



February 2016

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

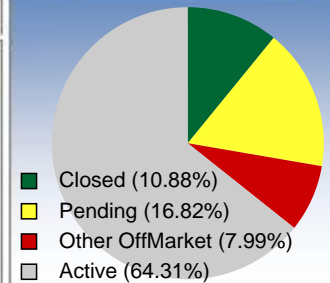


Absorption: Last 12 months, an Average of **1,137** Sales/Month

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%
Average List Price	164,748	172,012	4.41%
Average Sale Price	158,513	165,634	4.49%
Average Percent of List Price to Selling Price	96.44%	96.32%	-0.12%
Average Days on Market to Sale	59.14	55.49	-6.18%
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.

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 **4.49%** in February 2016 to \$165,634 versus the previous year at \$158,513.

Average Days on Market Shortens

The average number of **55.49** days that homes spent on the market before selling decreased by 3.65 days or **6.18%** in February 2016 compared to last year's same month at **59.14** DOM.

Sales Success for February 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 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

Data from the Greater Tulsa Association of REALTORS®

February 2016

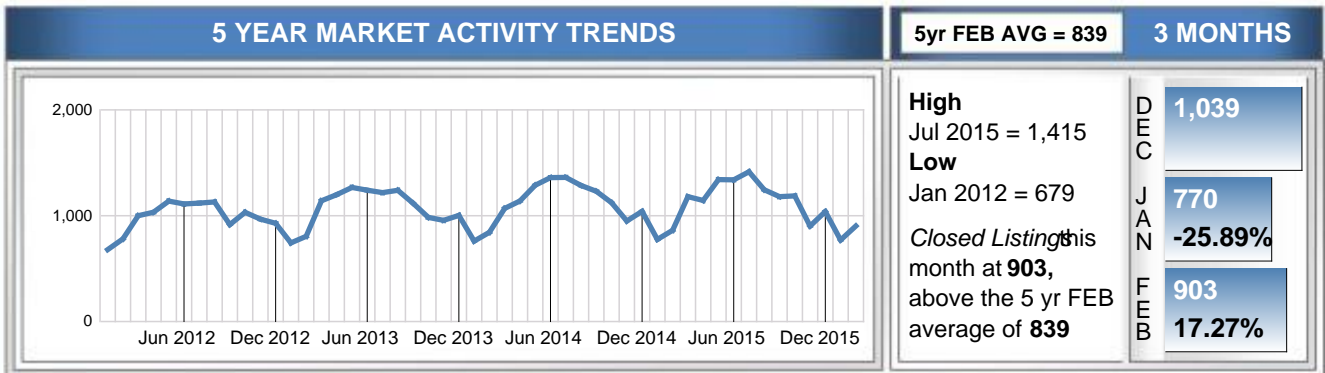
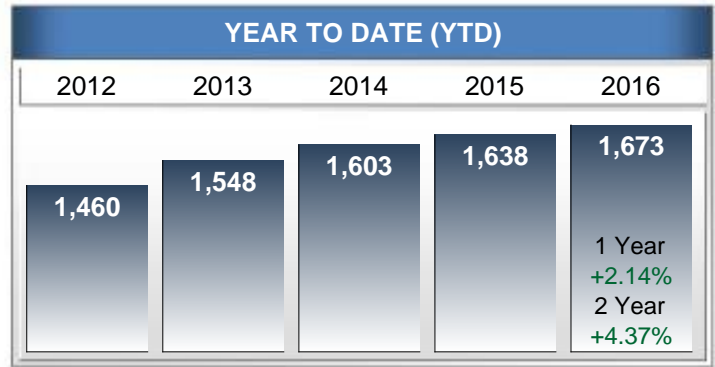
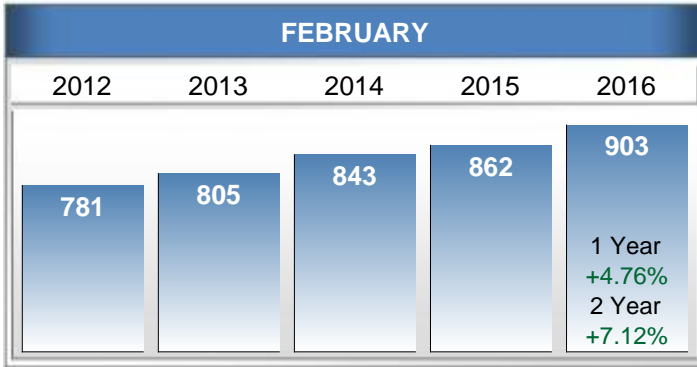
Closed Sales as of Mar 14, 2016



