



# July 2016

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

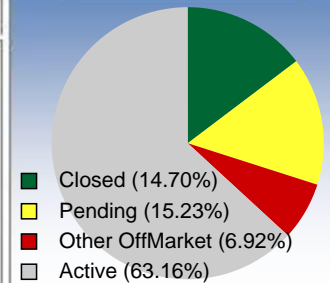


**Absorption:** Last 12 months, an Average of **1,149** Sales/Month

**Active Inventory** as of July 31, 2016 = **5,763**

	JULY		
	2015	2016	+/- %
Closed Listings	1,418	1,341	-5.43%
Pending Listings	1,346	1,390	3.27%
New Listings	2,550	2,069	-18.86%
Median List Price	152,230	159,900	5.04%
Median Sale Price	149,700	157,500	5.21%
Median Percent of List Price to Selling Price	98.31%	98.68%	0.38%
Median Days on Market to Sale	27.00	23.00	-14.81%
End of Month Inventory	5,773	5,763	-0.17%
Months Supply of Inventory	5.06	5.01	-0.84%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 16, 2016

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 2016 decreased **0.17%** to 5,763 existing homes available for sale. Over the last 12 months this area has had an average of 1,149 closed sales per month. This represents an unsold inventory index of **5.01** MSI for this period.

### Median Sale Price 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 **5.21%** in July 2016 to \$157,500 versus the previous year at \$149,700.

### Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 4.00 days or **14.81%** in July 2016 compared to last year's same month at **27.00** DOM.

### Sales Success for July 2016 is Positive

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

There were 2,069 New Listings in July 2016, down **18.86%** from last year at 2,550. Furthermore, there were 1,341 Closed Listings this month versus last year at 1,418, a **-5.43%** decrease.

Closed versus Listed trends yielded a **64.8%** ratio, up from previous year's, July 2015, at **55.6%**, a **16.56%** 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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<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</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®

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

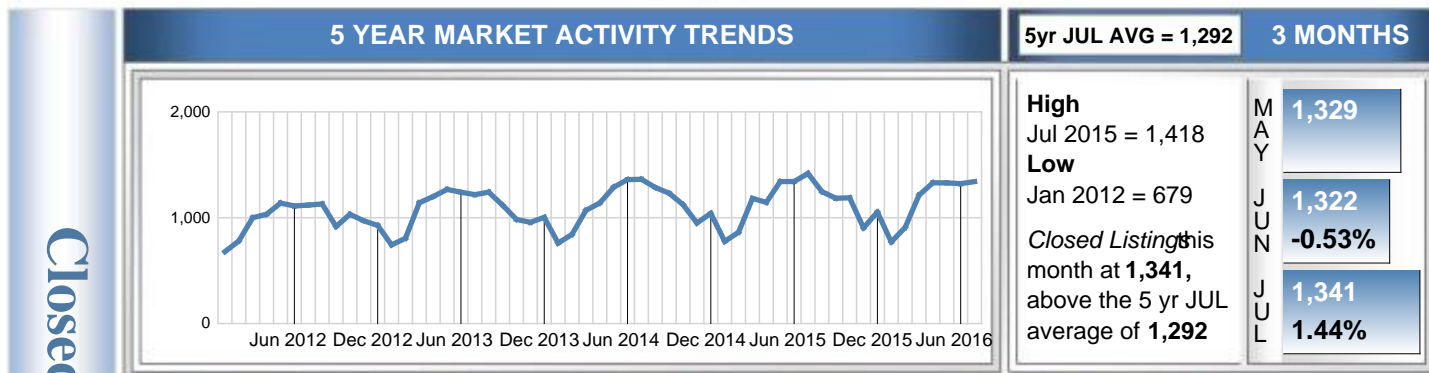
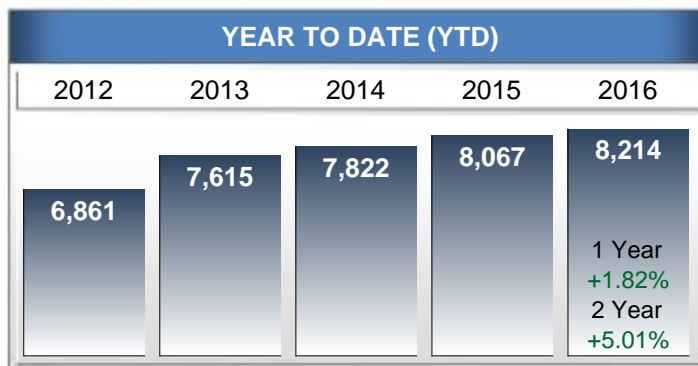
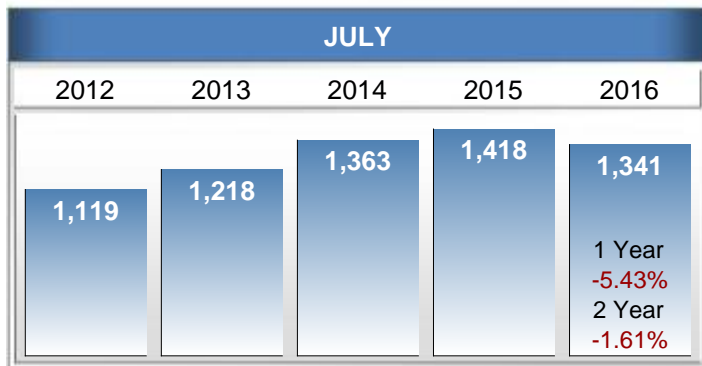
Closed Sales as of Aug 16, 2016



