



July 2017

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

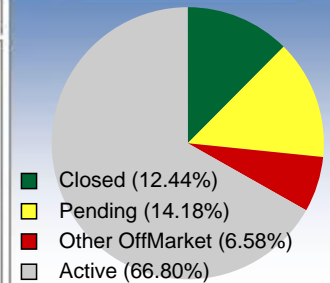


Absorption: Last 12 months, an Average of **1,209** Sales/Month

Active Inventory as of July 30, 2017 = **6,051**

	JULY		
	2016	2017	+/- %
Closed Listings	1,351	1,127	-16.58%
Pending Listings	1,292	1,284	-0.62%
New Listings	2,061	2,051	-0.49%
Median List Price	159,900	169,900	6.25%
Median Sale Price	157,000	165,500	5.41%
Median Percent of List Price to Selling Price	98.70%	98.48%	-0.22%
Median Days on Market to Sale	23.00	22.00	-4.35%
End of Month Inventory	5,308	6,051	14.00%
Months Supply of Inventory	4.55	5.00	10.06%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 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 July 2017 rose **14.00%** to 6,051 existing homes available for sale. Over the last 12 months this area has had an average of 1,209 closed sales per month. This represents an unsold inventory index of **5.00** 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 **5.41%** in July 2017 to \$165,500 versus the previous year at \$157,000.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 1.00 days or **4.35%** in July 2017 compared to last year's same month at **23.00** DOM.

Sales Success for July 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 2,051 New Listings in July 2017, down **0.49%** from last year at 2,061. Furthermore, there were 1,127 Closed Listings this month versus last year at 1,351, a **-16.58%** decrease.

Closed versus Listed trends yielded a **54.9%** ratio, down from last year's July 2017 at **65.6%**, a **16.17%** downswing. 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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®

July 2017

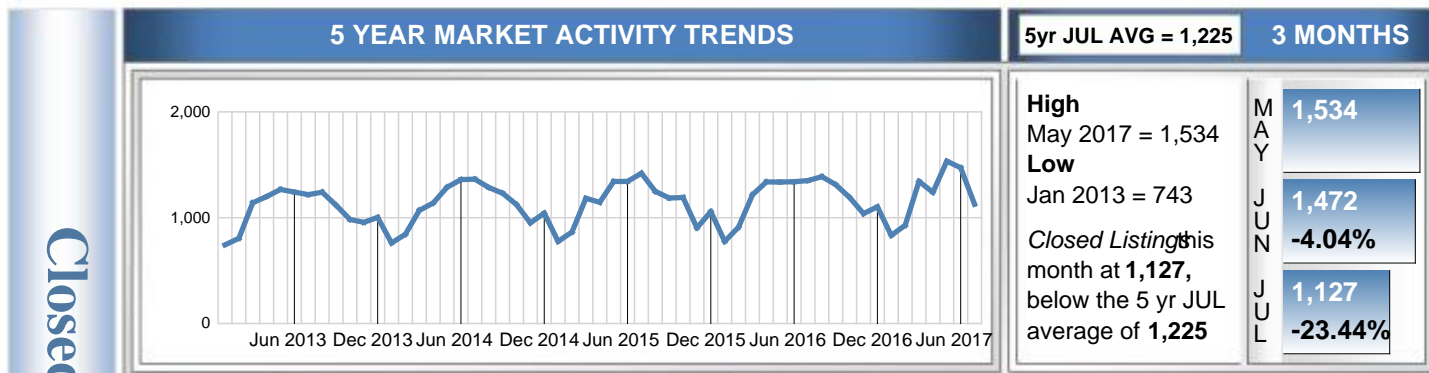
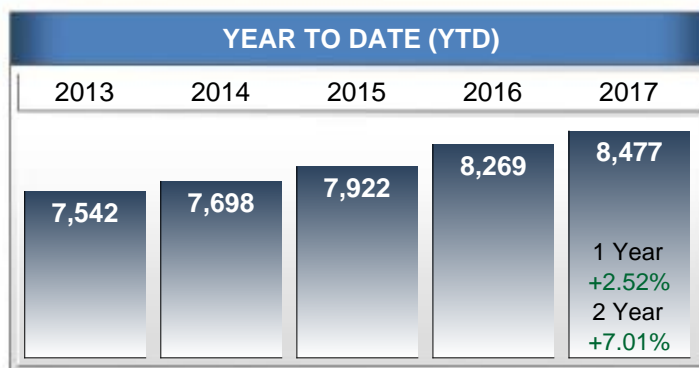
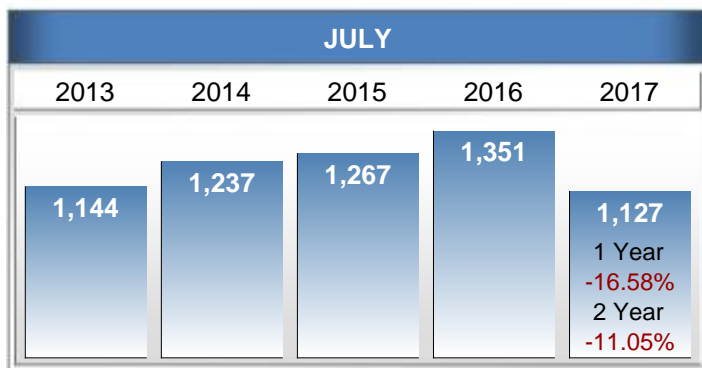
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 2017

