



# June 2015

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

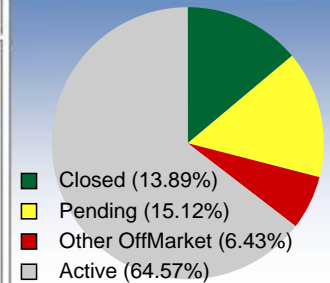


**Absorption:** Last 12 months, an Average of **1,130** Sales/Month

**Active Inventory** as of June 30, 2015 = **6,119**

	JUNE		
	2014	2015	+/- %
Closed Listings	1,357	1,316	-3.02%
Pending Listings	1,360	1,433	5.37%
New Listings	2,390	2,153	-9.92%
Average List Price	184,965	202,997	9.75%
Average Sale Price	178,958	196,558	9.83%
Average Percent of List Price to Selling Price	96.70%	97.96%	1.30%
Average Days on Market to Sale	46.49	43.54	-6.34%
End of Month Inventory	6,577	6,119	-6.96%
Months Supply of Inventory	6.09	5.41	-11.13%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 13, 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 June 2015 decreased **6.96%** to 6,119 existing homes available for sale. Over the last 12 months this area has had an average of 1,130 closed sales per month. This represents an unsold inventory index of **5.41** 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 **9.83%** in June 2015 to \$196,558 versus the previous year at \$178,958.

### Average Days on Market Shortens

The average number of **43.54** days that homes spent on the market before selling decreased by 2.95 days or **6.34%** in June 2015 compared to last year's same month at **46.49** DOM.

### Sales Success for June 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 2,153 New Listings in June 2015, down **9.92%** from last year at 2,390. Furthermore, there were 1,316 Closed Listings this month versus last year at 1,357, a **-3.02%** decrease.

Closed versus Listed trends yielded a **61.1%** ratio, up from last year's June 2015 at **56.8%**, a **7.65%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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®

## June 2015

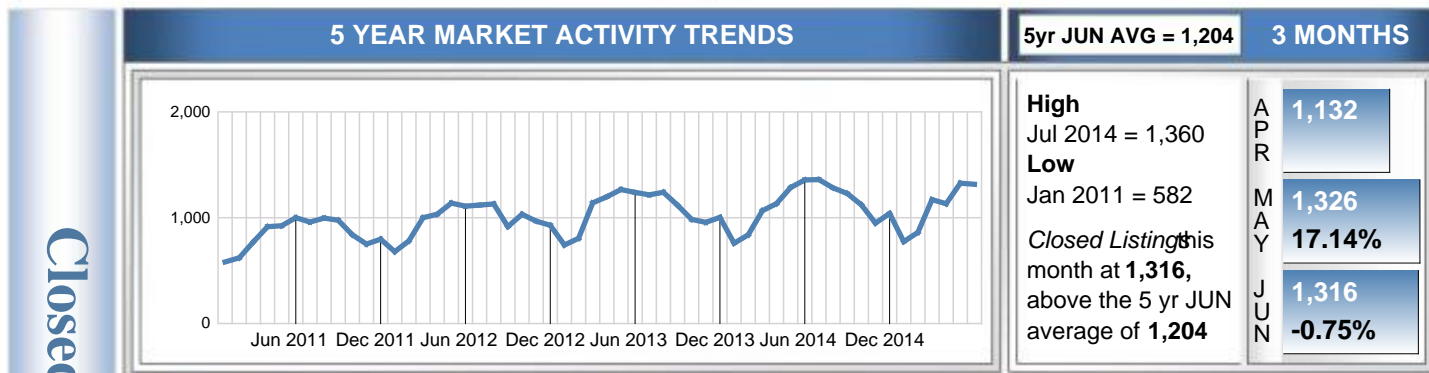
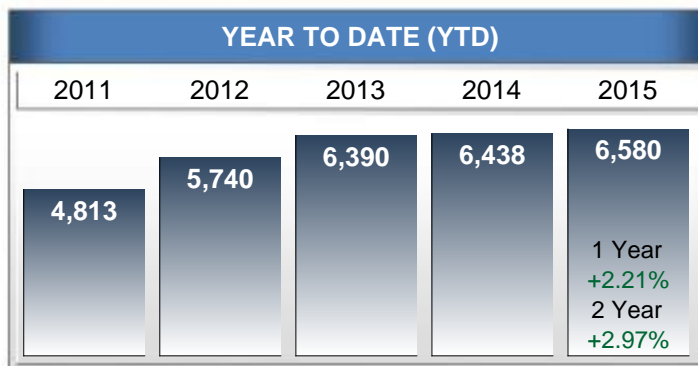
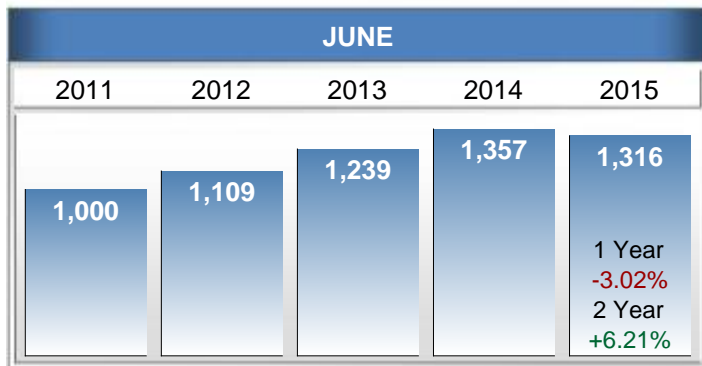
Closed Sales as of Jul 13, 2015



