



June 2017

Area Delimited by County Of Rogers

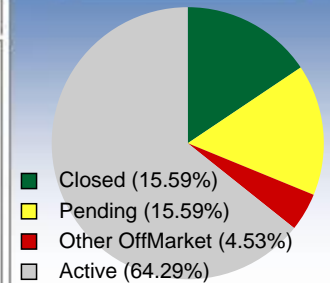


Absorption: Last 12 months, an Average of **126** Sales/Month

Active Inventory as of June 30, 2017 = **639**

	JUNE		
	2016	2017	+/- %
Closed Listings	149	155	4.03%
Pending Listings	119	155	30.25%
New Listings	253	241	-4.74%
Average List Price	199,697	196,360	-1.67%
Average Sale Price	197,283	191,205	-3.08%
Average Percent of List Price to Selling Price	98.32%	97.13%	-1.21%
Average Days on Market to Sale	39.85	41.24	3.48%
End of Month Inventory	677	639	-5.61%
Months Supply of Inventory	5.86	5.09	-13.13%

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) Decreases

The total housing inventory at the end of June 2017 decreased **5.61%** to 639 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **5.09** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.08%** in June 2017 to \$191,205 versus the previous year at \$197,283.

Average Days on Market Lengthens

The average number of **41.24** days that homes spent on the market before selling increased by 1.39 days or **3.48%** in June 2017 compared to last year's same month at **39.85** DOM.

Sales Success for June 2017 is Positive

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

There were 241 New Listings in June 2017, down **4.74%** from last year at 253. Furthermore, there were 155 Closed Listings this month versus last year at 149, a **4.03%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, up from last year's June 2017 at **58.9%**, a **9.21%** upswing. 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.

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

Data from the Greater Tulsa Association of REALTORS®

June 2017

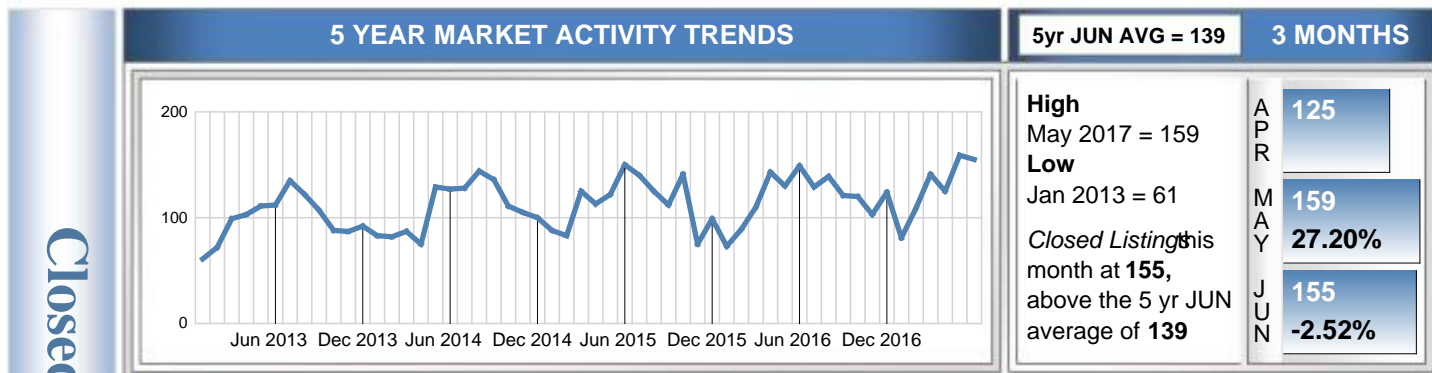
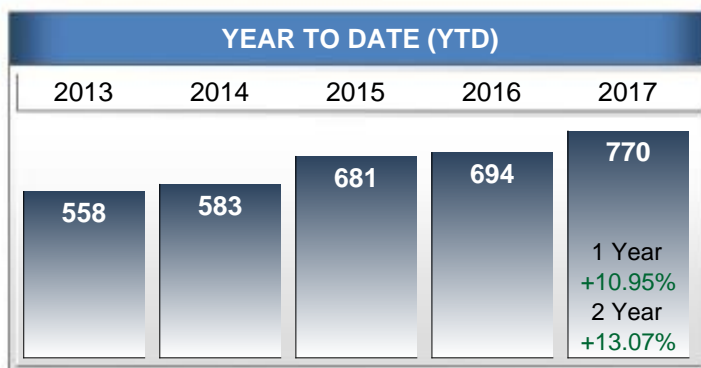
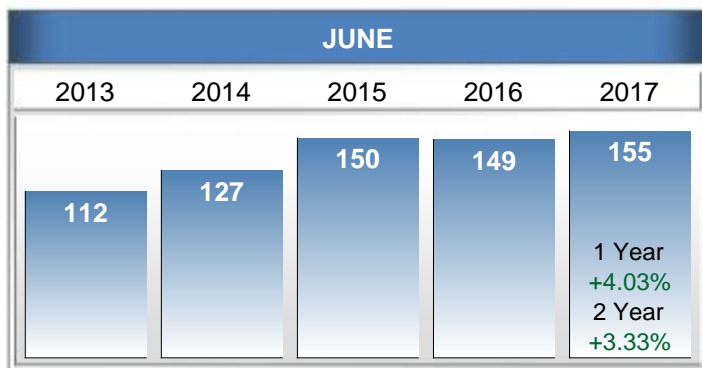
Closed Sales as of Jul 11, 2017



