



June 2017

Area Delimited by County Of Washington

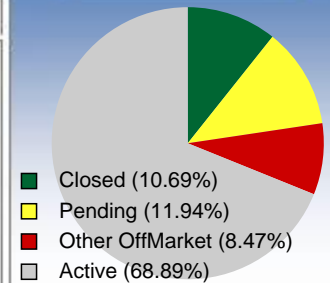


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of June 30, 2017 = **496**

	JUNE		
	2016	2017	+/- %
Closed Listings	88	77	-12.50%
Pending Listings	77	86	11.69%
New Listings	182	166	-8.79%
Average List Price	166,947	129,717	-22.30%
Average Sale Price	162,344	125,144	-22.91%
Average Percent of List Price to Selling Price	99.65%	97.57%	-2.09%
Average Days on Market to Sale	30.63	52.06	70.01%
End of Month Inventory	471	496	5.31%
Months Supply of Inventory	6.79	7.39	8.97%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 11, 2017

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 June 2017 rose **5.31%** to 496 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **7.39** 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 **22.91%** in June 2017 to \$125,144 versus the previous year at \$162,344.

Average Days on Market Lengthens

The average number of **52.06** days that homes spent on the market before selling increased by 21.44 days or **70.01%** in June 2017 compared to last year's same month at **30.63** DOM.

Sales Success for June 2017 is Positive

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

There were 166 New Listings in June 2017, down **8.79%** from last year at 182. Furthermore, there were 77 Closed Listings this month versus last year at 88, a **-12.50%** decrease.

Closed versus Listed trends yielded a **46.4%** ratio, down from last year's June 2017 at **48.4%**, a **4.07%** downswing. 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

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June 2017

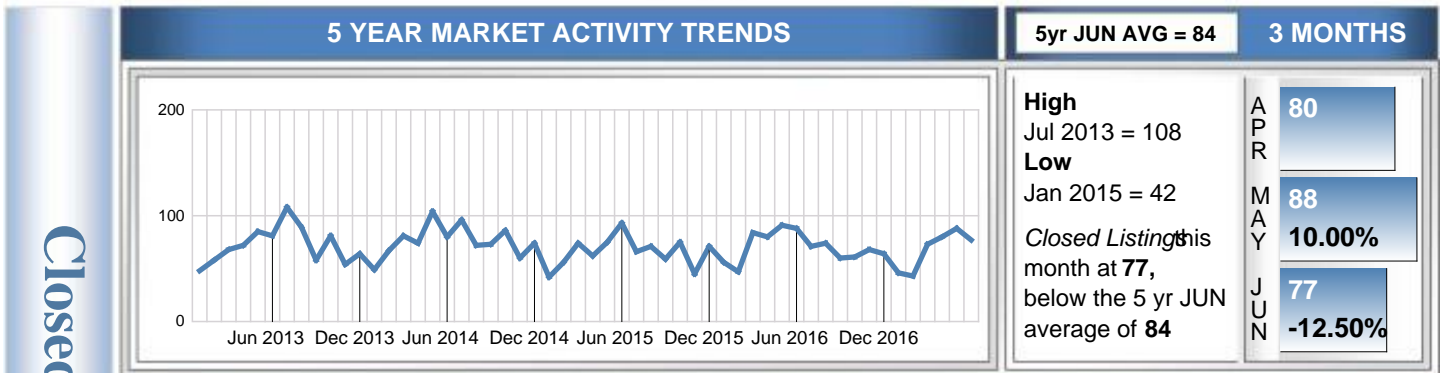
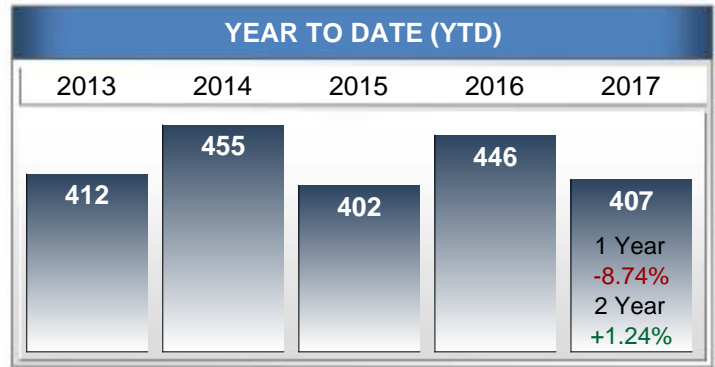
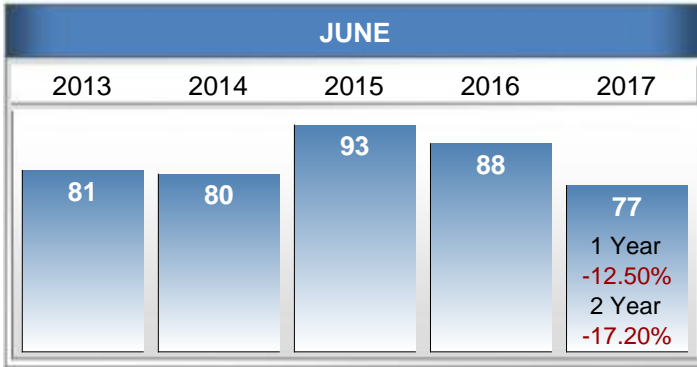
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	7	9.09%	78.0	4	3	0	0
\$30,001 \$60,000	9	11.69%	57.8	5	4	0	0
\$60,001 \$80,000	7	9.09%	52.7	0	7	0	0
\$80,001 \$110,000	24	31.17%	55.3	6	15	3	0
\$110,001 \$150,000	13	16.88%	26.7	1	7	4	1
\$150,001 \$210,000	7	9.09%	71.7	0	5	2	0
\$210,001 and up	10	12.99%	39.8	0	1	8	1
Total Closed Units:	77		52.1	16	42	17	2
Total Closed Volume:	9,636,103			949.73K	4.31M	4.02M	356.00K
Average Closed Price:	\$125,144			\$59,358	\$102,541	\$236,686	\$178,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

