



May 2017

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

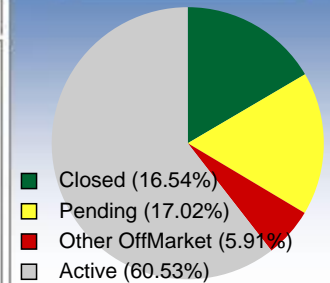


Absorption: Last 12 months, an Average of **1,214** Sales/Month

Active Inventory as of May 31, 2017 = **5,570**

	MAY		
	2016	2017	+/- %
Closed Listings	1,336	1,522	13.92%
Pending Listings	1,358	1,566	15.32%
New Listings	2,317	2,368	2.20%
Average List Price	185,586	197,842	6.60%
Average Sale Price	180,429	192,616	6.75%
Average Percent of List Price to Selling Price	97.14%	98.14%	1.04%
Average Days on Market to Sale	42.52	40.69	-4.29%
End of Month Inventory	5,256	5,570	5.97%
Months Supply of Inventory	4.53	4.59	1.28%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **5.97%** to 5,570 existing homes available for sale. Over the last 12 months this area has had an average of 1,214 closed sales per month. This represents an unsold inventory index of **4.59** MSI for this period.

Average Sale Price 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 **6.75%** in May 2017 to \$192,616 versus the previous year at \$180,429.

Average Days on Market Shortens

The average number of **40.69** days that homes spent on the market before selling decreased by 1.82 days or **4.29%** in May 2017 compared to last year's same month at **42.52** DOM.

Sales Success for May 2017 is Positive

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

There were 2,368 New Listings in May 2017, up **2.20%** from last year at 2,317. Furthermore, there were 1,522 Closed Listings this month versus last year at 1,336, a **13.92%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, up from previous year's, May 2016, at **57.7%**, a **11.47%** upswing. 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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May 2017

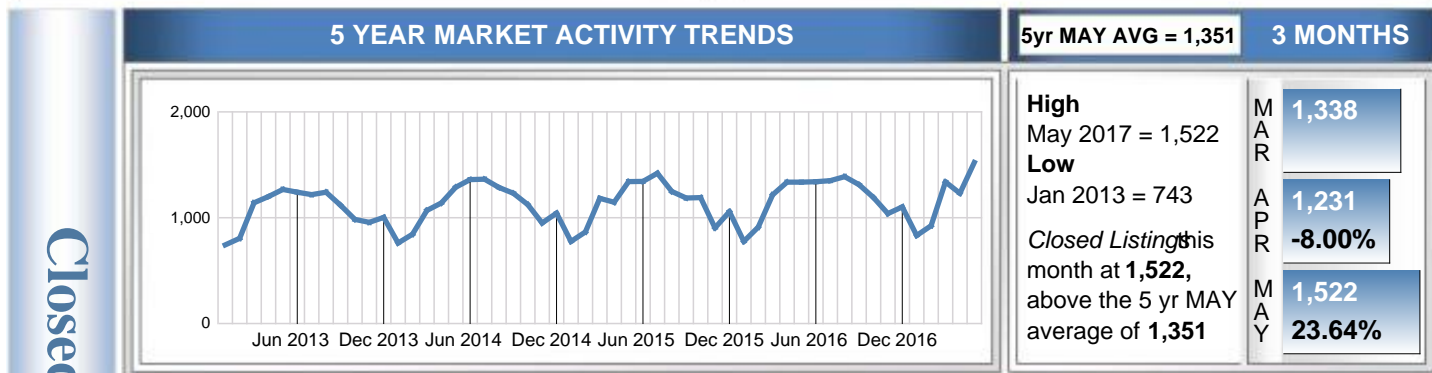
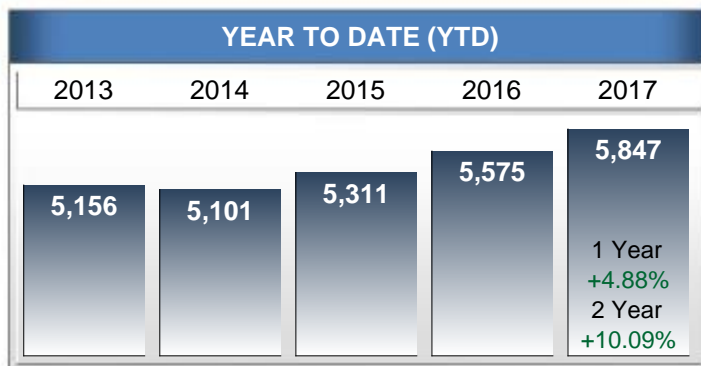
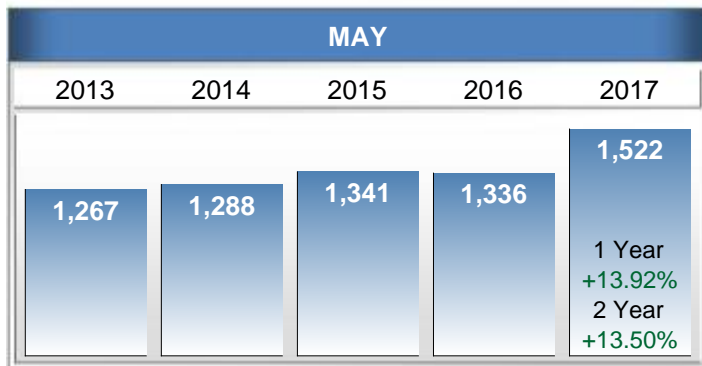
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	128	8.41%	47.8	89	35	4	0	
\$50,001 - \$100,000	194	12.75%	41.0	59	127	8	0	
\$100,001 - \$125,000	140	9.20%	30.0	13	119	8	0	
\$125,001 - \$175,000	415	27.27%	33.4	20	316	72	7	
\$175,001 - \$225,000	235	15.44%	38.3	18	125	86	6	
\$225,001 - \$350,000	260	17.08%	51.7	11	89	139	21	
\$350,001 and up	150	9.86%	49.1	3	23	87	37	
Total Closed Units: 1,522				40.7	213	834	404	71
Total Closed Volume: 293,161,685					18.94M	131.11M	111.05M	32.06M
Average Closed Price: \$192,616					\$88,943	\$157,204	\$274,880	\$451,509

