



August 2017

Area Delimited by County Of Rogers

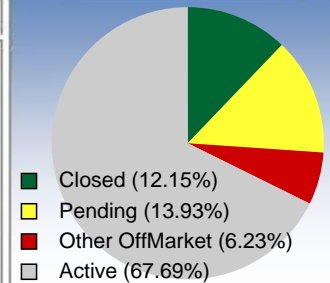


Absorption: Last 12 months, an Average of **124** Sales/Month

Active Inventory as of August 31, 2017 = **685**

	AUGUST		
	2016	2017	+/- %
Closed Listings	139	123	-11.51%
Pending Listings	128	141	10.16%
New Listings	248	256	3.23%
Average List Price	188,800	218,214	15.58%
Average Sale Price	183,912	214,425	16.59%
Average Percent of List Price to Selling Price	97.42%	102.84%	5.57%
Average Days on Market to Sale	45.47	42.91	-5.64%
End of Month Inventory	685	685	0.00%
Months Supply of Inventory	5.91	5.51	-6.71%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 12, 2017

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 August 2017 decreased **0.00%** to 685 existing homes available for sale. Over the last 12 months this area has had an average of 124 closed sales per month. This represents an unsold inventory index of **5.51** 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 **16.59%** in August 2017 to \$214,425 versus the previous year at \$183,912.

Average Days on Market Shortens

The average number of **42.91** days that homes spent on the market before selling decreased by 2.56 days or **5.64%** in August 2017 compared to last year's same month at **45.47** DOM.

Sales Success for August 2017 is Positive

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

There were 256 New Listings in August 2017, up **3.23%** from last year at 248. Furthermore, there were 123 Closed Listings this month versus last year at 139, a **-11.51%** decrease.

Closed versus Listed trends yielded a **48.0%** ratio, down from last year's August 2017 at **56.0%**, a **14.28%** downswing. This will certainly create pressure on a decreasing 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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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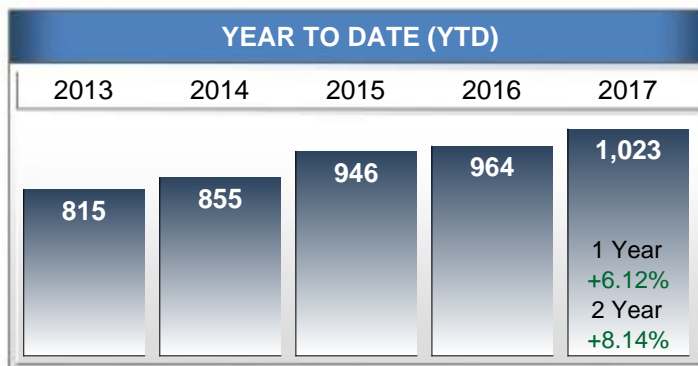
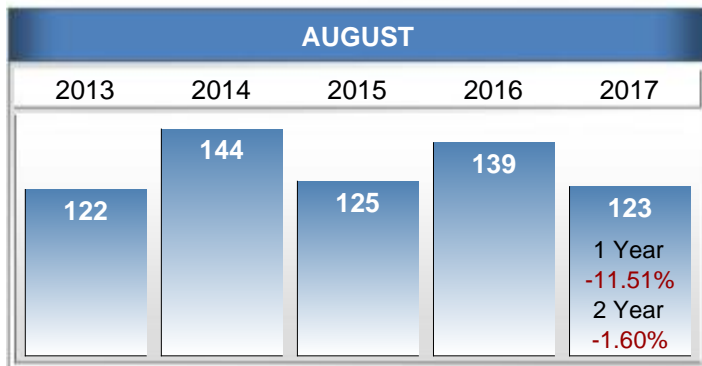
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



Closed Listings
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5yr AUG AVG = 131 **3 MONTHS**

High
May 2017 = 160

Low
Jan 2013 = 61

Closed Listing this month at **123**, below the 5 yr AUG average of **131**

JUN	155
JUL	121
AUG	123

-21.94% (JUL vs AUG)
1.65% (AUG vs 5yr AVG)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$75,000 and less	12	9.76%	59.8	10	1	0	1
\$75,001 - \$100,000	11	8.94%	58.6	6	4	1	0
\$100,001 - \$125,000	10	8.13%	45.6	1	8	1	0
\$125,001 - \$200,000	41	33.33%	29.0	6	28	6	1
\$200,001 - \$250,000	19	15.45%	47.8	1	12	5	1
\$250,001 - \$375,000	17	13.82%	48.9	1	4	8	4
\$375,001 and up	13	10.57%	40.8	0	1	7	5
Total Closed Units: 123				25	58	28	12
Total Closed Volume: 26,374,324				2.66M	10.05M	9.28M	4.38M
Average Closed Price: \$214,425				\$106,578	\$173,319	\$331,347	\$364,971



