



# July 2015

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

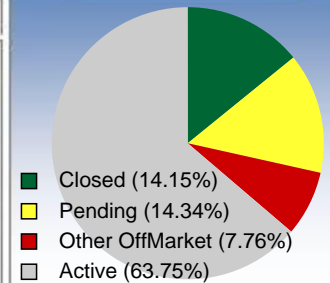


**Absorption:** Last 12 months, an Average of **1,135** Sales/Month

**Active Inventory** as of July 31, 2015 = **6,291**

	JULY		
	2014	2015	+/- %
Closed Listings	1,360	1,396	2.65%
Pending Listings	1,310	1,415	8.02%
New Listings	2,369	2,552	7.72%
Average List Price	185,150	186,552	0.76%
Average Sale Price	179,753	181,825	1.15%
Average Percent of List Price to Selling Price	96.66%	99.33%	2.76%
Average Days on Market to Sale	48.25	43.83	-9.16%
End of Month Inventory	6,583	6,291	-4.44%
Months Supply of Inventory	6.03	5.54	-8.06%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 17, 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 July 2015 decreased **4.44%** to 6,291 existing homes available for sale. Over the last 12 months this area has had an average of 1,135 closed sales per month. This represents an unsold inventory index of **5.54** 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 **1.15%** in July 2015 to \$181,825 versus the previous year at \$179,753.

### Average Days on Market Shortens

The average number of **43.83** days that homes spent on the market before selling decreased by 4.42 days or **9.16%** in July 2015 compared to last year's same month at **48.25** DOM.

### Sales Success for July 2015 is Positive

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

There were 2,552 New Listings in July 2015, up **7.72%** from last year at 2,369. Furthermore, there were 1,396 Closed Listings this month versus last year at 1,360, a **2.65%** increase.

Closed versus Listed trends yielded a **54.7%** ratio, down from last year's July 2015 at **57.4%**, a **4.71%** downswing. 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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<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

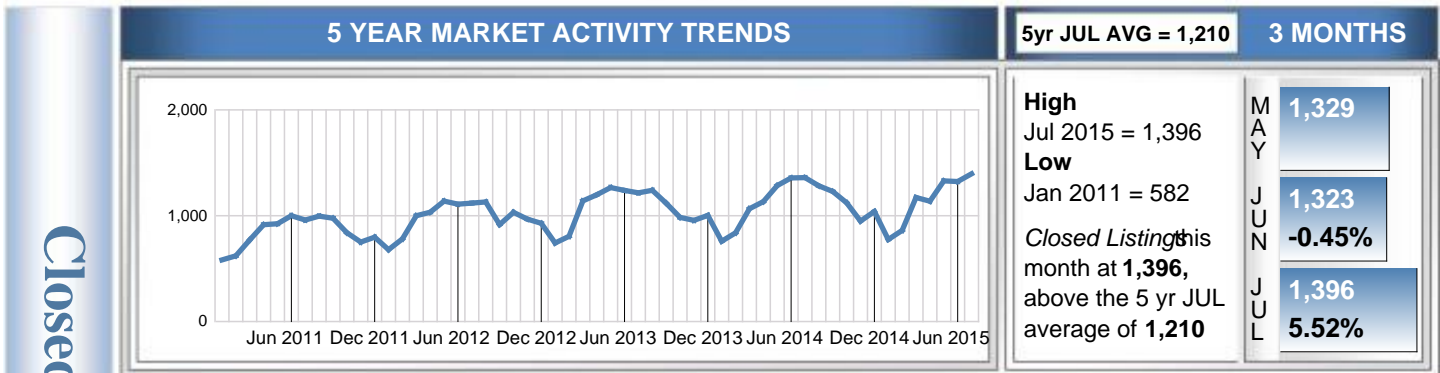
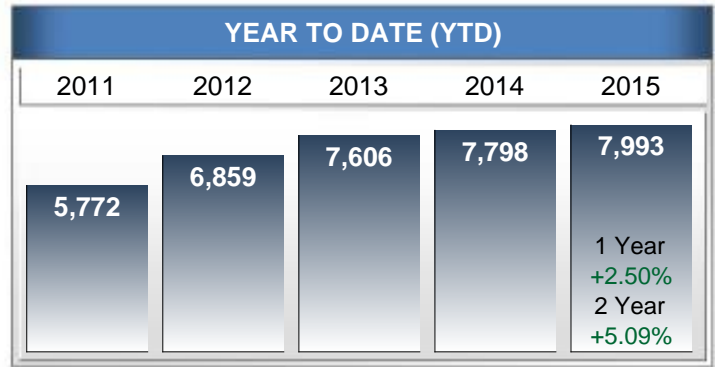
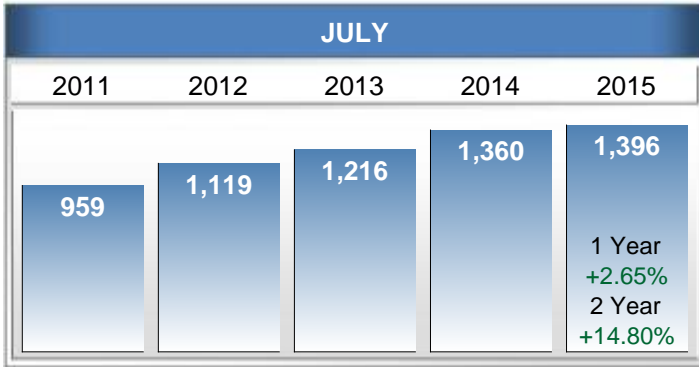
Closed Sales as of Aug 17, 2015



