



June 2017

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

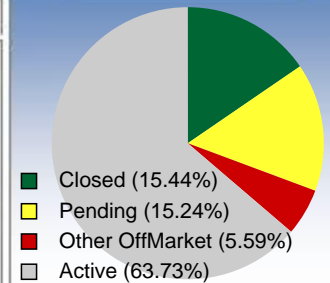


Absorption: Last 12 months, an Average of **1,225** Sales/Month

Active Inventory as of June 30, 2017 = **6,015**

	JUNE		
	2016	2017	+/- %
Closed Listings	1,340	1,457	8.73%
Pending Listings	1,371	1,438	4.89%
New Listings	2,302	2,516	9.30%
Average List Price	187,690	200,231	6.68%
Average Sale Price	183,761	194,965	6.10%
Average Percent of List Price to Selling Price	98.21%	97.21%	-1.02%
Average Days on Market to Sale	39.97	38.12	-4.62%
End of Month Inventory	5,385	6,015	11.70%
Months Supply of Inventory	4.64	4.91	5.78%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 11, 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 June 2017 rose **11.70%** to 6,015 existing homes available for sale. Over the last 12 months this area has had an average of 1,225 closed sales per month. This represents an unsold inventory index of **4.91** 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 **6.10%** in June 2017 to \$194,965 versus the previous year at \$183,761.

Average Days on Market Shortens

The average number of **38.12** days that homes spent on the market before selling decreased by 1.85 days or **4.62%** in June 2017 compared to last year's same month at **39.97** DOM.

Sales Success for June 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 2,516 New Listings in June 2017, up **9.30%** from last year at 2,302. Furthermore, there were 1,457 Closed Listings this month versus last year at 1,340, a **8.73%** increase.

Closed versus Listed trends yielded a **57.9%** ratio, down from last year's June 2017 at **58.2%**, a **0.52%** 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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June 2017

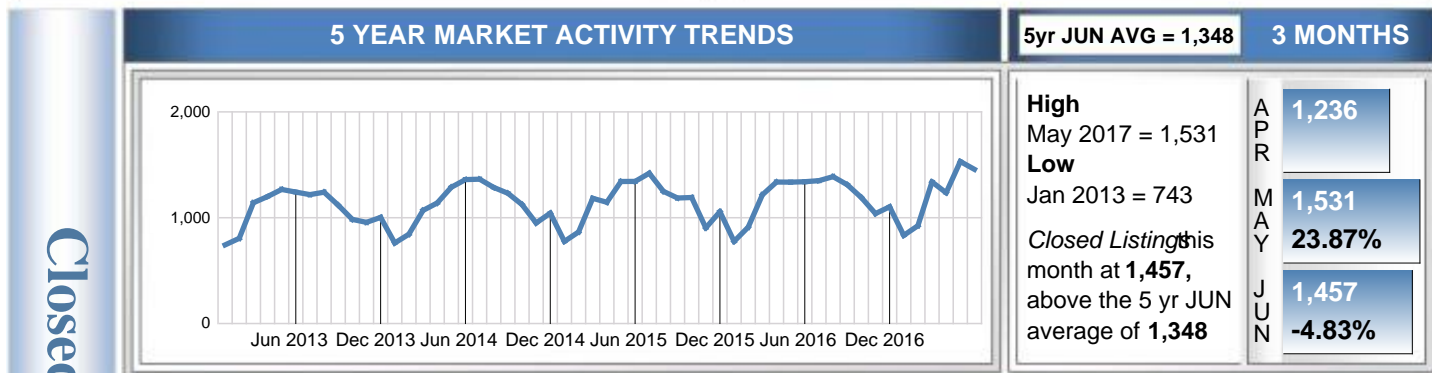
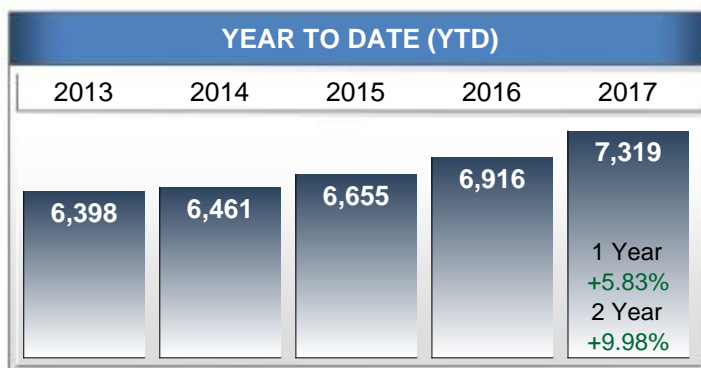
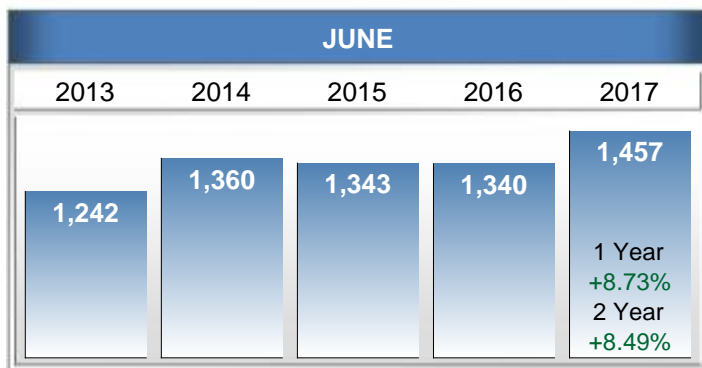
Closed Sales as of Jul 11, 2017



