



September 2016

Area Delimited by County Of Rogers

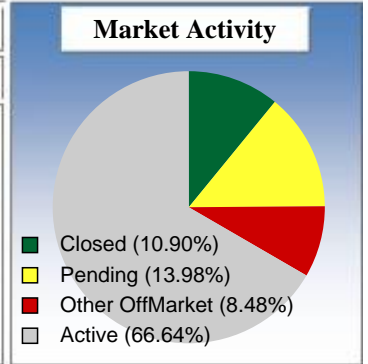


Absorption: Last 12 months, an Average of **115** Sales/Month

Active Inventory as of September 30, 2016 = **715**

Closed Listings
Pending Listings
New Listings
Average List Price
Average Sale Price
Average Percent of List Price to Selling Price
Average Days on Market to Sale
End of Month Inventory
Months Supply of Inventory

SEPTEMBER		
2015	2016	+/- %
112	117	4.46%
114	150	31.58%
224	218	-2.68%
183,949	160,388	-12.81%
181,800	156,848	-13.73%
102.27%	97.63%	-4.54%
47.33	46.98	-0.73%
703	715	1.71%
6.14	6.19	0.83%



Report Produced on: Oct 11, 2016

Monthly Inventory Analysis

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 September 2016 rose **1.71%** to 715 existing homes available for sale. Over the last 12 months this area has had an average of 115 closed sales per month. This represents an unsold inventory index of **6.19** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.73%** in September 2016 to \$156,848 versus the previous year at \$181,800.

Average Days on Market Shortens

The average number of **46.98** days that homes spent on the market before selling decreased by 0.35 days or **0.73%** in September 2016 compared to last year's same month at **47.33** DOM.

Sales Success for September 2016 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 218 New Listings in September 2016, down **2.68%** from last year at 224. Furthermore, there were 117 Closed Listings this month versus last year at 112, a **4.46%** increase.

Closed versus Listed trends yielded a **53.7%** ratio, up from last year's September 2016 at **50.0%**, a **7.34%** upswing. This will certainly create pressure on an increasing 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®

September 2016

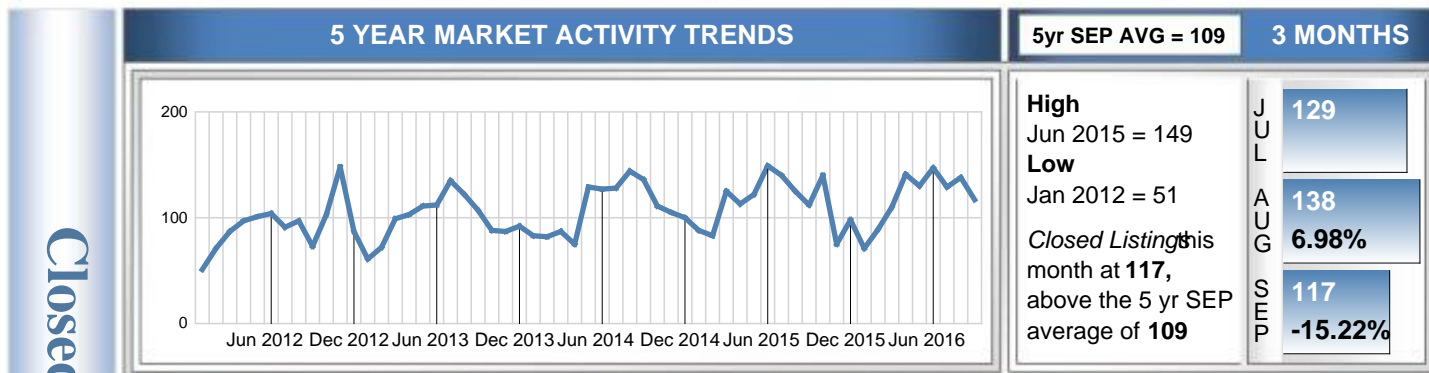
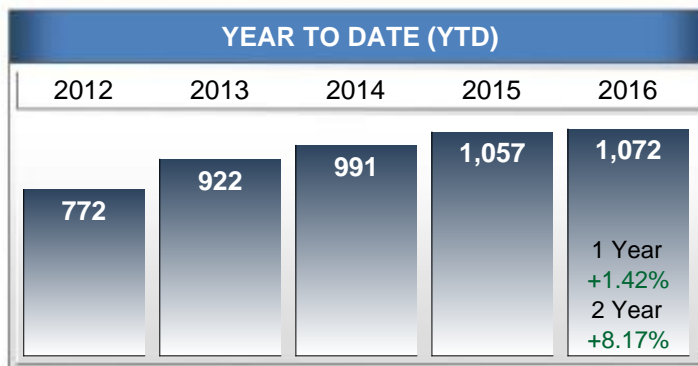
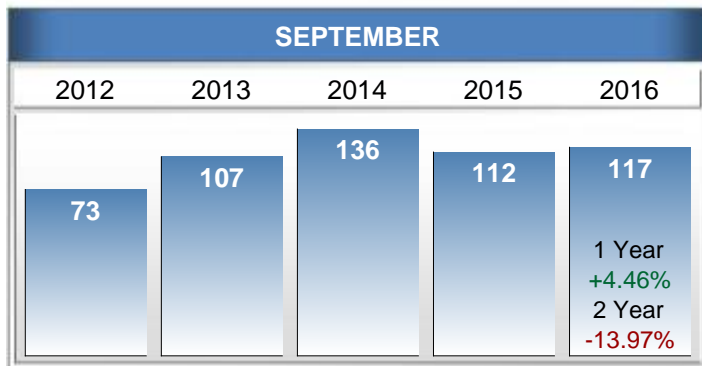
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



