



June 2017

Area Delimited by County Of Rogers

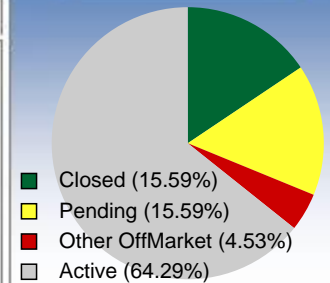


Absorption: Last 12 months, an Average of **126** Sales/Month

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%
Median List Price	169,900	169,500	-0.24%
Median Sale Price	169,900	169,500	-0.24%
Median Percent of List Price to Selling Price	99.49%	98.60%	-0.89%
Median Days on Market to Sale	24.00	27.00	12.50%
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.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.24%** in June 2017 to \$169,500 versus the previous year at \$169,900.

Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 3.00 days or **12.50%** 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 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?

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



Monthly Inventory Analysis

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June 2017

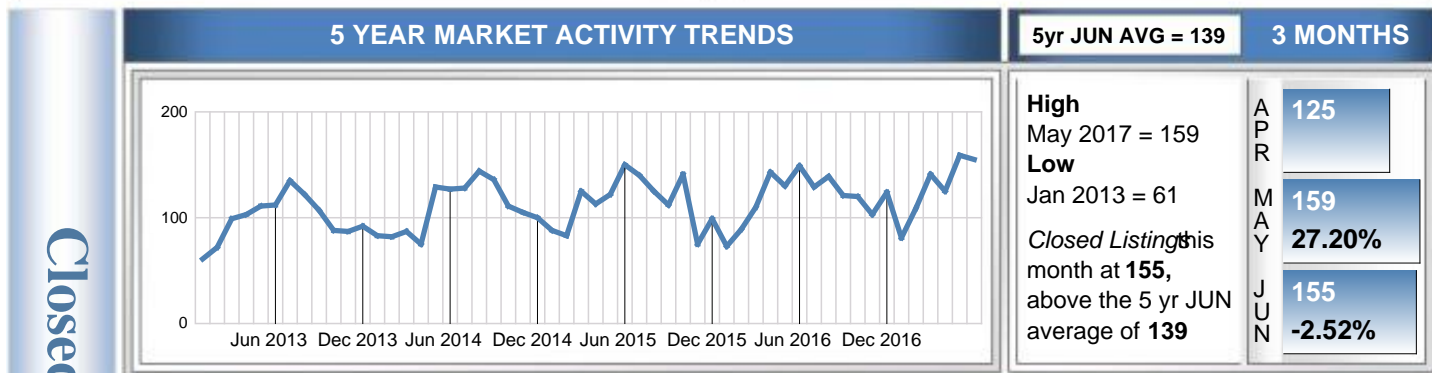
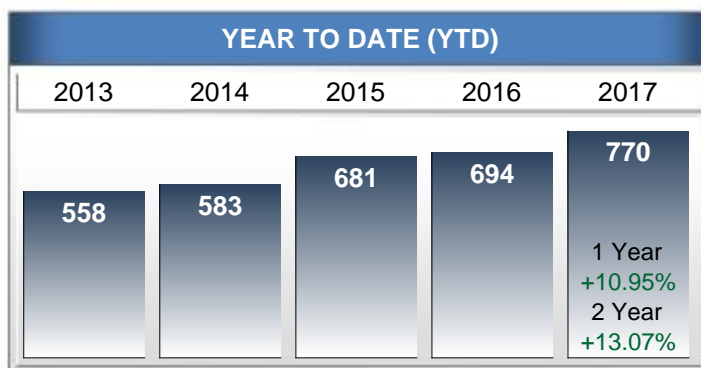
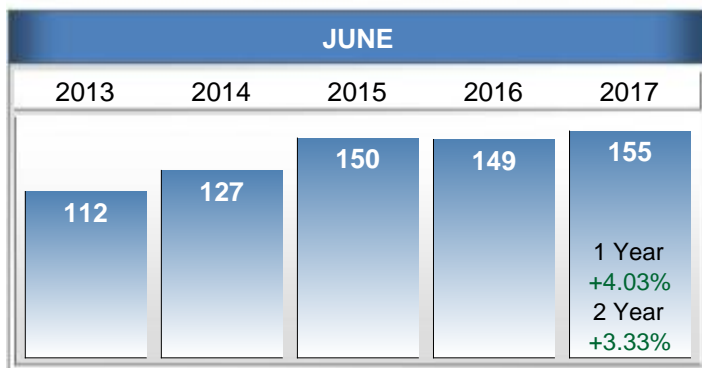
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 2017

