



September 2016

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

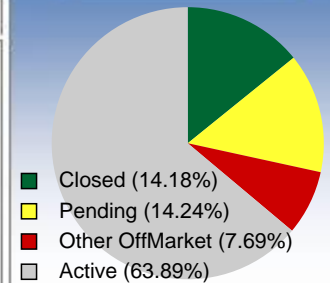


Absorption: Last 12 months, an Average of **1,170** Sales/Month

Active Inventory as of September 30, 2016 = **5,799**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	1,184	1,287	8.70%
Pending Listings	1,097	1,292	17.78%
New Listings	2,038	2,052	0.69%
Average List Price	178,554	181,779	1.81%
Average Sale Price	173,882	176,732	1.64%
Average Percent of List Price to Selling Price	98.18%	96.91%	-1.29%
Average Days on Market to Sale	44.59	42.49	-4.71%
End of Month Inventory	5,706	5,799	1.63%
Months Supply of Inventory	5.03	4.95	-1.48%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 11, 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 September 2016 rose **1.63%** to 5,799 existing homes available for sale. Over the last 12 months this area has had an average of 1,170 closed sales per month. This represents an unsold inventory index of **4.95** 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 **1.64%** in September 2016 to \$176,732 versus the previous year at \$173,882.

Average Days on Market Shortens

The average number of **42.49** days that homes spent on the market before selling decreased by 2.10 days or **4.71%** in September 2016 compared to last year's same month at **44.59** DOM.

Sales Success for September 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 2,052 New Listings in September 2016, up **0.69%** from last year at 2,038. Furthermore, there were 1,287 Closed Listings this month versus last year at 1,184, a **8.70%** increase.

Closed versus Listed trends yielded a **62.7%** ratio, up from last year's September 2016 at **58.1%**, a **7.96%** 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.

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Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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September 2016

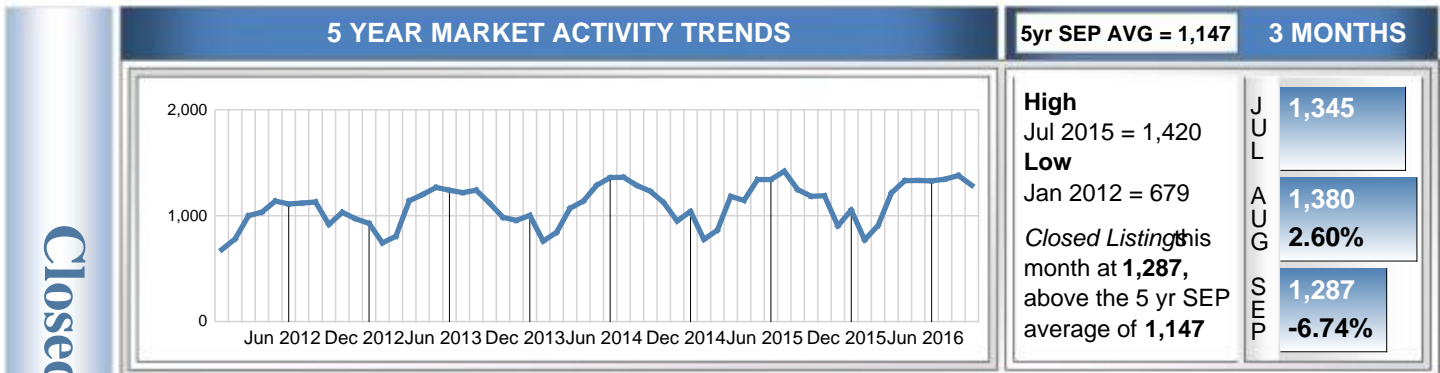
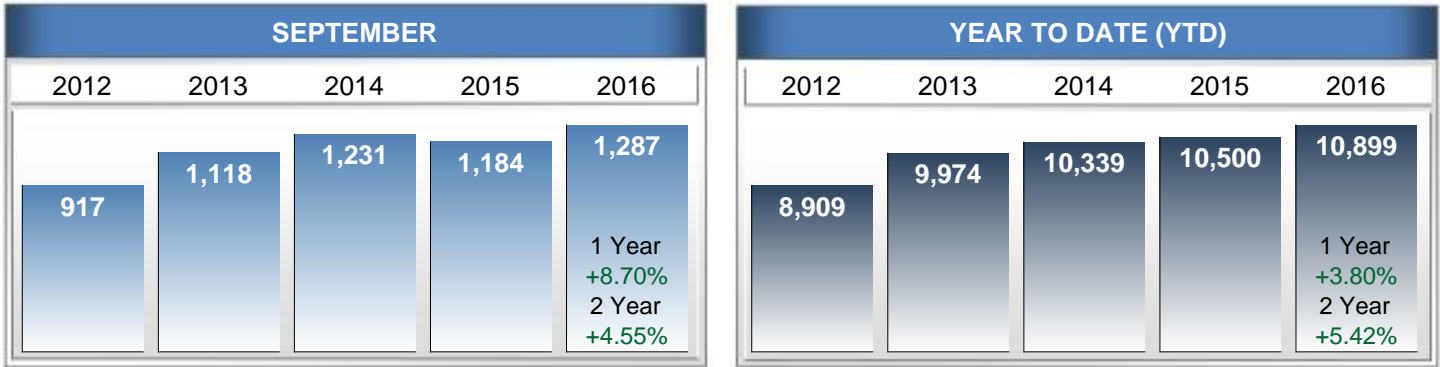
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 2016