### Closed Listings

Report Produced on: Aug 17, 2015

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



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	130	9.31%	49.0	74	42	12	2	
\$50,001 - \$75,000	100	7.16%	42.6	25	66	7	2	
\$75,001 - \$125,000	301	21.56%	41.2	45	228	26	2	
\$125,001 - \$175,000	345	24.71%	36.2	18	243	82	2	
\$175,001 - \$225,000	180	12.89%	48.2	10	110	55	5	
\$225,001 - \$325,000	198	14.18%	43.8	5	65	109	19	
\$325,001 and up	142	10.17%	58.6	2	21	91	28	
Total Closed Units: 1,396				43.8	179	775	382	60
Total Closed Volume: 253,827,849					14.81M	114.32M	100.45M	24.25M
Average Closed Price: \$181,825					\$82,737	\$147,508	\$262,966	\$404,111



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

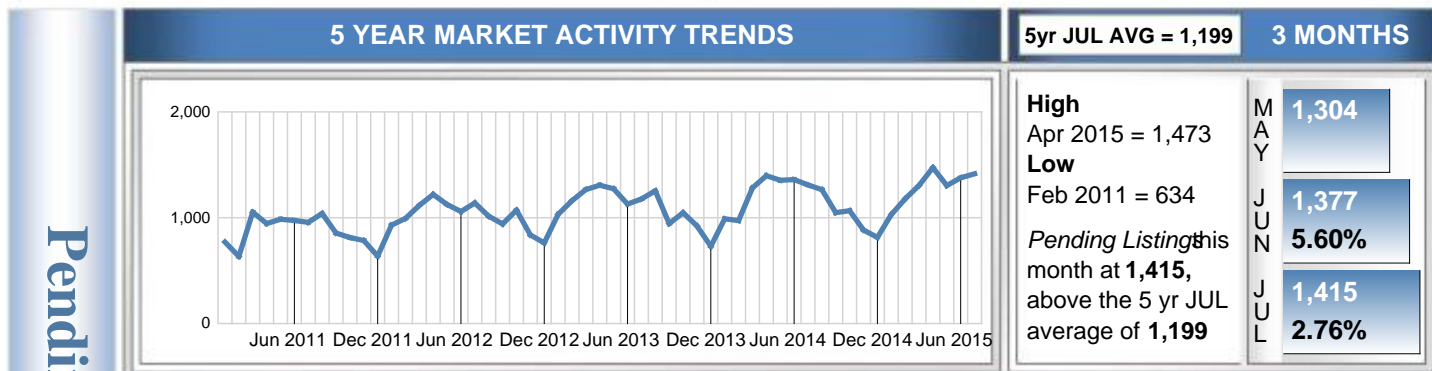
Pending Listings as of Aug 17, 2015



### Pending Listings

Report Produced on: Aug 17, 2015

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE										
Distribution of Pending Listings by Price Range			%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	49		3.46%	46.7	34	11	2	2		
\$25,001 - \$75,000	214		15.12%	50.1	81	115	17	1		
\$75,001 - \$125,000	267		18.87%	45.4	40	207	20	0		
\$125,001 - \$175,000	335		23.67%	43.9	14	252	61	8		
\$175,001 - \$225,000	199		14.06%	45.9	12	104	80	3		
\$225,001 - \$325,000	203		14.35%	52.6	6	82	96	19		
\$325,001 and up	148		10.46%	55.4	7	24	84	33		
Total Pending Units:					1,415	52.2	194	795	360	66
Total Pending Volume:					261,530,180		19.09M	119.82M	93.90M	28.72M
Average Listing Price:					\$187,836		\$98,394	\$150,714	\$260,840	\$435,178

Pending Listings

Ready to Buy or Sell Real Estate?  
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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

