



July 2017

Area Delimited by County Of Rogers

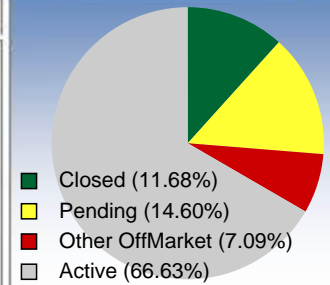


Absorption: Last 12 months, an Average of **125** Sales/Month

Active Inventory as of July 30, 2017 = **639**

	JULY		
	2016	2017	+/- %
Closed Listings	130	112	-13.85%
Pending Listings	123	140	13.82%
New Listings	223	231	3.59%
Average List Price	188,493	191,625	1.66%
Average Sale Price	185,238	187,331	1.13%
Average Percent of List Price to Selling Price	97.41%	96.71%	-0.71%
Average Days on Market to Sale	44.88	46.28	3.12%
End of Month Inventory	691	639	-7.53%
Months Supply of Inventory	5.95	5.12	-13.95%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 2017

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 2017 decreased **7.53%** to 639 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **5.12** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.13%** in July 2017 to \$187,331 versus the previous year at \$185,238.

Average Days on Market Lengthens

The average number of **46.28** days that homes spent on the market before selling increased by 1.40 days or **3.12%** in July 2017 compared to last year's same month at **44.88** DOM.

Sales Success for July 2017 is Positive

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

There were 231 New Listings in July 2017, up **3.59%** from last year at 223. Furthermore, there were 112 Closed Listings this month versus last year at 130, a **-13.85%** decrease.

Closed versus Listed trends yielded a **48.5%** ratio, down from last year's July 2017 at **58.3%**, a **16.83%** downswing. This will certainly create pressure on a decreasing 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®

July 2017

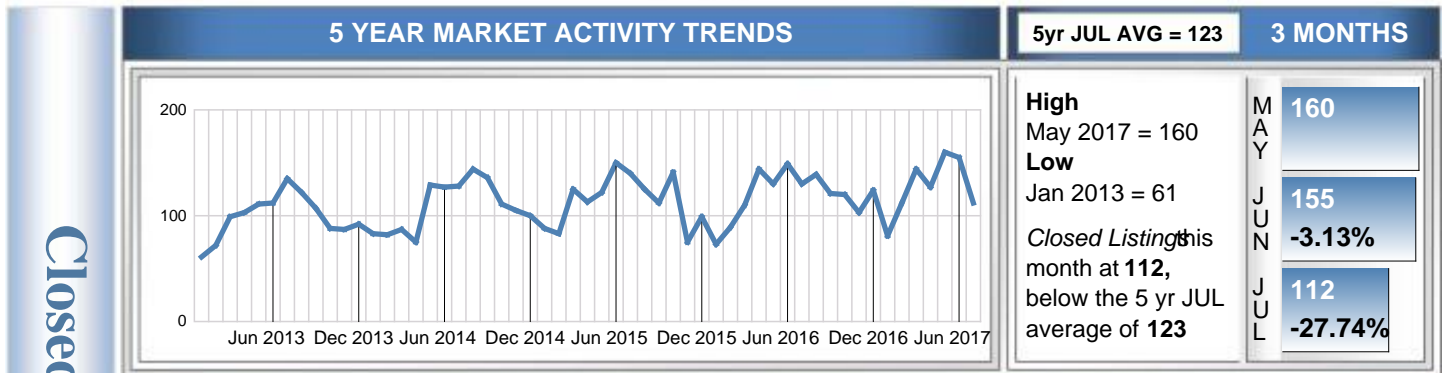
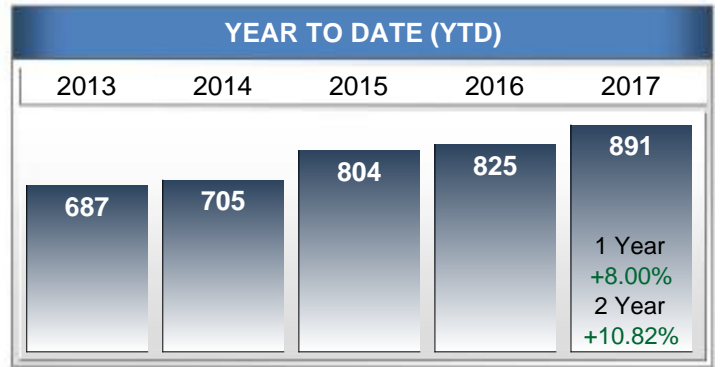
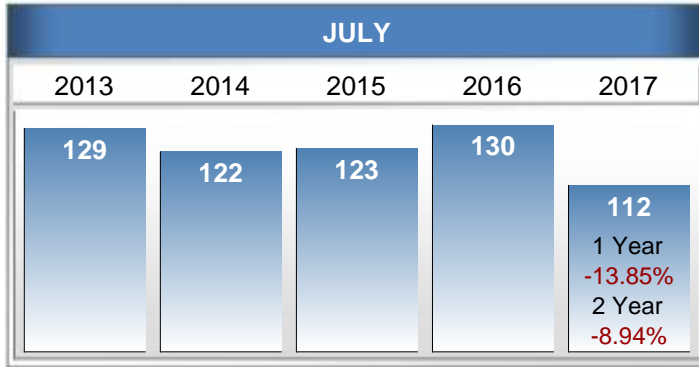
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



