



August 2017

Area Delimited by County Of Rogers

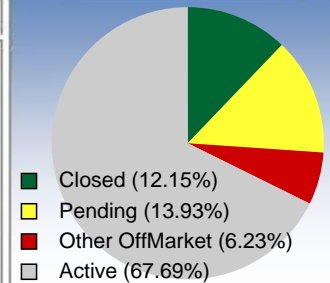


Absorption: Last 12 months, an Average of **124** Sales/Month

Active Inventory as of August 31, 2017 = **685**

	AUGUST		
	2016	2017	+/- %
Closed Listings	139	123	-11.51%
Pending Listings	128	141	10.16%
New Listings	248	256	3.23%
Median List Price	162,900	169,900	4.30%
Median Sale Price	163,000	169,900	4.23%
Median Percent of List Price to Selling Price	99.18%	98.71%	-0.48%
Median Days on Market to Sale	36.00	26.00	-27.78%
End of Month Inventory	685	685	0.00%
Months Supply of Inventory	5.91	5.51	-6.71%

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) Decreases

The total housing inventory at the end of August 2017 decreased **0.00%** to 685 existing homes available for sale. Over the last 12 months this area has had an average of 124 closed sales per month. This represents an unsold inventory index of **5.51** 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 **4.23%** in August 2017 to \$169,900 versus the previous year at \$163,000.

Median Days on Market Shortens

The median number of **26.00** days that homes spent on the market before selling decreased by 10.00 days or **27.78%** in August 2017 compared to last year's same month at **36.00** DOM.

Sales Success for August 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 256 New Listings in August 2017, up **3.23%** from last year at 248. Furthermore, there were 123 Closed Listings this month versus last year at 139, a **-11.51%** decrease.

Closed versus Listed trends yielded a **48.0%** ratio, down from last year's August 2017 at **56.0%**, a **14.28%** 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.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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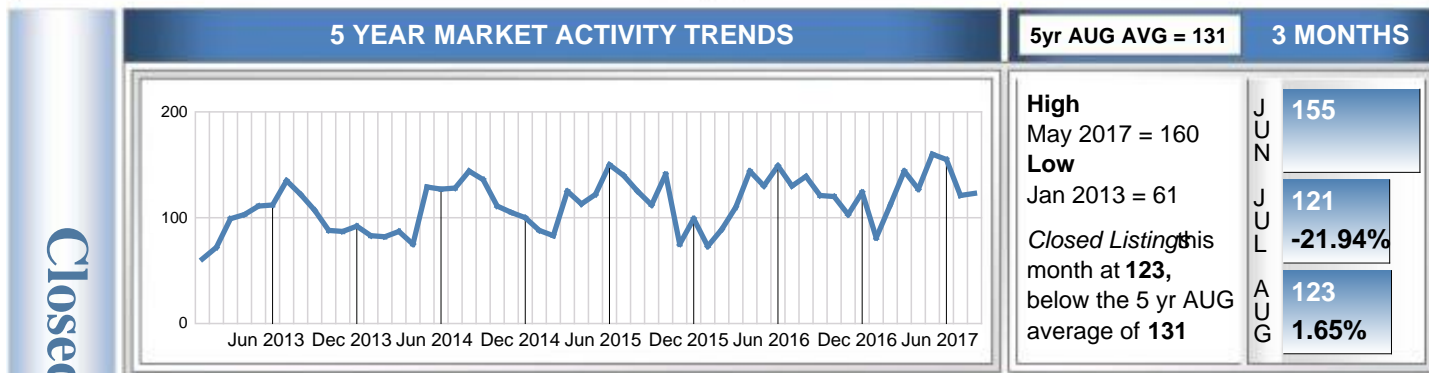
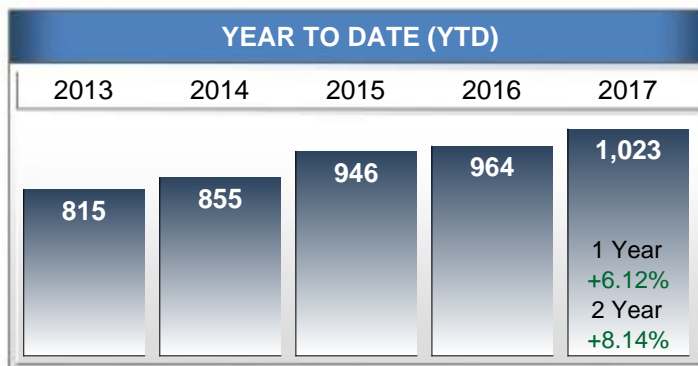
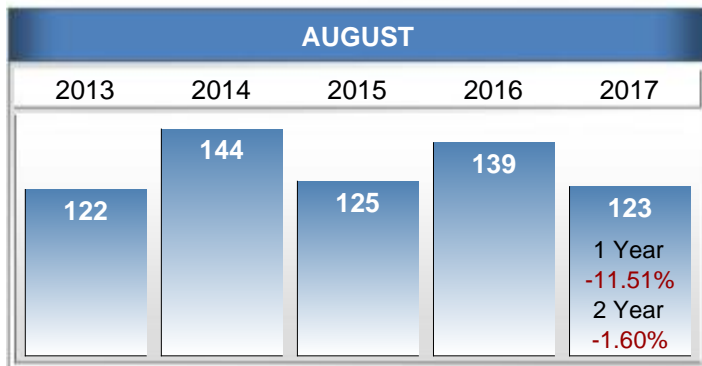
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 12, 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+
\$75,000 and less	12	9.76%	50.0	10	1	0	1
\$75,001 - \$100,000	11	8.94%	53.0	6	4	1	0
\$100,001 - \$125,000	10	8.13%	27.5	1	8	1	0
\$125,001 - \$200,000	41	33.33%	22.0	6	28	6	1
\$200,001 - \$250,000	19	15.45%	32.0	1	12	5	1
\$250,001 - \$375,000	17	13.82%	21.0	1	4	8	4
\$375,001 and up	13	10.57%	16.0	0	1	7	5
Total Closed Units:	123		26.0	25	58	28	12
Total Closed Volume:	26,374,324			2.66M	10.05M	9.28M	4.38M
Median Closed Price:	\$169,900			\$85,000	\$168,500	\$255,850	\$317,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

