



April 2015

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

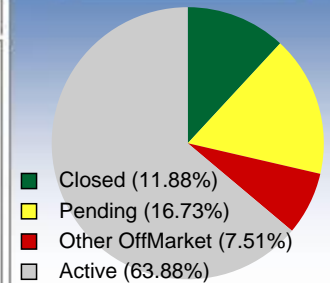


Absorption: Last 12 months, an Average of **1,129** Sales/Month

Active Inventory as of April 30, 2015 = **6,013**

| | APRIL | | |
|--|---------|---------|---------|
| | 2014 | 2015 | +/- % |
| Closed Listings | 1,133 | 1,118 | -1.32% |
| Pending Listings | 1,397 | 1,575 | 12.74% |
| New Listings | 2,558 | 2,339 | -8.56% |
| Average List Price | 168,374 | 179,537 | 6.63% |
| Average Sale Price | 162,830 | 174,001 | 6.86% |
| Average Percent of List Price to Selling Price | 96.61% | 97.39% | 0.81% |
| Average Days on Market to Sale | 53.96 | 51.75 | -4.09% |
| End of Month Inventory | 6,338 | 6,013 | -5.13% |
| Months Supply of Inventory | 5.93 | 5.33 | -10.21% |

Market Activity



Monthly Inventory Analysis

Report Produced on: May 14, 2015

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 2015 decreased **5.13%** to 6,013 existing homes available for sale. Over the last 12 months this area has had an average of 1,129 closed sales per month. This represents an unsold inventory index of **5.33** 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 **6.86%** in April 2015 to \$174,001 versus the previous year at \$162,830.

Average Days on Market Shortens

The average number of **51.75** days that homes spent on the market before selling decreased by 2.21 days or **4.09%** in April 2015 compared to last year's same month at **53.96** DOM.

Sales Success for April 2015 is Positive

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

There were 2,339 New Listings in April 2015, down **8.56%** from last year at 2,558. Furthermore, there were 1,118 Closed Listings this month versus last year at 1,133, a **-1.32%** decrease.

Closed versus Listed trends yielded a **47.8%** ratio, up from last year's April 2015 at **44.3%**, a **7.92%** 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

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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 2015

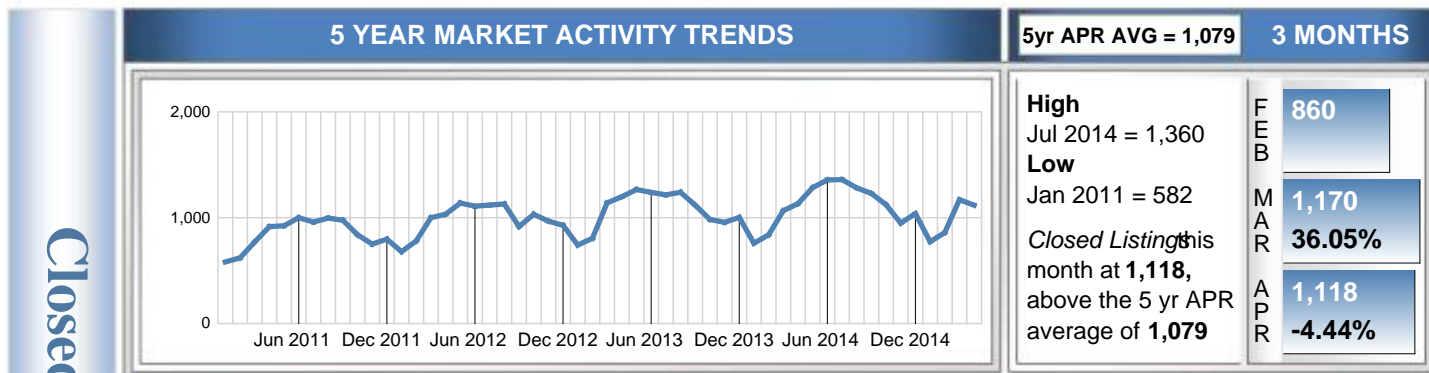
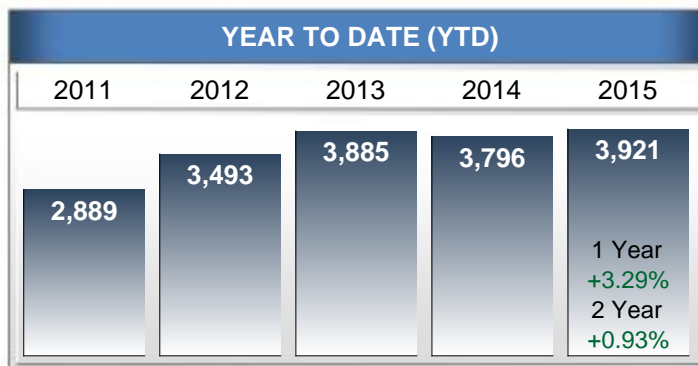
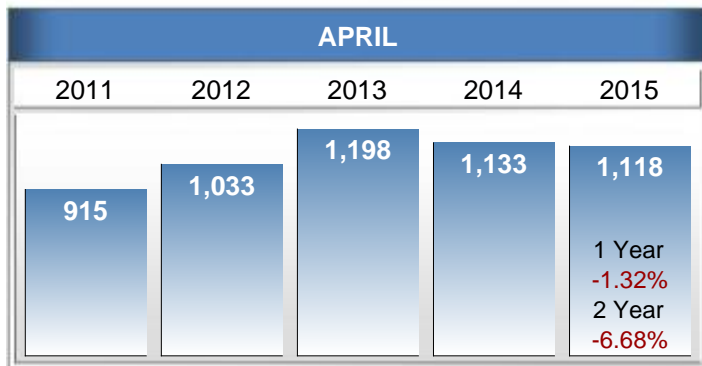
Closed Sales as of May 14, 2015