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



Closed Listings

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

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	101	8.96%	43.0	66	31	2	2		
\$50,001 - \$100,000	157	13.93%	23.5	47	94	14	2		
\$100,001 - \$125,000	94	8.34%	19.5	13	71	9	1		
\$125,001 - \$175,000	261	23.16%	14.0	13	197	48	3		
\$175,001 - \$250,000	256	22.72%	22.0	15	142	94	5		
\$250,001 - \$350,000	139	12.33%	23.5	4	52	69	14		
\$350,001 and up	119	10.56%	32.5	5	29	58	27		
Total Closed Units:				1,127	22.0	163	616	294	54
Total Closed Volume:				220,589,494		16.71M	106.17M	76.18M	21.53M
Median Closed Price:				\$165,500		\$66,500	\$154,704	\$234,250	\$351,705



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

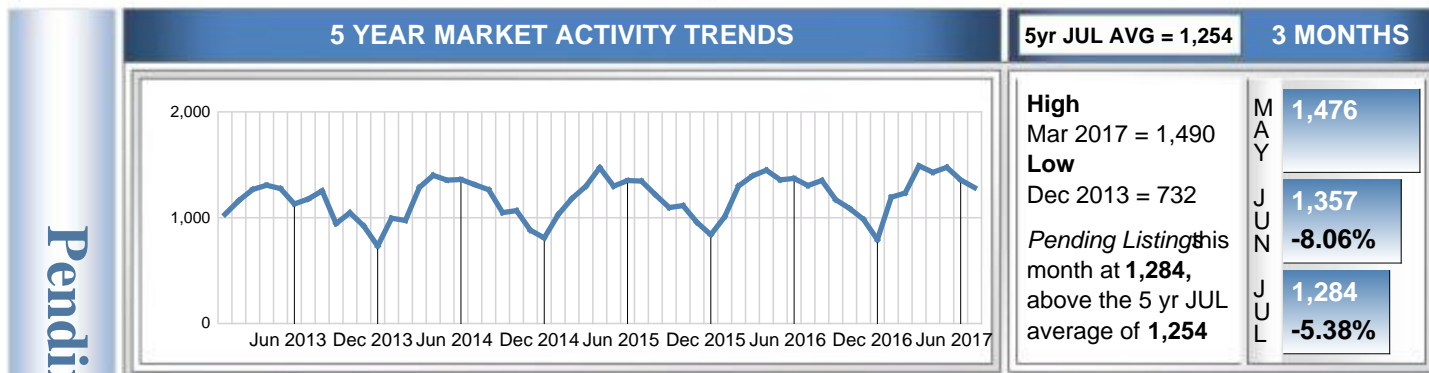
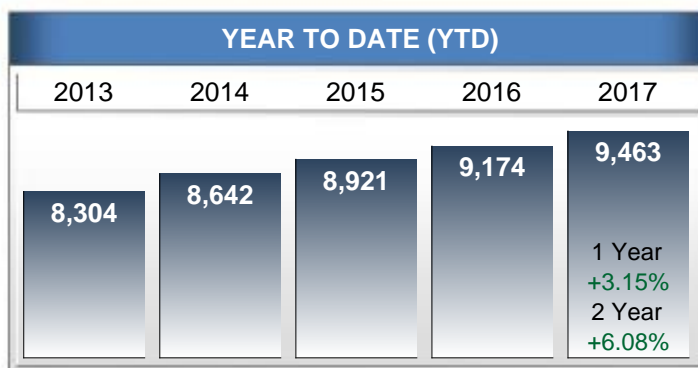
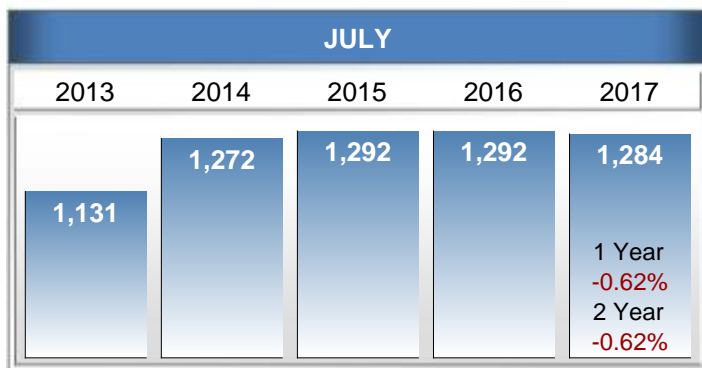
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

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



Pending Listings

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

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	120	9.35%	30.0	65	48	6	1
\$50,001 - \$75,000	97	7.55%	29.5	45	46	5	1
\$75,001 - \$125,000	206	16.04%	20.0	29	149	24	4
\$125,001 - \$175,000	319	24.84%	19.0	29	236	49	5
\$175,001 - \$225,000	189	14.72%	24.5	14	98	74	3
\$225,001 - \$325,000	203	15.81%	40.0	13	70	105	15
\$325,001 and up	150	11.68%	62.0	10	35	78	27
Total Pending Units: 1,284				205	682	341	56
Total Pending Volume: 244,475,535				24.67M	110.74M	90.03M	19.03M
Median Listing Price: \$159,900				\$69,900	\$144,000	\$239,900	\$314,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

