



February 2015

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

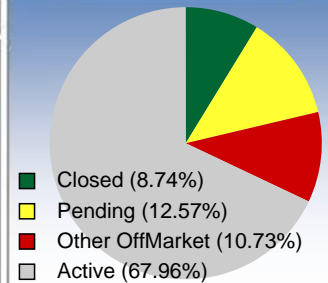


Absorption: Last 12 months, an Average of **1,123** Sales/Month

Active Inventory as of February 28, 2015 = **6,640**

	FEBRUARY		
	2014	2015	+/- %
Closed Listings	837	854	2.03%
Pending Listings	955	1,228	28.59%
New Listings	2,156	2,133	-1.07%
Median List Price	128,000	139,000	8.59%
Median Sale Price	124,000	135,000	8.87%
Median Percent of List Price to Selling Price	97.28%	97.43%	0.15%
Median Days on Market to Sale	50.00	46.00	-8.00%
End of Month Inventory	7,610	6,640	-12.75%
Months Supply of Inventory	7.03	5.91	-15.93%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 16, 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 February 2015 decreased **12.75%** to 6,640 existing homes available for sale. Over the last 12 months this area has had an average of 1,123 closed sales per month. This represents an unsold inventory index of **5.91** 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 **8.87%** in February 2015 to \$135,000 versus the previous year at \$124,000.

Median Days on Market Shortens

The median number of **46.00** days that homes spent on the market before selling decreased by 4.00 days or **8.00%** in February 2015 compared to last year's same month at **50.00** DOM.

Sales Success for February 2015 is Positive

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

There were 2,133 New Listings in February 2015, down **1.07%** from last year at 2,156. Furthermore, there were 854 Closed Listings this month versus last year at 837, a **2.03%** increase.

Closed versus Listed trends yielded a **40.0%** ratio, up from last year's February 2015 at **38.8%**, a **3.13%** 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?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

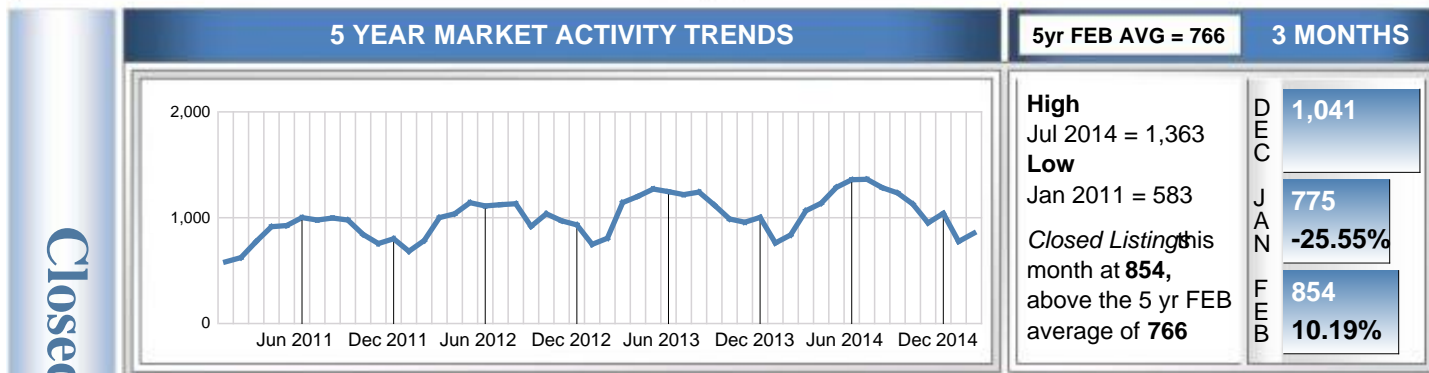
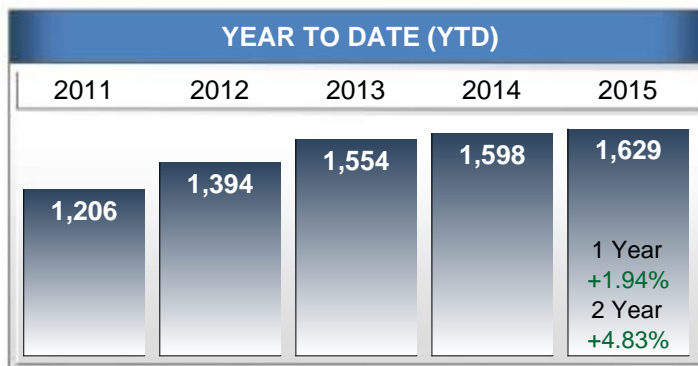
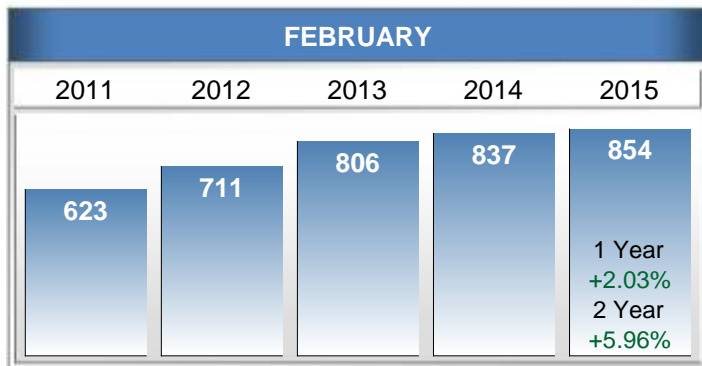
Closed Sales as of Mar 16, 2015



