



September 2017

Area Delimited by County Of Rogers

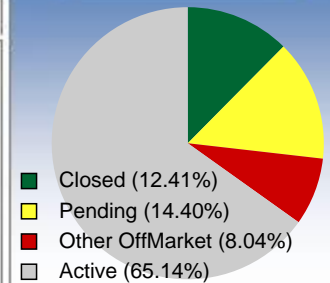


Absorption: Last 12 months, an Average of **125** Sales/Month

Active Inventory as of September 30, 2017 = **656**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	121	125	3.31%
Pending Listings	135	145	7.41%
New Listings	218	208	-4.59%
Median List Price	144,900	150,000	3.52%
Median Sale Price	141,000	144,000	2.13%
Median Percent of List Price to Selling Price	99.47%	98.00%	-1.48%
Median Days on Market to Sale	23.00	19.00	-17.39%
End of Month Inventory	656	656	0.00%
Months Supply of Inventory	5.62	5.26	-6.48%

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) Decreases

The total housing inventory at the end of September 2017 decreased **0.00%** to 656 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **5.26** 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 **2.13%** in September 2017 to \$144,000 versus the previous year at \$141,000.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 4.00 days or **17.39%** in September 2017 compared to last year's same month at **23.00** 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 strong this month.

There were 208 New Listings in September 2017, down **4.59%** from last year at 218. Furthermore, there were 125 Closed Listings this month versus last year at 121, a **3.31%** increase.

Closed versus Listed trends yielded a **60.1%** ratio, up from last year's September 2017 at **55.5%**, a **8.27%** upswing. 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

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September 2017

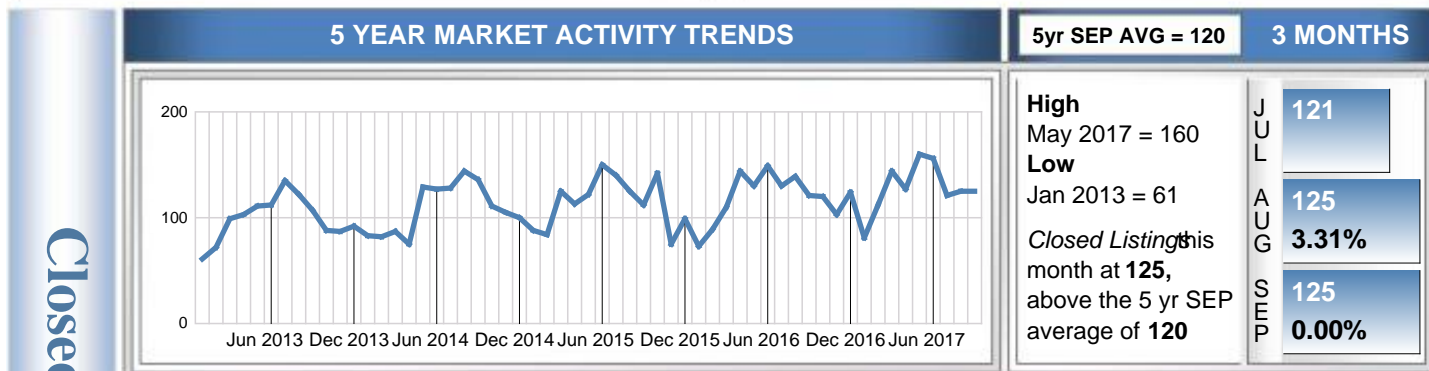
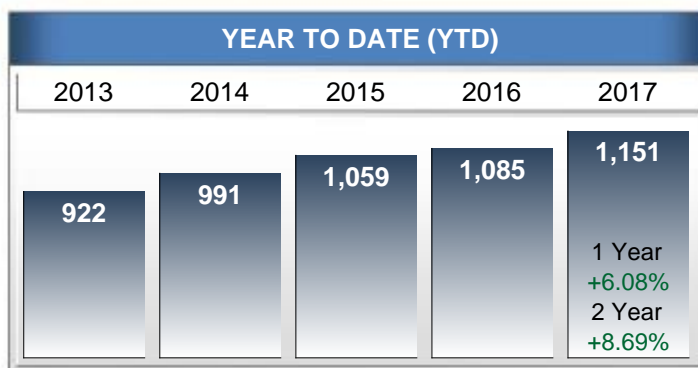
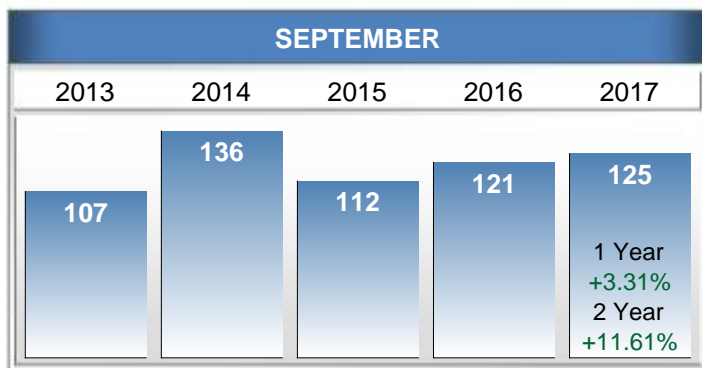
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	12	9.60%	5.0	8	3	1	0
\$40,001 - \$80,000	14	11.20%	16.0	3	10	1	0
\$80,001 - \$110,000	18	14.40%	13.0	2	16	0	0
\$110,001 - \$160,000	29	23.20%	28.0	5	20	2	2
\$160,001 - \$210,000	22	17.60%	27.5	2	15	3	2
\$210,001 - \$290,000	14	11.20%	54.5	1	6	7	0
\$290,001 and up	16	12.80%	41.0	0	5	8	3
Total Closed Units:				21	75	22	7
Total Closed Volume:				1.88M	10.85M	5.52M	1.94M
Median Closed Price:				\$72,000	\$130,000	\$237,500	\$180,000

