



September 2017

Area Delimited by County Of Rogers

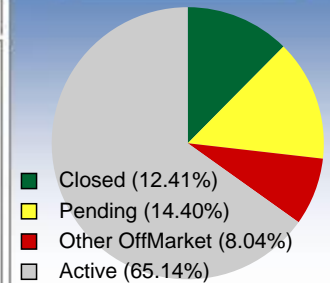


Absorption: Last 12 months, an Average of **125** Sales/Month

Active Inventory as of September 30, 2017 = **656**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	121	125	3.31%
Pending Listings	135	145	7.41%
New Listings	218	208	-4.59%
Average List Price	163,221	166,524	2.02%
Average Sale Price	159,700	161,550	1.16%
Average Percent of List Price to Selling Price	97.70%	96.84%	-0.89%
Average Days on Market to Sale	46.31	38.62	-16.61%
End of Month Inventory	656	656	0.00%
Months Supply of Inventory	5.62	5.26	-6.48%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 12, 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 September 2017 decreased **0.00%** to 656 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **5.26** 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 **1.16%** in September 2017 to \$161,550 versus the previous year at \$159,700.

Average Days on Market Shortens

The average number of **38.62** days that homes spent on the market before selling decreased by 7.69 days or **16.61%** in September 2017 compared to last year's same month at **46.31** DOM.

Sales Success for September 2017 is Positive

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

There were 208 New Listings in September 2017, down **4.59%** from last year at 218. Furthermore, there were 125 Closed Listings this month versus last year at 121, a **3.31%** increase.

Closed versus Listed trends yielded a **60.1%** ratio, up from last year's September 2017 at **55.5%**, a **8.27%** 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®

September 2017

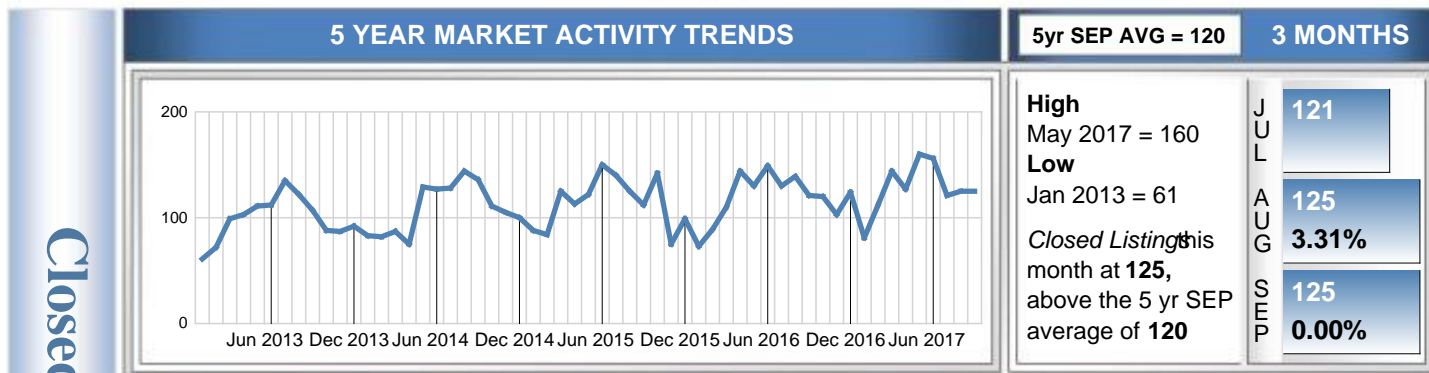
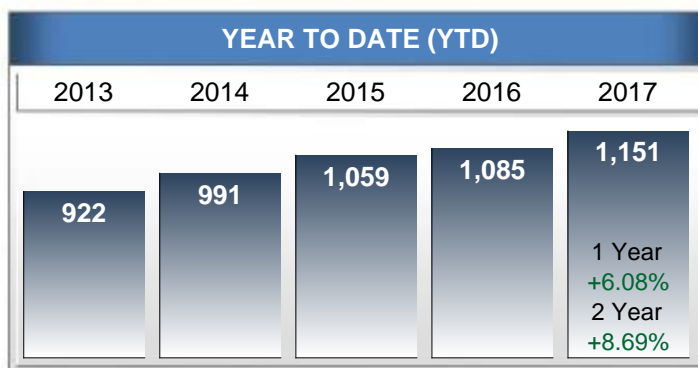
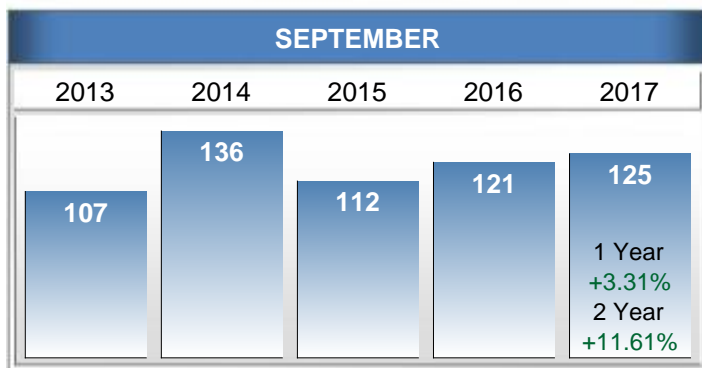
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 2017