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+
\$25,000 and less	4	3.42%	52.5	4	0	0	0
\$25,001 - \$75,000	23	19.66%	40.5	13	9	1	0
\$75,001 - \$100,000	7	5.98%	45.7	1	6	0	0
\$100,001 - \$150,000	31	26.50%	44.4	3	23	5	0
\$150,001 - \$175,000	13	11.11%	33.1	1	9	3	0
\$175,001 - \$300,000	28	23.93%	58.4	0	18	9	1
\$300,001 and up	11	9.40%	54.0	0	3	6	2
Total Closed Units:	117		47.0	22	68	24	3
Total Closed Volume:	18,351,216			1.34M	10.20M	5.82M	996.61K
Average Closed Price:	\$156,848			\$60,939	\$149,945	\$242,405	\$332,203



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

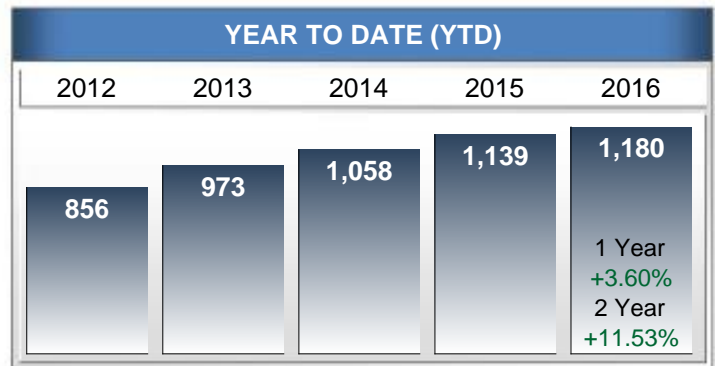
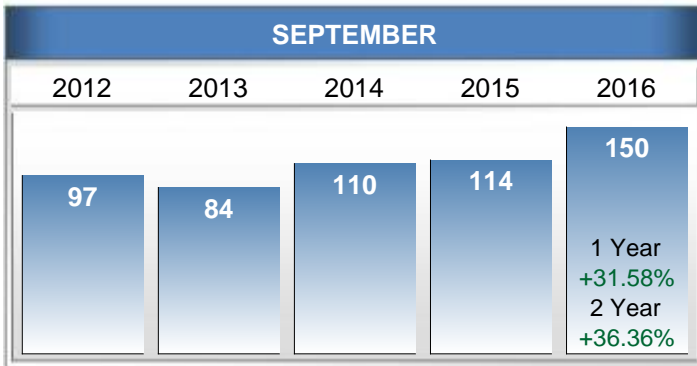
Pending Listings as of Oct 11, 2016



Pending Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



Pending Listings
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5yr SEP AVG = 111 **3 MONTHS**

High
Oct 2012 = 156

Low
Nov 2012 = 65

Pending Listing this month at **150**, above the 5 yr SEP average of **111**

JUL	123
AUG	132
SEP	150
7.32%	
13.64%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	11	7.33%	55.6	9	2	0	0
\$40,001 - \$80,000	22	14.67%	54.5	9	12	1	0
\$80,001 - \$130,000	21	14.00%	43.5	4	14	3	0
\$130,001 - \$180,000	39	26.00%	40.4	2	26	10	1
\$180,001 - \$220,000	21	14.00%	65.6	1	13	6	1
\$220,001 - \$290,000	21	14.00%	59.4	3	6	12	0
\$290,001 and up	15	10.00%	31.8	0	3	8	4
Total Pending Units: 150				31.5			
Total Pending Volume: 26,332,052				2.47M 11.43M 9.11M 3.32M			
Average Listing Price: \$141,836				\$88,052 \$150,390 \$227,868 \$553,710			



