



January 2016

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

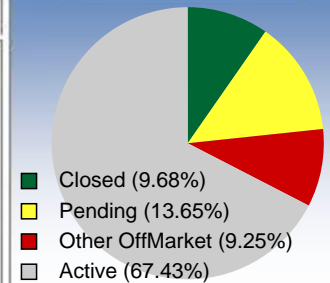


Absorption: Last 12 months, an Average of **1,132** Sales/Month

Active Inventory as of January 31, 2016 = **5,351**

	JANUARY		
	2015	2016	+/- %
Closed Listings	776	768	-1.03%
Pending Listings	1,028	1,083	5.35%
New Listings	2,106	1,865	-11.44%
Average List Price	175,693	177,161	0.84%
Average Sale Price	169,363	172,482	1.84%
Average Percent of List Price to Selling Price	97.73%	97.44%	-0.29%
Average Days on Market to Sale	58.46	51.54	-11.84%
End of Month Inventory	5,735	5,351	-6.70%
Months Supply of Inventory	5.11	4.73	-7.52%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 15, 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 January 2016 decreased **6.70%** to 5,351 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 **4.73** 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 **1.84%** in January 2016 to \$172,482 versus the previous year at \$169,363.

Average Days on Market Shortens

The average number of **51.54** days that homes spent on the market before selling decreased by 6.92 days or **11.84%** in January 2016 compared to last year's same month at **58.46** DOM.

Sales Success for January 2016 is Positive

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

There were 1,865 New Listings in January 2016, down **11.44%** from last year at 2,106. Furthermore, there were 768 Closed Listings this month versus last year at 776, a **-1.03%** decrease.

Closed versus Listed trends yielded a **41.2%** ratio, up from last year's January 2016 at **36.8%**, a **11.76%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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®

January 2016

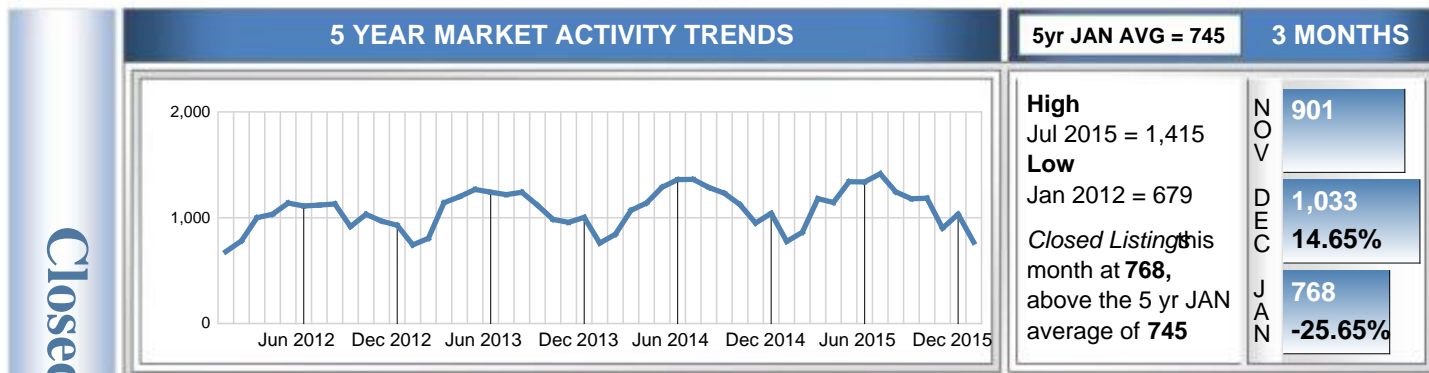
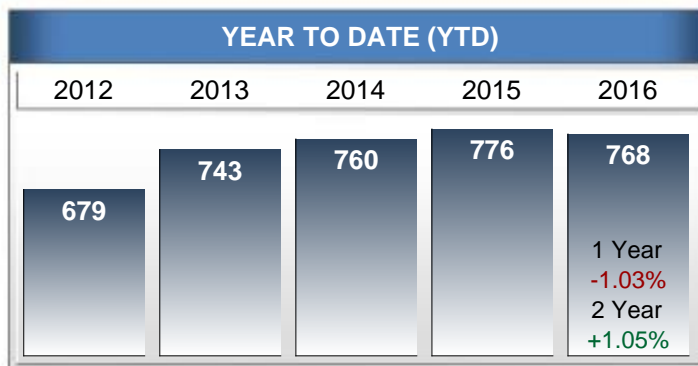
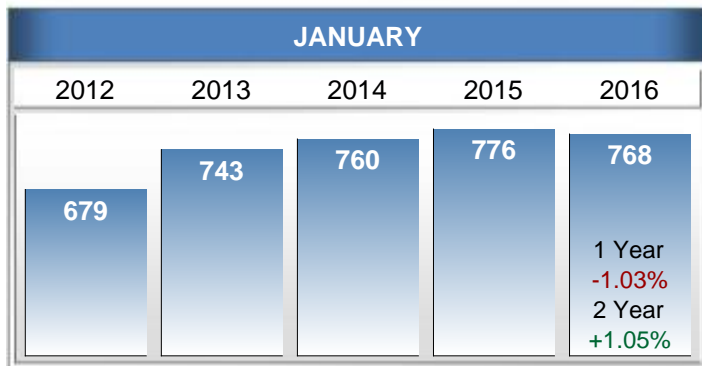
Closed Sales as of Feb 15, 2016