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	5	4.46%	115.0	5	0	0	0
\$25,001 - \$100,000	19	16.96%	53.4	8	9	2	0
\$100,001 - \$125,000	8	7.14%	34.0	1	6	1	0
\$125,001 - \$175,000	31	27.68%	39.9	0	26	5	0
\$175,001 - \$225,000	21	18.75%	37.3	0	10	11	0
\$225,001 - \$375,000	16	14.29%	41.9	1	6	8	1
\$375,001 and up	12	10.71%	52.6	0	1	8	3
Total Closed Units: 112				15	58	35	4
Total Closed Volume: 20,981,098				928.90K	9.03M	9.36M	1.66M
Average Closed Price: \$187,331				\$61,926	\$155,718	\$267,530	\$414,250

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

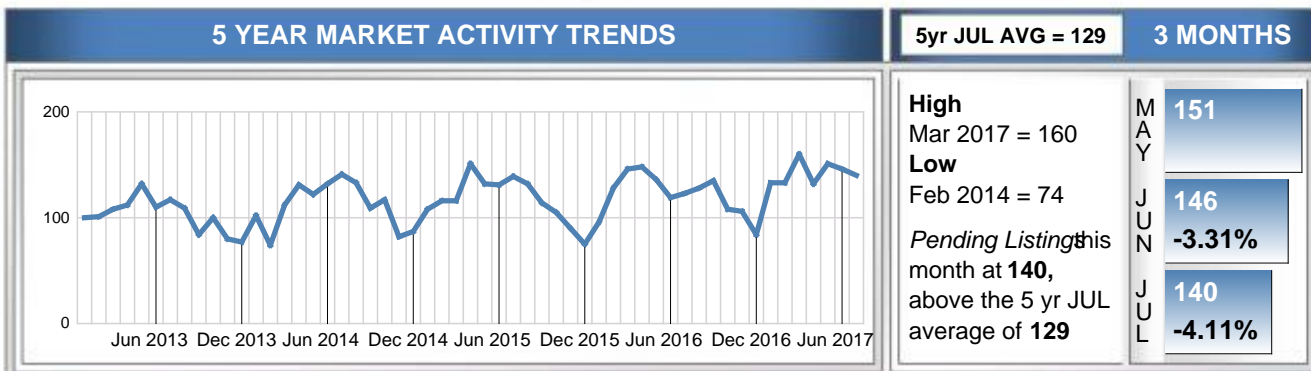
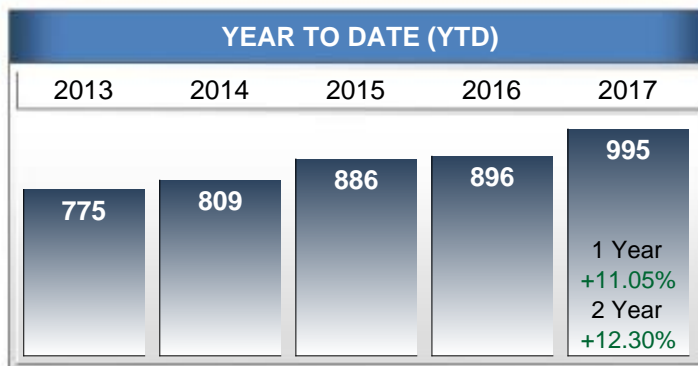
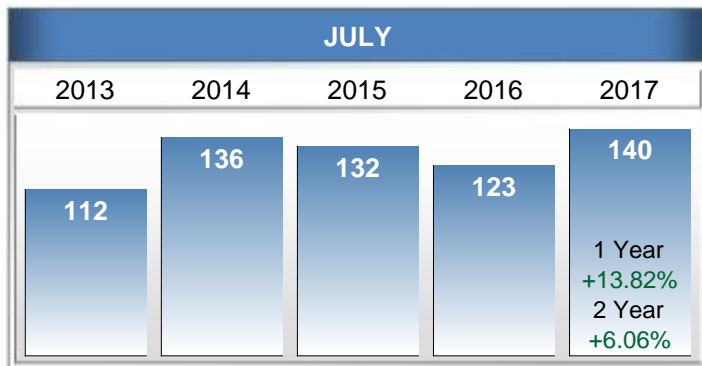
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	12	8.57%	60.3	10	2	0	0
\$50,001 - \$75,000	12	8.57%	34.0	5	7	0	0
\$75,001 - \$125,000	25	17.86%	41.7	7	16	2	0
\$125,001 - \$175,000	34	24.29%	25.3	4	26	4	0
\$175,001 - \$225,000	16	11.43%	57.6	1	10	5	0
\$225,001 - \$325,000	27	19.29%	48.5	1	10	14	2
\$325,001 and up	14	10.00%	61.8	1	4	6	3
Total Pending Units: 140				29	75	31	5
Total Pending Volume: 25,879,083				2.82M	12.39M	8.48M	2.19M
Average Listing Price: \$153,937				\$97,178	\$165,196	\$273,511	\$438,480