### Closed Listings

Report Produced on: Jul 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	120	9.12%	46.3	69	44	5	2		
\$50,001 - \$75,000	81	6.16%	54.9	24	53	3	1		
\$75,001 - \$125,000	241	18.31%	38.4	46	174	20	1		
\$125,001 - \$175,000	336	25.53%	37.4	19	248	66	3		
\$175,001 - \$225,000	190	14.44%	45.2	11	98	72	9		
\$225,001 - \$325,000	190	14.44%	45.5	3	68	107	12		
\$325,001 and up	158	12.01%	52.2	2	34	89	33		
Total Closed Units:				1,316	43.5	174	719	362	61
Total Closed Volume:				258,669,733		15.53M	112.55M	100.40M	30.18M
Average Closed Price:				\$196,558		\$89,281	\$156,544	\$277,340	\$494,800

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2015

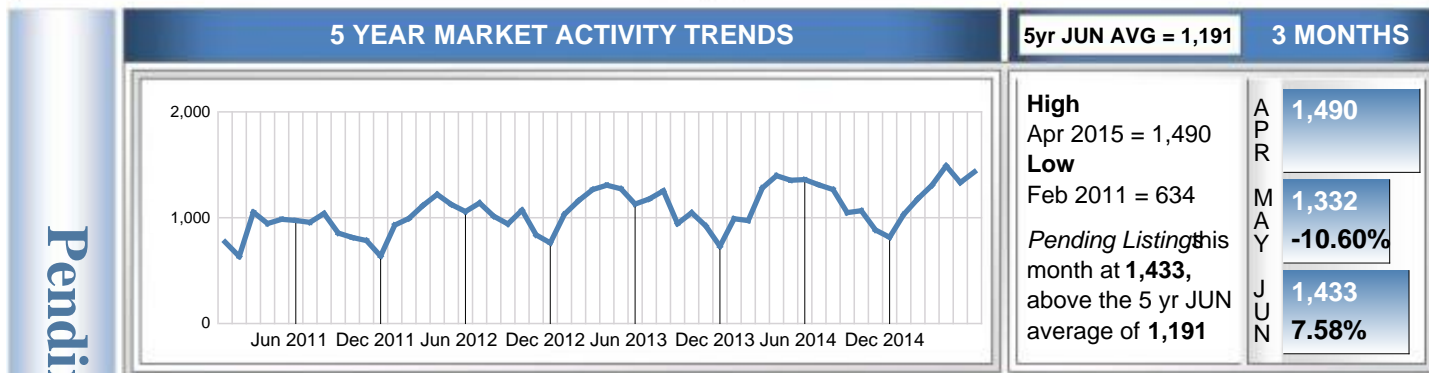
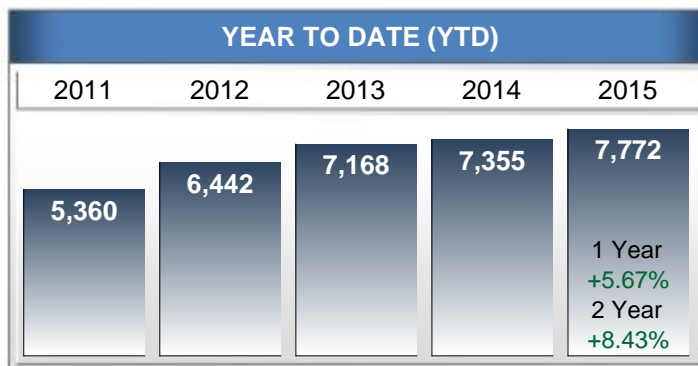
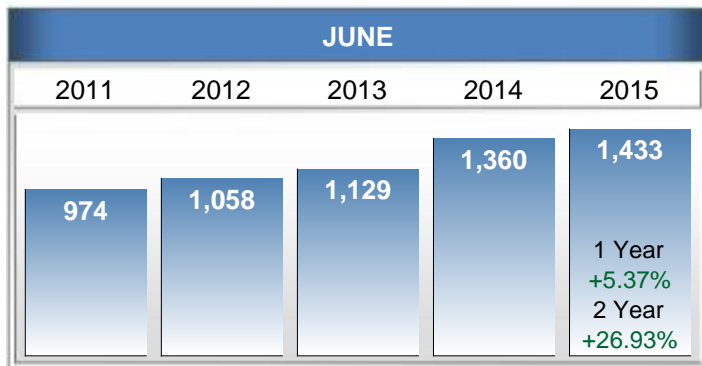
Pending Listings as of Jul 13, 2015



### Pending Listings

Report Produced on: Jul 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	128	8.93%	53.8	66	55	6	1	
\$50,001 - \$75,000	111	7.75%	53.9	40	66	5	0	
\$75,001 - \$100,000	163	11.37%	49.3	35	117	10	1	
\$100,001 - \$175,000	492	34.33%	40.7	34	363	90	5	
\$175,001 - \$225,000	191	13.33%	47.0	5	110	67	9	
\$225,001 - \$325,000	195	13.61%	49.0	9	70	99	17	
\$325,001 and up	153	10.68%	58.2	6	31	90	26	
Total Pending Units: 1,433				50.2	195	812	367	59
Total Pending Volume: 260,749,528					19.00M	121.08M	97.83M	22.84M
Average Listing Price: \$165,723					\$97,453	\$149,109	\$266,569	\$387,101