Monthly Inventory Analysis

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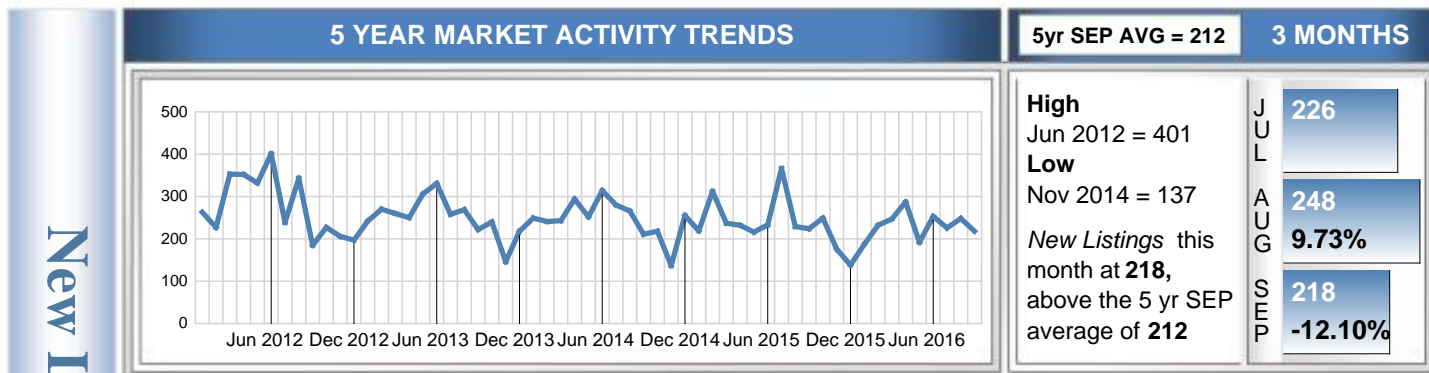
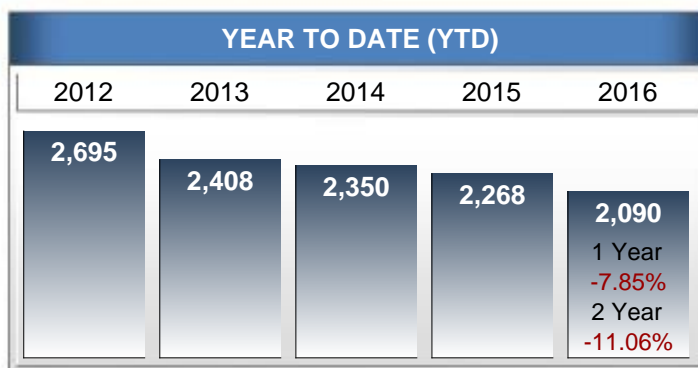
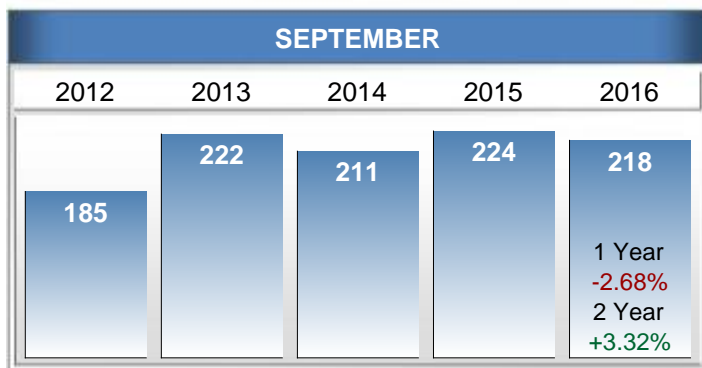
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



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+
\$50,000 and less	20	9.17%	14	6	0	0
\$50,001 - \$100,000	22	10.09%	7	12	3	0
\$100,001 - \$125,000	15	6.88%	1	13	1	0
\$125,001 - \$200,000	73	33.49%	5	47	19	2
\$200,001 - \$300,000	34	15.60%	3	9	20	2
\$300,001 - \$425,000	32	14.68%	2	7	20	3
\$425,001 and up	22	10.09%	1	2	12	7
Total New Listed Units:			33	96	75	14
Total New Listed Volume:			4.79M	16.46M	22.68M	10.28M
Average New Listed Listing Price:			\$145,271	\$171,461	\$302,432	\$734,615



Monthly Inventory Analysis

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September 2016

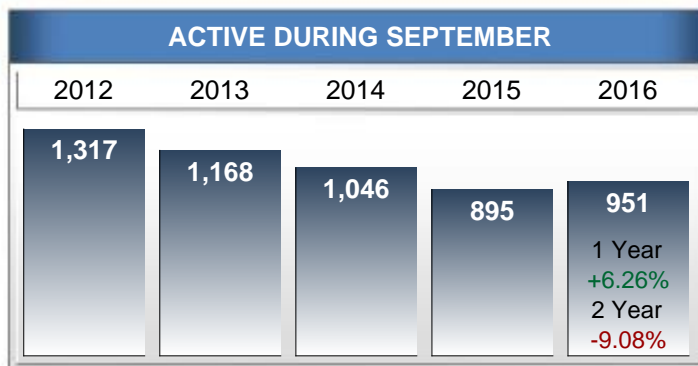
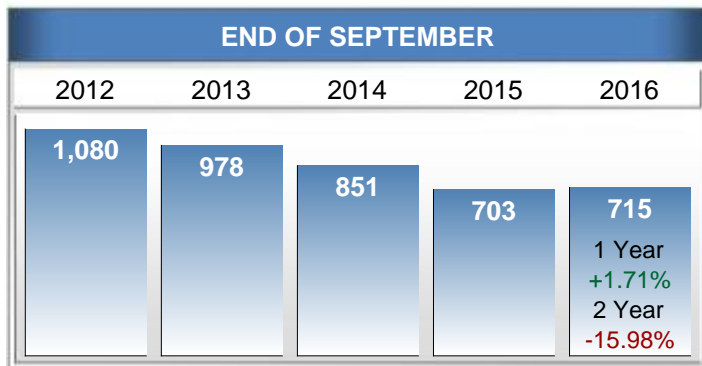
Active Inventory as of Oct 11, 2016