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

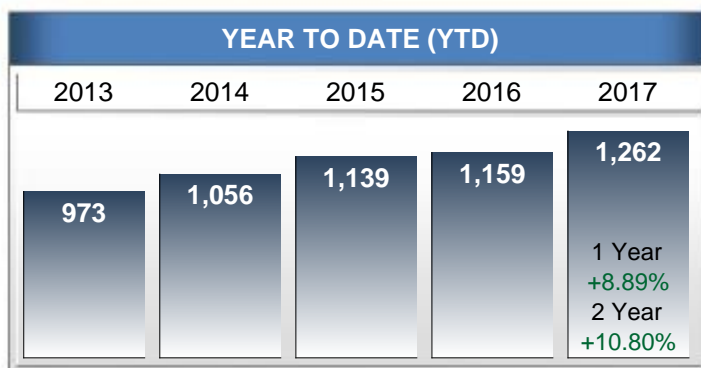
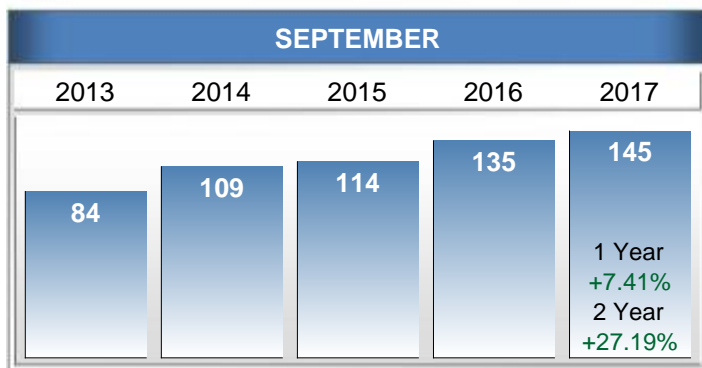
Pending Listings as of Oct 12, 2017



Pending Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



Pending Listings
 Ready to Buy or Sell Real Estate?
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5yr SEP AVG = 117 **3 MONTHS**

High
Mar 2017 = 160

Low
Feb 2014 = 74

Pending Listing this month at **145**, above the 5 yr SEP average of **117**

JUL	139
AUG	137
SEP	145
-1.44%	
5.84%	

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	10	6.90%	19.0	4	5	1	0
\$50,001 - \$75,000	12	8.28%	40.0	5	6	1	0
\$75,001 - \$125,000	25	17.24%	32.0	5	19	1	0
\$125,001 - \$175,000	35	24.14%	17.0	3	24	7	1
\$175,001 - \$250,000	30	20.69%	47.0	0	14	16	0
\$250,001 - \$400,000	20	13.79%	37.0	1	6	12	1
\$400,001 and up	13	8.97%	51.0	0	0	7	6
Total Pending Units: 145				18	74	45	8
Total Pending Volume: 28,727,922				1.55M	10.76M	12.15M	4.26M
Median Listing Price: \$159,900				\$74,450	\$137,750	\$235,000	\$436,615