Report Produced on: Jul 11, 2017

Closed Listings

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	128	8.79%	49.0	68	57	3	0	
\$50,001 - \$75,000	100	6.86%	41.3	32	60	7	1	
\$75,001 - \$125,000	268	18.39%	32.4	59	178	30	1	
\$125,001 - \$175,000	349	23.95%	24.4	21	267	57	4	
\$175,001 - \$250,000	284	19.49%	43.0	16	143	117	8	
\$250,001 - \$350,000	179	12.29%	46.1	6	60	102	11	
\$350,001 and up	149	10.23%	50.3	5	28	91	25	
Total Closed Units: 1,457				38.1	207	793	407	50
Total Closed Volume: 284,063,324					21.64M	125.14M	113.50M	23.79M
Average Closed Price: \$194,965					\$104,529	\$157,807	\$278,862	\$475,763

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

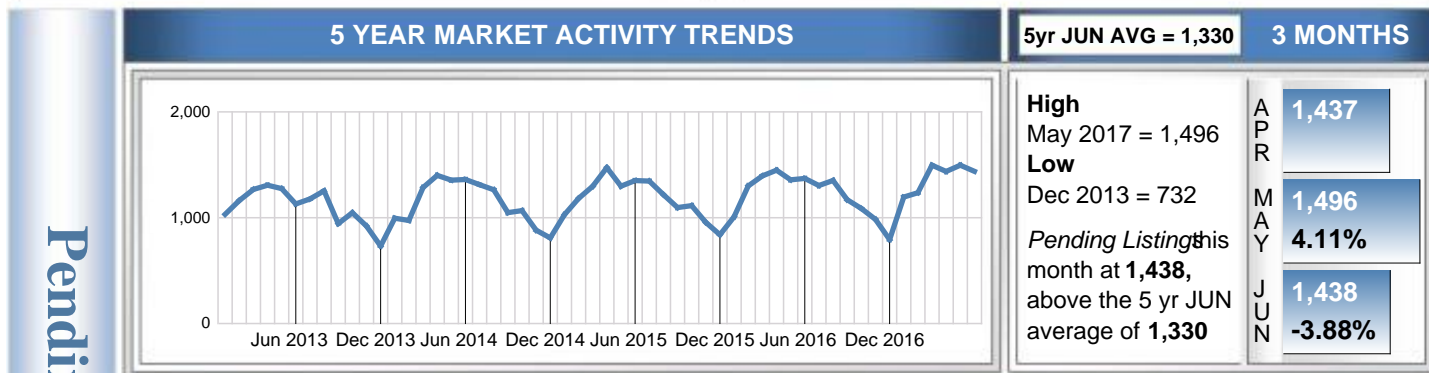
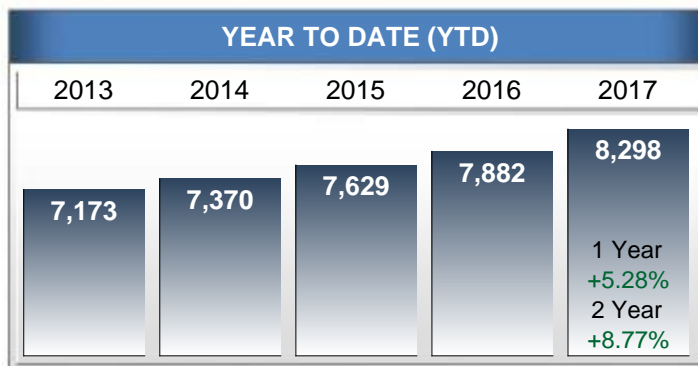
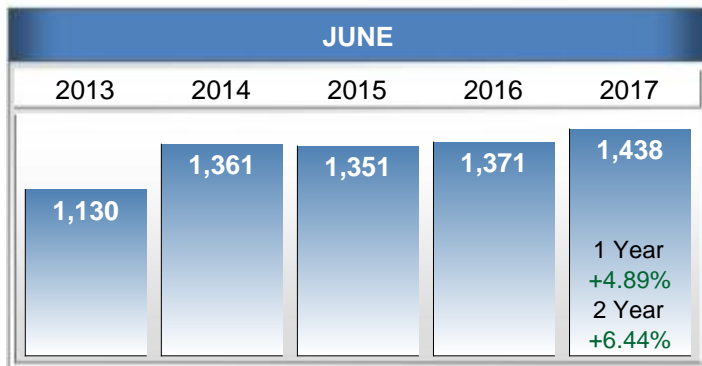
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

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



Pending Listings

 Ready to Buy or Sell Real Estate?
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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	123	8.55%	54.4	75	45	2	1	
\$50,001 - \$75,000	89	6.19%	53.9	37	43	8	1	
\$75,001 - \$125,000	247	17.18%	41.8	48	174	22	3	
\$125,001 - \$175,000	363	25.24%	37.1	22	273	60	8	
\$175,001 - \$250,000	291	20.24%	40.9	19	154	110	8	
\$250,001 - \$350,000	171	11.89%	44.8	11	65	85	10	
\$350,001 and up	154	10.71%	51.2	5	30	86	33	
Total Pending Units: 1,438				49.5	217	784	373	64
Total Pending Volume: 282,146,686					23.07M	129.55M	102.37M	27.16M
Average Listing Price: \$179,187					\$106,296	\$165,237	\$274,455	\$424,423



