



# August 2017

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

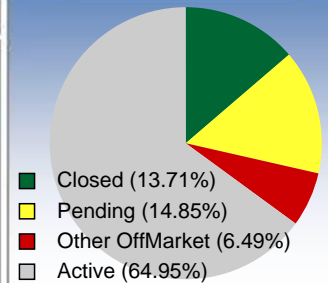


**Absorption:** Last 12 months, an Average of **1,210** Sales/Month

**Active Inventory** as of August 31, 2017 = **6,075**

	AUGUST		
	2016	2017	+/- %
Closed Listings	1,388	1,282	-7.64%
Pending Listings	1,352	1,389	2.74%
New Listings	2,256	2,173	-3.68%
Average List Price	195,646	194,976	-0.34%
Average Sale Price	189,705	189,922	0.11%
Average Percent of List Price to Selling Price	97.27%	97.73%	0.47%
Average Days on Market to Sale	42.04	40.67	-3.25%
End of Month Inventory	5,314	6,075	14.32%
Months Supply of Inventory	4.56	5.02	10.24%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 12, 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 August 2017 rose **14.32%** to 6,075 existing homes available for sale. Over the last 12 months this area has had an average of 1,210 closed sales per month. This represents an unsold inventory index of **5.02** 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 **0.11%** in August 2017 to \$189,922 versus the previous year at \$189,705.

### Average Days on Market Shortens

The average number of **40.67** days that homes spent on the market before selling decreased by 1.37 days or **3.25%** in August 2017 compared to last year's same month at **42.04** DOM.

### Sales Success for August 2017 is Positive

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

There were 2,173 New Listings in August 2017, down **3.68%** from last year at 2,256. Furthermore, there were 1,282 Closed Listings this month versus last year at 1,388, a **-7.64%** decrease.

Closed versus Listed trends yielded a **59.0%** ratio, down from last year's August 2017 at **61.5%**, a **4.11%** downswing. 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>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

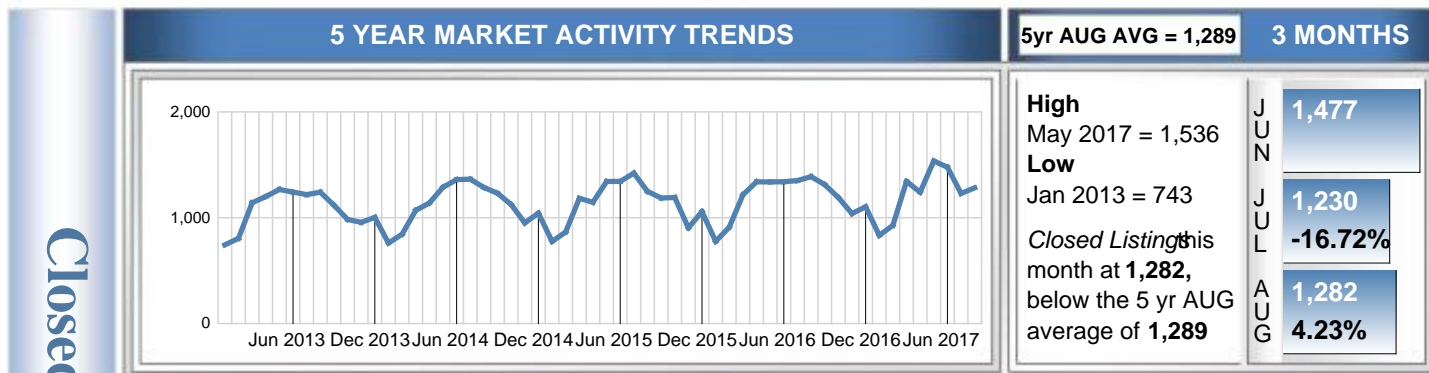
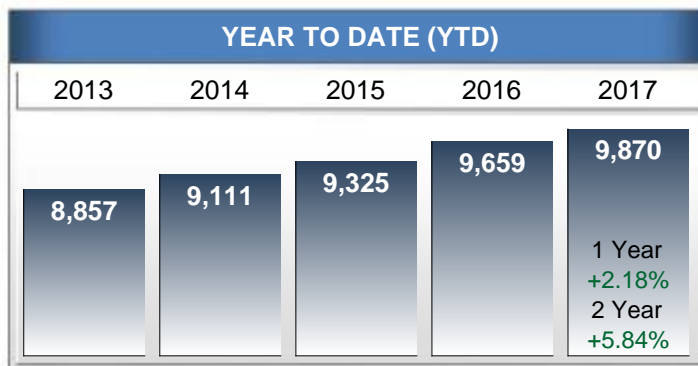
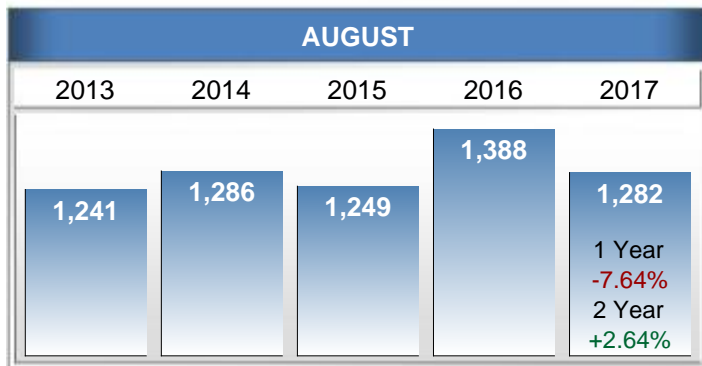
Closed Sales as of Sep 12, 2017



