



# August 2016

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

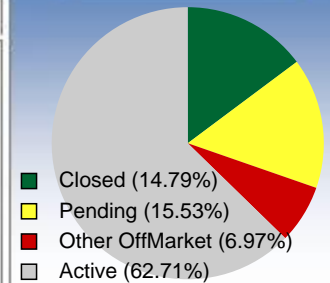


**Absorption:** Last 12 months, an Average of **1,161** Sales/Month

**Active Inventory** as of August 31, 2016 = **5,831**

	AUGUST		
	2015	2016	+/- %
Closed Listings	1,247	1,375	10.26%
Pending Listings	1,218	1,444	18.56%
New Listings	2,127	2,249	5.74%
Median List Price	148,500	156,500	5.39%
Median Sale Price	145,000	154,000	6.21%
Median Percent of List Price to Selling Price	97.99%	98.64%	0.66%
Median Days on Market to Sale	28.00	28.00	0.00%
End of Month Inventory	5,659	5,831	3.04%
Months Supply of Inventory	4.97	5.02	1.04%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 12, 2016

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2016 rose **3.04%** to 5,831 existing homes available for sale. Over the last 12 months this area has had an average of 1,161 closed sales per month. This represents an unsold inventory index of **5.02** 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 **6.21%** in August 2016 to \$154,000 versus the previous year at \$145,000.

### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in August 2016 compared to last year's same month at **28.00** DOM.

### Sales Success for August 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 2,249 New Listings in August 2016, up **5.74%** from last year at 2,127. Furthermore, there were 1,375 Closed Listings this month versus last year at 1,247, a **10.26%** increase.

Closed versus Listed trends yielded a **61.1%** ratio, up from last year's August 2016 at **58.6%**, a **4.28%** upswing. This will certainly create pressure on an increasing 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>
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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®

## August 2016

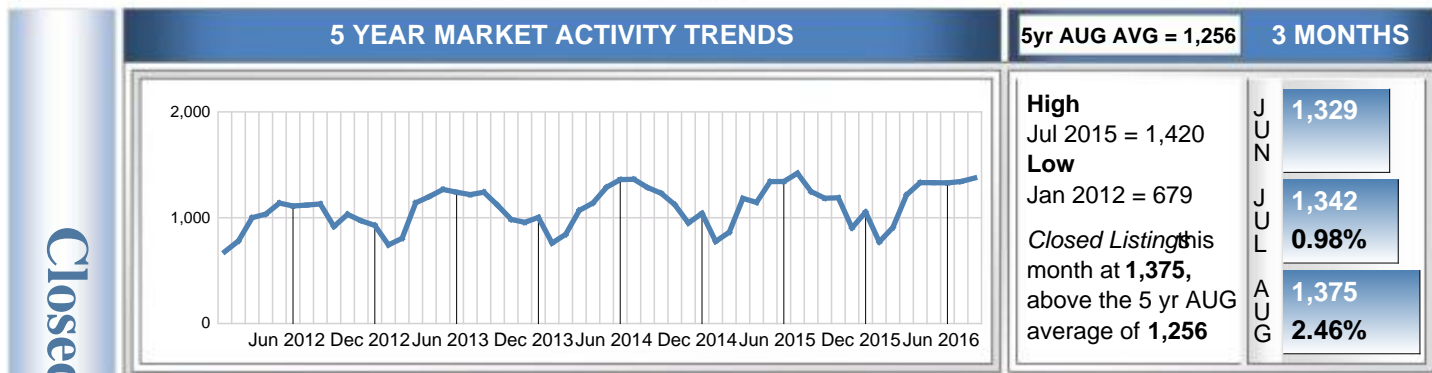
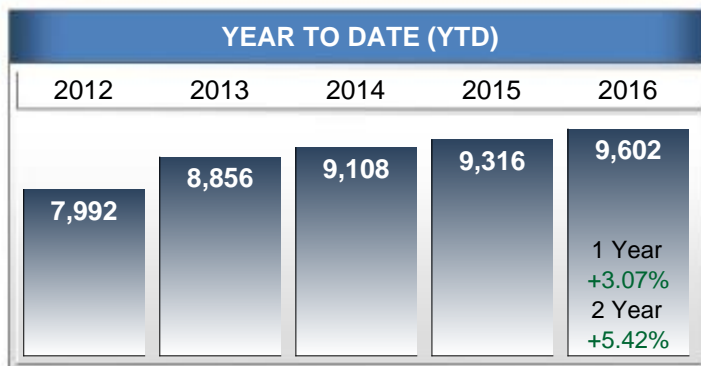
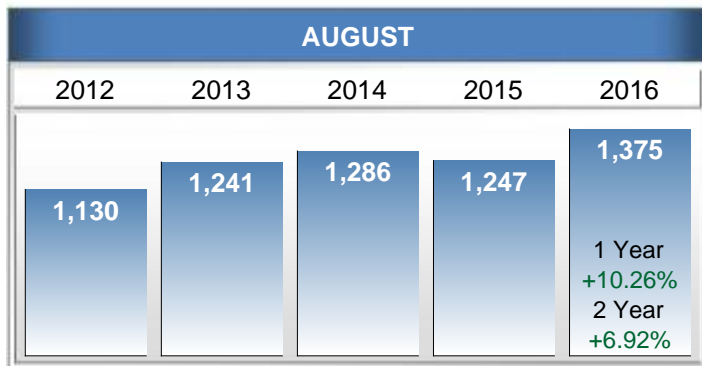
Closed Sales as of Sep 12, 2016



