



September 2017

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

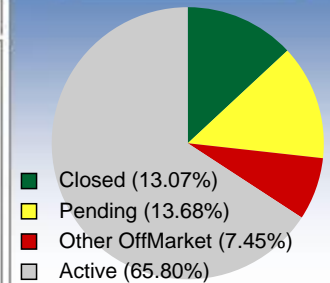


Absorption: Last 12 months, an Average of **1,201** Sales/Month

Active Inventory as of September 30, 2017 = **5,974**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	1,313	1,187	-9.60%
Pending Listings	1,170	1,242	6.15%
New Listings	2,054	1,997	-2.78%
Median List Price	155,000	158,000	1.94%
Median Sale Price	152,000	154,250	1.48%
Median Percent of List Price to Selling Price	98.62%	98.55%	-0.06%
Median Days on Market to Sale	27.00	26.00	-3.70%
End of Month Inventory	5,301	5,974	12.70%
Months Supply of Inventory	4.50	4.98	10.53%

Market Activity



Report Produced on: Oct 12, 2017

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 2017 rose **12.70%** to 5,974 existing homes available for sale. Over the last 12 months this area has had an average of 1,201 closed sales per month. This represents an unsold inventory index of **4.98** 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 **1.48%** in September 2017 to \$154,250 versus the previous year at \$152,000.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 1.00 days or **3.70%** in September 2017 compared to last year's same month at **27.00** DOM.

Sales Success for September 2017 is Positive

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

There were 1,997 New Listings in September 2017, down **2.78%** from last year at 2,054. Furthermore, there were 1,187 Closed Listings this month versus last year at 1,313, a **-9.60%** decrease.

Closed versus Listed trends yielded a **59.4%** ratio, down from last year's September 2017 at **63.9%**, a **7.02%** 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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September 2017

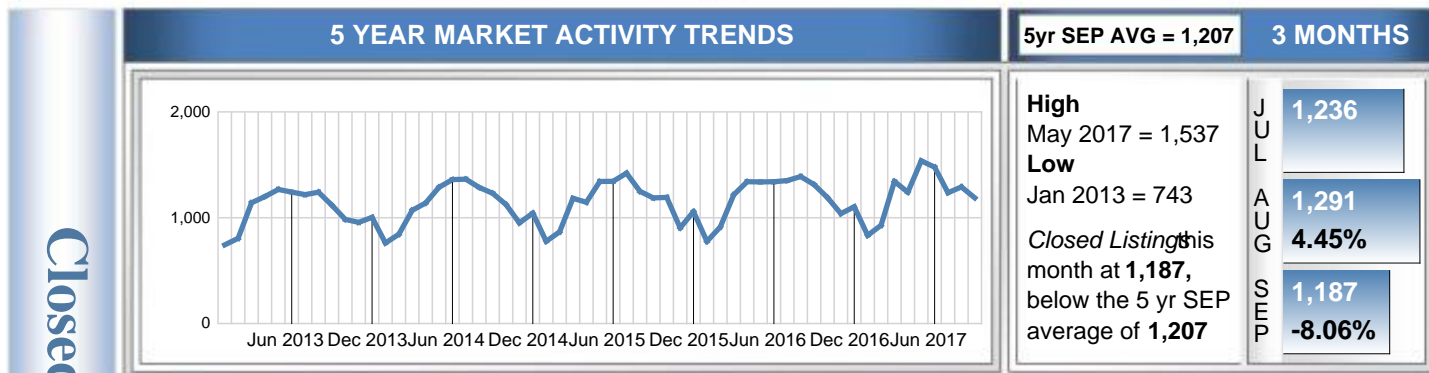
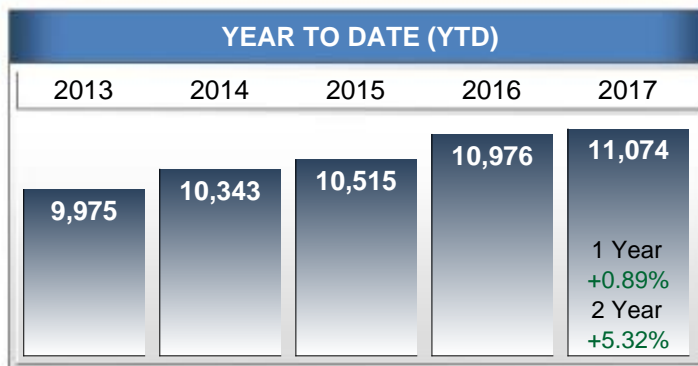
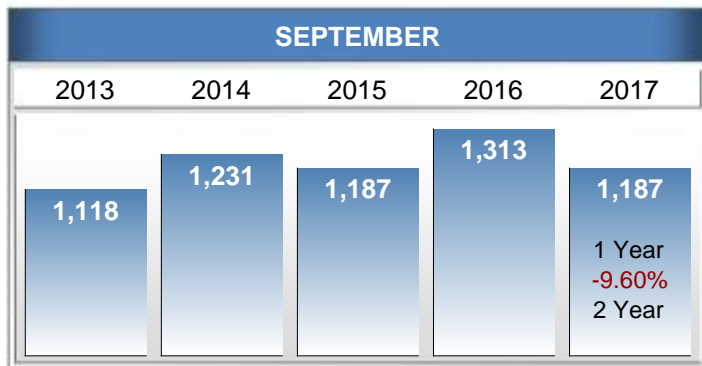
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	102	8.59%	27.5	66	31	5	0	
\$50,001 - \$75,000	95	8.00%	29.0	33	56	6	0	
\$75,001 - \$125,000	216	18.20%	21.5	27	170	18	1	
\$125,001 - \$175,000	300	25.27%	20.0	28	217	44	11	
\$175,001 - \$225,000	175	14.74%	27.0	11	92	69	3	
\$225,001 - \$325,000	175	14.74%	41.0	5	64	100	6	
\$325,001 and up	124	10.45%	41.5	7	28	63	26	
Total Closed Units: 1,187				26.0	177	658	305	47
Total Closed Volume: 221,868,879					19.16M	102.82M	79.38M	20.51M
Median Closed Price: \$154,250					\$65,000	\$140,000	\$235,000	\$338,000

