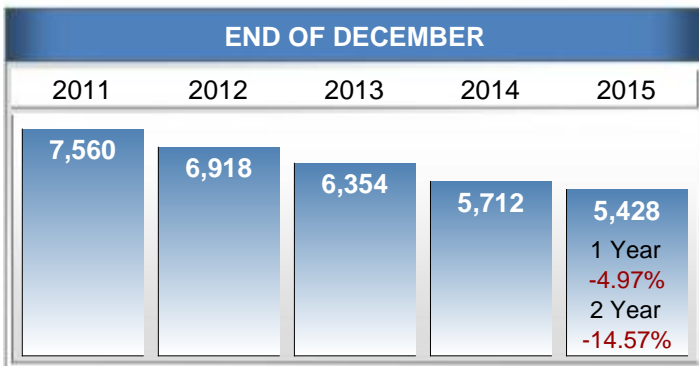
Active Inventory as of Jan 13, 2016



Active Inventory

Report Produced on: Jan 13, 2016

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



Active Inventory

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5yr DEC AVG = 6,394		3 MONTHS	
High	Jul 2011 = 8,770	OCT	5,869
Low	Dec 2015 = 5,428	NOV	5,805
<i>Inventory</i> this month at 5,428 , below the 5 yr DEC average of 6,394		DEC	5,428
			-1.09%
			-6.49%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	367	6.76%	98.2	329	29	9	0	
\$25,001 \$50,000	541	9.97%	84.2	412	113	16	0	
\$50,001 \$100,000	983	18.11%	81.1	437	467	70	9	
\$100,001 \$175,000	1,257	23.16%	73.7	203	822	219	13	
\$175,001 \$275,000	963	17.74%	79.3	110	405	406	42	
\$275,001 \$450,000	766	14.11%	83.7	81	151	428	106	
\$450,001 and up	551	10.15%	84.8	79	67	227	178	
Total Active Inventory by Units:			5,428	81.3	1,651	2,054	1,375	348
Total Active Inventory by Volume:			1,254,781,279		242.45M	340.05M	446.80M	225.49M
Average Active Inventory Listing Price:			\$231,168		\$146,848	\$165,554	\$324,942	\$647,968



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

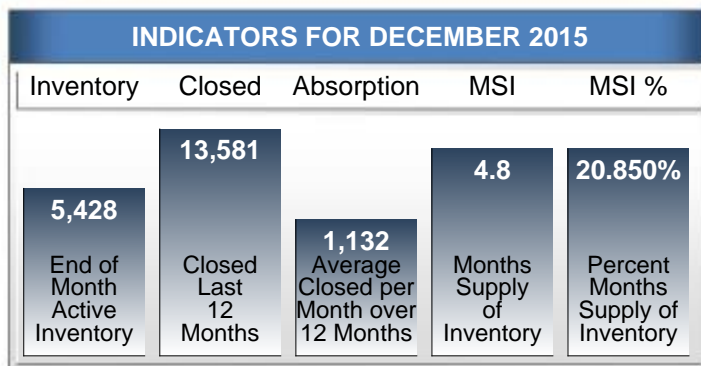
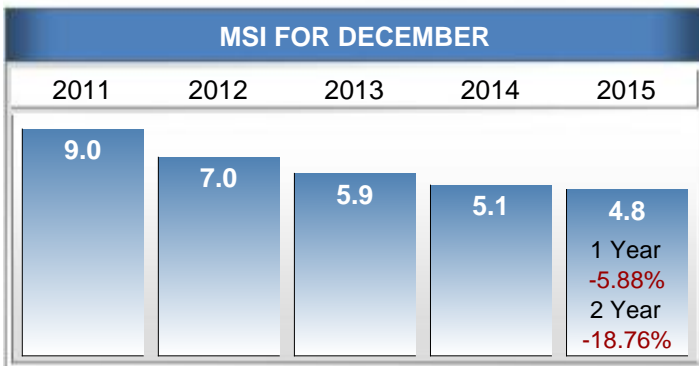
Active Inventory as of Jan 13, 2016



Months Supply of Inventory

Report Produced on: Jan 13, 2016

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



Months Supply
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5yr DEC AVG = 6.4	3 MONTHS
High Jun 2011 = 11.4	OCT 5.2
Low Dec 2015 = 4.8	NOV 5.1
<i>Months Supply</i> this month at 4.8 , below the 5 yr DEC average of 6.4	DEC 4.8
	-0.73%
	-6.41%