### Closed Listings

Report Produced on: Aug 16, 2016

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+
\$50,000 and less	112	8.35%	23.0	58	46	8	0
\$50,001 - \$75,000	92	6.86%	25.0	35	50	7	0
\$75,001 - \$125,000	251	18.72%	21.0	50	178	21	2
\$125,001 - \$175,000	342	25.50%	17.0	21	250	64	7
\$175,001 - \$225,000	191	14.24%	24.0	8	94	83	6
\$225,001 - \$325,000	202	15.06%	30.5	6	65	113	18
\$325,001 and up	151	11.26%	34.0	2	26	92	31
<b>Total Closed Units:</b>	<b>1,341</b>		<b>23.0</b>	<b>180</b>	<b>709</b>	<b>388</b>	<b>64</b>
<b>Total Closed Volume:</b>	<b>250,279,122</b>			<b>16.02M</b>	<b>108.25M</b>	<b>99.00M</b>	<b>27.01M</b>
<b>Median Closed Price:</b>	<b>\$157,500</b>			<b>\$72,700</b>	<b>\$140,000</b>	<b>\$230,861</b>	<b>\$316,750</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

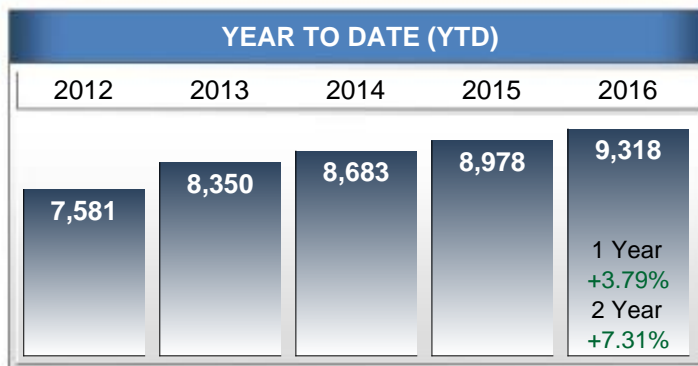
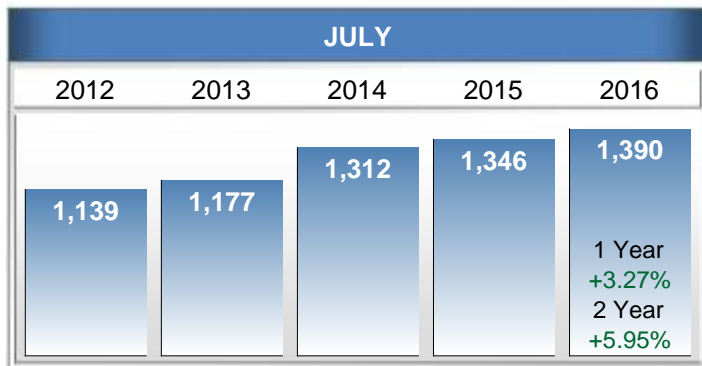
Pending Listings as of Aug 16, 2016



### Pending Listings

Report Produced on: Aug 16, 2016

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



Pending Listings  
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**5yr JUL AVG = 1,273**    **3 MONTHS**

**High**  
Apr 2015 = 1,473  
**Low**  
Dec 2013 = 732

Pending Listings this month at **1,390**, above the 5 yr JUL average of **1,273**

MAY	1,371
JUN	1,396
JUL	1,390
JUL	-0.43%

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	139	10.00%	30.0	78	50	11	0		
\$50,001 - \$90,000	175	12.59%	37.0	53	109	11	2		
\$90,001 - \$130,000	211	15.18%	28.0	28	153	29	1		
\$130,001 - \$170,000	306	22.01%	19.0	16	245	42	3		
\$170,001 - \$230,000	236	16.98%	31.0	19	123	86	8		
\$230,001 - \$330,000	179	12.88%	44.0	7	53	101	18		
\$330,001 and up	144	10.36%	38.0	4	27	84	29		
Total Pending Units:				1,390	30.0	205	760	364	61
Total Pending Volume:				256,260,609		18.53M	114.51M	95.65M	27.57M
Median Listing Price:				\$150,000		\$65,000	\$140,000	\$237,000	\$309,900