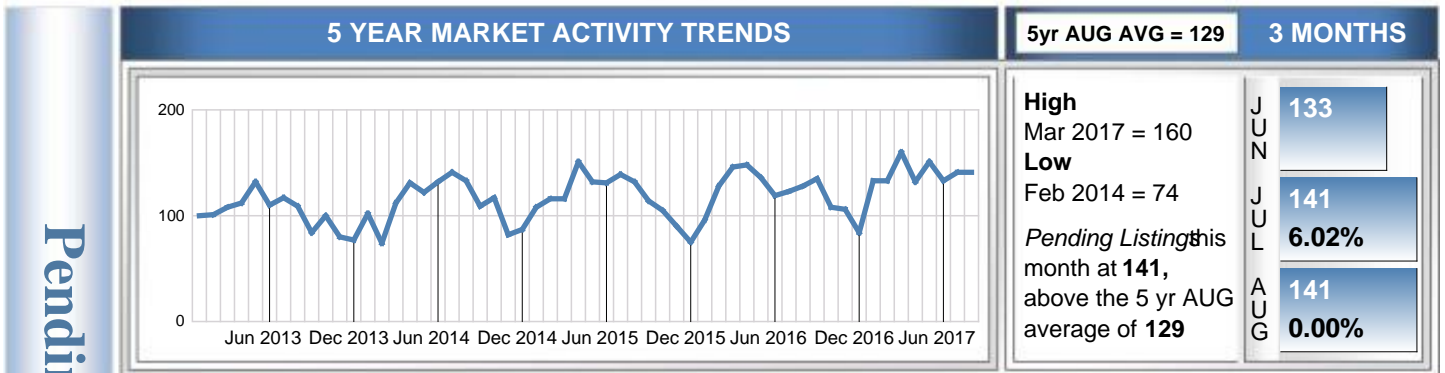
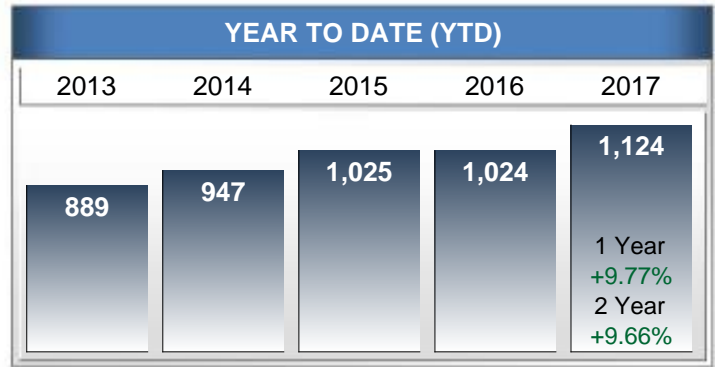
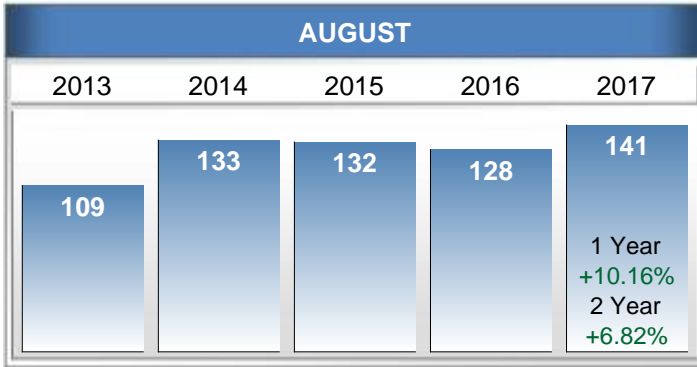
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