### Closed Listings

Report Produced on: Sep 12, 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	132	9.60%	34.5	73	49	10	0	
\$50,001 - \$75,000	89	6.47%	37.0	24	61	4	0	
\$75,001 - \$125,000	275	20.00%	25.0	44	196	35	0	
\$125,001 - \$175,000	338	24.58%	19.5	13	259	62	4	
\$175,001 - \$225,000	178	12.95%	26.5	11	88	74	5	
\$225,001 - \$325,000	201	14.62%	38.0	11	70	106	14	
\$325,001 and up	162	11.78%	37.5	10	28	99	25	
Total Closed Units: 1,375				28.0	186	751	390	48
Total Closed Volume: 260,560,165					20.66M	113.07M	104.77M	22.06M
Median Closed Price: \$154,000					\$65,750	\$139,000	\$232,250	\$368,000

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

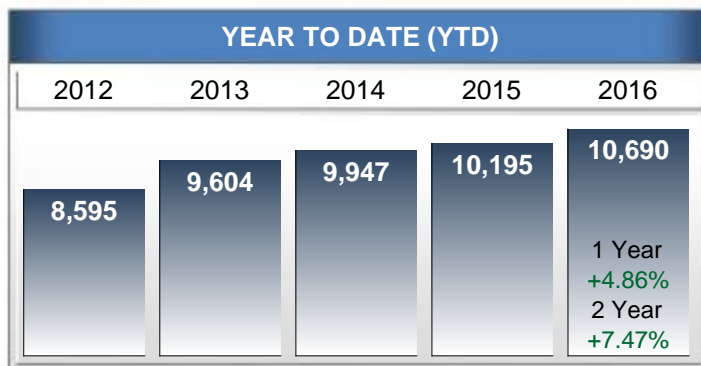
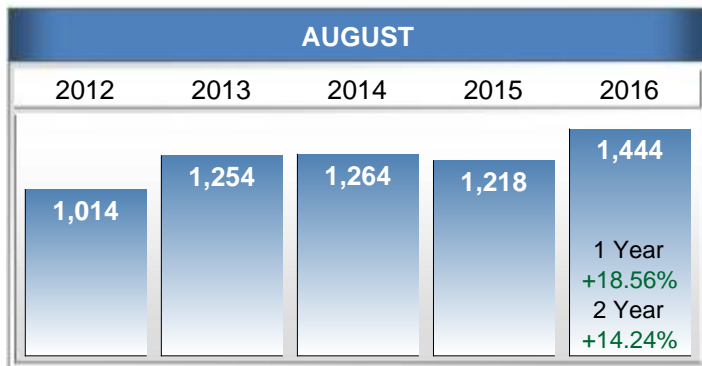
Pending Listings as of Sep 12, 2016



### Pending Listings

Report Produced on: Sep 12, 2016

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



**Pending Listings**  
  
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**5yr AUG AVG = 1,239**    **3 MONTHS**

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

Pending Listing this month at **1,444**, above the 5 yr AUG average of **1,239**

JUN	1,384
JUL	1,339
AUG	1,444
<b>-3.25%</b>	
<b>7.84%</b>	

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	46	3.19%	27.5	29	15	2	0	
\$25,001 - \$75,000	207	14.34%	30.0	99	103	5	0	
\$75,001 - \$125,000	280	19.39%	23.5	54	205	21	0	
\$125,001 - \$175,000	349	24.17%	19.0	23	255	68	3	
\$175,001 - \$225,000	208	14.40%	35.0	11	120	73	4	
\$225,001 - \$300,000	197	13.64%	47.0	17	61	99	20	
\$300,001 and up	157	10.87%	43.0	13	35	88	21	
Total Pending Units: 1,444				29.0	246	794	356	48
Total Pending Volume: 262,142,071					27.95M	118.86M	97.58M	17.75M
Median Listing Price: \$154,950					\$73,000	\$140,000	\$230,500	\$298,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