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

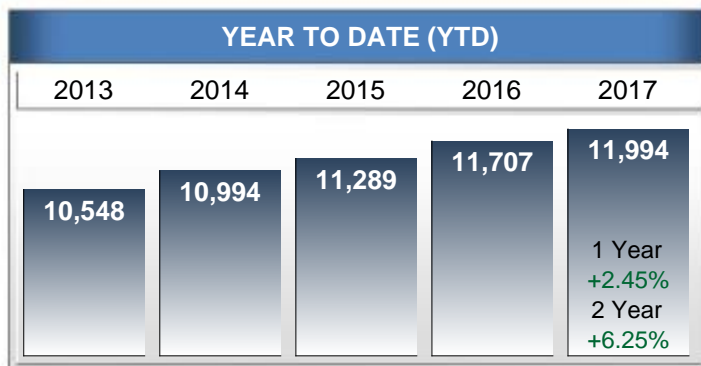
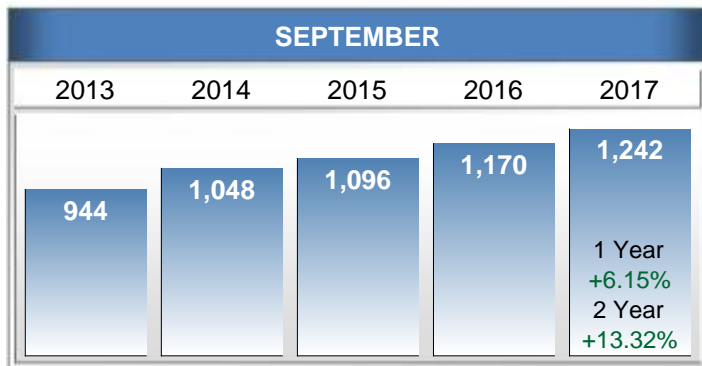
Pending Listings as of Oct 12, 2017



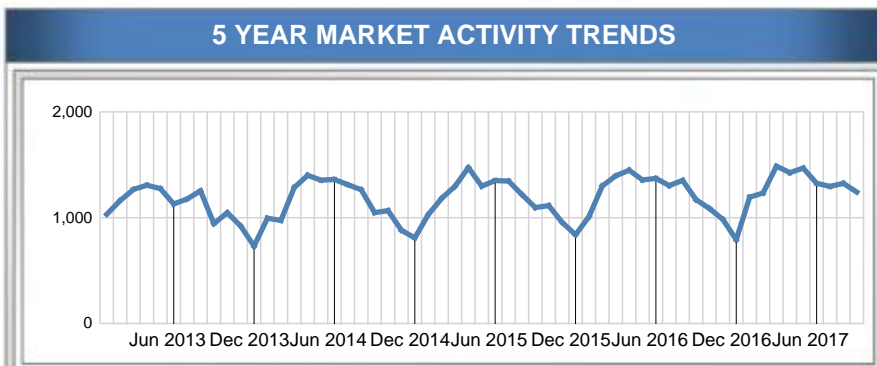
Pending Listings

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Pending Listings
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5yr SEP AVG = 1,100	3 MONTHS
High Mar 2017 = 1,486	JUL 1,296
Low Dec 2013 = 732	AUG 1,324
<i>Pending Listing</i> this month at 1,242 , above the 5 yr SEP average of 1,100	SEP 1,242
	2.16%
	-6.19%

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	112	9.02%	29.0	73	30	8	1	
\$50,001 - \$75,000	108	8.70%	21.5	45	57	6	0	
\$75,001 - \$125,000	202	16.26%	31.0	39	152	9	2	
\$125,001 - \$175,000	300	24.15%	24.0	28	215	50	7	
\$175,001 - \$225,000	185	14.90%	37.0	12	106	63	4	
\$225,001 - \$325,000	186	14.98%	44.5	8	78	86	14	
\$325,001 and up	149	12.00%	51.0	8	27	86	28	
Total Pending Units: 1,242				34.0	213	665	308	56
Total Pending Volume: 237,898,209					21.91M	106.98M	86.82M	22.19M
Median Listing Price: \$159,500					\$68,000	\$147,900	\$237,000	\$326,200