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

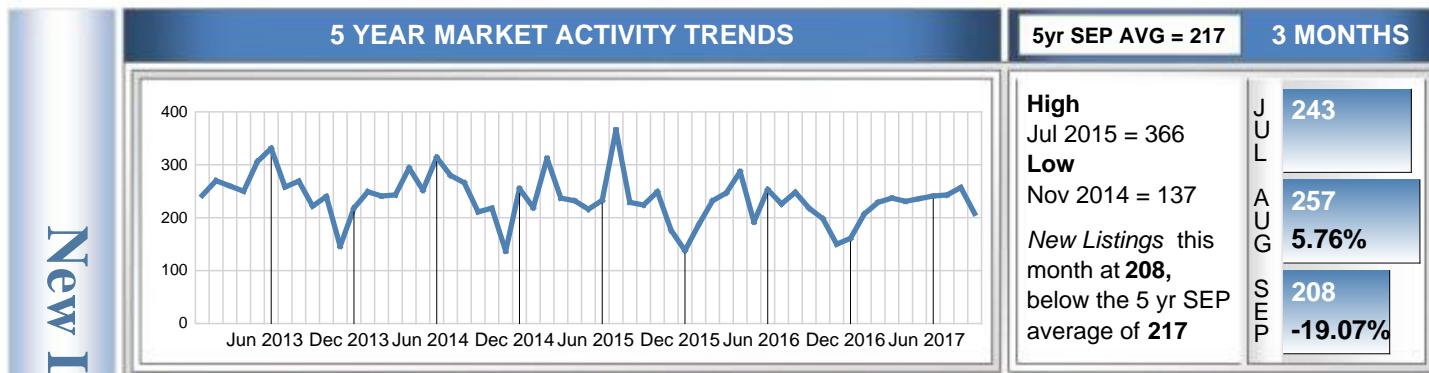
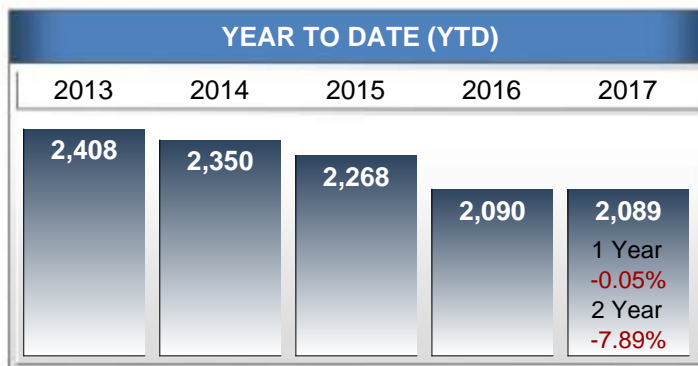
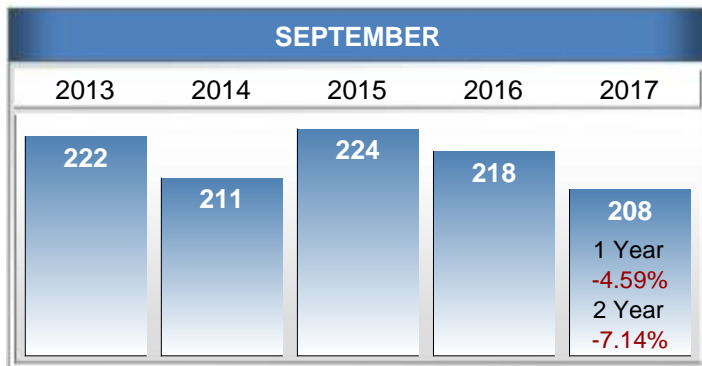
New Listings as of Oct 12, 2017



New Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



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	19	9.13%	13	4	2	0
\$50,001 - \$100,000	21	10.10%	8	8	5	0
\$100,001 - \$150,000	38	18.27%	6	27	4	1
\$150,001 - \$200,000	45	21.63%	4	31	10	0
\$200,001 - \$250,000	32	15.38%	3	15	13	1
\$250,001 - \$475,000	31	14.90%	2	9	15	5
\$475,001 and up	22	10.58%	2	2	9	9
Total New Listed Units:			38	96	58	16
Total New Listed Volume:			4.95M	17.84M	16.13M	13.53M
Median New Listed Listing Price:			\$83,481	\$164,950	\$226,250	\$522,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

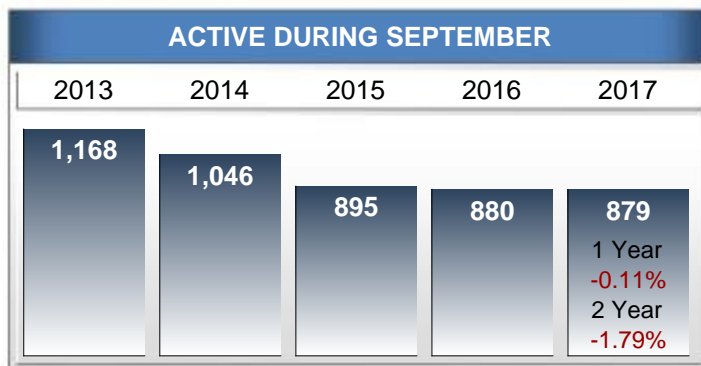
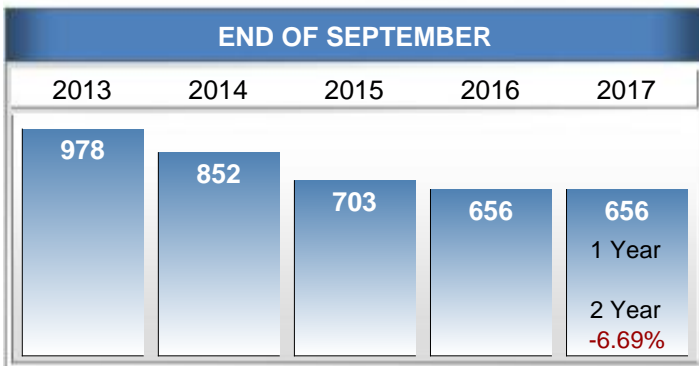
Active Inventory as of Oct 12, 2017