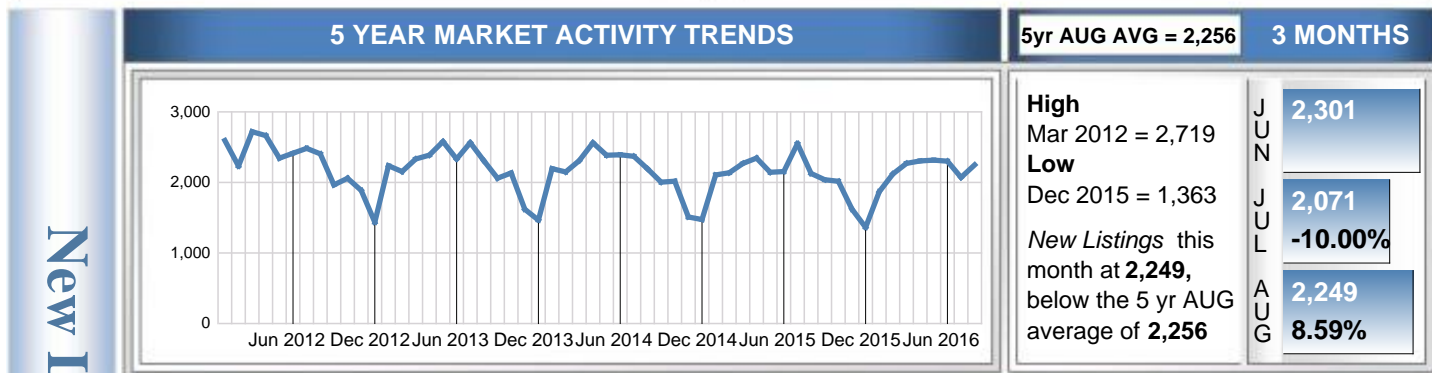
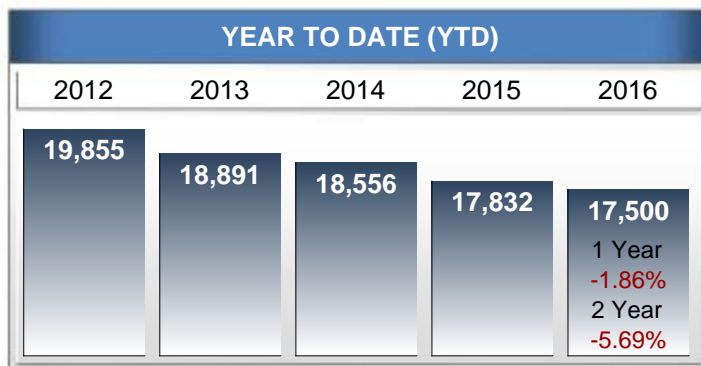
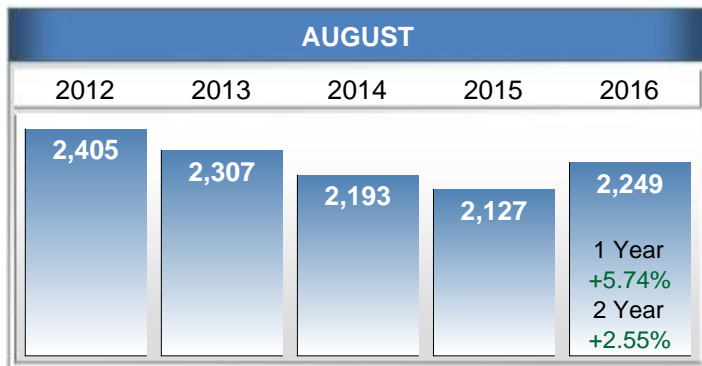
New Listings as of Sep 12, 2016



### New Listings

Report Produced on: Sep 12, 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	124	5.51%	109	13	2	0
\$25,001 - \$75,000	328	14.58%	178	129	20	1
\$75,001 - \$125,000	363	16.14%	92	228	41	2
\$125,001 - \$175,000	444	19.74%	37	331	74	2
\$175,001 - \$250,000	420	18.67%	39	206	164	11
\$250,001 - \$400,000	347	15.43%	25	89	202	31
\$400,001 and up	223	9.92%	59	30	77	57
Total New Listed Units:			539	1026	580	104
Total New Listed Volume:			104.43M	169.29M	165.31M	63.54M
Median New Listed Listing Price:			\$73,000	\$145,000	\$248,700	\$430,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

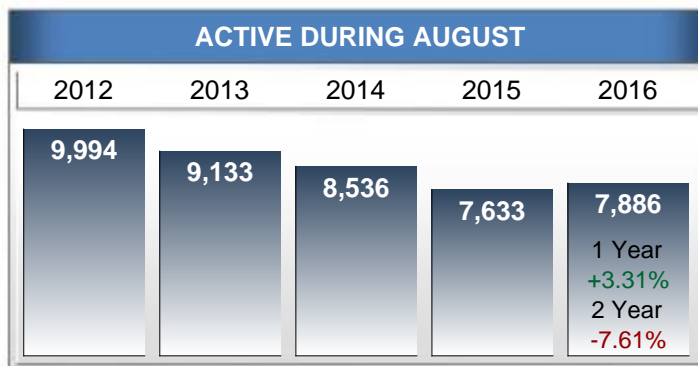
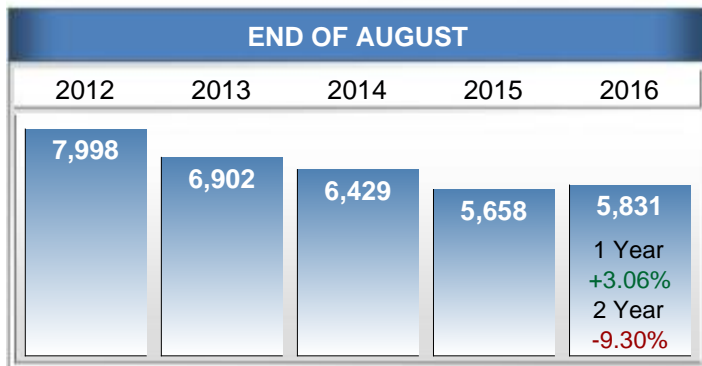
Active Inventory as of Sep 12, 2016



