



# September 2017

Area Delimited by County Of Washington

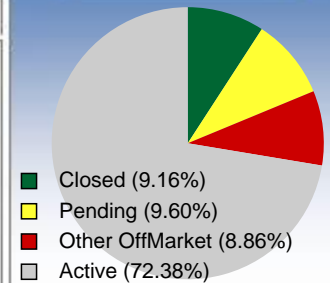


**Absorption:** Last 12 months, an Average of **69** Sales/Month

**Active Inventory** as of September 30, 2017 = **490**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	60	62	3.33%
Pending Listings	55	65	18.18%
New Listings	98	130	32.65%
Average List Price	151,030	142,871	-5.40%
Average Sale Price	147,559	139,269	-5.62%
Average Percent of List Price to Selling Price	97.72%	96.38%	-1.37%
Average Days on Market to Sale	57.23	44.65	-21.99%
End of Month Inventory	483	490	1.45%
Months Supply of Inventory	6.88	7.11	3.29%

## 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) Increases

The total housing inventory at the end of September 2017 rose **1.45%** to 490 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **7.11** 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 **5.62%** in September 2017 to \$139,269 versus the previous year at \$147,559.

### Average Days on Market Shortens

The average number of **44.65** days that homes spent on the market before selling decreased by 12.59 days or **21.99%** in September 2017 compared to last year's same month at **57.23** DOM.

### Sales Success for September 2017 is Positive

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

There were 130 New Listings in September 2017, up **32.65%** from last year at 98. Furthermore, there were 62 Closed Listings this month versus last year at 60, a **3.33%** increase.

Closed versus Listed trends yielded a **47.7%** ratio, down from last year's September 2017 at **61.2%**, a **22.10%** 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

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

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

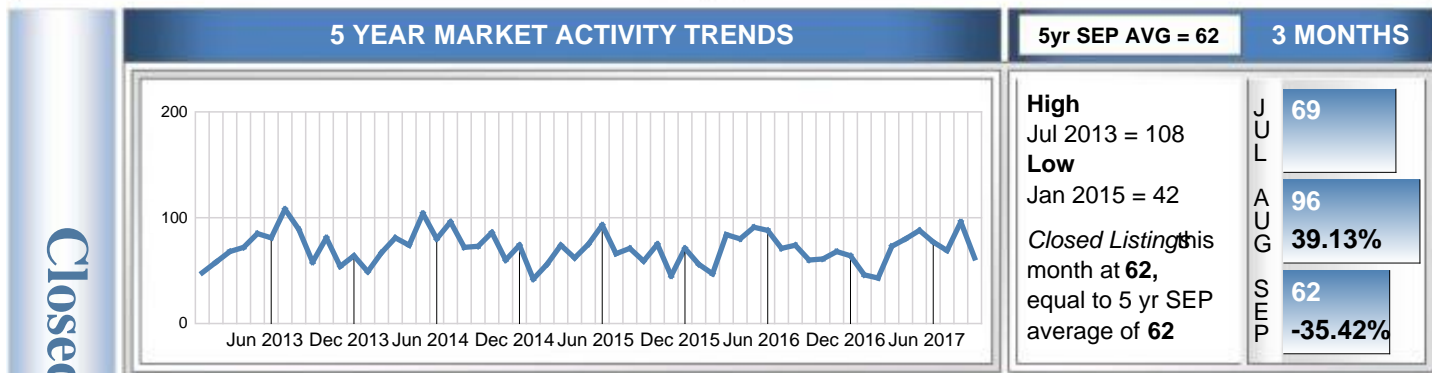
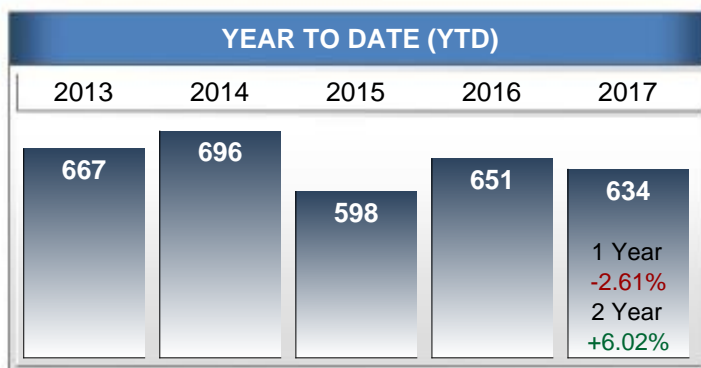
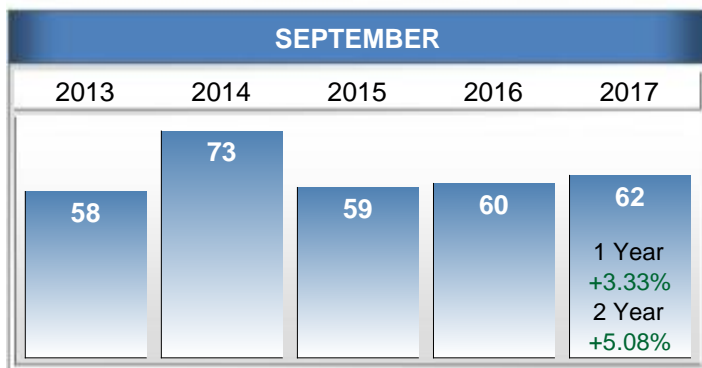
Closed Sales as of Oct 12, 2017