### Closed Listings

Report Produced on: Sep 12, 2017

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



Closed Listings

Ready to Buy or Sell Real Estate?  
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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+	
\$50,000 and less	113	8.81%	49.1	60	46	7	0	
\$50,001 - \$75,000	80	6.24%	42.4	35	38	3	4	
\$75,001 - \$125,000	220	17.16%	35.7	30	164	21	5	
\$125,001 - \$175,000	329	25.66%	34.2	33	243	49	4	
\$175,001 - \$225,000	195	15.21%	35.9	11	101	79	4	
\$225,001 - \$325,000	201	15.68%	44.9	9	67	100	25	
\$325,001 and up	144	11.23%	55.9	5	28	85	26	
Total Closed Units: 1,282				40.7	183	687	344	68
Total Closed Volume: 243,480,544					18.81M	107.99M	93.81M	22.86M
Average Closed Price: \$189,922					\$102,807	\$157,194	\$272,718	\$336,172



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

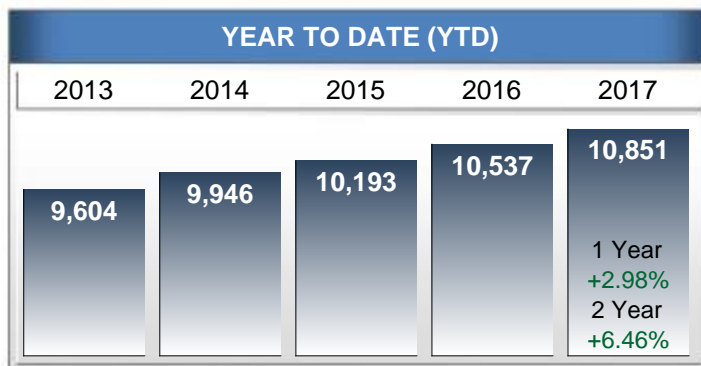
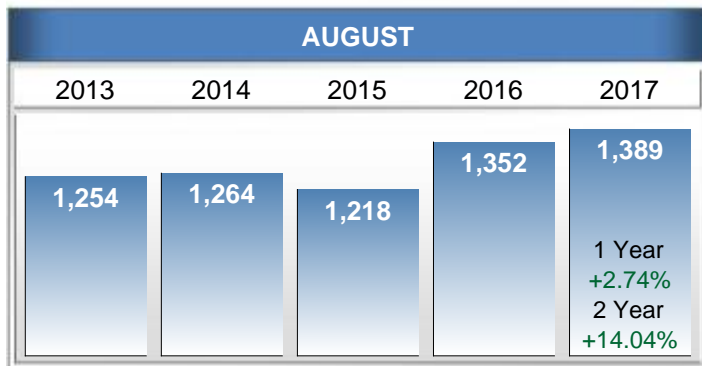
Pending Listings as of Sep 12, 2017



### Pending Listings

Report Produced on: Sep 12, 2017

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



**Pending Listings**  
  
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<b>5yr AUG AVG = 1,295</b>	<b>3 MONTHS</b>										
<b>High</b> Mar 2017 = 1,489 <b>Low</b> Dec 2013 = 732 <i>Pending Listing</i> this month at <b>1,389</b> , above the 5 yr AUG average of <b>1,295</b>	<table border="1"> <tr> <td>JUN</td> <td>1,335</td> </tr> <tr> <td>JUL</td> <td>1,313</td> </tr> <tr> <td>AUG</td> <td>1,389</td> </tr> <tr> <td colspan="2"><b>-1.65%</b></td> </tr> <tr> <td colspan="2"><b>5.79%</b></td> </tr> </table>	JUN	1,335	JUL	1,313	AUG	1,389	<b>-1.65%</b>		<b>5.79%</b>	
JUN	1,335										
JUL	1,313										
AUG	1,389										
<b>-1.65%</b>											
<b>5.79%</b>											

#### 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	102	7.34%	52.6	64	32	6	0	
\$50,001 - \$100,000	190	13.68%	48.2	52	125	13	0	
\$100,001 - \$125,000	133	9.58%	40.2	14	111	7	1	
\$125,001 - \$175,000	331	23.83%	44.8	26	247	48	10	
\$175,001 - \$250,000	295	21.24%	46.0	18	148	121	8	
\$250,001 - \$350,000	191	13.75%	56.5	4	56	108	23	
\$350,001 and up	147	10.58%	56.2	12	31	75	29	
Total Pending Units: 1,389 Total Pending Volume: 293,999,466 Average Listing Price: \$195,634				47.9	190	750	378	71
					26.31M	123.62M	106.43M	37.64M
					\$138,488	\$164,823	\$281,562	\$530,131