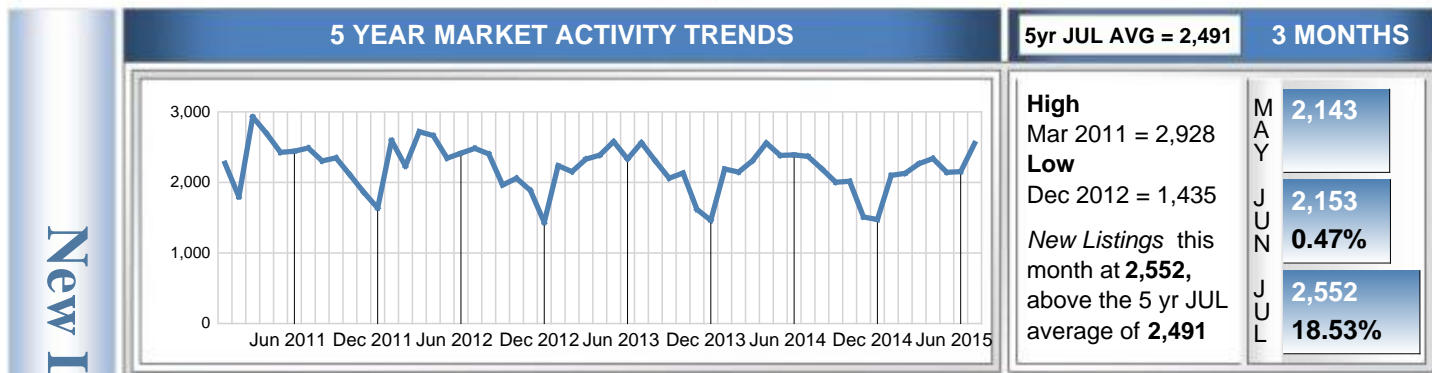
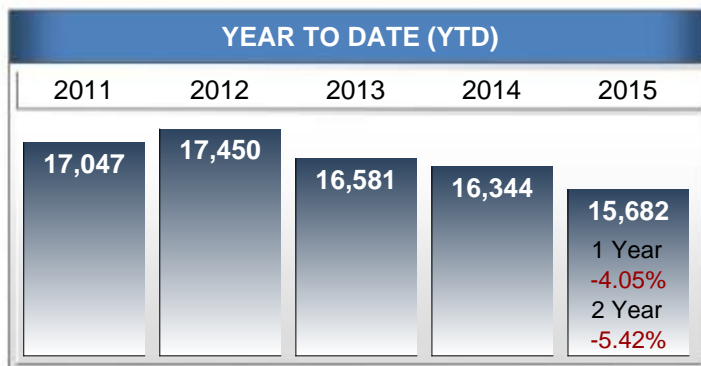
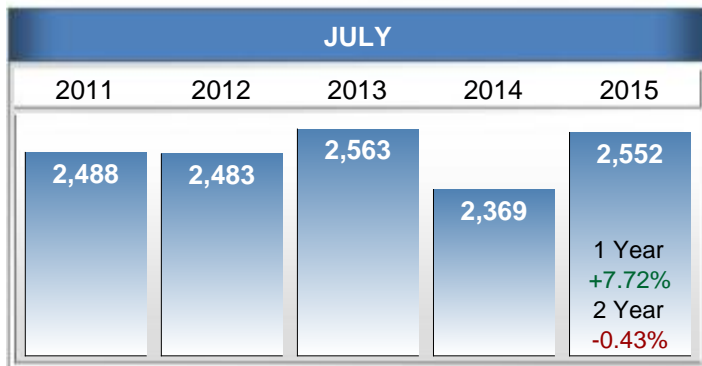
New Listings as of Aug 17, 2015



### New Listings

Report Produced on: Aug 17, 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	165	6.47%	134	23	6	2
\$25,001 - \$50,000	354	13.87%	268	72	14	0
\$50,001 - \$100,000	402	15.75%	145	218	37	2
\$100,001 - \$150,000	476	18.65%	57	362	55	2
\$150,001 - \$225,000	509	19.95%	44	282	163	20
\$225,001 - \$350,000	368	14.42%	20	123	191	34
\$350,001 and up	278	10.89%	36	36	139	67
Total New Listed Units:			704	1116	605	127
Total New Listed Volume:			82.04M	173.79M	168.49M	59.39M
Average New Listed Listing Price:			\$116,537	\$155,724	\$278,503	\$467,601



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

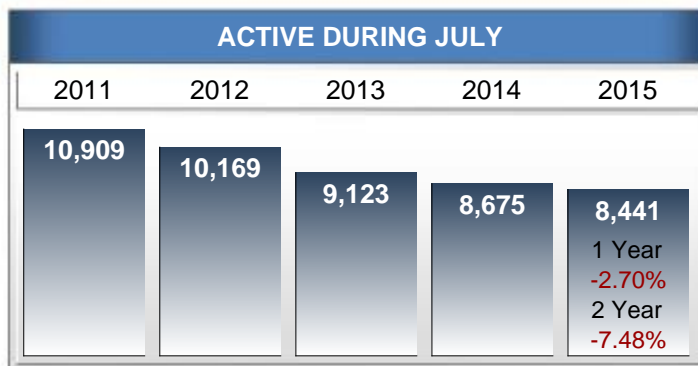
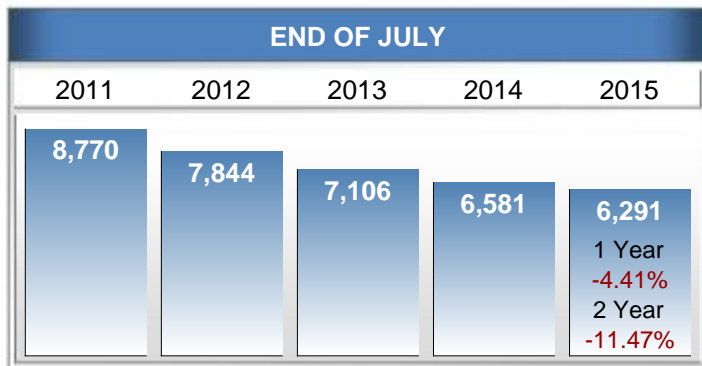
Active Inventory as of Aug 17, 2015



