



# September 2016

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

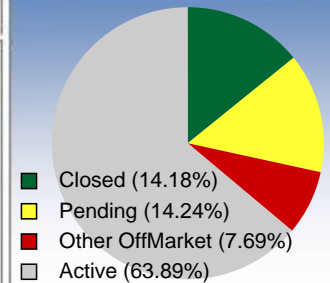


**Absorption:** Last 12 months, an Average of **1,170** Sales/Month

**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%
Median List Price	150,000	155,000	3.33%
Median Sale Price	147,600	152,000	2.98%
Median Percent of List Price to Selling Price	98.15%	98.64%	0.50%
Median Days on Market to Sale	29.50	27.00	-8.47%
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.

### 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 **2.98%** in September 2016 to \$152,000 versus the previous year at \$147,600.

### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 2.50 days or **8.47%** in September 2016 compared to last year's same month at **29.50** DOM.

### Sales Success for September 2016 is Positive

Overall, with Median 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.

## 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>
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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?

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®

## September 2016

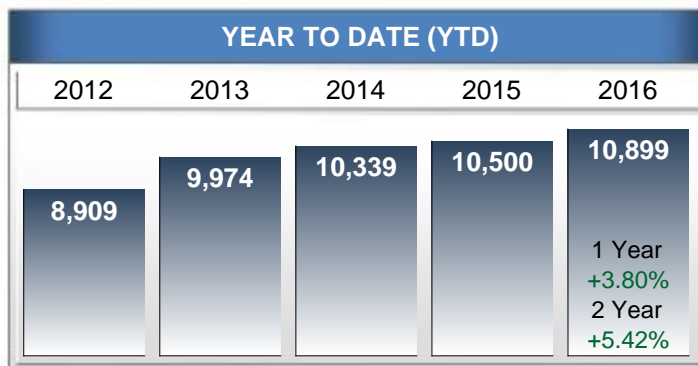
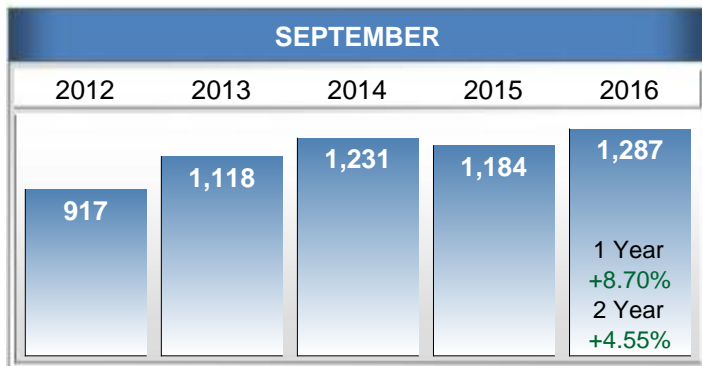
Closed Sales as of Oct 11, 2016



### 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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5yr SEP AVG = 1,147		3 MONTHS	
<b>High</b>	Jul 2015 = 1,420	JUL	1,345
<b>Low</b>	Jan 2012 = 679	AUG	1,380
Closed Listings this month at <b>1,287</b> , above the 5 yr SEP average of <b>1,147</b>		SEP	1,287
			<b>-6.74%</b>

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	131	10.18%	23.0	76	50	5	0
\$50,001 - \$75,000	95	7.38%	27.0	41	49	4	1
\$75,001 - \$125,000	256	19.89%	24.0	57	170	28	1
\$125,001 - \$175,000	318	24.71%	19.0	19	240	58	1
\$175,001 - \$225,000	183	14.22%	28.0	10	103	64	6
\$225,001 - \$300,000	170	13.21%	47.5	9	53	89	19
\$300,001 and up	134	10.41%	37.0	5	31	77	21
Total Closed Units: 1,287				217	696	325	49
Total Closed Volume: 227,454,453				20.09M	104.95M	85.30M	17.12M
Median Closed Price: \$152,000				\$70,000	\$141,000	\$229,500	\$280,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

