



March 2017

Area Delimited by County Of Washington

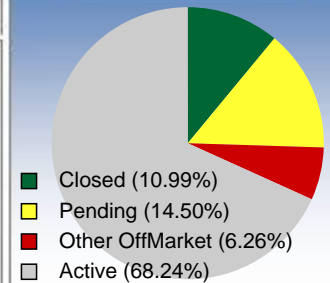


Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of March 31, 2017 = **447**

	MARCH		
	2016	2017	+/- %
Closed Listings	84	72	-14.29%
Pending Listings	94	95	1.06%
New Listings	161	158	-1.86%
Median List Price	107,750	112,450	4.36%
Median Sale Price	106,450	109,000	2.40%
Median Percent of List Price to Selling Price	96.64%	97.85%	1.25%
Median Days on Market to Sale	57.00	37.50	-34.21%
End of Month Inventory	397	447	12.59%
Months Supply of Inventory	5.93	6.59	11.21%

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) Increases

The total housing inventory at the end of March 2017 rose **12.59%** to 447 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **6.59** 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 **2.40%** in March 2017 to \$109,000 versus the previous year at \$106,450.

Median Days on Market Shortens

The median number of **37.50** days that homes spent on the market before selling decreased by 19.50 days or **34.21%** in March 2017 compared to last year's same month at **57.00** DOM.

Sales Success for March 2017 is Positive

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

There were 158 New Listings in March 2017, down **1.86%** from last year at 161. Furthermore, there were 72 Closed Listings this month versus last year at 84, a **-14.29%** decrease.

Closed versus Listed trends yielded a **45.6%** ratio, down from last year's March 2017 at **52.2%**, a **12.66%** downswing. This will certainly create pressure on an increasing 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?

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

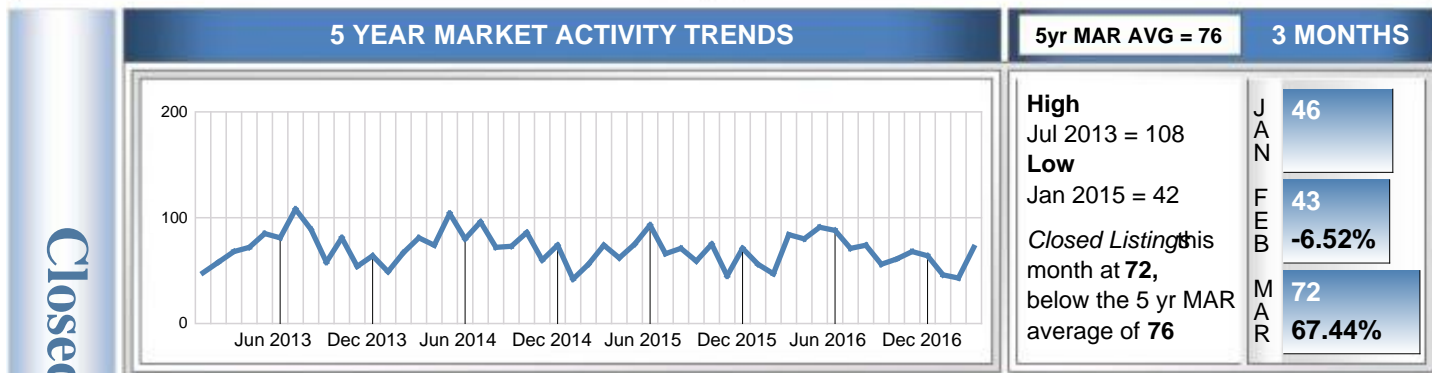
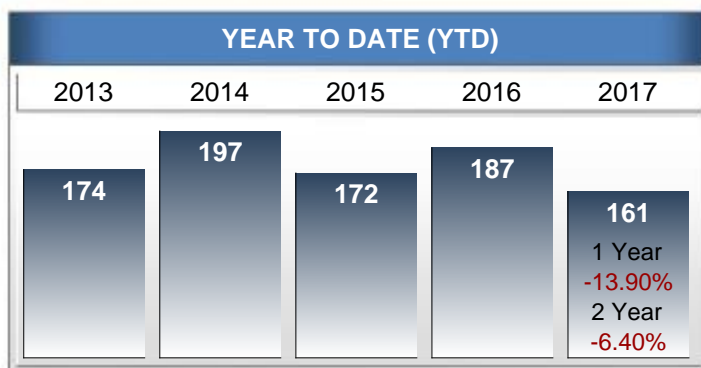
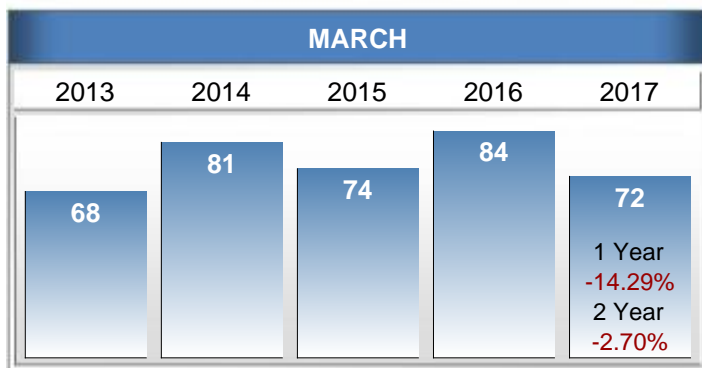
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 11, 2017

