



June 2017

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

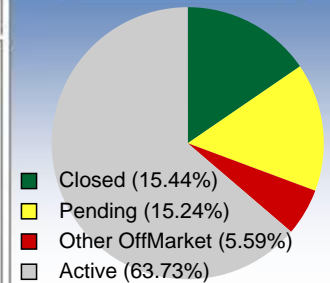


Absorption: Last 12 months, an Average of **1,225** Sales/Month

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%
Median List Price	158,750	159,900	0.72%
Median Sale Price	155,000	159,000	2.58%
Median Percent of List Price to Selling Price	98.83%	98.48%	-0.35%
Median Days on Market to Sale	24.00	23.00	-4.17%
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.

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 **2.58%** in June 2017 to \$159,000 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 1.00 days or **4.17%** in June 2017 compared to last year's same month at **24.00** DOM.

Sales Success for June 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 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

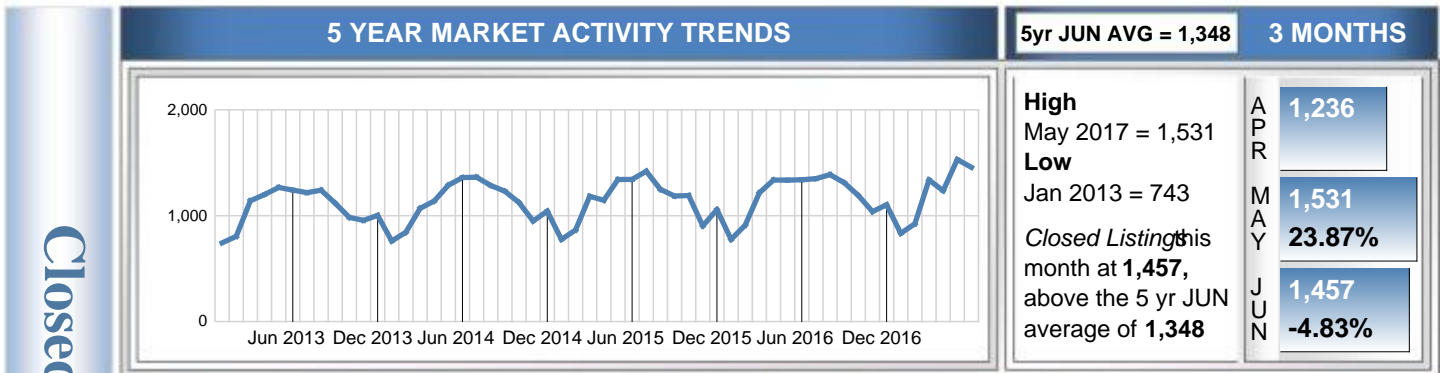
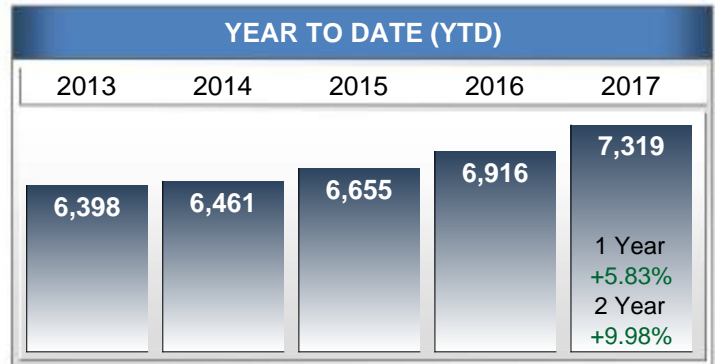
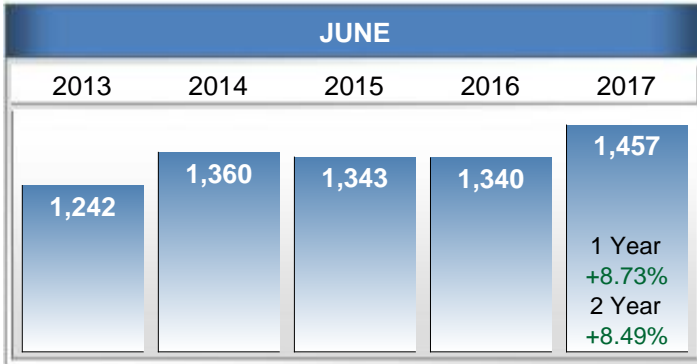
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 2017

