



July 2017

Area Delimited by County Of Washington

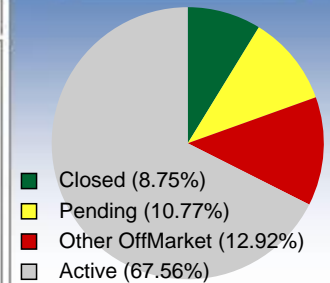


Absorption: Last 12 months, an Average of **67** Sales/Month

Active Inventory as of July 30, 2017 = **502**

	JULY		
	2016	2017	+/- %
Closed Listings	71	65	-8.45%
Pending Listings	73	80	9.59%
New Listings	193	186	-3.63%
Median List Price	113,000	129,000	14.16%
Median Sale Price	113,000	123,000	8.85%
Median Percent of List Price to Selling Price	97.89%	97.37%	-0.53%
Median Days on Market to Sale	27.00	33.00	22.22%
End of Month Inventory	500	502	0.40%
Months Supply of Inventory	7.10	7.54	6.18%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 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 July 2017 rose **0.40%** to 502 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **7.54** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **8.85%** in July 2017 to \$123,000 versus the previous year at \$113,000.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 6.00 days or **22.22%** in July 2017 compared to last year's same month at **27.00** DOM.

Sales Success for July 2017 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 186 New Listings in July 2017, down **3.63%** from last year at 193. Furthermore, there were 65 Closed Listings this month versus last year at 71, a **-8.45%** decrease.

Closed versus Listed trends yielded a **34.9%** ratio, down from last year's July 2017 at **36.8%**, a **5.01%** downswing. 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?

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



Monthly Inventory Analysis

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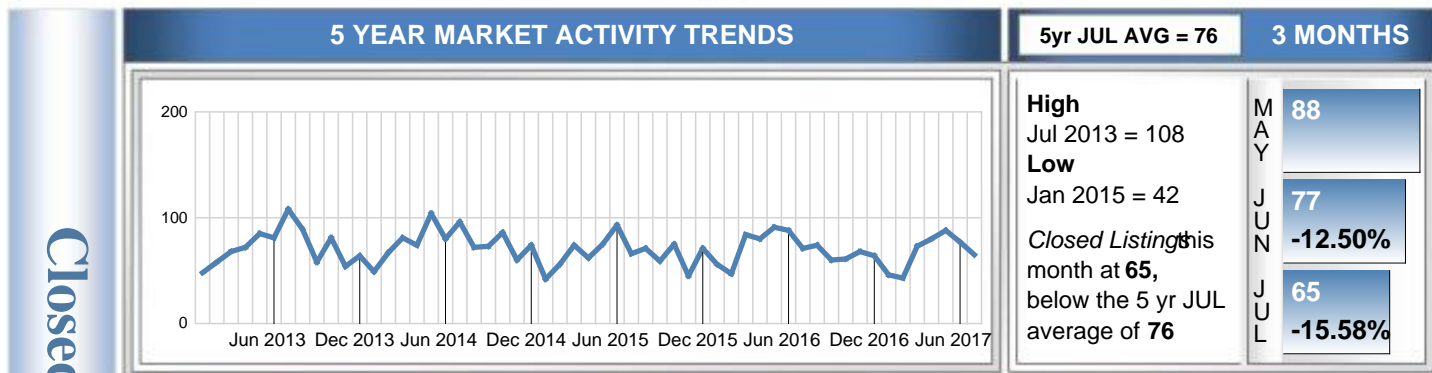
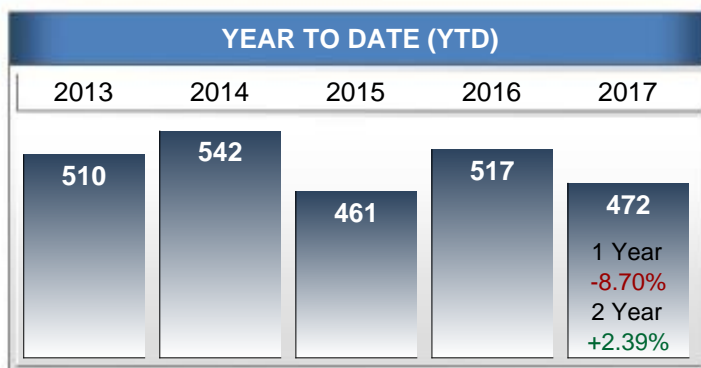
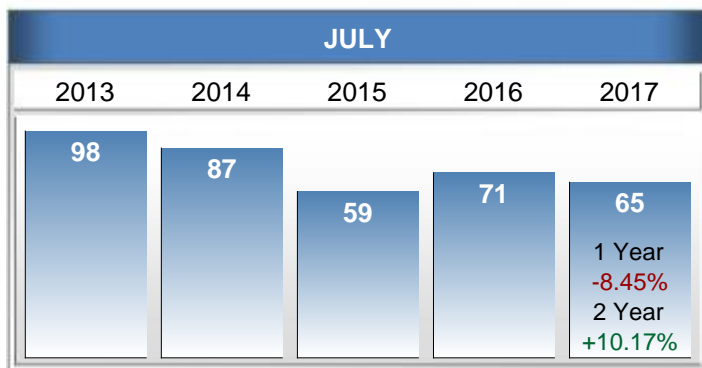
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 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+		
\$40,000 and less	6	9.23%	40.0	5	0	1	0		
\$40,001 - \$70,000	7	10.77%	37.0	2	5	0	0		
\$70,001 - \$100,000	11	16.92%	50.0	3	7	1	0		
\$100,001 - \$150,000	14	21.54%	8.5	1	10	3	0		
\$150,001 - \$190,000	12	18.46%	27.0	0	7	4	1		
\$190,001 - \$230,000	7	10.77%	15.0	0	3	4	0		
\$230,001 and up	8	12.31%	29.5	0	3	5	0		
Total Closed Units:				65	33.0	11	35	18	1
Total Closed Volume:				8,788,172		600.90K	4.71M	3.29M	186.38K
Median Closed Price:				\$123,000		\$50,000	\$123,000	\$191,750	\$186,375