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



Closed Listings

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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	131		10.18%	44.8	76	50	5	0	
\$50,001 - \$75,000	95		7.38%	45.0	41	49	4	1	
\$75,001 - \$125,000	256		19.89%	38.0	57	170	28	1	
\$125,001 - \$175,000	318		24.71%	32.2	19	240	58	1	
\$175,001 - \$225,000	183		14.22%	41.3	10	103	64	6	
\$225,001 - \$300,000	170		13.21%	58.4	9	53	89	19	
\$300,001 and up	134		10.41%	52.9	5	31	77	21	
Total Closed Units: 1,287					42.5	217	696	325	49
Total Closed Volume: 227,454,453						20.09M	104.95M	85.30M	17.12M
Average Closed Price: \$176,732						\$92,591	\$150,788	\$262,453	\$349,313



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

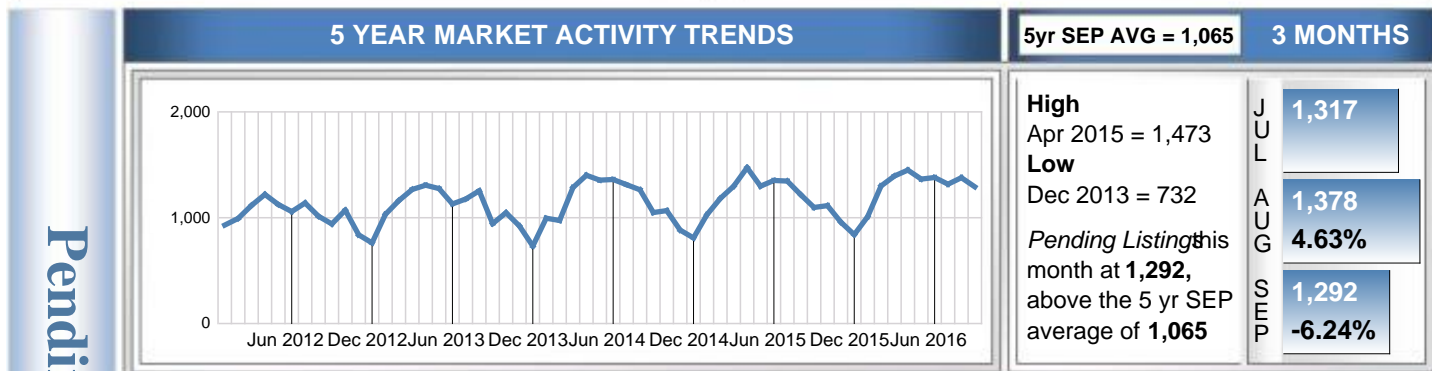
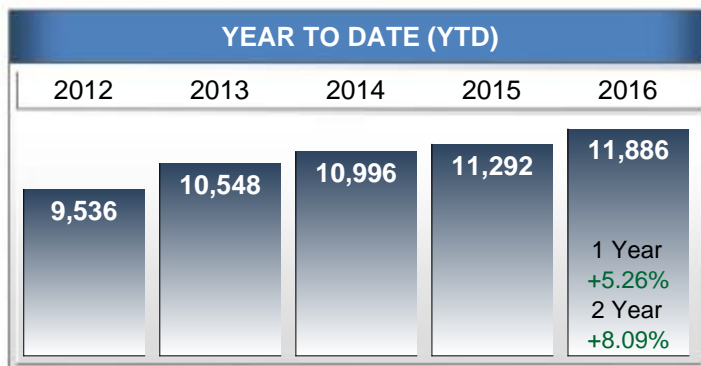
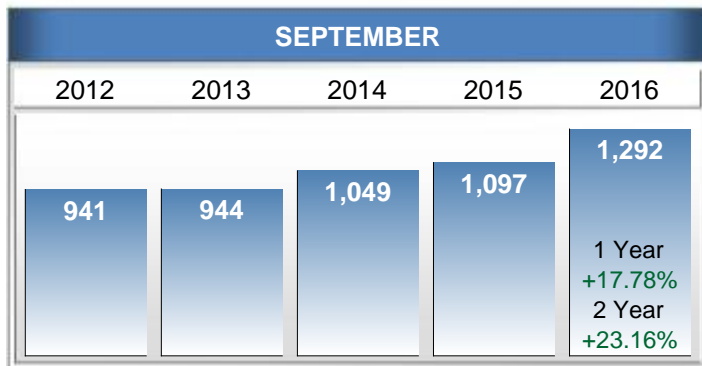
Pending Listings as of Oct 11, 2016



Pending Listings

Report Produced on: Oct 11, 2016

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



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	117	9.06%	49.2	69	39	9	0	
\$50,001 - \$75,000	94	7.28%	54.8	31	61	2	0	
\$75,001 - \$125,000	250	19.35%	42.3	50	174	24	2	
\$125,001 - \$175,000	324	25.08%	38.8	22	246	53	3	
\$175,001 - \$225,000	178	13.78%	46.9	12	96	67	3	
\$225,001 - \$325,000	195	15.09%	56.1	13	64	100	18	
\$325,001 and up	134	10.37%	63.5	4	28	70	32	
Total Pending Units: 1,292				45.9	201	708	325	58
Total Pending Volume: 250,367,399					20.33M	109.31M	85.21M	35.51M
Average Listing Price: \$182,022					\$101,139	\$154,395	\$262,200	\$612,269