Closed Listings

Report Produced on: Mar 14, 2016

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



Closed Listings

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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	38	4.21%	56.6	22	13	3	0	
\$25,001 \$50,000	87	9.63%	49.6	36	44	7	0	
\$50,001 \$100,000	161	17.83%	51.1	54	99	8	0	
\$100,001 \$150,000	226	25.03%	48.9	21	174	30	1	
\$150,001 \$200,000	158	17.50%	59.9	5	99	51	3	
\$200,001 \$300,000	140	15.50%	63.5	7	61	62	10	
\$300,001 and up	93	10.30%	64.5	8	19	50	16	
Total Closed Units: 903				55.5	153	509	211	30
Total Closed Volume: 149,567,528					16.69M	71.25M	50.90M	10.72M
Average Closed Price: \$165,634					\$109,088	\$139,985	\$241,252	\$357,361



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

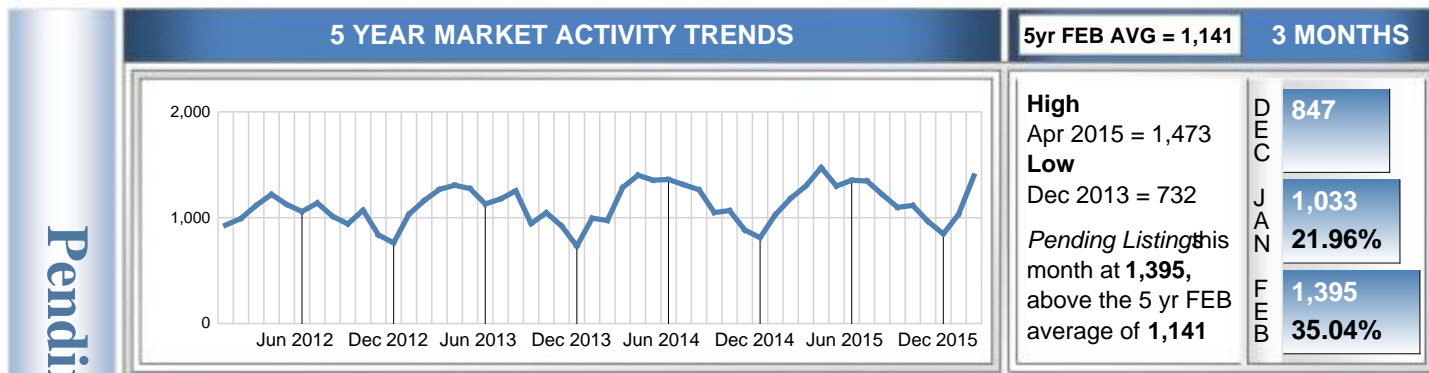
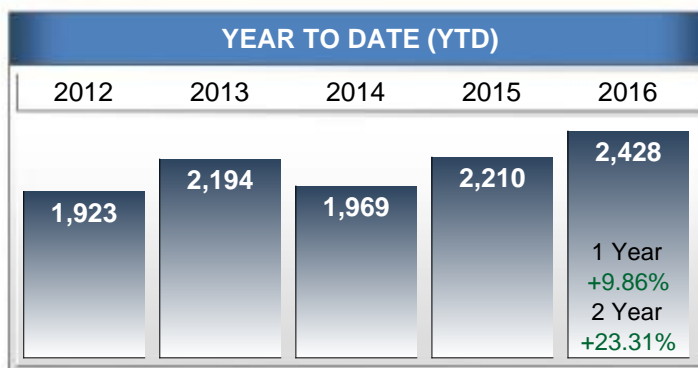
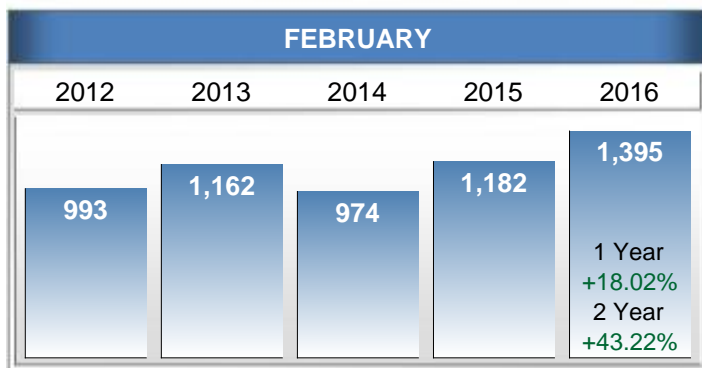
Pending Listings as of Mar 14, 2016



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

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	68	4.87%	61.3	44	19	5	0
\$25,001 - \$75,000	191	13.69%	51.3	68	109	13	1
\$75,001 - \$100,000	121	8.67%	53.1	29	81	9	2
\$100,001 - \$150,000	390	27.96%	50.4	27	315	47	1
\$150,001 - \$200,000	293	21.00%	48.0	14	168	105	6
\$200,001 - \$275,000	168	12.04%	56.9	10	77	71	10
\$275,001 and up	164	11.76%	59.0	11	37	83	33
Total Pending Units: 1,395				203	806	333	53
Total Pending Volume: 235,097,346				23.42M	113.70M	78.10M	19.88M
Average Listing Price: \$161,827				\$115,373	\$141,068	\$234,535	\$375,004