# Monthly Inventory Analysis

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## July 2016

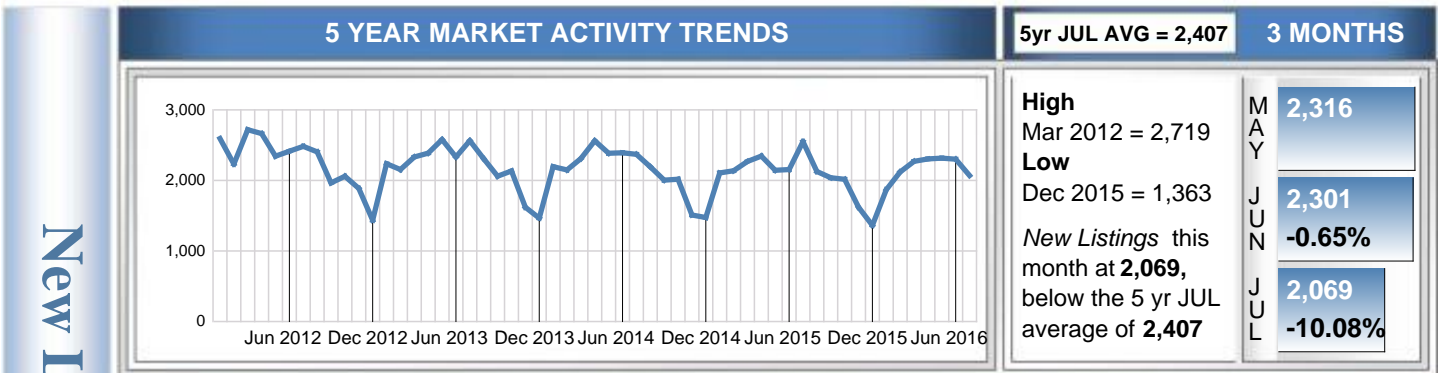
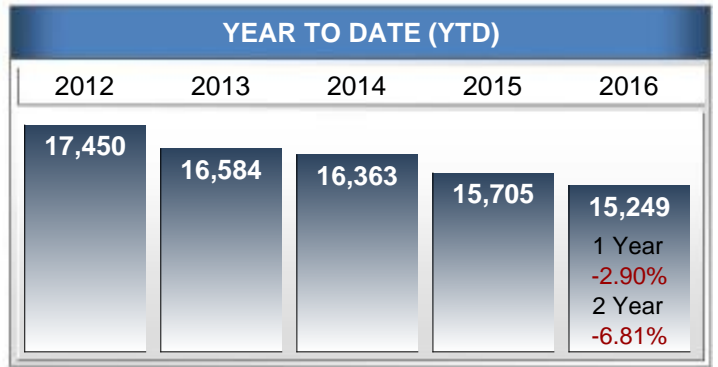
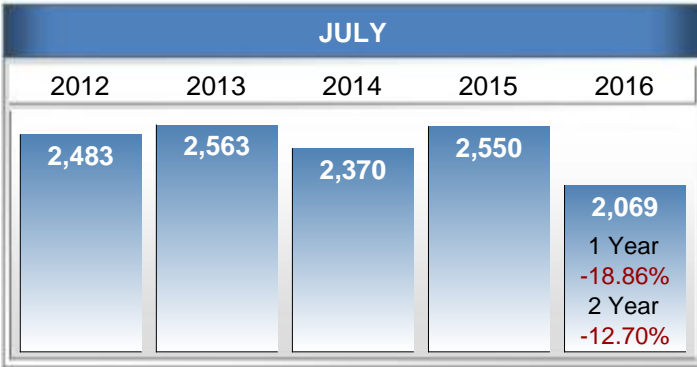
New Listings as of Aug 16, 2016



### New Listings

Report Produced on: Aug 16, 2016

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	70	3.38%	54	11	5	0
\$25,001 - \$75,000	317	15.32%	189	113	15	0
\$75,001 - \$125,000	302	14.60%	76	205	21	0
\$125,001 - \$175,000	459	22.18%	31	346	77	5
\$175,001 - \$275,000	445	21.51%	39	204	181	21
\$275,001 - \$400,000	257	12.42%	23	60	143	31
\$400,001 and up	219	10.58%	20	24	110	65
Total New Listed Units:			432	963	552	122
Total New Listed Volume:			62.99M	157.18M	173.98M	73.30M
Median New Listed Listing Price:			\$62,450	\$147,500	\$260,000	\$422,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

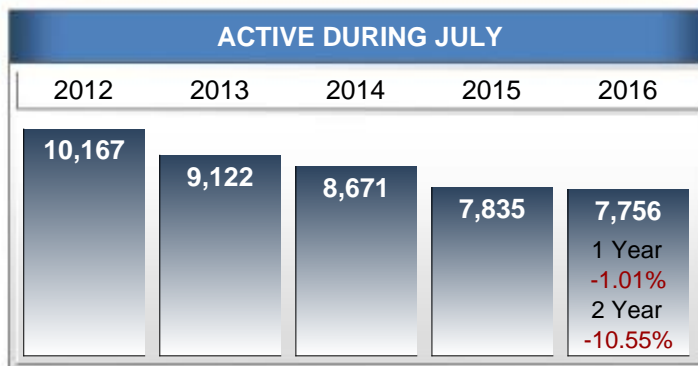
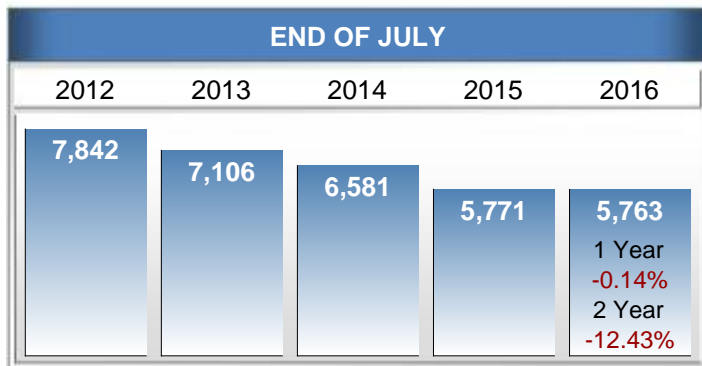
Active Inventory as of Aug 16, 2016