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

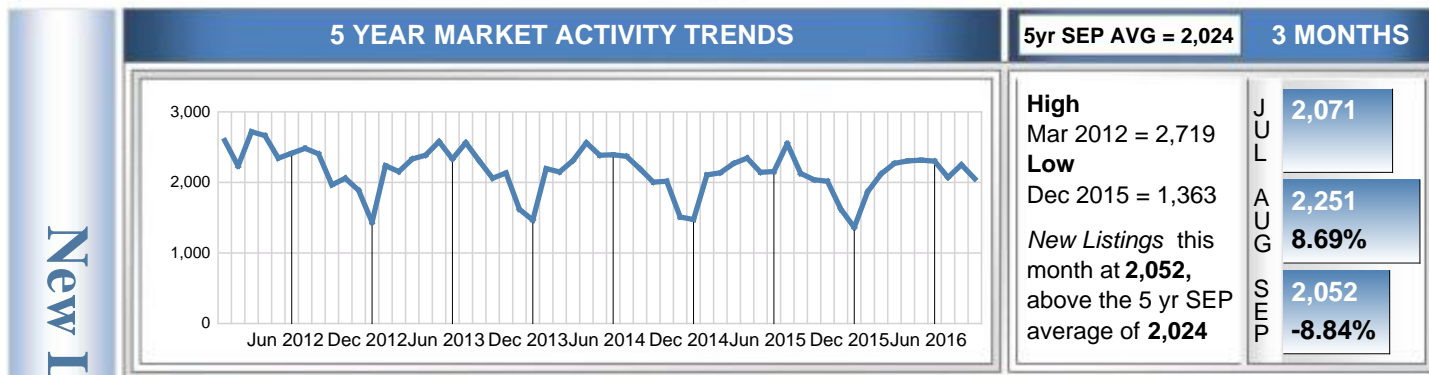
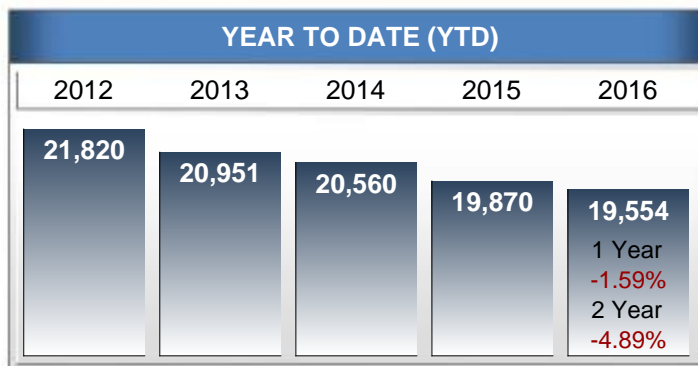
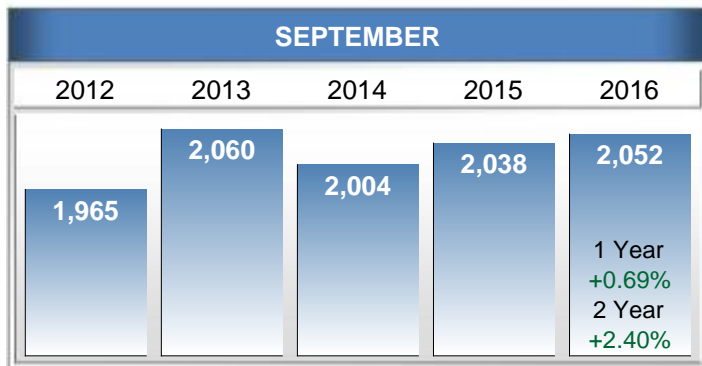
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 2016

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



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	211	10.28%	152	44	12	3
\$50,001 - \$75,000	151	7.36%	71	73	6	1
\$75,001 - \$125,000	371	18.08%	79	249	40	3
\$125,001 - \$175,000	411	20.03%	47	286	70	8
\$175,001 - \$275,000	422	20.57%	38	208	166	10
\$275,001 - \$425,000	282	13.74%	19	76	157	30
\$425,001 and up	204	9.94%	18	29	85	72
Total New Listed Units:			424	965	536	127
Total New Listed Volume:			61.11M	163.72M	168.47M	82.91M
Average New Listed Listing Price:			\$144,119	\$169,656	\$314,317	\$652,809



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

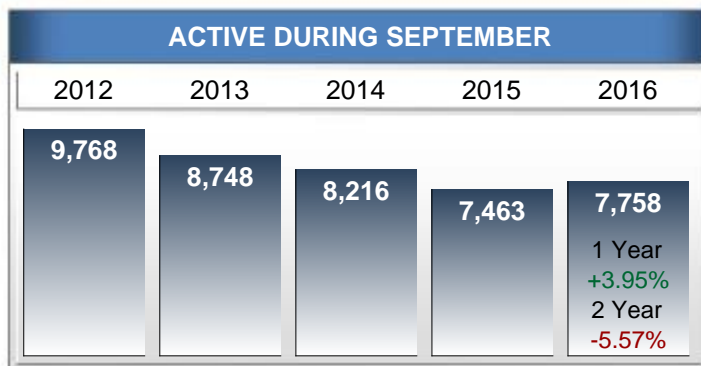
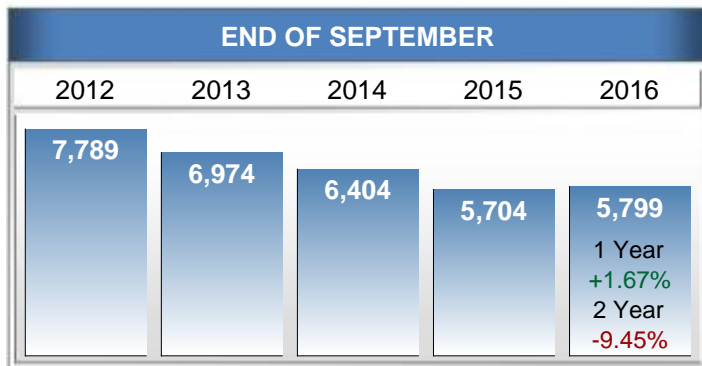
Active Inventory as of Oct 11, 2016



