



September 2016

Area Delimited by County Of Washington

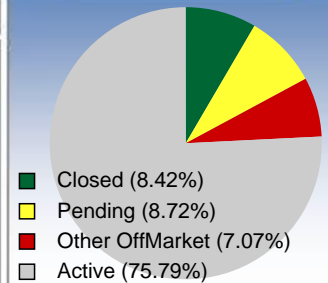


Absorption: Last 12 months, an Average of **70** Sales/Month

Active Inventory as of September 30, 2016 = **504**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	59	56	-5.08%
Pending Listings	70	58	-17.14%
New Listings	136	98	-27.94%
Average List Price	146,181	154,818	5.91%
Average Sale Price	140,174	151,098	7.79%
Average Percent of List Price to Selling Price	95.08%	97.55%	2.60%
Average Days on Market to Sale	53.90	56.25	4.36%
End of Month Inventory	442	504	14.03%
Months Supply of Inventory	6.48	7.23	11.44%

Market Activity



Report Produced on: Oct 11, 2016

Monthly Inventory Analysis

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 **14.03%** to 504 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **7.23** MSI for this period.

Average Sale Prices 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 **7.79%** in September 2016 to \$151,098 versus the previous year at \$140,174.

Average Days on Market Lengthens

The average number of **56.25** days that homes spent on the market before selling increased by 2.35 days or **4.36%** in September 2016 compared to last year's same month at **53.90** DOM.

Sales Success for September 2016 is Positive

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

There were 98 New Listings in September 2016, down **27.94%** from last year at 136. Furthermore, there were 56 Closed Listings this month versus last year at 59, a **-5.08%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, up from last year's September 2016 at **43.4%**, a **31.72%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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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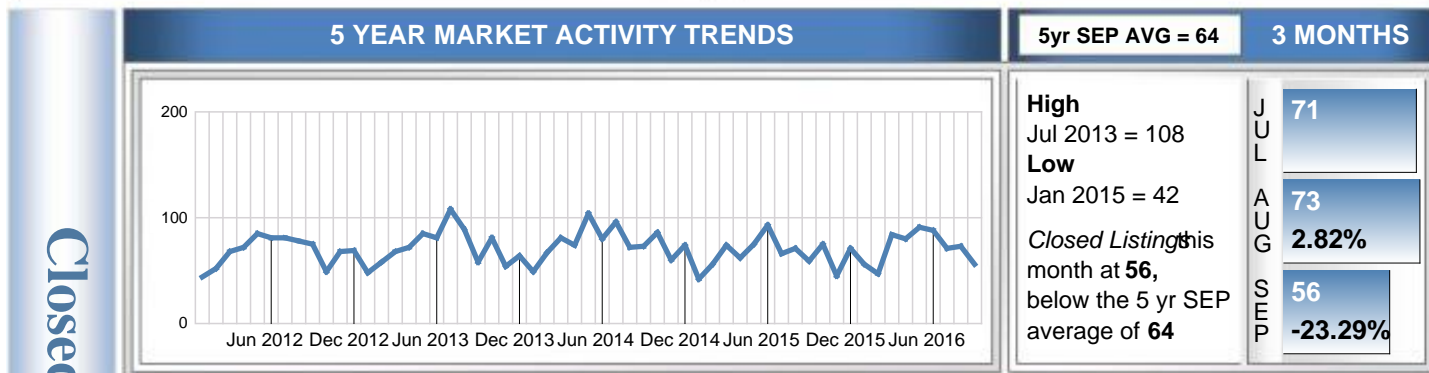
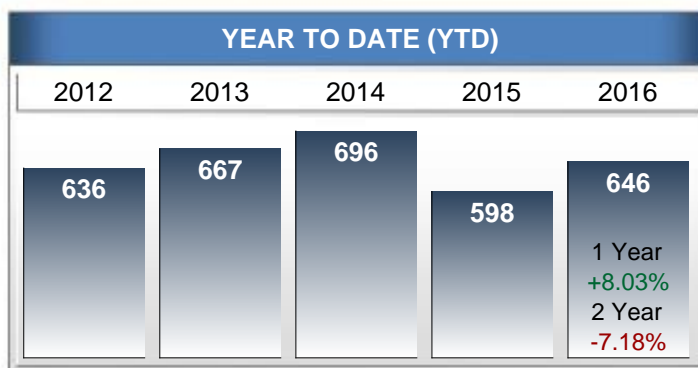
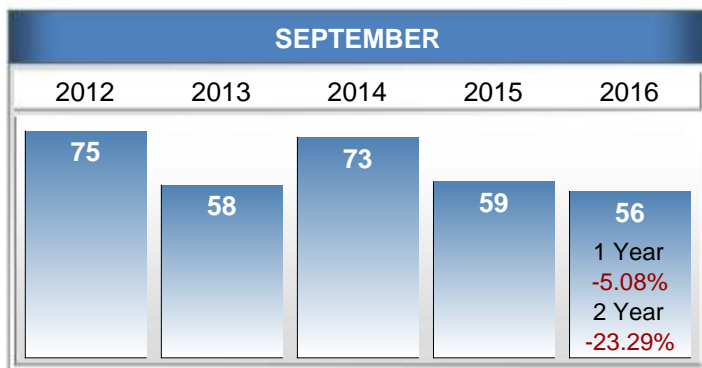
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 2016