Area Delimited by 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+
\$50,000 and less	14	9.03%	58.0	9	4	1	0
\$50,001 - \$100,000	19	12.26%	25.0	6	13	0	0
\$100,001 - \$125,000	23	14.84%	15.0	4	18	0	1
\$125,001 - \$200,000	39	25.16%	18.0	2	29	8	0
\$200,001 - \$250,000	21	13.55%	41.0	0	10	10	1
\$250,001 - \$325,000	23	14.84%	26.0	1	6	13	3
\$325,001 and up	16	10.32%	57.5	1	2	10	3
Total Closed Units:	155		27.0	23	82	42	8
Total Closed Volume:	29,636,826			2.14M	12.42M	11.62M	3.46M
Median Closed Price:	\$169,500			\$83,500	\$140,700	\$258,950	\$274,450

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

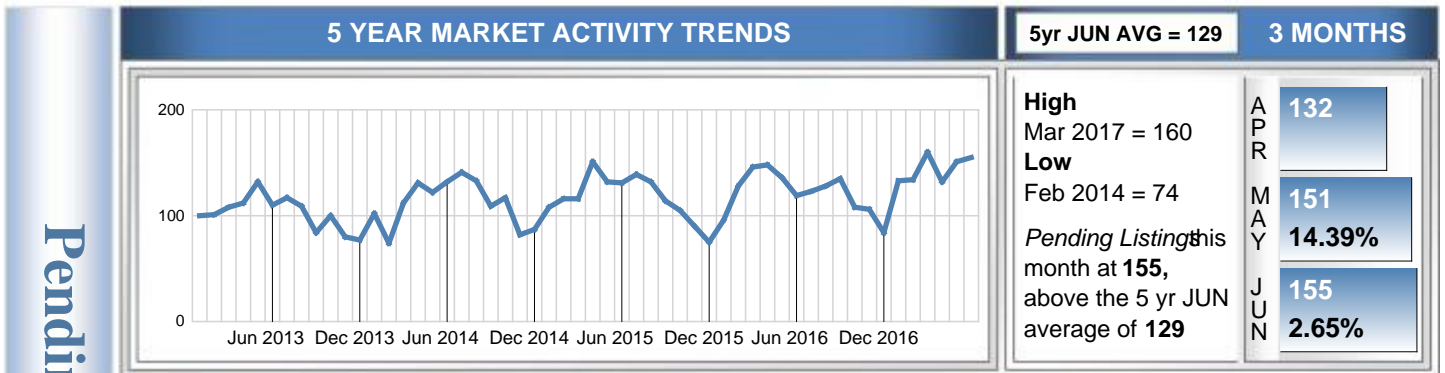
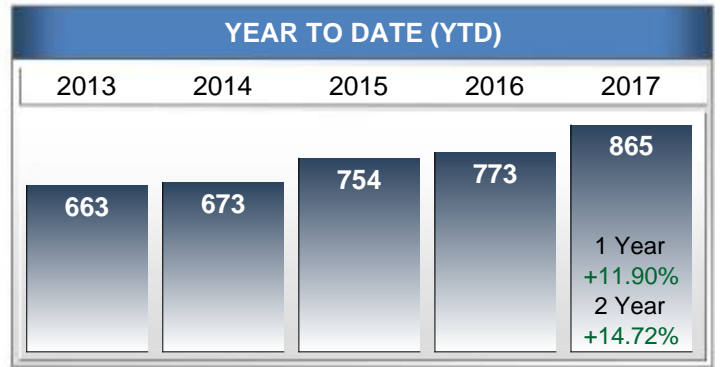
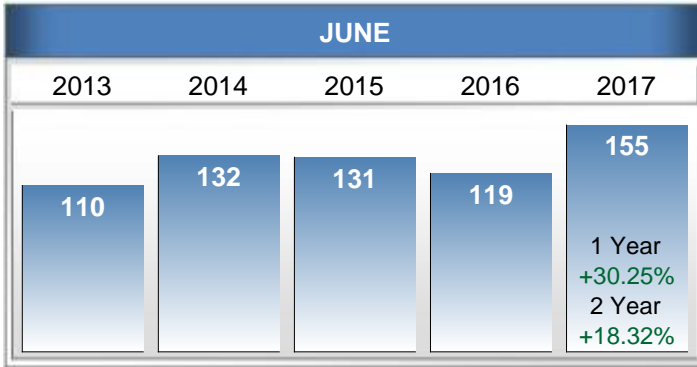
Pending Listings as of Jul 11, 2017



Pending Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Rogers



Pending Listings

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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	14	9.03%	73.5	9	4	1	0
\$50,001 - \$75,000	8	5.16%	22.5	5	2	1	0
\$75,001 - \$125,000	24	15.48%	53.0	5	18	1	0
\$125,001 - \$175,000	41	26.45%	47.0	1	36	3	1
\$175,001 - \$250,000	27	17.42%	22.0	2	14	11	0
\$250,001 - \$375,000	25	16.13%	43.0	1	10	12	2
\$375,001 and up	16	10.32%	34.0	0	1	9	6
Total Pending Units: 155				41.0			
Total Pending Volume: 31,565,729				2.01M 13.90M 11.71M 3.95M			
Median Listing Price: \$163,000				\$65,000 \$152,230 \$262,950 \$395,000			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