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	9.72%	45.0	3	4	0	0
\$50,001 - \$60,000	5	6.94%	29.0	1	4	0	0
\$60,001 - \$90,000	14	19.44%	38.5	4	10	0	0
\$90,001 - \$130,000	22	30.56%	46.0	1	13	7	1
\$130,001 - \$150,000	5	6.94%	74.0	0	3	1	1
\$150,001 - \$220,000	11	15.28%	15.0	0	3	7	1
\$220,001 and up	8	11.11%	122.0	1	1	4	2
Total Closed Units:	72		37.5	10	38	19	5
Total Closed Volume:	9,025,750			794.50K	3.81M	3.26M	1.16M
Median Closed Price:	\$109,000			\$63,500	\$92,650	\$157,500	\$213,000



Monthly Inventory Analysis

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March 2017

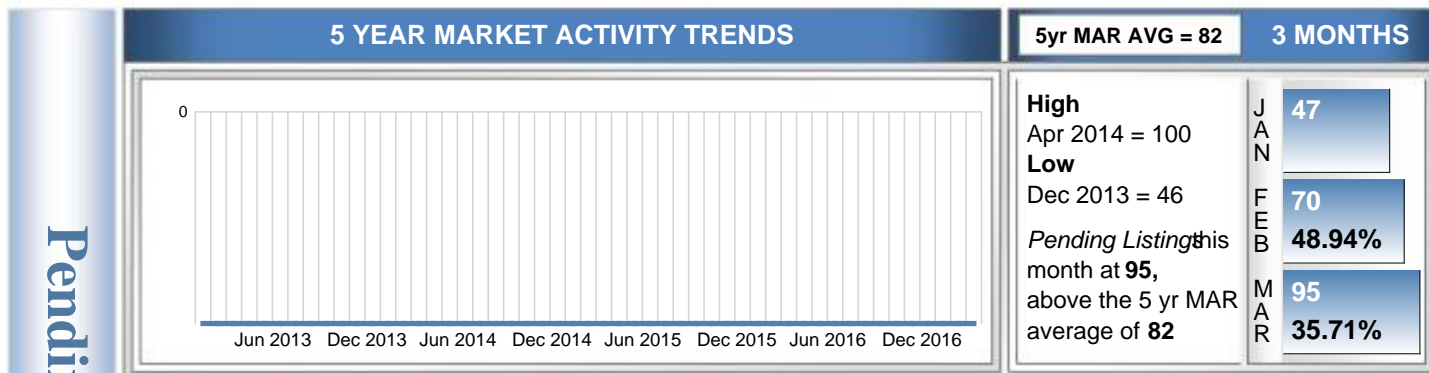
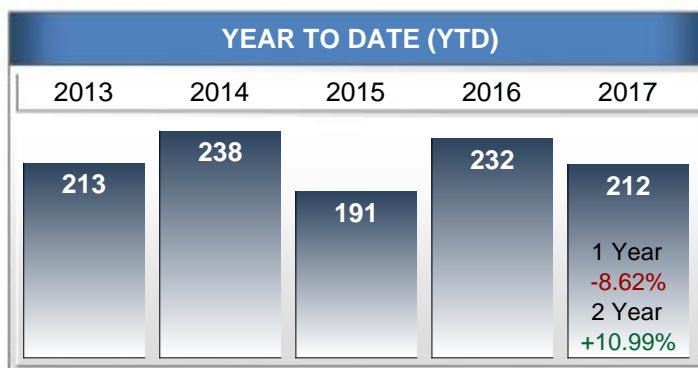
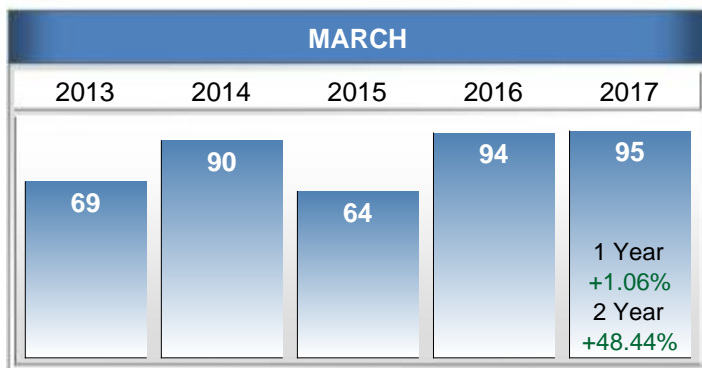
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 2017

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	7	7.37%	41.0	3	3	1	0	
\$40,001 - \$60,000	8	8.42%	39.0	4	4	0	0	
\$60,001 - \$90,000	16	16.84%	67.0	2	12	2	0	
\$90,001 - \$130,000	23	24.21%	27.0	0	21	2	0	
\$130,001 - \$190,000	18	18.95%	12.0	1	8	9	0	
\$190,001 - \$290,000	13	13.68%	70.0	0	5	7	1	
\$290,001 and up	10	10.53%	69.5	1	1	5	3	
Total Pending Units: 95				41.0	11	54	26	4
Total Pending Volume: 14,099,980					1.34M	6.30M	5.27M	1.19M
Median Listing Price: \$124,900					\$54,000	\$113,950	\$182,500	\$306,540



