



April 2016

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

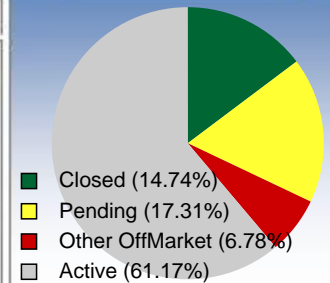


Absorption: Last 12 months, an Average of **1,156** Sales/Month

Active Inventory as of April 30, 2016 = **5,457**

	APRIL		
	2015	2016	+/- %
Closed Listings	1,145	1,315	14.85%
Pending Listings	1,473	1,544	4.82%
New Listings	2,345	2,305	-1.71%
Average List Price	178,528	176,130	-1.34%
Average Sale Price	172,965	171,255	-0.99%
Average Percent of List Price to Selling Price	97.39%	97.51%	0.12%
Average Days on Market to Sale	51.96	47.65	-8.29%
End of Month Inventory	5,580	5,457	-2.20%
Months Supply of Inventory	4.92	4.72	-4.04%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 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 April 2016 decreased **2.20%** to 5,457 existing homes available for sale. Over the last 12 months this area has had an average of 1,156 closed sales per month. This represents an unsold inventory index of **4.72** 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 **0.99%** in April 2016 to \$171,255 versus the previous year at \$172,965.

Average Days on Market Shortens

The average number of **47.65** days that homes spent on the market before selling decreased by 4.31 days or **8.29%** in April 2016 compared to last year's same month at **51.96** DOM.

Sales Success for April 2016 is Positive

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

There were 2,305 New Listings in April 2016, down **1.71%** from last year at 2,345. Furthermore, there were 1,315 Closed Listings this month versus last year at 1,145, a **14.85%** increase.

Closed versus Listed trends yielded a **57.0%** ratio, up from last year's April 2016 at **48.8%**, a **16.84%** 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®

April 2016

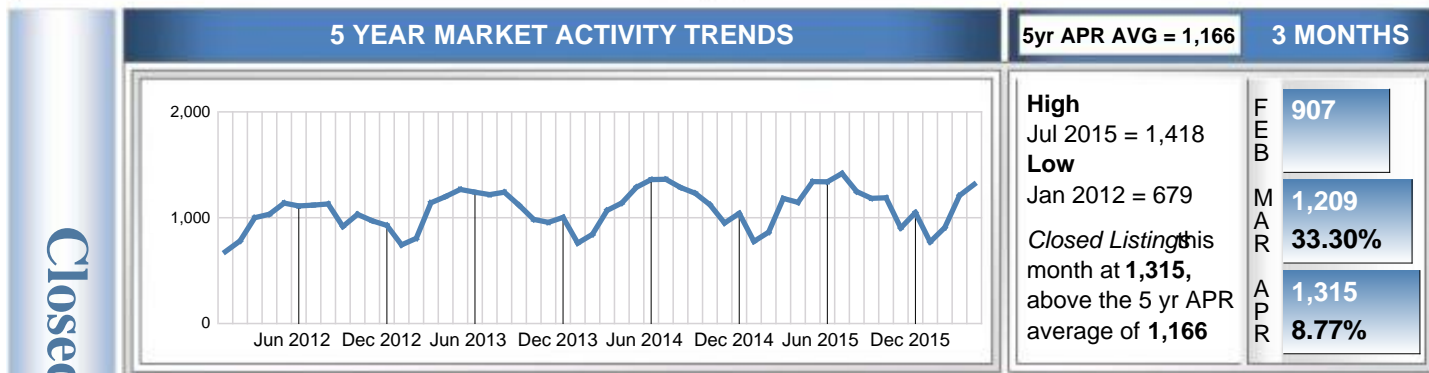
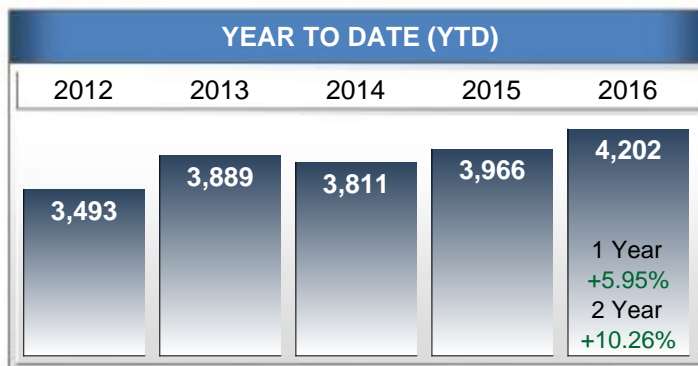
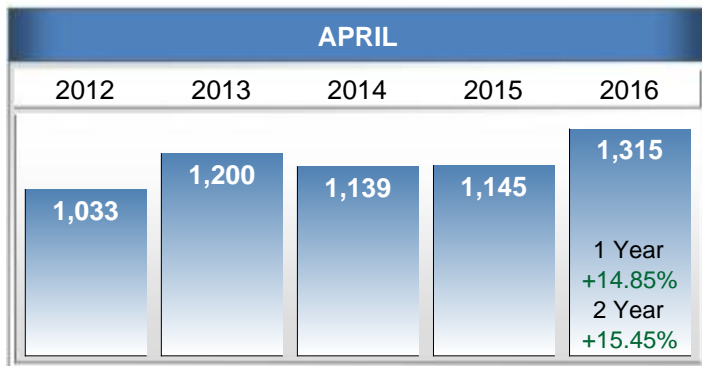
Closed Sales as of May 12, 2016