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

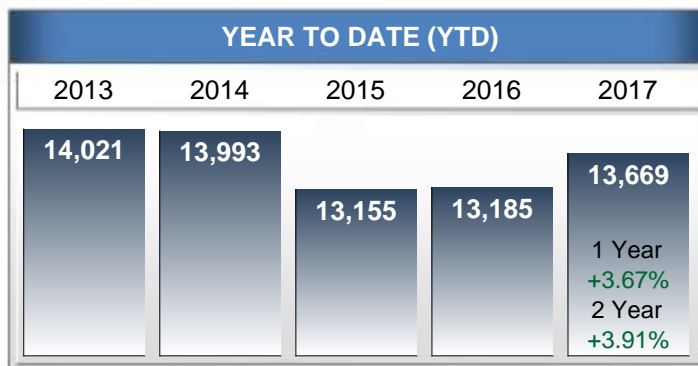
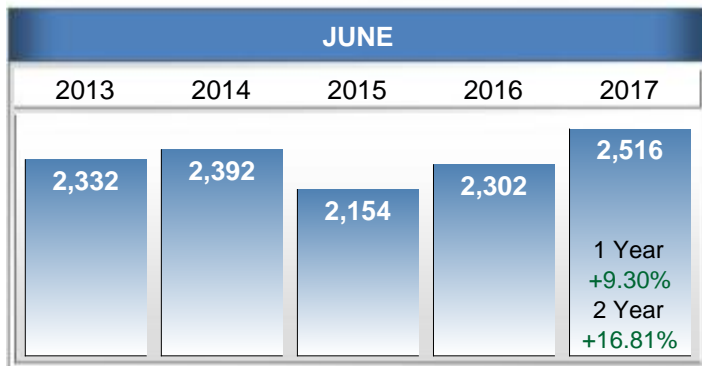
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 2017

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



New Listings
Ready to Buy or Sell Real Estate?
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5yr JUN AVG = 2,339 **3 MONTHS**

High
May 2013 = 2,579

Low
Dec 2015 = 1,363

New Listings this month at **2,516**, above the 5 yr JUN average of **2,339**

A P R	2,255
M A Y	2,368
J U N	2,516
	5.01%
	6.25%

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	210	8.35%	150	49	10	1
\$50,001 - \$75,000	217	8.62%	148	55	14	0
\$75,001 - \$125,000	333	13.24%	77	221	30	5
\$125,001 - \$200,000	705	28.02%	67	474	151	13
\$200,001 - \$275,000	403	16.02%	32	169	189	13
\$275,001 - \$425,000	390	15.50%	39	91	203	57
\$425,001 and up	258	10.25%	25	39	119	75
Total New Listed Units:			538	1098	716	164
Total New Listed Volume:			85.68M	199.79M	220.78M	92.10M
Average New Listed Listing Price:			\$159,254	\$181,955	\$308,358	\$561,582



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

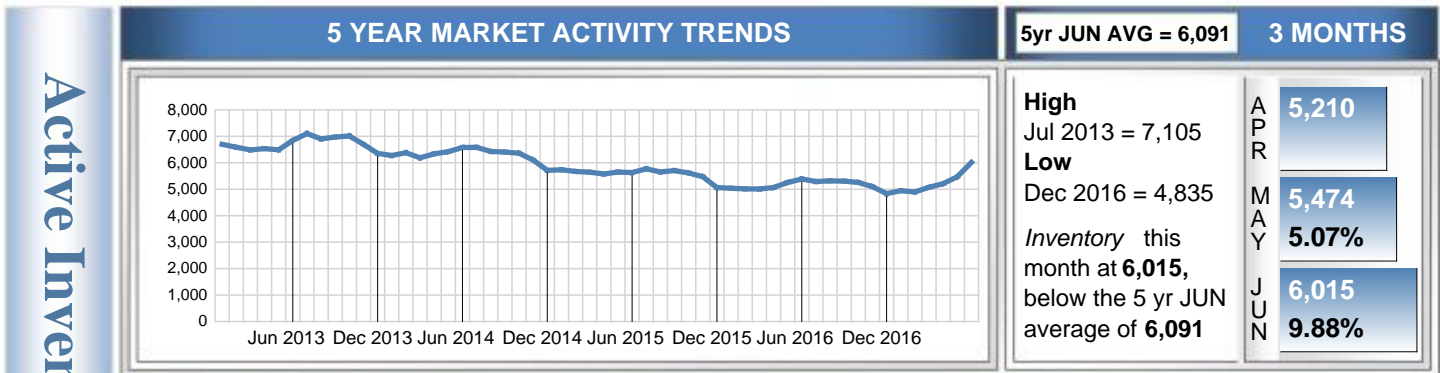
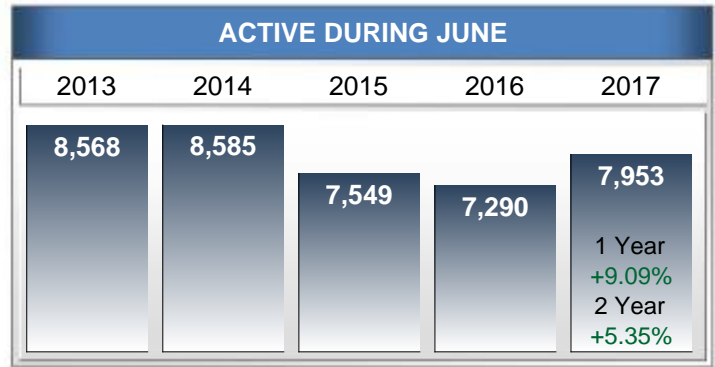
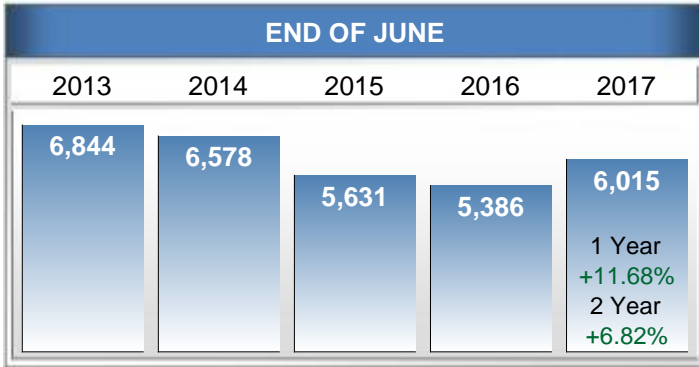
Active Inventory as of Jul 11, 2017