Monthly Inventory Analysis

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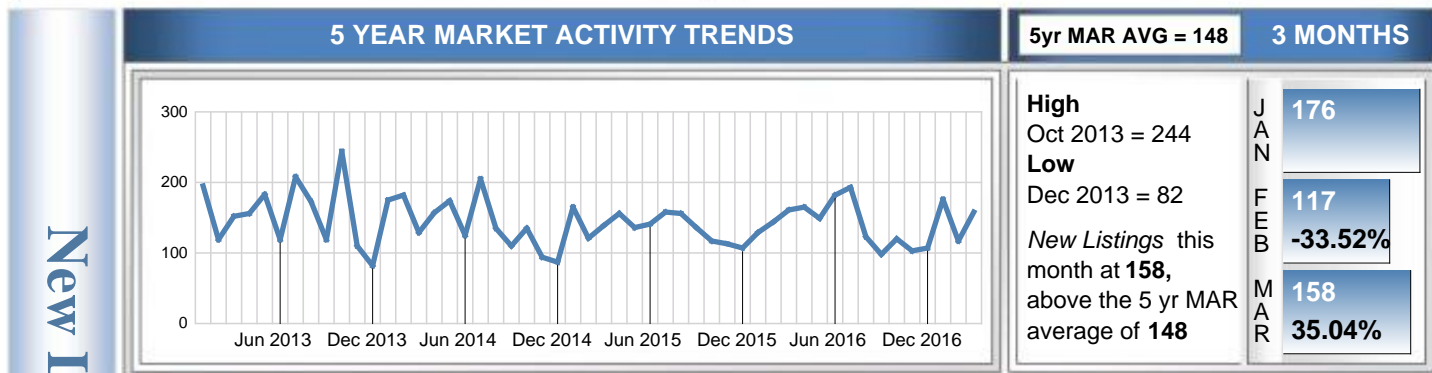
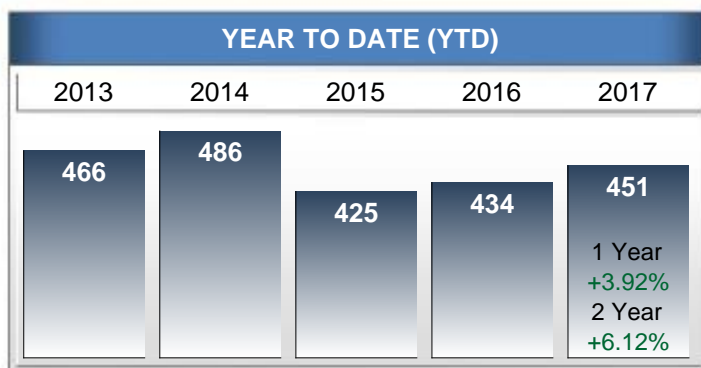
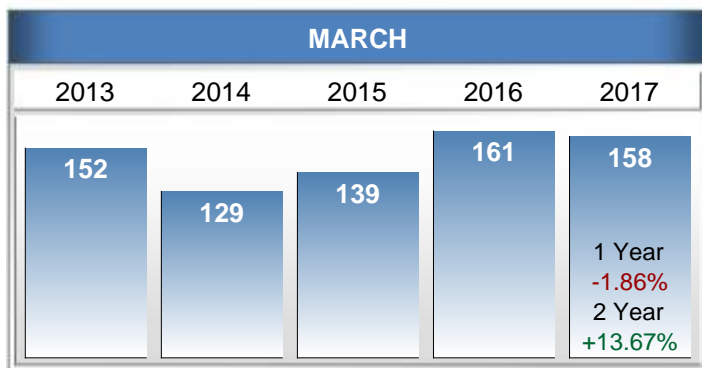
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 11, 2017

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+	
\$20,000 and less	14	8.86%	12	2	0	0	
\$20,001 \$50,000	20	12.66%	14	5	1	0	
\$50,001 \$90,000	24	15.19%	2	19	3	0	
\$90,001 \$140,000	38	24.05%	3	29	6	0	
\$140,001 \$200,000	28	17.72%	5	10	13	0	
\$200,001 \$310,000	18	11.39%	1	3	9	5	
\$310,001 and up	16	10.13%	2	2	7	5	
Total New Listed Units:			158	39	70	39	10
Total New Listed Volume:			24,088,868	3.46M	8.62M	8.49M	3.52M
Median New Listed Listing Price:			\$123,950	\$39,900	\$110,500	\$176,888	\$320,240



Monthly Inventory Analysis

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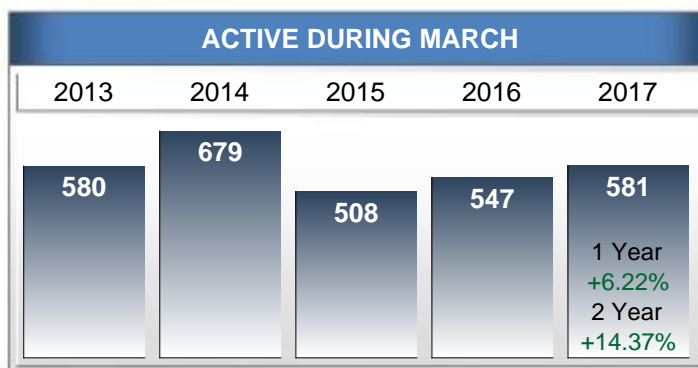
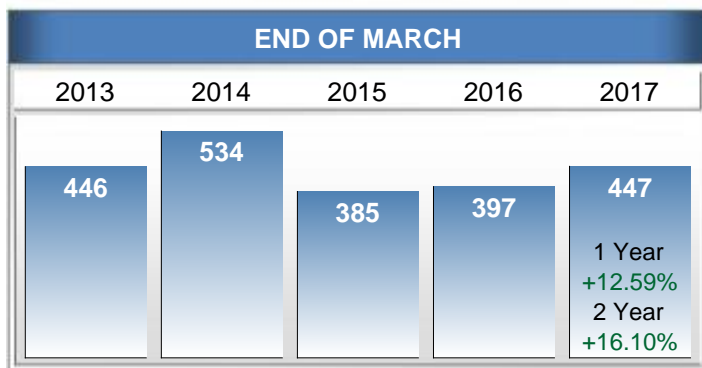
Active Inventory as of Apr 11, 2017



