



# July 2017

Area Delimited by County Of Rogers

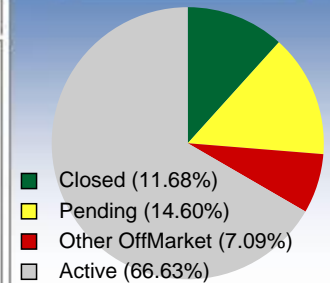


**Absorption:** Last 12 months, an Average of **125** Sales/Month

**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%
Median List Price	164,700	168,725	2.44%
Median Sale Price	160,750	161,000	0.16%
Median Percent of List Price to Selling Price	98.85%	98.51%	-0.35%
Median Days on Market to Sale	28.00	29.00	3.57%
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.

### 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 **0.16%** in July 2017 to \$161,000 versus the previous year at \$160,750.

### Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 1.00 days or **3.57%** in July 2017 compared to last year's same month at **28.00** DOM.

### Sales Success for July 2017 is Positive

Overall, with Median 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.

## 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®

## July 2017

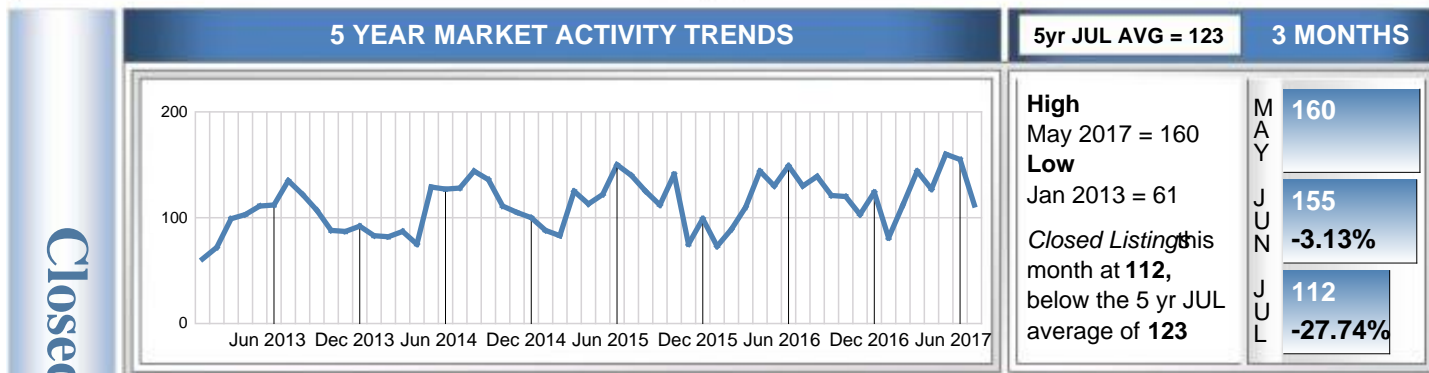
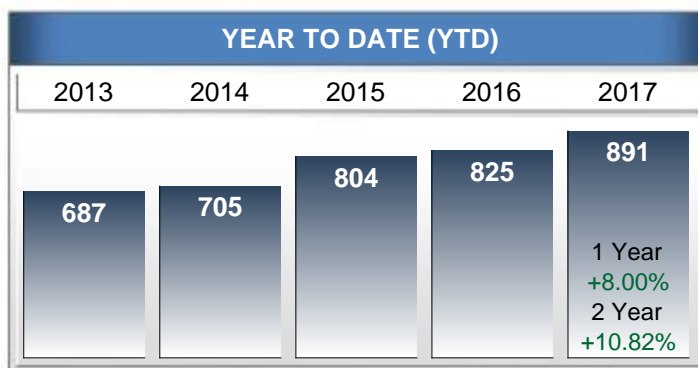
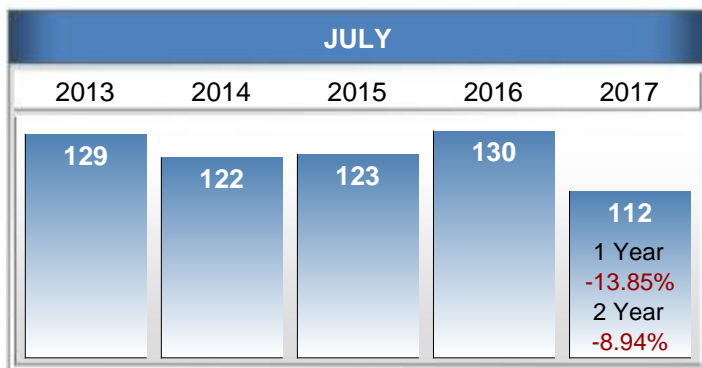
Closed Sales as of Aug 14, 2017



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	5	4.46%	146.0	5	0	0	0
\$25,001 - \$100,000	19	16.96%	38.5	8	9	2	0
\$100,001 - \$125,000	8	7.14%	20.0	1	6	1	0
\$125,001 - \$175,000	31	27.68%	15.0	0	26	5	0
\$175,001 - \$225,000	21	18.75%	24.0	0	10	11	0
\$225,001 - \$375,000	16	14.29%	17.0	1	6	8	1
\$375,001 and up	12	10.71%	34.0	0	1	8	3
Total Closed Units: 112				29.0			
Total Closed Volume: 20,981,098				15	58	35	4
Median Closed Price: \$161,000				928.90K	9.03M	9.36M	1.66M
				\$47,000	\$152,750	\$206,500	\$398,500

