



March 2015

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

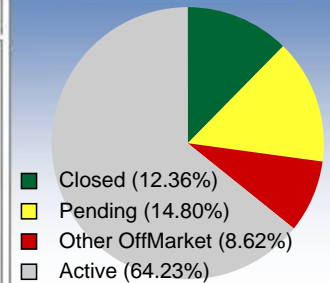


Absorption: Last 12 months, an Average of **1,129** Sales/Month

Active Inventory as of March 31, 2015 = **6,034**

	MARCH		
	2014	2015	+/- %
Closed Listings	1,066	1,161	8.91%
Pending Listings	1,281	1,390	8.51%
New Listings	2,307	2,270	-1.60%
Median List Price	132,500	144,900	9.36%
Median Sale Price	130,000	140,000	7.69%
Median Percent of List Price to Selling Price	97.72%	98.21%	0.50%
Median Days on Market to Sale	38.00	38.00	0.00%
End of Month Inventory	6,193	6,034	-2.57%
Months Supply of Inventory	5.77	5.35	-7.34%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 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 March 2015 decreased **2.57%** to 6,034 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 **5.35** 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 **7.69%** in March 2015 to \$140,000 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in March 2015 compared to last year's same month at **38.00** DOM.

Sales Success for March 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 2,270 New Listings in March 2015, down **1.60%** from last year at 2,307. Furthermore, there were 1,161 Closed Listings this month versus last year at 1,066, a **8.91%** increase.

Closed versus Listed trends yielded a **51.1%** ratio, up from last year's March 2015 at **46.2%**, a **10.69%** 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

Data from the Greater Tulsa Association of REALTORS®

March 2015

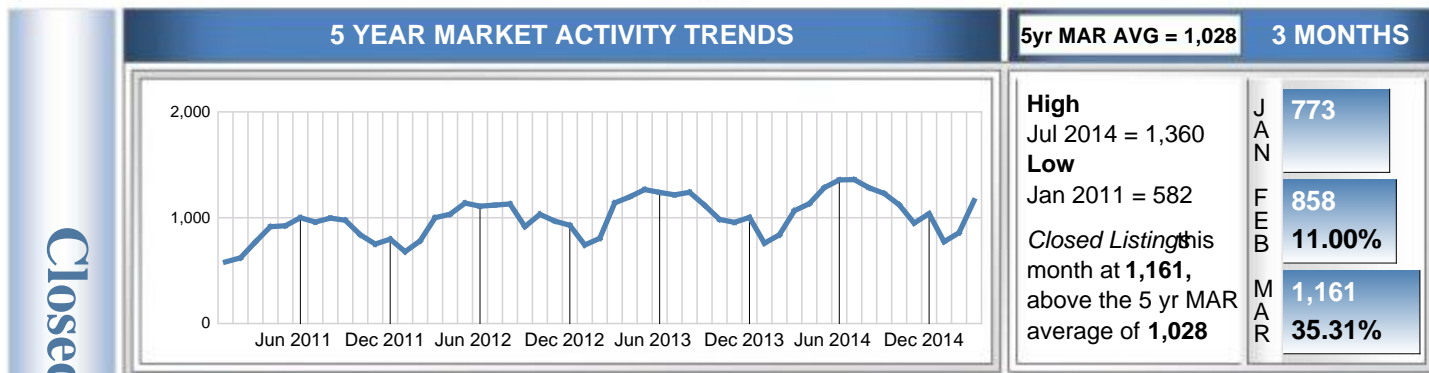
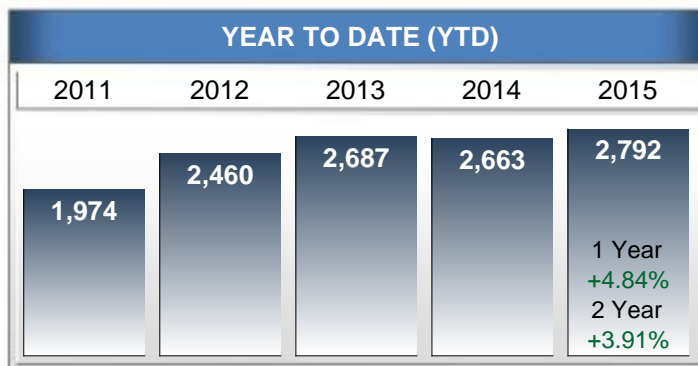
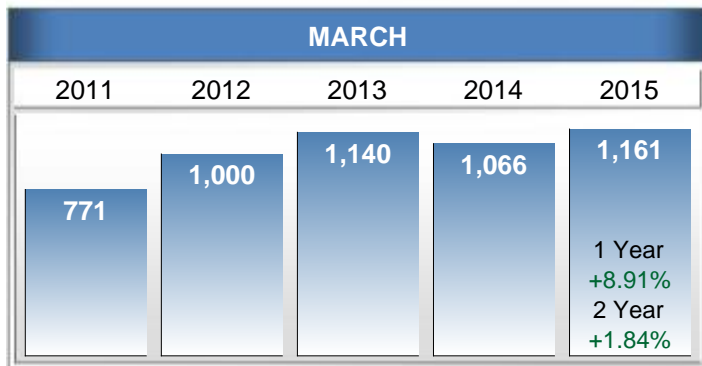
Closed Sales as of Apr 13, 2015