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



Closed Listings

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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	128	8.79%	38.0	68	57	3	0	
\$50,001 - \$75,000	100	6.86%	27.5	32	60	7	1	
\$75,001 - \$125,000	268	18.39%	19.0	59	178	30	1	
\$125,001 - \$175,000	349	23.95%	10.0	21	267	57	4	
\$175,001 - \$250,000	284	19.49%	30.5	16	143	117	8	
\$250,001 - \$350,000	179	12.29%	35.0	6	60	102	11	
\$350,001 and up	149	10.23%	40.0	5	28	91	25	
Total Closed Units: 1,457				23.0	207	793	407	50
Total Closed Volume: 284,063,324					21.64M	125.14M	113.50M	23.79M
Median Closed Price: \$159,000					\$78,000	\$145,000	\$242,000	\$347,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

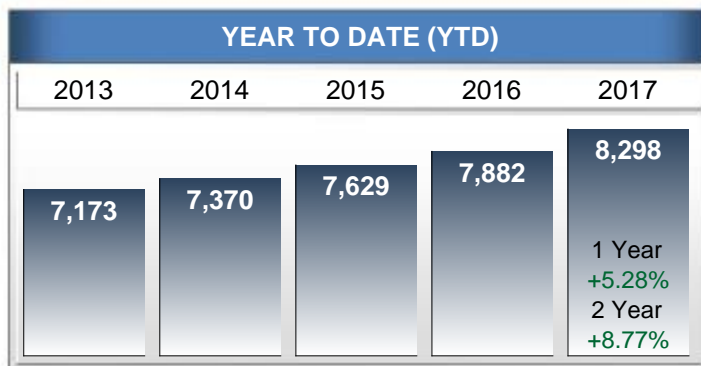
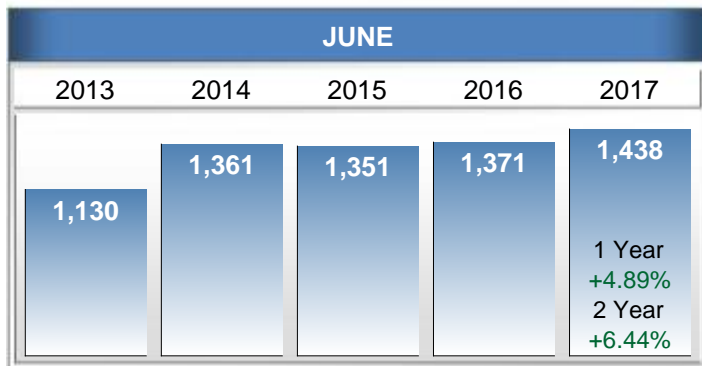
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

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



Pending Listings
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5yr JUN AVG = 1,330 **3 MONTHS**

High
May 2017 = 1,496

Low
Dec 2013 = 732

Pending Listings this month at **1,438**, above the 5 yr JUN average of **1,330**

A P R	1,437
M A Y	1,496
J U N	1,438
4.11%	
-3.88%	

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	123	8.55%	43.0	75	45	2	1
\$50,001 - \$75,000	89	6.19%	41.0	37	43	8	1
\$75,001 - \$125,000	247	17.18%	26.0	48	174	22	3
\$125,001 - \$175,000	363	25.24%	21.0	22	273	60	8
\$175,001 - \$250,000	291	20.24%	28.0	19	154	110	8
\$250,001 - \$350,000	171	11.89%	29.0	11	65	85	10
\$350,001 and up	154	10.71%	34.5	5	30	86	33
Total Pending Units: 1,438				217	784	373	64
Total Pending Volume: 282,146,686				23.07M	129.55M	102.37M	27.16M
Median Listing Price: \$160,000				\$70,000	\$149,900	\$239,000	\$369,763



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

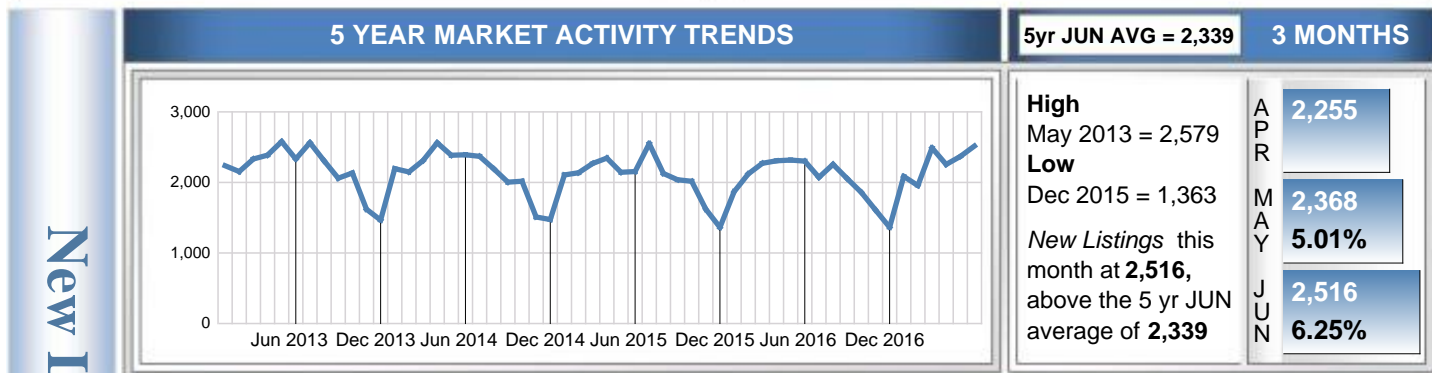
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 2017