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

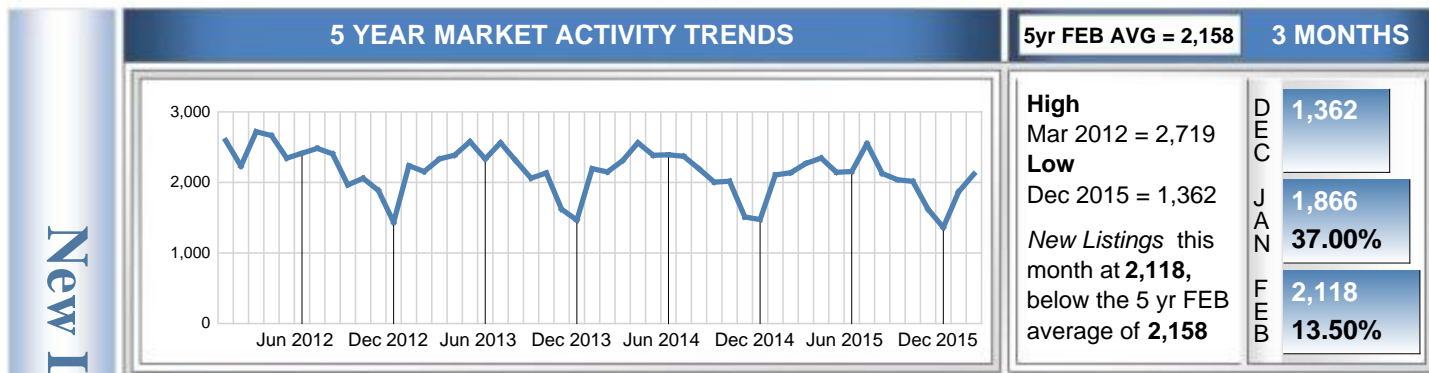
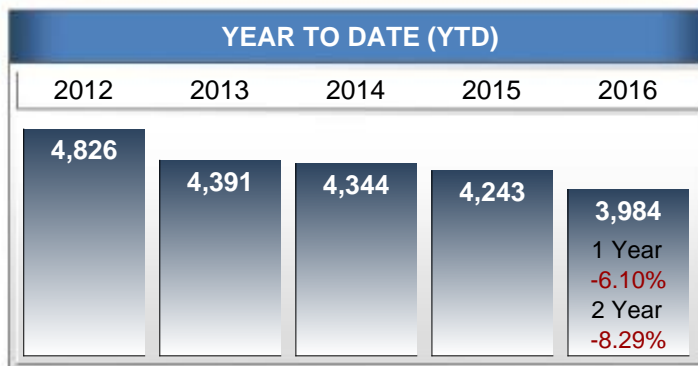
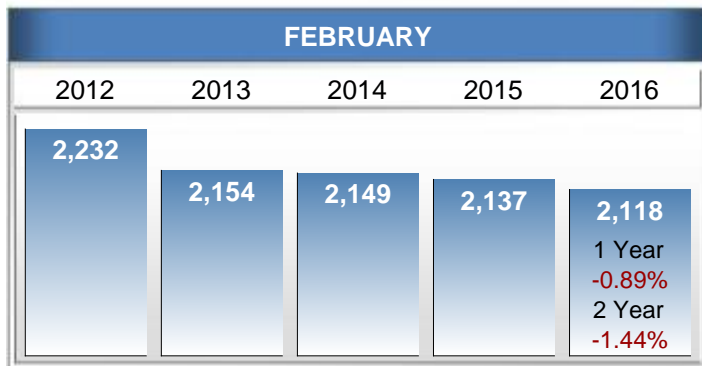
New Listings as of Mar 14, 2016



New Listings

Report Produced on: Mar 14, 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	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
Average New Listed Listing Price:			\$120,626	\$159,426	\$310,912	\$669,614