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	4	7.14%	84.5	4	0	0	0
\$25,001 - \$50,000	4	7.14%	47.5	1	3	0	0
\$50,001 - \$75,000	9	16.07%	36.7	3	6	0	0
\$75,001 - \$125,000	16	28.57%	69.8	0	14	2	0
\$125,001 - \$200,000	10	17.86%	39.1	0	7	3	0
\$200,001 - \$275,000	5	8.93%	30.4	0	1	3	1
\$275,001 and up	8	14.29%	79.0	1	0	5	2
Total Closed Units:	56		56.3	9	31	13	3
Total Closed Volume:	8,461,512			779.80K	3.33M	3.31M	1.05M
Average Closed Price:	\$151,098			\$86,644	\$107,409	\$254,329	\$348,583



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

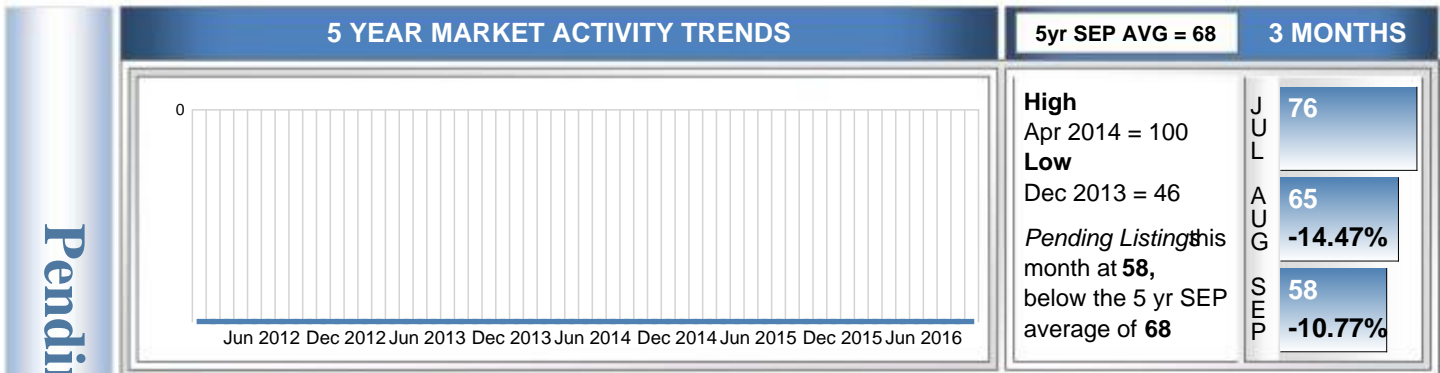
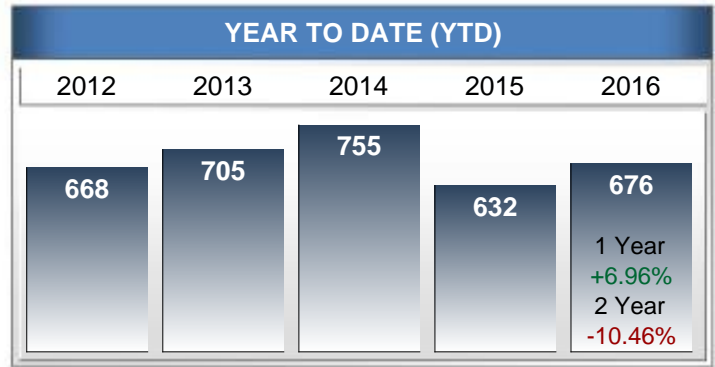
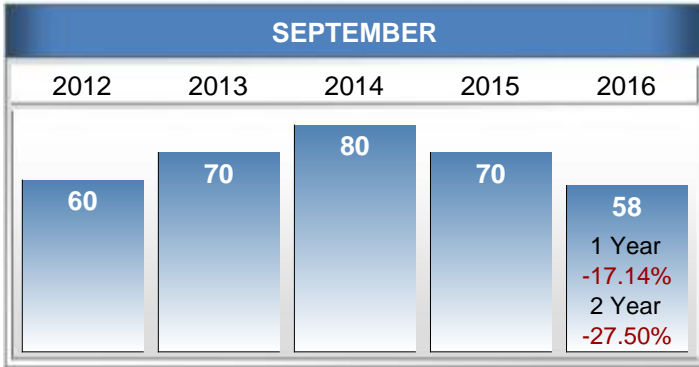
Pending Listings as of Oct 11, 2016



Pending Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Washington



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	5	8.62%	76.2	4	1	0	0	
\$40,001 \$50,000	4	6.90%	54.5	1	3	0	0	
\$50,001 \$80,000	11	18.97%	54.7	3	8	0	0	
\$80,001 \$130,000	16	27.59%	53.6	1	12	3	0	
\$130,001 \$170,000	6	10.34%	67.8	1	4	0	1	
\$170,001 \$260,000	9	15.52%	37.3	0	2	7	0	
\$260,001 and up	7	12.07%	59.1	0	1	5	1	
Total Pending Units: 58				71.0	10	31	15	2
Total Pending Volume: 7,708,430					621.24K	3.13M	3.49M	464.90K
Average Listing Price: \$42,600					\$62,124	\$101,016	\$232,720	\$232,450