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2015

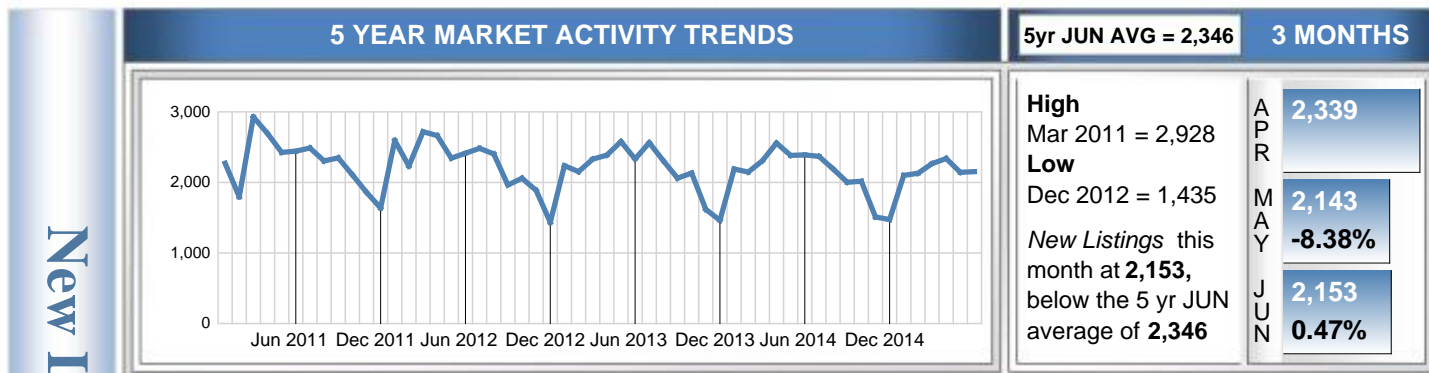
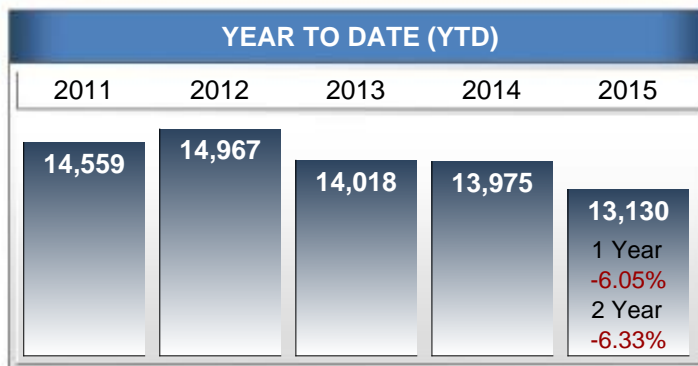
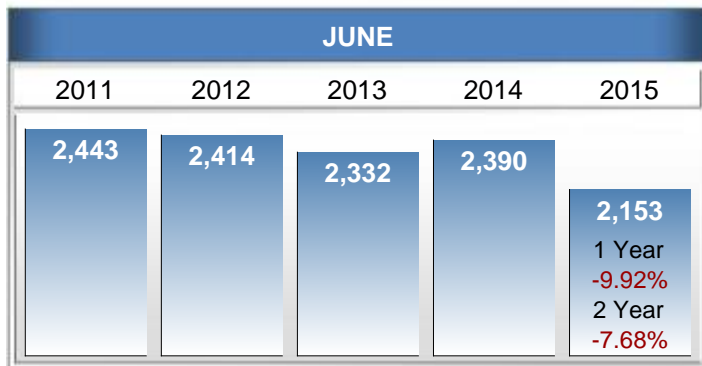
New Listings as of Jul 13, 2015



### New Listings

Report Produced on: Jul 13, 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+
\$25,000 and less	85	3.95%	68	15	2	0
\$25,001 - \$75,000	334	15.51%	202	113	18	1
\$75,001 - \$125,000	383	17.79%	77	272	32	2
\$125,001 - \$175,000	448	20.81%	36	319	87	6
\$175,001 - \$250,000	361	16.77%	25	171	157	8
\$250,001 - \$375,000	301	13.98%	30	61	173	37
\$375,001 and up	241	11.19%	23	33	125	60
Total New Listed Units:			461	984	594	114
Total New Listed Volume:			60.56M	153.31M	188.45M	61.55M
Average New Listed Listing Price:			\$131,358	\$155,802	\$317,260	\$539,923