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

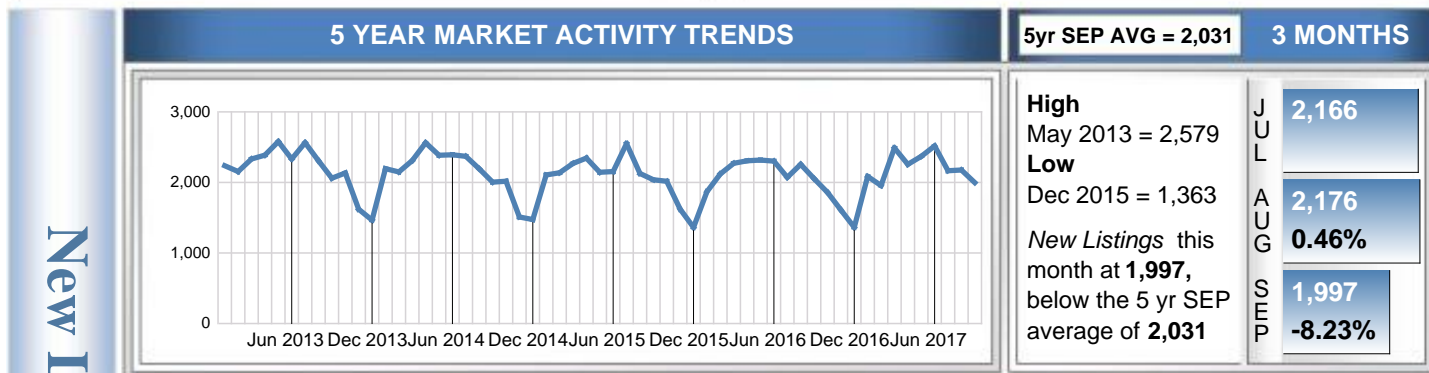
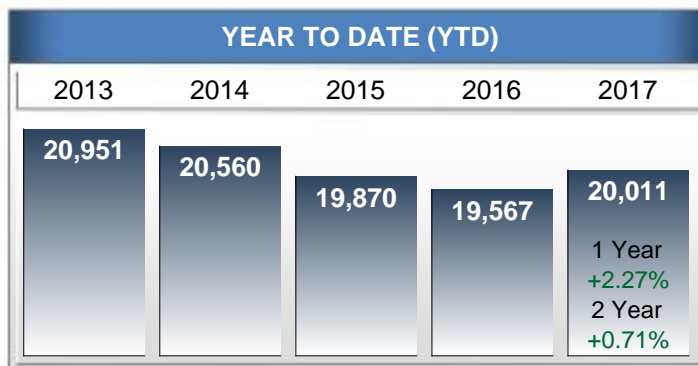
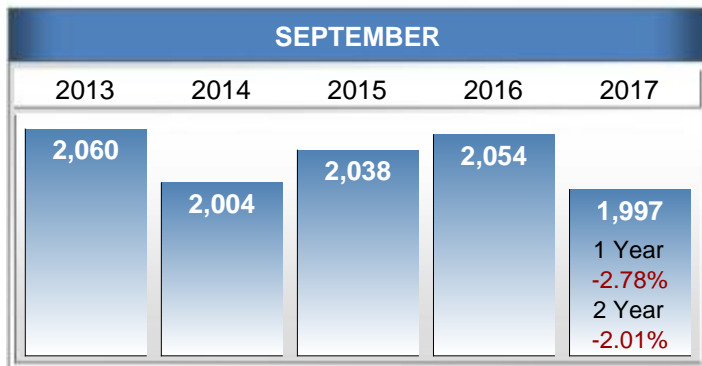
New Listings as of Oct 12, 2017



New Listings

Report Produced on: Oct 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	179	8.96%	127	43	9	0
\$50,001 - \$75,000	152	7.61%	67	66	19	0
\$75,001 - \$125,000	282	14.12%	74	183	22	3
\$125,001 - \$200,000	596	29.84%	58	413	118	7
\$200,001 - \$275,000	278	13.92%	20	122	128	8
\$275,001 - \$450,000	309	15.47%	21	78	165	45
\$450,001 and up	201	10.07%	35	23	86	57
Total New Listed Units:			402	928	547	120
Total New Listed Volume:			82.48M	168.16M	174.08M	77.36M
Median New Listed Listing Price:			\$80,000	\$155,000	\$265,900	\$441,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

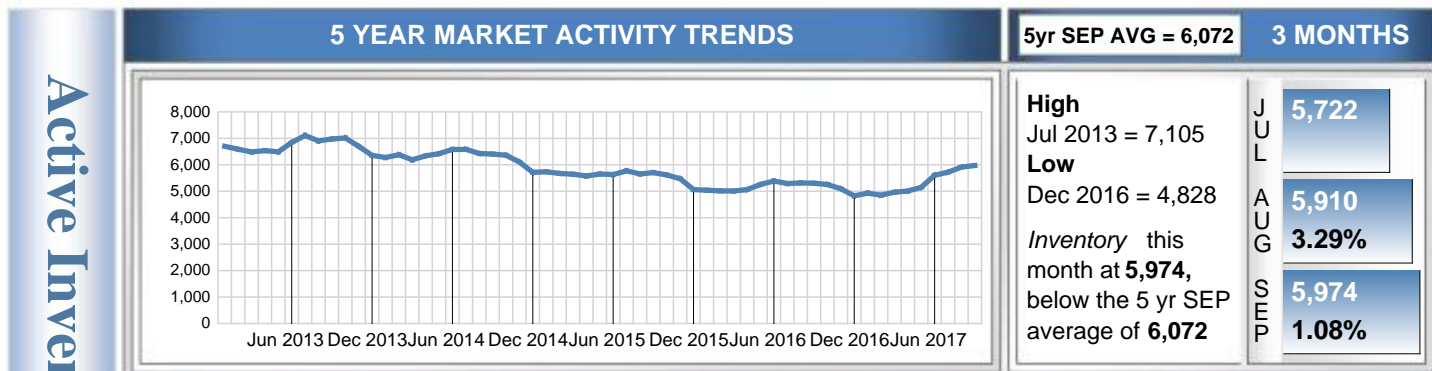
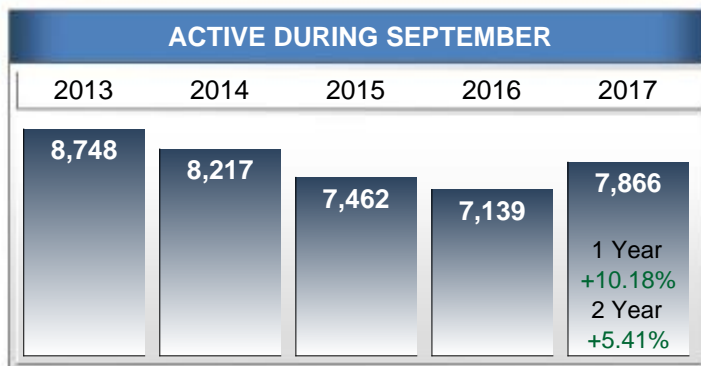
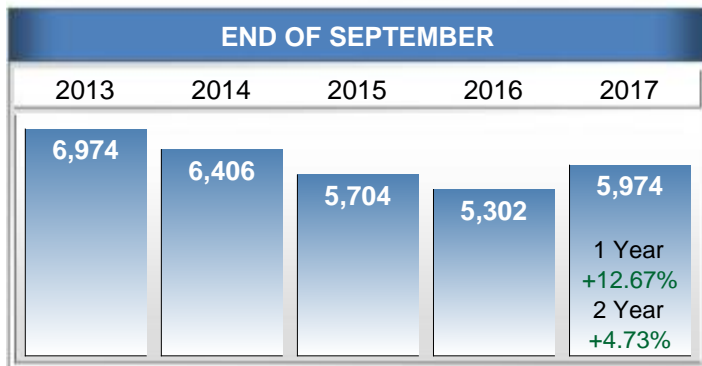
Active Inventory as of Oct 12, 2017