Monthly Inventory Analysis

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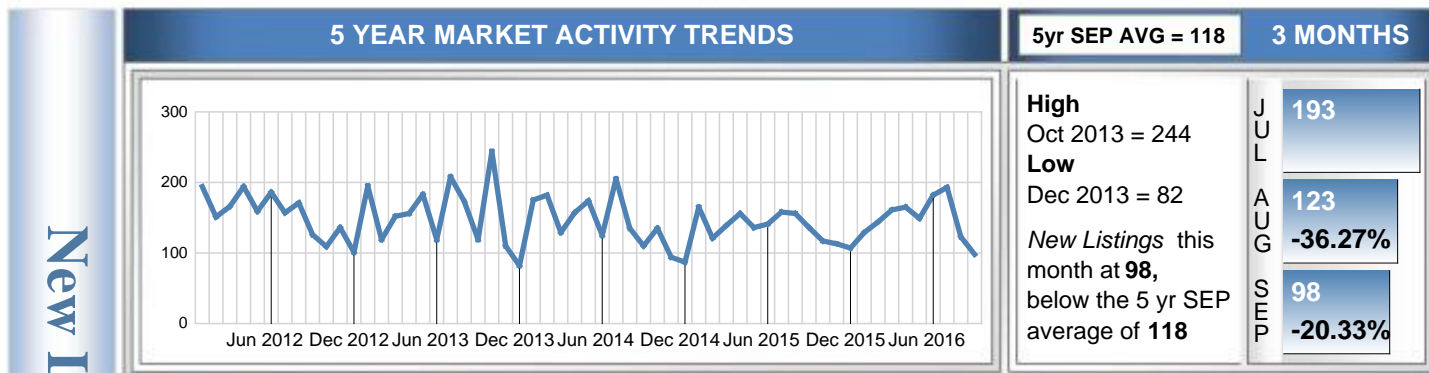
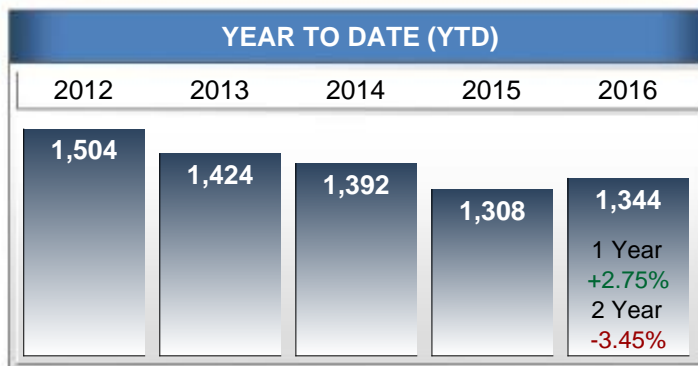
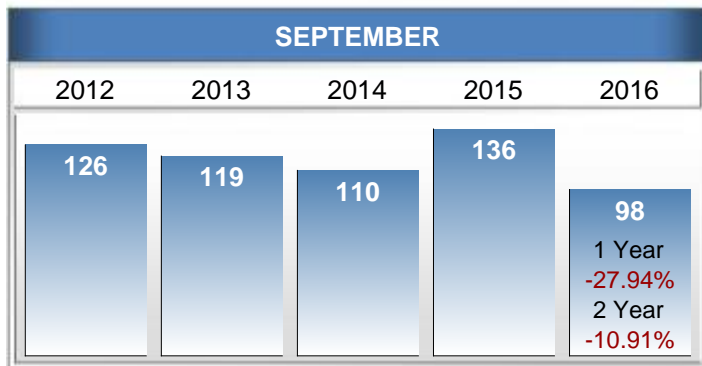
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 2016

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+
\$40,000 and less	7	7.14%	4	3	0	0
\$40,001 - \$70,000	13	13.27%	2	11	0	0
\$70,001 - \$90,000	11	11.22%	0	10	1	0
\$90,001 - \$150,000	28	28.57%	2	23	3	0
\$150,001 - \$200,000	17	17.35%	2	5	10	0
\$200,001 - \$290,000	11	11.22%	2	1	6	2
\$290,001 and up	11	11.22%	2	1	3	5
Total New Listed Units:			14	54	23	7
Total New Listed Volume:			2.37M	6.46M	4.78M	2.38M
Average New Listed Listing Price:			\$169,557	\$119,660	\$207,735	\$340,186



