



March 2016

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

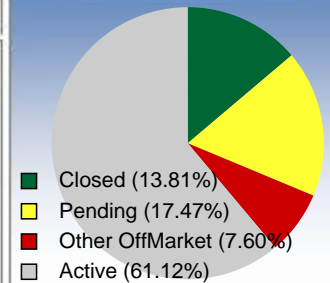


Absorption: Last 12 months, an Average of **1,140** Sales/Month

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

	MARCH		
	2015	2016	+/- %
Closed Listings	1,180	1,205	2.12%
Pending Listings	1,299	1,524	17.32%
New Listings	2,269	2,268	-0.04%
Median List Price	144,900	140,400	-3.11%
Median Sale Price	140,000	139,900	-0.07%
Median Percent of List Price to Selling Price	98.22%	98.50%	0.28%
Median Days on Market to Sale	37.00	37.00	0.00%
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 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 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.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.07%** in March 2016 to \$139,900 versus the previous year at \$140,000.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in March 2016 compared to last year's same month at **37.00** DOM.

Sales Success for March 2016 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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®

March 2016

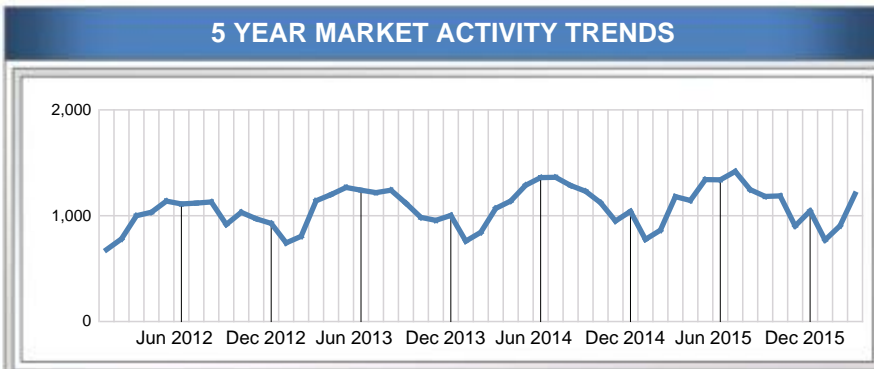
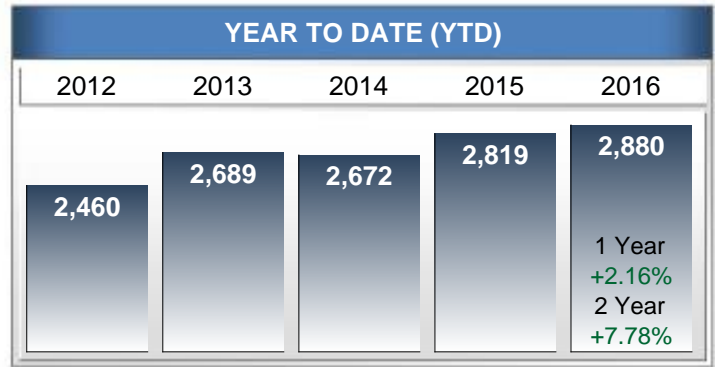
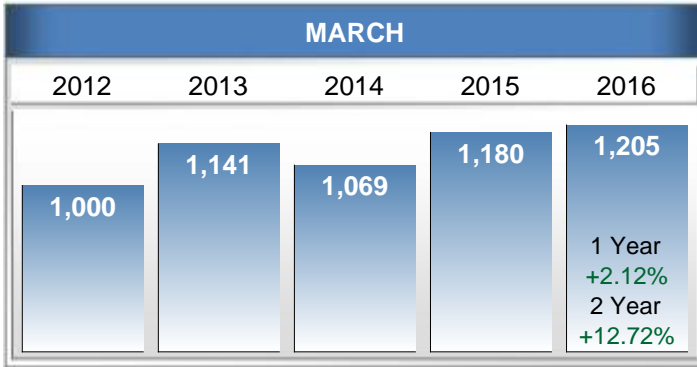
Closed Sales as of Apr 13, 2016



Closed Listings

Report Produced on: Apr 13, 2016

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



5yr MAR AVG = 1,119 **3 MONTHS**

High
Jul 2015 = 1,418
Low
Jan 2012 = 679

Closed Listing this month at **1,205**, above the 5 yr MAR average of **1,119**

JAN	770
FEB	905
MAR	1,205
17.53%	
33.15%	

Closed Listings

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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	94	7.80%	89.0	54	34	6	0
\$30,001 - \$70,000	145	12.03%	37.0	58	81	6	0
\$70,001 - \$110,000	193	16.02%	40.0	45	127	20	1
\$110,001 - \$160,000	311	25.81%	27.0	13	245	52	1
\$160,001 - \$200,000	175	14.52%	42.0	13	99	57	6
\$200,001 - \$290,000	163	13.53%	32.0	11	63	80	9
\$290,001 and up	124	10.29%	42.0	5	26	73	20
Total Closed Units: 1,205				199	675	294	37
Total Closed Volume: 195,690,313				19.25M	92.16M	71.70M	12.58M
Median Closed Price: \$139,900				\$62,500	\$130,000	\$205,000	\$301,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

