



# July 2016

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

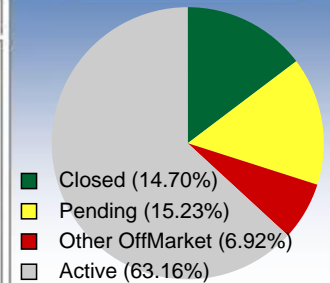


**Absorption:** Last 12 months, an Average of **1,149** Sales/Month

**Active Inventory** as of July 31, 2016 = **5,763**

	JULY		
	2015	2016	+/-%
Closed Listings	1,418	1,341	-5.43%
Pending Listings	1,346	1,390	3.27%
New Listings	2,550	2,069	-18.86%
Average List Price	186,088	191,347	2.83%
Average Sale Price	181,338	186,636	2.92%
Average Percent of List Price to Selling Price	99.27%	97.51%	-1.77%
Average Days on Market to Sale	43.74	38.30	-12.45%
End of Month Inventory	5,773	5,763	-0.17%
Months Supply of Inventory	5.06	5.01	-0.84%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 16, 2016

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2016 decreased **0.17%** to 5,763 existing homes available for sale. Over the last 12 months this area has had an average of 1,149 closed sales per month. This represents an unsold inventory index of **5.01** MSI for this period.

### Average Sale Price 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 **2.92%** in July 2016 to \$186,636 versus the previous year at \$181,338.

### Average Days on Market Shortens

The average number of **38.30** days that homes spent on the market before selling decreased by 5.44 days or **12.45%** in July 2016 compared to last year's same month at **43.74** DOM.

### Sales Success for July 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 2,069 New Listings in July 2016, down **18.86%** from last year at 2,550. Furthermore, there were 1,341 Closed Listings this month versus last year at 1,418, a **-5.43%** decrease.

Closed versus Listed trends yielded a **64.8%** ratio, up from previous year's, July 2015, at **55.6%**, a **16.56%** upswing. This will certainly create pressure on a decreasing 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## July 2016

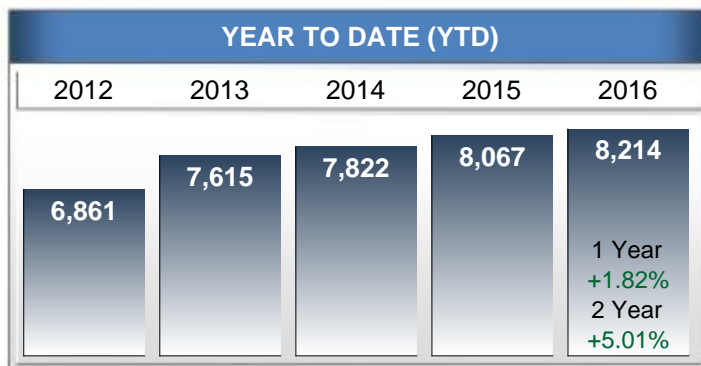
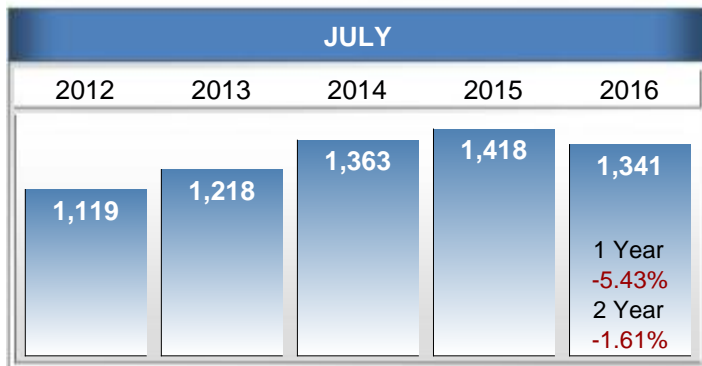
Closed Sales as of Aug 16, 2016



### Closed Listings

Report Produced on: Aug 16, 2016

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



Closed Listings  
Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



5yr JUL AVG = 1,292	3 MONTHS
<b>High</b> Jul 2015 = 1,418	MAY 1,329
<b>Low</b> Jan 2012 = 679	JUN 1,322
Closed Listing this month at <b>1,341</b> , above the 5 yr JUL average of <b>1,292</b>	JUL -0.53%
	JUL 1,341
	JUL 1.44%

#### 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	112	8.35%	45.1	58	46	8	0	
\$50,001 - \$75,000	92	6.86%	42.0	35	50	7	0	
\$75,001 - \$125,000	251	18.72%	33.1	50	178	21	2	
\$125,001 - \$175,000	342	25.50%	31.6	21	250	64	7	
\$175,001 - \$225,000	191	14.24%	37.9	8	94	83	6	
\$225,001 - \$325,000	202	15.06%	43.9	6	65	113	18	
\$325,001 and up	151	11.26%	47.8	2	26	92	31	
Total Closed Units: 1,341				38.3	180	709	388	64
Total Closed Volume: 250,279,122					16.02M	108.25M	99.00M	27.01M
Average Closed Price: \$186,636					\$88,987	\$152,683	\$255,144	\$422,091