Report Produced on: Jul 11, 2017

Closed Listings

Area Delimited by County Of Rogers



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	14	9.03%	49.4	9	4	1	0
\$50,001 - \$100,000	19	12.26%	42.9	6	13	0	0
\$100,001 - \$125,000	23	14.84%	27.7	4	18	0	1
\$125,001 - \$200,000	39	25.16%	29.8	2	29	8	0
\$200,001 - \$250,000	21	13.55%	58.3	0	10	10	1
\$250,001 - \$325,000	23	14.84%	42.7	1	6	13	3
\$325,001 and up	16	10.32%	54.9	1	2	10	3
Total Closed Units:	155		41.2	23	82	42	8
Total Closed Volume:	29,636,826			2.14M	12.42M	11.62M	3.46M
Average Closed Price:	\$191,205			\$92,891	\$151,519	\$276,628	\$432,175

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

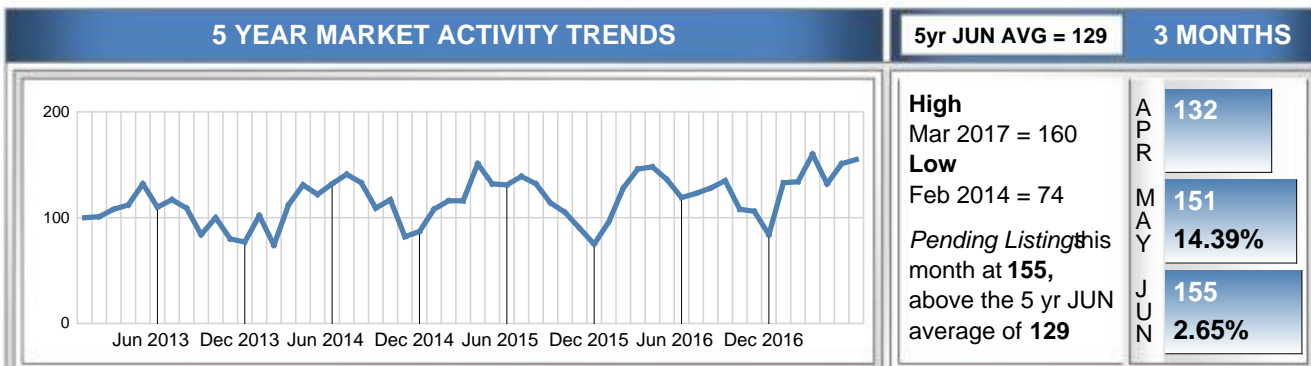
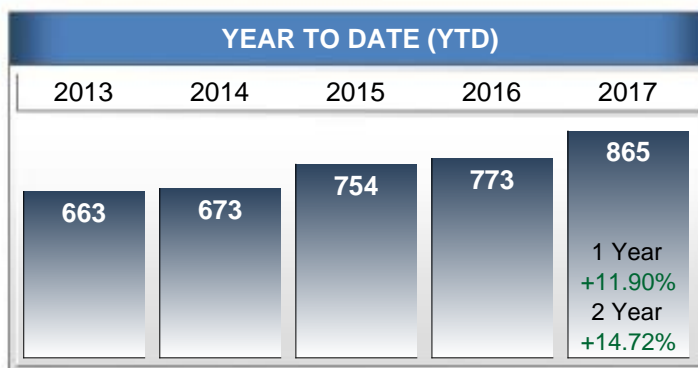
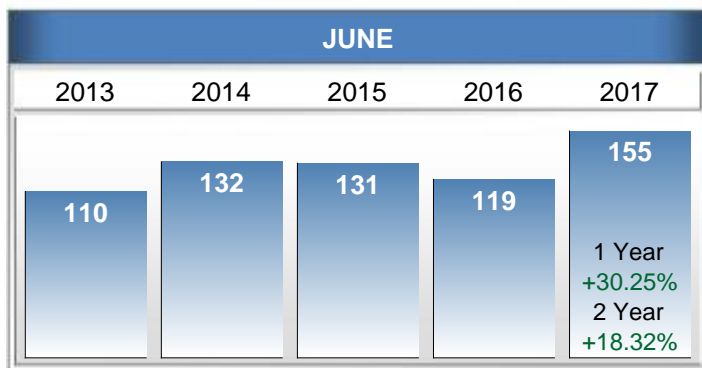
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Rogers



Pending Listings

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Contact an experienced REALTOR

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	14	9.03%	68.6	9	4	1	0		
\$50,001 - \$75,000	8	5.16%	42.4	5	2	1	0		
\$75,001 - \$125,000	24	15.48%	51.5	5	18	1	0		
\$125,001 - \$175,000	41	26.45%	48.9	1	36	3	1		
\$175,001 - \$250,000	27	17.42%	33.3	2	14	11	0		
\$250,001 - \$375,000	25	16.13%	50.5	1	10	12	2		
\$375,001 and up	16	10.32%	43.4	0	1	9	6		
Total Pending Units:				155	35.3	23	85	38	9
Total Pending Volume:				31,565,729		2.01M	13.90M	11.71M	3.95M
Average Listing Price:				\$207,405		\$87,474	\$163,534	\$308,091	\$438,436