### Active Inventory

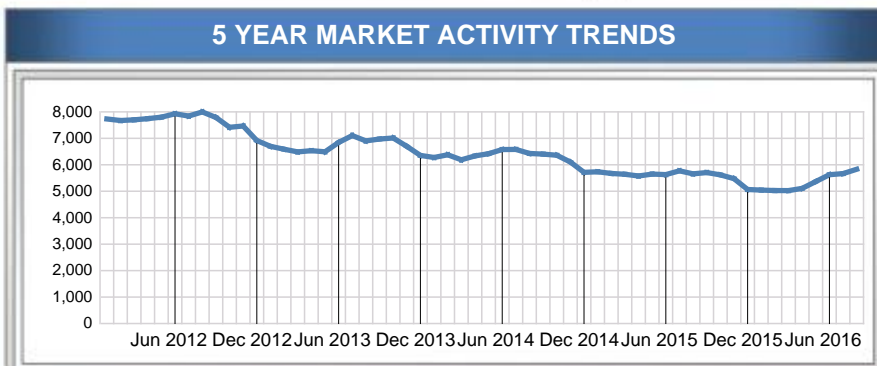
Report Produced on: Sep 12, 2016

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



Active Inventory

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<b>5yr AUG AVG = 6,564</b>	<b>3 MONTHS</b>
<b>High</b> Aug 2012 = 7,998	JUN 5,625
<b>Low</b> Mar 2016 = 5,025	JUL 5,667
<i>Inventory this month at 5,831, below the 5 yr AUG average of 6,564</i>	AUG 5,831
	<b>0.75%</b>
	<b>2.89%</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	360	6.17%	91.5	340	16	4	0		
\$25,001 - \$75,000	984	16.88%	65.0	682	252	46	4		
\$75,001 - \$125,000	721	12.36%	51.0	218	431	66	6		
\$125,001 - \$225,000	1,479	25.36%	47.0	219	818	416	26		
\$225,001 - \$325,000	900	15.43%	63.0	88	279	453	80		
\$325,001 - \$525,000	771	13.22%	72.0	85	115	450	121		
\$525,001 and up	616	10.56%	82.0	130	63	223	200		
Total Active Inventory by Units:				5,831	62.0	1,762	1,974	1,658	437
Total Active Inventory by Volume:				1,573,545,810		348.43M	360.84M	573.34M	290.94M
Median Active Inventory Listing Price:				\$177,900		\$61,600	\$150,000	\$289,900	\$458,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

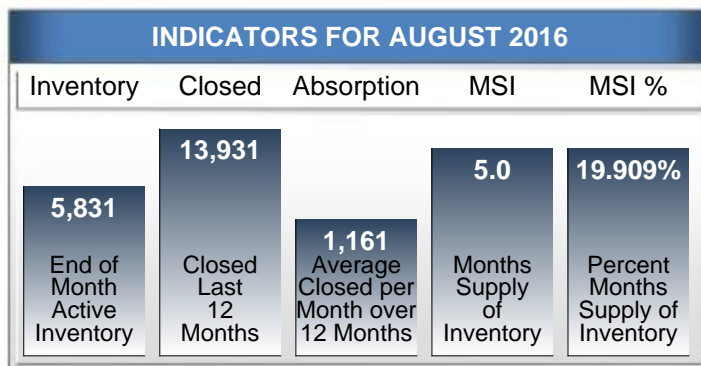
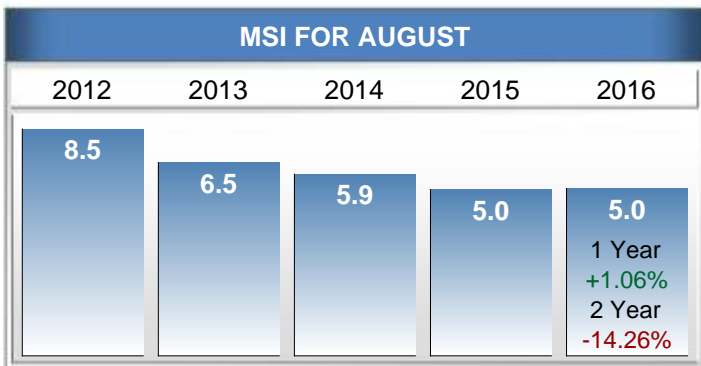
Active Inventory as of Sep 12, 2016



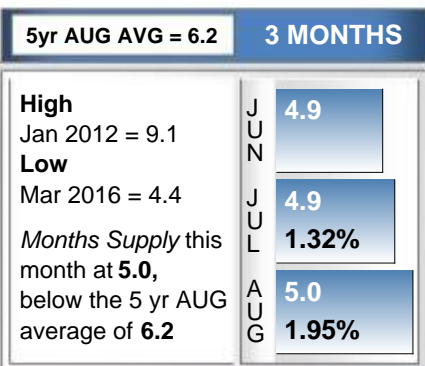
### Months Supply of Inventory

Report Produced on: Sep 12, 2016

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+
\$25,000 and less	360	6.17%	8.1	12.4	1.1	1.4	0.0	
\$25,001 - \$75,000	984	16.88%	5.7	9.7	2.8	4.2	4.4	
\$75,001 - \$125,000	721	12.36%	3.0	5.6	2.5	2.6	4.2	
\$125,001 - \$225,000	1,479	25.36%	3.3	8.1	2.8	3.6	3.1	
\$225,001 - \$325,000	900	15.43%	5.9	14.1	5.1	5.7	6.1	
\$325,001 - \$525,000	771	13.22%	9.4	27.6	7.2	9.0	9.6	
\$525,001 and up	616	10.56%	21.5	74.3	16.1	16.0	22.0	
MSI:	5.0			10.1	3.1	5.5	9.6	
Total Active Inventory:	5,831			1,762	1,974	1,658	437	



