



March 2016

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

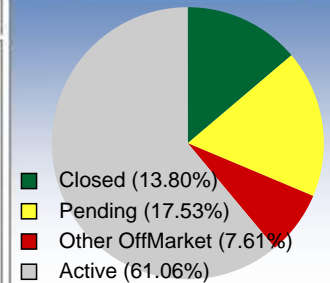


Absorption: Last 12 months, an Average of **1,140** Sales/Month

Active Inventory as of March 31, 2016 = **5,332**

	MARCH		
	2015	2016	+/- %
Closed Listings	1,180	1,205	2.12%
Pending Listings	1,299	1,531	17.86%
New Listings	2,269	2,268	-0.04%
Average List Price	173,038	167,291	-3.32%
Average Sale Price	167,331	162,399	-2.95%
Average Percent of List Price to Selling Price	96.64%	97.68%	1.08%
Average Days on Market to Sale	54.89	54.92	0.06%
End of Month Inventory	5,644	5,332	-5.53%
Months Supply of Inventory	4.98	4.68	-6.11%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 12, 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 March 2016 decreased **5.53%** to 5,332 existing homes available for sale. Over the last 12 months this area has had an average of 1,140 closed sales per month. This represents an unsold inventory index of **4.68** 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 **2.95%** in March 2016 to \$162,399 versus the previous year at \$167,331.

Average Days on Market Lengthens

The average number of **54.92** days that homes spent on the market before selling increased by 0.03 days or **0.06%** in March 2016 compared to last year's same month at **54.89** DOM.

Sales Success for March 2016 is Positive

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

There were 2,268 New Listings in March 2016, down **0.04%** from last year at 2,269. Furthermore, there were 1,205 Closed Listings this month versus last year at 1,180, a **2.12%** increase.

Closed versus Listed trends yielded a **53.1%** ratio, up from last year's March 2016 at **52.0%**, a **2.16%** 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

Data from the Greater Tulsa Association of REALTORS®

March 2016

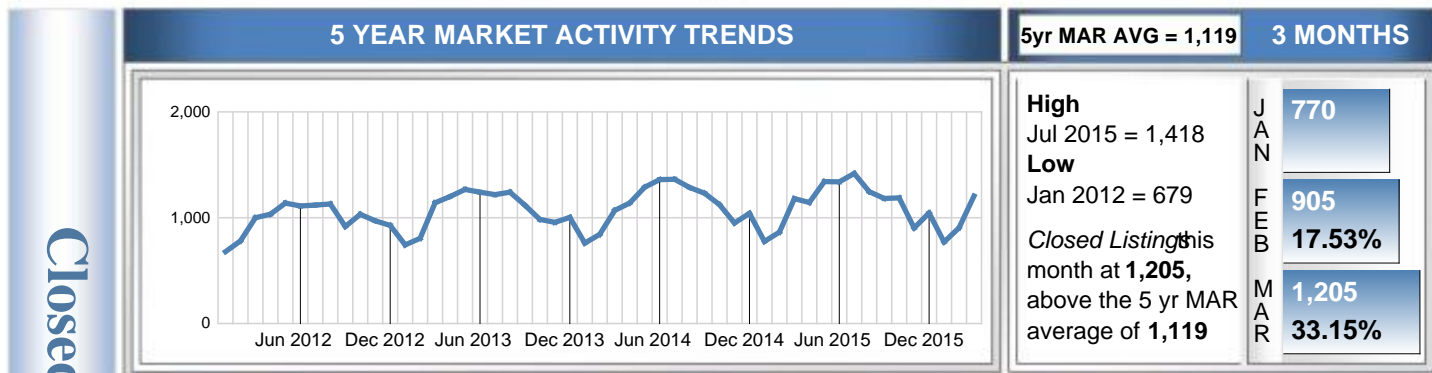
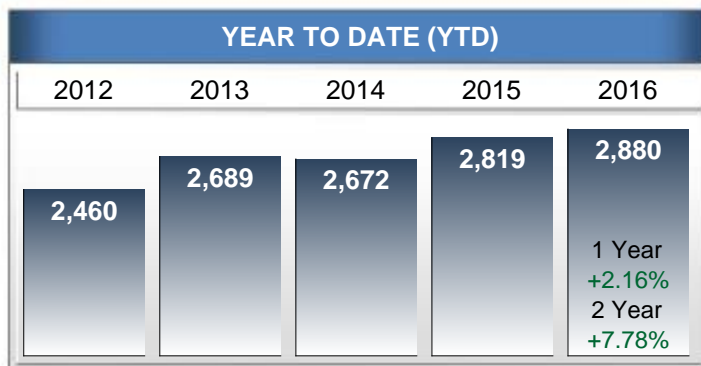
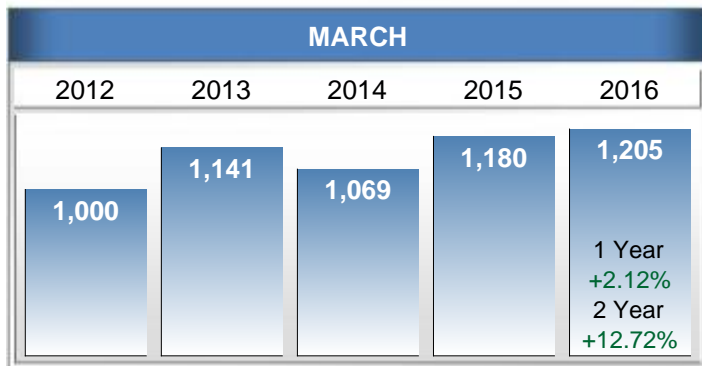
Closed Sales as of Apr 12, 2016