Monthly Inventory Analysis

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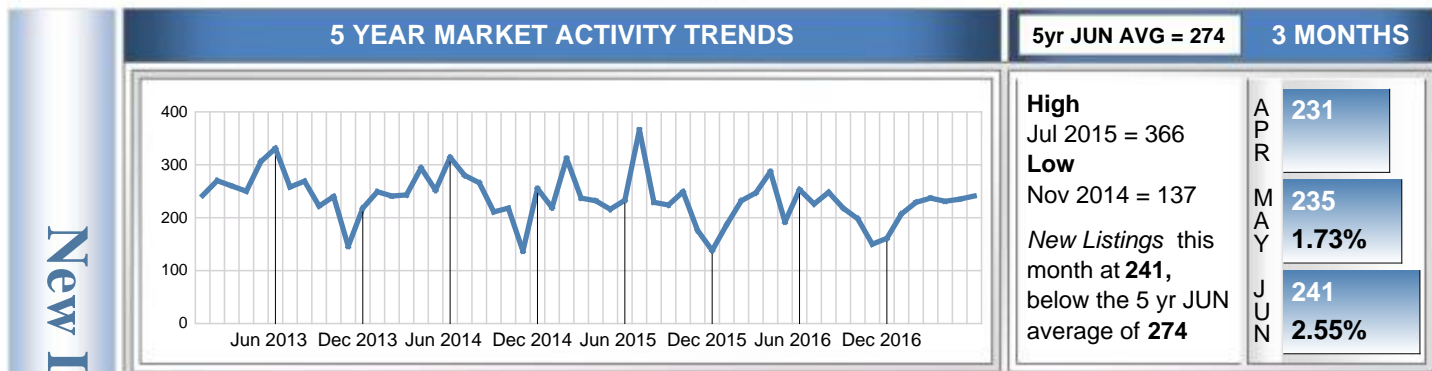
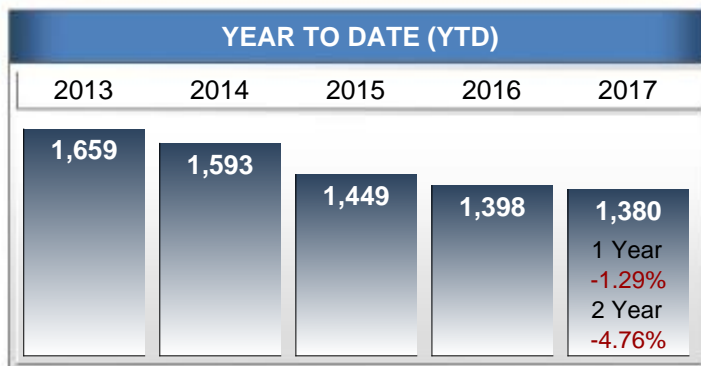
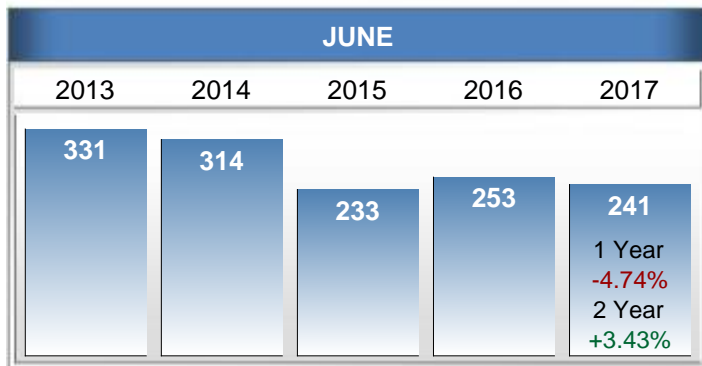
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Rogers



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+
\$50,000 and less	19	7.88%	14	2	3	0
\$50,001 - \$75,000	17	7.05%	13	3	1	0
\$75,001 - \$125,000	37	15.35%	12	21	4	0
\$125,001 - \$200,000	68	28.22%	5	46	15	2
\$200,001 - \$275,000	44	18.26%	3	19	21	1
\$275,001 - \$425,000	31	12.86%	4	9	13	5
\$425,001 and up	25	10.37%	3	4	10	8
Total New Listed Units:			54	104	67	16
Total New Listed Volume:			7.68M	19.19M	18.25M	7.83M
Average New Listed Listing Price:			\$142,233	\$184,486	\$272,419	\$489,295