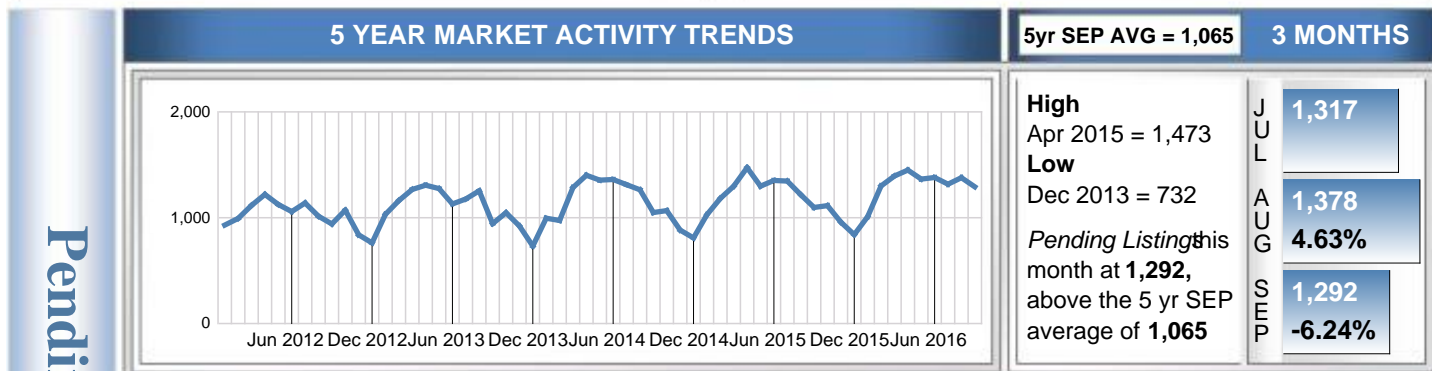
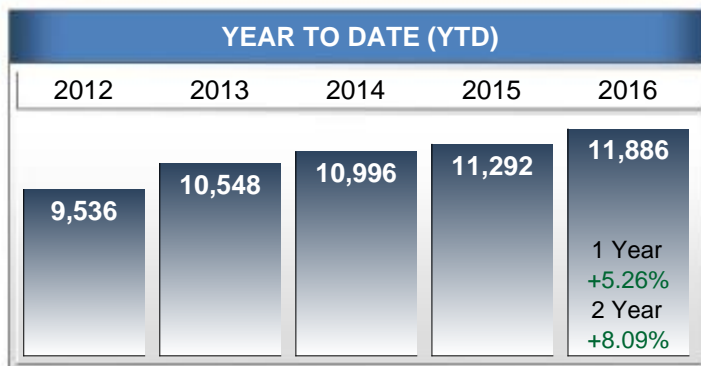
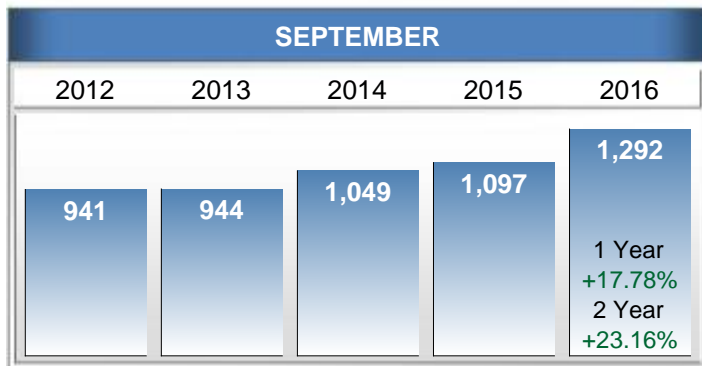
Pending Listings as of Oct 11, 2016



### 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	117	9.06%	29.0	69	39	9	0
\$50,001 - \$75,000	94	7.28%	35.5	31	61	2	0
\$75,001 - \$125,000	250	19.35%	23.5	50	174	24	2
\$125,001 - \$175,000	324	25.08%	22.0	22	246	53	3
\$175,001 - \$225,000	178	13.78%	29.5	12	96	67	3
\$225,001 - \$325,000	195	15.09%	48.0	13	64	100	18
\$325,001 and up	134	10.37%	51.5	4	28	70	32
Total Pending Units: 1,292				201	708	325	58
Total Pending Volume: 250,367,399				20.33M	109.31M	85.21M	35.51M
Median Listing Price: \$154,000				\$78,000	\$139,900	\$229,900	\$339,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