Closed Listings

Report Produced on: Apr 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	98	8.44%	34.0	70	23	4	1	
\$40,001 - \$80,000	151	13.01%	29.0	62	78	10	1	
\$80,001 - \$110,000	145	12.49%	46.0	19	109	16	1	
\$110,001 - \$160,000	314	27.05%	35.5	25	242	43	4	
\$160,001 - \$210,000	189	16.28%	50.0	10	118	56	5	
\$210,001 - \$290,000	147	12.66%	40.0	9	49	78	11	
\$290,001 and up	117	10.08%	43.0	6	29	57	25	
Total Closed Units: 1,161				38.0	201	648	264	48
Total Closed Volume: 195,190,628					17.18M	94.46M	61.29M	22.26M
Median Closed Price: \$140,000					\$60,000	\$135,000	\$216,492	\$304,900

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

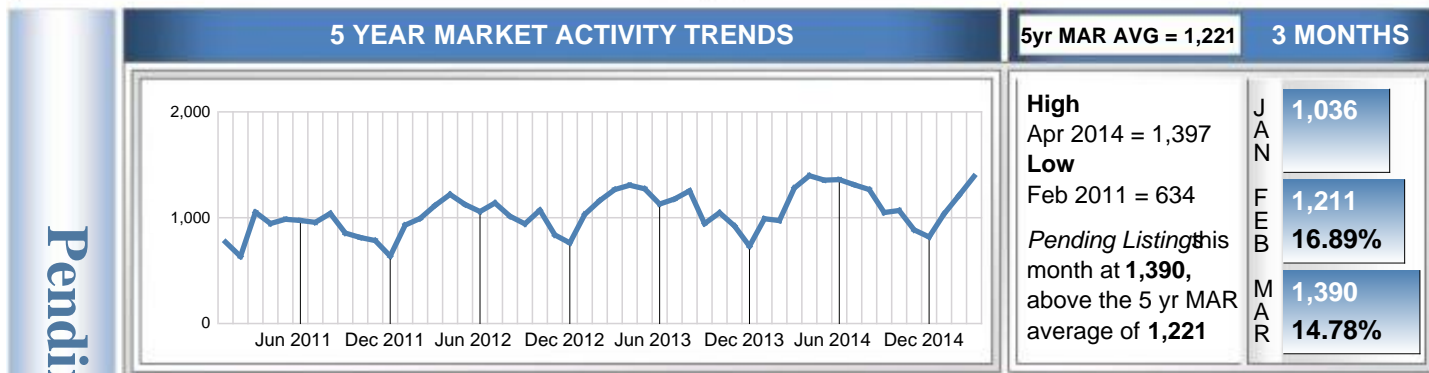
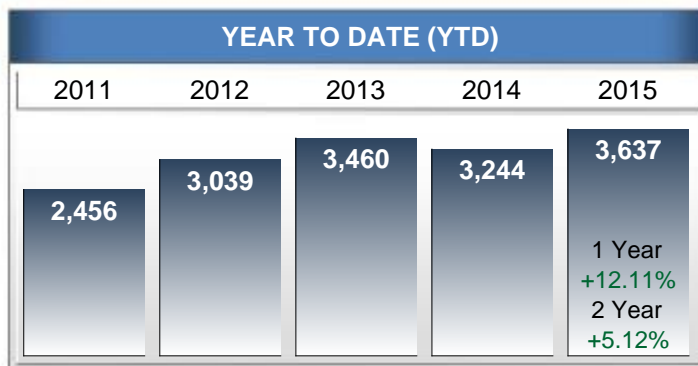
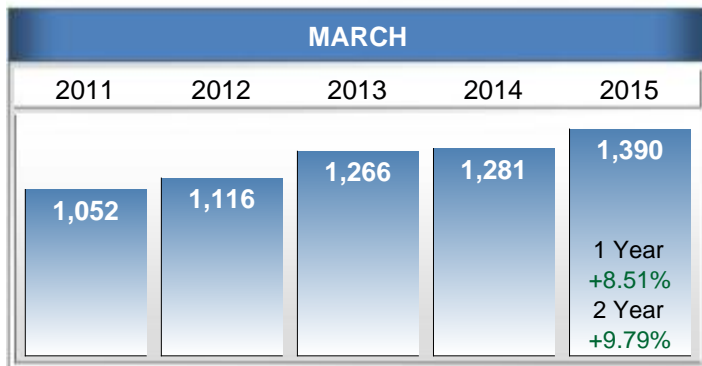
Pending Listings as of Apr 13, 2015