Closed Listings

Report Produced on: Feb 15, 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	37	4.82%	43.3	16	18	3	0	
\$25,001 - \$75,000	129	16.80%	48.8	42	77	10	0	
\$75,001 - \$100,000	74	9.64%	46.9	17	50	7	0	
\$100,001 - \$150,000	182	23.70%	53.6	18	134	29	1	
\$150,001 - \$200,000	152	19.79%	51.7	12	91	45	4	
\$200,001 - \$275,000	103	13.41%	54.2	4	46	49	4	
\$275,001 and up	91	11.85%	55.2	7	17	46	21	
Total Closed Units: 768				51.5	116	433	189	30
Total Closed Volume: 132,466,470					14.04M	58.54M	46.71M	13.18M
Average Closed Price: \$172,482					\$121,007	\$135,196	\$247,148	\$439,293

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

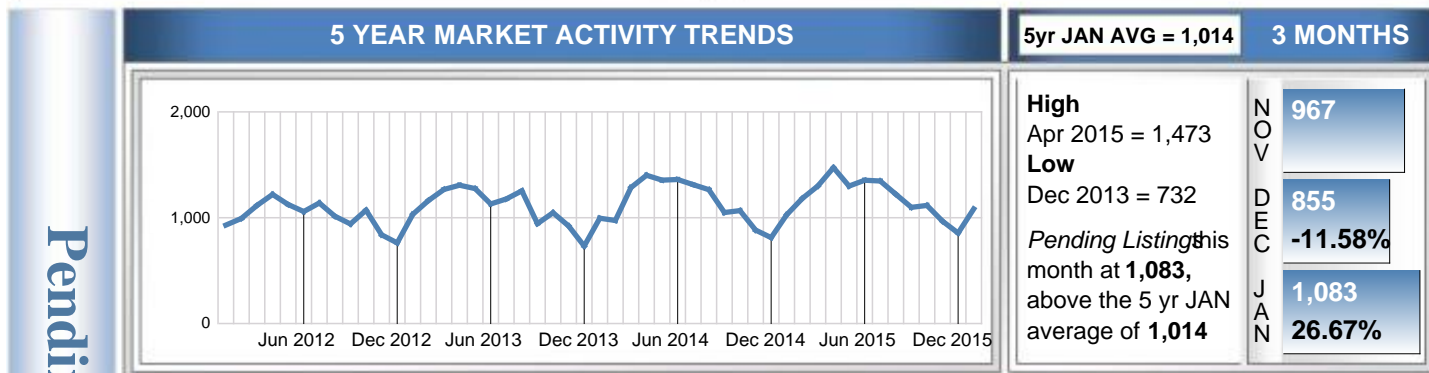
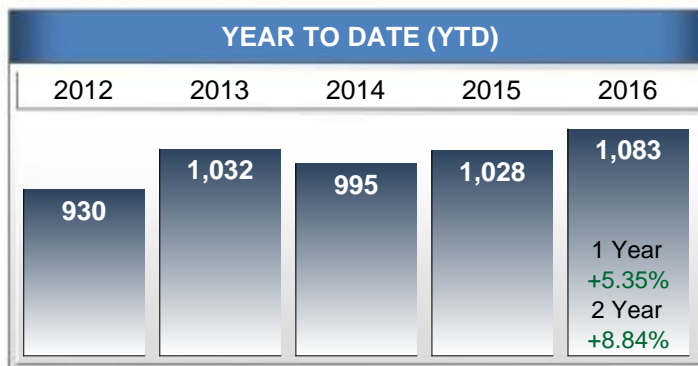
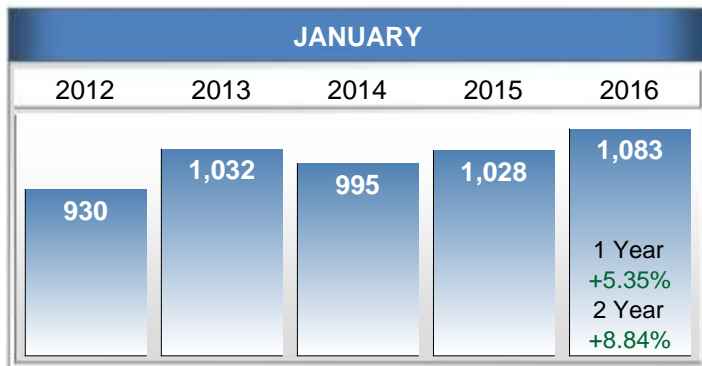
Pending Listings as of Feb 15, 2016



Pending Listings

Report Produced on: Feb 15, 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

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	42	3.88%	62.1	23	16	3	0	
\$25,001 - \$75,000	180	16.62%	54.3	69	100	11	0	
\$75,001 - \$100,000	109	10.06%	61.9	25	73	11	0	
\$100,001 - \$150,000	245	22.62%	54.6	26	192	27	0	
\$150,001 - \$225,000	264	24.38%	59.7	15	164	78	7	
\$225,001 - \$300,000	126	11.63%	62.6	6	45	66	9	
\$300,001 and up	117	10.80%	63.6	3	29	60	25	
Total Pending Units:				42.0	167	619	256	41
Total Pending Volume:					16.06M	89.93M	65.09M	17.44M
Average Listing Price:					\$96,145	\$145,285	\$254,252	\$425,389