Closed Listings

Report Produced on: Mar 16, 2015

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	83	9.72%	31.0	49	30	4	0	
\$40,001 - \$70,000	107	12.53%	33.0	35	65	7	0	
\$70,001 - \$100,000	111	13.00%	47.0	23	75	12	1	
\$100,001 - \$160,000	232	27.17%	44.5	19	177	36	0	
\$160,001 - \$210,000	124	14.52%	49.0	8	63	53	0	
\$210,001 - \$300,000	114	13.35%	61.5	11	32	62	9	
\$300,001 and up	83	9.72%	55.0	4	14	49	16	
Total Closed Units: 854				46.0	149	456	223	26
Total Closed Volume: 135,926,175					13.48M	58.44M	52.32M	11.68M
Median Closed Price: \$135,000					\$63,000	\$122,550	\$210,000	\$379,250

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

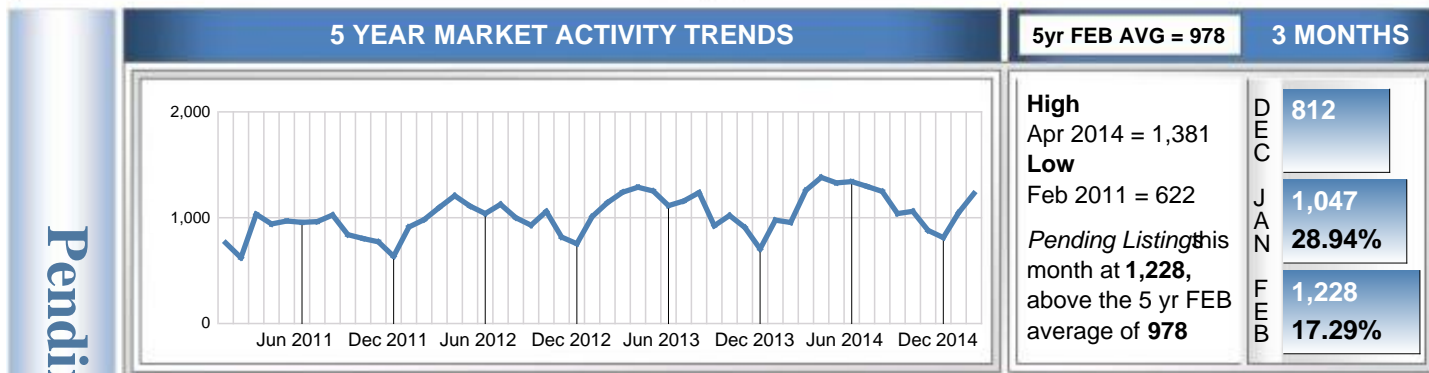
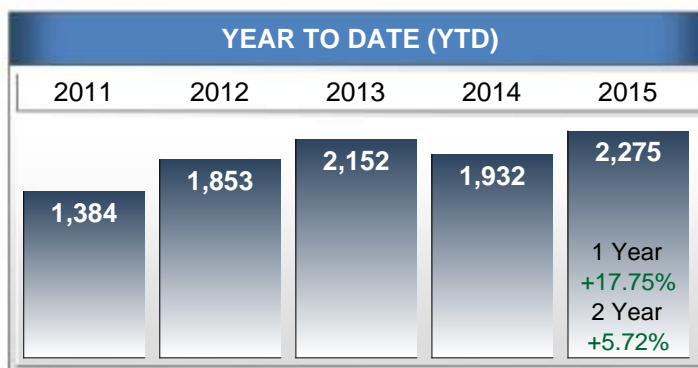
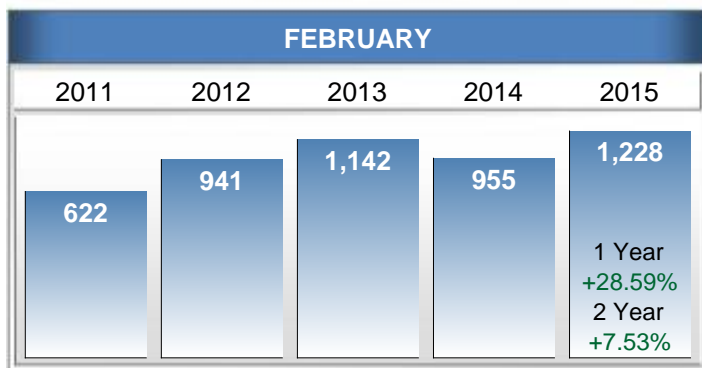
Pending Listings as of Mar 16, 2015