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

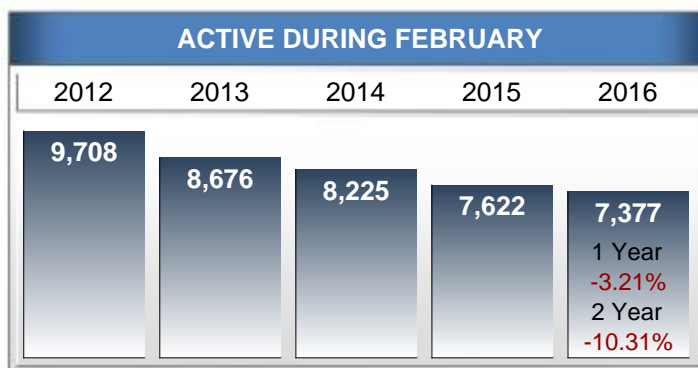
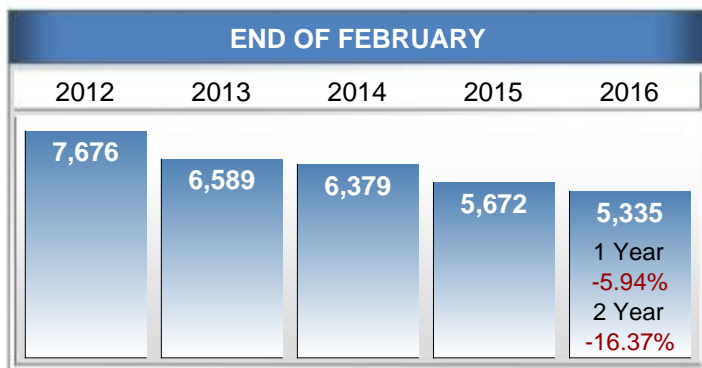
Active Inventory as of Mar 14, 2016



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?
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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**

D E C	5,220
J A N	5,278
F E B	5,335

1.11% (Jan vs Feb)
1.08% (Feb vs 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	341	6.39%	65.9	317	20	4	0		
\$25,001 - \$50,000	588	11.02%	76.8	476	97	13	2		
\$50,001 - \$100,000	916	17.17%	76.2	408	433	69	6		
\$100,001 - \$200,000	1,471	27.57%	68.0	257	897	293	24		
\$200,001 - \$300,000	803	15.05%	67.6	85	279	386	53		
\$300,001 - \$475,000	681	12.76%	69.6	76	120	380	105		
\$475,001 and up	535	10.03%	78.6	103	47	221	164		
Total Active Inventory by Units:				5,335	71.5	1,722	1,893	1,366	354
Total Active Inventory by Volume:				1,297,478,359		283.14M	317.89M	459.80M	236.65M
Average Active Inventory Listing Price:				\$243,201		\$164,426	\$167,929	\$336,604	\$668,489



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

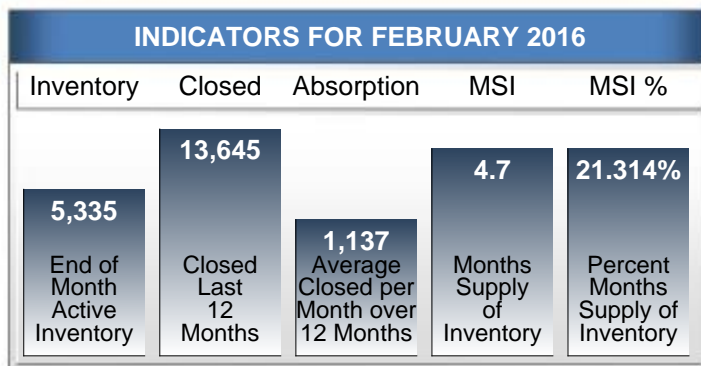
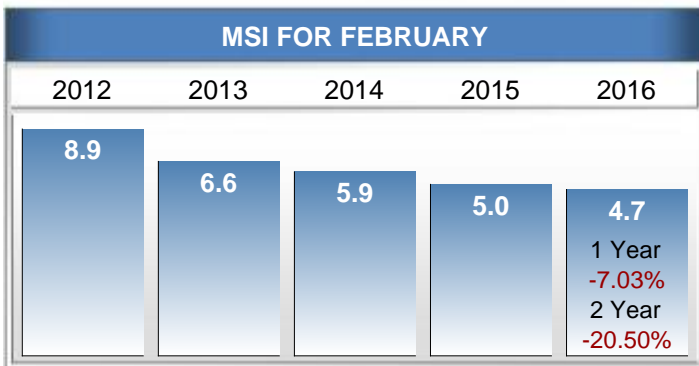
Active Inventory as of Mar 14, 2016