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

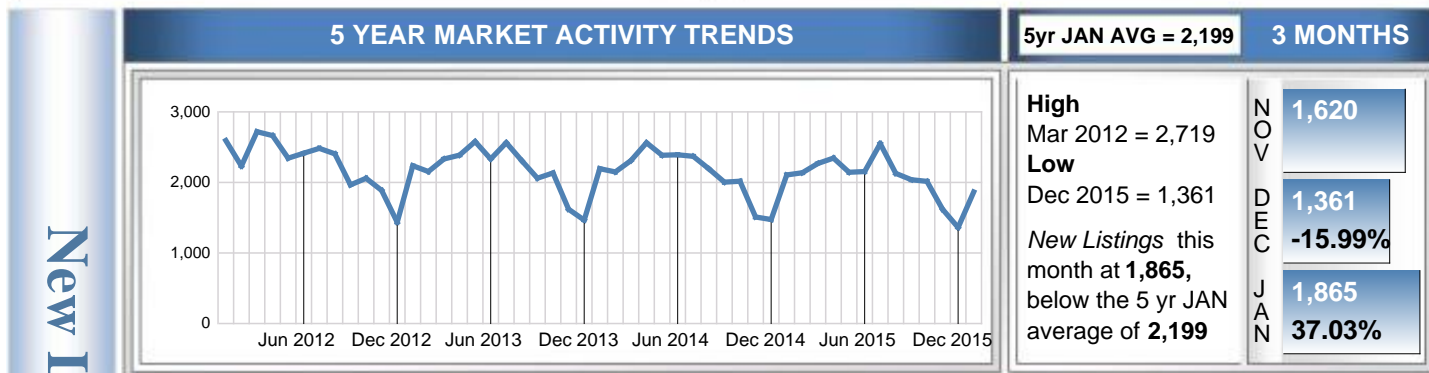
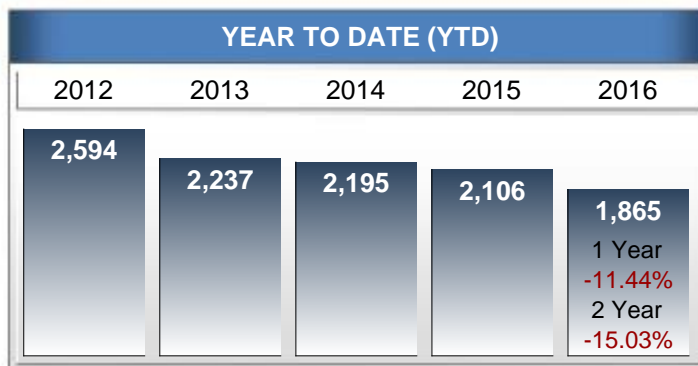
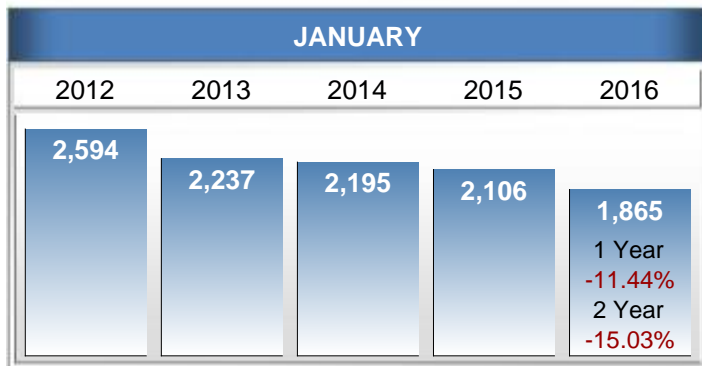
New Listings as of Feb 15, 2016



New Listings

Report Produced on: Feb 15, 2016

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	77	4.13%	67	9	1	0
\$25,001 - \$50,000	244	13.08%	166	66	12	0
\$50,001 - \$100,000	289	15.50%	122	152	13	2
\$100,001 - \$175,000	496	26.60%	71	334	86	5
\$175,001 - \$275,000	351	18.82%	34	167	137	13
\$275,001 - \$400,000	226	12.12%	27	50	123	26
\$400,001 and up	182	9.76%	49	15	75	43
Total New Listed Units:			536	793	447	89
Total New Listed Volume:			102.46M	121.63M	138.12M	45.74M
Average New Listed Listing Price:			\$191,164	\$153,376	\$309,002	\$513,955



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

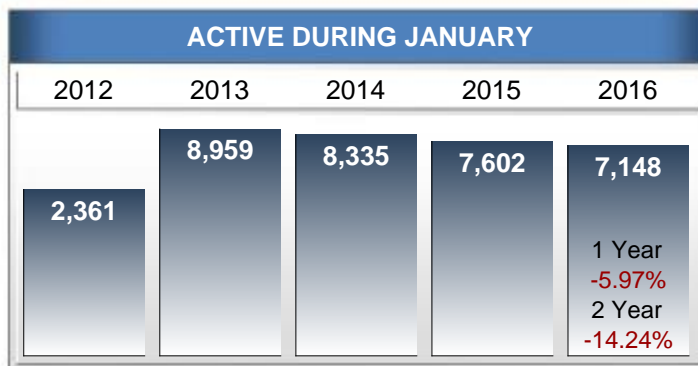
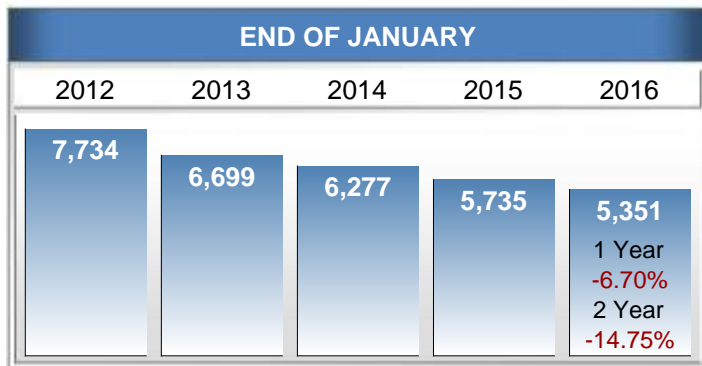
Active Inventory as of Feb 15, 2016