Active Inventory

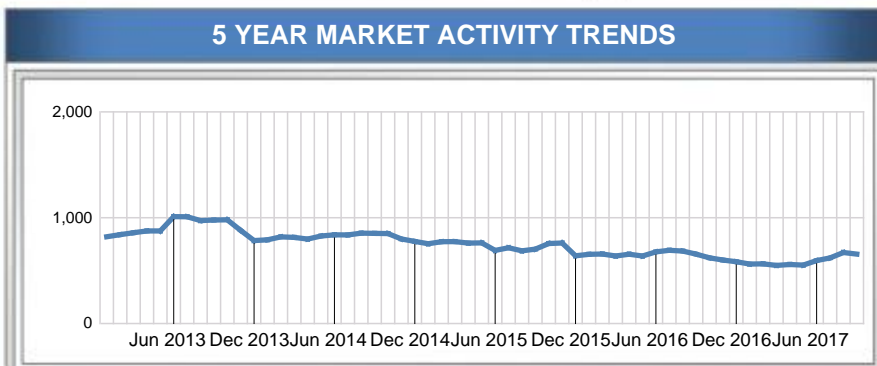
Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr SEP AVG = 769 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Mar 2017 = 549

Inventory this month at **656**, below the 5 yr SEP average of **769**

Month	Inventory	% Change
JUL	620	
AUG	671	8.23%
SEP	656	-2.24%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	38	5.79%	72.0	36	2	0	0
\$25,001 - \$75,000	99	15.09%	61.0	86	9	4	0
\$75,001 - \$125,000	68	10.37%	69.5	31	25	8	4
\$125,001 - \$200,000	177	26.98%	50.0	32	100	42	3
\$200,001 - \$300,000	122	18.60%	72.0	9	51	56	6
\$300,001 - \$500,000	88	13.41%	74.5	13	21	40	14
\$500,001 and up	64	9.76%	64.0	9	9	19	27
Total Active Inventory by Units:		656	64.0	216	217	169	54
Total Active Inventory by Volume:		170,590,234		30.07M	48.26M	49.47M	42.79M
Median Active Inventory Listing Price:		\$179,900		\$59,900	\$179,000	\$259,900	\$507,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

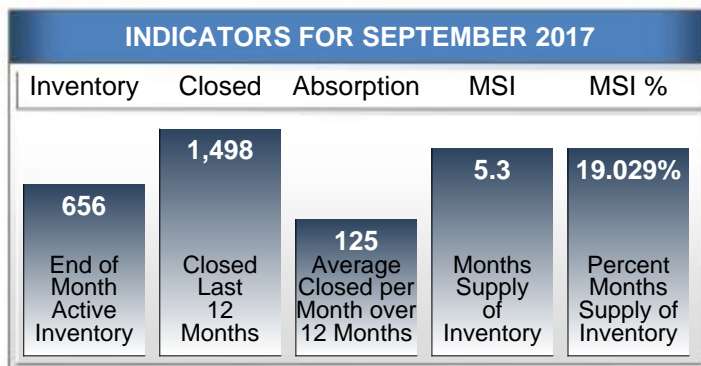
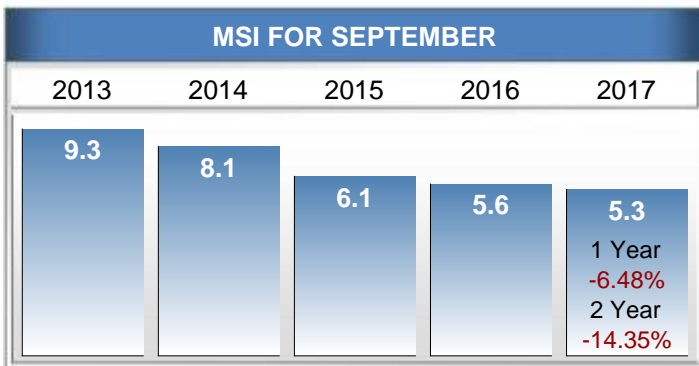
Active Inventory as of Oct 12, 2017



