



September 2017

Area Delimited by County Of Washington

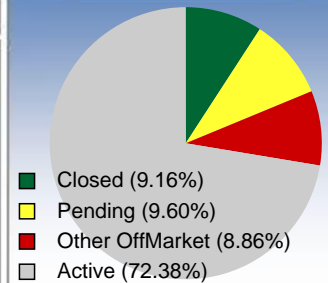


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of September 30, 2017 = **490**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	60	62	3.33%
Pending Listings	55	65	18.18%
New Listings	98	130	32.65%
Median List Price	111,500	129,450	16.10%
Median Sale Price	111,000	125,000	12.61%
Median Percent of List Price to Selling Price	98.80%	98.44%	-0.36%
Median Days on Market to Sale	54.00	23.50	-56.48%
End of Month Inventory	483	490	1.45%
Months Supply of Inventory	6.88	7.11	3.29%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 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 September 2017 rose **1.45%** to 490 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 **7.11** 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 **12.61%** in September 2017 to \$125,000 versus the previous year at \$111,000.

Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 30.50 days or **56.48%** in September 2017 compared to last year's same month at **54.00** DOM.

Sales Success for September 2017 is Positive

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

There were 130 New Listings in September 2017, up **32.65%** from last year at 98. Furthermore, there were 62 Closed Listings this month versus last year at 60, a **3.33%** increase.

Closed versus Listed trends yielded a **47.7%** ratio, down from last year's September 2017 at **61.2%**, a **22.10%** 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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September 2017

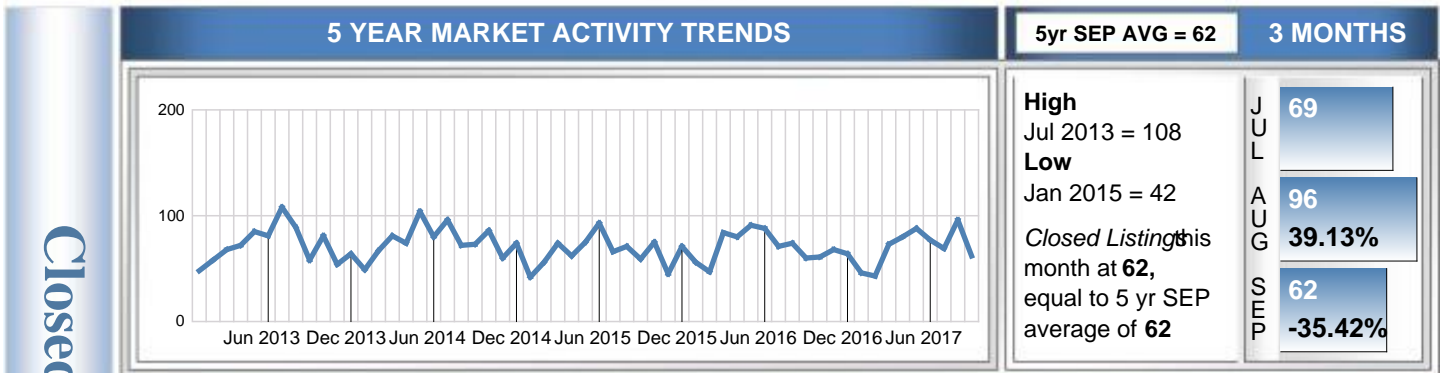
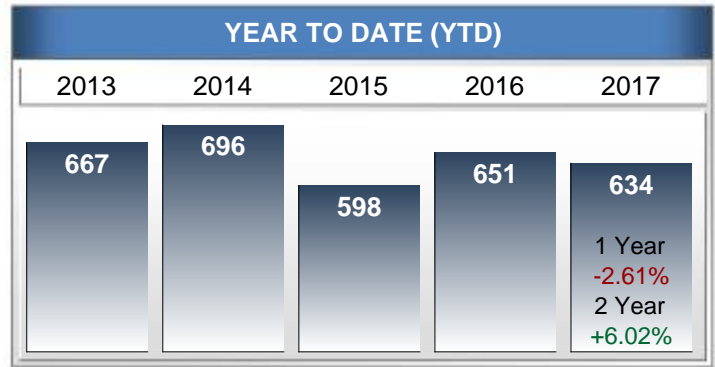
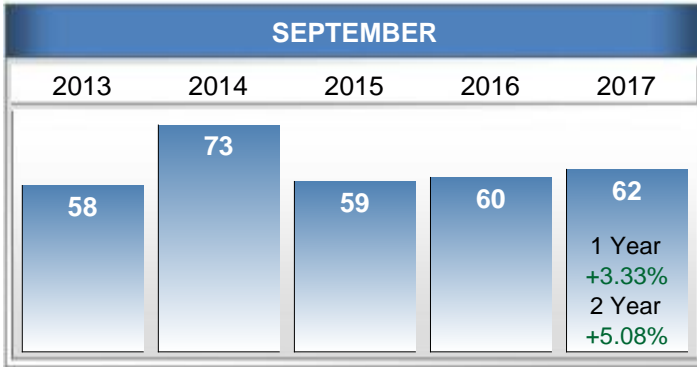
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 2017

