



January 2016

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

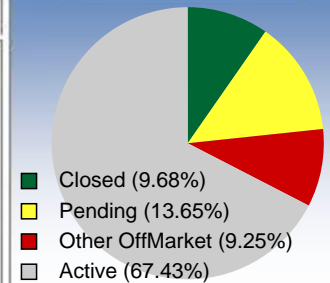


Absorption: Last 12 months, an Average of **1,132** Sales/Month

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%
Median List Price	142,500	140,000	-1.75%
Median Sale Price	138,750	139,500	0.54%
Median Percent of List Price to Selling Price	97.59%	97.95%	0.37%
Median Days on Market to Sale	46.00	38.00	-17.39%
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.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.54%** in January 2016 to \$139,500 versus the previous year at \$138,750.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 8.00 days or **17.39%** in January 2016 compared to last year's same month at **46.00** DOM.

Sales Success for January 2016 is Positive

Overall, with Median 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.

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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

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January 2016

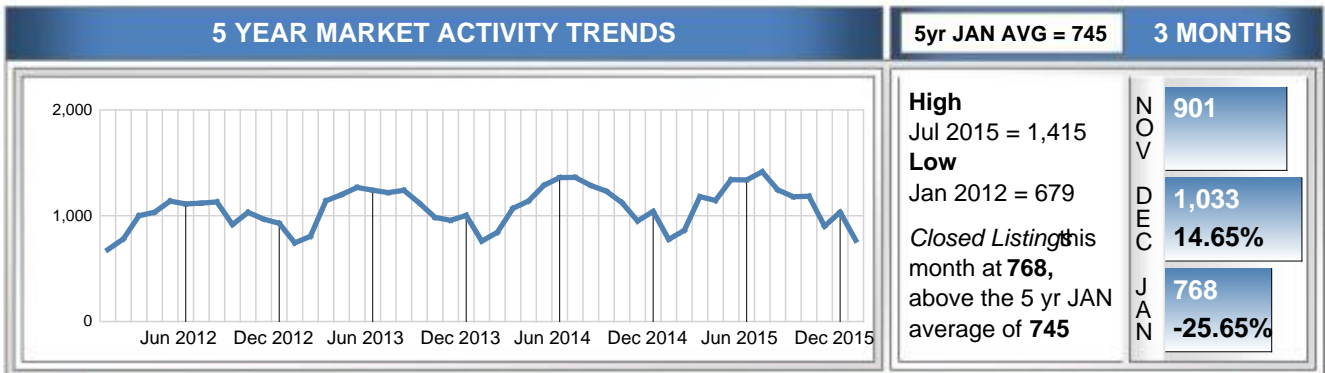
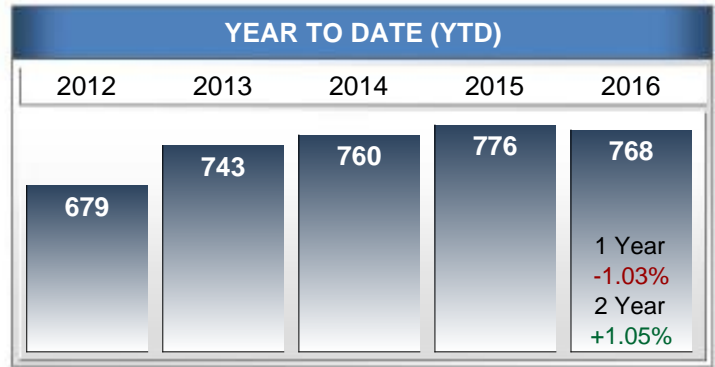
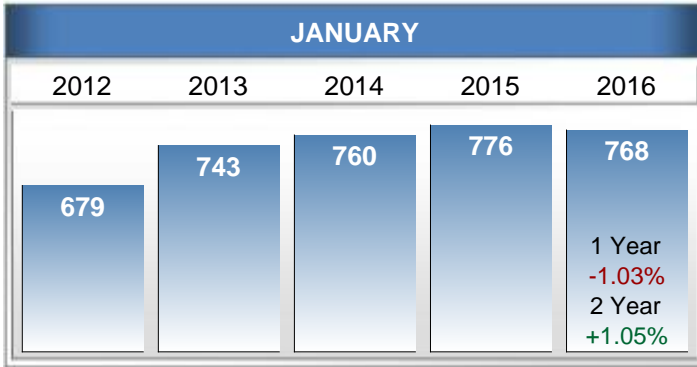
Closed Sales as of Feb 15, 2016



Closed Listings

Report Produced on: Feb 15, 2016

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



Closed Listings

Ready to Buy or Sell Real Estate?
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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	67	8.72%	29.0	27	34	6	0	
\$40,001 - \$70,000	84	10.94%	30.0	24	53	7	0	
\$70,001 - \$110,000	119	15.49%	35.0	27	81	11	0	
\$110,001 - \$160,000	191	24.87%	44.0	18	140	32	1	
\$160,001 - \$210,000	129	16.80%	36.0	9	74	42	4	
\$210,001 - \$290,000	99	12.89%	38.0	5	37	52	5	
\$290,001 and up	79	10.29%	39.0	6	14	39	20	
Total Closed Units: 768				38.0	116	433	189	30
Total Closed Volume: 132,466,470					14.04M	58.54M	46.71M	13.18M
Median Closed Price: \$139,500					\$75,750	\$128,000	\$202,000	\$333,496



