



August 2017

Area Delimited by County Of Washington

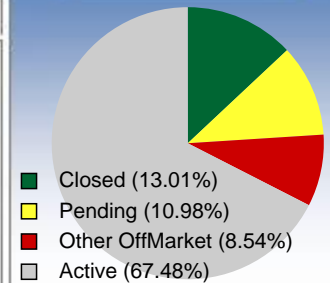


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of August 31, 2017 = **498**

	AUGUST		
	2016	2017	+/- %
Closed Listings	74	96	29.73%
Pending Listings	64	81	26.56%
New Listings	123	147	19.51%
Median List Price	127,950	123,900	-3.17%
Median Sale Price	120,500	119,875	-0.52%
Median Percent of List Price to Selling Price	98.14%	97.88%	-0.26%
Median Days on Market to Sale	30.00	30.00	0.00%
End of Month Inventory	493	498	1.01%
Months Supply of Inventory	7.03	7.24	2.97%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2017 rose **1.01%** to 498 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 **7.24** 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 **0.52%** in August 2017 to \$119,875 versus the previous year at \$120,500.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in August 2017 compared to last year's same month at **30.00** DOM.

Sales Success for August 2017 is Positive

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

There were 147 New Listings in August 2017, up **19.51%** from last year at 123. Furthermore, there were 96 Closed Listings this month versus last year at 74, a **29.73%** increase.

Closed versus Listed trends yielded a **65.3%** ratio, up from last year's August 2017 at **60.2%**, a **8.55%** upswing. 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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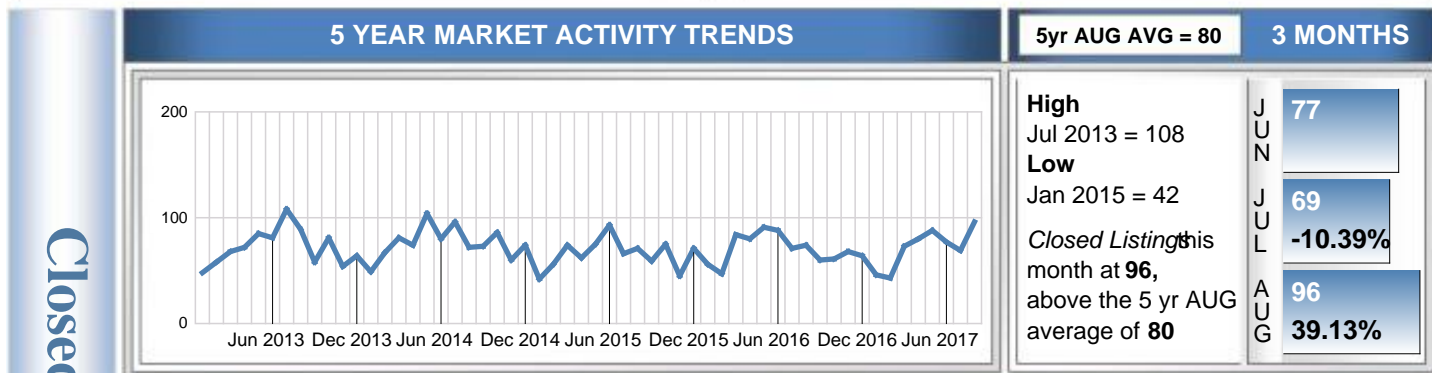
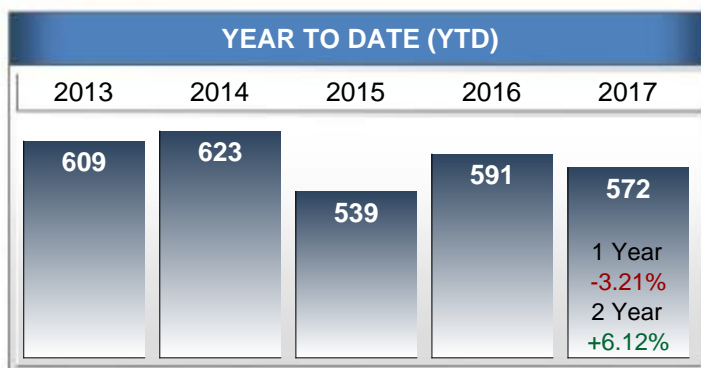
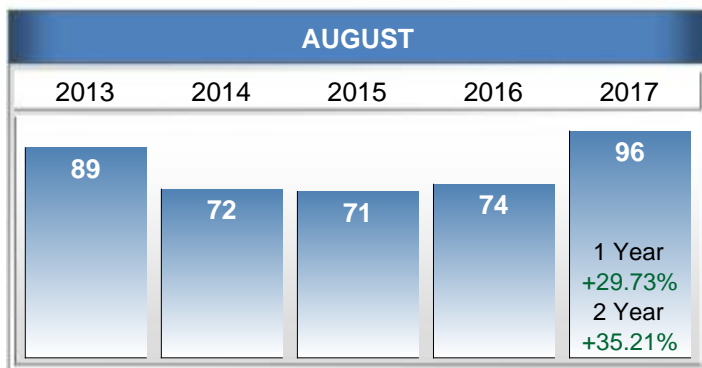
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	9	9.38%	33.0	5	4	0	0
\$30,001 - \$70,000	12	12.50%	62.0	2	9	1	0
\$70,001 - \$90,000	14	14.58%	13.0	4	9	1	0
\$90,001 - \$150,000	25	26.04%	25.0	3	19	3	0
\$150,001 - \$190,000	15	15.63%	58.0	1	4	7	3
\$190,001 - \$290,000	11	11.46%	41.0	0	2	8	1
\$290,001 and up	10	10.42%	51.0	1	1	7	1
Total Closed Units:	96		30.0	16	48	27	5
Total Closed Volume:	13,920,075			1.48M	5.18M	6.21M	1.05M
Median Closed Price:	\$119,875			\$74,500	\$98,450	\$198,750	\$175,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