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	4	6.45%	31.0	1	3	0	0
\$30,001 - \$70,000	10	16.13%	31.5	3	6	1	0
\$70,001 - \$90,000	8	12.90%	19.0	4	4	0	0
\$90,001 - \$140,000	16	25.81%	35.5	0	12	4	0
\$140,001 - \$180,000	10	16.13%	49.5	0	6	4	0
\$180,001 - \$200,000	6	9.68%	34.0	0	4	2	0
\$200,001 and up	8	12.90%	10.5	0	3	5	0
Total Closed Units:	62		23.5	8	38	16	0.00B
Total Closed Volume:	8,634,655			455.10K	5.41M	2.77M	0.00B
Median Closed Price:	\$125,000			\$55,500	\$125,000	\$175,000	\$0



Monthly Inventory Analysis

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September 2017

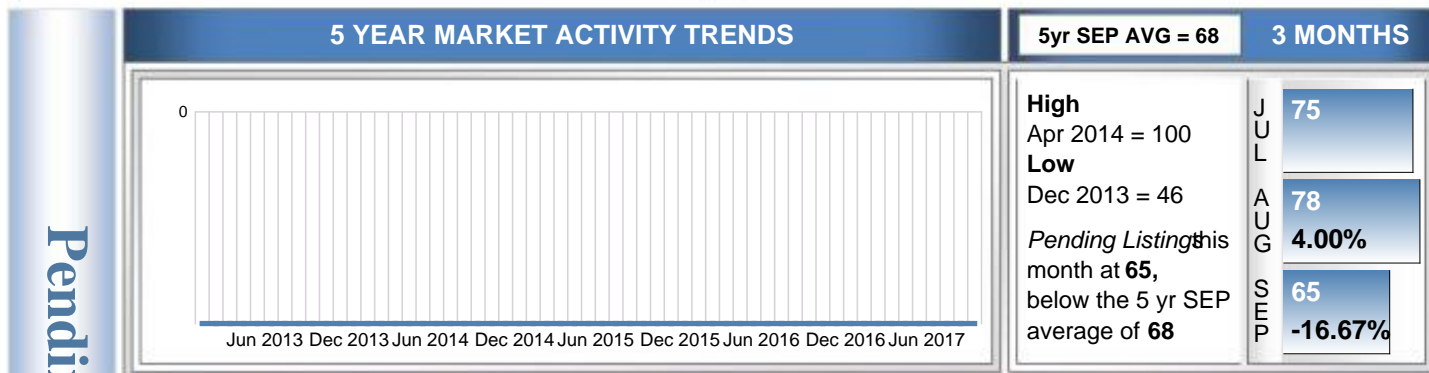
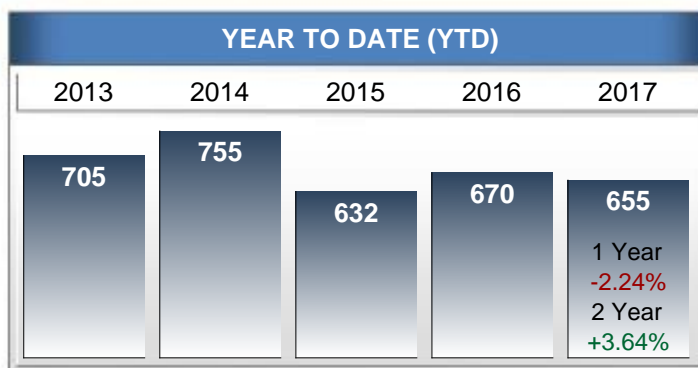
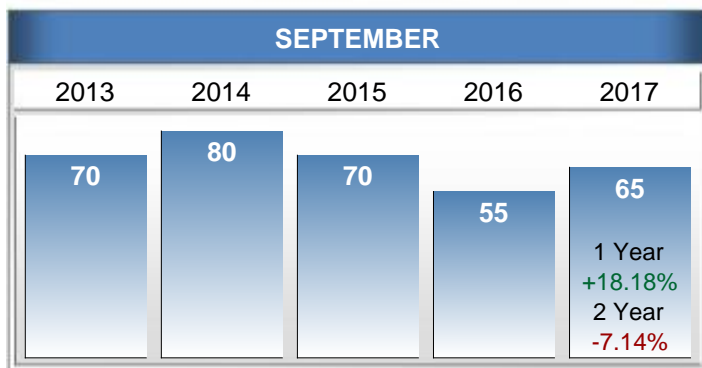
Pending Listings as of Oct 12, 2017



