



# September 2016

Area Delimited by County Of Rogers

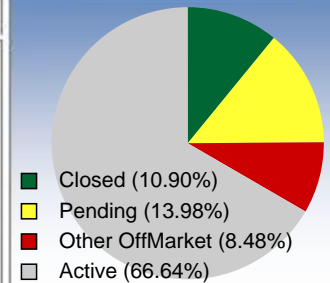


**Absorption:** Last 12 months, an Average of **115** Sales/Month

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

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	112	117	4.46%
Pending Listings	114	150	31.58%
New Listings	224	218	-2.68%
Median List Price	166,250	144,900	-12.84%
Median Sale Price	163,750	141,000	-13.89%
Median Percent of List Price to Selling Price	98.36%	99.47%	1.13%
Median Days on Market to Sale	30.50	27.00	-11.48%
End of Month Inventory	703	715	1.71%
Months Supply of Inventory	6.14	6.19	0.83%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 11, 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 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.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.89%** in September 2016 to \$141,000 versus the previous year at \$163,750.

### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 3.50 days or **11.48%** in September 2016 compared to last year's same month at **30.50** DOM.

### Sales Success for September 2016 is Positive

Overall, with Median 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.

## 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## September 2016

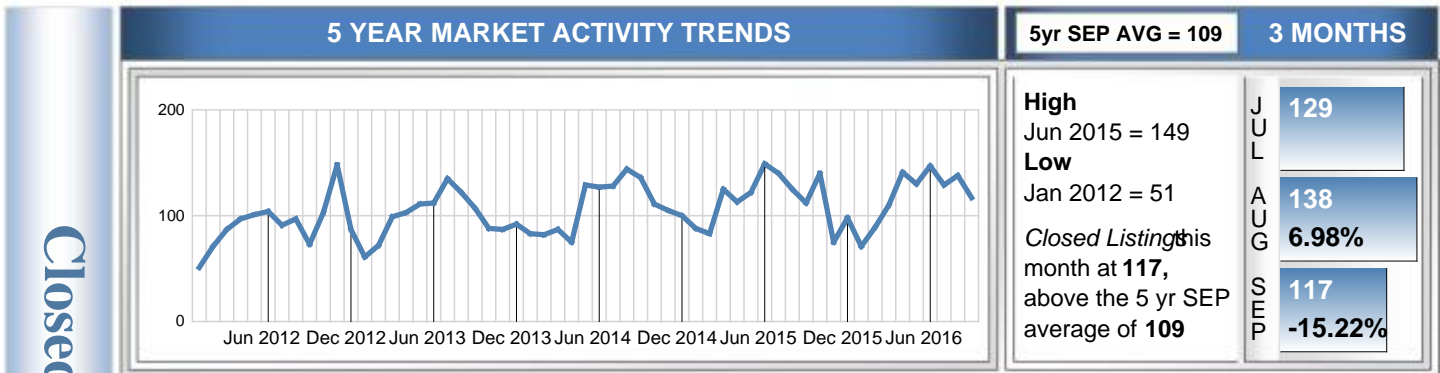
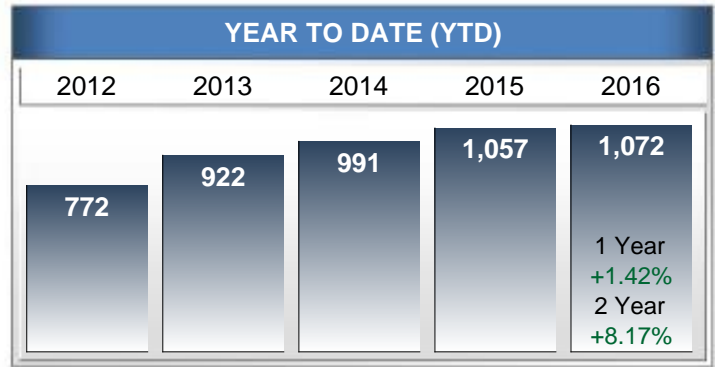
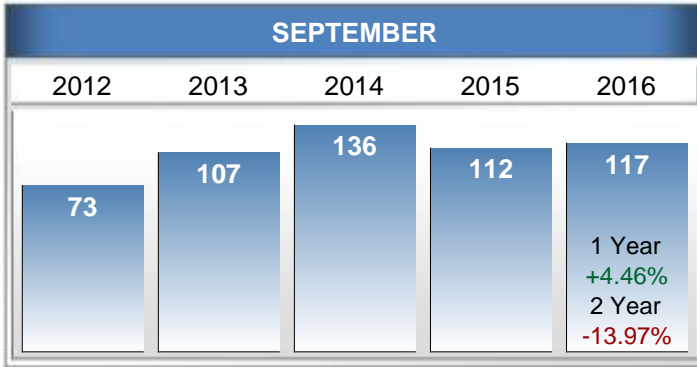
Closed Sales as of Oct 11, 2016



