



# August 2016

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

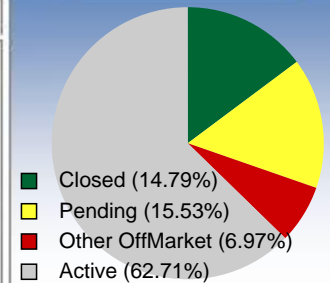


**Absorption:** Last 12 months, an Average of **1,161** Sales/Month

**Active Inventory** as of August 31, 2016 = **5,831**

	AUGUST		
	2015	2016	+/- %
Closed Listings	1,247	1,375	10.26%
Pending Listings	1,218	1,444	18.56%
New Listings	2,127	2,249	5.74%
Average List Price	184,423	195,345	5.92%
Average Sale Price	179,066	189,498	5.83%
Average Percent of List Price to Selling Price	98.83%	97.83%	-1.01%
Average Days on Market to Sale	44.14	42.27	-4.23%
End of Month Inventory	5,659	5,831	3.04%
Months Supply of Inventory	4.97	5.02	1.04%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 12, 2016

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 2016 rose **3.04%** to 5,831 existing homes available for sale. Over the last 12 months this area has had an average of 1,161 closed sales per month. This represents an unsold inventory index of **5.02** 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 **5.83%** in August 2016 to \$189,498 versus the previous year at \$179,066.

### Average Days on Market Shortens

The average number of **42.27** days that homes spent on the market before selling decreased by 1.87 days or **4.23%** in August 2016 compared to last year's same month at **44.14** DOM.

### Sales Success for August 2016 is Positive

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

There were 2,249 New Listings in August 2016, up **5.74%** from last year at 2,127. Furthermore, there were 1,375 Closed Listings this month versus last year at 1,247, a **10.26%** increase.

Closed versus Listed trends yielded a **61.1%** ratio, up from last year's August 2016 at **58.6%**, a **4.28%** upswing. 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>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

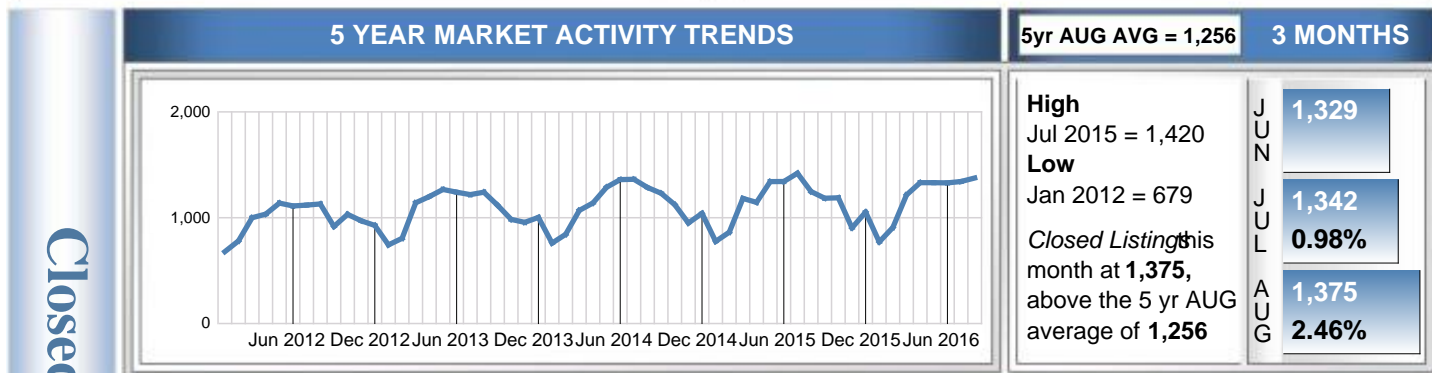
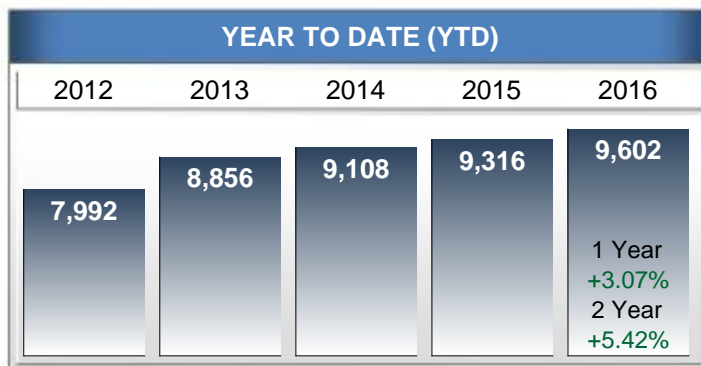
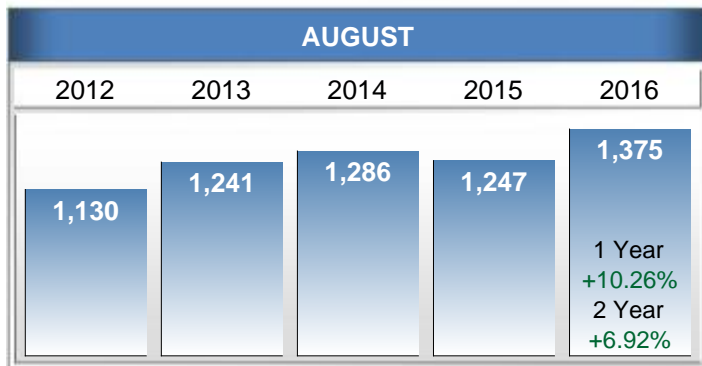
Closed Sales as of Sep 12, 2016