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

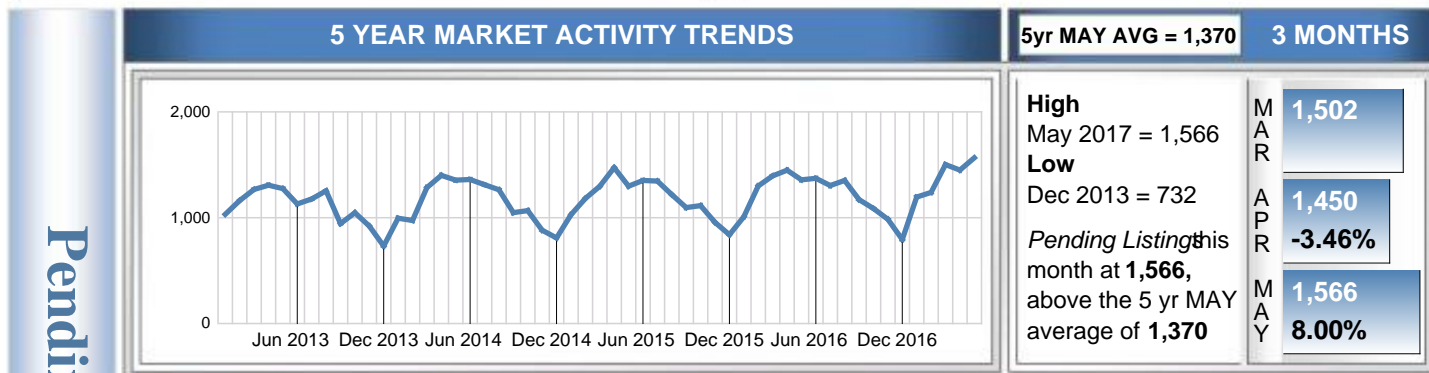
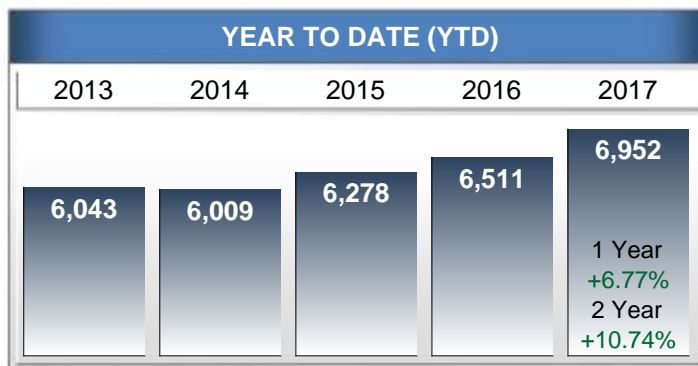
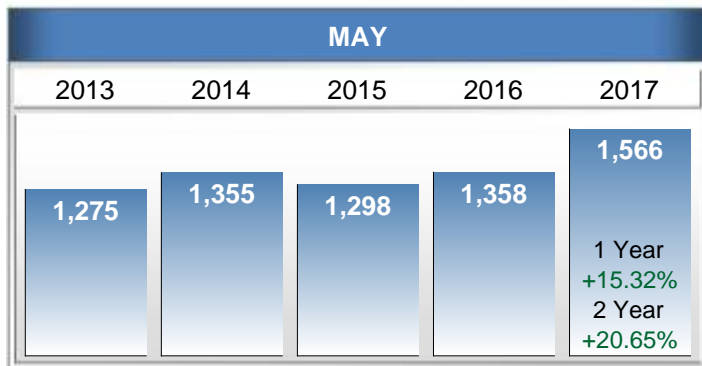
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Pending Listings