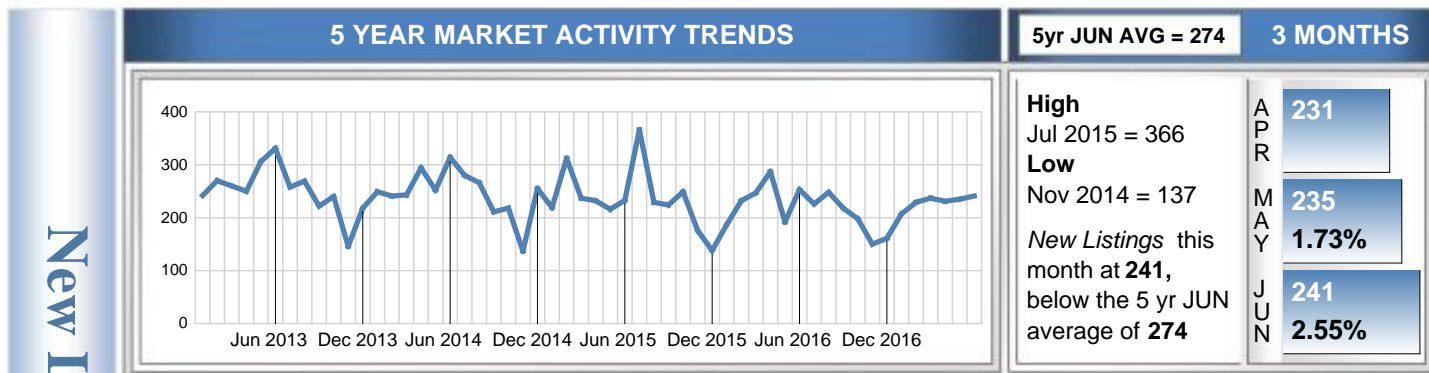
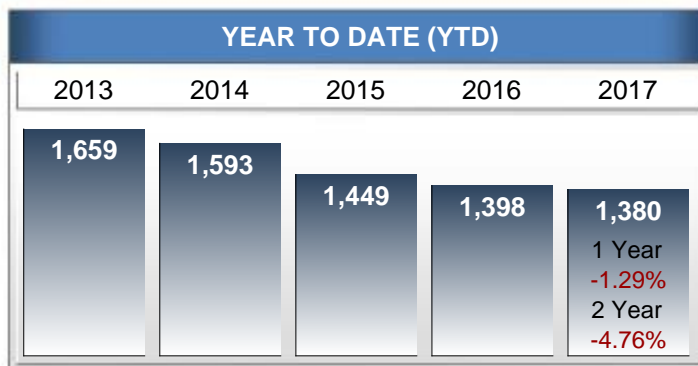
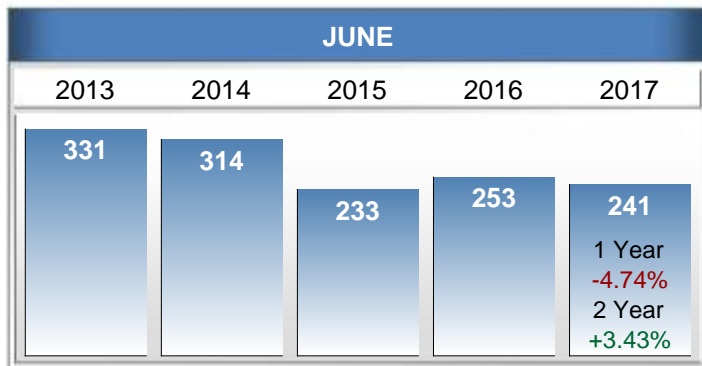
New Listings as of Jul 11, 2017



New Listings

Report Produced on: Jul 11, 2017

Area Delimited by 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
Median New Listed Listing Price:			\$77,450	\$161,500	\$239,900	\$442,400