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

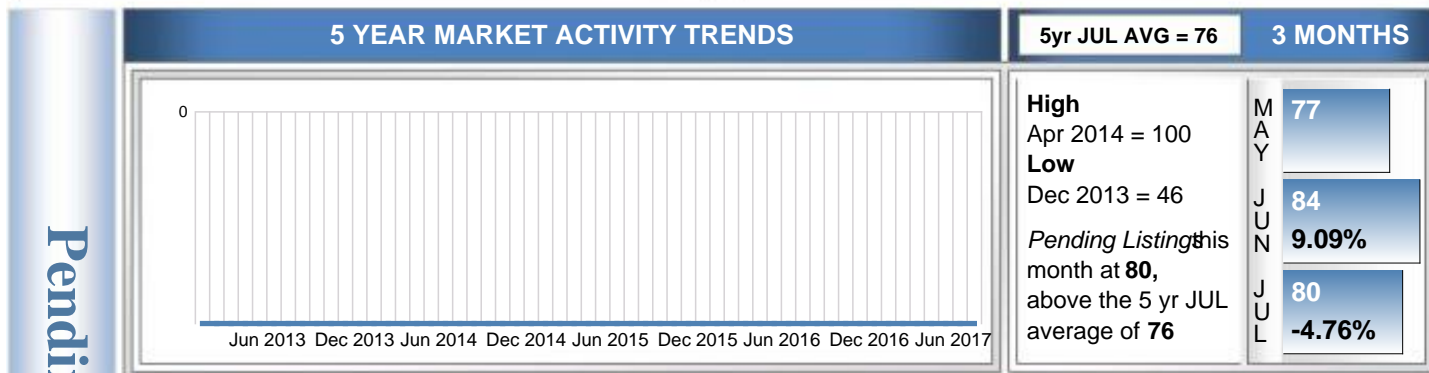
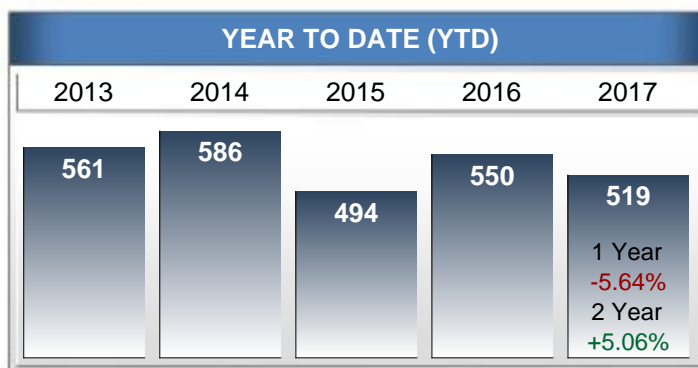
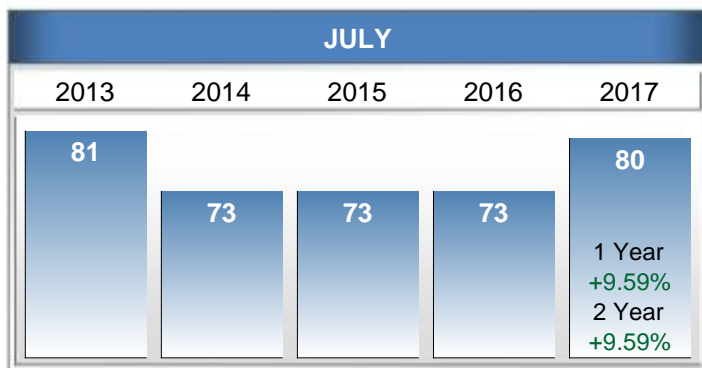
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	7	8.75%	89.0	3	4	0	0		
\$50,001 - \$70,000	6	7.50%	45.5	3	3	0	0		
\$70,001 - \$110,000	17	21.25%	11.0	5	11	1	0		
\$110,001 - \$160,000	21	26.25%	25.0	2	14	5	0		
\$160,001 - \$200,000	10	12.50%	31.0	0	5	4	1		
\$200,001 - \$310,000	11	13.75%	41.0	0	1	8	2		
\$310,001 and up	8	10.00%	51.0	1	1	6	0		
Total Pending Units:				80	27.5	14	39	24	3
Total Pending Volume:				12,849,264		1.47M	4.92M	5.73M	729.50K
Median Listing Price:				\$128,750		\$77,400	\$119,750	\$211,000	\$265,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