Active Inventory

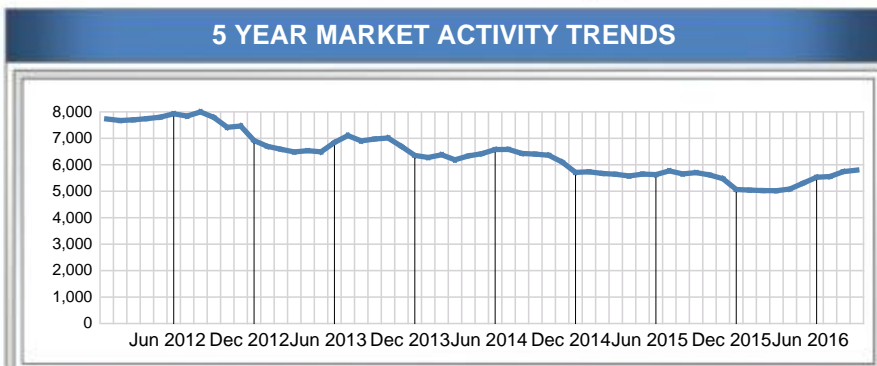
Report Produced on: Oct 11, 2016

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



Active Inventory

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5yr SEP AVG = 6,534		3 MONTHS	
High	Aug 2012 = 7,998	JUL	5,557
Low	Mar 2016 = 5,021	AUG	5,741
Inventory this month at 5,799 , below the 5 yr SEP average of 6,534		SEP	5,799
			3.31%
			1.01%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	330	5.69%	82.6	313	11	5	1		
\$25,001 - \$75,000	965	16.64%	77.2	658	258	46	3		
\$75,001 - \$125,000	767	13.23%	69.7	222	464	75	6		
\$125,001 - \$225,000	1,495	25.78%	62.5	226	838	404	27		
\$225,001 - \$325,000	856	14.76%	69.3	80	283	423	70		
\$325,001 - \$525,000	778	13.42%	78.2	81	122	447	128		
\$525,001 and up	608	10.48%	82.1	123	66	216	203		
Total Active Inventory by Units:				5,799	72.2	1,703	2,042	1,616	438
Total Active Inventory by Volume:				1,549,821,848		329.25M	374.78M	560.77M	285.02M
Average Active Inventory Listing Price:				\$267,257		\$193,333	\$183,537	\$347,011	\$650,736



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

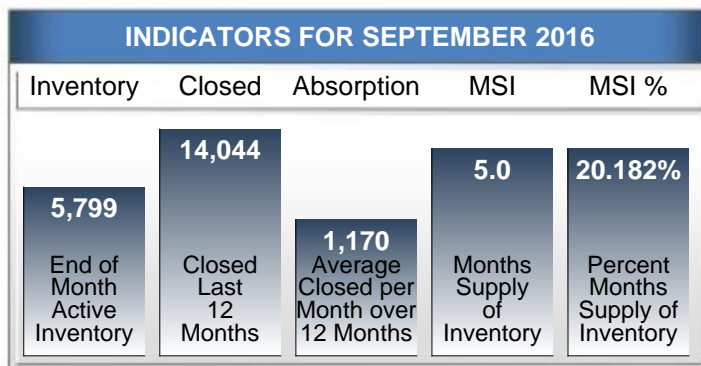
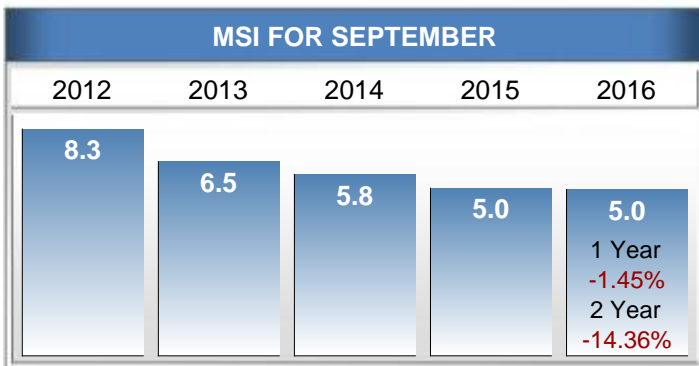
Active Inventory as of Oct 11, 2016



Months Supply of Inventory

Report Produced on: Oct 11, 2016

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



Months Supply
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5yr SEP AVG = 6.1	3 MONTHS
High Jan 2012 = 9.1	JUL 4.8
Low Apr 2016 = 4.4	AUG 4.9
Months Supply this month at 5.0, below the 5 yr SEP average of 6.1	SEP 5.0
	2.33%
	0.27%