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

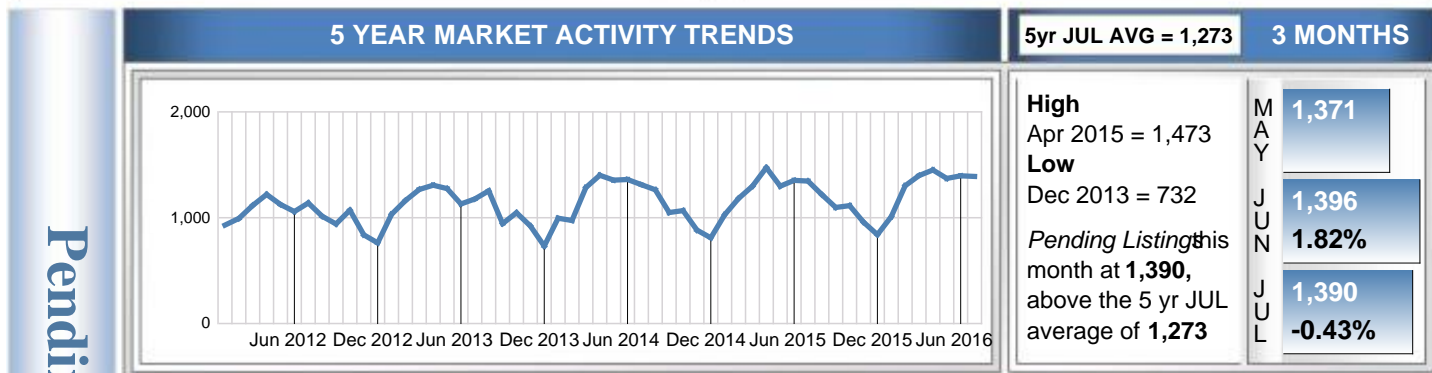
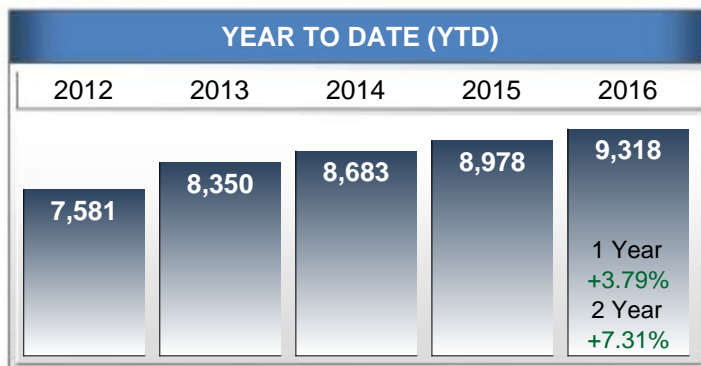
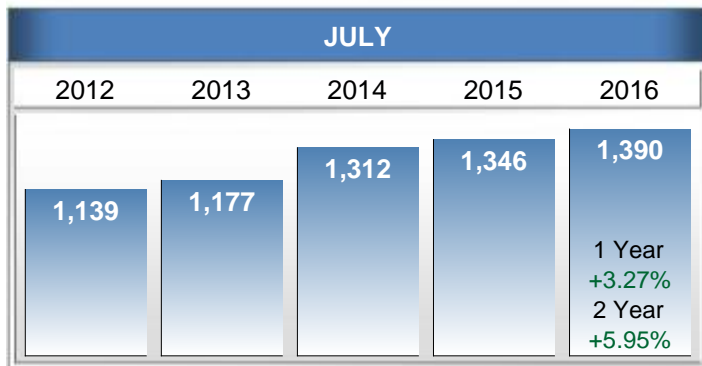
Pending Listings as of Aug 16, 2016



### Pending Listings

Report Produced on: Aug 16, 2016

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



Pending Listings  
Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	139	10.00%	41.6	78	50	11	0	
\$50,001 - \$75,000	89	6.40%	46.6	32	51	5	1	
\$75,001 - \$125,000	267	19.21%	46.5	46	187	32	2	
\$125,001 - \$175,000	376	27.05%	36.4	23	293	57	3	
\$175,001 - \$225,000	178	12.81%	38.6	14	90	66	8	
\$225,001 - \$325,000	192	13.81%	54.3	8	58	108	18	
\$325,001 and up	149	10.72%	53.8	4	31	85	29	
Total Pending Units: 1,390				41.9	205	760	364	61
Total Pending Volume: 256,260,609					18.53M	114.51M	95.65M	27.57M
Average Listing Price: \$153,292					\$90,411	\$150,670	\$262,765	\$451,977