Monthly Inventory Analysis

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June 2017

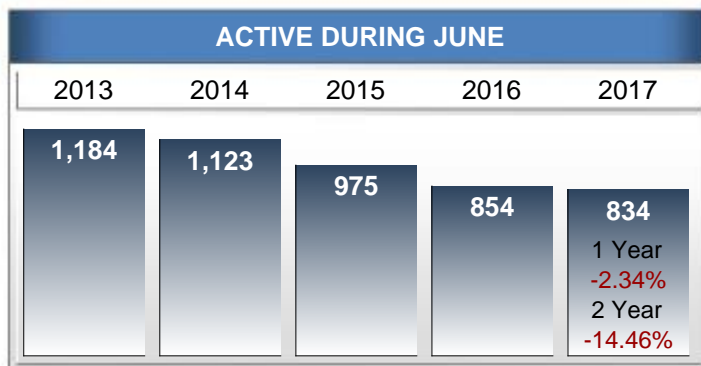
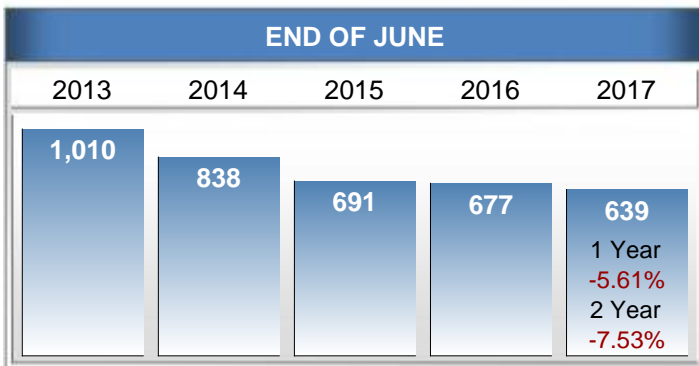
Active Inventory as of Jul 11, 2017



Active Inventory

Report Produced on: Jul 11, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr JUN AVG = 771 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Jan 2017 = 565

Inventory this month at **639**, below the 5 yr JUN average of **771**

A P R	585
M A Y	595
J U N	639
1.71%	
7.39%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	46	7.20%	107.0	45	0	1	0		
\$25,001 - \$75,000	90	14.08%	70.0	78	10	2	0		
\$75,001 - \$125,000	75	11.74%	48.0	28	39	7	1		
\$125,001 - \$225,000	175	27.39%	46.0	40	92	39	4		
\$225,001 - \$300,000	101	15.81%	52.0	13	32	53	3		
\$300,001 - \$475,000	87	13.62%	58.0	12	17	40	18		
\$475,001 and up	65	10.17%	80.0	9	5	24	27		
Total Active Inventory by Units:				639	60.0	225	195	166	53
Total Active Inventory by Volume:				167,449,728		28.96M	39.85M	52.83M	45.81M
Median Active Inventory Listing Price:				\$180,000		\$65,000	\$176,900	\$275,000	\$495,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

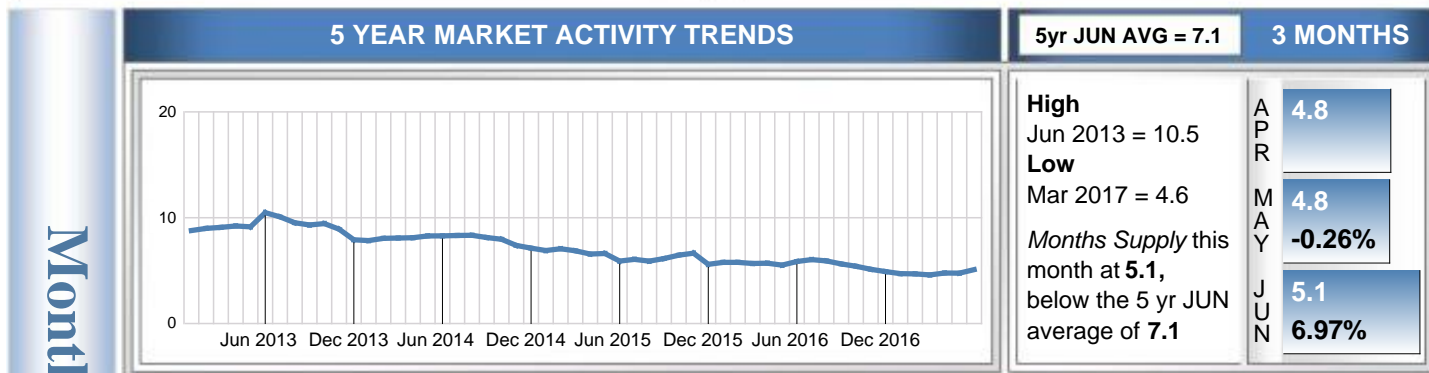
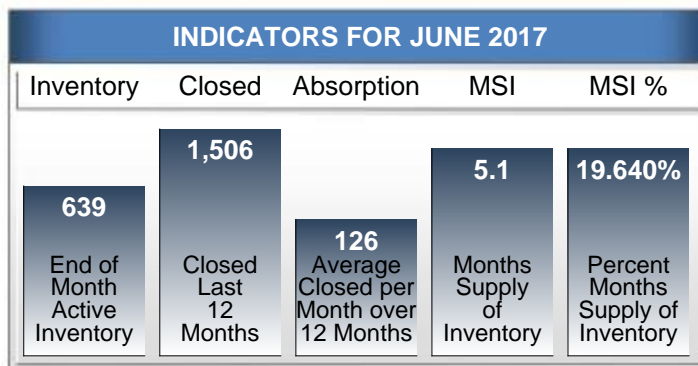
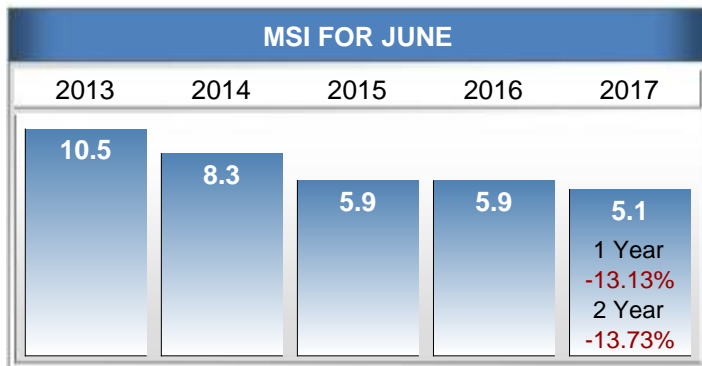
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 11, 2017