Active Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr SEP AVG = 865 **3 MONTHS**

High
Aug 2012 = 1,146

Low
Mar 2016 = 643

Inventory this month at **715**, below the 5 yr SEP average of **865**

JUL	722
AUG	738
SEP	715
2.22%	
-3.12%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	57	7.97%	67.0	56	1	0	0		
\$25,001 \$50,000	70	9.79%	135.1	68	2	0	0		
\$50,001 \$125,000	129	18.04%	74.5	56	63	10	0		
\$125,001 \$200,000	183	25.59%	66.7	21	114	44	4		
\$200,001 \$300,000	109	15.24%	80.0	7	43	55	4		
\$300,001 \$475,000	94	13.15%	78.1	8	13	59	14		
\$475,001 and up	73	10.21%	77.6	13	6	30	24		
Total Active Inventory by Units:				715	79.5	229	242	198	46
Total Active Inventory by Volume:				173,955,860		29.26M	45.21M	63.97M	35.52M
Average Active Inventory Listing Price:				\$243,295		\$127,788	\$186,805	\$323,069	\$772,130



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

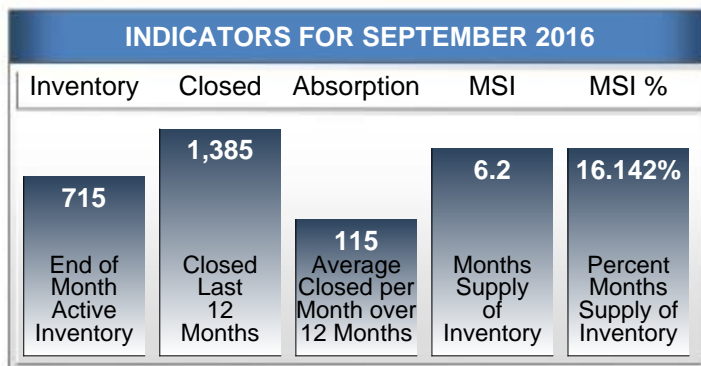
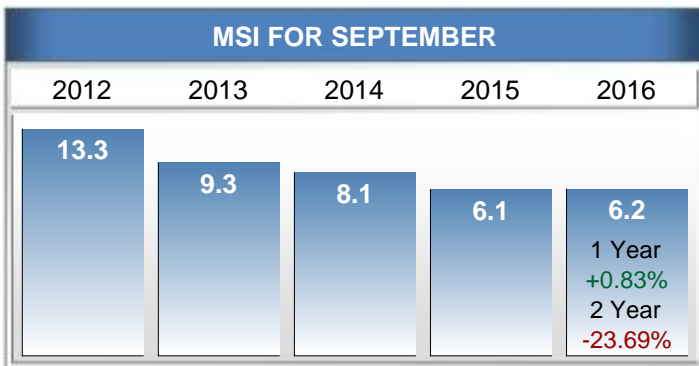
Active Inventory as of Oct 11, 2016



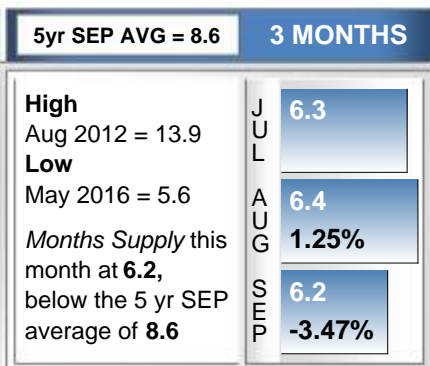
Months Supply of Inventory

Report Produced on: Oct 11, 2016

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Months Supply
Ready to Buy or Sell Real Estate?
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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	57	7.97%	14.6	16.0	4.0	0.0	0.0
\$25,001 \$50,000	70	9.79%	10.8	18.1	0.9	0.0	0.0
\$50,001 \$125,000	129	18.04%	4.1	8.2	3.0	2.9	0.0
\$125,001 \$200,000	183	25.59%	4.4	15.8	3.7	4.9	6.9
\$200,001 \$300,000	109	15.24%	5.5	6.0	5.1	6.4	2.8
\$300,001 \$475,000	94	13.15%	9.7	48.0	9.2	9.2	8.4
\$475,001 and up	73	10.21%	28.3	0.0	72.0	18.0	28.8
MSI:			6.2	13.7	3.8	6.6	9.9
Total Active Inventory:			715	229	242	198	46