### Closed Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	4	6.45%	43.0	1	3	0	0		
\$30,001 - \$70,000	10	16.13%	46.8	3	6	1	0		
\$70,001 - \$90,000	8	12.90%	21.9	4	4	0	0		
\$90,001 - \$140,000	16	25.81%	57.6	0	12	4	0		
\$140,001 - \$180,000	10	16.13%	48.7	0	6	4	0		
\$180,001 - \$200,000	6	9.68%	58.7	0	4	2	0		
\$200,001 and up	8	12.90%	24.1	0	3	5	0		
Total Closed Units:				62	44.6	8	38	16	0.00B
Total Closed Volume:				8,634,655		455.10K	5.41M	2.77M	
Average Closed Price:				\$139,269		\$56,888	\$142,333	\$173,181	\$0

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

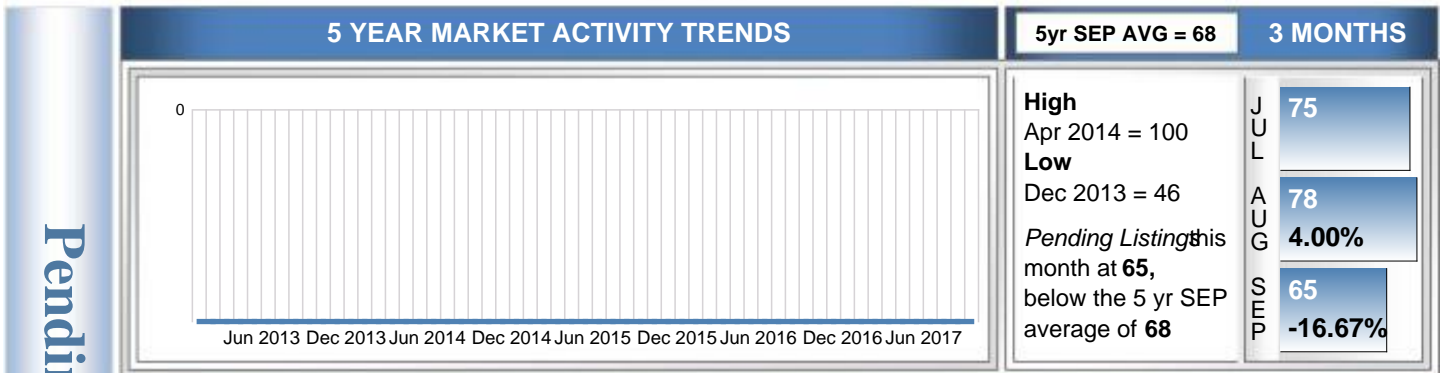
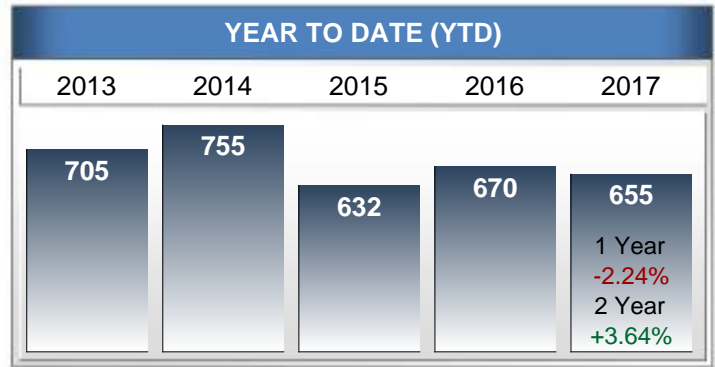
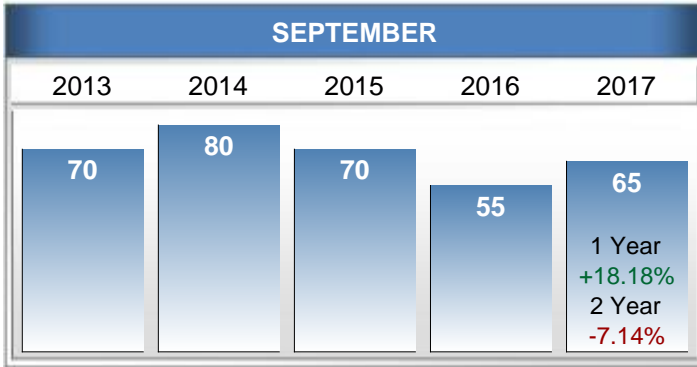
Pending Listings as of Oct 12, 2017