Monthly Inventory Analysis

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June 2017

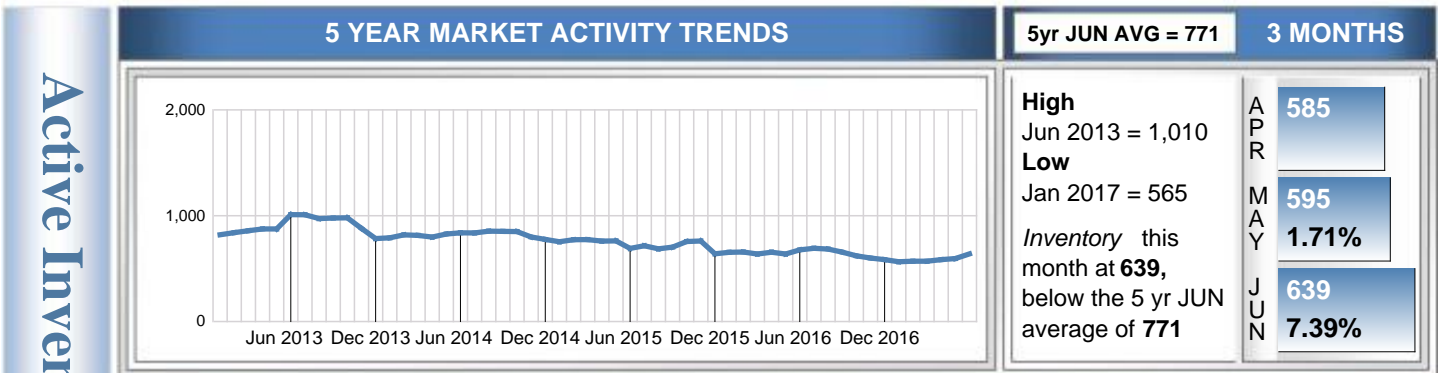
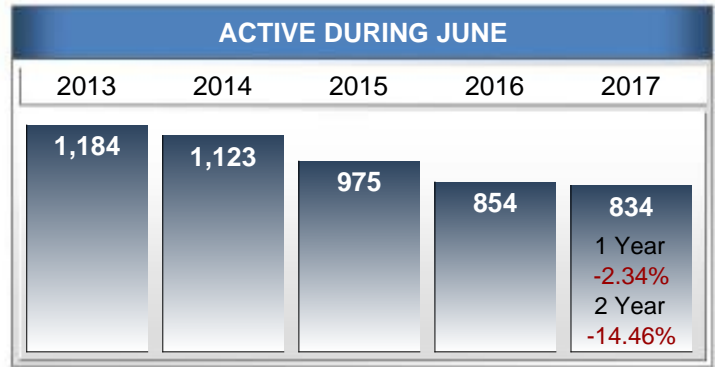
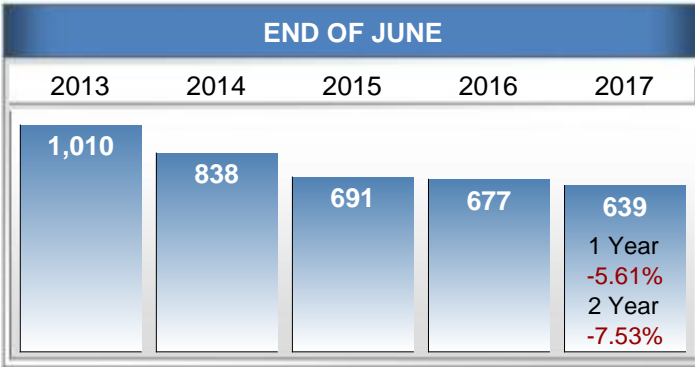
Active Inventory as of Jul 11, 2017



Report Produced on: Jul 11, 2017

Active Inventory

Area Delimited by County Of Rogers



Active Inventory

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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	46	7.20%	95.8	45	0	1	0		
\$25,001 - \$75,000	90	14.08%	83.0	78	10	2	0		
\$75,001 - \$125,000	75	11.74%	71.1	28	39	7	1		
\$125,001 - \$225,000	175	27.39%	65.2	40	92	39	4		
\$225,001 - \$300,000	101	15.81%	66.0	13	32	53	3		
\$300,001 - \$475,000	87	13.62%	63.1	12	17	40	18		
\$475,001 and up	65	10.17%	81.1	9	5	24	27		
Total Active Inventory by Units:				639	72.0	225	195	166	53
Total Active Inventory by Volume:				167,449,728		28.96M	39.85M	52.83M	45.81M
Average Active Inventory Listing Price:				\$262,050		\$128,723	\$204,368	\$318,233	\$864,315