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+
\$25,000 and less	4	3.20%	12.3	3	1	0	0
\$25,001 - \$75,000	20	16.00%	27.2	8	10	2	0
\$75,001 - \$100,000	16	12.80%	24.0	2	14	0	0
\$100,001 - \$150,000	27	21.60%	42.7	3	20	2	2
\$150,001 - \$200,000	26	20.80%	35.6	4	18	2	2
\$200,001 - \$275,000	14	11.20%	53.6	1	5	8	0
\$275,001 and up	18	14.40%	56.8	0	7	8	3
Total Closed Units:	125		38.6	21	75	22	7
Total Closed Volume:	20,193,808			1.88M	10.85M	5.52M	1.94M
Average Closed Price:	\$161,550			\$89,490	\$144,699	\$251,030	\$277,057

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

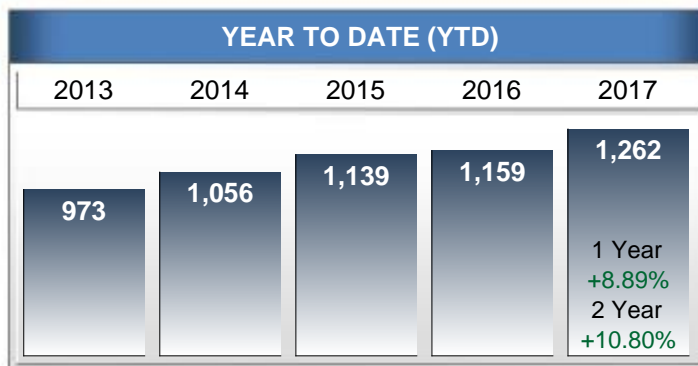
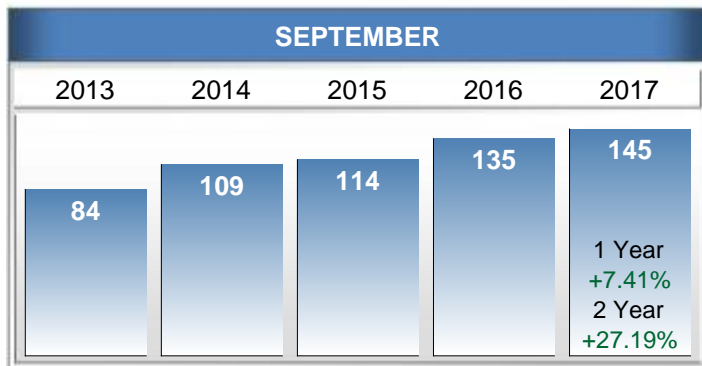
Pending Listings as of Oct 12, 2017



Pending Listings

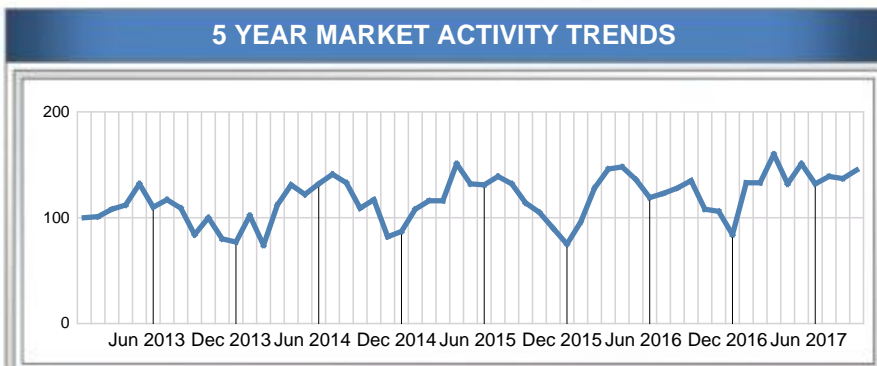
Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



Pending Listings

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5yr SEP AVG = 117 **3 MONTHS**

High
Mar 2017 = 160

Low
Feb 2014 = 74

Pending Listing this month at **145**, above the 5 yr SEP average of **117**

JUL	139
AUG	137
SEP	145
-1.44%	
5.84%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	14	9.66%	48.9	4	8	2	0
\$60,001 - \$90,000	18	12.41%	43.0	9	8	1	0
\$90,001 - \$130,000	21	14.48%	50.9	2	18	1	0
\$130,001 - \$190,000	36	24.83%	37.3	2	24	9	1
\$190,001 - \$250,000	23	15.86%	45.3	0	10	13	0
\$250,001 - \$400,000	20	13.79%	53.1	1	6	12	1
\$400,001 and up	13	8.97%	73.2	0	0	7	6
Total Pending Units: 145				28.6			
Total Pending Volume: 28,727,922				1.55M 10.76M 12.15M 4.26M			
Average Listing Price: \$119,960				\$86,233 \$145,465 \$270,080 \$532,216			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