Pending Listings

Report Produced on: Oct 12, 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+		
\$40,000 and less	6	9.23%	20.5	1	5	0	0		
\$40,001 - \$70,000	8	12.31%	26.0	3	3	2	0		
\$70,001 - \$90,000	6	9.23%	19.5	4	2	0	0		
\$90,001 - \$140,000	20	30.77%	38.5	1	14	4	1		
\$140,001 - \$210,000	10	15.38%	12.5	1	6	3	0		
\$210,001 - \$260,000	7	10.77%	26.0	0	3	4	0		
\$260,001 and up	8	12.31%	16.5	0	1	6	1		
Total Pending Units:				65	25.0	10	34	19	2
Total Pending Volume:				9,676,299		811.05K	4.11M	4.36M	399.80K
Median Listing Price:				\$119,000		\$78,250	\$112,450	\$219,000	\$199,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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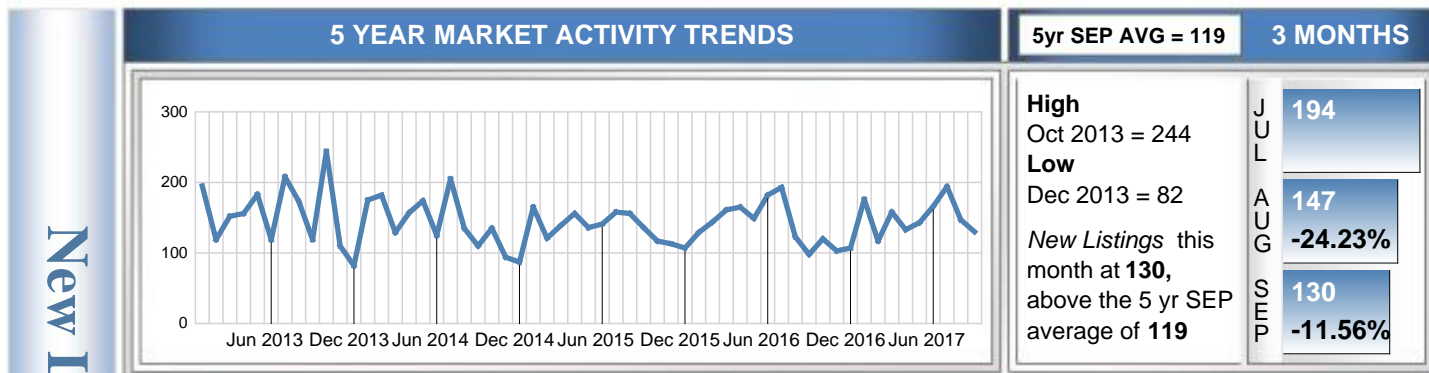
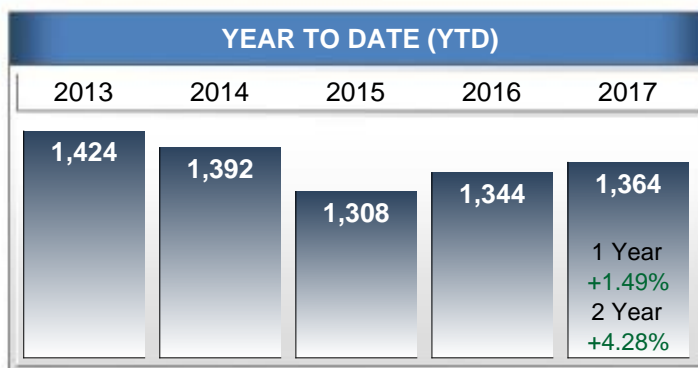
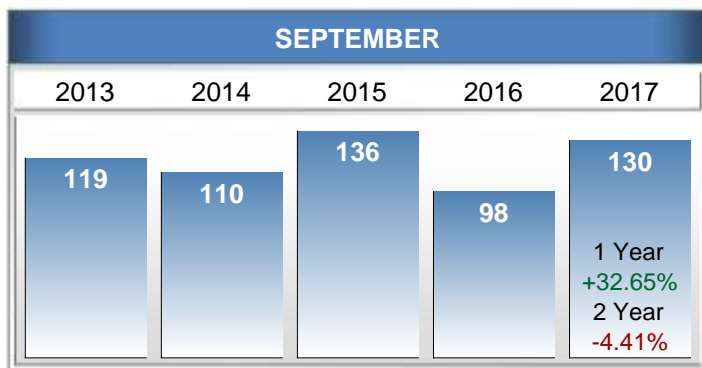
New Listings as of Oct 12, 2017



New Listings

Report Produced on: Oct 12, 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+
\$30,000 and less	8	6.15%	6	2	0	0
\$30,001 - \$70,000	22	16.92%	7	13	2	0
\$70,001 - \$90,000	14	10.77%	3	10	1	0
\$90,001 - \$150,000	37	28.46%	3	24	10	0
\$150,001 - \$230,000	20	15.38%	2	9	8	1
\$230,001 - \$390,000	16	12.31%	0	3	11	2
\$390,001 and up	13	10.00%	1	0	10	2
Total New Listed Units:			22	61	42	5
Total New Listed Volume:			1.90M	7.01M	11.32M	1.98M
Median New Listed Listing Price:			\$65,950	\$99,900	\$239,950	\$334,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