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

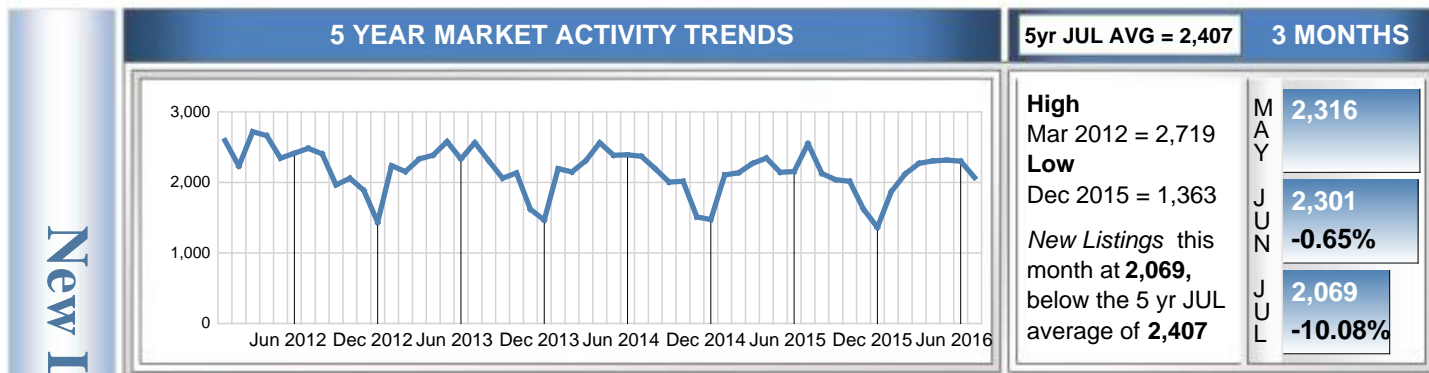
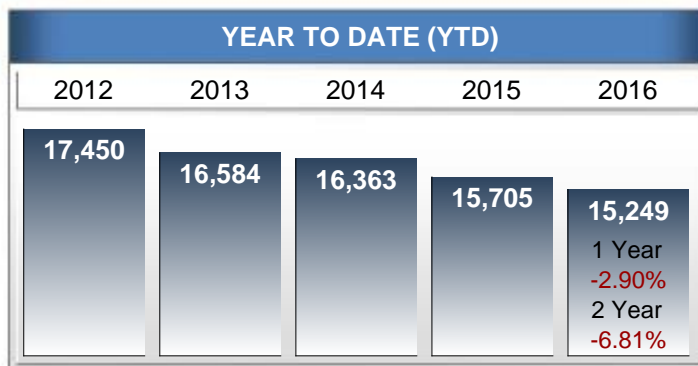
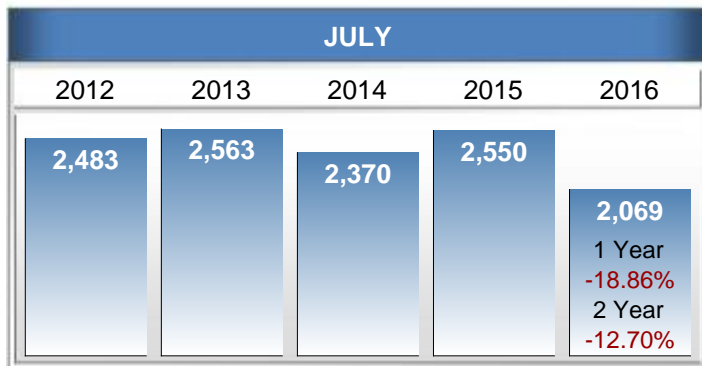
New Listings as of Aug 16, 2016



### New Listings

Report Produced on: Aug 16, 2016

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



New Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	70	3.38%	54	11	5	0
\$25,001 - \$75,000	317	15.32%	189	113	15	0
\$75,001 - \$125,000	302	14.60%	76	205	21	0
\$125,001 - \$175,000	459	22.18%	31	346	77	5
\$175,001 - \$275,000	445	21.51%	39	204	181	21
\$275,001 - \$400,000	257	12.42%	23	60	143	31
\$400,001 and up	219	10.58%	20	24	110	65
<b>Total New Listed Units:</b>	<b>2,069</b>		<b>432</b>	<b>963</b>	<b>552</b>	<b>122</b>
<b>Total New Listed Volume:</b>	<b>467,451,672</b>		<b>62.99M</b>	<b>157.18M</b>	<b>173.98M</b>	<b>73.30M</b>
<b>Average New Listed Listing Price:</b>	<b>\$156,628</b>		<b>\$145,805</b>	<b>\$163,219</b>	<b>\$315,185</b>	<b>\$600,830</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

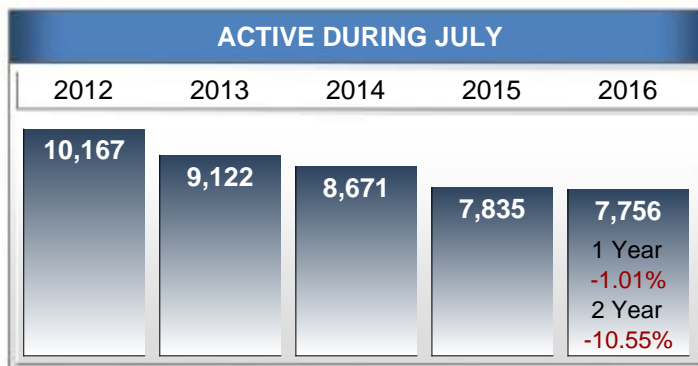
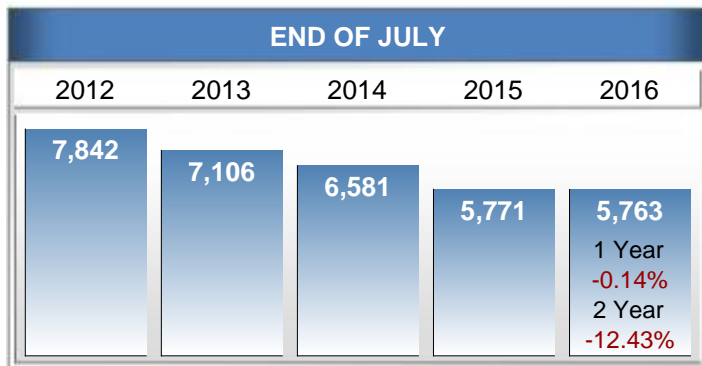
Active Inventory as of Aug 16, 2016