Closed Listings

Report Produced on: May 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	58	4.41%	51.7	40	17	1	0	
\$25,001 - \$75,000	167	12.70%	44.7	71	77	17	2	
\$75,001 - \$100,000	133	10.11%	50.9	23	92	17	1	
\$100,001 - \$150,000	363	27.60%	45.4	43	268	51	1	
\$150,001 - \$200,000	276	20.99%	43.8	15	169	85	7	
\$200,001 - \$300,000	183	13.92%	47.2	7	84	80	12	
\$300,001 and up	135	10.27%	60.8	2	29	74	30	
Total Closed Units: 1,315				47.6	201	736	325	53
Total Closed Volume: 225,200,044					18.15M	107.11M	76.35M	23.60M
Average Closed Price: \$171,255					\$90,315	\$145,524	\$234,909	\$445,209

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2016

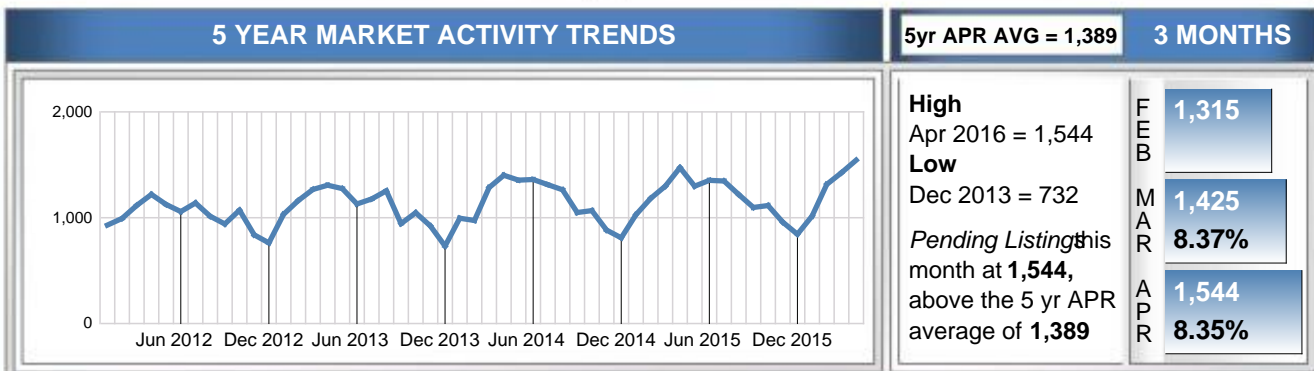
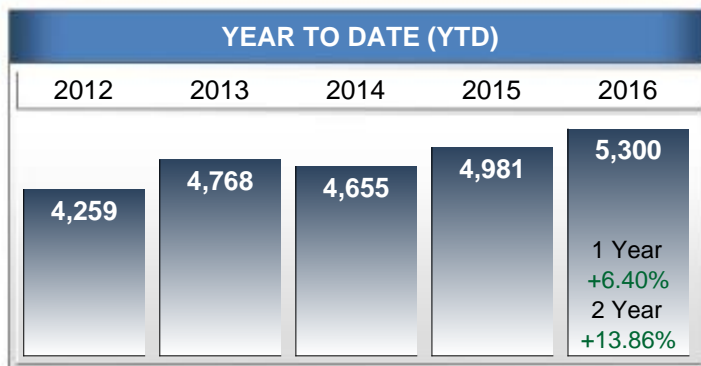
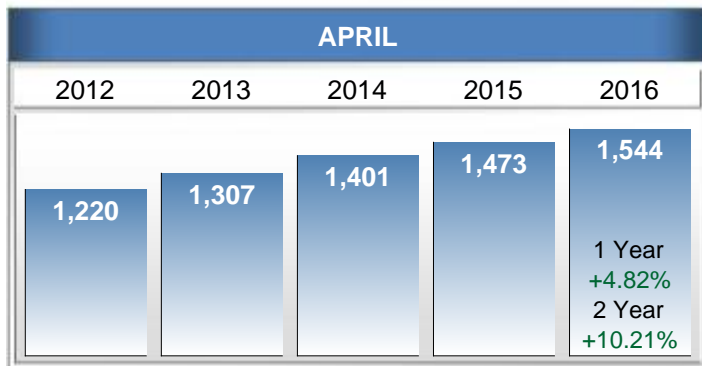
Pending Listings as of May 12, 2016