Active Inventory

Report Produced on: Oct 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

Ready to Buy or Sell Real Estate?
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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	272	4.55%	67.0	256	13	3	0		
\$25,001 - \$75,000	902	15.10%	74.0	635	212	54	1		
\$75,001 - \$125,000	752	12.59%	51.0	261	418	63	10		
\$125,001 - \$225,000	1,675	28.04%	57.0	254	966	427	28		
\$225,001 - \$325,000	1,006	16.84%	71.0	93	293	531	89		
\$325,001 - \$500,000	754	12.62%	70.5	79	139	409	127		
\$500,001 and up	613	10.26%	77.0	114	68	216	215		
Total Active Inventory by Units:				5,974	65.0	1,692	2,109	1,703	470
Total Active Inventory by Volume:				1,625,969,231		336.42M	416.92M	563.78M	308.85M
Median Active Inventory Listing Price:				\$180,000		\$73,000	\$159,900	\$279,900	\$468,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

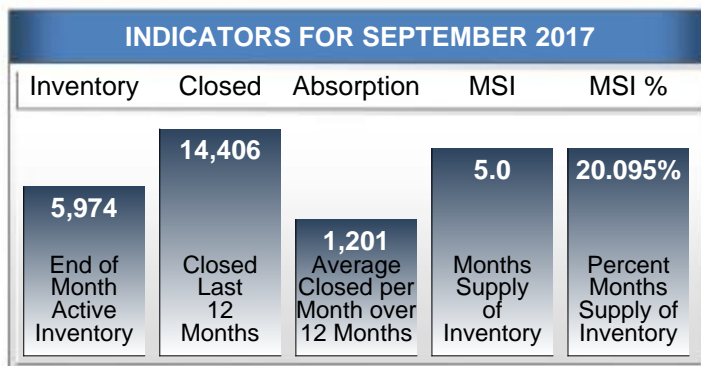
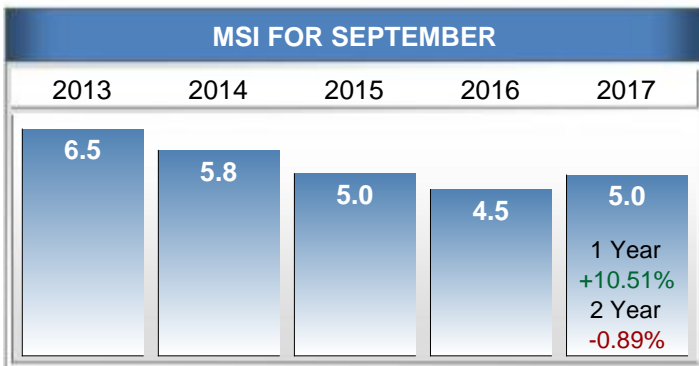
Active Inventory as of Oct 12, 2017



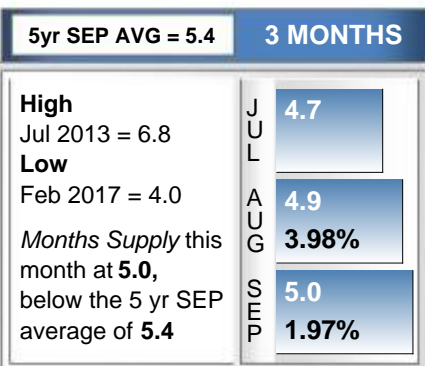
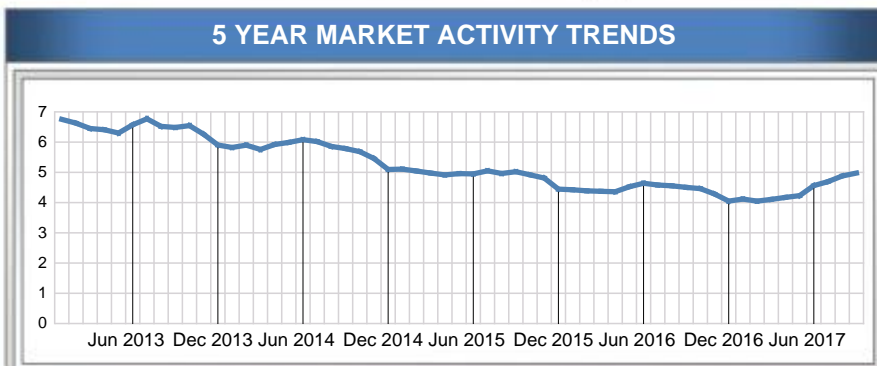
Months Supply of Inventory