Closed Listings

Report Produced on: May 14, 2015

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



Closed Listings

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Contact an experienced REALTOR

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 | 45 | 4.03% | 57.2 | 29 | 15 | 1 | 0 | | |
| \$25,001 - \$75,000 | 186 | 16.64% | 49.5 | 79 | 93 | 14 | 0 | | |
| \$75,001 - \$100,000 | 107 | 9.57% | 55.2 | 25 | 73 | 8 | 1 | | |
| \$100,001 - \$150,000 | 241 | 21.56% | 45.5 | 22 | 192 | 27 | 0 | | |
| \$150,001 - \$200,000 | 241 | 21.56% | 50.4 | 20 | 155 | 64 | 2 | | |
| \$200,001 - \$300,000 | 185 | 16.55% | 53.8 | 7 | 81 | 87 | 10 | | |
| \$300,001 and up | 113 | 10.11% | 62.7 | 1 | 22 | 78 | 12 | | |
| Total Closed Units: | | | | 1,118 | 51.7 | 183 | 631 | 279 | 25 |
| Total Closed Volume: | | | | 194,532,801 | | 15.38M | 91.17M | 77.10M | 10.89M |
| Average Closed Price: | | | | \$174,001 | | \$84,027 | \$144,483 | \$276,340 | \$435,525 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

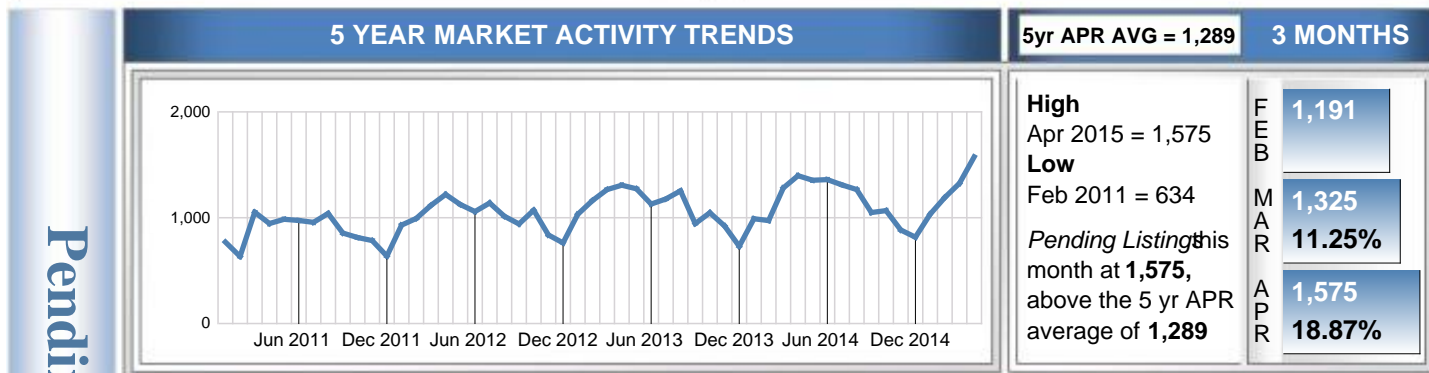
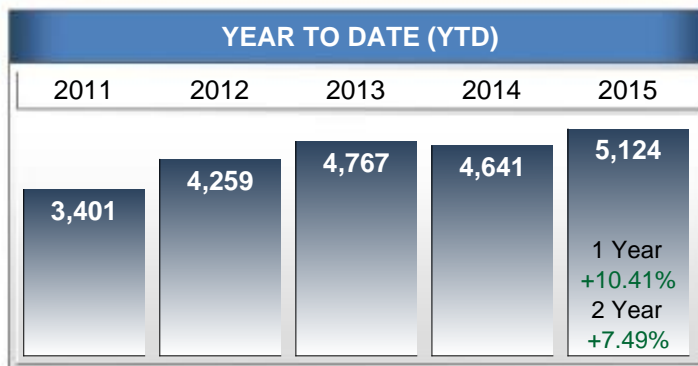
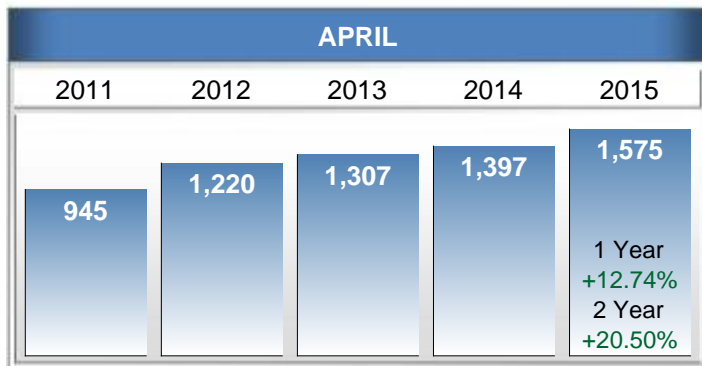
Pending Listings as of May 14, 2015



Pending Listings

Report Produced on: May 14, 2015

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 | 160 | 10.16% | 53.5 | 108 | 43 | 6 | 3 | |
| \$50,001 - \$75,000 | 109 | 6.92% | 53.3 | 28 | 74 | 7 | 0 | |
| \$75,001 - \$125,000 | 322 | 20.44% | 46.0 | 48 | 242 | 29 | 3 | |
| \$125,001 - \$150,000 | 218 | 13.84% | 38.8 | 22 | 167 | 27 | 2 | |
| \$150,001 - \$225,000 | 399 | 25.33% | 38.7 | 27 | 225 | 138 | 9 | |
| \$225,001 - \$325,000 | 193 | 12.25% | 49.9 | 4 | 83 | 93 | 13 | |
| \$325,001 and up | 174 | 11.05% | 57.2 | 5 | 34 | 98 | 37 | |
| Total Pending Units: 1,575 | | | | 50.7 | 242 | 868 | 398 | 67 |
| Total Pending Volume: 291,560,873 | | | | | 21.11M | 133.76M | 106.88M | 29.81M |
| Average Listing Price: \$156,167 | | | | | \$87,226 | \$154,099 | \$268,549 | \$444,952 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