Area Delimited by 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

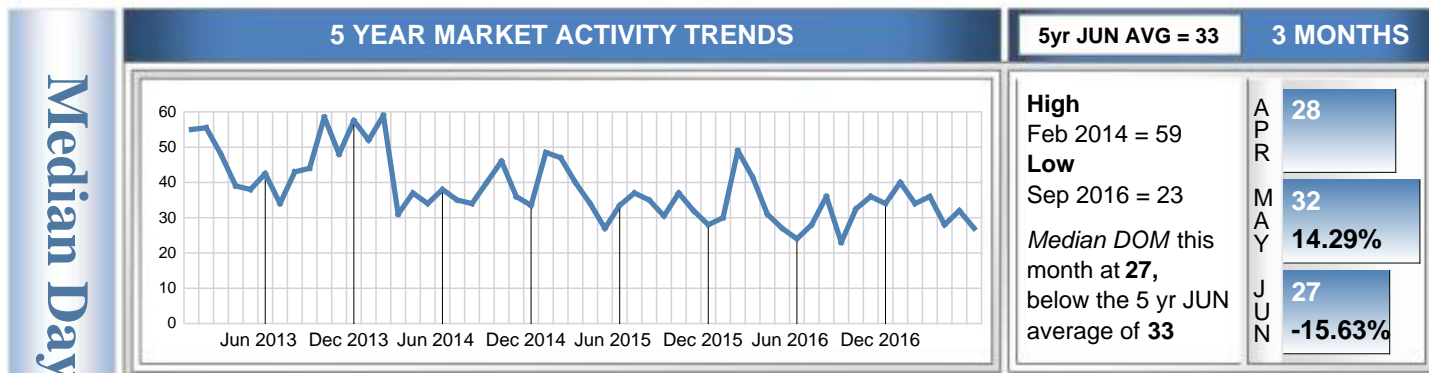
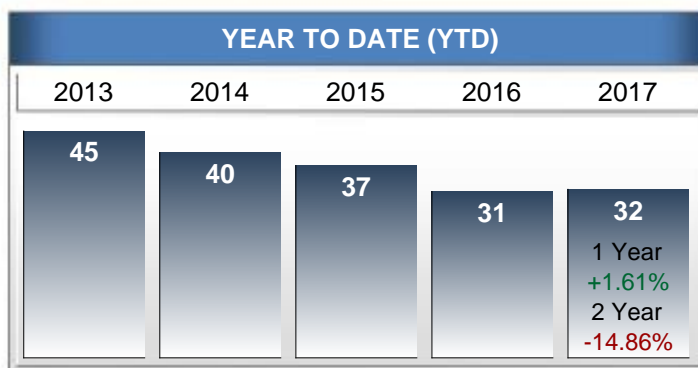
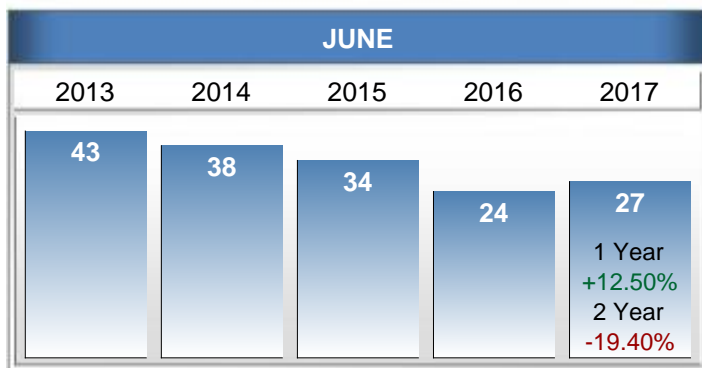
Closed Sales as of Jul 11, 2017