Monthly Inventory Analysis

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August 2017

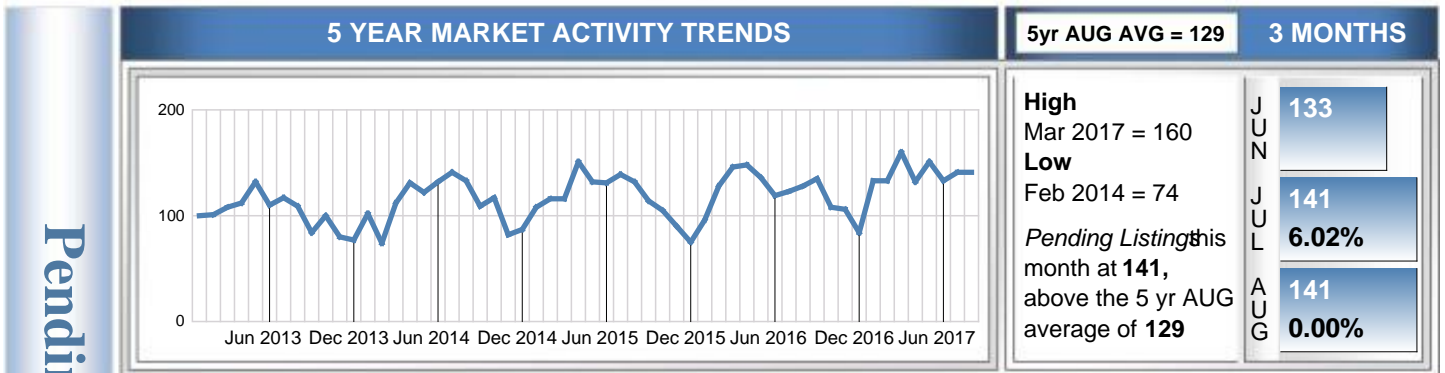
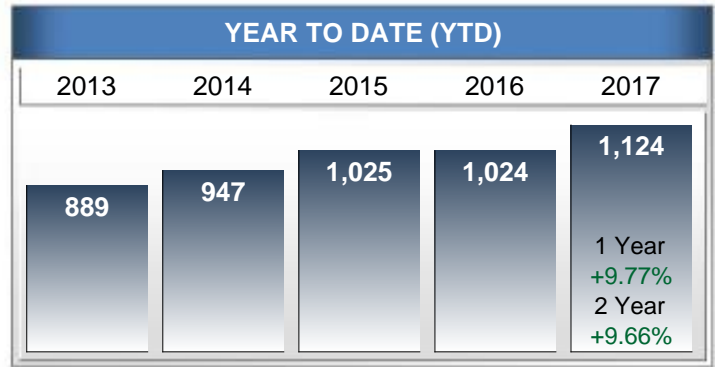
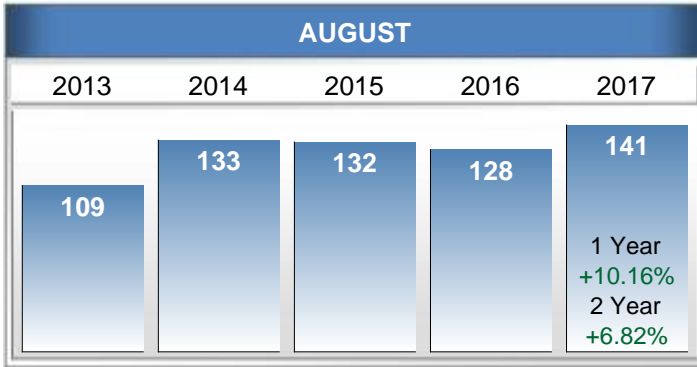
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



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	13	9.22%	50.1	9	2	2	0		
\$50,001 - \$100,000	16	11.35%	51.6	4	12	0	0		
\$100,001 - \$125,000	13	9.22%	44.4	1	11	1	0		
\$125,001 - \$175,000	34	24.11%	37.8	5	24	1	4		
\$175,001 - \$250,000	33	23.40%	49.6	2	18	12	1		
\$250,001 - \$325,000	15	10.64%	67.3	1	5	8	1		
\$325,001 and up	17	12.06%	33.5	2	4	7	4		
Total Pending Units:				141	37.7	24	76	31	10
Total Pending Volume:				32,791,786		2.87M	12.96M	8.11M	8.85M
Average Listing Price:				\$243,699		\$119,396	\$170,588	\$261,656	\$885,029

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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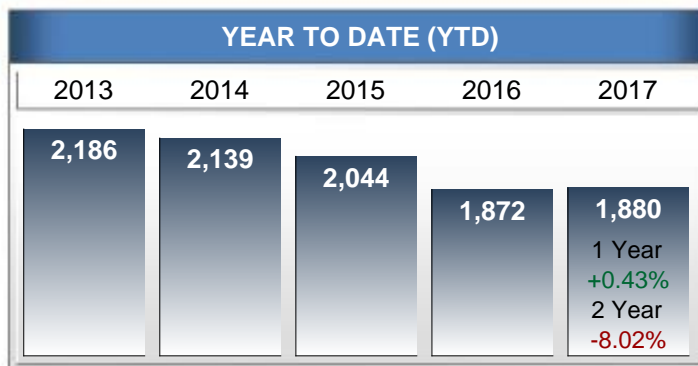
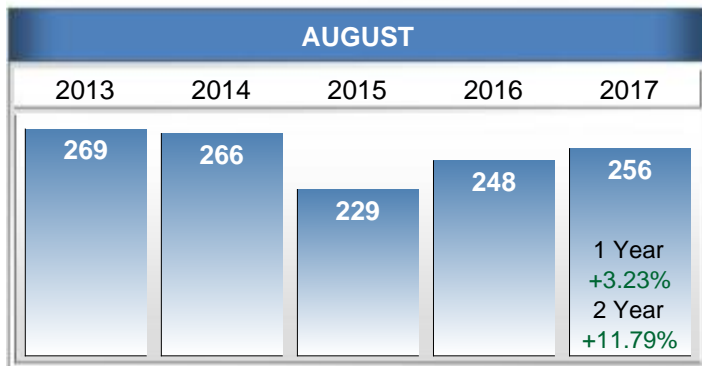
New Listings as of Sep 12, 2017