Pending Listings

Report Produced on: Mar 16, 2015

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	98	7.98%	35.0	63	27	8	0
\$40,001 - \$80,000	156	12.70%	30.5	62	83	11	0
\$80,001 - \$110,000	163	13.27%	39.0	27	120	16	0
\$110,001 - \$160,000	317	25.81%	32.0	27	242	45	3
\$160,001 - \$220,000	215	17.51%	37.0	16	124	71	4
\$220,001 - \$300,000	149	12.13%	41.0	9	57	73	10
\$300,001 and up	130	10.59%	41.0	7	29	69	25
Total Pending Units: 1,228				211	682	293	42
Total Pending Volume: 224,331,321				24.00M	99.04M	82.90M	18.39M
Median Listing Price: \$143,000				\$65,000	\$134,650	\$219,000	\$350,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

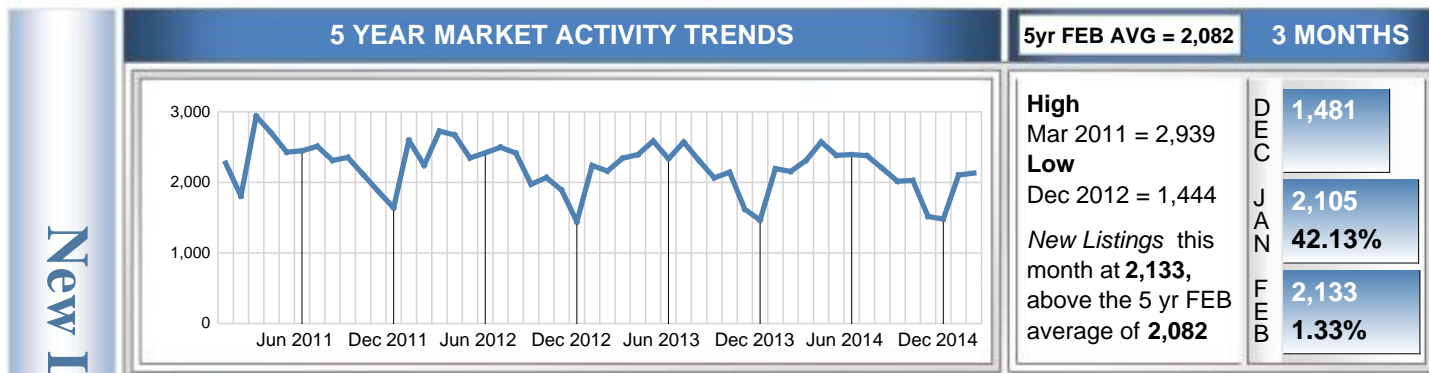
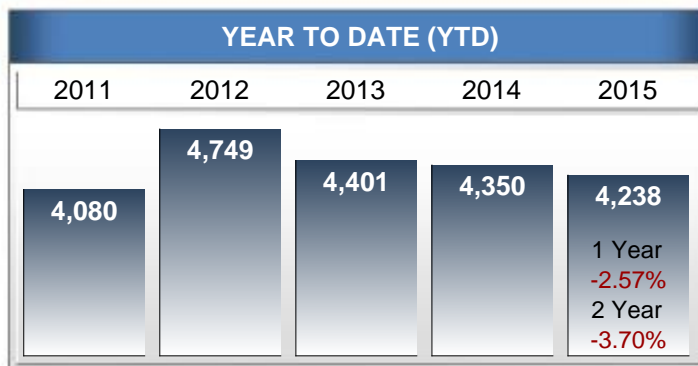
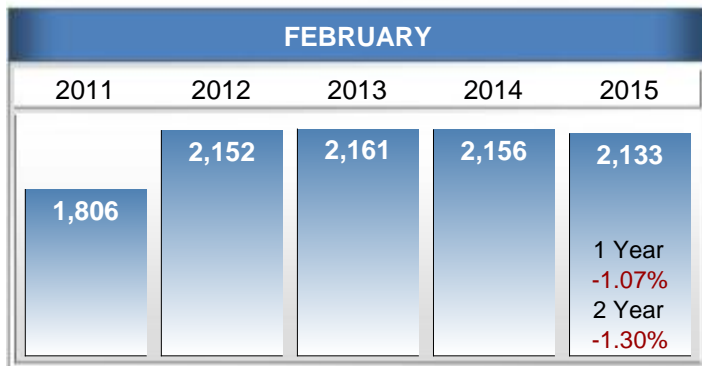
New Listings as of Mar 16, 2015



New Listings

Report Produced on: Mar 16, 2015

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+
\$20,000 and less	63	2.95%	48	9	5	1
\$20,001 \$50,000	426	19.97%	362	53	10	1
\$50,001 \$90,000	284	13.31%	130	139	15	0
\$90,001 \$160,000	512	24.00%	89	351	68	4
\$160,001 \$230,000	347	16.27%	44	190	103	10
\$230,001 \$350,000	281	13.17%	24	81	160	16
\$350,001 and up	220	10.31%	32	35	100	53
Total New Listed Units:			729	858	461	85
Total New Listed Volume:			75.79M	135.77M	140.20M	50.84M
Median New Listed Listing Price:			\$42,500	\$134,950	\$246,990	\$434,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