### Pending Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	6	9.23%	56.0	1	5	0	0	
\$40,001 \$70,000	8	12.31%	38.6	3	3	2	0	
\$70,001 \$90,000	6	9.23%	36.8	4	2	0	0	
\$90,001 \$140,000	20	30.77%	44.0	1	14	4	1	
\$140,001 \$210,000	10	15.38%	30.6	1	6	3	0	
\$210,001 \$260,000	7	10.77%	38.3	0	3	4	0	
\$260,001 and up	8	12.31%	43.1	0	1	6	1	
Total Pending Units: 65				13.6	10	34	19	2
Total Pending Volume: 9,676,299					811.05K	4.11M	4.36M	399.80K
Average Listing Price: \$134,680					\$81,105	\$120,766	\$229,442	\$199,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

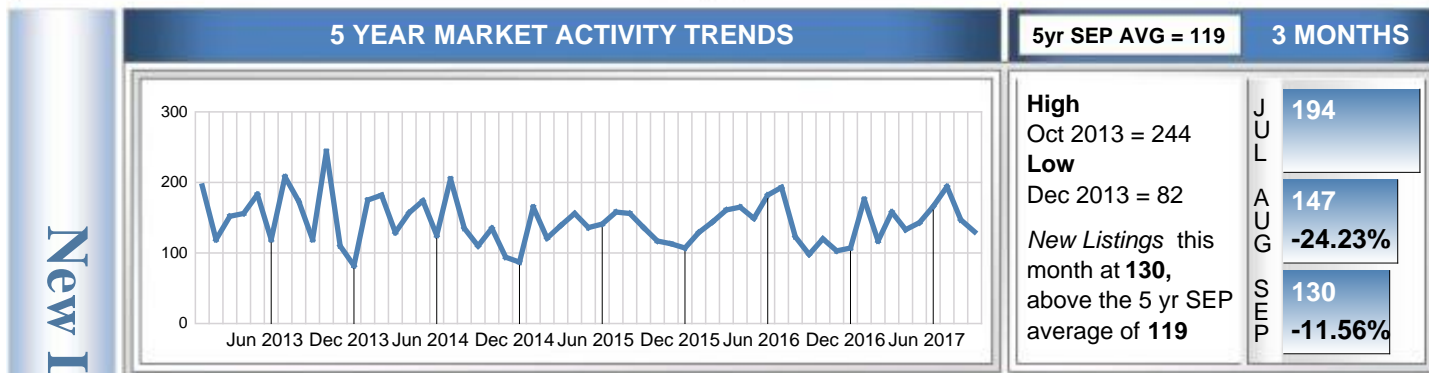
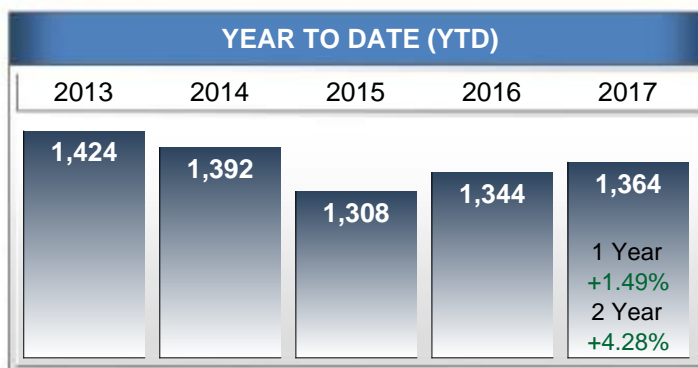
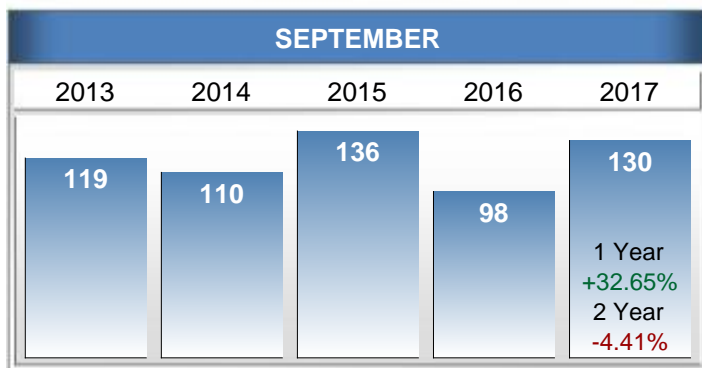
New Listings as of Oct 12, 2017



### New Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	8	6.15%	6	2	0	0
\$30,001 - \$70,000	22	16.92%	7	13	2	0
\$70,001 - \$90,000	14	10.77%	3	10	1	0
\$90,001 - \$150,000	37	28.46%	3	24	10	0
\$150,001 - \$230,000	20	15.38%	2	9	8	1
\$230,001 - \$390,000	16	12.31%	0	3	11	2
\$390,001 and up	13	10.00%	1	0	10	2
<b>Total New Listed Units:</b>	<b>130</b>		<b>22</b>	<b>61</b>	<b>42</b>	<b>5</b>
<b>Total New Listed Volume:</b>	<b>22,206,954</b>		<b>1.90M</b>	<b>7.01M</b>	<b>11.32M</b>	<b>1.98M</b>
<b>Average New Listed Listing Price:</b>	<b>\$120,700</b>		<b>\$86,168</b>	<b>\$114,975</b>	<b>\$269,481</b>	<b>\$395,920</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