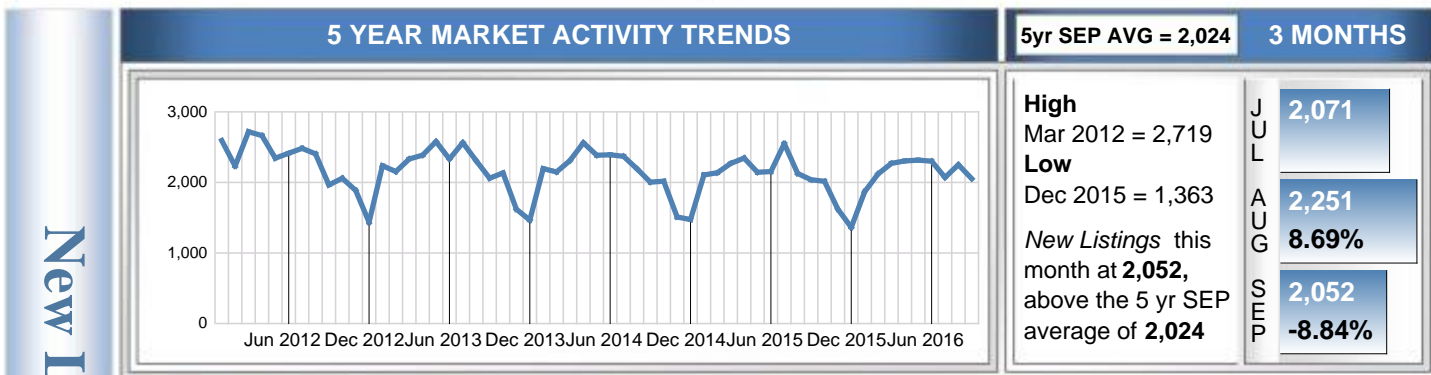
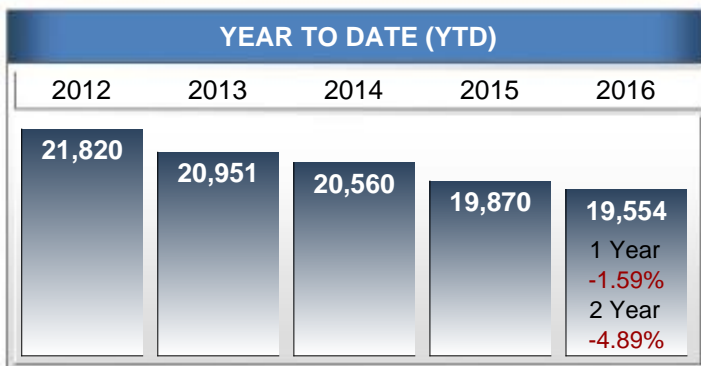
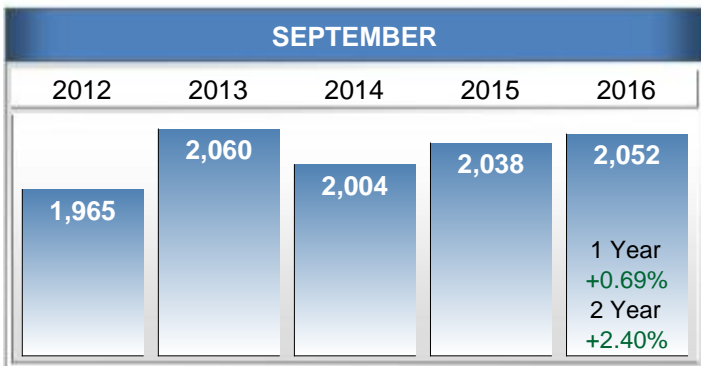
New Listings as of Oct 11, 2016



### 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
Median New Listed Listing Price:			\$72,000	\$145,000	\$257,650	\$459,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

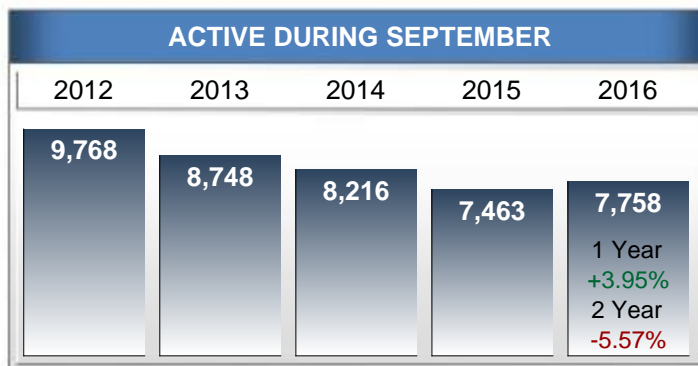
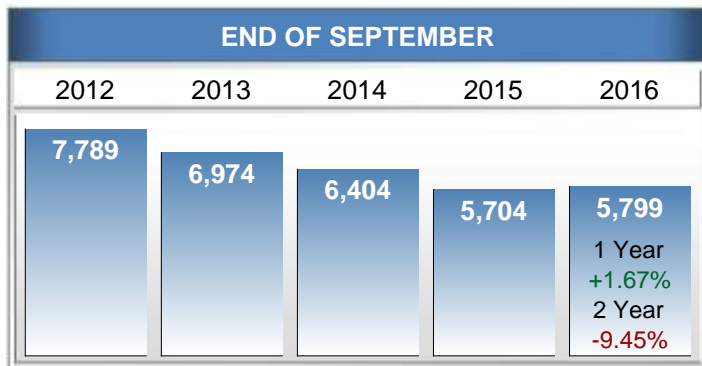
Active Inventory as of Oct 11, 2016