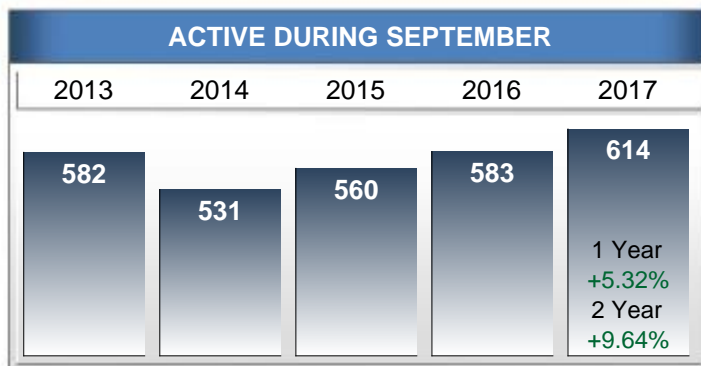
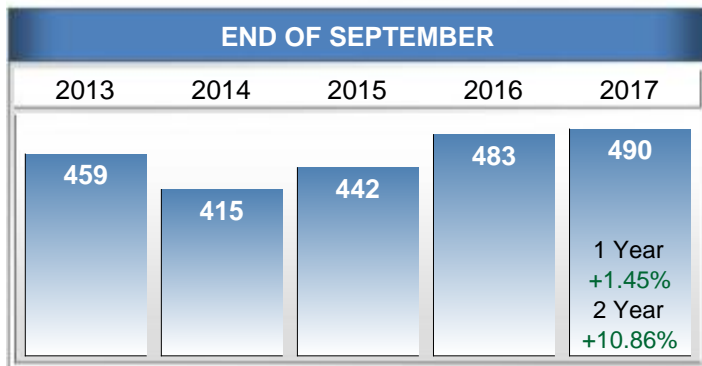
Active Inventory as of Oct 12, 2017



Active Inventory

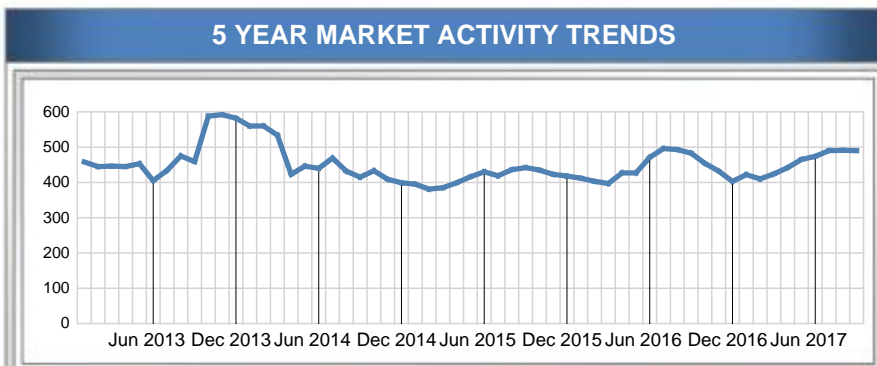
Report Produced on: Oct 12, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr SEP AVG = 458 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **490**, above the 5 yr SEP average of **458**

JUL	490
AUG	491
SEP	490
0.20%	
-0.20%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	40	8.16%	115.0	37	3	0	0		
\$20,001 \$50,000	72	14.69%	79.0	55	13	3	1		
\$50,001 \$70,000	68	13.88%	65.0	51	16	1	0		
\$70,001 \$130,000	114	23.27%	46.0	30	72	10	2		
\$130,001 \$210,000	86	17.55%	63.0	16	31	33	6		
\$210,001 \$310,000	57	11.63%	83.0	3	15	36	3		
\$310,001 and up	53	10.82%	92.0	11	8	23	11		
Total Active Inventory by Units:				490	66.0	203	158	106	23
Total Active Inventory by Volume:				77,771,516		24.89M	20.55M	25.67M	6.67M
Median Active Inventory Listing Price:				\$99,400		\$55,000	\$109,900	\$221,972	\$284,000