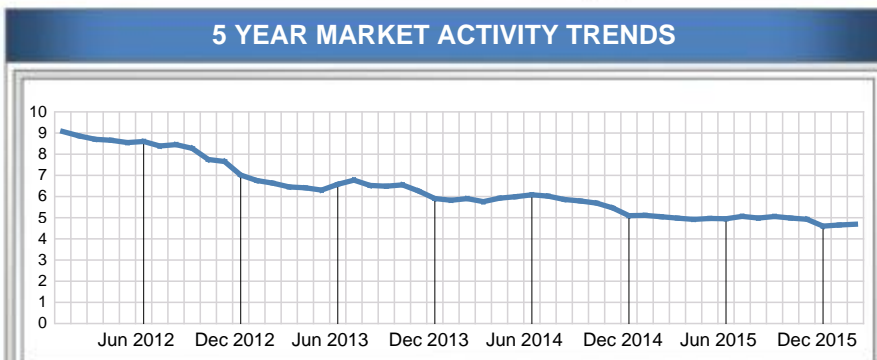
Months Supply of Inventory

Report Produced on: Mar 14, 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 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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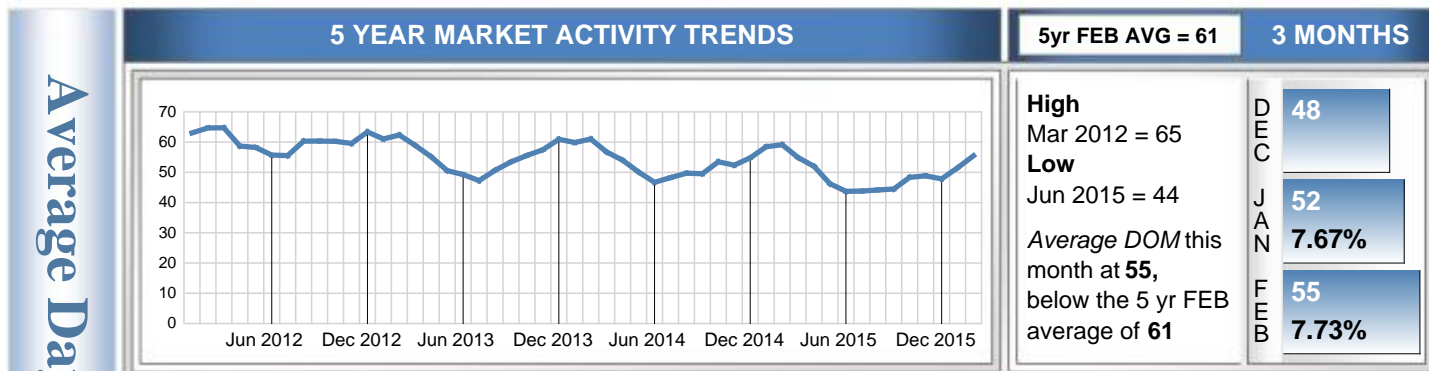
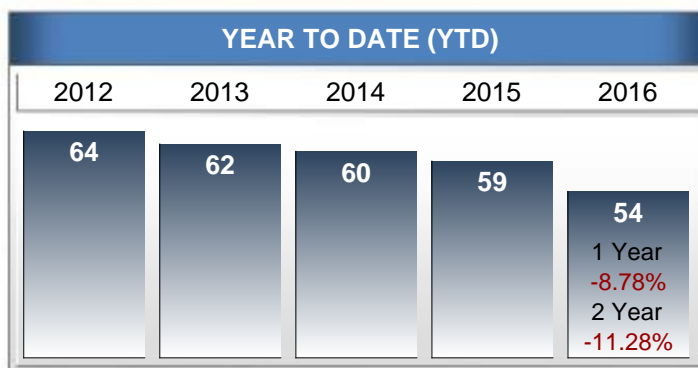
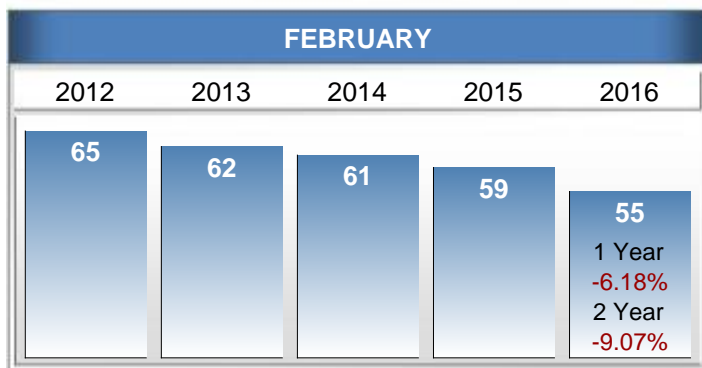
Closed Sales as of Mar 14, 2016



Average Days on Market to Sale

Report Produced on: Mar 14, 2016

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



Average Days on Market

Ready to Buy or Sell Real Estate?
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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	38	4.21%	56.6	65.9	32.2	94.0	0.0
\$25,001 \$50,000	87	9.63%	49.6	50.6	48.1	53.9	0.0
\$50,001 \$100,000	161	17.83%	51.1	62.2	44.2	62.4	0.0
\$100,001 \$150,000	226	25.03%	48.9	40.0	49.2	54.7	11.0
\$150,001 \$200,000	158	17.50%	59.9	59.8	58.8	63.1	43.7
\$200,001 \$300,000	140	15.50%	63.5	79.4	55.2	67.2	79.9
\$300,001 and up	93	10.30%	64.5	51.8	65.5	70.2	51.8
Average Closed DOM: 55.5				57.1	50.9	64.9	59.0
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