Monthly Inventory Analysis

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January 2016

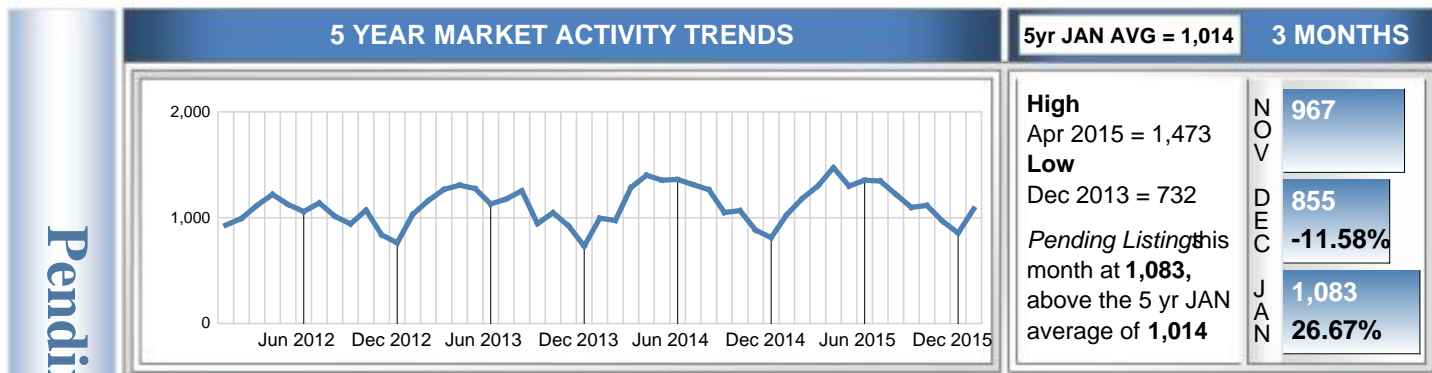
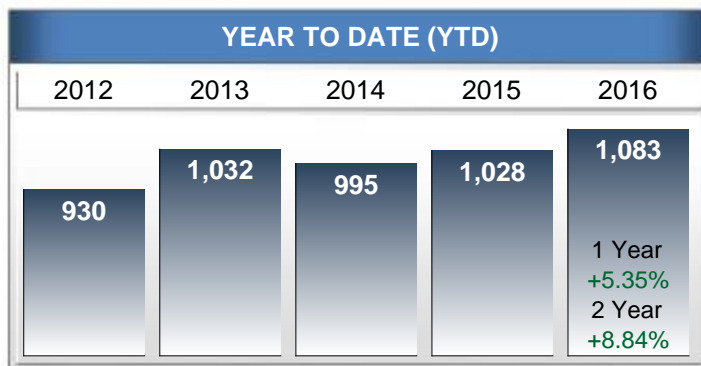
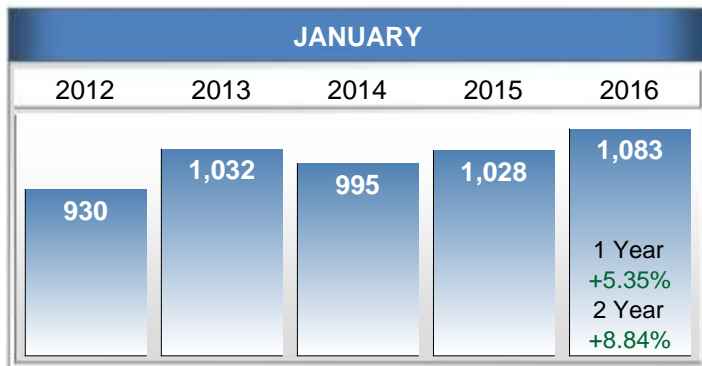
Pending Listings as of Feb 15, 2016



Pending Listings

Report Produced on: Feb 15, 2016

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



Pending Listings

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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	92	8.49%	42.0	43	42	7	0	
\$40,001 \$70,000	116	10.71%	46.5	45	64	7	0	
\$70,001 \$110,000	166	15.33%	53.5	38	114	14	0	
\$110,001 \$170,000	300	27.70%	42.0	26	225	46	3	
\$170,001 \$220,000	152	14.04%	54.5	6	92	50	4	
\$220,001 \$310,000	150	13.85%	45.5	6	56	78	10	
\$310,001 and up	107	9.88%	63.0	3	26	54	24	
Total Pending Units: 1,083				47.0	167	619	256	41
Total Pending Volume: 188,517,302					16.06M	89.93M	65.09M	17.44M
Median Listing Price: \$144,000					\$69,500	\$134,900	\$225,000	\$362,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