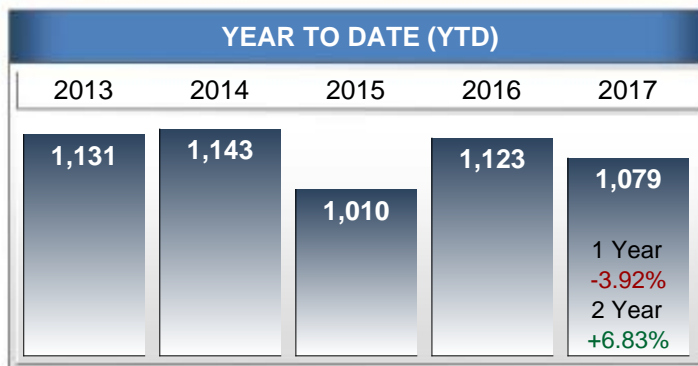
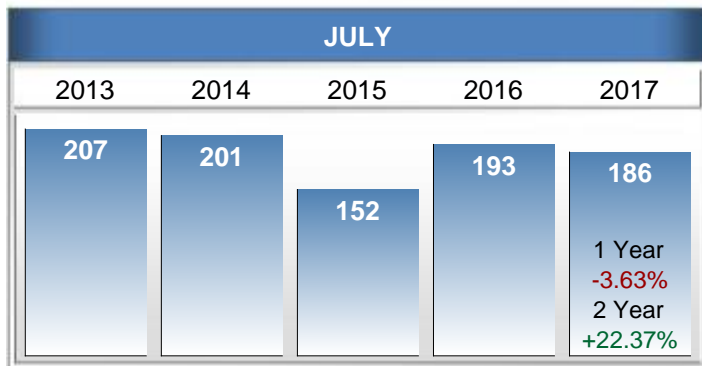
New Listings as of Aug 14, 2017



New Listings

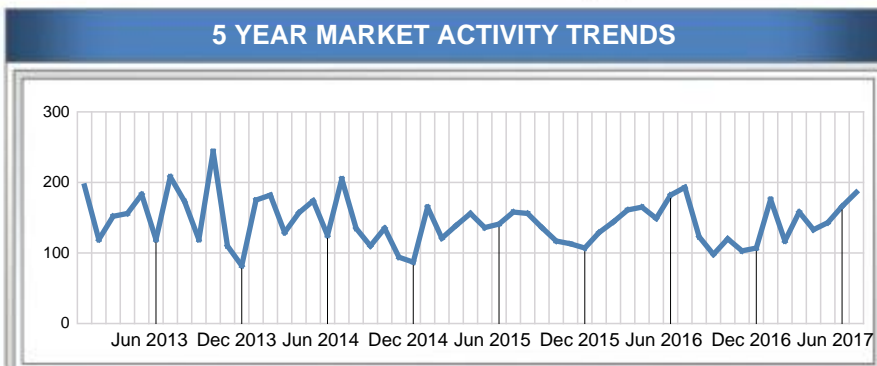
Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



New Listings

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5yr JUL AVG = 188 **3 MONTHS**

High
Oct 2013 = 244

Low
Dec 2013 = 82

New Listings this month at **186**, below the 5 yr JUL average of **188**

MAY	143
JUN	166
JUL	186
JUL	12.05%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	16	8.60%	15	1	0	0
\$40,001 - \$50,000	21	11.29%	11	8	2	0
\$50,001 - \$60,000	18	9.68%	15	3	0	0
\$60,001 - \$120,000	55	29.57%	24	27	3	1
\$120,001 - \$190,000	35	18.82%	2	16	15	2
\$190,001 - \$270,000	22	11.83%	1	9	12	0
\$270,001 and up	19	10.22%	2	5	9	3
Total New Listed Units:	186		70	69	41	6
Total New Listed Volume:	28,717,460		8.67M	9.60M	8.82M	1.62M
Median New Listed Listing Price:	\$94,000		\$55,000	\$119,500	\$195,000	\$224,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

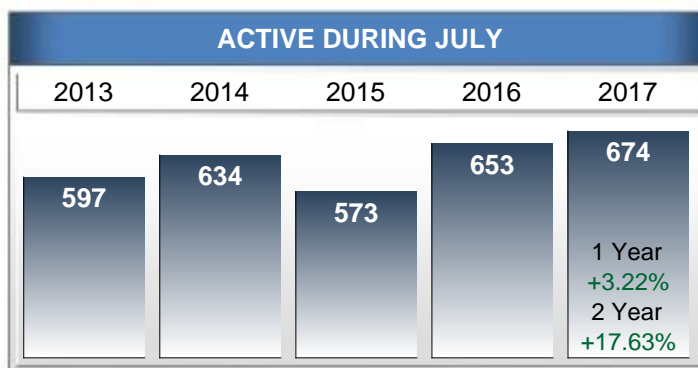
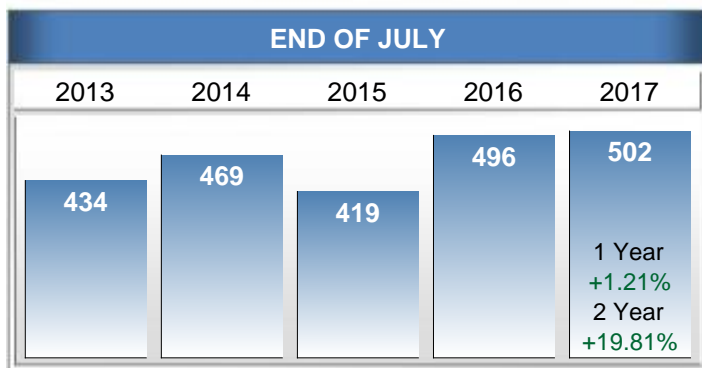
Active Inventory as of Aug 14, 2017