Data from the Greater Tulsa Association of REALTORS®

February 2016

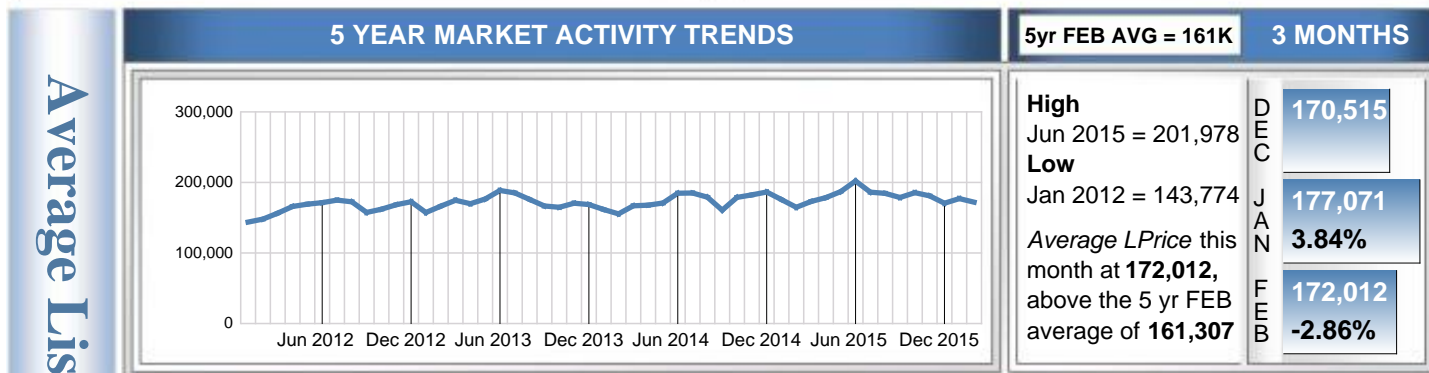
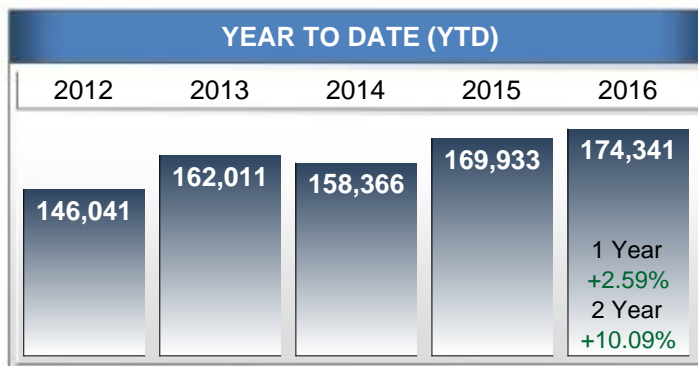
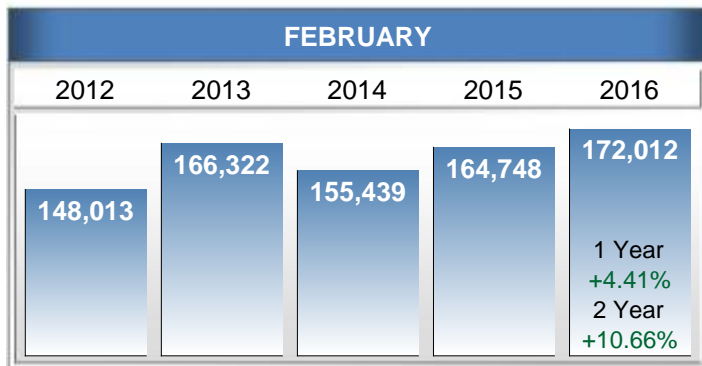
Closed Sales as of Mar 14, 2016