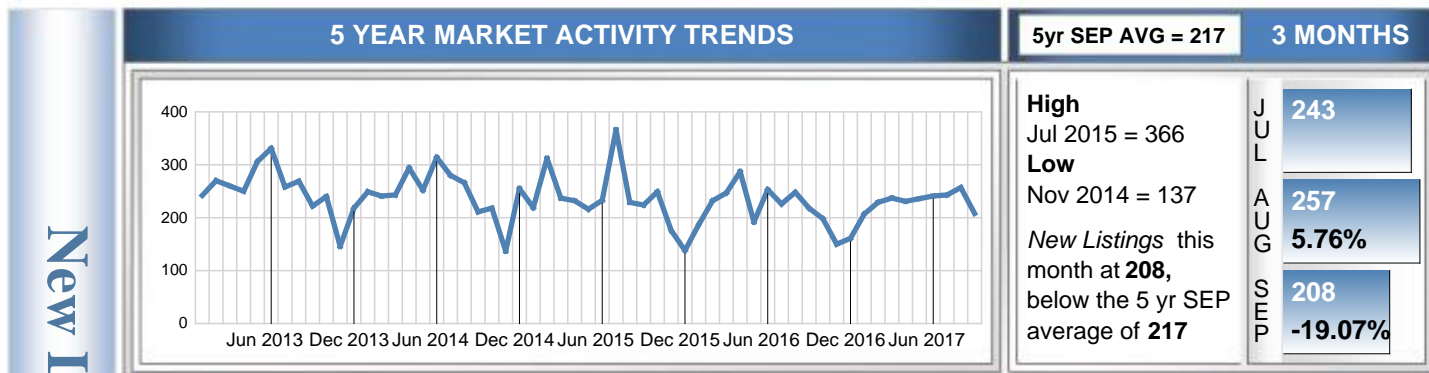
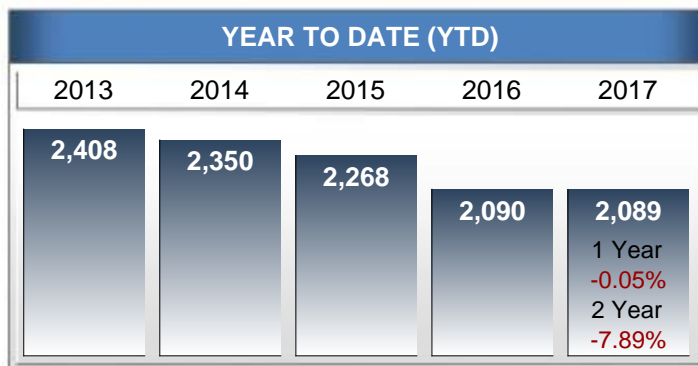
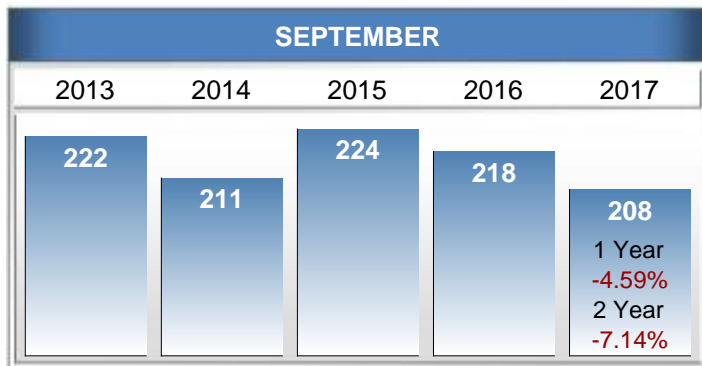
New Listings as of Oct 12, 2017



New Listings

Report Produced on: Oct 12, 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	9.13%	13	4	2	0
\$50,001 - \$120,000	27	12.98%	9	13	5	0
\$120,001 - \$150,000	32	15.38%	5	22	4	1
\$150,001 - \$210,000	53	25.48%	4	34	15	0
\$210,001 - \$260,000	26	12.50%	3	14	8	1
\$260,001 - \$480,000	30	14.42%	2	7	16	5
\$480,001 and up	21	10.10%	2	2	8	9
Total New Listed Units:			38	96	58	16
Total New Listed Volume:			4.95M	17.84M	16.13M	13.53M
Average New Listed Listing Price:			\$130,312	\$185,822	\$278,073	\$845,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

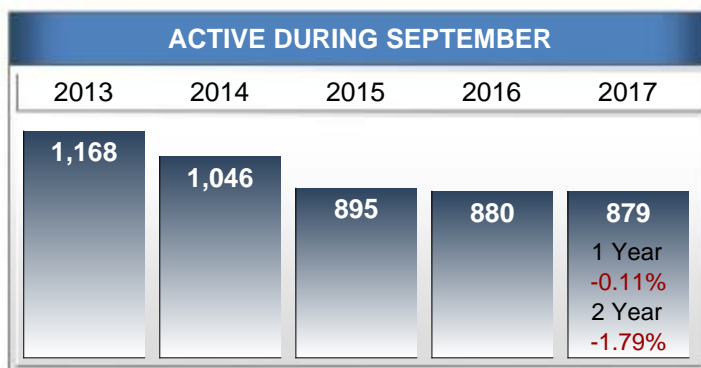
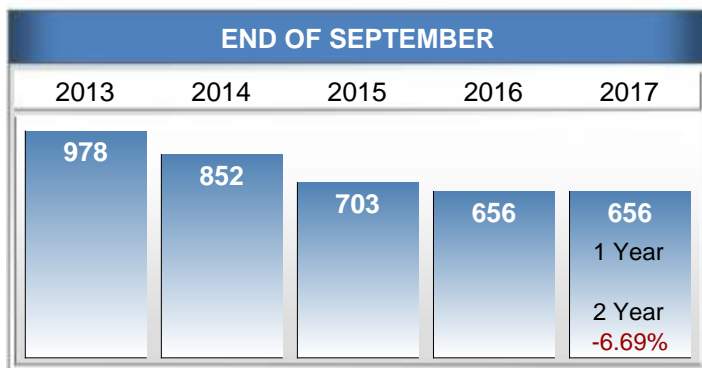
Active Inventory as of Oct 12, 2017