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

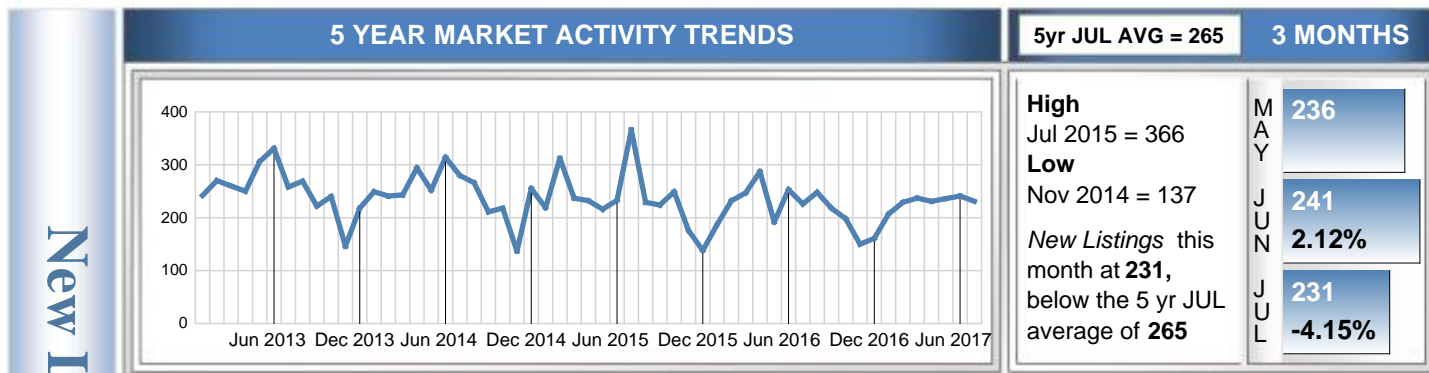
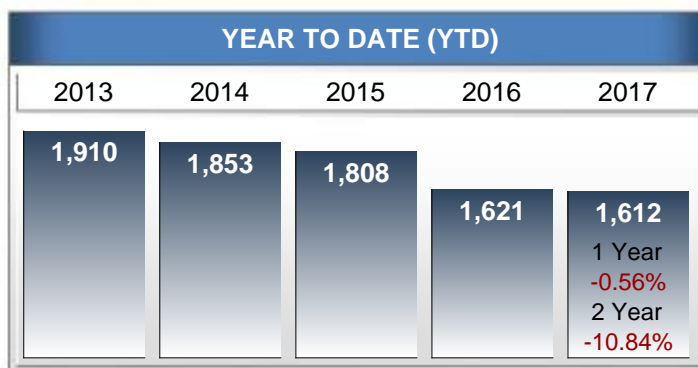
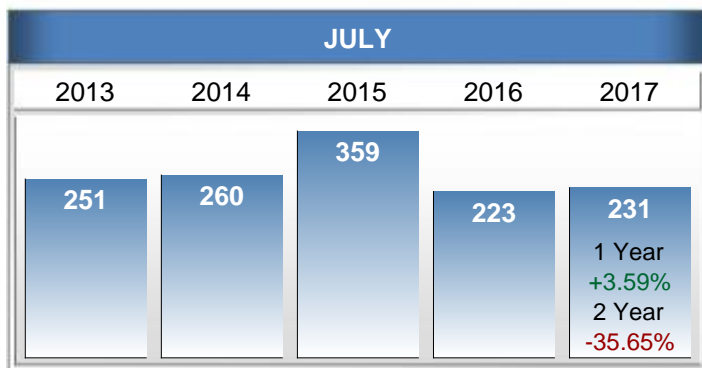
New Listings as of Aug 14, 2017



New Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



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	13	5.63%	12	1	0	0
\$25,001 - \$75,000	28	12.12%	18	9	1	0
\$75,001 - \$125,000	34	14.72%	14	17	1	2
\$125,001 - \$200,000	70	30.30%	11	38	20	1
\$200,001 - \$275,000	36	15.58%	0	15	21	0
\$275,001 - \$425,000	26	11.26%	4	7	12	3
\$425,001 and up	24	10.39%	1	6	12	5
Total New Listed Units:			60	93	67	11
Total New Listed Volume:			8.39M	17.96M	19.13M	8.52M
Average New Listed Listing Price:			\$139,863	\$193,150	\$285,597	\$774,426

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

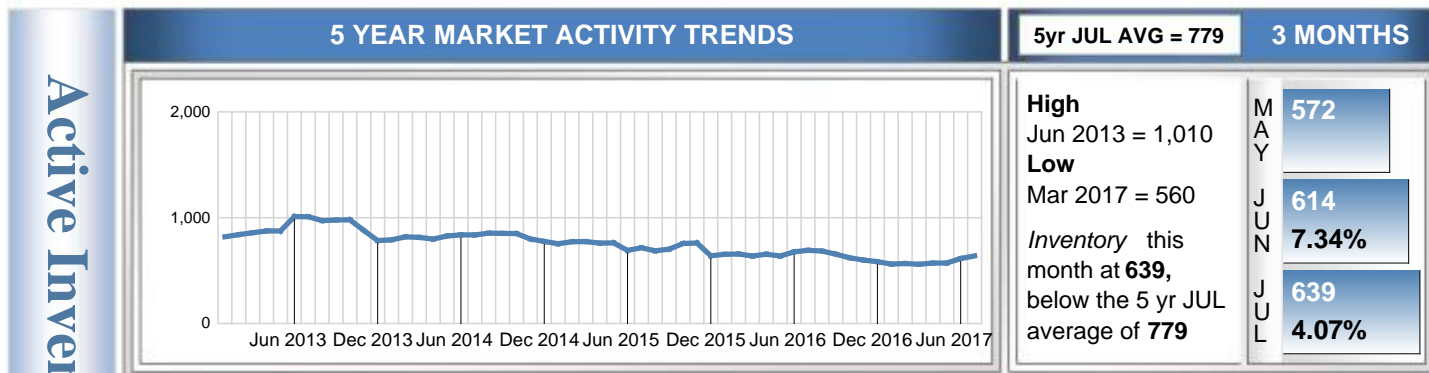
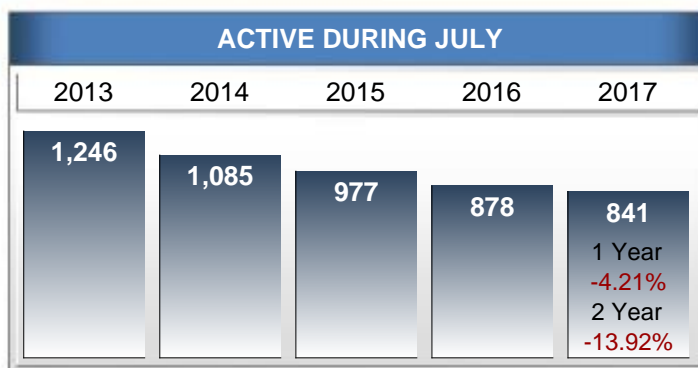
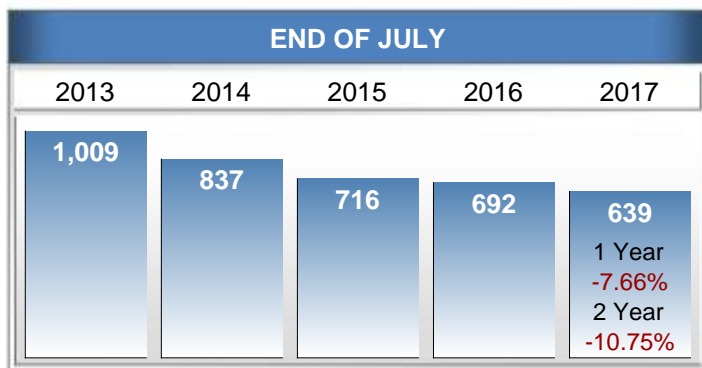
Active Inventory as of Aug 14, 2017