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

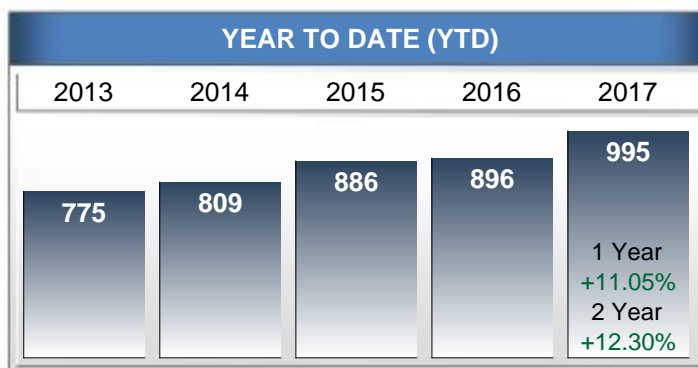
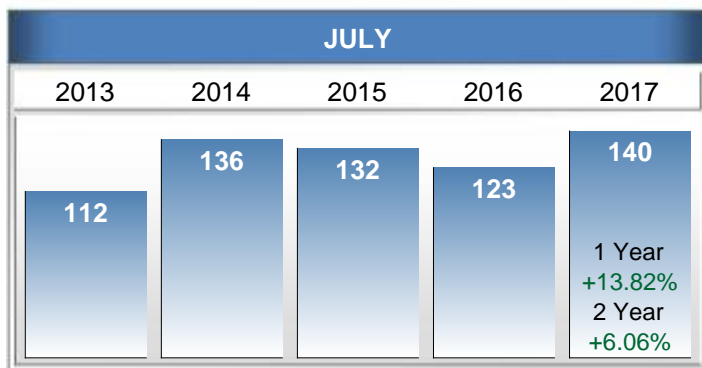
Pending Listings as of Aug 14, 2017



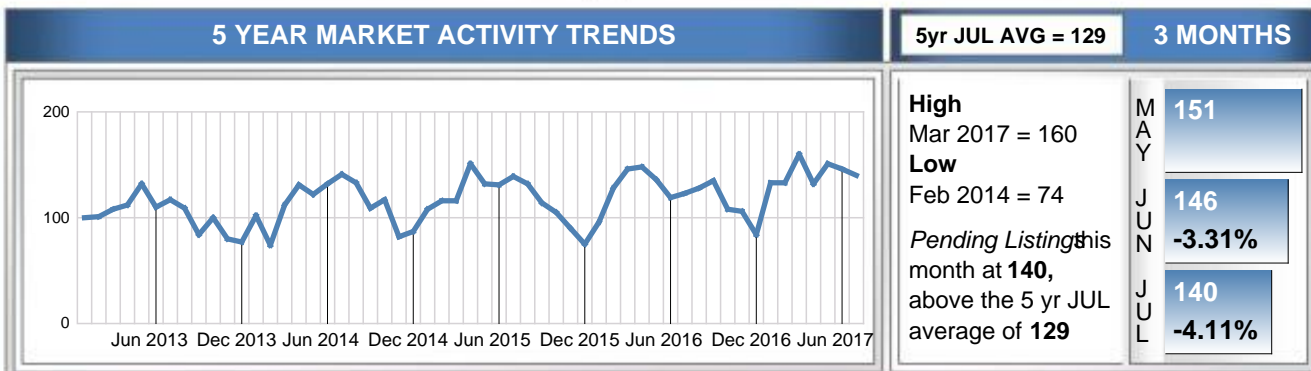
### Pending Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



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



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	12	8.57%	47.0	10	2	0	0		
\$50,001 - \$75,000	12	8.57%	12.0	5	7	0	0		
\$75,001 - \$125,000	25	17.86%	19.0	7	16	2	0		
\$125,001 - \$175,000	34	24.29%	13.5	4	26	4	0		
\$175,001 - \$225,000	16	11.43%	25.0	1	10	5	0		
\$225,001 - \$325,000	27	19.29%	33.5	1	10	14	2		
\$325,001 and up	14	10.00%	79.5	1	4	6	3		
Total Pending Units:				140	22.5	29	75	31	5
Total Pending Volume:				25,879,083		2.82M	12.39M	8.48M	2.19M
Median Listing Price:				\$159,950		\$70,000	\$150,000	\$248,500	\$332,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