# Monthly Inventory Analysis

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## August 2016

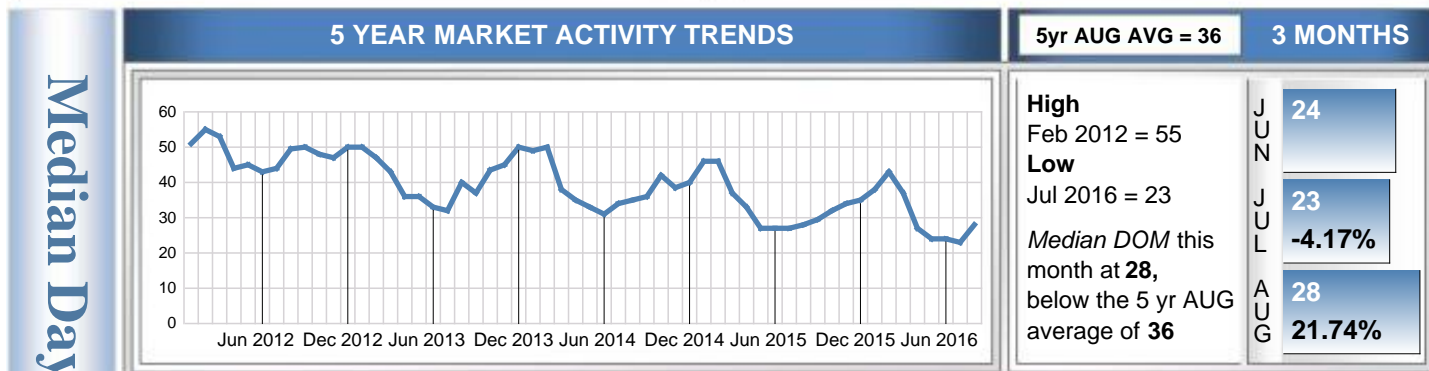
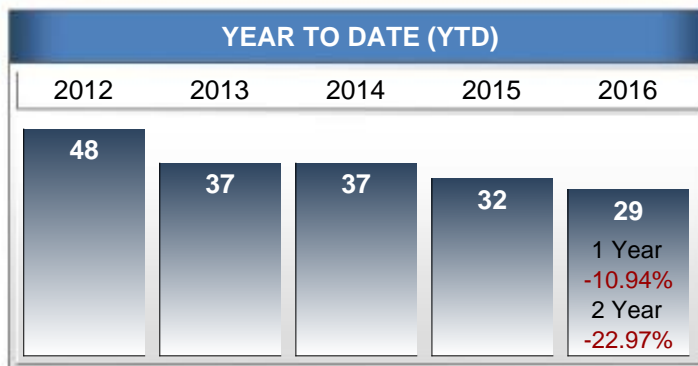
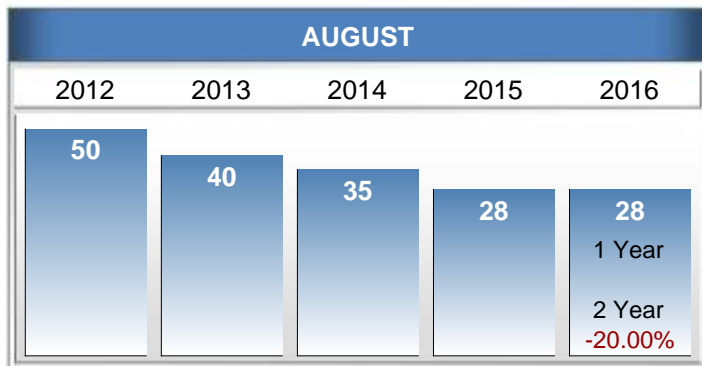
Closed Sales as of Sep 12, 2016



### Median Days on Market to Sale

Report Produced on: Sep 12, 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	132			9.60%	34.5	35.0	34.0	28.5	0.0
\$50,001 - \$75,000	89			6.47%	37.0	65.0	27.0	29.5	0.0
\$75,001 - \$125,000	275			20.00%	25.0	23.0	26.5	25.0	0.0
\$125,001 - \$175,000	338			24.58%	19.5	20.0	16.0	31.0	41.5
\$175,001 - \$225,000	178			12.95%	26.5	22.0	28.5	26.5	42.0
\$225,001 - \$325,000	201			14.62%	38.0	15.0	36.5	38.5	45.0
\$325,001 and up	162			11.78%	37.5	31.0	10.0	36.0	68.0
Median Closed DOM:	28.0					30.5	23.0	32.0	57.0
Total Closed Units:	1,375					186	751	390	48
Total Closed Volume:	260,560,165					20.66M	113.07M	104.77M	22.06M