### Closed Listings

Report Produced on: Sep 12, 2016

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



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	132	9.60%	47.5	73	49	10	0	
\$50,001 - \$75,000	89	6.47%	49.9	24	61	4	0	
\$75,001 - \$125,000	275	20.00%	40.0	44	196	35	0	
\$125,001 - \$175,000	338	24.58%	33.3	13	259	62	4	
\$175,001 - \$225,000	178	12.95%	36.7	11	88	74	5	
\$225,001 - \$325,000	201	14.62%	49.4	11	70	106	14	
\$325,001 and up	162	11.78%	53.7	10	28	99	25	
Total Closed Units: 1,375				42.3	186	751	390	48
Total Closed Volume: 260,560,165					20.66M	113.07M	104.77M	22.06M
Average Closed Price: \$189,498					\$111,089	\$150,559	\$268,647	\$459,496

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

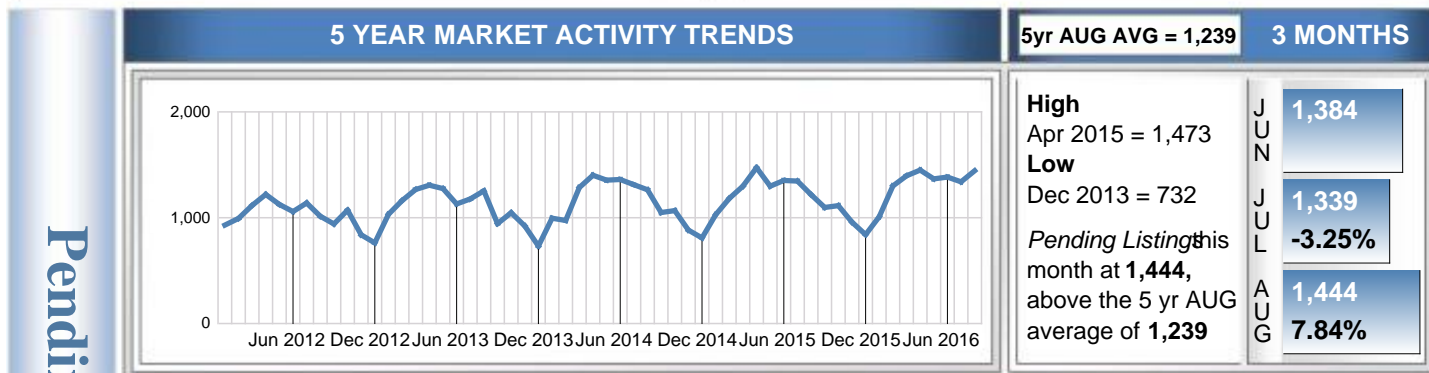
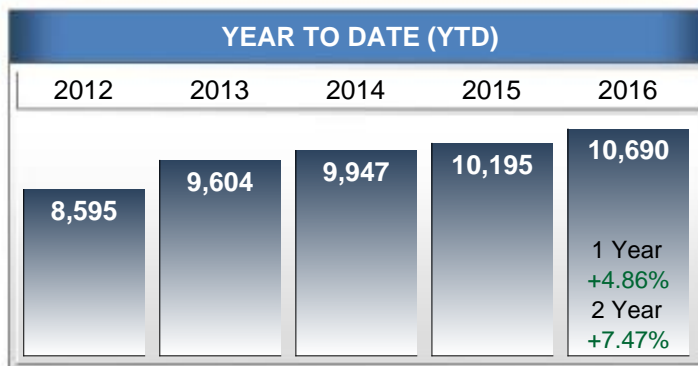
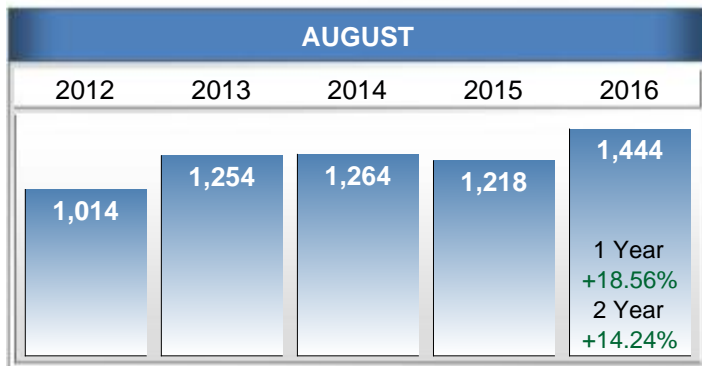
Pending Listings as of Sep 12, 2016



### Pending Listings

Report Produced on: Sep 12, 2016

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



Pending Listings  
 Ready to Buy or Sell Real Estate?  
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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+	
\$25,000 and less	46	3.19%	46.1	29	15	2	0	
\$25,001 - \$75,000	207	14.34%	46.4	99	103	5	0	
\$75,001 - \$125,000	280	19.39%	43.3	54	205	21	0	
\$125,001 - \$175,000	349	24.17%	36.4	23	255	68	3	
\$175,001 - \$225,000	208	14.40%	48.7	11	120	73	4	
\$225,001 - \$300,000	197	13.64%	59.3	17	61	99	20	
\$300,001 and up	157	10.87%	58.2	13	35	88	21	
Total Pending Units: 1,444				44.4	246	794	356	48
Total Pending Volume: 262,142,071					27.95M	118.86M	97.58M	17.75M
Average Listing Price: \$191,313					\$113,617	\$149,700	\$274,092	\$369,866