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	479		8.82%	7.8	10.5	2.8	3.6	0.0
\$30,001 \$60,000	640		11.79%	6.4	10.6	3.1	5.0	1.1
\$60,001 \$110,000	905		16.67%	4.3	7.2	3.4	3.7	5.3
\$110,001 \$190,000	1,337		24.63%	3.2	6.4	2.9	3.3	3.3
\$190,001 \$280,000	781		14.39%	4.1	10.4	3.7	3.9	3.8
\$280,001 \$450,000	735		13.54%	6.6	18.7	5.1	6.3	7.3
\$450,001 and up	551		10.15%	12.8	49.9	10.1	10.2	14.2
MSI:		4.8			9.5	3.3	4.8	7.6
Total Active Inventory:		5,428			1,651	2,054	1,375	348



Monthly Inventory Analysis

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December 2015

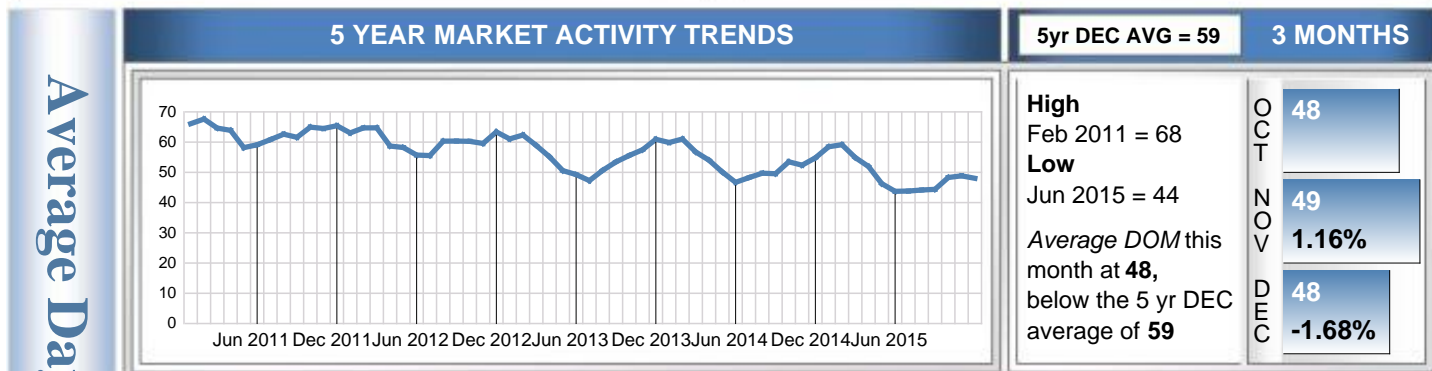
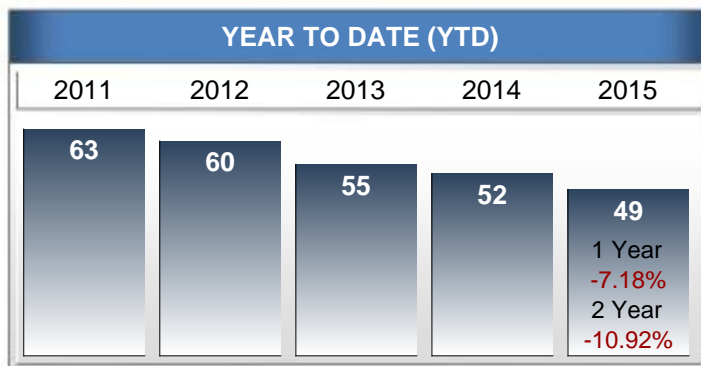
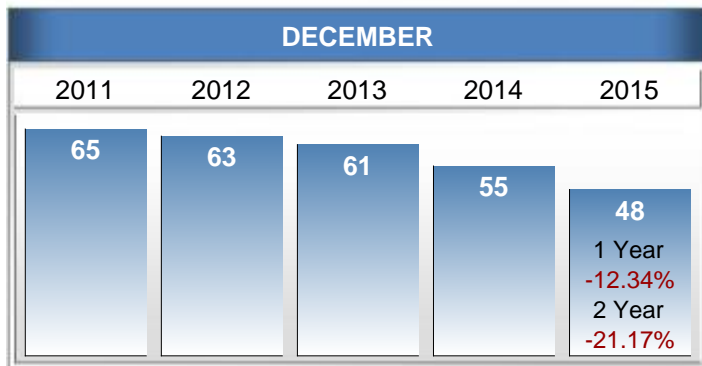
Closed Sales as of Jan 13, 2016