Pending Listings

Report Produced on: Apr 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	116	8.35%	33.0	78	31	6	1	
\$40,001 - \$80,000	165	11.87%	39.0	52	102	11	0	
\$80,001 - \$120,000	206	14.82%	41.5	42	143	19	2	
\$120,001 - \$170,000	358	25.76%	27.0	22	275	61	0	
\$170,001 - \$220,000	221	15.90%	29.0	12	123	82	4	
\$220,001 - \$310,000	187	13.45%	32.0	6	61	107	13	
\$310,001 and up	137	9.86%	52.0	8	29	80	20	
Total Pending Units: 1,390				35.0	220	764	366	40
Total Pending Volume: 259,442,505					26.98M	114.56M	94.01M	23.89M
Median Listing Price: \$149,900					\$66,950	\$142,500	\$225,000	\$309,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

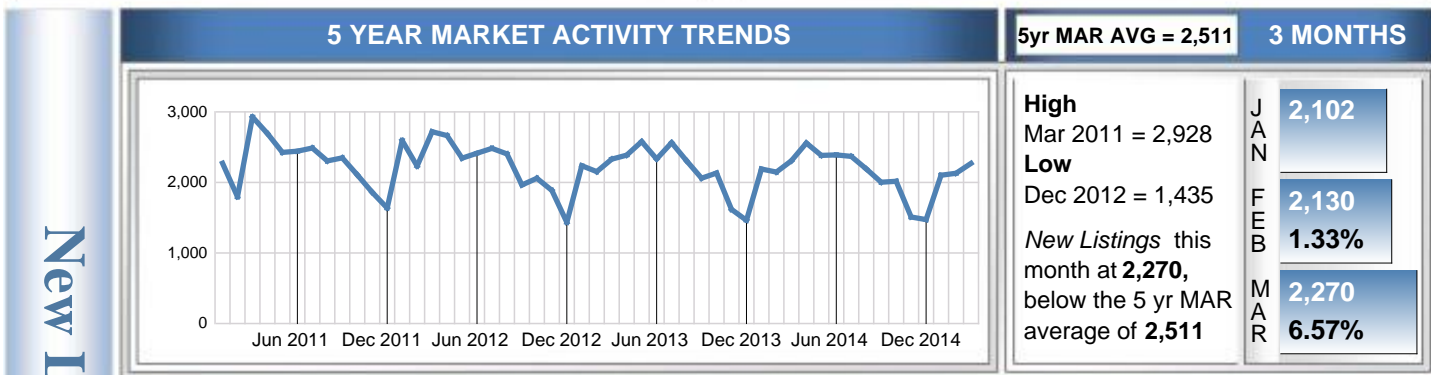
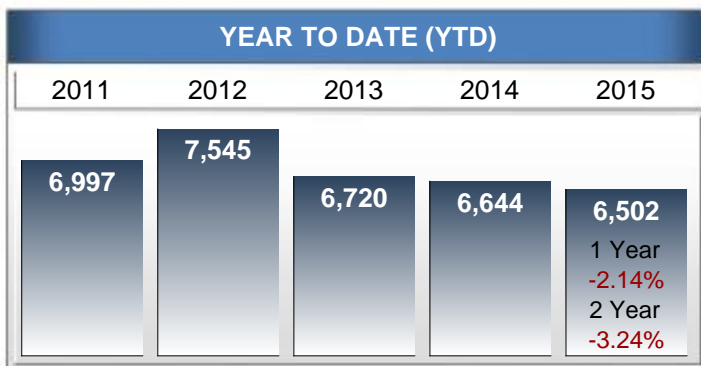
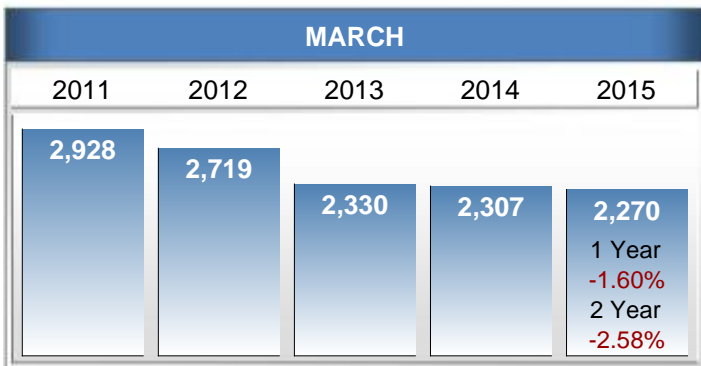
New Listings as of Apr 13, 2015



New Listings

Report Produced on: Apr 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	88	3.88%	76	10	1	1
\$25,001 - \$75,000	352	15.51%	201	133	15	3
\$75,001 - \$125,000	394	17.36%	94	265	31	4
\$125,001 - \$175,000	475	20.93%	42	343	86	4
\$175,001 - \$250,000	398	17.53%	45	192	146	15
\$250,001 - \$400,000	333	14.67%	11	98	185	39
\$400,001 and up	230	10.13%	27	35	109	59
Total New Listed Units:			496	1076	573	125
Total New Listed Volume:			74.81M	180.57M	174.97M	73.76M
Median New Listed Listing Price:			\$68,250	\$142,700	\$259,000	\$399,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