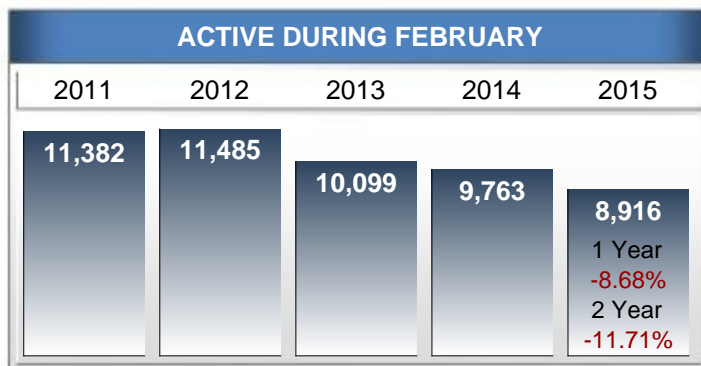
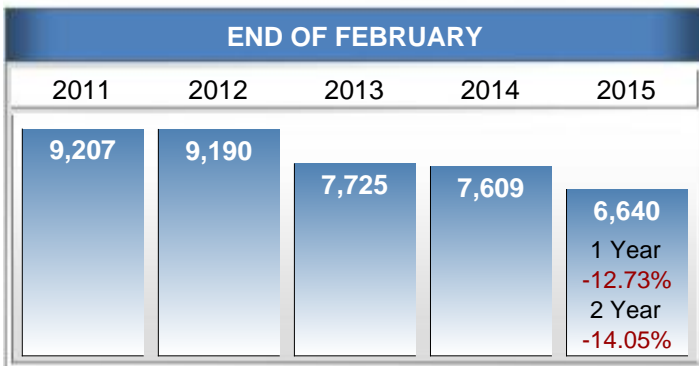
Active Inventory as of Mar 16, 2015



Active Inventory

Report Produced on: Mar 16, 2015

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



Active Inventory

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5yr FEB AVG = 8,074 **3 MONTHS**

High
Aug 2011 = 10,678

Low
Feb 2015 = 6,640

Inventory this month at **6,640**, below the 5 yr FEB average of **8,074**

D E C	6,899
J A N	6,783
F E B	6,640
	-1.68%
	-2.11%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	265	3.99%	52.0	234	23	6	2		
\$20,001 \$50,000	1,141	17.18%	53.0	943	176	19	3		
\$50,001 \$90,000	963	14.50%	60.0	461	441	56	5		
\$90,001 \$170,000	1,642	24.73%	68.0	318	1,058	248	18		
\$170,001 \$260,000	1,108	16.69%	60.0	129	488	447	44		
\$260,001 \$420,000	845	12.73%	69.0	89	198	465	93		
\$420,001 and up	676	10.18%	81.0	132	71	305	168		
Total Active Inventory by Units:				6,640	64.0	2,306	2,455	1,546	333
Total Active Inventory by Volume:				1,431,148,267		330.24M	388.65M	496.24M	216.02M
Median Active Inventory Listing Price:				\$137,220		\$50,000	\$134,000	\$260,000	\$429,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2015

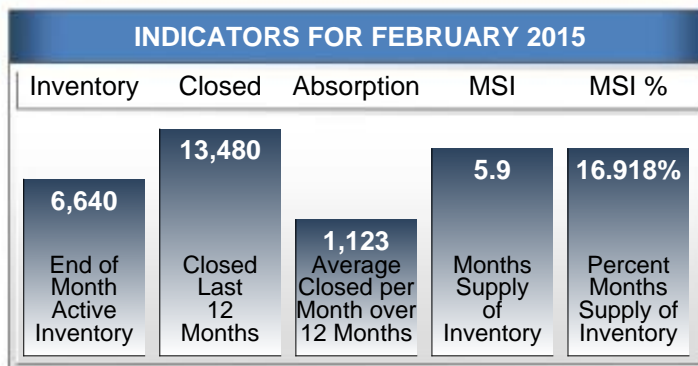
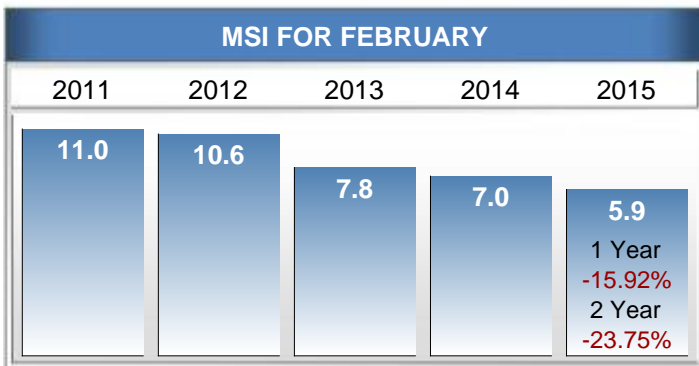
Active Inventory as of Mar 16, 2015