### Active Inventory

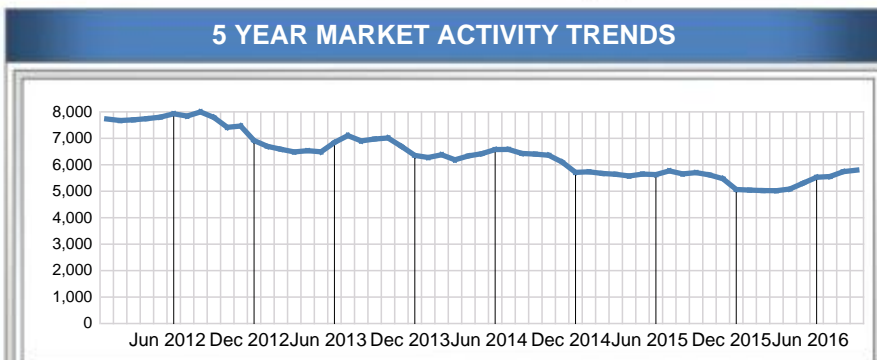
Report Produced on: Oct 11, 2016

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

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	330	5.69%	66.5	313	11	5	1		
\$25,001 - \$75,000	965	16.64%	65.0	658	258	46	3		
\$75,001 - \$125,000	767	13.23%	51.0	222	464	75	6		
\$125,001 - \$225,000	1,495	25.78%	51.0	226	838	404	27		
\$225,001 - \$325,000	856	14.76%	58.0	80	283	423	70		
\$325,001 - \$525,000	778	13.42%	74.0	81	122	447	128		
\$525,001 and up	608	10.48%	77.0	123	66	216	203		
Total Active Inventory by Units:				5,799	61.0	1,703	2,042	1,616	438
Total Active Inventory by Volume:				1,549,821,848		329.25M	374.78M	560.77M	285.02M
Median Active Inventory Listing Price:				\$175,000		\$65,000	\$150,000	\$290,000	\$481,500



# Monthly Inventory Analysis

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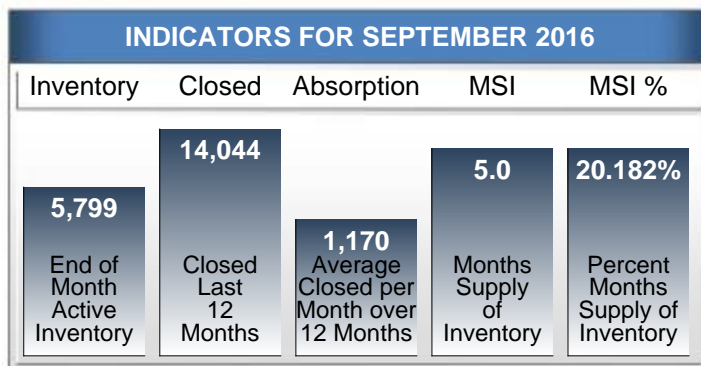
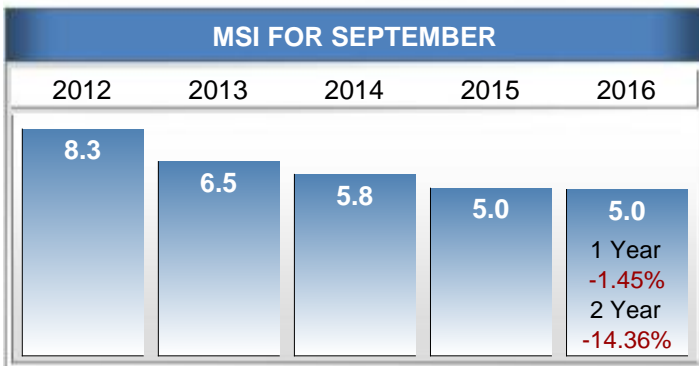
Active Inventory as of Oct 11, 2016



### 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
<b>High</b> Jan 2012 = 9.1	JUL 4.8
<b>Low</b> 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