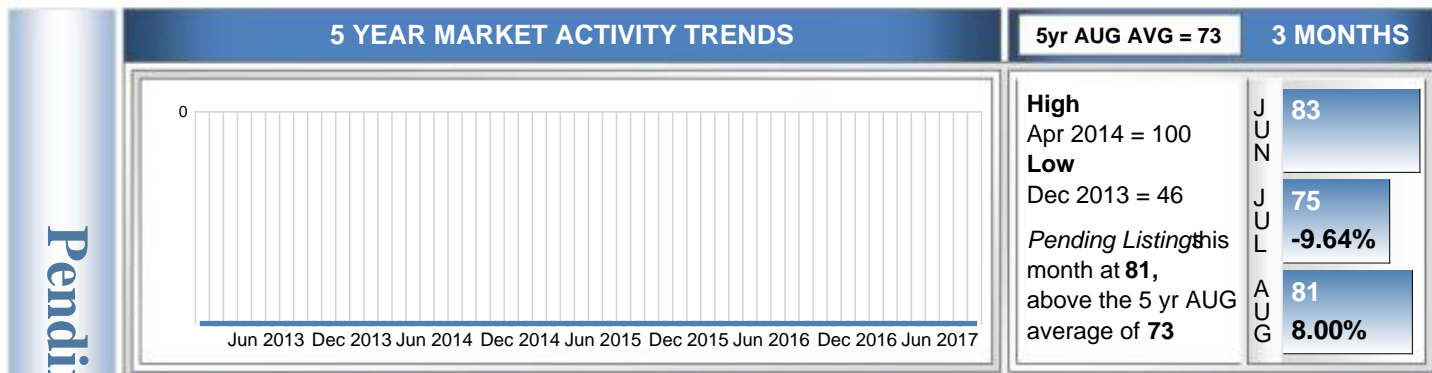
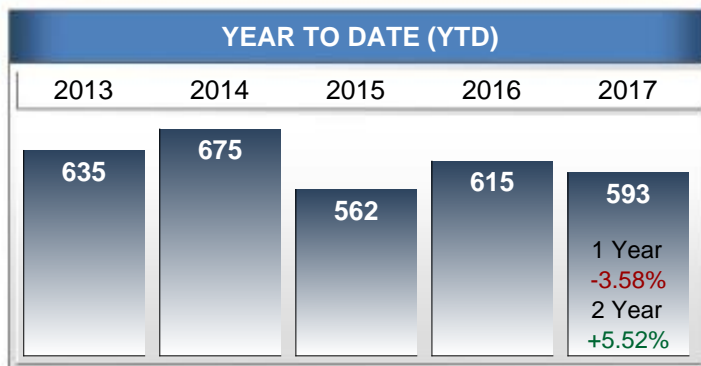
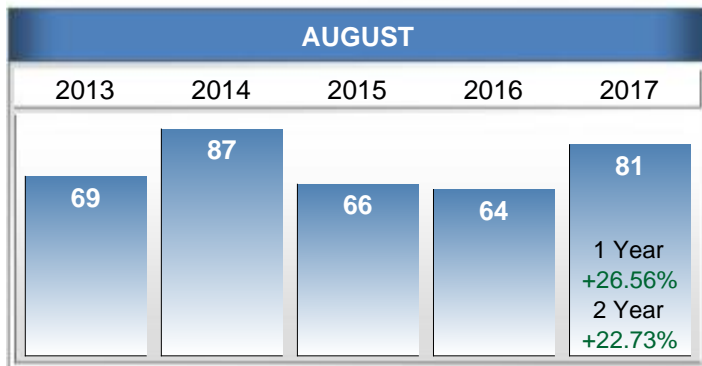
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$40,000 and less	7	8.64%	20.0	4	3	0	0		
\$40,001 - \$70,000	11	13.58%	21.0	2	8	1	0		
\$70,001 - \$100,000	10	12.35%	25.5	4	6	0	0		
\$100,001 - \$150,000	20	24.69%	35.5	1	15	4	0		
\$150,001 - \$190,000	12	14.81%	64.0	1	7	3	1		
\$190,001 - \$270,000	12	14.81%	19.5	0	6	6	0		
\$270,001 and up	9	11.11%	14.0	1	3	4	1		
Total Pending Units:				81	25.0	13	48	18	2
Total Pending Volume:				13,213,895		1.47M	6.88M	3.70M	1.16M
Median Listing Price:				\$129,900		\$79,900	\$124,500	\$196,250	\$579,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