Active Inventory

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	43	6.73%	89.8	41	2	0	0	
\$25,001 - \$75,000	84	13.15%	85.1	73	9	2	0	
\$75,001 - \$125,000	73	11.42%	61.8	27	39	4	3	
\$125,001 - \$225,000	186	29.11%	64.5	40	90	51	5	
\$225,001 - \$300,000	97	15.18%	78.9	9	32	54	2	
\$300,001 - \$475,000	92	14.40%	64.6	13	19	43	17	
\$475,001 and up	64	10.02%	78.5	9	9	21	25	
Total Active Inventory by Units:			639	72.2	212	200	175	52
Total Active Inventory by Volume:			170,569,490		29.22M	42.88M	55.22M	43.26M
Average Active Inventory Listing Price:			\$266,932		\$137,815	\$214,387	\$315,527	\$831,886



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

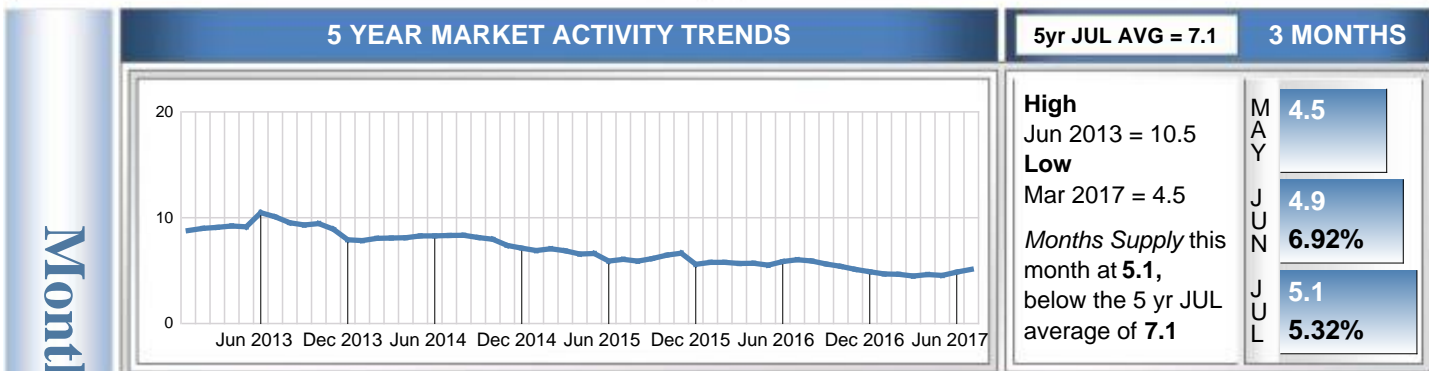
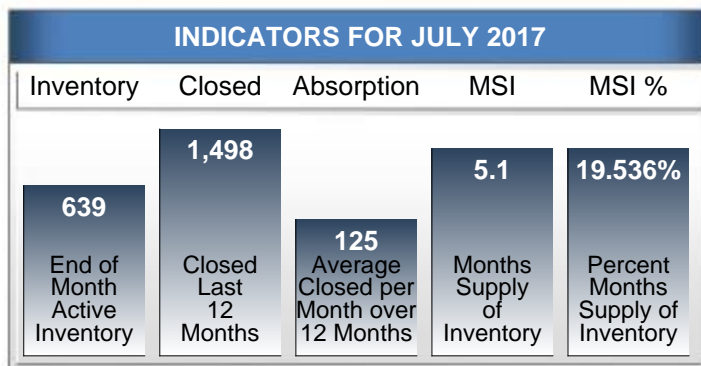
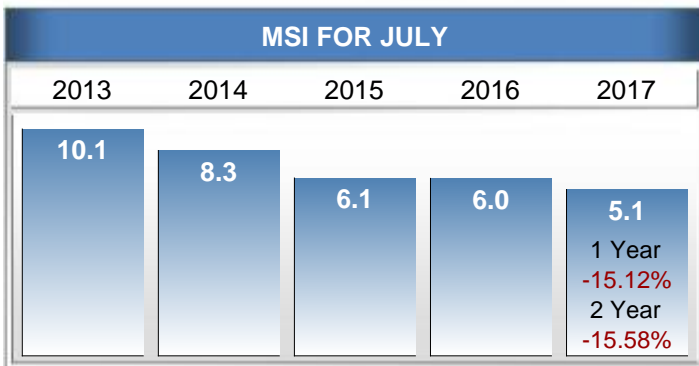
Active Inventory as of Aug 14, 2017