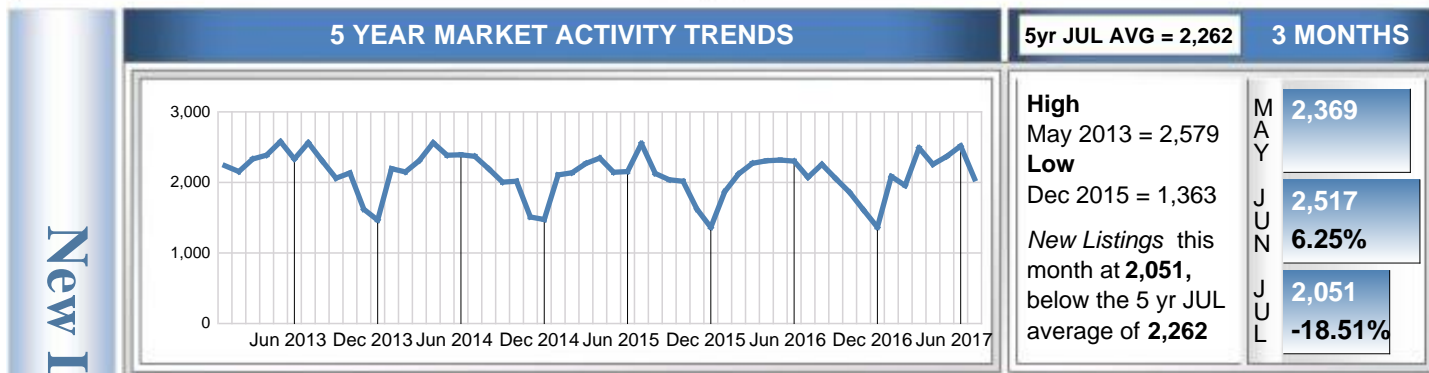
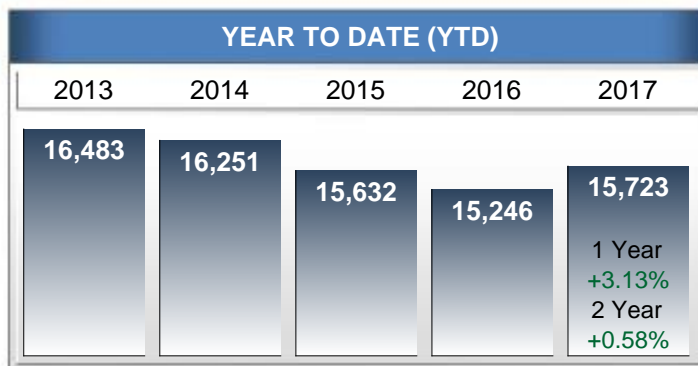
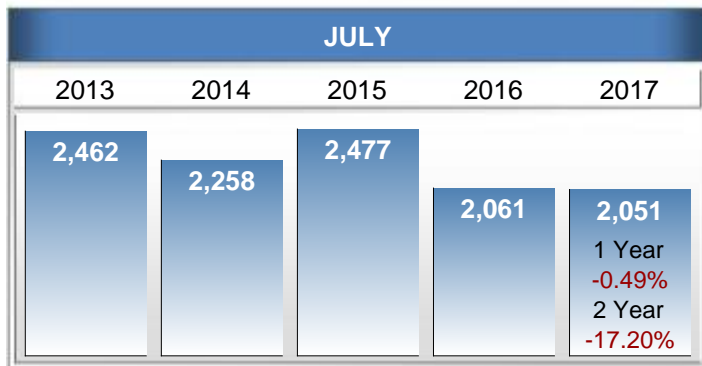
New Listings as of Aug 14, 2017



New Listings

Report Produced on: Aug 14, 2017

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



New Listings

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

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	198	9.65%	150	40	8	0
\$50,001 - \$75,000	144	7.02%	81	56	7	0
\$75,001 - \$125,000	312	15.21%	83	196	29	4
\$125,001 - \$200,000	614	29.94%	66	404	136	8
\$200,001 - \$275,000	314	15.31%	12	134	152	16
\$275,001 - \$400,000	265	12.92%	21	61	150	33
\$400,001 and up	204	9.95%	19	37	100	48
Total New Listed Units:			432	928	582	109
Total New Listed Volume:			57.02M	161.99M	183.68M	52.57M
Median New Listed Listing Price:			\$70,000	\$149,950	\$255,000	\$358,409



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

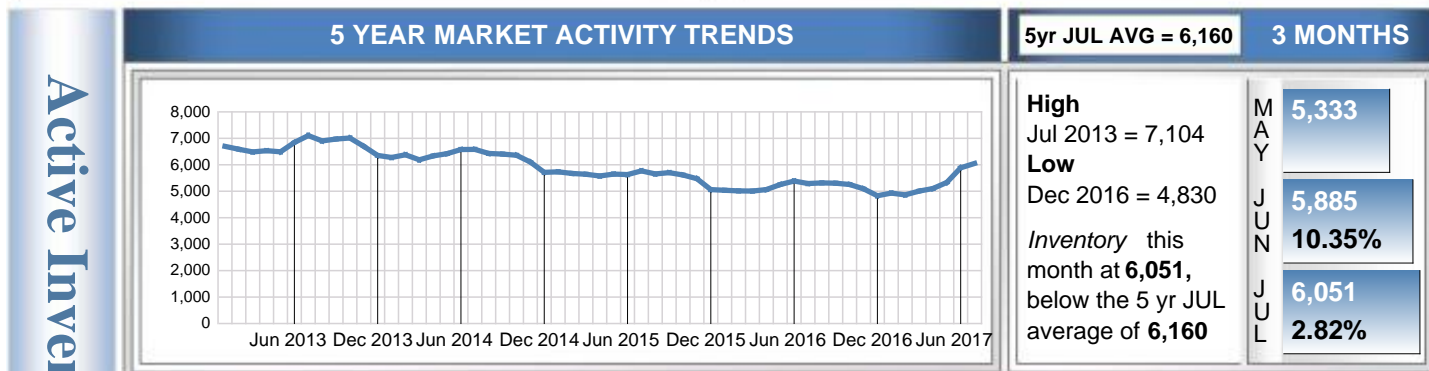
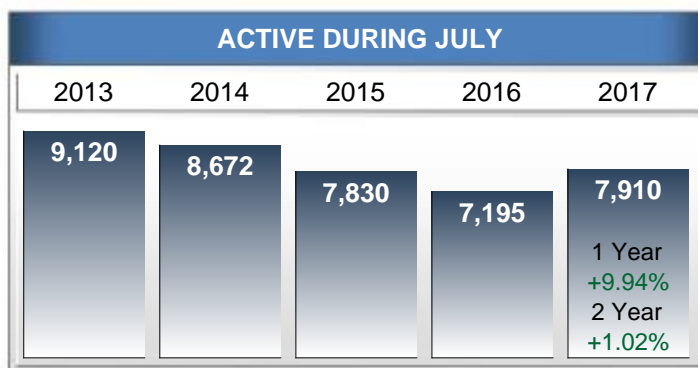
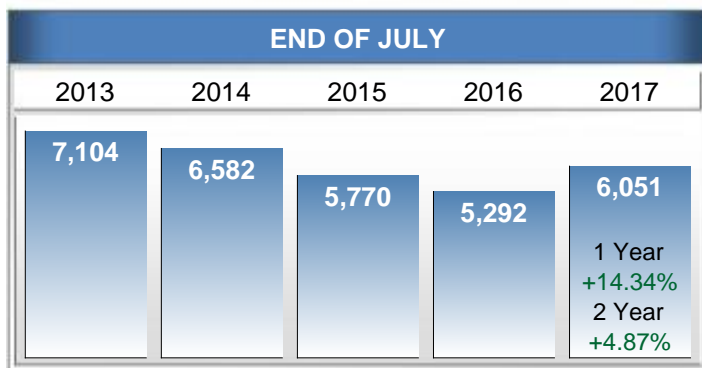
Active Inventory as of Aug 14, 2017