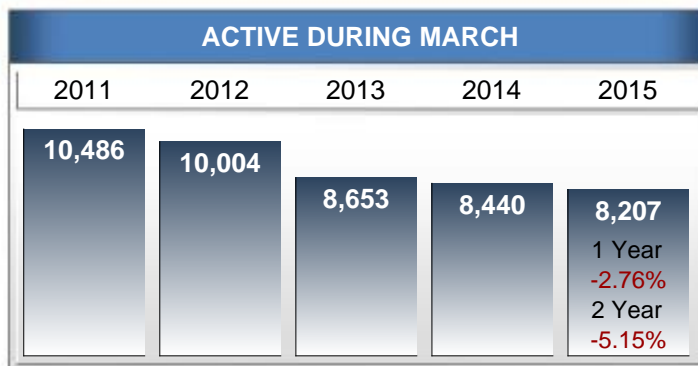
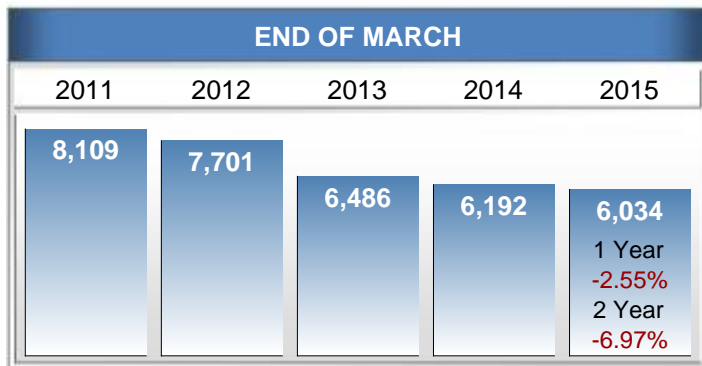
Active Inventory as of Apr 13, 2015



Active Inventory

Report Produced on: Apr 13, 2015

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



Active Inventory

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5yr MAR AVG = 6,904 **3 MONTHS**

High
Jul 2011 = 8,770

Low
Dec 2014 = 5,785

Inventory this month at **6,034**, below the 5 yr MAR average of **6,904**

JAN	5,881
FEB	5,966
MAR	6,034
1.45%	
1.14%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	229	3.80%	63.0	209	15	3	2		
\$20,001 \$50,000	1,032	17.10%	56.0	856	154	18	4		
\$50,001 \$90,000	886	14.68%	61.0	435	406	41	4		
\$90,001 \$180,000	1,579	26.17%	47.0	302	988	263	26		
\$180,001 \$270,000	886	14.68%	48.5	111	365	374	36		
\$270,001 \$440,000	816	13.52%	57.0	79	183	452	102		
\$440,001 and up	606	10.04%	64.0	117	67	264	158		
Total Active Inventory by Units:				6,034	55.0	2,109	2,178	1,415	332
Total Active Inventory by Volume:				1,313,956,602		281.15M	358.25M	462.69M	211.87M
Median Active Inventory Listing Price:				\$139,750		\$50,000	\$134,900	\$274,900	\$428,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

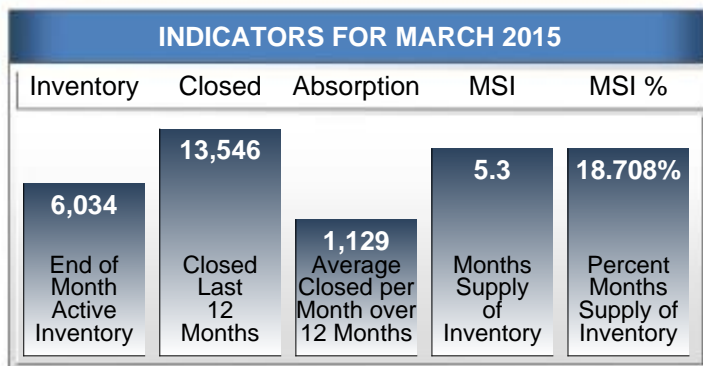
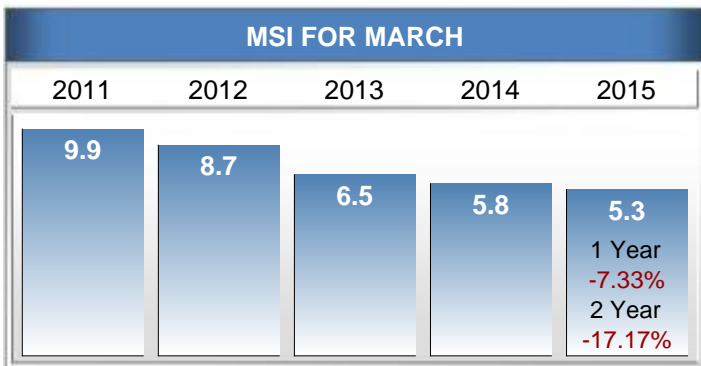
Active Inventory as of Apr 13, 2015



