



# August 2017

Area Delimited by County Of Washington

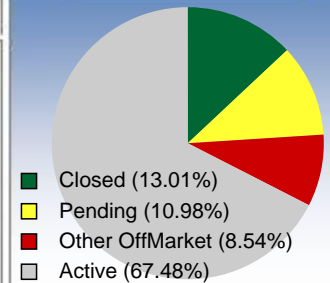


**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Active Inventory** as of August 31, 2017 = **498**

	AUGUST		
	2016	2017	+/- %
Closed Listings	74	96	29.73%
Pending Listings	64	81	26.56%
New Listings	123	147	19.51%
Average List Price	141,141	150,673	6.75%
Average Sale Price	137,600	145,001	5.38%
Average Percent of List Price to Selling Price	97.48%	96.56%	-0.93%
Average Days on Market to Sale	41.77	46.71	11.82%
End of Month Inventory	493	498	1.01%
Months Supply of Inventory	7.03	7.24	2.97%

## 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 **1.01%** to 498 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **7.24** 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 **5.38%** in August 2017 to \$145,001 versus the previous year at \$137,600.

### Average Days on Market Lengthens

The average number of **46.71** days that homes spent on the market before selling increased by 4.94 days or **11.82%** in August 2017 compared to last year's same month at **41.77** DOM.

### Sales Success for August 2017 is Positive

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

There were 147 New Listings in August 2017, up **19.51%** from last year at 123. Furthermore, there were 96 Closed Listings this month versus last year at 74, a **29.73%** increase.

Closed versus Listed trends yielded a **65.3%** ratio, up from last year's August 2017 at **60.2%**, a **8.55%** upswing. 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>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## August 2017

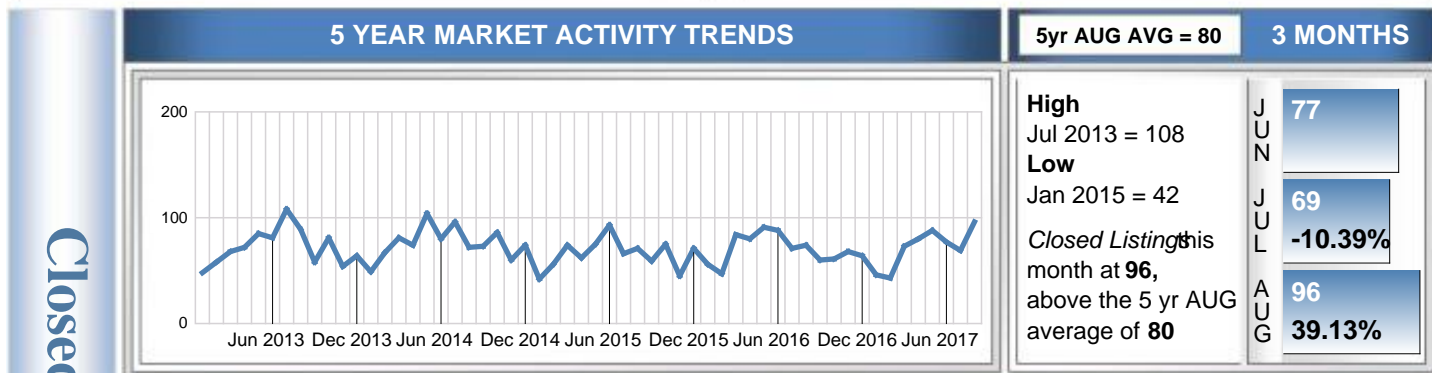
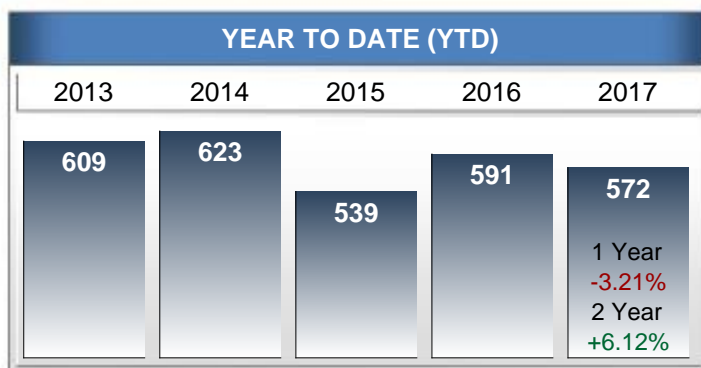
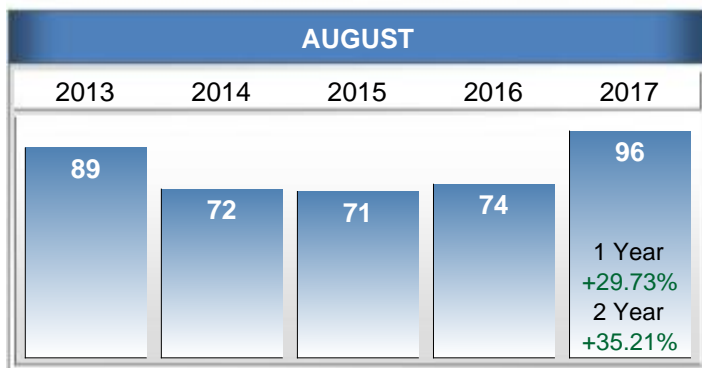
Closed Sales as of Sep 12, 2017