Active Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr MAR AVG = 442 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **447**, above the 5 yr MAR average of **442**

JAN	433
FEB	427
MAR	447
4.68%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	5	1.12%	54.0	4	1	0	0
\$10,001 - \$40,000	86	19.24%	75.5	72	13	1	0
\$40,001 - \$60,000	56	12.53%	63.0	41	12	2	1
\$60,001 - \$120,000	128	28.64%	63.0	65	54	9	0
\$120,001 - \$180,000	72	16.11%	49.0	17	31	21	3
\$180,001 - \$300,000	56	12.53%	68.0	5	16	28	7
\$300,001 and up	44	9.84%	44.5	11	6	20	7
Total Active Inventory by Units:				215	133	81	18
Total Active Inventory by Volume:				25.73M	16.42M	19.25M	5.13M
Median Active Inventory Listing Price:				\$85,000	\$55,000	\$208,000	\$277,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

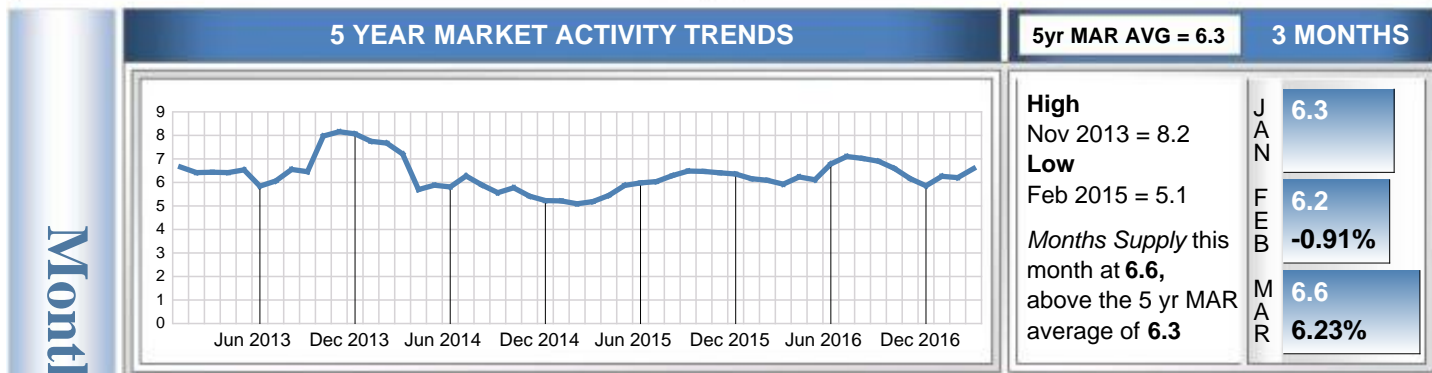
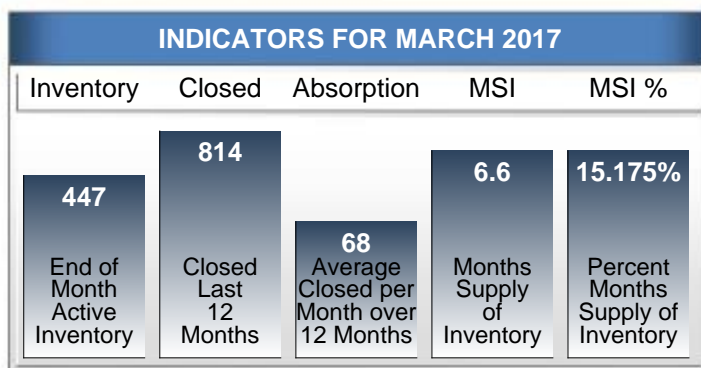
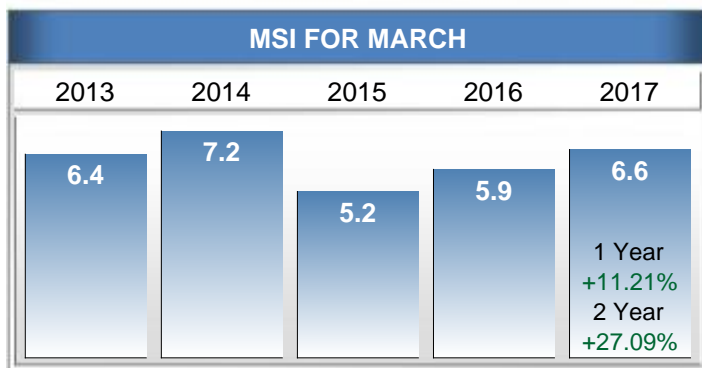
Active Inventory as of Apr 11, 2017