# Monthly Inventory Analysis

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## August 2016

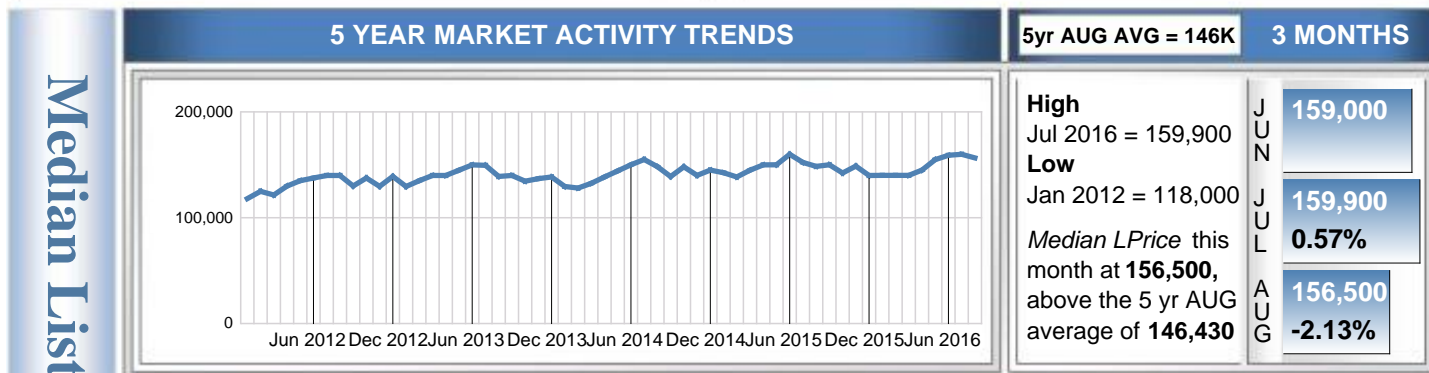
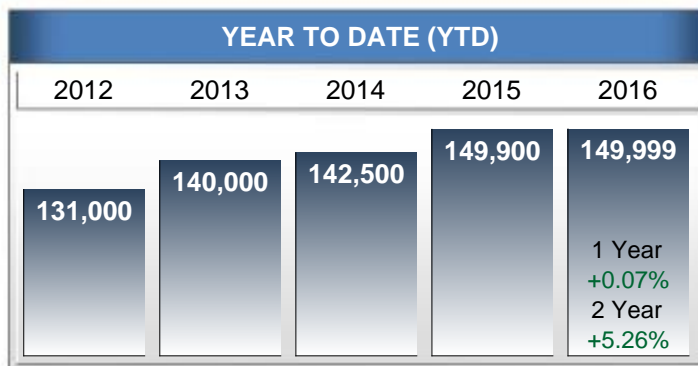
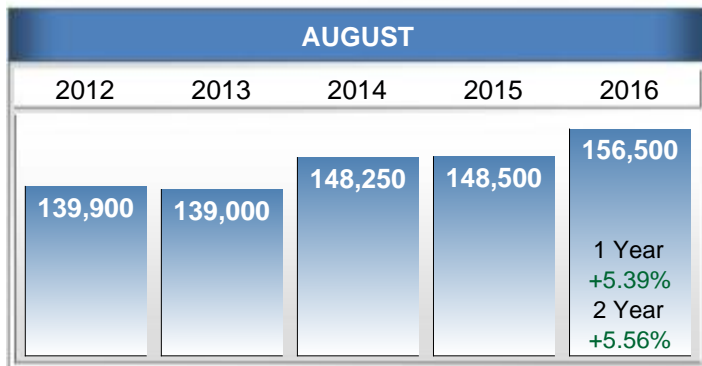
Closed Sales as of Sep 12, 2016



### Median List Price at Closing

Report Produced on: Sep 12, 2016

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+
\$50,000 and less	126	9.16%	33,950	32,950	38,000	22,890	0
\$50,001 - \$75,000	87	6.33%	62,400	59,900	63,950	65,000	0
\$75,001 - \$125,000	266	19.35%	105,000	93,000	105,500	109,900	0
\$125,001 - \$175,000	341	24.80%	150,000	135,000	149,900	161,800	144,900
\$175,001 - \$225,000	186	13.53%	195,500	200,000	194,500	199,900	206,515
\$225,001 - \$325,000	199	14.47%	269,900	272,450	264,225	269,450	275,000
\$325,001 and up	170	12.36%	419,000	525,000	395,000	410,000	549,000
Median List Price:	\$156,500			\$74,950	\$140,000	\$236,400	\$378,500
Total Closed Units:	1,375			186	751	390	48
Total List Volume:	268,599,191			22.08M	115.74M	106.79M	23.99M