Monthly Inventory Analysis

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September 2017

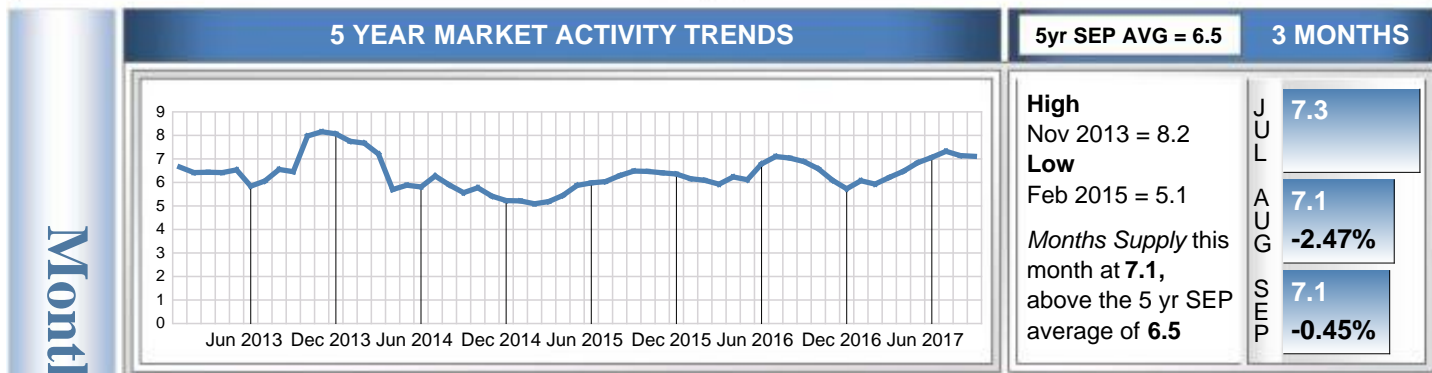
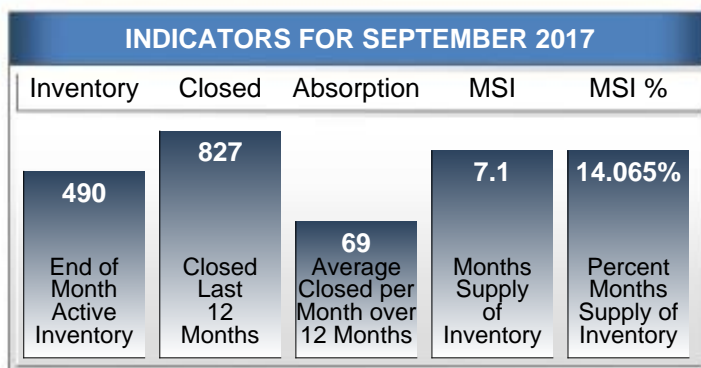
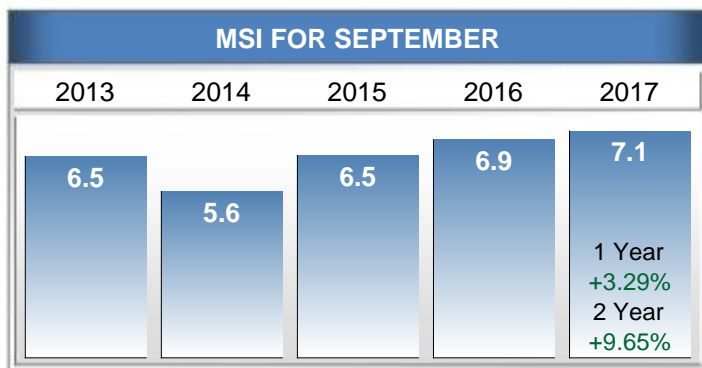
Active Inventory as of Oct 12, 2017



Months Supply of Inventory

Report Produced on: Oct 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	40	8.16%	17.1	40.4	2.3	0.0	0.0	
\$20,001 \$50,000	72	14.69%	10.5	17.4	4.1	6.0	0.0	
\$50,001 \$70,000	68	13.88%	9.1	20.4	3.3	6.0	0.0	
\$70,001 \$130,000	114	23.27%	4.8	11.6	4.2	2.7	24.0	
\$130,001 \$210,000	86	17.55%	4.9	24.0	3.8	4.3	6.5	
\$210,001 \$310,000	57	11.63%	7.5	12.0	10.0	7.1	4.0	
\$310,001 and up	53	10.82%	14.8	66.0	13.7	10.6	16.5	
MSI:	7.1			19.8	4.3	5.5	9.5	
Total Active Inventory:	490			203	158	106	23	



Monthly Inventory Analysis

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September 2017

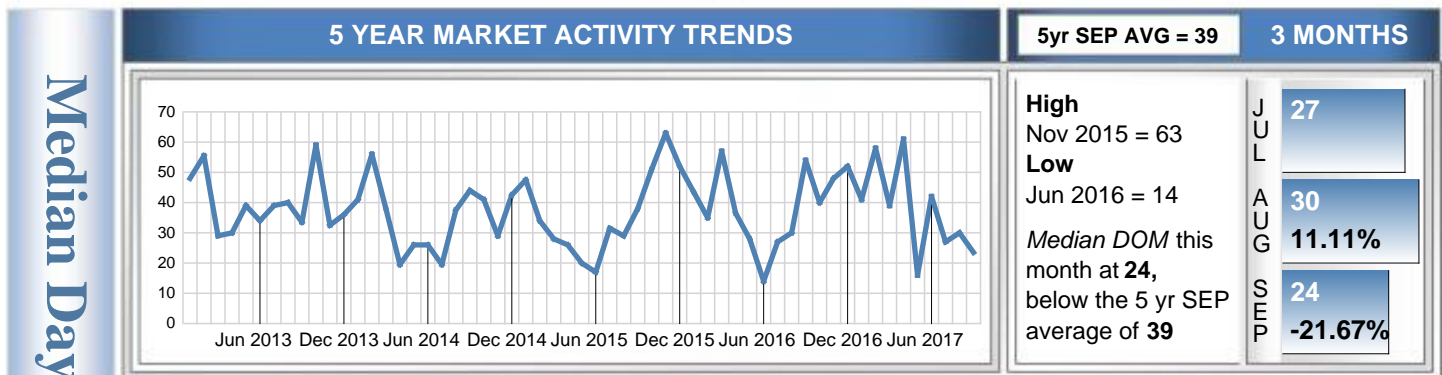
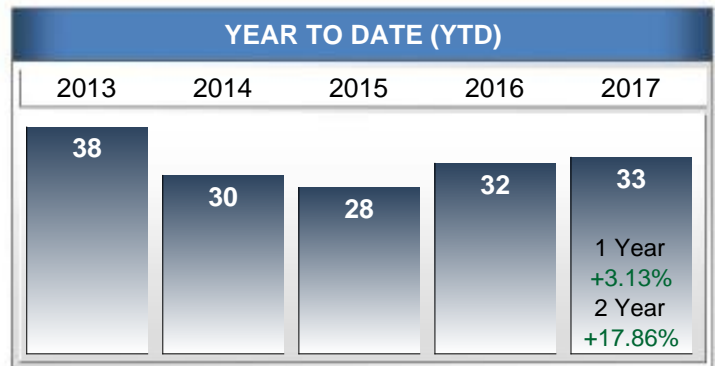
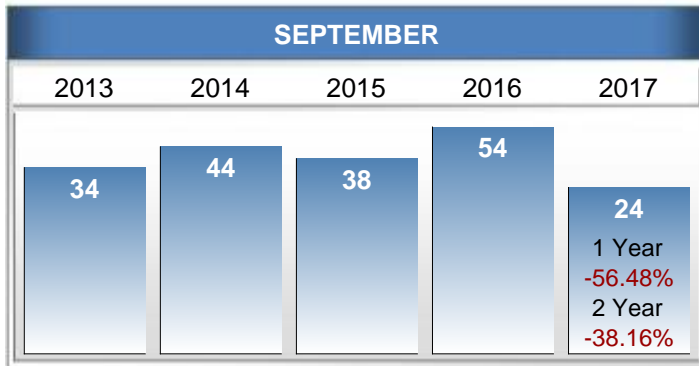
Closed Sales as of Oct 12, 2017