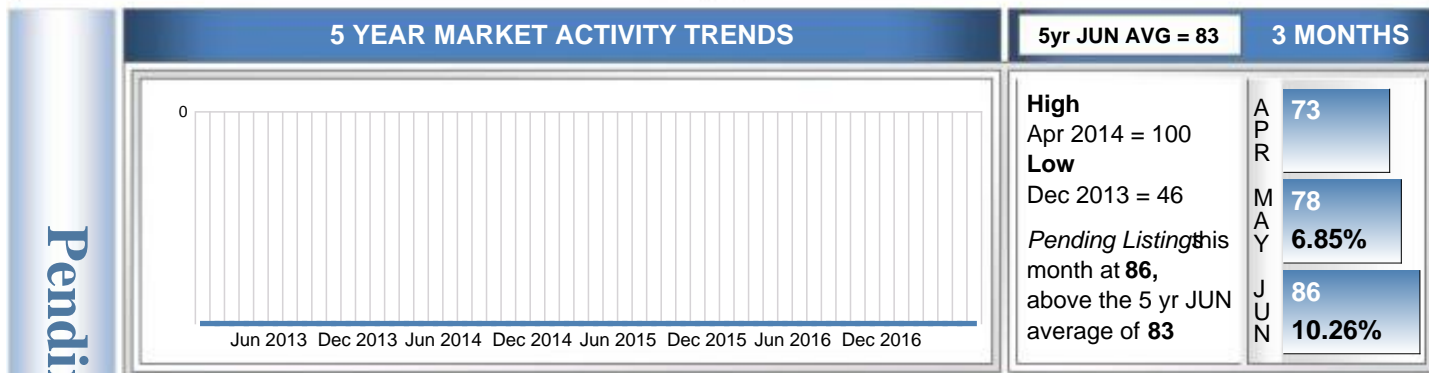
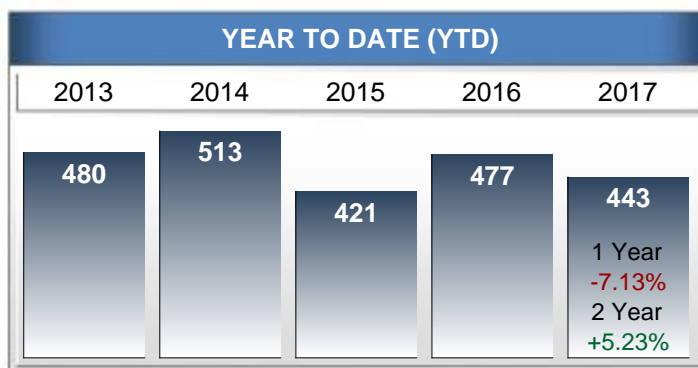
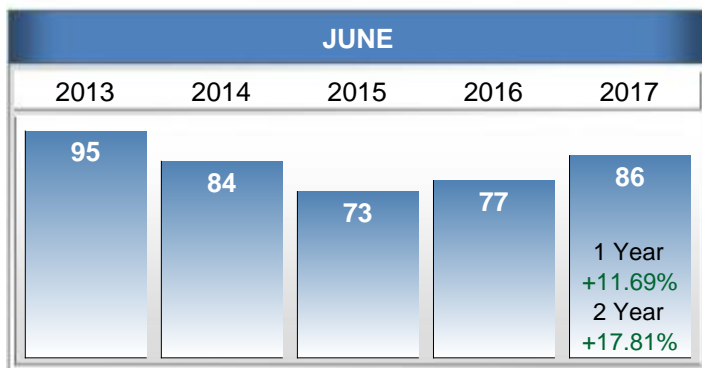
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	3	3.49%	82.0	3	0	0	0	
\$20,001 \$60,000	15	17.44%	69.6	7	7	1	0	
\$60,001 \$90,000	11	12.79%	44.4	2	9	0	0	
\$90,001 \$130,000	20	23.26%	62.2	4	12	4	0	
\$130,001 \$180,000	17	19.77%	51.6	0	12	4	1	
\$180,001 \$250,000	12	13.95%	48.0	0	4	6	2	
\$250,001 and up	8	9.30%	33.5	0	1	7	0	
Total Pending Units: 86				69.4	16	45	22	3
Total Pending Volume: 11,474,988					873.60K	5.22M	4.84M	549.40K
Average Listing Price: \$136,480					\$54,600	\$115,912	\$219,816	\$183,133