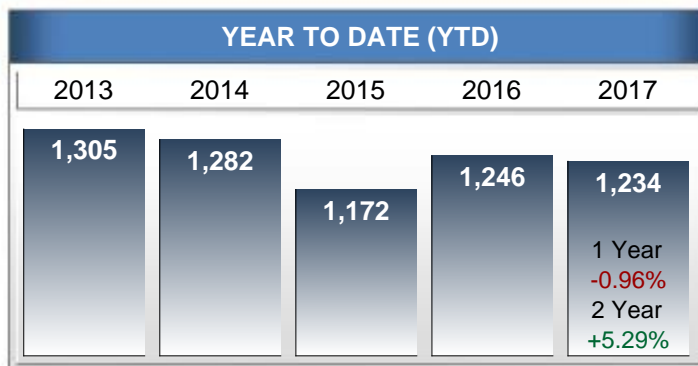
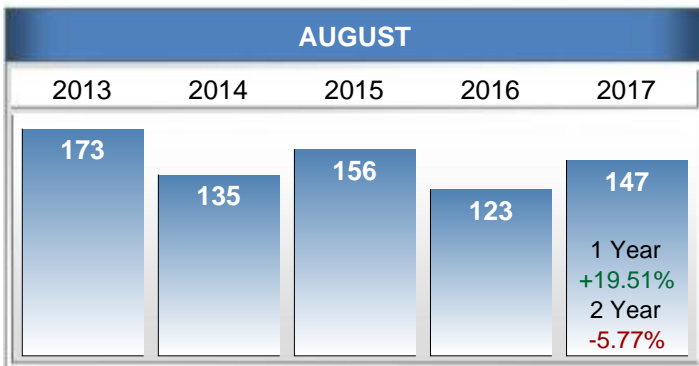
New Listings as of Sep 12, 2017



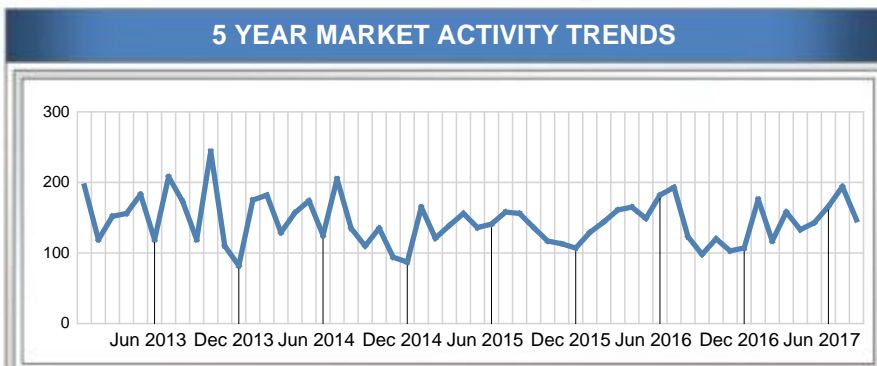
New Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



New Listings
Ready to Buy or Sell Real Estate?
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5yr AUG AVG = 147 **3 MONTHS**

High
Oct 2013 = 244
Low
Dec 2013 = 82

New Listings this month at **147**, equal to 5 yr AUG average of **147**

JUN	166
JUL	194
AUG	147
-24.23%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	13	8.84%	10	3	0	0
\$20,001 \$60,000	20	13.61%	13	5	2	0
\$60,001 \$70,000	15	10.20%	11	4	0	0
\$70,001 \$120,000	42	28.57%	15	25	2	0
\$120,001 \$170,000	21	14.29%	2	12	6	1
\$170,001 \$260,000	21	14.29%	1	9	10	1
\$260,001 and up	15	10.20%	3	6	4	2
Total New Listed Units:			55	64	24	4
Total New Listed Volume:			4.54M	9.21M	4.60M	1.01M
Median New Listed Listing Price:			\$62,000	\$115,000	\$182,500	\$234,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