Months Supply of Inventory

Report Produced on: Apr 11, 2017

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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+
\$10,000 and less	5	1.12%	10.0	24.0	3.0	0.0	0.0
\$10,001 \$40,000	86	19.24%	14.3	25.4	4.3	6.0	0.0
\$40,001 \$60,000	56	12.53%	8.6	15.9	3.1	0.0	0.0
\$60,001 \$120,000	128	28.64%	5.6	22.3	3.1	3.7	0.0
\$120,001 \$180,000	72	16.11%	4.5	34.0	3.4	3.7	5.1
\$180,001 \$300,000	56	12.53%	4.6	15.0	4.6	3.7	9.3
\$300,001 and up	44	9.84%	10.8	132.0	12.0	8.3	6.5
MSI:		6.6		22.8	3.5	4.4	7.4
Total Active Inventory:		447		215	133	81	18



Monthly Inventory Analysis

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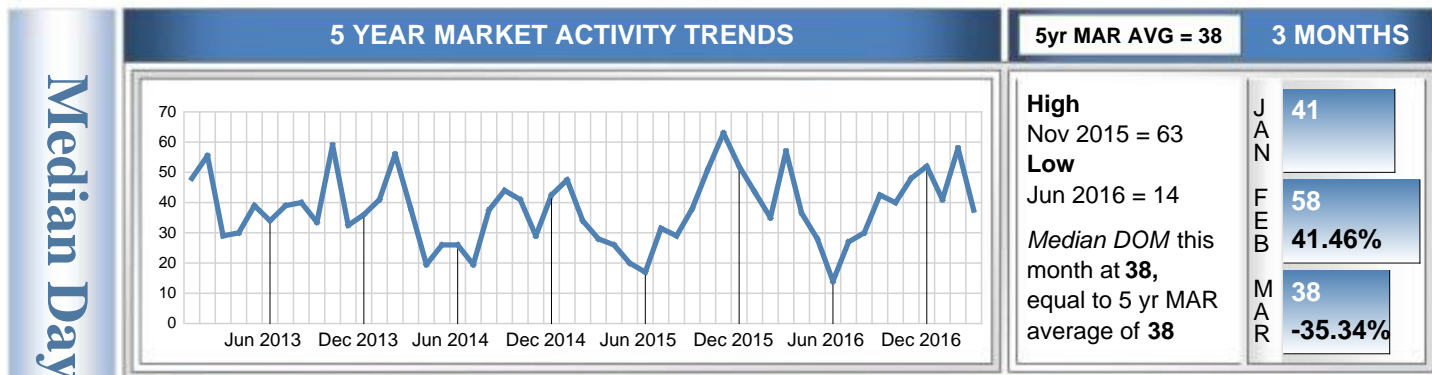
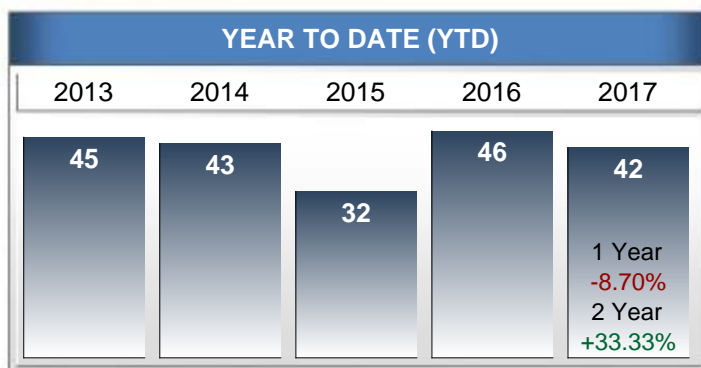
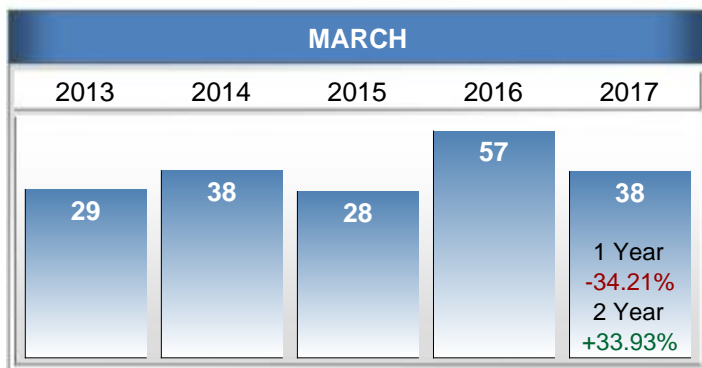
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

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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	7			9.72%	45.0	47.0	33.0	0.0	0.0
\$50,001 \$60,000	5			6.94%	29.0	27.0	31.5	0.0	0.0
\$60,001 \$90,000	14			19.44%	38.5	13.0	69.0	0.0	0.0
\$90,001 \$130,000	22			30.56%	46.0	136.0	45.0	39.0	58.0
\$130,001 \$150,000	5			6.94%	74.0	0.0	83.0	3.0	1.0
\$150,001 \$220,000	11			15.28%	15.0	0.0	9.0	15.0	55.0
\$220,001 and up	8			11.11%	122.0	157.0	1.0	61.0	156.0
Median Closed DOM:	37.5					28.0	46.0	22.0	58.0
Total Closed Units:	72					10	38	19	5
Total Closed Volume:	9,025,750					794.50K	3.81M	3.26M	1.16M