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

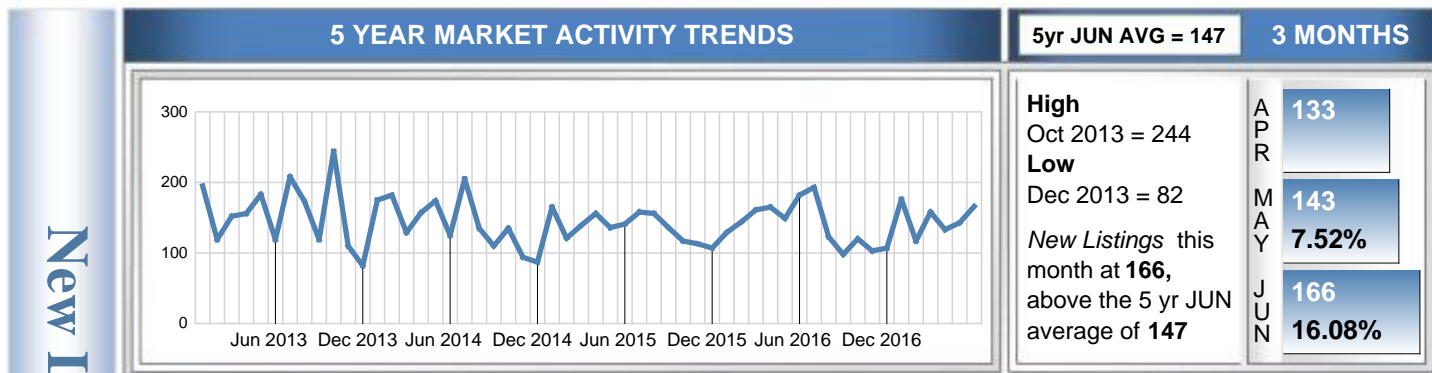
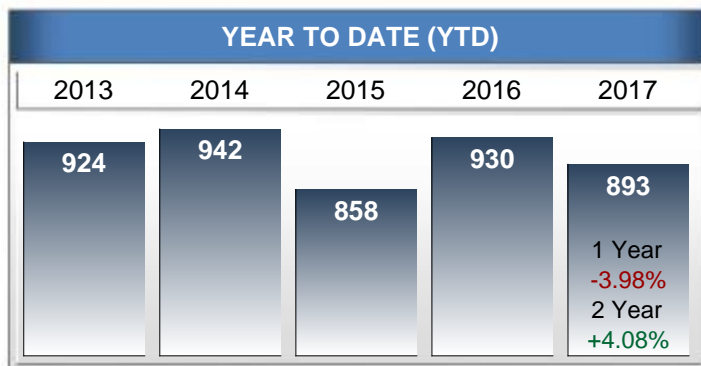
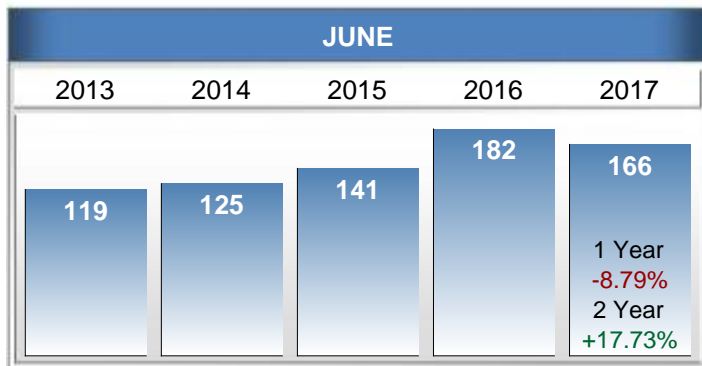
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



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+
\$10,000 and less	3	1.81%	3	0	0	0
\$10,001 \$50,000	33	19.88%	28	4	1	0
\$50,001 \$90,000	25	15.06%	10	13	2	0
\$90,001 \$130,000	34	20.48%	7	21	4	2
\$130,001 \$190,000	31	18.67%	3	21	6	1
\$190,001 \$320,000	23	13.86%	0	6	16	1
\$320,001 and up	17	10.24%	2	2	8	5
Total New Listed Units:	166		53	67	37	9
Total New Listed Volume:	25,099,453		5.27M	8.79M	8.41M	2.63M
Average New Listed Listing Price:	\$97,450		\$99,451	\$131,169	\$227,392	\$291,856



