



# June 2017

Area Delimited by County Of Washington

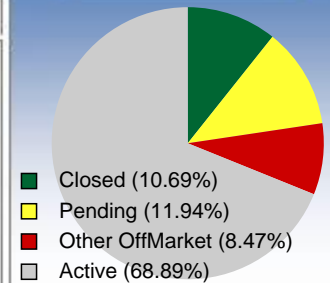


**Absorption:** Last 12 months, an Average of **67** Sales/Month

**Active Inventory** as of June 30, 2017 = **496**

	JUNE		
	2016	2017	+/- %
Closed Listings	88	77	-12.50%
Pending Listings	77	86	11.69%
New Listings	182	166	-8.79%
Median List Price	131,200	105,000	-19.97%
Median Sale Price	131,200	100,000	-23.78%
Median Percent of List Price to Selling Price	97.36%	97.14%	-0.22%
Median Days on Market to Sale	14.00	42.00	200.00%
End of Month Inventory	471	496	5.31%
Months Supply of Inventory	6.79	7.39	8.97%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 11, 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 June 2017 rose **5.31%** to 496 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 **7.39** 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 **23.78%** in June 2017 to \$100,000 versus the previous year at \$131,200.

### Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 28.00 days or **200.00%** in June 2017 compared to last year's same month at **14.00** DOM.

### Sales Success for June 2017 is Positive

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

There were 166 New Listings in June 2017, down **8.79%** from last year at 182. Furthermore, there were 77 Closed Listings this month versus last year at 88, a **-12.50%** decrease.

Closed versus Listed trends yielded a **46.4%** ratio, down from last year's June 2017 at **48.4%**, a **4.07%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## June 2017

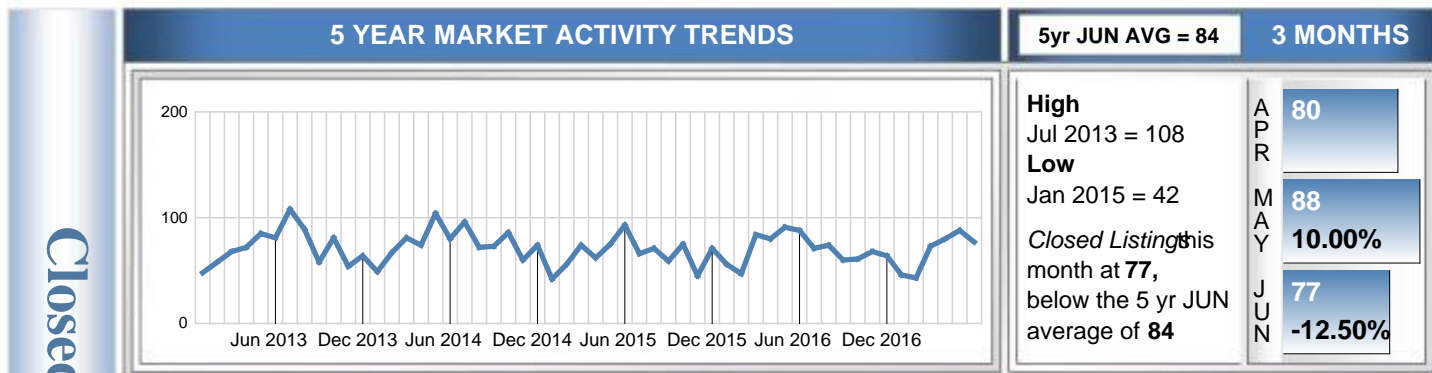
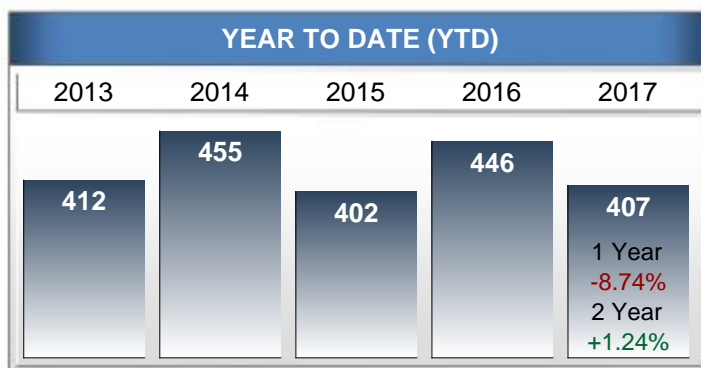
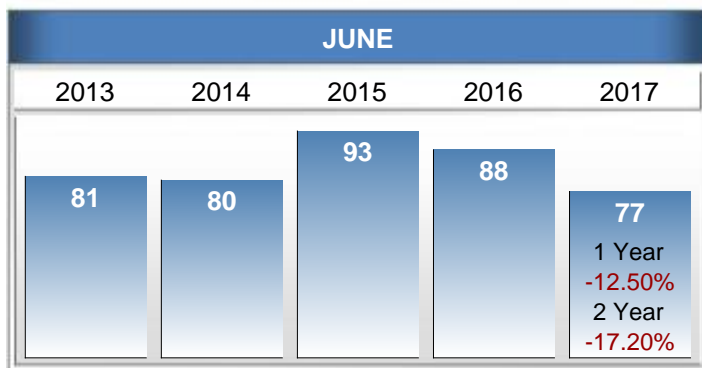
Closed Sales as of Jul 11, 2017