Average List Price at Closing

Report Produced on: Mar 14, 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	35	3.88%	17,042	18,048	19,677	15,600	0
\$25,001 \$50,000	85	9.41%	39,587	42,983	40,669	41,571	0
\$50,001 \$100,000	162	17.94%	76,854	73,679	79,257	89,700	0
\$100,001 \$150,000	219	24.25%	129,004	129,257	130,897	135,050	119,000
\$150,001 \$200,000	162	17.94%	174,146	176,800	175,302	179,553	156,600
\$200,001 \$300,000	142	15.73%	247,472	248,543	246,542	254,972	264,590
\$300,001 and up	98	10.85%	482,764	869,313	444,729	453,034	477,562
Average List Price:	\$172,012			\$119,058	\$144,423	\$249,877	\$362,523
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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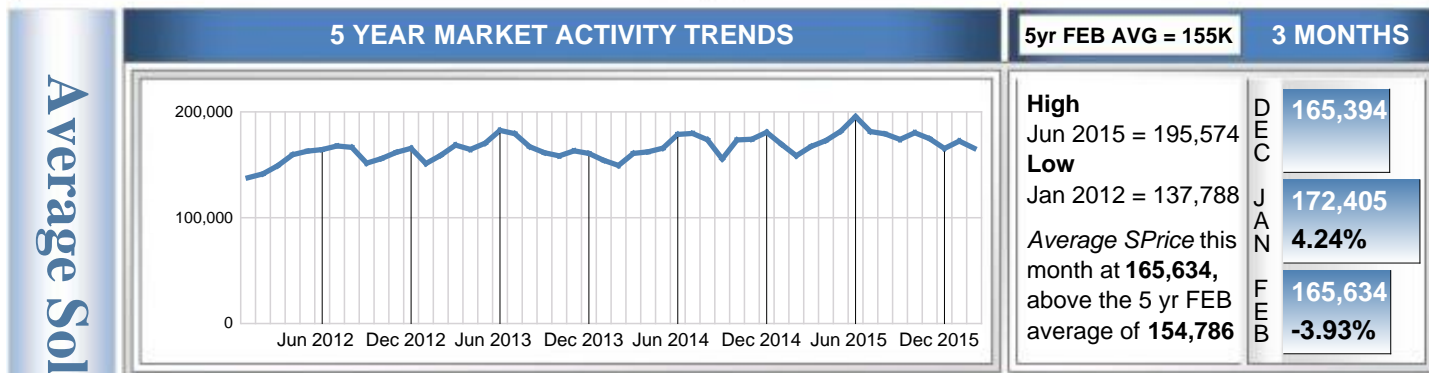
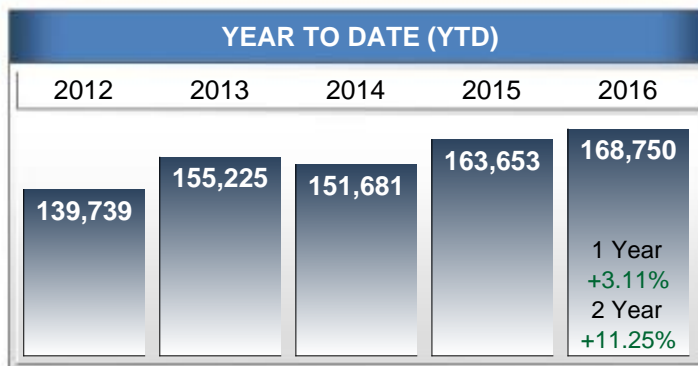
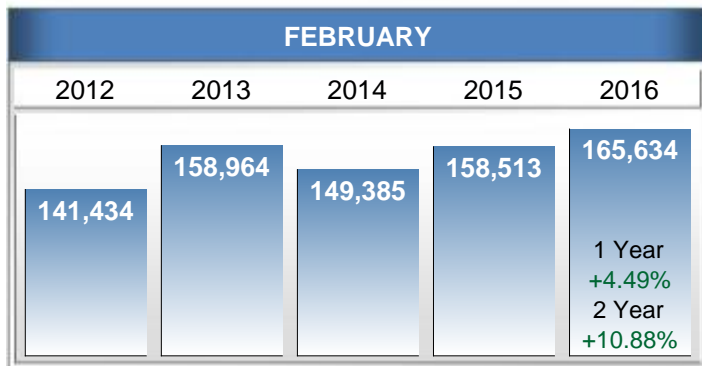
Closed Sales as of Mar 14, 2016