### Closed Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	9	9.38%	59.3	5	4	0	0
\$30,001 - \$70,000	12	12.50%	57.6	2	9	1	0
\$70,001 - \$90,000	14	14.58%	22.8	4	9	1	0
\$90,001 - \$150,000	25	26.04%	38.3	3	19	3	0
\$150,001 - \$190,000	15	15.63%	57.4	1	4	7	3
\$190,001 - \$290,000	11	11.46%	54.7	0	2	8	1
\$290,001 and up	10	10.42%	52.0	1	1	7	1
<b>Total Closed Units:</b>	<b>96</b>		<b>46.7</b>	<b>16</b>	<b>48</b>	<b>27</b>	<b>5</b>
<b>Total Closed Volume:</b>	<b>13,920,075</b>			<b>1.48M</b>	<b>5.18M</b>	<b>6.21M</b>	<b>1.05M</b>
<b>Average Closed Price:</b>	<b>\$145,001</b>			<b>\$92,650</b>	<b>\$107,889</b>	<b>\$230,001</b>	<b>\$209,800</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

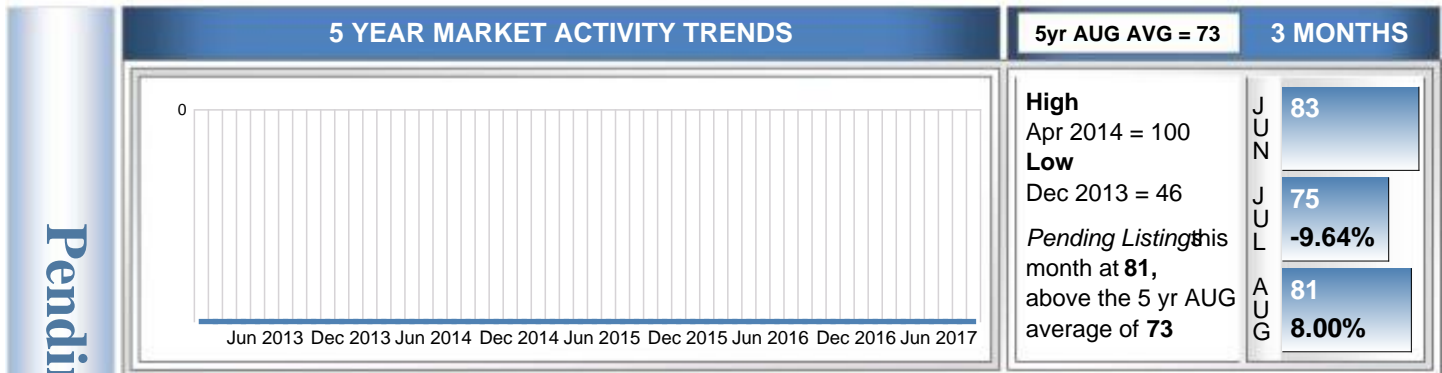
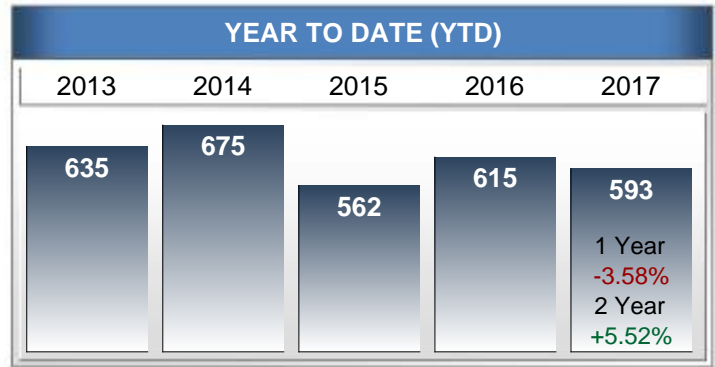
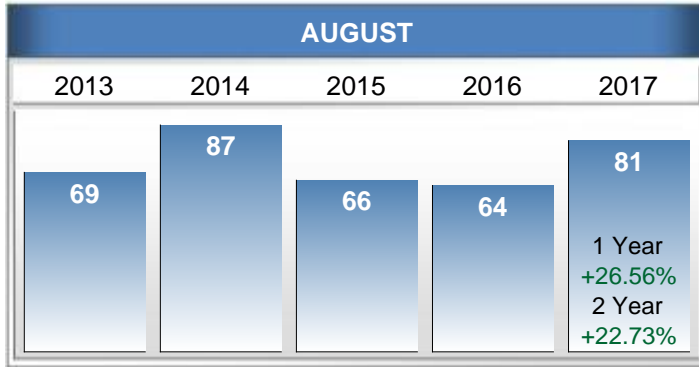
Pending Listings as of Sep 12, 2017