Closed Listings

Report Produced on: Apr 12, 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	50	4.15%	64.9	34	13	3	0		
\$25,001 - \$75,000	213	17.68%	62.7	87	116	10	0		
\$75,001 - \$100,000	114	9.46%	50.5	32	70	11	1		
\$100,001 - \$150,000	301	24.98%	49.6	16	247	37	1		
\$150,001 - \$200,000	240	19.92%	52.1	14	140	80	6		
\$200,001 - \$275,000	137	11.37%	52.2	10	55	64	8		
\$275,001 and up	150	12.45%	61.6	6	34	89	21		
Total Closed Units:				1,205	54.9	199	675	294	37
Total Closed Volume:				195,690,313		19.25M	92.16M	71.70M	12.58M
Average Closed Price:				\$162,399		\$96,755	\$136,529	\$243,890	\$339,865

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

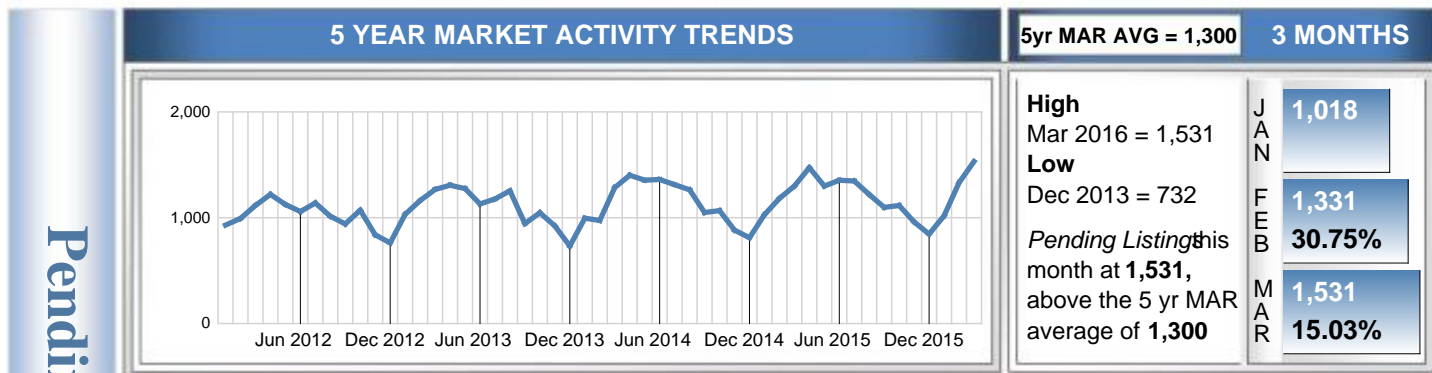
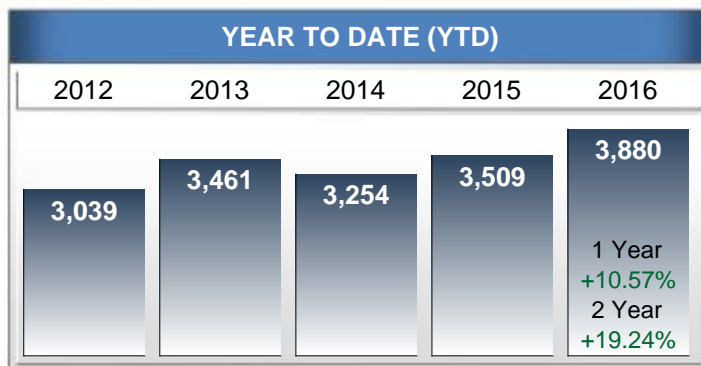
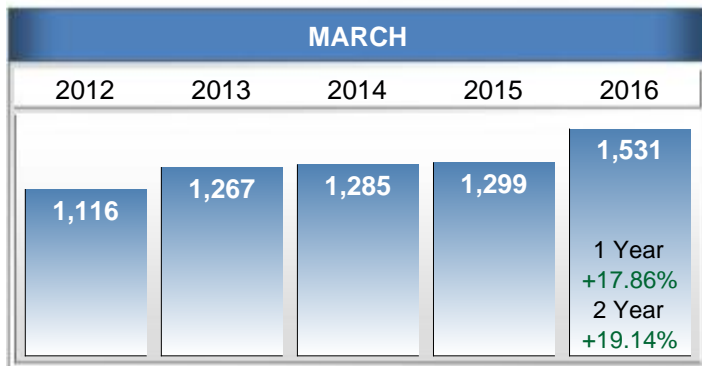
Pending Listings as of Apr 12, 2016



Pending Listings

Report Produced on: Apr 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	57	3.72%	51.0	42	13	2	0	
\$25,001 - \$75,000	232	15.15%	48.6	122	94	14	2	
\$75,001 - \$100,000	143	9.34%	47.7	27	96	19	1	
\$100,001 - \$150,000	396	25.87%	46.8	45	290	60	1	
\$150,001 - \$200,000	311	20.31%	48.4	21	204	84	2	
\$200,001 - \$300,000	220	14.37%	54.6	12	93	105	10	
\$300,001 and up	172	11.23%	63.9	7	34	95	36	
Total Pending Units: 1,531				58.0	276	824	379	52
Total Pending Volume: 268,719,877					24.80M	122.72M	94.79M	26.40M
Average Listing Price: \$154,980					\$89,857	\$148,935	\$250,118	\$507,737