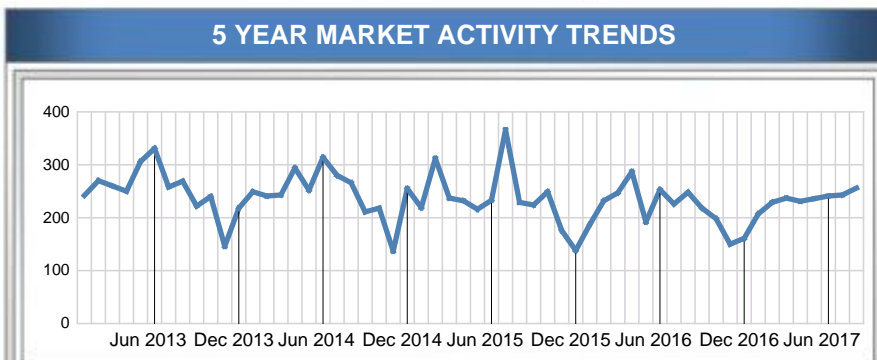
New Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



New Listings
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5yr AUG AVG = 254 **3 MONTHS**

High
Jul 2015 = 366

Low
Nov 2014 = 137

New Listings this month at **256**, above the 5 yr AUG average of **254**

JUN	241
JUL	243
AUG	256
0.83%	
5.35%	

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	10	3.91%	10	0	0	0
\$25,001 - \$75,000	47	18.36%	36	7	4	0
\$75,001 - \$125,000	31	12.11%	9	19	2	1
\$125,001 - \$175,000	55	21.48%	7	40	5	3
\$175,001 - \$275,000	54	21.09%	6	30	18	0
\$275,001 - \$375,000	32	12.50%	1	9	20	2
\$375,001 and up	27	10.55%	4	4	9	10
Total New Listed Units:	256		73	109	58	16
Total New Listed Volume:	62,352,627		9.32M	19.81M	16.31M	16.91M
Average New Listed Listing Price:	\$204,767		\$127,662	\$181,787	\$281,245	\$1,056,646



Monthly Inventory Analysis

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August 2017

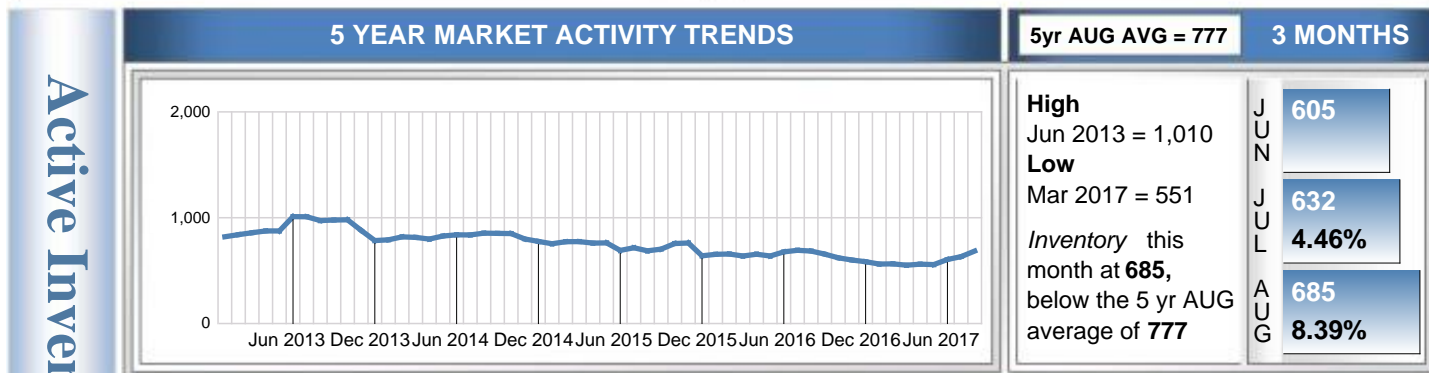
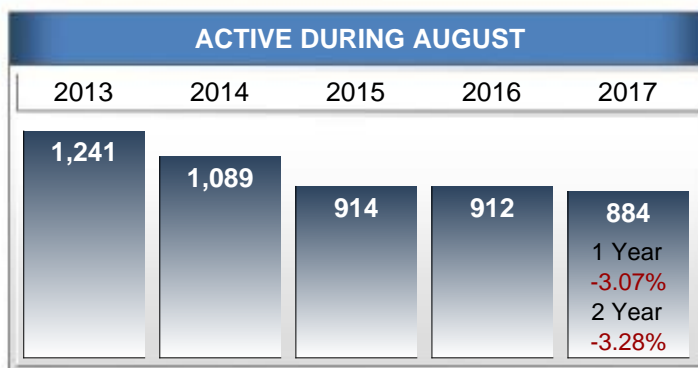
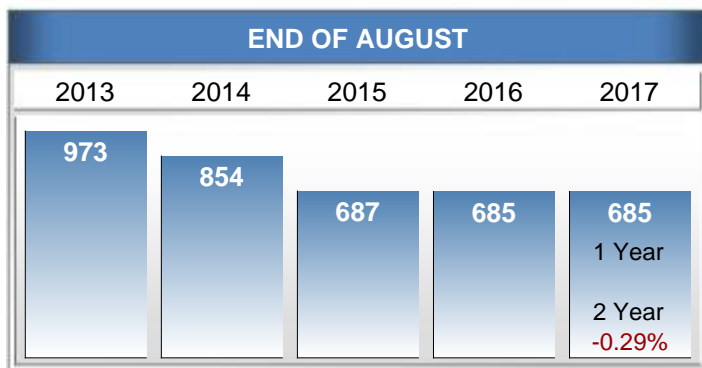
Active Inventory as of Sep 12, 2017



