



March 2017

Area Delimited by County Of Rogers

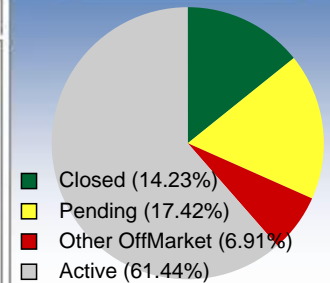


Absorption: Last 12 months, an Average of **124** Sales/Month

Active Inventory as of March 31, 2017 = **596**

	MARCH		
	2016	2017	+/- %
Closed Listings	110	138	25.45%
Pending Listings	146	169	15.75%
New Listings	247	237	-4.05%
Average List Price	169,693	185,834	9.51%
Average Sale Price	165,662	182,273	10.03%
Average Percent of List Price to Selling Price	97.46%	97.41%	-0.05%
Average Days on Market to Sale	53.31	53.33	0.03%
End of Month Inventory	638	596	-6.58%
Months Supply of Inventory	5.68	4.82	-15.14%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 11, 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 March 2017 decreased **6.58%** to 596 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 **4.82** 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 **10.03%** in March 2017 to \$182,273 versus the previous year at \$165,662.

Average Days on Market Lengthens

The average number of **53.33** days that homes spent on the market before selling increased by 0.02 days or **0.03%** in March 2017 compared to last year's same month at **53.31** DOM.

Sales Success for March 2017 is Positive

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

There were 237 New Listings in March 2017, down **4.05%** from last year at 247. Furthermore, there were 138 Closed Listings this month versus last year at 110, a **25.45%** increase.

Closed versus Listed trends yielded a **58.2%** ratio, up from last year's March 2017 at **44.5%**, a **30.75%** 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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March 2017

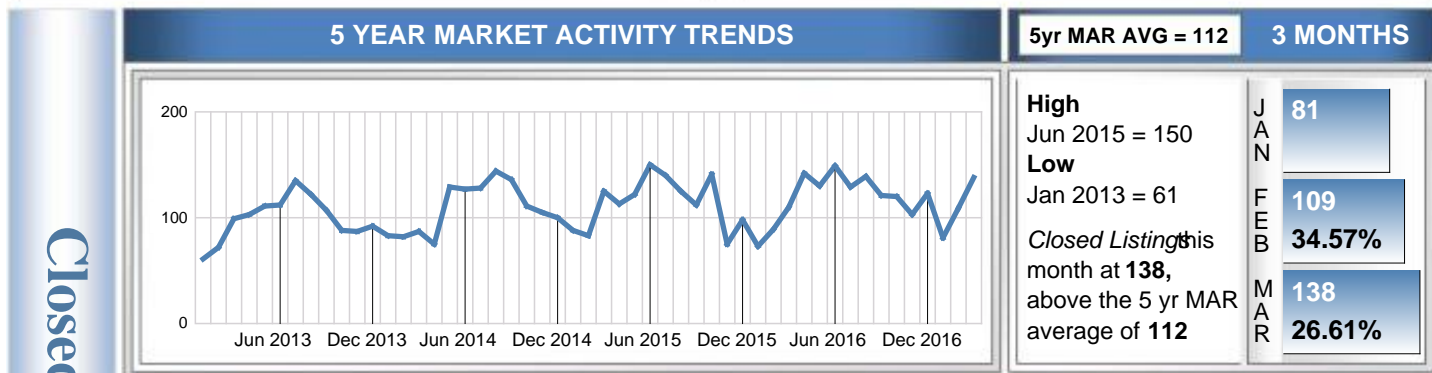
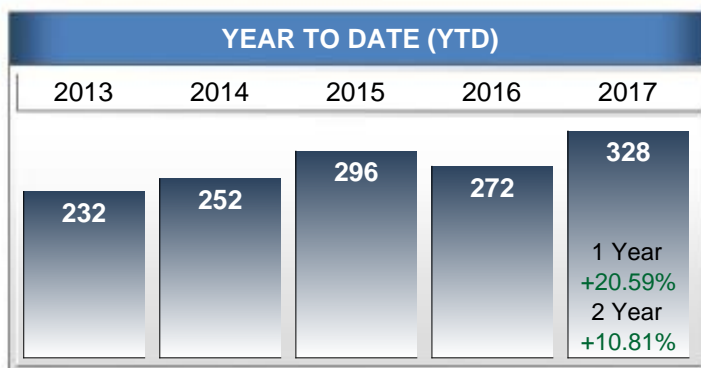
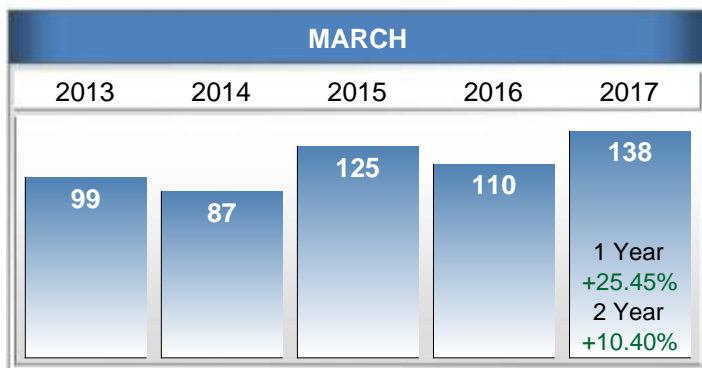
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