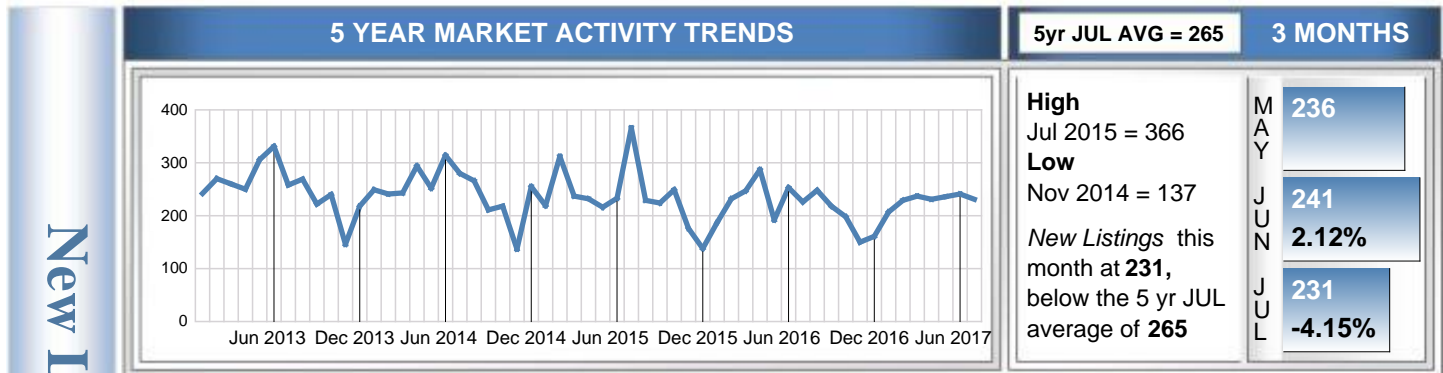
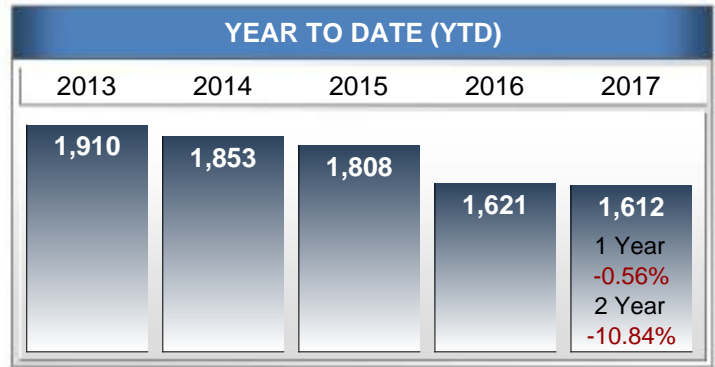
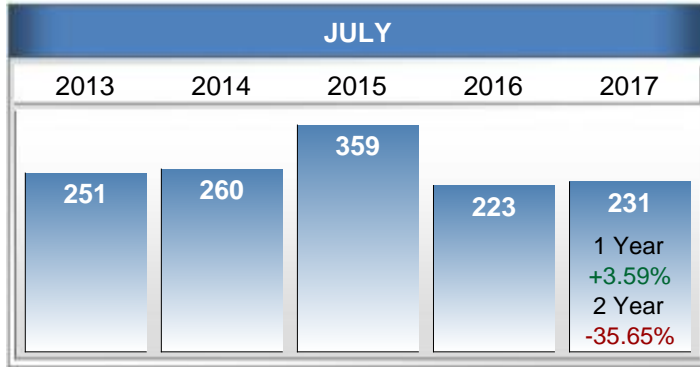
New Listings as of Aug 14, 2017



### 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
<b>Total New Listed Units:</b>	231		60	93	67	11
<b>Total New Listed Volume:</b>	54,008,442		8.39M	17.96M	19.13M	8.52M
<b>Median New Listed Listing Price:</b>	\$167,500		\$77,450	\$159,500	\$239,900	\$425,000

New Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

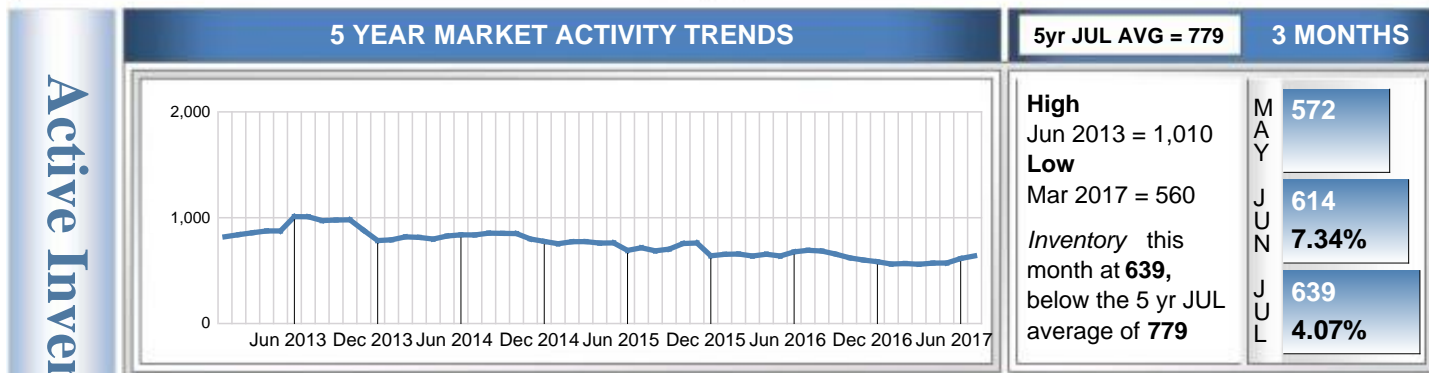
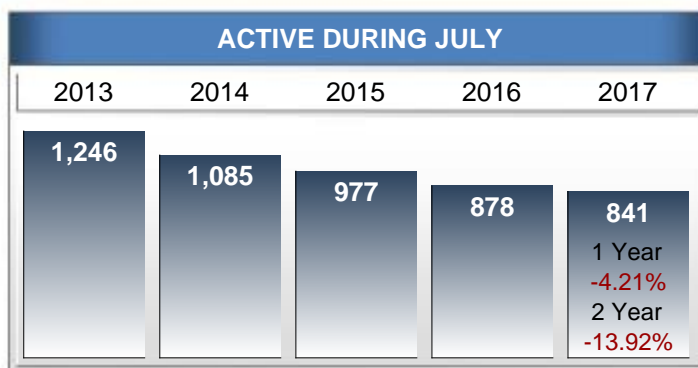
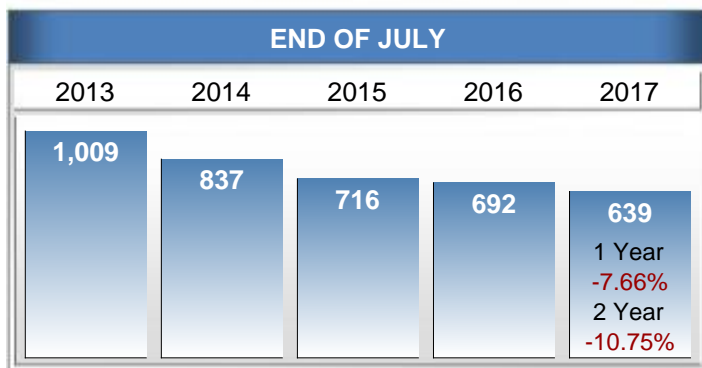
Active Inventory as of Aug 14, 2017



### Active Inventory

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



Active Inventory

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

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	43	6.73%	96.0	41	2	0	0		
\$25,001 - \$75,000	84	13.15%	80.0	73	9	2	0		
\$75,001 - \$125,000	73	11.42%	44.0	27	39	4	3		
\$125,001 - \$225,000	186	29.11%	47.5	40	90	51	5		
\$225,001 - \$300,000	97	15.18%	65.0	9	32	54	2		
\$300,001 - \$475,000	92	14.40%	52.5	13	19	43	17		
\$475,001 and up	64	10.02%	84.5	9	9	21	25		
Total Active Inventory by Units:				639	59.0	212	200	175	52
Total Active Inventory by Volume:				170,569,490		29.22M	42.88M	55.22M	43.26M
Median Active Inventory Listing Price:				\$189,000		\$70,950	\$178,700	\$274,500	\$472,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

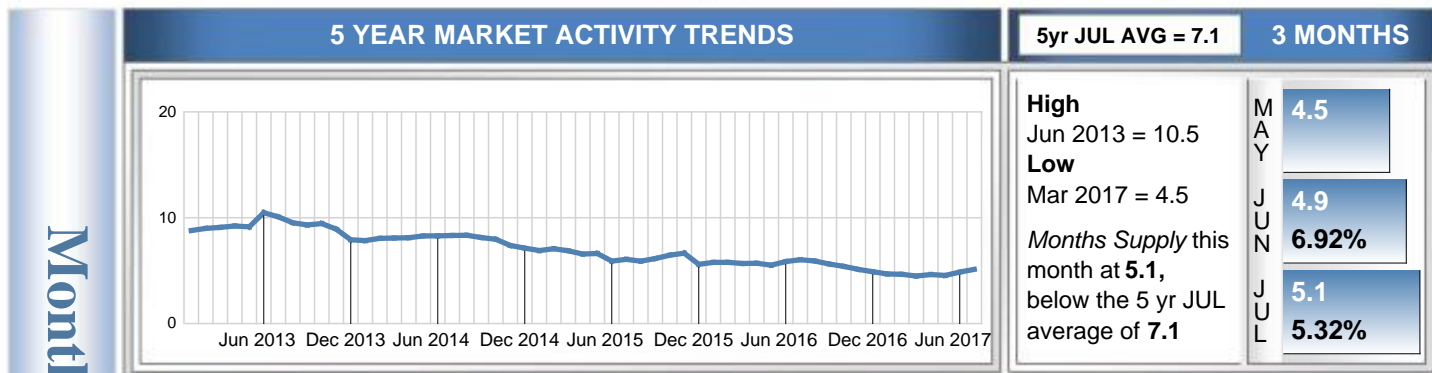
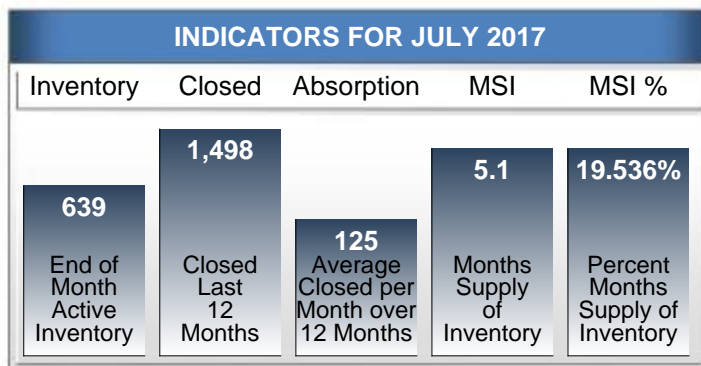
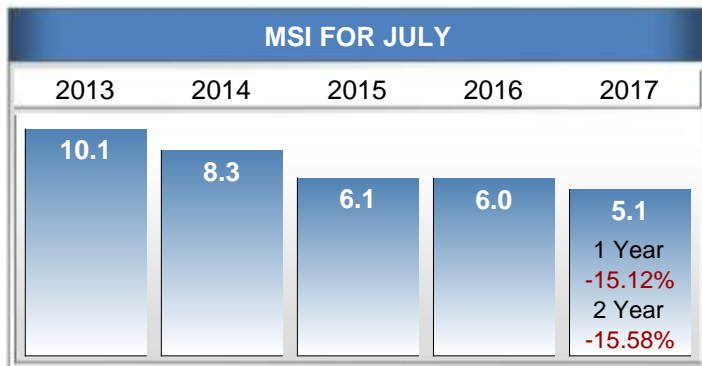
Active Inventory as of Aug 14, 2017