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



NEW LISTINGS & 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:				2,516	538	1098	716	164
Total New Listed Volume:				598,348,917	85.68M	199.79M	220.78M	92.10M
Median New Listed Listing Price:				\$175,000	\$69,450	\$158,450	\$264,950	\$404,900

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

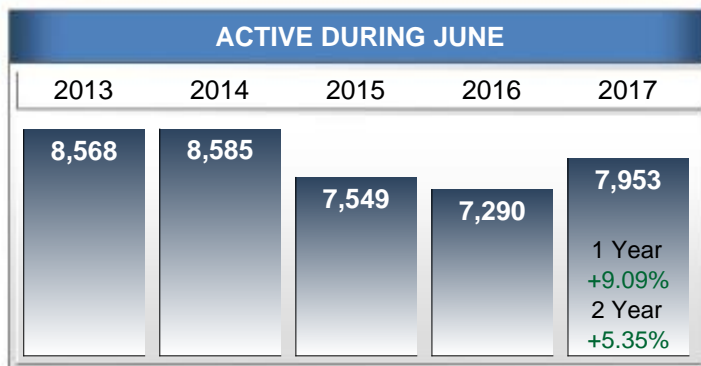
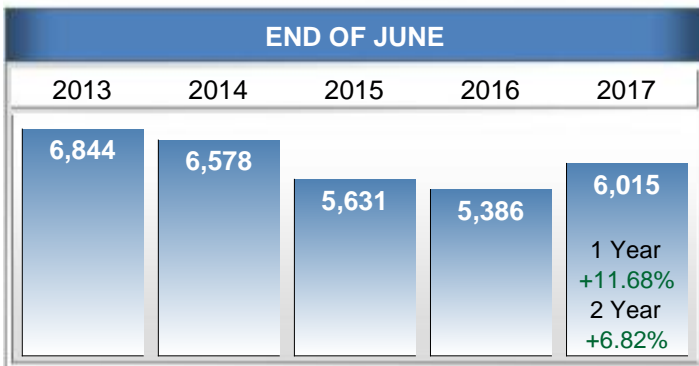
Active Inventory as of Jul 11, 2017



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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5yr JUN AVG = 6,091 **3 MONTHS**

High
Jul 2013 = 7,105

Low
Dec 2016 = 4,835

Inventory this month at **6,015**, below the 5 yr JUN average of **6,091**

A P R	5,210
M A Y	5,474
J U N	6,015
	5.07%
	9.88%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	284	4.72%	82.5	261	17	5	1		
\$25,001 - \$75,000	950	15.79%	63.0	669	229	50	2		
\$75,001 - \$125,000	703	11.69%	53.0	212	427	56	8		
\$125,001 - \$250,000	1,809	30.07%	44.0	284	981	504	40		
\$250,001 - \$325,000	778	12.93%	52.0	64	200	435	79		
\$325,001 - \$525,000	848	14.10%	61.0	77	136	495	140		
\$525,001 and up	643	10.69%	77.0	116	74	228	225		
Total Active Inventory by Units:				6,015	56.0	1,683	2,064	1,773	495
Total Active Inventory by Volume:				1,690,225,645		335.34M	406.06M	611.81M	337.01M
Median Active Inventory Listing Price:				\$190,000		\$65,000	\$159,900	\$295,000	\$474,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