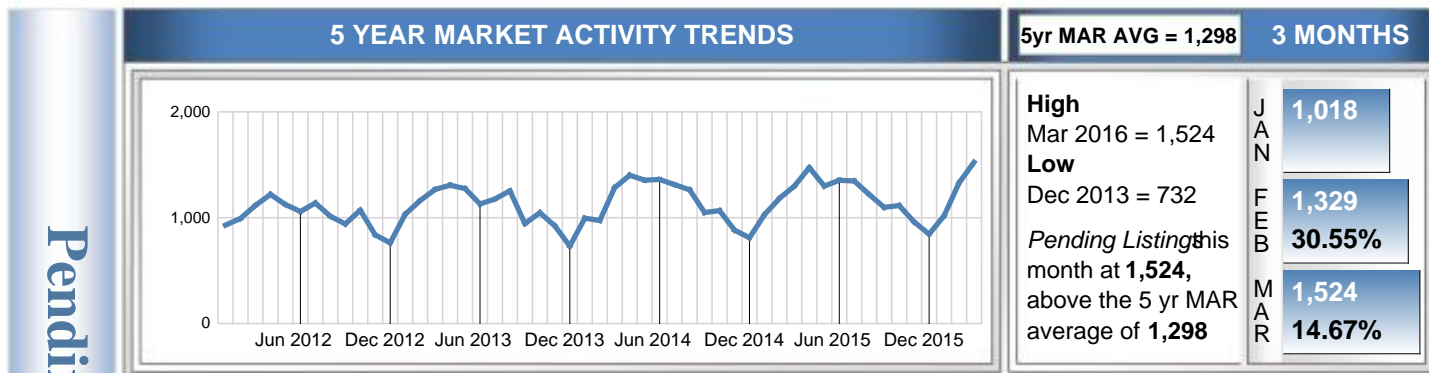
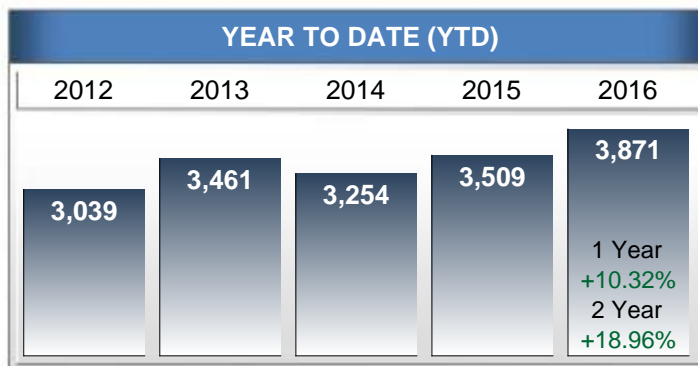
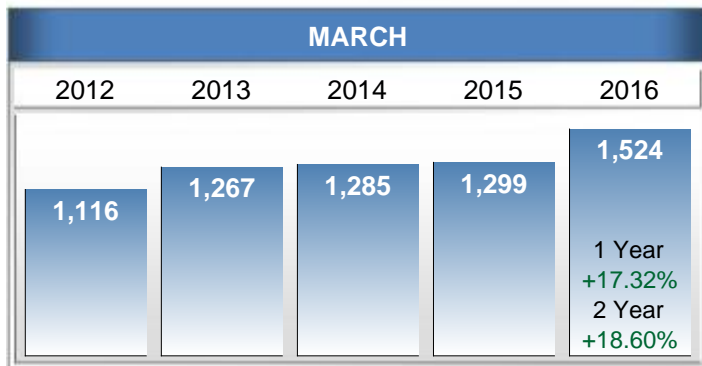
Pending Listings as of Apr 13, 2016



Pending Listings

Report Produced on: Apr 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	119	7.81%	38.0	82	30	5	2	
\$40,001 - \$80,000	204	13.39%	40.0	87	101	16	0	
\$80,001 - \$120,000	240	15.75%	28.0	41	169	29	1	
\$120,001 - \$160,000	339	22.24%	25.0	31	245	62	1	
\$160,001 - \$210,000	255	16.73%	23.0	17	162	73	3	
\$210,001 - \$310,000	210	13.78%	34.5	12	85	102	11	
\$310,001 and up	157	10.30%	55.0	6	29	88	34	
Total Pending Units: 1,524				31.0	276	821	375	52
Total Pending Volume: 267,011,178					24.80M	121.88M	93.93M	26.40M
Median Listing Price: \$145,000					\$59,950	\$139,000	\$211,807	\$368,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