Monthly Inventory Analysis

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September 2016

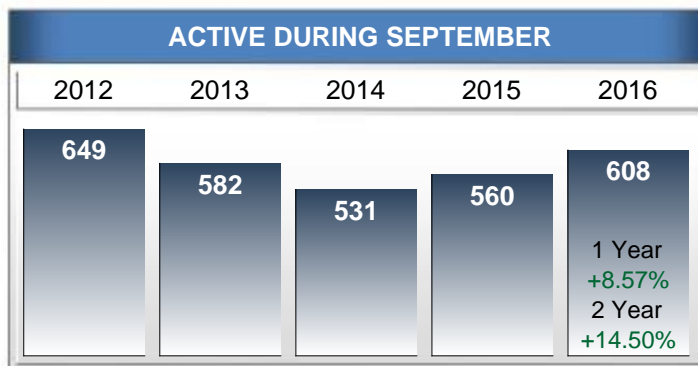
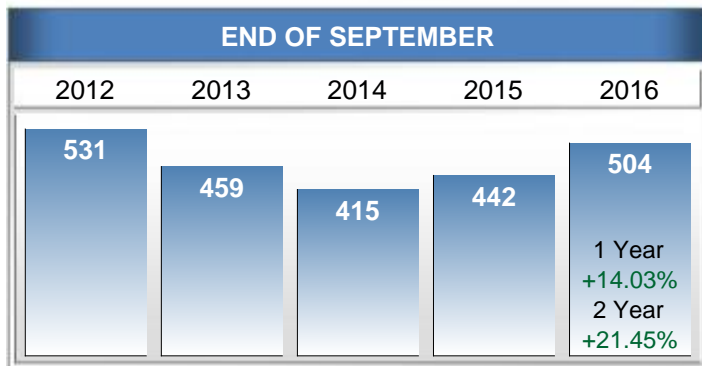
Active Inventory as of Oct 11, 2016



Active Inventory

Report Produced on: Oct 11, 2016

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Active Inventory

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5yr SEP AVG = 470 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **504**, above the 5 yr SEP average of **470**

JUL	506
AUG	512
SEP	504
1.19%	
-1.56%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	45	8.93%	107.4	41	4	0	0
\$25,001 \$50,000	55	10.91%	80.6	31	22	2	0
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 \$125,000	198	39.29%	72.8	102	89	7	0
\$125,001 \$175,000	76	15.08%	81.9	14	33	23	6
\$175,001 \$300,000	81	16.07%	90.5	13	19	44	5
\$300,001 and up	49	9.72%	81.8	12	8	17	12
Total Active Inventory by Units:			504	213	175	93	23
Total Active Inventory by Volume:			80,178,449	29.26M	21.64M	21.31M	7.97M
Average Active Inventory Listing Price:			\$159,084	\$137,359	\$123,661	\$229,177	\$346,383



Monthly Inventory Analysis

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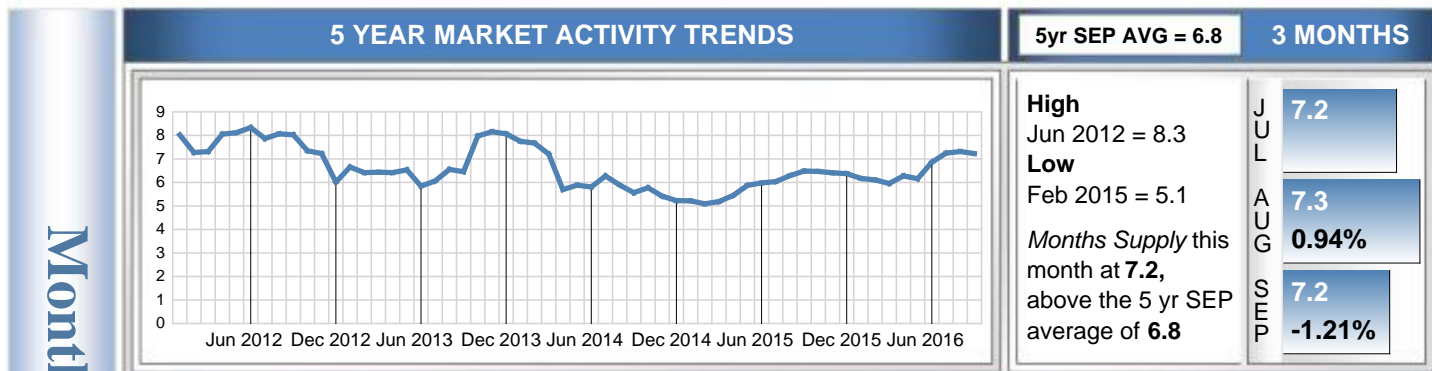
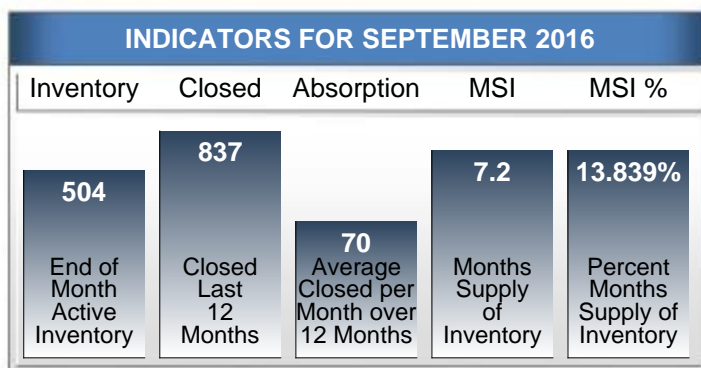
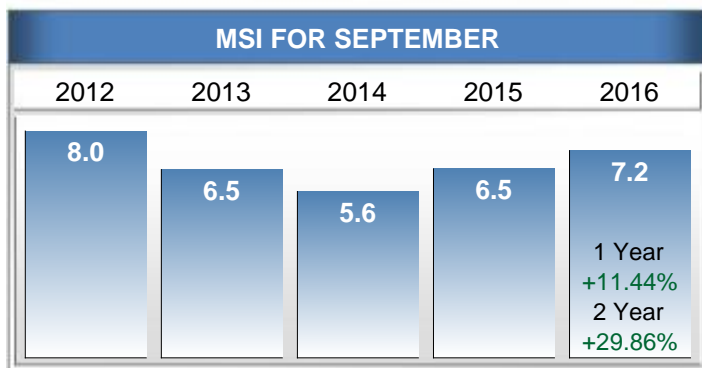
Active Inventory as of Oct 11, 2016