Monthly Inventory Analysis

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September 2016

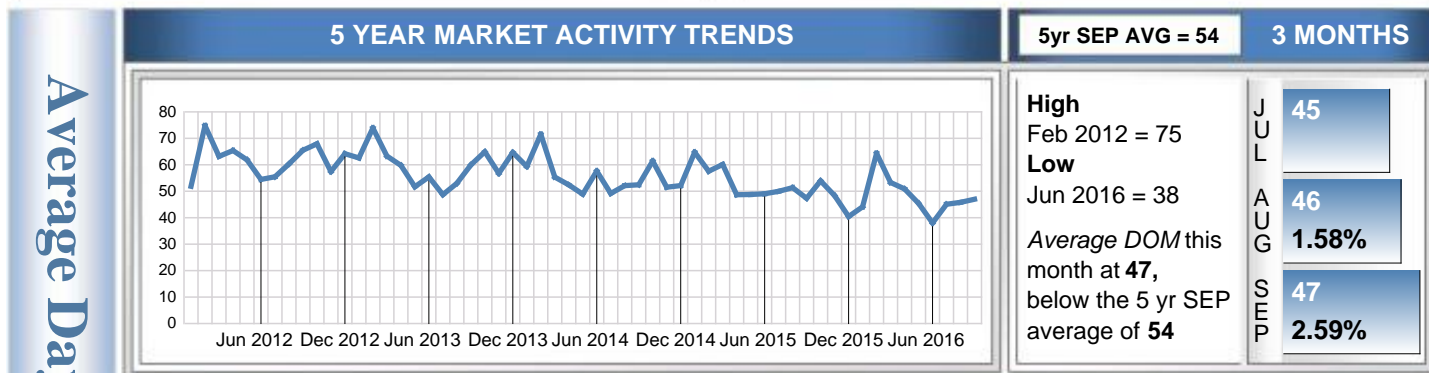
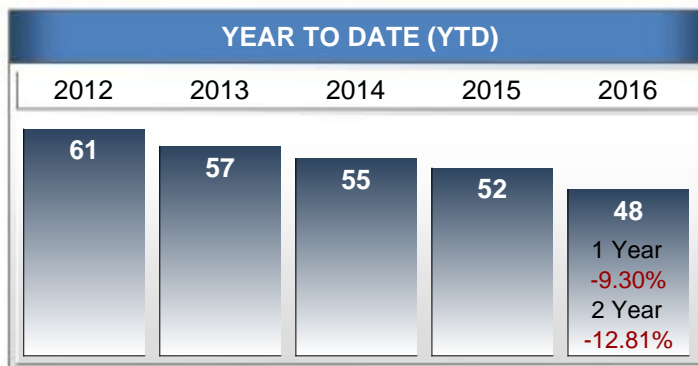
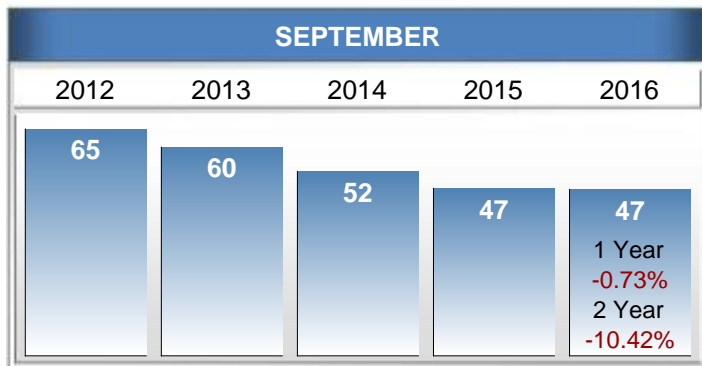
Closed Sales as of Oct 11, 2016



Average Days on Market to Sale

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



Average Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	4	3.42%	52.5	52.5	0.0	0.0	0.0
\$25,001 - \$75,000	23	19.66%	40.5	33.9	34.3	182.0	0.0
\$75,001 - \$100,000	7	5.98%	45.7	91.0	38.2	0.0	0.0
\$100,001 - \$150,000	31	26.50%	44.4	22.3	43.3	62.4	0.0
\$150,001 - \$175,000	13	11.11%	33.1	58.0	22.2	57.3	0.0
\$175,001 - \$300,000	28	23.93%	58.4	0.0	54.5	67.1	51.0
\$300,001 and up	11	9.40%	54.0	0.0	38.7	55.0	74.0
Average Closed DOM: 47.0				39.4	41.6	66.7	66.3
Total Closed Units: 117				22	68	24	3
Total Closed Volume: 18,351,216				1.34M	10.20M	5.82M	996.61K