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

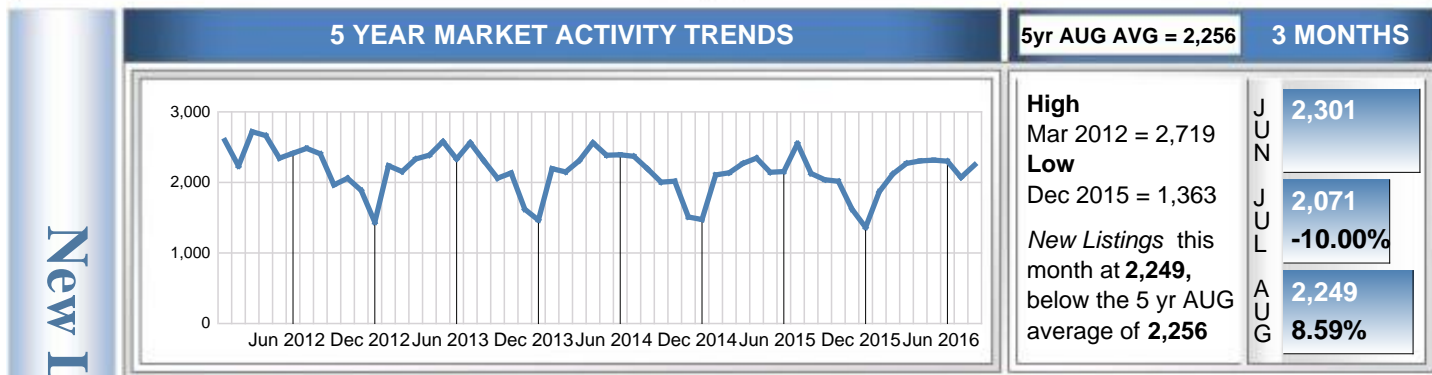
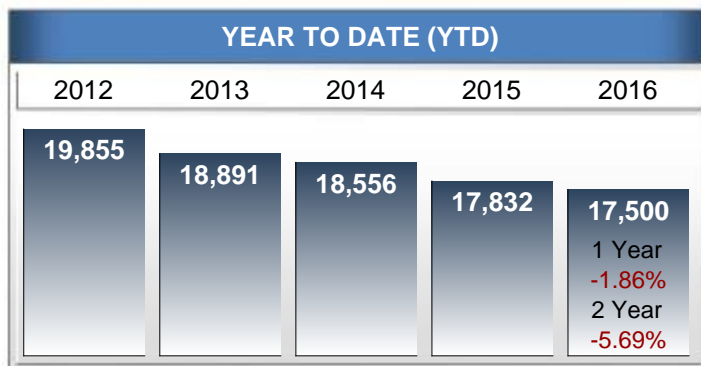
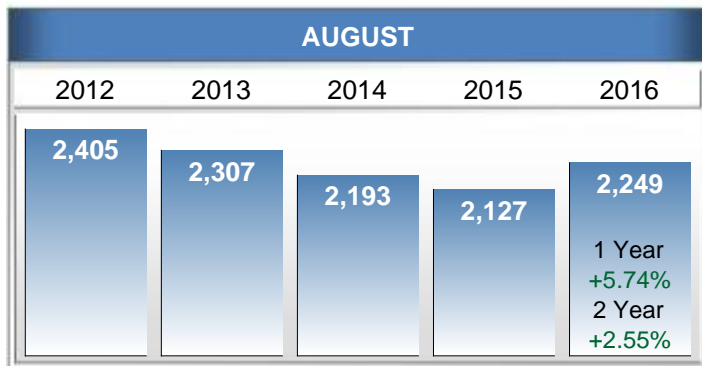
New Listings as of Sep 12, 2016



### New Listings

Report Produced on: Sep 12, 2016

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



New Listings

Ready to Buy or Sell Real Estate?  
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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+
\$25,000 and less	124	5.51%	109	13	2	0
\$25,001 - \$75,000	328	14.58%	178	129	20	1
\$75,001 - \$125,000	363	16.14%	92	228	41	2
\$125,001 - \$175,000	444	19.74%	37	331	74	2
\$175,001 - \$250,000	420	18.67%	39	206	164	11
\$250,001 - \$400,000	347	15.43%	25	89	202	31
\$400,001 and up	223	9.92%	59	30	77	57
<b>Total New Listed Units:</b>	<b>2,249</b>		<b>539</b>	<b>1026</b>	<b>580</b>	<b>104</b>
<b>Total New Listed Volume:</b>	<b>502,577,898</b>		<b>104.43M</b>	<b>169.29M</b>	<b>165.31M</b>	<b>63.54M</b>
<b>Average New Listed Listing Price:</b>	<b>\$232,917</b>		<b>\$193,745</b>	<b>\$165,004</b>	<b>\$285,024</b>	<b>\$610,975</b>