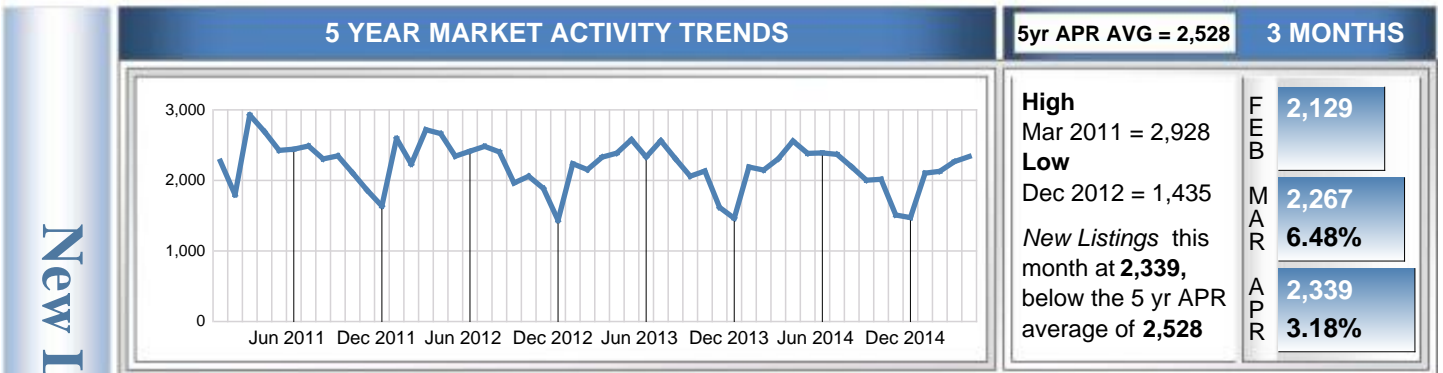
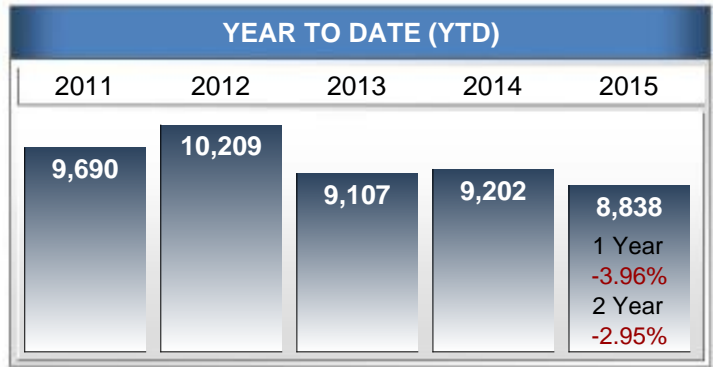
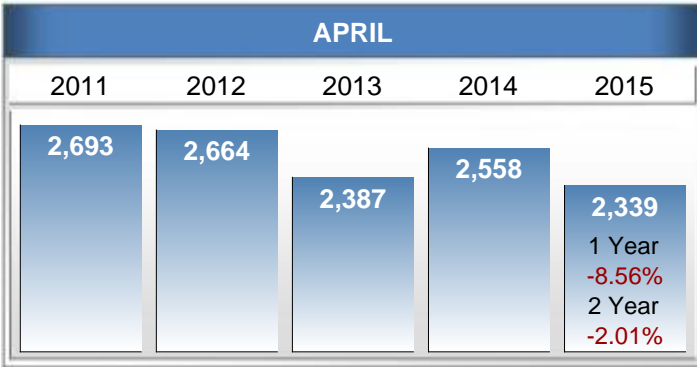
New Listings as of May 14, 2015



New Listings

Report Produced on: May 14, 2015

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 | 101 | 4.32% | 76 | 18 | 5 | 2 |
| \$25,001 - \$75,000 | 387 | 16.55% | 228 | 138 | 19 | 2 |
| \$75,001 - \$125,000 | 379 | 16.20% | 80 | 259 | 38 | 2 |
| \$125,001 - \$175,000 | 515 | 22.02% | 34 | 379 | 98 | 4 |
| \$175,001 - \$275,000 | 421 | 18.00% | 21 | 196 | 184 | 20 |
| \$275,001 - \$400,000 | 289 | 12.36% | 33 | 75 | 148 | 33 |
| \$400,001 and up | 247 | 10.56% | 22 | 36 | 126 | 63 |
| Total New Listed Units: | | | 494 | 1101 | 618 | 126 |
| Total New Listed Volume: | | | 63.77M | 182.10M | 192.97M | 69.90M |
| Average New Listed Listing Price: | | | \$129,093 | \$165,395 | \$312,249 | \$554,781 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