Pending Listings

Report Produced on: May 12, 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+	
\$50,000 and less	129	8.35%	43.3	62	51	16	0	
\$50,001 - \$75,000	106	6.87%	46.7	39	52	15	0	
\$75,001 - \$125,000	334	21.63%	42.2	65	239	25	5	
\$125,001 - \$175,000	364	23.58%	40.5	28	281	52	3	
\$175,001 - \$225,000	221	14.31%	36.8	8	119	90	4	
\$225,001 - \$325,000	205	13.28%	42.4	8	66	117	14	
\$325,001 and up	185	11.98%	48.9	7	45	94	39	
Total Pending Units: 1,544				46.9	217	853	409	65
Total Pending Volume: 295,236,596					21.69M	133.43M	107.70M	32.41M
Average Listing Price: \$195,637					\$99,955	\$156,423	\$263,334	\$498,676



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2016

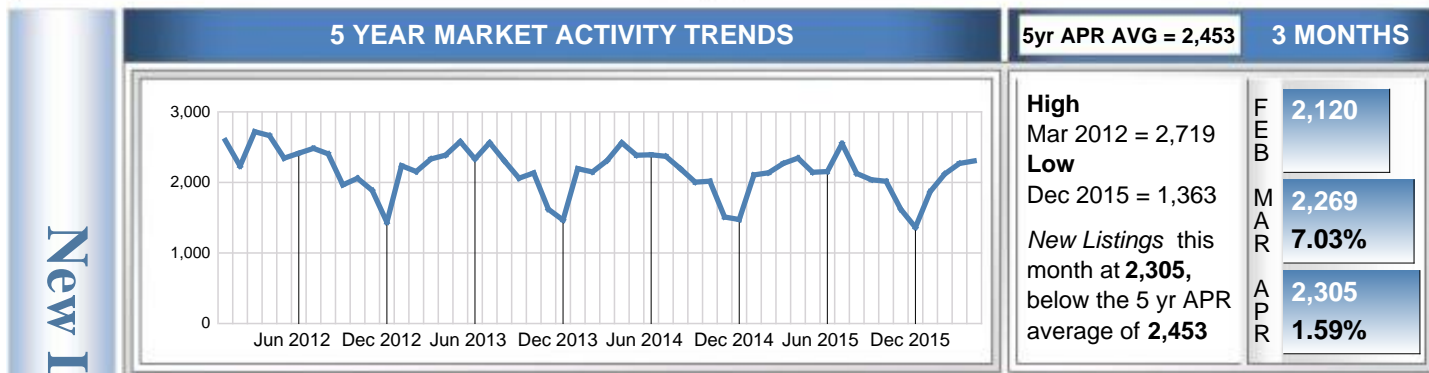
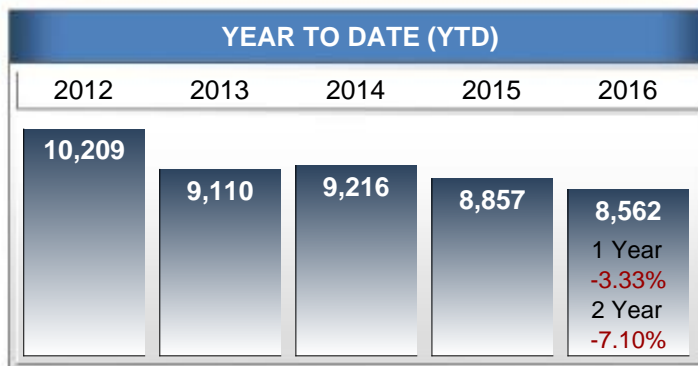
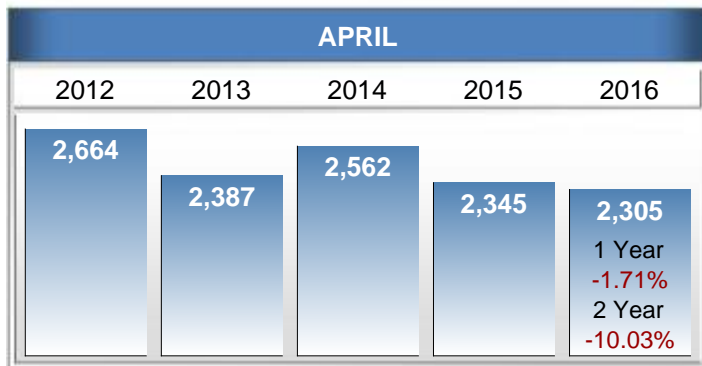
New Listings as of May 12, 2016



New Listings

Report Produced on: May 12, 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	98	4.25%	70	13	15	0
\$25,001 - \$75,000	309	13.41%	192	98	17	2
\$75,001 - \$125,000	367	15.92%	81	263	19	4
\$125,001 - \$200,000	647	28.07%	52	433	152	10
\$200,001 - \$275,000	300	13.02%	24	121	139	16
\$275,001 - \$425,000	342	14.84%	23	88	188	43
\$425,001 and up	242	10.50%	21	39	113	69
Total New Listed Units:			463	1055	643	144
Total New Listed Volume:			77.70M	183.06M	206.44M	83.12M
Average New Listed Listing Price:			\$167,812	\$173,515	\$321,061	\$577,244