Active Inventory

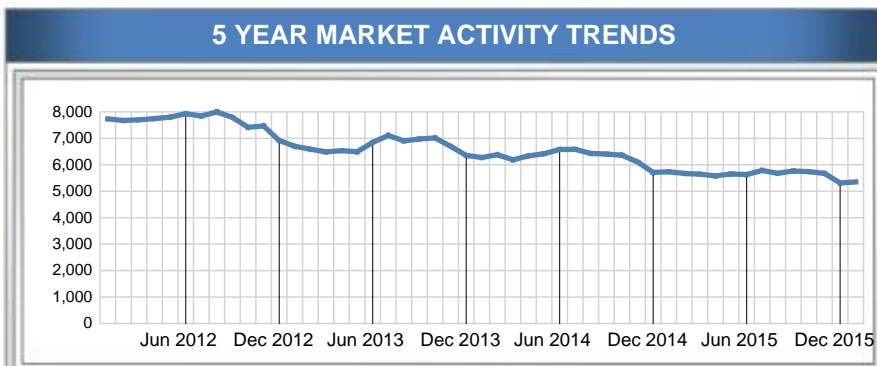
Report Produced on: Feb 15, 2016

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 JAN AVG = 6,359	3 MONTHS
High Aug 2012 = 7,999	N O V 5,673
Low Dec 2015 = 5,315	D E C 5,315
<i>Inventory</i> this month at 5,351 , below the 5 yr JAN average of 6,359	J A N 5,351
	-6.31%
	0.68%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	326	6.09%	95.4	295	24	7	0		
\$25,001 - \$50,000	595	11.12%	71.8	468	109	18	0		
\$50,001 - \$100,000	917	17.14%	79.0	415	427	64	11		
\$100,001 - \$175,000	1,238	23.14%	72.3	196	799	230	13		
\$175,001 - \$275,000	934	17.45%	75.7	125	388	379	42		
\$275,001 - \$475,000	809	15.12%	78.8	89	157	444	119		
\$475,001 and up	532	9.94%	83.8	106	50	213	163		
Total Active Inventory by Units:				5,351	77.5	1,694	1,954	1,355	348
Total Active Inventory by Volume:				1,276,533,969		284.55M	322.29M	443.86M	225.83M
Average Active Inventory Listing Price:				\$238,560		\$167,974	\$164,940	\$327,572	\$648,948



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

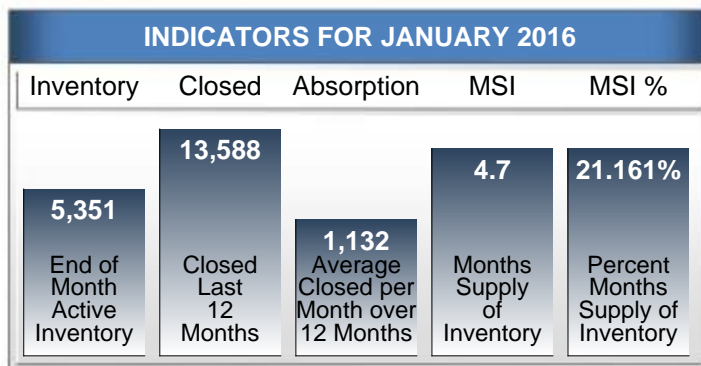
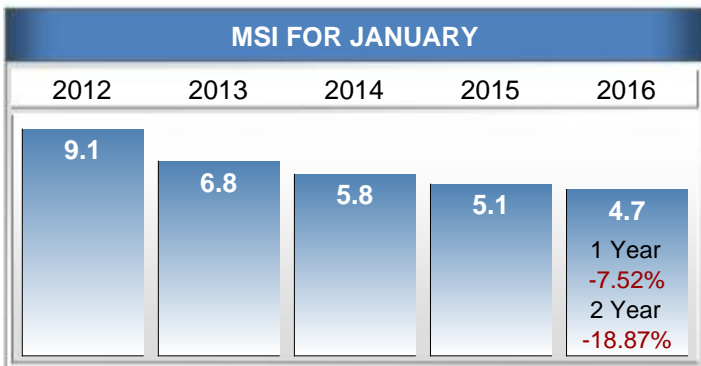
Active Inventory as of Feb 15, 2016



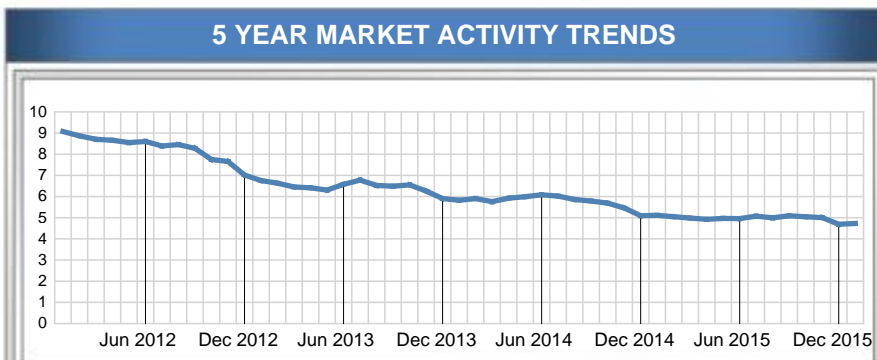
Months Supply of Inventory

Report Produced on: Feb 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 JAN AVG = 6.3	3 MONTHS
High Jan 2012 = 9.1	N O V 5.0
Low Dec 2015 = 4.7	D E C 4.7
<i>Months Supply</i> this month at 4.7 , below the 5 yr JAN average of 6.3	J A N 4.7
	-6.26%
	0.74%