Monthly Inventory Analysis

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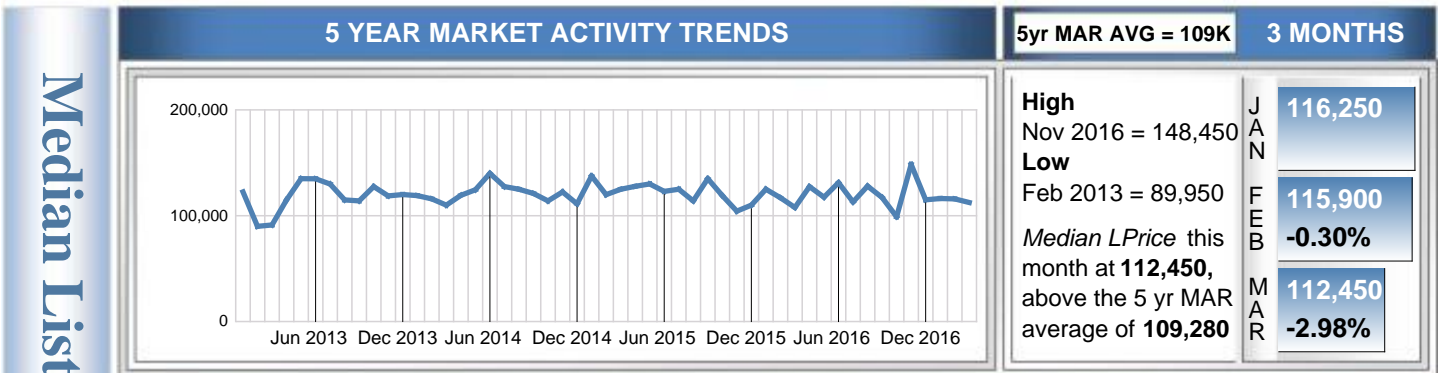
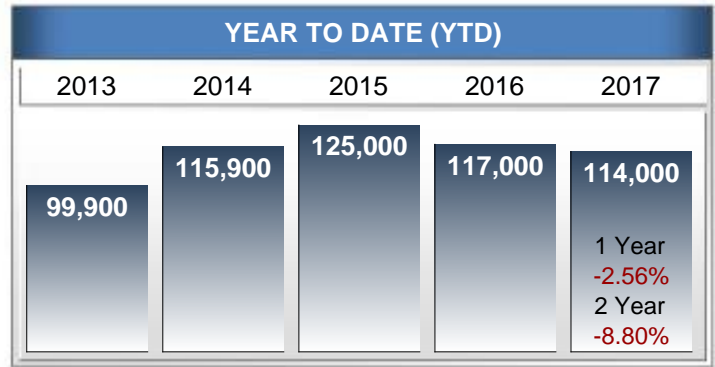
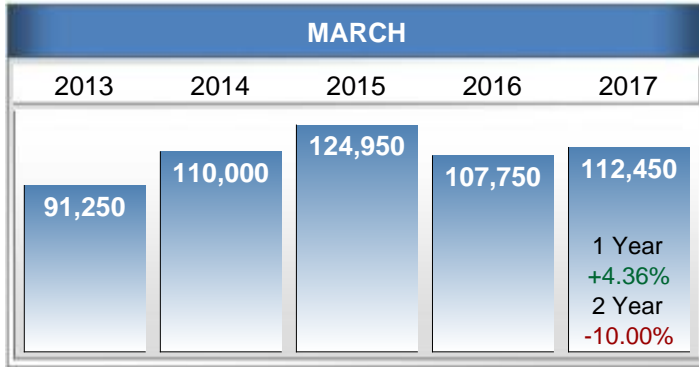
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 11, 2017

Area Delimited by County Of Washington



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	7		9.72%	42,000	45,000	40,950	0	0
\$50,001 \$60,000	4		5.56%	56,450	0	56,450	0	0
\$60,001 \$90,000	15		20.83%	74,250	72,500	77,500	89,000	0
\$90,001 \$130,000	20		27.78%	112,450	112,900	101,950	117,100	122,000
\$130,001 \$150,000	7		9.72%	139,900	0	139,900	140,000	135,000
\$150,001 \$220,000	11		15.28%	187,000	0	199,000	172,500	219,500
\$220,001 and up	8		11.11%	307,450	315,000	350,000	292,450	349,700
Median List Price:		\$112,450			\$68,750	\$92,950	\$162,500	\$219,500
Total Closed Units:		72			10	38	19	5
Total List Volume:		9,365,150			919.30K	3.94M	3.33M	1.18M