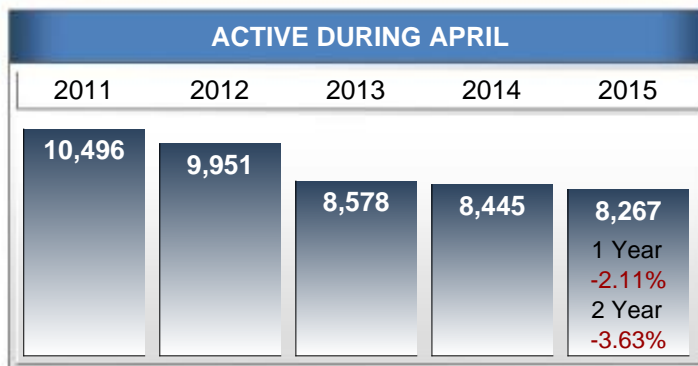
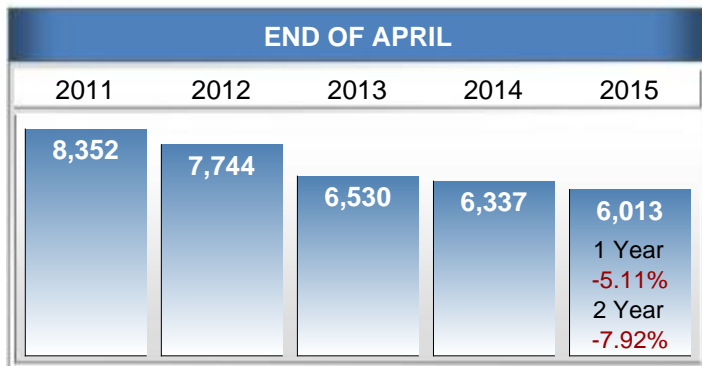
Active Inventory as of May 14, 2015



Active Inventory

Report Produced on: May 14, 2015

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



Active Inventory

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5yr APR AVG = 6,995 **3 MONTHS**

High
Jul 2011 = 8,770

Low
Dec 2014 = 5,740

Inventory this month at **6,013**, below the 5 yr APR average of **6,995**

| | |
|-----|-------|
| FEB | 5,879 |
| MAR | 5,966 |
| APR | 6,013 |
| APR | 1.48% |
| APR | 0.79% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-------|--------|-------|---------------|--------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 555 | 9.23% | 86.4 | 512 | 36 | 5 | 2 | | |
| \$25,001 - \$50,000 | 721 | 11.99% | 73.5 | 560 | 134 | 24 | 3 | | |
| \$50,001 - \$75,000 | 549 | 9.13% | 62.9 | 301 | 219 | 25 | 4 | | |
| \$75,001 - \$175,000 | 1,749 | 29.09% | 62.8 | 401 | 1,078 | 252 | 18 | | |
| \$175,001 - \$275,000 | 1,020 | 16.96% | 63.2 | 115 | 433 | 424 | 48 | | |
| \$275,001 - \$450,000 | 823 | 13.69% | 62.4 | 92 | 170 | 453 | 108 | | |
| \$450,001 and up | 596 | 9.91% | 67.9 | 105 | 71 | 254 | 166 | | |
| Total Active Inventory by Units: | | | | 6,013 | 66.8 | 2,086 | 2,141 | 1,437 | 349 |
| Total Active Inventory by Volume: | | | | 1,322,615,154 | | 272.80M | 362.14M | 466.72M | 220.96M |
| Average Active Inventory Listing Price: | | | | \$219,959 | | \$130,776 | \$169,144 | \$324,785 | \$633,133 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

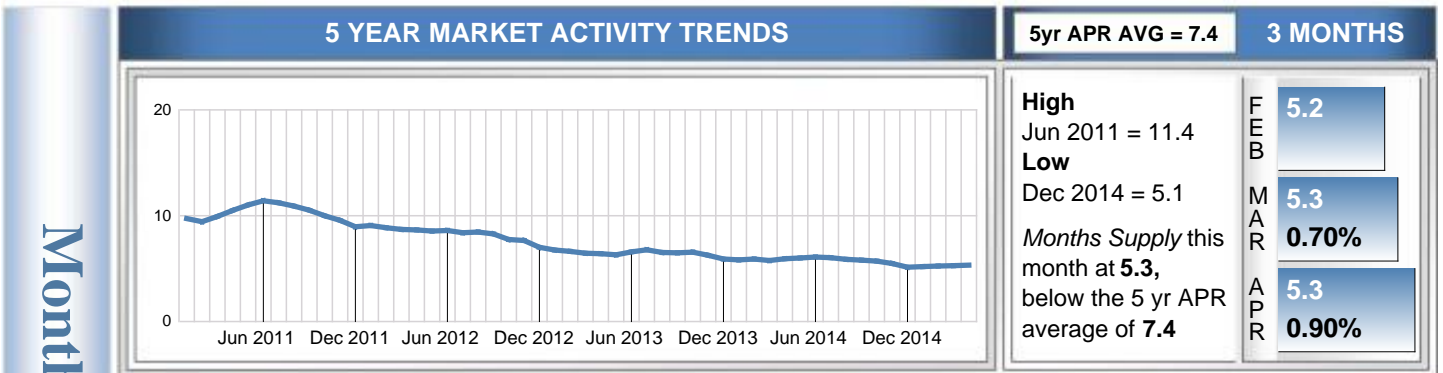
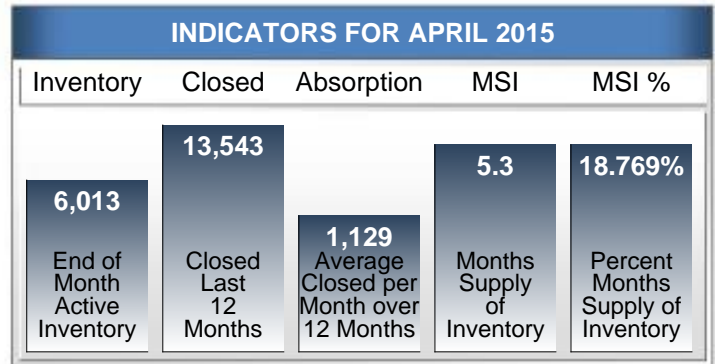
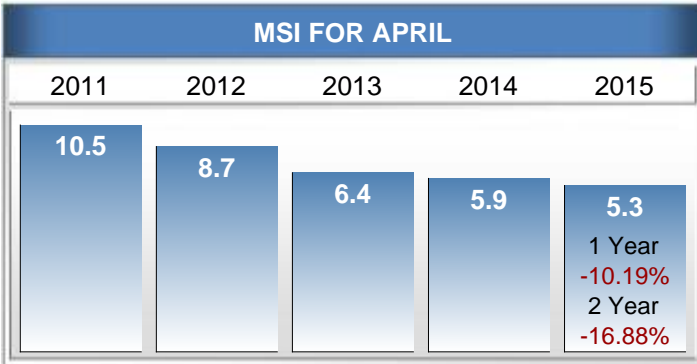
Active Inventory as of May 14, 2015