Ready to Buy or Sell Real Estate?
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	142	9.07%	53.8	83	51	8	0	
\$50,001 - \$75,000	108	6.90%	56.1	40	58	9	1	
\$75,001 - \$125,000	271	17.31%	31.8	62	183	25	1	
\$125,001 - \$175,000	376	24.01%	27.9	25	276	71	4	
\$175,001 - \$250,000	311	19.86%	41.4	22	158	118	13	
\$250,001 - \$350,000	193	12.32%	47.8	9	69	97	18	
\$350,001 and up	165	10.54%	55.8	11	32	88	34	
Total Pending Units: 1,566				43.4	252	827	416	71
Total Pending Volume: 307,300,340					28.31M	135.76M	112.03M	31.20M
Average Listing Price: \$182,115					\$112,354	\$164,156	\$269,297	\$439,473



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

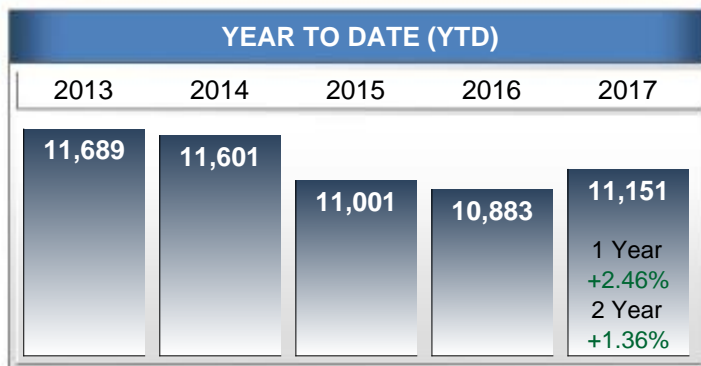
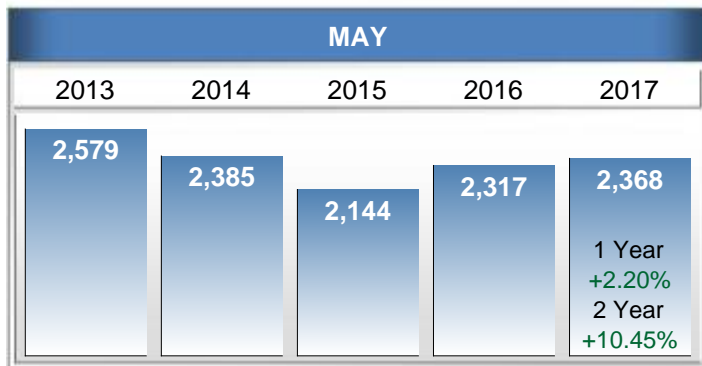
New Listings as of Jun 12, 2017



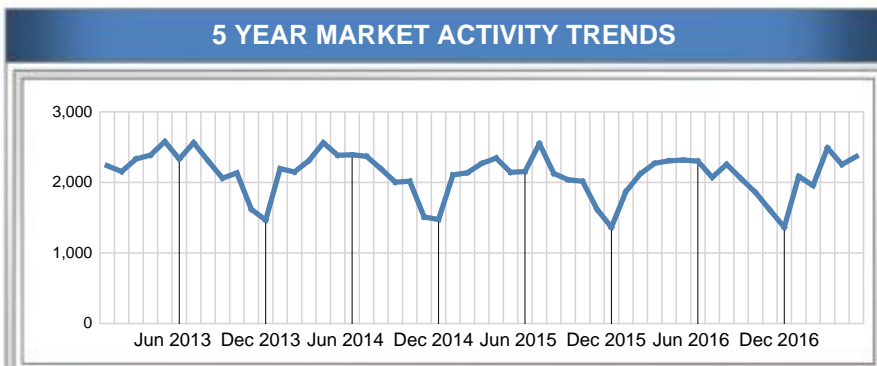
New Listings

Report Produced on: Jun 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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