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

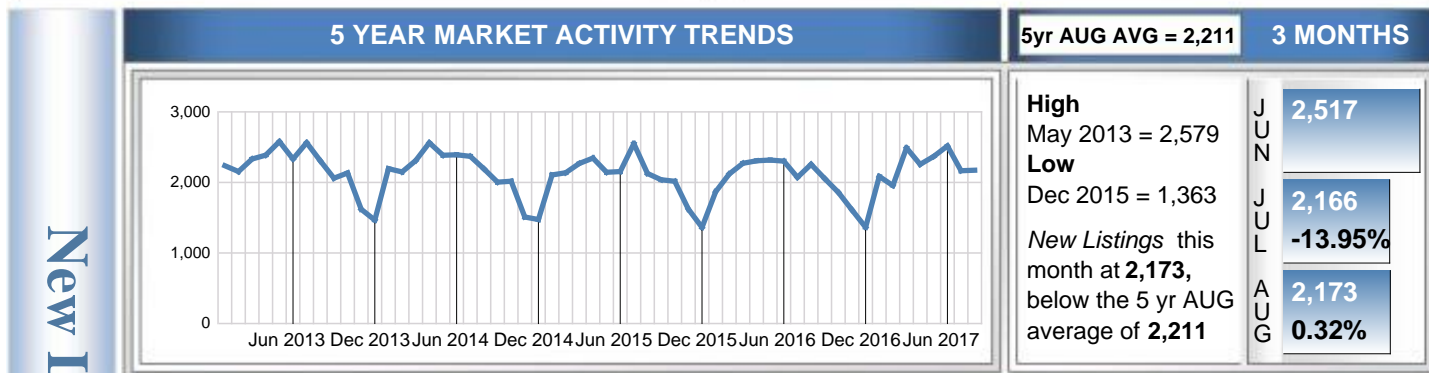
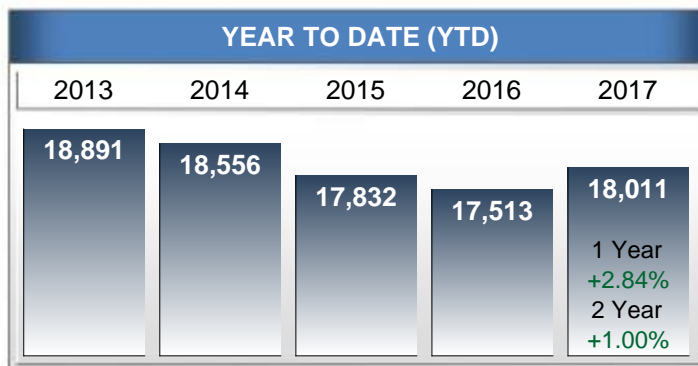
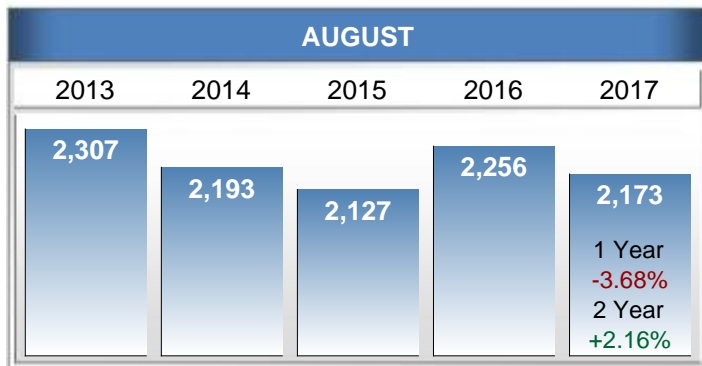
New Listings as of Sep 12, 2017



### New Listings

Report Produced on: Sep 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+
\$25,000 and less	94	4.33%	82	8	2	2
\$25,001 - \$75,000	312	14.36%	187	101	23	1
\$75,001 - \$125,000	368	16.94%	107	239	19	3
\$125,001 - \$200,000	571	26.28%	76	369	109	17
\$200,001 - \$275,000	316	14.54%	25	141	136	14
\$275,001 - \$400,000	277	12.75%	14	67	168	28
\$400,001 and up	235	10.81%	44	38	91	62
Total New Listed Units:			535	963	548	127
Total New Listed Volume:			95.27M	170.15M	161.99M	85.63M
Average New Listed Listing Price:			\$178,066	\$176,687	\$295,610	\$674,252



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

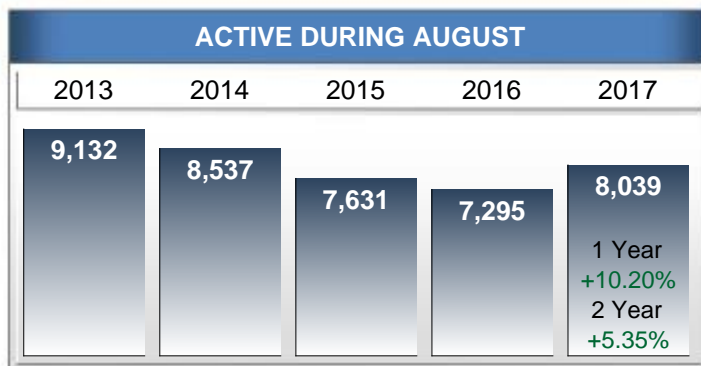
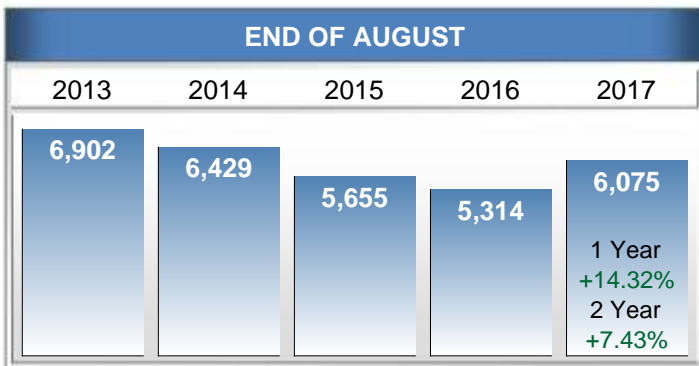
Active Inventory as of Sep 12, 2017



