



July 2017

Area Delimited by County Of Washington

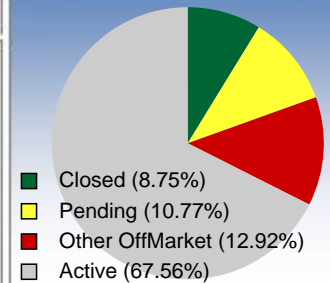


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of July 30, 2017 = **502**

	JULY		
	2016	2017	+/- %
Closed Listings	71	65	-8.45%
Pending Listings	73	80	9.59%
New Listings	193	186	-3.63%
Average List Price	136,154	138,911	2.02%
Average Sale Price	132,197	135,203	2.27%
Average Percent of List Price to Selling Price	97.42%	96.17%	-1.29%
Average Days on Market to Sale	41.42	42.89	3.55%
End of Month Inventory	500	502	0.40%
Months Supply of Inventory	7.10	7.54	6.18%

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 **0.40%** to 502 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **7.54** 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 **2.27%** in July 2017 to \$135,203 versus the previous year at \$132,197.

Average Days on Market Lengthens

The average number of **42.89** days that homes spent on the market before selling increased by 1.47 days or **3.55%** in July 2017 compared to last year's same month at **41.42** DOM.

Sales Success for July 2017 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 186 New Listings in July 2017, down **3.63%** from last year at 193. Furthermore, there were 65 Closed Listings this month versus last year at 71, a **-8.45%** decrease.

Closed versus Listed trends yielded a **34.9%** ratio, down from last year's July 2017 at **36.8%**, a **5.01%** 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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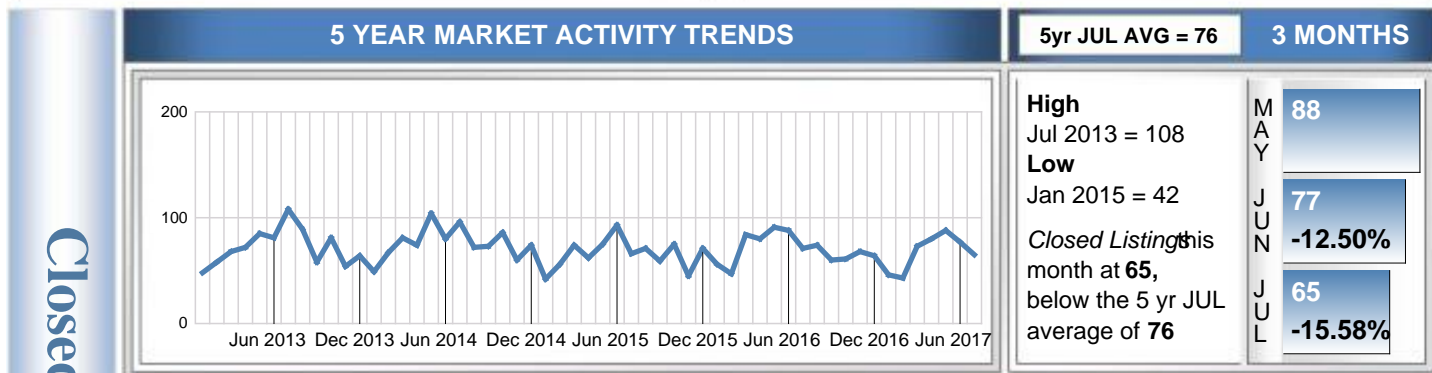
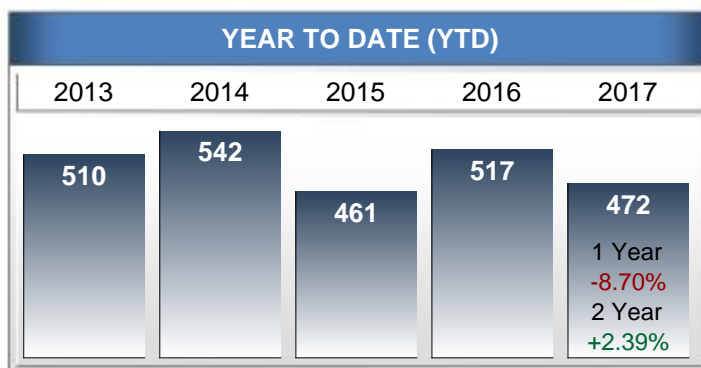
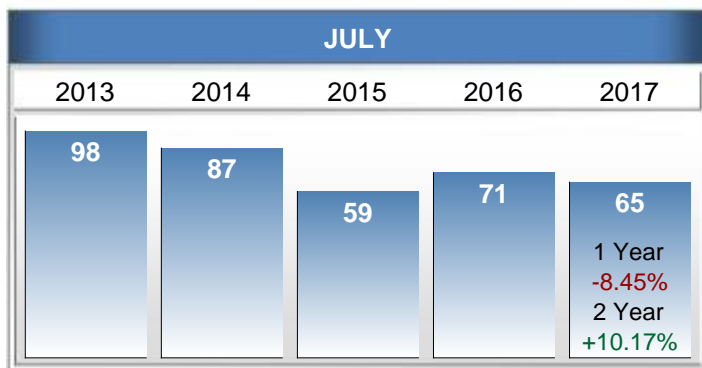
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	6	9.23%	55.7	5	0	1	0		
\$40,001 - \$70,000	7	10.77%	43.3	2	5	0	0		
\$70,001 - \$100,000	11	16.92%	56.2	3	7	1	0		
\$100,001 - \$150,000	14	21.54%	26.1	1	10	3	0		
\$150,001 - \$190,000	12	18.46%	56.5	0	7	4	1		
\$190,001 - \$230,000	7	10.77%	32.9	0	3	4	0		
\$230,001 and up	8	12.31%	32.5	0	3	5	0		
Total Closed Units:				65	42.9	11	35	18	1
Total Closed Volume:				8,788,172		600.90K	4.71M	3.29M	186.38K
Average Closed Price:				\$135,203		\$54,627	\$134,676	\$182,625	\$186,375