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

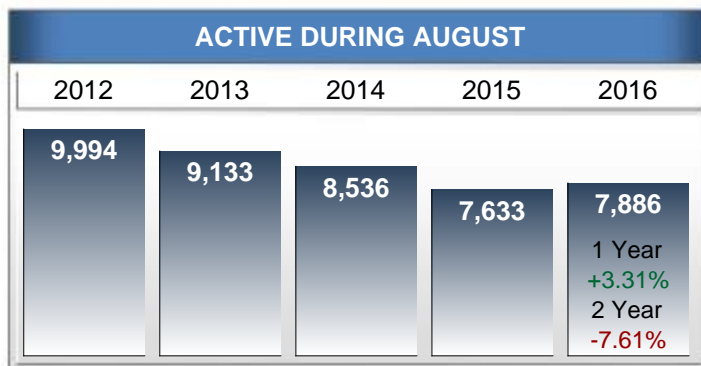
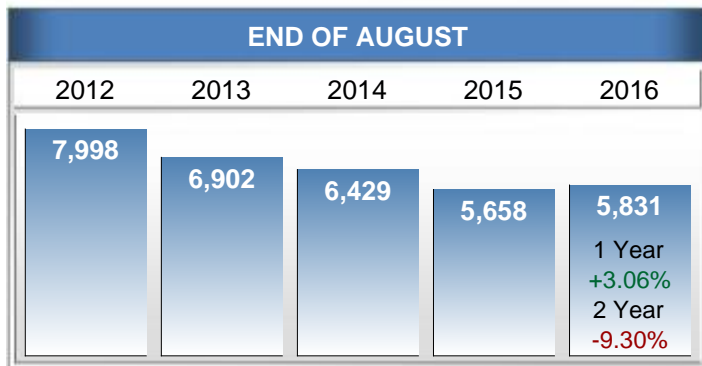
Active Inventory as of Sep 12, 2016



### Active Inventory

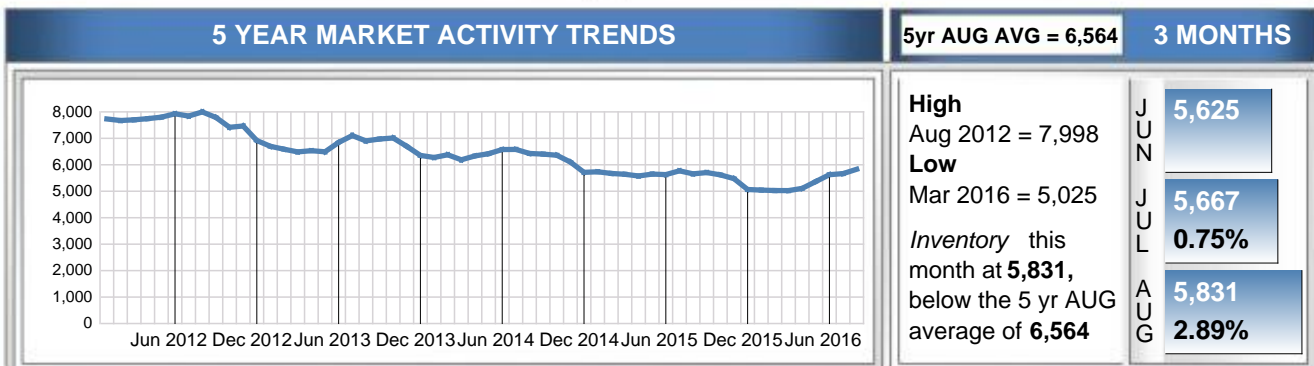
Report Produced on: Sep 12, 2016

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



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	360	6.17%	87.9	340	16	4	0		
\$25,001 - \$75,000	984	16.88%	74.1	682	252	46	4		
\$75,001 - \$125,000	721	12.36%	71.9	218	431	66	6		
\$125,001 - \$225,000	1,479	25.36%	60.2	219	818	416	26		
\$225,001 - \$325,000	900	15.43%	71.6	88	279	453	80		
\$325,001 - \$525,000	771	13.22%	77.7	85	115	450	121		
\$525,001 and up	616	10.56%	84.3	130	63	223	200		
Total Active Inventory by Units:				5,831	72.3	1,762	1,974	1,658	437
Total Active Inventory by Volume:				1,573,545,810		348.43M	360.84M	573.34M	290.94M
Average Active Inventory Listing Price:				\$269,859		\$197,745	\$182,798	\$345,803	\$665,756



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

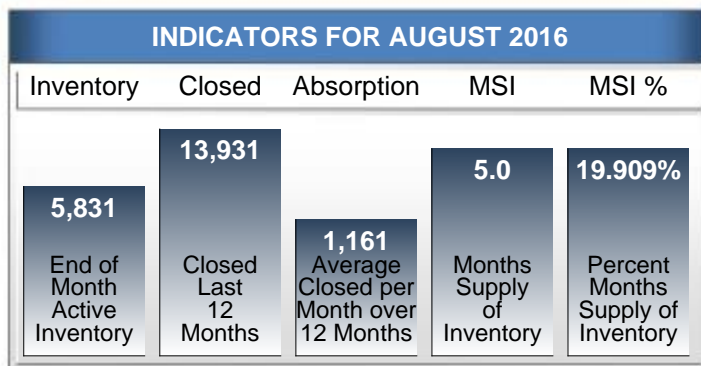
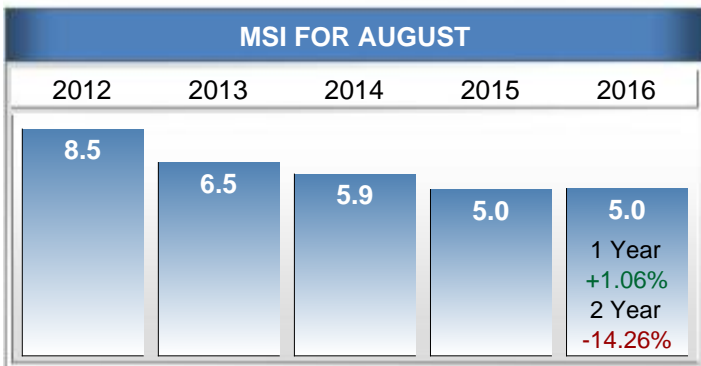
Active Inventory as of Sep 12, 2016