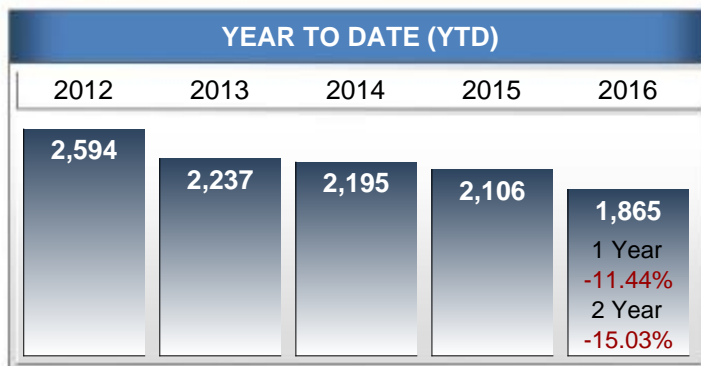
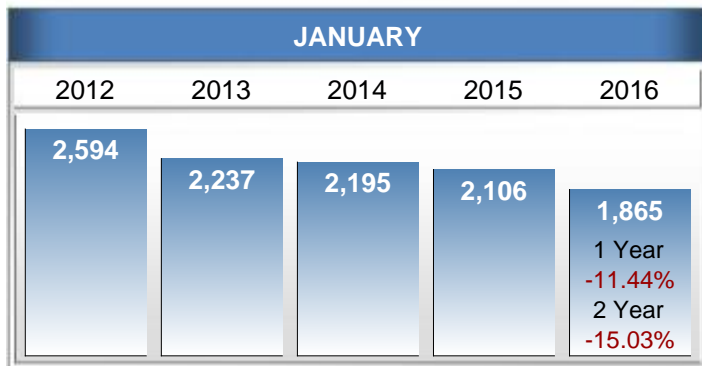
New Listings as of Feb 15, 2016



New Listings

Report Produced on: Feb 15, 2016

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



New Listings
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5yr JAN AVG = 2,199 **3 MONTHS**

High
Mar 2012 = 2,719

Low
Dec 2015 = 1,361

New Listings this month at **1,865**, below the 5 yr JAN average of **2,199**

NOV	1,620
DEC	1,361
-15.99%	
JAN	1,865
37.03%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	179	9.60%	131	41	7	0
\$40,001 - \$60,000	202	10.83%	136	56	9	1
\$60,001 - \$110,000	281	15.07%	97	169	14	1
\$110,001 - \$180,000	470	25.20%	62	314	89	5
\$180,001 - \$270,000	309	16.57%	31	144	122	12
\$270,001 - \$400,000	242	12.98%	30	54	131	27
\$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
Median New Listed Listing Price:			\$61,850	\$135,000	\$259,900	\$399,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

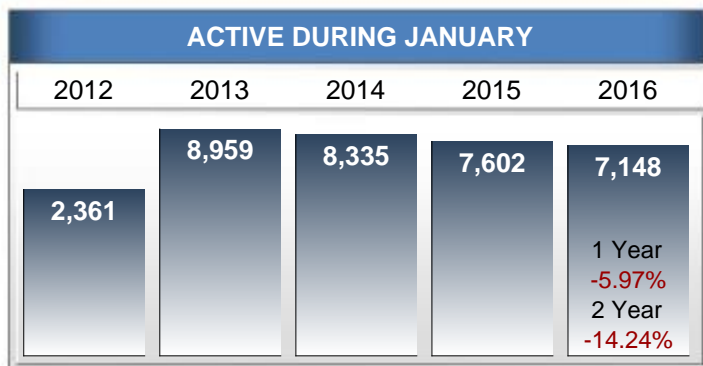
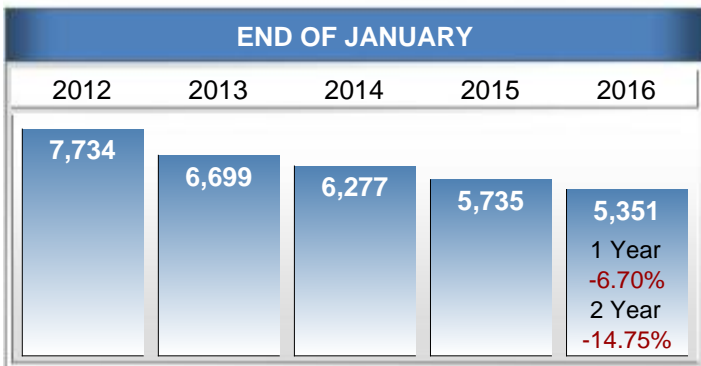
Active Inventory as of Feb 15, 2016