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

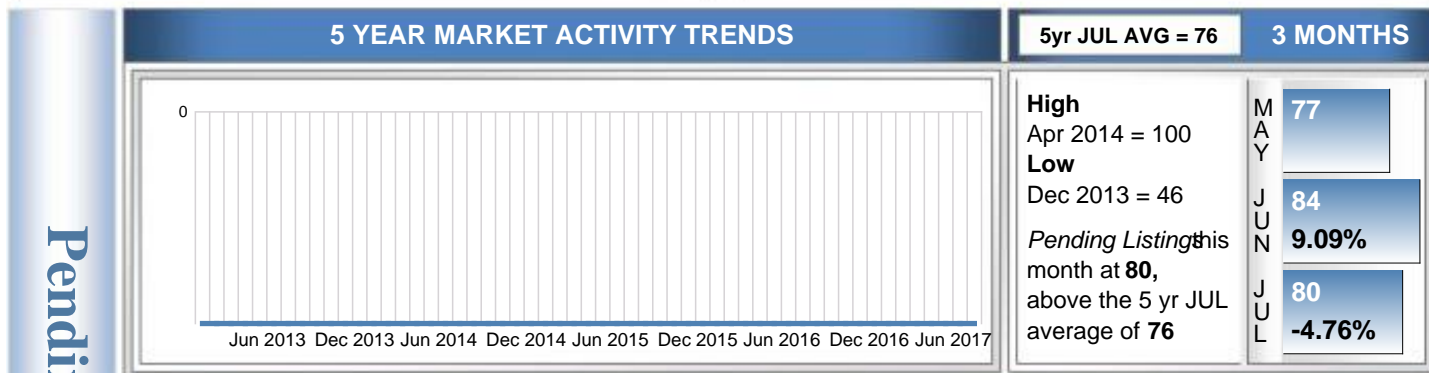
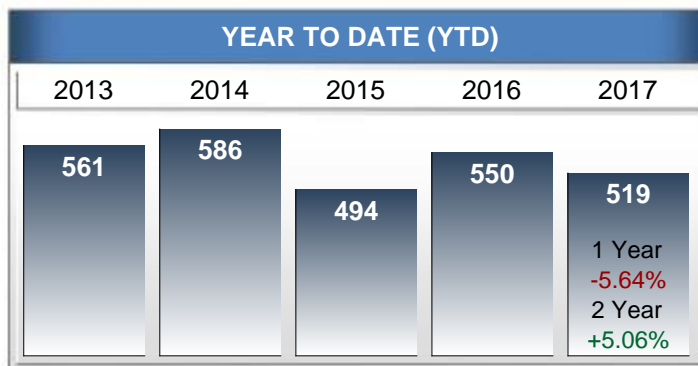
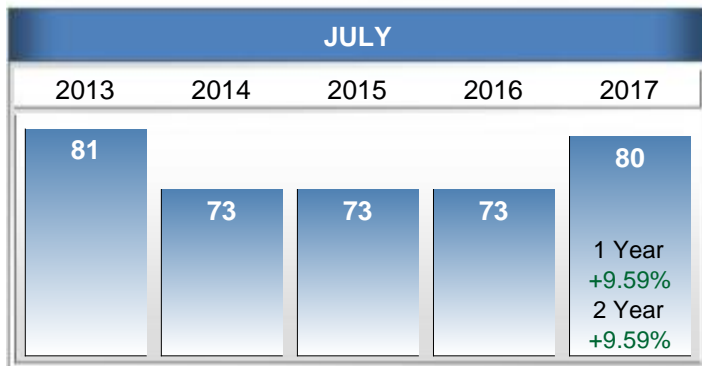
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