Median Days on Market to Sale

Report Produced on: Jul 11, 2017

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Median Days on Market

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

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	14		9.03%	58.0	57.0	38.0	115.0	0.0
\$50,001 - \$100,000	19		12.26%	25.0	27.5	20.0	0.0	0.0
\$100,001 - \$125,000	23		14.84%	15.0	10.5	14.5	0.0	86.0
\$125,001 - \$200,000	39		25.16%	18.0	38.5	15.0	53.0	0.0
\$200,001 - \$250,000	21		13.55%	41.0	0.0	34.5	45.5	134.0
\$250,001 - \$325,000	23		14.84%	26.0	105.0	13.0	26.0	57.0
\$325,001 and up	16		10.32%	57.5	9.0	17.0	60.5	68.0
Median Closed DOM:	27.0				25.0	17.0	46.5	69.5
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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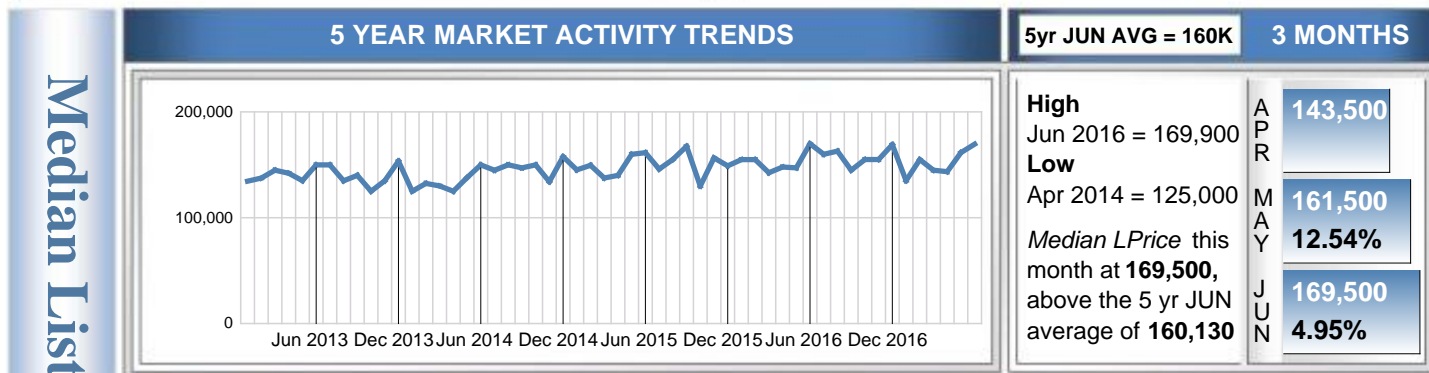
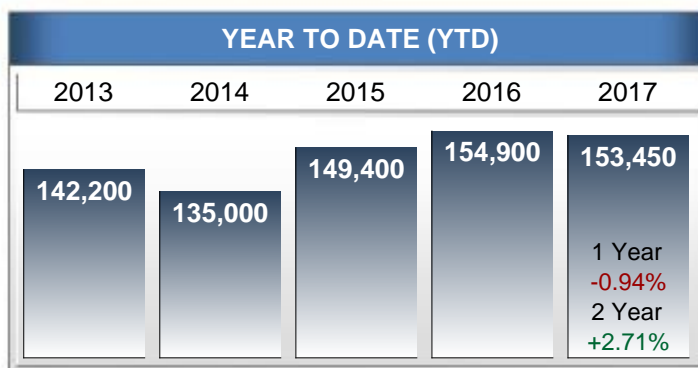
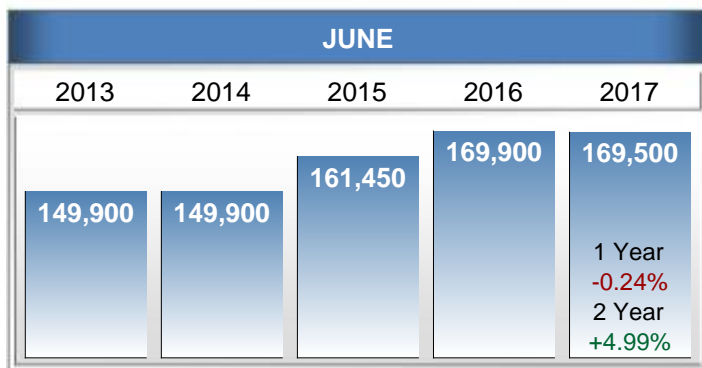
Closed Sales as of Jul 11, 2017