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	326	6.09%	7.5	10.4	1.9	3.5	0.0	
\$25,001 \$50,000	595	11.12%	7.2	11.5	3.0	3.7	0.0	
\$50,001 \$100,000	917	17.14%	4.6	7.6	3.3	4.4	7.8	
\$100,001 \$175,000	1,238	23.14%	3.1	6.1	2.7	3.4	2.8	
\$175,001 \$275,000	934	17.45%	3.9	10.3	3.5	3.6	3.8	
\$275,001 \$475,000	809	15.12%	6.5	19.4	5.1	6.1	7.6	
\$475,001 and up	532	9.94%	14.0	57.8	9.5	11.0	14.3	
MSI:	4.7			9.8	3.1	4.7	7.7	
Total Active Inventory:	5,351			1,694	1,954	1,355	348	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

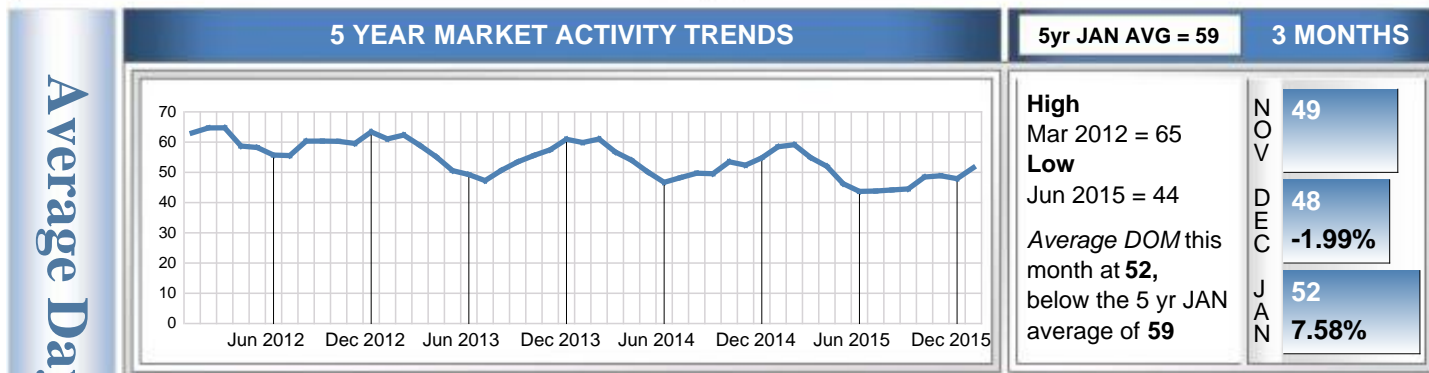
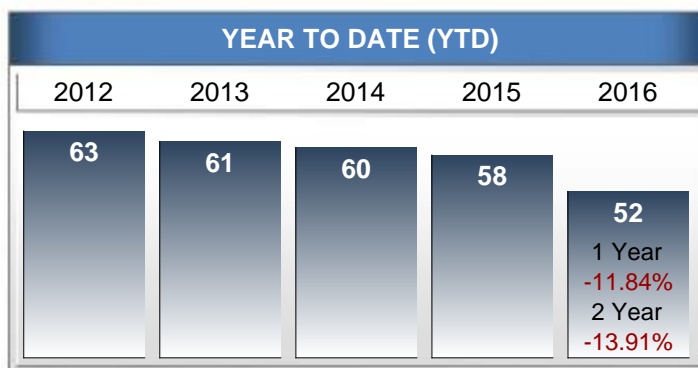
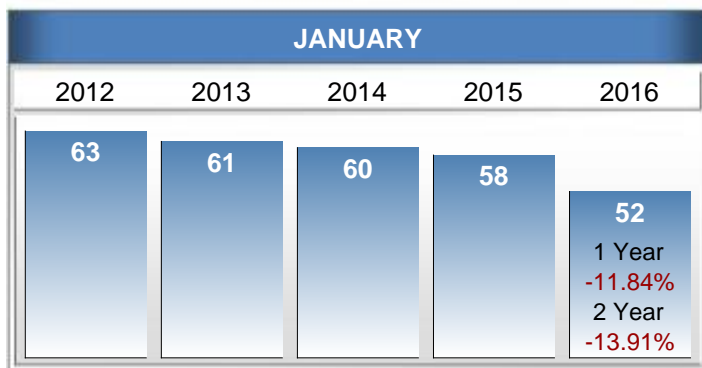
Closed Sales as of Feb 15, 2016



Average Days on Market to Sale

Report Produced on: Feb 15, 2016

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



Average Days on Market

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

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	37	4.82%	43.3	43.1	41.4	56.0	0.0
\$25,001 - \$75,000	129	16.80%	48.8	42.1	50.6	63.0	0.0
\$75,001 - \$100,000	74	9.64%	46.9	40.5	52.0	26.0	0.0
\$100,001 - \$150,000	182	23.70%	53.6	41.2	50.1	72.6	180.0
\$150,001 - \$200,000	152	19.79%	51.7	57.0	49.2	55.6	48.5
\$200,001 - \$275,000	103	13.41%	54.2	27.8	55.0	56.1	49.5
\$275,001 and up	91	11.85%	55.2	60.6	47.7	59.5	50.0
Average Closed DOM: 51.5				44.0	50.3	58.6	54.1
Total Closed Units: 768				116	433	189	30
Total Closed Volume: 132,466,470				14.04M	58.54M	46.71M	13.18M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