### Active Inventory

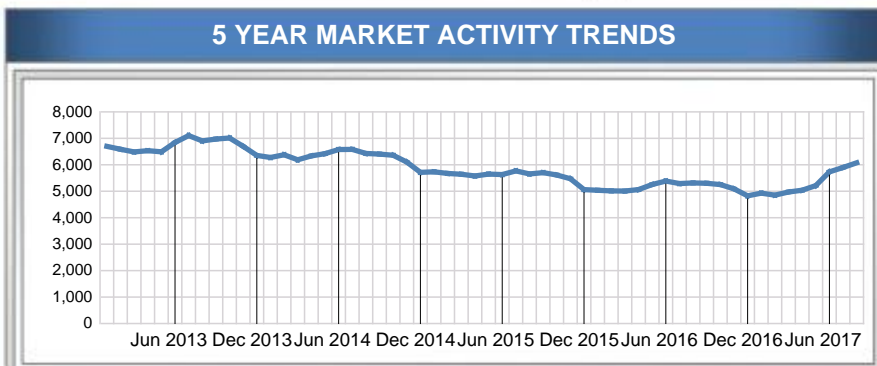
Report Produced on: Sep 12, 2017

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



Active Inventory

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5yr AUG AVG = 6,075		3 MONTHS	
<b>High</b>	Jul 2013 = 7,104	JUN	5,732
<b>Low</b>	Dec 2016 = 4,827	JUL	5,899
<i>Inventory this month at 6,075, equal to 5 yr AUG average of 6,075</i>		AUG	6,075
			2.91%
			2.98%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	292	4.81%	86.7	276	13	2	1		
\$25,001 - \$75,000	948	15.60%	77.0	679	221	47	1		
\$75,001 - \$125,000	759	12.49%	75.5	257	445	47	10		
\$125,001 - \$225,000	1,639	26.98%	65.8	259	931	418	31		
\$225,001 - \$325,000	1,049	17.27%	74.0	92	316	545	96		
\$325,001 - \$500,000	784	12.91%	79.2	82	135	440	127		
\$500,001 and up	604	9.94%	89.3	101	72	219	212		
Total Active Inventory by Units:				6,075	75.2	1,746	2,133	1,718	478
Total Active Inventory by Volume:				1,632,715,186		323.86M	415.54M	583.22M	310.10M
Average Active Inventory Listing Price:				\$268,760		\$185,485	\$194,813	\$339,478	\$648,744



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## August 2017

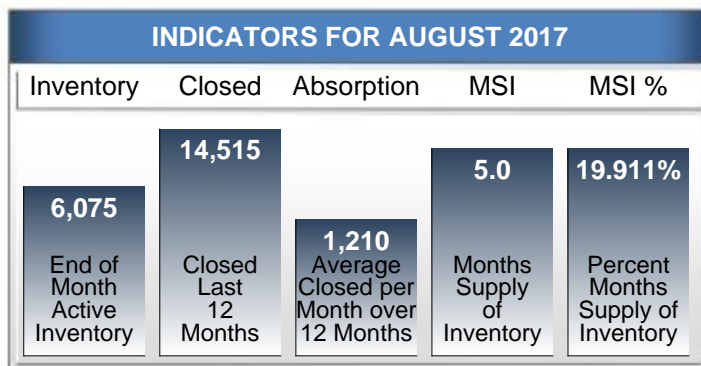
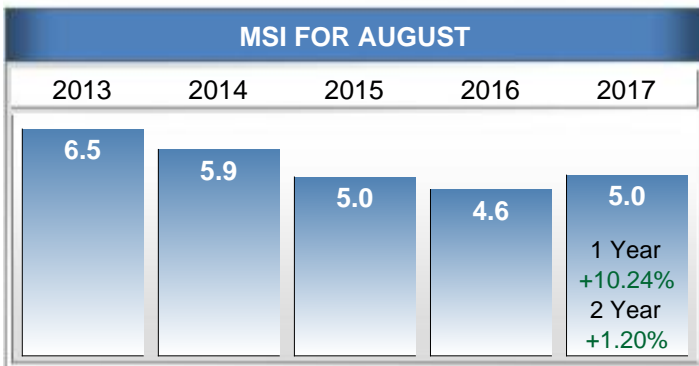
Active Inventory as of Sep 12, 2017