Active Inventory

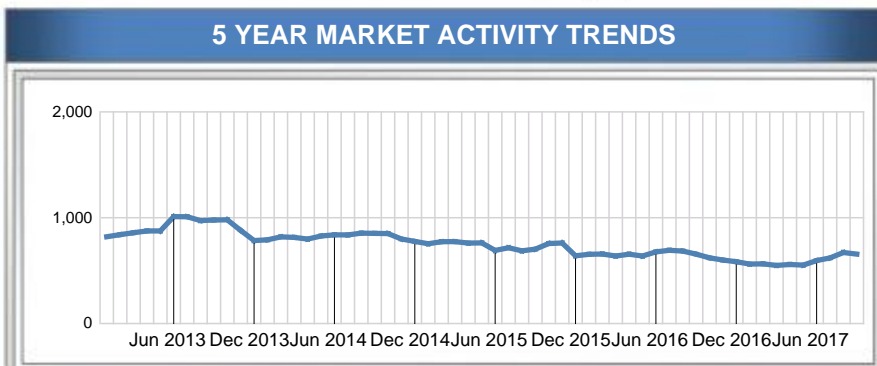
Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr SEP AVG = 769 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Mar 2017 = 549

Inventory this month at **656**, below the 5 yr SEP average of **769**

Month	Inventory	% Change
JUL	620	
AUG	671	8.23%
SEP	656	-2.24%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	38	5.79%	80.2	36	2	0	0
\$25,001 - \$75,000	99	15.09%	86.3	86	9	4	0
\$75,001 - \$125,000	68	10.37%	85.7	31	25	8	4
\$125,001 - \$200,000	177	26.98%	66.8	32	100	42	3
\$200,001 - \$300,000	122	18.60%	80.1	9	51	56	6
\$300,001 - \$500,000	88	13.41%	79.4	13	21	40	14
\$500,001 and up	64	9.76%	76.3	9	9	19	27
Total Active Inventory by Units:		656	77.6	216	217	169	54
Total Active Inventory by Volume:		170,590,234		30.07M	48.26M	49.47M	42.79M
Average Active Inventory Listing Price:		\$260,046		\$139,226	\$222,375	\$292,723	\$792,443



Monthly Inventory Analysis

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September 2017

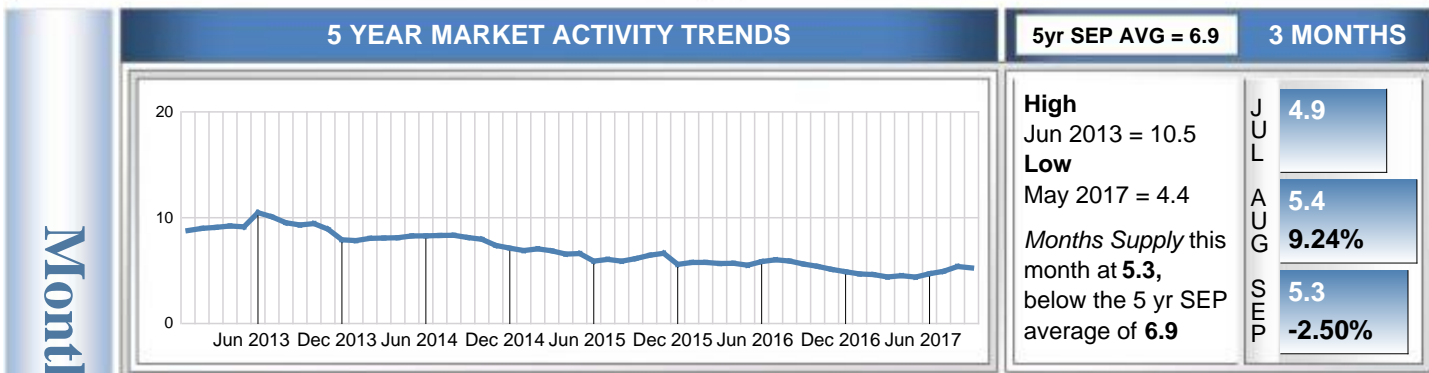
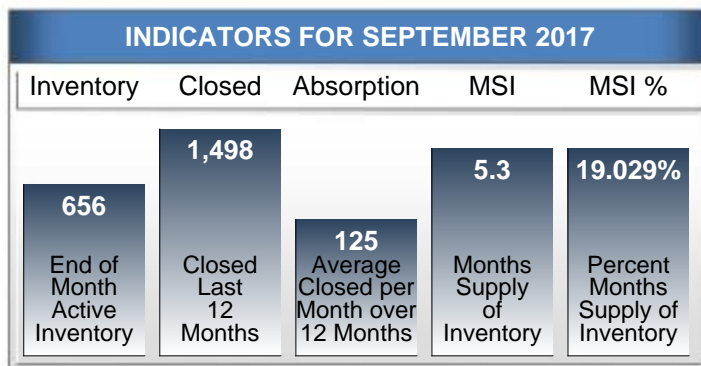
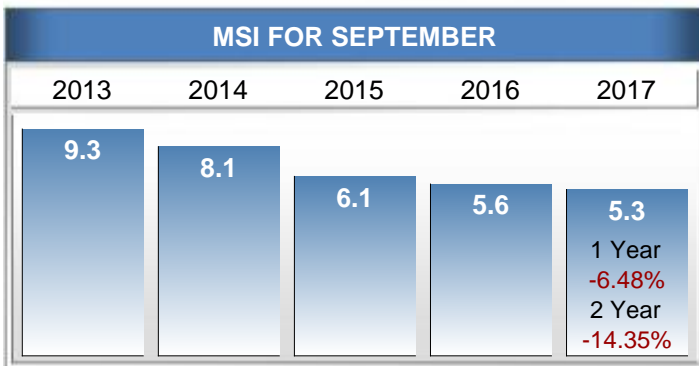
Active Inventory as of Oct 12, 2017