Pending Listings

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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	13	9.22%	26.0	9	2	2	0
\$50,001 - \$100,000	16	11.35%	41.5	4	12	0	0
\$100,001 - \$125,000	13	9.22%	28.0	1	11	1	0
\$125,001 - \$175,000	34	24.11%	28.5	5	24	1	4
\$175,001 - \$250,000	33	23.40%	49.0	2	18	12	1
\$250,001 - \$325,000	15	10.64%	40.0	1	5	8	1
\$325,001 and up	17	12.06%	25.0	2	4	7	4
Total Pending Units:				24	76	31	10
Total Pending Volume:				2.87M	12.96M	8.11M	8.85M
Median Listing Price:				\$67,500	\$146,700	\$245,000	\$237,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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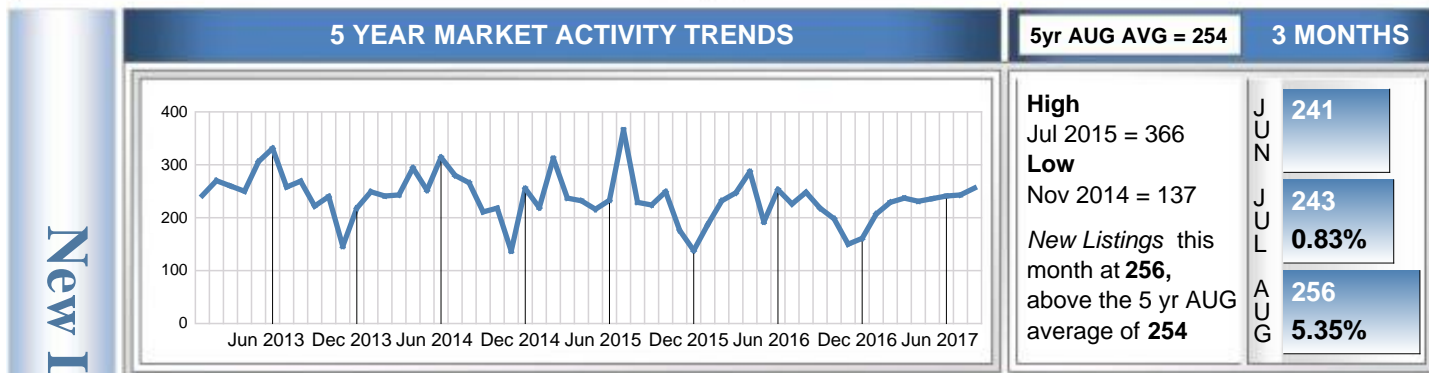
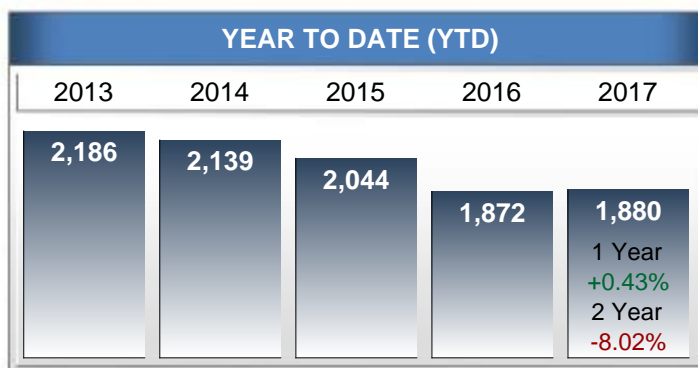
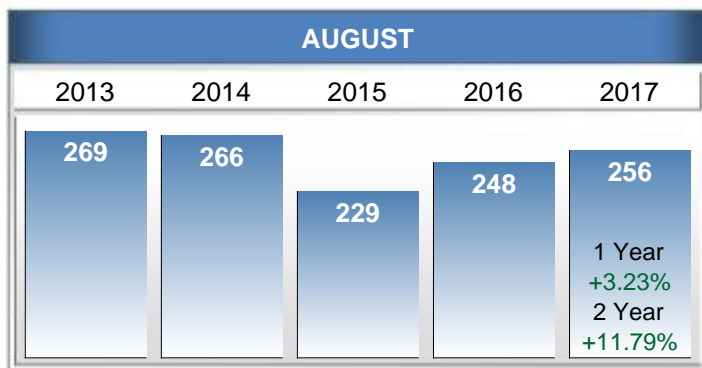
New Listings as of Sep 12, 2017



New Listings

Report Produced on: Sep 12, 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	10	3.91%	10	0	0	0
\$25,001 - \$75,000	47	18.36%	36	7	4	0
\$75,001 - \$125,000	31	12.11%	9	19	2	1
\$125,001 - \$175,000	55	21.48%	7	40	5	3
\$175,001 - \$275,000	54	21.09%	6	30	18	0
\$275,001 - \$375,000	32	12.50%	1	9	20	2
\$375,001 and up	27	10.55%	4	4	9	10
Total New Listed Units:			73	109	58	16
Total New Listed Volume:			9.32M	19.81M	16.31M	16.91M
Median New Listed Listing Price:			\$45,000	\$165,000	\$274,668	\$542,750

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

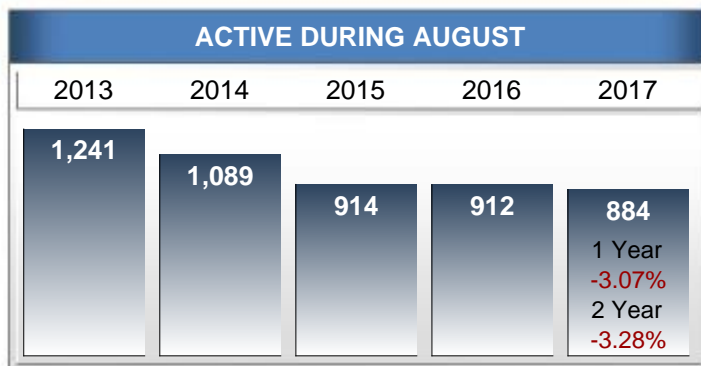
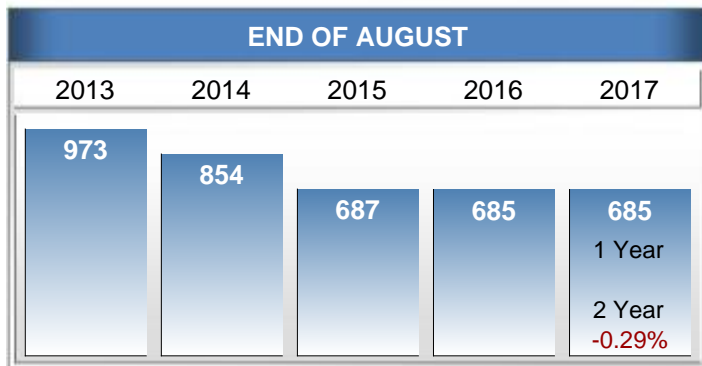
Active Inventory as of Sep 12, 2017