Monthly Inventory Analysis

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June 2017

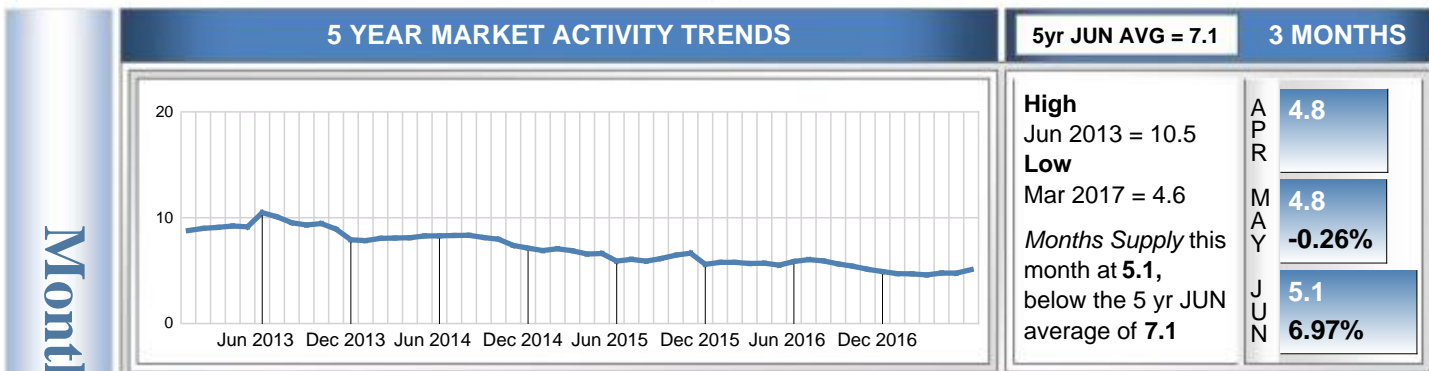
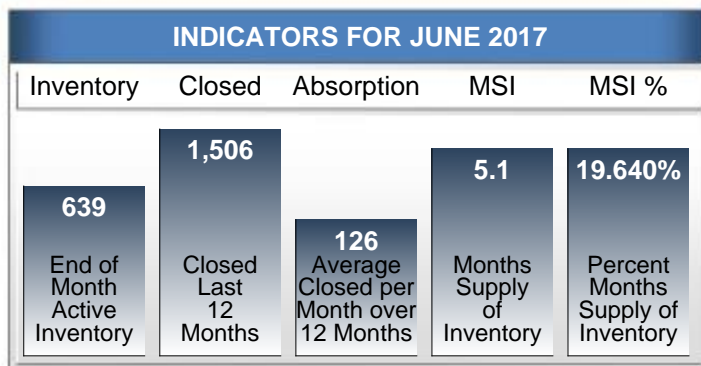
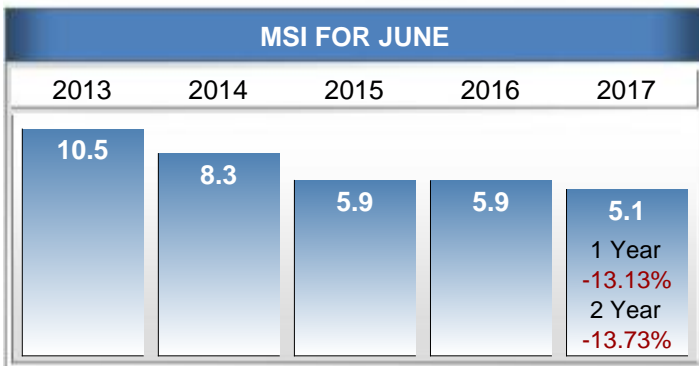
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 11, 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	46	7.20%	9.5	10.8	0.0	6.0	0.0
\$25,001 - \$75,000	90	14.08%	5.7	10.2	1.4	2.4	0.0
\$75,001 - \$125,000	75	11.74%	3.4	7.3	2.4	2.9	12.0
\$125,001 - \$225,000	175	27.39%	3.3	19.2	2.6	2.9	4.4
\$225,001 - \$300,000	101	15.81%	6.8	26.0	5.5	7.1	2.6
\$300,001 - \$475,000	87	13.62%	7.6	28.8	11.3	4.8	13.5
\$475,001 and up	65	10.17%	17.3	36.0	30.0	11.1	23.1
MSI:	5.1			11.9	2.9	4.8	11.2
Total Active Inventory:	639			225	195	166	53



Monthly Inventory Analysis

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June 2017

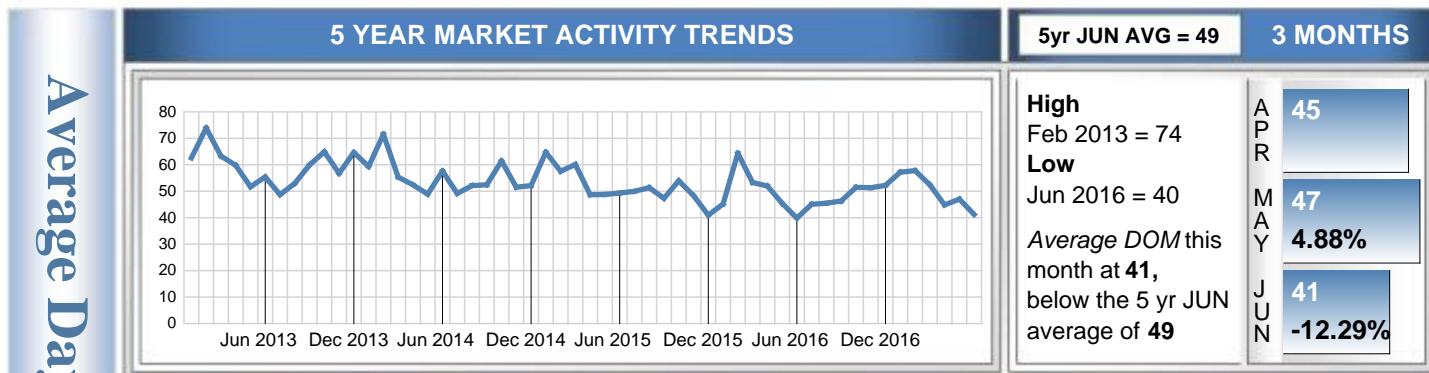
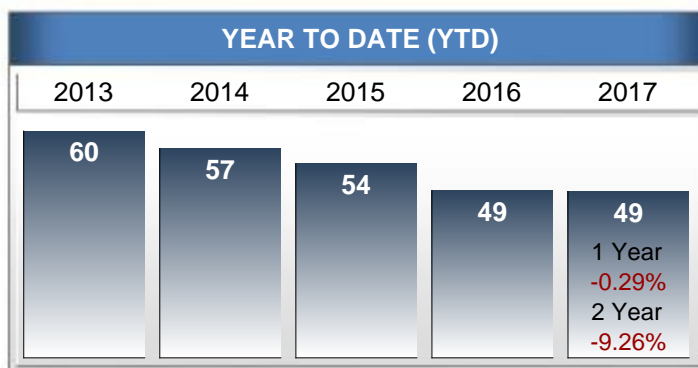
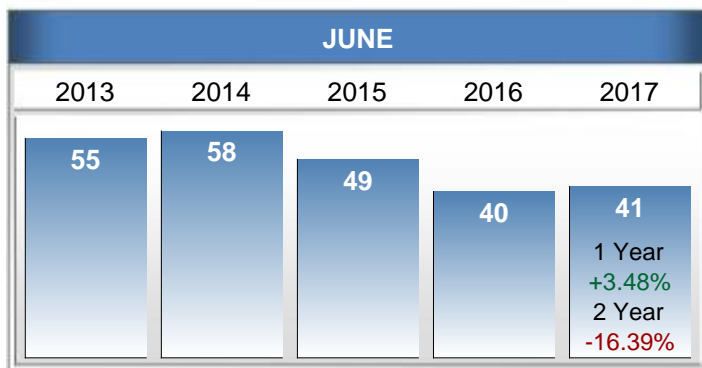
Closed Sales as of Jul 11, 2017