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

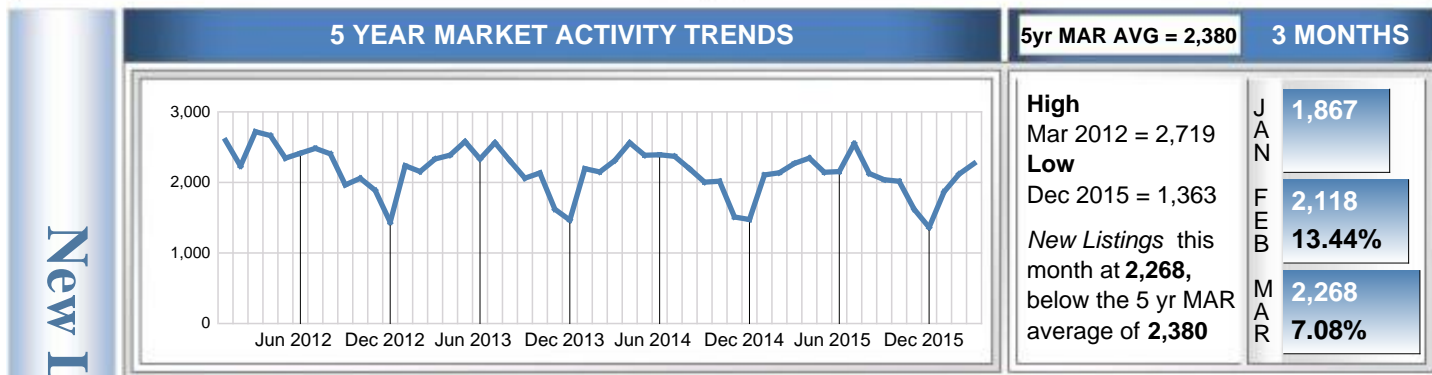
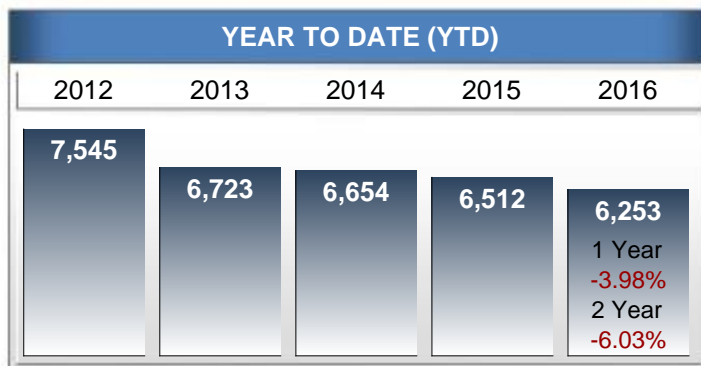
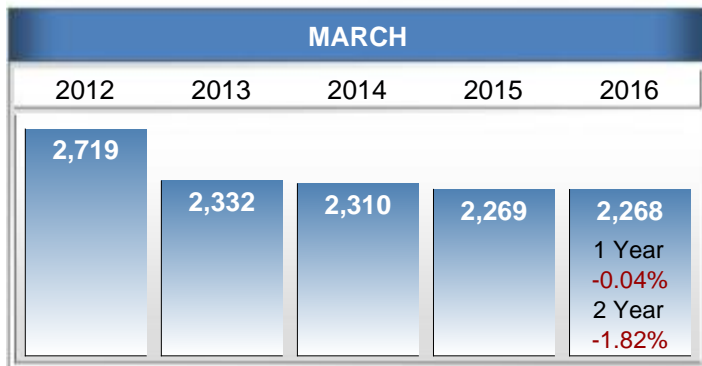
New Listings as of Apr 12, 2016



New Listings

Report Produced on: Apr 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+
\$25,000 and less	105	4.63%	91	12	2	0
\$25,001 - \$75,000	320	14.11%	192	108	17	3
\$75,001 - \$125,000	406	17.90%	87	265	47	7
\$125,001 - \$200,000	551	24.29%	54	372	121	4
\$200,001 - \$275,000	329	14.51%	23	126	161	19
\$275,001 - \$425,000	323	14.24%	21	80	186	36
\$425,001 and up	234	10.32%	28	22	102	82
Total New Listed Units:			496	985	636	151
Total New Listed Volume:			80.09M	165.54M	200.83M	100.94M
Average New Listed Listing Price:			\$161,474	\$168,062	\$315,772	\$668,464