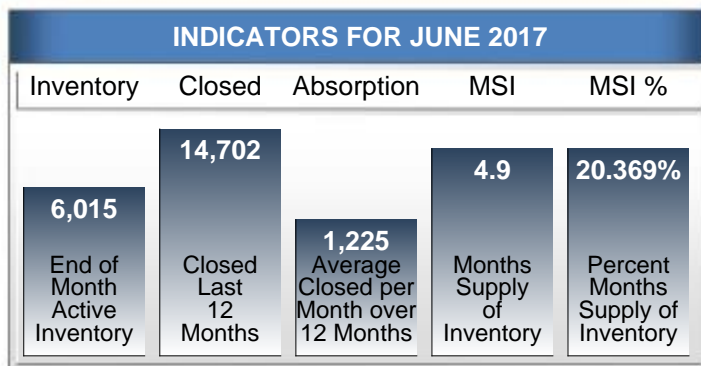
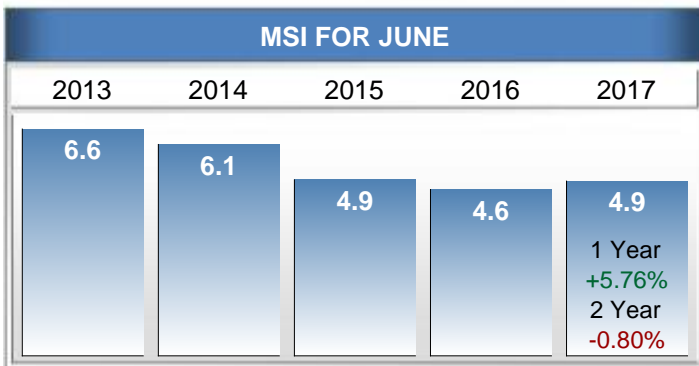
Active Inventory as of Jul 11, 2017



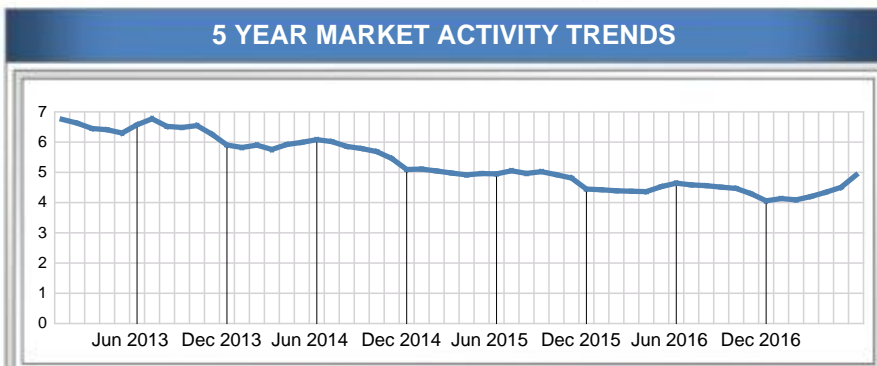
Months Supply of Inventory

Report Produced on: Jul 11, 2017

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



Months Supply
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5yr JUN AVG = 5.4	3 MONTHS
High Jul 2013 = 6.8 Low Dec 2016 = 4.1 <i>Months Supply</i> this month at 4.9 , below the 5 yr JUN average of 5.4	APR 4.3 MAY 4.5 JUN 4.9 3.66% 9.01%