Monthly Inventory Analysis

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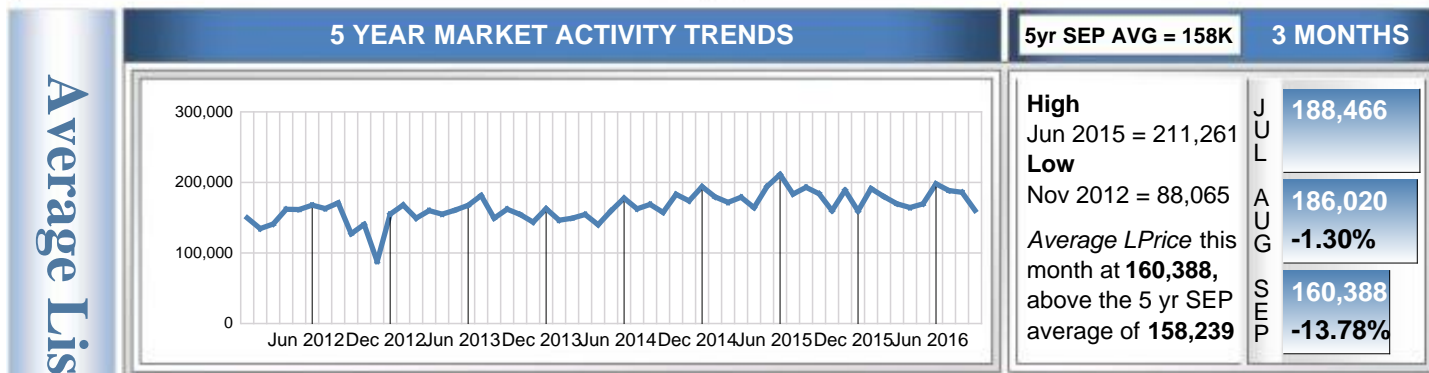
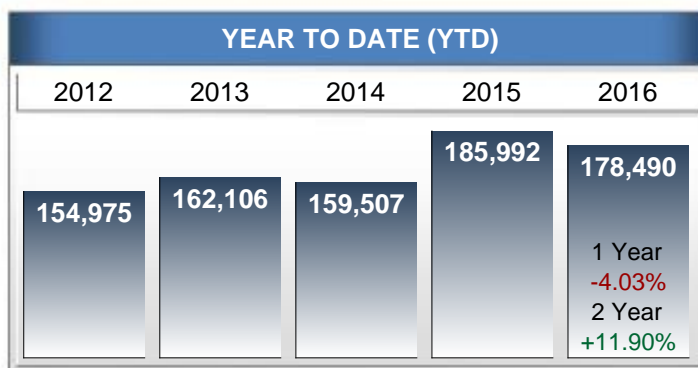
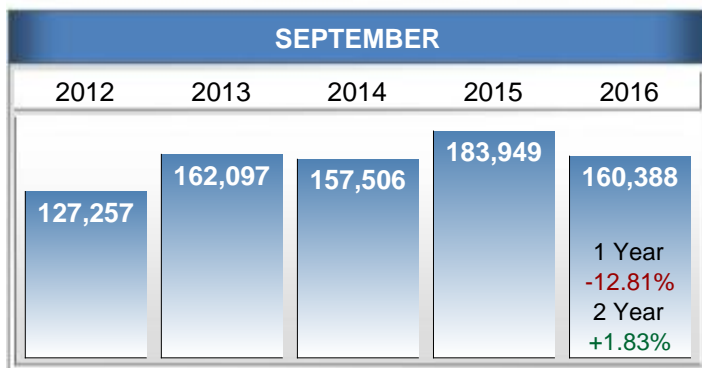
Closed Sales as of Oct 11, 2016



Average List Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



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+
\$25,000 and less	2	1.71%	20,500	25,225	0	0	0
\$25,001 - \$75,000	22	18.80%	48,711	52,319	54,844	79,900	0
\$75,001 - \$100,000	9	7.69%	85,578	90,000	90,200	0	0
\$100,001 - \$150,000	31	26.50%	130,384	123,267	130,931	141,760	0
\$150,001 - \$175,000	12	10.26%	164,135	179,900	168,081	177,333	0
\$175,001 - \$300,000	29	24.79%	215,415	0	212,713	236,244	195,000
\$300,001 and up	12	10.26%	385,331	0	335,800	416,678	403,754
Average List Price:	\$160,388			\$64,580	\$152,870	\$247,790	\$334,169
Total Closed Units:	117			22	68	24	3
Total List Volume:	18,765,392			1.42M	10.40M	5.95M	1.00M