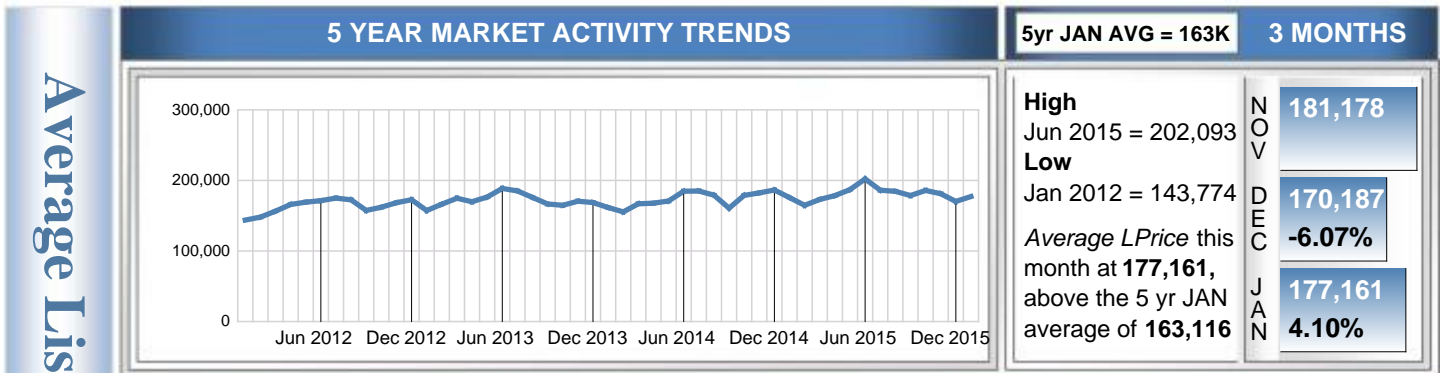
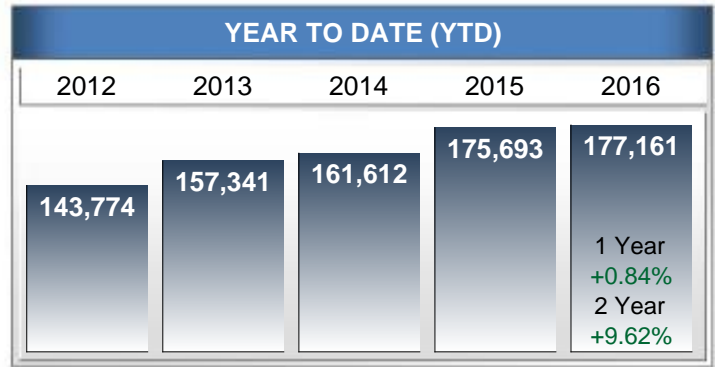
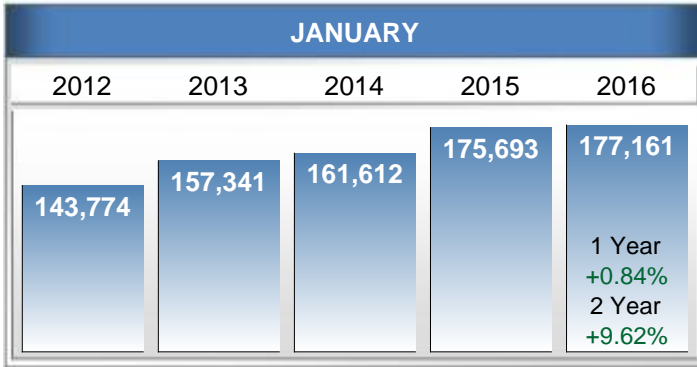
Closed Sales as of Feb 15, 2016



Average List Price at Closing

Report Produced on: Feb 15, 2016

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



Average List Price

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

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	36	4.69%	16,117	13,994	18,884	20,583	0
\$25,001 - \$75,000	120	15.63%	53,660	57,950	55,614	52,916	0
\$75,001 - \$100,000	76	9.90%	88,760	94,485	91,954	100,643	0
\$100,001 - \$150,000	185	24.09%	127,496	142,790	127,418	130,265	149,900
\$150,001 - \$200,000	151	19.66%	175,813	172,463	176,321	182,497	177,700
\$200,001 - \$275,000	101	13.15%	234,491	272,656	235,672	241,165	236,525
\$275,001 and up	99	12.89%	489,658	693,648	427,165	478,883	563,317
Average List Price:	\$177,161			\$128,017	\$139,589	\$249,371	\$454,549
Total Closed Units:	768			116	433	189	30
Total List Volume:	136,059,566			14.85M	60.44M	47.13M	13.64M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