### Months Supply of Inventory

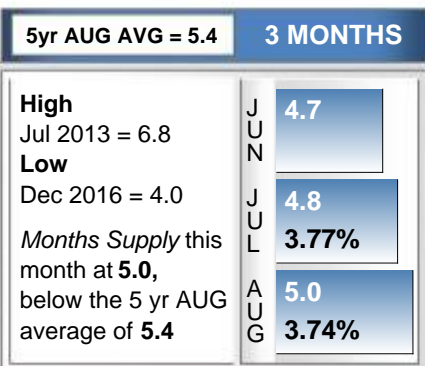
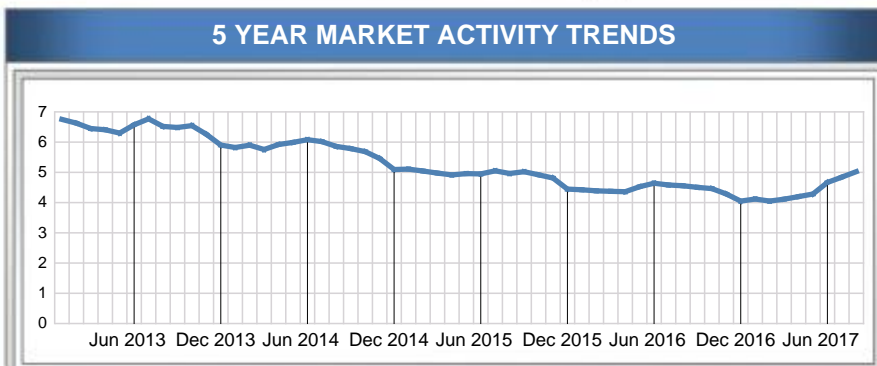
Report Produced on: Sep 12, 2017

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



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	292	4.81%	7.1	9.5	1.3	1.0	6.0	
\$25,001 - \$75,000	948	15.60%	5.7	9.4	2.6	5.2	0.8	
\$75,001 - \$125,000	759	12.49%	3.4	6.3	2.8	2.1	5.5	
\$125,001 - \$225,000	1,639	26.98%	3.4	8.3	2.9	3.4	4.0	
\$225,001 - \$325,000	1,049	17.27%	6.2	11.2	5.1	6.4	7.5	
\$325,001 - \$500,000	784	12.91%	9.0	25.2	7.5	8.3	9.7	
\$500,001 and up	604	9.94%	15.5	57.7	11.7	11.8	17.0	
MSI:	5.0			9.4	3.2	5.5	9.7	
Total Active Inventory:	6,075			1,746	2,133	1,718	478	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

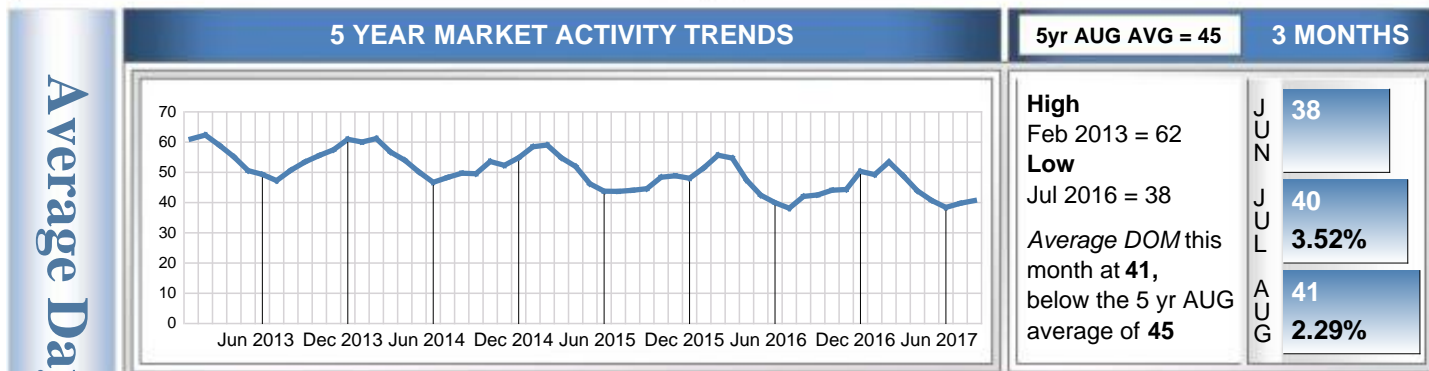
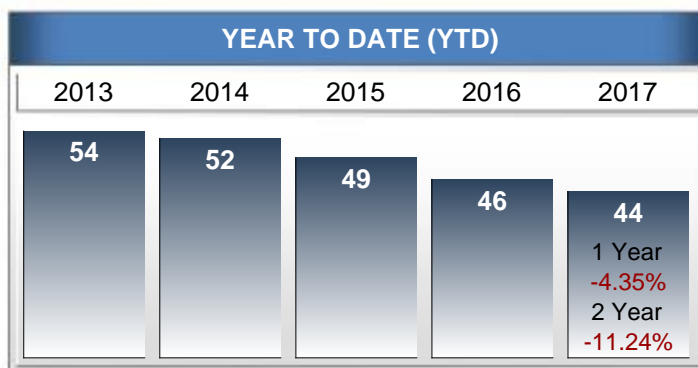
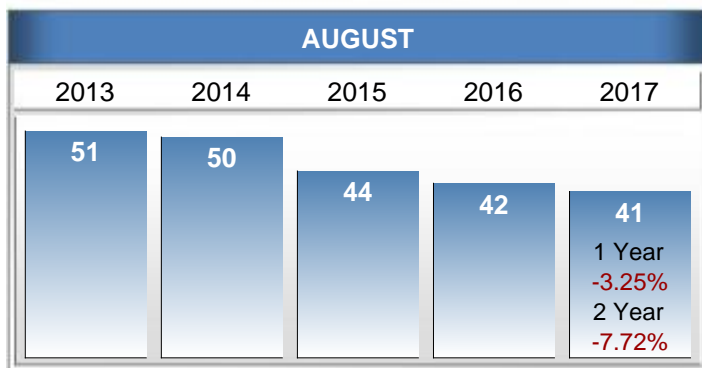
Closed Sales as of Sep 12, 2017