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2016

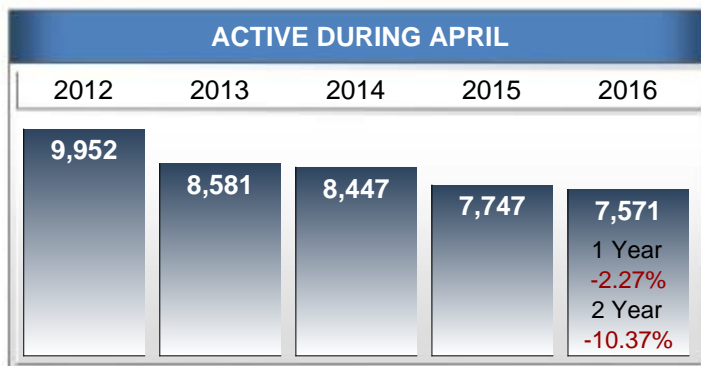
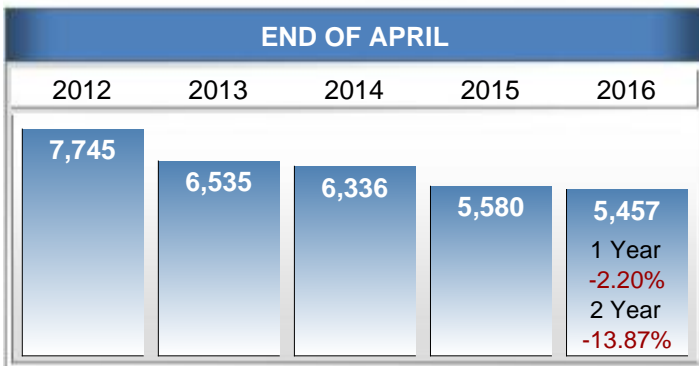
Active Inventory as of May 12, 2016



Active Inventory

Report Produced on: May 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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5yr APR AVG = 6,331 **3 MONTHS**

High
Aug 2012 = 7,999

Low
Dec 2015 = 5,104

Inventory this month at **5,457**, below the 5 yr APR average of **6,331**

FEB	5,191
MAR	5,300
APR	2.10%
MAY	5,457
JUN	2.96%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	368	6.74%	69.8	343	18	7	0		
\$25,001 - \$50,000	574	10.52%	75.4	465	92	14	3		
\$50,001 - \$100,000	886	16.24%	75.9	407	403	68	8		
\$100,001 - \$225,000	1,537	28.17%	59.5	254	897	351	35		
\$225,001 - \$325,000	870	15.94%	59.4	85	268	443	74		
\$325,001 - \$525,000	677	12.41%	64.0	74	110	385	108		
\$525,001 and up	545	9.99%	66.8	106	43	217	179		
Total Active Inventory by Units:				5,457	65.8	1,734	1,831	1,485	407
Total Active Inventory by Volume:				1,413,808,710		308.06M	323.38M	522.11M	260.26M
Average Active Inventory Listing Price:				\$259,082		\$177,658	\$176,612	\$351,591	\$639,460



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2016

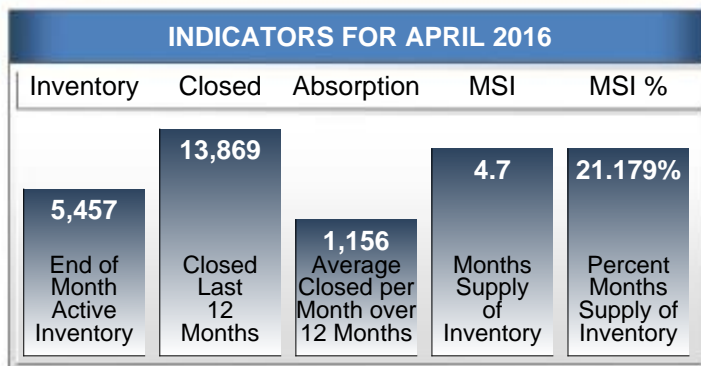
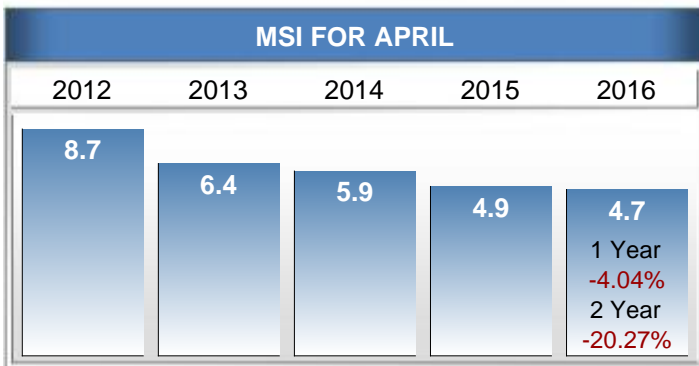
Active Inventory as of May 12, 2016



Months Supply of Inventory

Report Produced on: May 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 APR AVG = 6.1 **3 MONTHS**