### Active Inventory

Report Produced on: Aug 16, 2016

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



Active Inventory

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



**5yr JUL AVG = 6,613**    **3 MONTHS**

**High**  
Aug 2012 = 7,998

**Low**  
Feb 2016 = 5,036

*Inventory* this month at **5,763**, below the 5 yr JUL average of **6,613**

MAY	5,451
JUN	5,726
JUL	5,763
JUL	5,763
JUL	0.65%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	370	6.42%	102.4	344	19	7	0		
\$25,001 \$50,000	528	9.16%	71.7	432	83	12	1		
\$50,001 \$125,000	1,147	19.90%	70.9	453	611	77	6		
\$125,001 \$225,000	1,425	24.73%	61.0	223	769	408	25		
\$225,001 \$325,000	934	16.21%	72.3	97	279	463	95		
\$325,001 \$525,000	753	13.07%	75.5	78	117	432	126		
\$525,001 and up	606	10.52%	81.8	105	56	243	202		
Total Active Inventory by Units:				5,763	72.5	1,732	1,934	1,642	455
Total Active Inventory by Volume:				1,547,389,427		312.61M	350.27M	582.77M	301.74M
Average Active Inventory Listing Price:				\$268,504		\$180,490	\$181,113	\$354,917	\$663,154



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

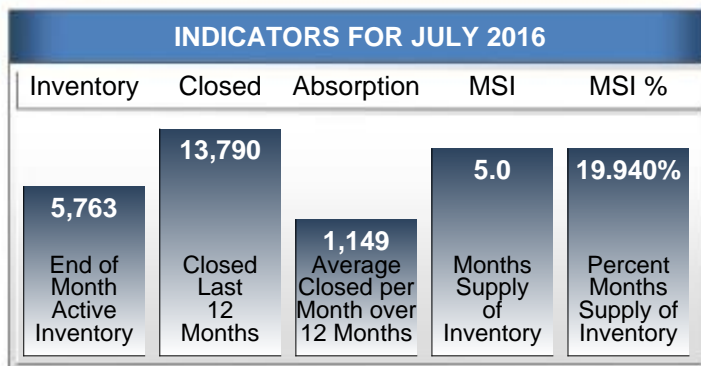
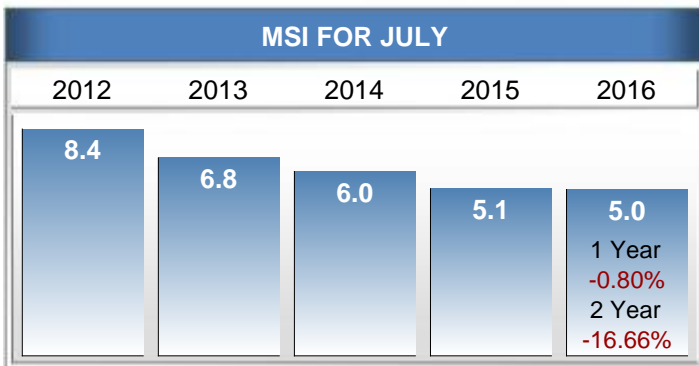
Active Inventory as of Aug 16, 2016



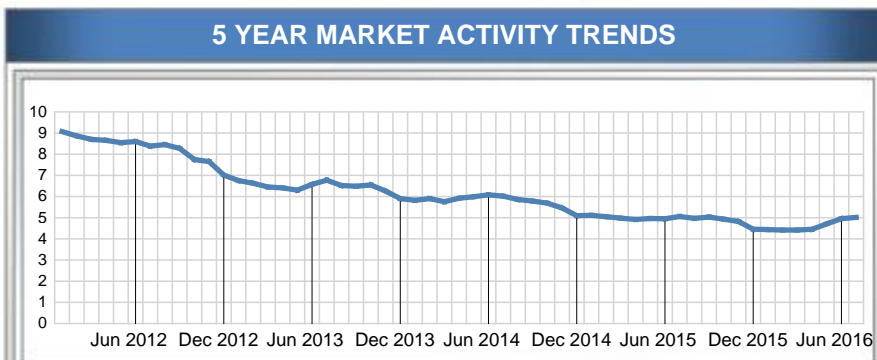
### Months Supply of Inventory

Report Produced on: Aug 16, 2016

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



Months Supply  
Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



5yr JUL AVG = 6.2	3 MONTHS
<b>High</b> Jan 2012 = 9.1	MAY 4.7
<b>Low</b> Feb 2016 = 4.4	JUN 5.0
Months Supply this month at 5.0, below the 5 yr JUL average of 6.2	JUL 5.20%
	JUL 5.0
	JUL 1.21%