### Pending Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	4	4.94%	37.5	2	2	0	0
\$25,001 - \$50,000	6	7.41%	40.2	3	2	1	0
\$50,001 - \$100,000	18	22.22%	50.3	5	13	0	0
\$100,001 - \$150,000	20	24.69%	55.1	1	15	4	0
\$150,001 - \$175,000	5	6.17%	56.8	0	4	1	0
\$175,001 - \$275,000	20	24.69%	47.1	1	9	9	1
\$275,001 and up	8	9.88%	40.3	1	3	3	1
Total Pending Units: 81				34.6			
Total Pending Volume: 13,213,895				1.47M 6.88M 3.70M 1.16M			
Average Listing Price: \$158,073				\$113,000 \$143,356 \$205,794 \$579,750			

Pending Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

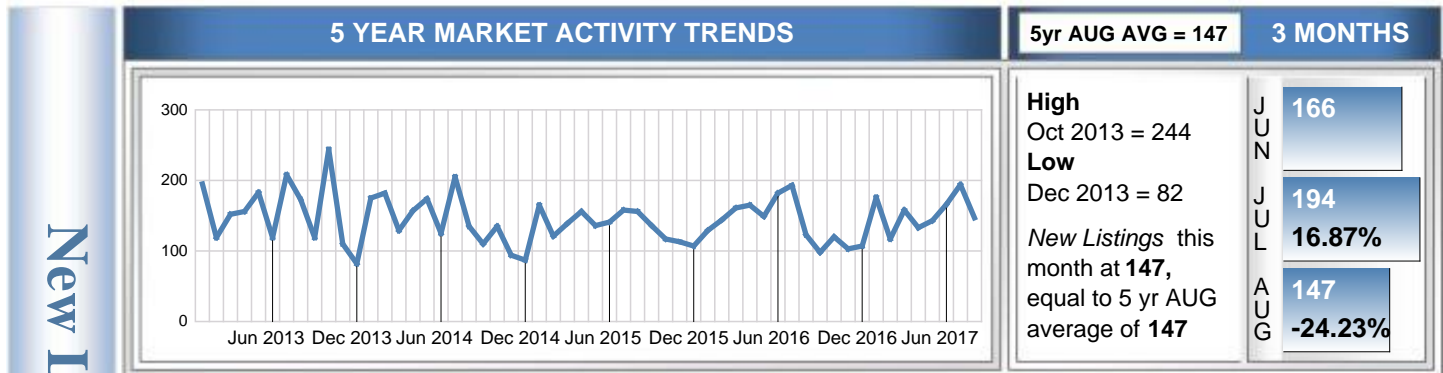
New Listings as of Sep 12, 2017



### New Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE									
Distribution of New Listings by Price Range				%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0			0.00%	0	0	0	0	
\$1 \$50,000	28			19.05%	21	5	2	0	
\$50,001 \$50,000	0			0.00%	0	0	0	0	
\$50,001 \$125,000	66			44.90%	29	34	3	0	
\$125,001 \$175,000	19			12.93%	2	10	6	1	
\$175,001 \$250,000	16			10.88%	0	7	8	1	
\$250,001 and up	18			12.24%	3	8	5	2	
Total New Listed Units:					147	55	64	24	4
Total New Listed Volume:					19,362,785	4.54M	9.21M	4.60M	1.01M
Average New Listed Listing Price:					\$183,300	\$82,485	\$143,944	\$191,679	\$253,350



# Monthly Inventory Analysis

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## August 2017

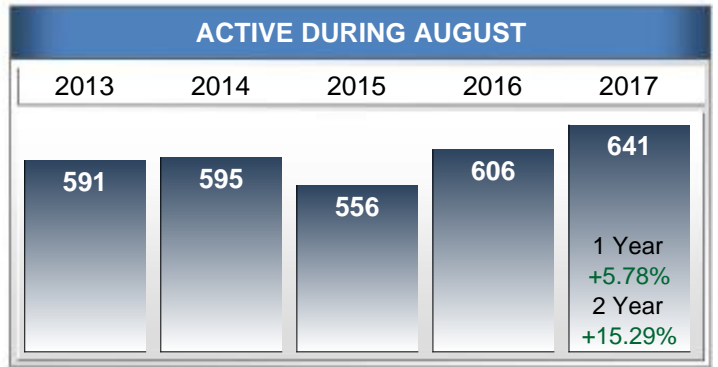
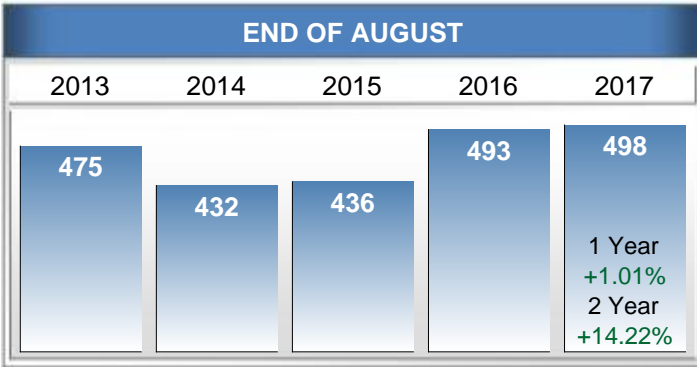
Active Inventory as of Sep 12, 2017