Months Supply of Inventory

Report Produced on: Oct 12, 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	38	5.79%	8.3	9.0	4.0	0.0	0.0	
\$25,001 \$75,000	99	15.09%	6.5	11.7	1.3	4.4	0.0	
\$75,001 \$125,000	68	10.37%	3.0	7.4	1.6	3.3	48.0	
\$125,001 \$200,000	177	26.98%	3.9	12.0	3.1	4.2	4.0	
\$200,001 \$300,000	122	18.60%	5.7	18.0	5.6	5.5	4.2	
\$300,001 \$500,000	88	13.41%	7.4	22.3	12.6	4.9	8.8	
\$500,001 and up	64	9.76%	18.3	54.0	36.0	11.4	19.1	
MSI:	5.3			11.1	3.3	5.1	10.0	
Total Active Inventory:	656			216	217	169	54	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

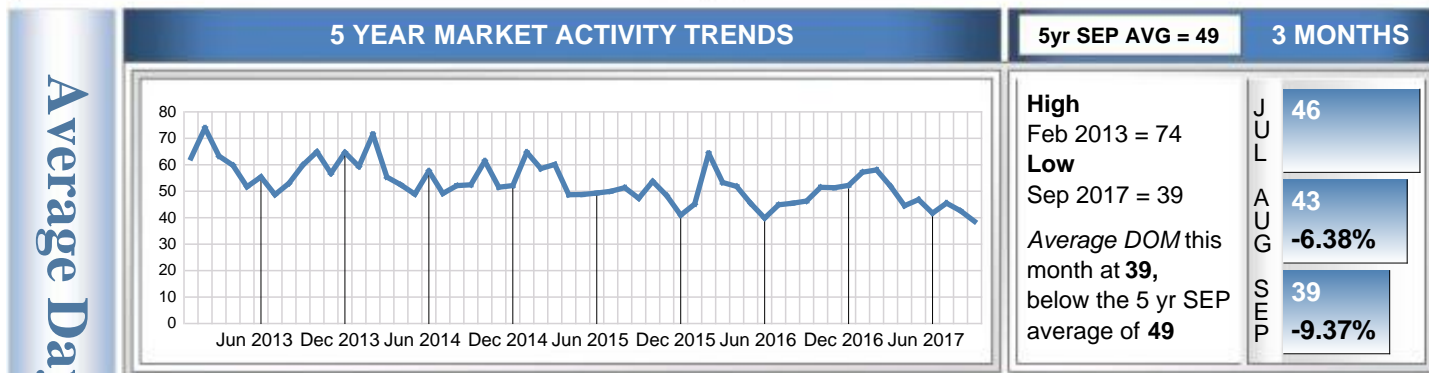
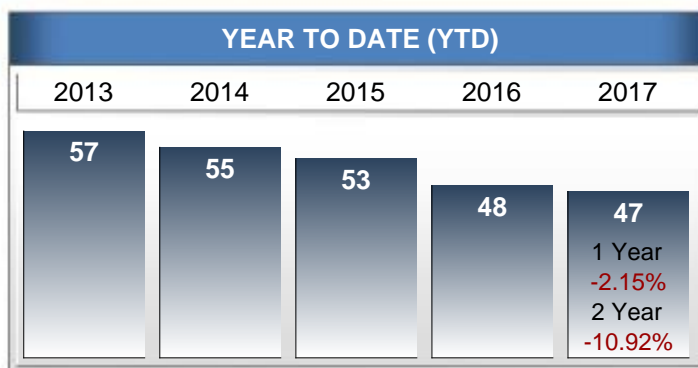
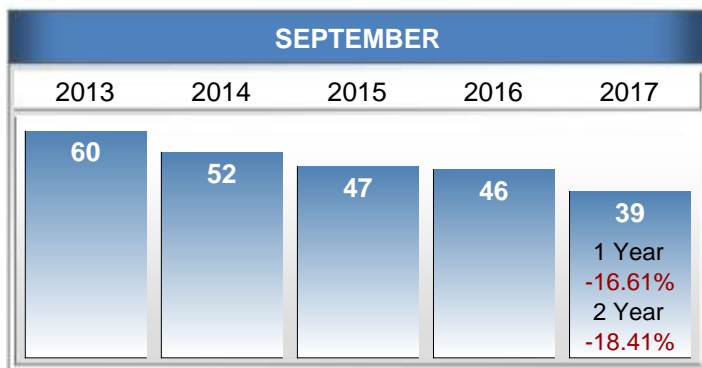
Closed Sales as of Oct 12, 2017