Months Supply of Inventory

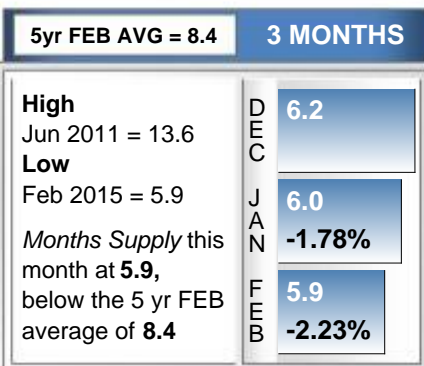
Report Produced on: Mar 16, 2015

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



Months Supply

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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+
\$20,000 and less	265	3.99%	8.5	11.5	2.4	5.1	24.0	
\$20,001 \$50,000	1,141	17.18%	10.9	16.9	4.1	3.5	6.0	
\$50,001 \$90,000	963	14.50%	5.8	9.7	4.2	4.5	3.0	
\$90,001 \$170,000	1,642	24.73%	3.9	8.6	3.4	3.5	4.0	
\$170,001 \$260,000	1,108	16.69%	4.9	10.3	4.7	4.5	5.4	
\$260,001 \$420,000	845	12.73%	6.7	17.8	5.9	6.5	6.1	
\$420,001 and up	676	10.18%	13.4	52.8	9.6	11.4	12.0	
MSI:	5.9			12.7	4.0	5.4	7.6	
Total Active Inventory:	6,640			2,306	2,455	1,546	333	



Monthly Inventory Analysis

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February 2015

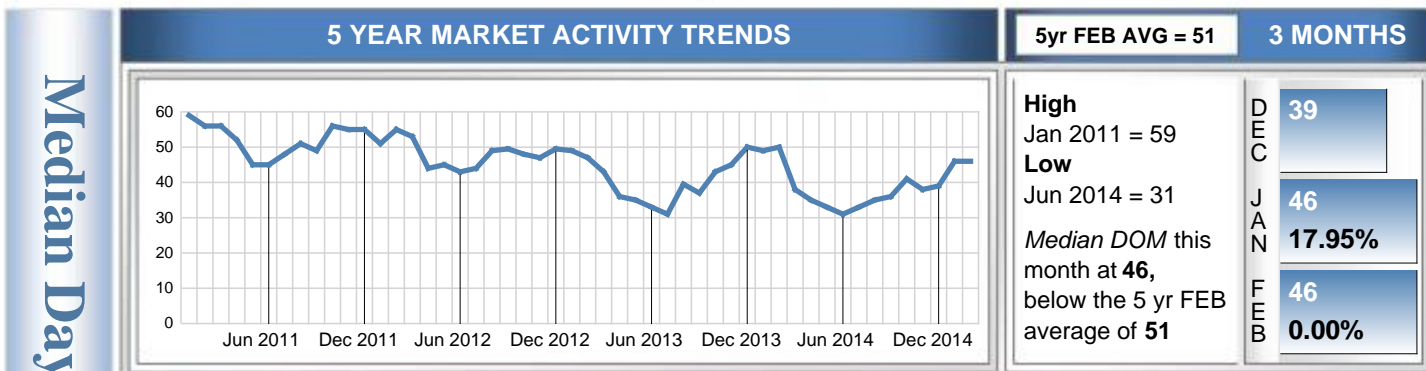
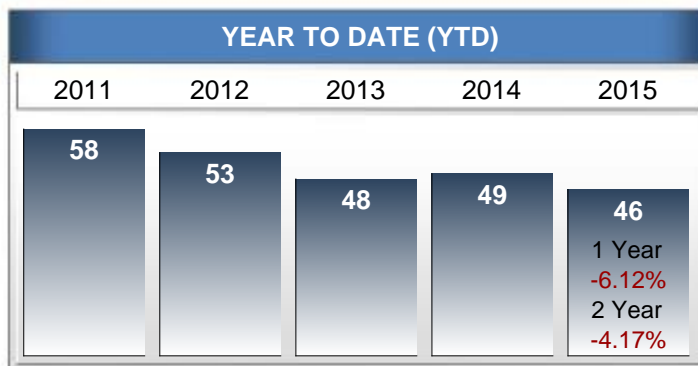
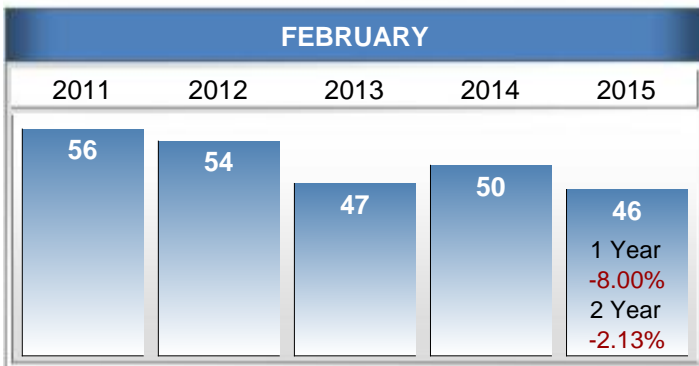
Closed Sales as of Mar 16, 2015