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	10	8.55%	17.5	8	2	0	0
\$40,001 - \$70,000	15	12.82%	7.0	9	6	0	0
\$70,001 - \$110,000	15	12.82%	16.0	3	11	1	0
\$110,001 - \$160,000	30	25.64%	39.0	1	24	5	0
\$160,001 - \$190,000	17	14.53%	16.0	1	9	6	1
\$190,001 - \$300,000	19	16.24%	53.0	0	13	6	0
\$300,001 and up	11	9.40%	22.0	0	3	6	2
Total Closed Units: 117				27.0			
Total Closed Volume: 18,351,216				22      68      24      3			
Median Closed Price: \$141,000				1.34M    10.20M    5.82M    996.61K			
				\$52,876    \$144,700    \$200,500    \$347,608			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

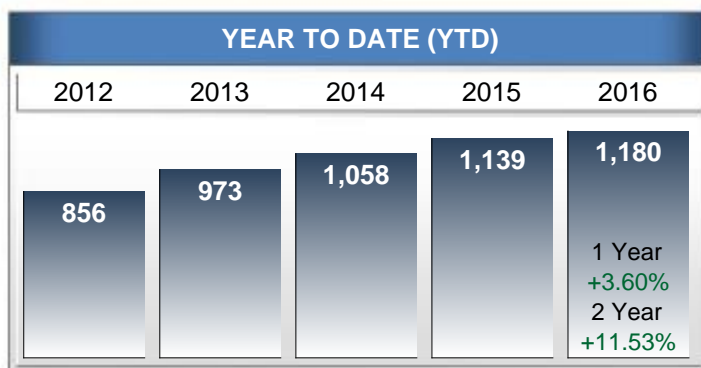
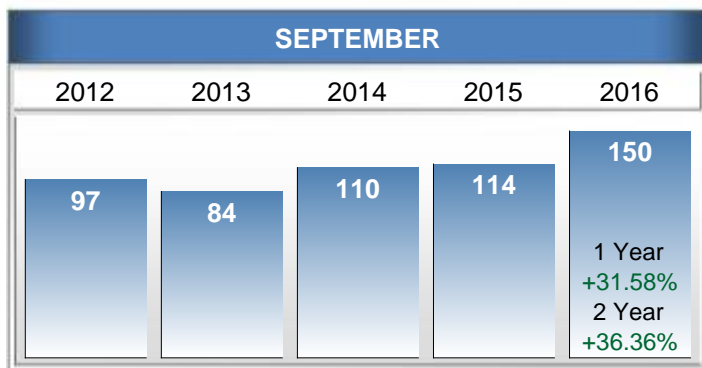
Pending Listings as of Oct 11, 2016



### 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
<b>7.32%</b>	
<b>13.64%</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	2	1.33%	95.5	2	0	0	0
\$25,001 - \$75,000	30	20.00%	44.0	15	14	1	0
\$75,001 - \$125,000	19	12.67%	19.0	5	12	2	0
\$125,001 - \$175,000	40	26.67%	18.5	2	27	10	1
\$175,001 - \$225,000	26	17.33%	41.5	1	16	8	1
\$225,001 - \$275,000	15	10.00%	21.0	2	3	10	0
\$275,001 and up	18	12.00%	21.5	1	4	9	4
Total Pending Units: 150				28	76	40	6
Total Pending Volume: 26,332,052				2.47M	11.43M	9.11M	3.32M
Median Listing Price: \$161,200				\$60,000	\$153,100	\$218,950	\$331,254