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	330	5.69%	7.3	11.4	0.8	1.8	0.0	
\$25,001 - \$75,000	965	16.64%	5.6	9.2	2.9	4.3	3.3	
\$75,001 - \$125,000	767	13.23%	3.2	5.6	2.7	2.9	4.0	
\$125,001 - \$225,000	1,495	25.78%	3.3	8.4	2.8	3.5	3.4	
\$225,001 - \$325,000	856	14.76%	5.5	12.8	5.1	5.2	5.1	
\$325,001 - \$525,000	778	13.42%	9.4	26.3	7.5	8.8	9.8	
\$525,001 and up	608	10.48%	21.3	67.1	17.2	15.5	22.6	
MSI:	5.0			9.6	3.2	5.4	9.5	
Total Active Inventory:	5,799			1,703	2,042	1,616	438	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

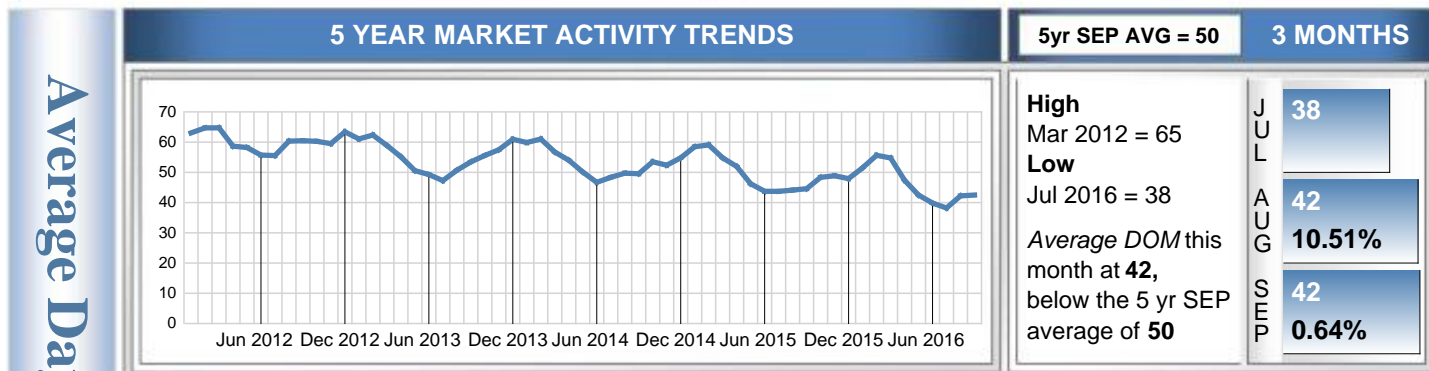
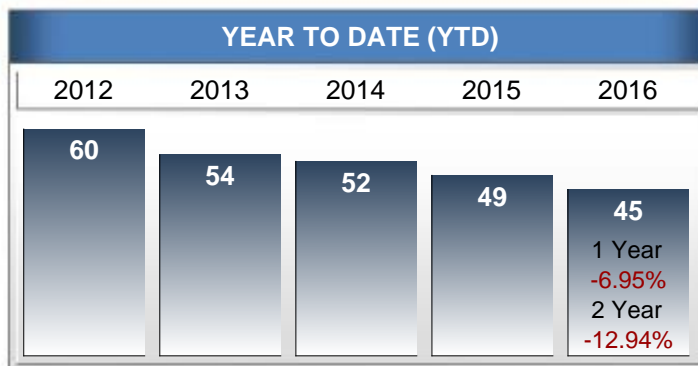
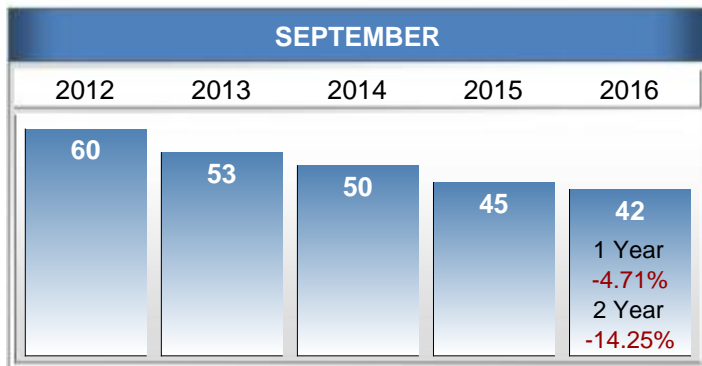
Closed Sales as of Oct 11, 2016



Average Days on Market to Sale

Report Produced on: Oct 11, 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	131	10.18%	44.8	36.9	52.1	92.0	0.0
\$50,001-\$75,000	95	7.38%	45.0	39.4	44.8	85.8	122.0
\$75,001-\$125,000	256	19.89%	38.0	44.0	34.9	44.3	35.0
\$125,001-\$175,000	318	24.71%	32.2	32.7	30.3	38.8	105.0
\$175,001-\$225,000	183	14.22%	41.3	49.7	38.8	45.0	31.2
\$225,001-\$300,000	170	13.21%	58.4	51.2	53.0	61.8	60.5
\$300,001 and up	134	10.41%	52.9	20.0	37.4	55.7	73.4
Average Closed DOM: 42.5				39.7	37.3	52.2	64.1
Total Closed Units: 1,287				217	696	325	49
Total Closed Volume: 227,454,453				20.09M	104.95M	85.30M	17.12M