### Months Supply of Inventory

Report Produced on: Sep 12, 2016

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



Months Supply  
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5yr AUG AVG = 6.2		3 MONTHS	
<b>High</b>	Jan 2012 = 9.1	JUN	4.9
<b>Low</b>	Mar 2016 = 4.4	JUL	4.9
<i>Months Supply</i> this month at <b>5.0</b> , below the 5 yr AUG average of <b>6.2</b>		AUG	5.0
			1.32%
			1.95%

#### 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	360	6.17%	8.1	12.4	1.1	1.4	0.0	
\$25,001 - \$75,000	984	16.88%	5.7	9.7	2.8	4.2	4.4	
\$75,001 - \$125,000	721	12.36%	3.0	5.6	2.5	2.6	4.2	
\$125,001 - \$225,000	1,479	25.36%	3.3	8.1	2.8	3.6	3.1	
\$225,001 - \$325,000	900	15.43%	5.9	14.1	5.1	5.7	6.1	
\$325,001 - \$525,000	771	13.22%	9.4	27.6	7.2	9.0	9.6	
\$525,001 and up	616	10.56%	21.5	74.3	16.1	16.0	22.0	
MSI:	5.0			10.1	3.1	5.5	9.6	
Total Active Inventory:	5,831			1,762	1,974	1,658	437	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2016

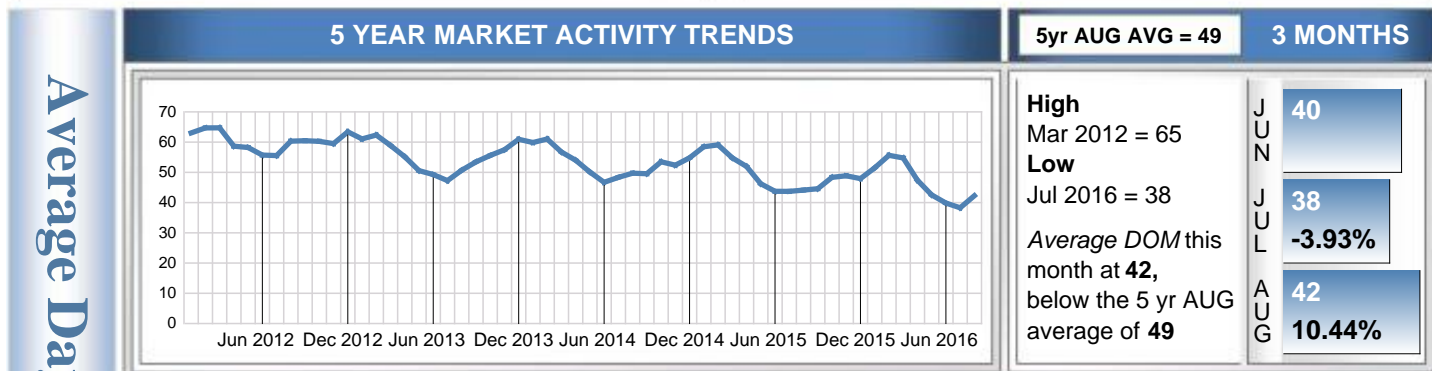
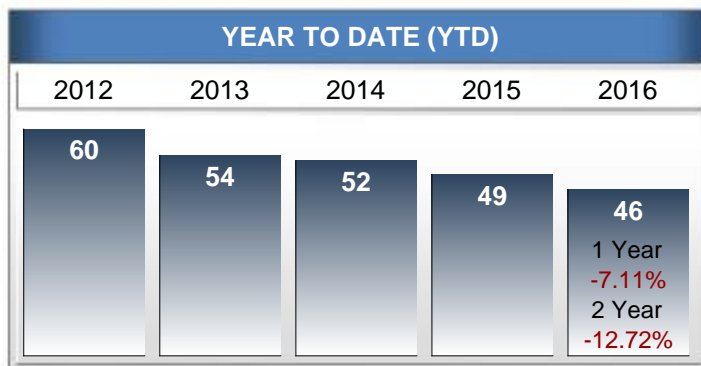
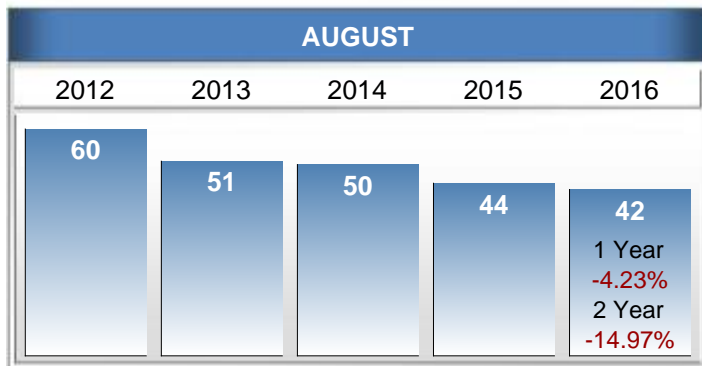
Closed Sales as of Sep 12, 2016