Active Inventory

Report Produced on: Aug 14, 2017

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	271	4.48%	73.0	256	13	2	0		
\$25,001 - \$75,000	895	14.79%	59.0	644	210	40	1		
\$75,001 - \$125,000	733	12.11%	55.0	229	444	51	9		
\$125,001 - \$225,000	1,640	27.10%	48.0	254	926	431	29		
\$225,001 - \$325,000	1,075	17.77%	55.0	94	332	556	93		
\$325,001 - \$525,000	826	13.65%	59.0	77	141	469	139		
\$525,001 and up	611	10.10%	83.0	107	60	230	214		
Total Active Inventory by Units:				6,051	58.0	1,661	2,126	1,779	485
Total Active Inventory by Volume:				1,678,944,505		318.75M	412.40M	620.10M	327.70M
Median Active Inventory Listing Price:				\$189,900		\$69,500	\$159,900	\$289,900	\$464,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

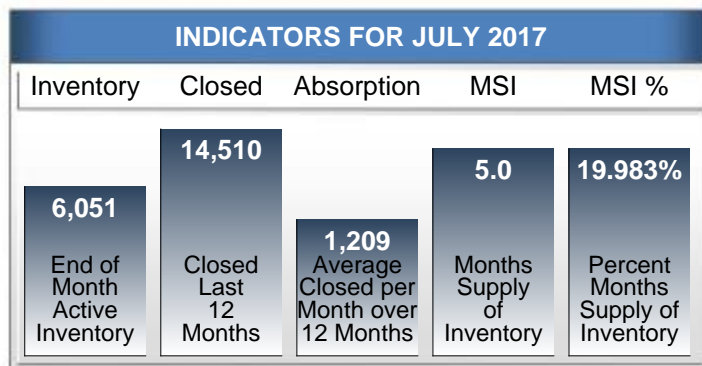
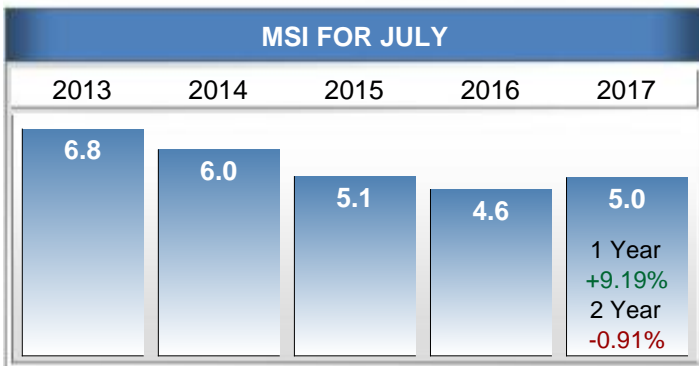
Active Inventory as of Aug 14, 2017



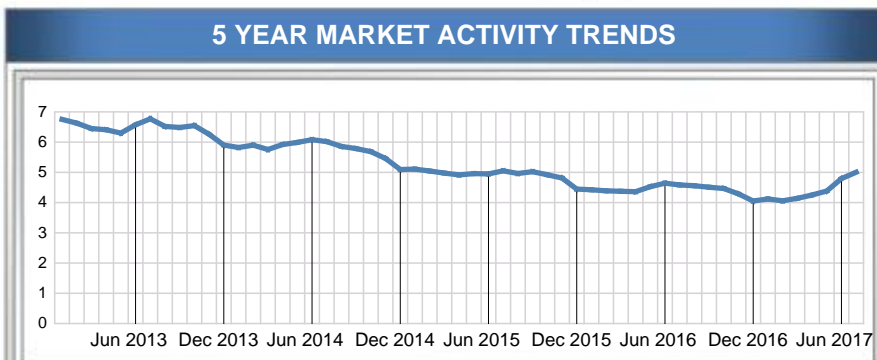
Months Supply of Inventory

Report Produced on: Aug 14, 2017

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



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



5yr JUL AVG = 5.5	3 MONTHS
High Jul 2013 = 6.8 Low Dec 2016 = 4.1 <i>Months Supply</i> this month at 5.0 , below the 5 yr JUL average of 5.5	M A Y 4.4 J U N 4.8 9.36% J U L 5.0 4.41%