Active Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	38	5.55%	83.9	36	2	0	0		
\$25,001 - \$75,000	111	16.20%	72.3	95	12	4	0		
\$75,001 - \$125,000	77	11.24%	69.8	34	34	5	4		
\$125,001 - \$225,000	203	29.64%	69.7	35	110	55	3		
\$225,001 - \$300,000	95	13.87%	86.5	9	36	47	3		
\$300,001 - \$450,000	85	12.41%	70.9	11	18	44	12		
\$450,001 and up	76	11.09%	82.9	10	11	24	31		
Total Active Inventory by Units:				685	74.9	230	223	179	53
Total Active Inventory by Volume:				174,471,469		30.90M	46.69M	53.96M	42.92M
Average Active Inventory Listing Price:				\$254,703		\$134,358	\$209,354	\$301,469	\$809,819



Monthly Inventory Analysis

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August 2017

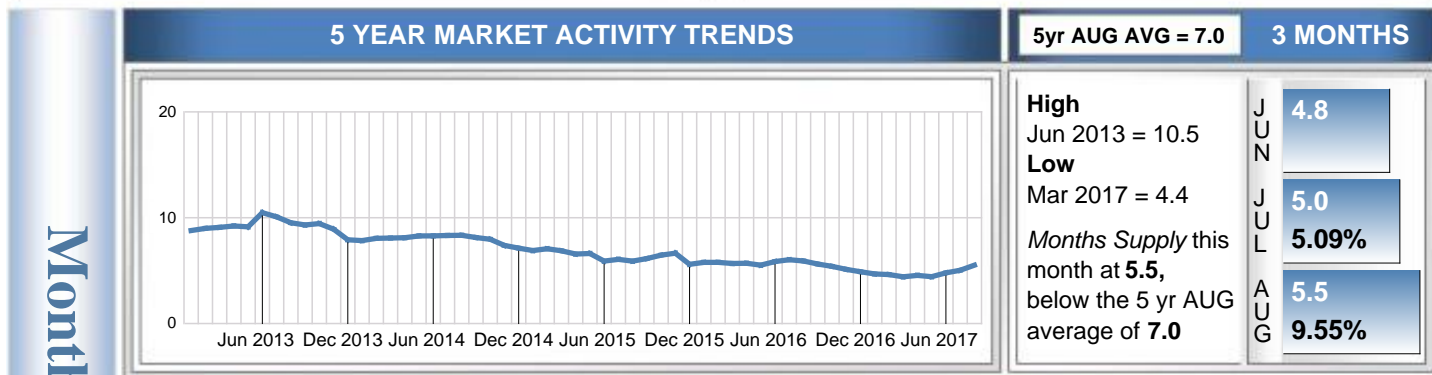
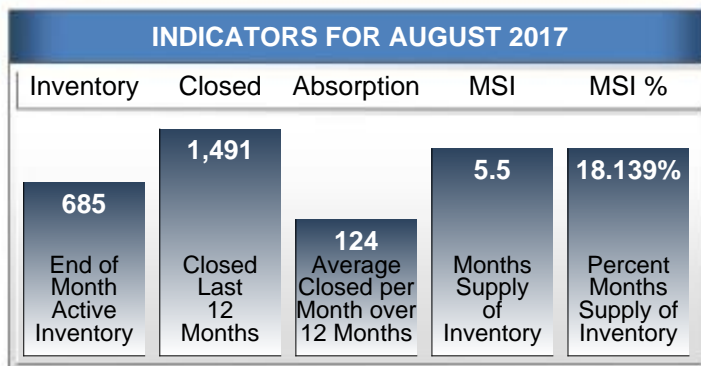
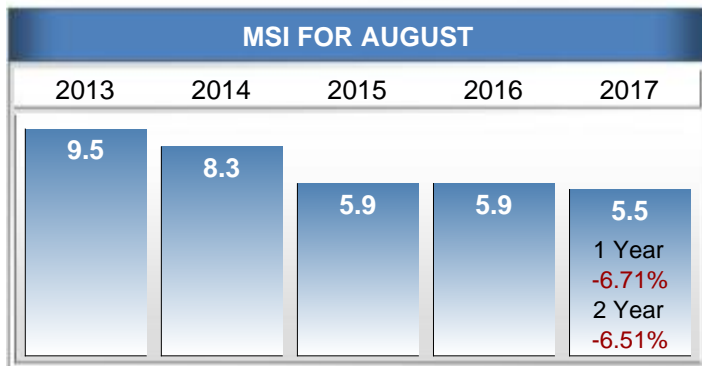
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	38	5.55%	8.3	8.8	4.8	0.0	0.0	
\$25,001 \$75,000	111	16.20%	7.3	12.4	1.8	4.8	0.0	
\$75,001 \$125,000	77	11.24%	3.5	7.8	2.3	2.1	48.0	
\$125,001 \$225,000	203	29.64%	3.9	16.2	3.0	4.2	3.6	
\$225,001 \$300,000	95	13.87%	6.4	21.6	6.0	6.3	3.0	
\$300,001 \$450,000	85	12.41%	8.2	33.0	12.0	6.2	8.5	
\$450,001 and up	76	11.09%	14.7	24.0	44.0	8.2	19.6	
MSI:	5.5			11.8	3.4	5.3	10.4	
Total Active Inventory:	685			230	223	179	53	