Median Days on Market to Sale

Report Produced on: Oct 12, 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	4			6.45%	31.0	43.0	19.0	0.0	0.0
\$30,001 - \$70,000	10			16.13%	31.5	42.0	34.5	18.0	0.0
\$70,001 - \$90,000	8			12.90%	19.0	19.0	20.0	0.0	0.0
\$90,001 - \$140,000	16			25.81%	35.5	0.0	38.5	35.5	0.0
\$140,001 - \$180,000	10			16.13%	49.5	0.0	49.5	44.0	0.0
\$180,001 - \$200,000	6			9.68%	34.0	0.0	34.0	70.0	0.0
\$200,001 and up	8			12.90%	10.5	0.0	5.0	13.0	0.0
Median Closed DOM:					23.5	21.5	22.5	28.0	0.0
Total Closed Units:					62	8	38	16	
Total Closed Volume:					8,634,655	455.10K	5.41M	2.77M	0.00B



Monthly Inventory Analysis

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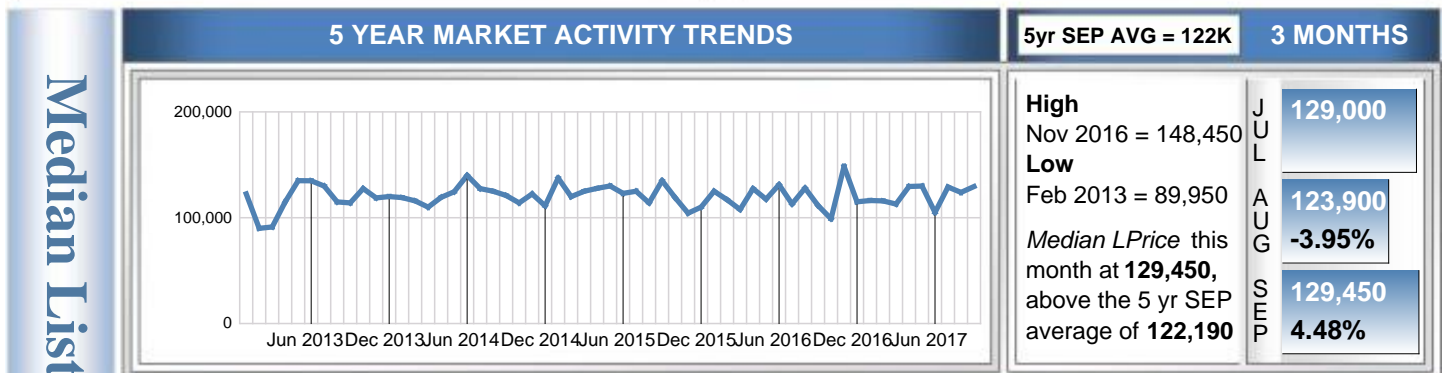
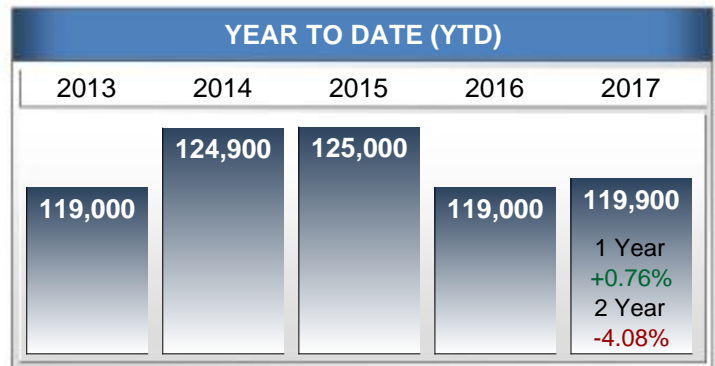
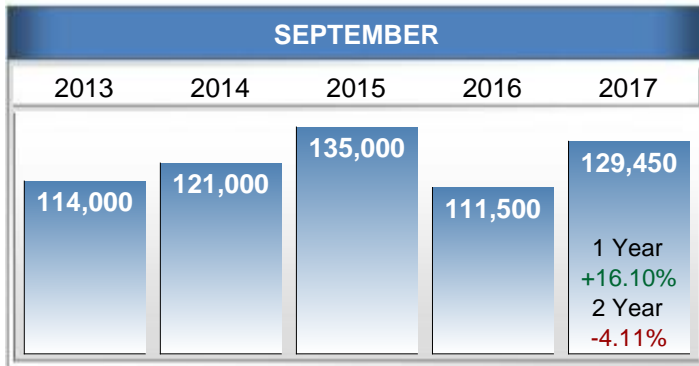
Closed Sales as of Oct 12, 2017