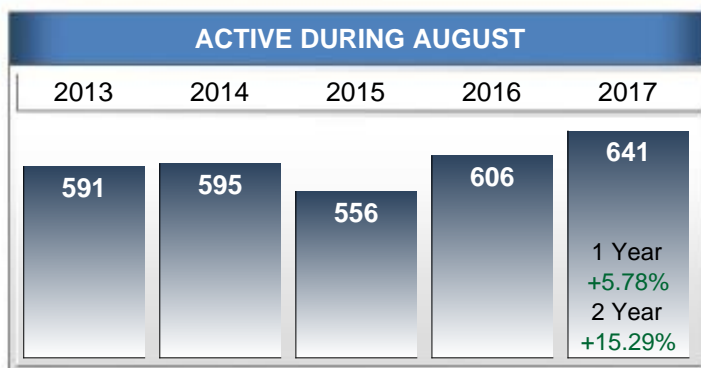
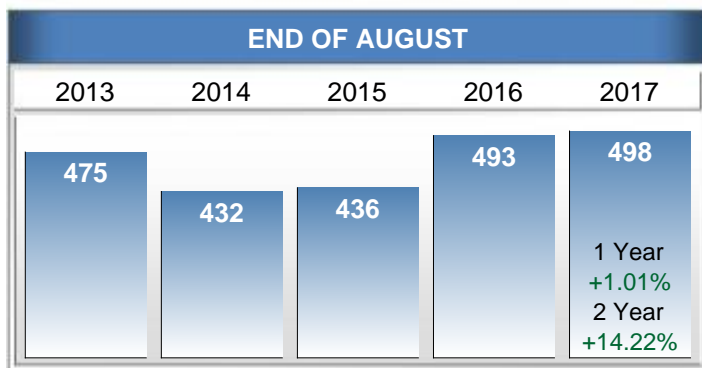
Active Inventory as of Sep 12, 2017



Active Inventory

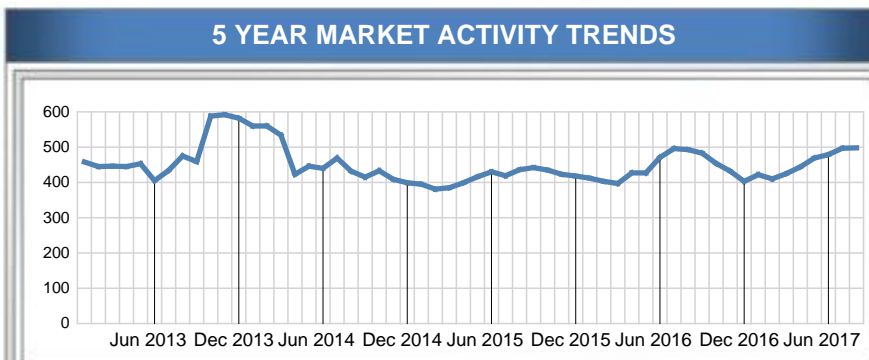
Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr AUG AVG = 467 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **498**, above the 5 yr AUG average of **467**

JUN	479
JUL	497
AUG	498

3.76% (JUL vs JUN)
0.20% (AUG vs JUL)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	54	10.84%	85.0	49	5	0	0	
\$20,001 - \$40,000	44	8.84%	88.5	38	4	1	1	
\$40,001 - \$60,000	58	11.65%	37.0	38	17	3	0	
\$60,001 - \$130,000	149	29.92%	38.0	60	77	9	3	
\$130,001 - \$210,000	79	15.86%	65.0	17	28	28	6	
\$210,001 - \$310,000	58	11.65%	55.5	4	16	34	4	
\$310,001 and up	56	11.24%	86.0	12	8	22	14	
Total Active Inventory by Units:			498	57.0	218	155	97	28
Total Active Inventory by Volume:			78,046,059		26.28M	20.27M	23.16M	8.34M
Median Active Inventory Listing Price:			\$95,000		\$53,025	\$110,000	\$225,000	\$299,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

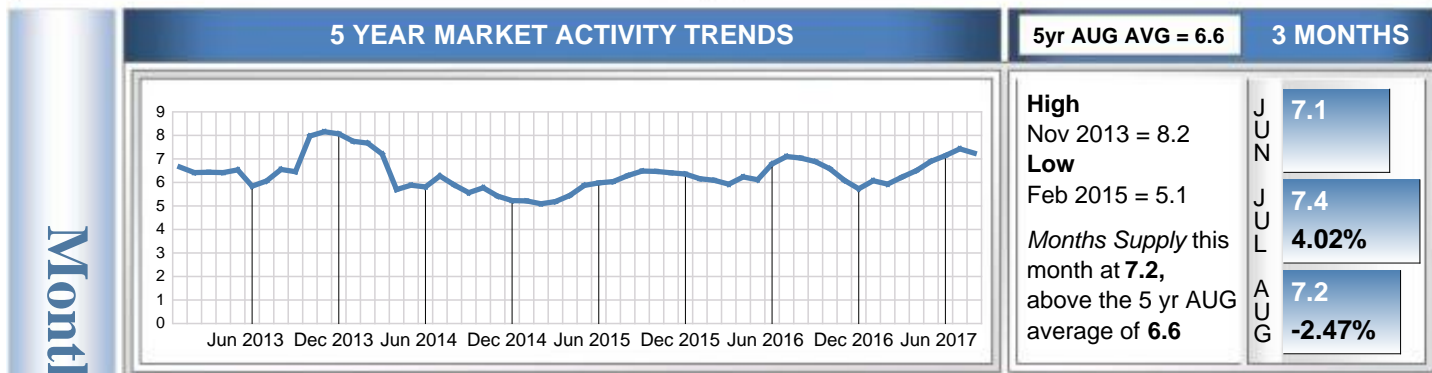
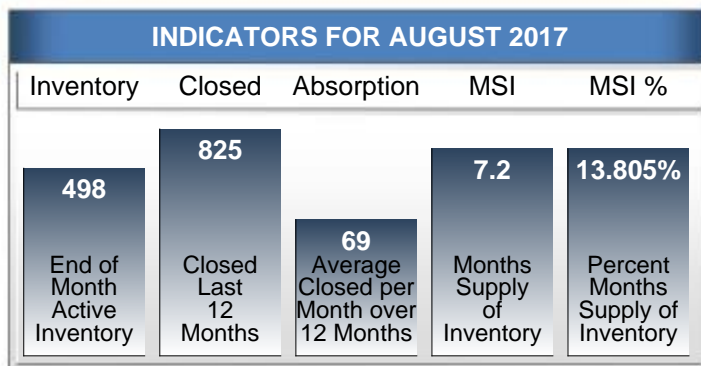
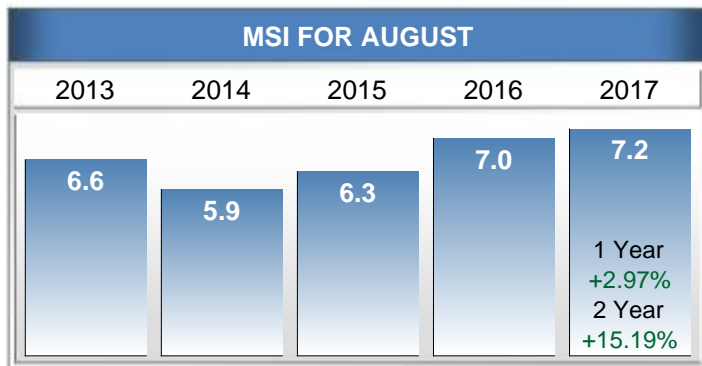
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