Monthly Inventory Analysis

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August 2017

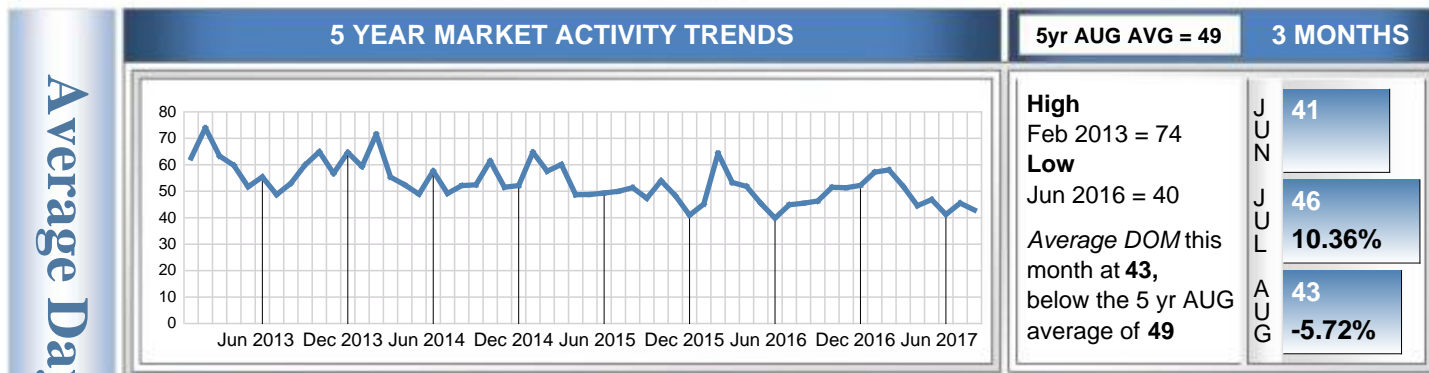
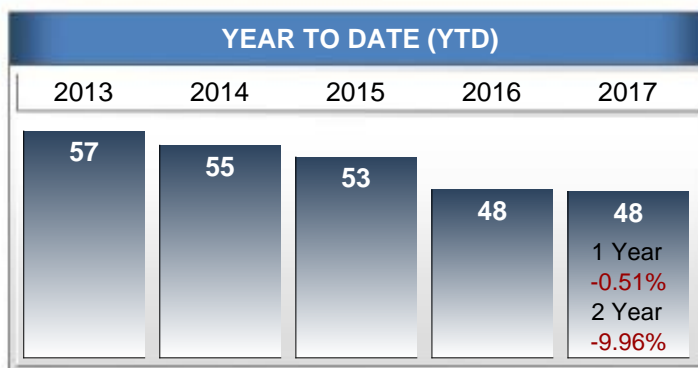
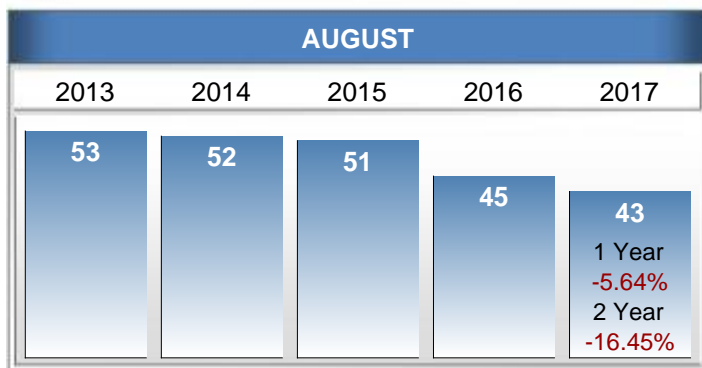
Closed Sales as of Sep 12, 2017