### Active Inventory

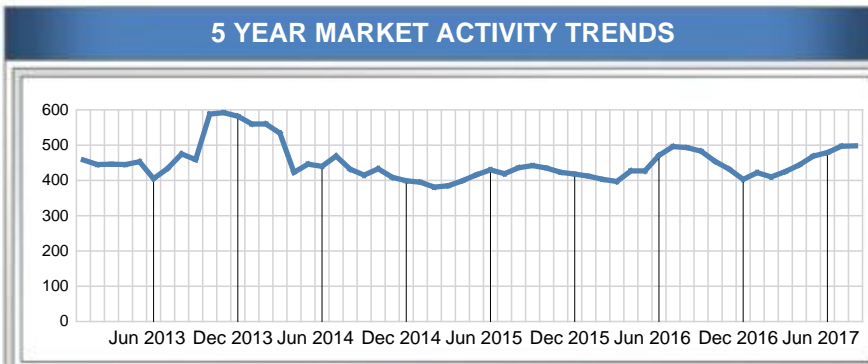
Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



Active Inventory

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**5yr AUG AVG = 467**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **498**, above the 5 yr AUG average of **467**

JUN	479
JUL	497
AUG	498
<b>3.76%</b>	
<b>0.20%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$25,000	59	11.85%	85.9	53	5	1	0	
\$25,001-\$50,000	66	13.25%	73.7	51	13	1	1	
\$50,001-\$125,000	175	35.14%	58.5	81	82	10	2	
\$125,001-\$200,000	80	16.06%	73.6	17	29	28	6	
\$200,001-\$300,000	60	12.05%	69.8	4	17	34	5	
\$300,001 and up	58	11.65%	92.2	12	9	23	14	
Total Active Inventory by Units:			498	71.5	218	155	97	28
Total Active Inventory by Volume:			78,046,059		26.28M	20.27M	23.16M	8.34M
Average Active Inventory Listing Price:			\$156,719		\$120,538	\$130,762	\$238,808	\$297,718



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

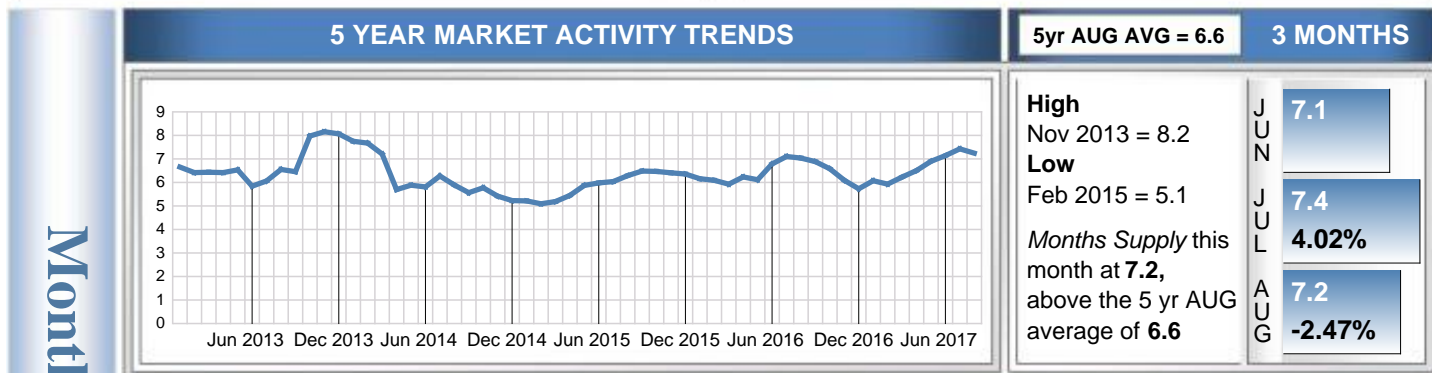
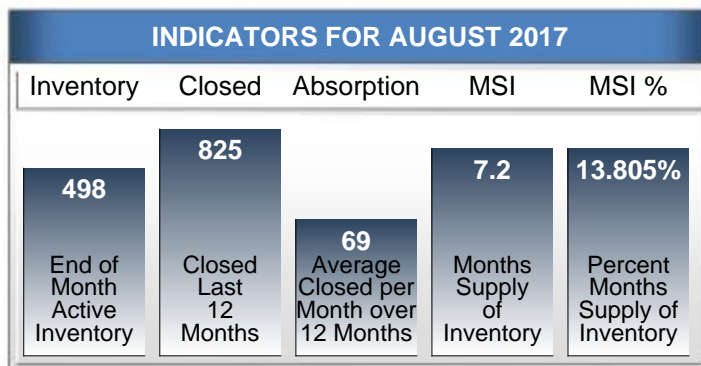
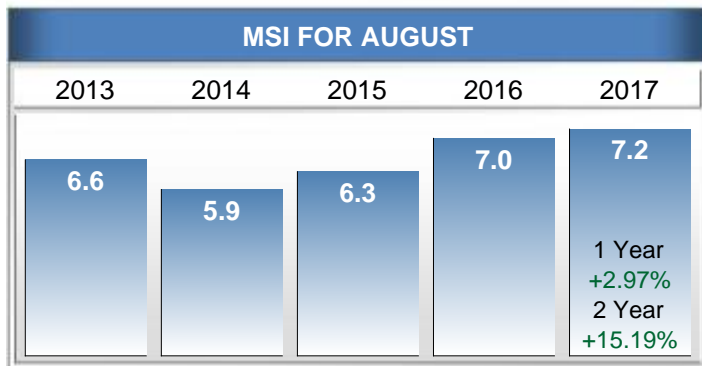
Active Inventory as of Sep 12, 2017