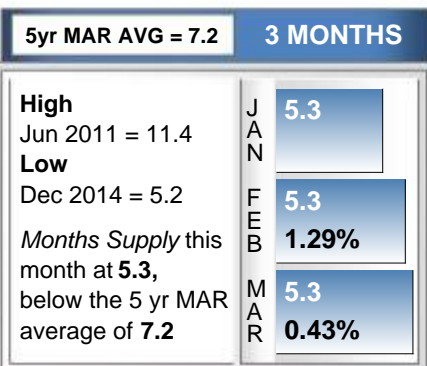
Months Supply of Inventory

Report Produced on: Apr 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+
\$20,000 and less	229	3.80%	7.3	10.0	1.7	2.3	12.0
\$20,001 \$50,000	1,032	17.10%	10.0	15.3	3.7	3.4	8.0
\$50,001 \$90,000	886	14.68%	5.4	8.9	4.0	3.4	2.3
\$90,001 \$180,000	1,579	26.17%	3.4	7.5	2.9	3.1	4.8
\$180,001 \$270,000	886	14.68%	4.3	10.2	4.1	4.0	3.7
\$270,001 \$440,000	816	13.52%	7.0	18.2	6.1	6.8	6.8
\$440,001 and up	606	10.04%	13.7	54.0	11.0	11.5	12.2
MSI:			5.3	11.5	3.6	4.9	7.3
Total Active Inventory:			6,034	2,109	2,178	1,415	332



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

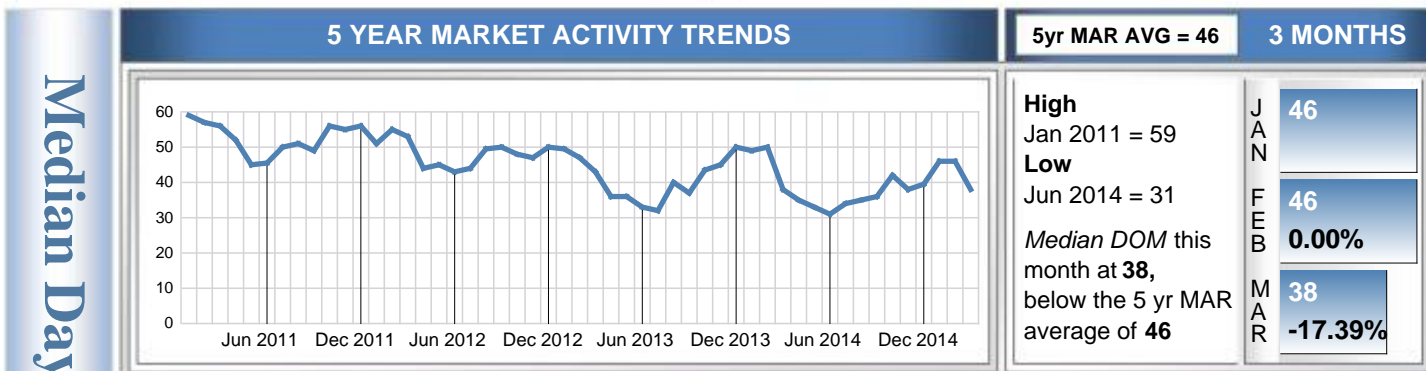
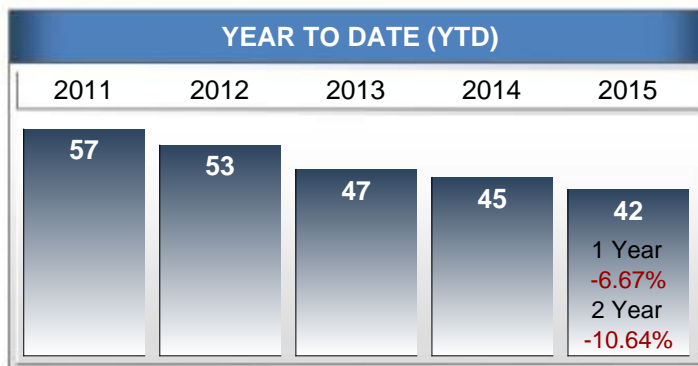
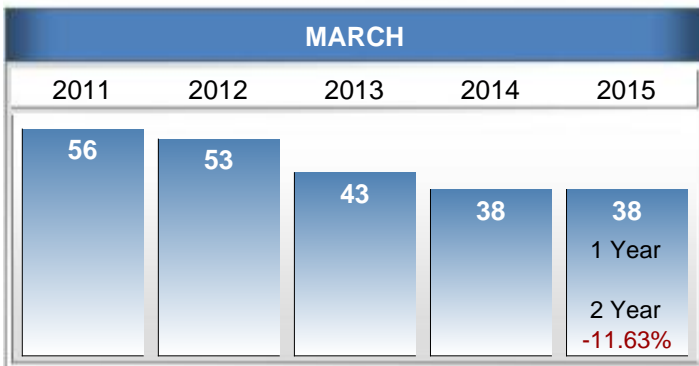
Closed Sales as of Apr 13, 2015