# Monthly Inventory Analysis

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## September 2016

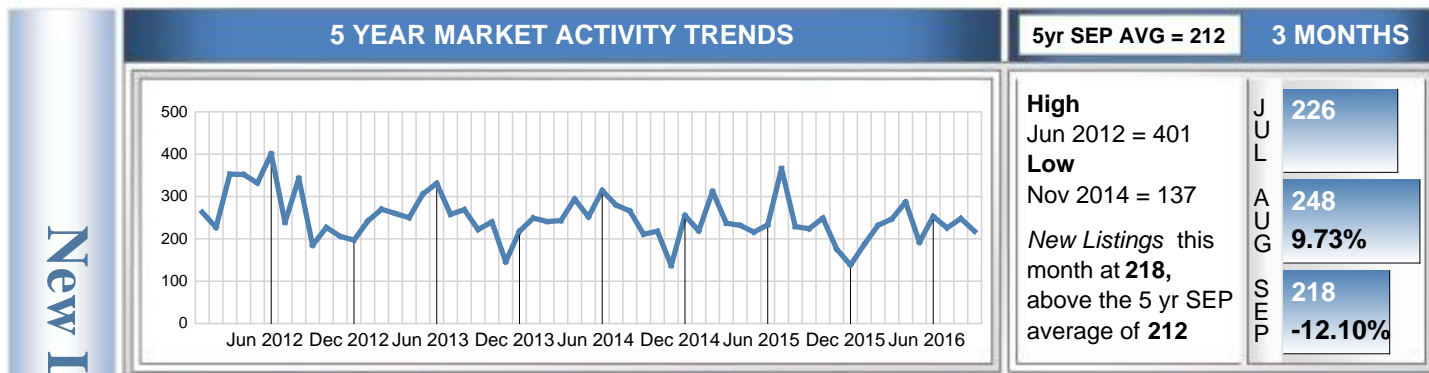
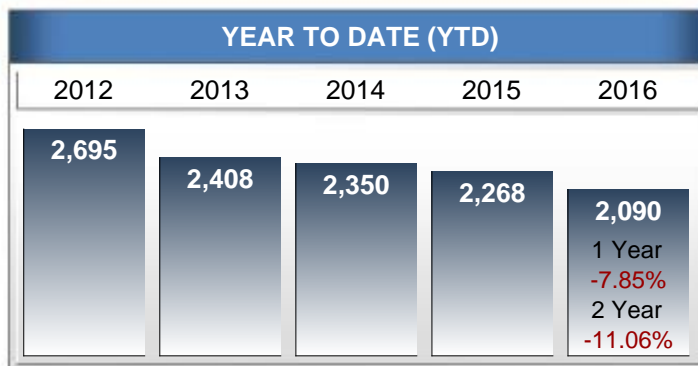
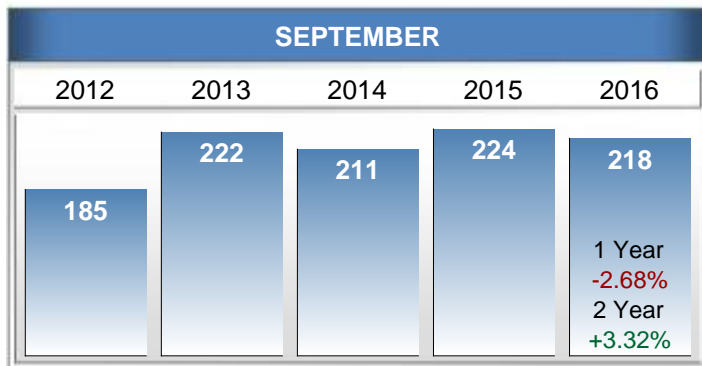
New Listings as of Oct 11, 2016



### 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
<b>Total New Listed Units:</b>	<b>218</b>		<b>33</b>	<b>96</b>	<b>75</b>	<b>14</b>
<b>Total New Listed Volume:</b>	<b>54,221,212</b>		<b>4.79M</b>	<b>16.46M</b>	<b>22.68M</b>	<b>10.28M</b>
<b>Median New Listed Listing Price:</b>	<b>\$175,000</b>		<b>\$59,900</b>	<b>\$148,450</b>	<b>\$259,900</b>	<b>\$406,304</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

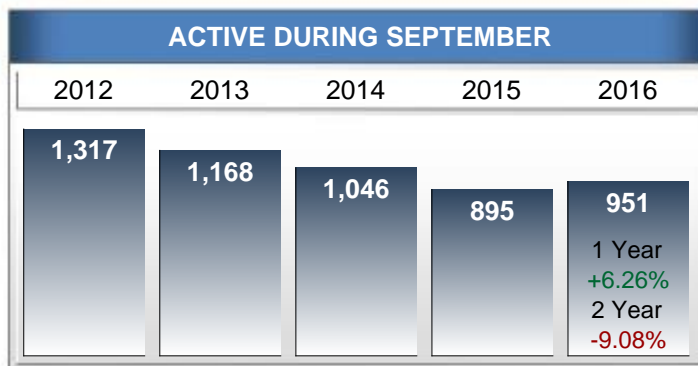
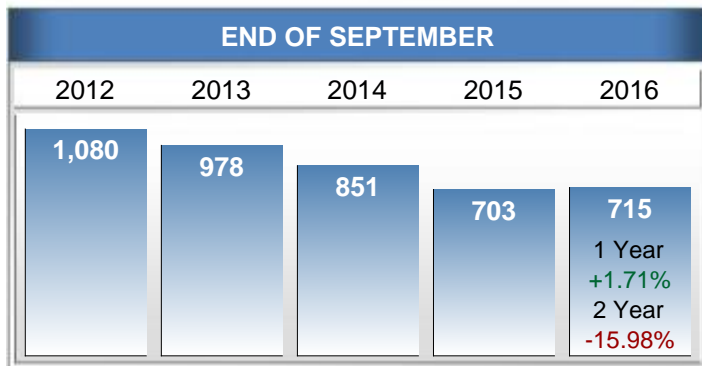
Active Inventory as of Oct 11, 2016