Pending Listings

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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	7	8.75%	85.9	3	4	0	0	
\$50,001 - \$70,000	6	7.50%	45.2	3	3	0	0	
\$70,001 - \$110,000	17	21.25%	15.6	5	11	1	0	
\$110,001 - \$160,000	21	26.25%	36.9	2	14	5	0	
\$160,001 - \$200,000	10	12.50%	49.3	0	5	4	1	
\$200,001 - \$310,000	11	13.75%	50.8	0	1	8	2	
\$310,001 and up	8	10.00%	53.3	1	1	6	0	
Total Pending Units: 80				33.3	14	39	24	3
Total Pending Volume: 12,849,264					1.47M	4.92M	5.73M	729.50K
Average Listing Price: \$108,620					\$104,850	\$126,103	\$238,911	\$243,167



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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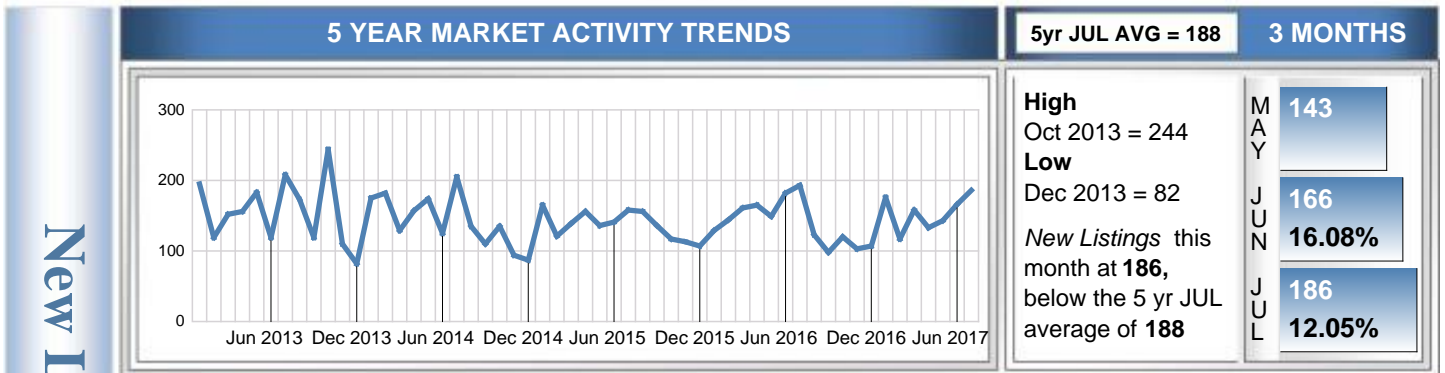
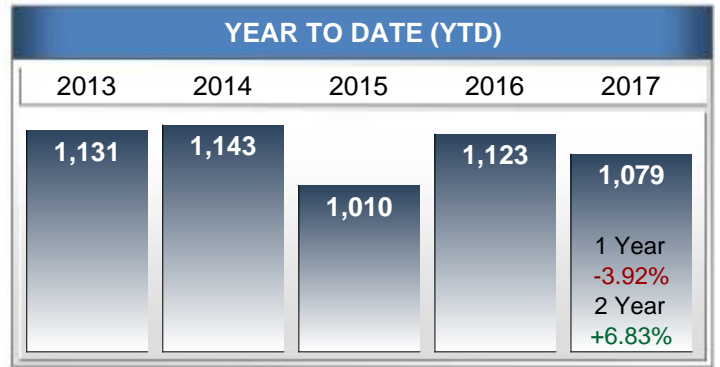
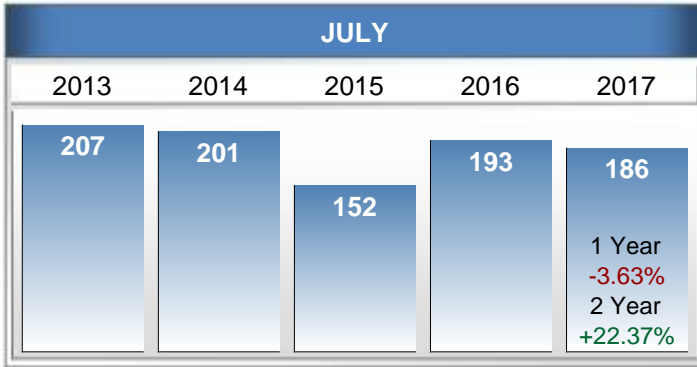
New Listings as of Aug 14, 2017



New Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	16	8.60%	15	1	0	0
\$40,001 - \$50,000	21	11.29%	11	8	2	0
\$50,001 - \$60,000	18	9.68%	15	3	0	0
\$60,001 - \$120,000	55	29.57%	24	27	3	1
\$120,001 - \$190,000	35	18.82%	2	16	15	2
\$190,001 - \$270,000	22	11.83%	1	9	12	0
\$270,001 and up	19	10.22%	2	5	9	3
Total New Listed Units:	186		70	69	41	6
Total New Listed Volume:	28,717,460		8.67M	9.60M	8.82M	1.62M
Average New Listed Listing Price:	\$133,930		\$123,856	\$139,148	\$215,206	\$270,483

New Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

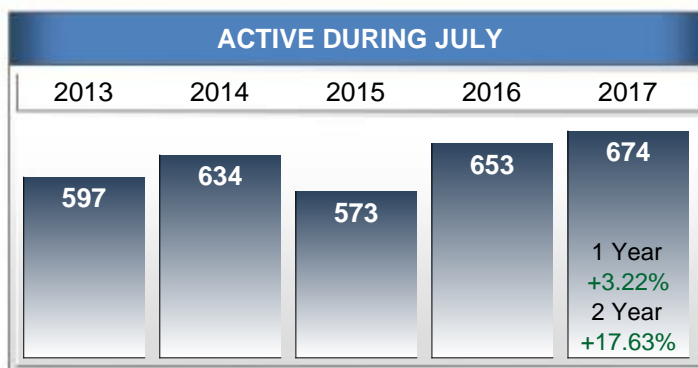
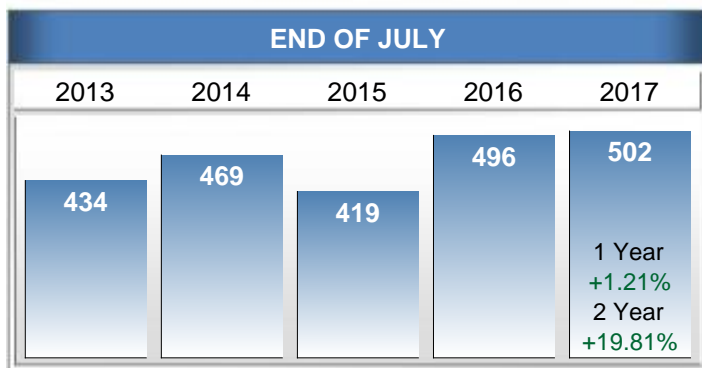
Active Inventory as of Aug 14, 2017



Active Inventory

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr JUL AVG = 464 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **502**, above the 5 yr JUL average of **464**

MAY	473
JUN	490
JUL	502
3.59%	
2.45%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$25,000	56	11.16%	76.0	49	6	1	0		
\$25,001-\$50,000	69	13.75%	65.0	54	12	2	1		
\$50,001-\$125,000	162	32.27%	67.3	76	74	11	1		
\$125,001-\$200,000	94	18.73%	71.1	18	38	31	7		
\$200,001-\$325,000	70	13.94%	59.3	4	17	42	7		
\$325,001 and up	51	10.16%	83.3	13	6	20	12		
Total Active Inventory by Units:				502	69.2	214	153	107	28
Total Active Inventory by Volume:				81,281,882		26.82M	19.89M	25.49M	9.08M
Average Active Inventory Listing Price:				\$161,916		\$125,326	\$130,028	\$238,180	\$324,375



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

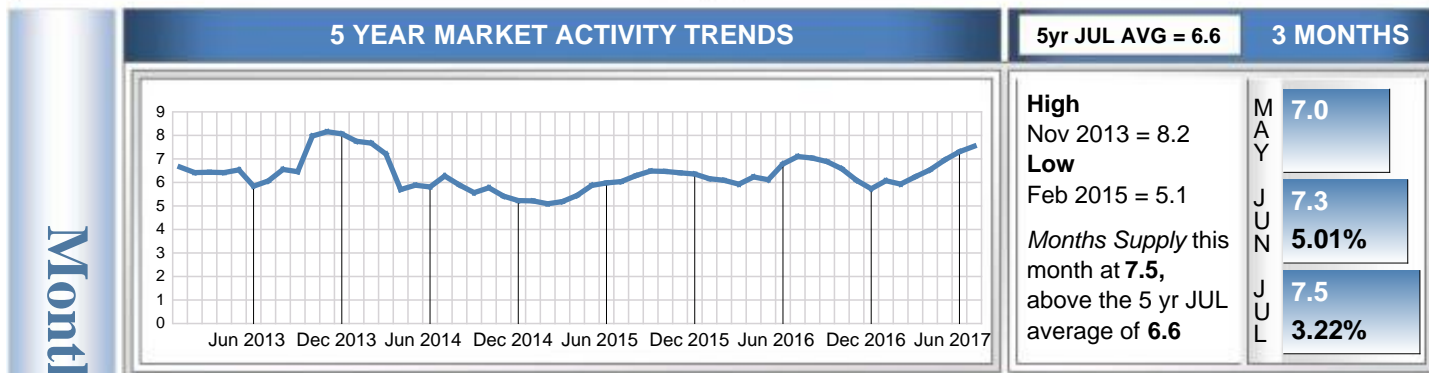
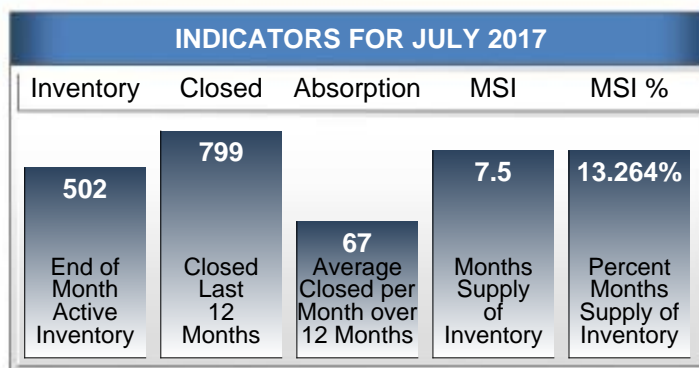
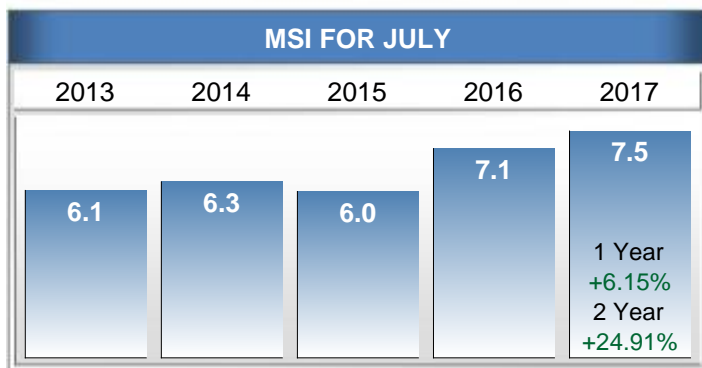
Active Inventory as of Aug 14, 2017