### Average Days on Market to Sale

Report Produced on: Sep 12, 2016

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



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+
\$50,000 and less	132	9.60%	47.5	52.1	42.2	40.1	0.0
\$50,001-\$75,000	89	6.47%	49.9	69.2	42.3	50.5	0.0
\$75,001-\$125,000	275	20.00%	40.0	42.8	37.7	49.2	0.0
\$125,001-\$175,000	338	24.58%	33.3	26.5	30.9	43.9	42.0
\$175,001-\$225,000	178	12.95%	36.7	35.2	38.4	33.2	63.2
\$225,001-\$325,000	201	14.62%	49.4	25.5	46.0	53.7	52.6
\$325,001 and up	162	11.78%	53.7	49.6	40.3	54.2	68.7
Average Closed DOM: 42.3				47.6	37.0	47.6	61.2
Total Closed Units: 1,375				186	751	390	48
Total Closed Volume: 260,560,165				20.66M	113.07M	104.77M	22.06M



# Monthly Inventory Analysis

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## August 2016

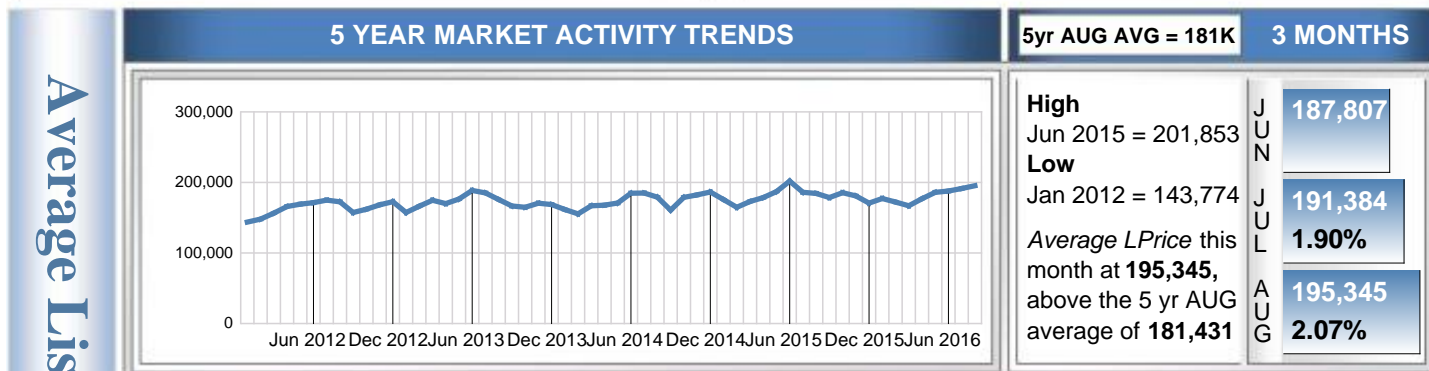
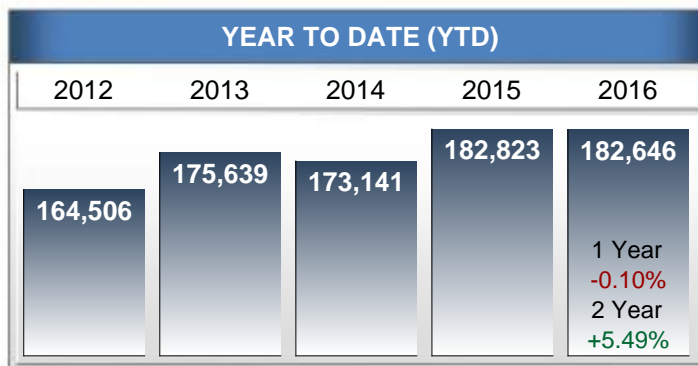
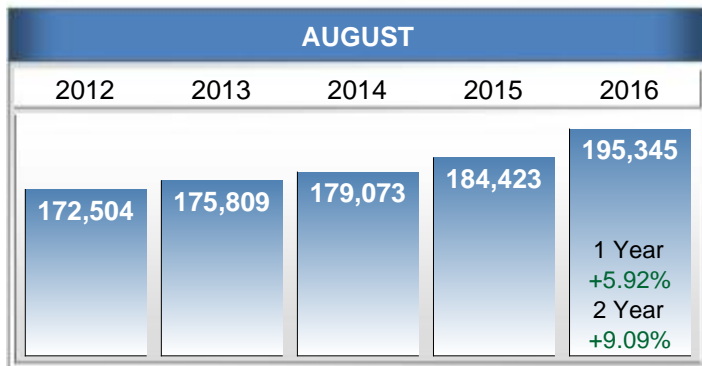
Closed Sales as of Sep 12, 2016



### Average List Price at Closing

Report Produced on: Sep 12, 2016

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



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+
\$50,000 and less	126	9.16%	32,681	33,618	37,682	23,806	0
\$50,001 - \$75,000	87	6.33%	62,881	63,469	65,958	63,975	0
\$75,001 - \$125,000	266	19.35%	103,271	102,094	106,078	108,417	0
\$125,001 - \$175,000	341	24.80%	151,367	149,008	151,827	160,017	160,550
\$175,001 - \$225,000	186	13.53%	197,919	207,907	197,478	201,321	215,783
\$225,001 - \$325,000	199	14.47%	269,982	285,570	271,724	272,393	293,700
\$325,001 and up	170	12.36%	525,795	624,554	476,870	493,038	726,348
Average List Price:	\$195,345			\$118,712	\$154,108	\$273,825	\$499,825
Total Closed Units:	1,375			186	751	390	48
Total List Volume:	268,599,191			22.08M	115.74M	106.79M	23.99M