### Active Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



Active Inventory

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	57	7.97%	44.0	56	1	0	0		
\$25,001 \$50,000	70	9.79%	165.0	68	2	0	0		
\$50,001 \$125,000	129	18.04%	59.0	56	63	10	0		
\$125,001 \$200,000	183	25.59%	61.0	21	114	44	4		
\$200,001 \$300,000	109	15.24%	68.0	7	43	55	4		
\$300,001 \$475,000	94	13.15%	85.0	8	13	59	14		
\$475,001 and up	73	10.21%	73.0	13	6	30	24		
Total Active Inventory by Units:				715	68.0	229	242	198	46
Total Active Inventory by Volume:				173,955,860		29.26M	45.21M	63.97M	35.52M
Median Active Inventory Listing Price:				\$164,900		\$45,000	\$155,500	\$287,450	\$516,950



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

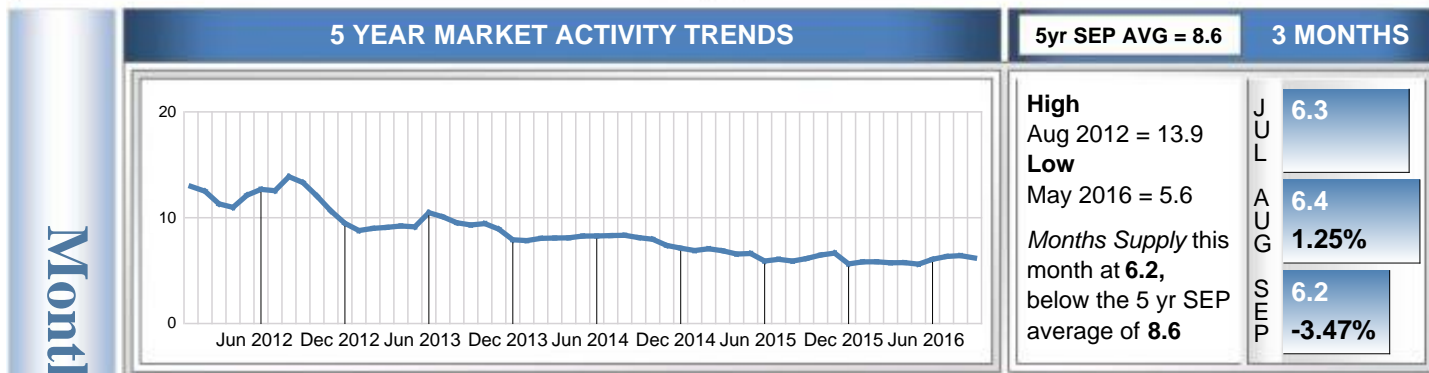
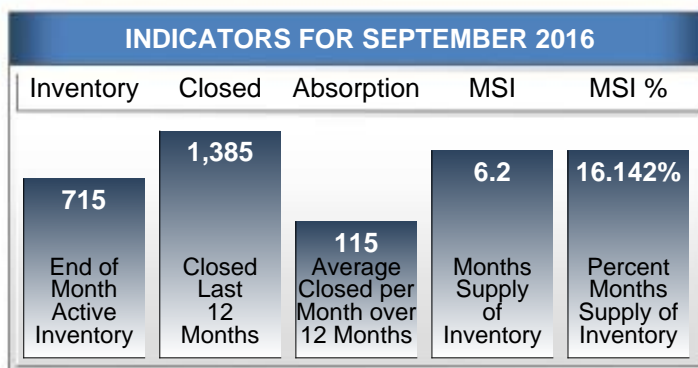
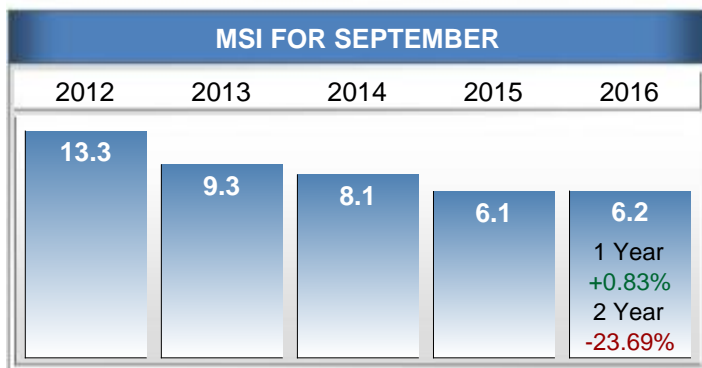
Active Inventory as of Oct 11, 2016