Active Inventory

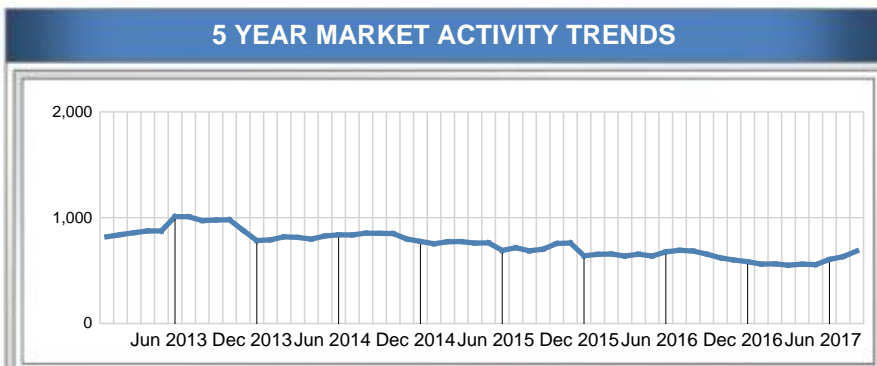
Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr AUG AVG = 777 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Mar 2017 = 551

Inventory this month at **685**, below the 5 yr AUG average of **777**

JUN	605
JUL	632
AUG	685

4.46% (Jul vs Aug)
8.39% (Aug vs 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	38	5.55%	75.5	36	2	0	0		
\$25,001 - \$75,000	111	16.20%	49.0	95	12	4	0		
\$75,001 - \$125,000	77	11.24%	53.0	34	34	5	4		
\$125,001 - \$225,000	203	29.64%	55.0	35	110	55	3		
\$225,001 - \$300,000	95	13.87%	73.0	9	36	47	3		
\$300,001 - \$450,000	85	12.41%	63.0	11	18	44	12		
\$450,001 and up	76	11.09%	74.5	10	11	24	31		
Total Active Inventory by Units:				685	62.0	230	223	179	53
Total Active Inventory by Volume:				174,471,469		30.90M	46.69M	53.96M	42.92M
Median Active Inventory Listing Price:				\$175,000		\$64,700	\$172,000	\$270,000	\$499,000



Monthly Inventory Analysis

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August 2017

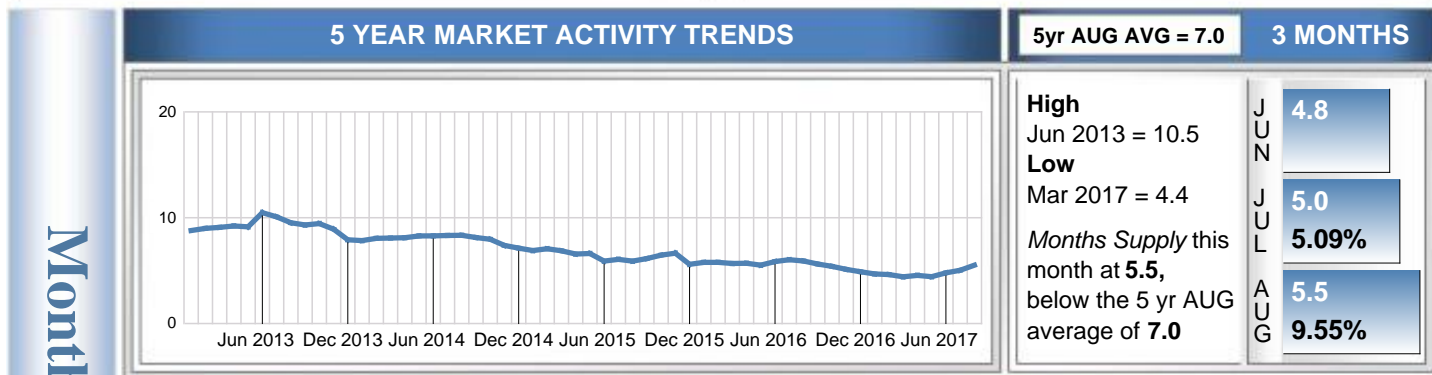
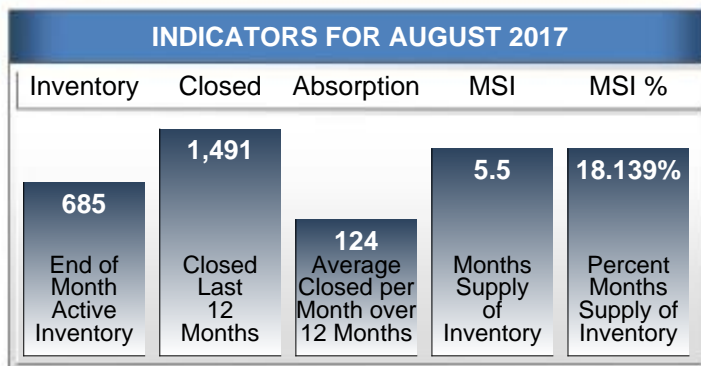
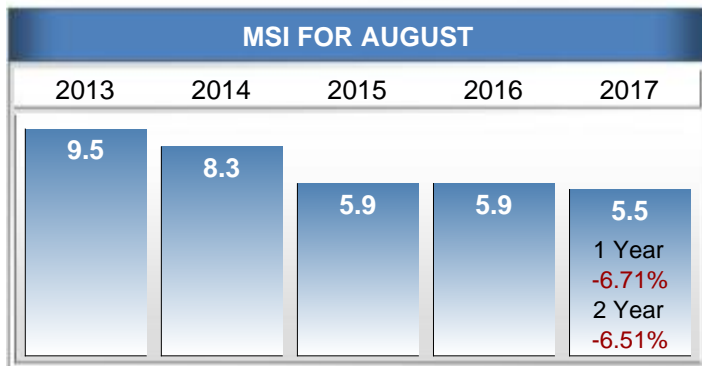
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