Average Days on Market to Sale

Report Produced on: Jan 13, 2016

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	45	4.38%	59.6	63.0	56.0	61.0	0.0
\$25,001 - \$75,000	184	17.90%	40.8	42.2	40.0	45.8	28.5
\$75,001 - \$100,000	100	9.73%	45.6	48.1	43.9	49.9	46.7
\$100,001 - \$150,000	248	24.12%	47.0	46.5	45.6	56.1	22.5
\$150,001 - \$200,000	180	17.51%	45.5	15.8	43.9	54.9	44.0
\$200,001 - \$300,000	172	16.73%	53.2	63.6	54.2	49.9	63.3
\$300,001 and up	99	9.63%	56.9	33.5	51.7	59.2	62.2
Average Closed DOM: 48.0				45.3	45.7	53.8	53.9
Total Closed Units: 1,028				154	576	252	46
Total Closed Volume: 168,936,272				15.14M	79.24M	58.00M	16.55M



Monthly Inventory Analysis

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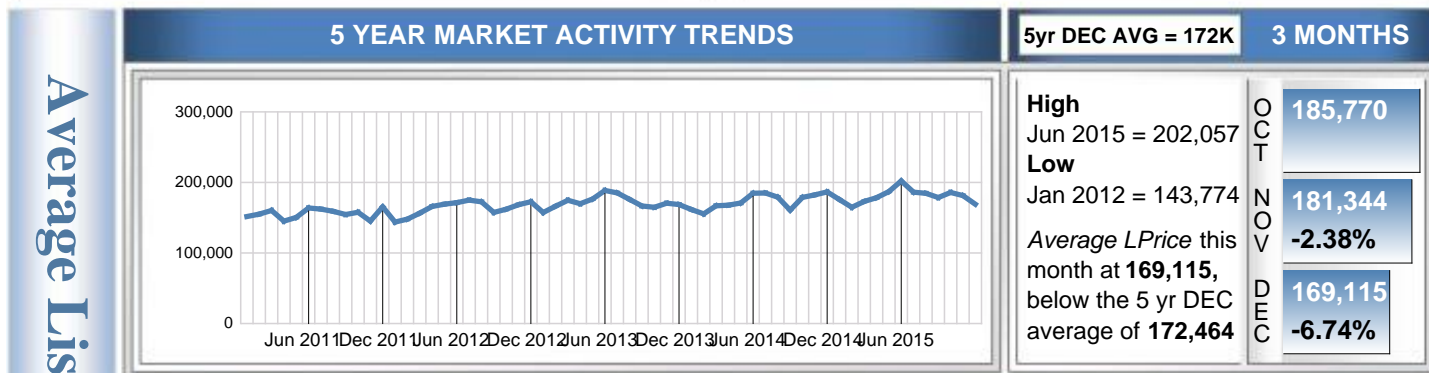
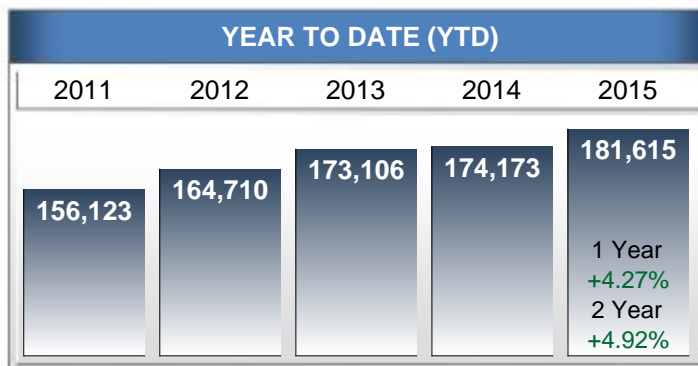
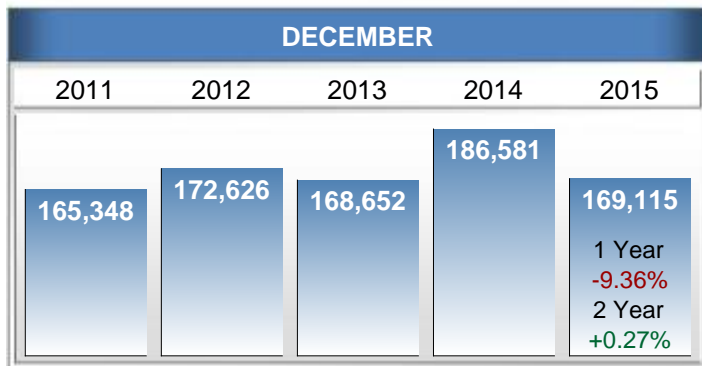
Closed Sales as of Jan 13, 2016