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+
\$50,000 and less	11	7.97%	44.5	8	2	1	0
\$50,001 - \$100,000	20	14.49%	60.2	7	11	2	0
\$100,001 - \$125,000	18	13.04%	38.0	1	13	4	0
\$125,001 - \$150,000	26	18.84%	62.7	1	19	6	0
\$150,001 - \$225,000	29	21.01%	55.3	1	15	12	1
\$225,001 - \$350,000	21	15.22%	48.1	0	9	10	2
\$350,001 and up	13	9.42%	56.8	2	2	8	1
Total Closed Units:	138		53.3	20	71	43	4
Total Closed Volume:	25,153,698			2.08M	11.00M	10.34M	1.73M
Average Closed Price:	\$182,273			\$104,069	\$154,894	\$240,484	\$433,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

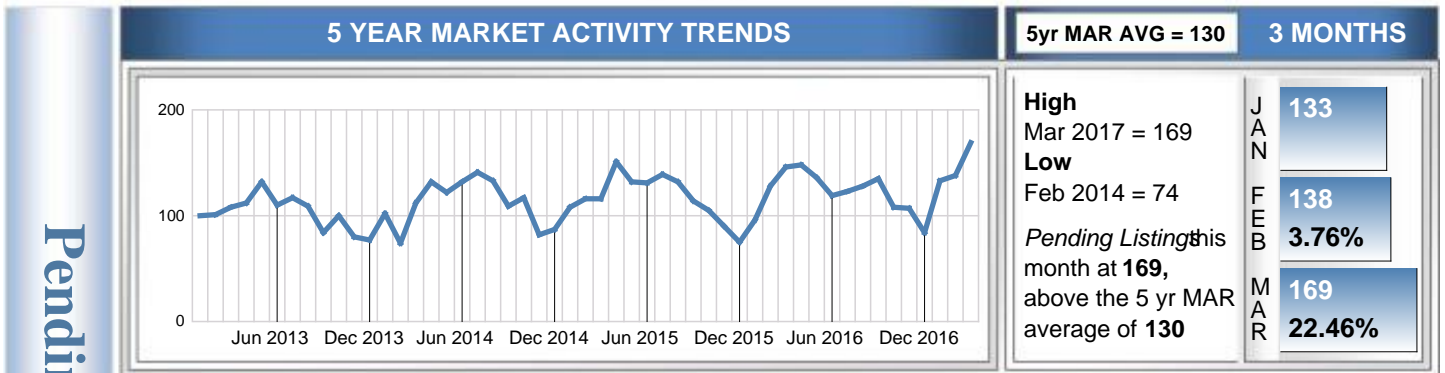
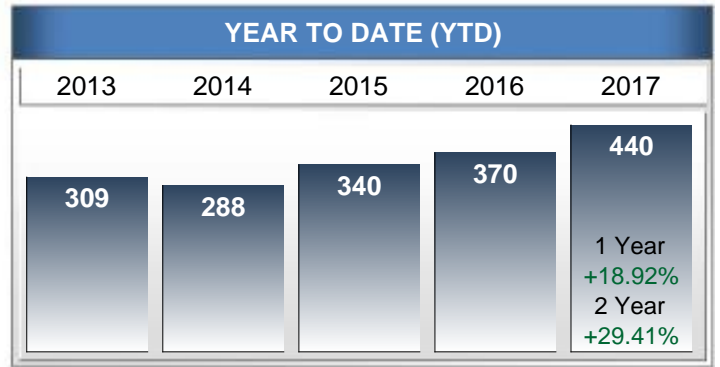
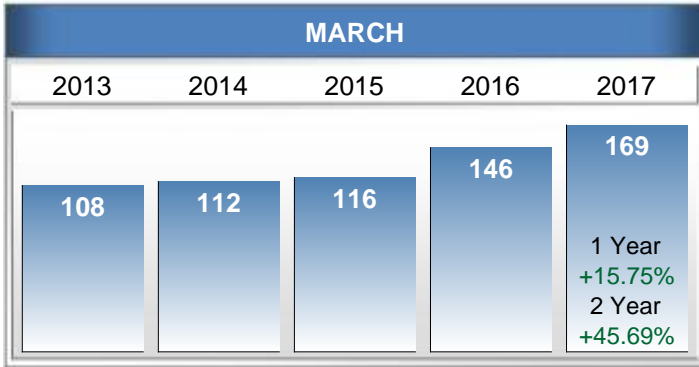
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



Pending Listings

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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	10	5.92%	46.0	6	4	0	0
\$50,001 - \$100,000	22	13.02%	39.4	12	9	1	0
\$100,001 - \$125,000	17	10.06%	45.4	3	14	0	0
\$125,001 - \$175,000	55	32.54%	39.2	1	40	14	0
\$175,001 - \$225,000	24	14.20%	45.8	0	14	9	1
\$225,001 - \$325,000	22	13.02%	39.1	0	7	13	2
\$325,001 and up	19	11.24%	58.3	1	0	14	4
Total Pending Units: 169				23	88	51	7
Total Pending Volume: 32,068,551				1.92M	12.83M	14.15M	3.17M
Average Listing Price: \$156,615				\$83,439	\$145,753	\$277,517	\$452,829