Months Supply of Inventory

Report Produced on: Oct 11, 2016

Area Delimited by 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+
\$30,000 and less	51	10.12%	13.0	18.0	4.5	0.0	0.0
\$30,001 \$50,000	49	9.72%	7.8	13.5	5.1	6.0	0.0
\$50,001 \$70,000	77	15.28%	10.0	23.1	4.4	3.0	0.0
\$70,001 \$130,000	131	25.99%	5.6	20.6	4.3	2.0	0.0
\$130,001 \$180,000	71	14.09%	5.6	36.0	3.6	5.3	14.4
\$180,001 \$300,000	76	15.08%	6.1	48.0	5.3	5.0	8.6
\$300,001 and up	49	9.72%	14.0	72.0	12.0	8.2	20.6
MSI:			7.2	21.3	4.5	4.8	14.5
Total Active Inventory:			504	213	175	93	23



Monthly Inventory Analysis

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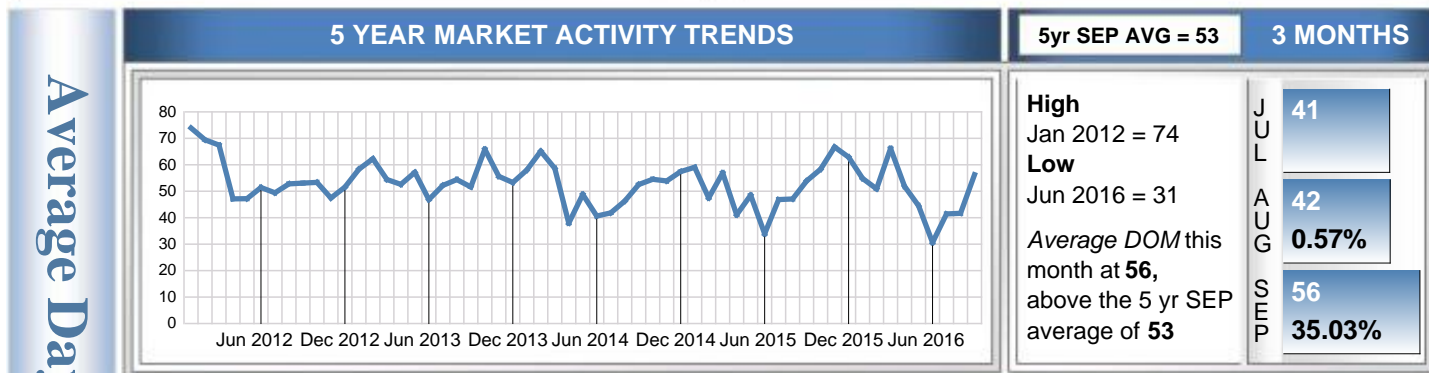
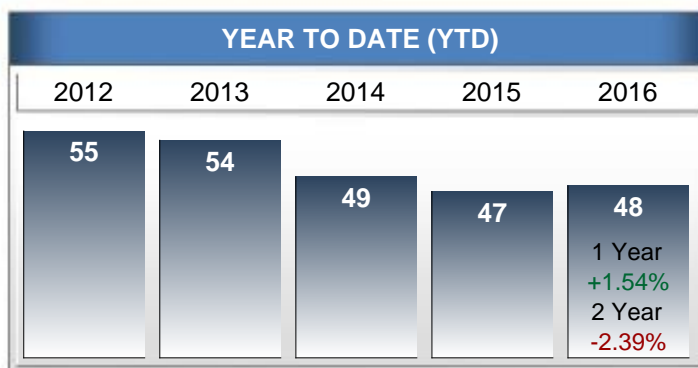
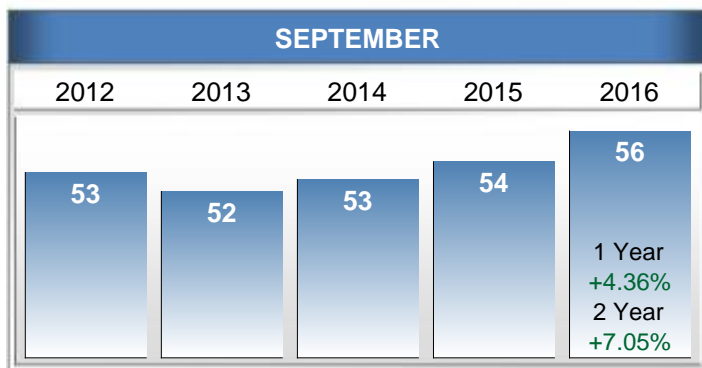
Closed Sales as of Oct 11, 2016