Average List Price at Closing

Report Produced on: Jan 13, 2016

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	32	3.11%	17,730	19,821	24,067	21,133	0
\$25,001 - \$75,000	185	18.00%	51,374	54,587	54,703	62,989	64,088
\$75,001 - \$100,000	106	10.31%	89,533	93,506	92,406	86,495	80,967
\$100,001 - \$150,000	244	23.74%	128,291	128,232	128,847	134,637	138,125
\$150,001 - \$200,000	183	17.80%	174,193	183,764	173,159	182,281	171,300
\$200,001 - \$300,000	171	16.63%	248,401	243,513	247,258	256,890	273,263
\$300,001 and up	107	10.41%	454,496	495,783	442,017	421,361	580,676
Average List Price:	\$169,115			\$103,510	\$141,237	\$236,047	\$371,155
Total Closed Units:	1,028			154	576	252	46
Total List Volume:	173,850,178			15.94M	81.35M	59.48M	17.07M



Monthly Inventory Analysis

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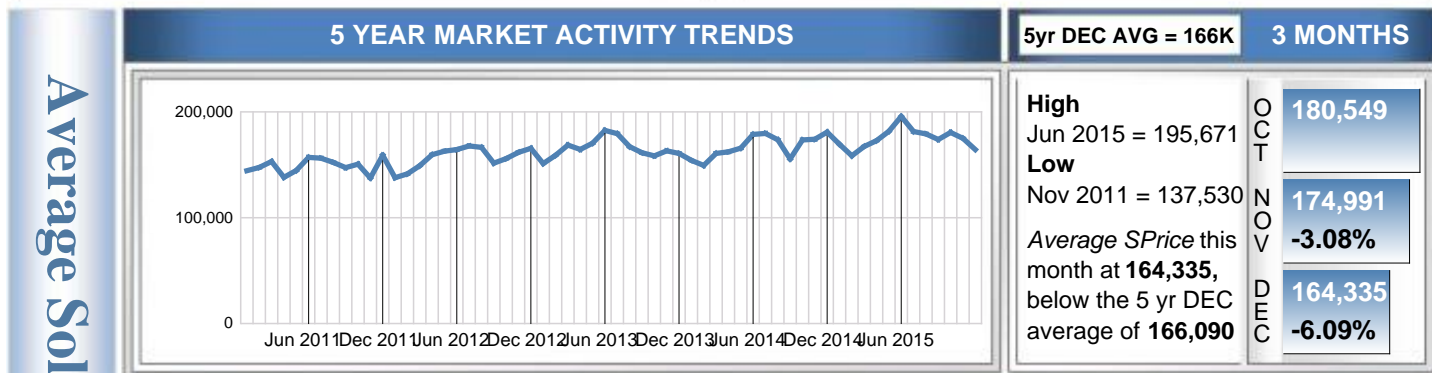
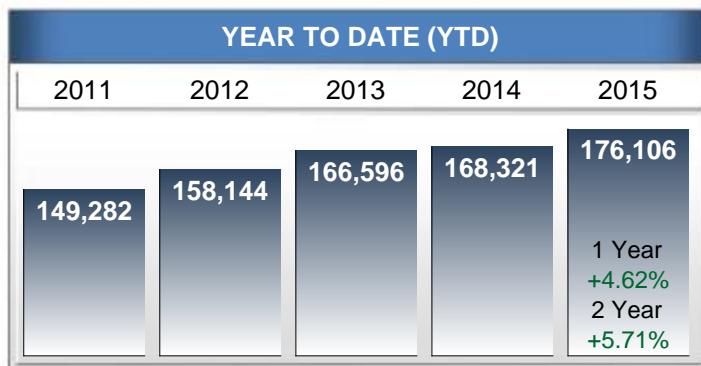
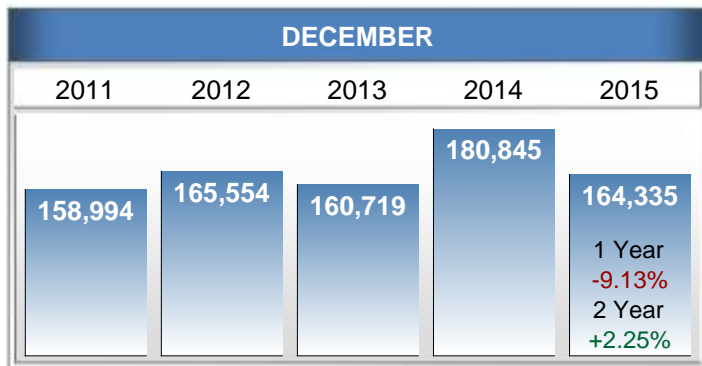
Closed Sales as of Jan 13, 2016