### Active Inventory

Report Produced on: Aug 16, 2016

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



Active Inventory

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5yr JUL AVG = 6,613	3 MONTHS
<b>High</b> Aug 2012 = 7,998	MAY 5,451
<b>Low</b> Feb 2016 = 5,036	JUN 5,726
<i>Inventory</i> this month at <b>5,763</b> , below the 5 yr JUL average of <b>6,613</b>	JUL <b>5,763</b>
	JUL <b>5.04%</b>
	JUL <b>0.65%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	370	6.42%	102.0	344	19	7	0		
\$25,001 \$50,000	528	9.16%	73.0	432	83	12	1		
\$50,001 \$125,000	1,147	19.90%	57.0	453	611	77	6		
\$125,001 \$225,000	1,425	24.73%	47.0	223	769	408	25		
\$225,001 \$325,000	934	16.21%	61.0	97	279	463	95		
\$325,001 \$525,000	753	13.07%	68.0	78	117	432	126		
\$525,001 and up	606	10.52%	78.5	105	56	243	202		
Total Active Inventory by Units:				5,763	63.0	1,732	1,934	1,642	455
Total Active Inventory by Volume:				1,547,389,427		312.61M	350.27M	582.77M	301.74M
Median Active Inventory Listing Price:				\$179,000		\$59,900	\$149,900	\$290,000	\$452,000



# Monthly Inventory Analysis

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## July 2016

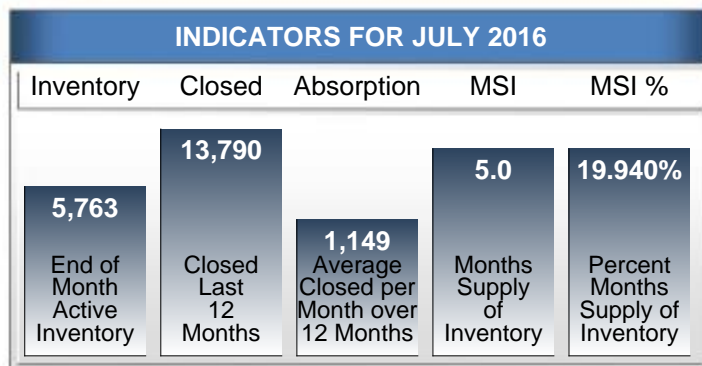
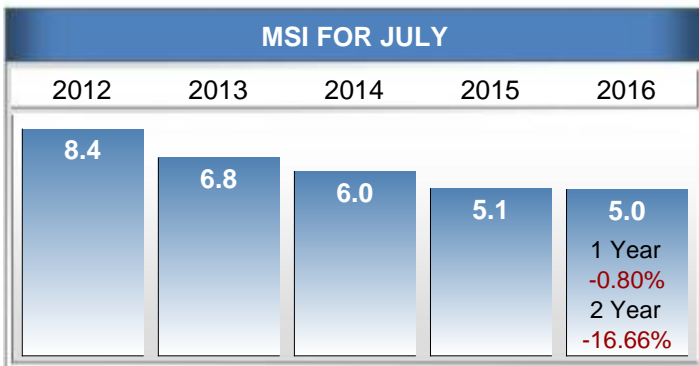
Active Inventory as of Aug 16, 2016



### Months Supply of Inventory

Report Produced on: Aug 16, 2016

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



Months Supply  
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5yr JUL AVG = 6.2	3 MONTHS
<b>High</b> Jan 2012 = 9.1	MAY 4.7
<b>Low</b> Feb 2016 = 4.4	JUN 5.0
Months Supply this month at 5.0, below the 5 yr JUL average of 6.2	JUL 5.20%
	JUL 5.0
	JUL 1.21%

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	370	6.42%	8.4	12.5	1.4	2.9	0.0
\$25,001 \$50,000	528	9.16%	6.5	11.6	2.2	2.3	2.0
\$50,001 \$125,000	1,147	19.90%	3.5	6.3	2.7	2.6	3.0
\$125,001 \$225,000	1,425	24.73%	3.2	8.5	2.7	3.6	3.1
\$225,001 \$325,000	934	16.21%	6.2	15.9	5.2	6.0	7.2
\$325,001 \$525,000	753	13.07%	9.4	28.4	7.5	8.9	9.8
\$525,001 and up	606	10.52%	21.9	66.3	14.3	18.5	22.4
MSI:			5.0	10.0	3.0	5.6	9.9
Total Active Inventory:			5,763	1,732	1,934	1,642	455