Monthly Inventory Analysis

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September 2016

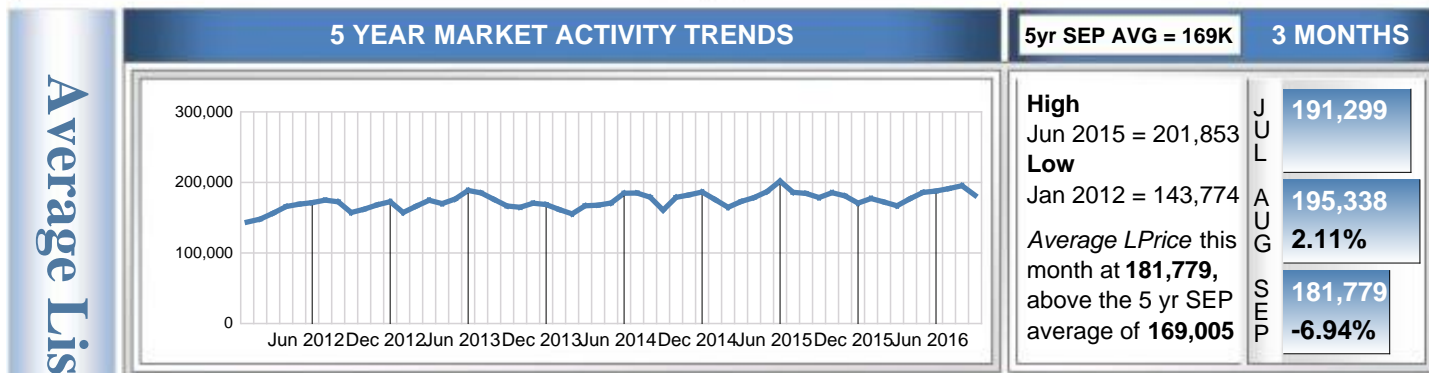
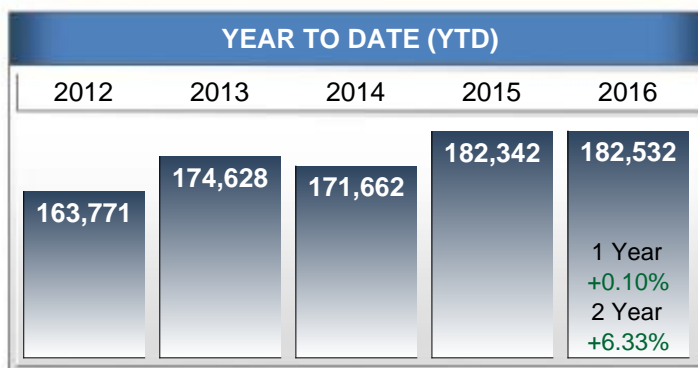
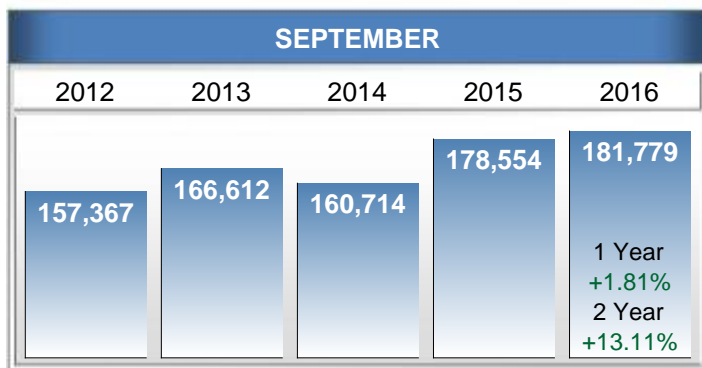
Closed Sales as of Oct 11, 2016



Average List Price at Closing

Report Produced on: Oct 11, 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	122	9.48%	31,536	32,481	36,996	26,299	0
\$50,001 - \$75,000	90	6.99%	64,168	65,659	66,802	75,050	59,900
\$75,001 - \$125,000	257	19.97%	104,442	108,571	106,337	108,344	149,900
\$125,001 - \$175,000	314	24.40%	151,534	165,100	152,561	158,331	169,999
\$175,001 - \$225,000	185	14.37%	198,005	217,012	201,877	199,677	200,583
\$225,001 - \$300,000	175	13.60%	257,945	265,311	260,238	264,036	267,051
\$300,001 and up	144	11.19%	473,145	469,850	423,125	500,373	520,300
Average List Price:	\$181,779			\$98,586	\$154,479	\$269,095	\$358,848
Total Closed Units:	1,287			217	696	325	49
Total List Volume:	233,950,207			21.39M	107.52M	87.46M	17.58M