#### 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	370	6.42%	8.4	12.5	1.4	2.9	0.0
\$25,001 \$50,000	528	9.16%	6.5	11.6	2.2	2.3	2.0
\$50,001 \$125,000	1,147	19.90%	3.5	6.3	2.7	2.6	3.0
\$125,001 \$225,000	1,425	24.73%	3.2	8.5	2.7	3.6	3.1
\$225,001 \$325,000	934	16.21%	6.2	15.9	5.2	6.0	7.2
\$325,001 \$525,000	753	13.07%	9.4	28.4	7.5	8.9	9.8
\$525,001 and up	606	10.52%	21.9	66.3	14.3	18.5	22.4
MSI:			5.0	10.0	3.0	5.6	9.9
Total Active Inventory:			5,763	1,732	1,934	1,642	455



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

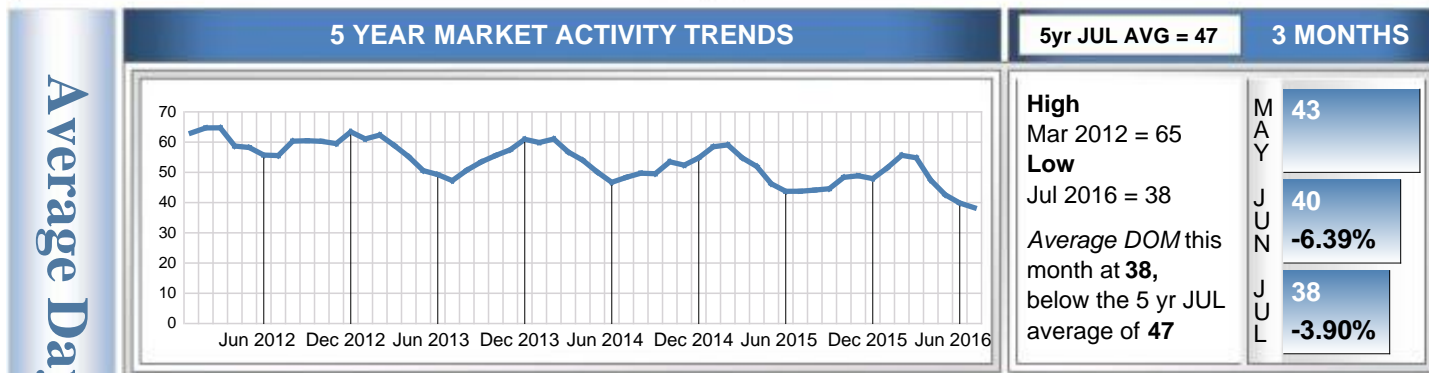
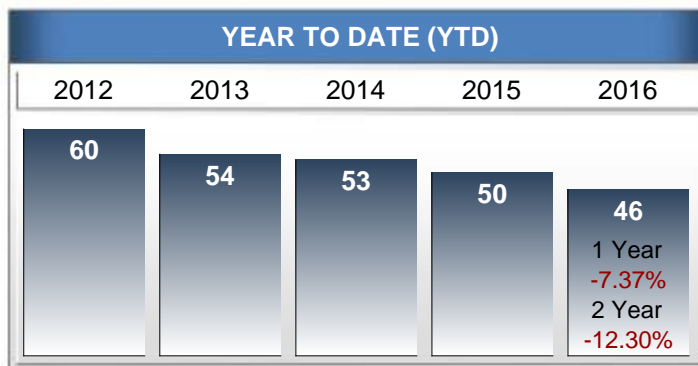
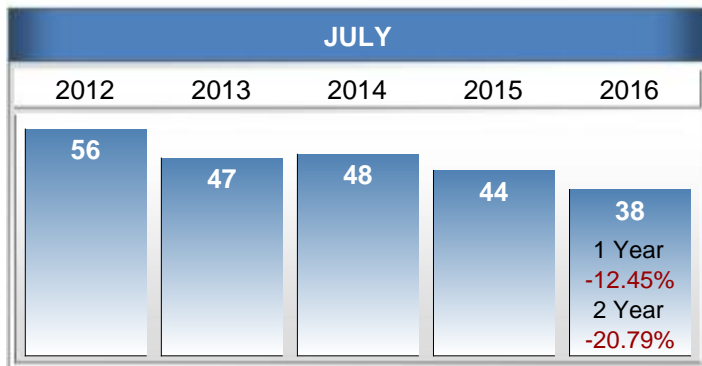
Closed Sales as of Aug 16, 2016



### Average Days on Market to Sale

Report Produced on: Aug 16, 2016

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



Average Days on Market

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	112	8.35%	45.1	55.5	33.4	36.5	0.0
\$50,001 - \$75,000	92	6.86%	42.0	49.2	35.0	55.6	0.0
\$75,001 - \$125,000	251	18.72%	33.1	40.4	30.6	33.1	71.0
\$125,001 - \$175,000	342	25.50%	31.6	39.5	30.4	32.8	39.9
\$175,001 - \$225,000	191	14.24%	37.9	39.1	35.1	41.0	38.0
\$225,001 - \$325,000	202	15.06%	43.9	28.5	37.0	47.1	53.9
\$325,001 and up	151	11.26%	47.8	35.5	42.6	48.2	51.9
Average Closed DOM: 38.3				46.4	32.7	42.9	50.5
Total Closed Units: 1,341				180	709	388	64
Total Closed Volume: 250,279,122				16.02M	108.25M	99.00M	27.01M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