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	271	4.48%	6.5	8.7	1.3	0.9	0.0	
\$25,001 \$75,000	895	14.79%	5.4	9.0	2.5	4.4	1.1	
\$75,001 \$125,000	733	12.11%	3.2	5.5	2.8	2.2	6.4	
\$125,001 \$225,000	1,640	27.10%	3.4	8.7	2.9	3.5	3.8	
\$225,001 \$325,000	1,075	17.77%	6.4	11.2	5.4	6.5	7.9	
\$325,001 \$525,000	826	13.65%	9.1	21.5	7.6	8.6	10.2	
\$525,001 and up	611	10.10%	17.0	58.4	11.1	13.4	18.6	
MSI:	5.0			8.9	3.2	5.7	10.3	
Total Active Inventory:	6,051			1,661	2,126	1,779	485	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

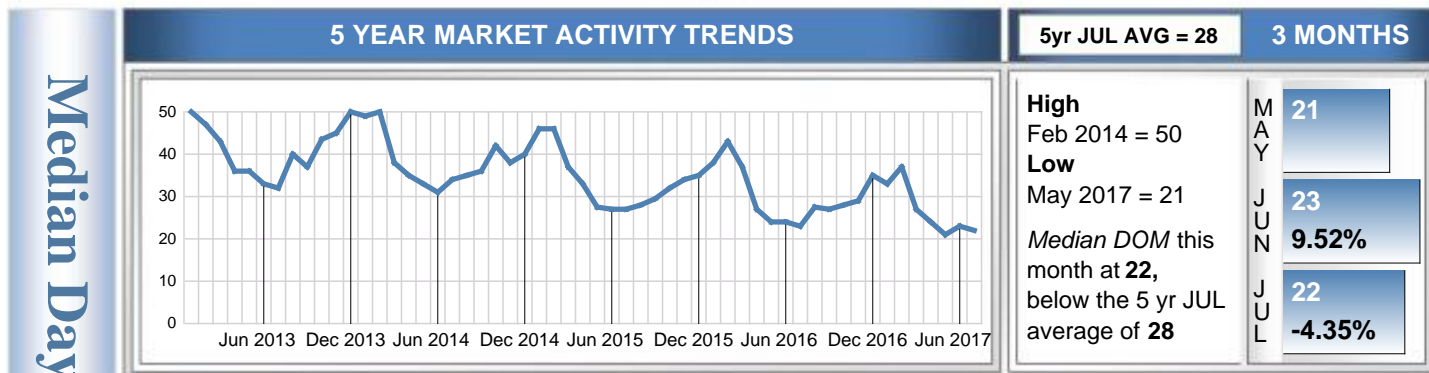
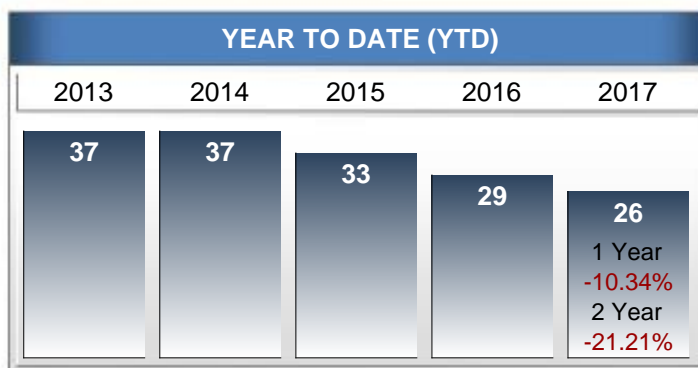
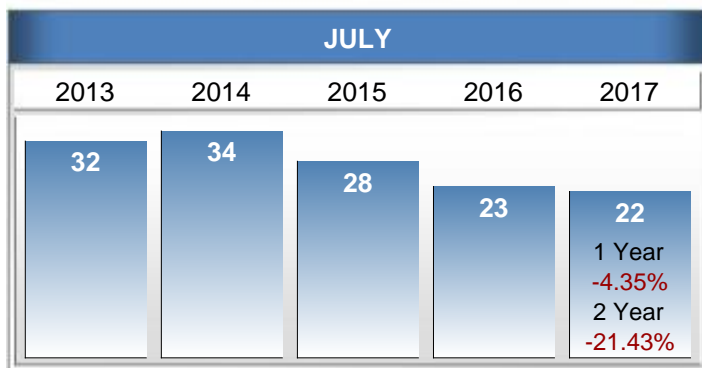
Closed Sales as of Aug 14, 2017



Median Days on Market to Sale

Report Produced on: Aug 14, 2017

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



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	101	8.96%	43.0	59.0	37.0	8.5	72.0
\$50,001 - \$100,000	157	13.93%	23.5	29.0	28.5	19.0	13.0
\$100,001 - \$125,000	94	8.34%	19.5	7.0	18.0	20.0	41.0
\$125,001 - \$175,000	261	23.16%	14.0	43.0	12.0	25.5	2.0
\$175,001 - \$250,000	256	22.72%	22.0	29.0	21.5	23.0	7.0
\$250,001 - \$350,000	139	12.33%	23.5	44.5	13.5	23.0	38.0
\$350,001 and up	119	10.56%	32.5	7.0	17.0	31.5	44.0
Median Closed DOM:	22.0			36.0	17.0	26.0	38.0
Total Closed Units:	1,127			163	616	294	54
Total Closed Volume:	220,589,494			16.71M	106.17M	76.18M	21.53M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