### Active Inventory

Report Produced on: Aug 17, 2015

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



Active Inventory

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5yr JUL AVG = 7,318		3 MONTHS	
<b>High</b>	Jul 2011 = 8,770	<b>MAY</b>	5,860
<b>Low</b>	Feb 2015 = 5,680	<b>JUN</b>	5,947
<i>Inventory</i> this month at <b>6,291</b> , below the 5 yr JUL average of <b>7,318</b>		<b>JUL</b>	6,291
			1.48%
			5.78%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	503	8.00%	92.3	461	32	10	0		
\$25,001 - \$50,000	785	12.48%	66.0	618	137	27	3		
\$50,001 - \$100,000	1,041	16.55%	75.9	499	467	70	5		
\$100,001 - \$175,000	1,375	21.86%	59.0	219	890	251	15		
\$175,001 - \$275,000	1,083	17.22%	67.1	128	445	452	58		
\$275,001 - \$450,000	887	14.10%	71.1	98	163	496	130		
\$450,001 and up	617	9.81%	77.9	99	84	257	177		
Total Active Inventory by Units:				6,291	70.3	2,122	2,218	1,563	388
Total Active Inventory by Volume:				1,416,281,176		296.33M	379.71M	508.75M	231.48M
Average Active Inventory Listing Price:				\$225,128		\$139,647	\$171,197	\$325,496	\$596,611



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

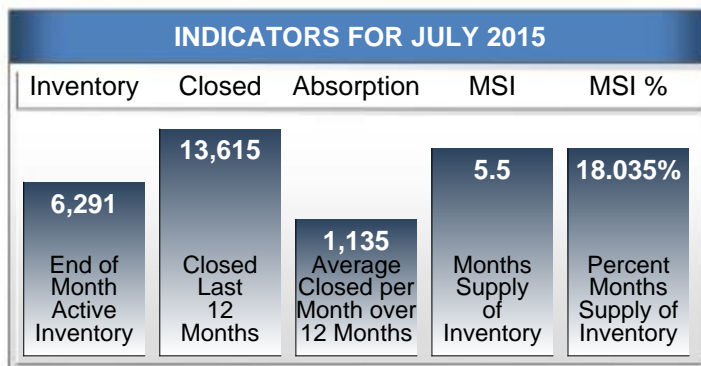
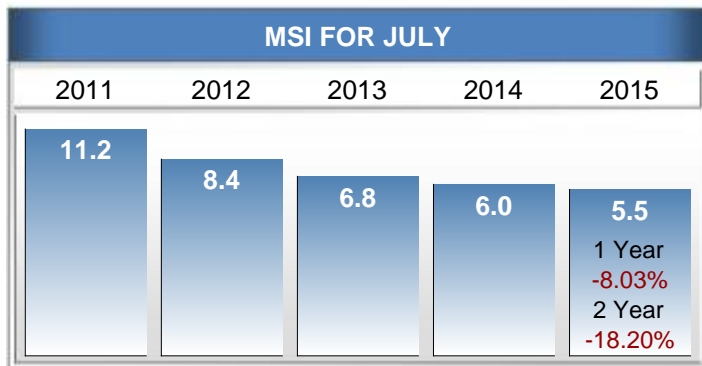
Active Inventory as of Aug 17, 2015



### Months Supply of Inventory

Report Produced on: Aug 17, 2015

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



Months Supply

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5yr JUL AVG = 7.6	3 MONTHS
<b>High</b> Jun 2011 = 11.4 <b>Low</b> Mar 2015 = 5.0 <i>Months Supply</i> this month at <b>5.5</b> , below the 5 yr JUL average of <b>7.6</b>	M A Y <b>5.2</b> J U N <b>5.3</b> <b>1.74%</b> J U L <b>5.5</b> <b>5.50%</b>

#### 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	216	3.43%	7.5	9.5	3.1	5.1	0.0
\$20,001 \$50,000	1,072	17.04%	10.5	15.9	3.7	5.9	5.1
\$50,001 \$100,000	1,041	16.55%	5.1	9.1	3.6	4.6	2.4
\$100,001 \$190,000	1,606	25.53%	3.5	6.9	3.1	3.5	4.7
\$190,001 \$280,000	898	14.27%	4.7	12.6	4.2	4.5	4.7
\$280,001 \$450,000	841	13.37%	7.7	25.1	5.5	7.3	9.8
\$450,001 and up	617	9.81%	14.1	49.5	13.3	11.0	14.8
MSI:	5.5			11.8	3.6	5.4	8.8
Total Active Inventory:	6,291			2,122	2,218	1,563	388