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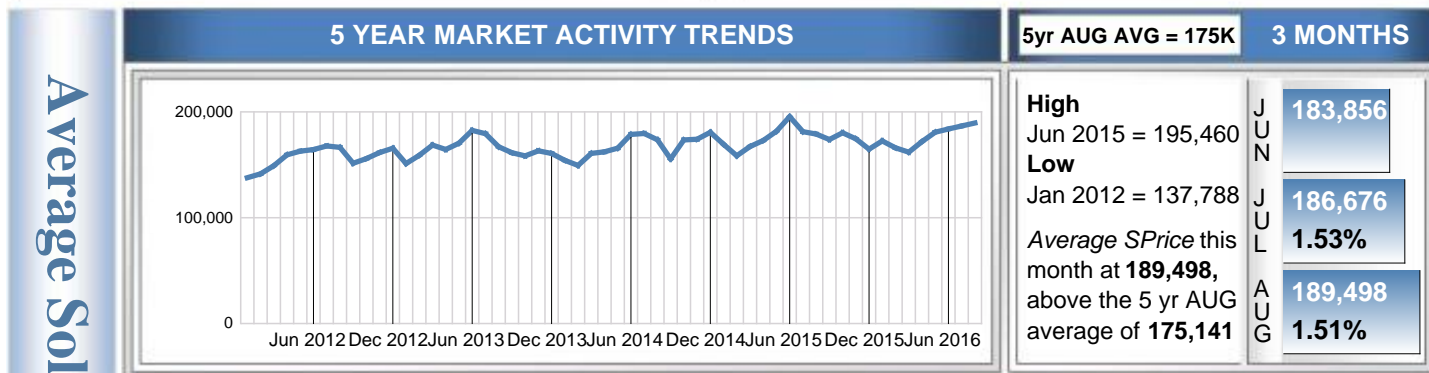
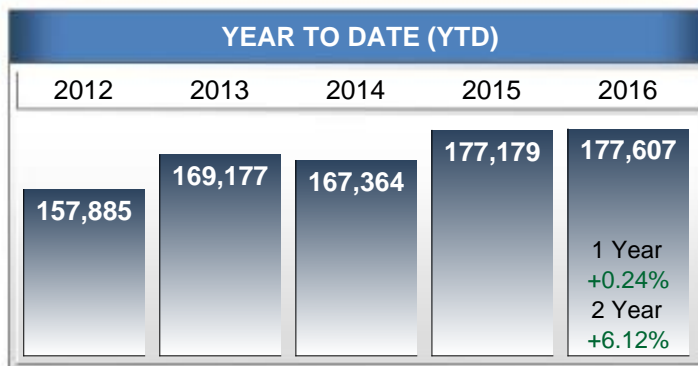
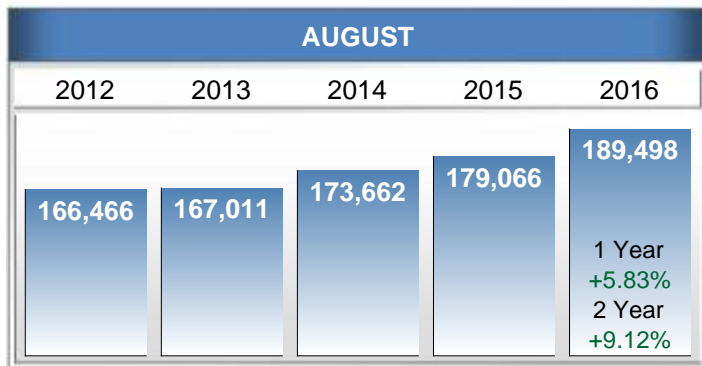
Closed Sales as of Sep 12, 2016



### Average Sold Price at Closing

Report Produced on: Sep 12, 2016

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



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+
\$50,000 and less	132	9.60%	30,932	30,204	33,540	23,461	0
\$50,001 \$75,000	89	6.47%	61,721	59,235	62,642	62,585	0
\$75,001 \$125,000	275	20.00%	102,843	96,752	103,736	105,503	0
\$125,001 \$175,000	338	24.58%	151,294	143,069	150,004	158,192	154,638
\$175,001 \$225,000	178	12.95%	197,015	196,538	194,525	199,251	208,793
\$225,001 \$325,000	201	14.62%	267,856	267,943	264,999	267,949	281,373
\$325,001 and up	162	11.78%	510,229	580,962	455,491	481,209	658,163
Average Closed Price: \$189,498				\$111,089	\$150,559	\$268,647	\$459,496
Total Closed Units: 1,375				186	751	390	48
Total Closed Volume: 260,560,165				20.66M	113.07M	104.77M	22.06M