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

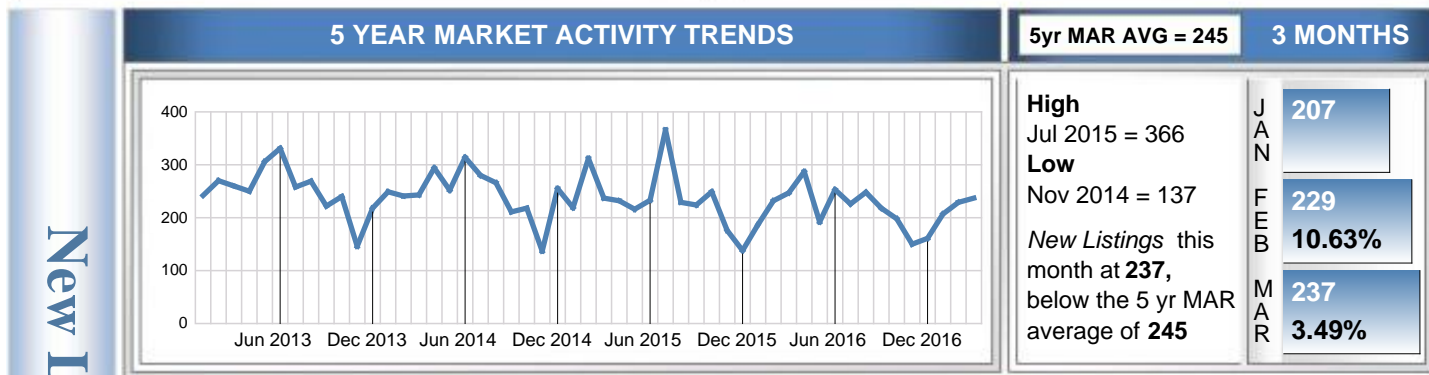
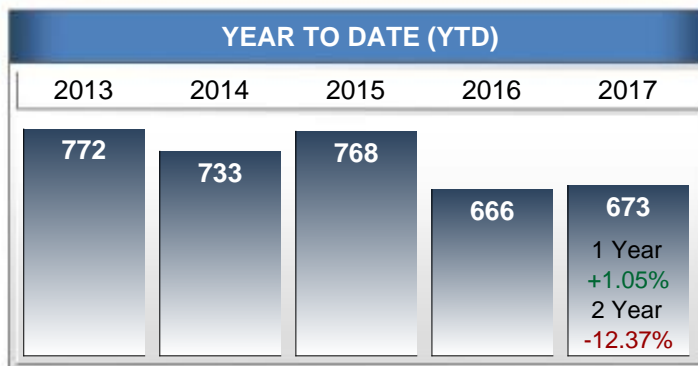
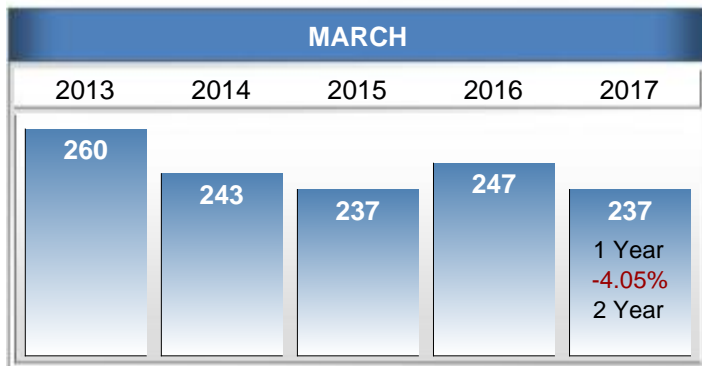
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	18	7.59%	18	0	0	0
\$25,001 - \$75,000	25	10.55%	17	8	0	0
\$75,001 - \$125,000	28	11.81%	8	19	0	1
\$125,001 - \$200,000	74	31.22%	7	53	13	1
\$200,001 - \$275,000	39	16.46%	1	18	18	2
\$275,001 - \$425,000	28	11.81%	3	5	20	0
\$425,001 and up	25	10.55%	0	1	14	10
Total New Listed Units:			54	104	65	14
Total New Listed Volume:			4.38M	17.05M	21.92M	15.30M
Average New Listed Listing Price:			\$81,201	\$163,930	\$337,195	\$1,093,157