Active Inventory

Report Produced on: Jul 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	284	4.72%	89.9	261	17	5	1		
\$25,001 - \$75,000	950	15.79%	74.4	669	229	50	2		
\$75,001 - \$125,000	703	11.69%	76.4	212	427	56	8		
\$125,001 - \$250,000	1,809	30.07%	55.9	284	981	504	40		
\$250,001 - \$325,000	778	12.93%	62.0	64	200	435	79		
\$325,001 - \$525,000	848	14.10%	72.3	77	136	495	140		
\$525,001 and up	643	10.69%	83.6	116	74	228	225		
Total Active Inventory by Units:				6,015	68.9	1,683	2,064	1,773	495
Total Active Inventory by Volume:				1,690,225,645		335.34M	406.06M	611.81M	337.01M
Average Active Inventory Listing Price:				\$281,002		\$199,253	\$196,736	\$345,068	\$680,837



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

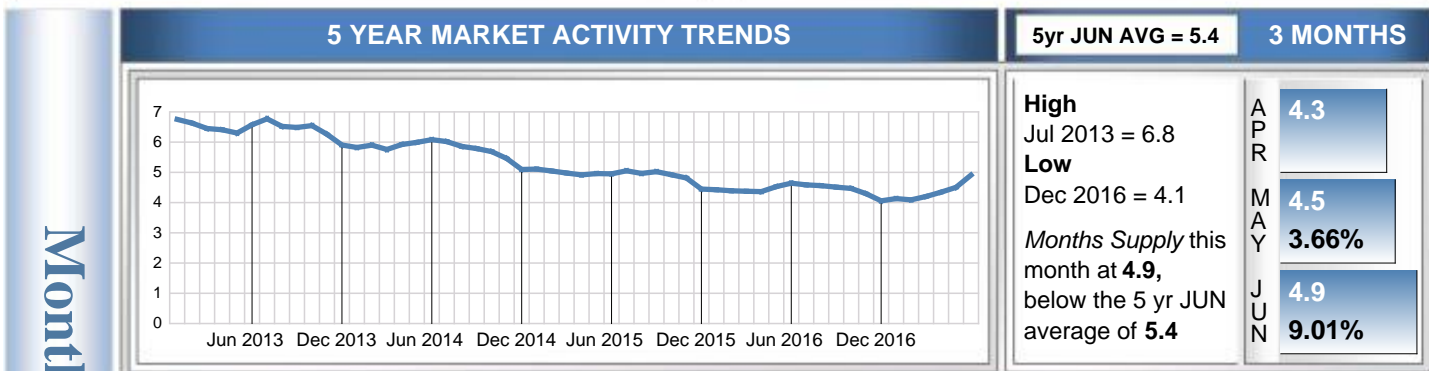
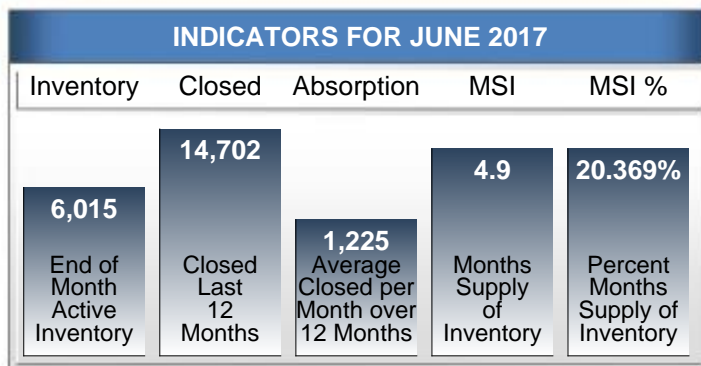
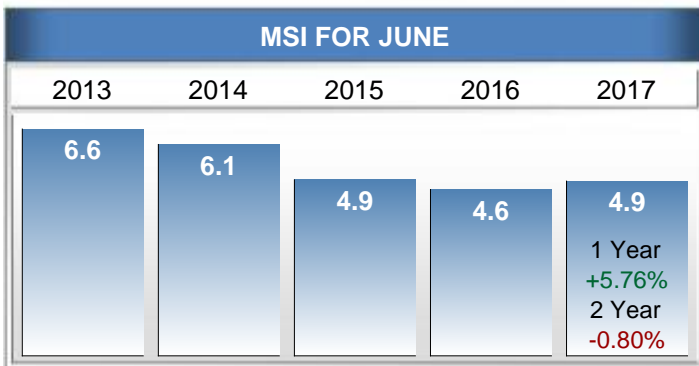
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 11, 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	284	4.72%	6.6	8.9	1.6	1.9	12.0	
\$25,001 \$75,000	950	15.79%	5.7	9.4	2.6	5.4	2.4	
\$75,001 \$125,000	703	11.69%	3.0	4.9	2.6	2.4	6.0	
\$125,001 \$250,000	1,809	30.07%	3.3	8.7	2.8	3.3	3.7	
\$250,001 \$325,000	778	12.93%	7.0	11.8	5.5	7.2	8.0	
\$325,001 \$525,000	848	14.10%	9.2	22.0	7.3	8.8	10.5	
\$525,001 and up	643	10.69%	18.2	69.6	15.6	13.2	19.4	
MSI:	4.9			9.0	3.1	5.5	10.3	
Total Active Inventory:	6,015			1,683	2,064	1,773	495	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