Report Produced on: Oct 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	272	4.55%	6.8	8.9	1.5	1.6	0.0	
\$25,001 - \$75,000	902	15.10%	5.5	9.0	2.5	5.8	0.9	
\$75,001 - \$125,000	752	12.59%	3.4	6.8	2.7	3.0	5.2	
\$125,001 - \$225,000	1,675	28.04%	3.5	7.9	3.0	3.5	3.4	
\$225,001 - \$325,000	1,006	16.84%	6.0	11.9	4.7	6.2	7.7	
\$325,001 - \$500,000	754	12.62%	8.6	23.1	7.5	7.7	9.5	
\$500,001 and up	613	10.26%	15.8	62.2	10.5	12.1	16.9	
MSI:	5.0			9.2	3.2	5.5	9.6	
Total Active Inventory:	5,974			1,692	2,109	1,703	470	



Monthly Inventory Analysis

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September 2017

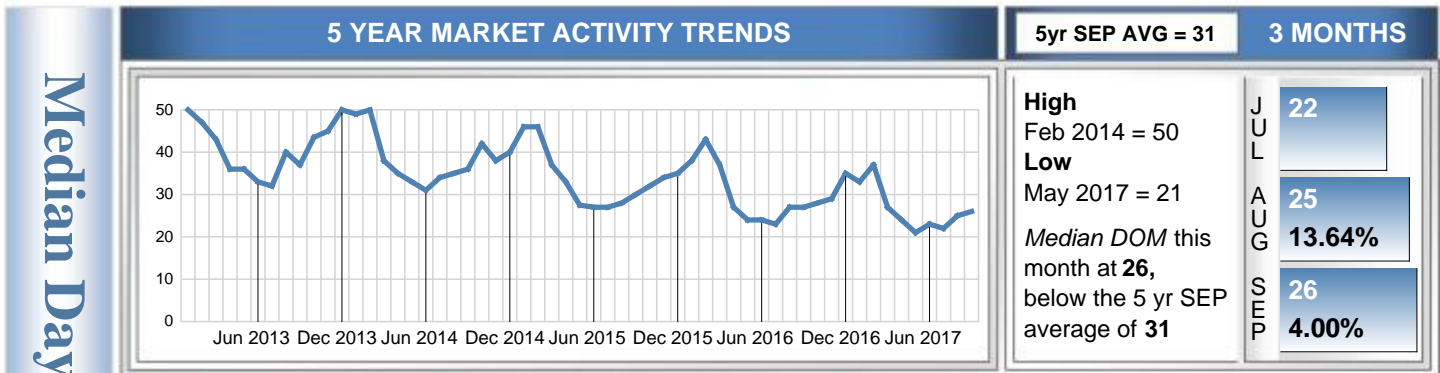
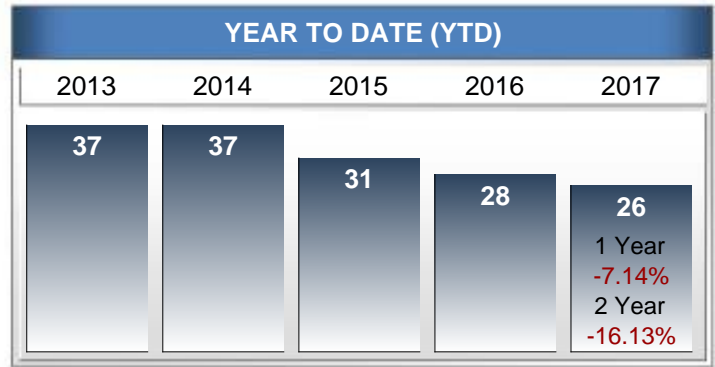
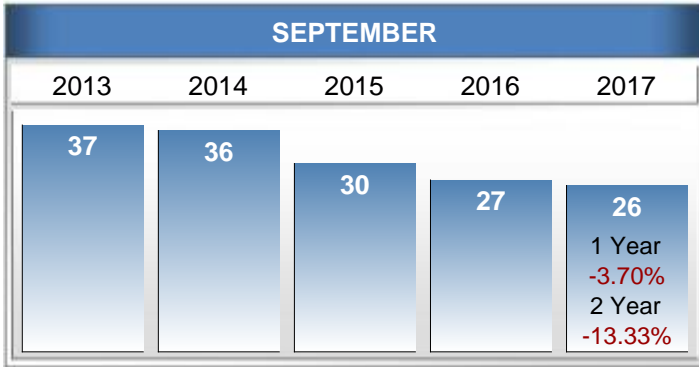
Closed Sales as of Oct 12, 2017



Median Days on Market to Sale

Report Produced on: Oct 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$50,000 and less	102		8.59%	27.5	33.0	21.0	10.0	0.0
\$50,001 - \$75,000	95		8.00%	29.0	55.0	19.0	53.5	0.0
\$75,001 - \$125,000	216		18.20%	21.5	23.0	20.0	26.0	1.0
\$125,001 - \$175,000	300		25.27%	20.0	17.0	20.0	23.0	15.0
\$175,001 - \$225,000	175		14.74%	27.0	19.0	28.0	28.0	13.0
\$225,001 - \$325,000	175		14.74%	41.0	6.0	29.0	48.5	125.0
\$325,001 and up	124		10.45%	41.5	72.0	32.5	43.0	43.5
Median Closed DOM:	26.0				30.0	22.0	37.0	28.0
Total Closed Units:	1,187				177	658	305	47
Total Closed Volume:	221,868,879				19.16M	102.82M	79.38M	20.51M