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

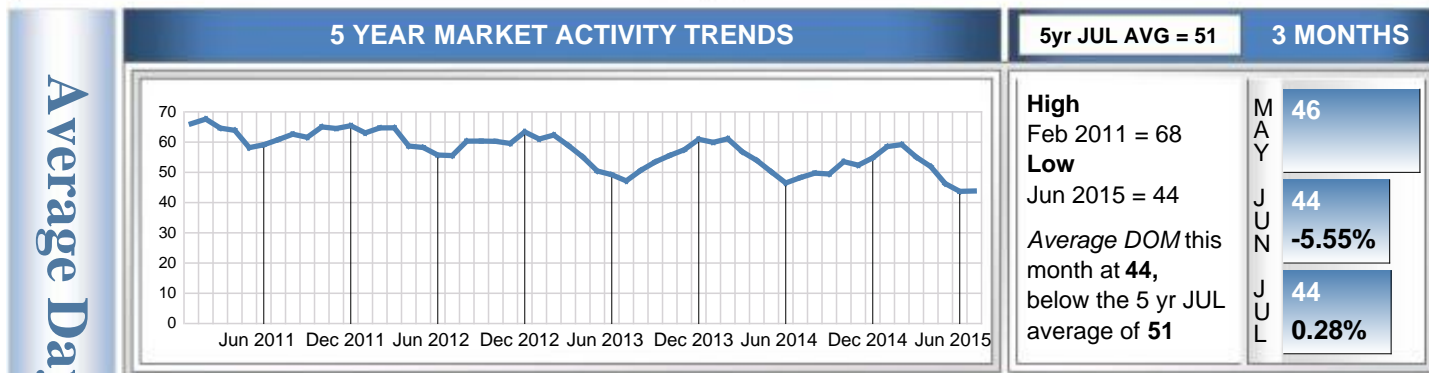
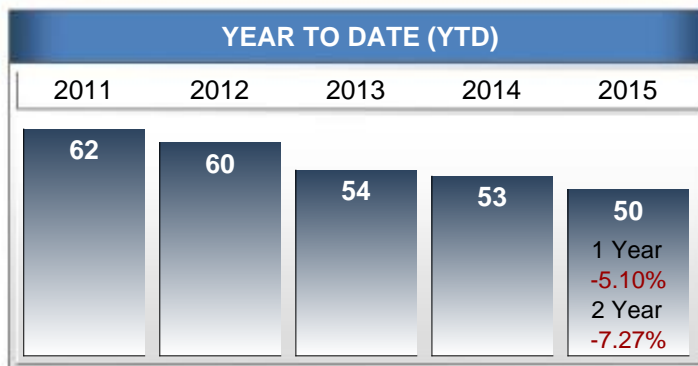
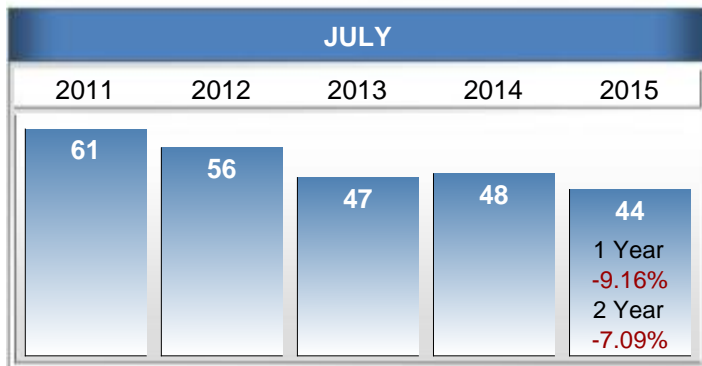
Closed Sales as of Aug 17, 2015



### Average Days on Market to Sale

Report Produced on: Aug 17, 2015

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



Average Days on Market

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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+
\$50,000 and less	130	9.31%	49.0	49.8	53.3	31.2	38.0
\$50,001 - \$75,000	100	7.16%	42.6	58.0	33.7	70.4	45.0
\$75,001 - \$125,000	301	21.56%	41.2	44.7	40.2	46.9	9.5
\$125,001 - \$175,000	345	24.71%	36.2	32.4	34.2	42.3	57.5
\$175,001 - \$225,000	180	12.89%	48.2	32.8	42.1	63.2	50.4
\$225,001 - \$325,000	198	14.18%	43.8	27.6	40.8	47.3	37.9
\$325,001 and up	142	10.17%	58.6	27.5	55.6	59.5	60.4
Average Closed DOM: 43.8				46.1	39.2	51.3	49.4
Total Closed Units: 1,396				179	775	382	60
Total Closed Volume: 253,827,849				14.81M	114.32M	100.45M	24.25M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