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

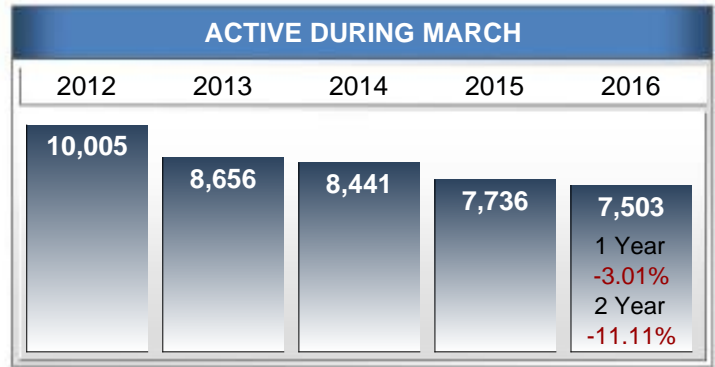
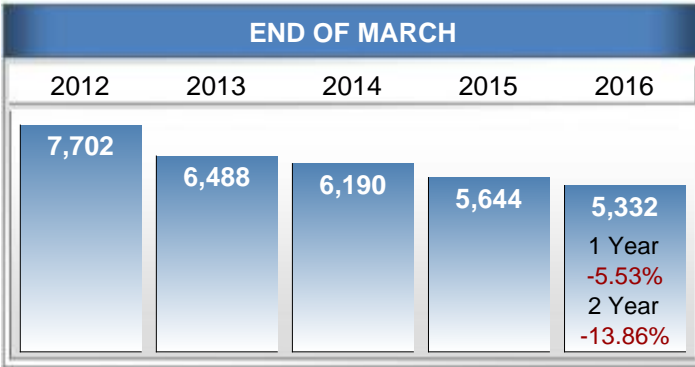
Active Inventory as of Apr 12, 2016



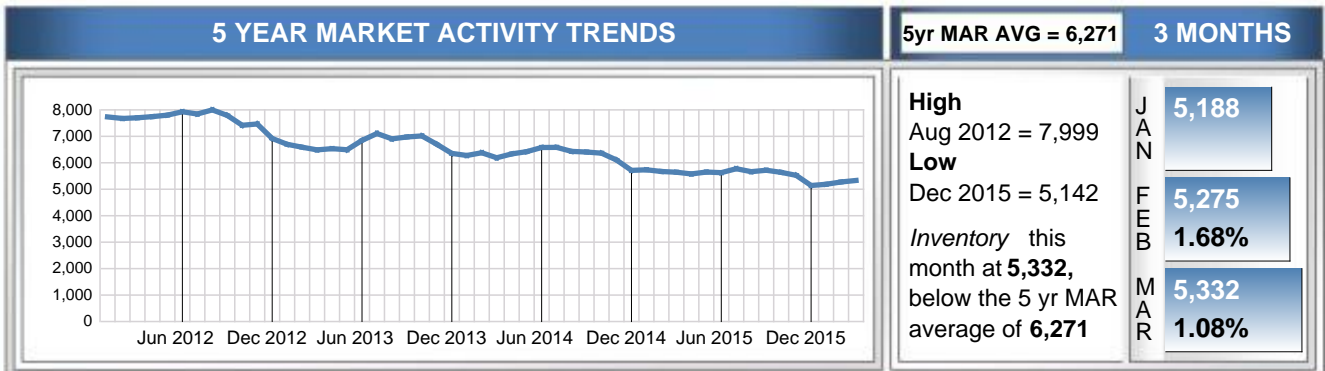
Active Inventory

Report Produced on: Apr 12, 2016

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



Active Inventory



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	330	6.19%	63.5	309	17	4	0		
\$25,001 - \$50,000	557	10.45%	80.8	449	92	13	3		
\$50,001 - \$100,000	916	17.18%	74.8	420	413	75	8		
\$100,001 - \$225,000	1,550	29.07%	62.2	263	914	342	31		
\$225,001 - \$300,000	686	12.87%	57.7	67	208	358	53		
\$300,001 - \$475,000	715	13.41%	66.5	75	132	407	101		
\$475,001 and up	578	10.84%	68.4	104	51	240	183		
Total Active Inventory by Units:				5,332	67.0	1,687	1,827	1,439	379
Total Active Inventory by Volume:				1,347,928,615		279.01M	318.47M	497.94M	252.52M
Average Active Inventory Listing Price:				\$252,800		\$165,386	\$174,313	\$346,029	\$666,273

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

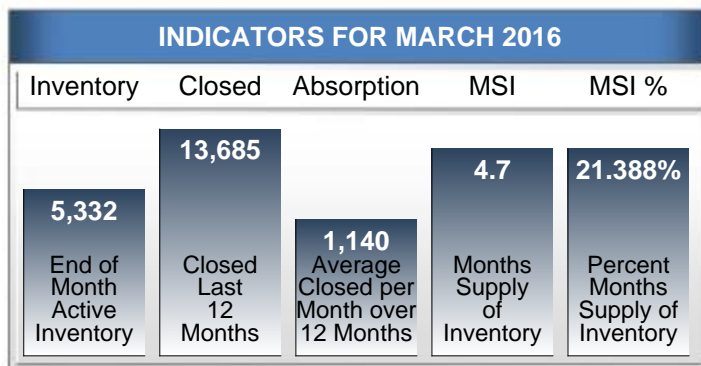
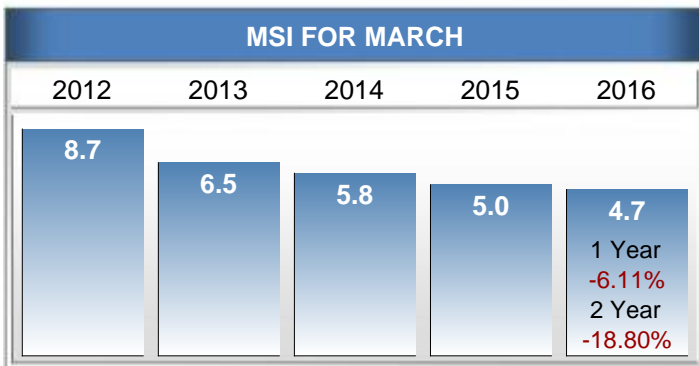
Active Inventory as of Apr 12, 2016