Months Supply of Inventory

Report Produced on: May 14, 2015

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+ |
|---|-------|-------|--------|------|---------|--------|--------|---------|
| \$20,000 and less | 227 | | 3.78% | 7.1 | 9.5 | 2.1 | 3.2 | 6.0 |
| \$20,001 \$50,000 | 1,049 | | 17.45% | 10.3 | 15.4 | 3.8 | 4.8 | 9.6 |
| \$50,001 \$90,000 | 863 | | 14.35% | 5.3 | 8.8 | 3.8 | 3.4 | 3.2 |
| \$90,001 \$180,000 | 1,524 | | 25.35% | 3.3 | 6.8 | 2.9 | 3.2 | 3.6 |
| \$180,001 \$280,000 | 981 | | 16.31% | 4.4 | 9.3 | 4.2 | 4.1 | 4.8 |
| \$280,001 \$450,000 | 773 | | 12.86% | 7.3 | 25.2 | 5.8 | 7.0 | 7.5 |
| \$450,001 and up | 596 | | 9.91% | 14.2 | 50.4 | 12.9 | 11.3 | 14.0 |
| MSI: | | 5.3 | | | 11.3 | 3.5 | 5.0 | 8.0 |
| Total Active Inventory: | | 6,013 | | | 2,086 | 2,141 | 1,437 | 349 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

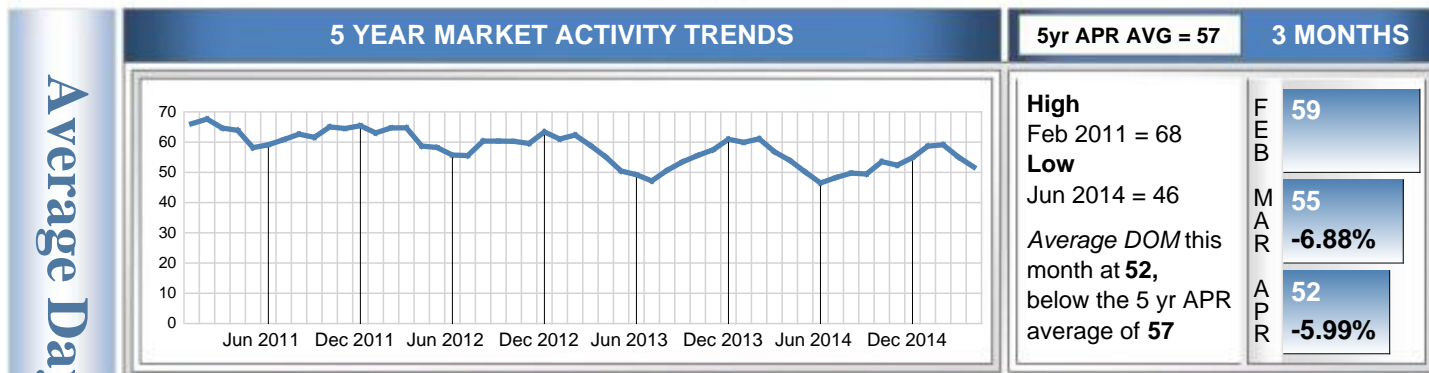
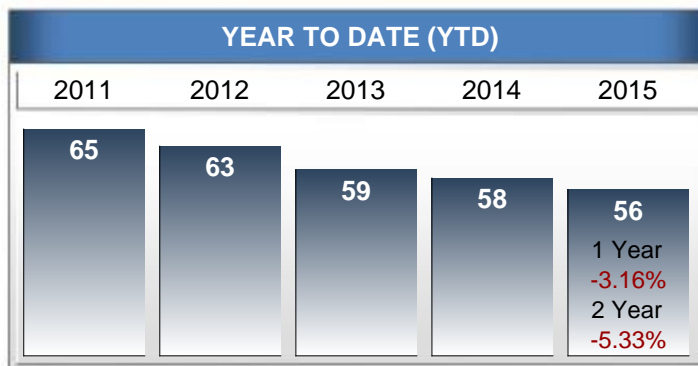
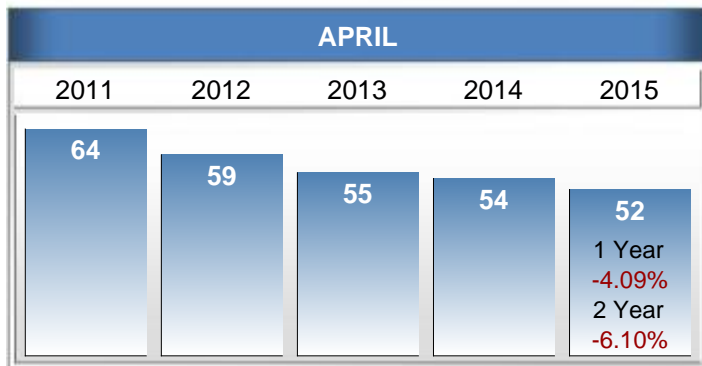
Closed Sales as of May 14, 2015