### Months Supply of Inventory

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



Months Supply

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

#### 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

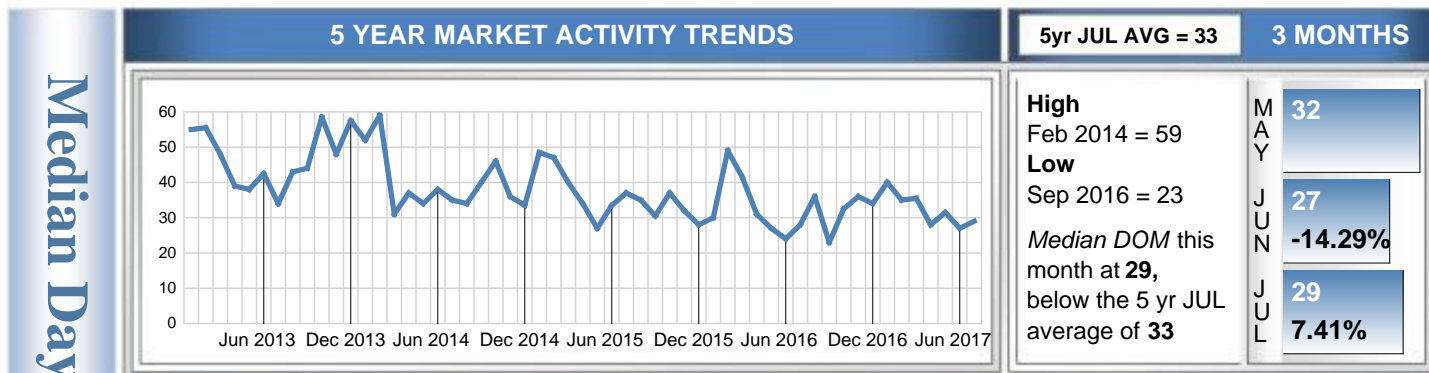
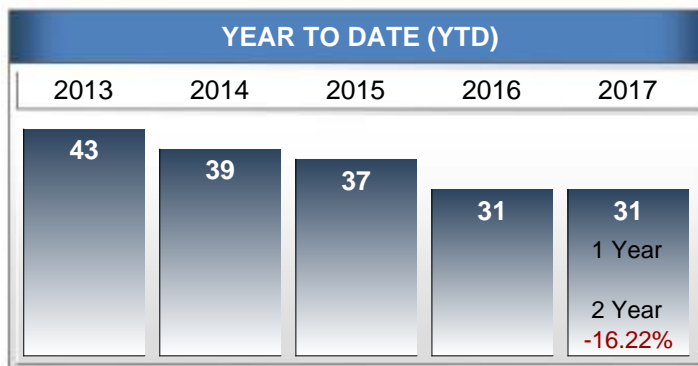
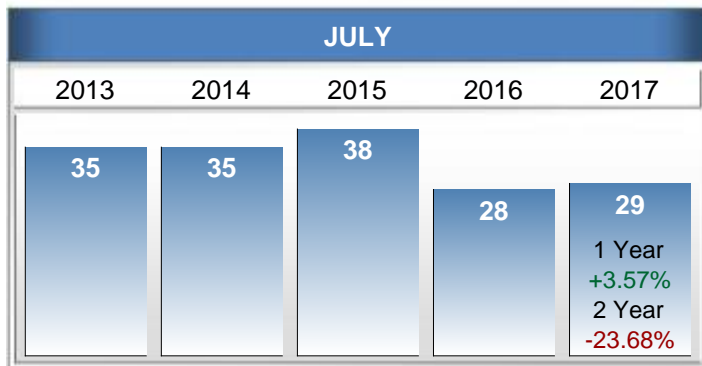
Closed Sales as of Aug 14, 2017