### Average Days on Market to Sale

Report Produced on: Sep 12, 2017

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



Average Days on Market

Ready to Buy or Sell Real Estate?  
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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+
\$50,000 and less	113	8.81%	49.1	51.7	45.7	50.3	0.0
\$50,001 - \$75,000	80	6.24%	42.4	45.1	37.1	25.3	81.8
\$75,001 - \$125,000	220	17.16%	35.7	40.7	35.3	32.8	30.6
\$125,001 - \$175,000	329	25.66%	34.2	29.8	33.1	40.5	64.5
\$175,001 - \$225,000	195	15.21%	35.9	29.2	36.8	33.3	84.8
\$225,001 - \$325,000	201	15.68%	44.9	47.0	33.7	49.3	56.6
\$325,001 and up	144	11.23%	55.9	96.0	41.6	55.6	64.7
Average Closed DOM: 40.7				44.3	35.6	44.7	61.4
Total Closed Units: 1,282				183	687	344	68
Total Closed Volume: 243,480,544				18.81M	107.99M	93.81M	22.86M



# Monthly Inventory Analysis

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## August 2017

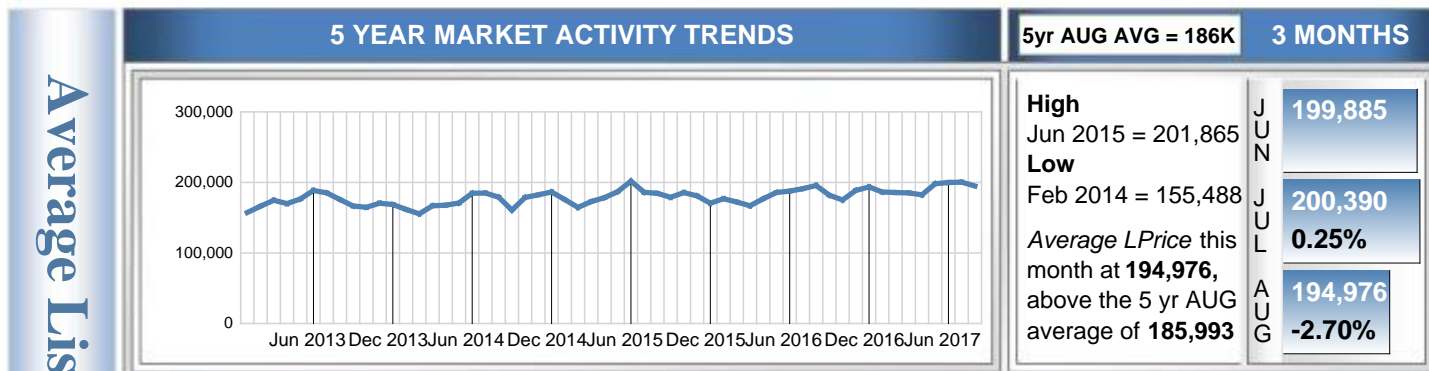
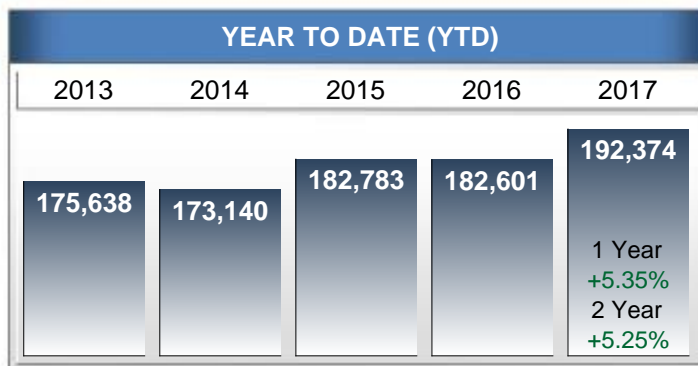
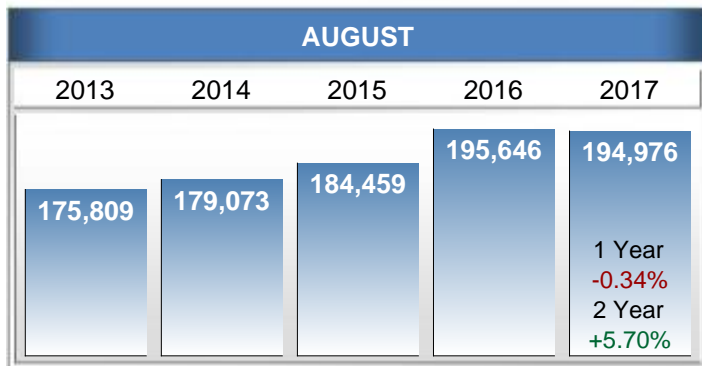
Closed Sales as of Sep 12, 2017



### Average List Price at Closing

Report Produced on: Sep 12, 2017

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



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+
\$50,000 and less	109	8.50%	34,452	33,741	39,847	34,900	0
\$50,001 - \$75,000	75	5.85%	62,639	64,326	65,861	68,300	68,858
\$75,001 - \$125,000	213	16.61%	102,177	97,147	107,966	100,115	95,340
\$125,001 - \$175,000	337	26.29%	150,513	142,061	151,475	159,218	151,175
\$175,001 - \$225,000	193	15.05%	199,724	211,309	201,713	202,078	204,950
\$225,001 - \$325,000	196	15.29%	267,610	267,549	265,861	274,374	296,301
\$325,001 and up	159	12.40%	490,702	610,800	490,768	495,494	540,815
Average List Price:	\$194,976			\$107,457	\$161,248	\$278,697	\$347,726
Total Closed Units:	1,282			183	687	344	68
Total List Volume:	249,959,468			19.66M	110.78M	95.87M	23.65M