Average Days on Market to Sale

Report Produced on: Sep 12, 2017

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Average Days on Market

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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+
\$75,000 and less	12	9.76%	59.8	62.7	13.0	0.0	77.0
\$75,001 - \$100,000	11	8.94%	58.6	46.2	78.8	53.0	0.0
\$100,001 - \$125,000	10	8.13%	45.6	11.0	54.9	6.0	0.0
\$125,001 - \$200,000	41	33.33%	29.0	19.3	30.0	30.8	47.0
\$200,001 - \$250,000	19	15.45%	47.8	143.0	39.4	34.6	120.0
\$250,001 - \$375,000	17	13.82%	48.9	100.0	2.3	70.6	39.3
\$375,001 and up	13	10.57%	40.8	0.0	13.0	49.4	34.4
Average Closed DOM:				51.0	36.3	47.4	47.8
Total Closed Units:				25	58	28	12
Total Closed Volume:				2.66M	10.05M	9.28M	4.38M



Monthly Inventory Analysis

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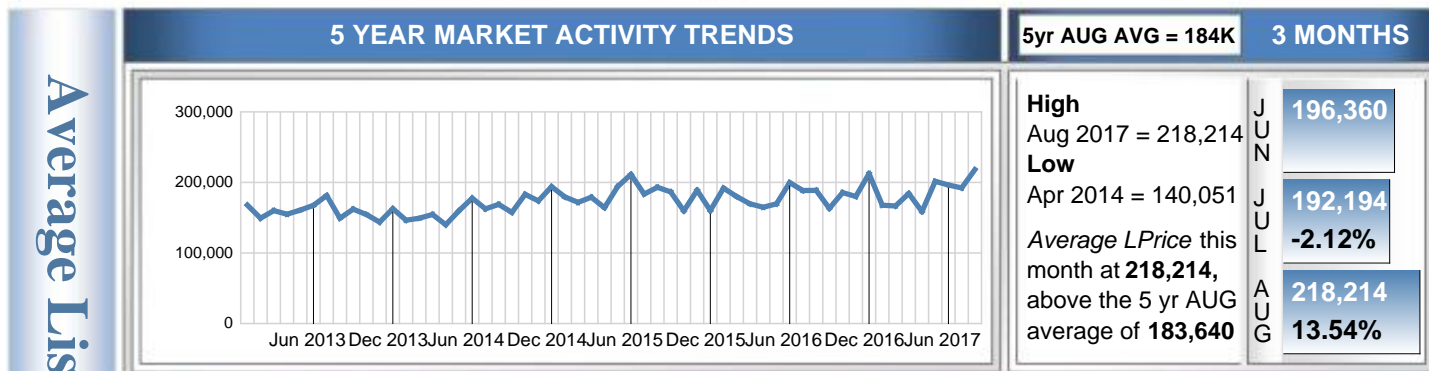
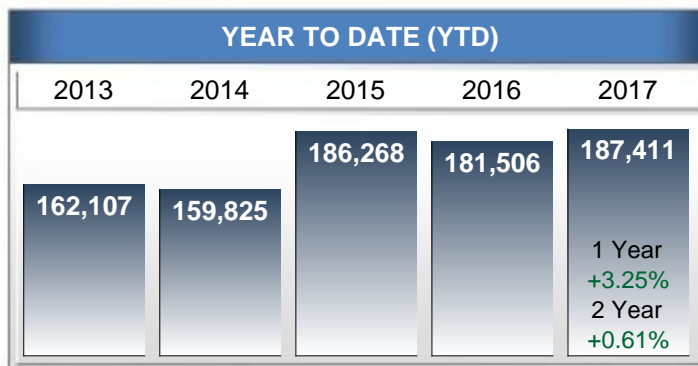
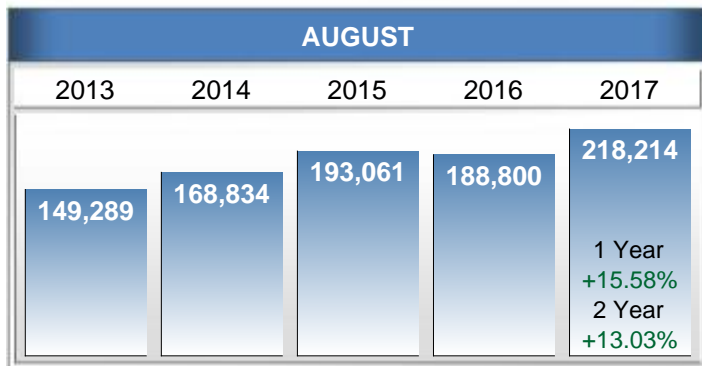
Closed Sales as of Sep 12, 2017



Average List Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



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+
\$75,000 and less	16	13.01%	48,983	46,930	56,000	0	58,432
\$75,001 - \$100,000	8	6.50%	88,888	84,550	87,200	75,000	0
\$100,001 - \$125,000	11	8.94%	119,245	114,900	121,425	109,900	0
\$125,001 - \$200,000	36	29.27%	159,840	128,150	163,294	169,400	136,900
\$200,001 - \$250,000	20	16.26%	226,945	245,000	229,158	230,860	255,000
\$250,001 - \$375,000	18	14.63%	297,164	400,000	298,247	301,584	308,322
\$375,001 and up	14	11.38%	599,407	0	425,000	671,829	572,780
Average List Price:	\$218,214			\$100,216	\$177,868	\$338,253	\$378,960
Total Closed Units:	123			25	58	28	12
Total List Volume:	26,840,321			2.51M	10.32M	9.47M	4.55M