Active Inventory

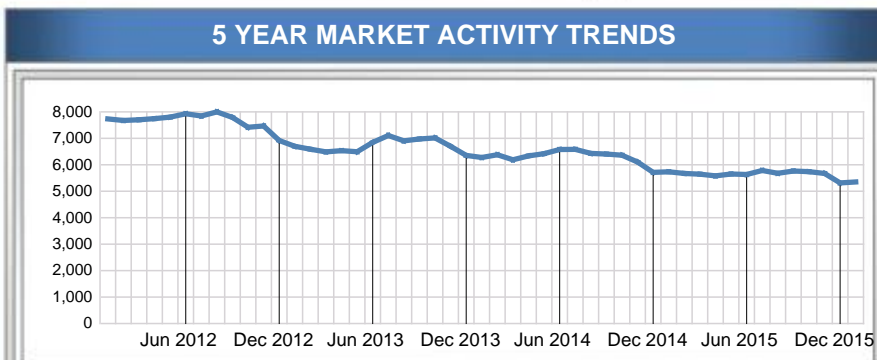
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	326	6.09%	102.0	295	24	7	0		
\$25,001 \$50,000	595	11.12%	73.0	468	109	18	0		
\$50,001 \$100,000	917	17.14%	68.0	415	427	64	11		
\$100,001 \$175,000	1,238	23.14%	67.0	196	799	230	13		
\$175,001 \$275,000	934	17.45%	73.0	125	388	379	42		
\$275,001 \$475,000	809	15.12%	79.0	89	157	444	119		
\$475,001 and up	532	9.94%	82.0	106	50	213	163		
Total Active Inventory by Units:				5,351	74.0	1,694	1,954	1,355	348
Total Active Inventory by Volume:				1,276,533,969		284.55M	322.29M	443.86M	225.83M
Median Active Inventory Listing Price:				\$151,000		\$59,500	\$138,158	\$270,000	\$462,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

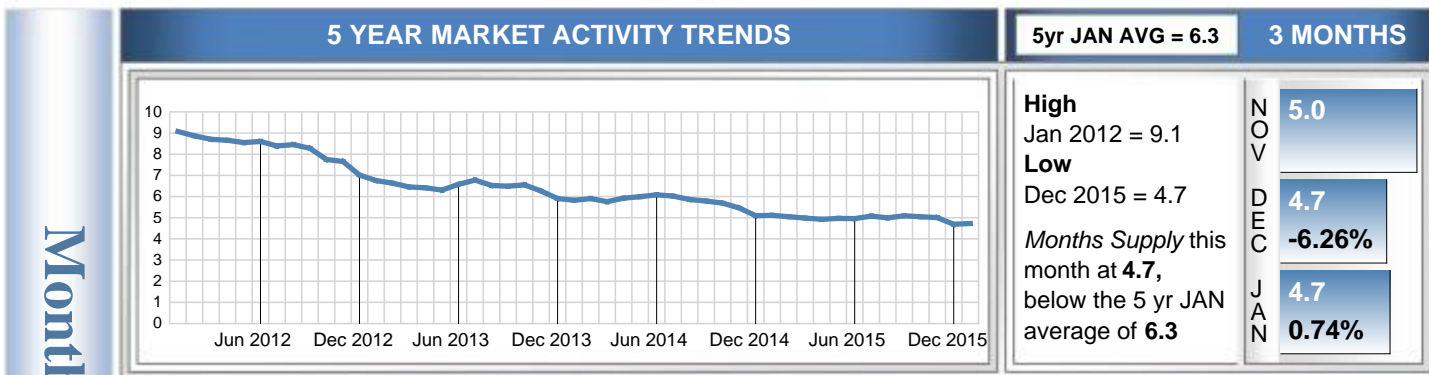
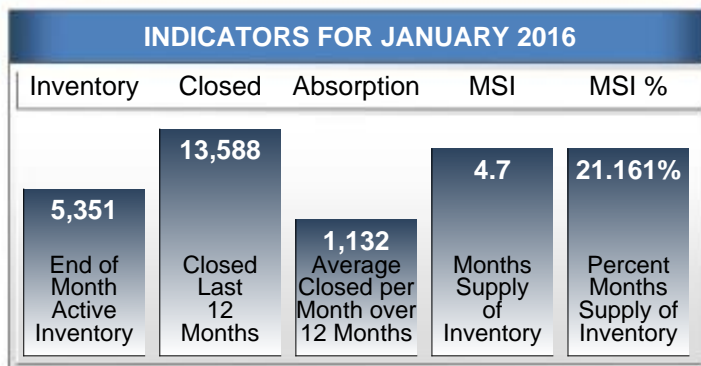
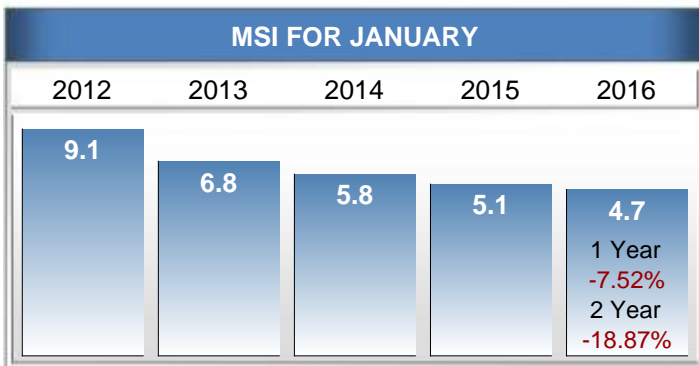
Active Inventory as of Feb 15, 2016