Average Days on Market to Sale

Report Produced on: Oct 11, 2016

Area Delimited by County Of Washington



Average Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	4	7.14%	84.5	84.5	0.0	0.0	0.0
\$25,001 \$50,000	4	7.14%	47.5	31.0	53.0	0.0	0.0
\$50,001 \$75,000	9	16.07%	36.7	27.3	41.3	0.0	0.0
\$75,001 \$125,000	16	28.57%	69.8	0.0	68.2	81.0	0.0
\$125,001 \$200,000	10	17.86%	39.1	0.0	43.3	29.3	0.0
\$200,001 \$275,000	5	8.93%	30.4	0.0	39.0	33.7	12.0
\$275,001 and up	8	14.29%	79.0	39.0	0.0	74.4	110.5
Average Closed DOM: 56.3				54.4	55.0	55.6	77.7
Total Closed Units: 56				9	31	13	3
Total Closed Volume: 8,461,512				779.80K	3.33M	3.31M	1.05M



Monthly Inventory Analysis

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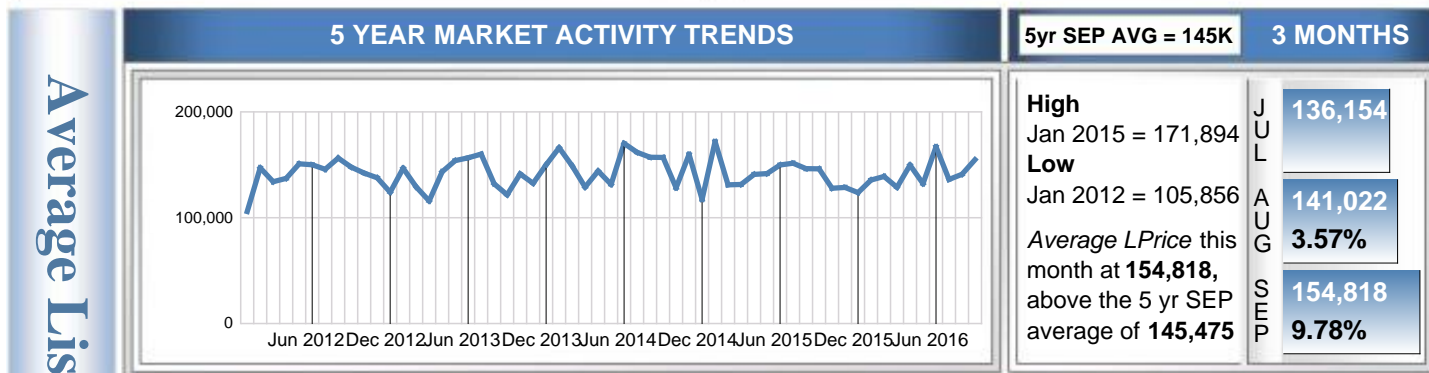
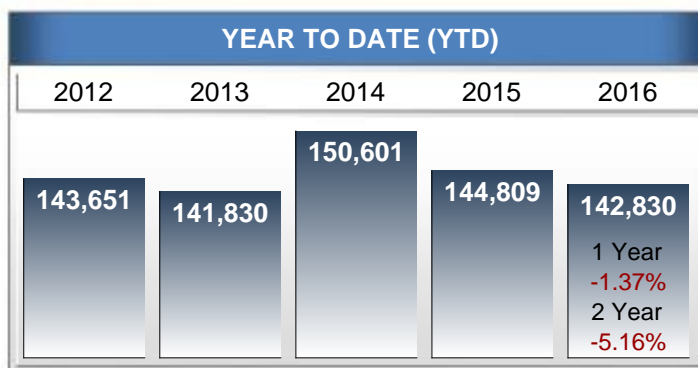
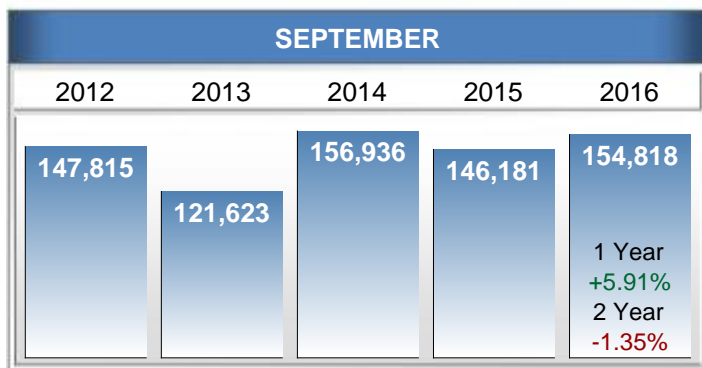
Closed Sales as of Oct 11, 2016



Average List Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	4	7.14%	17,225	17,225	0	0	0
\$25,001 \$50,000	6	10.71%	42,033	35,000	39,133	0	0
\$50,001 \$75,000	6	10.71%	65,317	67,633	61,467	0	0
\$75,001 \$125,000	15	26.79%	101,467	0	109,657	83,250	0
\$125,001 \$200,000	12	21.43%	153,008	0	161,714	148,133	0
\$200,001 \$275,000	3	5.36%	224,300	0	239,000	239,967	285,000
\$275,001 and up	10	17.86%	392,580	490,000	0	415,760	393,000
Average List Price:	\$154,818			\$88,533	\$109,432	\$262,277	\$357,000
Total Closed Units:	56			9	31	13	3
Total List Volume:	8,669,800			796.80K	3.39M	3.41M	1.07M