Average Days on Market to Sale

Report Produced on: Oct 12, 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+
\$25,000 and less	4	3.20%	12.3	15.7	2.0	0.0	0.0
\$25,001 - \$75,000	20	16.00%	27.2	37.8	18.3	29.5	0.0
\$75,001 - \$100,000	16	12.80%	24.0	2.5	27.1	0.0	0.0
\$100,001 - \$150,000	27	21.60%	42.7	26.7	42.5	29.5	82.0
\$150,001 - \$200,000	26	20.80%	35.6	39.5	38.0	27.5	14.0
\$200,001 - \$275,000	14	11.20%	53.6	66.0	68.6	42.6	0.0
\$275,001 and up	18	14.40%	56.8	0.0	33.3	64.4	91.3
Average Closed DOM: 38.6				31.3	35.7	46.8	66.6
Total Closed Units: 125				21	75	22	7
Total Closed Volume: 20,193,808				1.88M	10.85M	5.52M	1.94M



Monthly Inventory Analysis

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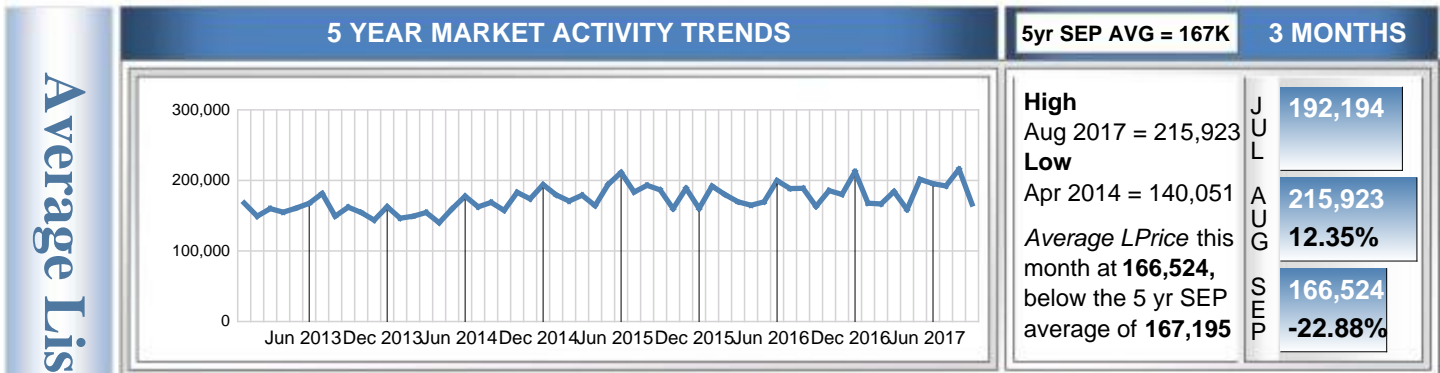
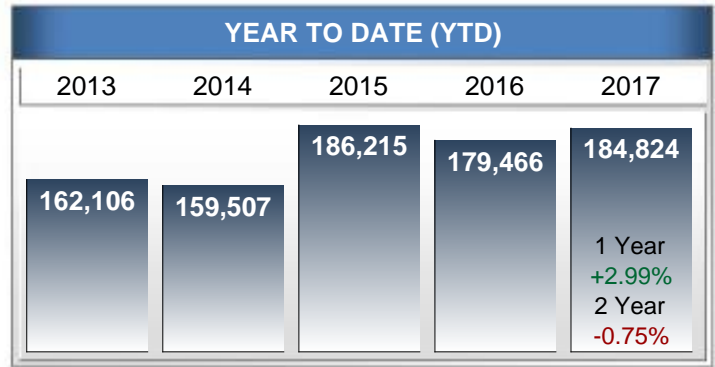
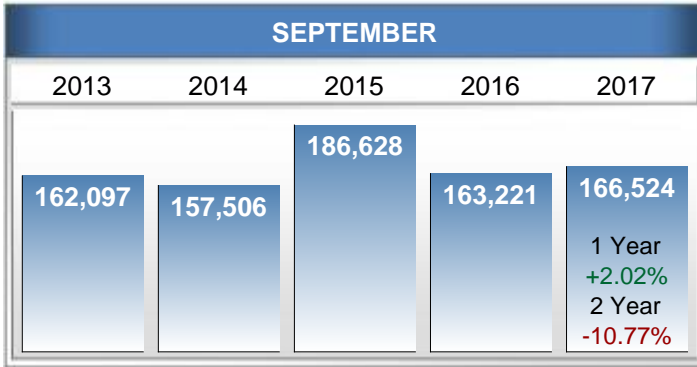
Closed Sales as of Oct 12, 2017



Average List Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	3	2.40%	15,850	15,850	29,900	0	0
\$25,001 - \$75,000	19	15.20%	49,245	46,156	62,340	45,000	0
\$75,001 - \$100,000	16	12.80%	90,163	87,450	93,164	0	0
\$100,001 - \$150,000	25	20.00%	125,732	157,500	127,120	142,200	135,950
\$150,001 - \$200,000	29	23.20%	170,162	165,225	173,861	189,250	173,950
\$200,001 - \$275,000	15	12.00%	229,563	254,000	216,660	235,331	0
\$275,001 and up	18	14.40%	381,572	0	347,286	388,100	444,167
Average List Price:	\$166,524			\$94,243	\$148,584	\$260,925	\$278,900
Total Closed Units:	125			21	75	22	7
Total List Volume:	20,815,549			1.98M	11.14M	5.74M	1.95M