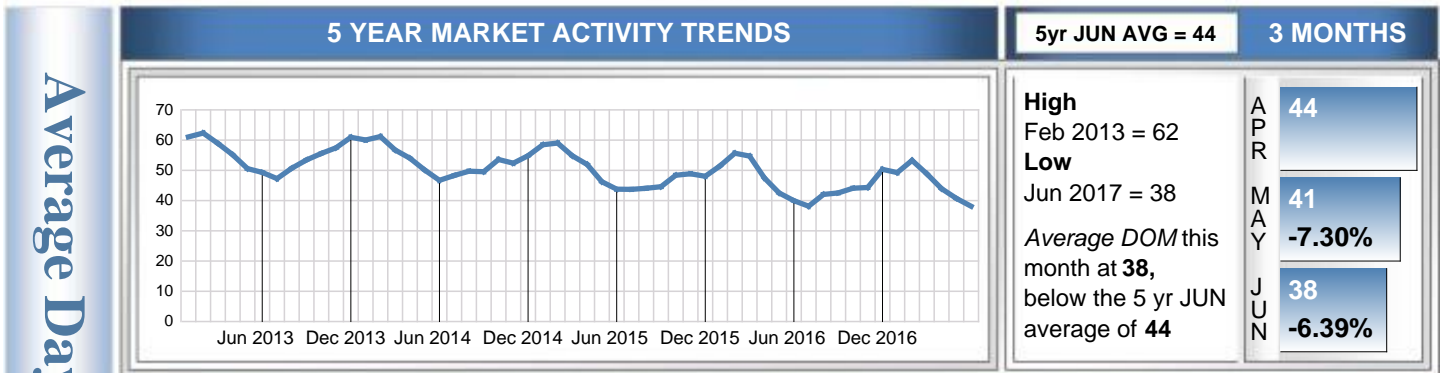
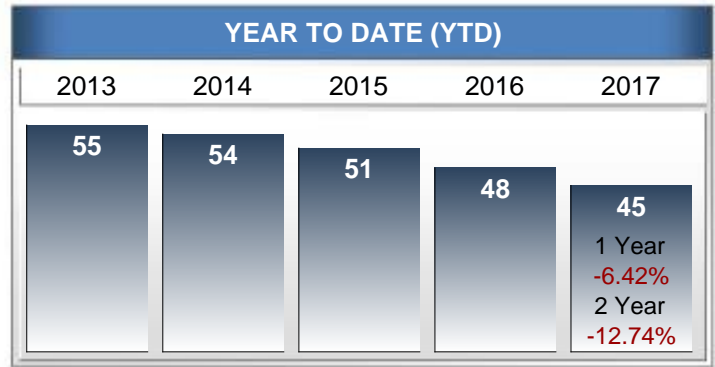
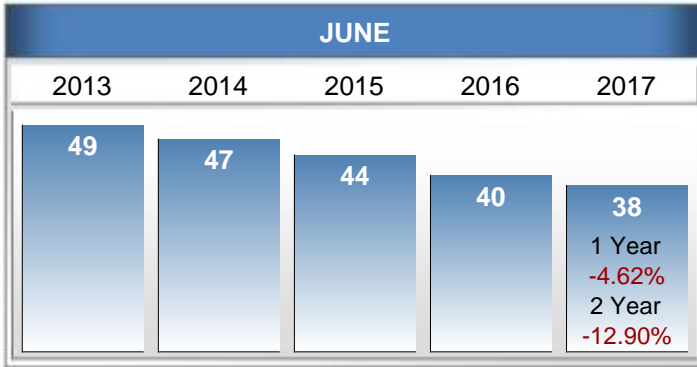
Closed Sales as of Jul 11, 2017