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®

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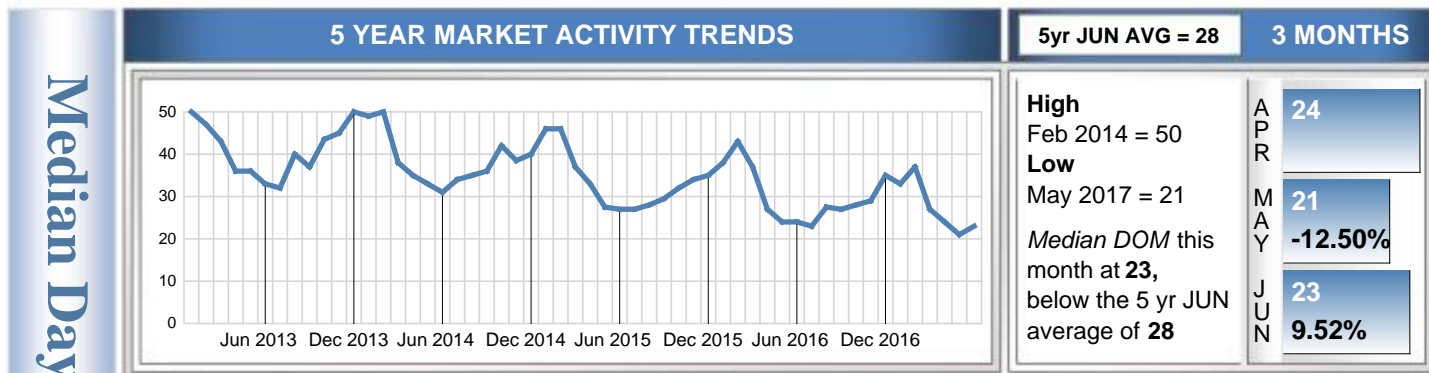
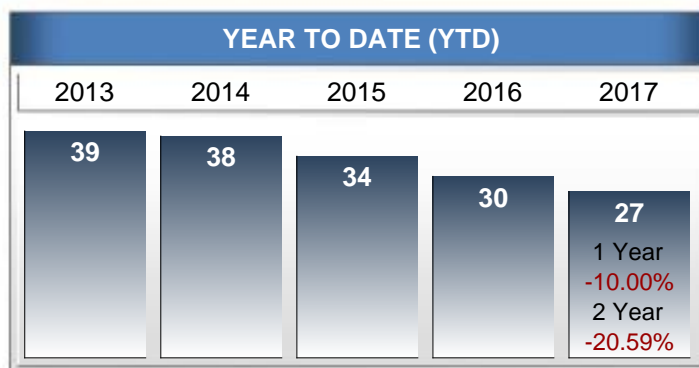
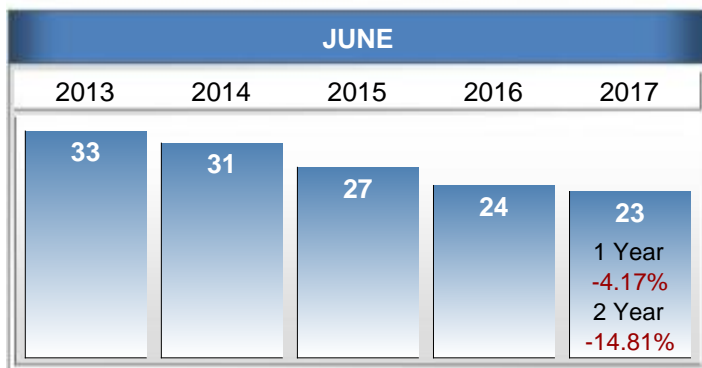
Closed Sales as of Jul 11, 2017



Median Days on Market to Sale

Report Produced on: Jul 11, 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	128		8.79%	38.0	42.5	35.0	115.0	0.0
\$50,001 \$75,000	100		6.86%	27.5	31.5	26.0	9.0	4.0
\$75,001 \$125,000	268		18.39%	19.0	18.0	17.5	28.5	86.0
\$125,001 \$175,000	349		23.95%	10.0	25.0	10.0	15.0	43.5
\$175,001 \$250,000	284		19.49%	30.5	35.5	27.0	32.0	31.0
\$250,001 \$350,000	179		12.29%	35.0	68.0	21.0	44.0	53.0
\$350,001 and up	149		10.23%	40.0	10.0	23.0	53.0	34.0
Median Closed DOM:	23.0				28.0	17.0	36.0	37.5
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

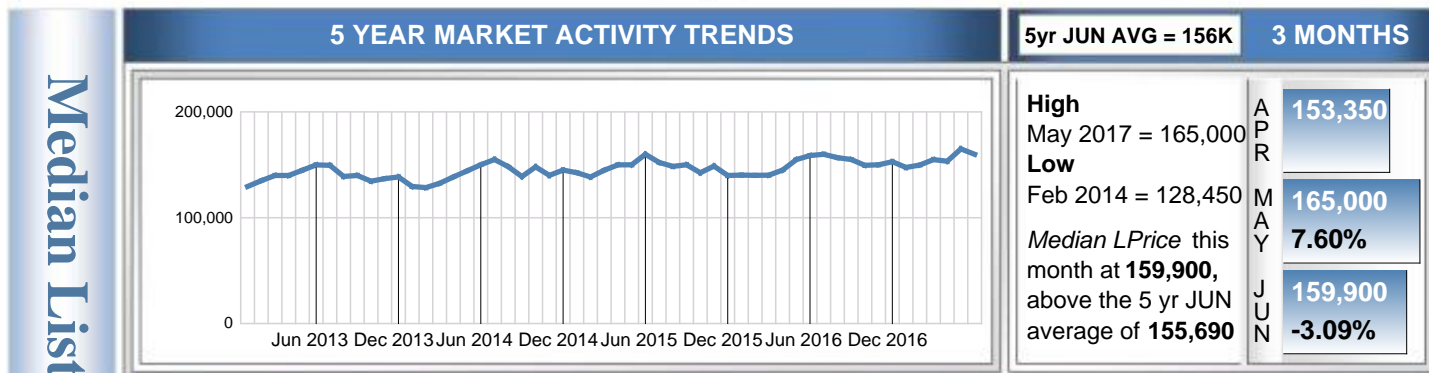
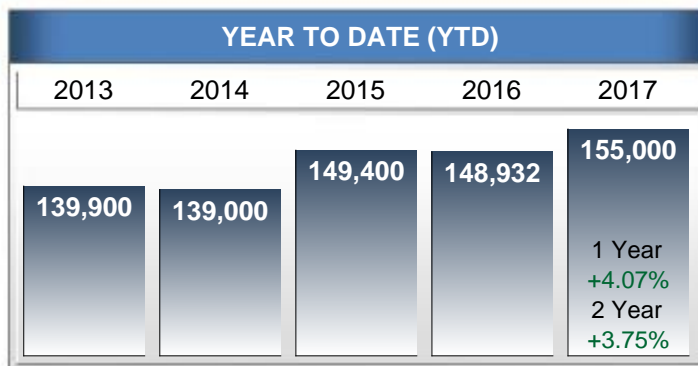
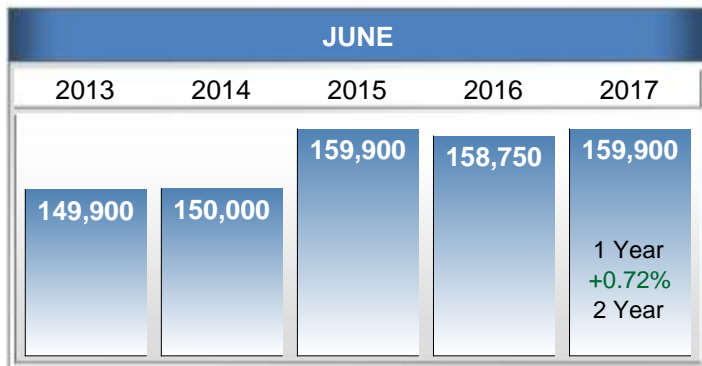
Closed Sales as of Jul 11, 2017