Months Supply of Inventory

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



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	43	6.73%	9.2	10.0	4.8	0.0	0.0	
\$25,001 - \$75,000	84	13.15%	5.3	9.6	1.2	2.2	0.0	
\$75,001 - \$125,000	73	11.42%	3.3	7.2	2.5	1.6	36.0	
\$125,001 - \$225,000	186	29.11%	3.5	20.0	2.5	3.7	6.7	
\$225,001 - \$300,000	97	15.18%	6.7	18.0	5.5	7.5	2.0	
\$300,001 - \$475,000	92	14.40%	8.4	31.2	15.2	5.5	11.3	
\$475,001 and up	64	10.02%	16.3	36.0	54.0	9.3	20.0	
MSI:	5.1			11.4	3.0	5.1	11.1	
Total Active Inventory:	639			212	200	175	52	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

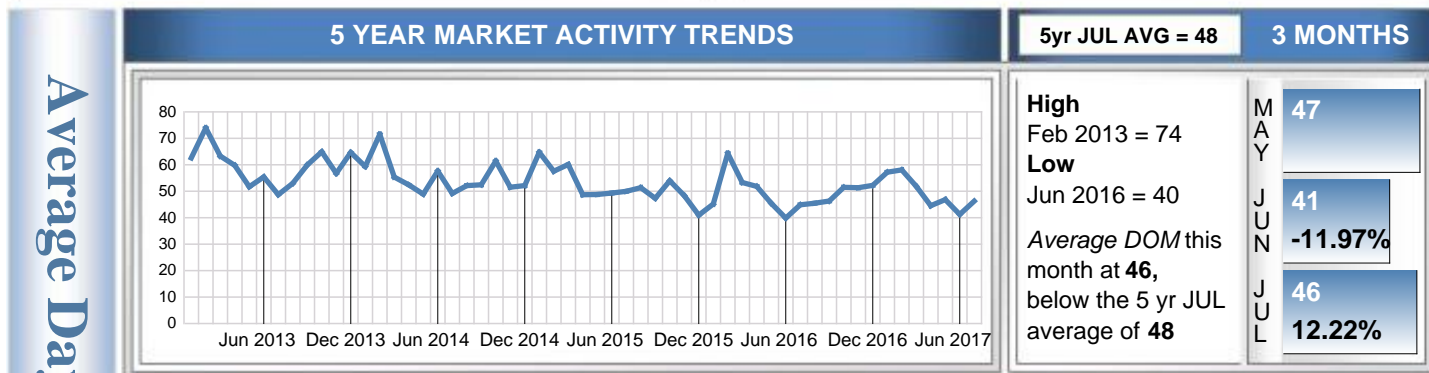
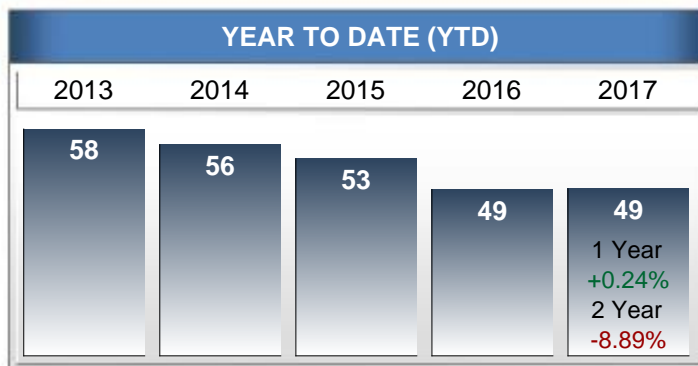
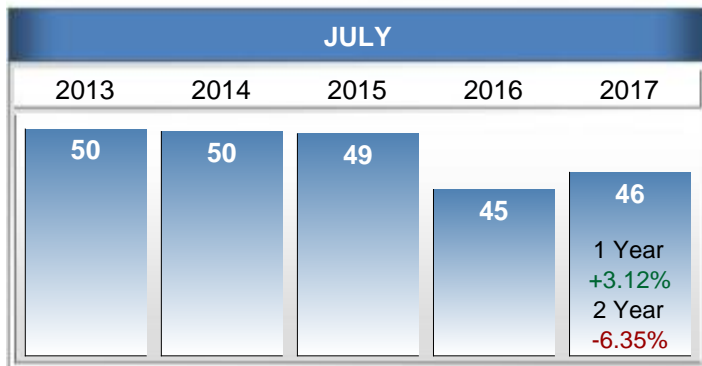
Closed Sales as of Aug 14, 2017



Average Days on Market to Sale

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	5	4.46%	115.0	115.0	0.0	0.0	0.0
\$25,001 - \$100,000	19	16.96%	53.4	77.6	40.7	13.5	0.0
\$100,001 - \$125,000	8	7.14%	34.0	84.0	28.0	20.0	0.0
\$125,001 - \$175,000	31	27.68%	39.9	0.0	39.2	44.0	0.0
\$175,001 - \$225,000	21	18.75%	37.3	0.0	41.8	33.2	0.0
\$225,001 - \$375,000	16	14.29%	41.9	177.0	36.2	33.0	12.0
\$375,001 and up	12	10.71%	52.6	0.0	130.0	43.4	51.3
Average Closed DOM: 46.3				97.1	39.9	35.5	41.5
Total Closed Units: 112				15	58	35	4
Total Closed Volume: 20,981,098				928.90K	9.03M	9.36M	1.66M