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2015

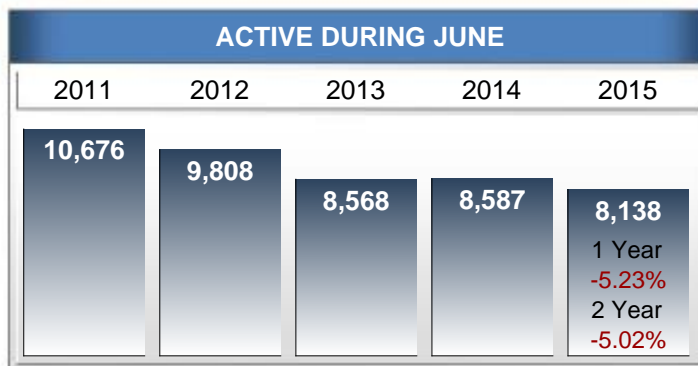
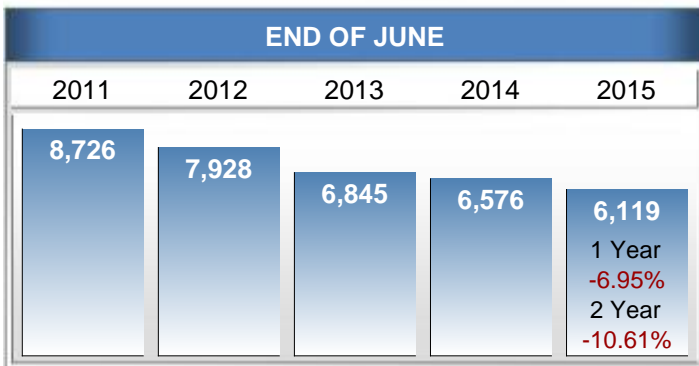
Active Inventory as of Jul 13, 2015



### Active Inventory

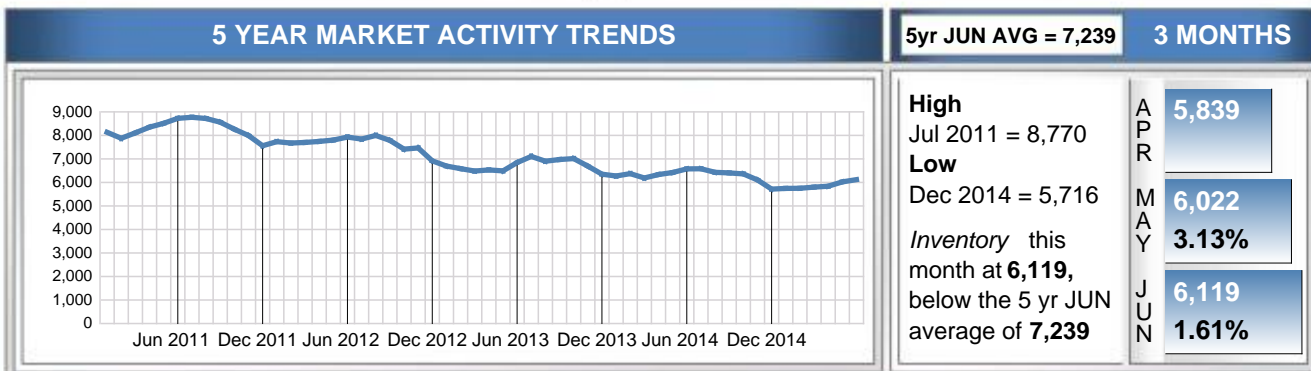
Report Produced on: Jul 13, 2015

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



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	477	7.80%	101.4	449	23	5	0		
\$25,001 \$50,000	695	11.36%	84.7	563	108	22	2		
\$50,001 \$100,000	1,052	17.19%	80.4	498	488	61	5		
\$100,001 \$175,000	1,295	21.16%	61.2	197	852	229	17		
\$175,001 \$275,000	1,080	17.65%	65.8	133	434	466	47		
\$275,001 \$450,000	900	14.71%	69.7	105	172	502	121		
\$450,001 and up	620	10.13%	73.1	103	75	263	179		
Total Active Inventory by Units:				6,119	73.6	2,048	2,152	1,548	371
Total Active Inventory by Volume:				1,404,227,548		294.22M	369.09M	512.60M	228.32M
Average Active Inventory Listing Price:				\$229,486		\$143,662	\$171,510	\$331,135	\$615,423



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2015

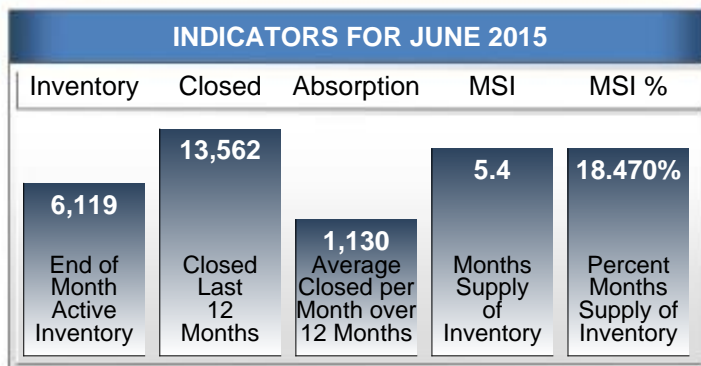
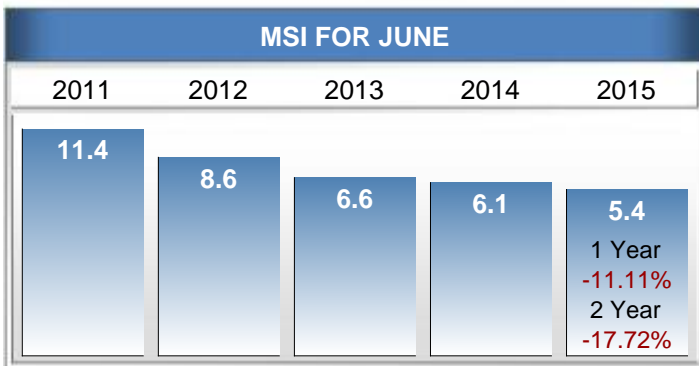
Active Inventory as of Jul 13, 2015