Monthly Inventory Analysis

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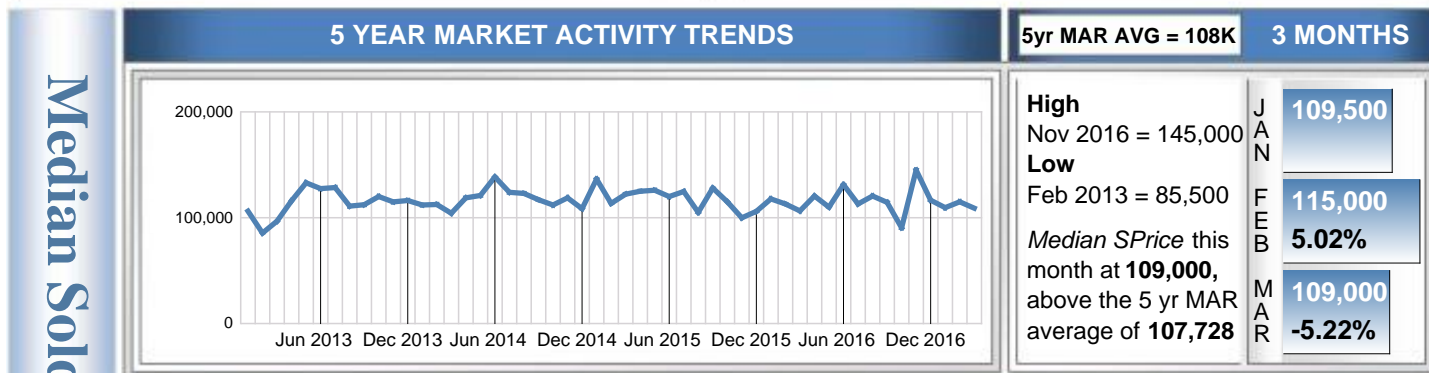
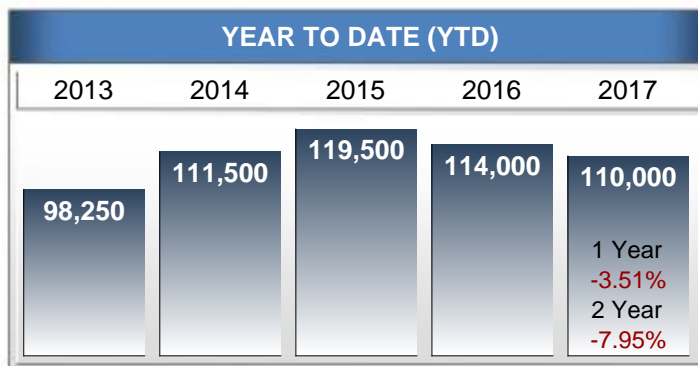
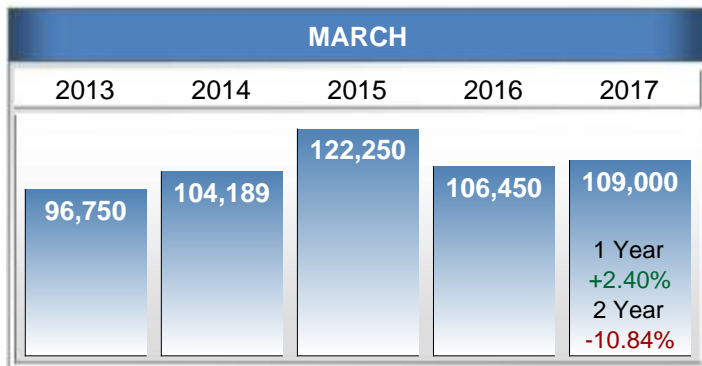
Closed Sales as of Apr 11, 2017



Median Sold Price at Closing

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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	7		9.72%	37,000	36,000	39,500	0	0
\$50,001 - \$60,000	5		6.94%	55,000	55,000	54,500	0	0
\$60,001 - \$90,000	14		19.44%	69,563	65,000	73,313	0	0
\$90,001 - \$130,000	22		30.56%	110,375	108,000	107,000	113,300	130,000
\$130,001 - \$150,000	5		6.94%	135,000	0	134,000	140,000	135,000
\$150,001 - \$220,000	11		15.28%	175,000	0	182,000	167,000	213,000
\$220,001 and up	8		11.11%	288,500	240,000	335,000	282,000	341,500
Median Closed Price:	\$109,000				\$63,500	\$92,650	\$157,500	\$213,000
Total Closed Units:	72				10	38	19	5
Total Closed Volume:	9,025,750				794.50K	3.81M	3.26M	1.16M