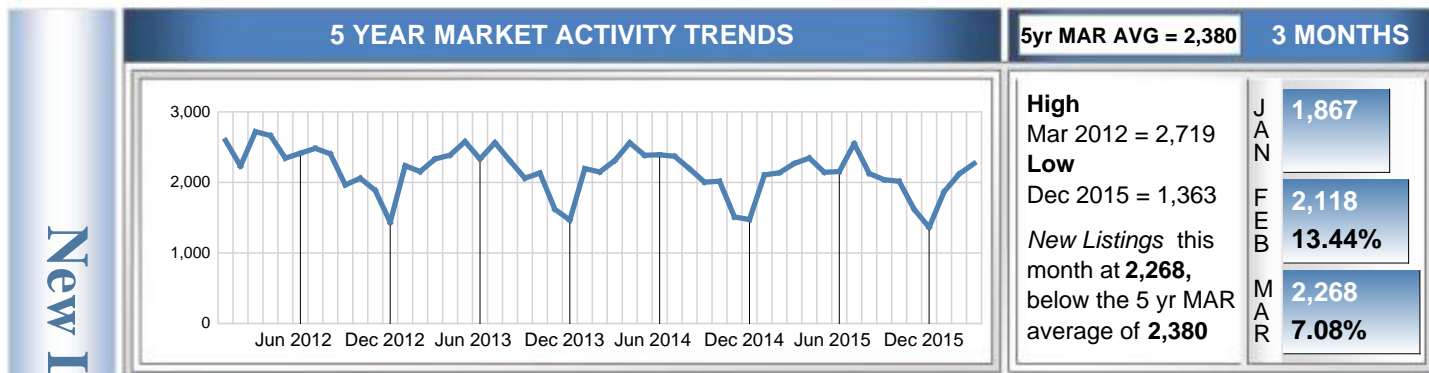
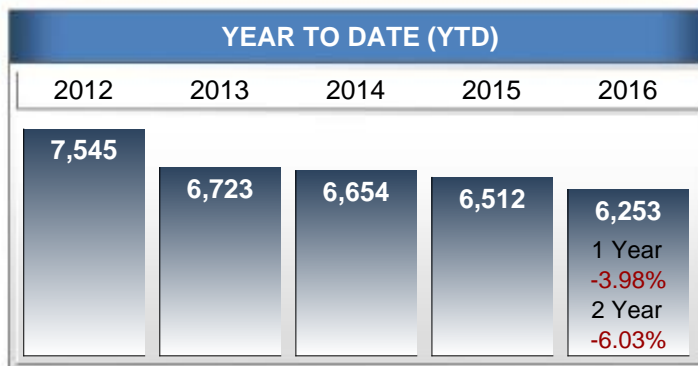
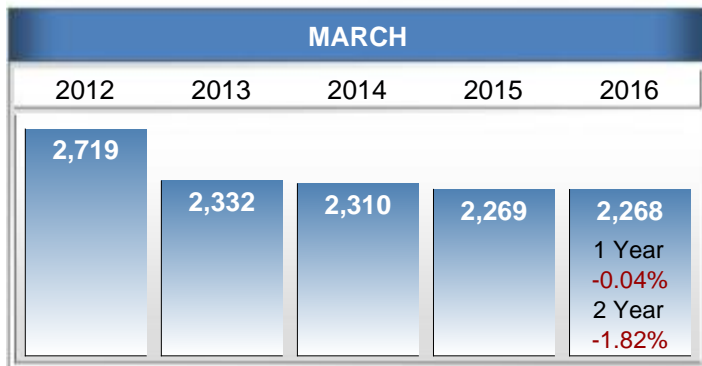
New Listings as of Apr 13, 2016



New Listings

Report Produced on: Apr 13, 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	105	4.63%	91	12	2	0
\$25,001 - \$75,000	319	14.07%	191	108	17	3
\$75,001 - \$125,000	408	17.99%	88	266	47	7
\$125,001 - \$200,000	551	24.29%	54	371	122	4
\$200,001 - \$275,000	329	14.51%	23	126	161	19
\$275,001 - \$425,000	322	14.20%	21	80	185	36
\$425,001 and up	234	10.32%	28	22	102	82
Total New Listed Units:			496	985	636	151
Total New Listed Volume:			80.12M	165.48M	200.80M	100.93M
Median New Listed Listing Price:			\$60,450	\$144,900	\$259,900	\$465,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

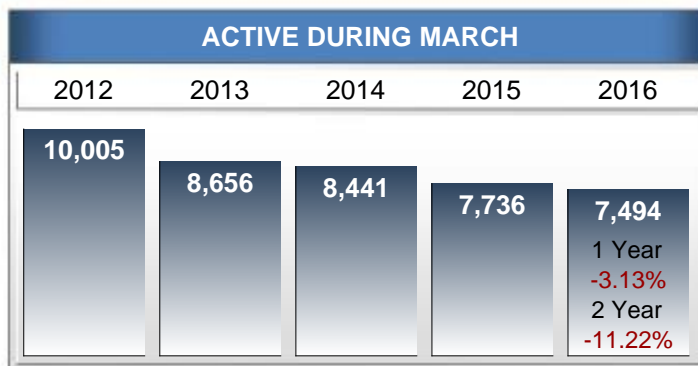
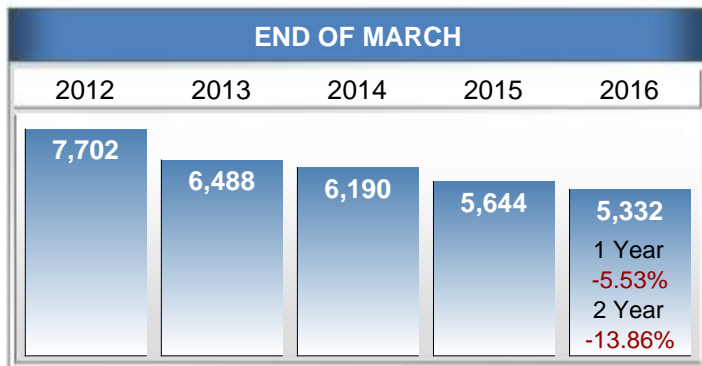
Active Inventory as of Apr 13, 2016