### Months Supply of Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



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+
\$20,000 and less	54		10.84%	20.9	42.0	3.8	0.0	0.0
\$20,001 \$40,000	44		8.84%	10.8	18.2	2.4	3.0	0.0
\$40,001 \$60,000	58		11.65%	9.3	15.2	4.6	36.0	0.0
\$60,001 \$130,000	149		29.92%	5.4	16.0	3.9	2.4	36.0
\$130,001 \$210,000	79		15.86%	4.8	25.5	3.7	3.8	6.5
\$210,001 \$310,000	58		11.65%	7.3	16.0	10.1	6.6	4.4
\$310,001 and up	56		11.24%	14.6	48.0	19.2	9.1	18.7
MSI:		7.2			20.4	4.3	5.1	10.5
Total Active Inventory:		498			218	155	97	28



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

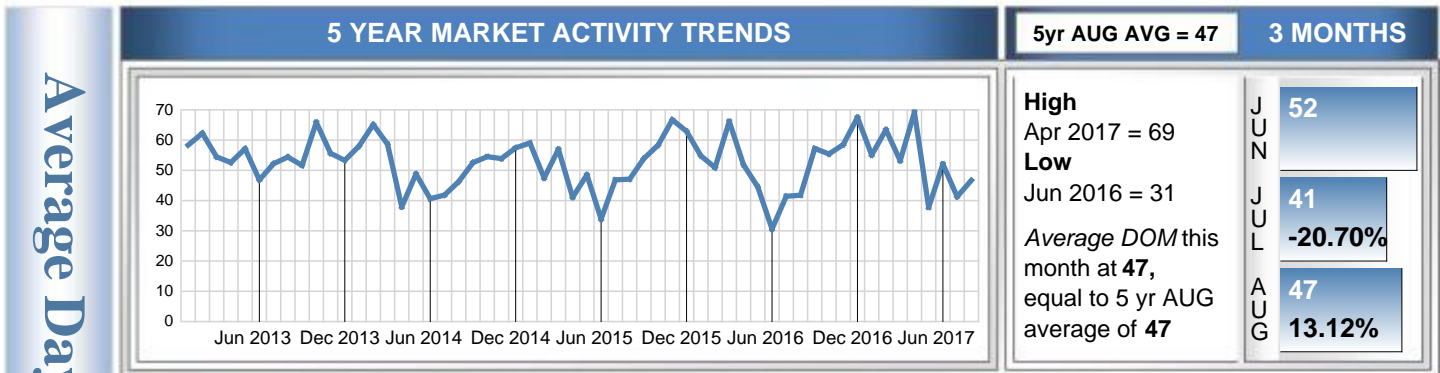
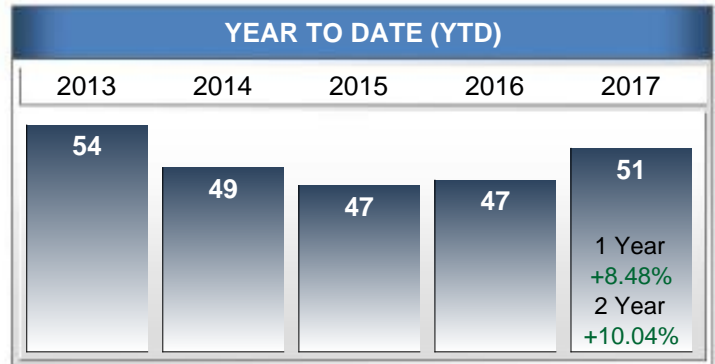
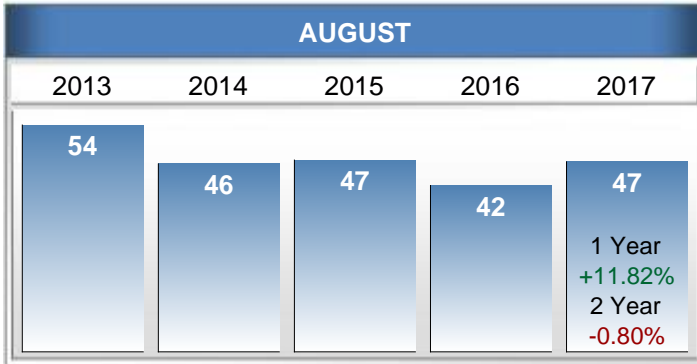
Closed Sales as of Sep 12, 2017