Monthly Inventory Analysis

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March 2017

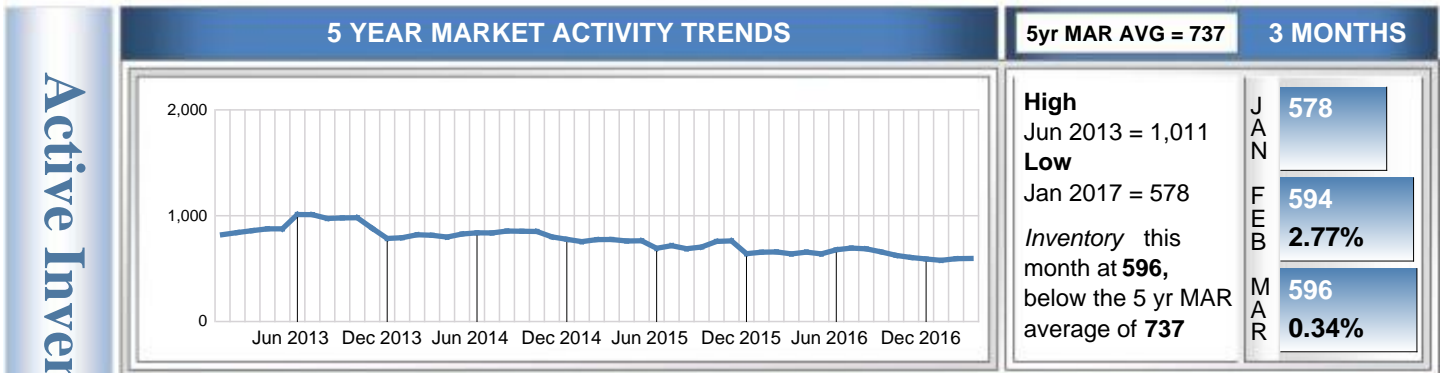
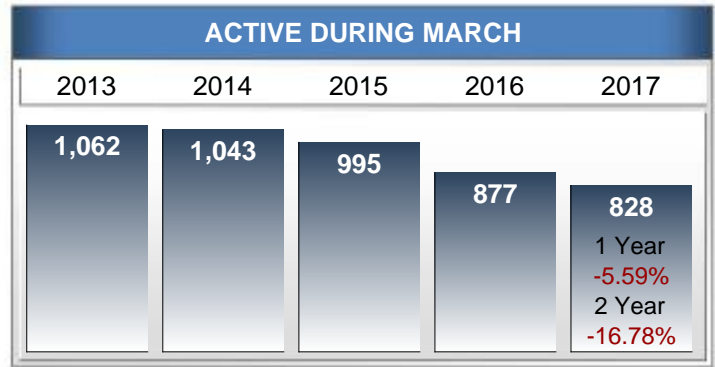
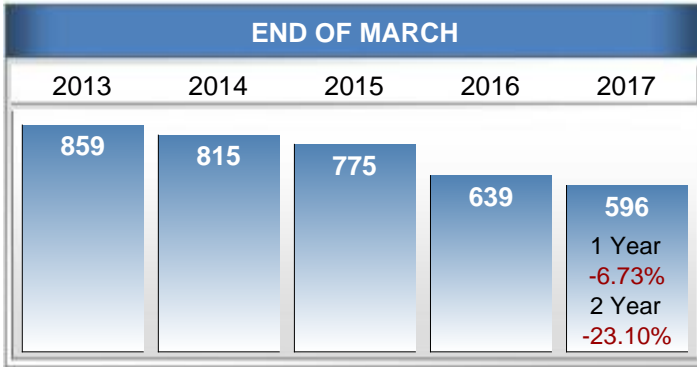
Active Inventory as of Apr 11, 2017



Active Inventory

Report Produced on: Apr 11, 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	52	8.72%	53.1	51	0	1	0
\$25,001 \$50,000	62	10.40%	114.0	58	3	1	0
\$50,001 \$125,000	111	18.62%	71.7	50	53	5	3
\$125,001 \$225,000	149	25.00%	64.3	33	78	36	2
\$225,001 \$300,000	87	14.60%	77.6	6	27	48	6
\$300,001 \$475,000	73	12.25%	72.0	8	15	39	11
\$475,001 and up	62	10.40%	64.7	8	3	31	20
Total Active Inventory by Units:				214	179	161	42
Total Active Inventory by Volume:				25.00M	32.17M	53.86M	38.76M
Average Active Inventory Listing Price:				\$116,829	\$179,721	\$334,506	\$922,926



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

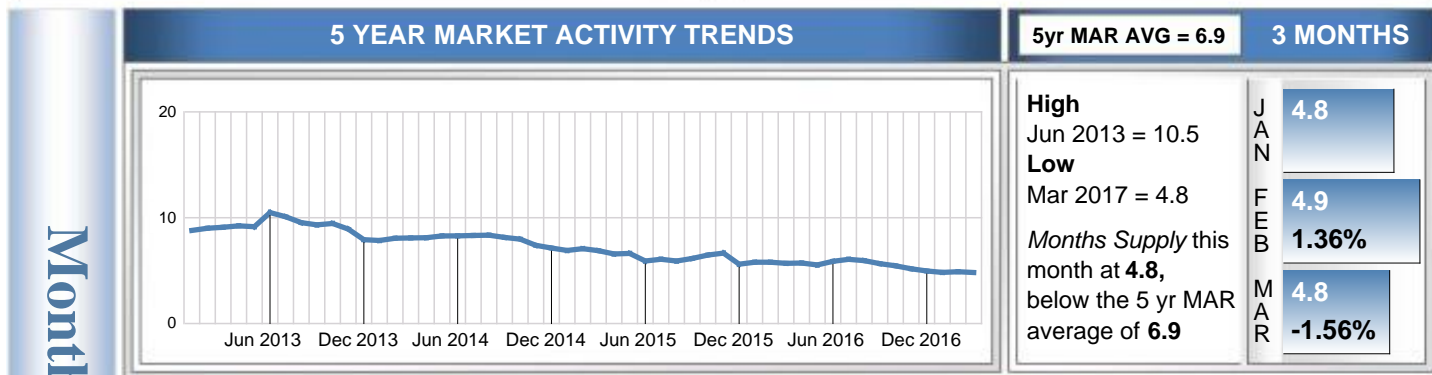
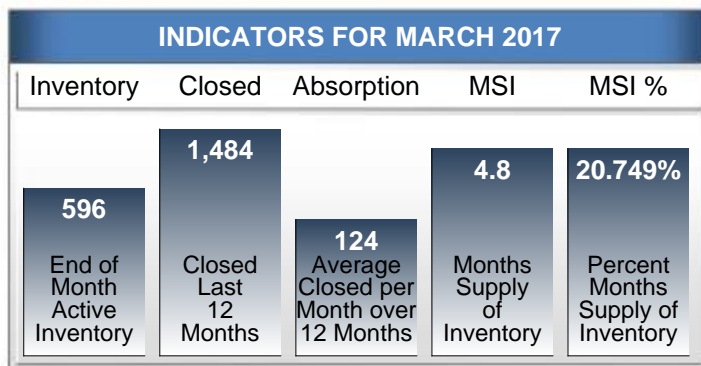
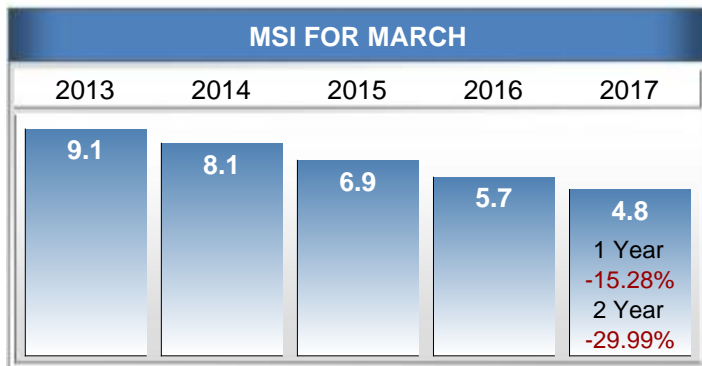
Active Inventory as of Apr 11, 2017