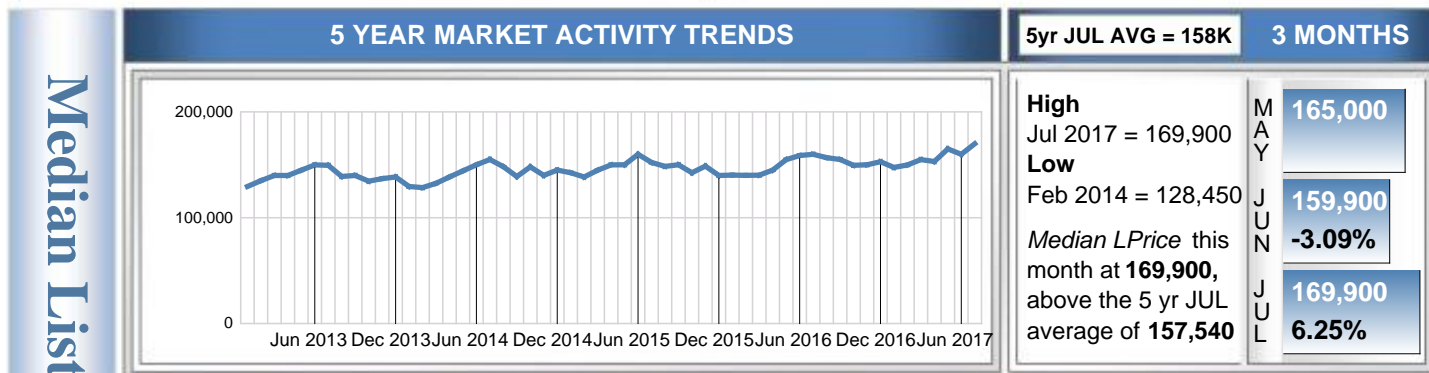
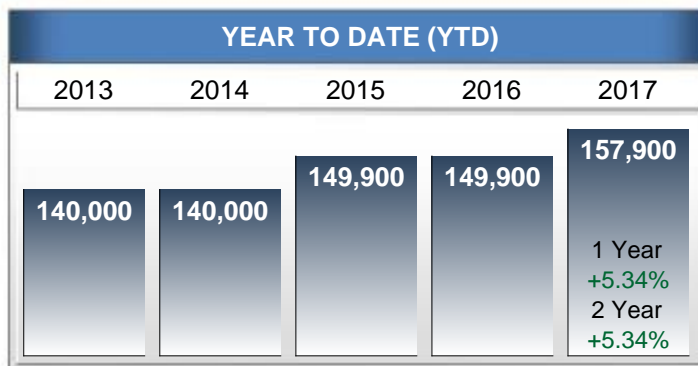
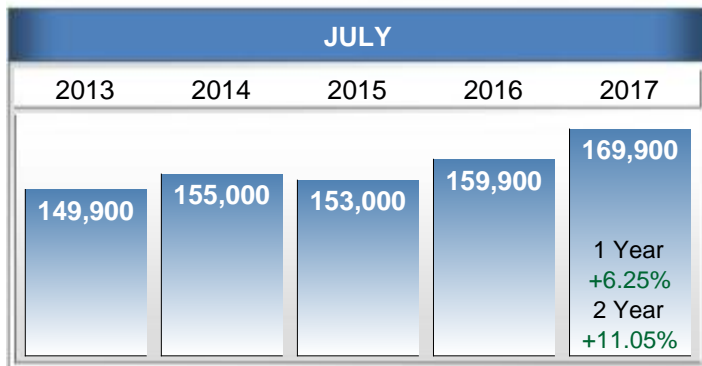
Closed Sales as of Aug 14, 2017



Median List Price at Closing

Report Produced on: Aug 14, 2017

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



Median List Price

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

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	95	8.43%	35,000	30,000	38,000	47,375	19,900
\$50,001 - \$100,000	154	13.66%	79,700	74,750	79,900	85,000	65,950
\$100,001 - \$125,000	91	8.07%	117,600	120,000	117,000	117,600	110,200
\$125,001 - \$175,000	262	23.25%	152,380	158,000	150,000	159,900	139,900
\$175,001 - \$250,000	257	22.80%	203,000	215,000	199,900	200,000	219,500
\$250,001 - \$350,000	145	12.87%	294,000	290,000	289,900	289,900	309,073
\$350,001 and up	123	10.91%	439,900	552,000	495,000	415,000	477,000
Median List Price:	\$169,900			\$69,000	\$156,212	\$237,450	\$354,155
Total Closed Units:	1,127			163	616	294	54
Total List Volume:	226,050,230			17.45M	108.54M	77.67M	22.39M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