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

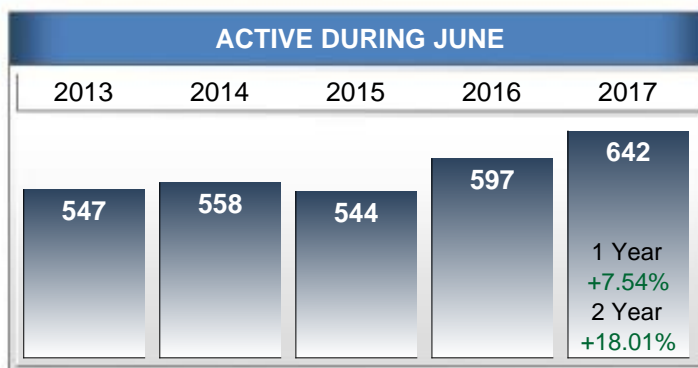
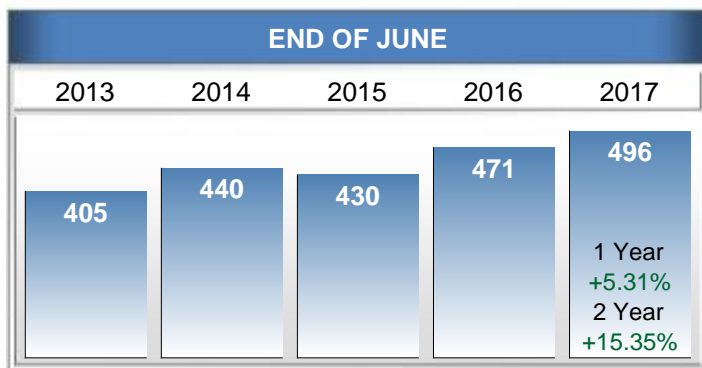
Active Inventory as of Jul 11, 2017



Active Inventory

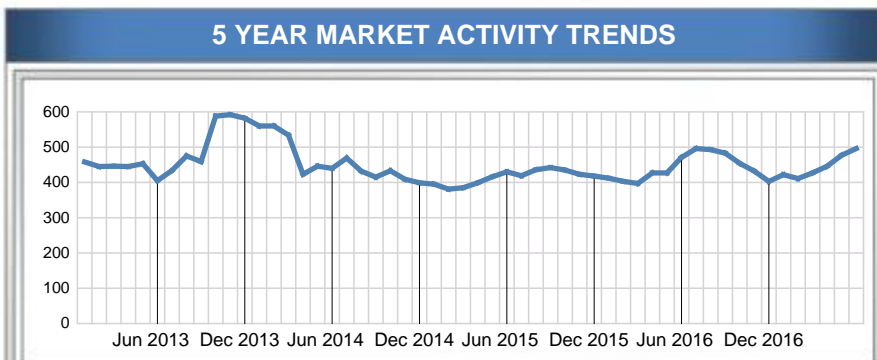
Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr JUN AVG = 448	3 MONTHS
High Nov 2013 = 592	A P R 446
Low Feb 2015 = 381	M A Y 477
<i>Inventory</i> this month at 496 , above the 5 yr JUN average of 448	J U N 496
	6.95%
	3.98%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$25,000	57	11.49%	57.5	51	5	1	0	
\$25,001-\$50,000	66	13.31%	111.9	55	10	0	1	
\$50,001-\$125,000	166	33.47%	92.3	88	67	11	0	
\$125,001-\$200,000	91	18.35%	65.1	19	40	25	7	
\$200,001-\$325,000	61	12.30%	65.0	4	11	37	9	
\$325,001 and up	55	11.09%	72.3	15	6	24	10	
Total Active Inventory by Units:			496	80.3	232	139	98	27
Total Active Inventory by Volume:			80,206,229		29.04M	17.80M	24.75M	8.62M
Average Active Inventory Listing Price:			\$161,706		\$125,164	\$128,071	\$252,524	\$319,222



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

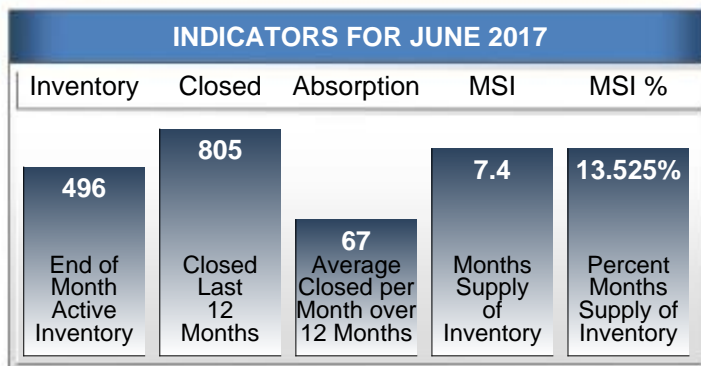
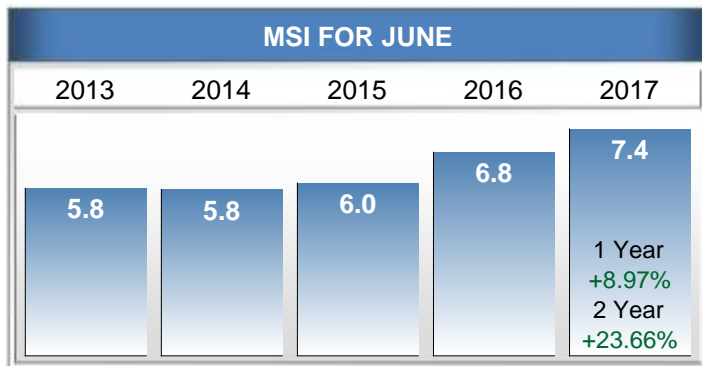
Active Inventory as of Jul 11, 2017