Months Supply of Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



Months Supply

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

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	52	8.72%	13.3	16.1	0.0	6.0	0.0
\$25,001 \$50,000	62	10.40%	9.5	15.8	1.3	2.0	0.0
\$50,001 \$125,000	111	18.62%	3.5	6.9	2.6	1.5	36.0
\$125,001 \$225,000	149	25.00%	2.8	13.7	2.1	2.7	2.7
\$225,001 \$300,000	87	14.60%	6.0	10.3	4.3	7.4	5.5
\$300,001 \$475,000	73	12.25%	6.7	24.0	10.0	5.2	6.9
\$475,001 and up	62	10.40%	18.1	32.0	18.0	15.5	20.0
MSI:	4.8			12.1	2.6	4.8	9.3
Total Active Inventory:	596			214	179	161	42



Monthly Inventory Analysis

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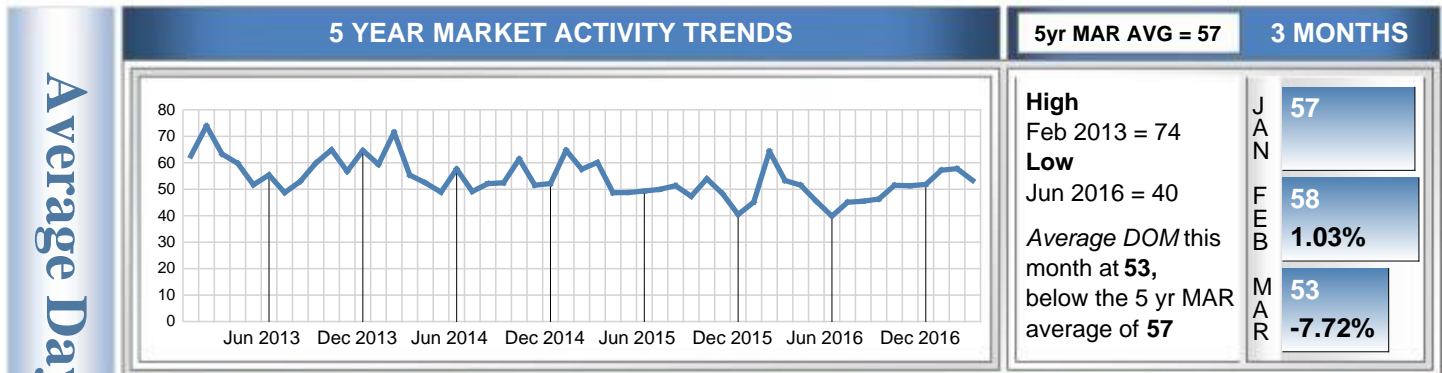
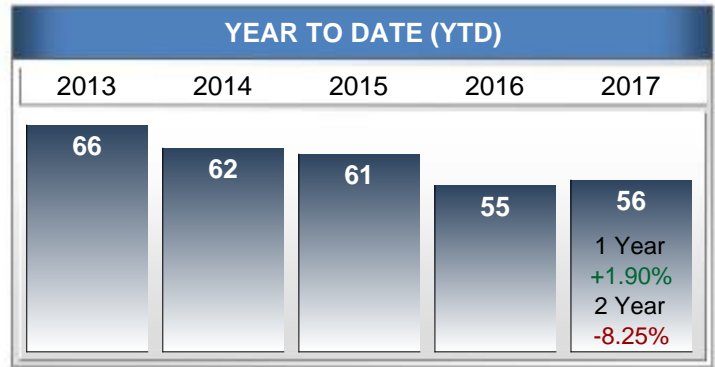
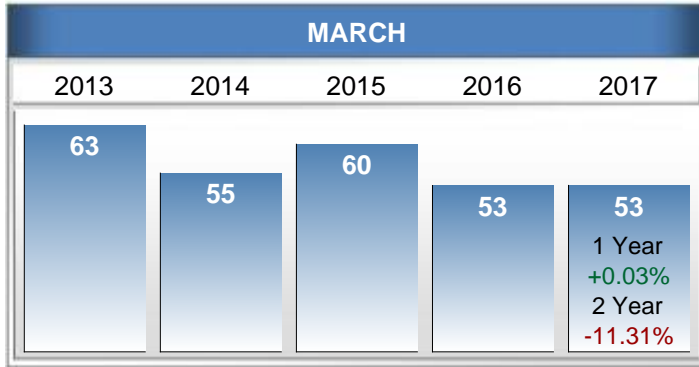
Closed Sales as of Apr 11, 2017