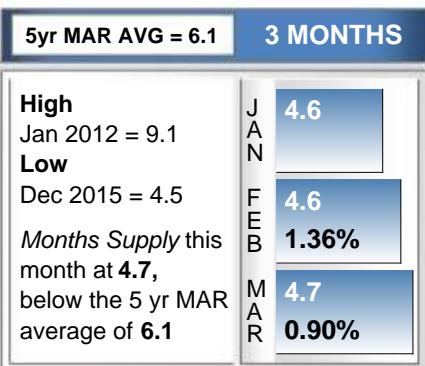
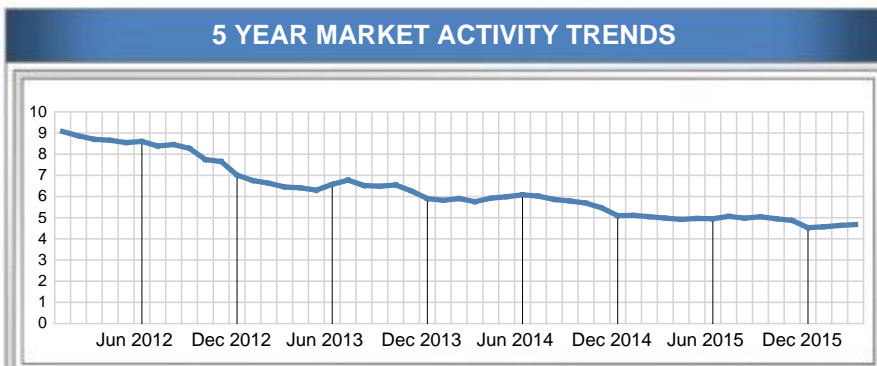
Months Supply of Inventory

Report Produced on: Apr 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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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	330	6.19%	7.6	11.2	1.3	1.8	0.0	
\$25,001 - \$50,000	557	10.45%	6.5	10.9	2.3	2.5	9.0	
\$50,001 - \$100,000	916	17.18%	4.6	7.6	3.2	5.5	5.6	
\$100,001 - \$225,000	1,550	29.07%	2.8	6.6	2.4	2.7	3.4	
\$225,001 - \$300,000	686	12.87%	5.3	14.4	4.2	5.5	5.4	
\$300,001 - \$475,000	715	13.41%	8.0	23.7	6.8	7.5	7.9	
\$475,001 and up	578	10.84%	15.1	52.0	9.6	12.1	16.8	
MSI:	4.7			9.7	2.9	5.0	8.5	
Total Active Inventory:	5,332			1,687	1,827	1,439	379	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

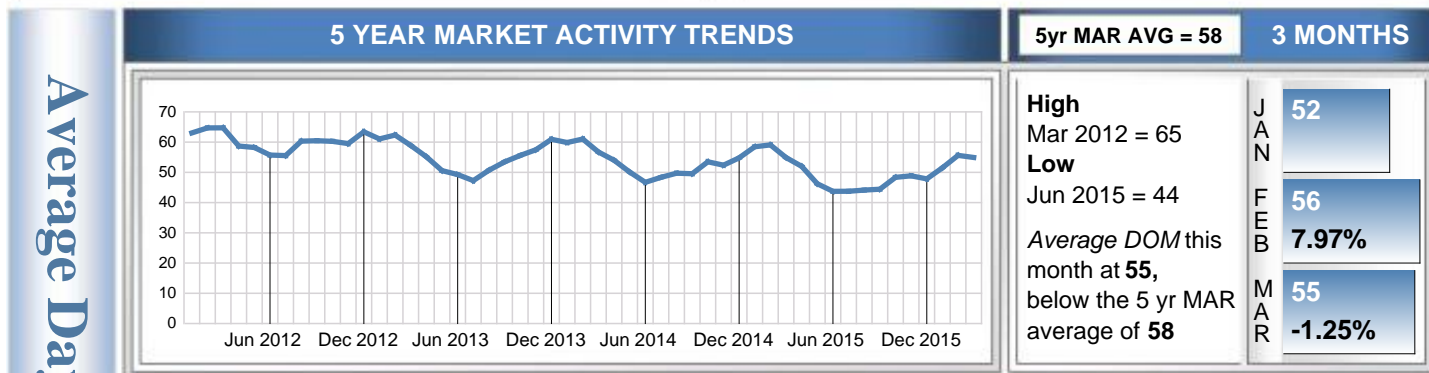
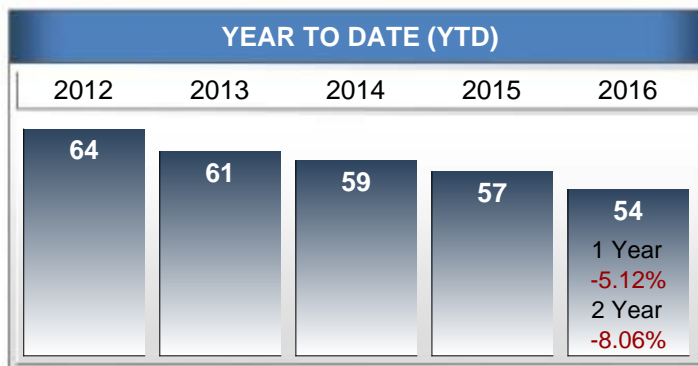
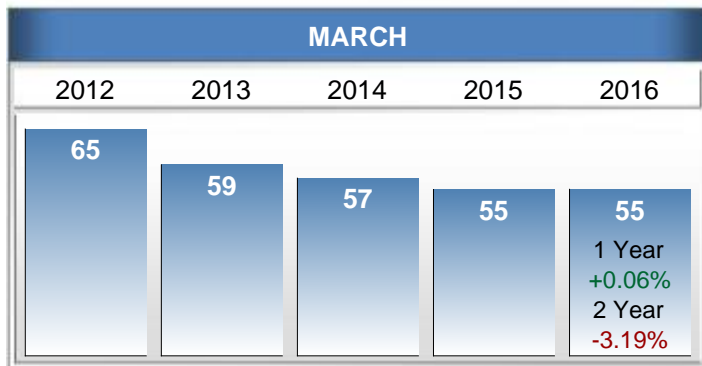
Closed Sales as of Apr 12, 2016