### Months Supply of Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



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

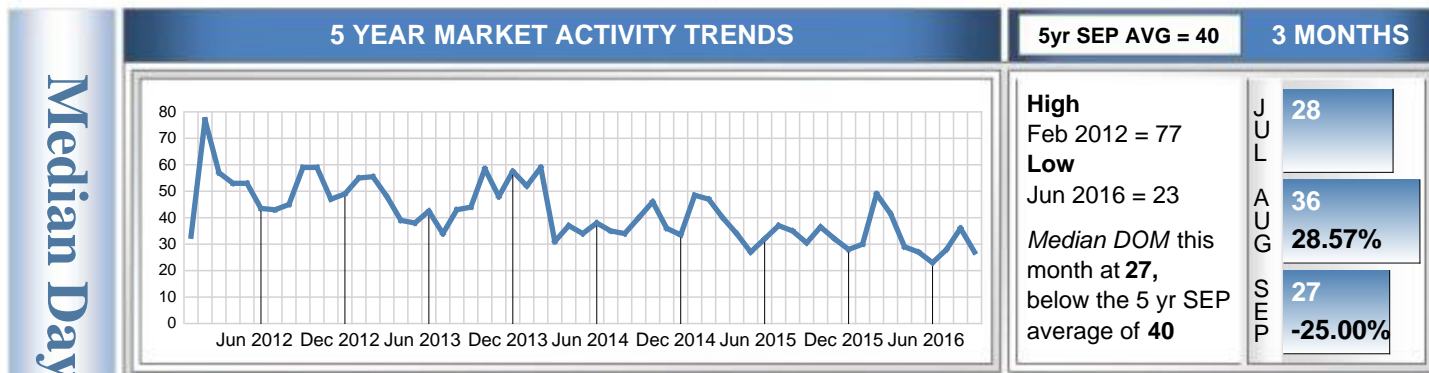
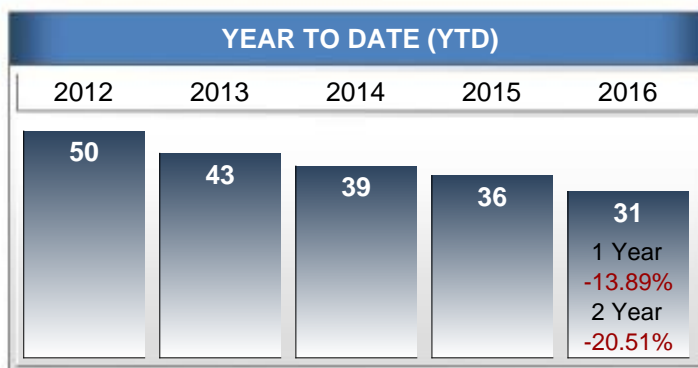
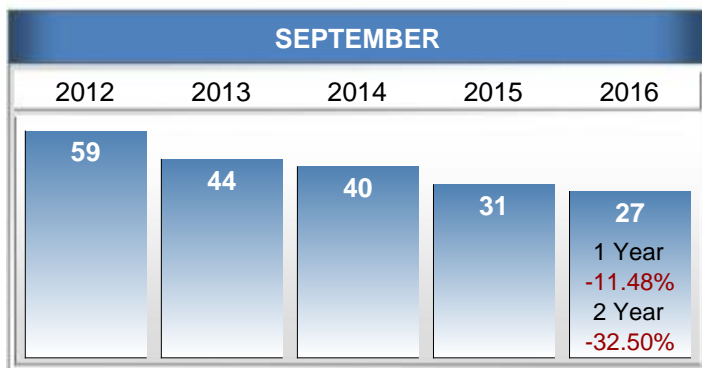
Closed Sales as of Oct 11, 2016



### Median Days on Market to Sale

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



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	10			8.55%	17.5	17.5	62.5	0.0	0.0
\$40,001 \$70,000	15			12.82%	7.0	7.0	8.5	0.0	0.0
\$70,001 \$110,000	15			12.82%	16.0	47.0	15.0	182.0	0.0
\$110,001 \$160,000	30			25.64%	39.0	7.0	26.0	56.0	0.0
\$160,001 \$190,000	17			14.53%	16.0	58.0	15.0	23.0	51.0
\$190,001 \$300,000	19			16.24%	53.0	0.0	53.0	91.5	0.0
\$300,001 and up	11			9.40%	22.0	0.0	22.0	28.5	74.0
Median Closed DOM:	27.0					14.0	21.5	46.0	51.0
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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## September 2016