Active Inventory

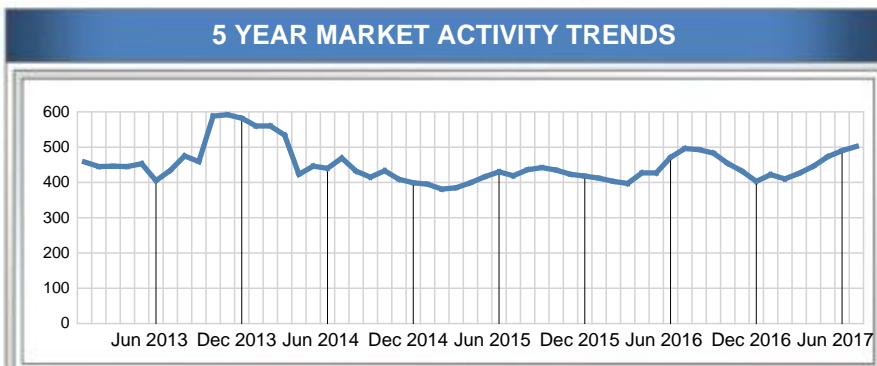
Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr JUL AVG = 464 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **502**, above the 5 yr JUL average of **464**

MAY	473
JUN	490
JUL	502
3.59%	
2.45%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	52	10.36%	53.0	46	5	1	0		
\$20,001 - \$40,000	41	8.17%	79.0	37	3	0	1		
\$40,001 - \$60,000	62	12.35%	25.0	42	17	3	0		
\$60,001 - \$140,000	153	30.48%	48.0	55	79	14	5		
\$140,001 - \$210,000	78	15.54%	60.0	17	31	27	3		
\$210,001 - \$320,000	61	12.15%	53.0	4	11	40	6		
\$320,001 and up	55	10.96%	82.0	13	7	22	13		
Total Active Inventory by Units:				502	53.0	214	153	107	28
Total Active Inventory by Volume:				81,281,882		26.82M	19.89M	25.49M	9.08M
Median Active Inventory Listing Price:				\$105,000		\$52,500	\$119,000	\$226,799	\$316,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

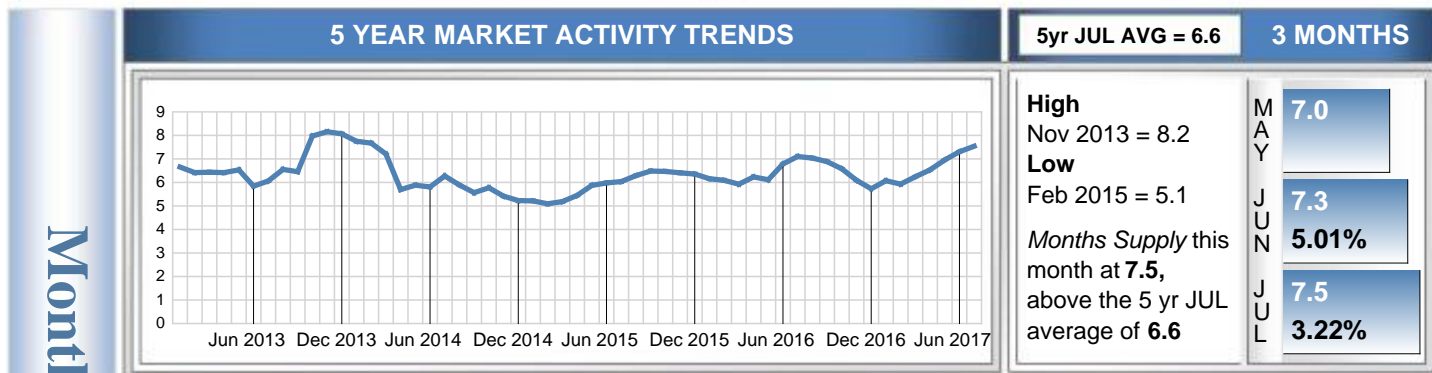
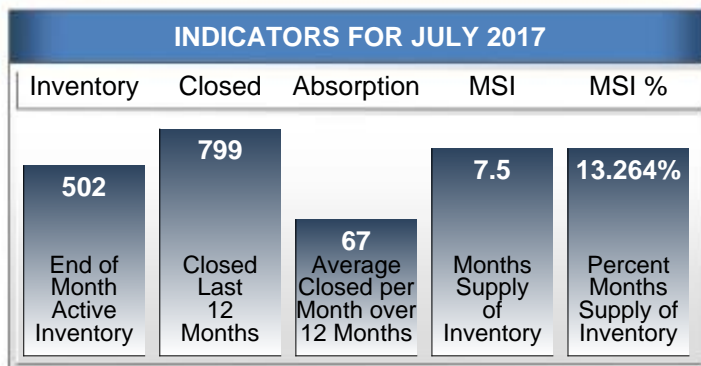
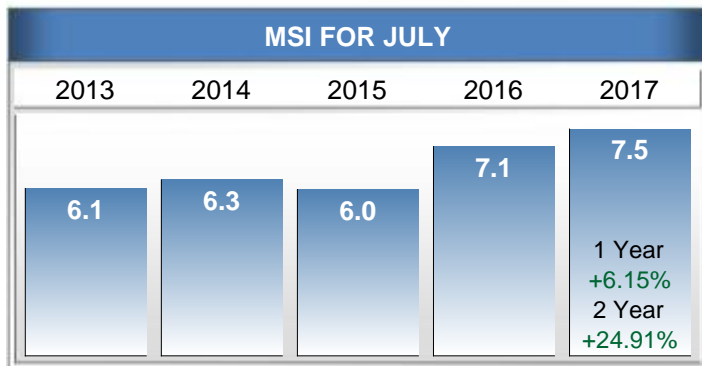
Active Inventory as of Aug 14, 2017