Report Produced on: Jul 11, 2017

### Closed Listings

Area Delimited by County Of Washington



Closed Listings

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#### 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	7	9.09%	87.0	4	3	0	0
\$30,001 - \$60,000	9	11.69%	56.0	5	4	0	0
\$60,001 - \$80,000	7	9.09%	54.0	0	7	0	0
\$80,001 - \$110,000	24	31.17%	59.0	6	15	3	0
\$110,001 - \$150,000	13	16.88%	25.0	1	7	4	1
\$150,001 - \$210,000	7	9.09%	98.0	0	5	2	0
\$210,001 and up	10	12.99%	33.5	0	1	8	1
<b>Total Closed Units:</b>	<b>77</b>		<b>42.0</b>	<b>16</b>	<b>42</b>	<b>17</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>9,636,103</b>			<b>949.73K</b>	<b>4.31M</b>	<b>4.02M</b>	<b>356.00K</b>
<b>Median Closed Price:</b>	<b>\$100,000</b>			<b>\$54,250</b>	<b>\$93,125</b>	<b>\$158,000</b>	<b>\$178,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

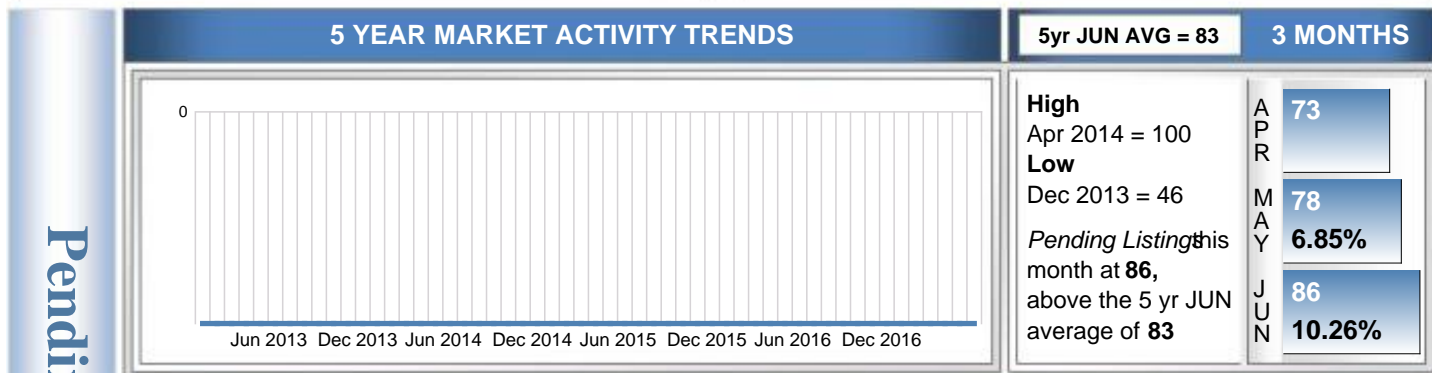
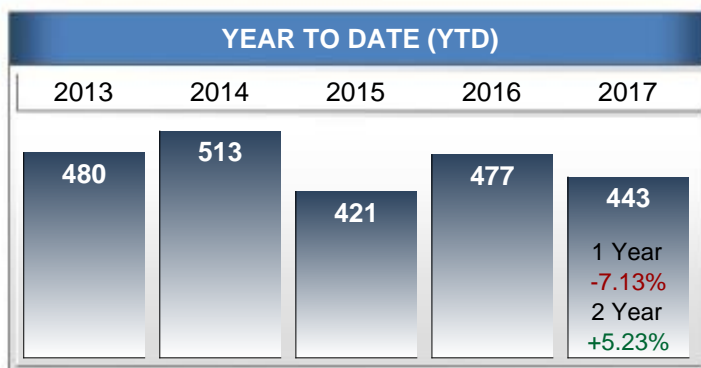
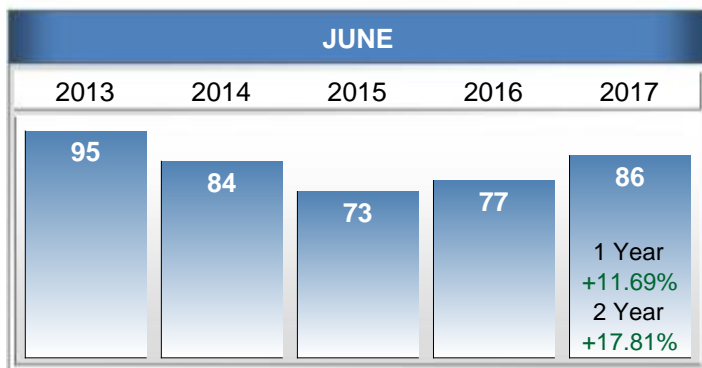
Pending Listings as of Jul 11, 2017



### Pending Listings

Report Produced on: Jul 11, 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+	
\$20,000 and less	3	3.49%	93.0	3	0	0	0	
\$20,001 \$60,000	15	17.44%	67.0	7	7	1	0	
\$60,001 \$90,000	11	12.79%	46.0	2	9	0	0	
\$90,001 \$130,000	20	23.26%	61.5	4	12	4	0	
\$130,001 \$180,000	17	19.77%	15.0	0	12	4	1	
\$180,001 \$250,000	12	13.95%	47.5	0	4	6	2	
\$250,001 and up	8	9.30%	33.5	0	1	7	0	
Total Pending Units: 86				44.0	16	45	22	3
Total Pending Volume: 11,474,988					873.60K	5.22M	4.84M	549.40K
Median Listing Price: \$110,950					\$44,950	\$105,000	\$203,625	\$184,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