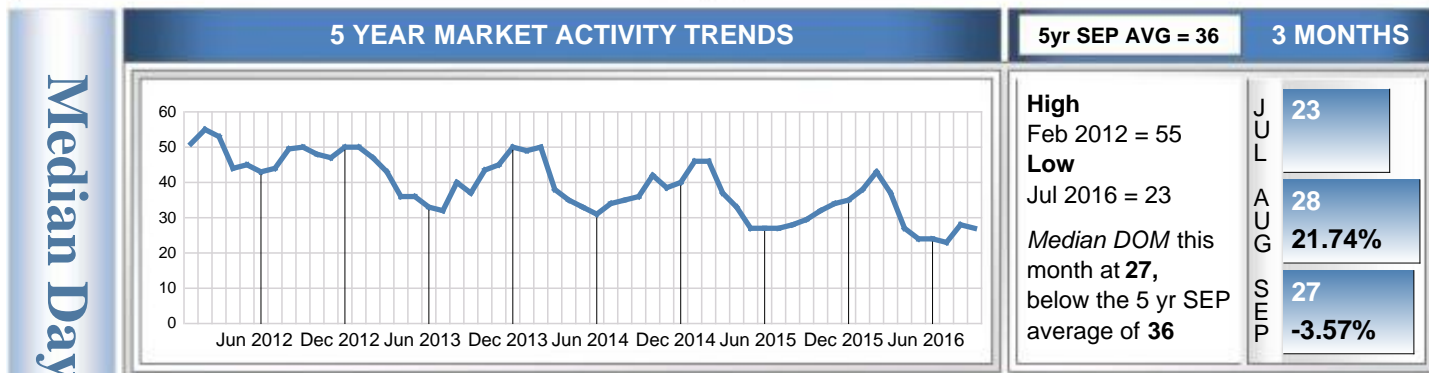
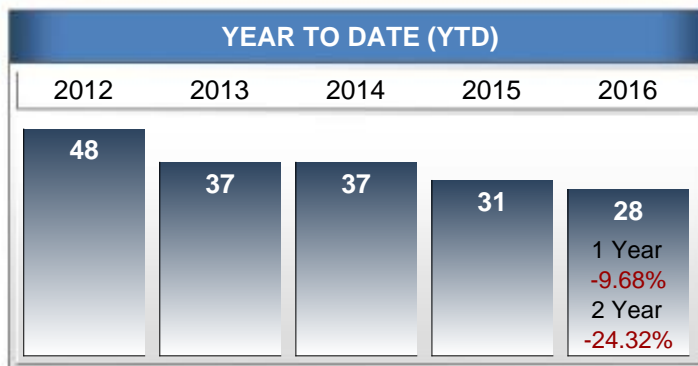
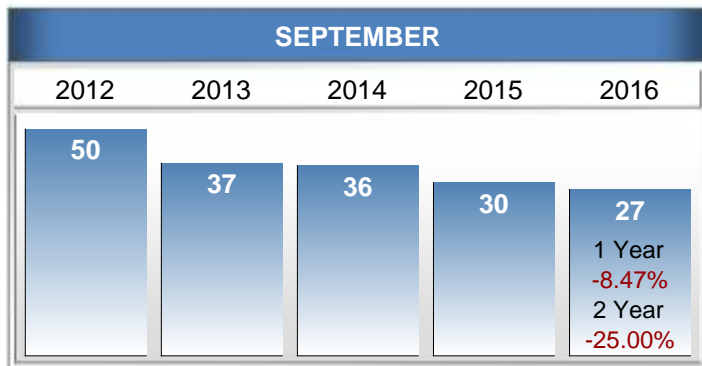
Closed Sales as of Oct 11, 2016



### Median Days on Market to Sale

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



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+
\$50,000 and less	131	10.18%	23.0	18.5	30.0	99.0	0.0		
\$50,001 - \$75,000	95	7.38%	27.0	21.0	24.0	59.5	122.0		
\$75,001 - \$125,000	256	19.89%	24.0	30.0	19.0	30.0	35.0		
\$125,001 - \$175,000	318	24.71%	19.0	29.0	16.0	29.0	105.0		
\$175,001 - \$225,000	183	14.22%	28.0	33.0	25.0	31.0	23.5		
\$225,001 - \$300,000	170	13.21%	47.5	15.0	44.0	49.0	53.0		
\$300,001 and up	134	10.41%	37.0	11.0	22.0	34.0	77.0		
Median Closed DOM:	27.0			25.0	21.0	35.0	51.0		
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