Months Supply of Inventory

Report Produced on: Aug 14, 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	52	10.36%	22.3	42.5	4.3	12.0	0.0
\$20,001 \$40,000	41	8.17%	10.5	20.2	1.8	0.0	0.0
\$40,001 \$60,000	62	12.35%	9.4	16.8	4.3	36.0	0.0
\$60,001 \$140,000	153	30.48%	5.3	15.3	3.9	3.0	30.0
\$140,001 \$210,000	78	15.54%	5.6	40.8	4.8	4.3	5.1
\$210,001 \$320,000	61	12.15%	7.3	16.0	6.9	7.3	6.0
\$320,001 and up	55	10.96%	18.9	78.0	21.0	12.6	19.5
MSI:			7.5	21.8	4.3	5.7	11.6
Total Active Inventory:			502	214	153	107	28



Monthly Inventory Analysis

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July 2017

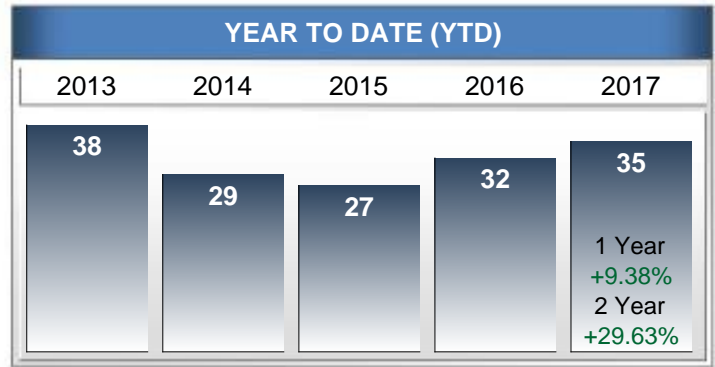
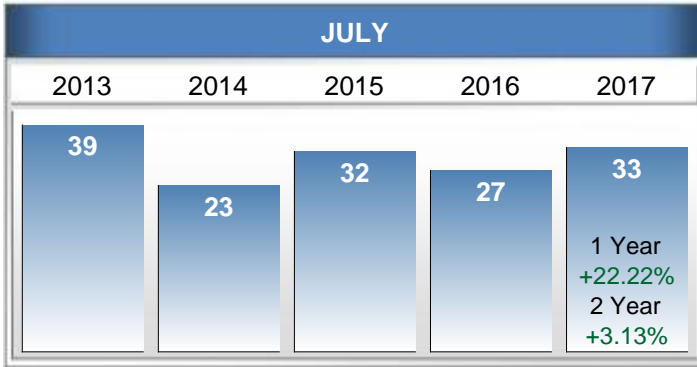
Closed Sales as of Aug 14, 2017



Median Days on Market to Sale

Report Produced on: Aug 14, 2017

Area Delimited by County Of Washington



Median Days on Market



5yr JUL AVG = 31	3 MONTHS										
High Nov 2015 = 63 Low Jun 2016 = 14 <i>Median DOM this month at 33, above the 5 yr JUL average of 31</i>	<table border="1"> <tr> <td>MAY</td> <td>16</td> </tr> <tr> <td>JUN</td> <td>42</td> </tr> <tr> <td>JUL</td> <td>162.50%</td> </tr> <tr> <td>JUL</td> <td>33</td> </tr> <tr> <td>L</td> <td>-21.43%</td> </tr> </table>	MAY	16	JUN	42	JUL	162.50%	JUL	33	L	-21.43%
MAY	16										
JUN	42										
JUL	162.50%										
JUL	33										
L	-21.43%										