Average Sold Price at Closing

Report Produced on: Mar 14, 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	38	4.21%	16,321	15,289	18,482	14,533	0
\$25,001 \$50,000	87	9.63%	37,712	38,011	37,348	38,465	0
\$50,001 \$100,000	161	17.83%	74,202	70,488	75,164	87,380	0
\$100,001 \$150,000	226	25.03%	127,695	122,610	127,998	129,782	119,000
\$150,001 \$200,000	158	17.50%	172,020	165,620	171,187	173,945	177,467
\$200,001 \$300,000	140	15.50%	244,142	226,143	239,344	248,394	259,650
\$300,001 and up	93	10.30%	467,759	774,188	426,742	434,542	467,058
Average Closed Price:	\$165,634			\$109,088	\$139,985	\$241,252	\$357,361
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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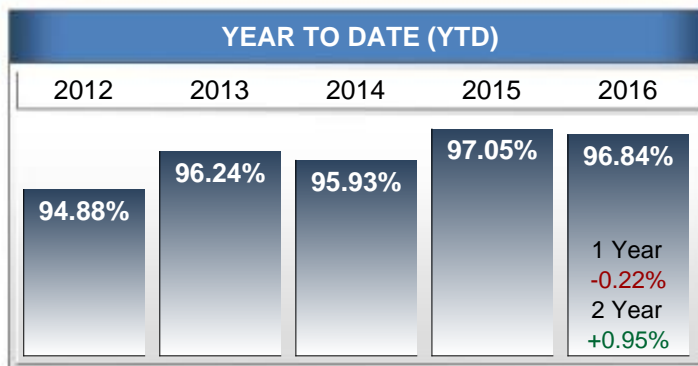
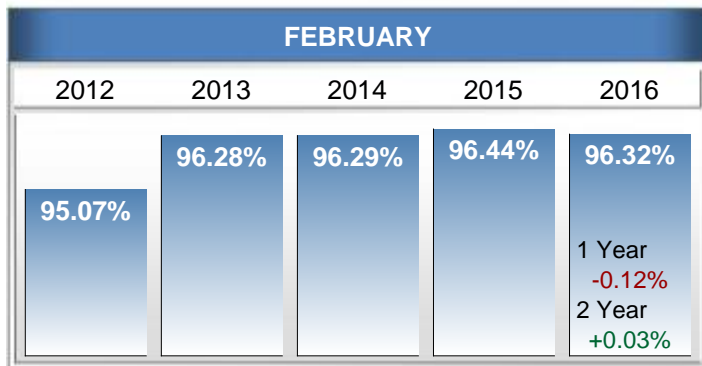
Closed Sales as of Mar 14, 2016



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



5yr FEB AVG=96.08% **3 MONTHS**

High
Jul 2015 = 99.27%

Low
Dec 2013 = 94.64%

Average List/Sell this month at **96.32%**, above the 5 yr FEB average of **96.08%**

D E C	96.77%
J A N	97.45%
F E B	96.32%
	-1.15%

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	38	4.21%	89.32%	84.10%	97.48%	92.22%	0.00%
\$25,001 \$50,000	87	9.63%	91.38%	89.08%	92.97%	93.18%	0.00%
\$50,001 \$100,000	161	17.83%	96.69%	98.31%	95.72%	97.79%	0.00%
\$100,001 \$150,000	226	25.03%	97.41%	95.17%	97.90%	96.08%	100.00%
\$150,001 \$200,000	158	17.50%	97.95%	94.28%	97.77%	97.27%	121.57%
\$200,001 \$300,000	140	15.50%	97.13%	91.74%	97.24%	97.46%	98.13%
\$300,001 and up	93	10.30%	96.52%	92.06%	95.90%	97.01%	98.00%
Average List/Sell Ratio: 96.30%				92.90%	96.86%	96.91%	100.46%
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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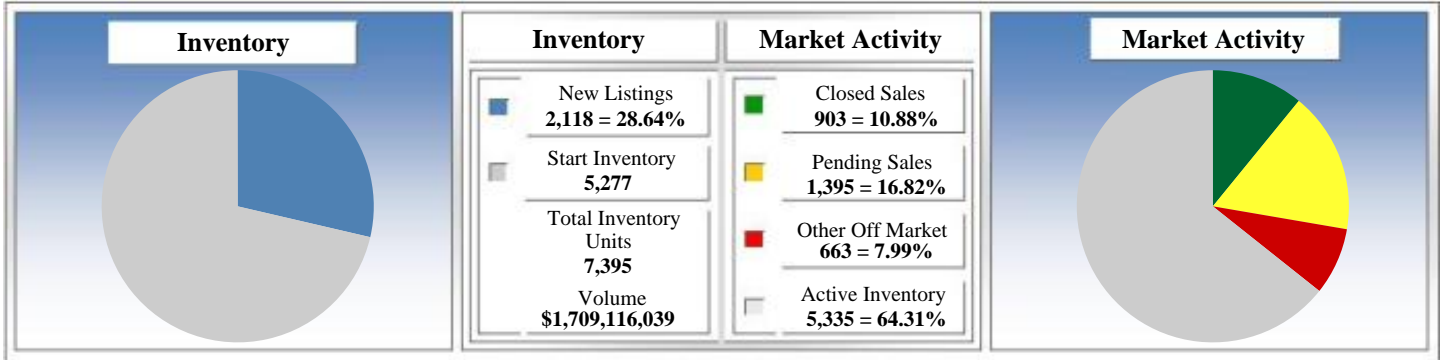
Inventory as of Mar 14, 2016



Market Summary

Report Produced on: Mar 14, 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			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%
Average List Price	164,748	172,012	4.41%	169,933	174,341	2.59%
Average Sale Price	158,513	165,634	4.49%	163,653	168,750	3.11%
Average Percent of List Price to Selling Price	96.44%	96.32%	-0.12%	97.05%	96.84%	-0.22%
Average Days on Market to Sale	59.14	55.49	-6.18%	58.82	53.66	-8.78%
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%