# Monthly Inventory Analysis

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## July 2016

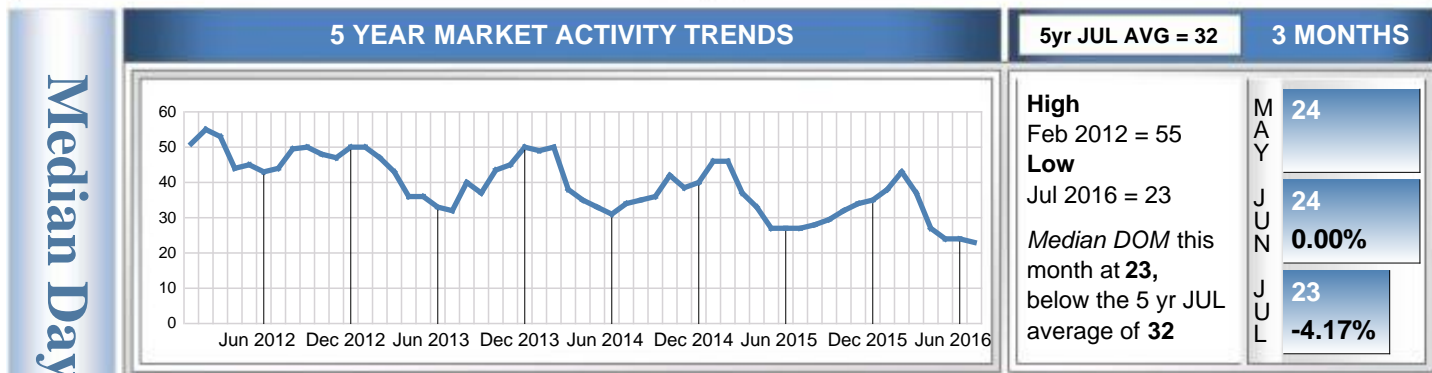
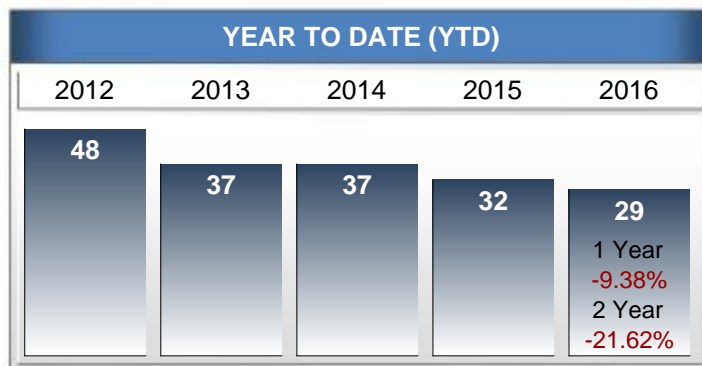
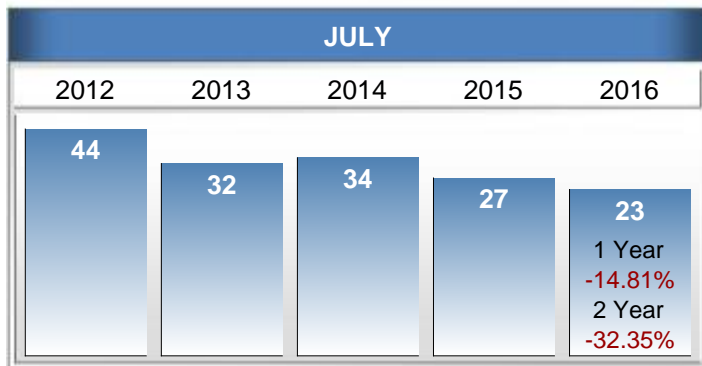
Closed Sales as of Aug 16, 2016



### Median Days on Market to Sale

Report Produced on: Aug 16, 2016

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+
\$50,000 and less	112	8.35%	23.0	36.5	20.5	25.0	0.0		
\$50,001 - \$75,000	92	6.86%	25.0	46.0	20.0	16.0	0.0		
\$75,001 - \$125,000	251	18.72%	21.0	31.0	18.0	18.0	71.0		
\$125,001 - \$175,000	342	25.50%	17.0	27.0	15.0	19.0	35.0		
\$175,001 - \$225,000	191	14.24%	24.0	31.0	22.5	26.0	33.0		
\$225,001 - \$325,000	202	15.06%	30.5	23.0	21.0	38.0	43.0		
\$325,001 and up	151	11.26%	34.0	35.5	33.0	38.0	29.0		
Median Closed DOM:	23.0			33.0	20.0	27.5	34.5		
Total Closed Units:	1,341			180	709	388	64		
Total Closed Volume:	250,279,122			16.02M	108.25M	99.00M	27.01M		