Median List Price at Closing

Report Produced on: Jul 11, 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+
\$50,000 and less	13		8.39%	28,000	28,000	42,000	24,000	0
\$50,001 - \$100,000	18		11.61%	85,000	86,250	84,500	0	0
\$100,001 - \$125,000	25		16.13%	115,900	120,000	115,450	0	113,900
\$125,001 - \$200,000	37		23.87%	159,900	142,250	157,000	183,950	0
\$200,001 - \$250,000	21		13.55%	224,900	0	226,950	222,500	209,900
\$250,001 - \$325,000	24		15.48%	277,400	0	272,400	284,500	279,900
\$325,001 and up	17		10.97%	388,000	382,500	349,450	391,500	799,900
Median List Price:		\$169,500			\$85,000	\$139,950	\$262,050	\$294,700
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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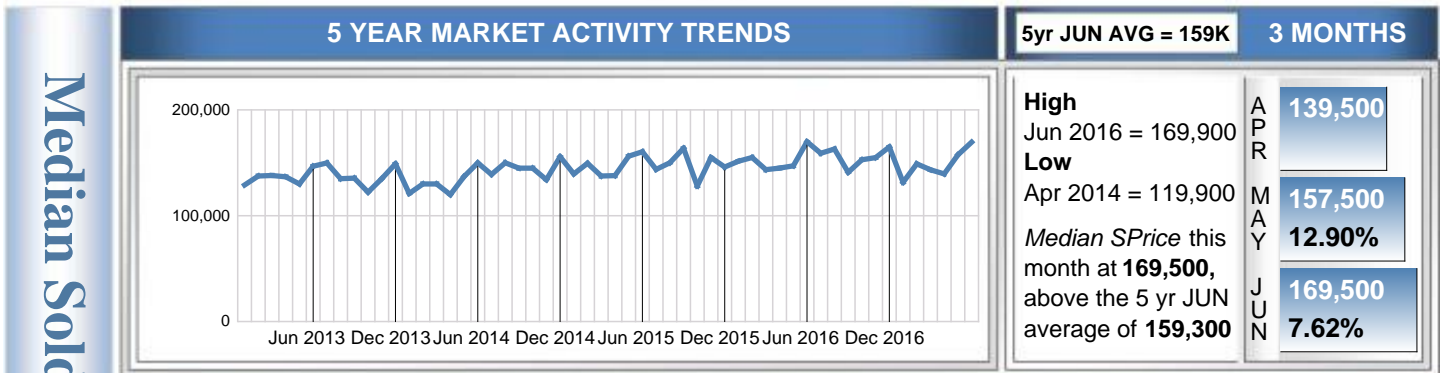
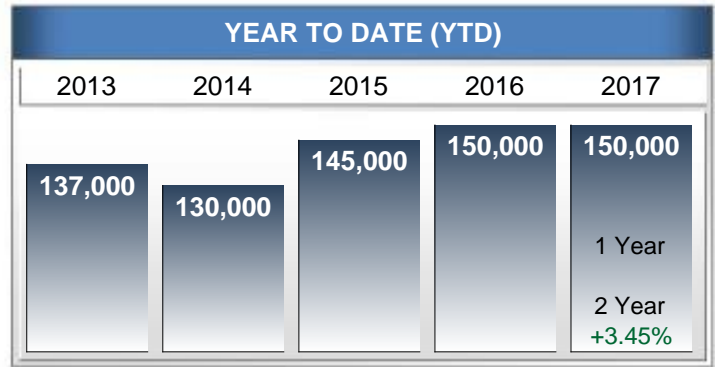
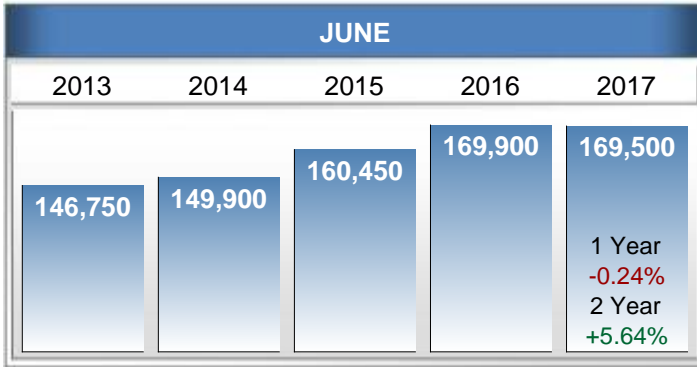
Closed Sales as of Jul 11, 2017



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+
\$50,000 and less	14		9.03%	27,800	27,500	42,750	17,000	0
\$50,001 - \$100,000	19		12.26%	85,000	84,250	85,000	0	0
\$100,001 - \$125,000	23		14.84%	114,000	110,750	114,950	0	103,500
\$125,001 - \$200,000	39		25.16%	162,900	135,125	157,000	175,500	0
\$200,001 - \$250,000	21		13.55%	224,000	0	224,125	224,500	212,500
\$250,001 - \$325,000	23		14.84%	274,000	300,000	272,450	274,000	269,900
\$325,001 and up	16		10.32%	393,250	405,000	342,950	393,250	775,000
Median Closed Price:	\$169,500				\$83,500	\$140,700	\$258,950	\$274,450
Total Closed Units:	155				23	82	42	8
Total Closed Volume:	29,636,826				2.14M	12.42M	11.62M	3.46M