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	54	10.84%	20.9	42.0	3.8	0.0	0.0
\$20,001 \$40,000	44	8.84%	10.8	18.2	2.4	3.0	0.0
\$40,001 \$60,000	58	11.65%	9.3	15.2	4.6	36.0	0.0
\$60,001 \$130,000	149	29.92%	5.4	16.0	3.9	2.4	36.0
\$130,001 \$210,000	79	15.86%	4.8	25.5	3.7	3.8	6.5
\$210,001 \$310,000	58	11.65%	7.3	16.0	10.1	6.6	4.4
\$310,001 and up	56	11.24%	14.6	48.0	19.2	9.1	18.7
MSI:			7.2	20.4	4.3	5.1	10.5
Total Active Inventory:			498	218	155	97	28



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

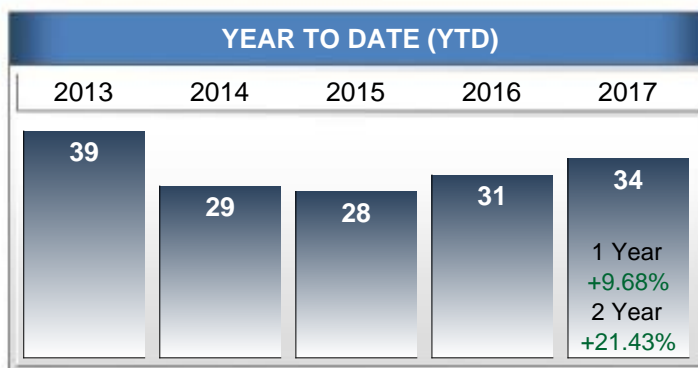
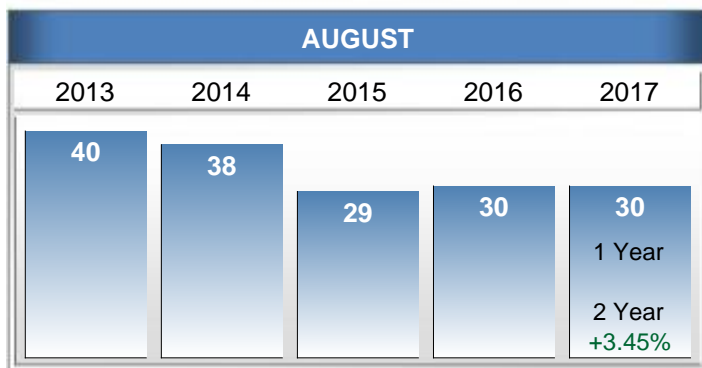
Closed Sales as of Sep 12, 2017



Median Days on Market to Sale

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



5yr AUG AVG = 33 **3 MONTHS**

High
Nov 2015 = 63
Low
Jun 2016 = 14

Median DOM this month at **30**, below the 5 yr AUG average of **33**

JUN	42
JUL	27
AUG	30

-35.71% (Change from Jun to Aug)

11.11% (Change from Jul to Aug)