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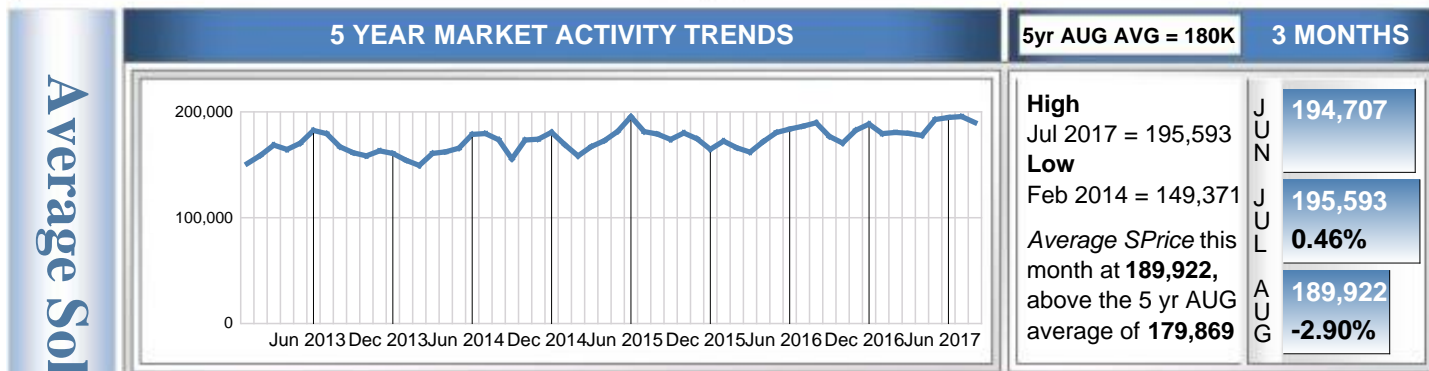
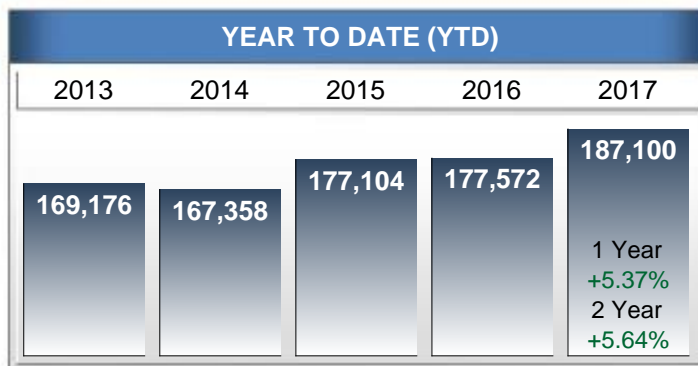
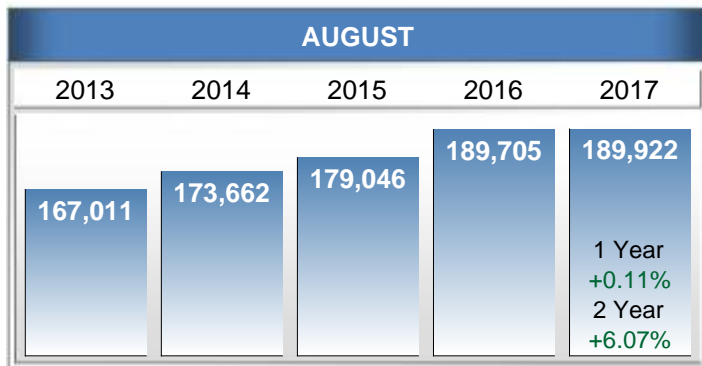
Closed Sales as of Sep 12, 2017



### Average Sold Price at Closing

Report Produced on: Sep 12, 2017

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



Average Sold Price

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

#### 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+
\$50,000 and less	113	8.81%	32,486	29,944	35,835	32,271	0
\$50,001 - \$75,000	80	6.24%	62,071	61,480	61,584	67,511	67,788
\$75,001 - \$125,000	220	17.16%	102,496	95,247	104,884	96,501	92,835
\$125,001 - \$175,000	329	25.66%	149,932	145,491	149,617	154,667	147,700
\$175,001 - \$225,000	195	15.21%	198,085	199,582	197,006	199,071	201,750
\$225,001 - \$325,000	201	15.68%	268,687	256,794	260,939	270,258	287,445
\$325,001 and up	144	11.23%	488,434	540,000	466,614	482,693	520,785
Average Closed Price: \$189,922				\$102,807	\$157,194	\$272,718	\$336,172
Total Closed Units: 1,282				183	687	344	68
Total Closed Volume: 243,480,544				18.81M	107.99M	93.81M	22.86M