Monthly Inventory Analysis

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September 2016

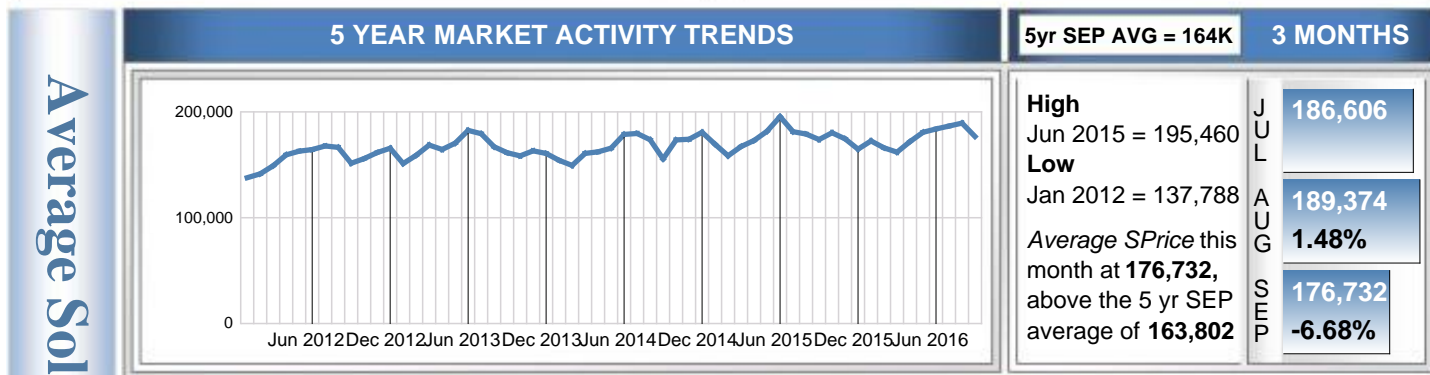
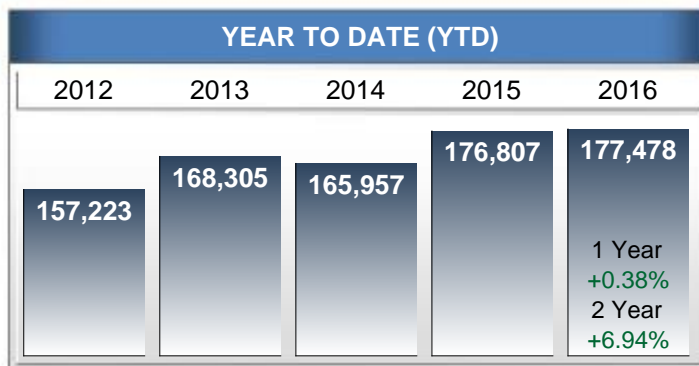
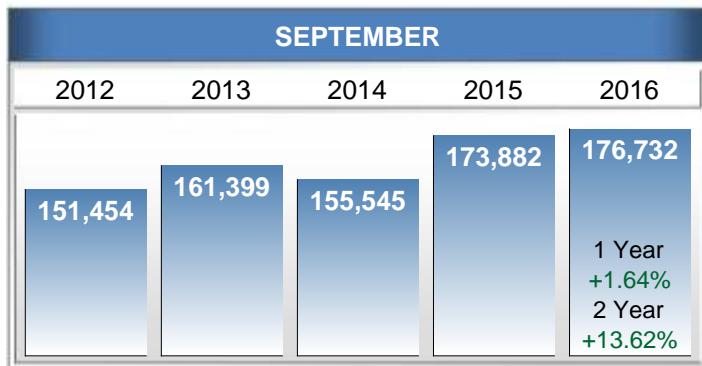
Closed Sales as of Oct 11, 2016



Average Sold Price at Closing

Report Produced on: Oct 11, 2016

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



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	131	10.18%	29,775	28,371	32,586	23,004	0
\$50,001 \$75,000	95	7.38%	63,987	63,433	63,940	71,250	59,900
\$75,001 \$125,000	256	19.89%	104,498	105,603	103,873	105,315	125,000
\$125,001 \$175,000	318	24.71%	150,836	149,289	150,114	154,003	169,900
\$175,001 \$225,000	183	14.22%	197,353	205,840	197,465	195,817	197,667
\$225,001 \$300,000	170	13.21%	257,417	246,778	253,500	259,789	262,272
\$300,001 and up	134	10.41%	469,262	440,000	410,520	485,229	504,398
Average Closed Price: \$176,732				\$92,591	\$150,788	\$262,453	\$349,313
Total Closed Units: 1,287				217	696	325	49
Total Closed Volume: 227,454,453				20.09M	104.95M	85.30M	17.12M



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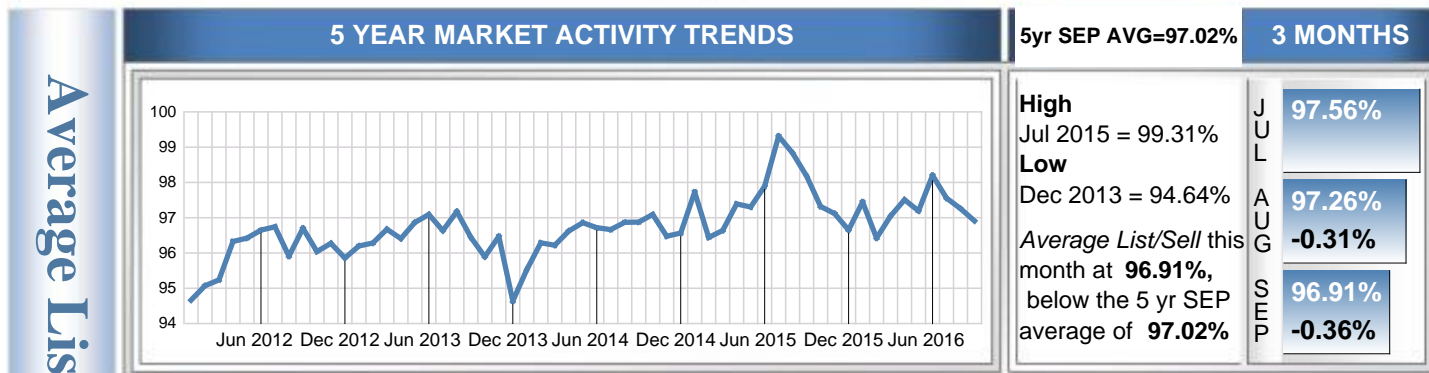
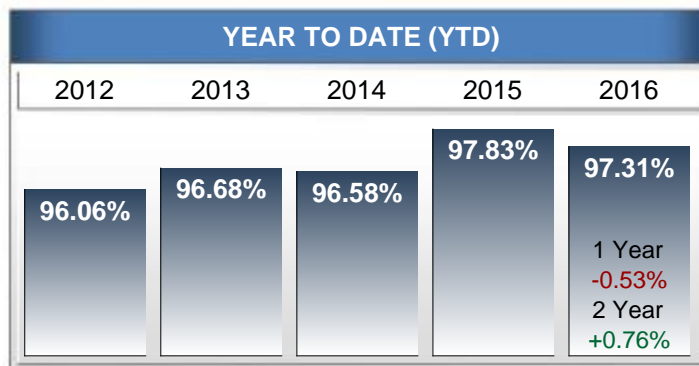
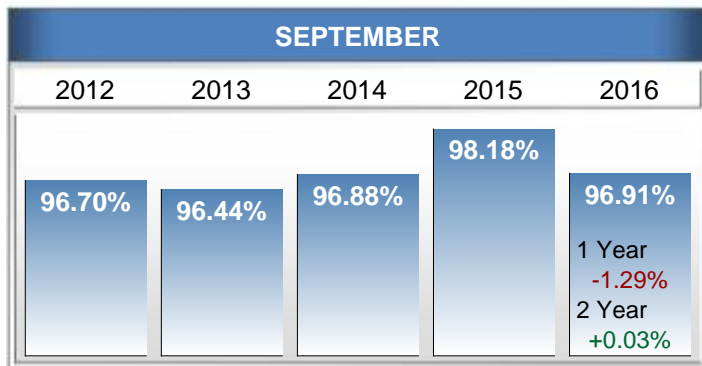
Closed Sales as of Oct 11, 2016