Average Days on Market to Sale

Report Produced on: Apr 12, 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	50	4.15%	64.9	67.1	65.1	40.3	0.0
\$25,001 - \$75,000	213	17.68%	62.7	67.4	57.6	81.6	0.0
\$75,001 - \$100,000	114	9.46%	50.5	54.9	48.0	53.3	54.0
\$100,001 - \$150,000	301	24.98%	49.6	45.2	46.2	70.7	171.0
\$150,001 - \$200,000	240	19.92%	52.1	74.0	46.2	55.8	88.0
\$200,001 - \$275,000	137	11.37%	52.2	42.2	49.7	55.2	58.5
\$275,001 and up	150	12.45%	61.6	38.3	40.6	68.3	73.5
Average Closed DOM: 54.9				61.9	48.7	62.0	74.7
Total Closed Units: 1,205				199	675	294	37
Total Closed Volume: 195,690,313				19.25M	92.16M	71.70M	12.58M



Monthly Inventory Analysis

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March 2016

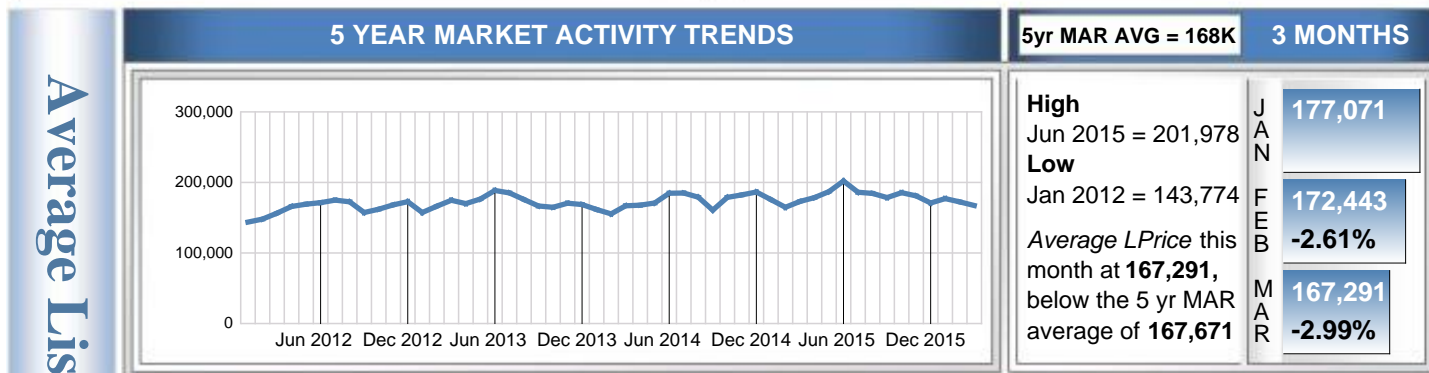
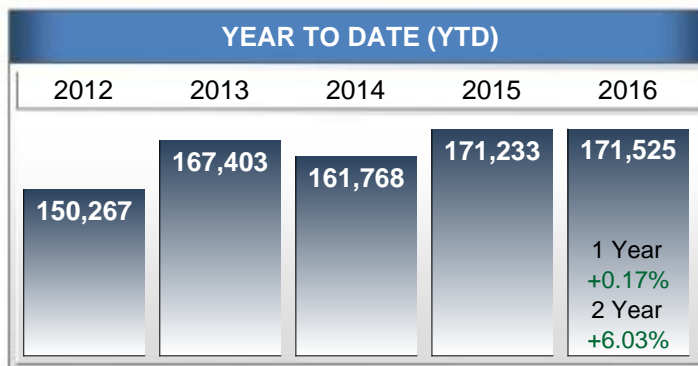
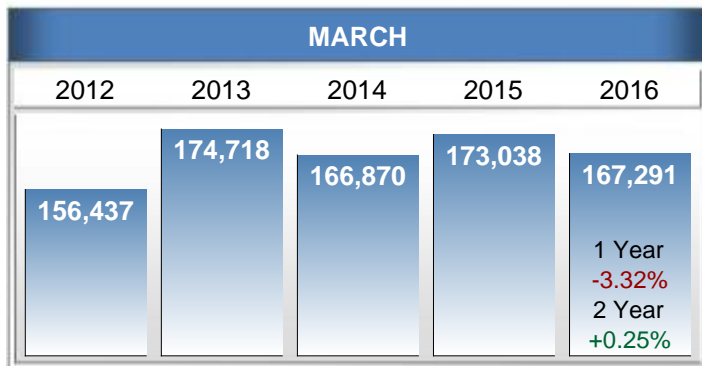
Closed Sales as of Apr 12, 2016