Active Inventory

Report Produced on: Apr 13, 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 MAR AVG = 6,271 **3 MONTHS**

High
Aug 2012 = 7,999

Low
Dec 2015 = 5,142

Inventory this month at **5,332**, below the 5 yr MAR average of **6,271**

JAN	5,186
FEB	5,273
MAR	5,332

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	330	6.19%	43.5	309	17	4	0		
\$25,001 - \$50,000	560	10.50%	72.0	450	94	13	3		
\$50,001 - \$100,000	916	17.18%	59.0	419	414	75	8		
\$100,001 - \$225,000	1,547	29.01%	45.0	264	908	344	31		
\$225,001 - \$300,000	687	12.88%	42.0	67	207	359	54		
\$300,001 - \$475,000	714	13.39%	52.0	75	133	405	101		
\$475,001 and up	578	10.84%	58.0	104	51	240	183		
Total Active Inventory by Units:				5,332	52.0	1,688	1,824	1,440	380
Total Active Inventory by Volume:				1,347,526,815		279.13M	317.93M	497.77M	252.70M
Median Active Inventory Listing Price:				\$163,900		\$59,250	\$141,960	\$285,000	\$465,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

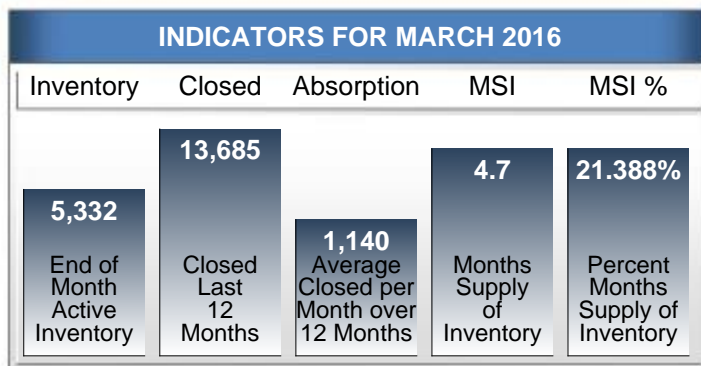
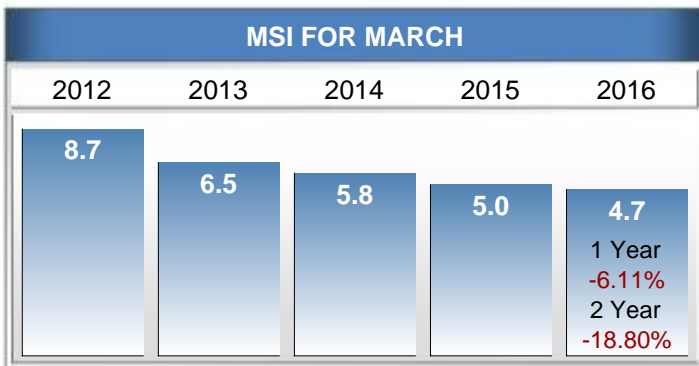
Active Inventory as of Apr 13, 2016



Months Supply of Inventory

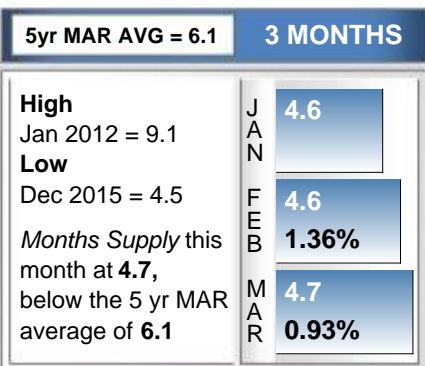
Report Produced on: Apr 13, 2016

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



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	560	10.50%	6.5	10.9	2.4	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	1,547	29.01%	2.8	6.6	2.4	2.7	3.4	
\$225,001 - \$300,000	687	12.88%	5.3	14.4	4.2	5.5	5.5	
\$300,001 - \$475,000	714	13.39%	7.9	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			1,688	1,824	1,440	380	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