Median Days on Market to Sale

Report Produced on: Mar 16, 2015

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



Median Days on Market

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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	83			9.72%	31.0	55.0	21.5	29.0	0.0
\$40,001 - \$70,000	107			12.53%	33.0	34.0	25.0	64.0	0.0
\$70,001 - \$100,000	111			13.00%	47.0	39.0	52.0	38.0	1.0
\$100,001 - \$160,000	232			27.17%	44.5	60.0	39.0	51.0	0.0
\$160,001 - \$210,000	124			14.52%	49.0	24.5	55.0	37.0	0.0
\$210,001 - \$300,000	114			13.35%	61.5	82.0	58.5	52.5	72.0
\$300,001 and up	83			9.72%	55.0	31.5	33.0	81.0	40.0
Median Closed DOM:					46.0	46.0	39.0	52.0	51.5
Total Closed Units:					854	149	456	223	26
Total Closed Volume:					135,926,175	13.48M	58.44M	52.32M	11.68M



Monthly Inventory Analysis

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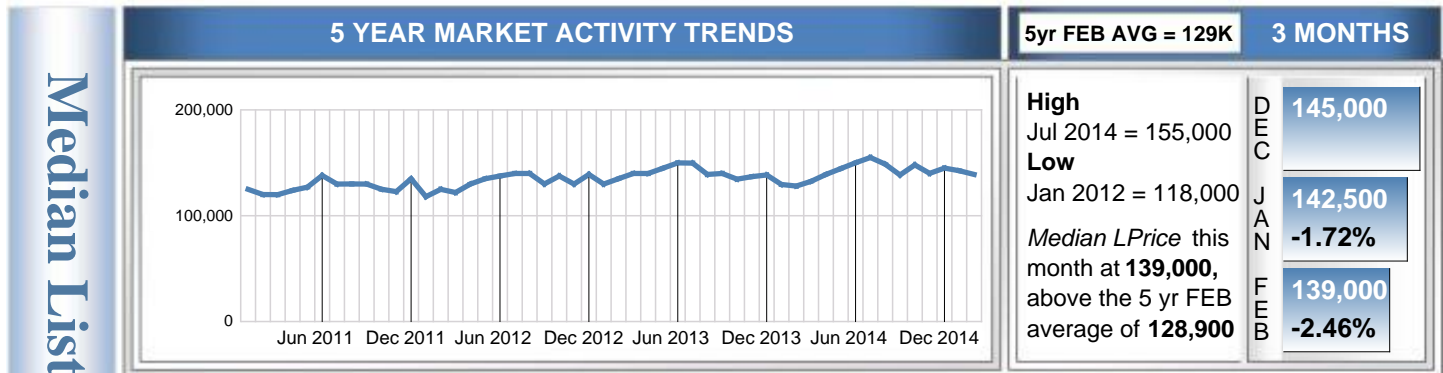
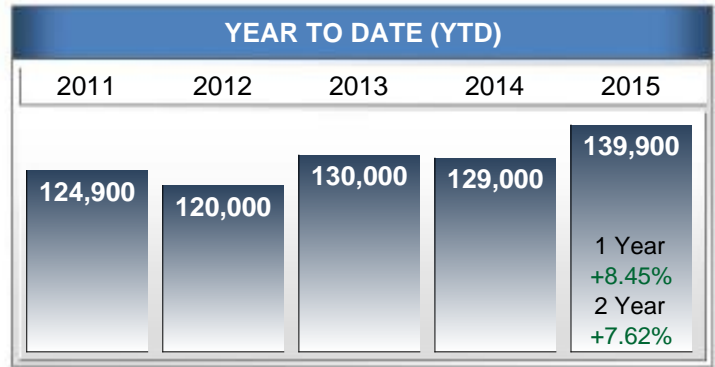
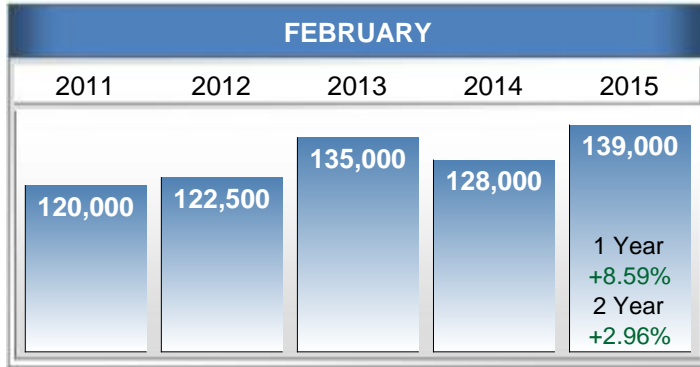
Closed Sales as of Mar 16, 2015



Median List Price at Closing

Report Produced on: Mar 16, 2015

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



Median List Price

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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	74		8.67%	28,250	28,000	28,375	34,950	0
\$40,001 \$70,000	105		12.30%	59,000	57,500	61,800	54,100	0
\$70,001 \$100,000	113		13.23%	89,900	84,000	89,900	90,000	0
\$100,001 \$160,000	232		27.17%	132,750	115,000	133,000	143,000	160,000
\$160,001 \$210,000	124		14.52%	179,900	183,450	174,900	184,900	0
\$210,001 \$300,000	115		13.47%	240,000	255,000	234,250	239,000	255,000
\$300,001 and up	91		10.66%	395,000	475,000	339,900	394,900	442,450
Median List Price:	\$139,000				\$65,500	\$124,900	\$214,900	\$392,500
Total Closed Units:	854				149	456	223	26
Total List Volume:	141,250,668				14.41M	60.19M	53.89M	12.76M