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

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

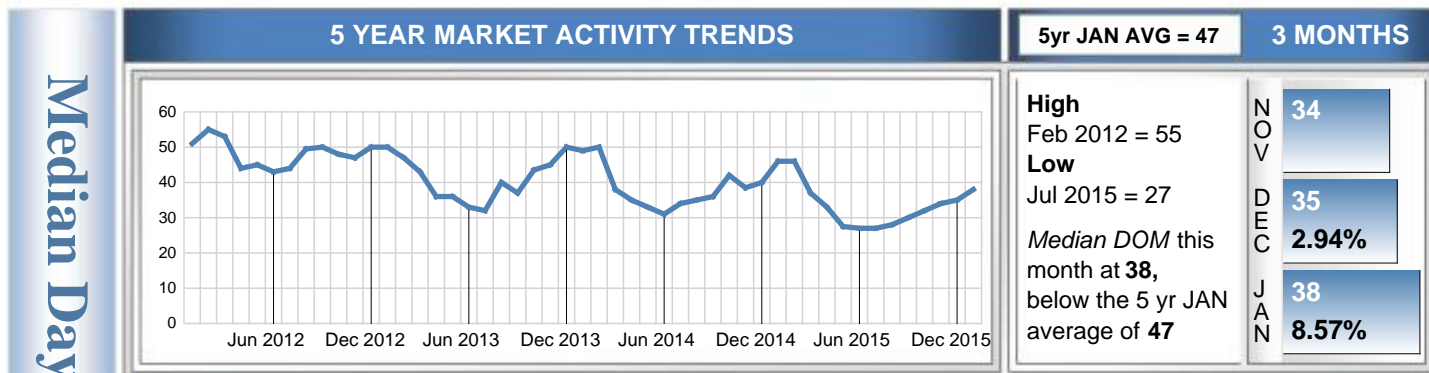
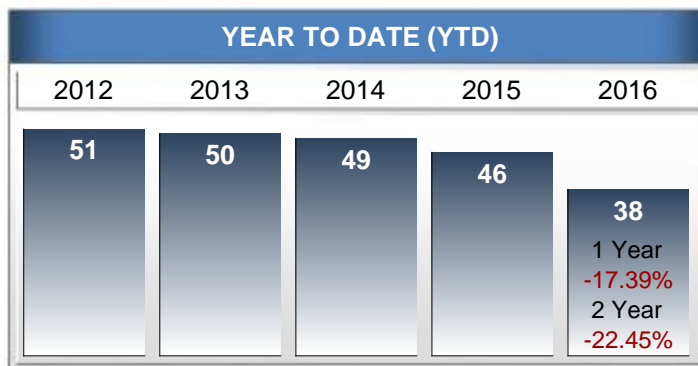
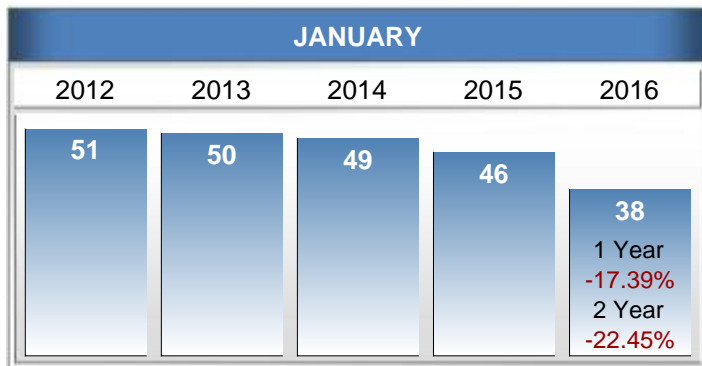
Closed Sales as of Feb 15, 2016



Median Days on Market to Sale

Report Produced on: Feb 15, 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+
\$40,000 and less	67	8.72%	29.0	29.0	25.0	76.0	0.0
\$40,001 - \$70,000	84	10.94%	30.0	29.0	38.0	23.0	0.0
\$70,001 - \$110,000	119	15.49%	35.0	23.0	38.0	30.0	0.0
\$110,001 - \$160,000	191	24.87%	44.0	46.5	41.5	73.5	180.0
\$160,001 - \$210,000	129	16.80%	36.0	39.0	27.0	50.0	34.0
\$210,001 - \$290,000	99	12.89%	38.0	26.0	39.0	36.0	52.0
\$290,001 and up	79	10.29%	39.0	35.0	35.0	53.0	25.5
Median Closed DOM:	38.0			31.0	38.0	51.0	32.0
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