Average Sold Price at Closing

Report Produced on: Jan 13, 2016

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



Average Sold Price

Ready to Buy or Sell Real Estate?
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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	45	4.38%	18,021	17,221	18,767	18,400	0
\$25,001 \$75,000	184	17.90%	51,798	51,395	51,329	58,016	56,818
\$75,001 \$100,000	100	9.73%	88,946	89,393	89,843	85,649	83,317
\$100,001 \$150,000	248	24.12%	126,635	123,021	125,926	131,462	136,250
\$150,001 \$200,000	180	17.51%	172,702	173,936	170,060	178,100	169,667
\$200,001 \$300,000	172	16.73%	246,643	230,050	241,930	250,499	263,950
\$300,001 and up	99	9.63%	452,377	477,083	430,953	410,703	562,647
Average Closed Price:	\$164,335			\$98,324	\$137,574	\$230,170	\$359,760
Total Closed Units:	1,028			154	576	252	46
Total Closed Volume:	168,936,272			15.14M	79.24M	58.00M	16.55M



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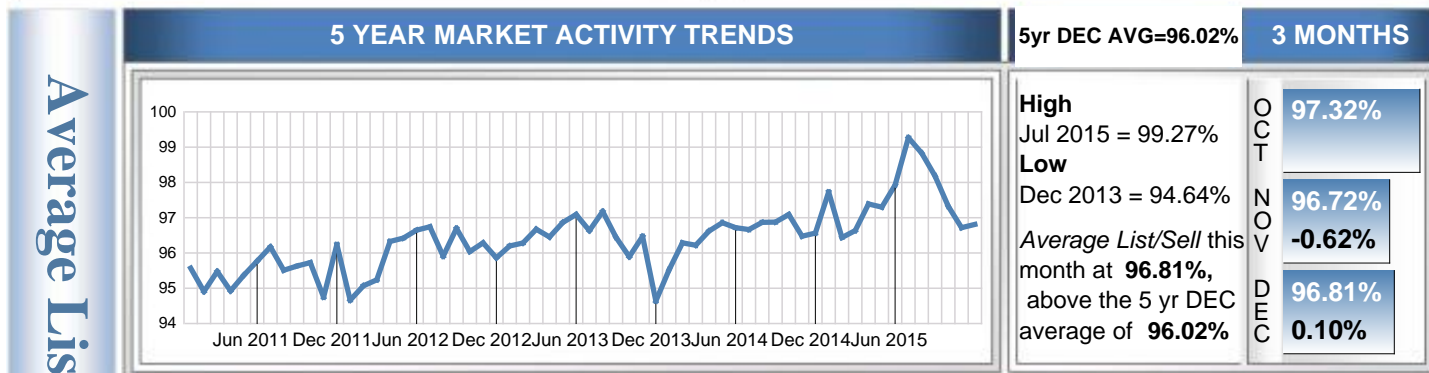
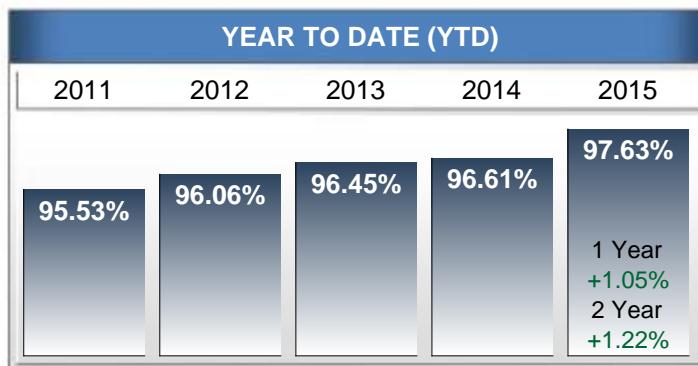
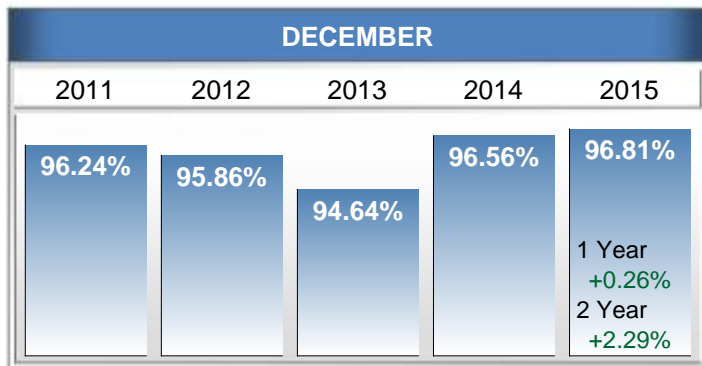
Closed Sales as of Jan 13, 2016