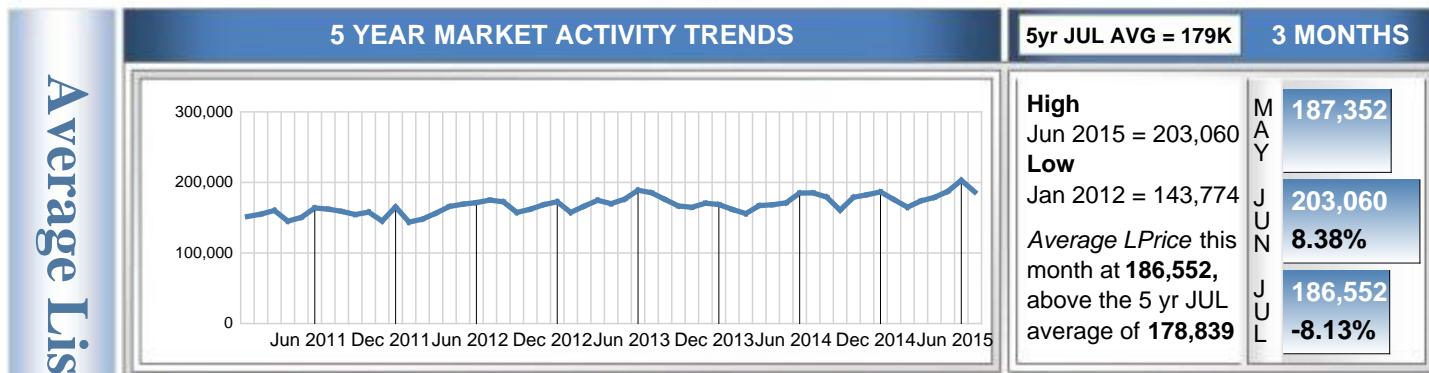
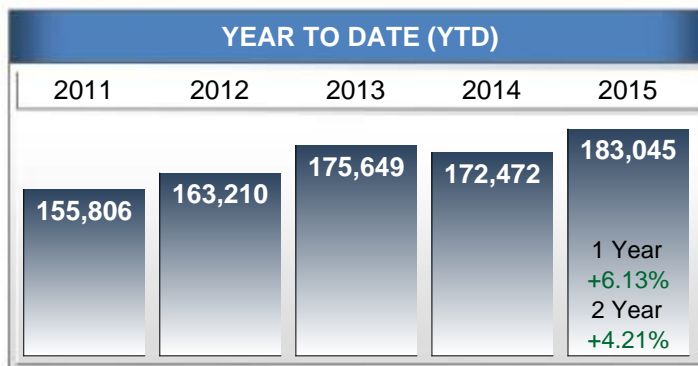
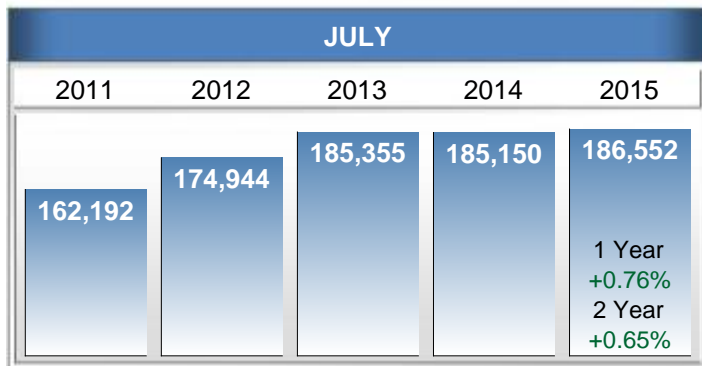
Closed Sales as of Aug 17, 2015



### Average List Price at Closing

Report Produced on: Aug 17, 2015

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



Average List Price

Ready to Buy or Sell Real Estate?  
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#### 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+
\$50,000 and less	121	8.67%	33,006	31,684	39,623	40,806	22,500
\$50,001 - \$75,000	95	6.81%	63,597	67,362	66,913	66,600	70,400
\$75,001 - \$125,000	299	21.42%	102,379	100,797	105,347	113,363	103,620
\$125,001 - \$175,000	330	23.64%	150,567	151,000	151,668	159,142	182,250
\$175,001 - \$225,000	202	14.47%	197,844	201,210	202,741	202,549	218,930
\$225,001 - \$325,000	199	14.26%	268,899	305,459	265,420	274,784	281,730
\$325,001 and up	150	10.74%	510,779	355,500	493,051	494,152	636,177
Average List Price:	\$186,552			\$86,776	\$150,791	\$269,666	\$416,967
Total Closed Units:	1,396			179	775	382	60
Total List Volume:	260,426,034			15.53M	116.86M	103.01M	25.02M