Report Produced on: Sep 12, 2017

Area Delimited by 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	38	5.55%	8.3	8.8	4.8	0.0	0.0	
\$25,001 - \$75,000	111	16.20%	7.3	12.4	1.8	4.8	0.0	
\$75,001 - \$125,000	77	11.24%	3.5	7.8	2.3	2.1	48.0	
\$125,001 - \$225,000	203	29.64%	3.9	16.2	3.0	4.2	3.6	
\$225,001 - \$300,000	95	13.87%	6.4	21.6	6.0	6.3	3.0	
\$300,001 - \$450,000	85	12.41%	8.2	33.0	12.0	6.2	8.5	
\$450,001 and up	76	11.09%	14.7	24.0	44.0	8.2	19.6	
MSI:	5.5			11.8	3.4	5.3	10.4	
Total Active Inventory:	685			230	223	179	53	



Monthly Inventory Analysis

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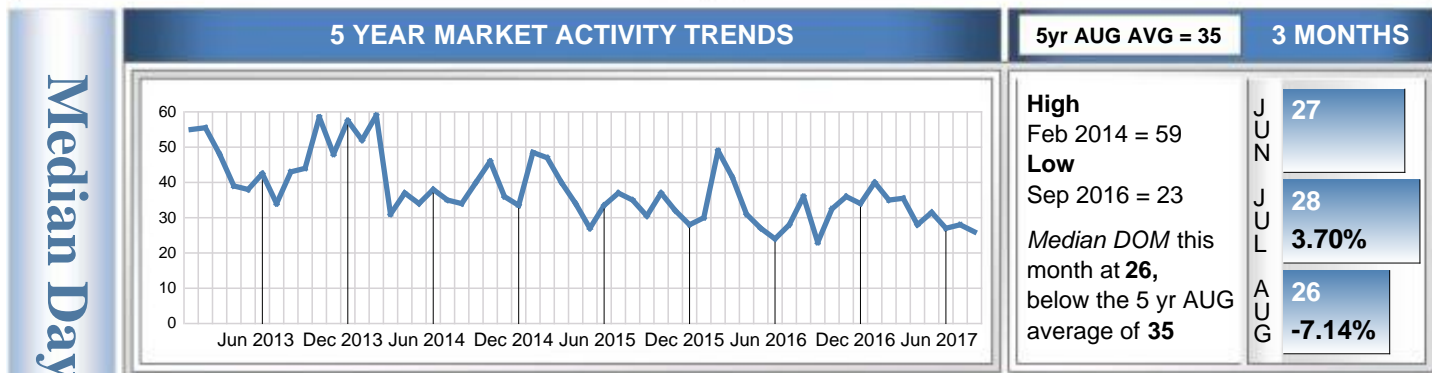
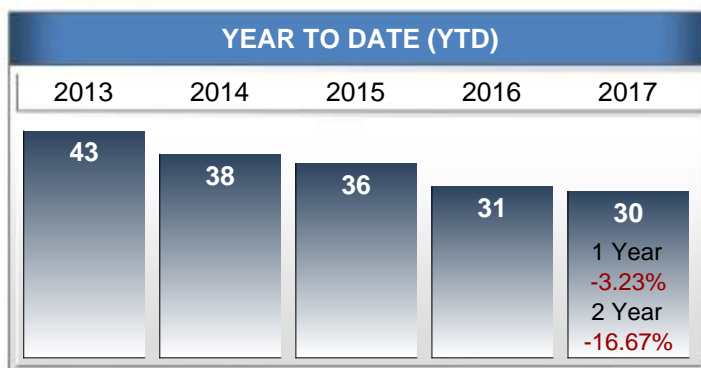
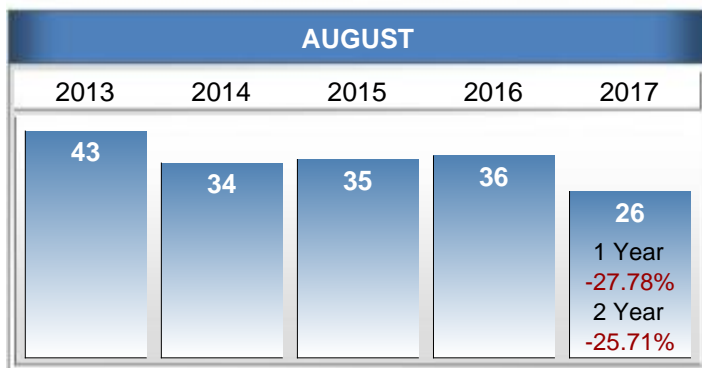
Closed Sales as of Sep 12, 2017