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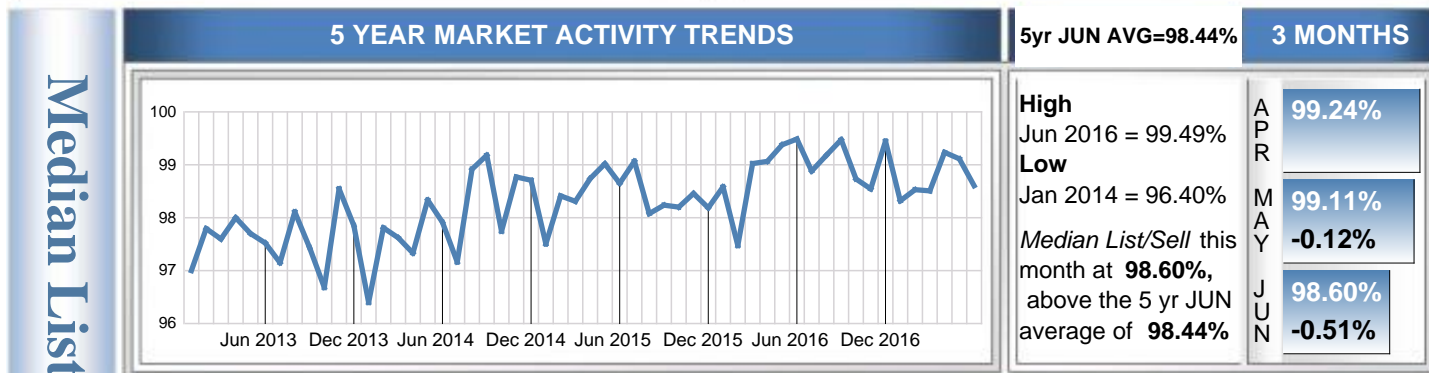
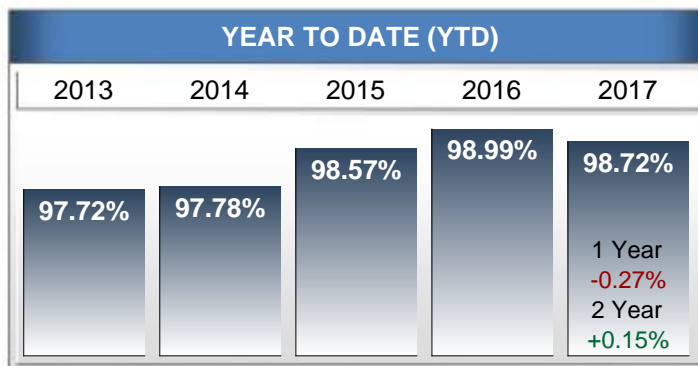
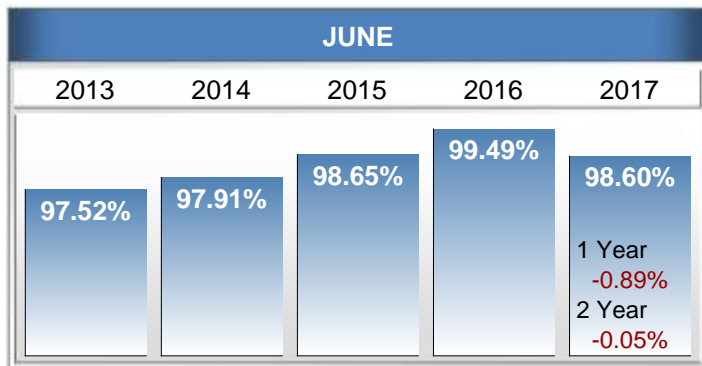
Closed Sales as of Jul 11, 2017



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	14	9.03%	94.65%	98.21%	92.07%	70.83%	0.00%
\$50,001 - \$100,000	19	12.26%	95.89%	95.99%	95.21%	0.00%	0.00%
\$100,001 - \$125,000	23	14.84%	100.00%	94.31%	100.00%	0.00%	90.87%
\$125,001 - \$200,000	39	25.16%	99.43%	95.14%	100.00%	97.76%	0.00%
\$200,001 - \$250,000	21	13.55%	99.07%	0.00%	98.63%	99.36%	101.24%
\$250,001 - \$325,000	23	14.84%	98.95%	88.24%	99.03%	99.62%	96.43%
\$325,001 and up	16	10.32%	99.49%	95.29%	98.14%	99.88%	96.89%
Median List/Sell Ratio:	98.60%			95.89%	98.98%	99.37%	96.66%
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%
Median List Price	169,900	169,500	-0.24%	154,900	153,450	-0.94%
Median Sale Price	169,900	169,500	-0.24%	150,000	150,000	0.00%
Median Percent of List Price to Selling Price	99.49%	98.60%	-0.89%	98.99%	98.72%	-0.27%
Median Days on Market to Sale	24.00	27.00	12.50%	31.00	31.50	1.61%
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%