### Months Supply of Inventory

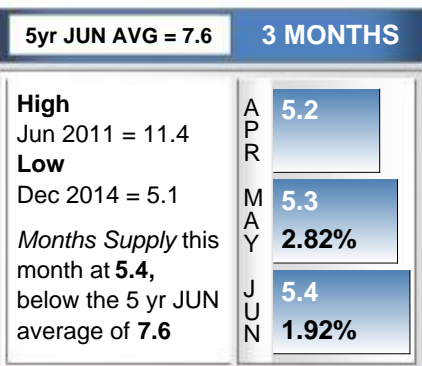
Report Produced on: Jul 13, 2015

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+
\$30,000 and less	641	10.48%	9.9	13.7	1.9	2.8	0.0
\$30,001 \$50,000	531	8.68%	7.8	11.9	3.3	5.0	6.0
\$50,001 \$100,000	1,052	17.19%	5.3	9.0	3.8	4.0	2.5
\$100,001 \$190,000	1,535	25.09%	3.4	6.3	3.0	3.5	3.5
\$190,001 \$290,000	952	15.56%	4.7	13.6	4.0	4.6	4.6
\$290,001 \$460,000	797	13.03%	8.1	28.7	6.1	7.6	9.0
\$460,001 and up	611	9.99%	14.8	47.1	12.9	11.7	15.5
MSI:			5.4	11.2	3.5	5.4	8.4
Total Active Inventory:			6,119	2,048	2,152	1,548	371



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2015

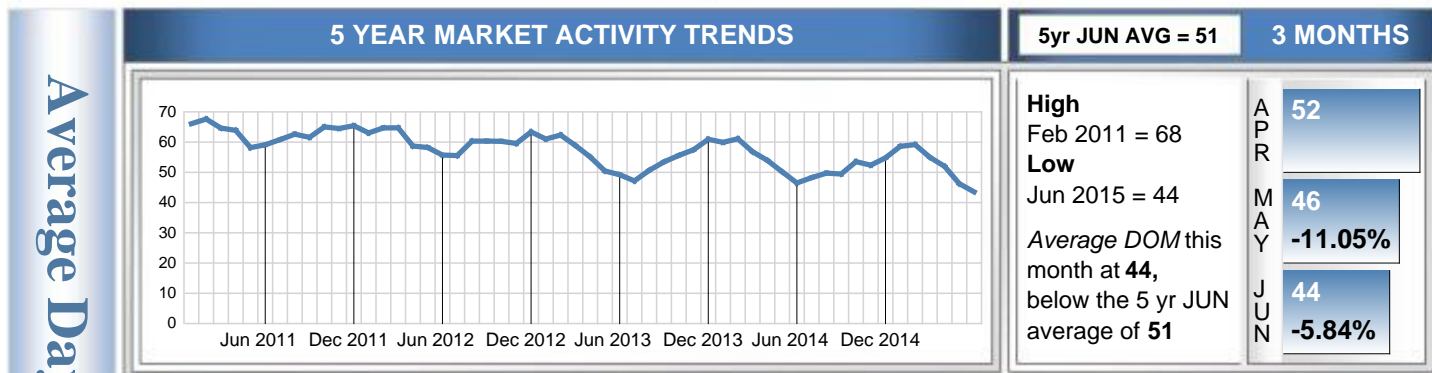
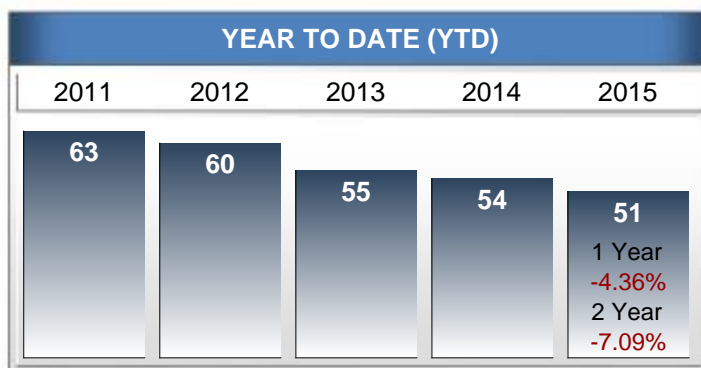
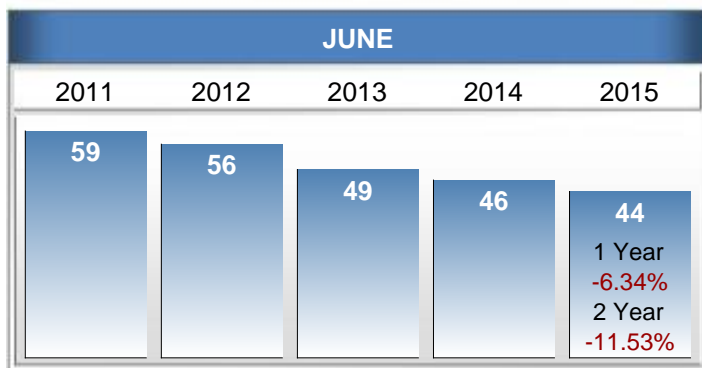
Closed Sales as of Jul 13, 2015