Monthly Inventory Analysis

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September 2017

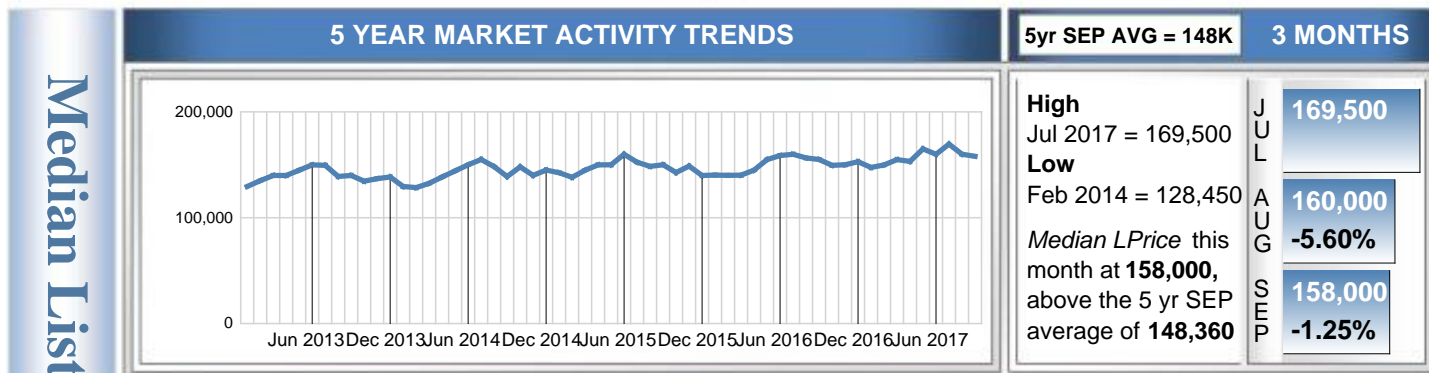
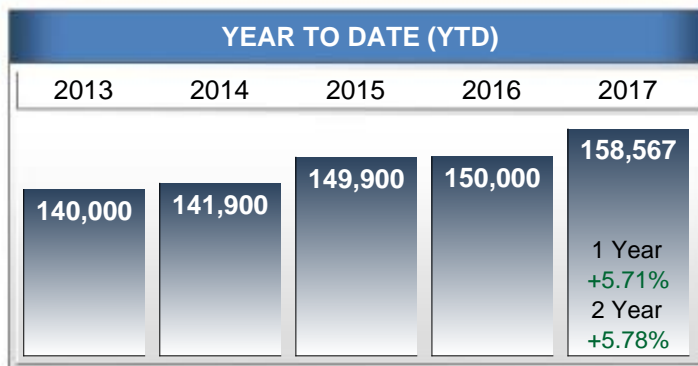
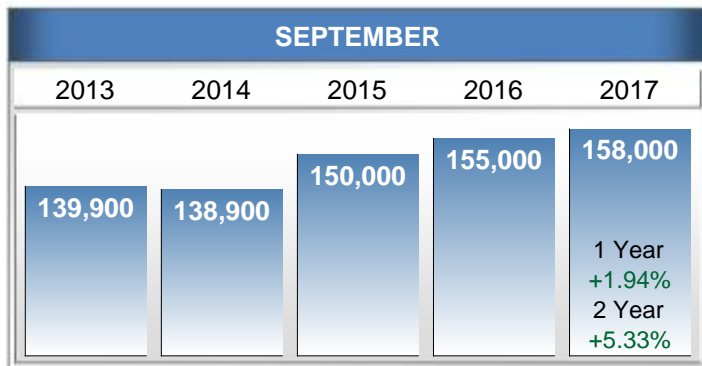
Closed Sales as of Oct 12, 2017



Median List Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$50,000 and less	93	7.83%	34,900	32,500	38,900	45,000	0
\$50,001 - \$75,000	91	7.67%	65,000	64,000	67,500	65,000	0
\$75,001 - \$125,000	222	18.70%	100,950	95,000	105,000	100,000	115,000
\$125,001 - \$175,000	289	24.35%	150,000	156,350	149,999	154,900	155,000
\$175,001 - \$225,000	180	15.16%	198,000	192,500	194,900	199,999	222,500
\$225,001 - \$325,000	177	14.91%	264,900	245,000	254,950	271,500	290,000
\$325,001 and up	135	11.37%	400,000	397,500	400,000	399,000	480,000
Median List Price:	\$158,000			\$71,650	\$143,950	\$239,900	\$349,900
Total Closed Units:	1,187			177	658	305	47
Total List Volume:	228,253,229			20.59M	105.27M	81.10M	21.29M