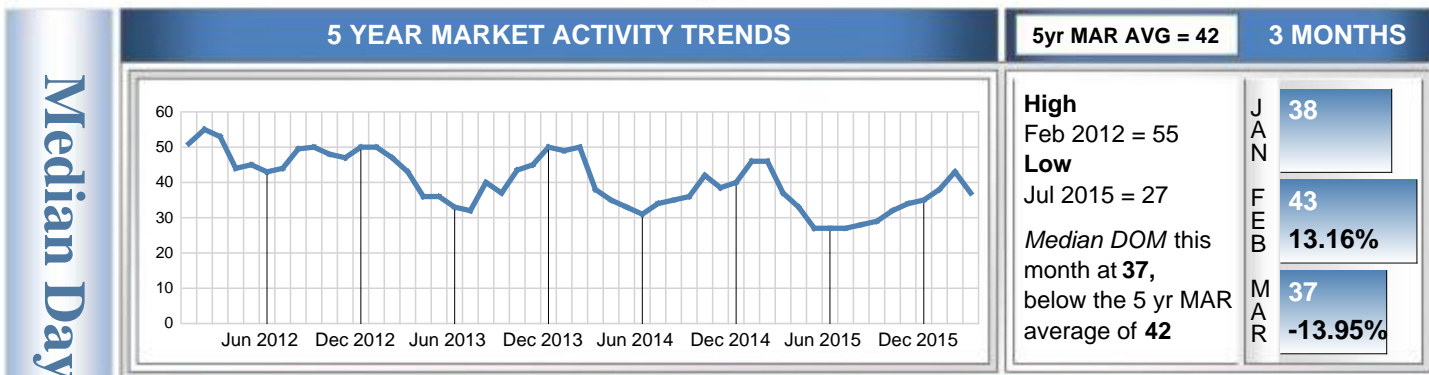
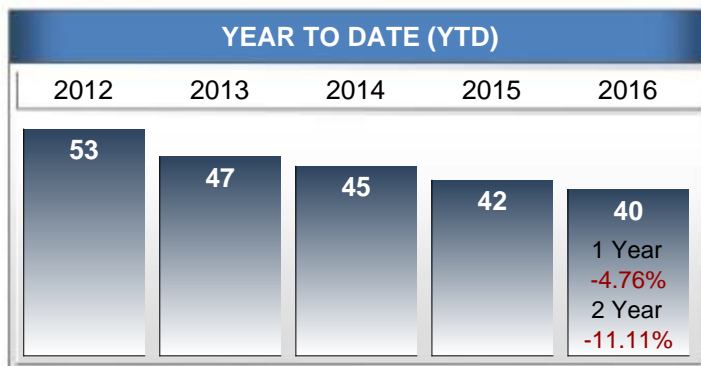
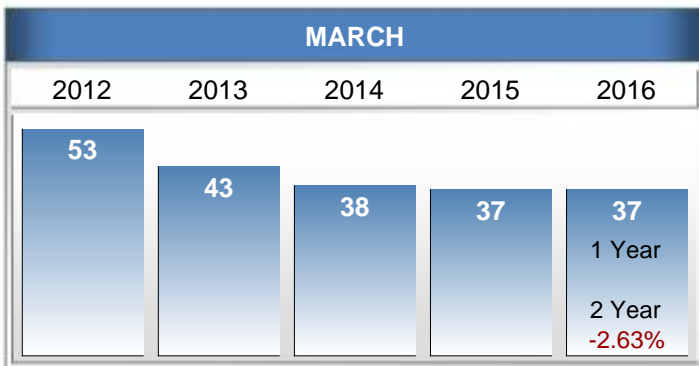
Closed Sales as of Apr 13, 2016



Median Days on Market to Sale

Report Produced on: Apr 13, 2016

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



Median Days on Market

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

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	94			7.80%	89.0	62.5	150.5	84.0	0.0
\$30,001 - \$70,000	145			12.03%	37.0	48.0	27.0	66.5	0.0
\$70,001 - \$110,000	193			16.02%	40.0	46.0	32.0	47.5	54.0
\$110,001 - \$160,000	311			25.81%	27.0	6.0	25.0	36.5	171.0
\$160,001 - \$200,000	175			14.52%	42.0	90.0	28.0	55.0	109.0
\$200,001 - \$290,000	163			13.53%	32.0	16.0	24.0	51.5	54.0
\$290,001 and up	124			10.29%	42.0	4.0	18.5	46.0	74.5
Median Closed DOM:	37.0					45.0	29.0	47.0	74.0
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