### Average Days on Market to Sale

Report Produced on: Jul 13, 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	120	9.12%	46.3	54.8	36.0	30.8	18.5
\$50,001 - \$75,000	81	6.16%	54.9	53.3	57.4	30.0	38.0
\$75,001 - \$125,000	241	18.31%	38.4	31.5	39.0	50.5	14.0
\$125,001 - \$175,000	336	25.53%	37.4	33.3	37.7	37.6	27.3
\$175,001 - \$225,000	190	14.44%	45.2	41.9	45.6	47.4	26.4
\$225,001 - \$325,000	190	14.44%	45.5	81.7	42.9	44.1	64.5
\$325,001 and up	158	12.01%	52.2	27.5	31.9	61.0	50.9
Average Closed DOM: 43.5				45.4	40.7	47.8	47.0
Total Closed Units: 1,316				174	719	362	61
Total Closed Volume: 258,669,733				15.53M	112.55M	100.40M	30.18M



# Monthly Inventory Analysis

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## June 2015

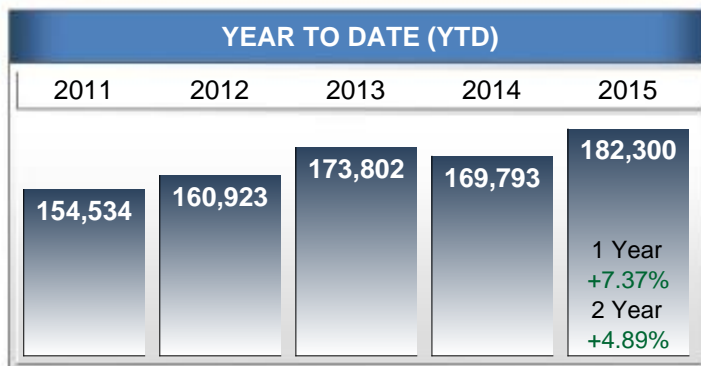
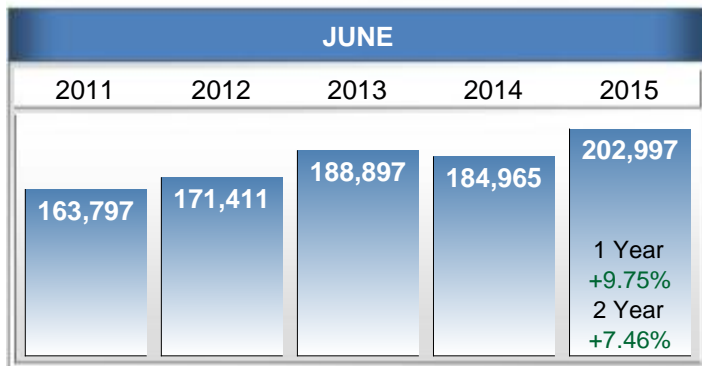
Closed Sales as of Jul 13, 2015



### Average List Price at Closing

Report Produced on: Jul 13, 2015

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



Average List Price

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<b>5yr JUN AVG = 182K</b>	<b>3 MONTHS</b>
<b>High</b> Jun 2015 = 202,997	<b>A</b> 179,327
<b>Low</b> Jan 2012 = 143,774	<b>P</b>
<i>Average LPrice this month at 202,997, above the 5 yr JUN average of 182,414</i>	<b>M</b> 186,849
	<b>A</b> 4.19%
	<b>Y</b>
	<b>J</b> 202,997
	<b>U</b> 8.64%
	<b>N</b>

#### 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	114	8.66%	32,453	35,362	34,283	42,380	13,125
\$50,001 - \$75,000	80	6.08%	65,438	69,231	68,639	63,200	79,900
\$75,001 - \$125,000	239	18.16%	105,395	103,830	106,053	112,714	111,300
\$125,001 - \$175,000	332	25.23%	152,109	161,222	151,957	159,563	144,627
\$175,001 - \$225,000	190	14.44%	199,397	215,718	199,922	204,644	206,570
\$225,001 - \$325,000	192	14.59%	270,985	305,967	269,053	279,466	292,067
\$325,001 and up	169	12.84%	547,958	499,950	468,404	509,301	807,453
Average List Price:	\$202,997			\$93,285	\$160,082	\$284,950	\$535,430
Total Closed Units:	1,316			174	719	362	61
Total List Volume:	267,143,450			16.23M	115.10M	103.15M	32.66M