Average Days on Market to Sale

Report Produced on: Jul 11, 2017

Area Delimited by County Of Rogers



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	14	9.03%	49.4	44.9	43.0	115.0	0.0
\$50,001 - \$100,000	19	12.26%	42.9	39.2	44.6	0.0	0.0
\$100,001 - \$125,000	23	14.84%	27.7	31.3	23.7	0.0	86.0
\$125,001 - \$200,000	39	25.16%	29.8	38.5	22.8	53.0	0.0
\$200,001 - \$250,000	21	13.55%	58.3	0.0	45.1	64.0	134.0
\$250,001 - \$325,000	23	14.84%	42.7	105.0	20.2	38.8	84.3
\$325,001 and up	16	10.32%	54.9	9.0	17.0	69.3	47.7
Average Closed DOM: 41.2				41.5	29.8	56.6	77.0
Total Closed Units: 155				23	82	42	8
Total Closed Volume: 29,636,826				2.14M	12.42M	11.62M	3.46M



Monthly Inventory Analysis

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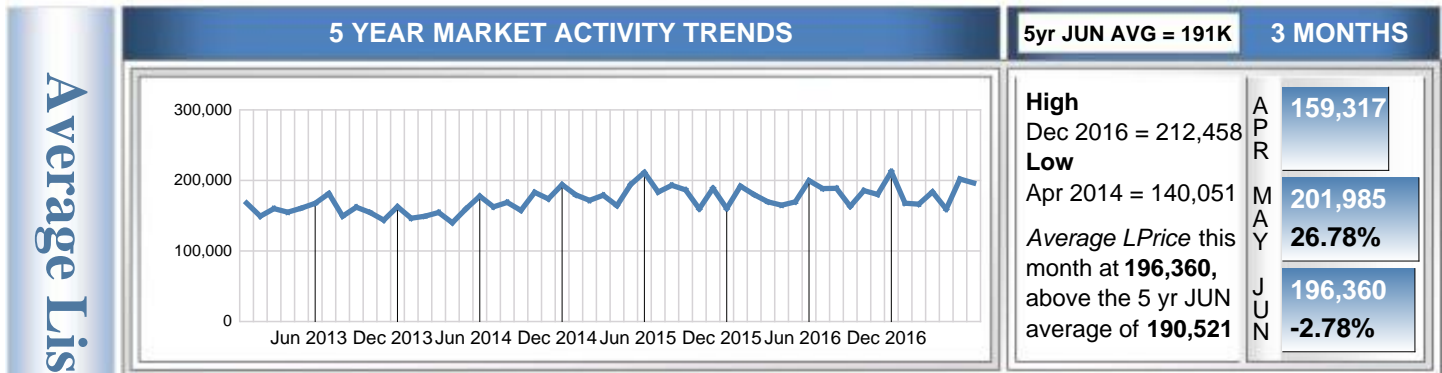
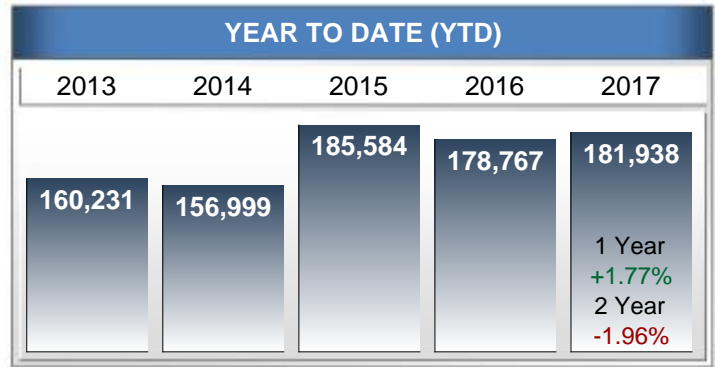
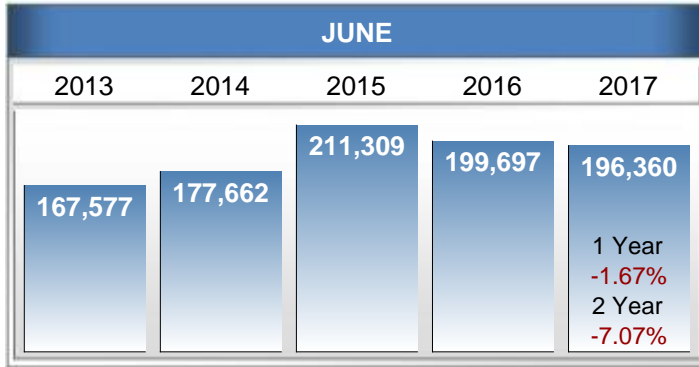
Closed Sales as of Jul 11, 2017