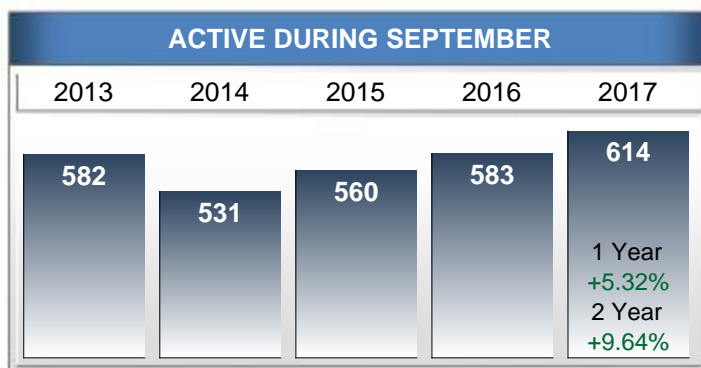
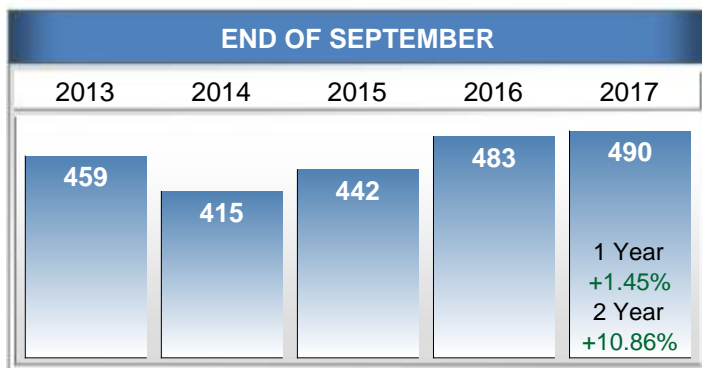
Active Inventory as of Oct 12, 2017



### Active Inventory

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



Active Inventory

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



**5yr SEP AVG = 458**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory* this month at **490**, above the 5 yr SEP average of **458**

JUL	490
AUG	491
SEP	490
<b>0.20%</b>	
<b>-0.20%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	47	9.59%	90.9	43	3	1	0		
\$25,001 - \$50,000	65	13.27%	81.9	49	13	2	1		
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 - \$125,000	177	36.12%	67.8	81	83	11	2		
\$125,001 - \$200,000	86	17.55%	72.0	16	34	31	5		
\$200,001 - \$300,000	57	11.63%	82.9	3	15	35	4		
\$300,001 and up	58	11.84%	86.3	11	10	26	11		
Total Active Inventory by Units:				490	76.6	203	158	106	23
Total Active Inventory by Volume:				77,771,516		24.89M	20.55M	25.67M	6.67M
Average Active Inventory Listing Price:				\$158,717		\$122,612	\$130,037	\$242,162	\$289,839





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

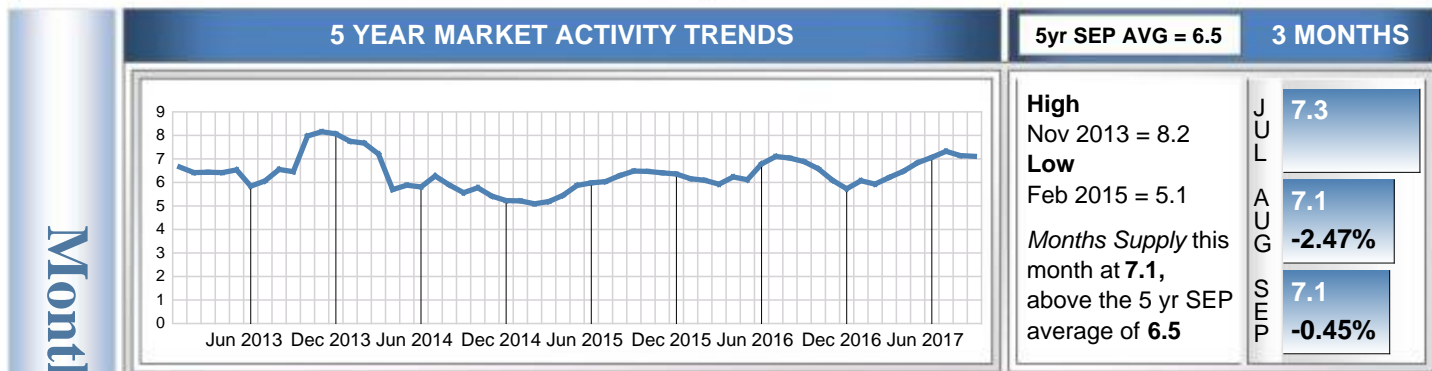
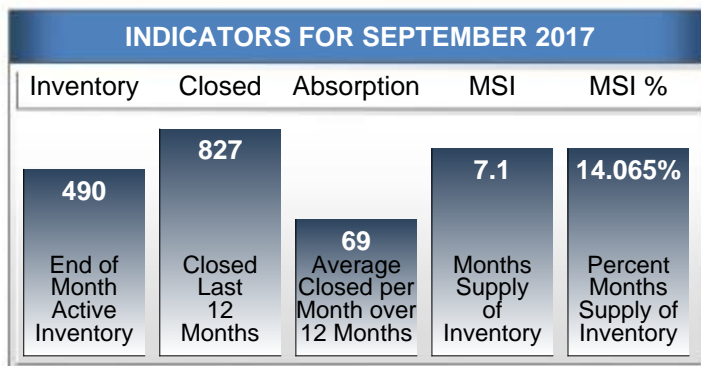
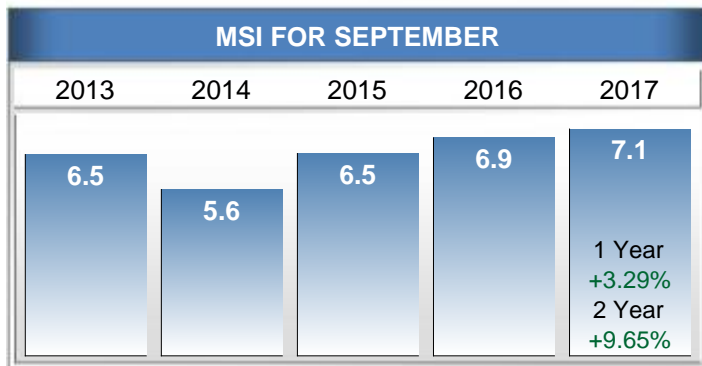
Active Inventory as of Oct 12, 2017