Median List Price at Closing

Report Produced on: Jul 11, 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	113	7.76%	37,000	32,500	40,950	30,500	0
\$50,001 \$75,000	103	7.07%	65,000	64,500	66,900	63,450	65,000
\$75,001 \$125,000	267	18.33%	107,900	98,750	109,200	110,000	113,900
\$125,001 \$175,000	344	23.61%	150,000	149,900	150,000	157,400	154,900
\$175,001 \$250,000	298	20.45%	205,000	200,000	199,900	212,950	209,900
\$250,001 \$350,000	180	12.35%	292,625	332,500	285,000	289,900	309,000
\$350,001 and up	152	10.43%	464,950	499,000	454,500	455,000	687,000
Median List Price:	\$159,900			\$81,135	\$148,000	\$249,900	\$347,450
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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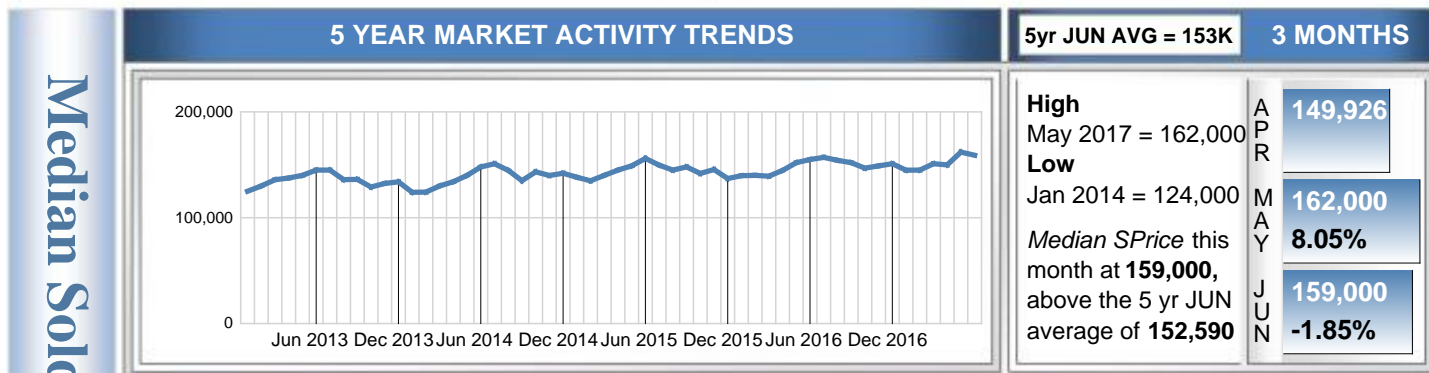
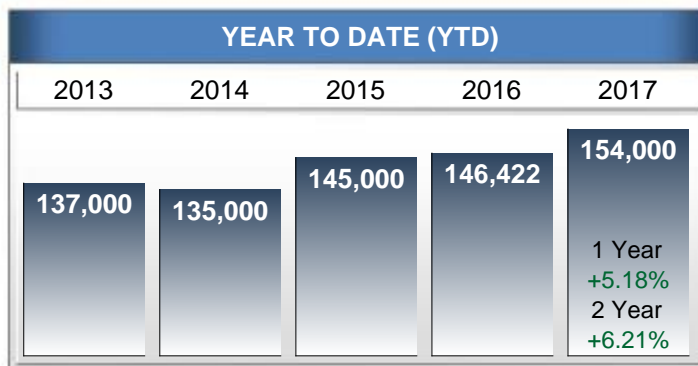
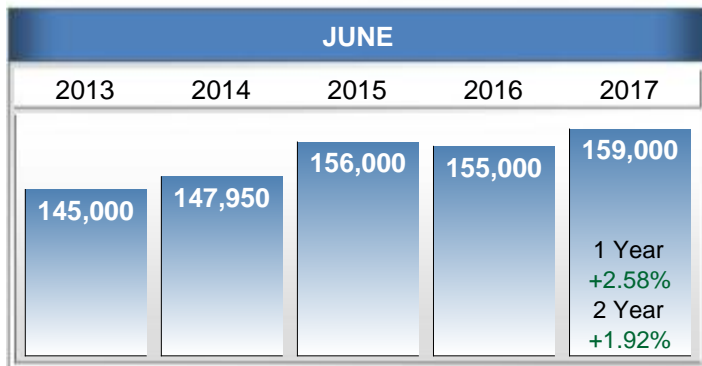
Closed Sales as of Jul 11, 2017