### Average Days on Market to Sale

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	9	9.38%	59.3	46.6	75.3	0.0	0.0
\$30,001 \$70,000	12	12.50%	57.6	45.0	65.2	14.0	0.0
\$70,001 \$90,000	14	14.58%	22.8	31.0	20.9	7.0	0.0
\$90,001 \$150,000	25	26.04%	38.3	74.3	34.3	27.3	0.0
\$150,001 \$190,000	15	15.63%	57.4	77.0	15.5	83.0	47.0
\$190,001 \$290,000	11	11.46%	54.7	0.0	103.0	28.1	171.0
\$290,001 and up	10	10.42%	52.0	40.0	1.0	58.7	68.0
Average Closed DOM: 46.7				49.2	41.6	48.9	76.0
Total Closed Units: 96				16	48	27	5
Total Closed Volume: 13,920,075				1.48M	5.18M	6.21M	1.05M



# Monthly Inventory Analysis

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## August 2017

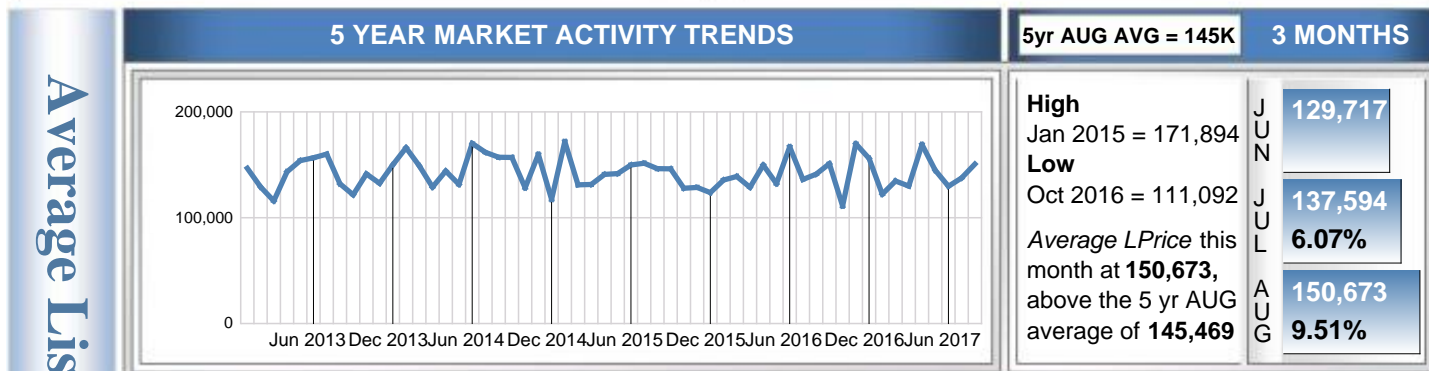
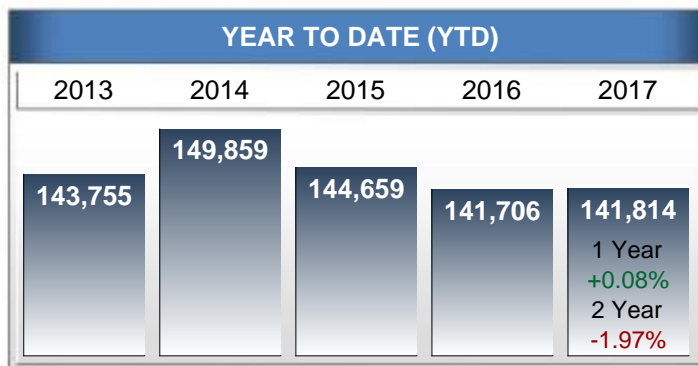
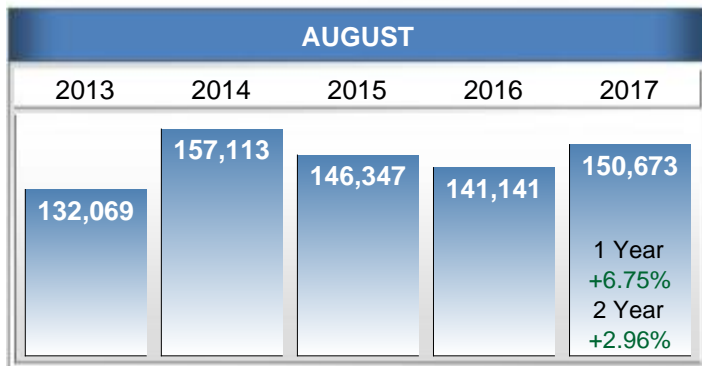
Closed Sales as of Sep 12, 2017