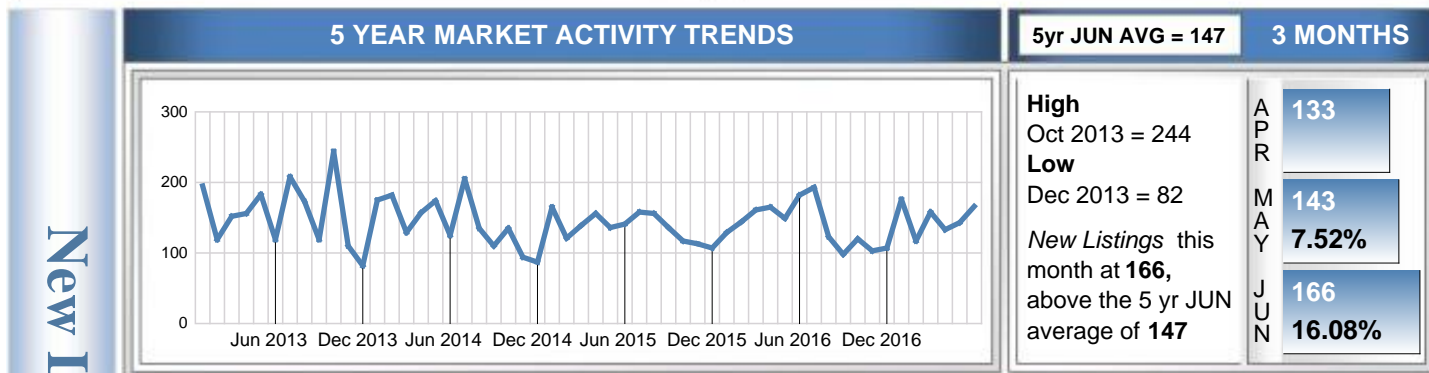
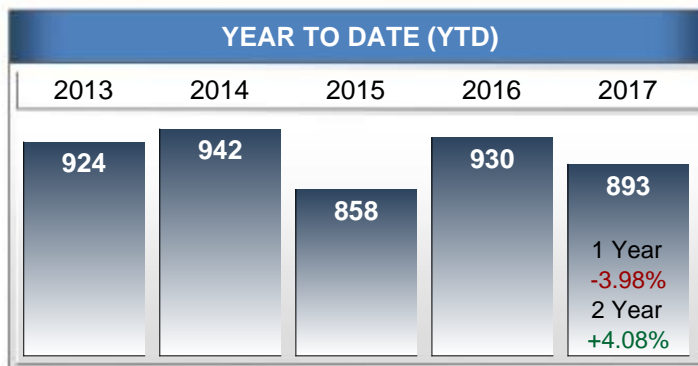
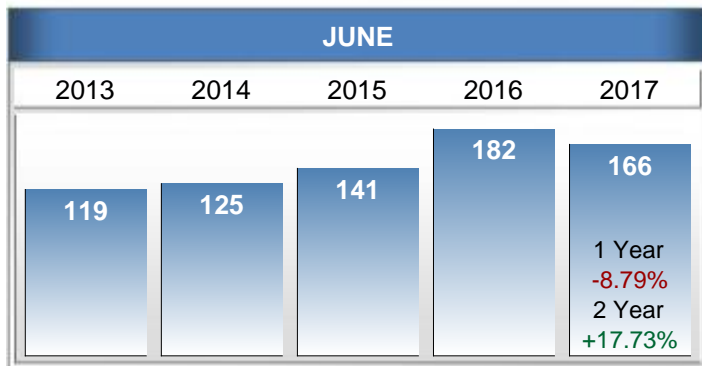
New Listings as of Jul 11, 2017



### New Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



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+	
\$10,000 and less	3	1.81%	3	0	0	0	
\$10,001 - \$50,000	33	19.88%	28	4	1	0	
\$50,001 - \$90,000	25	15.06%	10	13	2	0	
\$90,001 - \$130,000	34	20.48%	7	21	4	2	
\$130,001 - \$190,000	31	18.67%	3	21	6	1	
\$190,001 - \$320,000	23	13.86%	0	6	16	1	
\$320,001 and up	17	10.24%	2	2	8	5	
Total New Listed Units:			166	53	67	37	9
Total New Listed Volume:			25,099,453	5.27M	8.79M	8.41M	2.63M
Median New Listed Listing Price:			\$122,000	\$24,500	\$124,900	\$225,000	\$325,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