### Months Supply of Inventory

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



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

#### 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	40	8.16%	17.1	40.4	2.3	0.0	0.0
\$20,001 \$50,000	72	14.69%	10.5	17.4	4.1	6.0	0.0
\$50,001 \$70,000	68	13.88%	9.1	20.4	3.3	6.0	0.0
\$70,001 \$130,000	114	23.27%	4.8	11.6	4.2	2.7	24.0
\$130,001 \$210,000	86	17.55%	4.9	24.0	3.8	4.3	6.5
\$210,001 \$310,000	57	11.63%	7.5	12.0	10.0	7.1	4.0
\$310,001 and up	53	10.82%	14.8	66.0	13.7	10.6	16.5
MSI:			7.1	19.8	4.3	5.5	9.5
Total Active Inventory:			490	203	158	106	23



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

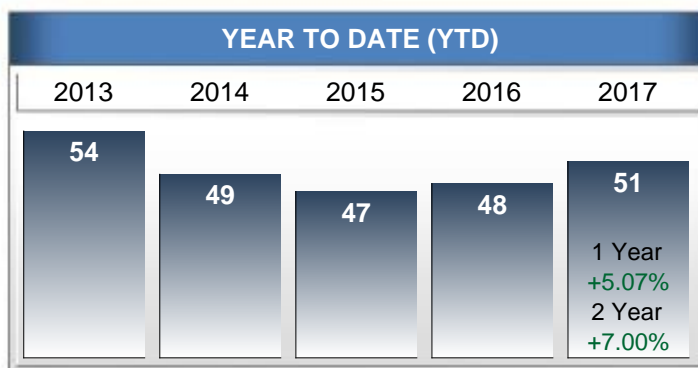
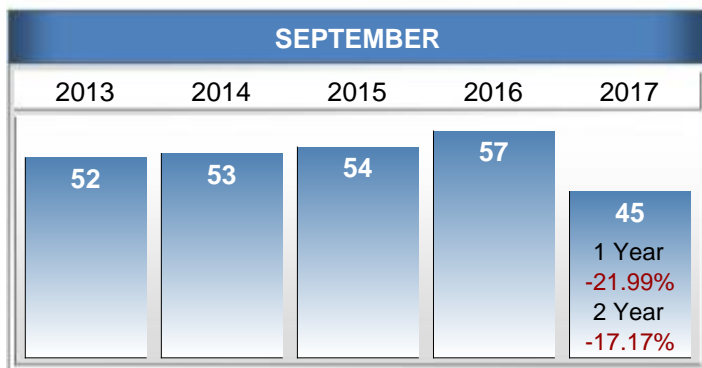
Closed Sales as of Oct 12, 2017