Median Days on Market to Sale

Report Produced on: Apr 13, 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	98			8.44%	34.0	41.0	18.0	29.0	3.0
\$40,001 - \$80,000	151			13.01%	29.0	29.0	32.0	35.5	21.0
\$80,001 - \$110,000	145			12.49%	46.0	63.0	46.0	32.0	176.0
\$110,001 - \$160,000	314			27.05%	35.5	47.0	31.5	48.0	36.0
\$160,001 - \$210,000	189			16.28%	50.0	26.0	40.0	56.0	37.0
\$210,001 - \$290,000	147			12.66%	40.0	4.0	22.0	48.0	75.0
\$290,001 and up	117			10.08%	43.0	30.0	27.0	58.0	30.0
Median Closed DOM:	38.0					36.0	33.0	51.0	39.5
Total Closed Units:	1,161					201	648	264	48
Total Closed Volume:	195,190,628					17.18M	94.46M	61.29M	22.26M



Monthly Inventory Analysis

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March 2015

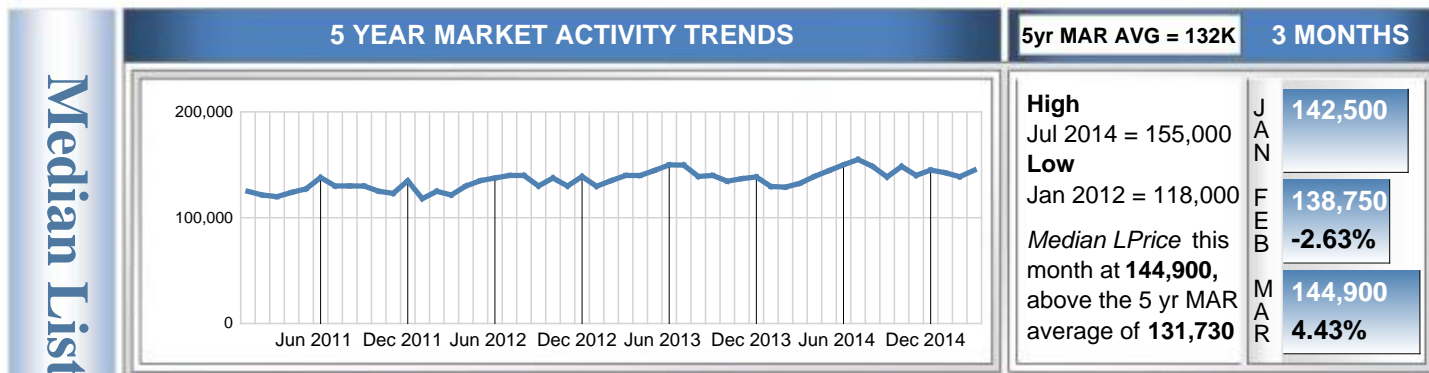
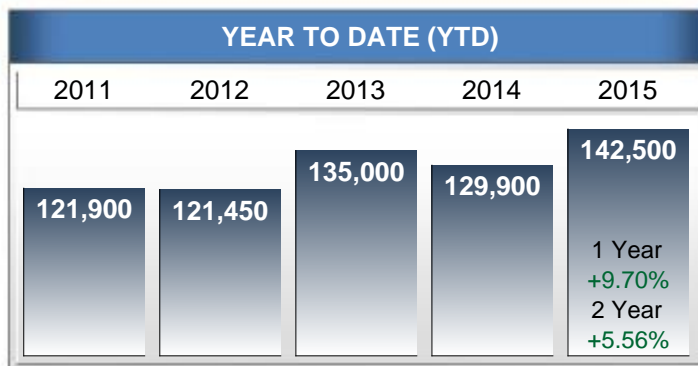
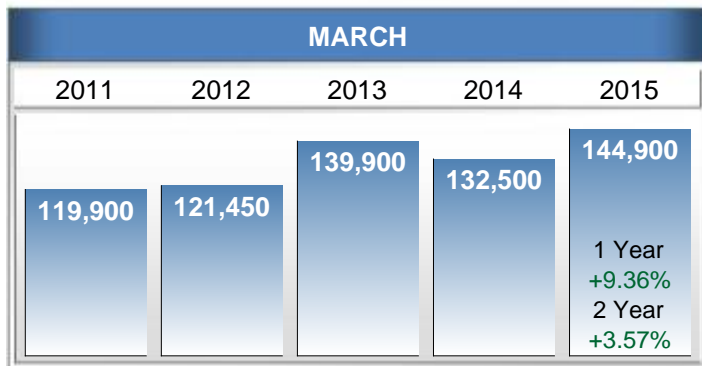
Closed Sales as of Apr 13, 2015