Data from the Greater Tulsa Association of REALTORS®

## September 2016

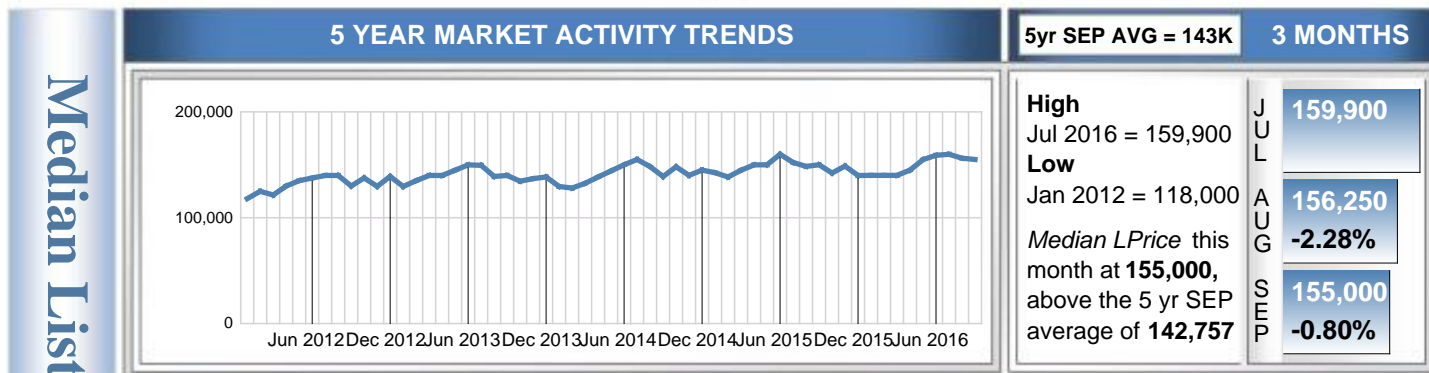
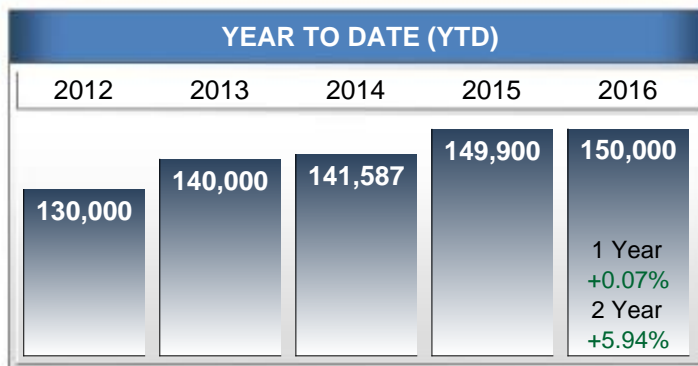
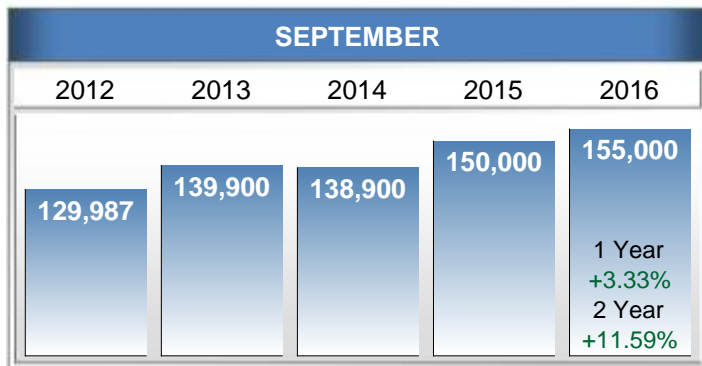
Closed Sales as of Oct 11, 2016



### Median List Price at Closing

Report Produced on: Oct 11, 2016

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



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+
\$50,000 and less	122		9.48%	30,000	30,000	32,200	28,500	0
\$50,001 - \$75,000	90		6.99%	64,900	62,493	65,000	70,200	59,900
\$75,001 - \$125,000	257		19.97%	107,500	109,000	108,000	100,450	0
\$125,001 - \$175,000	314		24.40%	150,500	149,900	150,000	154,900	159,950
\$175,001 - \$225,000	185		14.37%	195,000	196,750	195,000	195,500	200,000
\$225,001 - \$300,000	175		13.60%	250,000	244,500	249,355	258,150	263,231
\$300,001 and up	144		11.19%	382,450	359,000	344,500	399,700	459,900
Median List Price:	\$155,000				\$74,000	\$144,408	\$230,000	\$290,000
Total Closed Units:	1,287				217	696	325	49
Total List Volume:	233,950,207				21.39M	107.52M	87.46M	17.58M