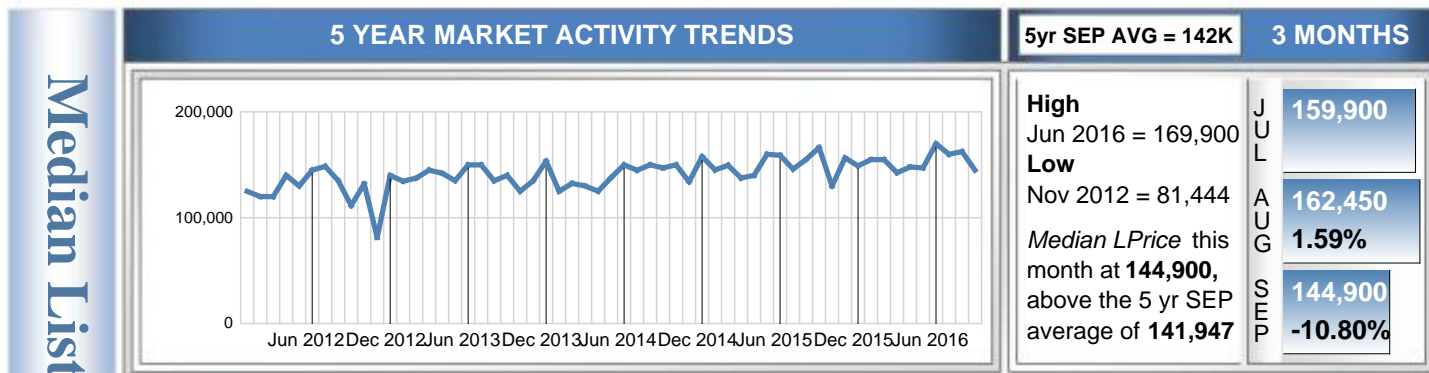
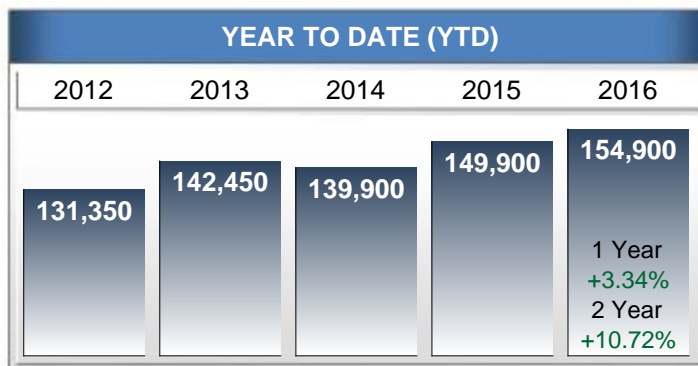
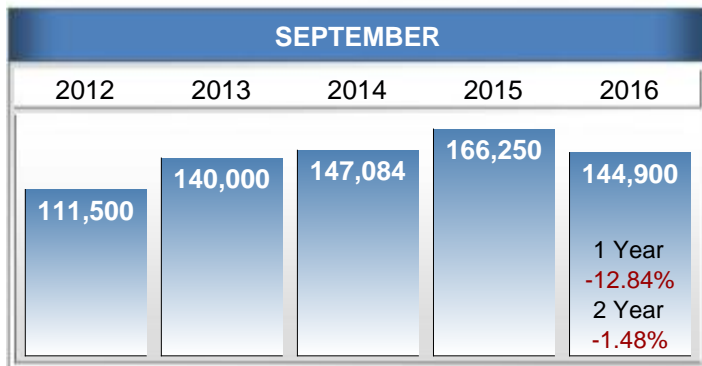
Closed Sales as of Oct 11, 2016



### Median List Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Rogers



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+
\$40,000 and less	9		7.69%	29,900	28,950	31,900	0	0
\$40,001 - \$70,000	14		11.97%	56,950	52,500	58,950	0	0
\$70,001 - \$110,000	14		11.97%	87,700	82,500	89,900	79,900	0
\$110,001 - \$160,000	31		26.50%	136,500	124,900	136,710	139,900	0
\$160,001 - \$190,000	16		13.68%	177,450	179,900	177,450	171,900	0
\$190,001 - \$300,000	21		17.95%	215,900	0	215,450	253,200	195,000
\$300,001 and up	12		10.26%	348,304	0	330,000	349,000	403,754
Median List Price:		\$144,900			\$52,500	\$146,274	\$207,500	\$347,608
Total Closed Units:		117			22	68	24	3
Total List Volume:		18,765,392			1.42M	10.40M	5.95M	1.00M