Average List Price at Closing

Report Produced on: Jul 11, 2017

Area Delimited by County Of Rogers



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	13	8.39%	28,254	25,100	44,350	24,000	0
\$50,001 - \$100,000	18	11.61%	81,941	86,089	87,254	0	0
\$100,001 - \$125,000	25	16.13%	116,220	118,750	115,650	0	113,900
\$125,001 - \$200,000	37	23.87%	161,074	142,250	160,187	181,225	0
\$200,001 - \$250,000	21	13.55%	224,202	0	227,500	235,724	209,900
\$250,001 - \$325,000	24	15.48%	281,143	340,000	277,350	282,233	286,467
\$325,001 and up	17	10.97%	486,624	425,000	349,450	440,890	799,933
Average List Price:	\$196,360			\$98,562	\$154,596	\$283,547	\$447,875
Total Closed Units:	155			23	82	42	8
Total List Volume:	30,435,741			2.27M	12.68M	11.91M	3.58M



Monthly Inventory Analysis

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June 2017

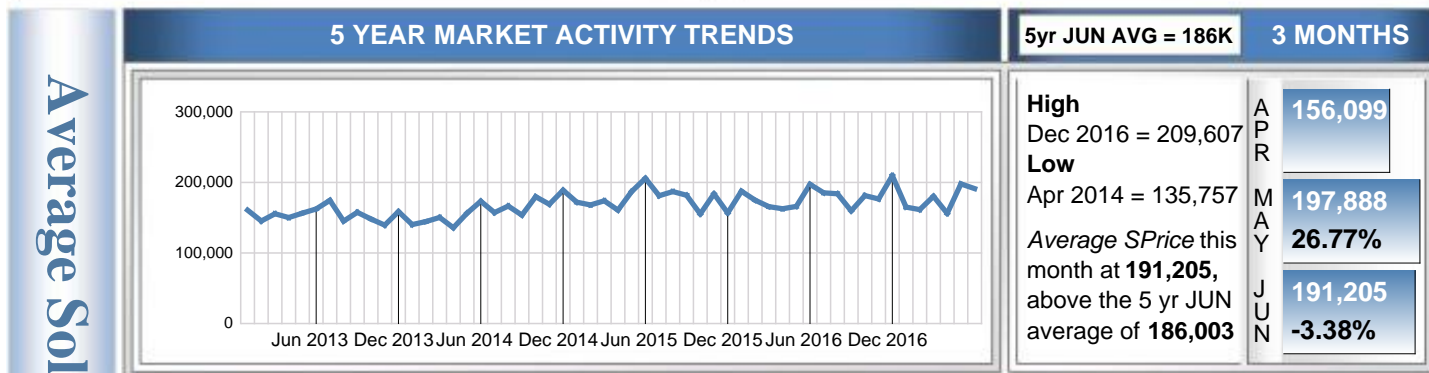
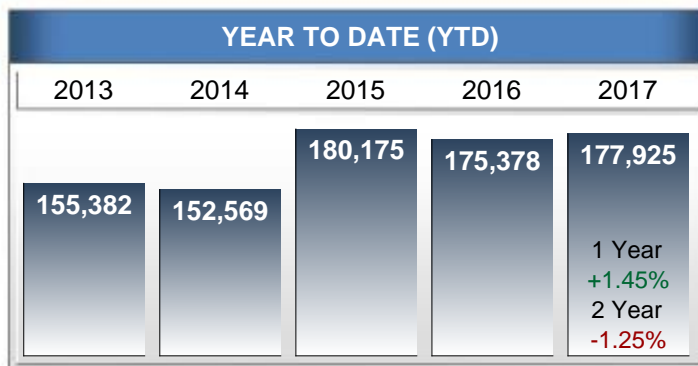
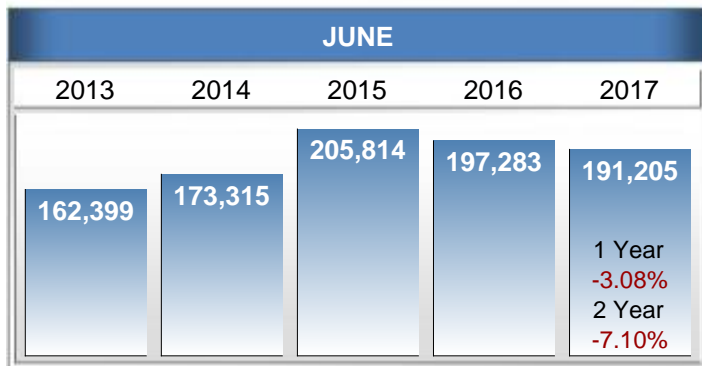
Closed Sales as of Jul 11, 2017



Average Sold Price at Closing

Report Produced on: Jul 11, 2017

Area Delimited by County Of Rogers



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+
\$50,000 and less	14	9.03%	27,670	23,250	40,282	17,000	0
\$50,001 - \$100,000	19	12.26%	82,064	83,417	81,439	0	0
\$100,001 - \$125,000	23	14.84%	114,387	112,875	115,328	0	103,500
\$125,001 - \$200,000	39	25.16%	160,749	135,125	157,978	177,200	0
\$200,001 - \$250,000	21	13.55%	222,238	0	223,675	221,774	212,500
\$250,001 - \$325,000	23	14.84%	276,625	300,000	270,800	278,745	271,300
\$325,001 and up	16	10.32%	485,047	405,000	342,950	434,235	775,833
Average Closed Price: \$191,205				\$92,891	\$151,519	\$276,628	\$432,175
Total Closed Units: 155				23	82	42	8
Total Closed Volume: 29,636,826				2.14M	12.42M	11.62M	3.46M