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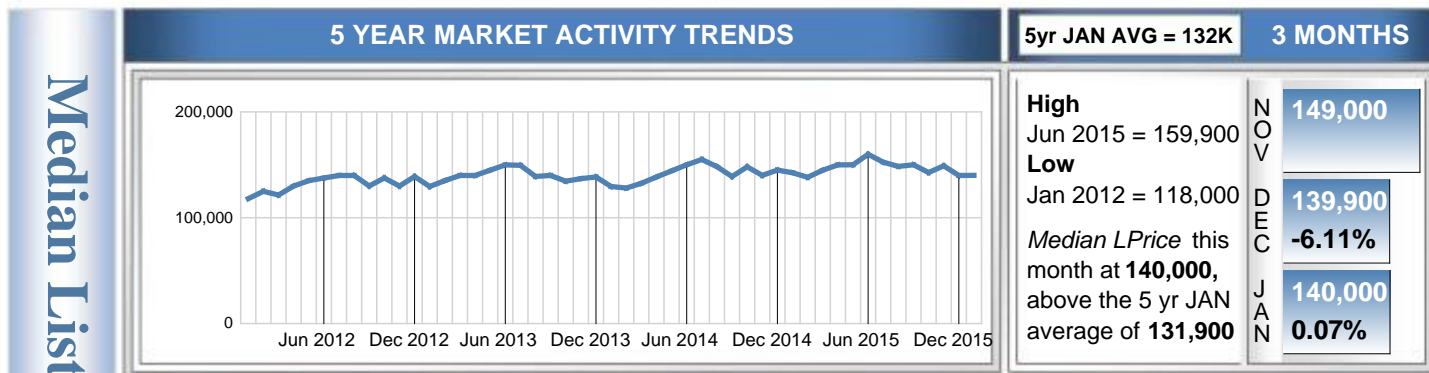
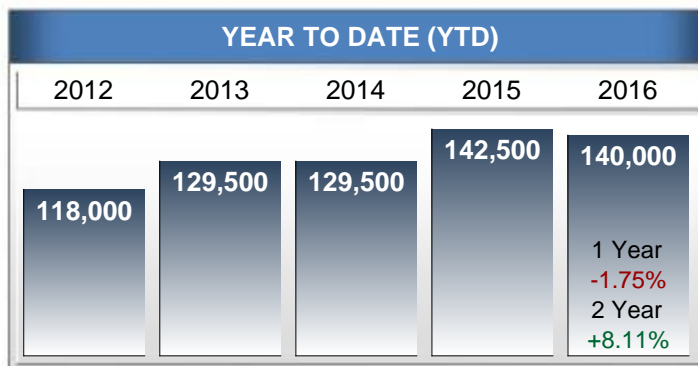
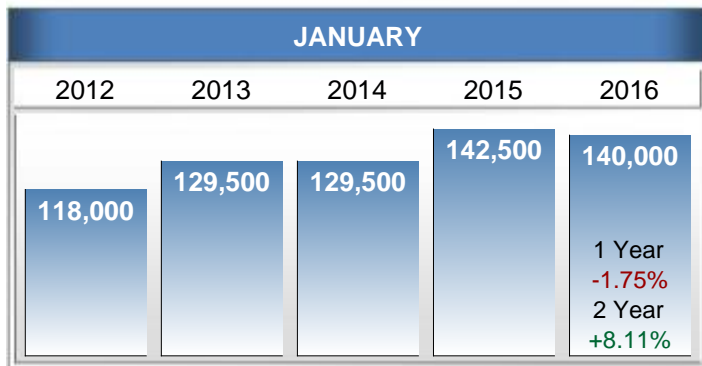
Closed Sales as of Feb 15, 2016



Median List Price at Closing

Report Produced on: Feb 15, 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+
\$40,000 and less	65		8.46%	23,500	23,500	24,900	23,000	0
\$40,001 - \$70,000	79		10.29%	59,900	60,000	57,950	59,900	0
\$70,001 - \$110,000	118		15.36%	89,950	89,438	93,000	89,900	0
\$110,001 - \$160,000	188		24.48%	135,000	149,500	134,900	134,950	149,900
\$160,001 - \$210,000	134		17.45%	184,700	179,500	185,000	185,000	179,950
\$210,001 - \$290,000	98		12.76%	243,875	275,813	242,770	245,000	223,150
\$290,001 and up	86		11.20%	377,950	395,000	410,000	372,000	509,000
Median List Price:	\$140,000				\$81,250	\$129,900	\$212,500	\$337,385
Total Closed Units:	768				116	433	189	30
Total List Volume:	136,059,566				14.85M	60.44M	47.13M	13.64M