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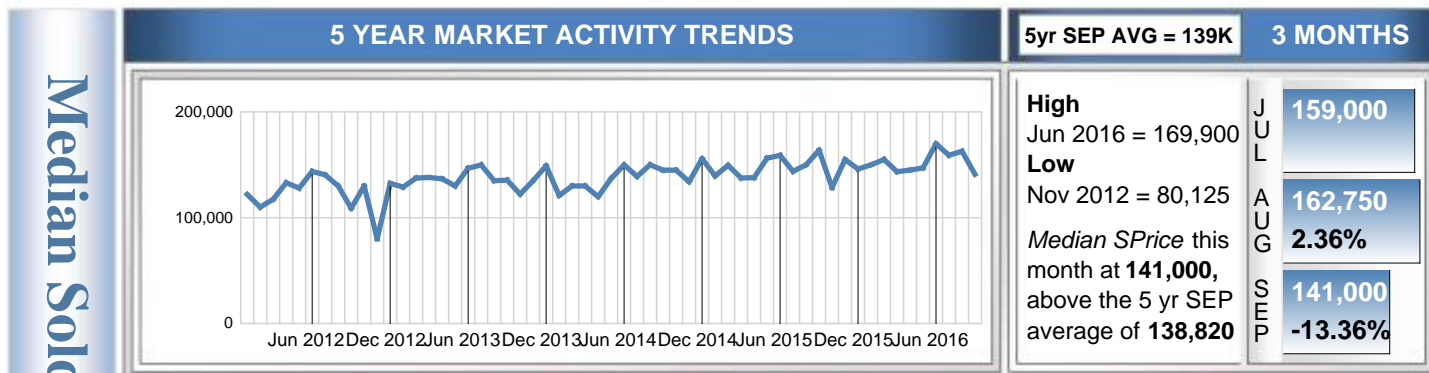
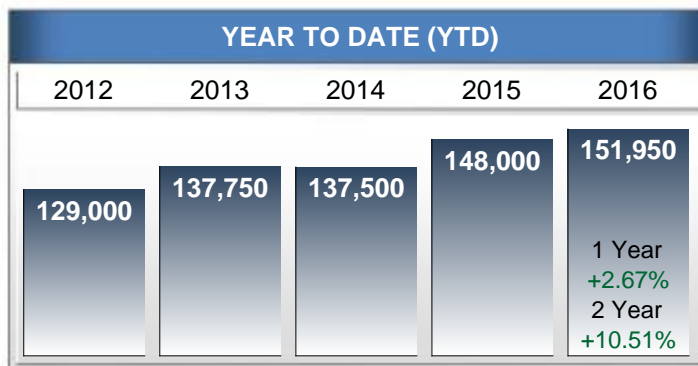
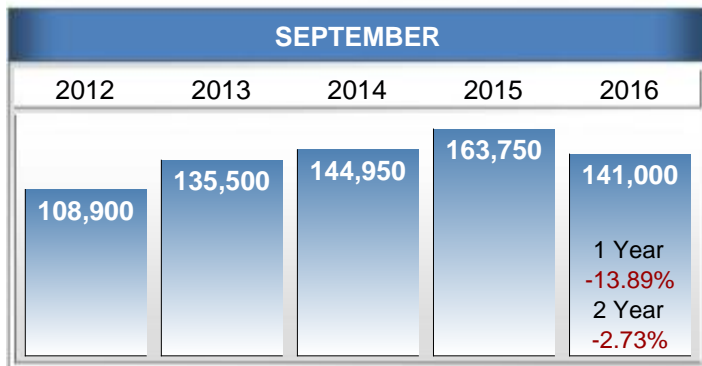
Closed Sales as of Oct 11, 2016



### Median Sold Price at Closing

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Area Delimited by County Of Rogers