Monthly Inventory Analysis

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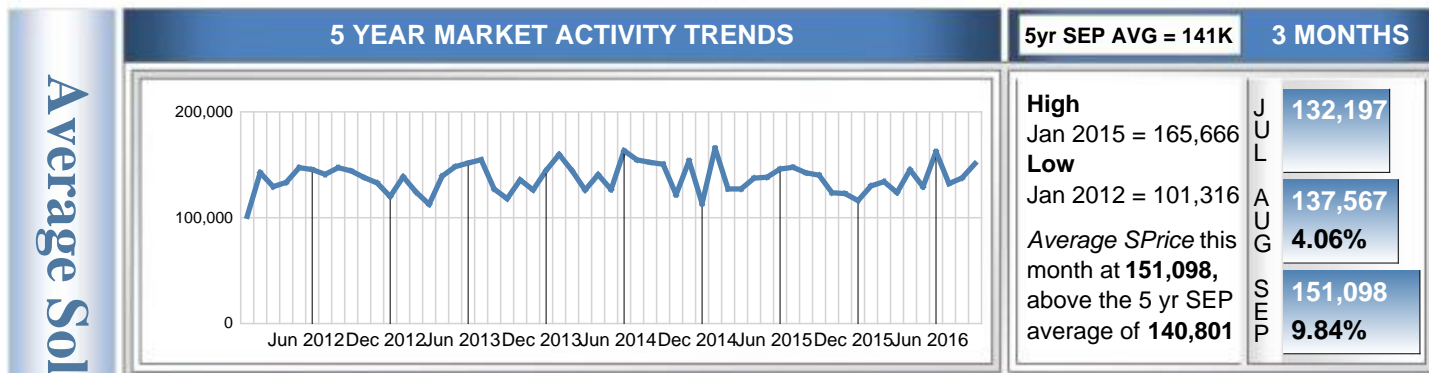
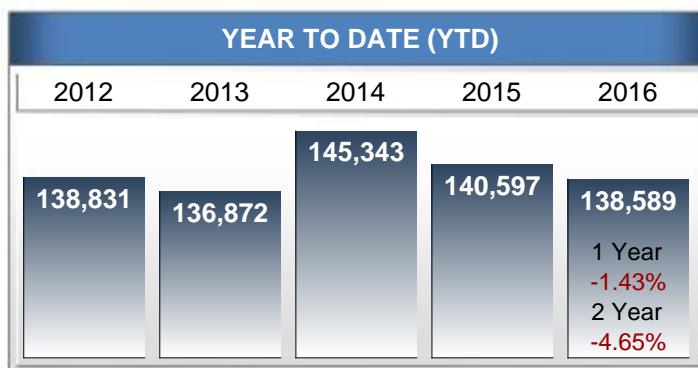
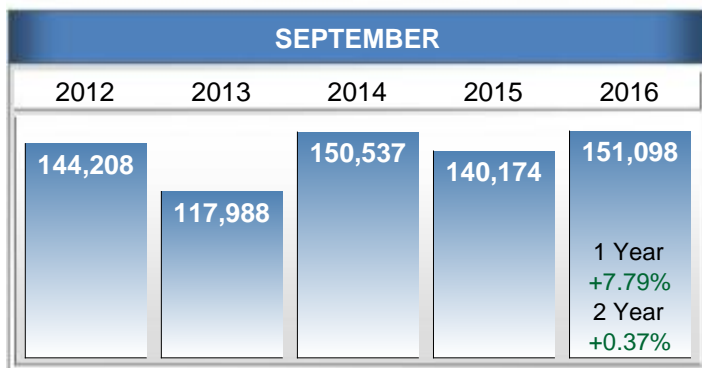
Closed Sales as of Oct 11, 2016



Average Sold Price at Closing

Report Produced on: Oct 11, 2016

Area Delimited by County Of Washington



Average Sold Price

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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+
\$25,000 and less	4		7.14%	16,600	16,600	0	0	0
\$25,001 - \$50,000	4		7.14%	34,850	30,000	36,467	0	0
\$50,001 - \$75,000	9		16.07%	62,867	64,467	62,067	0	0
\$75,001 - \$125,000	16		28.57%	104,755	0	108,006	82,000	0
\$125,001 - \$200,000	10		17.86%	154,180	0	157,114	147,333	0
\$200,001 - \$275,000	5		8.93%	238,400	0	236,000	227,000	275,000
\$275,001 and up	8		14.29%	410,003	490,000	0	403,855	385,375
Average Closed Price:	\$151,098				\$86,644	\$107,409	\$254,329	\$348,583
Total Closed Units:	56				9	31	13	3
Total Closed Volume:	8,461,512				779.80K	3.33M	3.31M	1.05M