Median Days on Market

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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+
\$30,000 and less	9	9.38%	33.0	9.0	69.0	0.0	0.0		
\$30,001 - \$70,000	12	12.50%	62.0	45.0	63.0	14.0	0.0		
\$70,001 - \$90,000	14	14.58%	13.0	31.5	14.0	7.0	0.0		
\$90,001 - \$150,000	25	26.04%	25.0	36.0	23.0	39.0	0.0		
\$150,001 - \$190,000	15	15.63%	58.0	77.0	13.5	69.0	14.0		
\$190,001 - \$290,000	11	11.46%	41.0	0.0	103.0	34.0	171.0		
\$290,001 and up	10	10.42%	51.0	40.0	1.0	54.0	68.0		
Median Closed DOM:	30.0			38.0	22.0	45.0	68.0		
Total Closed Units:	96			16	48	27	5		
Total Closed Volume:	13,920,075			1.48M	5.18M	6.21M	1.05M		



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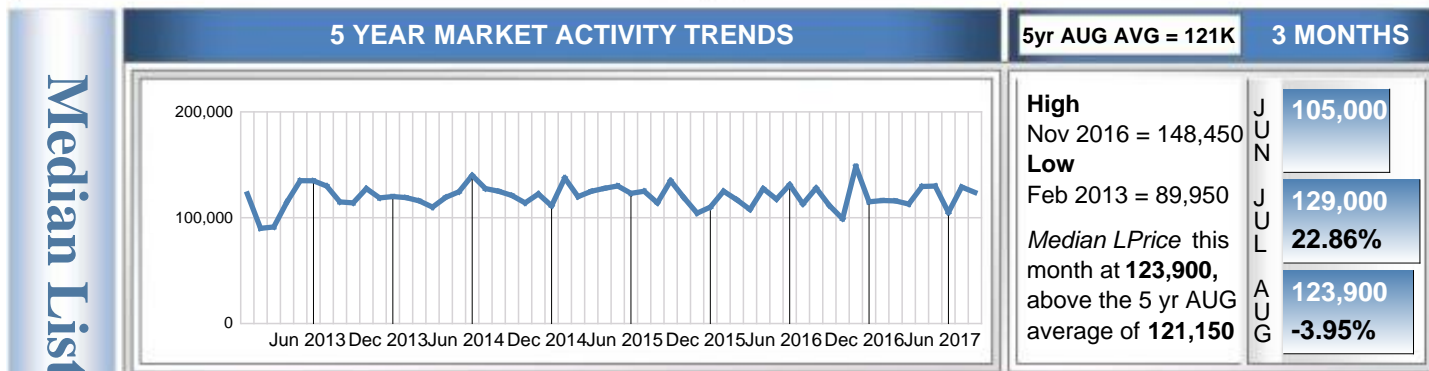
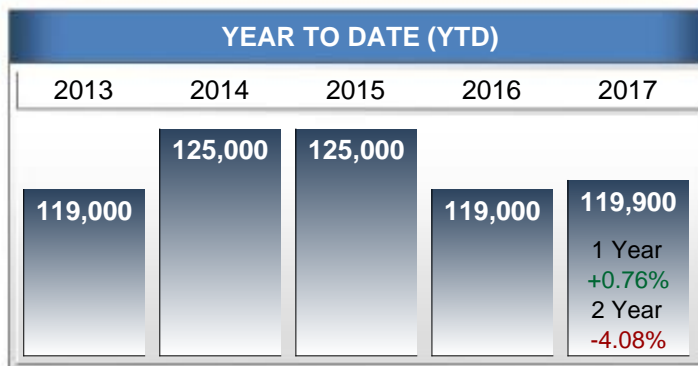
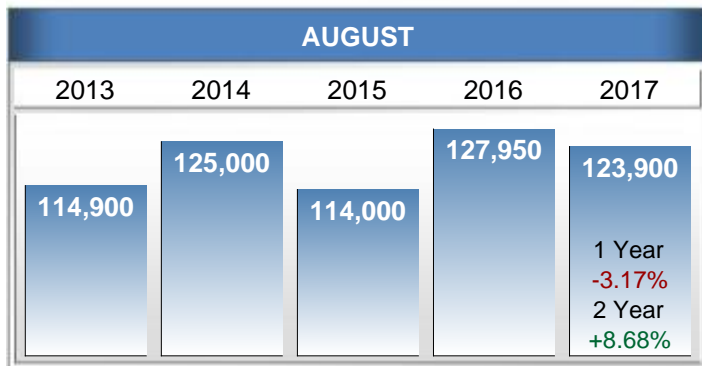
Closed Sales as of Sep 12, 2017



Median List Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	7		7.29%	24,500	22,200	24,500	0	0
\$30,001 - \$70,000	15		15.63%	59,000	55,000	59,750	59,000	0
\$70,001 - \$90,000	13		13.54%	85,500	83,150	86,500	76,500	0
\$90,001 - \$150,000	23		23.96%	119,750	112,250	119,375	135,000	0
\$150,001 - \$190,000	15		15.63%	168,000	174,450	165,000	179,900	168,000
\$190,001 - \$290,000	13		13.54%	233,000	0	272,500	227,000	265,000
\$290,001 and up	10		10.42%	404,000	475,000	430,000	399,000	296,500
Median List Price:		\$123,900			\$77,400	\$100,950	\$225,000	\$184,500
Total Closed Units:		96			16	48	27	5
Total List Volume:		14,464,654			1.61M	5.28M	6.50M	1.08M