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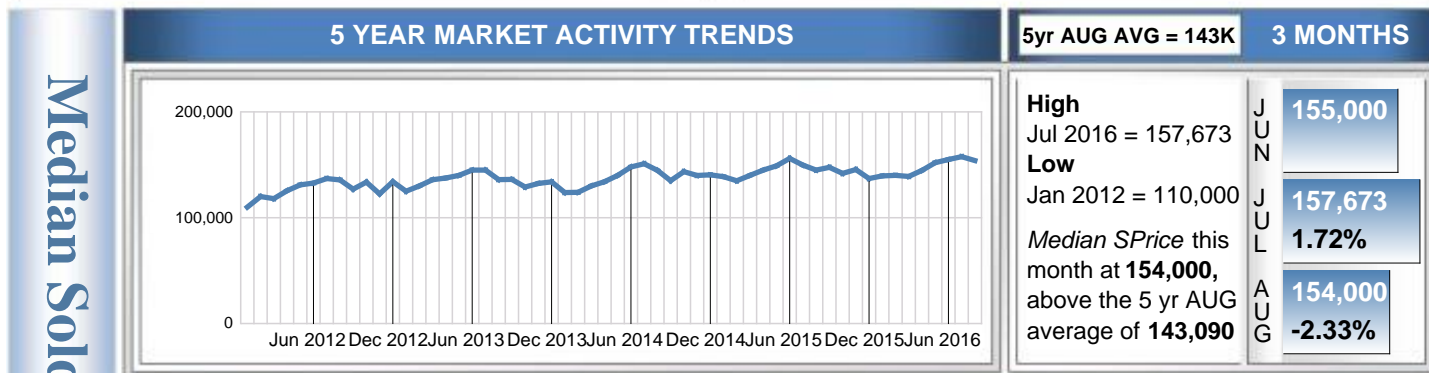
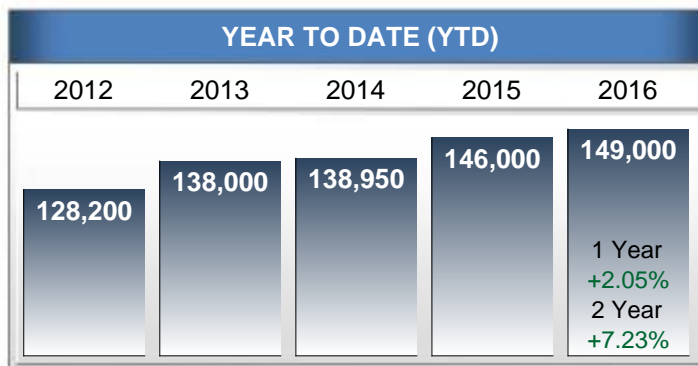
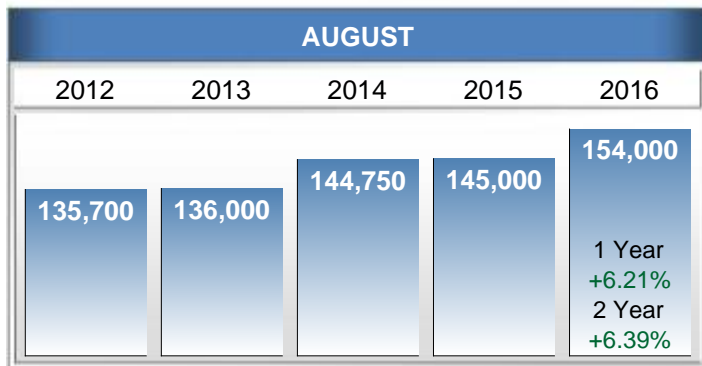
Closed Sales as of Sep 12, 2016



### Median Sold Price at Closing

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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	132	9.60%	31,001	30,800	35,000	21,577	0
\$50,001 \$75,000	89	6.47%	60,000	57,500	62,000	62,920	0
\$75,001 \$125,000	275	20.00%	105,000	92,750	105,000	109,000	0
\$125,001 \$175,000	338	24.58%	150,772	141,500	149,900	160,000	156,500
\$175,001 \$225,000	178	12.95%	193,950	190,000	190,500	199,000	214,900
\$225,001 \$325,000	201	14.62%	265,500	265,500	262,450	265,276	279,514
\$325,001 and up	162	11.78%	419,791	459,791	381,000	410,160	527,500
Median Closed Price:	\$154,000			\$65,750	\$139,000	\$232,250	\$368,000
Total Closed Units:	1,375			186	751	390	48
Total Closed Volume:	260,560,165			20.66M	113.07M	104.77M	22.06M



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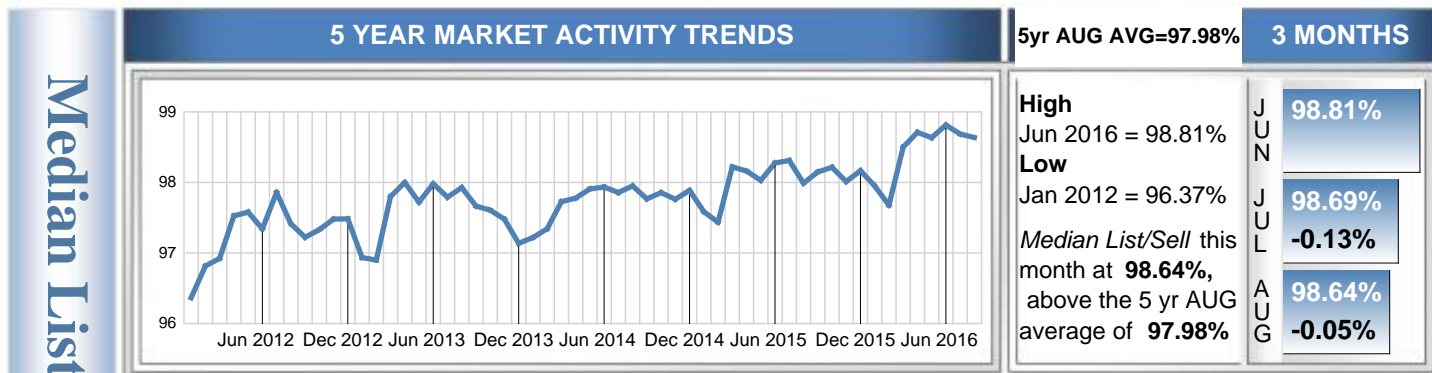
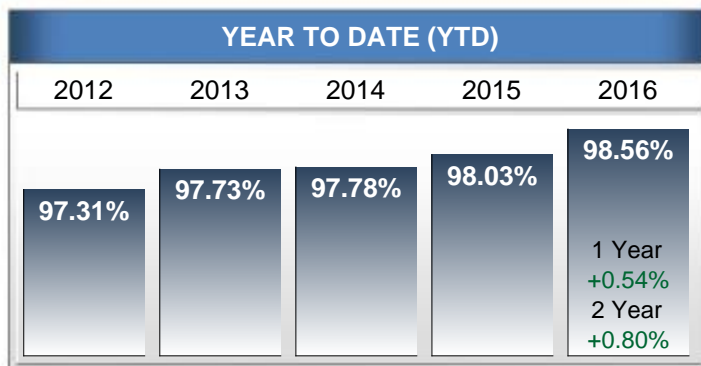
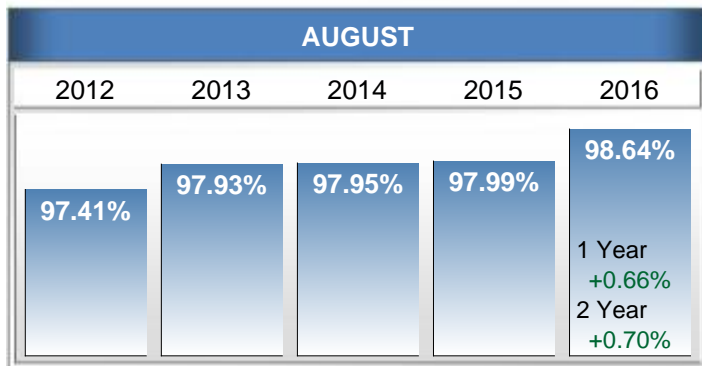
Closed Sales as of Sep 12, 2016