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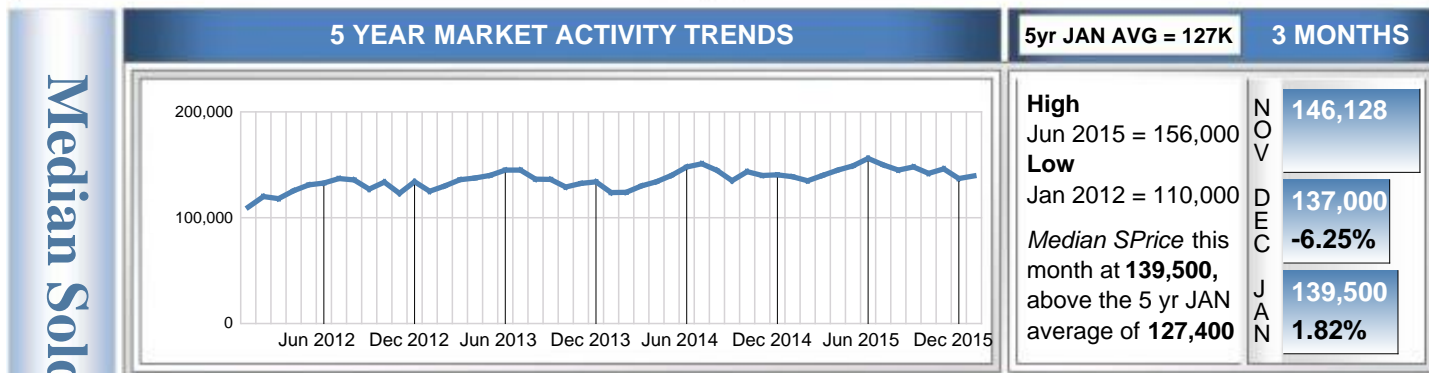
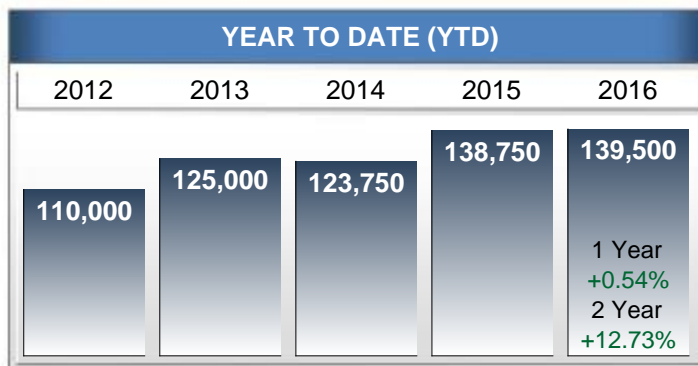
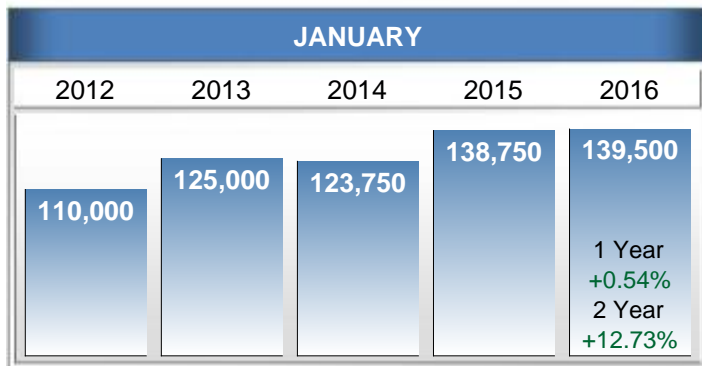
Closed Sales as of Feb 15, 2016



Median Sold Price at Closing

Report Produced on: Feb 15, 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+
\$40,000 and less	67		8.72%	24,334	21,500	24,750	24,100	0
\$40,001 - \$70,000	84		10.94%	57,250	59,125	55,500	67,000	0
\$70,001 - \$110,000	119		15.49%	92,000	84,000	93,000	97,750	0
\$110,001 - \$160,000	191		24.87%	132,000	145,500	131,988	131,750	120,500
\$160,001 - \$210,000	129		16.80%	182,500	172,500	183,587	185,450	170,500
\$210,001 - \$290,000	99		12.89%	245,000	252,000	240,000	246,000	262,800
\$290,001 and up	79		10.29%	383,383	448,750	421,450	367,000	491,000
Median Closed Price:	\$139,500				\$75,750	\$128,000	\$202,000	\$333,496
Total Closed Units:	768				116	433	189	30
Total Closed Volume:	132,466,470				14.04M	58.54M	46.71M	13.18M