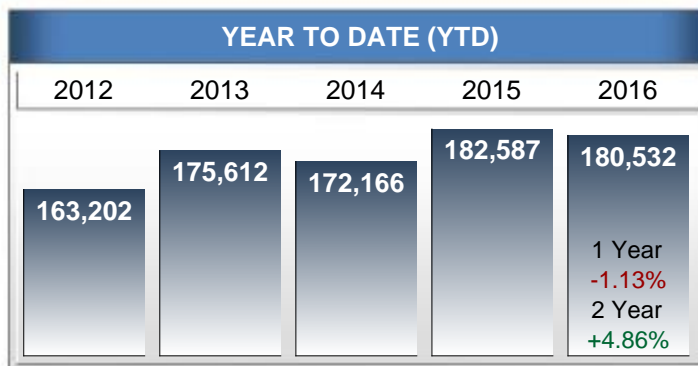
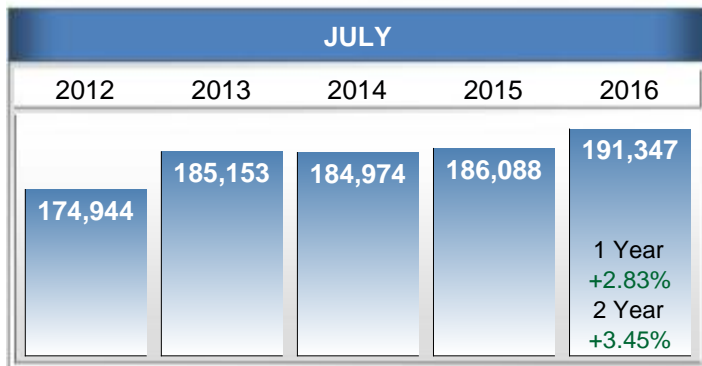
Closed Sales as of Aug 16, 2016



### Average List Price at Closing

Report Produced on: Aug 16, 2016

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



Average List Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



5yr JUL AVG = 185K	3 MONTHS
<b>High</b> Jun 2015 = 201,853	MAY <b>185,976</b>
<b>Low</b> Jan 2012 = 143,774	JUN <b>187,885</b>
Average LPrice this month at <b>191,347</b> , above the 5 yr JUL average of <b>184,501</b>	JUL <b>191,347</b>
	JUL <b>1.84%</b>
	JUN <b>1.03%</b>

#### 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	105	7.83%	30,855	30,375	35,048	35,100	0
\$50,001 - \$75,000	94	7.01%	64,663	66,339	67,051	63,343	0
\$75,001 - \$125,000	240	17.90%	102,535	101,827	106,339	102,110	101,200
\$125,001 - \$175,000	343	25.58%	150,467	154,467	150,947	158,447	146,186
\$175,001 - \$225,000	198	14.77%	199,897	205,225	201,857	203,026	210,267
\$225,001 - \$325,000	202	15.06%	270,025	301,150	268,037	274,337	291,878
\$325,001 and up	159	11.86%	483,874	572,950	492,911	434,485	650,552
Average List Price:	\$191,347			\$94,519	\$156,336	\$259,879	\$436,066
Total Closed Units:	1,341			180	709	388	64
Total List Volume:	256,596,966			17.01M	110.84M	100.83M	27.91M