Average Days on Market to Sale

Report Produced on: May 14, 2015

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



Average Days on Market

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

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 | 45 | 4.03% | 57.2 | 58.9 | 53.9 | 57.0 | 0.0 |
| \$25,001 \$75,000 | 186 | 16.64% | 49.5 | 55.5 | 45.6 | 41.3 | 0.0 |
| \$75,001 \$100,000 | 107 | 9.57% | 55.2 | 72.3 | 52.4 | 32.9 | 12.0 |
| \$100,001 \$150,000 | 241 | 21.56% | 45.5 | 52.5 | 45.6 | 39.1 | 0.0 |
| \$150,001 \$200,000 | 241 | 21.56% | 50.4 | 53.3 | 52.2 | 45.2 | 51.0 |
| \$200,001 \$300,000 | 185 | 16.55% | 53.8 | 79.1 | 48.7 | 54.7 | 70.0 |
| \$300,001 and up | 113 | 10.11% | 62.7 | 9.0 | 48.7 | 65.5 | 74.7 |
| Average Closed DOM: 51.7 | | | | 58.4 | 48.7 | 52.7 | 68.4 |
| Total Closed Units: 1,118 | | | | 183 | 631 | 279 | 25 |
| Total Closed Volume: 194,532,801 | | | | 15.38M | 91.17M | 77.10M | 10.89M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

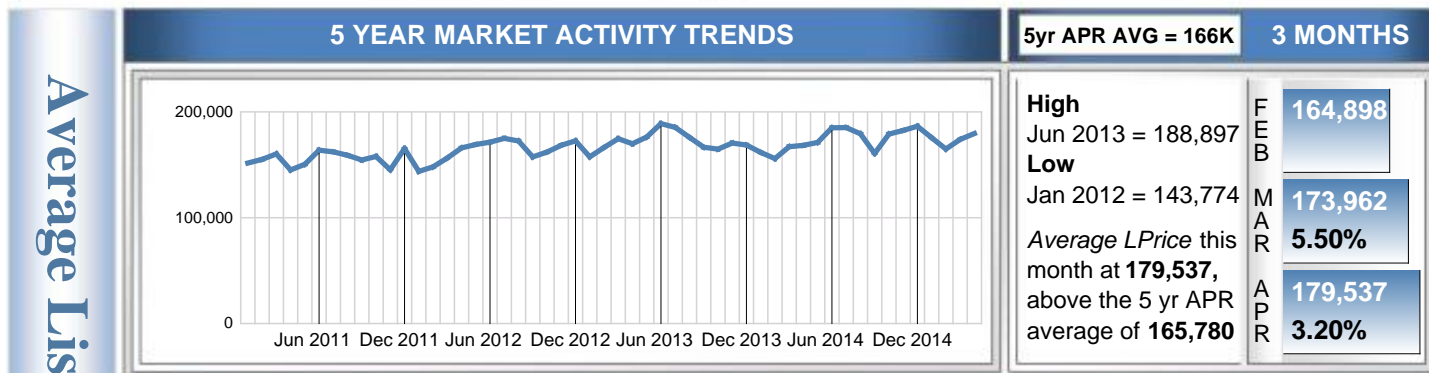
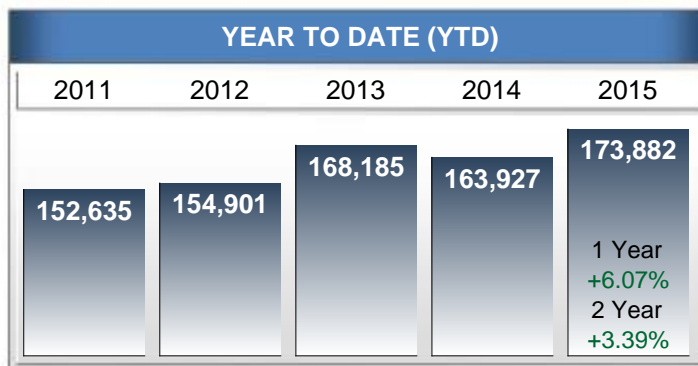
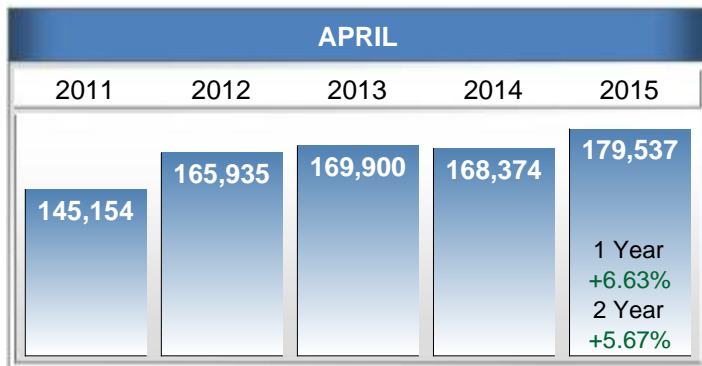
Closed Sales as of May 14, 2015



Average List Price at Closing

Report Produced on: May 14, 2015

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 | 39 | 3.49% | 18,115 | 19,148 | 22,047 | 35,300 | 0 |
| \$25,001 - \$75,000 | 183 | 16.37% | 52,102 | 47,530 | 59,970 | 53,443 | 0 |
| \$75,001 - \$100,000 | 104 | 9.30% | 89,708 | 91,988 | 93,579 | 92,693 | 74,000 |
| \$100,001 - \$150,000 | 242 | 21.65% | 127,412 | 121,233 | 130,411 | 129,815 | 0 |
| \$150,001 - \$200,000 | 243 | 21.74% | 175,204 | 187,940 | 176,096 | 177,950 | 176,000 |
| \$200,001 - \$300,000 | 185 | 16.55% | 242,739 | 250,089 | 243,931 | 249,688 | 256,900 |
| \$300,001 and up | 122 | 10.91% | 515,058 | 1,590,000 | 406,059 | 525,411 | 705,242 |
| Average List Price: | \$179,537 | | | \$89,489 | \$148,597 | \$283,598 | \$458,316 |
| Total Closed Units: | 1,118 | | | 183 | 631 | 279 | 25 |
| Total List Volume: | 200,722,782 | | | 16.38M | 93.76M | 79.12M | 11.46M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