Median Days on Market to Sale

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



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+
\$75,000 and less	12	9.76%	50.0	50.0	13.0	0.0	77.0
\$75,001 - \$100,000	11	8.94%	53.0	31.0	91.0	53.0	0.0
\$100,001 - \$125,000	10	8.13%	27.5	11.0	49.0	6.0	0.0
\$125,001 - \$200,000	41	33.33%	22.0	16.5	23.0	16.0	47.0
\$200,001 - \$250,000	19	15.45%	32.0	143.0	24.5	32.0	120.0
\$250,001 - \$375,000	17	13.82%	21.0	100.0	2.0	60.0	42.0
\$375,001 and up	13	10.57%	16.0	0.0	13.0	16.0	25.0
Median Closed DOM:	26.0			34.0	22.5	25.0	52.5
Total Closed Units:	123			25	58	28	12
Total Closed Volume:	26,374,324			2.66M	10.05M	9.28M	4.38M



Monthly Inventory Analysis

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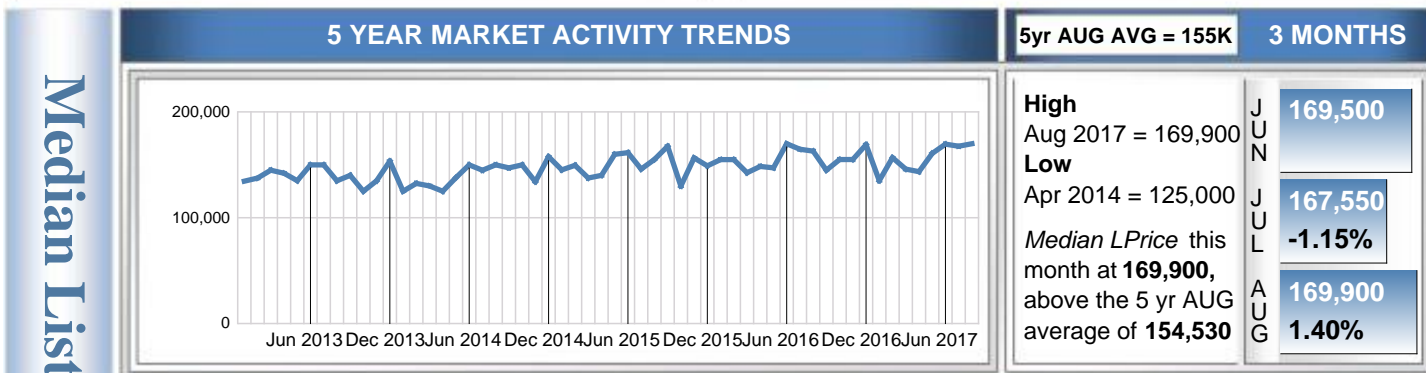
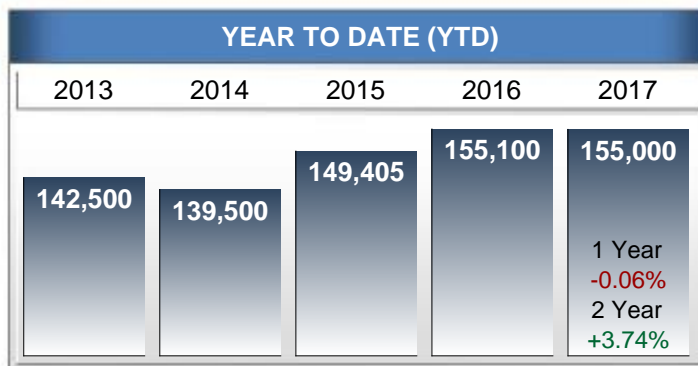
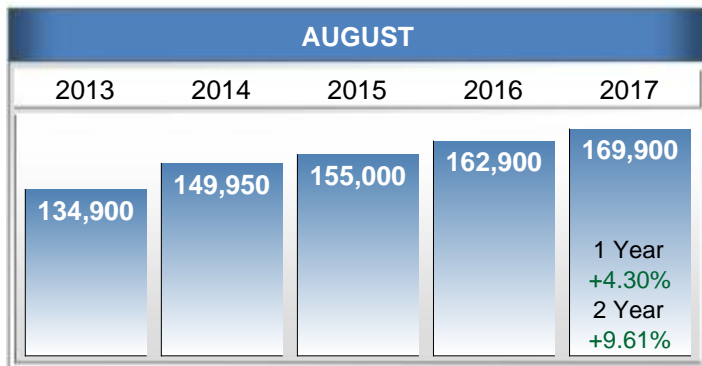
Closed Sales as of Sep 12, 2017