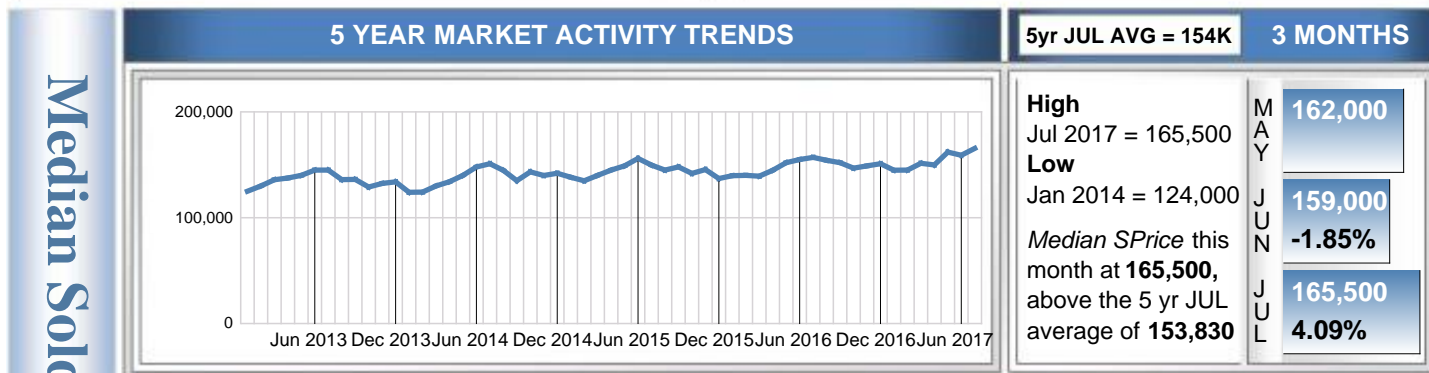
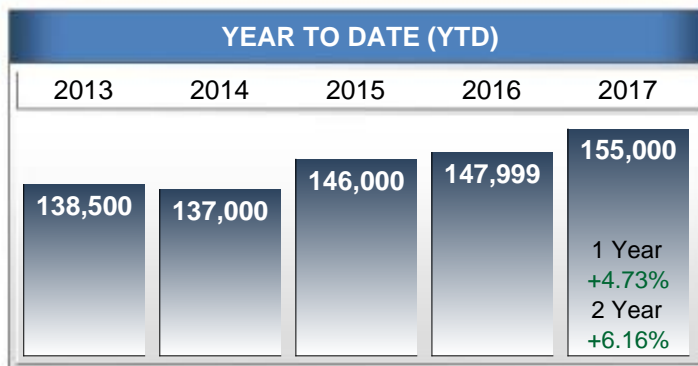
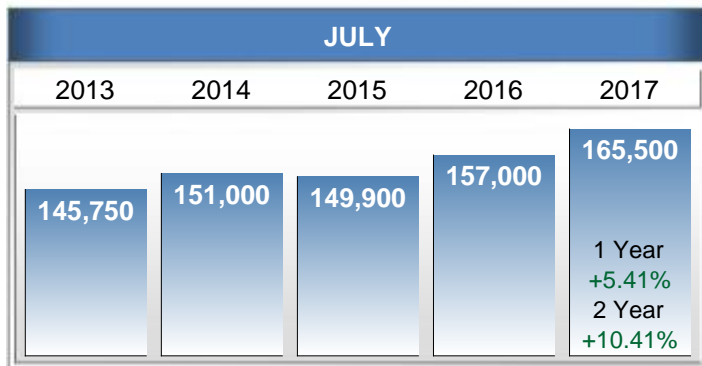
Closed Sales as of Aug 14, 2017



Median Sold Price at Closing

Report Produced on: Aug 14, 2017

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



Median Sold Price

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

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	101		8.96%	35,000	30,000	35,100	37,500	30,000
\$50,001 - \$100,000	157		13.93%	79,350	75,000	79,800	78,500	85,750
\$100,001 - \$125,000	94		8.34%	116,500	113,000	116,900	117,700	110,000
\$125,001 - \$175,000	261		23.16%	153,000	162,000	151,700	160,000	136,000
\$175,001 - \$250,000	256		22.72%	202,100	210,000	197,750	207,700	217,000
\$250,001 - \$350,000	139		12.33%	289,950	280,000	288,250	288,000	314,500
\$350,001 and up	119		10.56%	436,000	625,000	495,000	402,500	460,000
Median Closed Price:	\$165,500				\$66,500	\$154,704	\$234,250	\$351,705
Total Closed Units:	1,127				163	616	294	54
Total Closed Volume:	220,589,494				16.71M	106.17M	76.18M	21.53M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

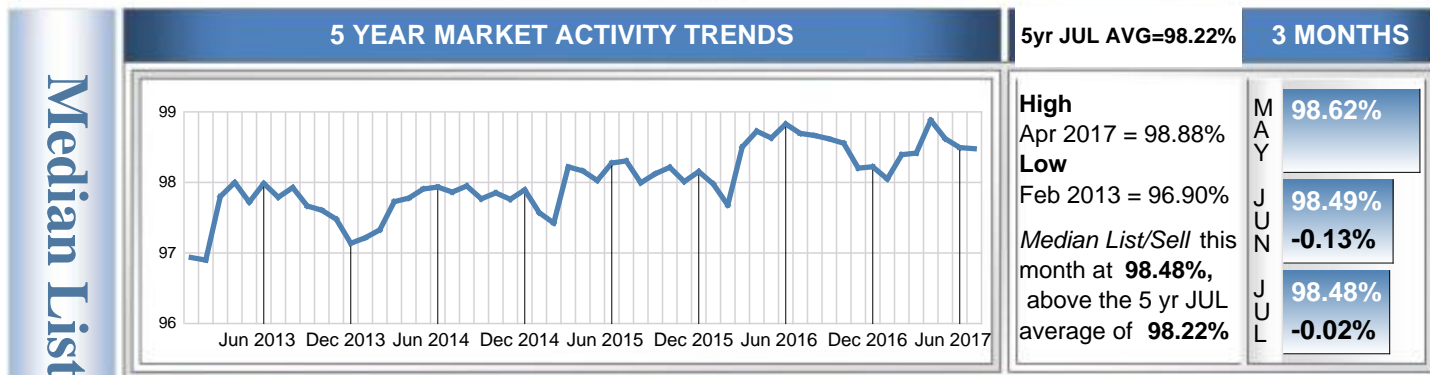
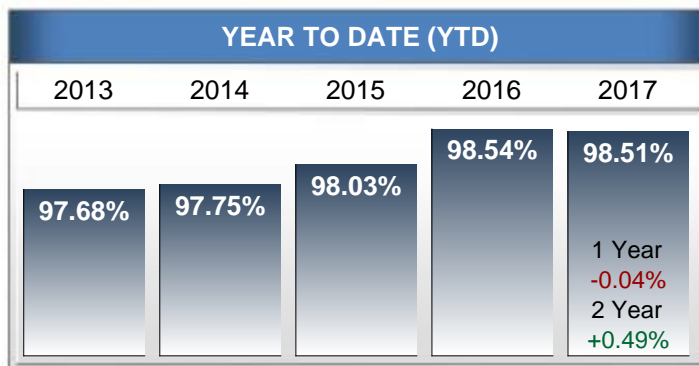
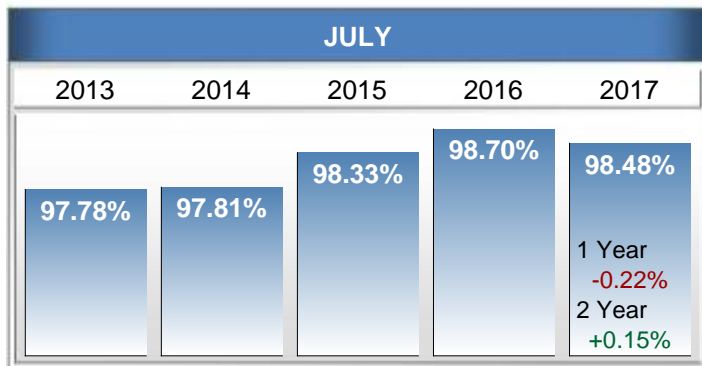
Closed Sales as of Aug 14, 2017