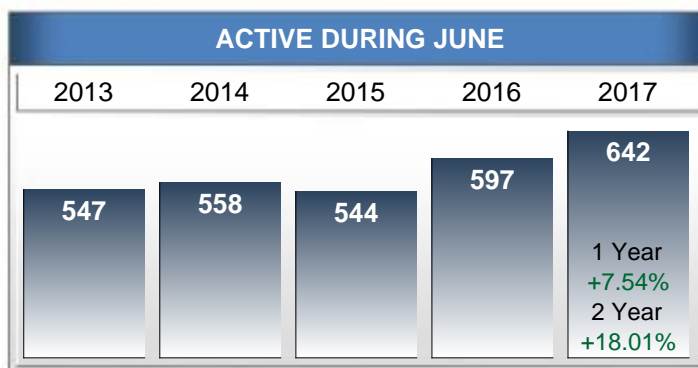
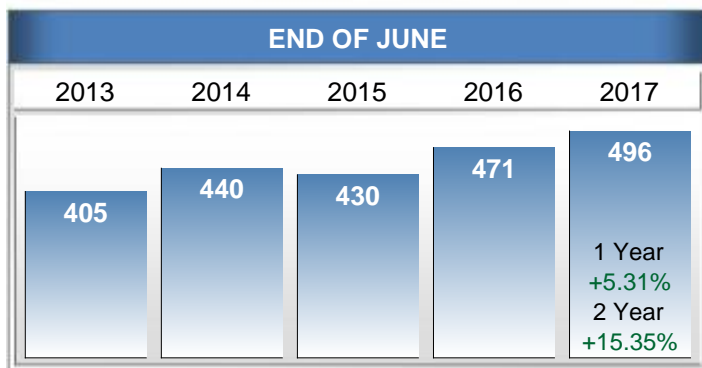
Active Inventory as of Jul 11, 2017



### Active Inventory

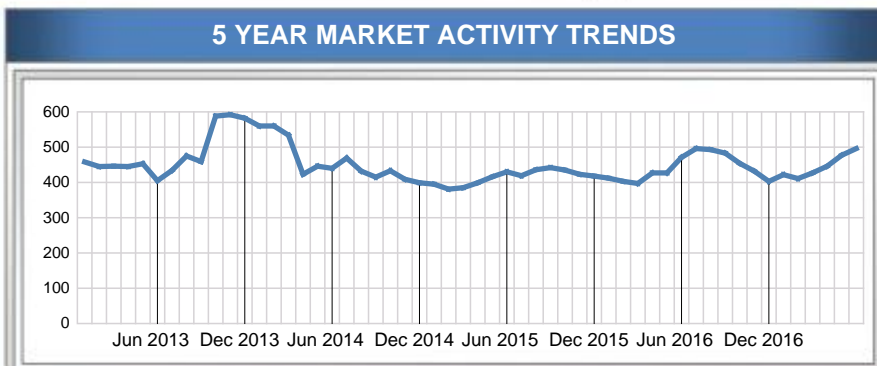
Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



Active Inventory

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**5yr JUN AVG = 448**      **3 MONTHS**

**High**  
Nov 2013 = 592

**Low**  
Feb 2015 = 381

*Inventory this month at 496, above the 5 yr JUN average of 448*

A	446
P	
R	
M	477
A	6.95%
Y	
J	496
U	3.98%
N	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	50	10.08%	23.0	47	3	0	0		
\$20,001 \$40,000	44	8.87%	77.0	36	6	1	1		
\$40,001 \$60,000	55	11.09%	151.0	45	9	1	0		
\$60,001 \$130,000	152	30.65%	65.5	67	72	11	2		
\$130,001 \$210,000	81	16.33%	57.0	18	33	25	5		
\$210,001 \$330,000	62	12.50%	57.5	4	12	37	9		
\$330,001 and up	52	10.48%	68.5	15	4	23	10		
Total Active Inventory by Units:				496	70.5	232	139	98	27
Total Active Inventory by Volume:				80,206,229		29.04M	17.80M	24.75M	8.62M
Median Active Inventory Listing Price:				\$99,250		\$55,000	\$119,900	\$232,000	\$296,500



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

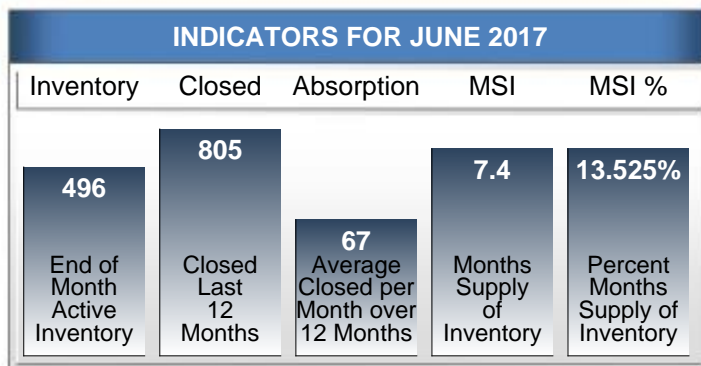
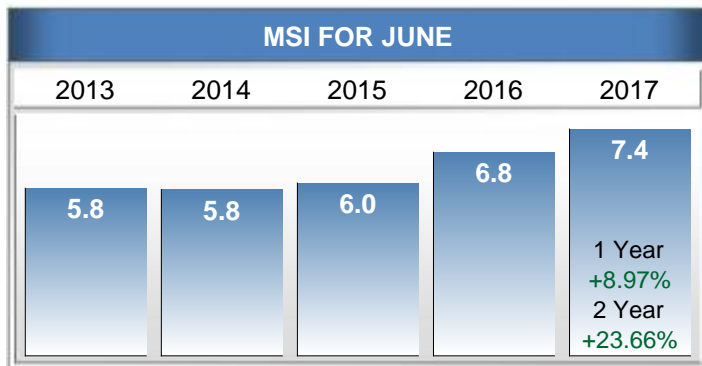
Active Inventory as of Jul 11, 2017