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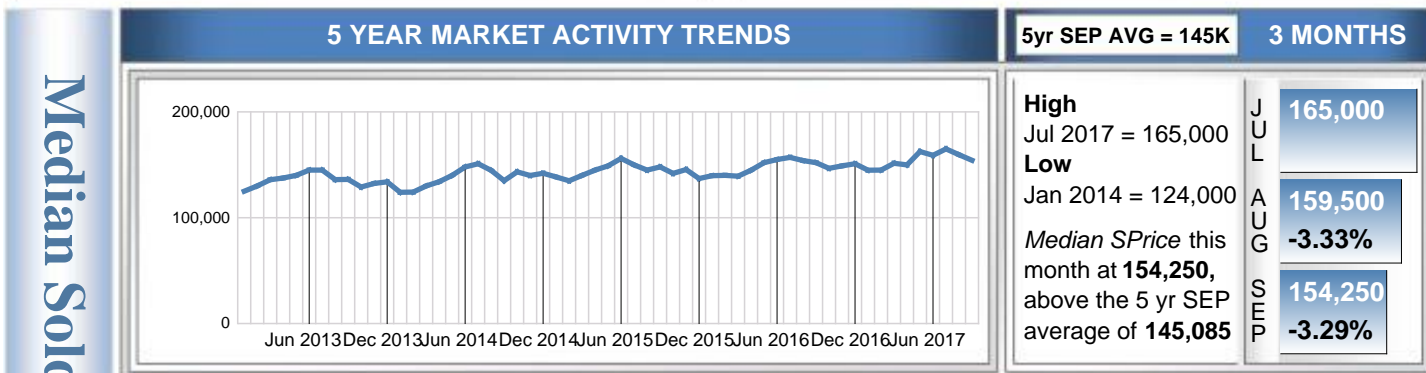
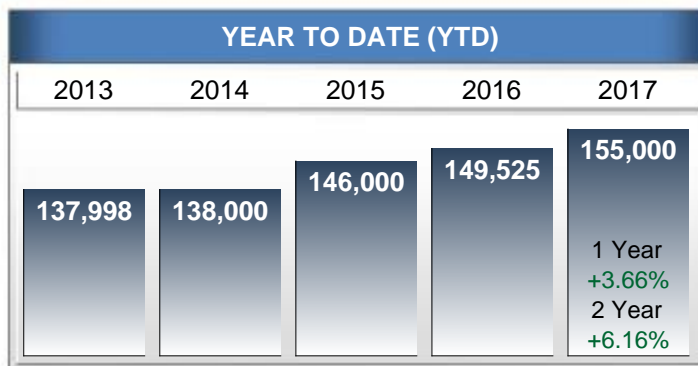
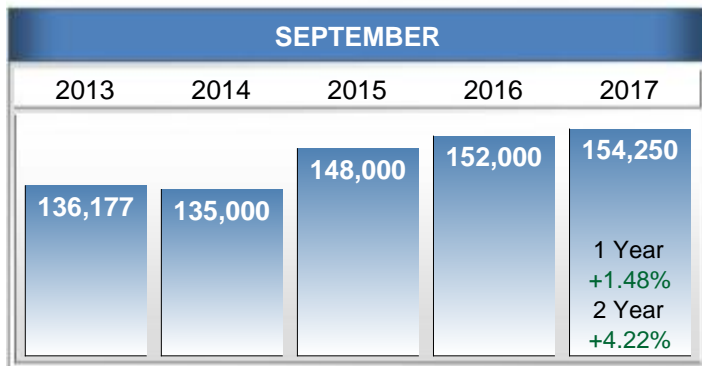
Closed Sales as of Oct 12, 2017



Median Sold Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$50,000 and less	102		8.59%	33,554	30,000	38,900	40,000	0
\$50,001 - \$75,000	95		8.00%	65,000	62,700	67,750	60,950	0
\$75,001 - \$125,000	216		18.20%	102,000	90,000	104,950	100,000	115,000
\$125,001 - \$175,000	300		25.27%	150,000	153,250	150,000	154,950	141,000
\$175,001 - \$225,000	175		14.74%	199,500	200,000	195,000	201,500	220,000
\$225,001 - \$325,000	175		14.74%	268,000	254,000	255,000	272,250	286,500
\$325,001 and up	124		10.45%	410,000	397,500	400,500	405,000	467,000
Median Closed Price:	\$154,250				\$65,000	\$140,000	\$235,000	\$338,000
Total Closed Units:	1,187				177	658	305	47
Total Closed Volume:	221,868,879				19.16M	102.82M	79.38M	20.51M