### Median Days on Market to Sale

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



Median Days on Market

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

#### 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+
\$25,000 and less	5	4.46%	146.0	146.0	0.0	0.0	0.0
\$25,001 - \$100,000	19	16.96%	38.5	65.0	39.0	13.5	0.0
\$100,001 - \$125,000	8	7.14%	20.0	84.0	28.5	20.0	0.0
\$125,001 - \$175,000	31	27.68%	15.0	0.0	17.0	15.0	0.0
\$175,001 - \$225,000	21	18.75%	24.0	0.0	29.5	24.0	0.0
\$225,001 - \$375,000	16	14.29%	17.0	177.0	11.0	14.5	12.0
\$375,001 and up	12	10.71%	34.0	0.0	130.0	29.0	41.0
Median Closed DOM:	29.0			84.0	28.5	21.0	39.0
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

Data from the Greater Tulsa Association of REALTORS®

## July 2017

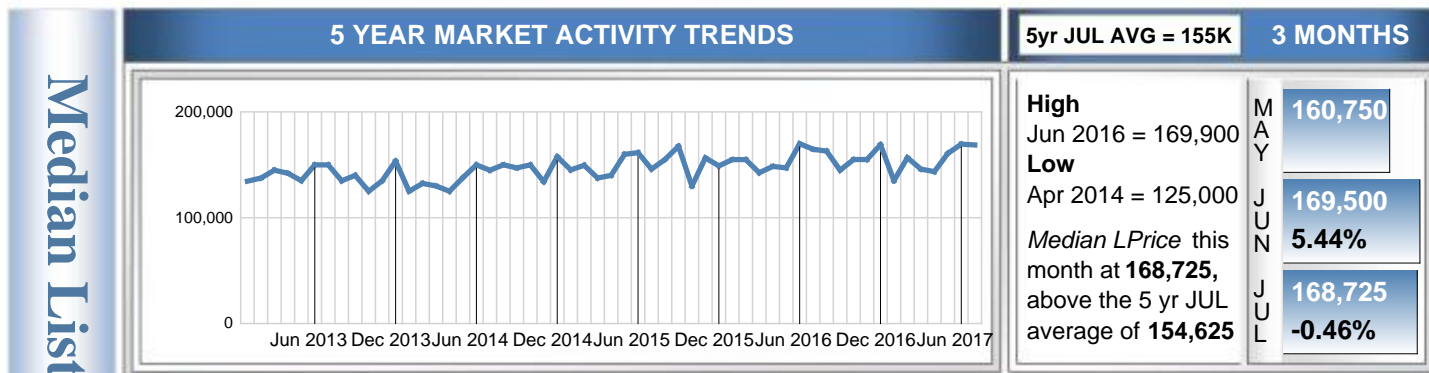
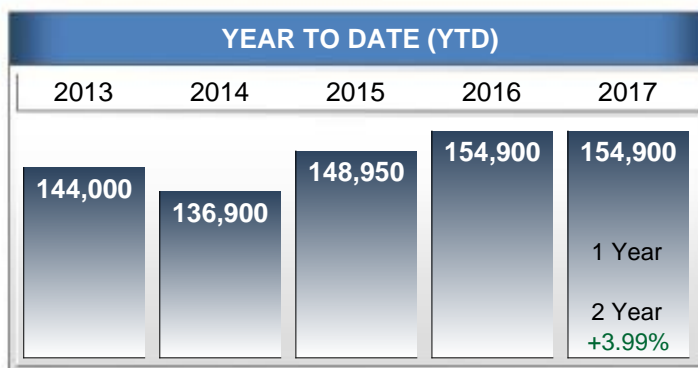
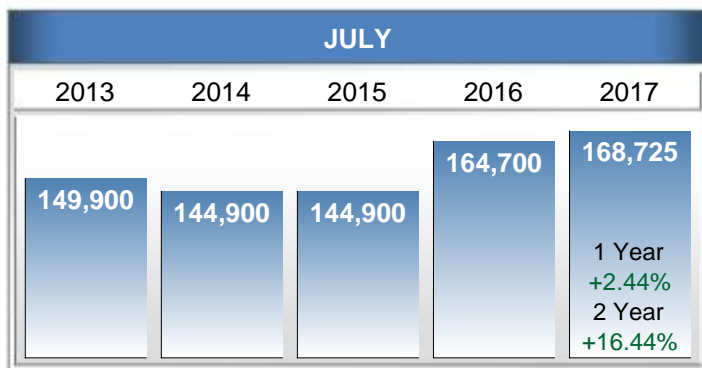
Closed Sales as of Aug 14, 2017