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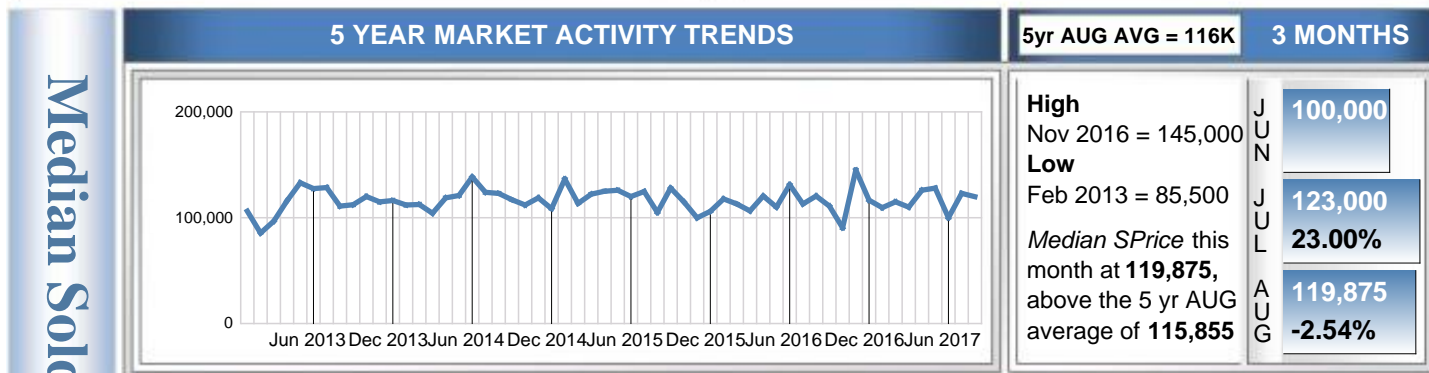
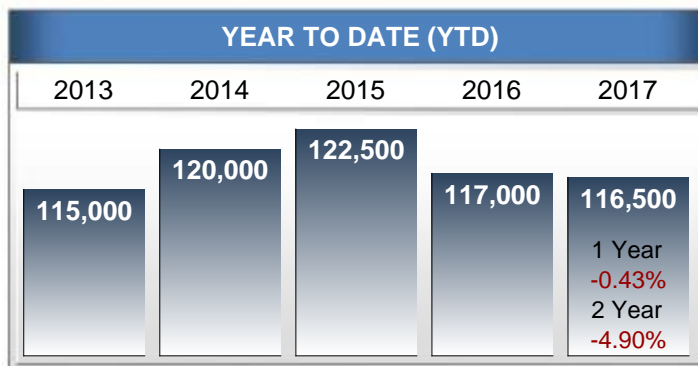
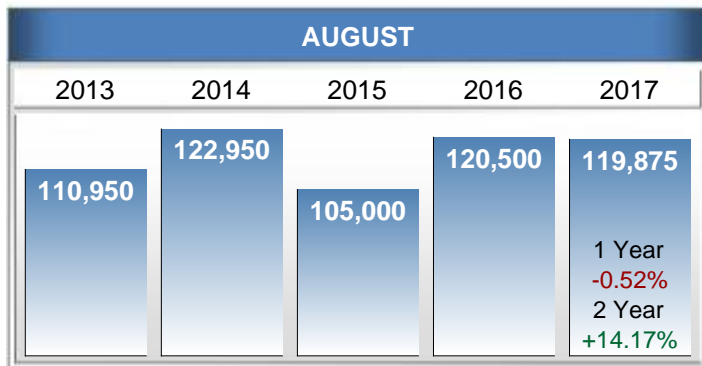
Closed Sales as of Sep 12, 2017



Median Sold Price at Closing

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Area Delimited by County Of Washington



Median Sold Price

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	9		9.38%	21,500	21,500	24,309	0	0
\$30,001 - \$70,000	12		12.50%	56,000	54,250	57,000	62,777	0
\$70,001 - \$90,000	14		14.58%	77,500	76,250	85,000	74,000	0
\$90,001 - \$150,000	25		26.04%	119,750	120,000	118,000	131,000	0
\$150,001 - \$190,000	15		15.63%	167,500	188,500	166,250	176,000	160,000
\$190,001 - \$290,000	11		11.46%	250,000	0	272,000	228,250	257,500
\$290,001 and up	10		10.42%	380,000	410,000	430,000	375,000	296,500
Median Closed Price:	\$119,875				\$74,500	\$98,450	\$198,750	\$175,000
Total Closed Units:	96				16	48	27	5
Total Closed Volume:	13,920,075				1.48M	5.18M	6.21M	1.05M