High
Jan 2012 = 9.1
Low
Dec 2015 = 4.5

Months Supply this month at **4.7**, below the 5 yr APR average of **6.1**

FEB	4.6
MAR	4.6
APR	1.90%
MAY	4.7
JUN	1.70%

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	368	6.74%	8.2	12.0	1.3	3.2	0.0	
\$25,001 - \$50,000	574	10.52%	6.7	11.4	2.3	2.6	6.0	
\$50,001 - \$100,000	886	16.24%	4.5	7.5	3.1	4.7	5.6	
\$100,001 - \$225,000	1,537	28.17%	2.7	6.2	2.3	2.7	3.7	
\$225,001 - \$325,000	870	15.94%	5.7	15.5	4.8	5.7	5.6	
\$325,001 - \$525,000	677	12.41%	8.8	28.6	7.3	8.3	8.4	
\$525,001 and up	545	9.99%	17.9	60.6	10.5	14.1	19.5	
MSI:	4.7			9.9	2.9	5.1	8.6	
Total Active Inventory:	5,457			1,734	1,831	1,485	407	



Monthly Inventory Analysis

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April 2016

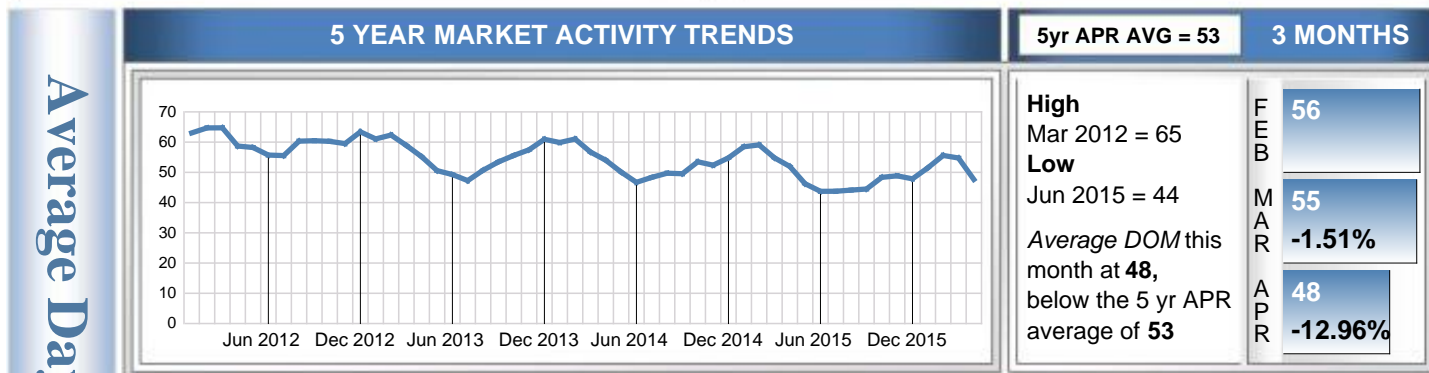
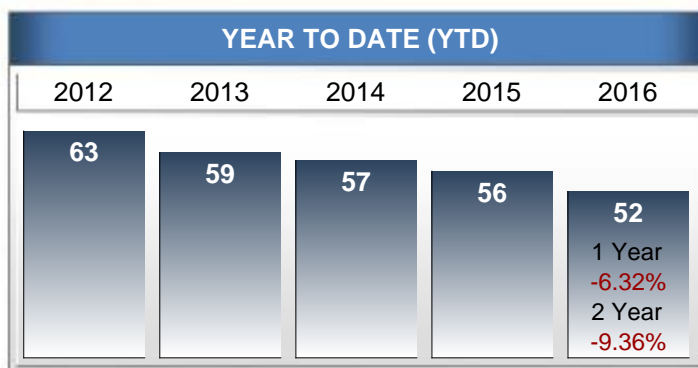
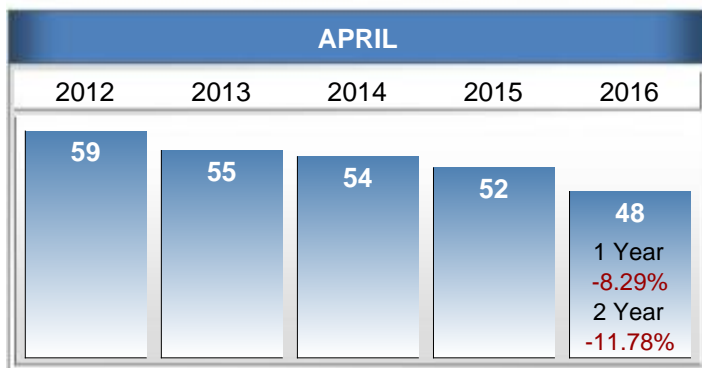
Closed Sales as of May 12, 2016



Average Days on Market to Sale

Report Produced on: May 12, 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	58		4.41%	51.7	46.6	64.2	44.0	0.0
\$25,001 - \$75,000	167		12.70%	44.7	46.1	46.5	33.6	19.0
\$75,001 - \$100,000	133		10.11%	50.9	49.6	51.8	47.4	61.0
\$100,001 - \$150,000	363		27.60%	45.4	36.9	46.6	46.9	24.0
\$150,001 - \$200,000	276		20.99%	43.8	36.8	40.0	50.3	70.9
\$200,001 - \$300,000	183		13.92%	47.2	36.7	49.8	43.2	61.8
\$300,001 and up	135		10.27%	60.8	62.5	56.4	60.4	66.0
Average Closed DOM: 47.6					43.8	46.9	49.3	63.0
Total Closed Units: 1,315					201	736	325	53
Total Closed Volume: 225,200,044					18.15M	107.11M	76.35M	23.60M