Data from the Greater Tulsa Association of REALTORS®

March 2016

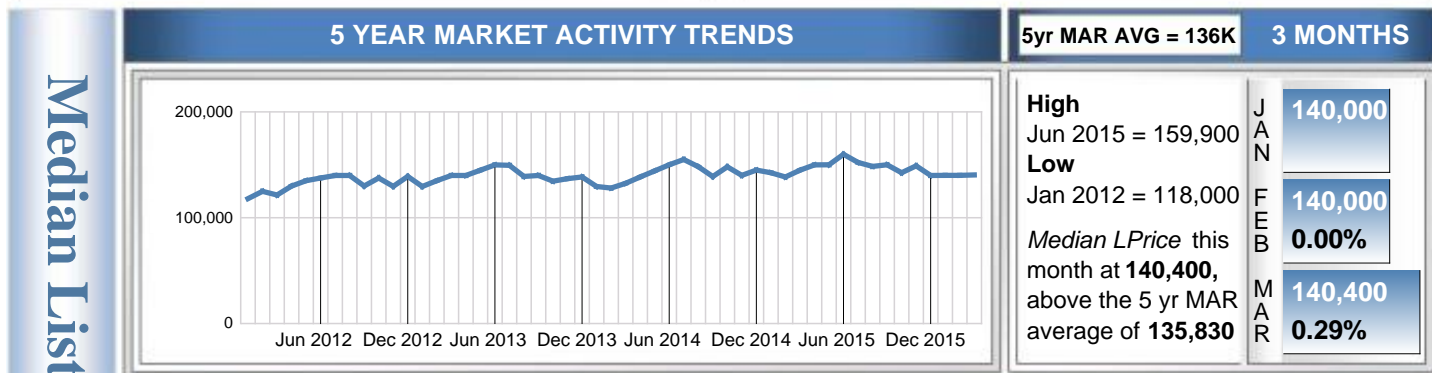
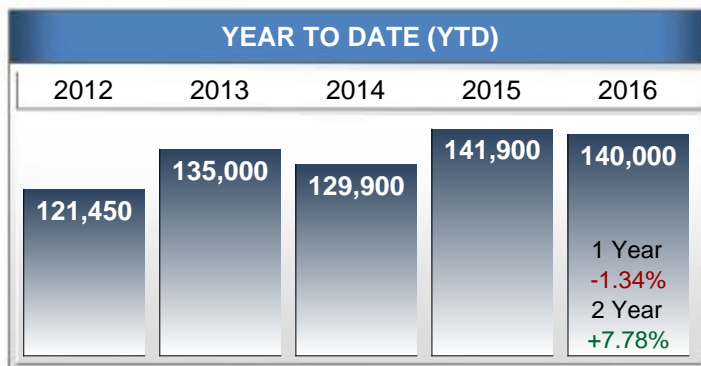
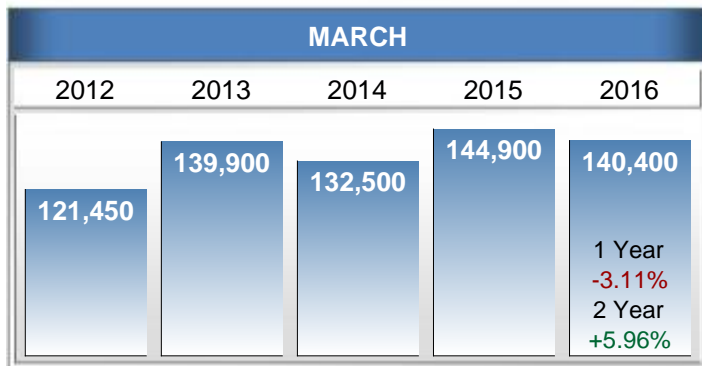
Closed Sales as of Apr 13, 2016



Median List Price at Closing

Report Produced on: Apr 13, 2016

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



Median List Price

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

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	88		7.30%	23,925	20,000	27,000	24,900	0
\$30,001 - \$70,000	145		12.03%	53,000	47,000	55,900	58,900	0
\$70,001 - \$110,000	181		15.02%	92,500	89,900	95,000	99,000	99,900
\$110,001 - \$160,000	316		26.22%	136,400	125,000	135,000	148,900	159,900
\$160,001 - \$200,000	181		15.02%	179,900	175,000	178,500	179,900	199,900
\$200,001 - \$290,000	156		12.95%	239,950	232,450	239,950	240,000	250,000
\$290,001 and up	138		11.45%	389,900	350,000	350,000	399,950	389,900
Median List Price:	\$140,400				\$69,500	\$131,500	\$210,904	\$299,900
Total Closed Units:	1,205				199	675	294	37
Total List Volume:	201,585,221				20.95M	94.17M	73.44M	13.03M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