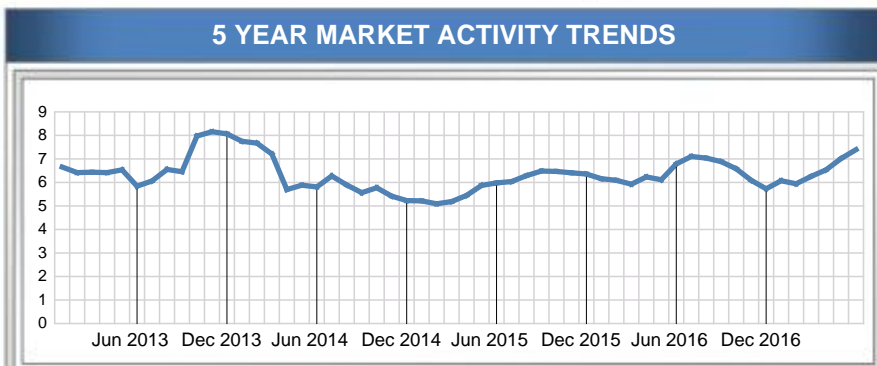
### Months Supply of Inventory

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



Months Supply  
Ready to Buy or Sell Real Estate?  
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**5yr JUN AVG = 6.4**      **3 MONTHS**

**High**  
Nov 2013 = 8.2  
**Low**  
Feb 2015 = 5.1

Months Supply this month at **7.4**, above the 5 yr JUN average of **6.4**

A P R	6.5
M A Y	7.0
J U N	7.4
	7.34%
	5.40%

#### 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	50		10.08%	21.4	51.3	2.3	0.0	0.0
\$20,001 \$40,000	44		8.87%	11.5	21.6	3.3	3.0	0.0
\$40,001 \$60,000	55		11.09%	7.8	15.4	2.2	12.0	0.0
\$60,001 \$130,000	152		30.65%	5.7	18.7	3.8	2.9	24.0
\$130,001 \$210,000	81		16.33%	5.1	36.0	4.3	3.6	7.5
\$210,001 \$330,000	62		12.50%	7.2	12.0	9.0	6.2	9.0
\$330,001 and up	52		10.48%	20.1	90.0	12.0	16.2	15.0
MSI:		7.4			23.0	3.9	5.2	11.2
Total Active Inventory:		496			232	139	98	27



# Monthly Inventory Analysis

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## June 2017

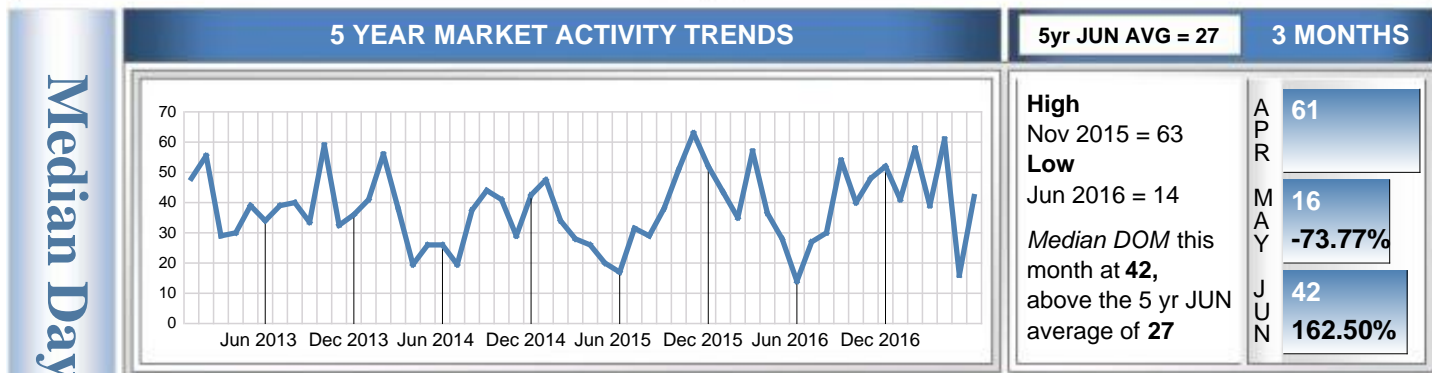
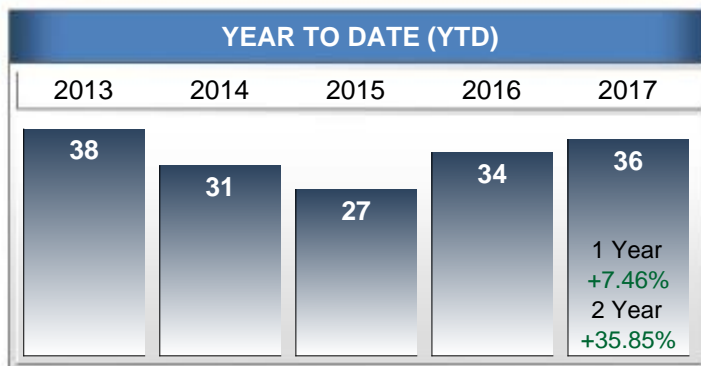
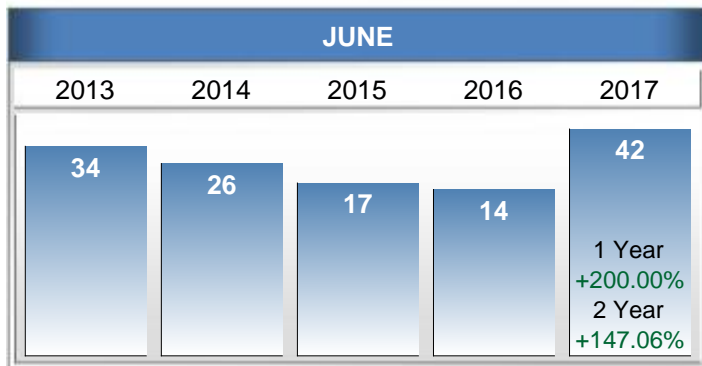
Closed Sales as of Jul 11, 2017