Median List Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



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+
\$75,000 and less	16	13.01%	52,500	50,000	56,000	75,000	58,432
\$75,001 - \$100,000	8	6.50%	89,900	89,950	87,700	0	0
\$100,001 - \$125,000	11	8.94%	120,000	117,450	123,500	109,900	0
\$125,001 - \$200,000	36	29.27%	157,450	167,500	155,000	164,500	136,900
\$200,001 - \$250,000	20	16.26%	227,450	245,000	218,950	234,900	0
\$250,001 - \$375,000	18	14.63%	289,994	0	275,000	294,700	289,900
\$375,001 and up	14	11.38%	494,450	400,000	425,000	499,000	549,000
Median List Price:	\$169,900			\$70,000	\$168,250	\$259,950	\$334,194
Total Closed Units:	123			25	58	28	12
Total List Volume:	26,840,321			2.51M	10.32M	9.47M	4.55M



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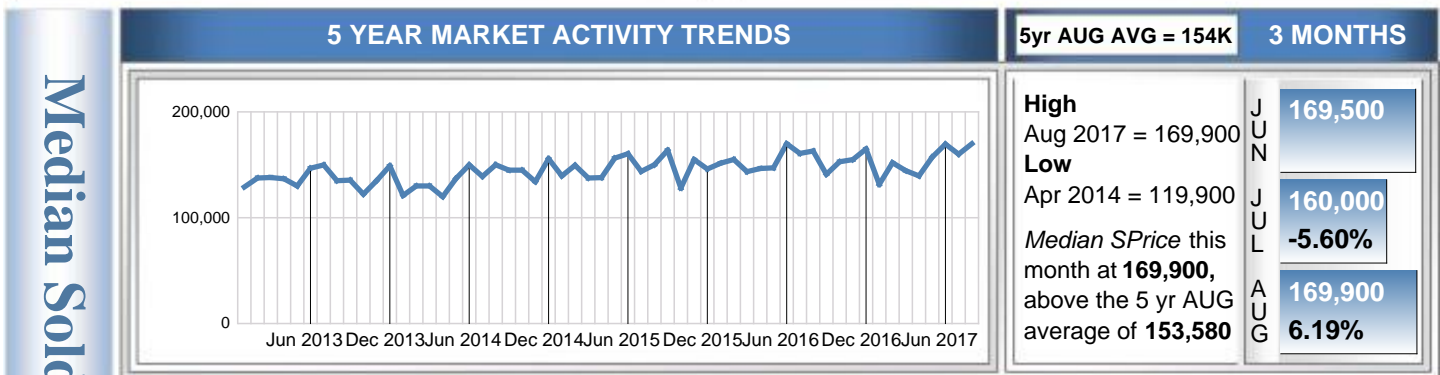
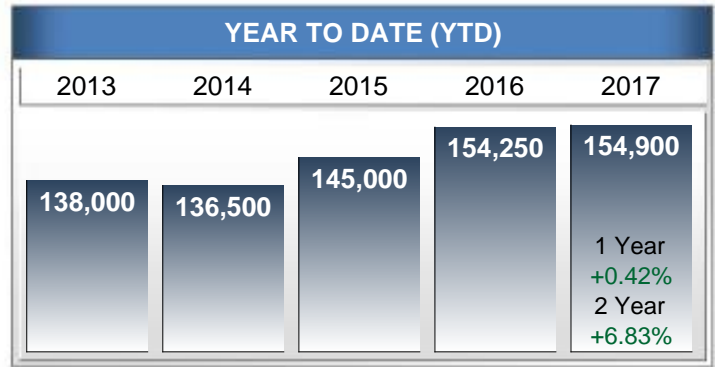
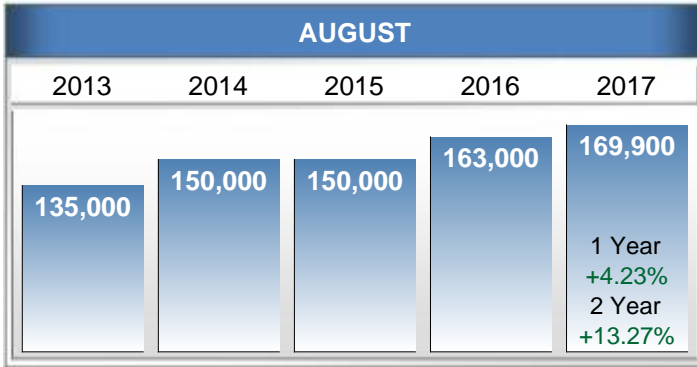
Closed Sales as of Sep 12, 2017



Median Sold Price at Closing

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Median Sold Price

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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+
\$75,000 and less	12		9.76%	52,075	47,500	56,000	0	54,150
\$75,001 - \$100,000	11		8.94%	85,000	89,000	85,250	77,250	0
\$100,001 - \$125,000	10		8.13%	119,250	114,900	120,000	109,900	0
\$125,001 - \$200,000	41		33.33%	157,500	151,000	154,000	161,150	129,000
\$200,001 - \$250,000	19		15.45%	230,000	242,500	222,500	233,000	247,000
\$250,001 - \$375,000	17		13.82%	290,087	375,000	282,544	284,000	297,500
\$375,001 and up	13		10.57%	511,000	0	385,000	511,000	519,000
Median Closed Price:	\$169,900				\$85,000	\$168,500	\$255,850	\$317,500
Total Closed Units:	123				25	58	28	12
Total Closed Volume:	26,374,324				2.66M	10.05M	9.28M	4.38M