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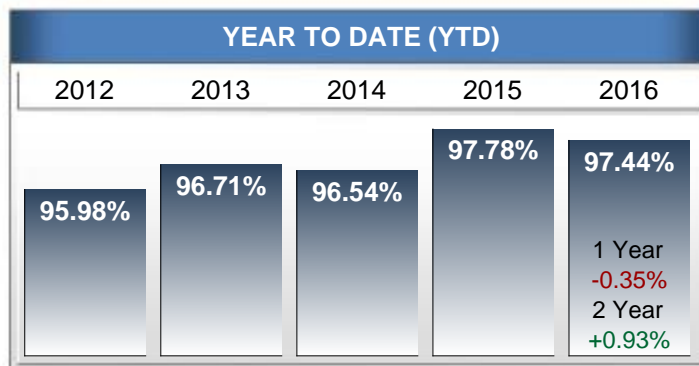
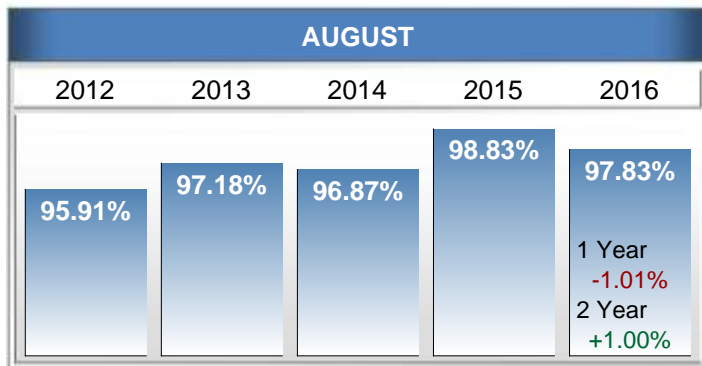
Closed Sales as of Sep 12, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Sep 12, 2016

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



Average List/Sell Price

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**5yr AUG AVG=97.32%**    **3 MONTHS**

**High**  
Jul 2015 = 99.31%

**Low**  
Dec 2013 = 94.64%

Average List/Sell this month at **97.83%**, above the 5 yr AUG average of **97.32%**

JUN	98.20%
JUL	97.51%
AUG	97.83%
<b>-0.70%</b>	
<b>0.33%</b>	

#### 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+
\$50,000 and less	132	9.60%	91.81%	91.64%	90.67%	98.61%	0.00%
\$50,001-\$75,000	89	6.47%	95.30%	93.60%	95.79%	97.99%	0.00%
\$75,001-\$125,000	275	20.00%	100.24%	95.87%	101.64%	97.92%	0.00%
\$125,001-\$175,000	338	24.58%	98.88%	96.64%	98.89%	99.45%	96.75%
\$175,001-\$225,000	178	12.95%	98.44%	94.58%	98.53%	99.01%	96.99%
\$225,001-\$325,000	201	14.62%	97.82%	94.26%	97.79%	98.43%	96.09%
\$325,001 and up	162	11.78%	97.21%	93.47%	96.29%	98.19%	95.82%
Average List/Sell Ratio: 97.80%				93.67%	98.58%	98.60%	96.10%
Total Closed Units: 1,375				186	751	390	48
Total Closed Volume: 260,560,165				20.66M	113.07M	104.77M	22.06M



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Data from the Greater Tulsa Association of REALTORS®

## August 2016

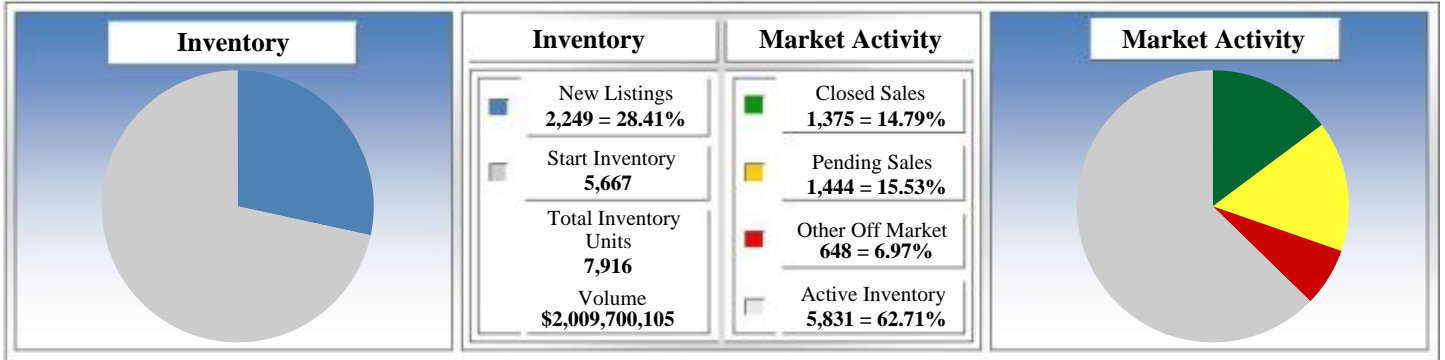
Inventory as of Sep 12, 2016



### Market Summary

Report Produced on: Sep 12, 2016

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



**Absorption:** Last 12 months, an Average of **1,161** Sales/Month

**Active Inventory** as of August 31, 2016 = **5,831**

	AUGUST			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	1,247	1,375	10.26%	9,316	9,602	3.07%
Pending Sales	1,218	1,444	18.56%	10,195	10,690	4.86%
New Listings	2,127	2,249	5.74%	17,832	17,500	-1.86%
Average List Price	184,423	195,345	5.92%	182,823	182,646	-0.10%
Average Sale Price	179,066	189,498	5.83%	177,179	177,607	0.24%
Average Percent of List Price to Selling Price	98.83%	97.83%	-1.01%	97.78%	97.44%	-0.35%
Average Days on Market to Sale	44.14	42.27	-4.23%	49.21	45.71	-7.11%
Monthly Inventory	5,659	5,831	3.04%	5,659	5,831	3.04%
Months Supply of Inventory	4.97	5.02	1.04%	4.97	5.02	1.04%