Monthly Inventory Analysis

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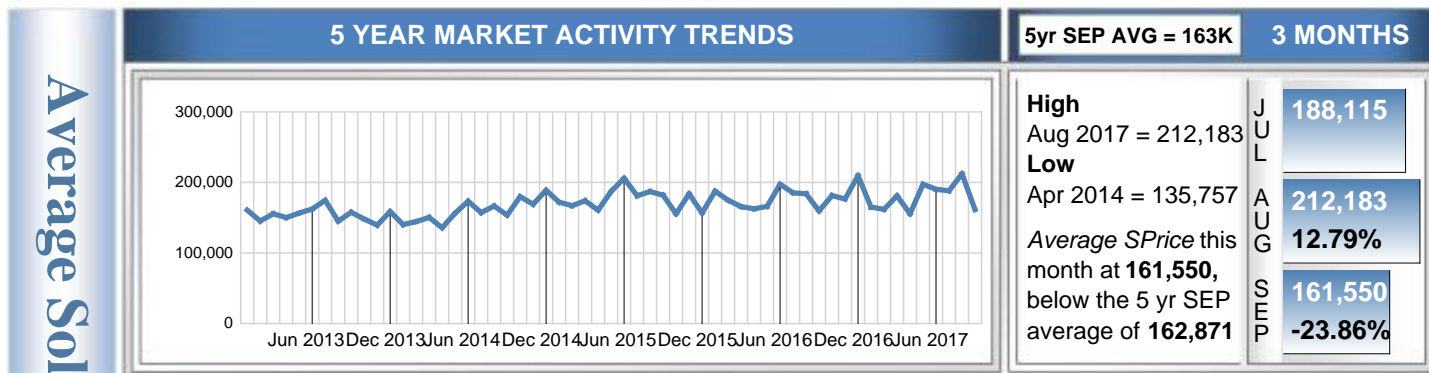
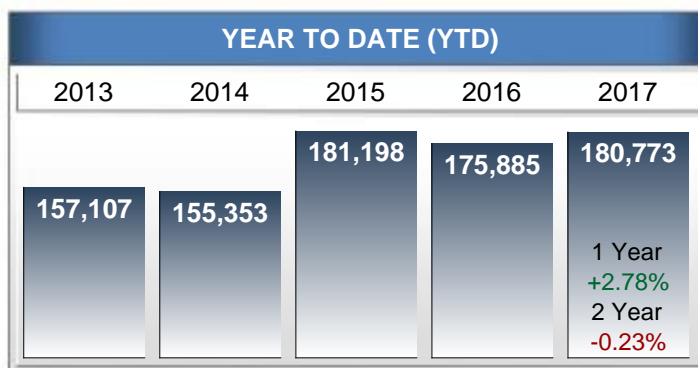
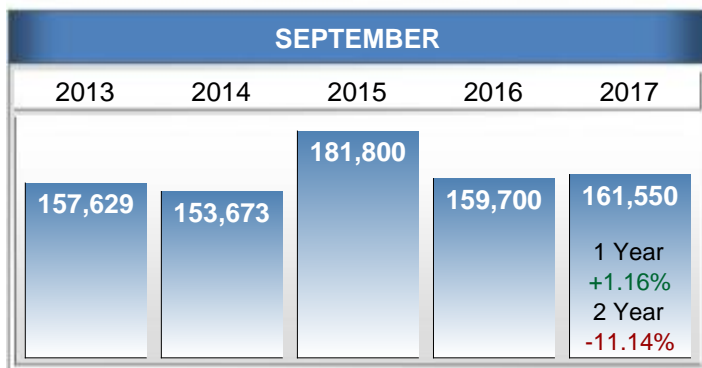
Closed Sales as of Oct 12, 2017



Average Sold Price at Closing

Report Produced on: Oct 12, 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+
\$25,000 and less	4	3.20%	17,888	15,683	24,500	0	0
\$25,001 \$75,000	20	16.00%	50,143	42,750	57,785	41,500	0
\$75,001 \$100,000	16	12.80%	90,068	86,250	90,613	0	0
\$100,001 \$150,000	27	21.60%	128,095	144,083	124,571	130,500	136,950
\$150,001 \$200,000	26	20.80%	169,969	161,375	169,900	184,750	173,000
\$200,001 \$275,000	14	11.20%	226,932	240,000	215,080	232,706	0
\$275,001 and up	18	14.40%	367,972	0	336,643	368,438	439,833
Average Closed Price:	\$161,550			\$89,490	\$144,699	\$251,030	\$277,057
Total Closed Units:	125			21	75	22	7
Total Closed Volume:	20,193,808			1.88M	10.85M	5.52M	1.94M