# Monthly Inventory Analysis

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## July 2016

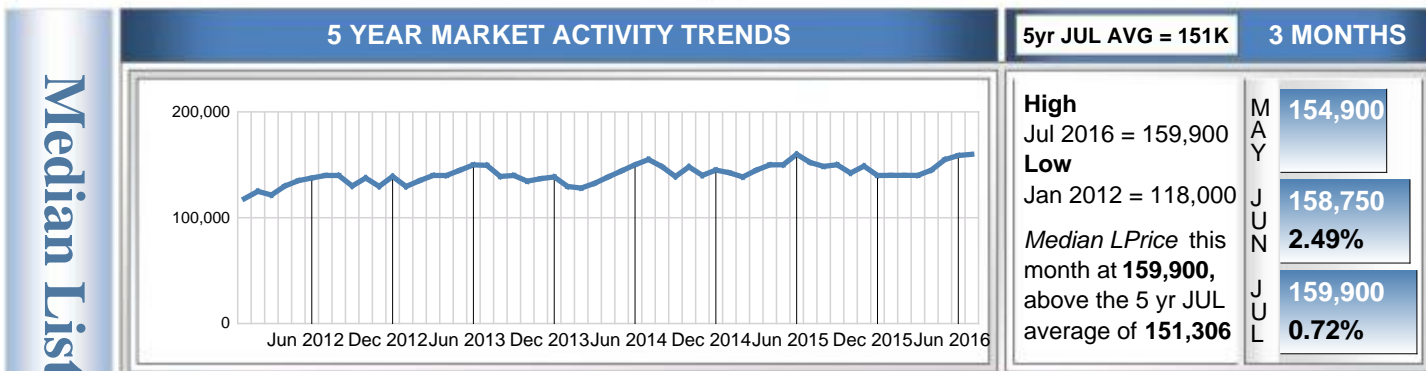
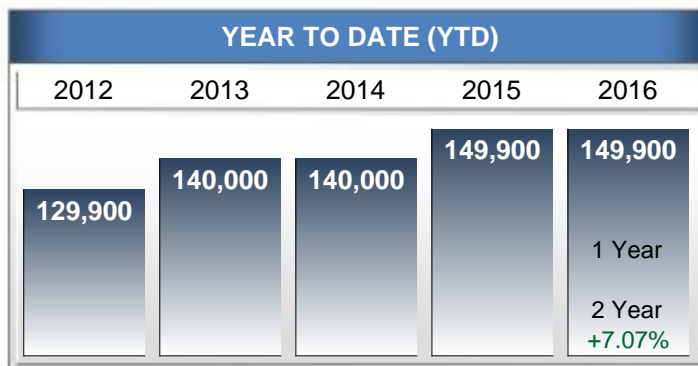
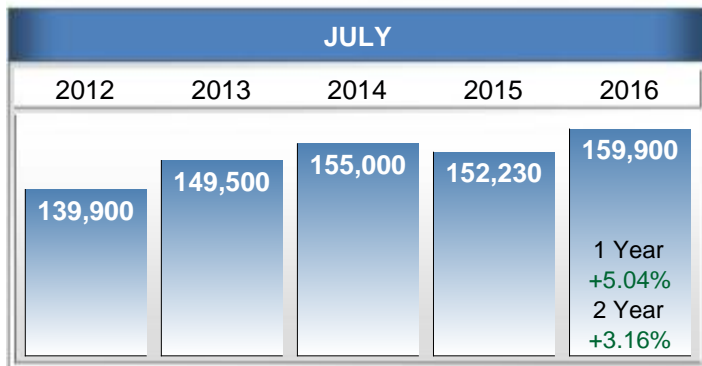
Closed Sales as of Aug 16, 2016



### Median List Price at Closing

Report Produced on: Aug 16, 2016

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+
\$50,000 and less	105	7.83%	30,000	26,000	35,000	25,000	0
\$50,001 - \$75,000	94	7.01%	65,000	63,375	68,000	61,200	0
\$75,001 - \$125,000	240	17.90%	103,950	96,000	106,007	99,900	101,200
\$125,001 - \$175,000	343	25.58%	149,900	145,000	149,000	158,750	139,900
\$175,001 - \$225,000	198	14.77%	199,800	199,000	199,900	198,118	212,950
\$225,001 - \$325,000	202	15.06%	264,950	297,000	251,540	267,500	299,000
\$325,001 and up	159	11.86%	405,900	350,000	425,000	395,000	447,400
Median List Price:	\$159,900			\$75,000	\$142,000	\$236,250	\$327,000
Total Closed Units:	1,341			180	709	388	64
Total List Volume:	256,596,966			17.01M	110.84M	100.83M	27.91M