Monthly Inventory Analysis

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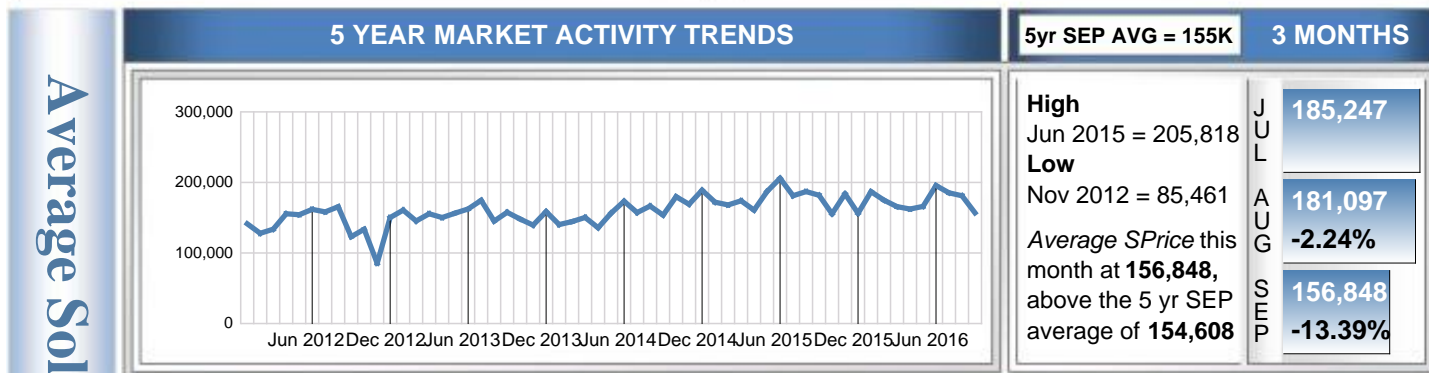
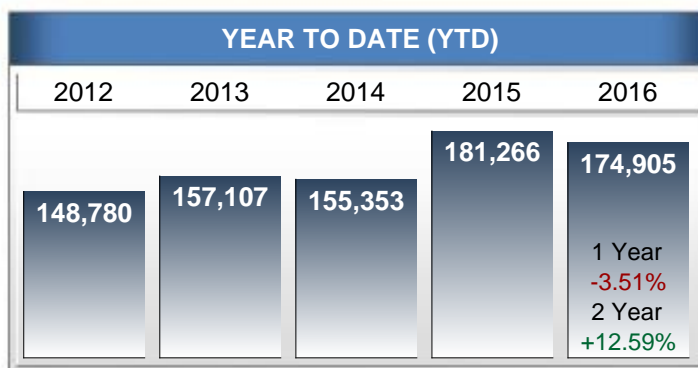
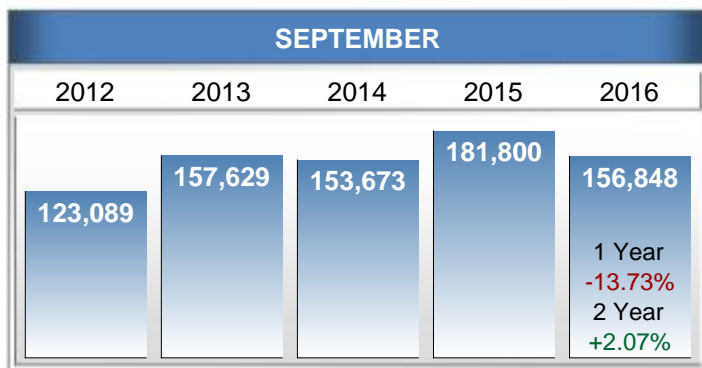
Closed Sales as of Oct 11, 2016



Average Sold Price at Closing

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Average Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	4	3.42%	21,125	21,125	0	0	0
\$25,001 \$75,000	23	19.66%	53,341	50,981	54,344	75,000	0
\$75,001 \$100,000	7	5.98%	87,300	82,500	88,100	0	0
\$100,001 \$150,000	31	26.50%	127,733	113,633	129,492	128,100	0
\$150,001 \$175,000	13	11.11%	163,229	170,000	161,114	167,317	0
\$175,001 \$300,000	28	23.93%	216,563	0	209,211	234,218	190,000
\$300,001 and up	11	9.40%	389,393	0	328,133	415,386	403,304
Average Closed Price:	\$156,848			\$60,939	\$149,945	\$242,405	\$332,203
Total Closed Units:	117			22	68	24	3
Total Closed Volume:	18,351,216			1.34M	10.20M	5.82M	996.61K



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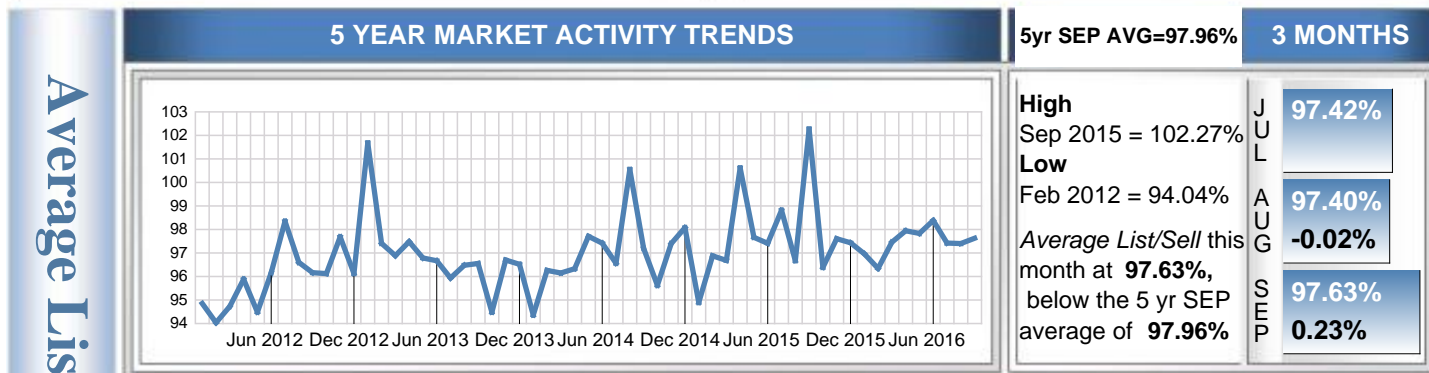
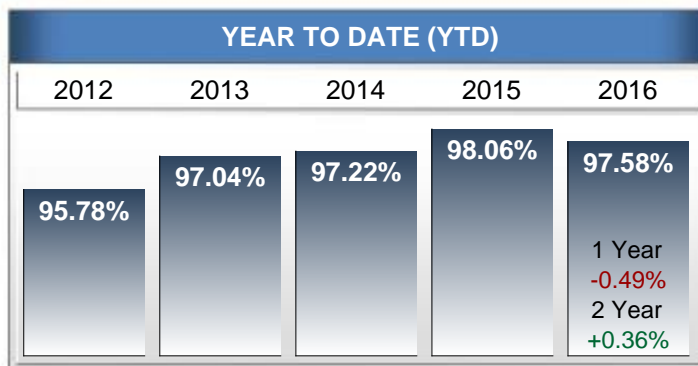
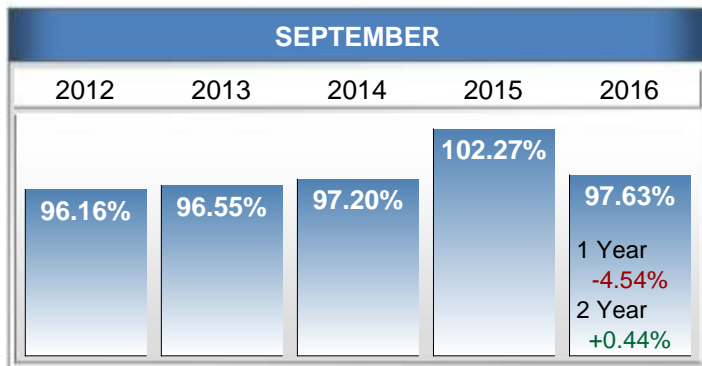
Closed Sales as of Oct 11, 2016