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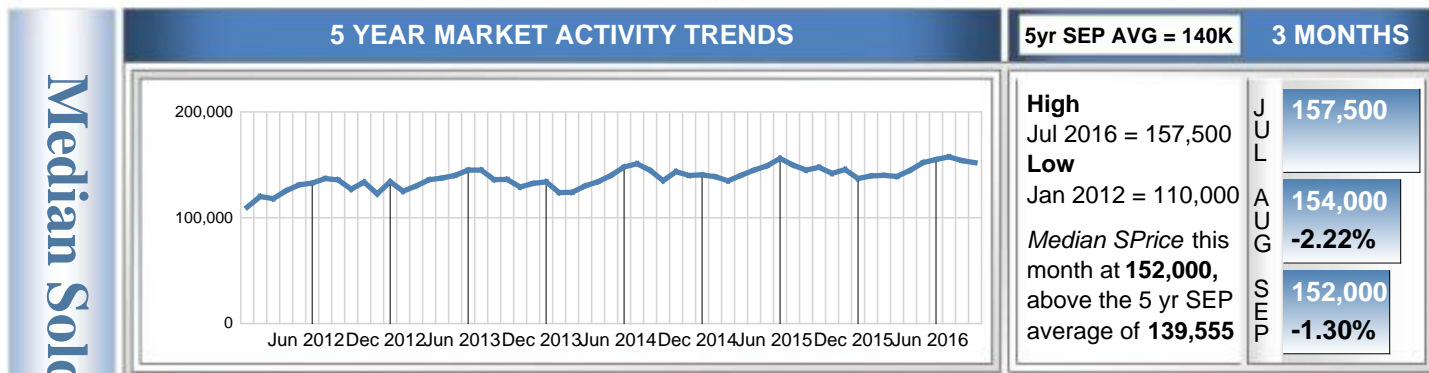
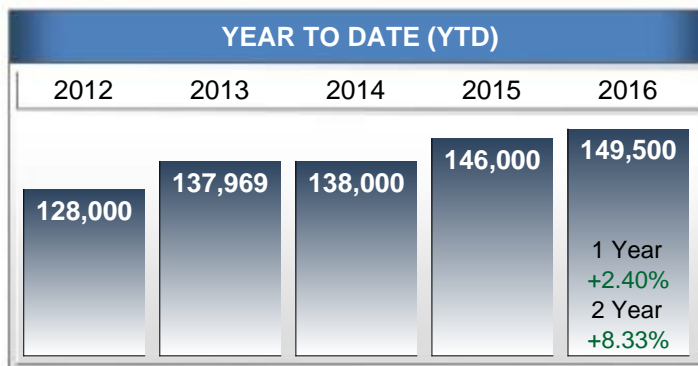
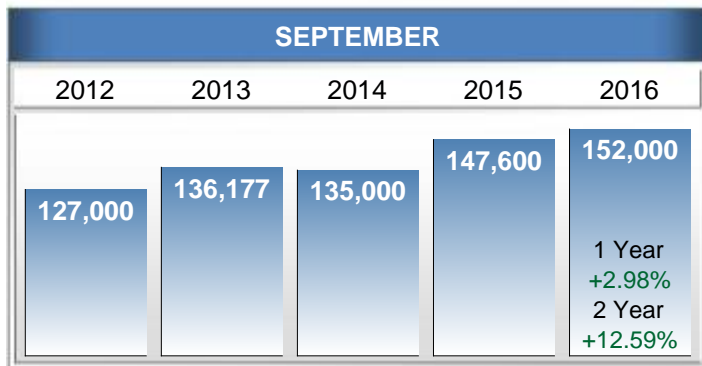
Closed Sales as of Oct 11, 2016



### Median Sold Price at Closing

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



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+
\$50,000 and less	131		10.18%	28,500	29,200	33,700	27,500	0
\$50,001 - \$75,000	95		7.38%	65,000	63,000	65,000	72,500	59,900
\$75,001 - \$125,000	256		19.89%	106,000	109,900	105,700	104,020	125,000
\$125,001 - \$175,000	318		24.71%	151,202	152,000	150,000	155,095	169,900
\$175,001 - \$225,000	183		14.22%	195,000	209,000	194,900	194,453	194,750
\$225,001 - \$300,000	170		13.21%	254,150	235,000	250,000	260,000	266,561
\$300,001 and up	134		10.41%	386,000	335,000	342,000	400,000	459,900
Median Closed Price:	\$152,000				\$70,000	\$141,000	\$229,500	\$280,000
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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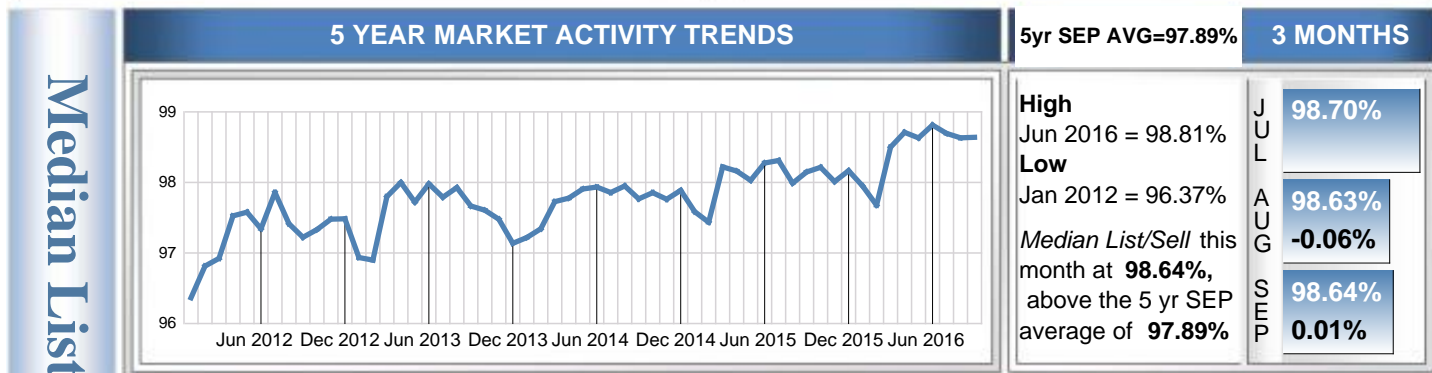
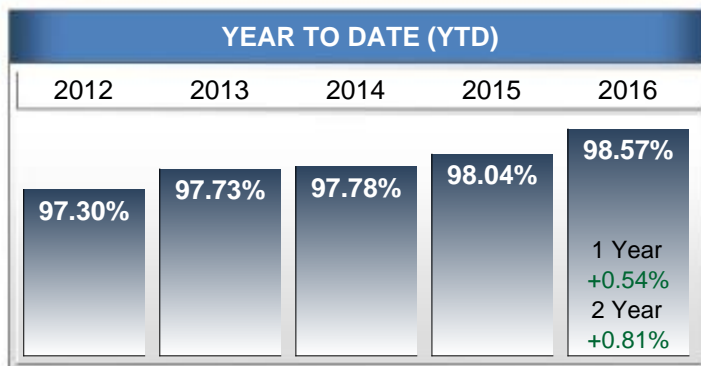
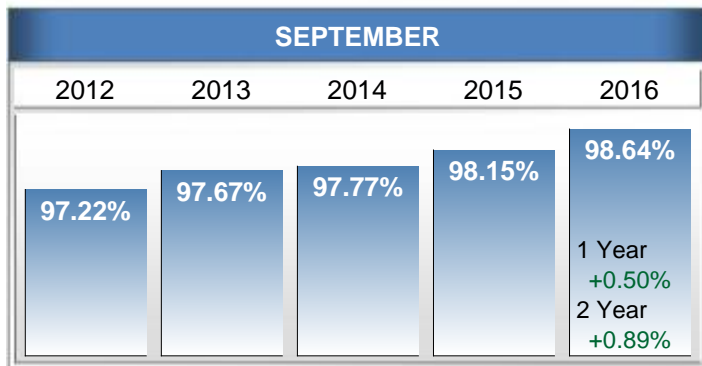
Closed Sales as of Oct 11, 2016