Monthly Inventory Analysis

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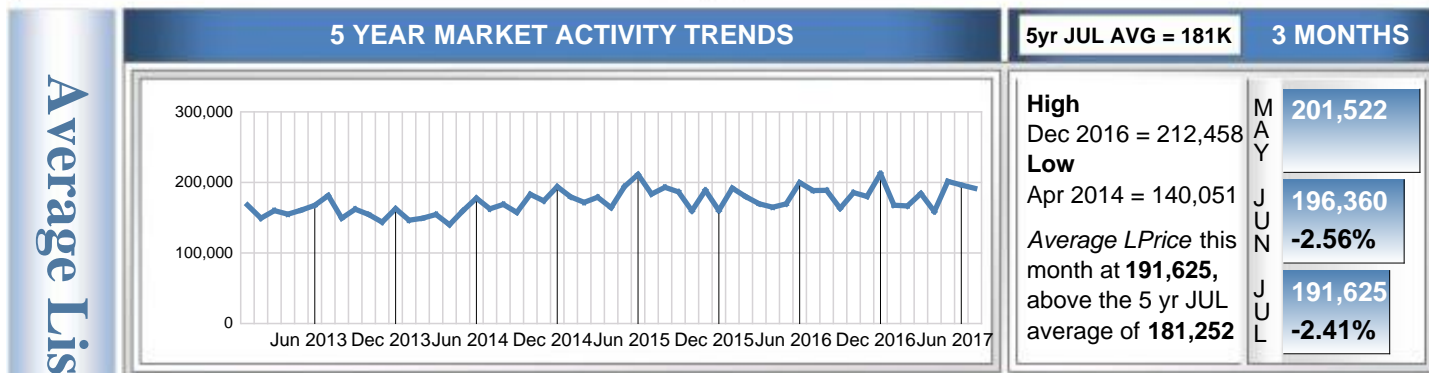
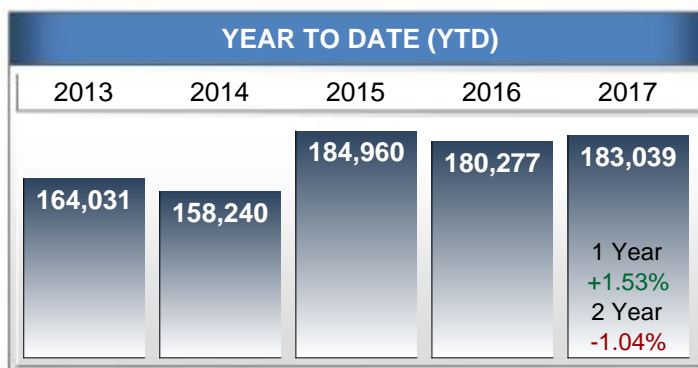
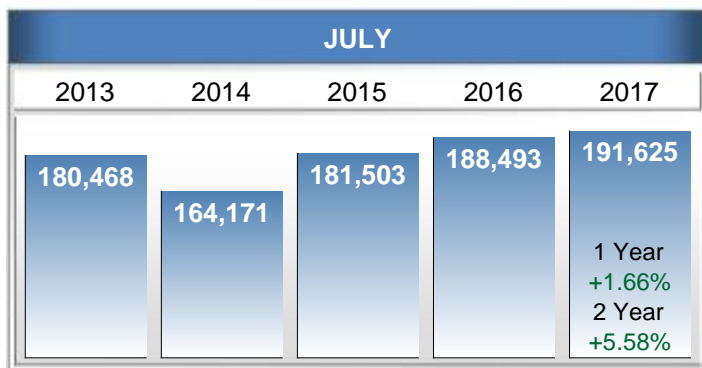
Closed Sales as of Aug 14, 2017



Average List Price at Closing

Report Produced on: Aug 14, 2017

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	4	3.57%	13,500	16,000	0	0	0
\$25,001 - \$100,000	19	16.96%	61,321	66,125	66,478	68,450	0
\$100,001 - \$125,000	7	6.25%	116,471	120,000	117,550	129,900	0
\$125,001 - \$175,000	31	27.68%	150,108	0	151,713	161,340	0
\$175,001 - \$225,000	23	20.54%	194,964	0	197,646	194,982	0
\$225,001 - \$375,000	16	14.29%	295,009	367,000	265,533	303,130	334,900
\$375,001 and up	12	10.71%	464,167	0	390,000	479,450	448,133
Average List Price:	\$191,625			\$73,067	\$158,755	\$270,827	\$419,825
Total Closed Units:	112			15	58	35	4
Total List Volume:	21,462,046			1.10M	9.21M	9.48M	1.68M