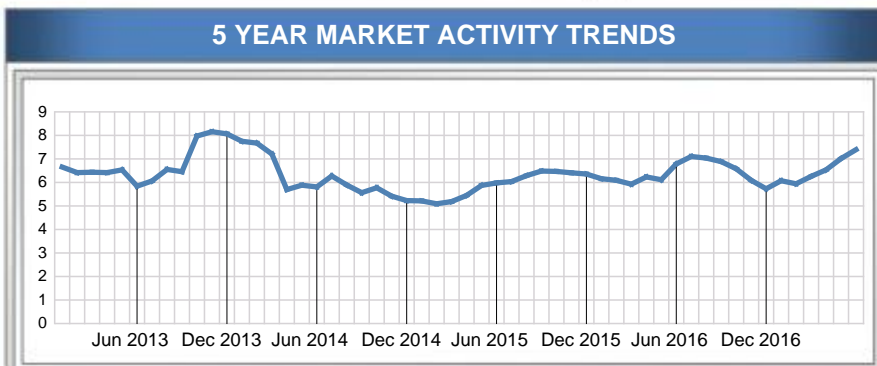
Months Supply of Inventory

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Months Supply
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5yr JUN AVG = 6.4 **3 MONTHS**

High
Nov 2013 = 8.2

Low
Feb 2015 = 5.1

Months Supply this month at **7.4**, above the 5 yr JUN average of **6.4**

A P R	6.5
M A Y	7.0
J U N	7.4
	7.34%
	5.40%

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	50	10.08%	21.4	51.3	2.3	0.0	0.0
\$20,001 \$40,000	44	8.87%	11.5	21.6	3.3	3.0	0.0
\$40,001 \$60,000	55	11.09%	7.8	15.4	2.2	12.0	0.0
\$60,001 \$130,000	152	30.65%	5.7	18.7	3.8	2.9	24.0
\$130,001 \$210,000	81	16.33%	5.1	36.0	4.3	3.6	7.5
\$210,001 \$330,000	62	12.50%	7.2	12.0	9.0	6.2	9.0
\$330,001 and up	52	10.48%	20.1	90.0	12.0	16.2	15.0
MSI:			7.4	23.0	3.9	5.2	11.2
Total Active Inventory:			496	232	139	98	27



Monthly Inventory Analysis

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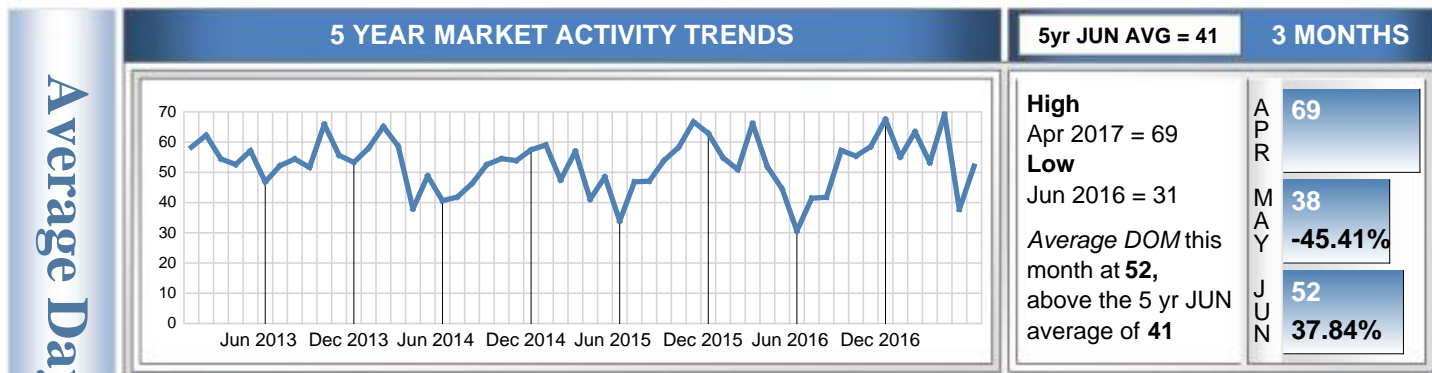
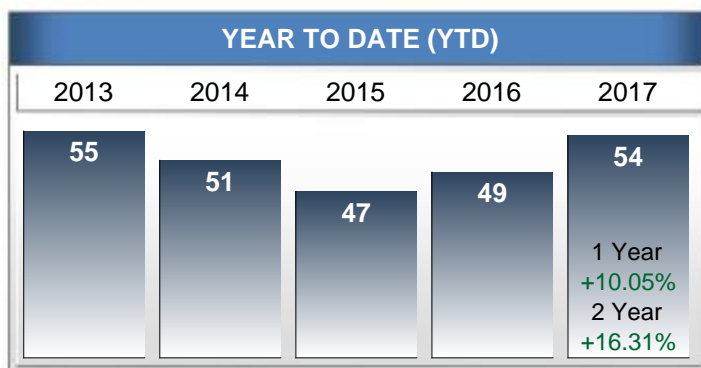
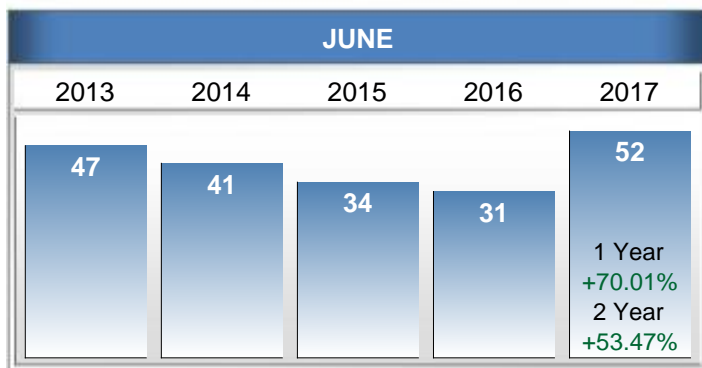
Closed Sales as of Jul 11, 2017