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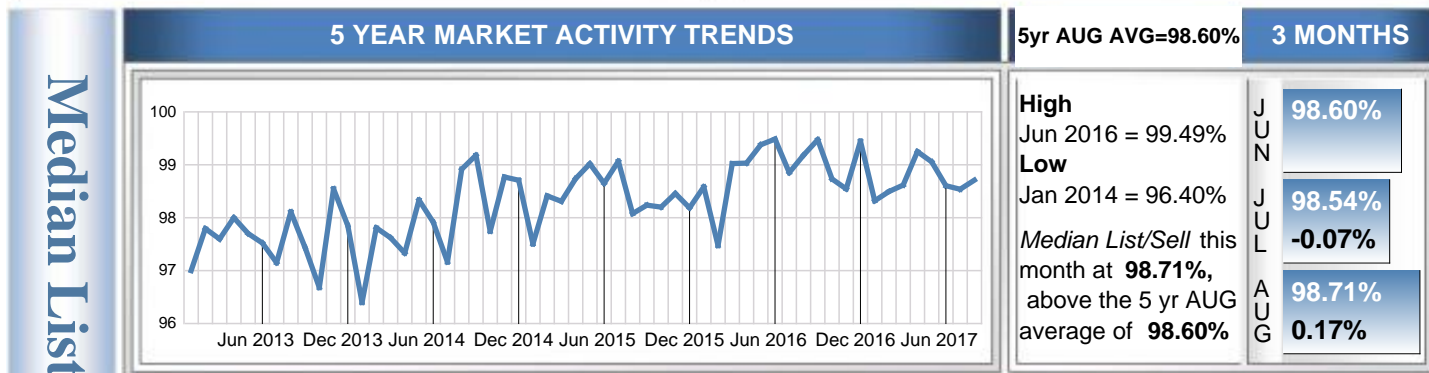
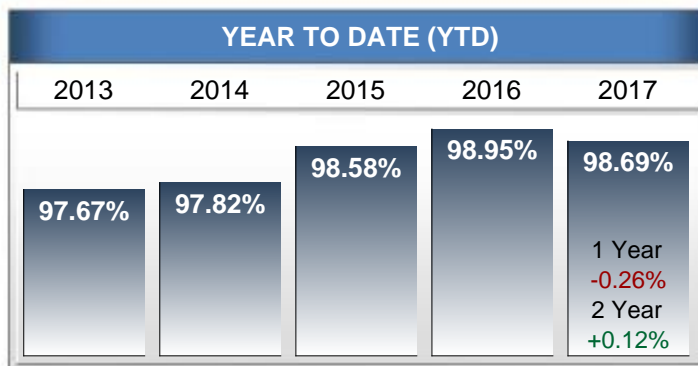
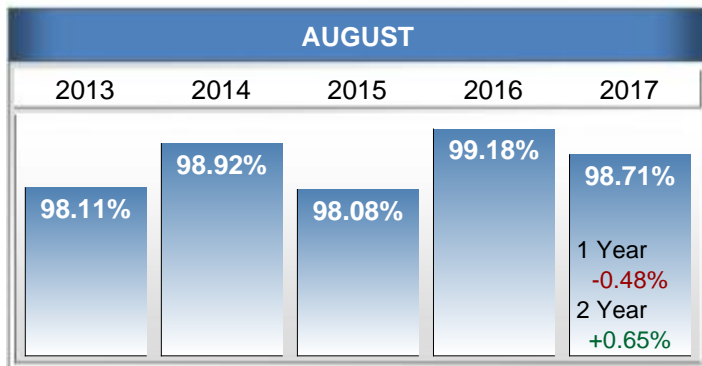
Closed Sales as of Sep 12, 2017



Median Percent of List Price to Selling Price

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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+
\$75,000 and less	12	9.76%	94.10%	94.10%	100.00%	0.00%	92.67%
\$75,001 - \$100,000	11	8.94%	98.67%	96.61%	97.27%	103.00%	0.00%
\$100,001 - \$125,000	10	8.13%	98.29%	100.00%	97.09%	100.00%	0.00%
\$125,001 - \$200,000	41	33.33%	100.00%	100.00%	100.00%	100.00%	94.23%
\$200,001 - \$250,000	19	15.45%	98.96%	98.98%	97.89%	99.19%	96.86%
\$250,001 - \$375,000	17	13.82%	98.08%	93.75%	99.09%	98.42%	96.69%
\$375,001 and up	13	10.57%	97.80%	0.00%	90.59%	99.00%	95.00%
Median List/Sell Ratio:	98.71%			96.55%	98.74%	99.48%	95.32%
Total Closed Units:	123			25	58	28	12
Total Closed Volume:	26,374,324			2.66M	10.05M	9.28M	4.38M



Monthly Inventory Analysis

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August 2017

Inventory as of Sep 12, 2017



Market Summary

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Absorption: Last 12 months, an Average of 124 Sales/Month

Active Inventory as of August 31, 2017 = 685

	AUGUST			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	139	123	-11.51%	964	1,023	6.12%
Pending Sales	128	141	10.16%	1,024	1,124	9.77%
New Listings	248	256	3.23%	1,872	1,880	0.43%
Median List Price	162,900	169,900	4.30%	155,100	155,000	-0.06%
Median Sale Price	163,000	169,900	4.23%	154,250	154,900	0.42%
Median Percent of List Price to Selling Price	99.18%	98.71%	-0.48%	98.95%	98.69%	-0.26%
Median Days on Market to Sale	36.00	26.00	-27.78%	31.00	30.00	-3.23%
Monthly Inventory	685	685	0.00%	685	685	0.00%
Months Supply of Inventory	5.91	5.51	-6.71%	5.91	5.51	-6.71%