### Median List Price at Closing

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



Median List Price

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

#### 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+
\$25,000 and less	4		3.57%	13,000	13,000	0	0	0
\$25,001 \$100,000	19		16.96%	56,250	52,500	57,500	68,450	0
\$100,001 \$125,000	7		6.25%	117,500	120,000	112,500	0	0
\$125,001 \$175,000	31		27.68%	150,000	0	152,950	148,900	0
\$175,001 \$225,000	23		20.54%	190,000	0	190,000	193,750	0
\$225,001 \$375,000	16		14.29%	289,700	367,000	266,950	287,868	334,900
\$375,001 and up	12		10.71%	417,200	0	390,000	464,900	404,500
Median List Price:		\$168,725			\$50,000	\$154,950	\$208,500	\$399,750
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

Data from the Greater Tulsa Association of REALTORS®

## July 2017

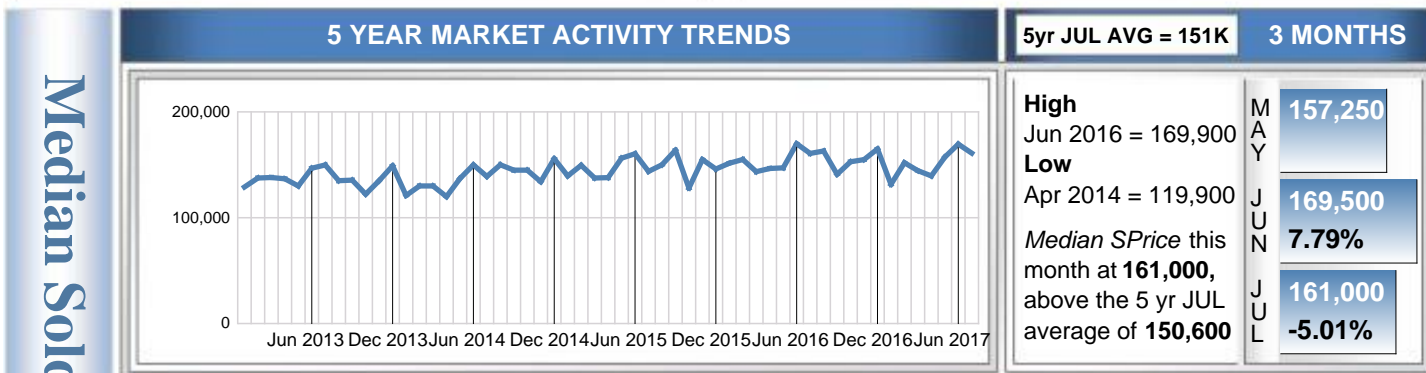
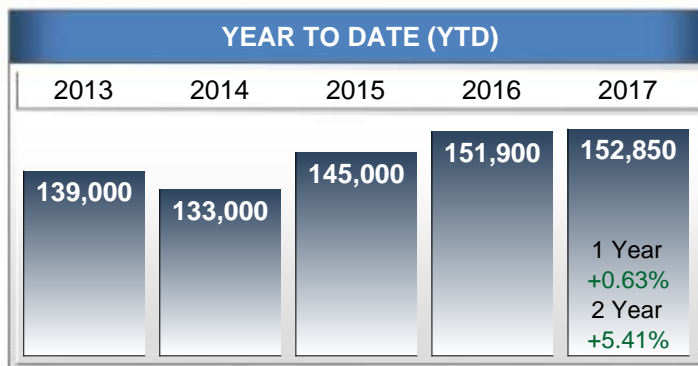
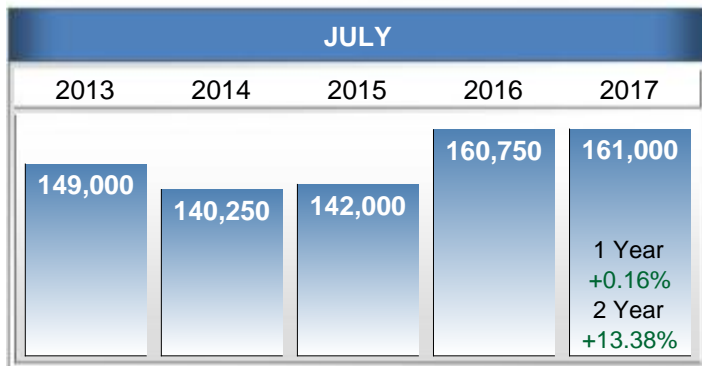
Closed Sales as of Aug 14, 2017



### Median Sold Price at Closing

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



#### 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+
\$25,000 and less	5		4.46%	12,000	12,000	0	0	0
\$25,001 - \$100,000	19		16.96%	62,500	62,500	52,008	61,000	0
\$100,001 - \$125,000	8		7.14%	115,000	113,800	115,545	117,000	0
\$125,001 - \$175,000	31		27.68%	150,000	0	151,000	165,000	0
\$175,001 - \$225,000	21		18.75%	193,700	0	190,000	194,000	0
\$225,001 - \$375,000	16		14.29%	280,168	270,000	261,309	282,418	335,000
\$375,001 and up	12		10.71%	406,000	0	385,000	446,250	402,000
Median Closed Price:	\$161,000				\$47,000	\$152,750	\$206,500	\$398,500
Total Closed Units:	112				15	58	35	4
Total Closed Volume:	20,981,098				928.90K	9.03M	9.36M	1.66M