Average Days on Market to Sale

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Area Delimited by County Of Washington



Average Days on Market

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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+
\$30,000 and less	7	9.09%	78.0	105.3	41.7	0.0	0.0
\$30,001 \$60,000	9	11.69%	57.8	56.6	59.3	0.0	0.0
\$60,001 \$80,000	7	9.09%	52.7	0.0	52.7	0.0	0.0
\$80,001 \$110,000	24	31.17%	55.3	25.3	67.2	55.7	0.0
\$110,001 \$150,000	13	16.88%	26.7	1.0	34.0	26.0	4.0
\$150,001 \$210,000	7	9.09%	71.7	0.0	76.0	61.0	0.0
\$210,001 and up	10	12.99%	39.8	0.0	37.0	44.4	6.0
Average Closed DOM: 52.1				53.6	57.0	44.0	5.0
Total Closed Units: 77				16	42	17	2
Total Closed Volume: 9,636,103				949.73K	4.31M	4.02M	356.00K



Monthly Inventory Analysis

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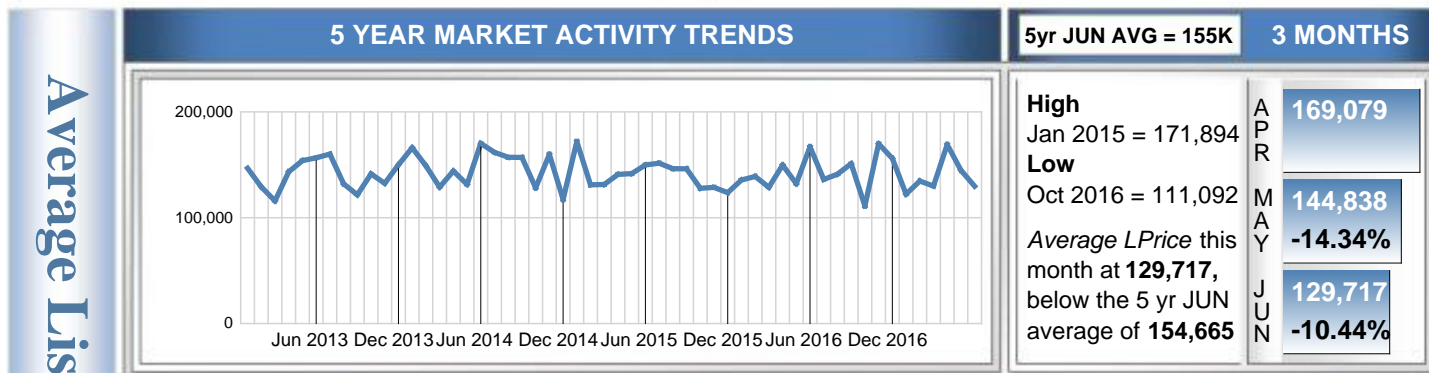
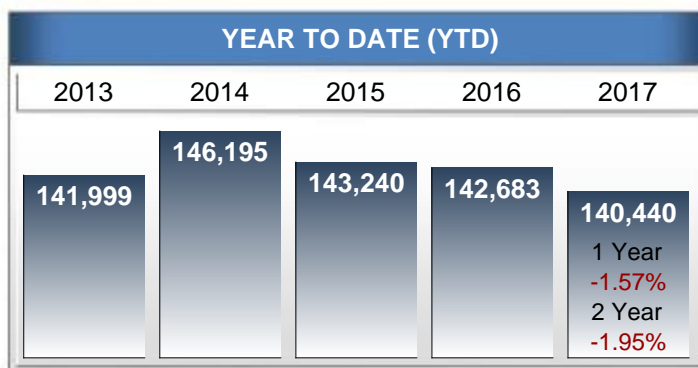
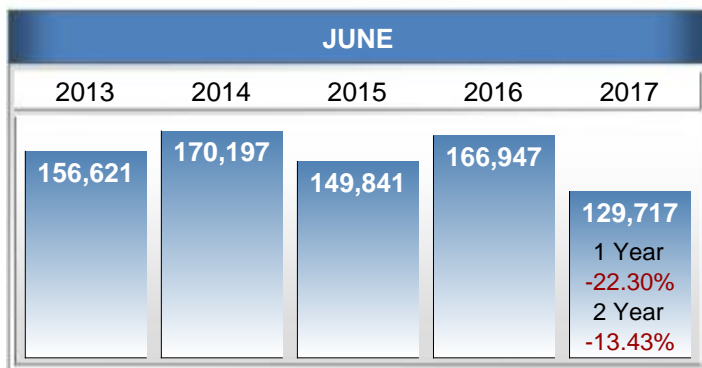
Closed Sales as of Jul 11, 2017