### Average Days on Market to Sale

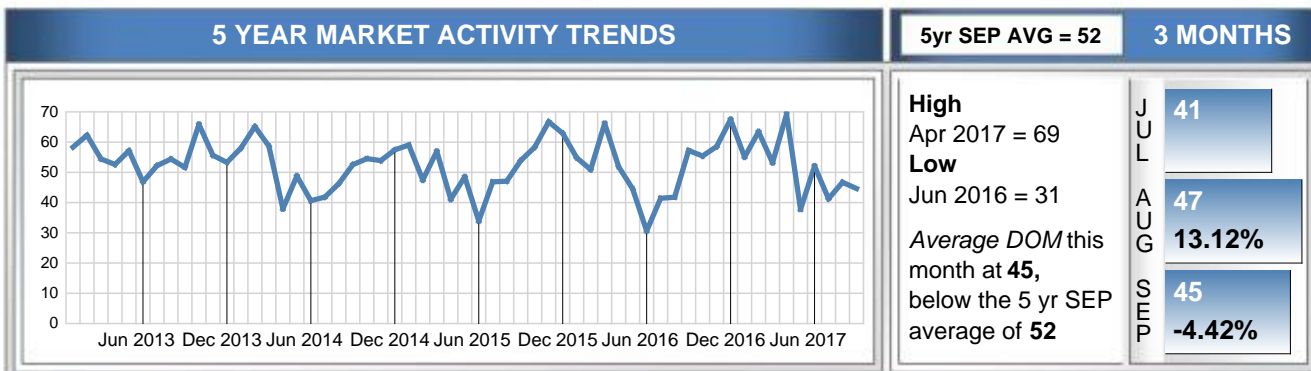
Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



Average Days on Market

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



#### 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+
\$30,000 and less	4	6.45%	43.0	43.0	43.0	0.0	0.0
\$30,001 - \$70,000	10	16.13%	46.8	64.7	42.7	18.0	0.0
\$70,001 - \$90,000	8	12.90%	21.9	15.8	28.0	0.0	0.0
\$90,001 - \$140,000	16	25.81%	57.6	0.0	56.2	61.8	0.0
\$140,001 - \$180,000	10	16.13%	48.7	0.0	49.8	47.0	0.0
\$180,001 - \$200,000	6	9.68%	58.7	0.0	53.0	70.0	0.0
\$200,001 and up	8	12.90%	24.1	0.0	6.7	34.6	0.0
Average Closed DOM:				37.5	44.8	47.9	0.0
Total Closed Units:				8	38	16	
Total Closed Volume:				455.10K	5.41M	2.77M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

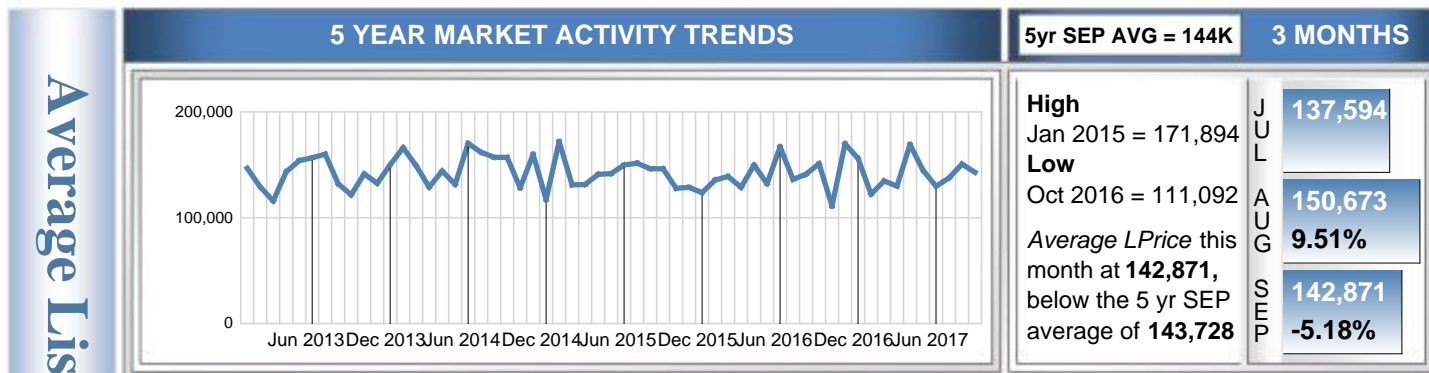
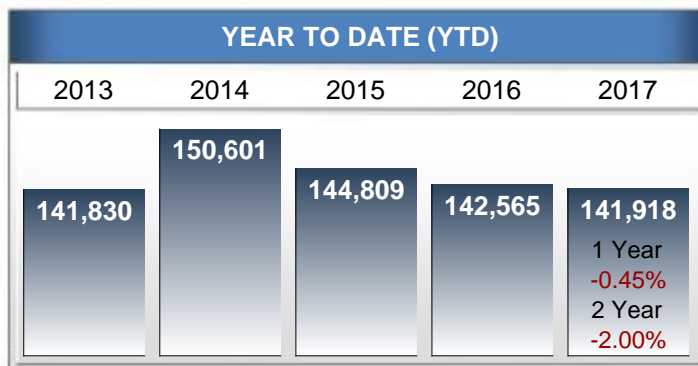
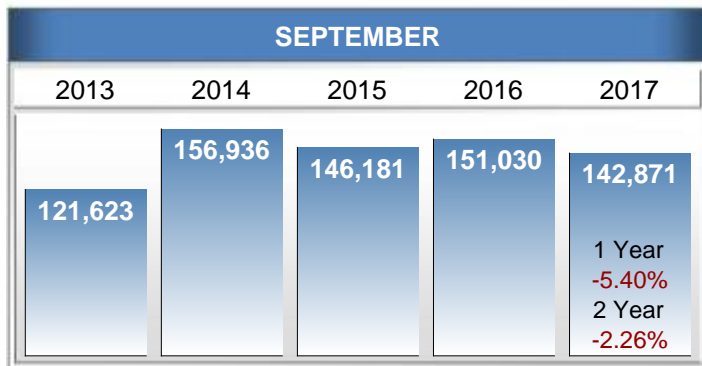
Closed Sales as of Oct 12, 2017