Average Days on Market to Sale

Report Produced on: Jul 11, 2017

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



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+
\$50,000 and less	128	8.79%	49.0	49.8	46.2	85.3	0.0
\$50,001 \$75,000	100	6.86%	41.3	47.0	40.8	25.3	4.0
\$75,001 \$125,000	268	18.39%	32.4	32.5	30.8	39.5	86.0
\$125,001 \$175,000	349	23.95%	24.4	30.8	21.6	34.1	36.8
\$175,001 \$250,000	284	19.49%	43.0	52.1	39.5	45.9	44.9
\$250,001 \$350,000	179	12.29%	46.1	69.2	36.8	49.9	49.5
\$350,001 and up	149	10.23%	50.3	22.4	37.9	58.1	41.5
Average Closed DOM: 38.1				42.6	31.8	47.5	43.6
Total Closed Units: 1,457				207	793	407	50
Total Closed Volume: 284,063,324				21.64M	125.14M	113.50M	23.79M



Monthly Inventory Analysis

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June 2017

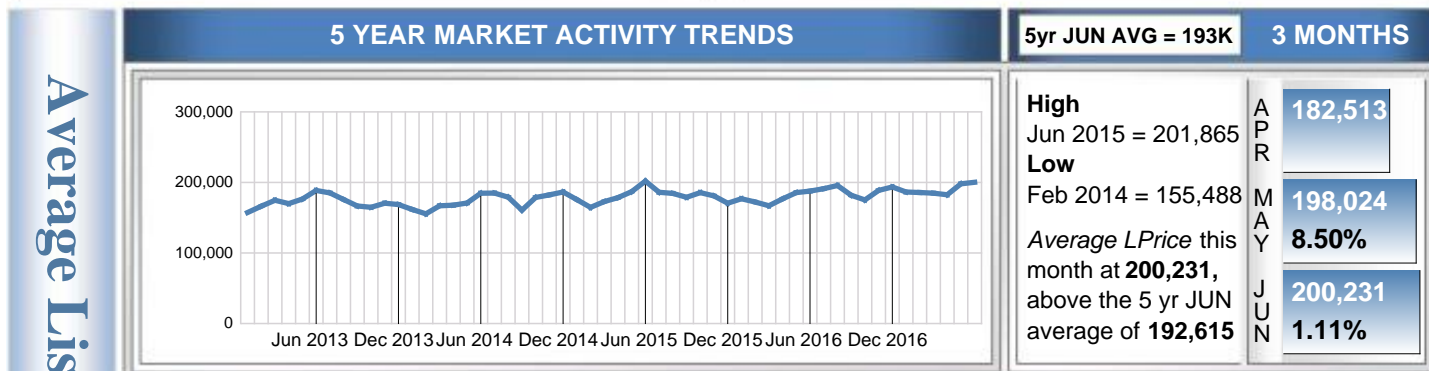
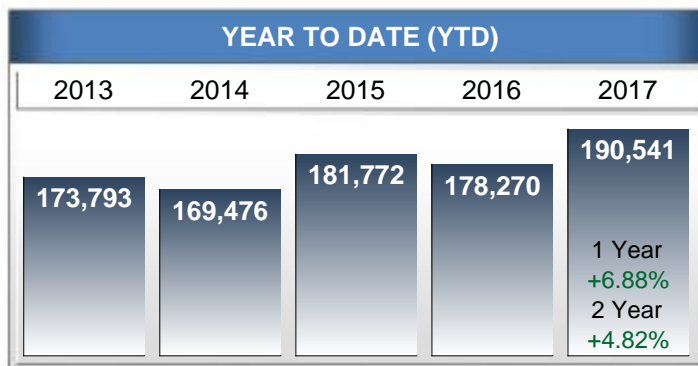
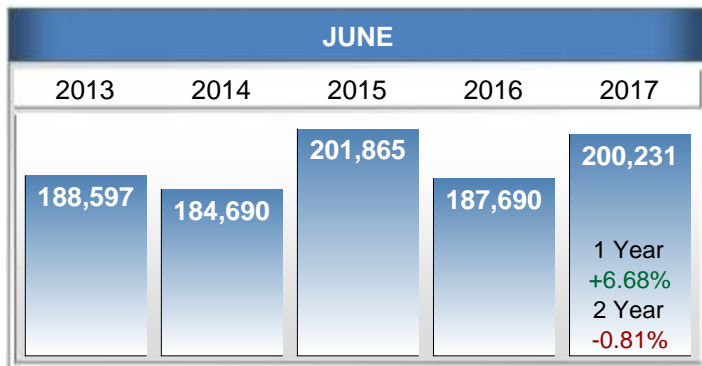
Closed Sales as of Jul 11, 2017



Average List Price at Closing

Report Produced on: Jul 11, 2017

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



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+
\$50,000 and less	113	7.76%	35,142	36,687	41,106	40,333	0
\$50,001 \$75,000	103	7.07%	64,965	66,845	67,215	66,414	65,000
\$75,001 \$125,000	267	18.33%	104,225	102,950	107,840	109,207	113,900
\$125,001 \$175,000	344	23.61%	151,181	153,169	152,504	155,936	164,450
\$175,001 \$250,000	298	20.45%	209,071	206,992	209,083	215,015	214,488
\$250,001 \$350,000	180	12.35%	297,002	327,333	294,355	298,692	306,809
\$350,001 and up	152	10.43%	562,342	765,200	496,934	523,977	758,508
Average List Price:	\$200,231			\$111,238	\$161,115	\$285,149	\$497,804
Total Closed Units:	1,457			207	793	407	50
Total List Volume:	291,736,514			23.03M	127.76M	116.06M	24.89M