Average Days on Market to Sale

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



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	11	7.97%	44.5	29.0	46.0	166.0	0.0
\$50,001 - \$100,000	20	14.49%	60.2	30.1	80.3	55.0	0.0
\$100,001 - \$125,000	18	13.04%	38.0	9.0	34.6	56.3	0.0
\$125,001 - \$150,000	26	18.84%	62.7	10.0	55.2	95.3	0.0
\$150,001 - \$225,000	29	21.01%	55.3	2.0	44.5	77.6	3.0
\$225,001 - \$350,000	21	15.22%	48.1	0.0	24.7	64.0	74.0
\$350,001 and up	13	9.42%	56.8	17.0	93.5	61.3	27.0
Average Closed DOM:				24.9	50.0	72.9	44.5
Total Closed Units:				20	71	43	4
Total Closed Volume:				2.08M	11.00M	10.34M	1.73M



Monthly Inventory Analysis

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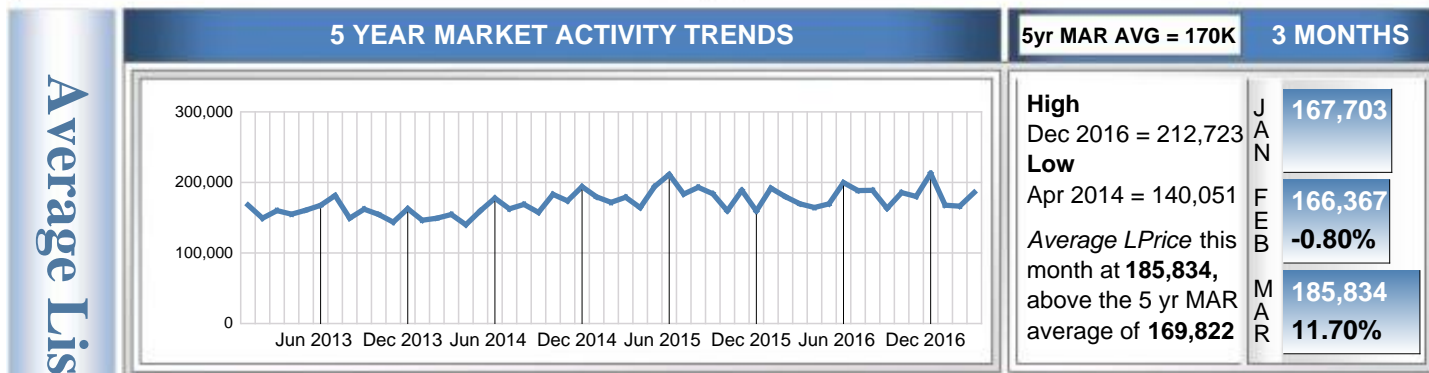
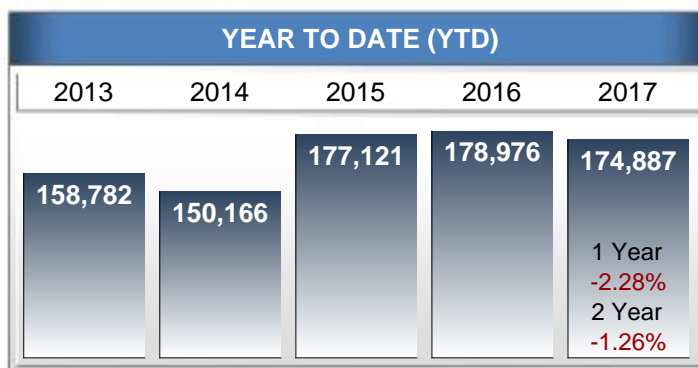
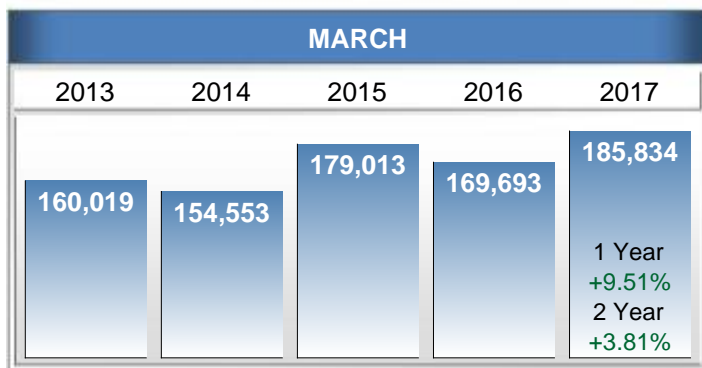
Closed Sales as of Apr 11, 2017