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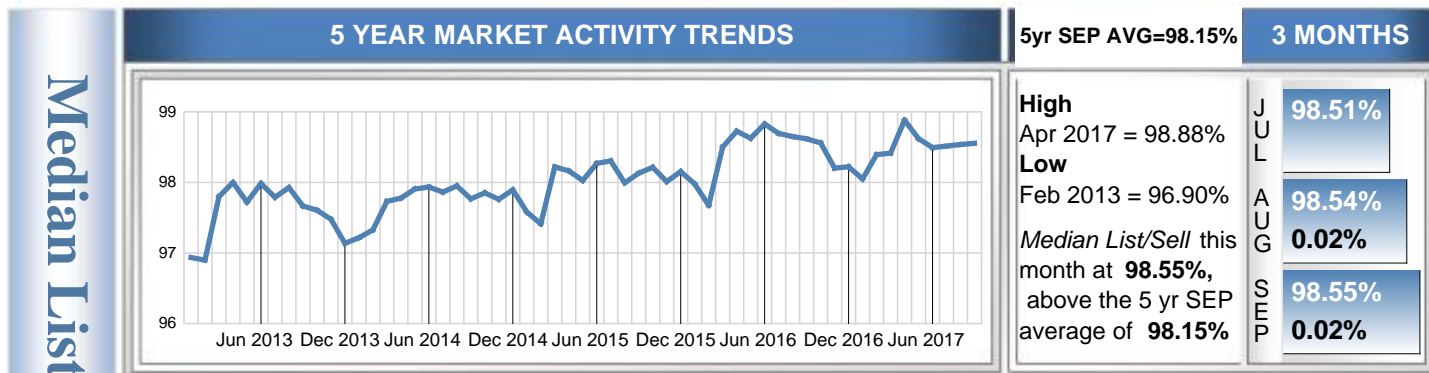
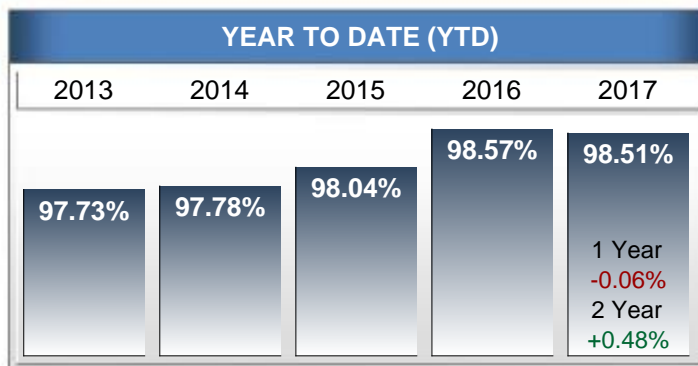
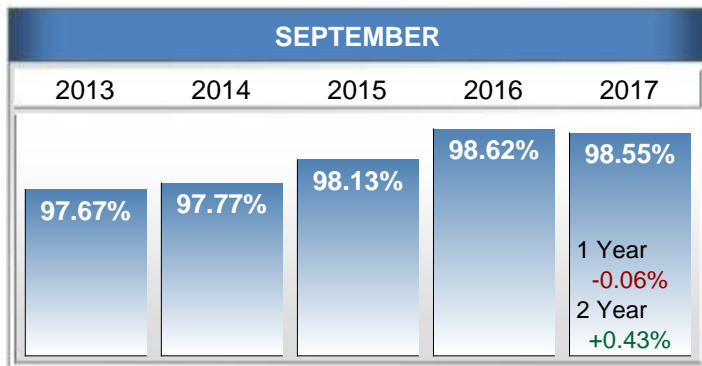
Closed Sales as of Oct 12, 2017



Median Percent of List Price to Selling Price

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$50,000 and less	102	8.59%	93.35%	93.01%	100.00%	86.67%	0.00%
\$50,001-\$75,000	95	8.00%	95.83%	94.29%	95.61%	100.00%	0.00%
\$75,001-\$125,000	216	18.20%	98.24%	98.41%	98.18%	100.00%	100.00%
\$125,001-\$175,000	300	25.27%	99.28%	98.09%	99.38%	99.02%	97.63%
\$175,001-\$225,000	175	14.74%	99.54%	100.00%	99.52%	100.00%	100.00%
\$225,001-\$325,000	175	14.74%	98.77%	100.00%	98.82%	98.70%	97.98%
\$325,001 and up	124	10.45%	97.67%	93.33%	96.28%	97.89%	97.95%
Median List/Sell Ratio:	98.55%			95.74%	98.82%	98.71%	98.11%
Total Closed Units:	1,187			177	658	305	47
Total Closed Volume:	221,868,879			19.16M	102.82M	79.38M	20.51M



Monthly Inventory Analysis

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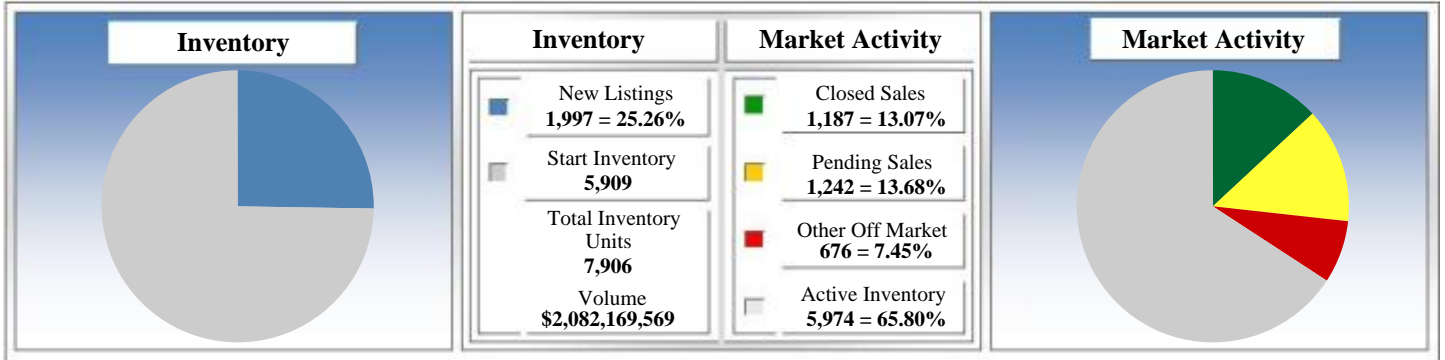
Inventory as of Oct 12, 2017



Market Summary

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Absorption: Last 12 months, an Average of **1,201** Sales/Month

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	SEPTEMBER			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,313	1,187	-9.60%	10,976	11,074	0.89%
Pending Sales	1,170	1,242	6.15%	11,707	11,994	2.45%
New Listings	2,054	1,997	-2.78%	19,567	20,011	2.27%
Median List Price	155,000	158,000	1.94%	150,000	158,567	5.71%
Median Sale Price	152,000	154,250	1.48%	149,525	155,000	3.66%
Median Percent of List Price to Selling Price	98.62%	98.55%	-0.06%	98.57%	98.51%	-0.06%
Median Days on Market to Sale	27.00	26.00	-3.70%	28.00	26.00	-7.14%
Monthly Inventory	5,301	5,974	12.70%	5,301	5,974	12.70%
Months Supply of Inventory	4.50	4.98	10.53%	4.50	4.98	10.53%