Median List Price at Closing

Report Produced on: Apr 13, 2015

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



Median List Price

Ready to Buy or Sell Real Estate?
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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	94		8.10%	26,000	25,000	28,500	20,000	33,000
\$40,001 - \$80,000	137		11.80%	59,900	59,900	60,000	59,900	44,900
\$80,001 - \$110,000	144		12.40%	97,900	88,250	98,975	99,900	109,900
\$110,001 - \$160,000	323		27.82%	137,500	130,000	136,900	145,000	155,000
\$160,001 - \$210,000	182		15.68%	179,900	179,900	179,000	187,400	174,950
\$210,001 - \$290,000	153		13.18%	245,000	245,000	239,450	247,500	259,900
\$290,001 and up	128		11.02%	380,950	377,100	359,950	376,950	409,900
Median List Price:	\$144,900				\$62,900	\$137,000	\$221,750	\$307,500
Total Closed Units:	1,161				201	648	264	48
Total List Volume:	202,185,644				18.21M	97.25M	62.94M	23.79M



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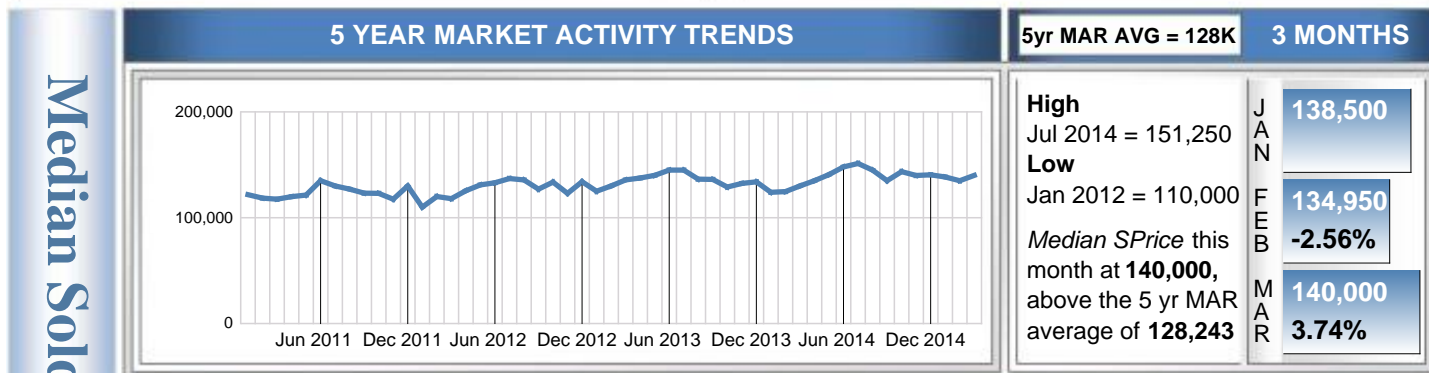
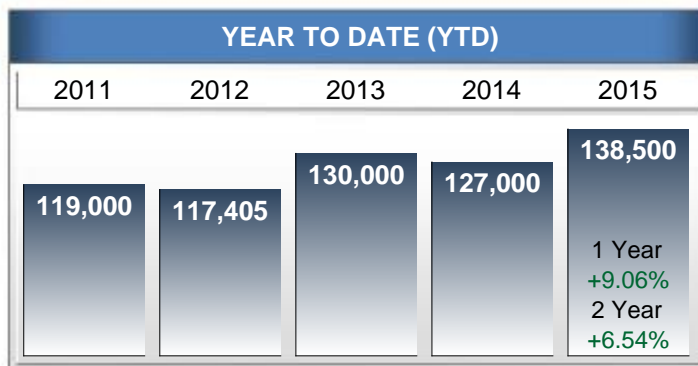
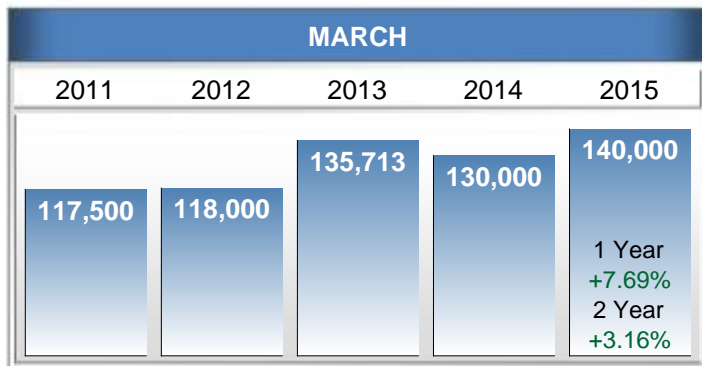
Closed Sales as of Apr 13, 2015