Median Sold Price at Closing

Report Produced on: Jul 11, 2017

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



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+
\$50,000 and less	128		8.79%	33,585	31,000	39,000	32,000	0
\$50,001 - \$75,000	100		6.86%	64,074	62,500	64,900	60,000	65,500
\$75,001 - \$125,000	268		18.39%	105,450	98,500	107,950	105,000	103,500
\$125,001 - \$175,000	349		23.95%	152,000	155,000	150,000	158,900	159,500
\$175,001 - \$250,000	284		19.49%	206,001	199,929	199,000	210,000	210,000
\$250,001 - \$350,000	179		12.29%	287,900	303,000	285,000	287,700	293,000
\$350,001 and up	149		10.23%	451,000	465,000	431,750	445,000	650,000
Median Closed Price:	\$159,000				\$78,000	\$145,000	\$242,000	\$347,750
Total Closed Units:	1,457				207	793	407	50
Total Closed Volume:	284,063,324				21.64M	125.14M	113.50M	23.79M



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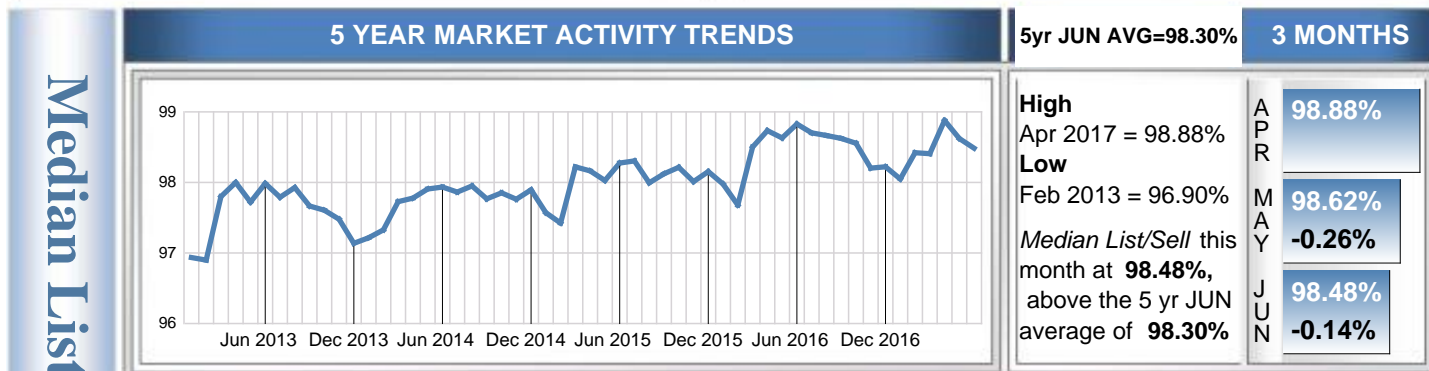
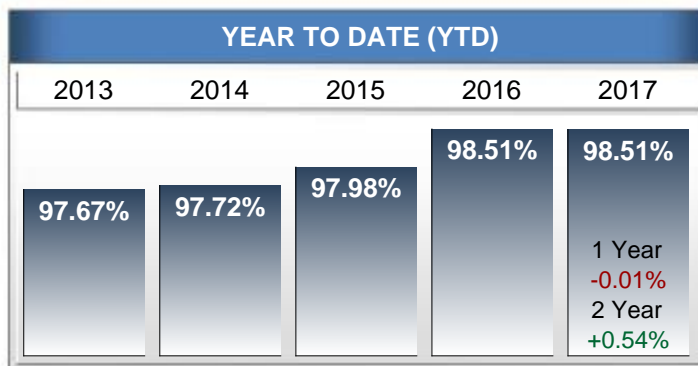
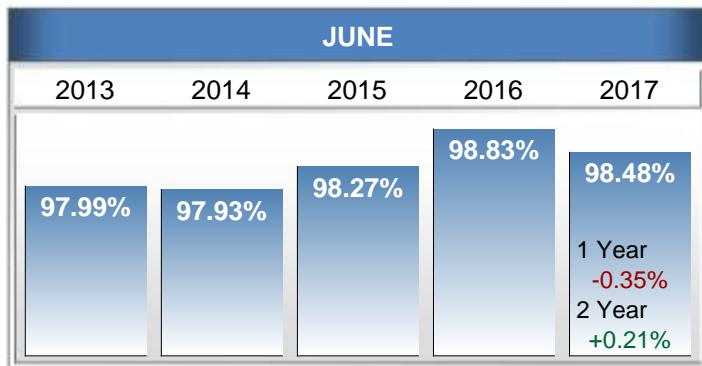
Closed Sales as of Jul 11, 2017