Median Percent of List Price to Selling Price

Report Produced on: Aug 14, 2017

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



Median List/Sell Price

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

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	101	8.96%	90.91%	90.88%	91.98%	79.29%	75.25%
\$50,001 - \$100,000	157	13.93%	97.85%	96.84%	97.67%	97.45%	98.15%
\$100,001 - \$125,000	94	8.34%	98.97%	98.35%	99.53%	94.69%	95.74%
\$125,001 - \$175,000	261	23.16%	100.00%	100.00%	99.45%	99.85%	100.00%
\$175,001 - \$250,000	256	22.72%	98.85%	97.00%	98.59%	99.27%	100.00%
\$250,001 - \$350,000	139	12.33%	98.54%	93.56%	98.59%	98.98%	98.48%
\$350,001 and up	119	10.56%	97.54%	99.02%	97.25%	98.00%	97.12%
Median List/Sell Ratio:	98.48%			95.56%	98.75%	98.70%	97.67%
Total Closed Units:	1,127			163	616	294	54
Total Closed Volume:	220,589,494			16.71M	106.17M	76.18M	21.53M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

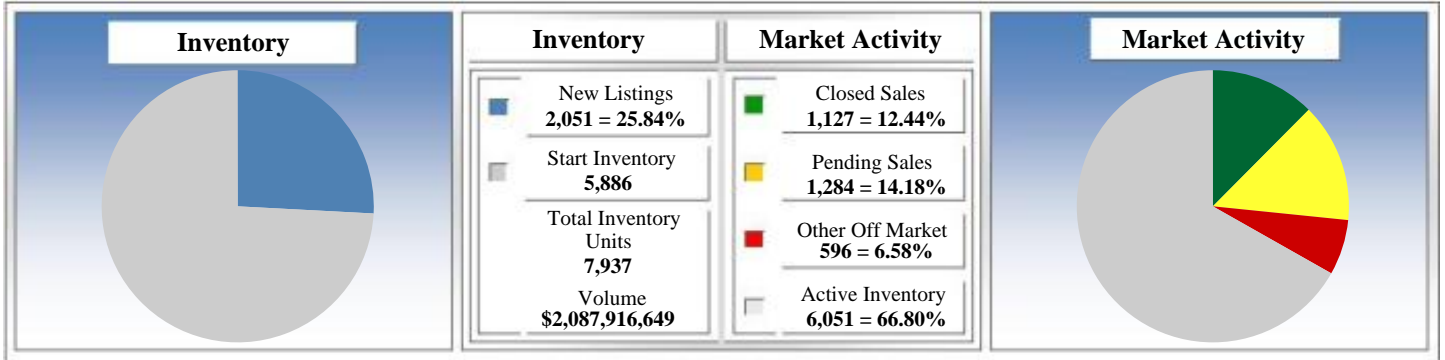
Inventory as of Aug 14, 2017



Market Summary

Report Produced on: Aug 14, 2017

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



Absorption: Last 12 months, an Average of **1,209** Sales/Month

Active Inventory as of July 30, 2017 = **6,051**

	JULY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,351	1,127	-16.58%	8,269	8,477	2.52%
Pending Sales	1,292	1,284	-0.62%	9,174	9,463	3.15%
New Listings	2,061	2,051	-0.49%	15,246	15,723	3.13%
Median List Price	159,900	169,900	6.25%	149,900	157,900	5.34%
Median Sale Price	157,000	165,500	5.41%	147,999	155,000	4.73%
Median Percent of List Price to Selling Price	98.70%	98.48%	-0.22%	98.55%	98.51%	-0.04%
Median Days on Market to Sale	23.00	22.00	-4.35%	29.00	26.00	-10.34%
Monthly Inventory	5,308	6,051	14.00%	5,308	6,051	14.00%
Months Supply of Inventory	4.55	5.00	10.06%	4.55	5.00	10.06%