Median Sold Price at Closing

Report Produced on: Apr 13, 2015

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



Median Sold Price

Ready to Buy or Sell Real Estate?
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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	98		8.44%	25,000	24,725	28,000	16,498	18,000
\$40,001 - \$80,000	151		13.01%	60,000	60,500	60,022	62,500	44,900
\$80,001 - \$110,000	145		12.49%	99,000	90,000	99,000	101,778	109,900
\$110,001 - \$160,000	314		27.05%	137,200	130,000	137,000	144,500	151,000
\$160,001 - \$210,000	189		16.28%	180,000	177,500	179,450	185,000	169,900
\$210,001 - \$290,000	147		12.66%	245,000	233,665	243,000	247,500	255,000
\$290,001 and up	117		10.08%	380,254	420,000	380,254	370,000	442,000
Median Closed Price:	\$140,000				\$60,000	\$135,000	\$216,492	\$304,900
Total Closed Units:	1,161				201	648	264	48
Total Closed Volume:	195,190,628				17.18M	94.46M	61.29M	22.26M



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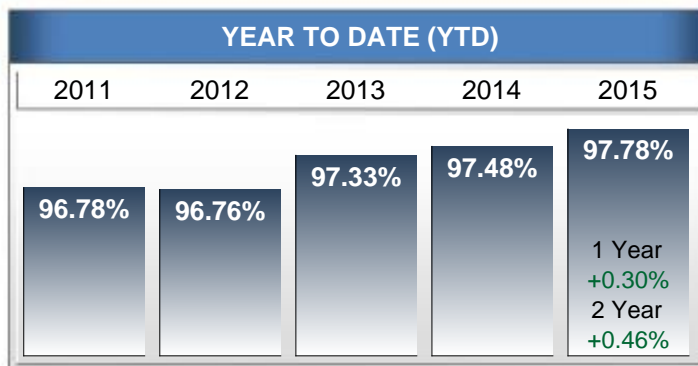
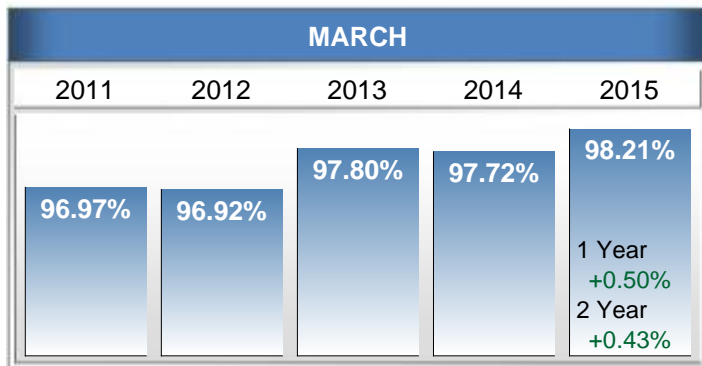
Closed Sales as of Apr 13, 2015



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

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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	98	8.44%	90.70%	91.53%	90.12%	95.00%	54.55%
\$40,001 - \$80,000	151	13.01%	96.15%	95.97%	96.49%	98.12%	100.00%
\$80,001 - \$110,000	145	12.49%	97.89%	95.96%	98.10%	98.04%	100.00%
\$110,001 - \$160,000	314	27.05%	98.87%	98.39%	98.95%	99.11%	94.82%
\$160,001 - \$210,000	189	16.28%	98.70%	96.28%	99.12%	98.60%	100.00%
\$210,001 - \$290,000	147	12.66%	98.31%	100.00%	97.73%	98.96%	98.11%
\$290,001 and up	117	10.08%	97.46%	94.77%	97.65%	97.70%	96.69%
Median List/Sell Ratio:	98.21%			95.55%	98.32%	98.71%	97.61%
Total Closed Units:	1,161			201	648	264	48
Total Closed Volume:	195,190,628			17.18M	94.46M	61.29M	22.26M



Monthly Inventory Analysis

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March 2015

Inventory as of Apr 13, 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 **1,129** Sales/Month

Active Inventory as of March 31, 2015 = **6,034**

	MARCH			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	1,066	1,161	8.91%	2,663	2,792	4.84%
Pending Sales	1,281	1,390	8.51%	3,244	3,637	12.11%
New Listings	2,307	2,270	-1.60%	6,644	6,502	-2.14%
Median List Price	132,500	144,900	9.36%	129,900	142,500	9.70%
Median Sale Price	130,000	140,000	7.69%	127,000	138,500	9.06%
Median Percent of List Price to Selling Price	97.72%	98.21%	0.50%	97.48%	97.78%	0.30%
Median Days on Market to Sale	38.00	38.00	0.00%	45.00	42.00	-6.67%
Monthly Inventory	6,193	6,034	-2.57%	6,193	6,034	-2.57%
Months Supply of Inventory	5.77	5.35	-7.34%	5.77	5.35	-7.34%