Monthly Inventory Analysis

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July 2017

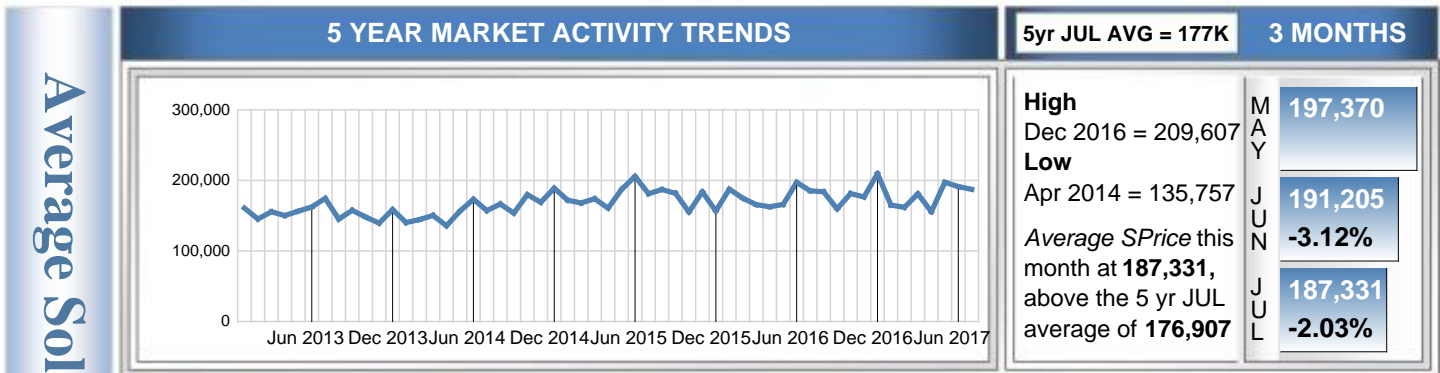
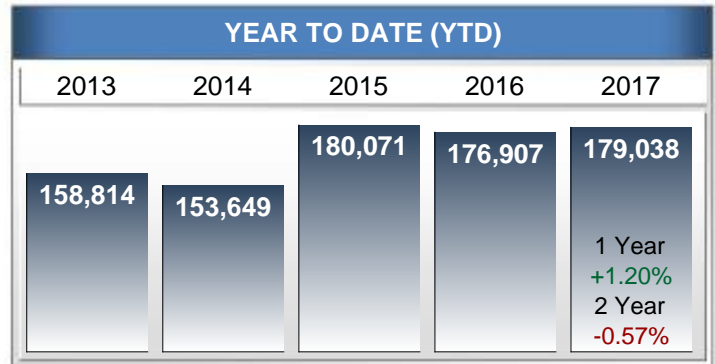
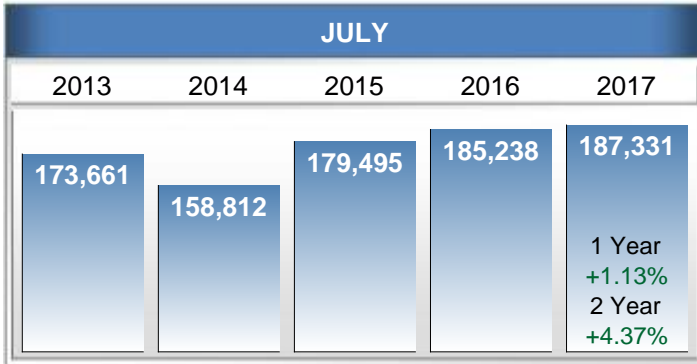
Closed Sales as of Aug 14, 2017



Average Sold Price at Closing

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



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	5		4.46%	12,820	12,820	0	0	0
\$25,001 - \$100,000	19		16.96%	60,940	60,125	61,651	61,000	0
\$100,001 - \$125,000	8		7.14%	114,918	113,800	114,757	117,000	0
\$125,001 - \$175,000	31		27.68%	150,745	0	149,177	158,900	0
\$175,001 - \$225,000	21		18.75%	194,721	0	195,275	194,218	0
\$225,001 - \$375,000	16		14.29%	284,947	270,000	261,986	297,780	335,000
\$375,001 and up	12		10.71%	459,867	0	385,000	476,425	440,667
Average Closed Price: \$187,331					\$61,926	\$155,718	\$267,530	\$414,250
Total Closed Units: 112					15	58	35	4
Total Closed Volume: 20,981,098					928.90K	9.03M	9.36M	1.66M