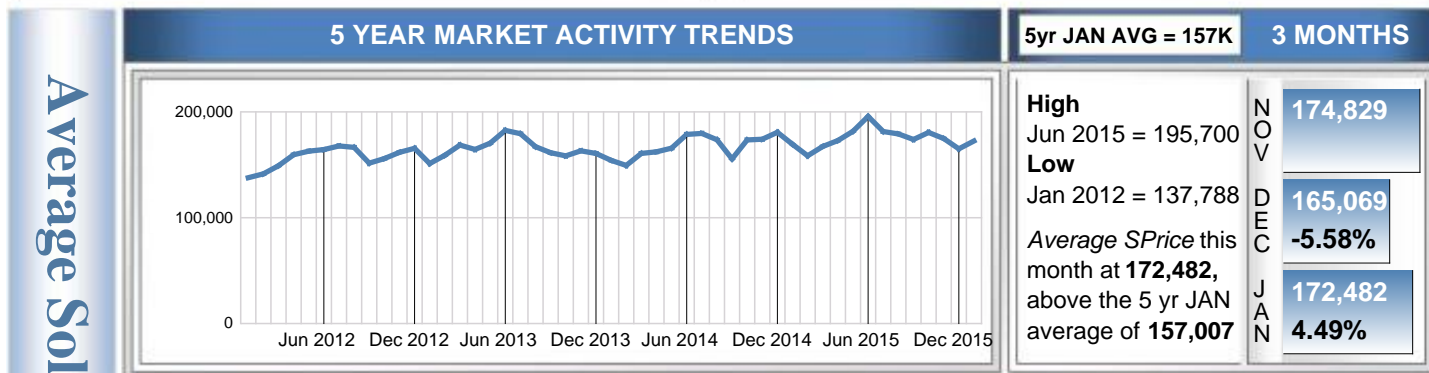
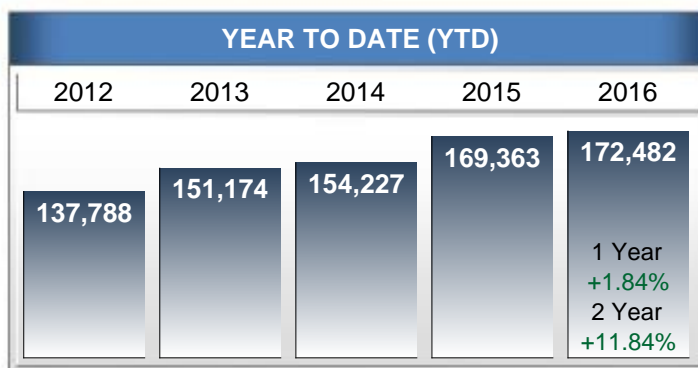
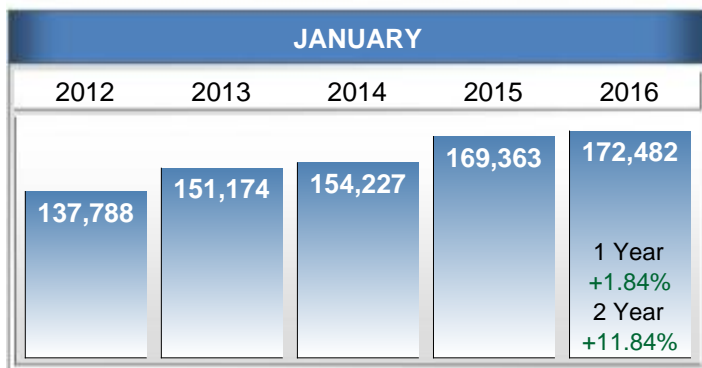
Closed Sales as of Feb 15, 2016



Average Sold Price at Closing

Report Produced on: Feb 15, 2016

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



Average Sold Price

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

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	37		4.82%	15,259	11,563	17,744	20,067	0
\$25,001 \$75,000	129		16.80%	53,448	54,247	52,880	54,461	0
\$75,001 \$100,000	74		9.64%	88,183	88,371	87,701	91,164	0
\$100,001 \$150,000	182		23.70%	125,765	131,948	124,955	125,851	120,500
\$150,001 \$200,000	152		19.79%	173,540	167,975	171,994	178,480	169,850
\$200,001 \$275,000	103		13.41%	235,585	249,681	228,210	240,531	245,703
\$275,001 and up	91		11.85%	493,946	668,805	404,159	478,276	542,670
Average Closed Price: \$172,482					\$121,007	\$135,196	\$247,148	\$439,293
Total Closed Units: 768					116	433	189	30
Total Closed Volume: 132,466,470					14.04M	58.54M	46.71M	13.18M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