Monthly Inventory Analysis

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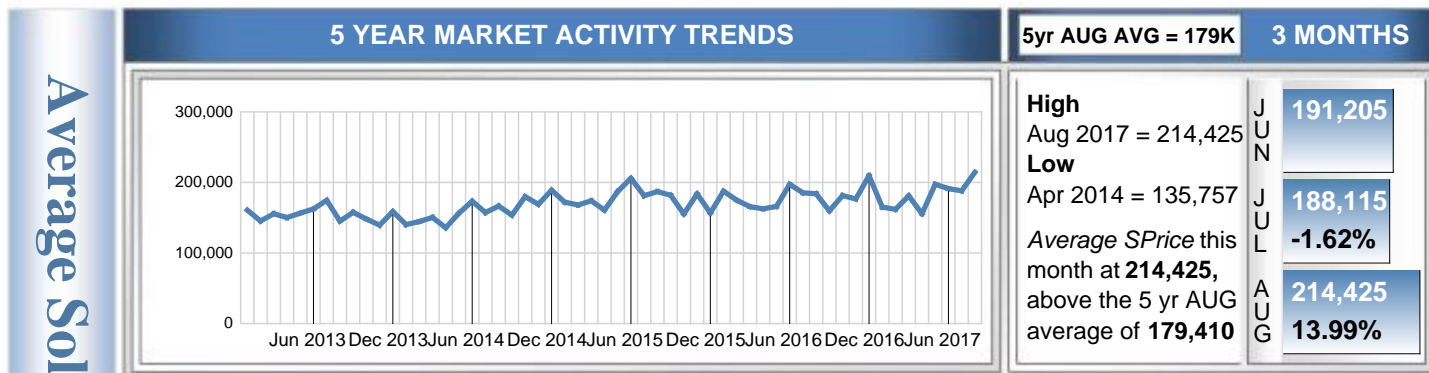
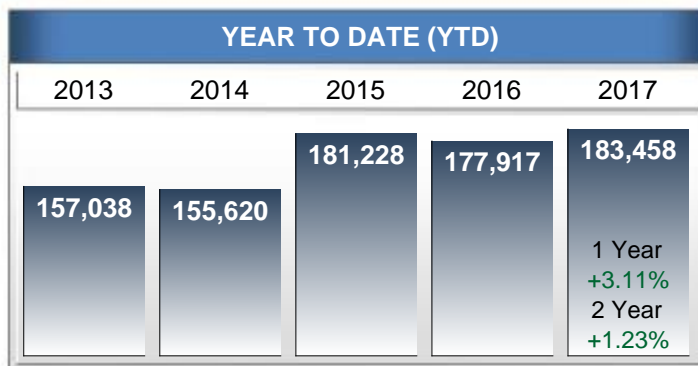
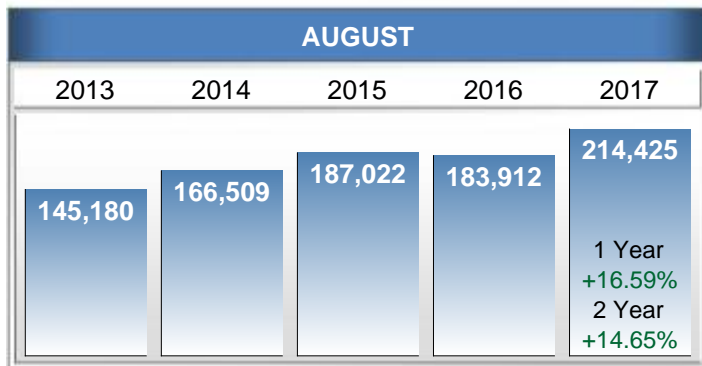
Closed Sales as of Sep 12, 2017



Average Sold Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



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+
\$75,000 and less	12	9.76%	46,583	44,885	56,000	0	54,150
\$75,001 - \$100,000	11	8.94%	87,268	90,533	84,875	77,250	0
\$100,001 - \$125,000	10	8.13%	117,280	114,900	118,500	109,900	0
\$125,001 - \$200,000	41	33.33%	159,439	156,667	159,278	168,033	129,000
\$200,001 - \$250,000	19	15.45%	227,659	242,500	223,677	230,380	247,000
\$250,001 - \$375,000	17	13.82%	299,621	375,000	295,022	294,434	295,750
\$375,001 and up	13	10.57%	594,346	0	385,000	653,571	553,300
Average Closed Price: \$214,425				\$106,578	\$173,319	\$331,347	\$364,971
Total Closed Units: 123				25	58	28	12
Total Closed Volume: 26,374,324				2.66M	10.05M	9.28M	4.38M