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

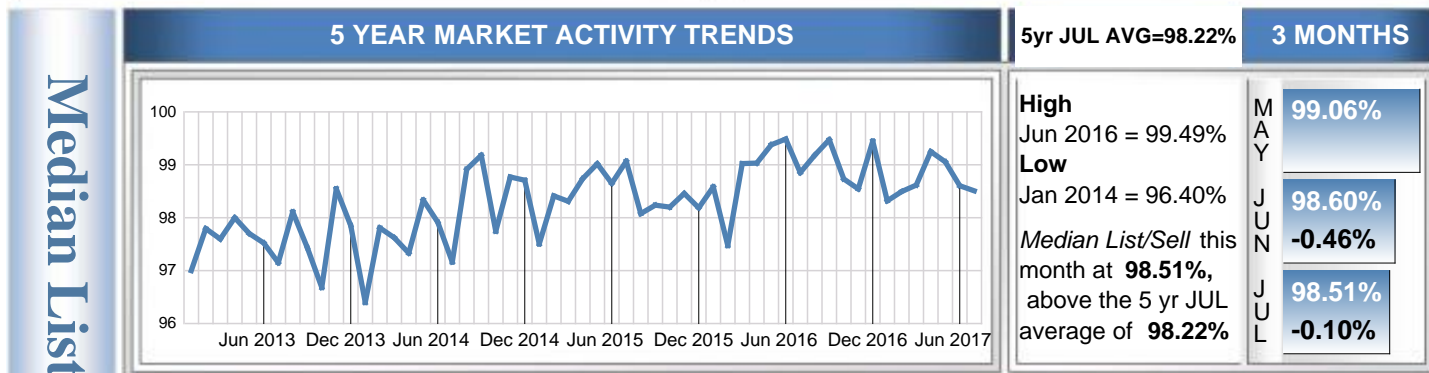
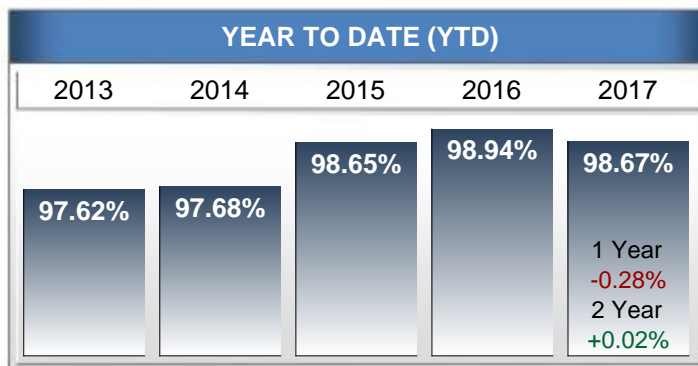
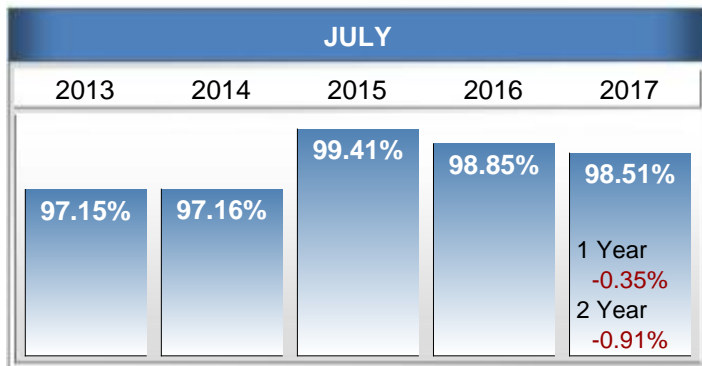
Closed Sales as of Aug 14, 2017



### Median Percent of List Price to Selling Price

Report Produced on: Aug 14, 2017

Area Delimited by County Of Rogers



Median List/Sell Price

Ready to Buy or Sell Real Estate? 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+
\$25,000 and less	5	4.46%	85.21%	85.21%	0.00%	0.00%	0.00%
\$25,001 - \$100,000	19	16.96%	95.32%	96.22%	93.75%	90.70%	0.00%
\$100,001 - \$125,000	8	7.14%	97.22%	94.83%	98.61%	90.07%	0.00%
\$125,001 - \$175,000	31	27.68%	98.60%	0.00%	98.73%	98.31%	0.00%
\$175,001 - \$225,000	21	18.75%	99.95%	0.00%	98.90%	100.00%	0.00%
\$225,001 - \$375,000	16	14.29%	98.01%	73.57%	98.41%	98.38%	100.03%
\$375,001 and up	12	10.71%	98.75%	0.00%	98.72%	98.51%	99.38%
Median List/Sell Ratio:	98.51%			91.67%	98.60%	98.69%	99.69%
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

Data from the Greater Tulsa Association of REALTORS®

## July 2017

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%
Median List Price	164,700	168,725	2.44%	154,900	154,900	0.00%
Median Sale Price	160,750	161,000	0.16%	151,900	152,850	0.63%
Median Percent of List Price to Selling Price	98.85%	98.51%	-0.35%	98.94%	98.67%	-0.28%
Median Days on Market to Sale	28.00	29.00	3.57%	31.00	31.00	0.00%
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%