Months Supply of Inventory

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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+
\$20,000 and less	52		10.36%	22.3	42.5	4.3	12.0	0.0
\$20,001 \$40,000	41		8.17%	10.5	20.2	1.8	0.0	0.0
\$40,001 \$60,000	62		12.35%	9.4	16.8	4.3	36.0	0.0
\$60,001 \$140,000	153		30.48%	5.3	15.3	3.9	3.0	30.0
\$140,001 \$210,000	78		15.54%	5.6	40.8	4.8	4.3	5.1
\$210,001 \$320,000	61		12.15%	7.3	16.0	6.9	7.3	6.0
\$320,001 and up	55		10.96%	18.9	78.0	21.0	12.6	19.5
MSI:		7.5			21.8	4.3	5.7	11.6
Total Active Inventory:		502			214	153	107	28



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

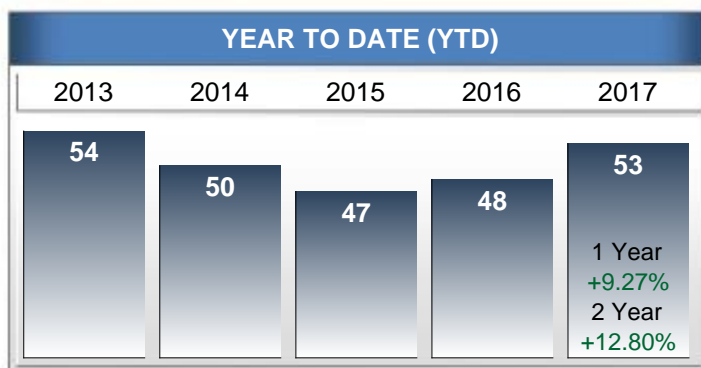
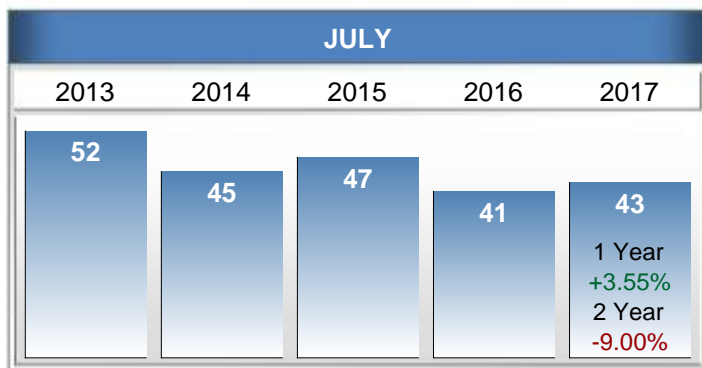
Closed Sales as of Aug 14, 2017



Average Days on Market to Sale

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



Average Days on Market

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



5yr JUL AVG = 46 **3 MONTHS**

High
Apr 2017 = 69

Low
Jun 2016 = 31

Average DOM this month at **43**, below the 5 yr JUL average of **46**

Month	Days	% Change
MAY	38	
JUN	52	37.84%
JUL	43	-17.62%

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+
\$40,000 and less	6	9.23%	55.7	64.8	0.0	10.0	0.0
\$40,001 - \$70,000	7	10.77%	43.3	47.0	41.8	0.0	0.0
\$70,001 - \$100,000	11	16.92%	56.2	47.3	59.6	59.0	0.0
\$100,001 - \$150,000	14	21.54%	26.1	15.0	27.6	24.7	0.0
\$150,001 - \$190,000	12	18.46%	56.5	0.0	62.3	43.5	68.0
\$190,001 - \$230,000	7	10.77%	32.9	0.0	21.3	41.5	0.0
\$230,001 and up	8	12.31%	32.5	0.0	27.0	35.8	0.0
Average Closed DOM: 42.9				52.3	42.4	36.8	68.0
Total Closed Units: 65				11	35	18	1
Total Closed Volume: 8,788,172				600.90K	4.71M	3.29M	186.38K