Monthly Inventory Analysis

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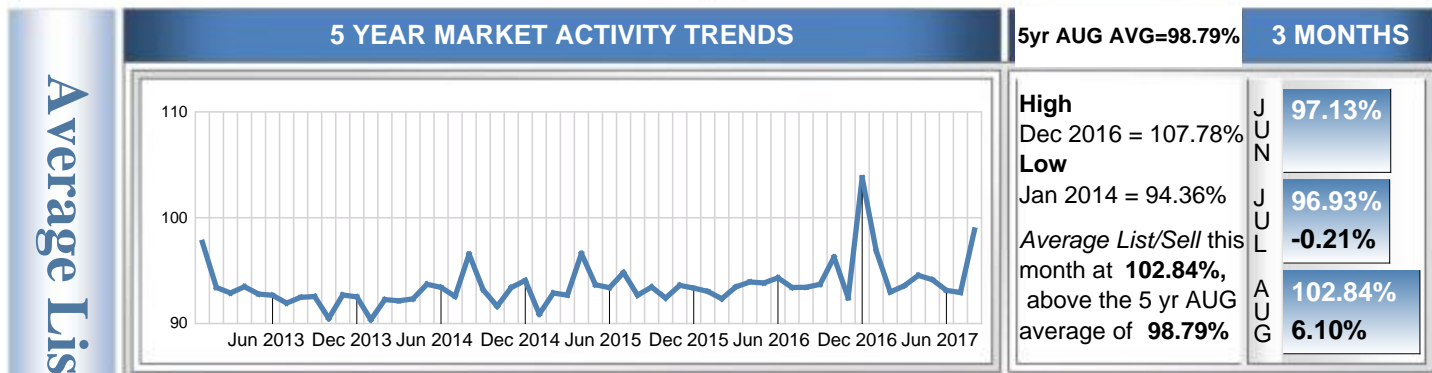
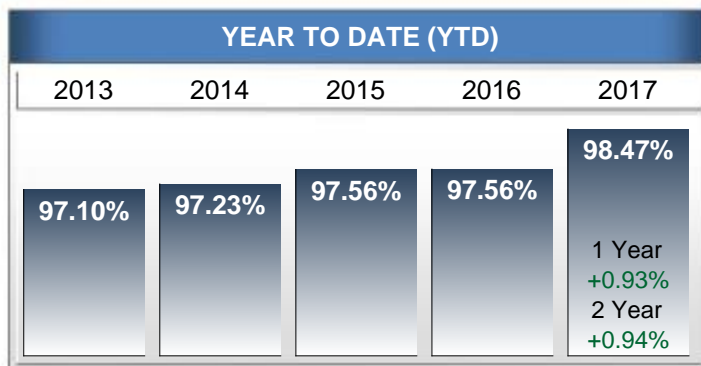
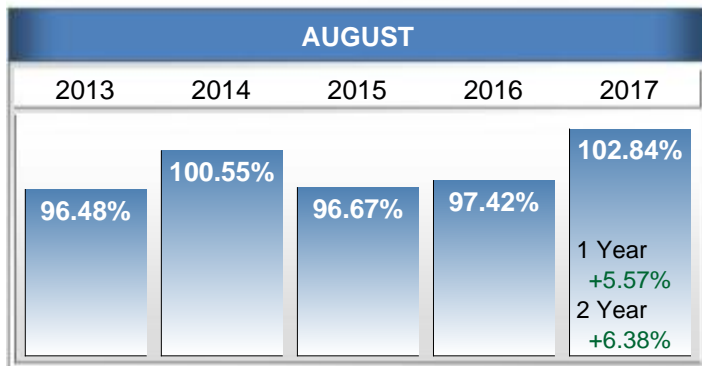
Closed Sales as of Sep 12, 2017



Average Percent of List Price to Selling Price

Report Produced on: Sep 12, 2017

Area Delimited by County Of Rogers



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+
\$75,000 and less	12	9.76%	96.90%	97.01%	100.00%	0.00%	92.67%
\$75,001 - \$100,000	11	8.94%	121.40%	140.32%	97.62%	103.00%	0.00%
\$100,001 - \$125,000	10	8.13%	98.12%	100.00%	97.65%	100.00%	0.00%
\$125,001 - \$200,000	41	33.33%	107.07%	160.02%	97.86%	99.21%	94.23%
\$200,001 - \$250,000	19	15.45%	98.25%	98.98%	97.67%	99.79%	96.86%
\$250,001 - \$375,000	17	13.82%	97.29%	93.75%	98.99%	97.53%	96.00%
\$375,001 and up	13	10.57%	96.92%	0.00%	90.59%	98.21%	96.39%
Average List/Sell Ratio: 102.80%				122.60%	97.77%	98.75%	95.81%
Total Closed Units: 123				25	58	28	12
Total Closed Volume: 26,374,324				2.66M	10.05M	9.28M	4.38M



Monthly Inventory Analysis

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August 2017

Inventory as of Sep 12, 2017



Market Summary

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Area Delimited by County Of Rogers



Absorption: Last 12 months, an Average of 124 Sales/Month

Active Inventory as of August 31, 2017 = 685

	AUGUST			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	139	123	-11.51%	964	1,023	6.12%
Pending Sales	128	141	10.16%	1,024	1,124	9.77%
New Listings	248	256	3.23%	1,872	1,880	0.43%
Average List Price	188,800	218,214	15.58%	181,506	187,411	3.25%
Average Sale Price	183,912	214,425	16.59%	177,917	183,458	3.11%
Average Percent of List Price to Selling Price	97.42%	102.84%	5.57%	97.56%	98.47%	0.93%
Average Days on Market to Sale	45.47	42.91	-5.64%	48.08	47.83	-0.51%
Monthly Inventory	685	685	0.00%	685	685	0.00%
Months Supply of Inventory	5.91	5.51	-6.71%	5.91	5.51	-6.71%