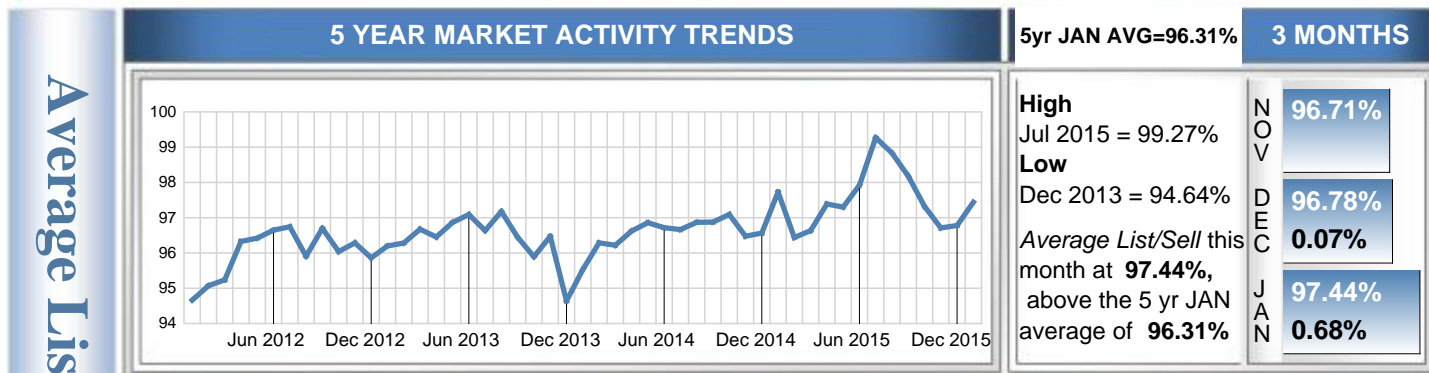
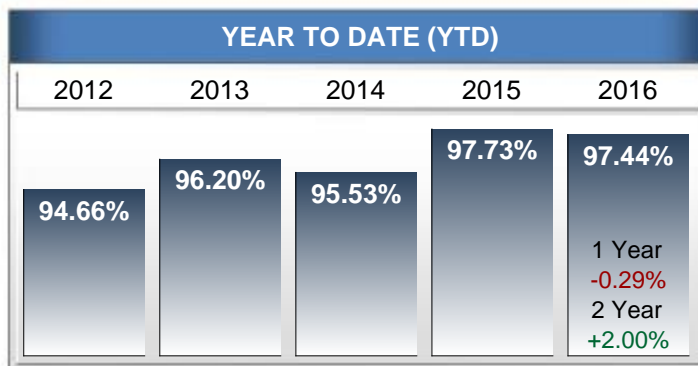
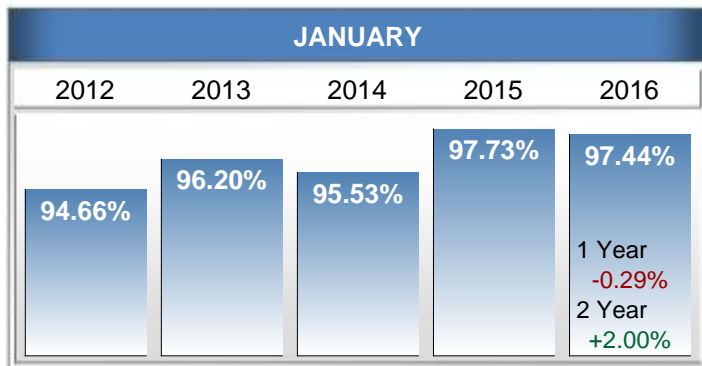
Closed Sales as of Feb 15, 2016



Average Percent of List Price to Selling Price

Report Produced on: Feb 15, 2016

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



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	37	4.82%	92.03%	88.79%	93.60%	99.97%	0.00%
\$25,001 \$75,000	129	16.80%	96.50%	93.73%	96.31%	109.62%	0.00%
\$75,001 \$100,000	74	9.64%	95.01%	94.22%	95.74%	91.77%	0.00%
\$100,001 \$150,000	182	23.70%	97.44%	93.75%	98.23%	96.66%	80.39%
\$150,001 \$200,000	152	19.79%	97.72%	97.67%	97.66%	98.03%	95.71%
\$200,001 \$275,000	103	13.41%	101.67%	92.24%	97.43%	106.19%	104.50%
\$275,001 and up	91	11.85%	97.68%	97.41%	97.20%	98.31%	96.78%
Average List/Sell Ratio: 97.40%				93.70%	97.16%	100.42%	97.12%
Total Closed Units: 768				116	433	189	30
Total Closed Volume: 132,466,470				14.04M	58.54M	46.71M	13.18M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

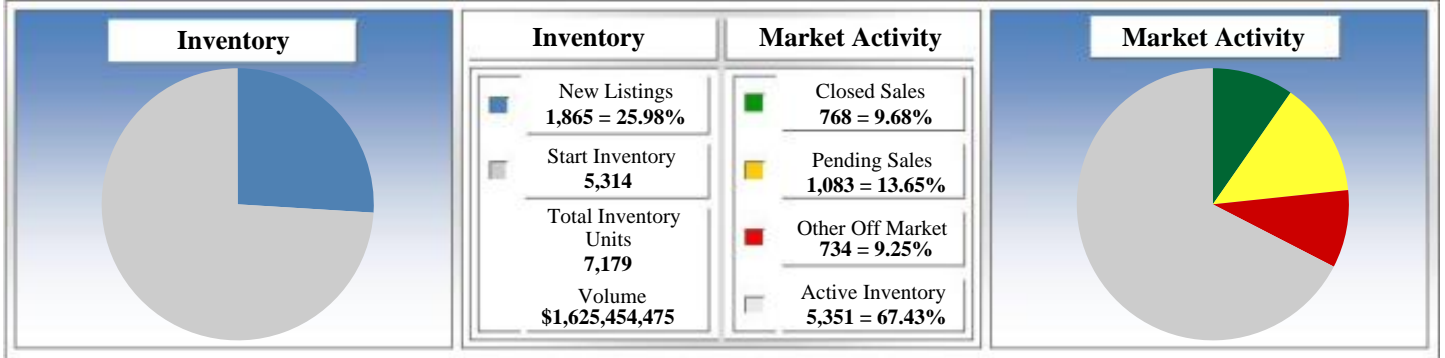
Inventory as of Feb 15, 2016



Market Summary

Report Produced on: Feb 15, 2016

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 January 31, 2016 = 5,351

	JANUARY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	776	768	-1.03%	776	768	-1.03%
Pending Sales	1,028	1,083	5.35%	1,028	1,083	5.35%
New Listings	2,106	1,865	-11.44%	2,106	1,865	-11.44%
Average List Price	175,693	177,161	0.84%	175,693	177,161	0.84%
Average Sale Price	169,363	172,482	1.84%	169,363	172,482	1.84%
Average Percent of List Price to Selling Price	97.73%	97.44%	-0.29%	97.73%	97.44%	-0.29%
Average Days on Market to Sale	58.46	51.54	-11.84%	58.46	51.54	-11.84%
Monthly Inventory	5,735	5,351	-6.70%	5,735	5,351	-6.70%
Months Supply of Inventory	5.11	4.73	-7.52%	5.11	4.73	-7.52%