Monthly Inventory Analysis

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April 2016

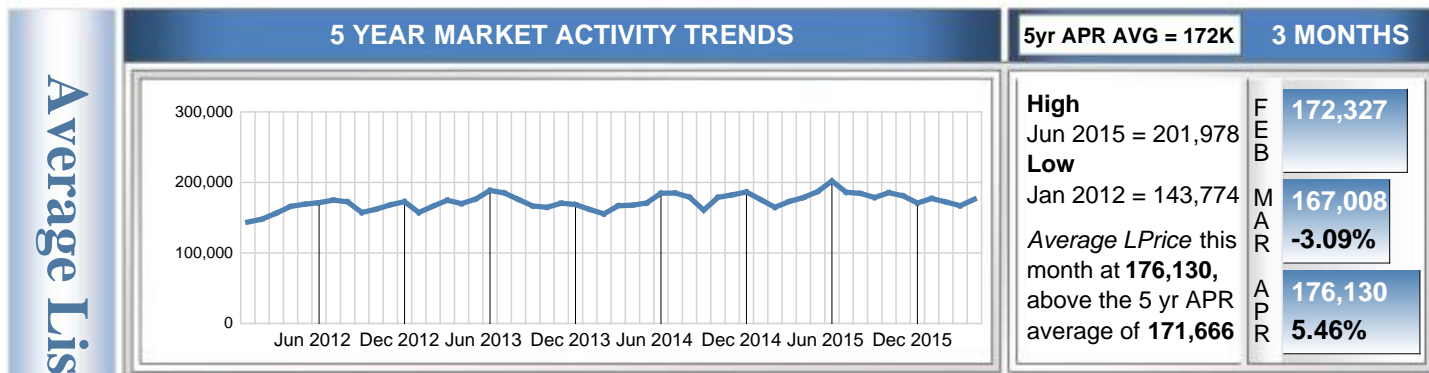
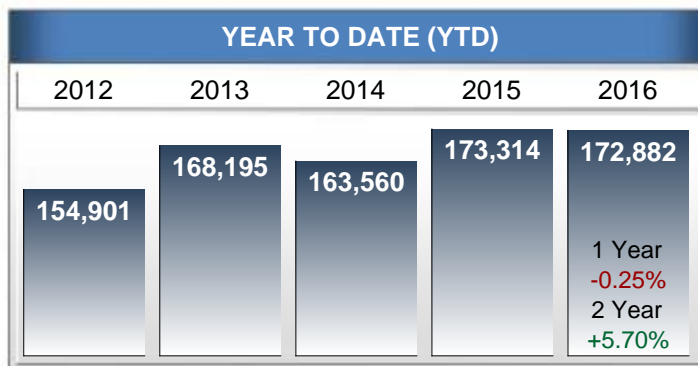
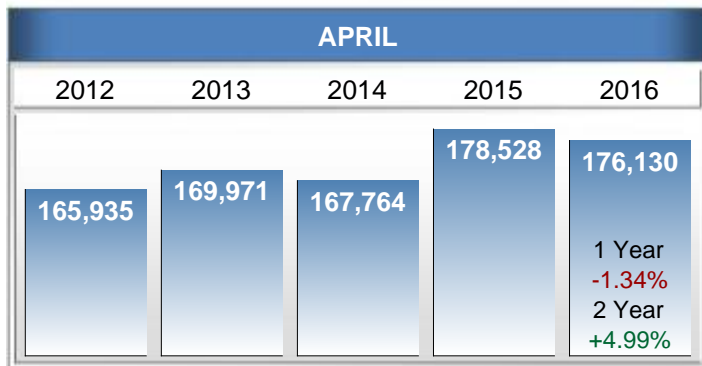
Closed Sales as of May 12, 2016



Average List Price at Closing

Report Produced on: May 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	54	4.11%	18,311	19,004	23,512	15,000	0
\$25,001 - \$75,000	167	12.70%	51,694	48,748	56,815	55,368	31,450
\$75,001 - \$100,000	130	9.89%	89,387	90,396	91,781	89,182	84,900
\$100,001 - \$150,000	362	27.53%	127,568	130,208	128,364	132,465	129,900
\$150,001 - \$200,000	274	20.84%	173,025	185,573	171,715	179,724	191,114
\$200,001 - \$300,000	187	14.22%	243,575	271,543	240,197	246,827	264,547
\$300,001 and up	141	10.72%	505,195	1,532,500	440,669	453,397	659,163
Average List Price:	\$176,130			\$97,755	\$148,907	\$239,391	\$463,490
Total Closed Units:	1,315			201	736	325	53
Total List Volume:	231,611,377			19.65M	109.60M	77.80M	24.56M