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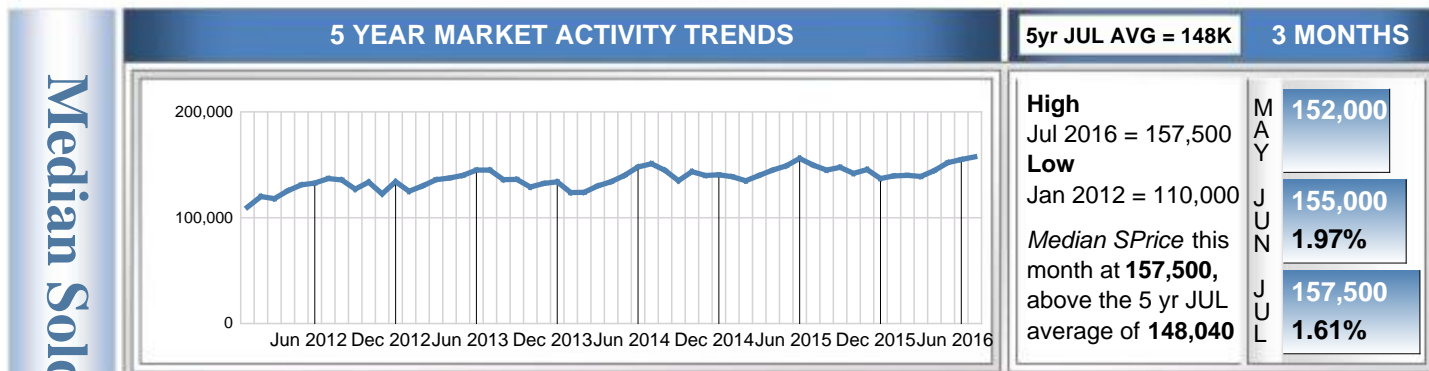
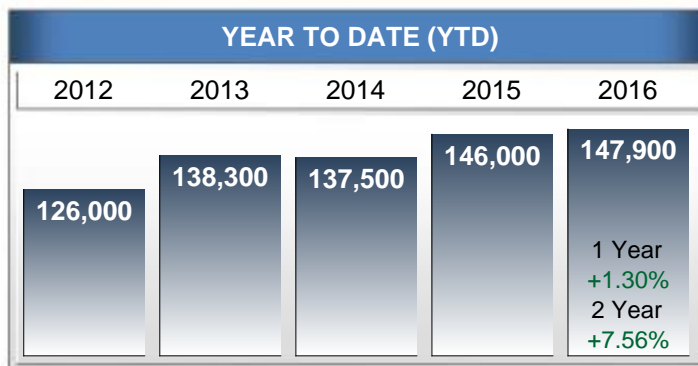
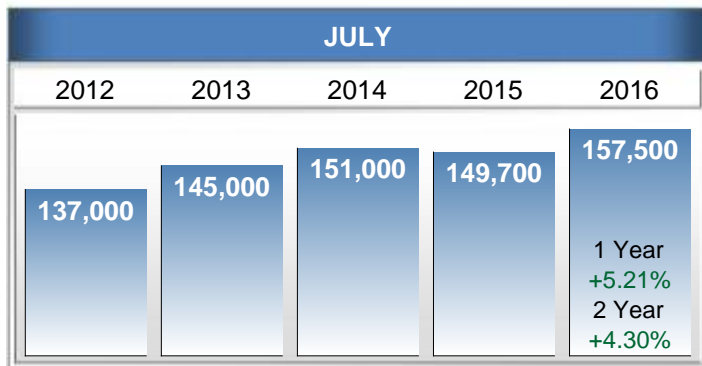
Closed Sales as of Aug 16, 2016



### Median Sold Price at Closing

Report Produced on: Aug 16, 2016

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+
\$50,000 and less	112		8.35%	33,370	27,440	36,500	32,300	0
\$50,001 - \$75,000	92		6.86%	62,500	60,000	65,045	65,000	0
\$75,001 - \$125,000	251		18.72%	102,500	95,250	105,000	101,200	98,700
\$125,001 - \$175,000	342		25.50%	150,000	147,000	149,230	158,123	134,000
\$175,001 - \$225,000	191		14.24%	196,500	192,000	195,000	198,500	209,750
\$225,001 - \$325,000	202		15.06%	262,500	280,500	254,900	261,960	288,250
\$325,001 and up	151		11.26%	400,000	473,450	439,950	389,950	440,000
Median Closed Price:	\$157,500				\$72,700	\$140,000	\$230,861	\$316,750
Total Closed Units:	1,341				180	709	388	64
Total Closed Volume:	250,279,122				16.02M	108.25M	99.00M	27.01M



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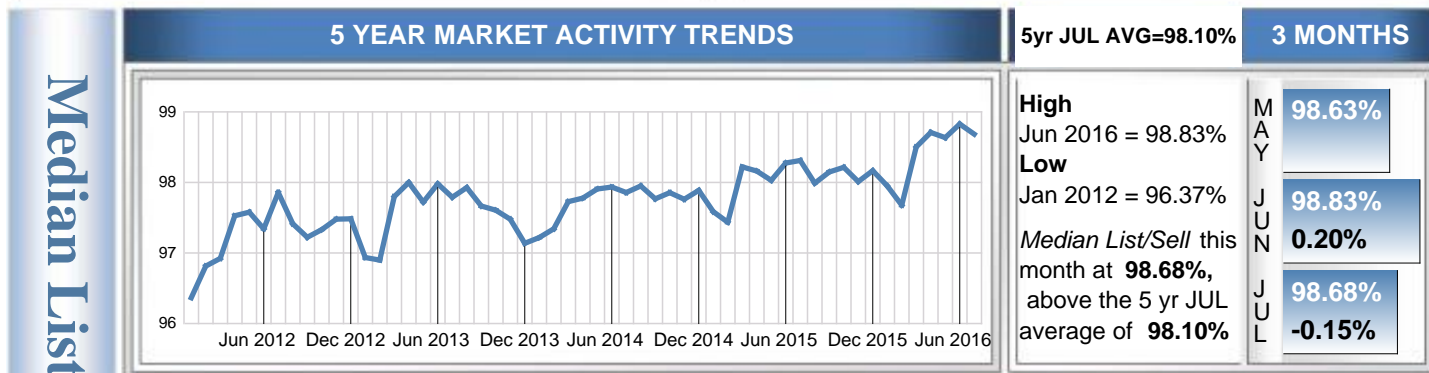
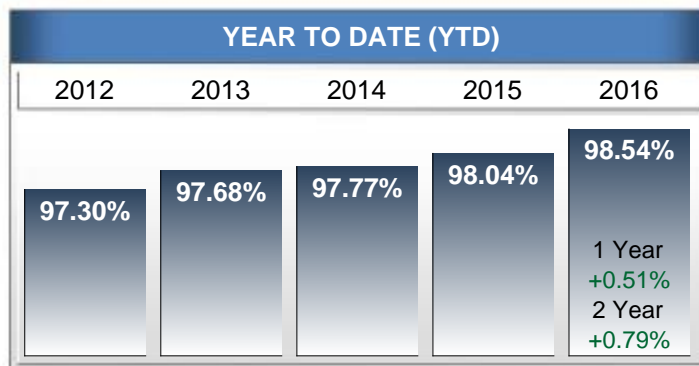
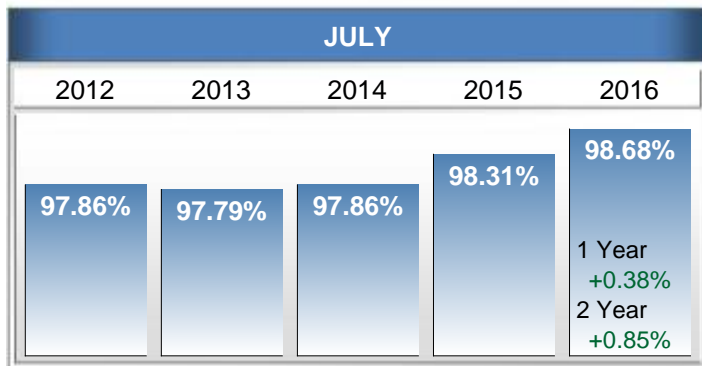
Closed Sales as of Aug 16, 2016