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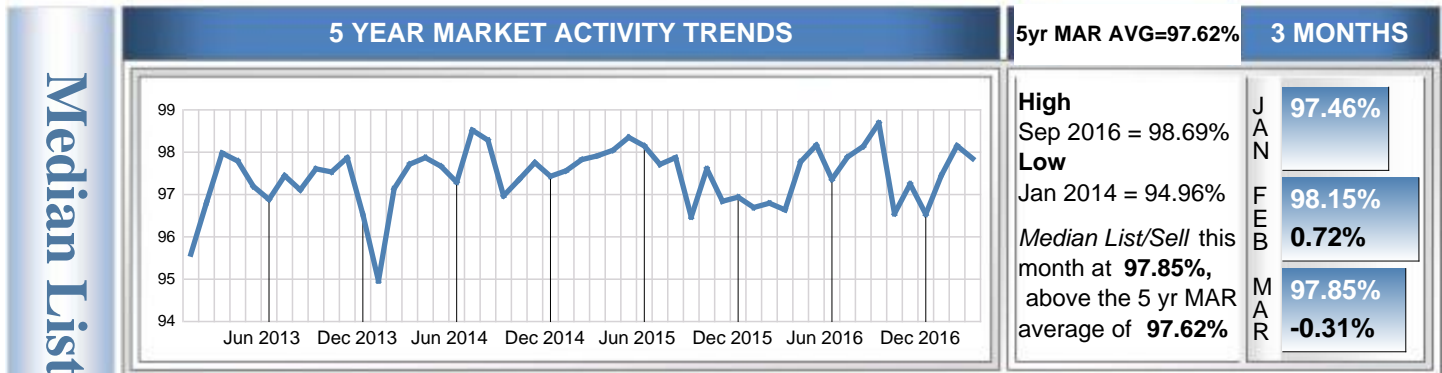
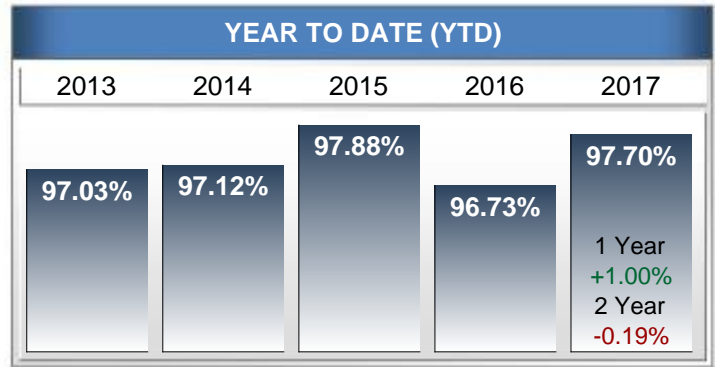
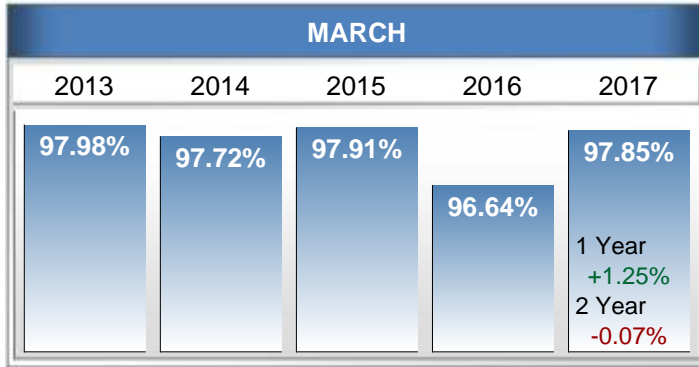
Closed Sales as of Apr 11, 2017



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	7	9.72%	92.73%	82.86%	95.37%	0.00%	0.00%
\$50,001 \$60,000	5	6.94%	96.60%	85.27%	98.30%	0.00%	0.00%
\$60,001 \$90,000	14	19.44%	97.06%	92.52%	98.32%	0.00%	0.00%
\$90,001 \$130,000	22	30.56%	99.22%	95.66%	99.10%	100.00%	106.56%
\$130,001 \$150,000	5	6.94%	100.00%	0.00%	100.00%	100.00%	100.00%
\$150,001 \$220,000	11	15.28%	96.92%	0.00%	98.16%	96.81%	97.04%
\$220,001 and up	8	11.11%	97.66%	76.19%	95.71%	98.47%	97.66%
Median List/Sell Ratio:	97.85%			89.66%	98.25%	98.19%	97.70%
Total Closed Units:	72			10	38	19	5
Total Closed Volume:	9,025,750			794.50K	3.81M	3.26M	1.16M



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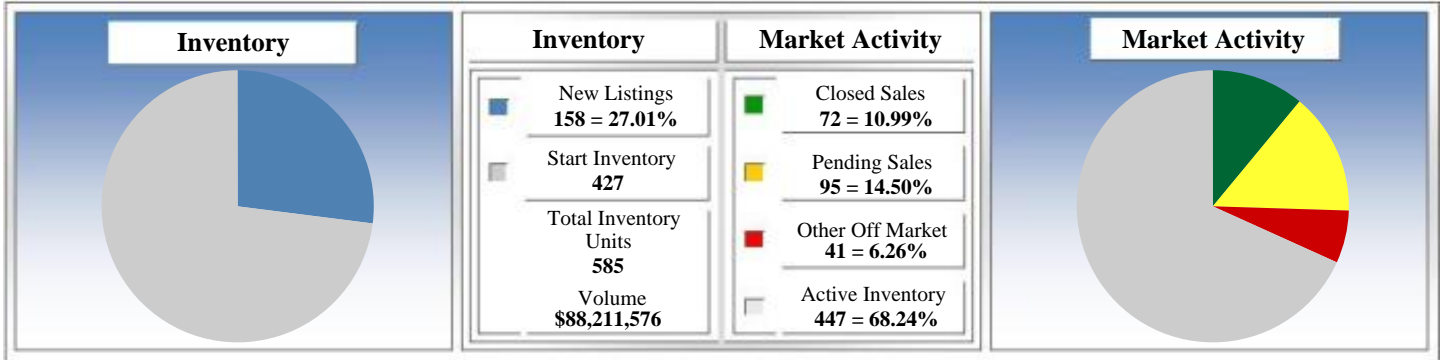
Inventory as of Apr 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of March 31, 2017 = **447**

	MARCH			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	84	72	-14.29%	187	161	-13.90%
Pending Sales	94	95	1.06%	232	212	-8.62%
New Listings	161	158	-1.86%	434	451	3.92%
Median List Price	107,750	112,450	4.36%	117,000	114,000	-2.56%
Median Sale Price	106,450	109,000	2.40%	114,000	110,000	-3.51%
Median Percent of List Price to Selling Price	96.64%	97.85%	1.25%	96.73%	97.70%	1.00%
Median Days on Market to Sale	57.00	37.50	-34.21%	46.00	42.00	-8.70%
Monthly Inventory	397	447	12.59%	397	447	12.59%
Months Supply of Inventory	5.93	6.59	11.21%	5.93	6.59	11.21%