### Average List Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



Average List Price

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

#### 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+
\$30,000 and less	2	3.23%	24,950	34,900	33,933	0	0
\$30,001 - \$70,000	13	20.97%	53,669	43,333	61,499	42,000	0
\$70,001 - \$90,000	6	9.68%	81,133	78,450	84,475	0	0
\$90,001 - \$140,000	16	25.81%	120,944	0	125,008	124,975	0
\$140,001 - \$180,000	11	17.74%	158,373	0	154,550	168,125	0
\$180,001 - \$200,000	6	9.68%	191,900	0	188,700	189,500	0
\$200,001 and up	8	12.90%	349,375	0	515,000	250,000	0
Average List Price:	\$142,871			\$59,838	\$145,681	\$177,713	\$0
Total Closed Units:	62			8	38	16	
Total List Volume:	8,857,995			478.70K	5.54M	2.84M	0.00B





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

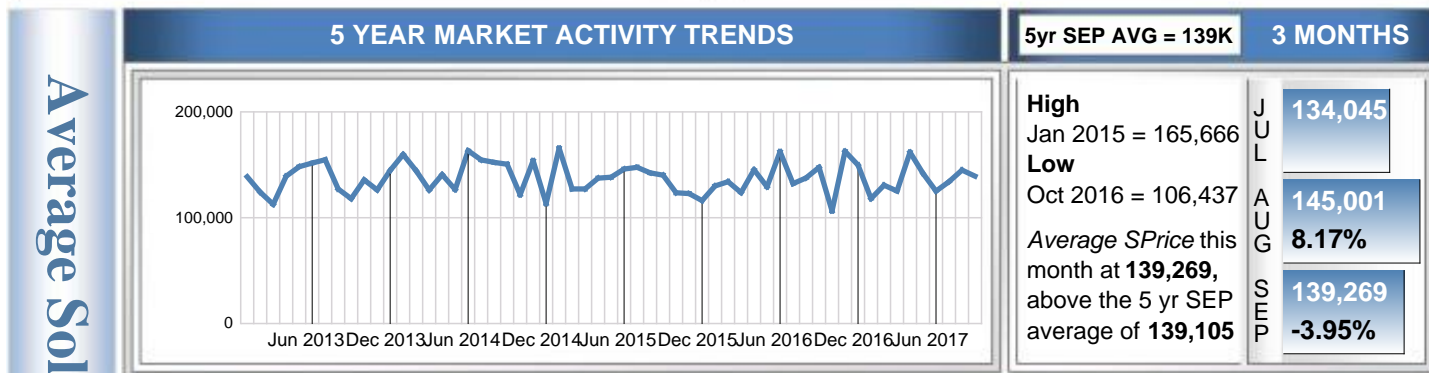
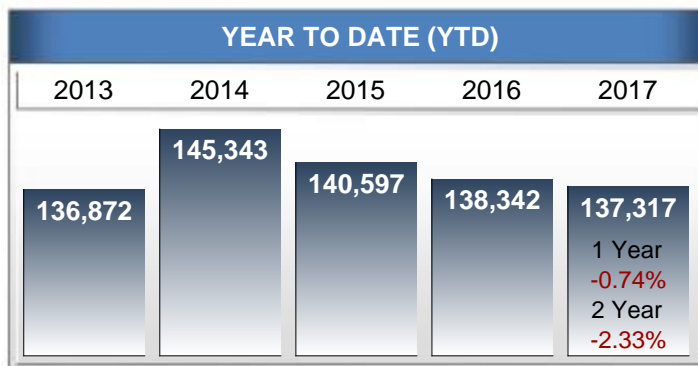
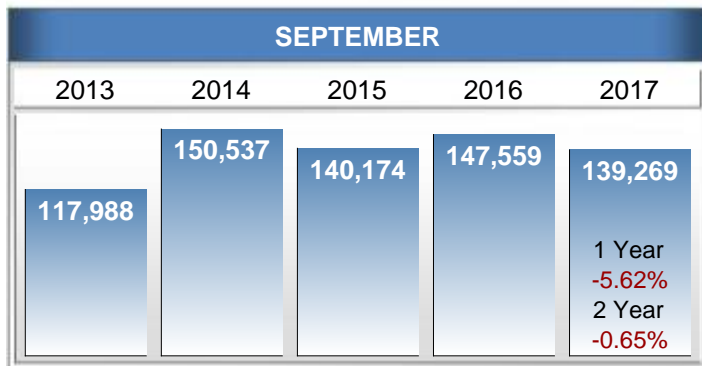
Closed Sales as of Oct 12, 2017