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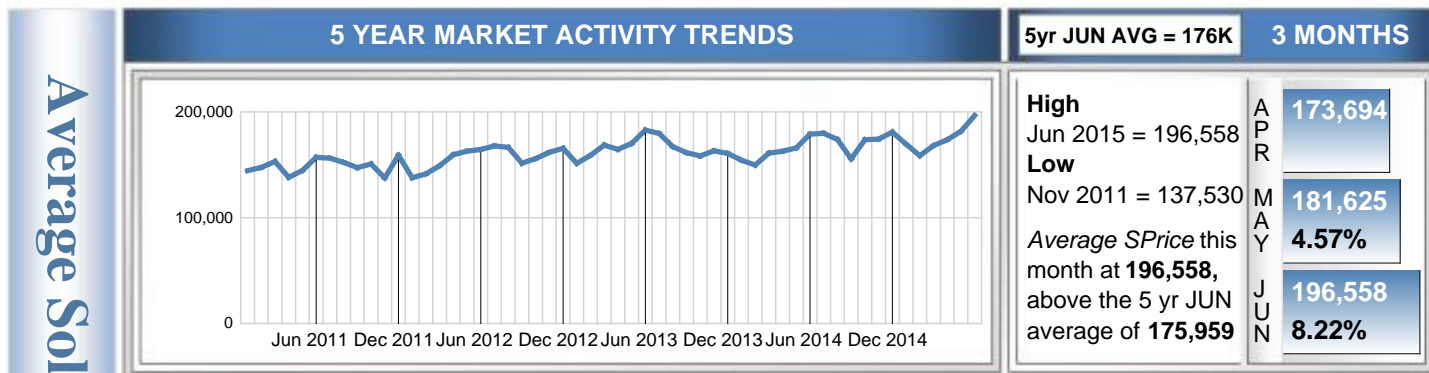
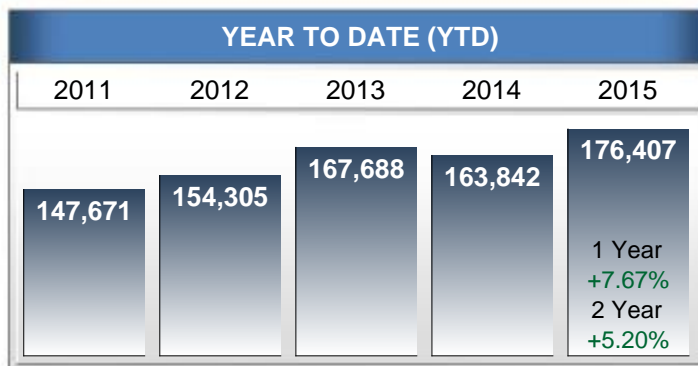
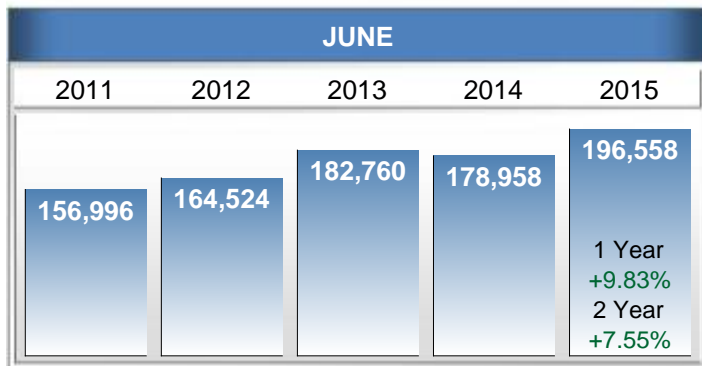
Closed Sales as of Jul 13, 2015



### Average Sold Price at Closing

Report Produced on: Jul 13, 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	120	9.12%	31,645	31,868	31,243	39,500	13,125	
\$50,001 \$75,000	81	6.16%	63,449	63,188	63,521	60,905	73,500	
\$75,001 \$125,000	241	18.31%	103,650	103,388	103,442	105,399	117,000	
\$125,001 \$175,000	336	25.53%	151,228	153,695	149,699	156,675	142,217	
\$175,001 \$225,000	190	14.44%	199,001	209,864	196,359	200,571	201,925	
\$225,001 \$325,000	190	14.44%	270,895	295,000	263,458	273,532	283,500	
\$325,001 and up	158	12.01%	535,826	474,950	456,794	492,803	736,972	
Average Closed Price:				\$196,558	\$89,281	\$156,544	\$277,340	\$494,800
Total Closed Units:				1,316	174	719	362	61
Total Closed Volume:				258,669,733	15.53M	112.55M	100.40M	30.18M



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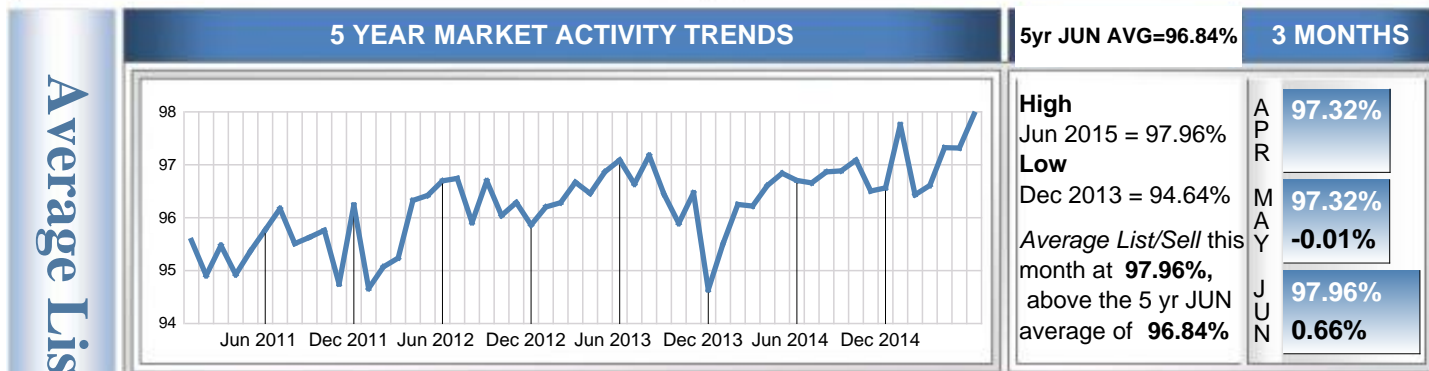
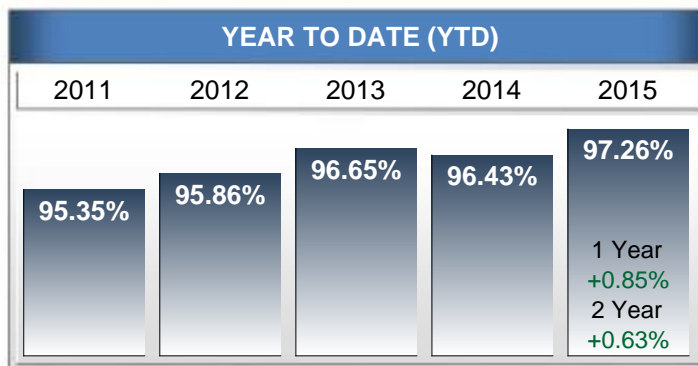
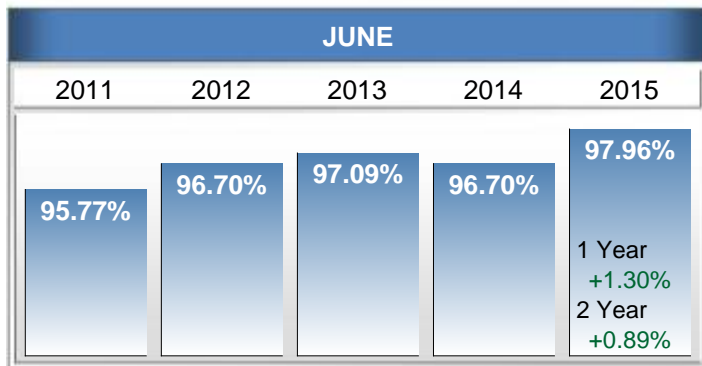
Closed Sales as of Jul 13, 2015