Average List Price at Closing

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	7		9.09%	20,214	23,250	16,167	0	0
\$30,001 \$60,000	8		10.39%	50,763	47,640	58,100	0	0
\$60,001 \$80,000	8		10.39%	71,063	0	72,000	0	0
\$80,001 \$110,000	20		25.97%	96,075	96,783	100,445	95,967	0
\$110,001 \$150,000	17		22.08%	126,569	115,000	135,643	122,100	145,000
\$150,001 \$210,000	7		9.09%	178,500	0	185,940	159,900	0
\$210,001 and up	10		12.99%	354,940	0	265,500	382,363	225,000
Average List Price:		\$129,717			\$64,181	\$105,626	\$244,412	\$185,000
Total Closed Units:		77			16	42	17	2
Total List Volume:		9,988,180			1.03M	4.44M	4.16M	370.00K



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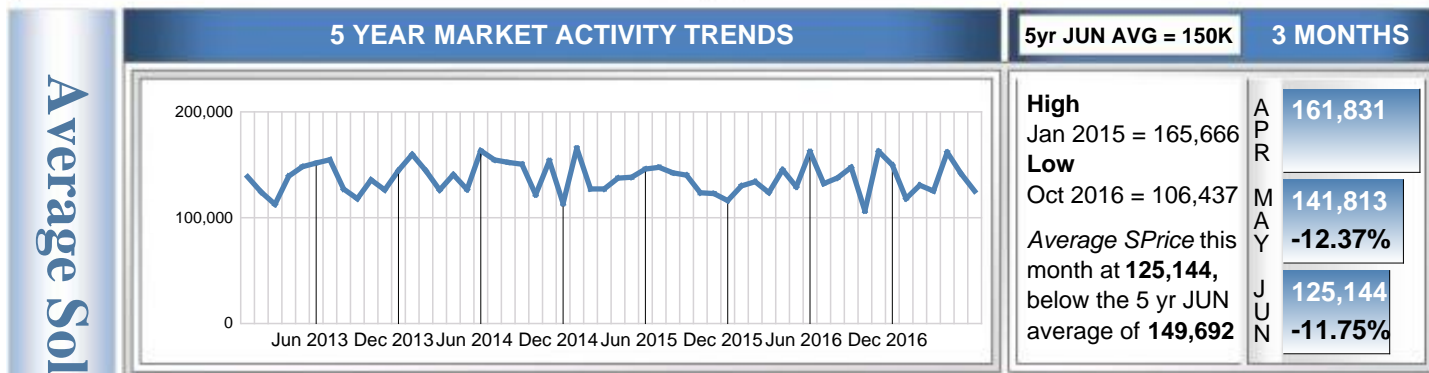
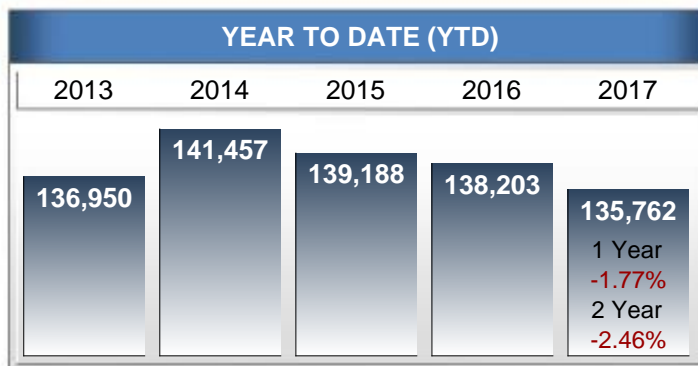
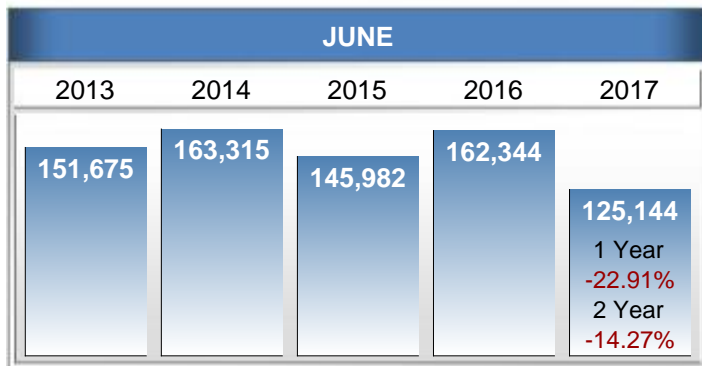
Closed Sales as of Jul 11, 2017