### Average Sold Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



Average Sold Price

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

#### 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+
\$30,000 and less	4		6.45%	27,850	29,000	27,467	0	0
\$30,001 - \$70,000	10		16.13%	50,371	36,833	59,034	39,000	0
\$70,001 - \$90,000	8		12.90%	80,563	78,900	82,225	0	0
\$90,001 - \$140,000	16		25.81%	121,066	0	120,096	123,975	0
\$140,001 - \$180,000	10		16.13%	155,250	0	151,250	161,250	0
\$180,001 - \$200,000	6		9.68%	188,167	0	188,500	187,500	0
\$200,001 and up	8		12.90%	344,563	0	513,500	243,200	0
Average Closed Price:	\$139,269				\$56,888	\$142,333	\$173,181	\$0
Total Closed Units:	62				8	38	16	
Total Closed Volume:	8,634,655				455.10K	5.41M	2.77M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

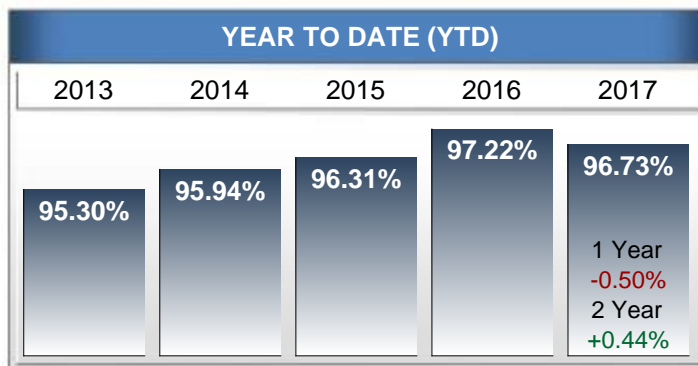
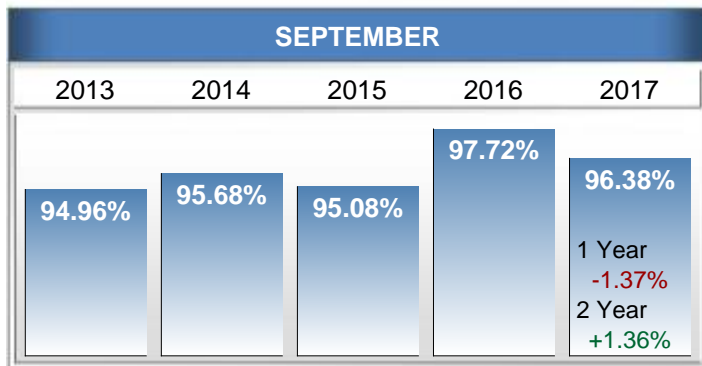
Closed Sales as of Oct 12, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



Average List/Sell Price

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



5yr SEP AVG=95.96%		3 MONTHS	
<b>High</b>	Jun 2016 = 99.65%	JUL	96.34%
<b>Low</b>	Aug 2013 = 91.62%	AUG	96.56%
Average List/Sell this month at <b>96.38%</b> , above the 5 yr SEP average of <b>95.96%</b>		SEP	96.38%
			-0.19%

#### 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+
\$30,000 and less	4	6.45%	87.72%	83.09%	89.27%	0.00%	0.00%
\$30,001 \$70,000	10	16.13%	92.27%	85.32%	95.64%	92.86%	0.00%
\$70,001 \$90,000	8	12.90%	99.12%	100.63%	97.62%	0.00%	0.00%
\$90,001 \$140,000	16	25.81%	97.17%	0.00%	96.49%	99.22%	0.00%
\$140,001 \$180,000	10	16.13%	97.28%	0.00%	97.88%	96.39%	0.00%
\$180,001 \$200,000	6	9.68%	99.61%	0.00%	99.92%	98.98%	0.00%
\$200,001 and up	8	12.90%	97.96%	0.00%	99.29%	97.16%	0.00%
Average List/Sell Ratio:	96.40%			92.70%	96.71%	97.44%	0.00%
Total Closed Units:	62			8	38	16	
Total Closed Volume:	8,634,655			455.10K	5.41M	2.77M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2017

Inventory as of Oct 12, 2017



### Market Summary

Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



**Absorption:** Last 12 months, an Average of 69 Sales/Month

**Active Inventory** as of September 30, 2017 = 490

	SEPTEMBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	60	62	3.33%	651	634	-2.61%
Pending Sales	55	65	18.18%	670	655	-2.24%
New Listings	98	130	32.65%	1,344	1,364	1.49%
Average List Price	151,030	142,871	-5.40%	142,565	141,918	-0.45%
Average Sale Price	147,559	139,269	-5.62%	138,342	137,317	-0.74%
Average Percent of List Price to Selling Price	97.72%	96.38%	-1.37%	97.22%	96.73%	-0.50%
Average Days on Market to Sale	57.23	44.65	-21.99%	48.21	50.65	5.07%
Monthly Inventory	483	490	1.45%	483	490	1.45%
Months Supply of Inventory	6.88	7.11	3.29%	6.88	7.11	3.29%