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+
\$40,000 and less	6			9.23%	40.0	47.0	0.0	10.0	0.0
\$40,001 \$70,000	7			10.77%	37.0	47.0	37.0	0.0	0.0
\$70,001 \$100,000	11			16.92%	50.0	50.0	61.0	59.0	0.0
\$100,001 \$150,000	14			21.54%	8.5	15.0	9.5	4.0	0.0
\$150,001 \$190,000	12			18.46%	27.0	0.0	27.0	19.0	68.0
\$190,001 \$230,000	7			10.77%	15.0	0.0	4.0	36.0	0.0
\$230,001 and up	8			12.31%	29.5	0.0	23.0	36.0	0.0
Median Closed DOM:	33.0					47.0	27.0	21.0	68.0
Total Closed Units:	65					11	35	18	1
Total Closed Volume:	8,788,172					600.90K	4.71M	3.29M	186.38K

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Monthly Inventory Analysis

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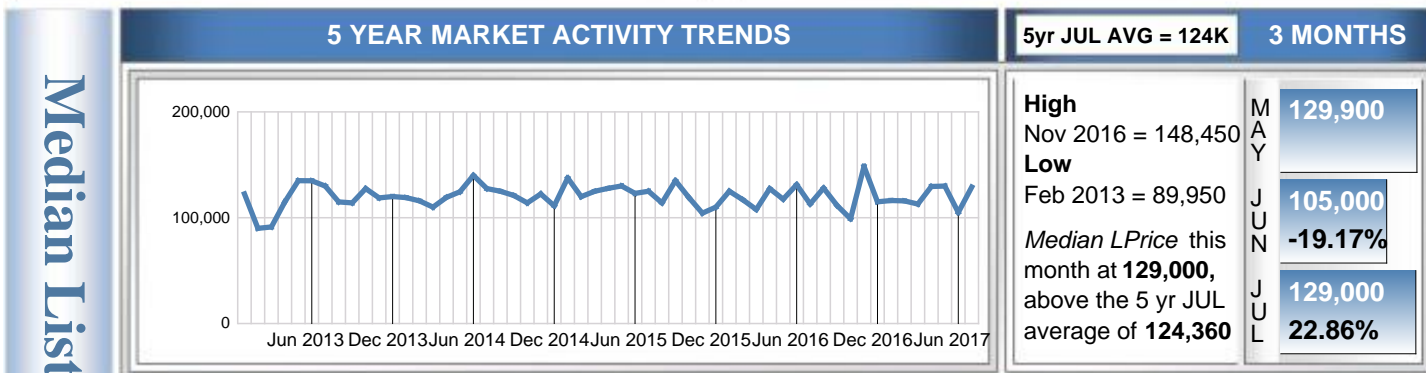
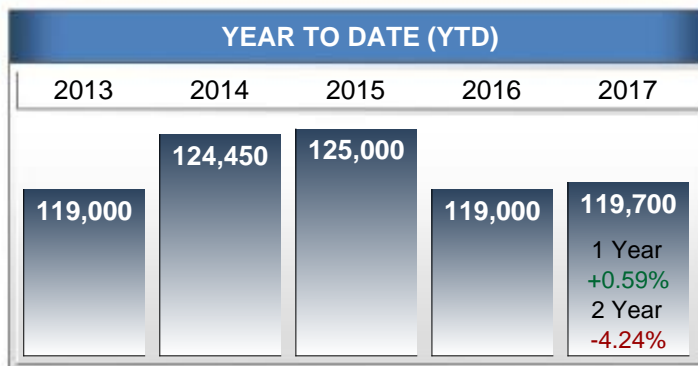
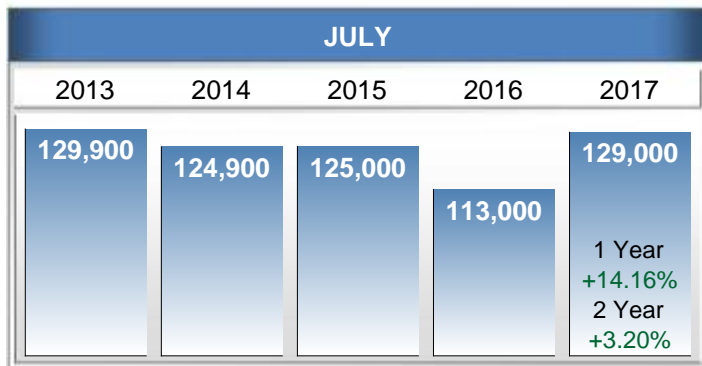
Closed Sales as of Aug 14, 2017



Median List Price at Closing

Report Produced on: Aug 14, 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+
\$40,000 and less	6		9.23%	17,500	10,000	0	25,000	0
\$40,001 - \$70,000	8		12.31%	62,450	63,750	62,450	0	0
\$70,001 - \$100,000	10		15.38%	98,750	95,000	99,500	93,000	0
\$100,001 - \$150,000	13		20.00%	126,900	111,450	129,000	113,700	0
\$150,001 - \$190,000	12		18.46%	168,930	0	165,000	179,900	0
\$190,001 - \$230,000	8		12.31%	218,500	0	224,900	218,500	200,000
\$230,001 and up	8		12.31%	259,500	0	250,000	269,000	0
Median List Price:		\$129,000			\$58,000	\$129,000	\$200,125	\$200,000
Total Closed Units:		65			11	35	18	1
Total List Volume:		9,029,198			634.60K	4.79M	3.40M	200.00K