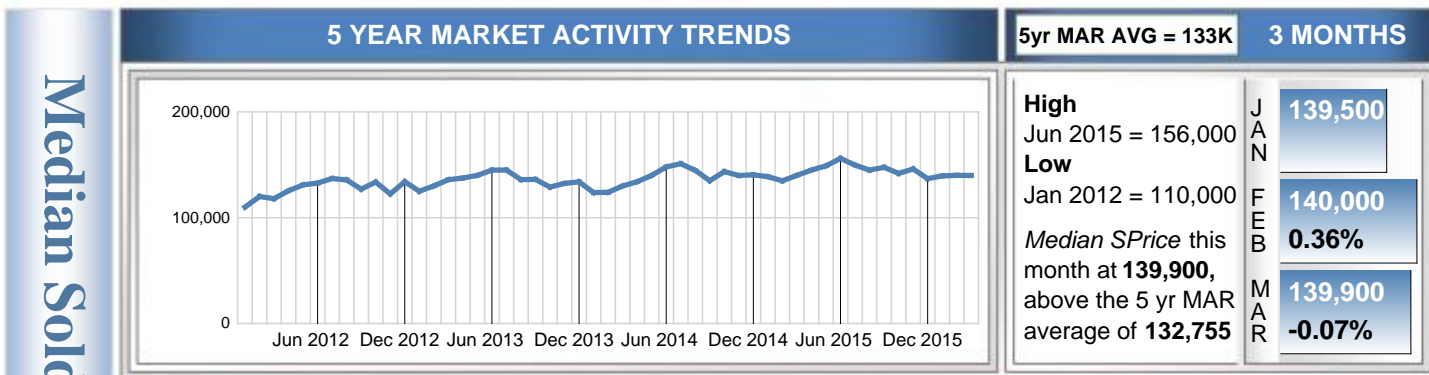
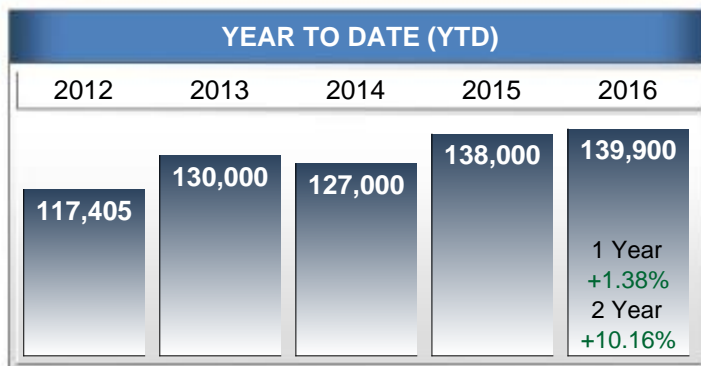
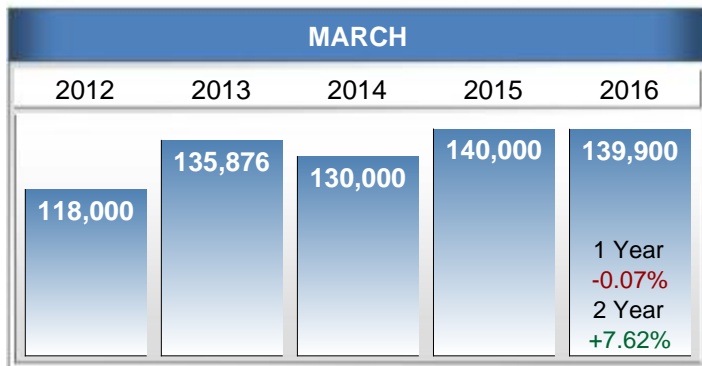
Closed Sales as of Apr 13, 2016



Median Sold Price at Closing

Report Produced on: Apr 13, 2016

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



Median Sold Price

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

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	94		7.80%	23,257	21,000	27,000	23,550	0
\$30,001 - \$70,000	145		12.03%	53,000	48,000	55,000	50,263	0
\$70,001 - \$110,000	193		16.02%	92,500	87,000	95,000	97,000	75,900
\$110,001 - \$160,000	311		25.81%	136,000	125,000	135,000	149,450	129,750
\$160,001 - \$200,000	175		14.52%	178,000	169,900	179,000	179,900	186,750
\$200,001 - \$290,000	163		13.53%	240,000	230,000	240,000	240,000	269,908
\$290,001 and up	124		10.29%	384,500	560,000	347,500	402,500	378,950
Median Closed Price:	\$139,900				\$62,500	\$130,000	\$205,000	\$301,000
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

Data from the Greater Tulsa Association of REALTORS®

March 2016

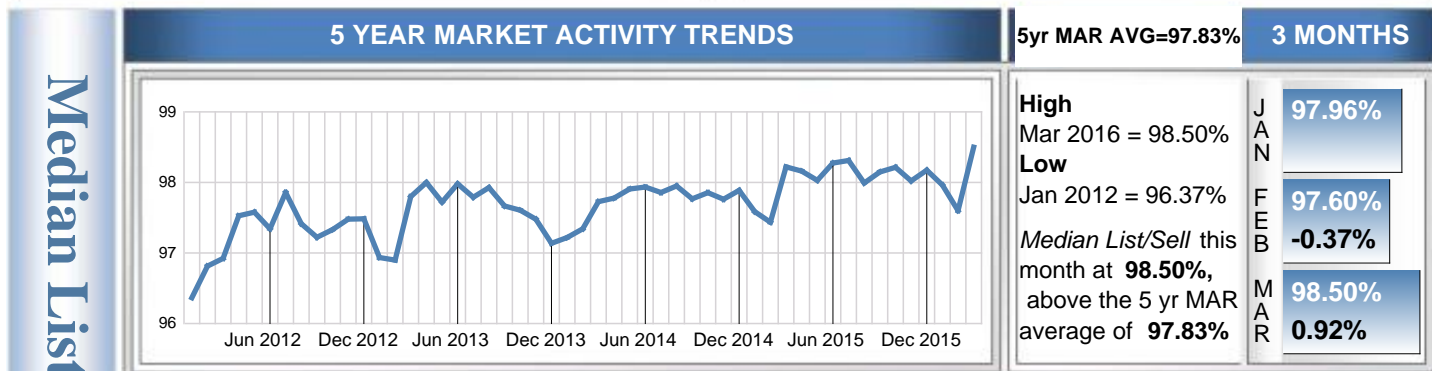
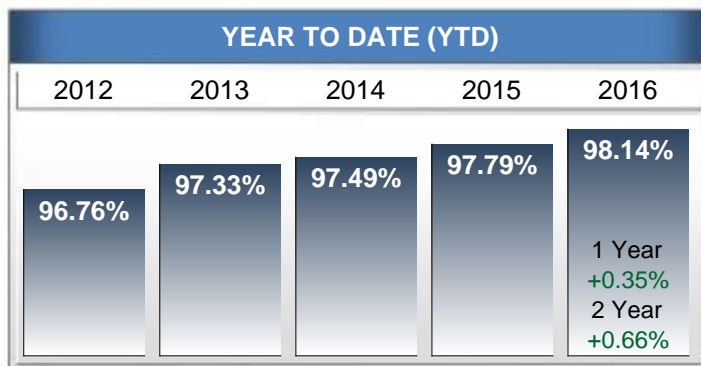
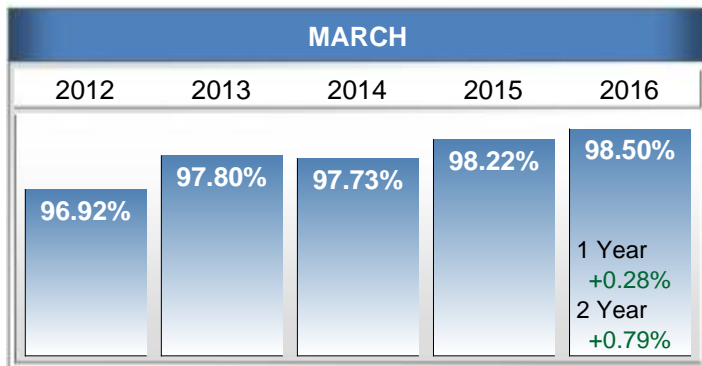
Closed Sales as of Apr 13, 2016