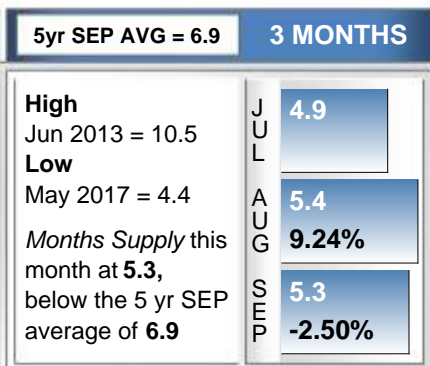
Months Supply of Inventory

Report Produced on: Oct 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	5.79%	8.3	9.0	4.0	0.0	0.0	
\$25,001 \$75,000	99	15.09%	6.5	11.7	1.3	4.4	0.0	
\$75,001 \$125,000	68	10.37%	3.0	7.4	1.6	3.3	48.0	
\$125,001 \$200,000	177	26.98%	3.9	12.0	3.1	4.2	4.0	
\$200,001 \$300,000	122	18.60%	5.7	18.0	5.6	5.5	4.2	
\$300,001 \$500,000	88	13.41%	7.4	22.3	12.6	4.9	8.8	
\$500,001 and up	64	9.76%	18.3	54.0	36.0	11.4	19.1	
MSI:	5.3			11.1	3.3	5.1	10.0	
Total Active Inventory:	656			216	217	169	54	



Monthly Inventory Analysis

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September 2017

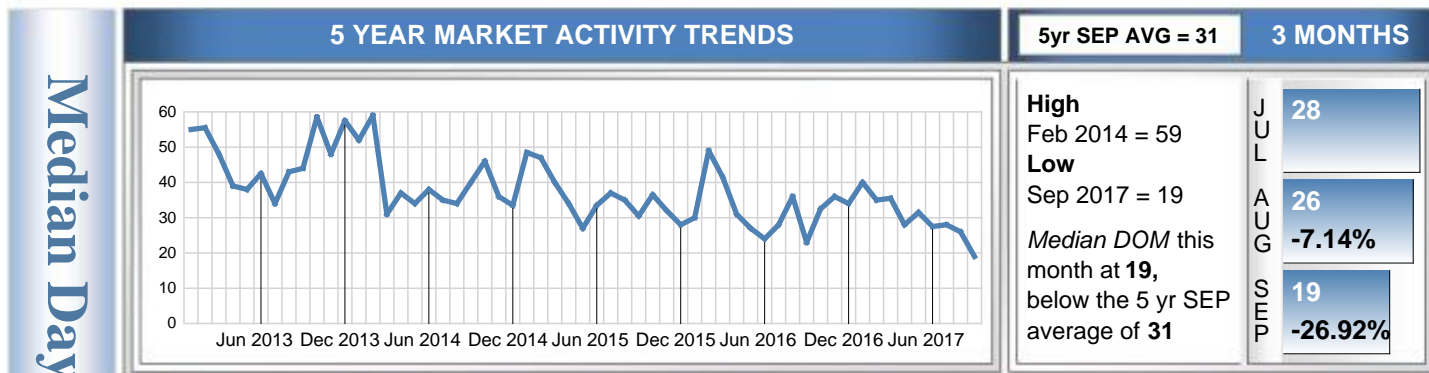
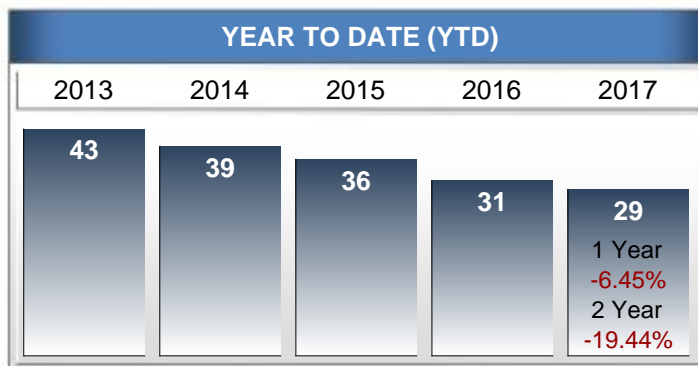
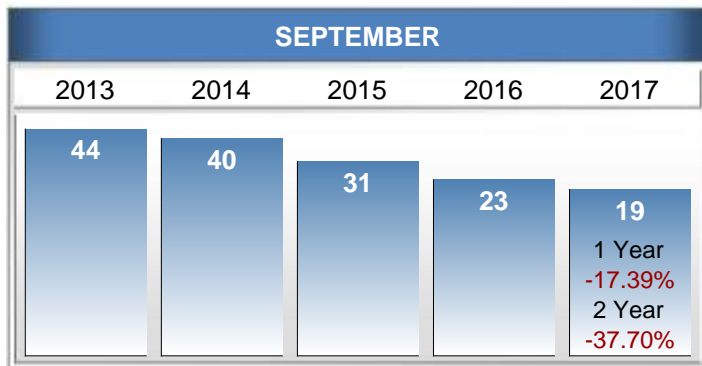
Closed Sales as of Oct 12, 2017