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

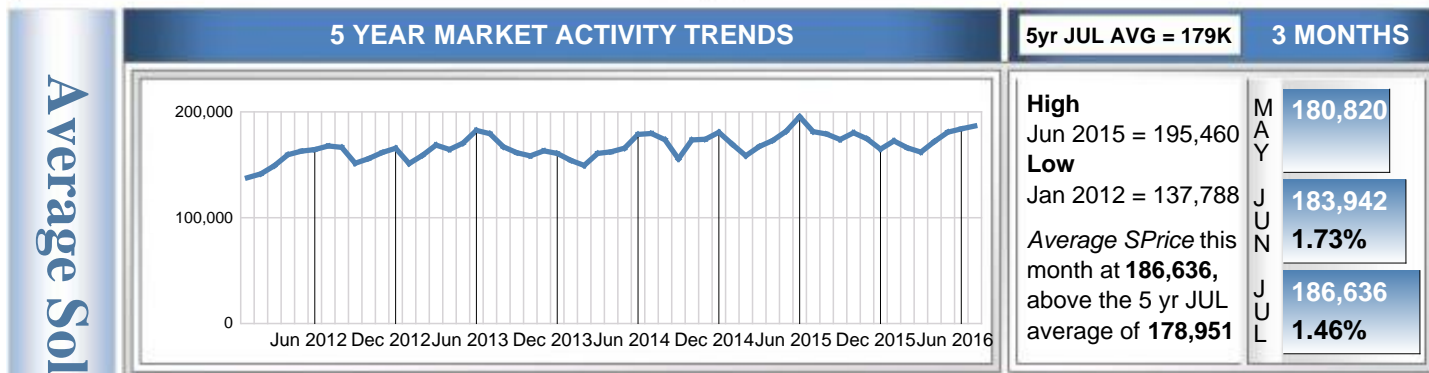
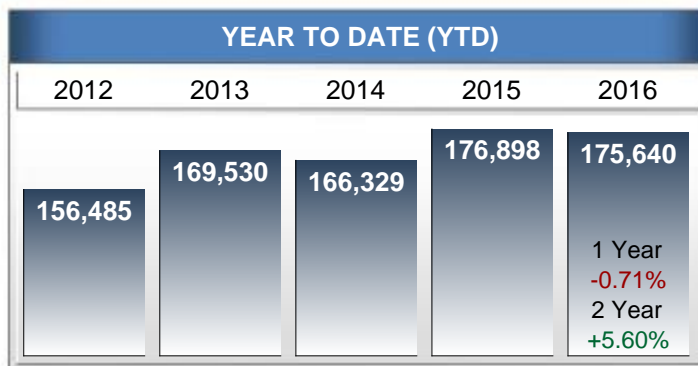
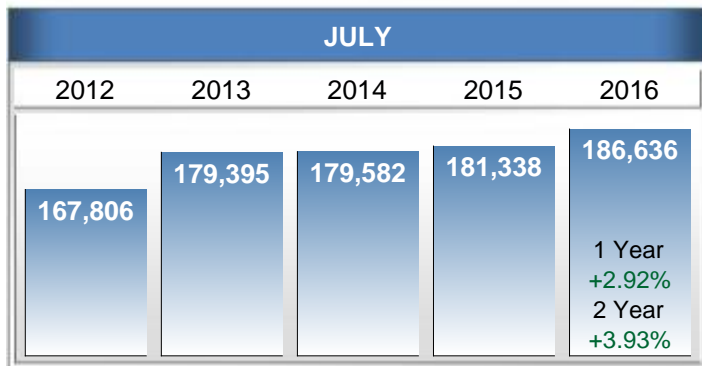
Closed Sales as of Aug 16, 2016



### Average Sold Price at Closing

Report Produced on: Aug 16, 2016

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



Average Sold Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

#### 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	112	8.35%	30,256	27,421	33,666	31,196	0
\$50,001 - \$75,000	92	6.86%	63,796	61,775	64,974	65,487	0
\$75,001 - \$125,000	251	18.72%	101,843	98,387	102,859	101,759	98,700
\$125,001 - \$175,000	342	25.50%	150,155	149,062	149,241	155,143	140,486
\$175,001 - \$225,000	191	14.24%	199,019	197,188	198,113	199,537	208,500
\$225,001 - \$325,000	202	15.06%	268,361	281,833	262,325	268,489	284,861
\$325,001 and up	151	11.26%	476,052	473,450	467,752	427,400	627,565
Average Closed Price: \$186,636				\$88,987	\$152,683	\$255,144	\$422,091
Total Closed Units: 1,341				180	709	388	64
Total Closed Volume: 250,279,122				16.02M	108.25M	99.00M	27.01M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

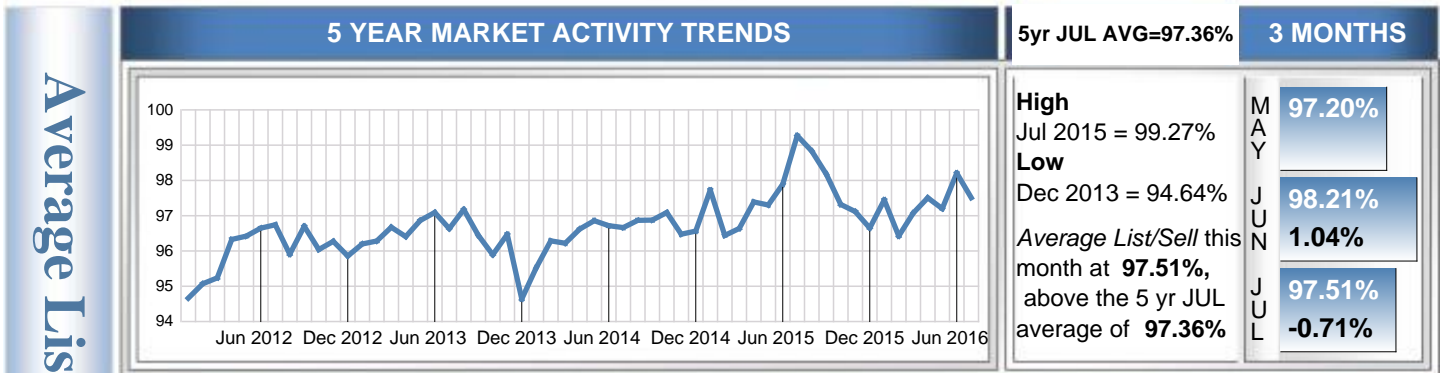
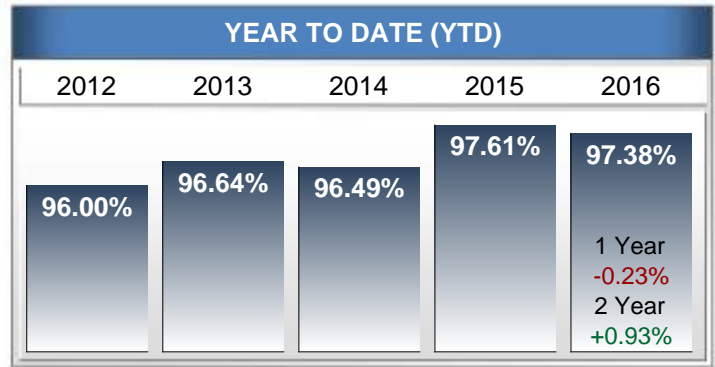
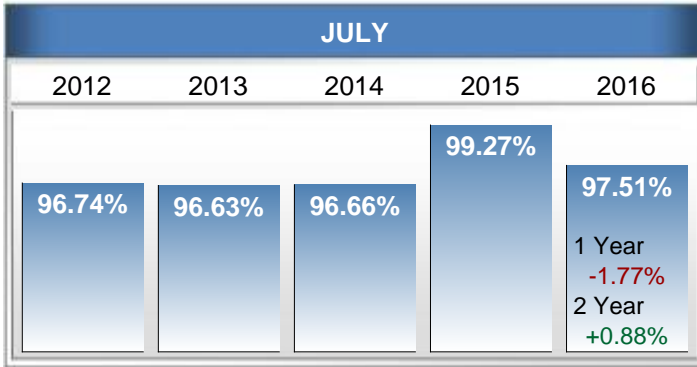
Closed Sales as of Aug 16, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Aug 16, 2016