Monthly Inventory Analysis

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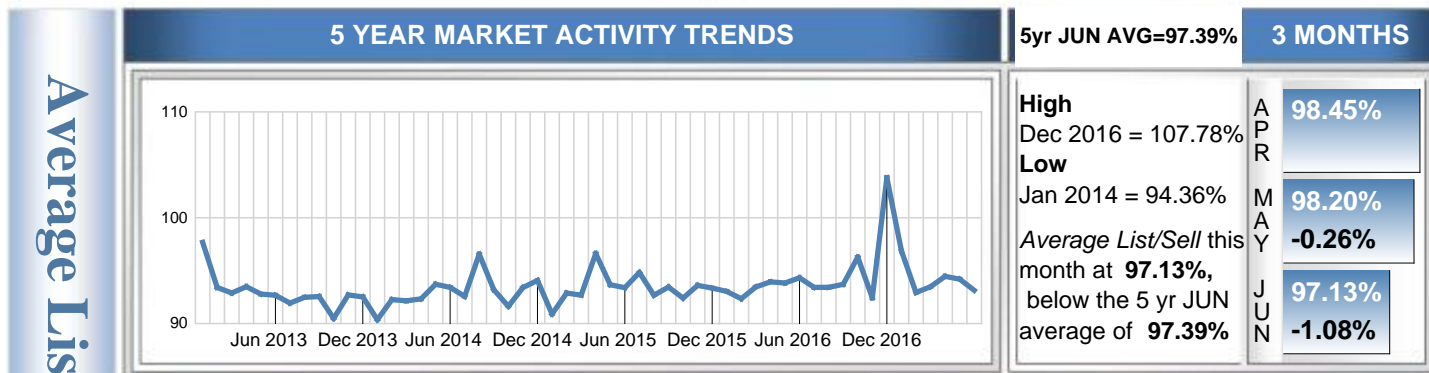
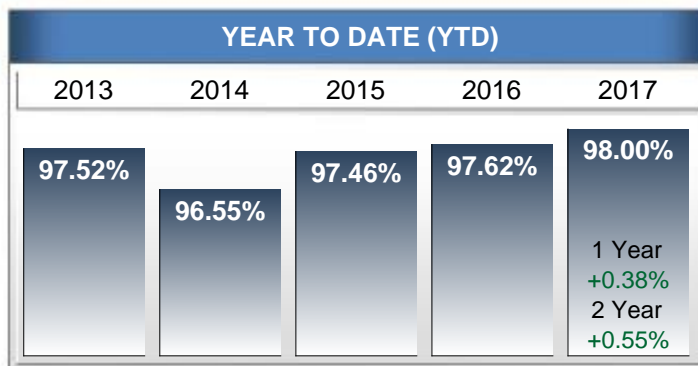
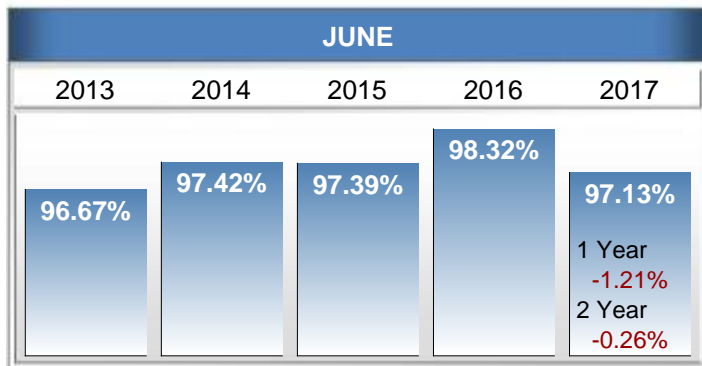
Closed Sales as of Jul 11, 2017



Average Percent of List Price to Selling Price

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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	14	9.03%	92.74%	95.50%	92.00%	70.83%	0.00%
\$50,001 - \$100,000	19	12.26%	94.77%	97.01%	93.73%	0.00%	0.00%
\$100,001 - \$125,000	23	14.84%	98.57%	95.07%	99.77%	0.00%	90.87%
\$125,001 - \$200,000	39	25.16%	98.44%	95.14%	98.83%	97.85%	0.00%
\$200,001 - \$250,000	21	13.55%	96.82%	0.00%	98.29%	94.92%	101.24%
\$250,001 - \$325,000	23	14.84%	97.58%	88.24%	97.80%	98.81%	94.91%
\$325,001 and up	16	10.32%	98.33%	95.29%	98.14%	98.81%	97.88%
Average List/Sell Ratio: 97.10%				95.46%	97.74%	97.04%	96.31%
Total Closed Units: 155				23	82	42	8
Total Closed Volume: 29,636,826				2.14M	12.42M	11.62M	3.46M



Monthly Inventory Analysis

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June 2017

Inventory as of Jul 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 126 Sales/Month

Active Inventory as of June 30, 2017 = 639

	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	149	155	4.03%	694	770	10.95%
Pending Sales	119	155	30.25%	773	865	11.90%
New Listings	253	241	-4.74%	1,398	1,380	-1.29%
Average List Price	199,697	196,360	-1.67%	178,767	181,938	1.77%
Average Sale Price	197,283	191,205	-3.08%	175,378	177,925	1.45%
Average Percent of List Price to Selling Price	98.32%	97.13%	-1.21%	97.62%	98.00%	0.38%
Average Days on Market to Sale	39.85	41.24	3.48%	49.23	49.09	-0.29%
Monthly Inventory	677	639	-5.61%	677	639	-5.61%
Months Supply of Inventory	5.86	5.09	-13.13%	5.86	5.09	-13.13%