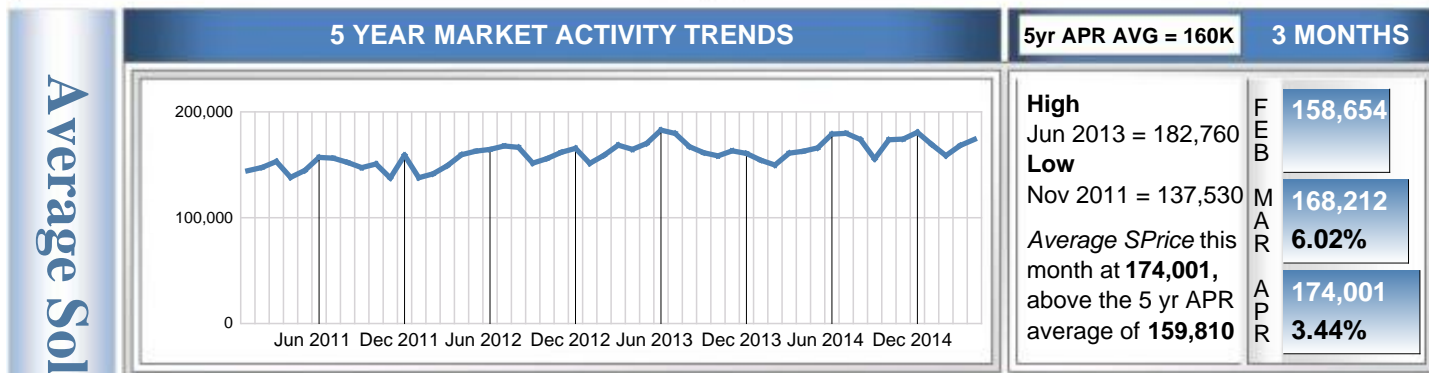
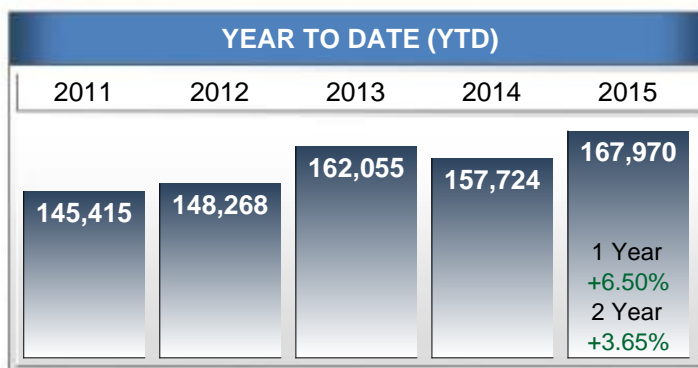
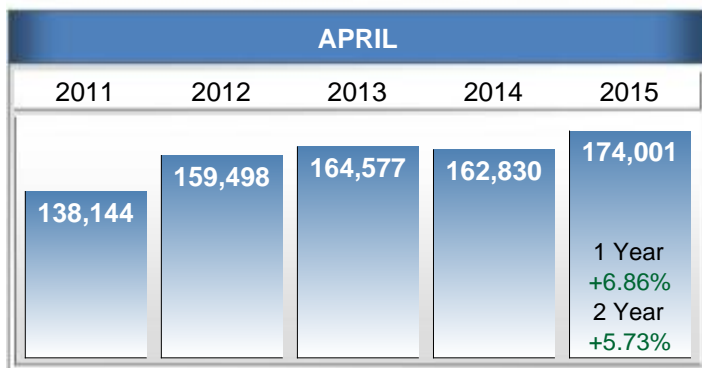
Closed Sales as of May 14, 2015



Average Sold Price at Closing

Report Produced on: May 14, 2015

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



Average Sold Price

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

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 | 45 | | 4.03% | 17,221 | 16,538 | 18,238 | 21,750 | 0 |
| \$25,001 - \$75,000 | 186 | | 16.64% | 51,616 | 45,695 | 56,519 | 52,459 | 0 |
| \$75,001 - \$100,000 | 107 | | 9.57% | 89,702 | 87,148 | 90,569 | 91,228 | 78,000 |
| \$100,001 - \$150,000 | 241 | | 21.56% | 127,058 | 121,218 | 127,639 | 127,691 | 0 |
| \$150,001 - \$200,000 | 241 | | 21.56% | 173,525 | 176,170 | 172,475 | 175,211 | 174,485 |
| \$200,001 - \$300,000 | 185 | | 16.55% | 241,785 | 245,518 | 237,505 | 244,746 | 248,084 |
| \$300,001 and up | 113 | | 10.11% | 507,861 | 1,200,000 | 388,598 | 508,446 | 665,027 |
| Average Closed Price: \$174,001 | | | | | \$84,027 | \$144,483 | \$276,340 | \$435,525 |
| Total Closed Units: 1,118 | | | | | 183 | 631 | 279 | 25 |
| Total Closed Volume: 194,532,801 | | | | | 15.38M | 91.17M | 77.10M | 10.89M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