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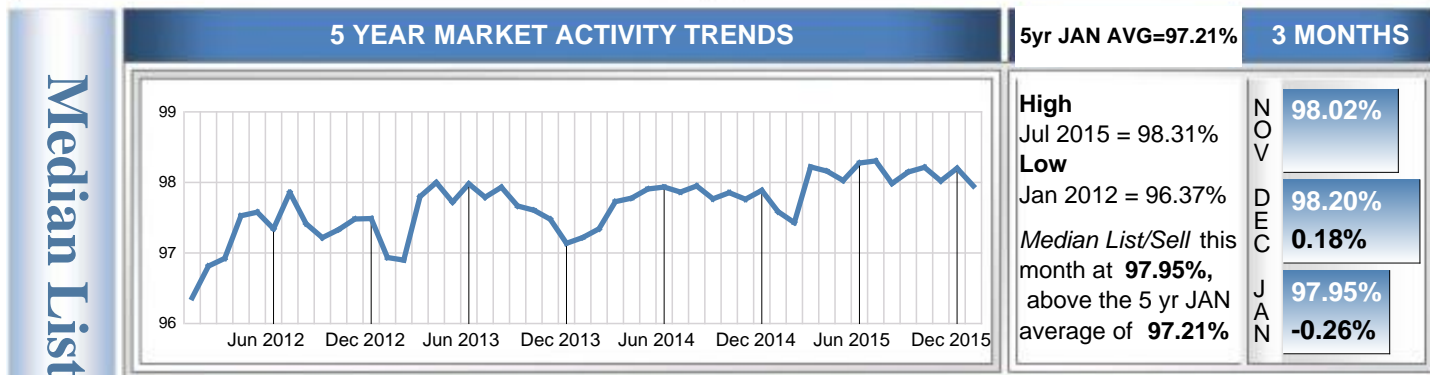
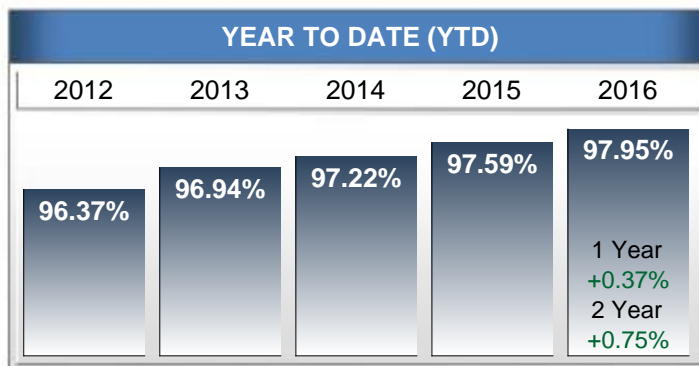
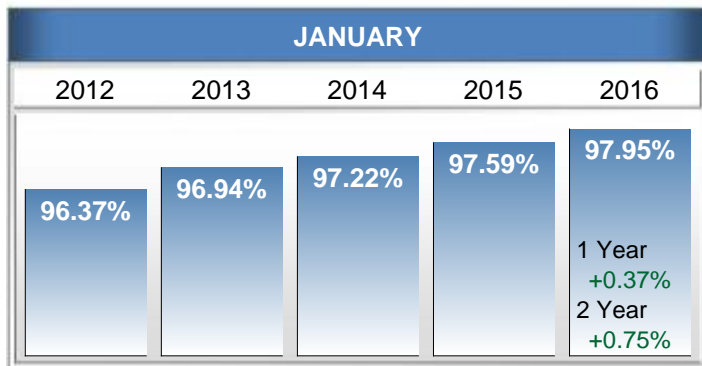
Closed Sales as of Feb 15, 2016



Median Percent of List Price to Selling Price

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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+
\$40,000 and less	67	8.72%	93.33%	85.71%	94.16%	98.21%	0.00%
\$40,001 - \$70,000	84	10.94%	98.22%	98.54%	98.48%	97.22%	0.00%
\$70,001 - \$110,000	119	15.49%	96.54%	97.33%	96.54%	94.32%	0.00%
\$110,001 - \$160,000	191	24.87%	98.40%	96.59%	98.58%	97.98%	80.39%
\$160,001 - \$210,000	129	16.80%	98.77%	96.89%	98.13%	100.00%	95.44%
\$210,001 - \$290,000	99	12.89%	98.20%	94.04%	98.00%	98.64%	98.65%
\$290,001 and up	79	10.29%	97.95%	97.78%	96.17%	98.37%	98.07%
Median List/Sell Ratio:	97.95%			96.15%	97.89%	98.83%	97.70%
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

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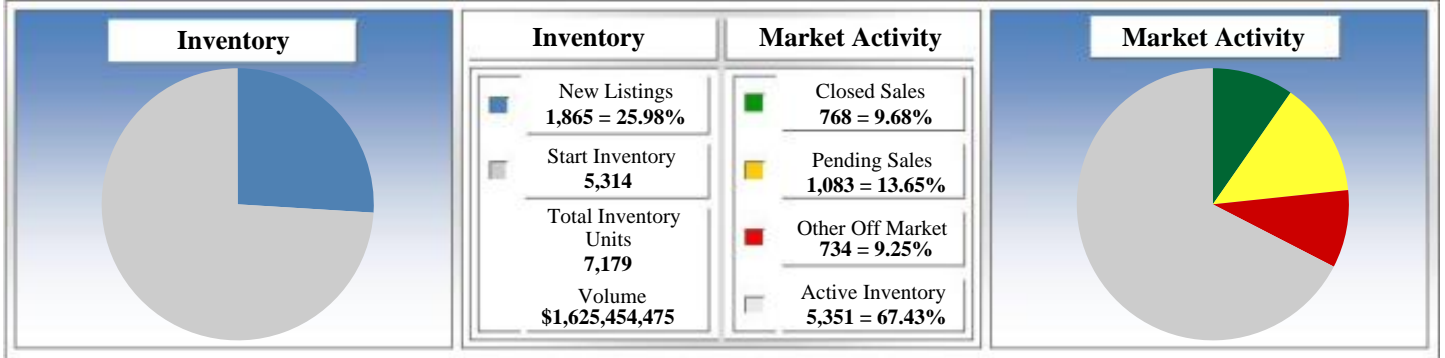
Inventory as of Feb 15, 2016



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 1,132 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%
Median List Price	142,500	140,000	-1.75%	142,500	140,000	-1.75%
Median Sale Price	138,750	139,500	0.54%	138,750	139,500	0.54%
Median Percent of List Price to Selling Price	97.59%	97.95%	0.37%	97.59%	97.95%	0.37%
Median Days on Market to Sale	46.00	38.00	-17.39%	46.00	38.00	-17.39%
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%