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+
\$50,000 and less	128	8.79%	90.19%	90.55%	90.30%	83.33%	0.00%
\$50,001-\$75,000	100	6.86%	95.47%	92.60%	97.04%	91.67%	100.77%
\$75,001-\$125,000	268	18.39%	98.40%	96.90%	99.41%	96.95%	90.87%
\$125,001-\$175,000	349	23.95%	100.00%	99.05%	100.00%	100.00%	94.95%
\$175,001-\$250,000	284	19.49%	98.96%	98.62%	98.93%	99.22%	97.97%
\$250,001-\$350,000	179	12.29%	98.47%	92.02%	98.11%	98.83%	97.64%
\$350,001 and up	149	10.23%	97.12%	95.29%	98.34%	97.33%	96.80%
Median List/Sell Ratio:	98.48%			95.12%	99.00%	98.62%	96.97%
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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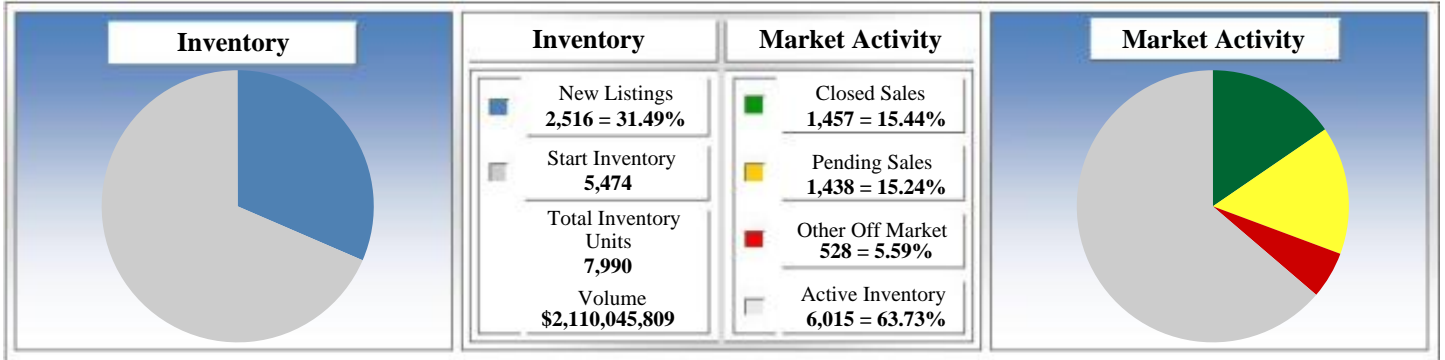
Inventory as of Jul 11, 2017



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%
Median List Price	158,750	159,900	0.72%	148,932	155,000	4.07%
Median Sale Price	155,000	159,000	2.58%	146,422	154,000	5.18%
Median Percent of List Price to Selling Price	98.83%	98.48%	-0.35%	98.51%	98.51%	-0.01%
Median Days on Market to Sale	24.00	23.00	-4.17%	30.00	27.00	-10.00%
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%