### Median Days on Market to Sale

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



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	7			9.09%	87.0	106.5	42.0	0.0	0.0
\$30,001 \$60,000	9			11.69%	56.0	51.0	60.5	0.0	0.0
\$60,001 \$80,000	7			9.09%	54.0	0.0	54.0	0.0	0.0
\$80,001 \$110,000	24			31.17%	59.0	3.0	67.0	17.0	0.0
\$110,001 \$150,000	13			16.88%	25.0	1.0	30.0	26.0	4.0
\$150,001 \$210,000	7			9.09%	98.0	0.0	98.0	61.0	0.0
\$210,001 and up	10			12.99%	33.5	0.0	37.0	33.5	6.0
Median Closed DOM:					42.0	31.5	57.0	27.0	5.0
Total Closed Units:					77	16	42	17	2
Total Closed Volume:					9,636,103	949.73K	4.31M	4.02M	356.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

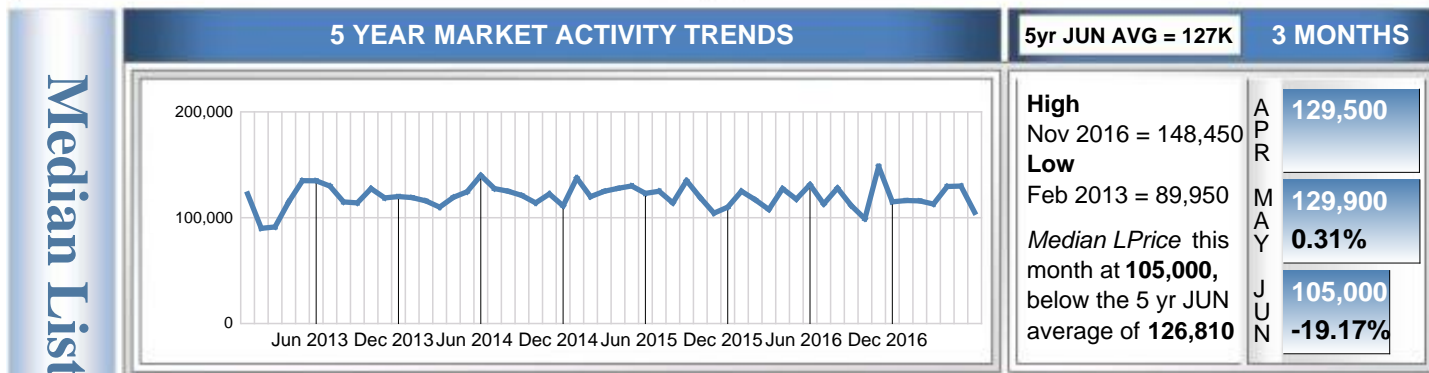
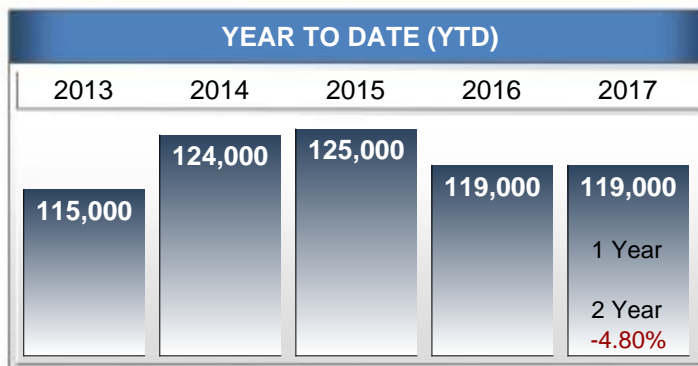
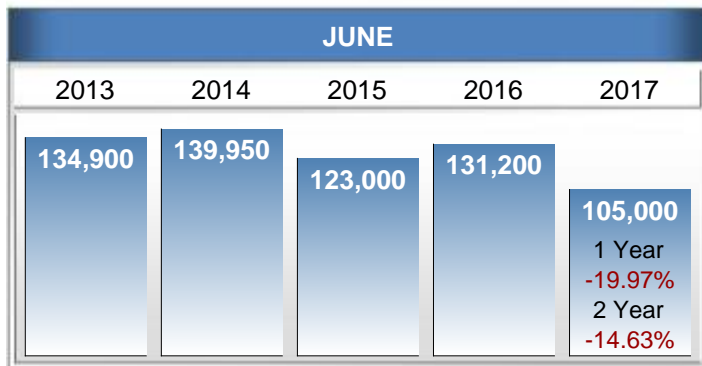
Closed Sales as of Jul 11, 2017