Monthly Inventory Analysis

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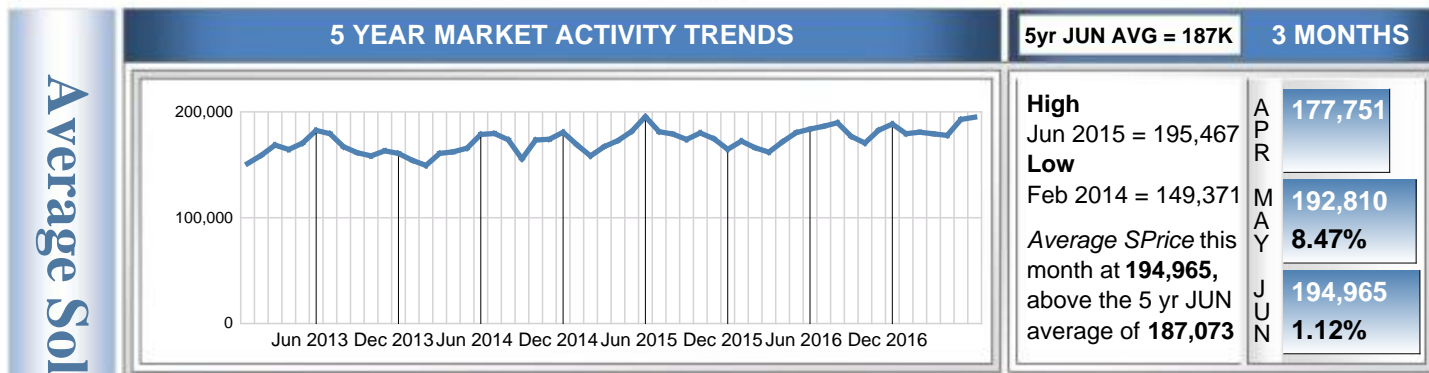
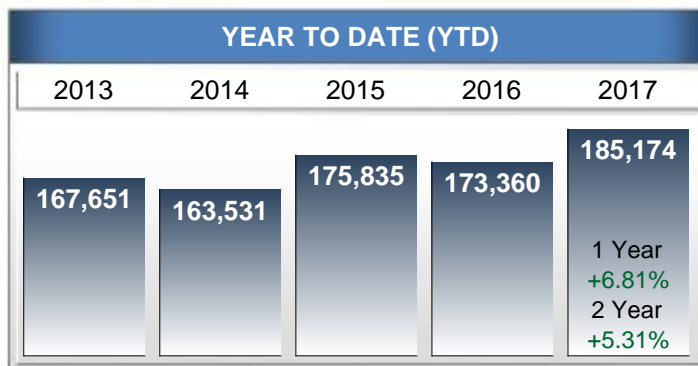
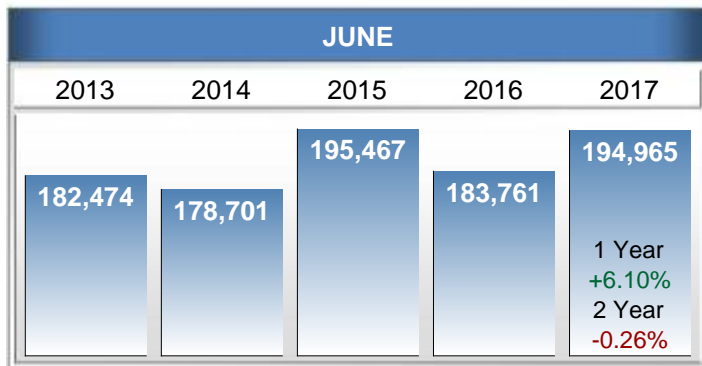
Closed Sales as of Jul 11, 2017



Average Sold Price at Closing

Report Produced on: Jul 11, 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	128		8.79%	33,501	31,396	36,039	33,000	0
\$50,001 \$75,000	100		6.86%	63,488	62,695	64,178	60,914	65,500
\$75,001 \$125,000	268		18.39%	104,052	98,451	105,691	105,355	103,500
\$125,001 \$175,000	349		23.95%	151,738	150,211	150,766	156,739	153,359
\$175,001 \$250,000	284		19.49%	207,809	202,978	205,915	210,796	207,638
\$250,001 \$350,000	179		12.29%	292,762	303,873	287,689	294,523	298,036
\$350,001 and up	149		10.23%	544,711	692,480	480,749	507,388	722,649
Average Closed Price: \$194,965					\$104,529	\$157,807	\$278,862	\$475,763
Total Closed Units: 1,457					207	793	407	50
Total Closed Volume: 284,063,324					21.64M	125.14M	113.50M	23.79M