### 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+
\$50,000 and less	131	10.18%	90.82%	90.00%	91.97%	84.38%	0.00%
\$50,001 - \$75,000	95	7.38%	97.69%	96.67%	100.00%	95.08%	100.00%
\$75,001 - \$125,000	256	19.89%	99.15%	100.00%	98.57%	99.49%	83.39%
\$125,001 - \$175,000	318	24.71%	99.25%	95.45%	99.67%	99.04%	99.94%
\$175,001 - \$225,000	183	14.22%	98.94%	97.60%	98.92%	98.94%	98.41%
\$225,001 - \$300,000	170	13.21%	98.98%	94.38%	99.15%	98.95%	99.28%
\$300,001 and up	134	10.41%	97.88%	93.31%	98.18%	97.89%	98.08%
Median List/Sell Ratio:	98.64%			96.02%	99.05%	98.70%	98.10%
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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Data from the Greater Tulsa Association of REALTORS®

## September 2016

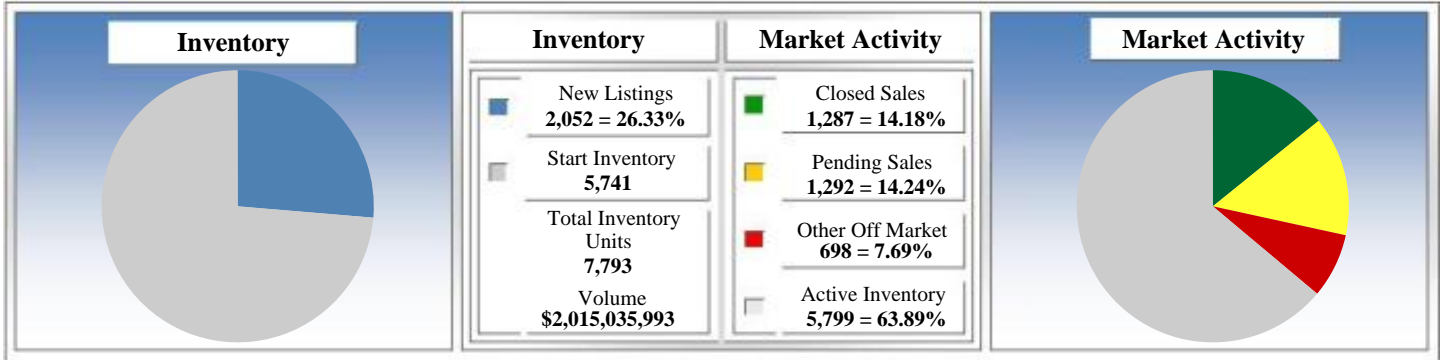
Inventory as of Oct 11, 2016



### 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%
Median List Price	150,000	155,000	3.33%	149,900	150,000	0.07%
Median Sale Price	147,600	152,000	2.98%	146,000	149,500	2.40%
Median Percent of List Price to Selling Price	98.15%	98.64%	0.50%	98.04%	98.57%	0.54%
Median Days on Market to Sale	29.50	27.00	-8.47%	31.00	28.00	-9.68%
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%