### Median List Price at Closing

Report Produced on: Jul 11, 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		9.09%	19,500	22,250	16,960	0	0
\$30,001 \$60,000	8		10.39%	54,950	47,900	55,000	0	0
\$60,001 \$80,000	8		10.39%	71,250	0	71,250	0	0
\$80,001 \$110,000	20		25.97%	95,000	94,950	95,000	98,000	0
\$110,001 \$150,000	17		22.08%	120,000	115,000	124,500	119,950	145,000
\$150,001 \$210,000	7		9.09%	179,900	0	179,900	159,900	0
\$210,001 and up	10		12.99%	336,950	0	265,500	369,500	225,000
Median List Price:	\$105,000				\$57,700	\$97,000	\$159,900	\$185,000
Total Closed Units:	77				16	42	17	2
Total List Volume:	9,988,180				1.03M	4.44M	4.16M	370.00K





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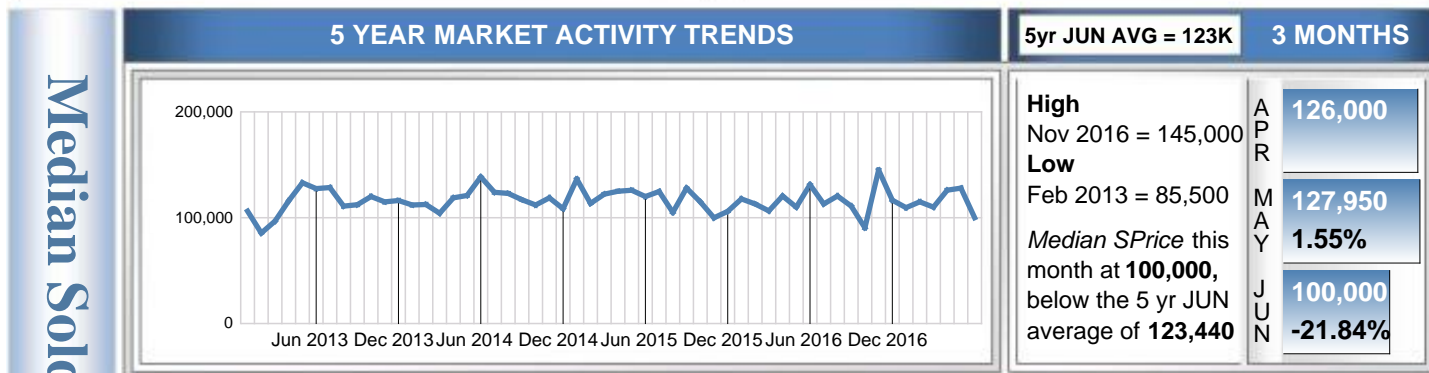
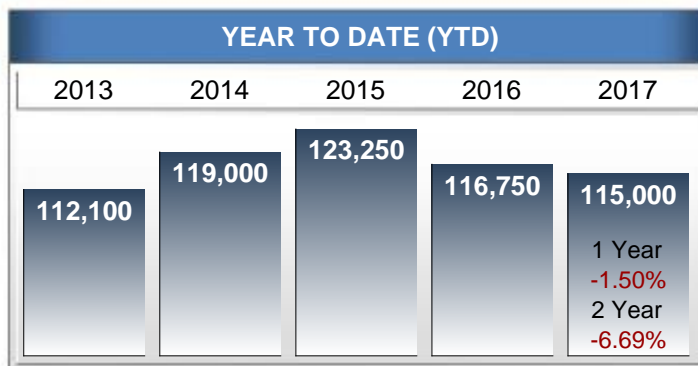
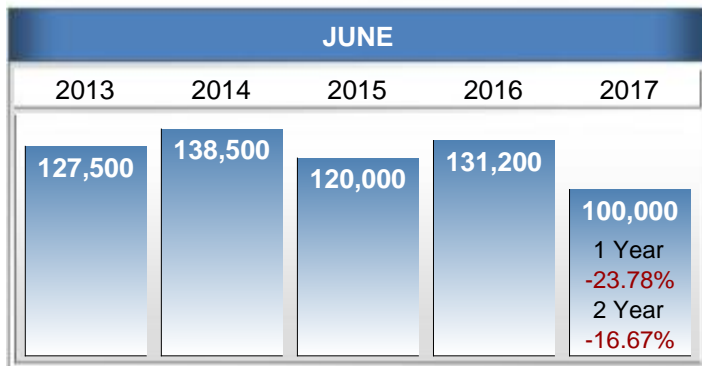
Closed Sales as of Jul 11, 2017



### Median Sold Price at Closing

Report Produced on: Jul 11, 2017

Area Delimited by County Of Washington



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			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7		9.09%	13,924	14,375	13,924	0	0
\$30,001 \$60,000	9		11.69%	55,000	40,000	55,375	0	0
\$60,001 \$80,000	7		9.09%	71,500	0	71,500	0	0
\$80,001 \$110,000	24		31.17%	90,875	89,500	94,500	87,500	0
\$110,001 \$150,000	13		16.88%	127,500	115,000	132,500	118,000	141,000
\$150,001 \$210,000	7		9.09%	175,200	0	176,000	156,500	0
\$210,001 and up	10		12.99%	321,525	0	250,000	355,275	215,000
Median Closed Price:	\$100,000				\$54,250	\$93,125	\$158,000	\$178,000
Total Closed Units:	77				16	42	17	2
Total Closed Volume:	9,636,103				949.73K	4.31M	4.02M	356.00K