# Monthly Inventory Analysis

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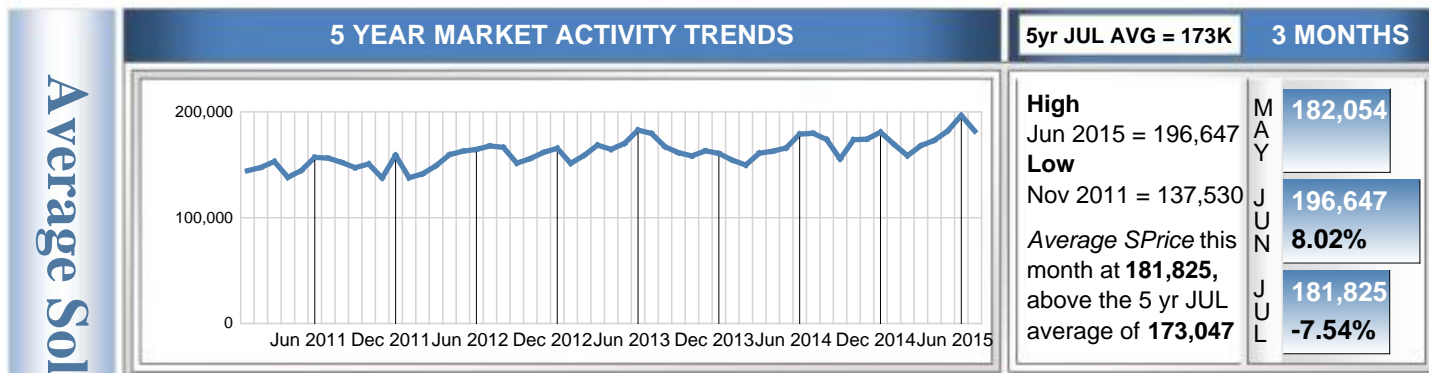
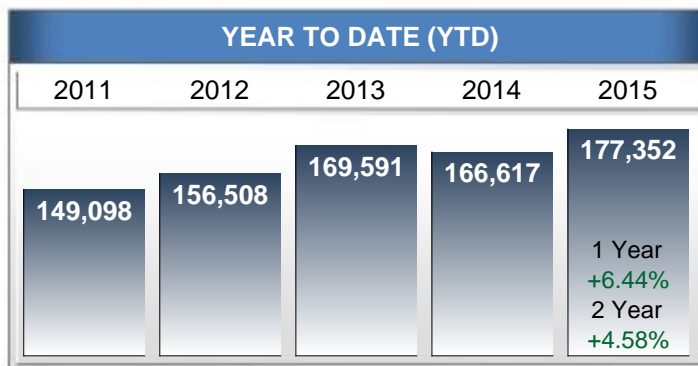
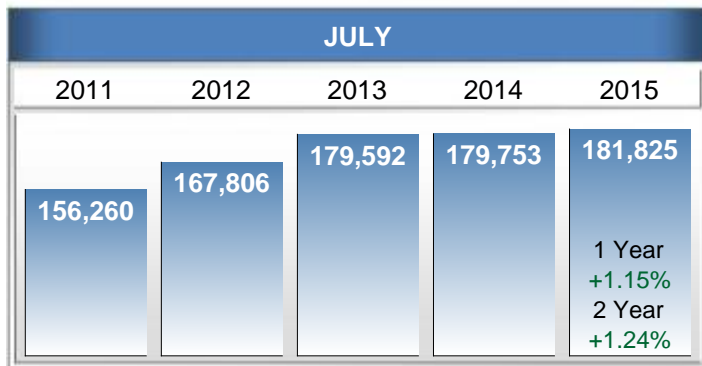
Closed Sales as of Aug 17, 2015



### Average Sold Price at Closing

Report Produced on: Aug 17, 2015

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+
\$50,000 and less	130	9.31%	32,739	29,698	36,790	37,725	30,250
\$50,001 - \$75,000	100	7.16%	63,456	63,596	63,381	63,286	64,750
\$75,001 - \$125,000	301	21.56%	102,391	96,672	102,707	109,534	102,129
\$125,001 - \$175,000	345	24.71%	151,118	149,300	149,430	156,060	170,000
\$175,001 - \$225,000	180	12.89%	198,868	195,874	198,769	198,844	207,300
\$225,001 - \$325,000	198	14.18%	267,209	269,000	261,658	268,996	275,478
\$325,001 and up	142	10.17%	503,994	340,500	475,667	479,729	615,780
Average Closed Price: \$181,825				\$82,737	\$147,508	\$262,966	\$404,111
Total Closed Units: 1,396				179	775	382	60
Total Closed Volume: 253,827,849				14.81M	114.32M	100.45M	24.25M



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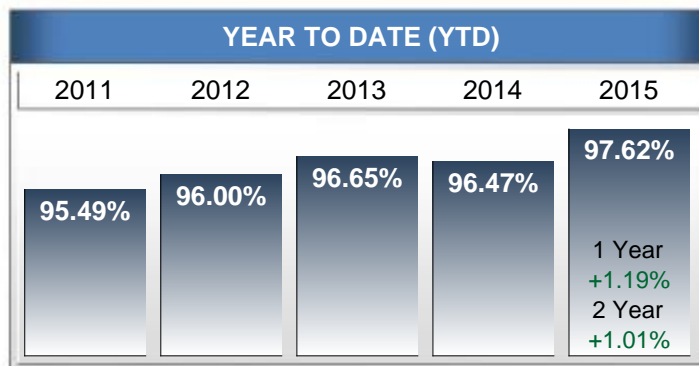
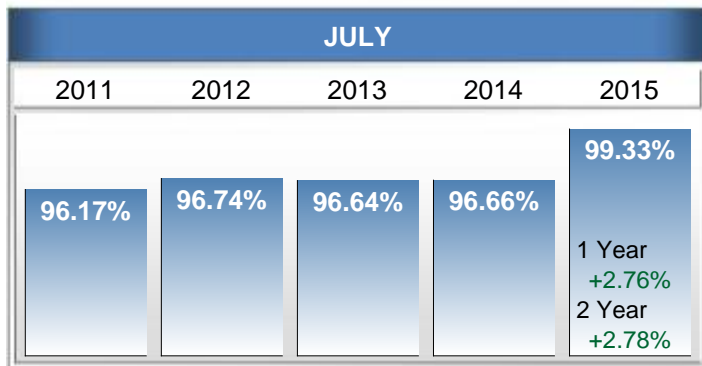
Closed Sales as of Aug 17, 2015