Monthly Inventory Analysis

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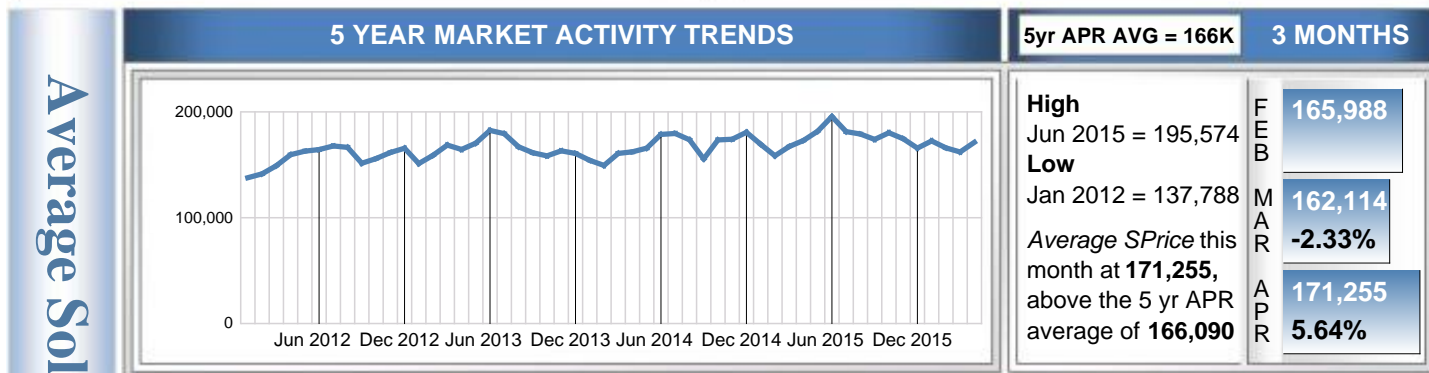
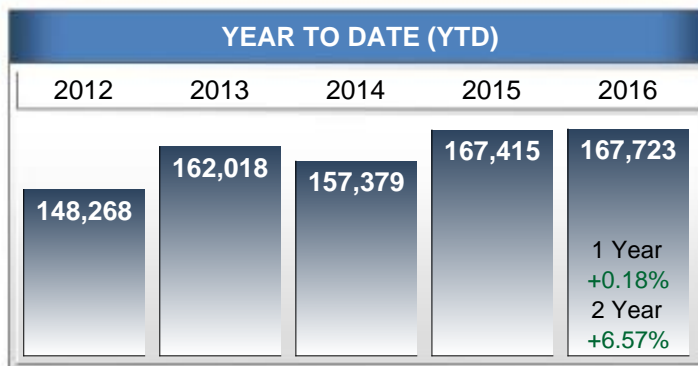
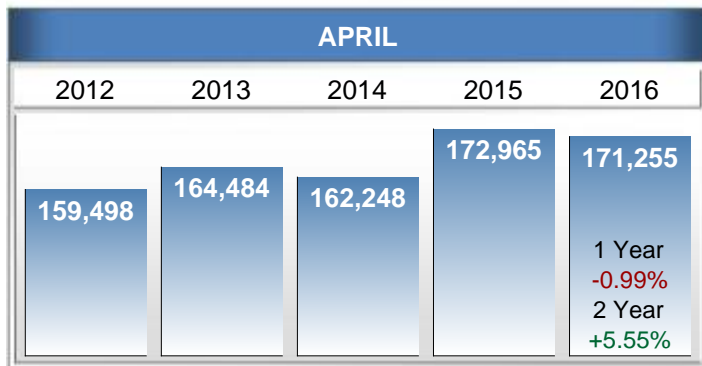
Closed Sales as of May 12, 2016



Average Sold Price at Closing

Report Produced on: May 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	58	4.41%	16,993	16,951	16,974	19,000	0
\$25,001 \$75,000	167	12.70%	50,288	45,383	54,911	52,511	27,500
\$75,001 \$100,000	133	10.11%	88,249	87,389	88,639	87,847	79,000
\$100,001 \$150,000	363	27.60%	126,097	122,540	125,918	130,114	122,000
\$150,001 \$200,000	276	20.99%	171,912	176,880	169,043	176,134	179,271
\$200,001 \$300,000	183	13.92%	241,360	250,986	235,096	244,826	256,481
\$300,001 and up	135	10.27%	493,997	1,281,858	426,598	442,528	633,580
Average Closed Price:	\$171,255			\$90,315	\$145,524	\$234,909	\$445,209
Total Closed Units:	1,315			201	736	325	53
Total Closed Volume:	225,200,044			18.15M	107.11M	76.35M	23.60M