### Average List Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



Average List Price

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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	6	6.25%	19,217	19,700	24,500	0	0
\$25,001 \$50,000	7	7.29%	38,429	37,000	34,900	0	0
\$50,001 \$75,000	11	11.46%	64,568	67,449	63,294	67,750	0
\$75,001 \$150,000	34	35.42%	107,704	111,440	111,144	125,833	0
\$150,001 \$175,000	8	8.33%	162,063	0	169,220	164,900	172,467
\$175,001 \$275,000	19	19.79%	217,598	189,000	219,950	224,858	265,000
\$275,001 and up	11	11.46%	388,845	475,000	357,500	398,686	296,500
Average List Price:	\$150,673			\$100,425	\$110,045	\$240,622	\$215,780
Total Closed Units:	96			16	48	27	5
Total List Volume:	14,464,654			1.61M	5.28M	6.50M	1.08M





# Monthly Inventory Analysis

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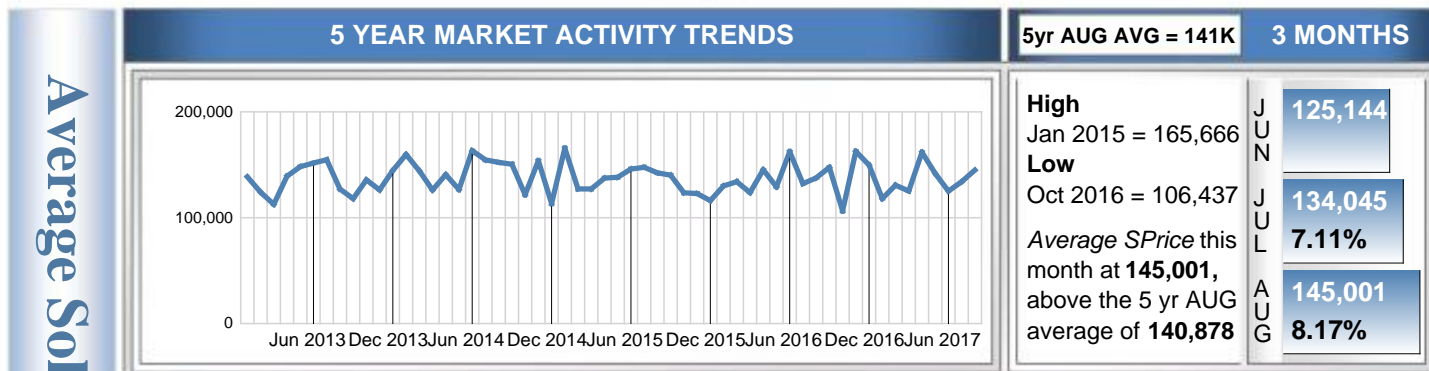
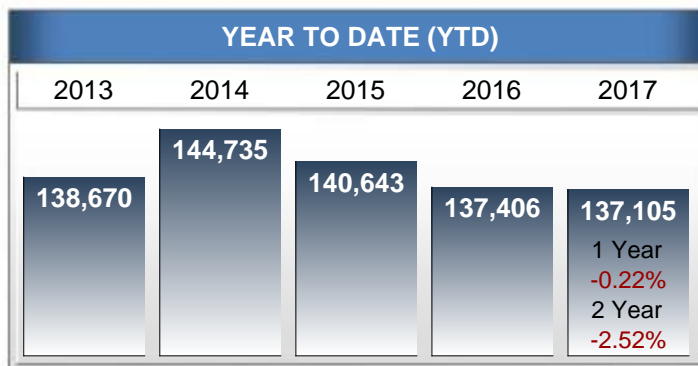
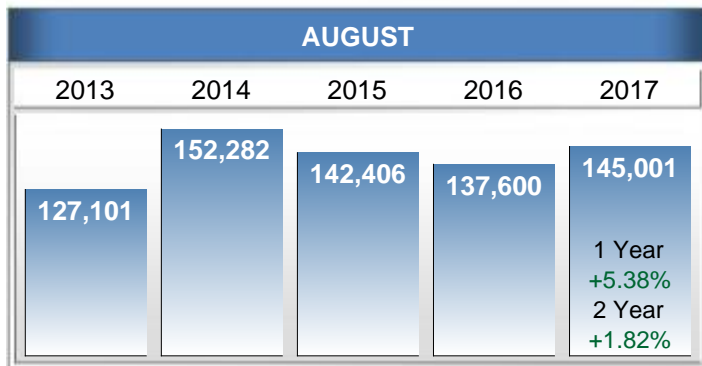
Closed Sales as of Sep 12, 2017