Monthly Inventory Analysis

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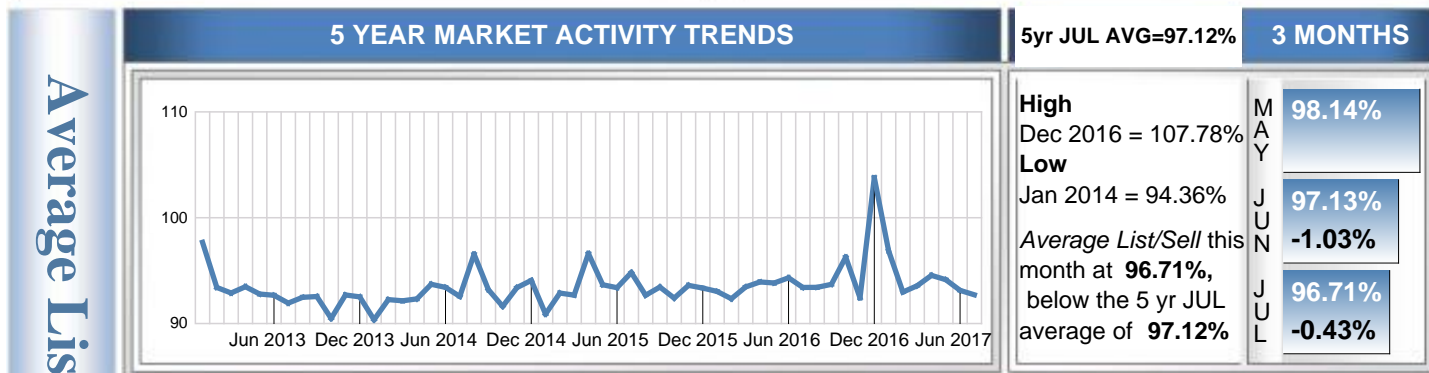
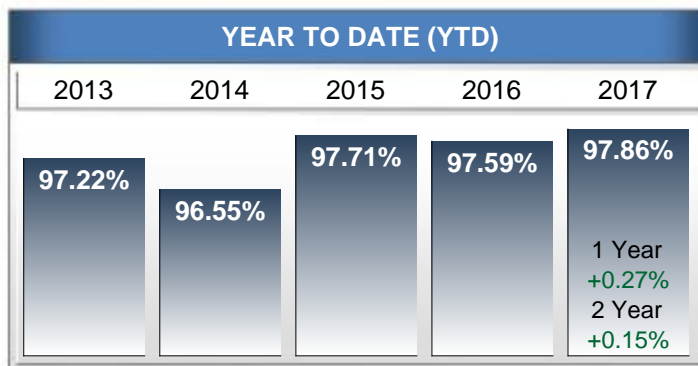
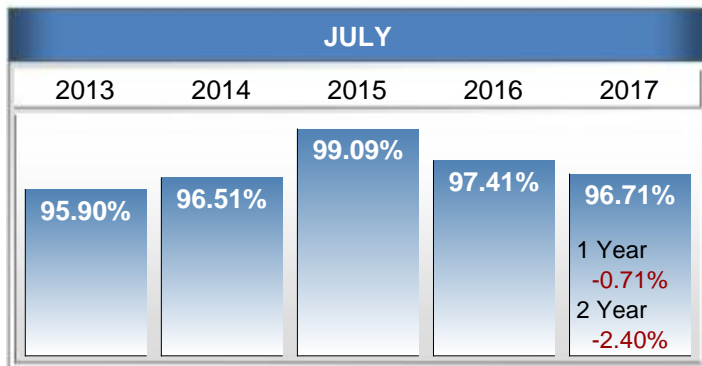
Closed Sales as of Aug 14, 2017



Average Percent of List Price to Selling Price

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Area Delimited by County Of Rogers



Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	5	4.46%	81.07%	81.07%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	19	16.96%	93.56%	94.66%	93.22%	90.70%	0.00%
\$100,001 - \$125,000	8	7.14%	96.53%	94.83%	97.89%	90.07%	0.00%
\$125,001 - \$175,000	31	27.68%	98.53%	0.00%	98.54%	98.53%	0.00%
\$175,001 - \$225,000	21	18.75%	99.29%	0.00%	98.83%	99.71%	0.00%
\$225,001 - \$375,000	16	14.29%	96.92%	73.57%	98.61%	98.19%	100.03%
\$375,001 and up	12	10.71%	98.86%	0.00%	98.72%	98.99%	98.58%
Average List/Sell Ratio: 96.70%				88.73%	97.71%	98.24%	98.94%
Total Closed Units: 112				15	58	35	4
Total Closed Volume: 20,981,098				928.90K	9.03M	9.36M	1.66M



Monthly Inventory Analysis

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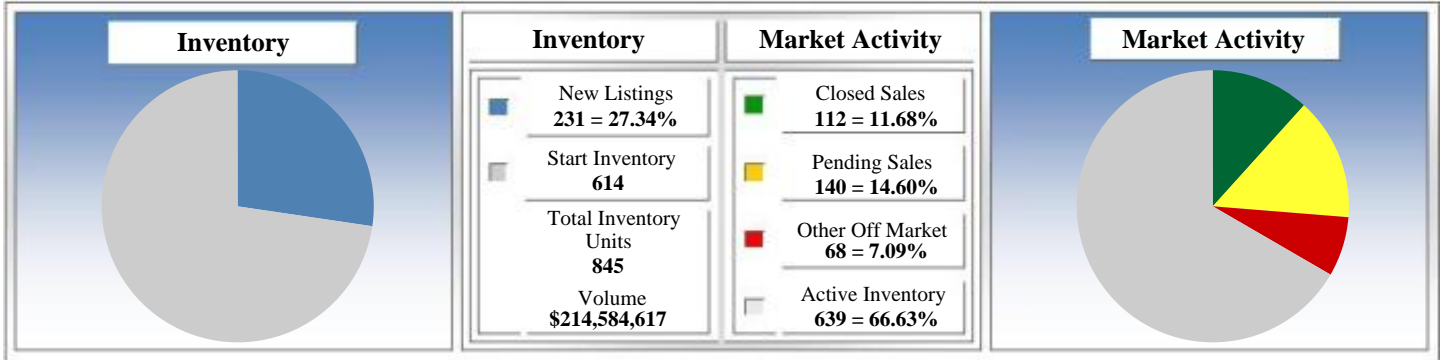
Inventory as of Aug 14, 2017



Market Summary

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



Absorption: Last 12 months, an Average of 125 Sales/Month

Active Inventory as of July 30, 2017 = 639

	JULY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	130	112	-13.85%	825	891	8.00%
Pending Sales	123	140	13.82%	896	995	11.05%
New Listings	223	231	3.59%	1,621	1,612	-0.56%
Average List Price	188,493	191,625	1.66%	180,277	183,039	1.53%
Average Sale Price	185,238	187,331	1.13%	176,907	179,038	1.20%
Average Percent of List Price to Selling Price	97.41%	96.71%	-0.71%	97.59%	97.86%	0.27%
Average Days on Market to Sale	44.88	46.28	3.12%	48.52	48.63	0.24%
Monthly Inventory	691	639	-7.53%	691	639	-7.53%
Months Supply of Inventory	5.95	5.12	-13.95%	5.95	5.12	-13.95%