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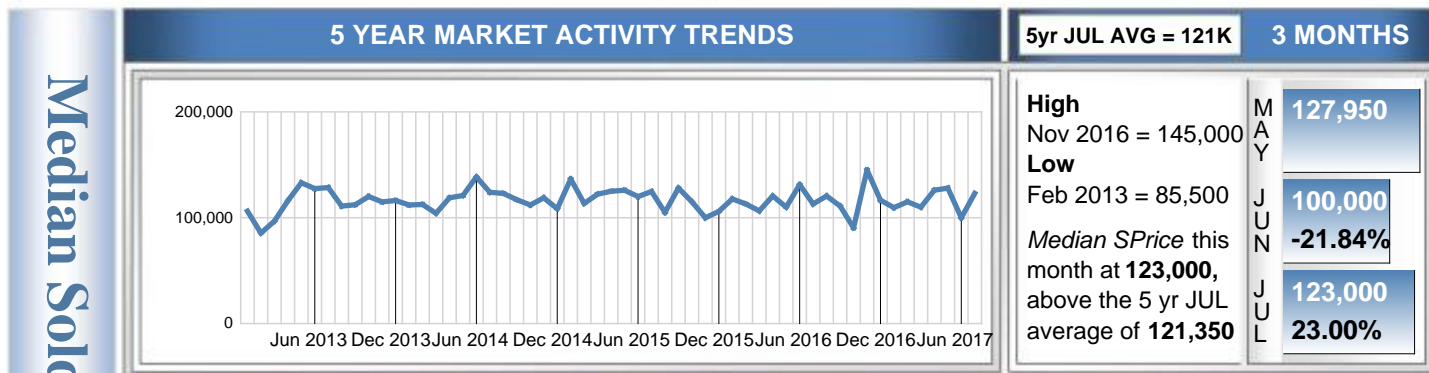
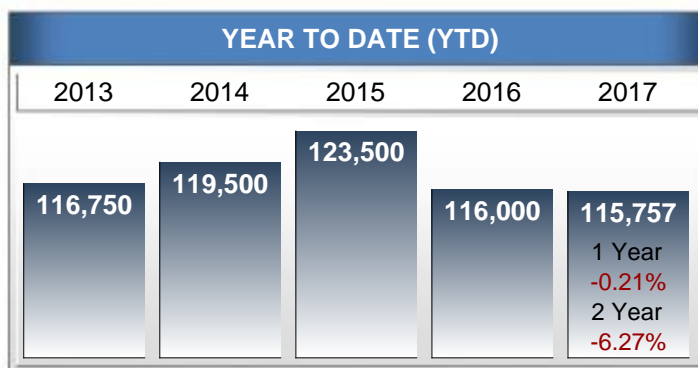
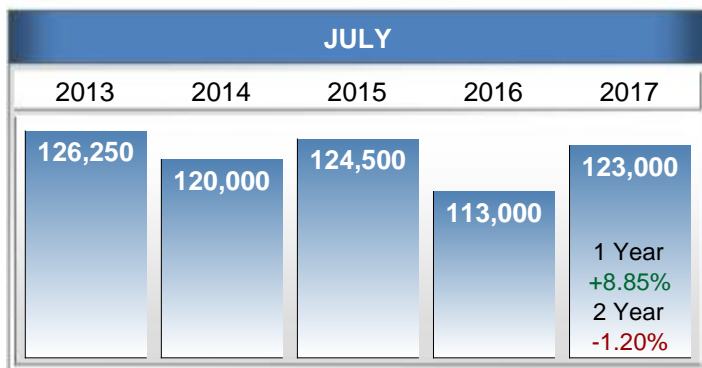
Closed Sales as of Aug 14, 2017



Median Sold Price at Closing

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Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	6		9.23%	14,750	7,000	0	22,500	0
\$40,001 - \$70,000	7		10.77%	58,000	57,750	58,000	0	0
\$70,001 - \$100,000	11		16.92%	93,000	92,500	93,500	93,000	0
\$100,001 - \$150,000	14		21.54%	121,713	117,000	123,000	118,900	0
\$150,001 - \$190,000	12		18.46%	166,250	0	158,000	181,250	186,375
\$190,001 - \$230,000	7		10.77%	215,000	0	215,000	209,250	0
\$230,001 and up	8		12.31%	261,250	0	257,500	265,000	0
Median Closed Price:	\$123,000				\$50,000	\$123,000	\$191,750	\$186,375
Total Closed Units:	65				11	35	18	1
Total Closed Volume:	8,788,172				600.90K	4.71M	3.29M	186.38K