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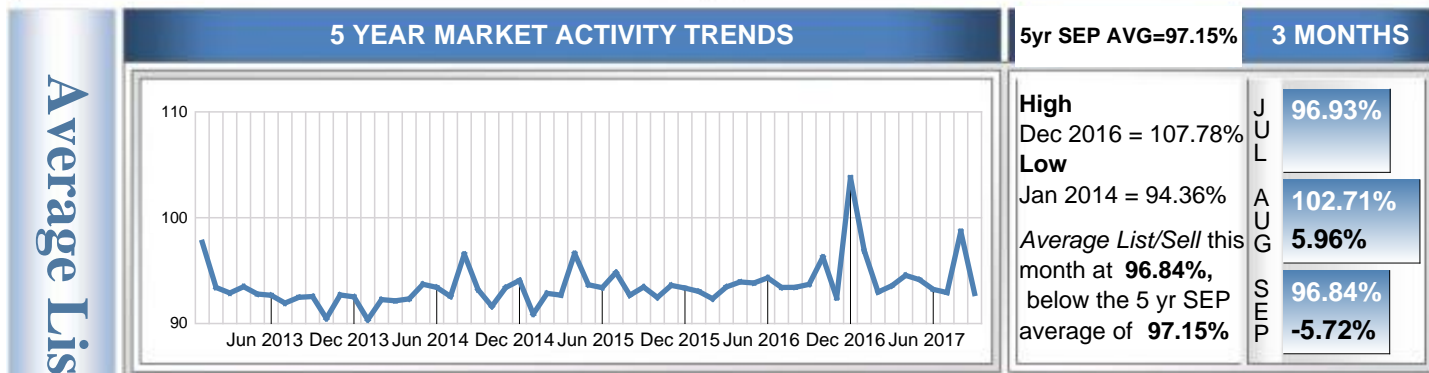
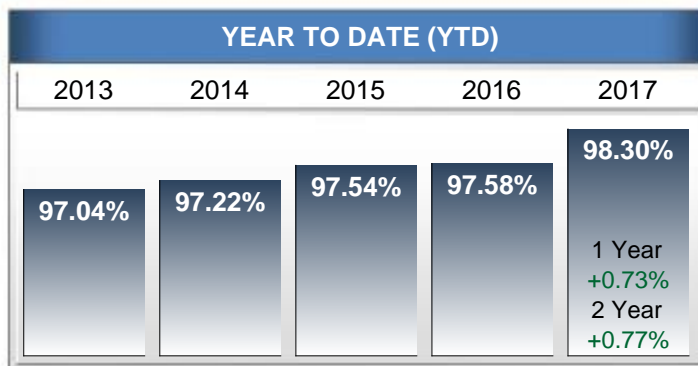
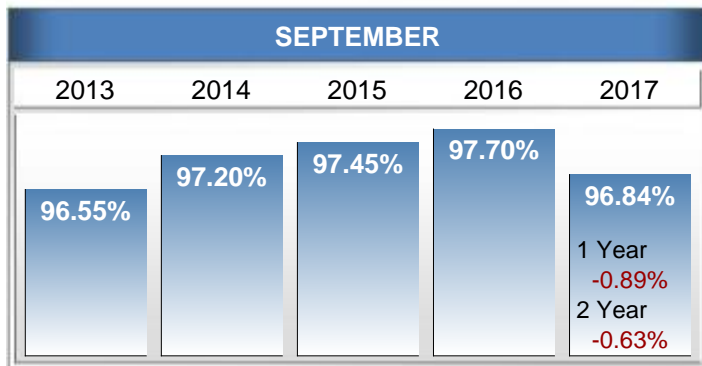
Closed Sales as of Oct 12, 2017



Average Percent of List Price to Selling Price

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Average List/Sell 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+
\$25,000 and less	4	3.20%	92.89%	96.54%	81.94%	0.00%	0.00%
\$25,001 - \$75,000	20	16.00%	94.26%	93.27%	95.46%	92.22%	0.00%
\$75,001 - \$100,000	16	12.80%	97.67%	99.00%	97.48%	0.00%	0.00%
\$100,001 - \$150,000	27	21.60%	97.05%	91.67%	97.99%	91.93%	100.84%
\$150,001 - \$200,000	26	20.80%	98.02%	97.72%	97.97%	97.74%	99.43%
\$200,001 - \$275,000	14	11.20%	98.79%	94.49%	99.29%	99.02%	0.00%
\$275,001 and up	18	14.40%	96.28%	0.00%	96.77%	94.70%	99.32%
Average List/Sell Ratio: 96.80%				94.96%	97.31%	96.07%	99.79%
Total Closed Units: 125				21	75	22	7
Total Closed Volume: 20,193,808				1.88M	10.85M	5.52M	1.94M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

Inventory as of Oct 12, 2017



Market Summary

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Area Delimited by County Of Rogers



Absorption: Last 12 months, an Average of 125 Sales/Month

Active Inventory as of September 30, 2017 = 656

	SEPTEMBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	121	125	3.31%	1,085	1,151	6.08%
Pending Sales	135	145	7.41%	1,159	1,262	8.89%
New Listings	218	208	-4.59%	2,090	2,089	-0.05%
Average List Price	163,221	166,524	2.02%	179,466	184,824	2.99%
Average Sale Price	159,700	161,550	1.16%	175,885	180,773	2.78%
Average Percent of List Price to Selling Price	97.70%	96.84%	-0.89%	97.58%	98.30%	0.73%
Average Days on Market to Sale	46.31	38.62	-16.61%	47.88	46.85	-2.15%
Monthly Inventory	656	656	0.00%	656	656	0.00%
Months Supply of Inventory	5.62	5.26	-6.48%	5.62	5.26	-6.48%