Average List Price at Closing

Report Produced on: Apr 12, 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	49	4.07%	16,019	16,873	15,627	18,267	0
\$25,001 - \$75,000	206	17.10%	50,134	50,324	52,374	49,408	0
\$75,001 - \$100,000	109	9.05%	89,228	92,875	92,129	92,232	99,900
\$100,001 - \$150,000	302	25.06%	127,532	125,763	129,334	132,324	149,000
\$150,001 - \$200,000	245	20.33%	174,158	179,229	175,377	175,883	186,617
\$200,001 - \$275,000	136	11.29%	236,737	259,490	237,911	239,341	257,589
\$275,001 and up	158	13.11%	426,376	984,167	348,941	422,370	457,000
Average List Price:	\$167,291			\$105,252	\$139,518	\$249,792	\$352,062
Total Closed Units:	1,205			199	675	294	37
Total List Volume:	201,585,221			20.95M	94.17M	73.44M	13.03M



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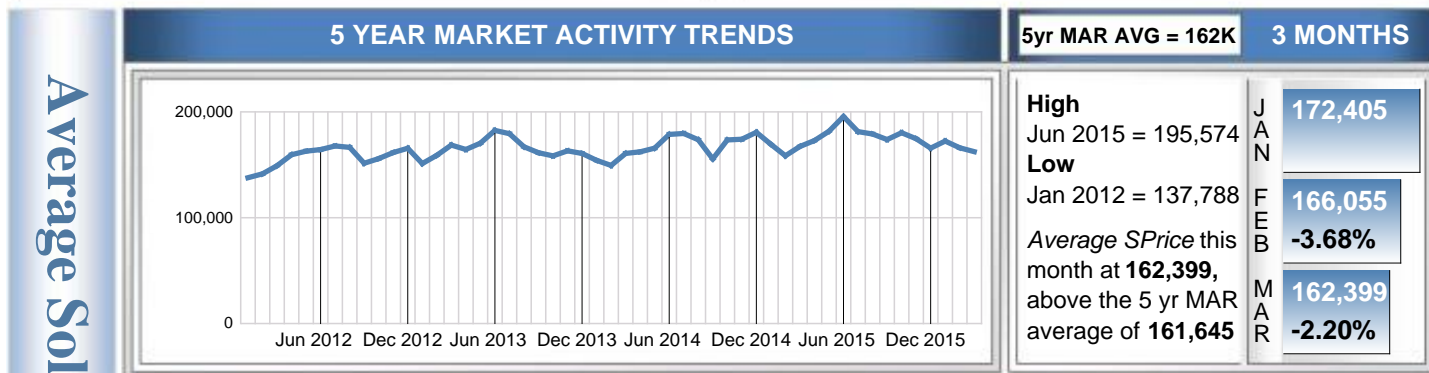
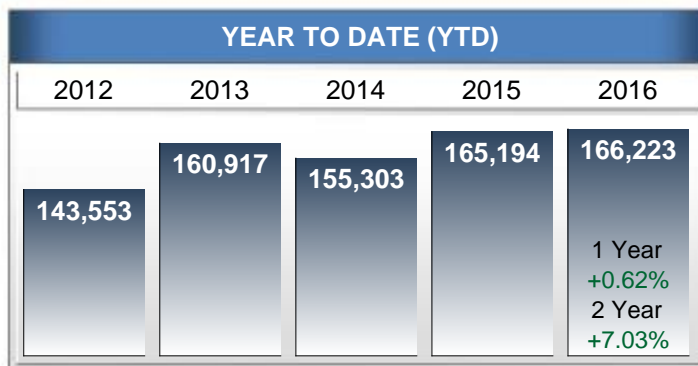
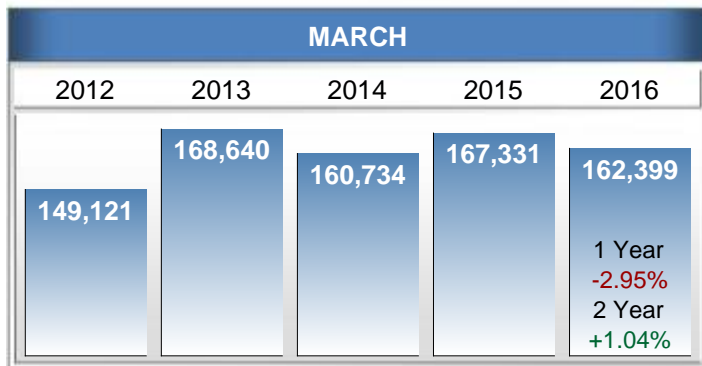
Closed Sales as of Apr 12, 2016