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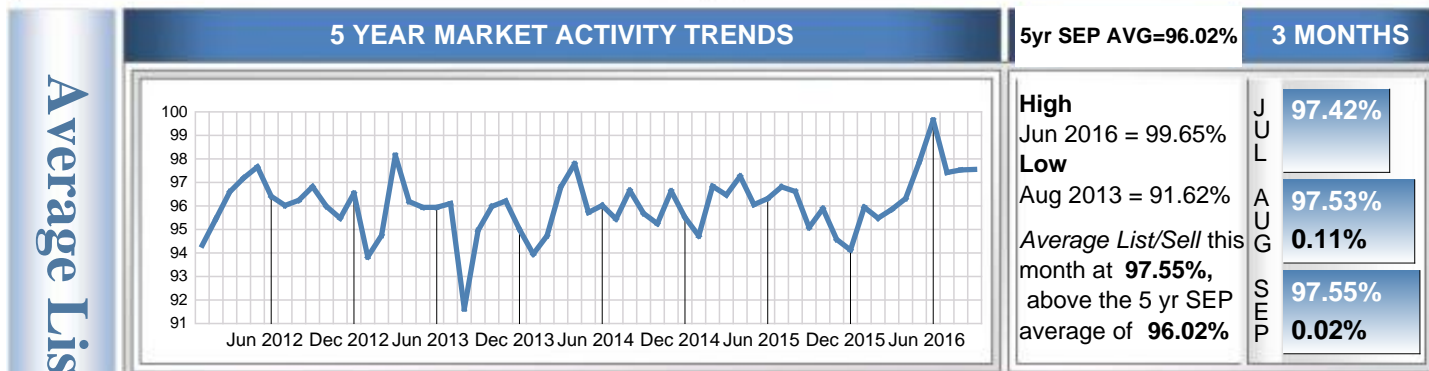
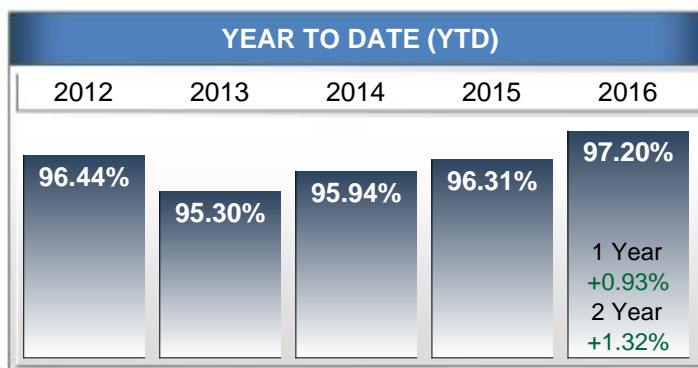
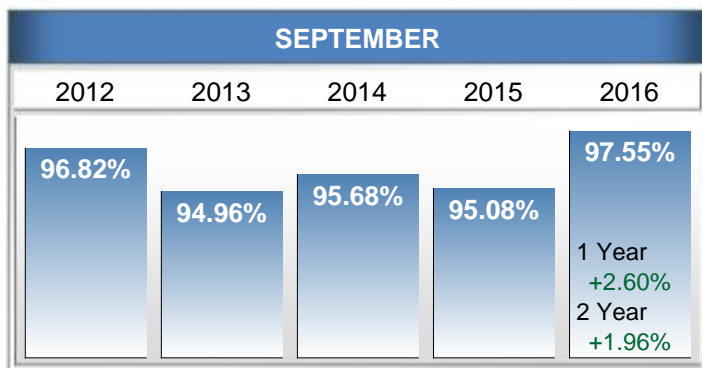
Closed Sales as of Oct 11, 2016



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



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+
\$25,000 and less	4	7.14%	95.31%	95.31%	0.00%	0.00%	0.00%
\$25,001 \$50,000	4	7.14%	92.26%	85.71%	94.44%	0.00%	0.00%
\$50,001 \$75,000	9	16.07%	99.40%	96.07%	101.07%	0.00%	0.00%
\$75,001 \$125,000	16	28.57%	98.66%	0.00%	98.67%	98.56%	0.00%
\$125,001 \$200,000	10	17.86%	97.74%	0.00%	97.00%	99.46%	0.00%
\$200,001 \$275,000	5	8.93%	96.04%	0.00%	98.74%	94.98%	96.49%
\$275,001 and up	8	14.29%	97.74%	100.00%	0.00%	97.06%	98.32%
Average List/Sell Ratio: 97.60%				95.02%	98.35%	97.37%	97.71%
Total Closed Units: 56				9	31	13	3
Total Closed Volume: 8,461,512				779.80K	3.33M	3.31M	1.05M



Monthly Inventory Analysis

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September 2016

Inventory as of Oct 11, 2016



Market Summary

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Absorption: Last 12 months, an Average of 70 Sales/Month

Active Inventory as of September 30, 2016 = 504

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	59	56	-5.08%	598	646	8.03%
Pending Sales	70	58	-17.14%	632	676	6.96%
New Listings	136	98	-27.94%	1,308	1,344	2.75%
Average List Price	146,181	154,818	5.91%	144,809	142,830	-1.37%
Average Sale Price	140,174	151,098	7.79%	140,597	138,589	-1.43%
Average Percent of List Price to Selling Price	95.08%	97.55%	2.60%	96.31%	97.20%	0.93%
Average Days on Market to Sale	53.90	56.25	4.36%	47.34	48.07	1.54%
Monthly Inventory	442	504	14.03%	442	504	14.03%
Months Supply of Inventory	6.48	7.23	11.44%	6.48	7.23	11.44%