Median List Price at Closing

Report Produced on: Oct 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	2		3.23%	24,950	0	24,950	0	0
\$30,001 - \$70,000	13		20.97%	55,000	41,000	59,995	42,000	0
\$70,001 - \$90,000	6		9.68%	80,700	81,500	79,900	0	0
\$90,001 - \$140,000	16		25.81%	125,000	0	127,000	125,000	0
\$140,001 - \$180,000	11		17.74%	159,900	0	159,900	155,000	0
\$180,001 - \$200,000	6		9.68%	193,450	0	189,900	197,000	0
\$200,001 and up	8		12.90%	269,500	0	600,000	264,000	0
Median List Price:		\$129,450			\$59,450	\$129,450	\$178,500	\$0
Total Closed Units:		62			8	38	16	
Total List Volume:		8,857,995			478.70K	5.54M	2.84M	0.00B



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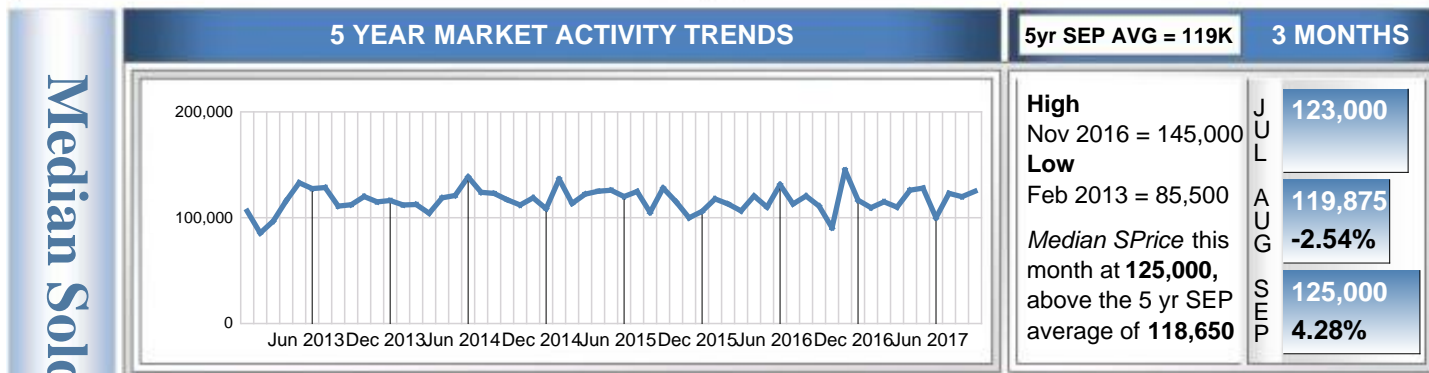
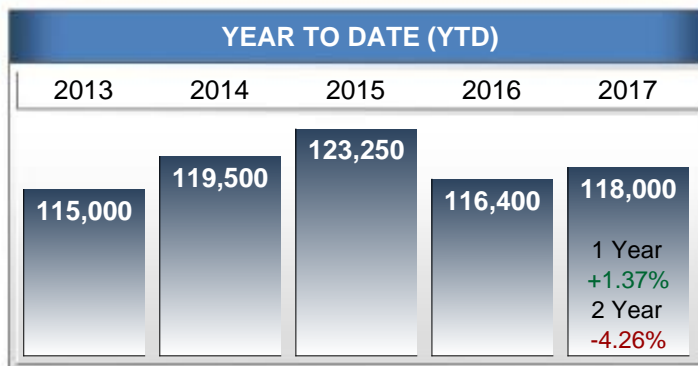
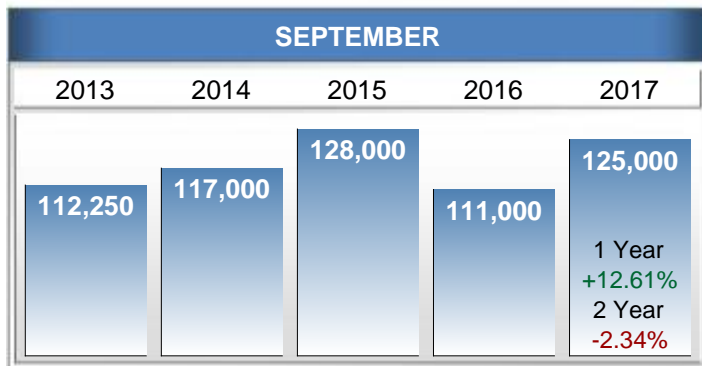
Closed Sales as of Oct 12, 2017