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+
\$40,000 and less	10		8.55%	27,000	26,500	33,000	0	0
\$40,001 - \$70,000	15		12.82%	60,000	60,000	59,000	0	0
\$70,001 - \$110,000	15		12.82%	93,500	109,900	93,500	75,000	0
\$110,001 - \$160,000	30		25.64%	135,750	121,000	140,875	128,000	0
\$160,001 - \$190,000	17		14.53%	178,660	170,000	179,900	174,305	190,000
\$190,001 - \$300,000	19		16.24%	230,000	0	210,000	253,200	0
\$300,001 and up	11		9.40%	347,608	0	319,500	355,436	403,304
Median Closed Price:	\$141,000				\$52,876	\$144,700	\$200,500	\$347,608
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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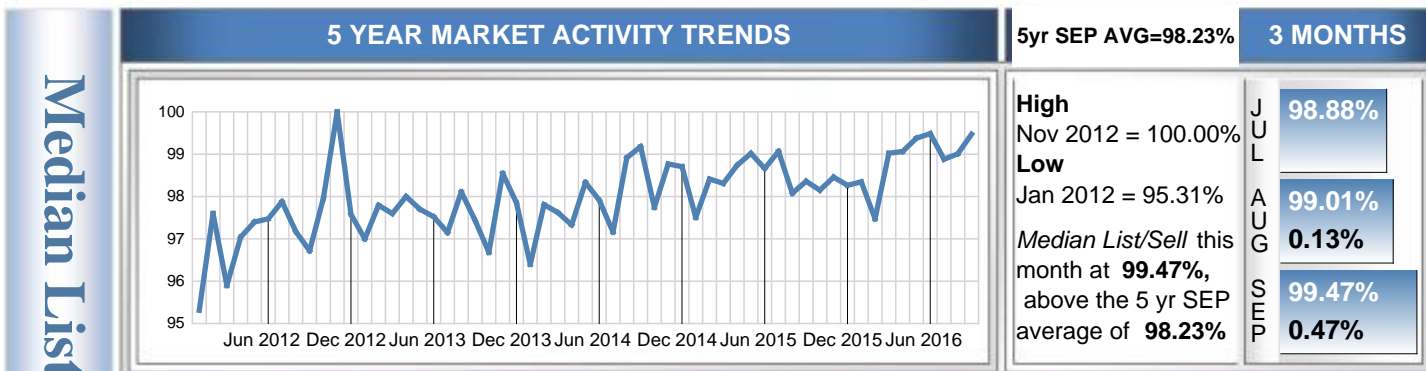
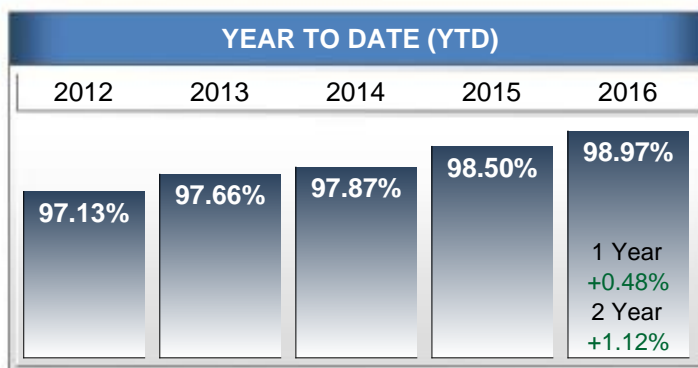
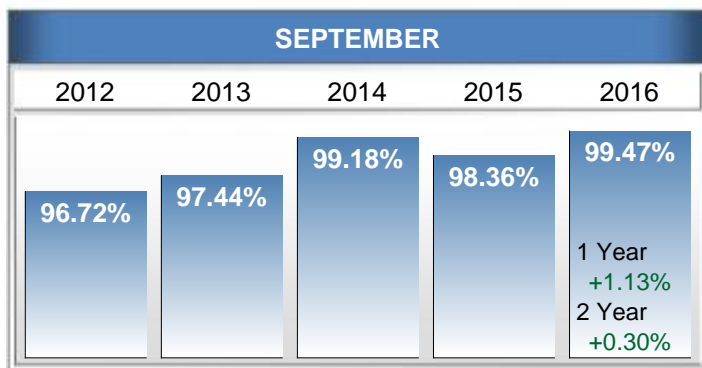
Closed Sales as of Oct 11, 2016



### Median Percent of List Price to Selling Price

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Area Delimited by County Of Rogers



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	10	8.55%	86.07%	86.07%	90.88%	0.00%	0.00%
\$40,001 - \$70,000	15	12.82%	100.00%	100.00%	101.69%	0.00%	0.00%
\$70,001 - \$110,000	15	12.82%	96.85%	91.67%	100.00%	93.87%	0.00%
\$110,001 - \$160,000	30	25.64%	99.56%	96.88%	100.00%	88.95%	0.00%
\$160,001 - \$190,000	17	14.53%	100.00%	94.50%	100.00%	101.35%	97.44%
\$190,001 - \$300,000	19	16.24%	98.14%	0.00%	98.11%	98.73%	0.00%
\$300,001 and up	11	9.40%	100.00%	0.00%	97.56%	100.00%	99.90%
Median List/Sell Ratio:	99.47%			94.87%	100.00%	99.06%	99.80%
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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## September 2016

Inventory as of Oct 11, 2016



### Market Summary

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**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%
Median List Price	166,250	144,900	-12.84%	149,900	154,900	3.34%
Median Sale Price	163,750	141,000	-13.89%	148,000	151,950	2.67%
Median Percent of List Price to Selling Price	98.36%	99.47%	1.13%	98.50%	98.97%	0.48%
Median Days on Market to Sale	30.50	27.00	-11.48%	36.00	31.00	-13.89%
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%