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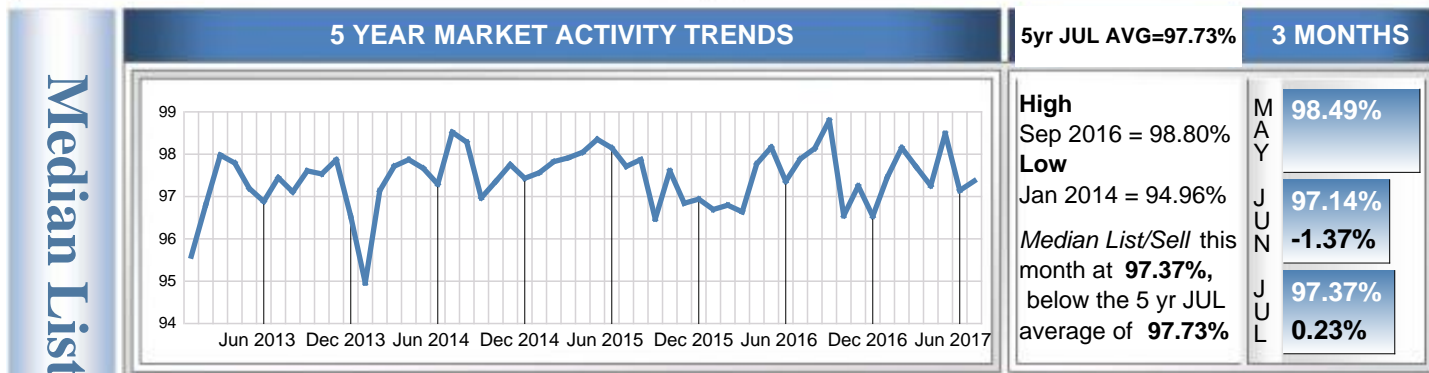
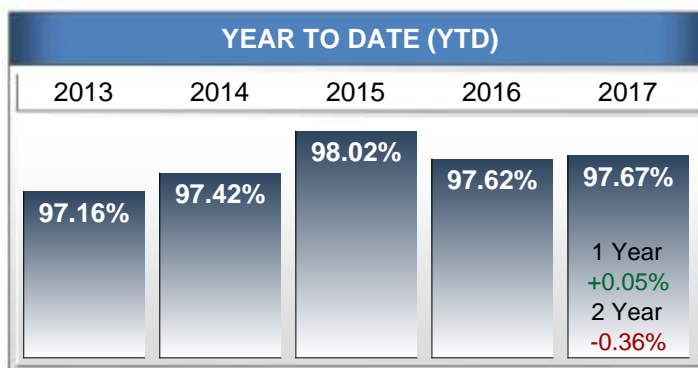
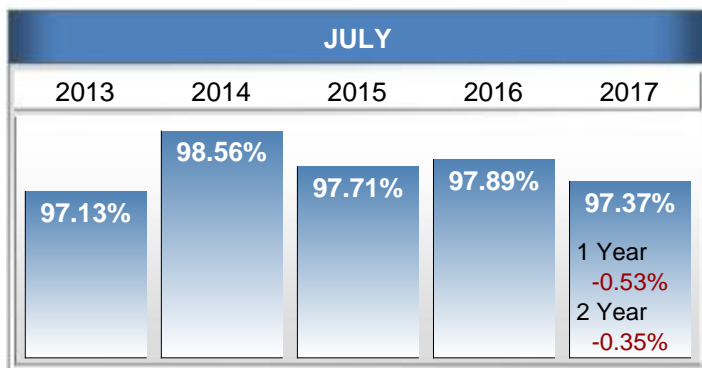
Closed Sales as of Aug 14, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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+
\$40,000 and less	6	9.23%	80.00%	70.00%	0.00%	90.00%	0.00%
\$40,001 - \$70,000	7	10.77%	96.67%	90.23%	99.50%	0.00%	0.00%
\$70,001 - \$100,000	11	16.92%	96.60%	96.60%	94.59%	100.00%	0.00%
\$100,001 - \$150,000	14	21.54%	98.88%	97.58%	99.64%	96.75%	0.00%
\$150,001 - \$190,000	12	18.46%	97.48%	0.00%	98.59%	97.48%	93.19%
\$190,001 - \$230,000	7	10.77%	95.60%	0.00%	96.39%	94.69%	0.00%
\$230,001 and up	8	12.31%	99.81%	0.00%	103.00%	99.62%	0.00%
Median List/Sell Ratio:	97.37%			94.24%	97.97%	97.48%	93.19%
Total Closed Units:	65			11	35	18	1
Total Closed Volume:	8,788,172			600.90K	4.71M	3.29M	186.38K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

Inventory as of Aug 14, 2017



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of 67 Sales/Month

Active Inventory as of July 30, 2017 = 502

	JULY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	71	65	-8.45%	517	472	-8.70%
Pending Sales	73	80	+9.59%	550	519	-5.64%
New Listings	193	186	-3.63%	1,123	1,079	-3.92%
Median List Price	113,000	129,000	+14.16%	119,000	119,700	+0.59%
Median Sale Price	113,000	123,000	+8.85%	116,000	115,757	-0.21%
Median Percent of List Price to Selling Price	97.89%	97.37%	-0.53%	97.62%	97.67%	+0.05%
Median Days on Market to Sale	27.00	33.00	+22.22%	32.00	35.00	+9.38%
Monthly Inventory	500	502	+0.40%	500	502	+0.40%
Months Supply of Inventory	7.10	7.54	+6.18%	7.10	7.54	+6.18%