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



Average List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	112	8.35%	93.43%	90.28%	97.74%	91.44%	0.00%
\$50,001-\$75,000	92	6.86%	96.60%	93.73%	97.57%	104.03%	0.00%
\$75,001-\$125,000	251	18.72%	97.45%	96.88%	97.35%	99.69%	97.14%
\$125,001-\$175,000	342	25.50%	98.57%	96.59%	98.94%	98.03%	96.17%
\$175,001-\$225,000	191	14.24%	98.23%	96.20%	98.21%	98.38%	99.16%
\$225,001-\$325,000	202	15.06%	97.93%	93.82%	98.09%	98.08%	97.79%
\$325,001 and up	151	11.26%	97.31%	87.64%	94.99%	98.62%	96.00%
Average List/Sell Ratio: 97.50%				93.87%	98.05%	98.32%	96.86%
Total Closed Units: 1,341				180	709	388	64
Total Closed Volume: 250,279,122				16.02M	108.25M	99.00M	27.01M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

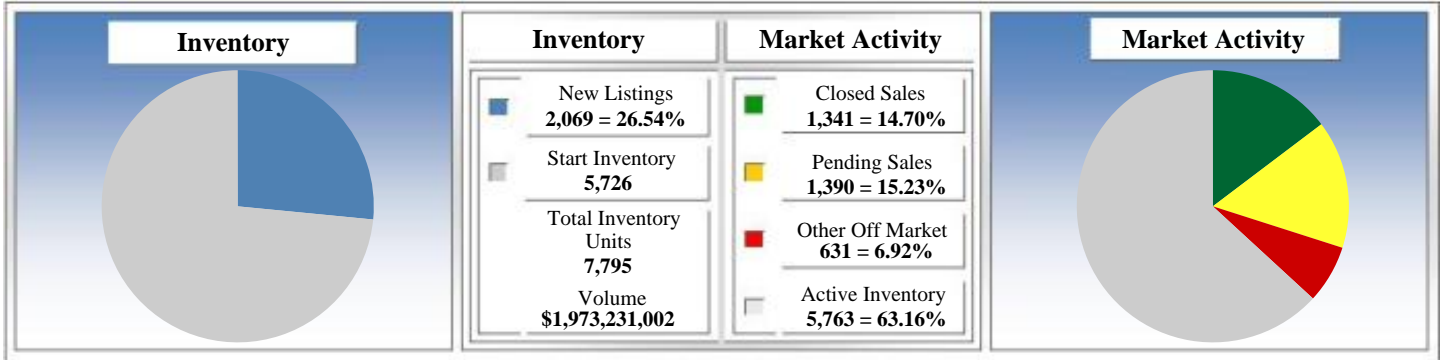
Inventory as of Aug 16, 2016



### Market Summary

Report Produced on: Aug 16, 2016

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



**Absorption:** Last 12 months, an Average of **1,149** Sales/Month

**Active Inventory** as of July 31, 2016 = **5,763**

	JULY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	1,418	1,341	-5.43%	8,067	8,214	1.82%
Pending Sales	1,346	1,390	3.27%	8,978	9,318	3.79%
New Listings	2,550	2,069	-18.86%	15,705	15,249	-2.90%
Average List Price	186,088	191,347	2.83%	182,587	180,532	-1.13%
Average Sale Price	181,338	186,636	2.92%	176,898	175,640	-0.71%
Average Percent of List Price to Selling Price	99.27%	97.51%	-1.77%	97.61%	97.38%	-0.23%
Average Days on Market to Sale	43.74	38.30	-12.45%	50.00	46.31	-7.37%
Monthly Inventory	5,773	5,763	-0.17%	5,773	5,763	-0.17%
Months Supply of Inventory	5.06	5.01	-0.84%	5.06	5.01	-0.84%