Monthly Inventory Analysis

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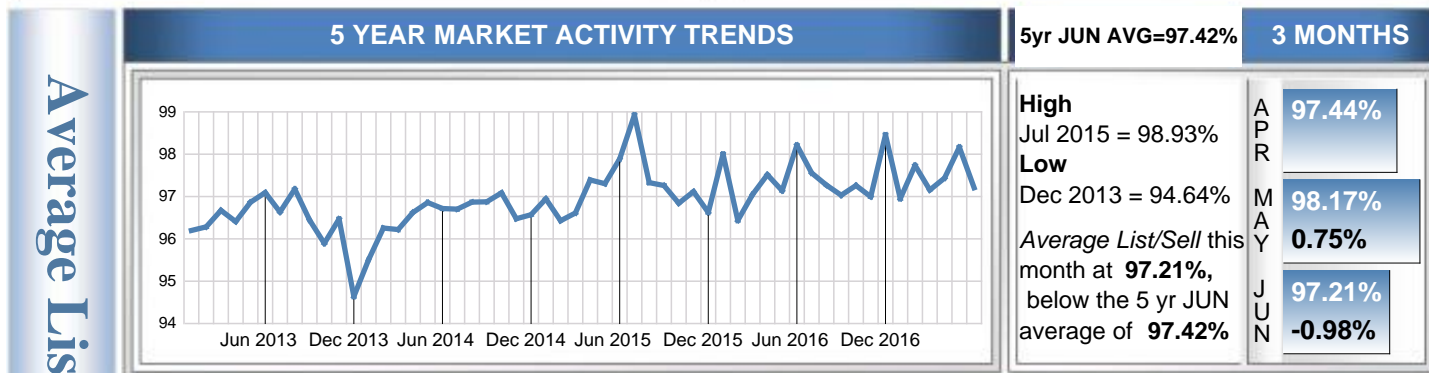
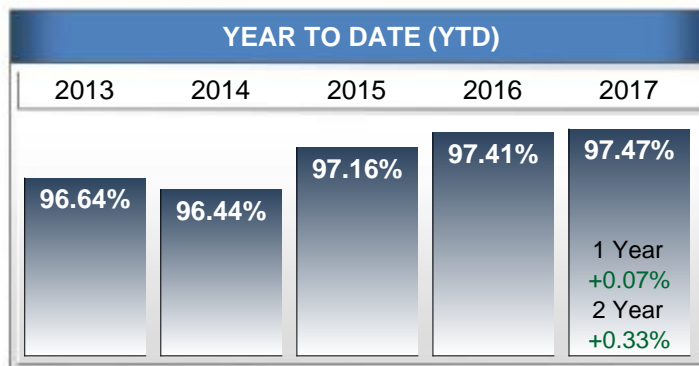
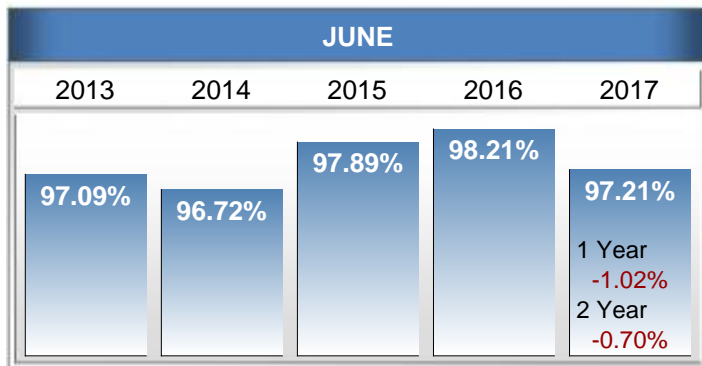
Closed Sales as of Jul 11, 2017



Average Percent of List Price to Selling Price

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



Average List/Sell Price

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

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	128	8.79%	88.51%	88.94%	88.44%	80.22%	0.00%
\$50,001-\$75,000	100	6.86%	95.39%	94.47%	96.12%	92.61%	100.77%
\$75,001-\$125,000	268	18.39%	97.61%	96.45%	98.19%	96.67%	90.87%
\$125,001-\$175,000	349	23.95%	99.37%	98.14%	98.94%	102.24%	93.98%
\$175,001-\$250,000	284	19.49%	98.37%	98.38%	98.56%	98.24%	96.91%
\$250,001-\$350,000	179	12.29%	98.11%	92.94%	97.84%	98.67%	97.13%
\$350,001 and up	149	10.23%	96.80%	93.88%	97.07%	96.98%	96.45%
Average List/Sell Ratio: 97.20%				93.83%	97.58%	98.28%	96.45%
Total Closed Units: 1,457				207	793	407	50
Total Closed Volume: 284,063,324				21.64M	125.14M	113.50M	23.79M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

Inventory as of Jul 11, 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 1,225 Sales/Month

Active Inventory as of June 30, 2017 = 6,015

	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,340	1,457	8.73%	6,916	7,319	5.83%
Pending Sales	1,371	1,438	4.89%	7,882	8,298	5.28%
New Listings	2,302	2,516	9.30%	13,185	13,669	3.67%
Average List Price	187,690	200,231	6.68%	178,270	190,541	6.88%
Average Sale Price	183,761	194,965	6.10%	173,360	185,174	6.81%
Average Percent of List Price to Selling Price	98.21%	97.21%	-1.02%	97.41%	97.47%	0.07%
Average Days on Market to Sale	39.97	38.12	-4.62%	47.87	44.79	-6.42%
Monthly Inventory	5,385	6,015	11.70%	5,385	6,015	11.70%
Months Supply of Inventory	4.64	4.91	5.78%	4.64	4.91	5.78%