Median Days on Market to Sale

Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



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+
\$40,000 and less	12	9.60%	5.0	10.5	3.0	54.0	0.0
\$40,001 - \$80,000	14	11.20%	16.0	61.0	16.0	5.0	0.0
\$80,001 - \$110,000	18	14.40%	13.0	2.5	15.0	0.0	0.0
\$110,001 - \$160,000	29	23.20%	28.0	20.0	28.5	29.5	82.0
\$160,001 - \$210,000	22	17.60%	27.5	33.0	33.0	3.0	14.0
\$210,001 - \$290,000	14	11.20%	54.5	66.0	52.0	55.0	0.0
\$290,001 and up	16	12.80%	41.0	0.0	7.0	38.5	84.0
Median Closed DOM:	19.0			15.0	19.0	38.5	65.0
Total Closed Units:	125			21	75	22	7
Total Closed Volume:	20,193,808			1.88M	10.85M	5.52M	1.94M



Monthly Inventory Analysis

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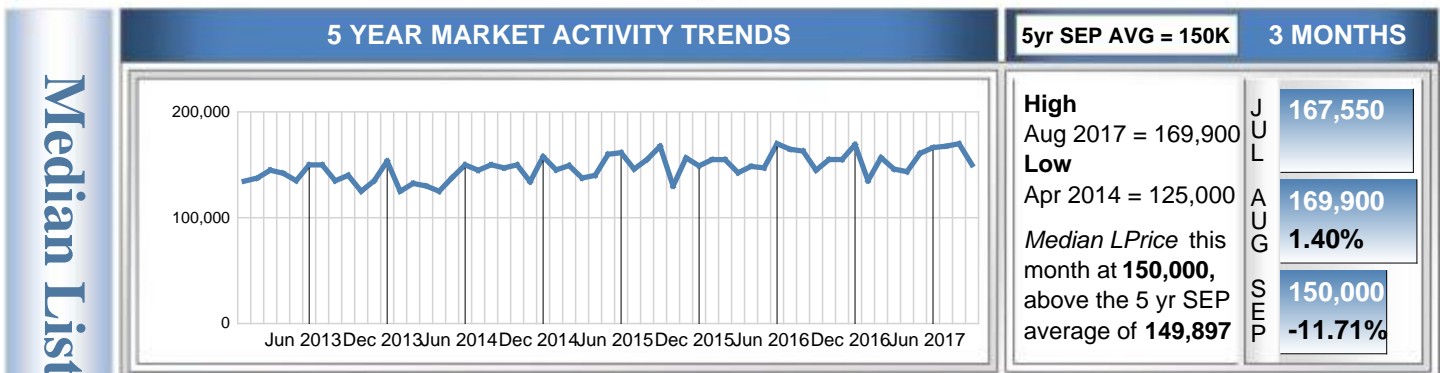
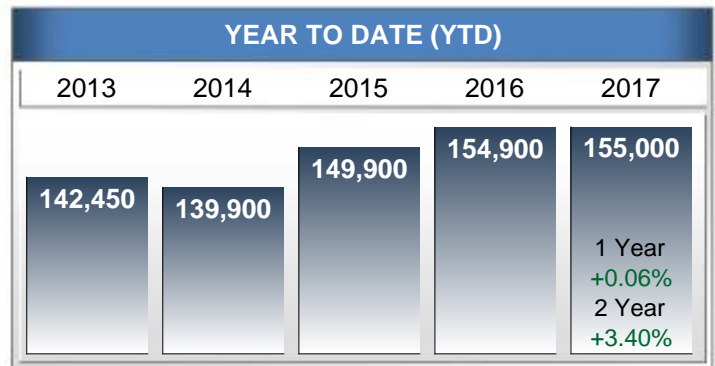
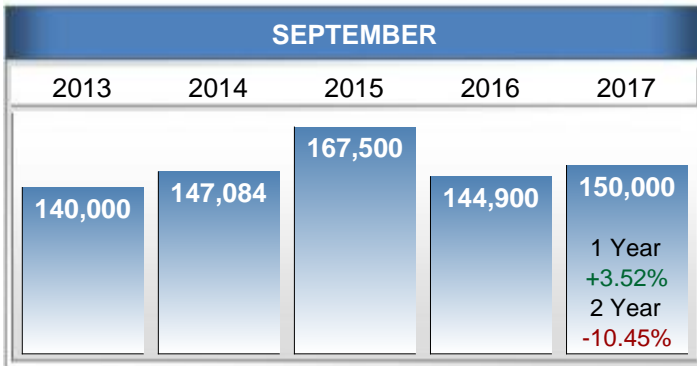
Closed Sales as of Oct 12, 2017