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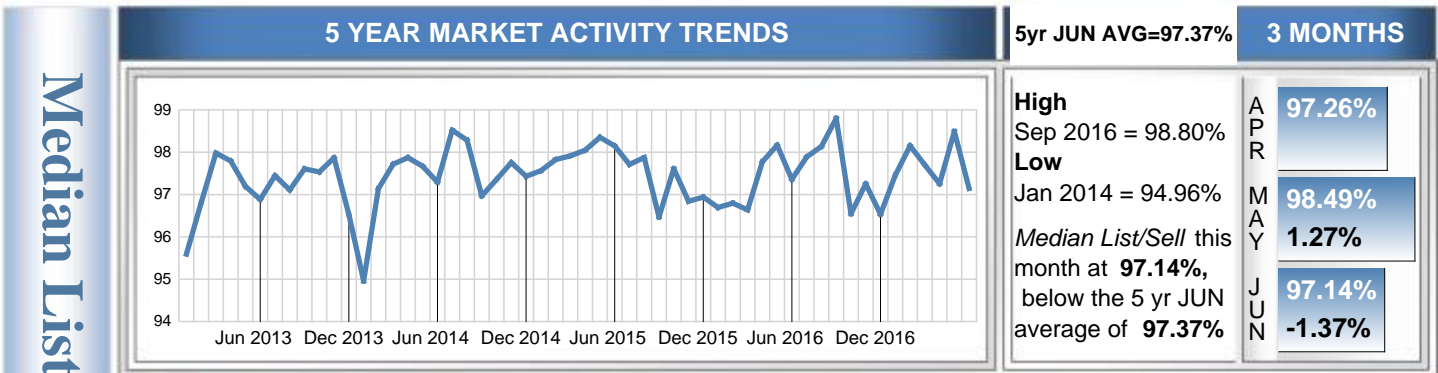
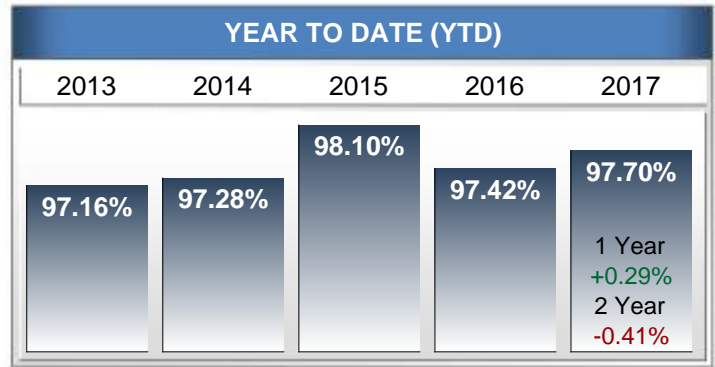
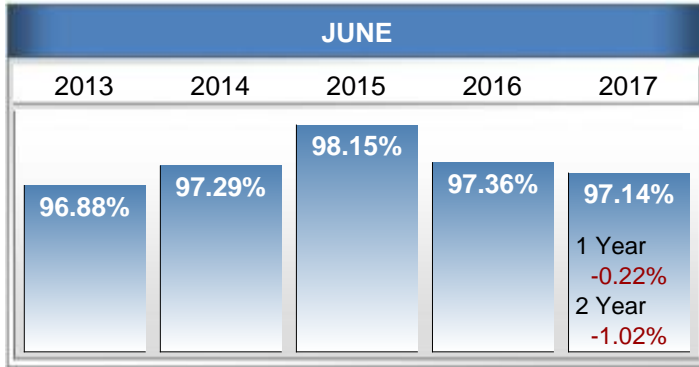
Closed Sales as of Jul 11, 2017



### Median Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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+
\$30,000 and less	7	9.09%	74.39%	65.07%	82.10%	0.00%	0.00%
\$30,001 \$60,000	9	11.69%	93.02%	86.71%	98.06%	0.00%	0.00%
\$60,001 \$80,000	7	9.09%	97.84%	0.00%	97.84%	0.00%	0.00%
\$80,001 \$110,000	24	31.17%	96.37%	98.18%	96.16%	95.12%	0.00%
\$110,001 \$150,000	13	16.88%	99.16%	100.00%	100.00%	98.18%	97.24%
\$150,001 \$210,000	7	9.09%	97.83%	0.00%	97.83%	97.87%	0.00%
\$210,001 and up	10	12.99%	97.02%	0.00%	94.16%	97.68%	95.56%
Median List/Sell Ratio:	97.14%			91.32%	97.27%	97.44%	96.40%
Total Closed Units:	77			16	42	17	2
Total Closed Volume:	9,636,103			949.73K	4.31M	4.02M	356.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

Inventory as of Jul 11, 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 June 30, 2017 = 496

	JUNE			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	88	77	-12.50%	446	407	-8.74%
Pending Sales	77	86	11.69%	477	443	-7.13%
New Listings	182	166	-8.79%	930	893	-3.98%
Median List Price	131,200	105,000	-19.97%	119,000	119,000	0.00%
Median Sale Price	131,200	100,000	-23.78%	116,750	115,000	-1.50%
Median Percent of List Price to Selling Price	97.36%	97.14%	-0.22%	97.42%	97.70%	0.29%
Median Days on Market to Sale	14.00	42.00	200.00%	33.50	36.00	7.46%
Monthly Inventory	471	496	5.31%	471	496	5.31%
Months Supply of Inventory	6.79	7.39	8.97%	6.79	7.39	8.97%