Average Percent of List Price to Selling Price

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Area Delimited by County Of Rogers



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+
\$25,000 and less	4	3.42%	84.91%	84.91%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	23	19.66%	99.83%	97.82%	103.40%	93.87%	0.00%
\$75,001 - \$100,000	7	5.98%	97.09%	91.67%	97.99%	0.00%	0.00%
\$100,001 - \$150,000	31	26.50%	96.92%	92.38%	98.90%	90.54%	0.00%
\$150,001 - \$175,000	13	11.11%	95.79%	94.50%	96.17%	95.10%	0.00%
\$175,001 - \$300,000	28	23.93%	98.78%	0.00%	98.49%	99.50%	97.44%
\$300,001 and up	11	9.40%	99.21%	0.00%	97.67%	99.75%	99.90%
Average List/Sell Ratio: 97.60%				94.30%	98.89%	96.91%	99.08%
Total Closed Units: 117				22	68	24	3
Total Closed Volume: 18,351,216				1.34M	10.20M	5.82M	996.61K



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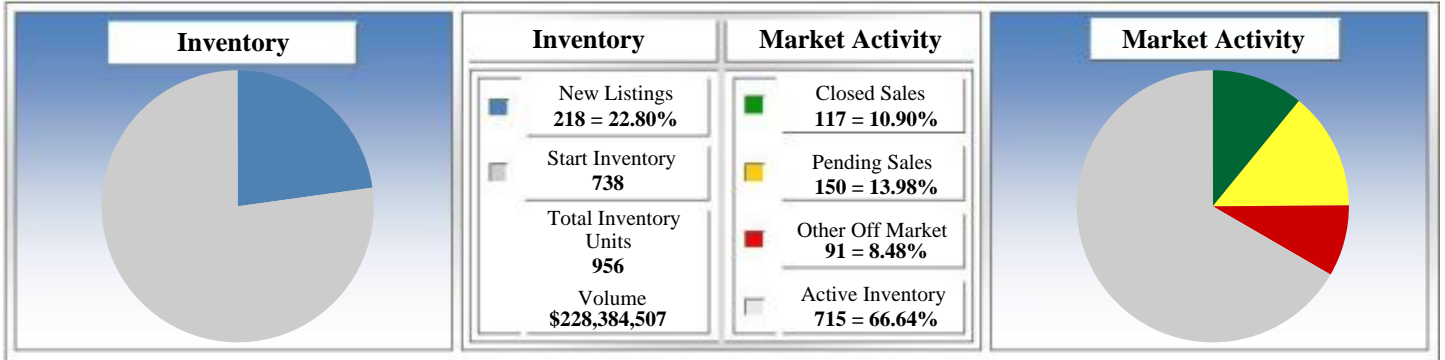
Inventory as of Oct 11, 2016



Market Summary

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Area Delimited by County Of Rogers



Absorption: Last 12 months, an Average of 115 Sales/Month

Active Inventory as of September 30, 2016 = 715

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	112	117	4.46%	1,057	1,072	1.42%
Pending Sales	114	150	31.58%	1,139	1,180	3.60%
New Listings	224	218	-2.68%	2,268	2,090	-7.85%
Average List Price	183,949	160,388	-12.81%	185,992	178,490	-4.03%
Average Sale Price	181,800	156,848	-13.73%	181,266	174,905	-3.51%
Average Percent of List Price to Selling Price	102.27%	97.63%	-4.54%	98.06%	97.58%	-0.49%
Average Days on Market to Sale	47.33	46.98	-0.73%	52.48	47.60	-9.30%
Monthly Inventory	703	715	1.71%	703	715	1.71%
Months Supply of Inventory	6.14	6.19	0.83%	6.14	6.19	0.83%