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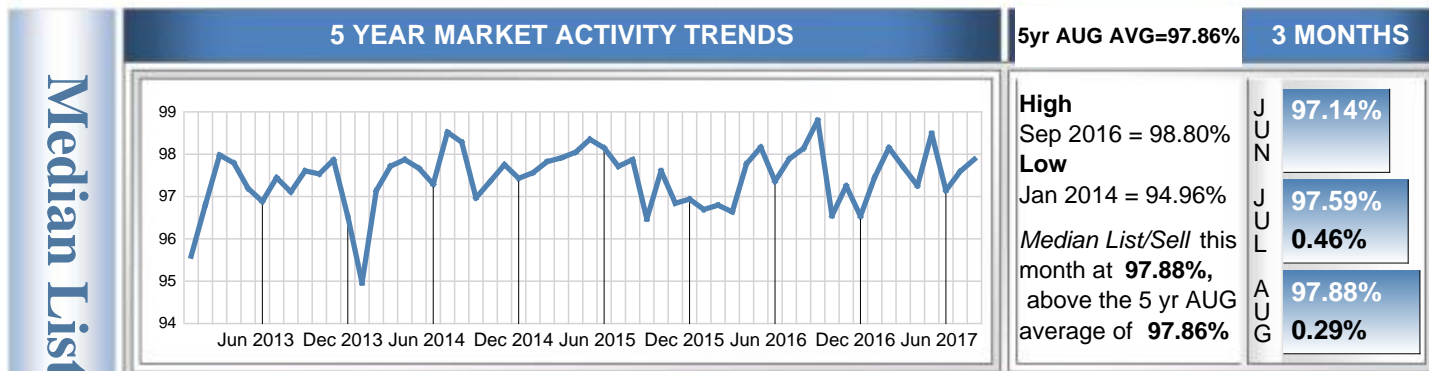
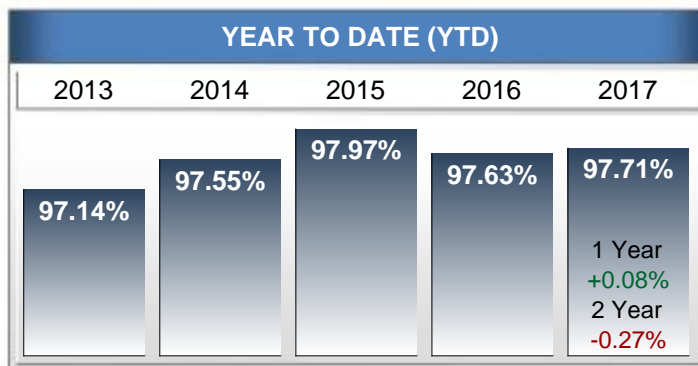
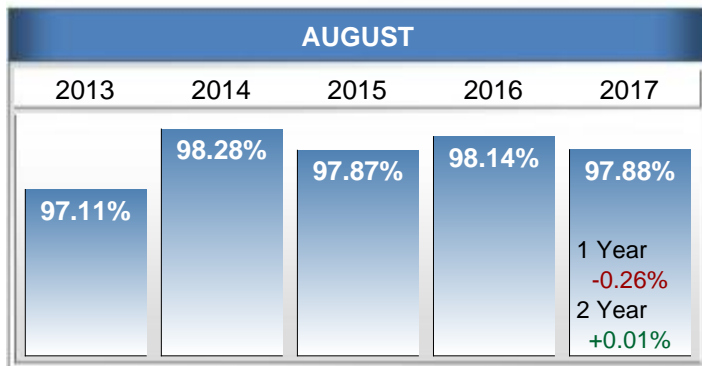
Closed Sales as of Sep 12, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	9	9.38%	100.00%	87.76%	101.10%	0.00%	0.00%
\$30,001 - \$70,000	12	12.50%	99.69%	94.59%	99.38%	106.40%	0.00%
\$70,001 - \$90,000	14	14.58%	97.90%	91.78%	99.00%	96.73%	0.00%
\$90,001 - \$150,000	25	26.04%	99.16%	96.00%	99.16%	100.51%	0.00%
\$150,001 - \$190,000	15	15.63%	96.94%	99.74%	97.56%	96.70%	95.24%
\$190,001 - \$290,000	11	11.46%	97.89%	0.00%	99.91%	97.82%	97.17%
\$290,001 and up	10	10.42%	94.69%	86.32%	100.00%	94.13%	100.00%
Median List/Sell Ratio:	97.88%			93.53%	99.16%	96.73%	97.03%
Total Closed Units:	96			16	48	27	5
Total Closed Volume:	13,920,075			1.48M	5.18M	6.21M	1.05M



Monthly Inventory Analysis

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August 2017

Inventory as of Sep 12, 2017



Market Summary

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

Active Inventory as of August 31, 2017 = **498**

	AUGUST			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	74	96	29.73%	591	572	-3.21%
Pending Sales	64	81	26.56%	615	593	-3.58%
New Listings	123	147	19.51%	1,246	1,234	-0.96%
Median List Price	127,950	123,900	-3.17%	119,000	119,900	0.76%
Median Sale Price	120,500	119,875	-0.52%	117,000	116,500	-0.43%
Median Percent of List Price to Selling Price	98.14%	97.88%	-0.26%	97.63%	97.71%	0.08%
Median Days on Market to Sale	30.00	30.00	0.00%	31.00	34.00	9.68%
Monthly Inventory	493	498	1.01%	493	498	1.01%
Months Supply of Inventory	7.03	7.24	2.97%	7.03	7.24	2.97%