Median List Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



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+
\$40,000 and less	10		8.00%	29,950	30,450	27,700	0	0
\$40,001 - \$80,000	15		12.00%	65,000	77,450	65,000	45,000	0
\$80,001 - \$110,000	16		12.80%	95,000	95,000	95,000	0	0
\$110,001 - \$160,000	30		24.00%	134,900	158,000	131,900	142,200	135,950
\$160,001 - \$210,000	25		20.00%	175,000	164,950	175,000	203,500	173,950
\$210,001 - \$290,000	12		9.60%	234,750	254,000	223,500	245,000	0
\$290,001 and up	17		13.60%	350,000	0	326,250	357,250	399,500
Median List Price:		\$150,000			\$79,900	\$131,900	\$245,000	\$179,900
Total Closed Units:		125			21	75	22	7
Total List Volume:		20,815,549			1.98M	11.14M	5.74M	1.95M



Monthly Inventory Analysis

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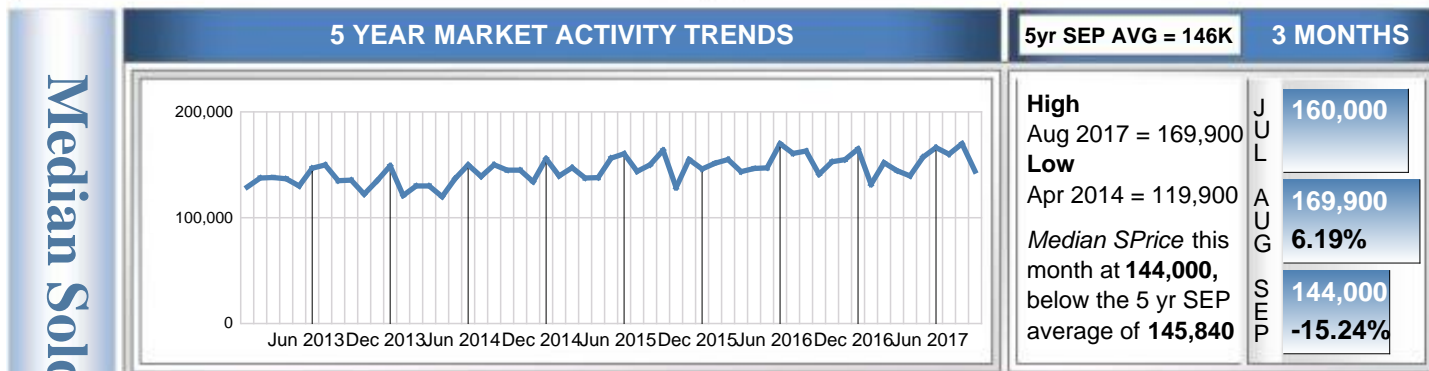
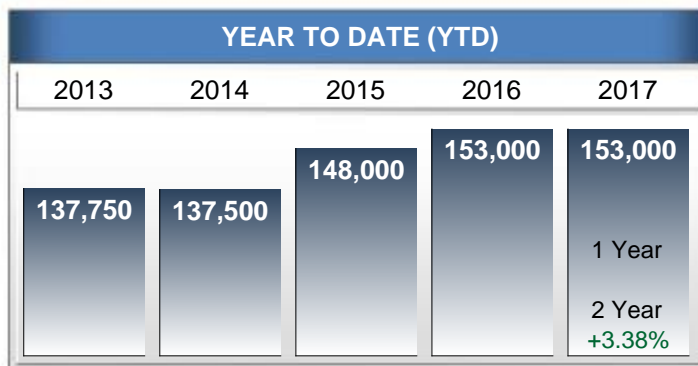
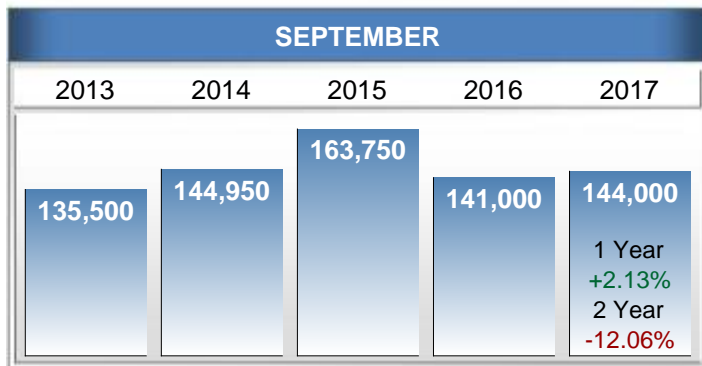
Closed Sales as of Oct 12, 2017



Median Sold Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by County Of Rogers