### Median Percent of List Price to Selling Price

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**Median List/Sell Price**  
  
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 Contact an experienced REALTOR

#### 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	132	9.60%	93.93%	93.75%	93.33%	99.13%	0.00%
\$50,001-\$75,000	89	6.47%	95.53%	93.10%	96.06%	98.28%	0.00%
\$75,001-\$125,000	275	20.00%	98.40%	97.50%	98.28%	100.00%	0.00%
\$125,001-\$175,000	338	24.58%	99.77%	99.23%	100.00%	99.29%	96.41%
\$175,001-\$225,000	178	12.95%	98.86%	95.74%	98.70%	99.49%	98.13%
\$225,001-\$325,000	201	14.62%	98.95%	96.88%	99.25%	99.01%	97.61%
\$325,001 and up	162	11.78%	98.38%	96.95%	97.55%	98.55%	98.33%
Median List/Sell Ratio:	98.64%			95.98%	98.84%	99.03%	97.93%
Total Closed Units:	1,375			186	751	390	48
Total Closed Volume:	260,560,165			20.66M	113.07M	104.77M	22.06M



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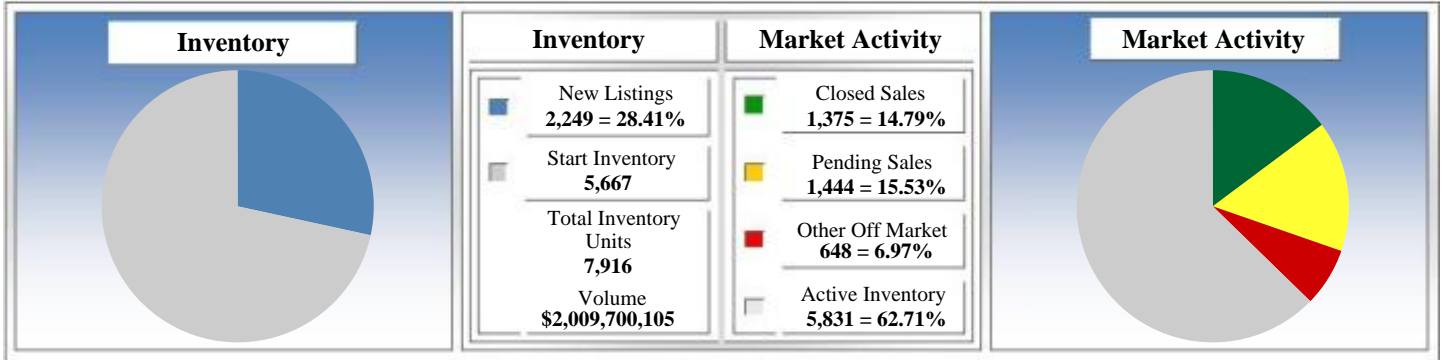
Inventory as of Sep 12, 2016



### Market Summary

Report Produced on: Sep 12, 2016

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



**Absorption:** Last 12 months, an Average of **1,161** Sales/Month

**Active Inventory** as of August 31, 2016 = **5,831**

	AUGUST			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	1,247	1,375	10.26%	9,316	9,602	3.07%
Pending Sales	1,218	1,444	18.56%	10,195	10,690	4.86%
New Listings	2,127	2,249	5.74%	17,832	17,500	-1.86%
Median List Price	148,500	156,500	5.39%	149,900	149,999	0.07%
Median Sale Price	145,000	154,000	6.21%	146,000	149,000	2.05%
Median Percent of List Price to Selling Price	97.99%	98.64%	0.66%	98.03%	98.56%	0.54%
Median Days on Market to Sale	28.00	28.00	0.00%	32.00	28.50	-10.94%
Monthly Inventory	5,659	5,831	3.04%	5,659	5,831	3.04%
Months Supply of Inventory	4.97	5.02	1.04%	4.97	5.02	1.04%