Median Sold Price at Closing

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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	4		6.45%	28,250	29,000	27,500	0	0
\$30,001 - \$70,000	10		16.13%	49,000	39,000	61,250	39,000	0
\$70,001 - \$90,000	8		12.90%	80,700	79,250	83,450	0	0
\$90,001 - \$140,000	16		25.81%	124,000	0	125,000	122,500	0
\$140,001 - \$180,000	10		16.13%	151,500	0	149,500	161,000	0
\$180,001 - \$200,000	6		9.68%	185,000	0	185,000	187,500	0
\$200,001 and up	8		12.90%	264,000	0	600,000	260,000	0
Median Closed Price:	\$125,000				\$55,500	\$125,000	\$175,000	\$0
Total Closed Units:	62				8	38	16	
Total Closed Volume:	8,634,655				455.10K	5.41M	2.77M	0.00B



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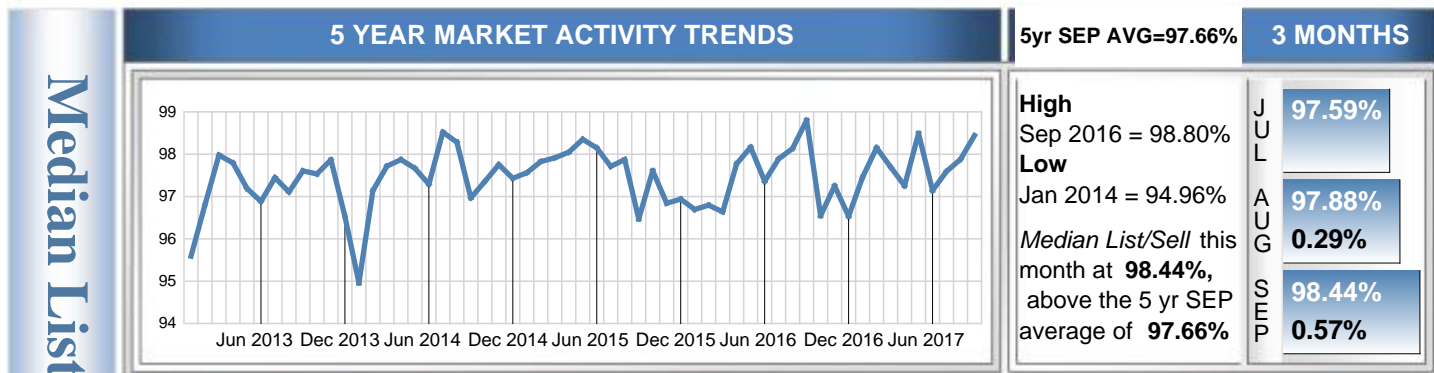
Closed Sales as of Oct 12, 2017



Median Percent of List Price to Selling 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	4	6.45%	91.55%	83.09%	100.00%	0.00%	0.00%
\$30,001 - \$70,000	10	16.13%	93.99%	81.25%	97.00%	92.86%	0.00%
\$70,001 - \$90,000	8	12.90%	100.00%	101.50%	99.44%	0.00%	0.00%
\$90,001 - \$140,000	16	25.81%	98.66%	0.00%	98.47%	99.20%	0.00%
\$140,001 - \$180,000	10	16.13%	98.24%	0.00%	98.24%	98.39%	0.00%
\$180,001 - \$200,000	6	9.68%	100.00%	0.00%	100.00%	98.98%	0.00%
\$200,001 and up	8	12.90%	98.17%	0.00%	100.00%	97.58%	0.00%
Median List/Sell Ratio:	98.44%			95.75%	98.91%	98.18%	0.00%
Total Closed Units:	62			8	38	16	
Total Closed Volume:	8,634,655			455.10K	5.41M	2.77M	0.00B

Median List/Sell Price

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Monthly Inventory Analysis

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September 2017

Inventory as of Oct 12, 2017



Market Summary

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

Active Inventory as of September 30, 2017 = 490

	SEPTEMBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	60	62	3.33%	651	634	-2.61%
Pending Sales	55	65	18.18%	670	655	-2.24%
New Listings	98	130	32.65%	1,344	1,364	1.49%
Median List Price	111,500	129,450	16.10%	119,000	119,900	0.76%
Median Sale Price	111,000	125,000	12.61%	116,400	118,000	1.37%
Median Percent of List Price to Selling Price	98.80%	98.44%	-0.36%	97.72%	97.83%	0.11%
Median Days on Market to Sale	54.00	23.50	-56.48%	32.00	33.00	3.13%
Monthly Inventory	483	490	1.45%	483	490	1.45%
Months Supply of Inventory	6.88	7.11	3.29%	6.88	7.11	3.29%