Average List Price at Closing

Report Produced on: Apr 11, 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+
\$50,000 and less	12	8.70%	27,506	19,475	44,334	37,700	0
\$50,001 - \$100,000	18	13.04%	78,906	75,300	80,591	83,050	0
\$100,001 - \$125,000	16	11.59%	114,111	120,000	114,413	135,550	0
\$125,001 - \$150,000	27	19.57%	138,775	130,000	139,486	140,633	0
\$150,001 - \$225,000	31	22.46%	182,586	210,000	180,271	184,067	224,900
\$225,001 - \$350,000	21	15.22%	282,524	0	265,434	294,520	299,450
\$350,001 and up	13	9.42%	517,601	555,125	494,750	480,008	789,000
Average List Price:	\$185,834			\$112,658	\$157,679	\$246,136	\$403,200
Total Closed Units:	138			20	71	43	4
Total List Volume:	25,645,043			2.25M	11.20M	10.58M	1.61M



Monthly Inventory Analysis

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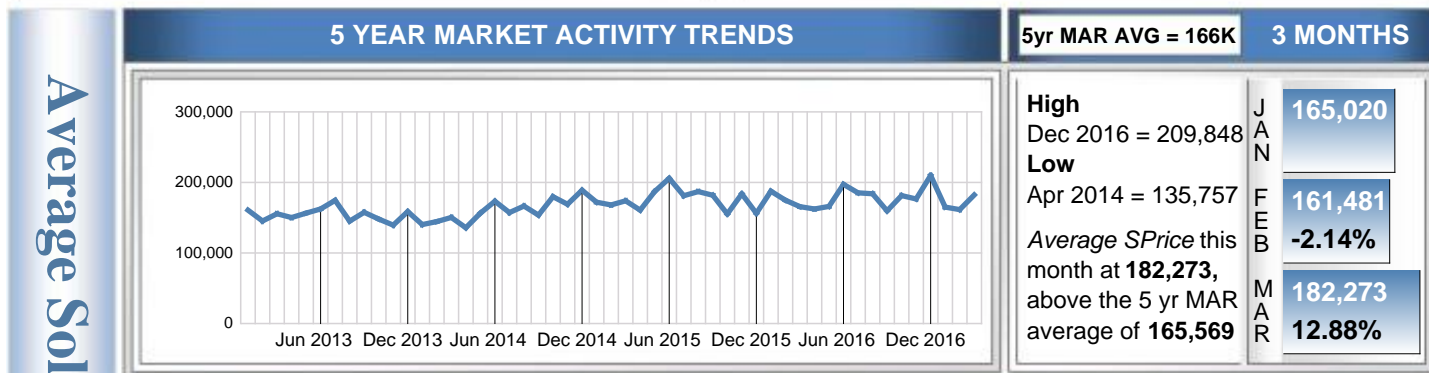
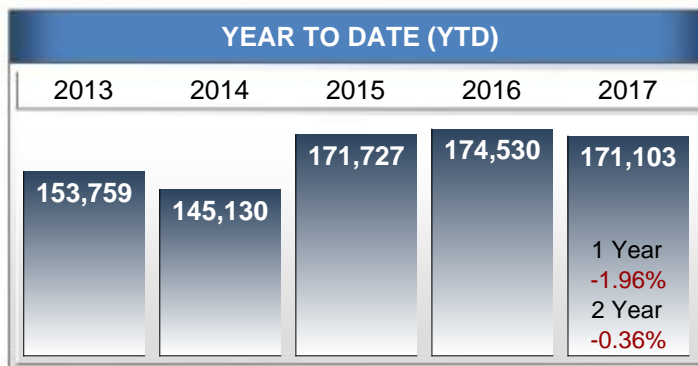
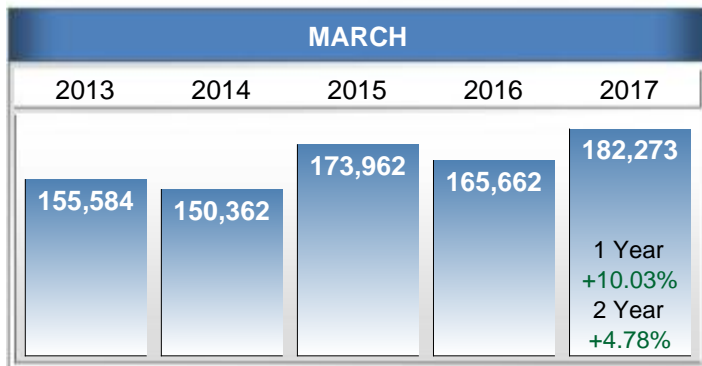
Closed Sales as of Apr 11, 2017



Average Sold Price at Closing

Report Produced on: Apr 11, 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+
\$50,000 and less	11	7.97%	24,136	18,750	42,750	30,000	0
\$50,001 - \$100,000	20	14.49%	75,441	69,071	79,111	77,550	0
\$100,001 - \$125,000	18	13.04%	114,298	102,500	115,143	114,500	0
\$125,001 - \$150,000	26	18.84%	137,348	129,000	137,223	139,135	0
\$150,001 - \$225,000	29	21.01%	180,860	180,000	177,137	182,240	221,000
\$225,001 - \$350,000	21	15.22%	277,704	0	258,846	291,917	291,500
\$350,001 and up	13	9.42%	513,404	518,188	475,500	469,609	930,000
Average Closed Price: \$182,273				\$104,069	\$154,894	\$240,484	\$433,500
Total Closed Units: 138				20	71	43	4
Total Closed Volume: 25,153,698				2.08M	11.00M	10.34M	1.73M