Average Sold Price at Closing

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Area Delimited by County Of Washington



Average Sold Price

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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+
\$30,000 and less	7		9.09%	16,257	17,469	14,641	0	0
\$30,001 \$60,000	9		11.69%	48,733	42,570	56,438	0	0
\$60,001 \$80,000	7		9.09%	71,071	0	71,071	0	0
\$80,001 \$110,000	24		31.17%	94,169	92,000	95,997	89,368	0
\$110,001 \$150,000	13		16.88%	128,492	115,000	134,200	118,750	141,000
\$150,001 \$210,000	7		9.09%	174,743	0	182,040	156,500	0
\$210,001 and up	10		12.99%	343,255	0	250,000	370,944	215,000
Average Closed Price:	\$125,144				\$59,358	\$102,541	\$236,686	\$178,000
Total Closed Units:	77				16	42	17	2
Total Closed Volume:	9,636,103				949.73K	4.31M	4.02M	356.00K



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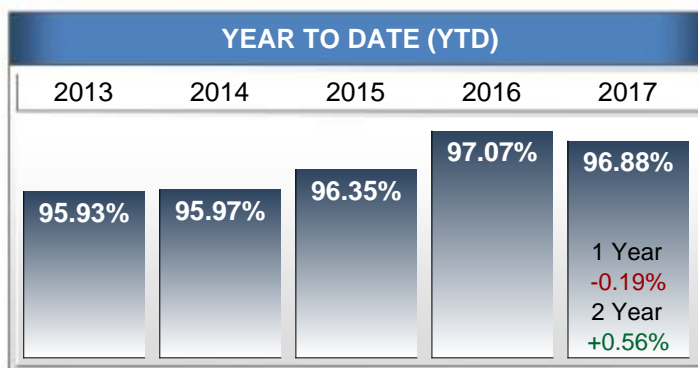
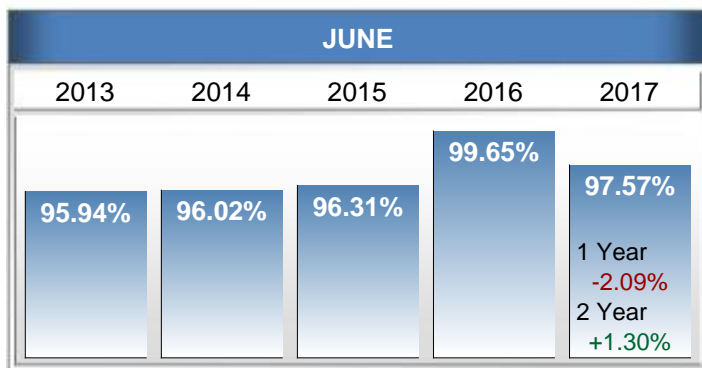
Closed Sales as of Jul 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
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5yr JUN AVG=97.10%	3 MONTHS
High Jun 2016 = 99.65%	A P R 96.48%
Low Aug 2013 = 91.62%	M A Y 98.40%
Average List/Sell this month at 97.57% , above the 5 yr JUN average of 97.10%	J U N 97.57%
	-0.84%

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+
\$30,000 and less	7	9.09%	109.47%	71.96%	159.49%	0.00%	0.00%
\$30,001 \$60,000	9	11.69%	92.54%	88.70%	97.33%	0.00%	0.00%
\$60,001 \$80,000	7	9.09%	98.85%	0.00%	98.85%	0.00%	0.00%
\$80,001 \$110,000	24	31.17%	95.42%	95.45%	95.84%	93.21%	0.00%
\$110,001 \$150,000	13	16.88%	98.39%	100.00%	98.98%	97.24%	97.24%
\$150,001 \$210,000	7	9.09%	97.83%	0.00%	97.82%	97.87%	0.00%
\$210,001 and up	10	12.99%	96.77%	0.00%	94.16%	97.24%	95.56%
Average List/Sell Ratio:	97.60%			87.75%	101.75%	96.60%	96.40%
Total Closed Units:	77			16	42	17	2
Total Closed Volume:	9,636,103			949.73K	4.31M	4.02M	356.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

Inventory as of Jul 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 67 Sales/Month

Active Inventory as of June 30, 2017 = 496

	JUNE			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	88	77	-12.50%	446	407	-8.74%
Pending Sales	77	86	11.69%	477	443	-7.13%
New Listings	182	166	-8.79%	930	893	-3.98%
Average List Price	166,947	129,717	-22.30%	142,683	140,440	-1.57%
Average Sale Price	162,344	125,144	-22.91%	138,203	135,762	-1.77%
Average Percent of List Price to Selling Price	99.65%	97.57%	-2.09%	97.07%	96.88%	-0.19%
Average Days on Market to Sale	30.63	52.06	70.01%	49.14	54.08	10.05%
Monthly Inventory	471	496	5.31%	471	496	5.31%
Months Supply of Inventory	6.79	7.39	8.97%	6.79	7.39	8.97%