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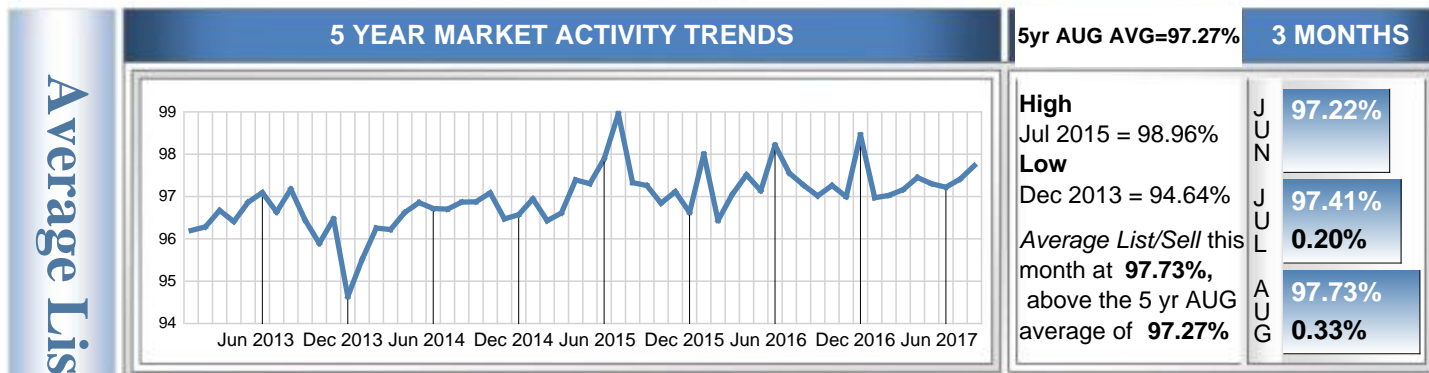
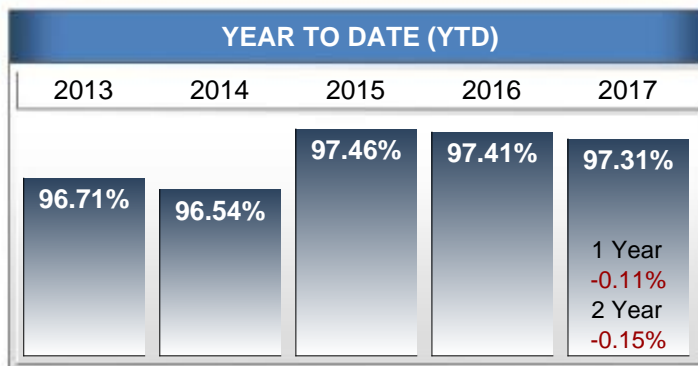
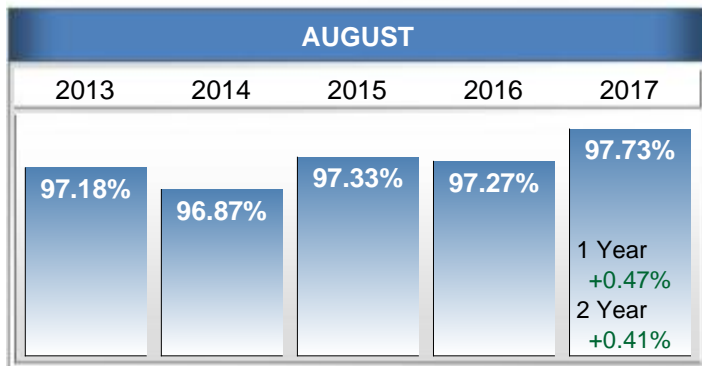
Closed Sales as of Sep 12, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Sep 12, 2017

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



Average List/Sell Price

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#### 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+
\$50,000 and less	113	8.81%	91.40%	90.41%	92.72%	91.18%	0.00%
\$50,001-\$75,000	80	6.24%	95.81%	96.24%	94.89%	98.80%	98.62%
\$75,001-\$125,000	220	17.16%	98.53%	105.27%	97.47%	97.32%	97.80%
\$125,001-\$175,000	329	25.66%	99.67%	109.72%	98.83%	97.20%	97.47%
\$175,001-\$225,000	195	15.21%	98.03%	94.67%	97.90%	98.63%	98.50%
\$225,001-\$325,000	201	15.68%	98.17%	96.09%	98.22%	98.57%	97.23%
\$325,001 and up	144	11.23%	97.10%	93.75%	96.13%	97.86%	96.33%
Average List/Sell Ratio: 97.70%				98.07%	97.57%	97.99%	97.10%
Total Closed Units: 1,282				183	687	344	68
Total Closed Volume: 243,480,544				18.81M	107.99M	93.81M	22.86M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

Inventory as of Sep 12, 2017



### Market Summary

Report Produced on: Sep 12, 2017

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



**Absorption:** Last 12 months, an Average of **1,210** Sales/Month

**Active Inventory** as of August 31, 2017 = **6,075**

	AUGUST			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,388	1,282	-7.64%	9,659	9,870	2.18%
Pending Sales	1,352	1,389	2.74%	10,537	10,851	2.98%
New Listings	2,256	2,173	-3.68%	17,513	18,011	2.84%
Average List Price	195,646	194,976	-0.34%	182,601	192,374	5.35%
Average Sale Price	189,705	189,922	0.11%	177,572	187,100	5.37%
Average Percent of List Price to Selling Price	97.27%	97.73%	0.47%	97.41%	97.31%	-0.11%
Average Days on Market to Sale	42.04	40.67	-3.25%	45.66	43.67	-4.35%
Monthly Inventory	5,314	6,075	14.32%	5,314	6,075	14.32%
Months Supply of Inventory	4.56	5.02	10.24%	4.56	5.02	10.24%