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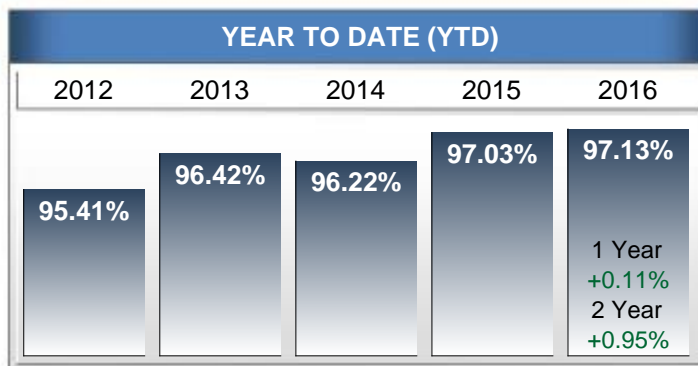
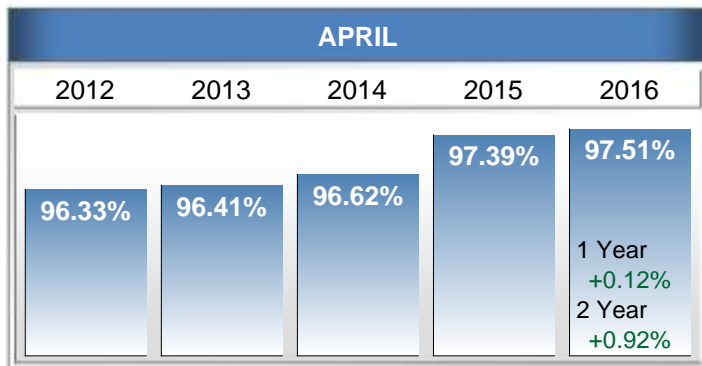
Closed Sales as of May 12, 2016



Average Percent of List Price to Selling Price

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Average List/Sell Price

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



5yr APR AVG=96.85% **3 MONTHS**

High
Jul 2015 = 99.27%

Low
Dec 2013 = 94.64%

Average List/Sell this month at **97.51%**, above the 5 yr APR average of **96.85%**

FEB	96.37%
MAR	97.08%
APR	97.51%
MAY	0.74%
JUN	0.44%

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	58	4.41%	87.16%	92.07%	73.26%	126.67%	0.00%	
\$25,001 - \$75,000	167	12.70%	95.91%	94.66%	97.21%	96.01%	88.86%	
\$75,001 - \$100,000	133	10.11%	97.33%	97.01%	97.16%	98.91%	93.05%	
\$100,001 - \$150,000	363	27.60%	97.99%	95.37%	98.34%	98.44%	93.92%	
\$150,001 - \$200,000	276	20.99%	98.29%	96.01%	98.63%	98.26%	95.28%	
\$200,001 - \$300,000	183	13.92%	100.07%	93.64%	97.99%	103.28%	96.97%	
\$300,001 and up	135	10.27%	97.76%	87.66%	96.87%	98.47%	97.52%	
Average List/Sell Ratio:				97.50%	94.56%	97.47%	99.58%	96.62%
Total Closed Units:				1,315	201	736	325	53
Total Closed Volume:				225,200,044	18.15M	107.11M	76.35M	23.60M



Monthly Inventory Analysis

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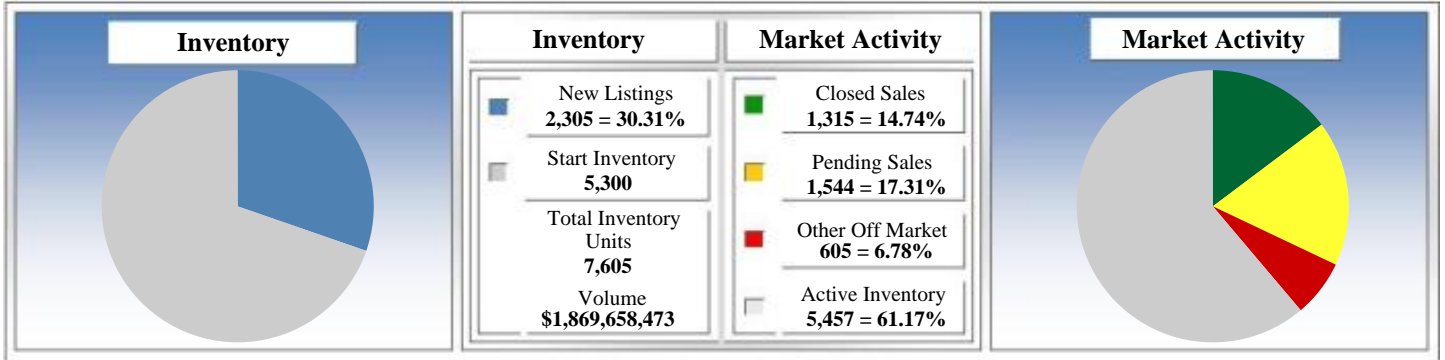
Inventory as of May 12, 2016



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 **1,156** Sales/Month

Active Inventory as of April 30, 2016 = **5,457**

	APRIL			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,145	1,315	14.85%	3,966	4,202	5.95%
Pending Sales	1,473	1,544	4.82%	4,981	5,300	6.40%
New Listings	2,345	2,305	-1.71%	8,857	8,562	-3.33%
Average List Price	178,528	176,130	-1.34%	173,314	172,882	-0.25%
Average Sale Price	172,965	171,255	-0.99%	167,415	167,723	0.18%
Average Percent of List Price to Selling Price	97.39%	97.51%	0.12%	97.03%	97.13%	0.11%
Average Days on Market to Sale	51.96	47.65	-8.29%	55.63	52.11	-6.32%
Monthly Inventory	5,580	5,457	-2.20%	5,580	5,457	-2.20%
Months Supply of Inventory	4.92	4.72	-4.04%	4.92	4.72	-4.04%