Average Percent of List Price to Selling Price

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



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+
\$50,000 and less	131	10.18%	89.59%	89.39%	90.11%	87.27%	0.00%
\$50,001-\$75,000	95	7.38%	96.80%	97.04%	96.68%	95.10%	100.00%
\$75,001-\$125,000	256	19.89%	97.69%	97.50%	97.79%	97.96%	83.39%
\$125,001-\$175,000	318	24.71%	98.00%	92.36%	98.59%	97.34%	99.94%
\$175,001-\$225,000	183	14.22%	97.95%	95.18%	98.01%	98.23%	98.54%
\$225,001-\$300,000	170	13.21%	97.97%	93.86%	97.71%	98.48%	98.25%
\$300,001 and up	134	10.41%	97.30%	93.80%	97.48%	97.40%	97.51%
Average List/Sell Ratio: 96.90%				93.78%	97.45%	97.71%	97.73%
Total Closed Units: 1,287				217	696	325	49
Total Closed Volume: 227,454,453				20.09M	104.95M	85.30M	17.12M



Monthly Inventory Analysis

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September 2016

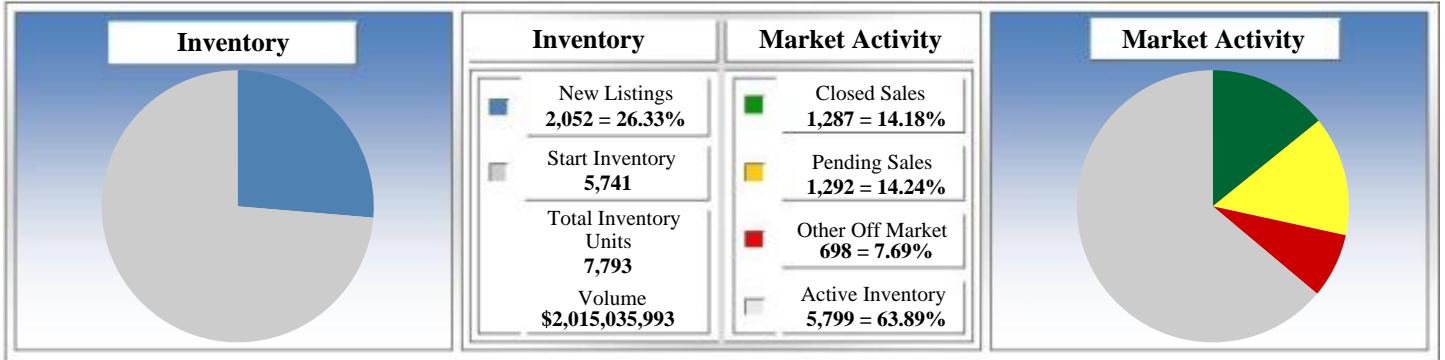
Inventory as of Oct 11, 2016



Market Summary

Report Produced on: Oct 11, 2016

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



Absorption: Last 12 months, an Average of 1,170 Sales/Month

Active Inventory as of September 30, 2016 = 5,799

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,184	1,287	8.70%	10,500	10,899	3.80%
Pending Sales	1,097	1,292	17.78%	11,292	11,886	5.26%
New Listings	2,038	2,052	0.69%	19,870	19,554	-1.59%
Average List Price	178,554	181,779	1.81%	182,342	182,532	0.10%
Average Sale Price	173,882	176,732	1.64%	176,807	177,478	0.38%
Average Percent of List Price to Selling Price	98.18%	96.91%	-1.29%	97.83%	97.31%	-0.53%
Average Days on Market to Sale	44.59	42.49	-4.71%	48.68	45.30	-6.95%
Monthly Inventory	5,706	5,799	1.63%	5,706	5,799	1.63%
Months Supply of Inventory	5.03	4.95	-1.48%	5.03	4.95	-1.48%