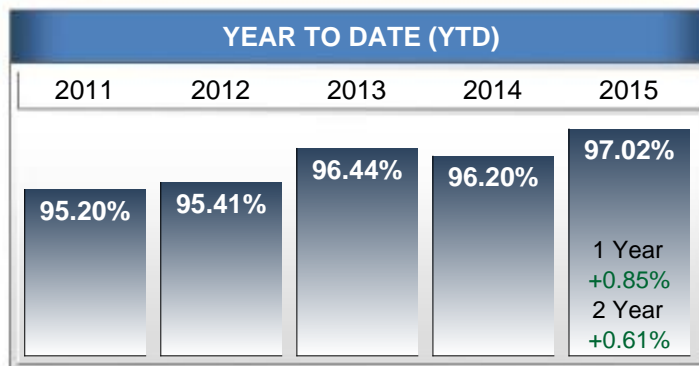
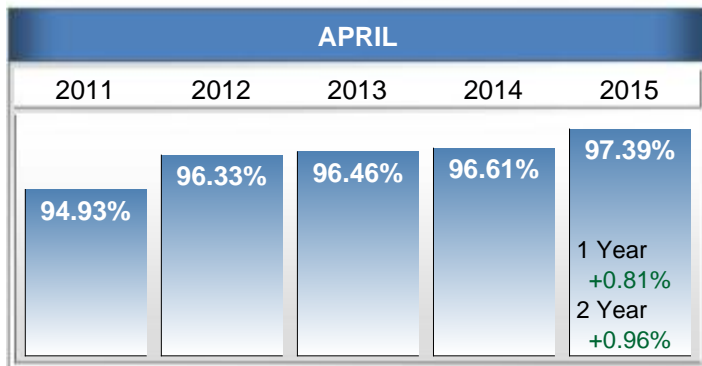
Closed Sales as of May 14, 2015



Average Percent of List Price to Selling Price

Report Produced on: May 14, 2015

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 APR AVG=96.34% **3 MONTHS**

High
Jan 2015 = 97.76%

Low
Dec 2013 = 94.64%

Average List/Sell this month at **97.39%**, above the 5 yr APR average of **96.34%**

| | |
|-----|--------|
| FEB | 96.43% |
| MAR | 96.61% |
| APR | 97.39% |
| MAY | 0.18% |
| JUN | 0.81% |

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 | 45 | 4.03% | 88.05% | 91.96% | 82.26% | 61.61% | 0.00% | |
| \$25,001 - \$75,000 | 186 | 16.64% | 97.75% | 100.37% | 95.19% | 99.93% | 0.00% | |
| \$75,001 - \$100,000 | 107 | 9.57% | 97.03% | 95.23% | 97.15% | 100.51% | 105.41% | |
| \$100,001 - \$150,000 | 241 | 21.56% | 98.36% | 100.71% | 98.02% | 98.81% | 0.00% | |
| \$150,001 - \$200,000 | 241 | 21.56% | 97.90% | 94.18% | 98.10% | 98.53% | 99.14% | |
| \$200,001 - \$300,000 | 185 | 16.55% | 97.82% | 98.23% | 97.64% | 98.07% | 96.74% | |
| \$300,001 and up | 113 | 10.11% | 97.00% | 75.47% | 96.42% | 97.77% | 94.92% | |
| Average List/Sell Ratio: | | | | 97.40% | 97.48% | 97.04% | 98.19% | 96.40% |
| Total Closed Units: | | | | 1,118 | 183 | 631 | 279 | 25 |
| Total Closed Volume: | | | | 194,532,801 | 15.38M | 91.17M | 77.10M | 10.89M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

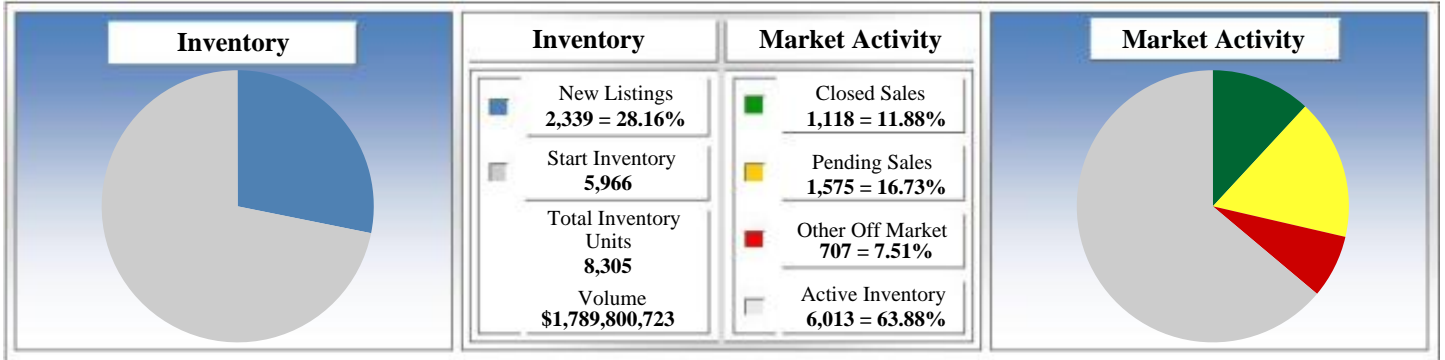
Inventory as of May 14, 2015



Market Summary

Report Produced on: May 14, 2015

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



Absorption: Last 12 months, an Average of 1,129 Sales/Month

Active Inventory as of April 30, 2015 = 6,013

| | APRIL | | | Year To Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2014 | 2015 | +/- % | 2014 | 2015 | +/- % |
| Closed Sales | 1,133 | 1,118 | -1.32% | 3,796 | 3,921 | 3.29% |
| Pending Sales | 1,397 | 1,575 | 12.74% | 4,641 | 5,124 | 10.41% |
| New Listings | 2,558 | 2,339 | -8.56% | 9,202 | 8,838 | -3.96% |
| Average List Price | 168,374 | 179,537 | 6.63% | 163,927 | 173,882 | 6.07% |
| Average Sale Price | 162,830 | 174,001 | 6.86% | 157,724 | 167,970 | 6.50% |
| Average Percent of List Price to Selling Price | 96.61% | 97.39% | 0.81% | 96.20% | 97.02% | 0.85% |
| Average Days on Market to Sale | 53.96 | 51.75 | -4.09% | 57.53 | 55.71 | -3.16% |
| Monthly Inventory | 6,338 | 6,013 | -5.13% | 6,338 | 6,013 | -5.13% |
| Months Supply of Inventory | 5.93 | 5.33 | -10.21% | 5.93 | 5.33 | -10.21% |