Average Percent of List Price to Selling Price

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



Average List/Sell Price

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

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	45	4.38%	88.34%	94.73%	81.76%	89.70%	0.00%
\$25,001 - \$75,000	184	17.90%	94.65%	94.67%	94.87%	93.40%	91.30%
\$75,001 - \$100,000	100	9.73%	97.93%	96.91%	97.55%	99.68%	103.01%
\$100,001 - \$150,000	248	24.12%	97.73%	96.60%	97.88%	97.75%	98.61%
\$150,001 - \$200,000	180	17.51%	98.12%	95.26%	98.50%	97.86%	99.00%
\$200,001 - \$300,000	172	16.73%	97.62%	94.70%	97.97%	97.70%	96.76%
\$300,001 and up	99	9.63%	97.44%	96.18%	97.29%	97.60%	97.53%
Average List/Sell Ratio: 96.80%				95.36%	96.81%	97.59%	97.37%
Total Closed Units: 1,028				154	576	252	46
Total Closed Volume: 168,936,272				15.14M	79.24M	58.00M	16.55M



Monthly Inventory Analysis

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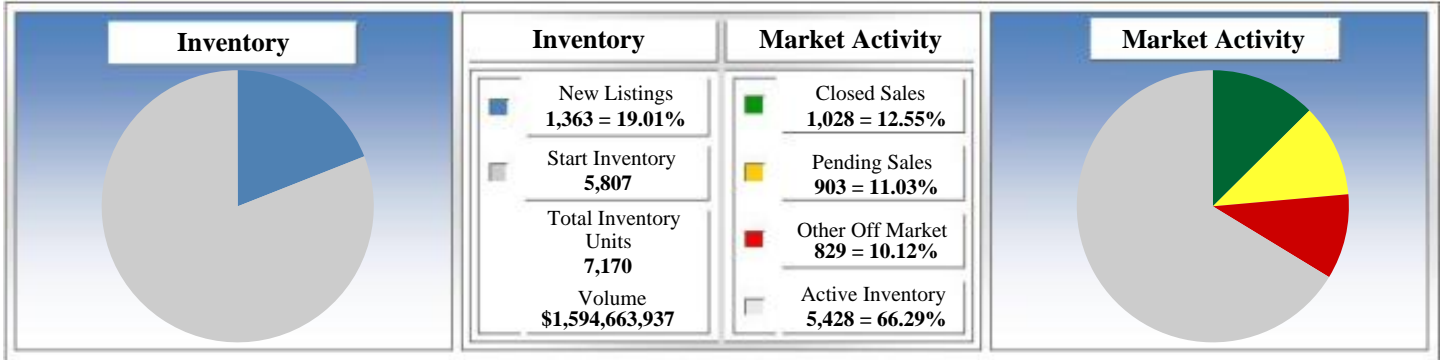
Inventory as of Jan 13, 2016



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 1,132 Sales/Month

Active Inventory as of December 31, 2015 = 5,428

	DECEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	1,040	1,028	-1.15%	13,451	13,581	0.97%
Pending Sales	813	903	11.07%	13,761	14,328	4.12%
New Listings	1,474	1,363	-7.53%	25,561	24,868	-2.71%
Average List Price	186,581	169,115	-9.36%	174,173	181,615	4.27%
Average Sale Price	180,845	164,335	-9.13%	168,321	176,106	4.62%
Average Percent of List Price to Selling Price	96.56%	96.81%	0.26%	96.61%	97.63%	1.05%
Average Days on Market to Sale	54.79	48.03	-12.34%	52.38	48.63	-7.18%
Monthly Inventory	5,713	5,428	-4.99%	5,713	5,428	-4.99%
Months Supply of Inventory	5.10	4.80	-5.90%	5.10	4.80	-5.90%