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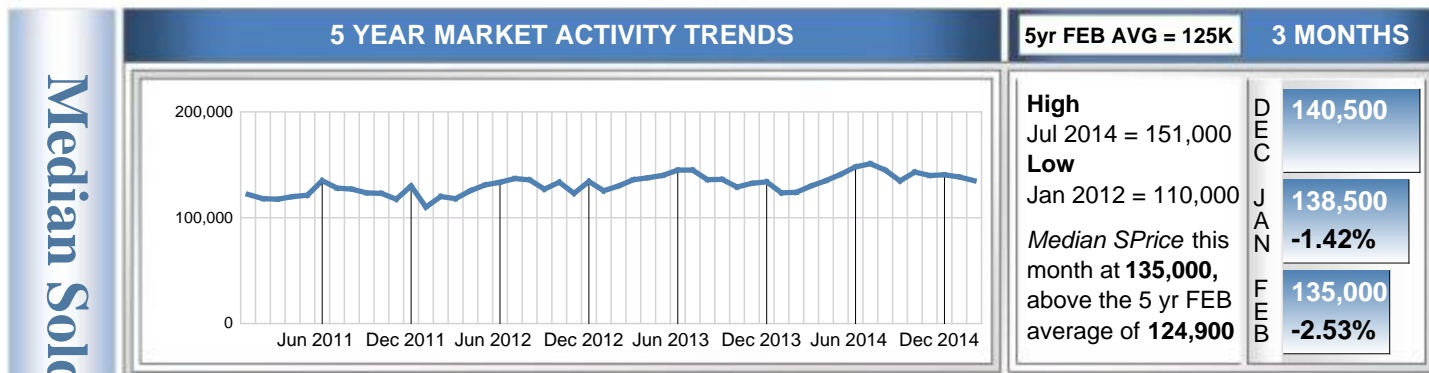
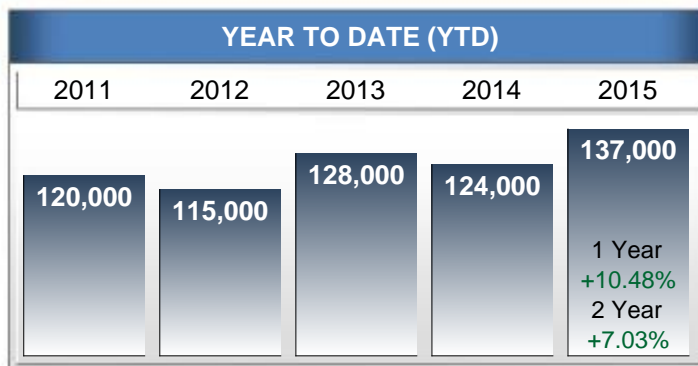
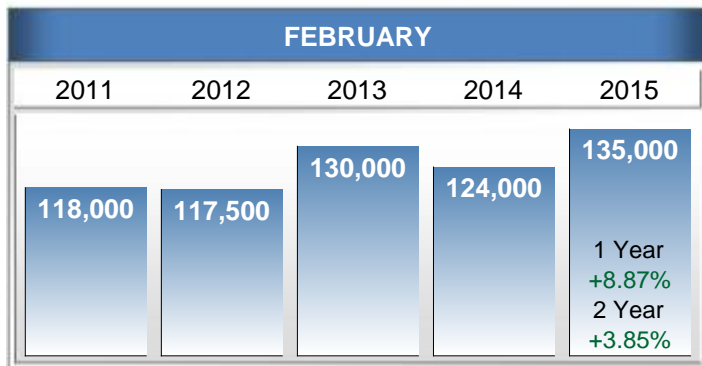
Closed Sales as of Mar 16, 2015



Median Sold Price at Closing

Report Produced on: Mar 16, 2015

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



Median Sold Price

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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	83		9.72%	27,469	25,500	28,000	36,250	0
\$40,001 - \$70,000	107		12.53%	58,000	54,000	59,151	55,000	0
\$70,001 - \$100,000	111		13.00%	88,000	85,100	88,000	86,630	96,000
\$100,001 - \$160,000	232		27.17%	131,250	119,900	132,000	135,600	0
\$160,001 - \$210,000	124		14.52%	179,450	181,250	175,000	183,000	0
\$210,001 - \$300,000	114		13.35%	241,218	249,900	237,468	239,543	247,000
\$300,001 and up	83		9.72%	395,000	452,500	341,340	387,500	473,085
Median Closed Price:	\$135,000				\$63,000	\$122,550	\$210,000	\$379,250
Total Closed Units:	854				149	456	223	26
Total Closed Volume:	135,926,175				13.48M	58.44M	52.32M	11.68M