### Average Percent of List Price to Selling Price

Report Produced on: Aug 17, 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 JUL AVG=97.11%	3 MONTHS
<b>High</b> Jul 2015 = 99.33%	<b>MAY</b> 97.32%
<b>Low</b> Dec 2013 = 94.64%	<b>JUN</b> 97.95%
Average List/Sell this month at <b>99.33%</b> , above the 5 yr JUL average of <b>97.11%</b>	<b>JUL</b> 99.33%
	<b>0.65%</b>
	<b>1.40%</b>

#### 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+
\$50,000 and less	130	9.31%	113.24%	107.27%	106.45%	150.19%	255.00%
\$50,001 \$75,000	100	7.16%	95.58%	95.06%	95.82%	96.28%	91.95%
\$75,001 \$125,000	301	21.56%	97.61%	96.48%	97.91%	96.88%	99.16%
\$125,001 \$175,000	345	24.71%	98.95%	99.63%	99.18%	98.25%	93.30%
\$175,001 \$225,000	180	12.89%	98.06%	97.45%	98.15%	98.28%	94.91%
\$225,001 \$325,000	198	14.18%	98.09%	89.52%	98.81%	98.10%	97.83%
\$325,001 and up	142	10.17%	97.11%	95.85%	96.64%	97.39%	96.64%
Average List/Sell Ratio:	99.30%			100.91%	98.67%	99.51%	101.97%
Total Closed Units:	1,396			179	775	382	60
Total Closed Volume:	253,827,849			14.81M	114.32M	100.45M	24.25M



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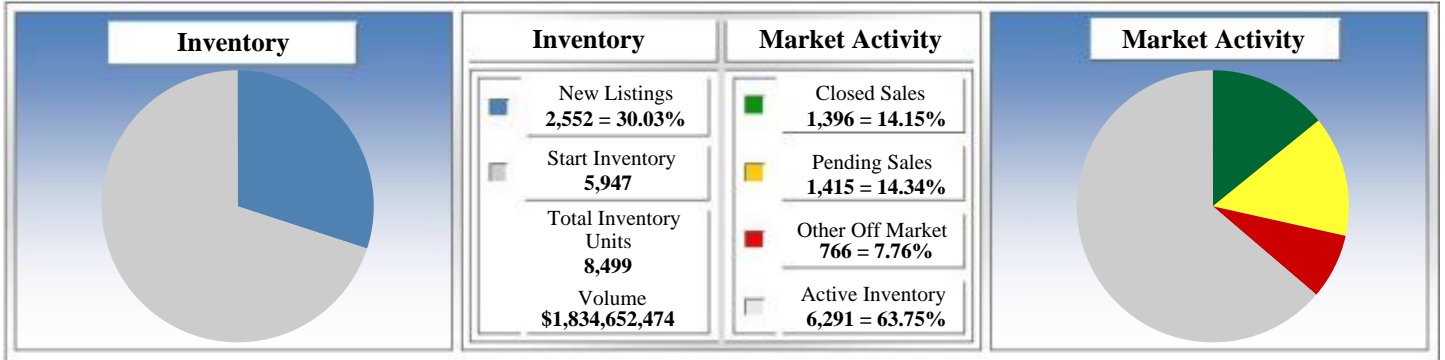
Inventory as of Aug 17, 2015



### Market Summary

Report Produced on: Aug 17, 2015

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



**Absorption:** Last 12 months, an Average of **1,135** Sales/Month

**Active Inventory** as of July 31, 2015 = **6,291**

	JULY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	1,360	1,396	2.65%	7,798	7,993	2.50%
Pending Sales	1,310	1,415	8.02%	8,664	9,081	4.81%
New Listings	2,369	2,552	7.72%	16,344	15,682	-4.05%
Average List Price	185,150	186,552	0.76%	172,472	183,045	6.13%
Average Sale Price	179,753	181,825	1.15%	166,617	177,352	6.44%
Average Percent of List Price to Selling Price	96.66%	99.33%	2.76%	96.47%	97.62%	1.19%
Average Days on Market to Sale	48.25	43.83	-9.16%	52.78	50.09	-5.10%
Monthly Inventory	6,583	6,291	-4.44%	6,583	6,291	-4.44%
Months Supply of Inventory	6.03	5.54	-8.06%	6.03	5.54	-8.06%