Median Percent of List Price to Selling Price

Report Produced on: Apr 13, 2016

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



Median List/Sell Price

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

MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	94	7.80%	100.00%	95.39%	100.00%	90.36%	0.00%
\$30,001 - \$70,000	145	12.03%	95.58%	94.63%	96.29%	90.79%	0.00%
\$70,001 - \$110,000	193	16.02%	97.78%	96.59%	98.35%	97.91%	75.98%
\$110,001 - \$160,000	311	25.81%	99.16%	100.00%	99.21%	98.20%	87.08%
\$160,001 - \$200,000	175	14.52%	98.92%	96.57%	99.05%	98.91%	99.77%
\$200,001 - \$290,000	163	13.53%	98.28%	95.00%	98.61%	98.30%	97.18%
\$290,001 and up	124	10.29%	98.33%	100.00%	97.66%	98.97%	97.08%
Median List/Sell Ratio: 98.50%				96.53%	98.89%	98.56%	97.18%
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

Data from the Greater Tulsa Association of REALTORS®

March 2016

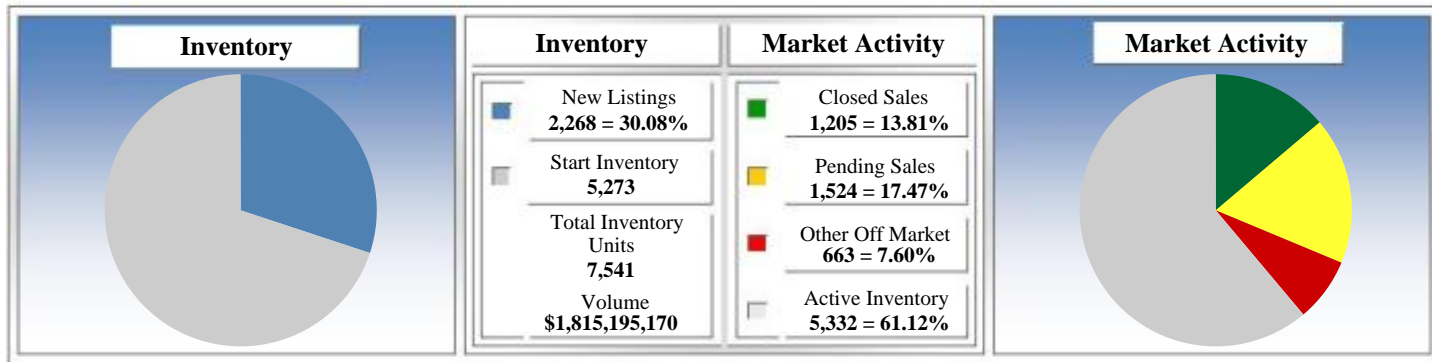
Inventory as of Apr 13, 2016



Market Summary

Report Produced on: Apr 13, 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			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	1,524	17.32%	3,509	3,871	10.32%
New Listings	2,269	2,268	-0.04%	6,512	6,253	-3.98%
Median List Price	144,900	140,400	-3.11%	141,900	140,000	-1.34%
Median Sale Price	140,000	139,900	-0.07%	138,000	139,900	1.38%
Median Percent of List Price to Selling Price	98.22%	98.50%	0.28%	97.79%	98.14%	0.35%
Median Days on Market to Sale	37.00	37.00	0.00%	42.00	40.00	-4.76%
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%