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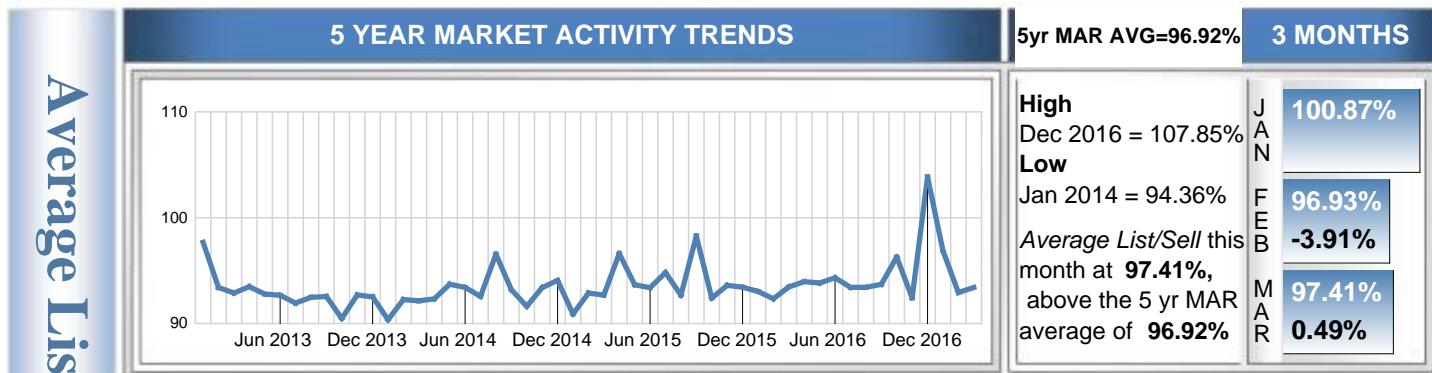
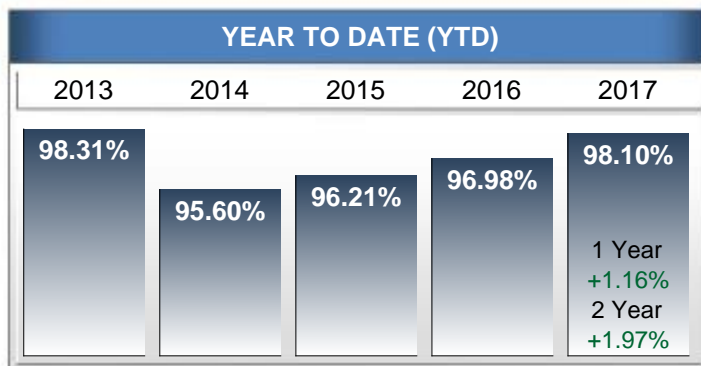
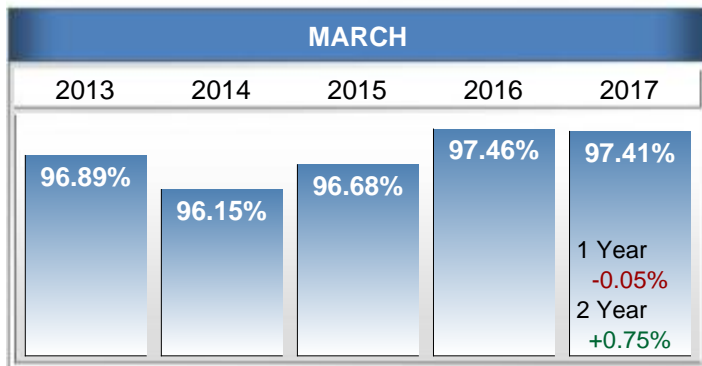
Closed Sales as of Apr 11, 2017



Average Percent of List Price to Selling Price

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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+	
\$50,000 and less	11	7.97%	92.88%	93.73%	96.13%	79.58%	0.00%	
\$50,001 - \$100,000	20	14.49%	95.91%	91.56%	99.14%	93.39%	0.00%	
\$100,001 - \$125,000	18	13.04%	96.99%	85.42%	101.12%	86.43%	0.00%	
\$125,001 - \$150,000	26	18.84%	98.57%	99.23%	98.42%	98.94%	0.00%	
\$150,001 - \$225,000	29	21.01%	98.21%	85.71%	98.31%	99.12%	98.27%	
\$225,001 - \$350,000	21	15.22%	98.17%	0.00%	97.43%	98.99%	97.35%	
\$350,001 and up	13	9.42%	98.77%	93.12%	96.09%	98.47%	117.87%	
Average List/Sell Ratio:				97.40%	92.37%	98.75%	97.04%	102.71%
Total Closed Units:				138	20	71	43	4
Total Closed Volume:				25,153,698	2.08M	11.00M	10.34M	1.73M



Monthly Inventory Analysis

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March 2017

Inventory as of Apr 11, 2017



Market Summary

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

Active Inventory as of March 31, 2017 = 596

	MARCH			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	110	138	25.45%	272	328	20.59%
Pending Sales	146	169	15.75%	370	440	18.92%
New Listings	247	237	-4.05%	666	673	1.05%
Average List Price	169,693	185,834	9.51%	178,976	174,887	-2.28%
Average Sale Price	165,662	182,273	10.03%	174,530	171,103	-1.96%
Average Percent of List Price to Selling Price	97.46%	97.41%	-0.05%	96.98%	98.10%	1.16%
Average Days on Market to Sale	53.31	53.33	0.03%	54.73	55.77	1.90%
Monthly Inventory	638	596	-6.58%	638	596	-6.58%
Months Supply of Inventory	5.68	4.82	-15.14%	5.68	4.82	-15.14%