### 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+
\$50,000 and less	112	8.35%	93.75%	90.72%	100.00%	91.49%	0.00%
\$50,001-\$75,000	92	6.86%	97.18%	93.39%	97.25%	100.00%	0.00%
\$75,001-\$125,000	251	18.72%	98.87%	97.29%	98.91%	100.00%	97.14%
\$125,001-\$175,000	342	25.50%	99.50%	97.14%	99.96%	98.75%	95.59%
\$175,001-\$225,000	191	14.24%	98.86%	96.45%	98.61%	99.47%	99.71%
\$225,001-\$325,000	202	15.06%	98.65%	92.58%	98.31%	98.94%	98.18%
\$325,001 and up	151	11.26%	98.06%	87.64%	96.06%	98.81%	97.21%
Median List/Sell Ratio:	98.68%			95.12%	98.83%	99.12%	97.65%
Total Closed Units:	1,341			180	709	388	64
Total Closed Volume:	250,279,122			16.02M	108.25M	99.00M	27.01M



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Data from the Greater Tulsa Association of REALTORS®

## July 2016

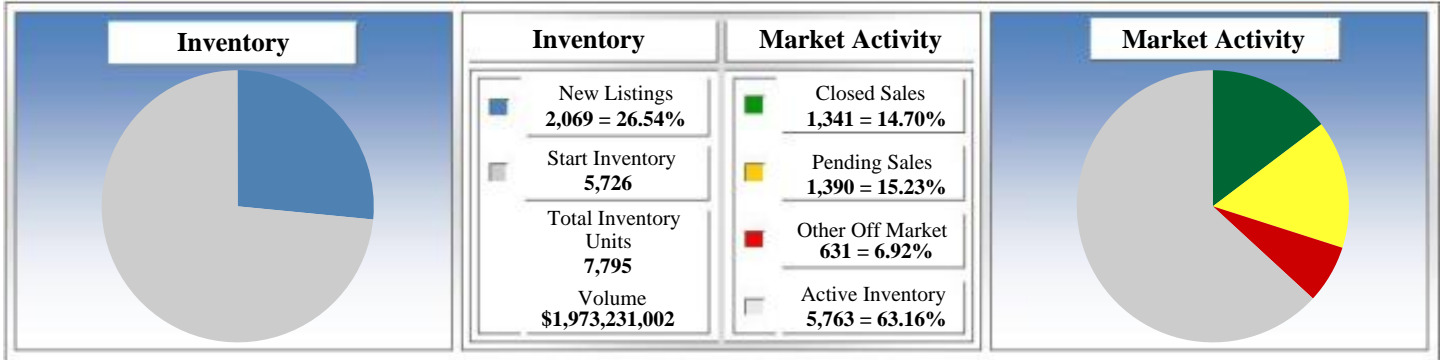
Inventory as of Aug 16, 2016



### Market Summary

Report Produced on: Aug 16, 2016

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



**Absorption:** Last 12 months, an Average of **1,149** Sales/Month

**Active Inventory** as of July 31, 2016 = **5,763**

	JULY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,418	1,341	-5.43%	8,067	8,214	1.82%
Pending Sales	1,346	1,390	3.27%	8,978	9,318	3.79%
New Listings	2,550	2,069	-18.86%	15,705	15,249	-2.90%
Median List Price	152,230	159,900	5.04%	149,900	149,900	0.00%
Median Sale Price	149,700	157,500	5.21%	146,000	147,900	1.30%
Median Percent of List Price to Selling Price	98.31%	98.68%	0.38%	98.04%	98.54%	0.51%
Median Days on Market to Sale	27.00	23.00	-14.81%	32.00	29.00	-9.38%
Monthly Inventory	5,773	5,763	-0.17%	5,773	5,763	-0.17%
Months Supply of Inventory	5.06	5.01	-0.84%	5.06	5.01	-0.84%