### Average Percent of List Price to Selling Price

Report Produced on: Jul 13, 2015

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



Average List/Sell Price

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#### 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	120	9.12%	95.59%	89.32%	105.19%	95.87%	100.00%
\$50,001-\$75,000	81	6.16%	94.31%	91.88%	95.31%	96.82%	91.99%
\$75,001-\$125,000	241	18.31%	100.06%	111.22%	97.79%	93.93%	105.12%
\$125,001-\$175,000	336	25.53%	98.39%	95.64%	98.61%	98.36%	98.52%
\$175,001-\$225,000	190	14.44%	98.21%	97.85%	98.36%	98.11%	97.78%
\$225,001-\$325,000	190	14.44%	97.91%	96.40%	98.07%	97.93%	97.14%
\$325,001 and up	158	12.01%	97.25%	96.15%	98.10%	97.16%	96.69%
Average List/Sell Ratio: 98.00%				96.89%	98.46%	97.60%	97.20%
Total Closed Units: 1,316				174	719	362	61
Total Closed Volume: 258,669,733				15.53M	112.55M	100.40M	30.18M



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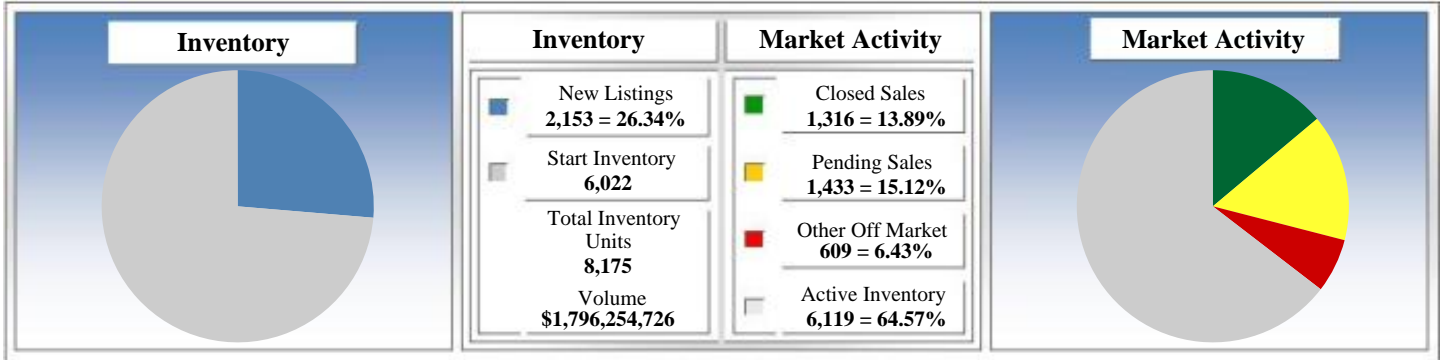
Inventory as of Jul 13, 2015



### Market Summary

Report Produced on: Jul 13, 2015

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



**Absorption:** Last 12 months, an Average of **1,130** Sales/Month

**Active Inventory** as of June 30, 2015 = **6,119**

	JUNE			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,357	1,316	-3.02%	6,438	6,580	2.21%
Pending Sales	1,360	1,433	5.37%	7,355	7,772	5.67%
New Listings	2,390	2,153	-9.92%	13,975	13,130	-6.05%
Average List Price	184,965	202,997	9.75%	169,793	182,300	7.37%
Average Sale Price	178,958	196,558	9.83%	163,842	176,407	7.67%
Average Percent of List Price to Selling Price	96.70%	97.96%	1.30%	96.43%	97.26%	0.85%
Average Days on Market to Sale	46.49	43.54	-6.34%	53.74	51.39	-4.36%
Monthly Inventory	6,577	6,119	-6.96%	6,577	6,119	-6.96%
Months Supply of Inventory	6.09	5.41	-11.13%	6.09	5.41	-11.13%