Monthly Inventory Analysis

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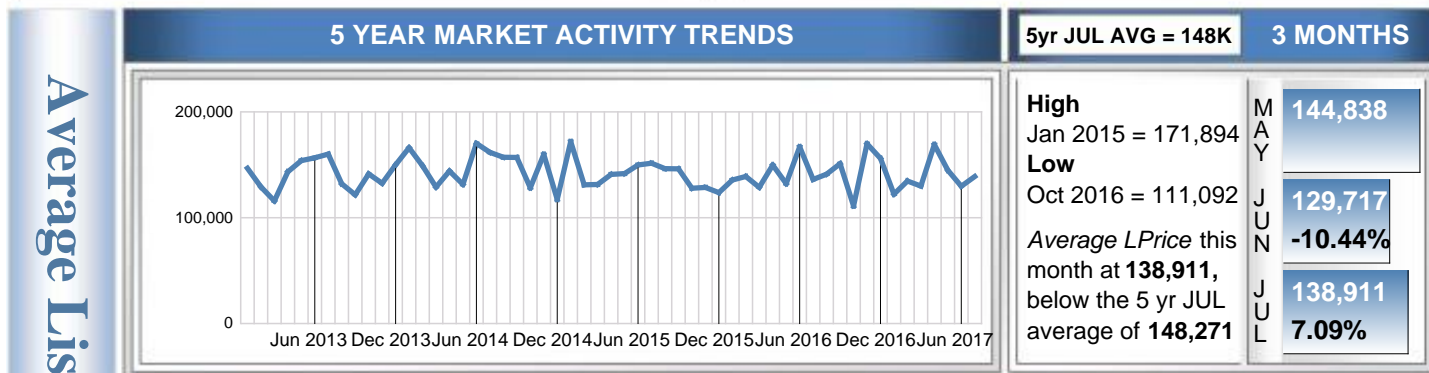
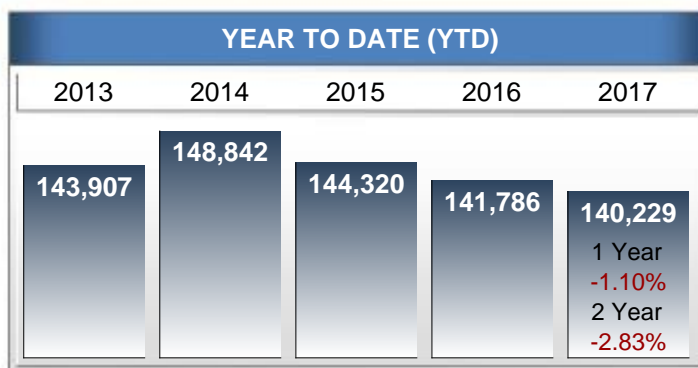
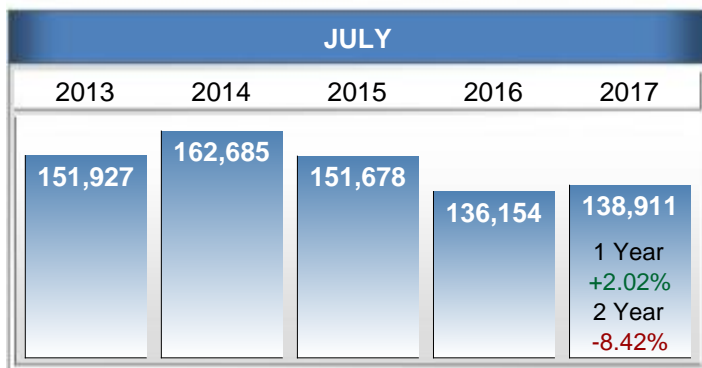
Closed Sales as of Aug 14, 2017



Average List Price at Closing

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



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+
\$40,000 and less	6	9.23%	19,867	18,840	0	25,000	0
\$40,001 - \$70,000	8	12.31%	60,625	63,750	57,520	0	0
\$70,001 - \$100,000	10	15.38%	95,639	97,667	92,970	93,000	0
\$100,001 - \$150,000	13	20.00%	124,115	119,900	125,570	131,787	0
\$150,001 - \$190,000	12	18.46%	171,138	0	165,971	180,975	200,000
\$190,001 - \$230,000	8	12.31%	216,369	0	218,233	219,063	0
\$230,001 and up	8	12.31%	258,813	0	260,633	257,720	0
Average List Price:	\$138,911			\$57,691	\$136,928	\$189,006	\$200,000
Total Closed Units:	65			11	35	18	1
Total List Volume:	9,029,198			634.60K	4.79M	3.40M	200.00K