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+
\$40,000 and less	12		9.60%	30,750	28,000	33,252	39,000	0
\$40,001 - \$80,000	14		11.20%	67,776	70,000	67,776	44,000	0
\$80,001 - \$110,000	18		14.40%	94,500	86,250	96,000	0	0
\$110,001 - \$160,000	29		23.20%	136,000	150,000	134,900	130,500	136,950
\$160,001 - \$210,000	22		17.60%	176,250	165,250	175,000	190,000	173,000
\$210,001 - \$290,000	14		11.20%	227,250	240,000	220,000	230,000	0
\$290,001 and up	16		12.80%	331,500	0	318,000	330,250	399,500
Median Closed Price:	\$144,000				\$72,000	\$130,000	\$237,500	\$180,000
Total Closed Units:	125				21	75	22	7
Total Closed Volume:	20,193,808				1.88M	10.85M	5.52M	1.94M



Monthly Inventory Analysis

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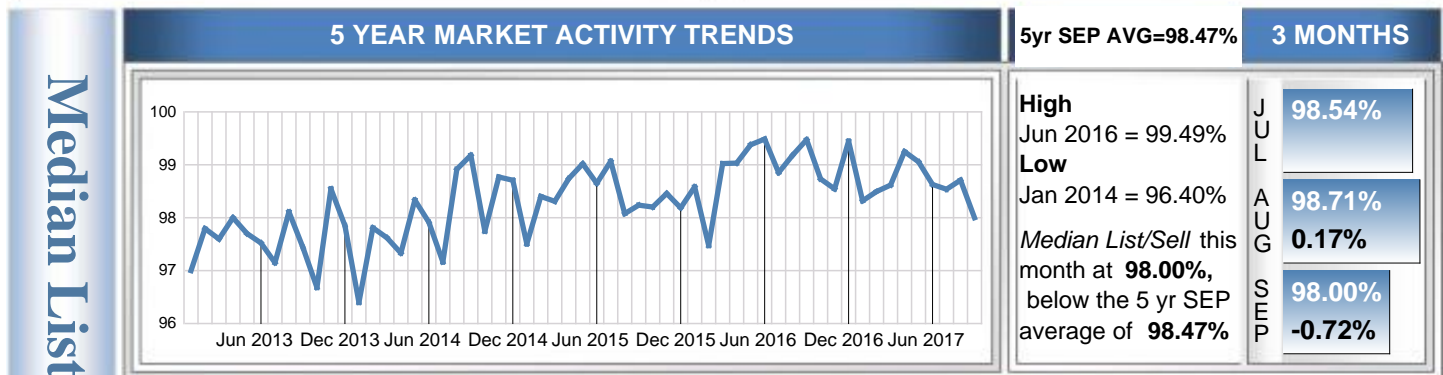
Closed Sales as of Oct 12, 2017



Median Percent of List Price to Selling Price

Report Produced on: Oct 12, 2017

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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+
\$40,000 and less	12	9.60%	93.42%	96.93%	81.94%	86.67%	0.00%
\$40,001 - \$80,000	14	11.20%	93.45%	90.11%	93.84%	97.78%	0.00%
\$80,001 - \$110,000	18	14.40%	97.25%	99.00%	97.25%	0.00%	0.00%
\$110,001 - \$160,000	29	23.20%	98.39%	95.21%	98.88%	91.93%	100.84%
\$160,001 - \$210,000	22	17.60%	100.00%	97.83%	100.00%	100.00%	99.43%
\$210,001 - \$290,000	14	11.20%	99.08%	94.49%	98.39%	100.00%	0.00%
\$290,001 and up	16	12.80%	97.73%	0.00%	97.46%	96.41%	100.00%
Median List/Sell Ratio: 98.00%				94.74%	98.10%	97.64%	100.00%
Total Closed Units: 125				21	75	22	7
Total Closed Volume: 20,193,808				1.88M	10.85M	5.52M	1.94M

Median List/Sell Price

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



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 125 Sales/Month

Active Inventory as of September 30, 2017 = 656

	SEPTEMBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	121	125	3.31%	1,085	1,151	6.08%
Pending Sales	135	145	7.41%	1,159	1,262	8.89%
New Listings	218	208	-4.59%	2,090	2,089	-0.05%
Median List Price	144,900	150,000	3.52%	154,900	155,000	0.06%
Median Sale Price	141,000	144,000	2.13%	153,000	153,000	0.00%
Median Percent of List Price to Selling Price	99.47%	98.00%	-1.48%	98.97%	98.65%	-0.32%
Median Days on Market to Sale	23.00	19.00	-17.39%	31.00	29.00	-6.45%
Monthly Inventory	656	656	0.00%	656	656	0.00%
Months Supply of Inventory	5.62	5.26	-6.48%	5.62	5.26	-6.48%