Average Sold Price at Closing

Report Produced on: Apr 12, 2016

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



Average Sold Price

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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	50	4.15%	14,688	14,939	13,863	15,408	0
\$25,001 - \$75,000	213	17.68%	48,941	46,684	50,888	45,994	0
\$75,001 - \$100,000	114	9.46%	88,879	88,777	89,037	89,350	75,900
\$100,001 - \$150,000	301	24.98%	126,875	123,119	126,892	128,306	129,750
\$150,001 - \$200,000	240	19.92%	172,338	169,689	172,025	172,612	182,158
\$200,001 - \$275,000	137	11.37%	235,177	229,850	233,650	235,222	251,976
\$275,001 and up	150	12.45%	417,531	866,667	340,144	411,283	440,981
Average Closed Price: \$162,399				\$96,755	\$136,529	\$243,890	\$339,865
Total Closed Units: 1,205				199	675	294	37
Total Closed Volume: 195,690,313				19.25M	92.16M	71.70M	12.58M



Monthly Inventory Analysis

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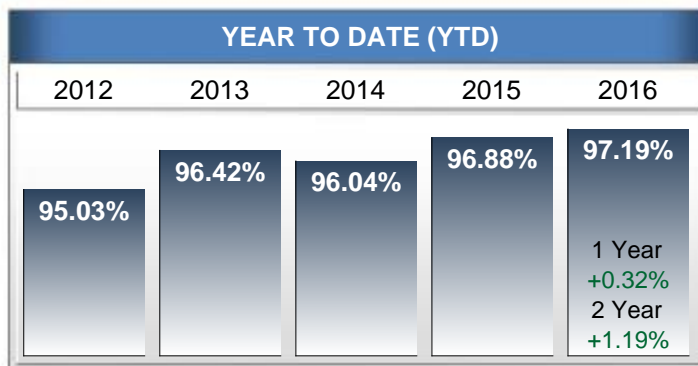
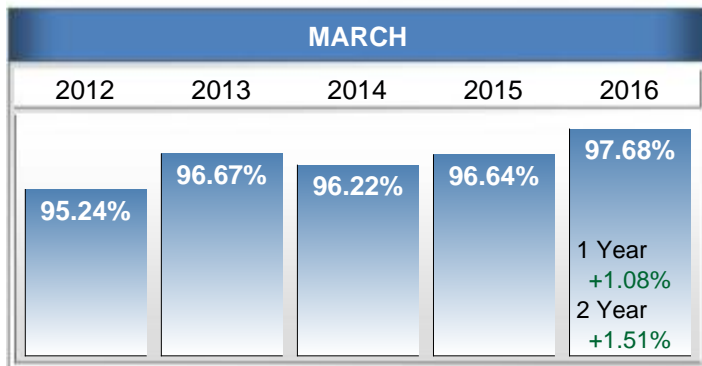
Closed Sales as of Apr 12, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr MAR AVG=96.49% **3 MONTHS**

High
Jul 2015 = 99.27%

Low
Dec 2013 = 94.64%

Average List/Sell this month at **97.68%**, above the 5 yr MAR average of **96.49%**

JAN	97.45%
FEB	96.32%
MAR	97.68%
1.41%	

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	50	4.15%	102.71%	108.68%	90.41%	88.38%	0.00%
\$25,001 - \$75,000	213	17.68%	96.11%	93.84%	98.09%	92.95%	0.00%
\$75,001 - \$100,000	114	9.46%	96.67%	96.14%	97.15%	97.07%	75.98%
\$100,001 - \$150,000	301	24.98%	98.06%	98.07%	98.27%	96.99%	87.08%
\$150,001 - \$200,000	240	19.92%	98.05%	95.08%	98.25%	98.22%	97.93%
\$200,001 - \$275,000	137	11.37%	97.73%	90.13%	98.34%	98.36%	97.93%
\$275,001 and up	150	12.45%	97.57%	94.11%	97.58%	97.93%	96.98%
Average List/Sell Ratio: 97.70%				96.99%	97.94%	97.69%	96.51%
Total Closed Units: 1,205				199	675	294	37
Total Closed Volume: 195,690,313				19.25M	92.16M	71.70M	12.58M



Monthly Inventory Analysis

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March 2016

Inventory as of Apr 12, 2016



Market Summary

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Absorption: Last 12 months, an Average of **1,140** Sales/Month

Active Inventory as of March 31, 2016 = **5,332**

	MARCH			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,180	1,205	2.12%	2,819	2,880	2.16%
Pending Sales	1,299	1,531	17.86%	3,509	3,880	10.57%
New Listings	2,269	2,268	-0.04%	6,512	6,253	-3.98%
Average List Price	173,038	167,291	-3.32%	171,233	171,525	0.17%
Average Sale Price	167,331	162,399	-2.95%	165,194	166,223	0.62%
Average Percent of List Price to Selling Price	96.64%	97.68%	1.08%	96.88%	97.19%	0.32%
Average Days on Market to Sale	54.89	54.92	0.06%	57.15	54.23	-5.12%
Monthly Inventory	5,644	5,332	-5.53%	5,644	5,332	-5.53%
Months Supply of Inventory	4.98	4.68	-6.11%	4.98	4.68	-6.11%