Monthly Inventory Analysis

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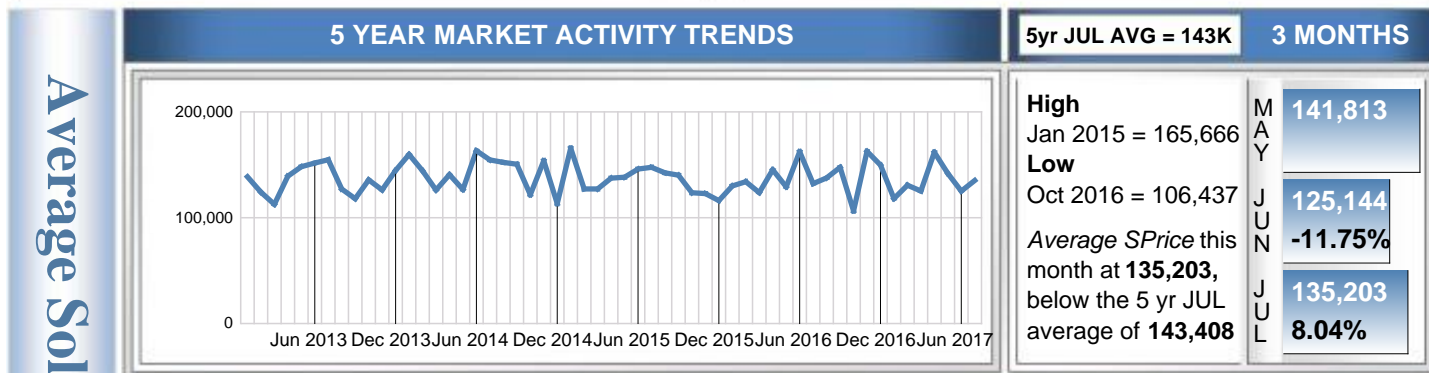
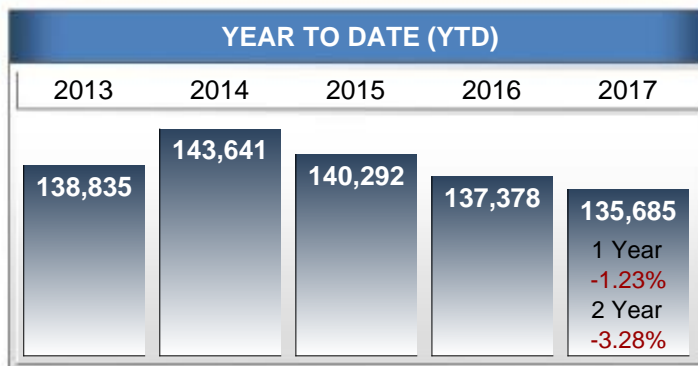
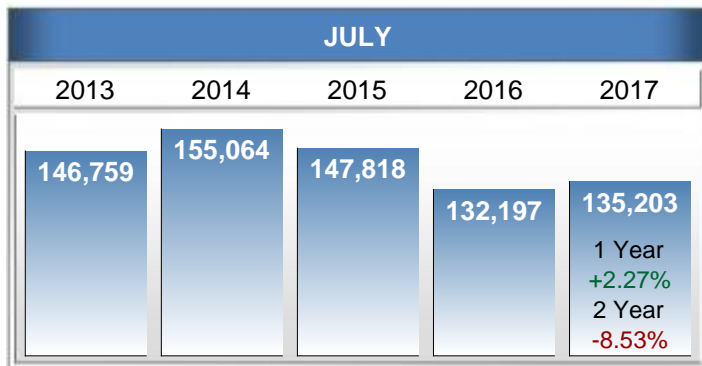
Closed Sales as of Aug 14, 2017



Average Sold Price at Closing

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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+
\$40,000 and less	6		9.23%	17,900	16,980	0	22,500	0
\$40,001 - \$70,000	7		10.77%	57,964	57,750	58,050	0	0
\$70,001 - \$100,000	11		16.92%	90,991	94,500	89,200	93,000	0
\$100,001 - \$150,000	14		21.54%	121,925	117,000	124,250	115,816	0
\$150,001 - \$190,000	12		18.46%	169,073	0	161,857	177,375	186,375
\$190,001 - \$230,000	7		10.77%	210,214	0	210,833	209,750	0
\$230,001 and up	8		12.31%	258,350	0	263,667	255,160	0
Average Closed Price:	\$135,203				\$54,627	\$134,676	\$182,625	\$186,375
Total Closed Units:	65				11	35	18	1
Total Closed Volume:	8,788,172				600.90K	4.71M	3.29M	186.38K