### Average Sold Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



Average Sold Price

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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+
\$30,000 and less	9		9.38%	21,369	20,580	22,354	0	0
\$30,001 - \$70,000	12		12.50%	53,677	54,250	52,539	62,777	0
\$70,001 - \$90,000	14		14.58%	79,821	76,000	82,167	74,000	0
\$90,001 - \$150,000	25		26.04%	118,857	122,833	117,575	123,000	0
\$150,001 - \$190,000	15		15.63%	170,230	188,500	167,238	171,571	165,000
\$190,001 - \$290,000	11		11.46%	240,523	0	272,000	230,531	257,500
\$290,001 and up	10		10.42%	379,550	410,000	430,000	379,857	296,500
Average Closed Price:	\$145,001				\$92,650	\$107,889	\$230,001	\$209,800
Total Closed Units:	96				16	48	27	5
Total Closed Volume:	13,920,075				1.48M	5.18M	6.21M	1.05M



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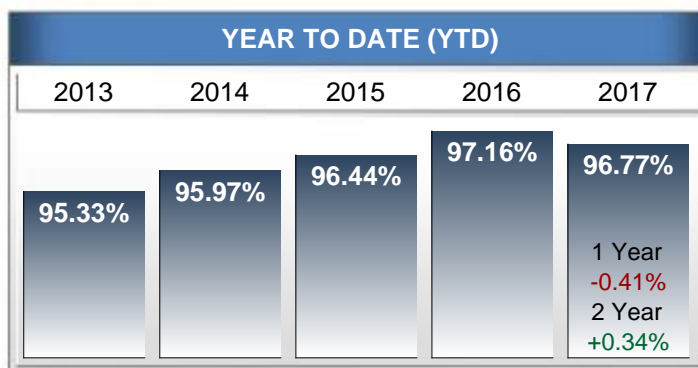
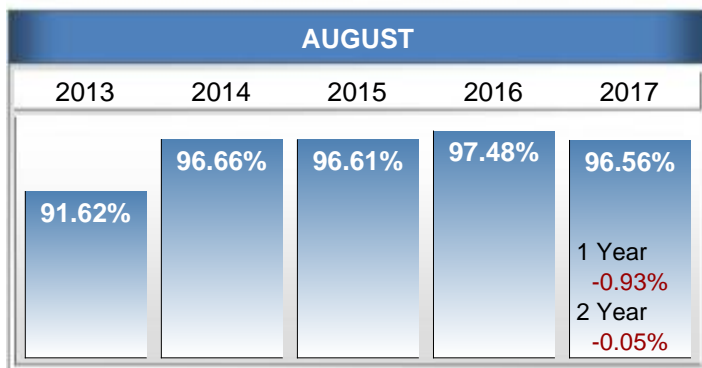
Closed Sales as of Sep 12, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



Average List/Sell Price

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**5yr AUG AVG=95.79%**    **3 MONTHS**

**High**  
Jun 2016 = 99.65%

**Low**  
Aug 2013 = 91.62%

Average List/Sell this month at **96.56%**, above the 5 yr AUG average of **95.79%**

JUN	97.57%
JUL	96.34%
AUG	96.56%
<b>-1.26%</b>	

#### 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+
\$30,000 and less	9	9.38%	92.38%	91.52%	93.45%	0.00%	0.00%
\$30,001 \$70,000	12	12.50%	98.31%	94.59%	98.24%	106.40%	0.00%
\$70,001 \$90,000	14	14.58%	97.27%	93.02%	99.21%	96.73%	0.00%
\$90,001 \$150,000	25	26.04%	97.69%	96.39%	97.81%	98.19%	0.00%
\$150,001 \$190,000	15	15.63%	95.55%	99.74%	97.33%	93.86%	95.71%
\$190,001 \$290,000	11	11.46%	97.27%	0.00%	99.91%	96.62%	97.17%
\$290,001 and up	10	10.42%	95.19%	86.32%	100.00%	95.09%	100.00%
Average List/Sell Ratio: 96.60%				93.38%	97.89%	96.05%	96.86%
Total Closed Units: 96				16	48	27	5
Total Closed Volume: 13,920,075				1.48M	5.18M	6.21M	1.05M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

Inventory as of Sep 12, 2017



### Market Summary

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Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 69 Sales/Month

**Active Inventory** as of August 31, 2017 = 498

	AUGUST			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	74	96	29.73%	591	572	-3.21%
Pending Sales	64	81	26.56%	615	593	-3.58%
New Listings	123	147	19.51%	1,246	1,234	-0.96%
Average List Price	141,141	150,673	6.75%	141,706	141,814	0.08%
Average Sale Price	137,600	145,001	5.38%	137,406	137,105	-0.22%
Average Percent of List Price to Selling Price	97.48%	96.56%	-0.93%	97.16%	96.77%	-0.41%
Average Days on Market to Sale	41.77	46.71	11.82%	47.29	51.30	8.48%
Monthly Inventory	493	498	1.01%	493	498	1.01%
Months Supply of Inventory	7.03	7.24	2.97%	7.03	7.24	2.97%