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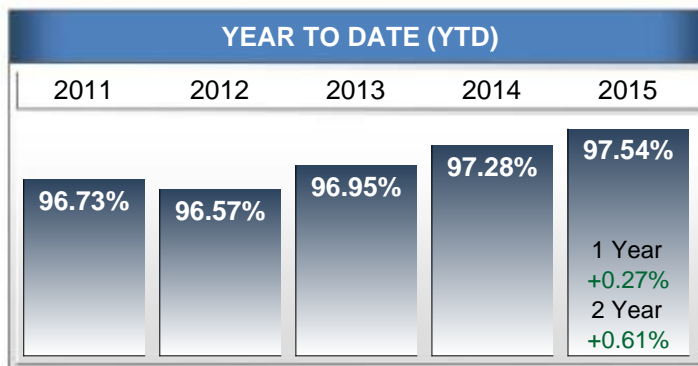
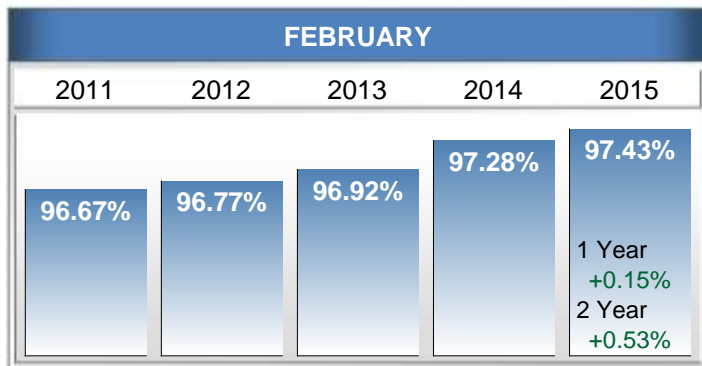
Closed Sales as of Mar 16, 2015



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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	83	9.72%	93.10%	88.24%	94.93%	87.32%	0.00%
\$40,001 \$70,000	107	12.53%	93.67%	91.91%	94.42%	96.18%	0.00%
\$70,001 \$100,000	111	13.00%	96.77%	93.98%	97.00%	97.27%	60.00%
\$100,001 \$160,000	232	27.17%	98.10%	98.95%	98.00%	99.55%	0.00%
\$160,001 \$210,000	124	14.52%	98.32%	97.29%	98.34%	98.39%	0.00%
\$210,001 \$300,000	114	13.35%	97.85%	95.00%	97.83%	98.20%	96.07%
\$300,001 and up	83	9.72%	96.77%	94.28%	98.44%	96.90%	96.55%
Median List/Sell Ratio:	97.43%			94.44%	97.78%	98.08%	96.20%
Total Closed Units:	854			149	456	223	26
Total Closed Volume:	135,926,175			13.48M	58.44M	52.32M	11.68M



Monthly Inventory Analysis

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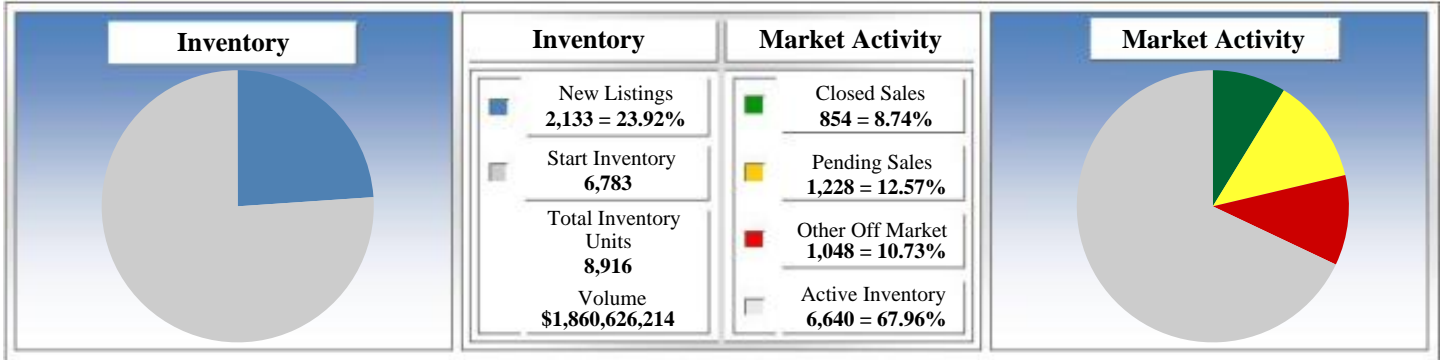
Inventory as of Mar 16, 2015



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 **1,123** Sales/Month

Active Inventory as of February 28, 2015 = **6,640**

	FEBRUARY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	837	854	2.03%	1,598	1,629	1.94%
Pending Sales	955	1,228	28.59%	1,932	2,275	17.75%
New Listings	2,156	2,133	-1.07%	4,350	4,238	-2.57%
Median List Price	128,000	139,000	8.59%	129,000	139,900	8.45%
Median Sale Price	124,000	135,000	8.87%	124,000	137,000	10.48%
Median Percent of List Price to Selling Price	97.28%	97.43%	0.15%	97.28%	97.54%	0.27%
Median Days on Market to Sale	50.00	46.00	-8.00%	49.00	46.00	-6.12%
Monthly Inventory	7,610	6,640	-12.75%	7,610	6,640	-12.75%
Months Supply of Inventory	7.03	5.91	-15.93%	7.03	5.91	-15.93%