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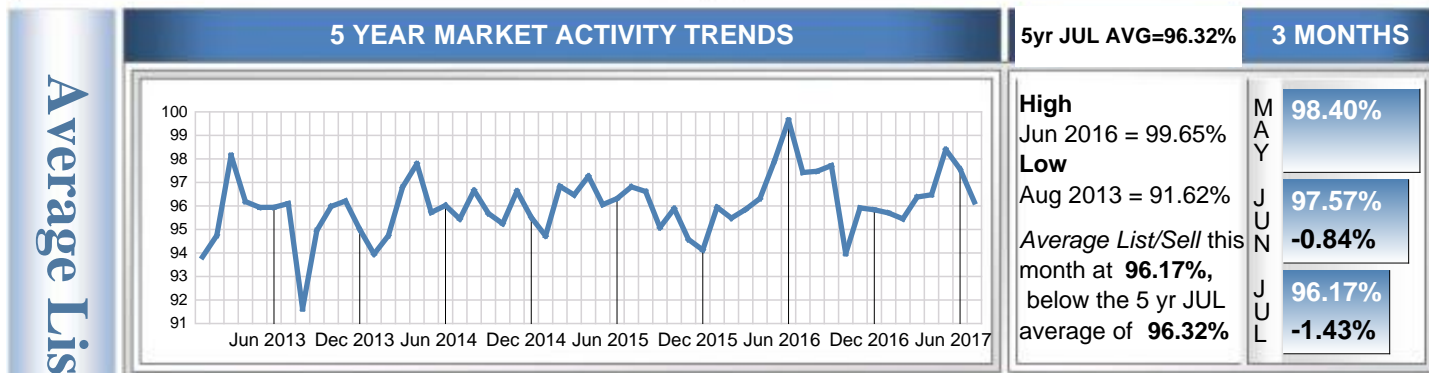
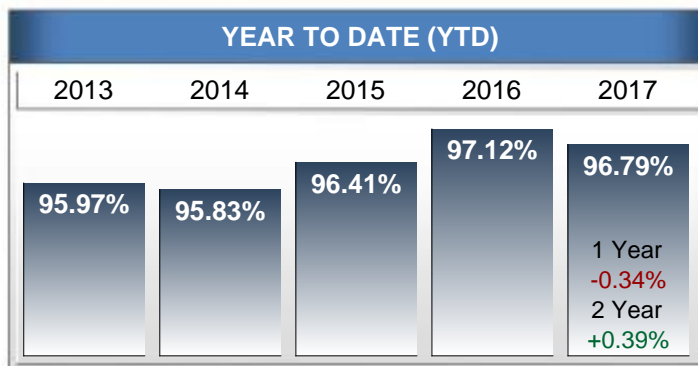
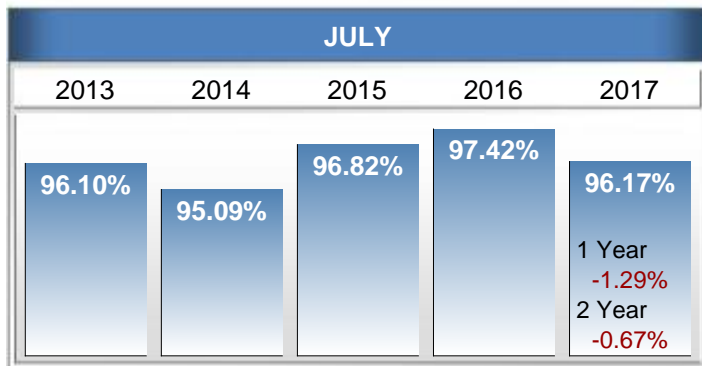
Closed Sales as of Aug 14, 2017



Average Percent of List Price to Selling Price

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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+
\$40,000 and less	6	9.23%	82.72%	81.27%	0.00%	90.00%	0.00%
\$40,001 \$70,000	7	10.77%	98.71%	90.23%	102.11%	0.00%	0.00%
\$70,001 \$100,000	11	16.92%	96.69%	96.84%	96.15%	100.00%	0.00%
\$100,001 \$150,000	14	21.54%	97.11%	97.58%	99.00%	90.64%	0.00%
\$150,001 \$190,000	12	18.46%	97.35%	0.00%	97.56%	98.01%	93.19%
\$190,001 \$230,000	7	10.77%	96.10%	0.00%	96.60%	95.73%	0.00%
\$230,001 and up	8	12.31%	99.96%	0.00%	101.60%	98.97%	0.00%
Average List/Sell Ratio: 96.20%				88.62%	98.61%	96.21%	93.19%
Total Closed Units: 65				11	35	18	1
Total Closed Volume: 8,788,172				600.90K	4.71M	3.29M	186.38K



Monthly Inventory Analysis

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July 2017

Inventory as of Aug 14, 2017



Market Summary

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Absorption: Last 12 months, an Average of 67 Sales/Month

Active Inventory as of July 30, 2017 = 502

	JULY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	71	65	-8.45%	517	472	-8.70%
Pending Sales	73	80	+9.59%	550	519	-5.64%
New Listings	193	186	-3.63%	1,123	1,079	-3.92%
Average List Price	136,154	138,911	+2.02%	141,786	140,229	-1.10%
Average Sale Price	132,197	135,203	+2.27%	137,378	135,685	-1.23%
Average Percent of List Price to Selling Price	97.42%	96.17%	-1.29%	97.12%	96.79%	-0.34%
Average Days on Market to Sale	41.42	42.89	+3.55%	48.08	52.54	+9.27%
Monthly Inventory	500	502	+0.40%	500	502	+0.40%
Months Supply of Inventory	7.10	7.54	+6.18%	7.10	7.54	+6.18%