5yr MAY AVG = 2,359 **3 MONTHS**

High
May 2013 = 2,579

Low
Dec 2015 = 1,363

New Listings this month at **2,368**, above the 5 yr MAY average of **2,359**

M A R	2,489
A P R	2,253
M A Y	2,368
5.10%	

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	201	8.49%	144	52	5	0
\$50,001 - \$100,000	316	13.34%	133	155	27	1
\$100,001 - \$125,000	169	7.14%	24	129	14	2
\$125,001 - \$200,000	719	30.36%	73	480	157	9
\$200,001 - \$275,000	360	15.20%	30	160	154	16
\$275,001 - \$425,000	364	15.37%	18	95	202	49
\$425,001 and up	239	10.09%	15	47	106	71
Total New Listed Units:			437	1118	665	148
Total New Listed Volume:			63.93M	204.21M	203.57M	85.90M
Average New Listed Listing Price:			\$146,297	\$182,657	\$306,116	\$580,396



Monthly Inventory Analysis

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May 2017

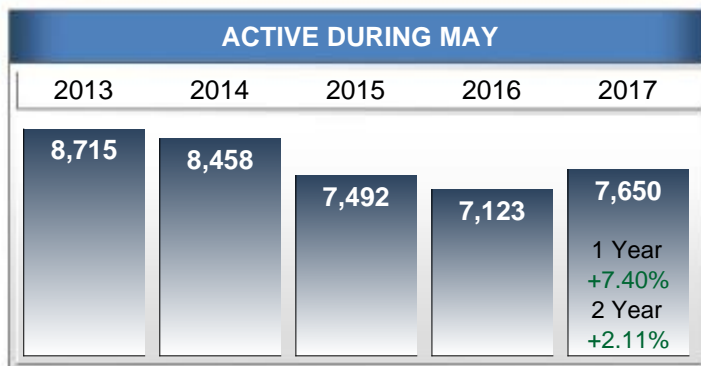
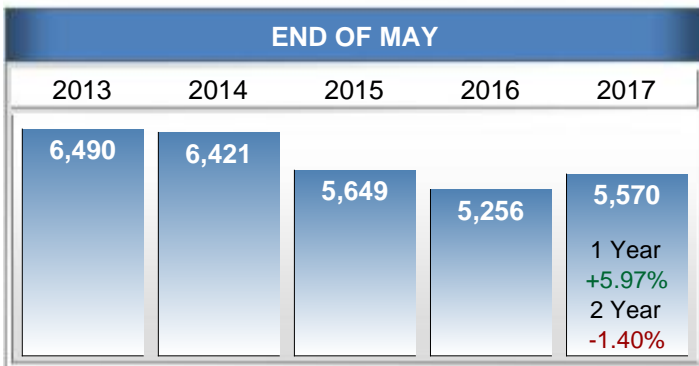
Active Inventory as of Jun 12, 2017



Active Inventory

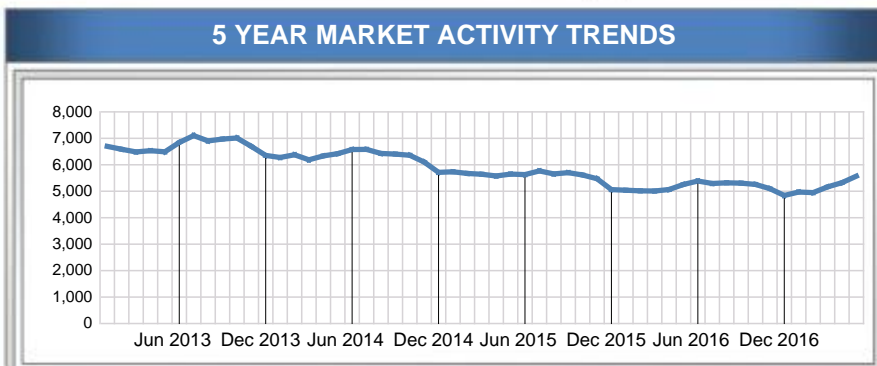
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr MAY AVG = 5,877 **3 MONTHS**

High
Jul 2013 = 7,104

Low
Dec 2016 = 4,841

Inventory this month at **5,570**, below the 5 yr MAY average of **5,877**

MAR	5,164
APR	5,323
MAY	5,570
3.08%	
4.64%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	282	5.06%	78.9	262	16	3	1		
\$25,001 \$75,000	899	16.14%	84.5	626	234	37	2		
\$75,001 \$125,000	654	11.74%	74.9	205	391	52	6		
\$125,001 \$250,000	1,641	29.46%	56.2	253	903	445	40		
\$250,001 \$350,000	847	15.21%	65.6	69	212	472	94		
\$350,001 \$550,000	692	12.42%	72.9	60	102	404	126		
\$550,001 and up	555	9.96%	77.9	110	63	190	192		
Total Active Inventory by Units:				5,570	69.8	1,585	1,921	1,603	461
Total Active Inventory by Volume:				1,566,308,899		308.58M	373.91M	564.95M	318.87M
Average Active Inventory Listing Price:				\$281,204		\$194,687	\$194,645	\$352,433	\$691,689



Monthly Inventory Analysis

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May 2017

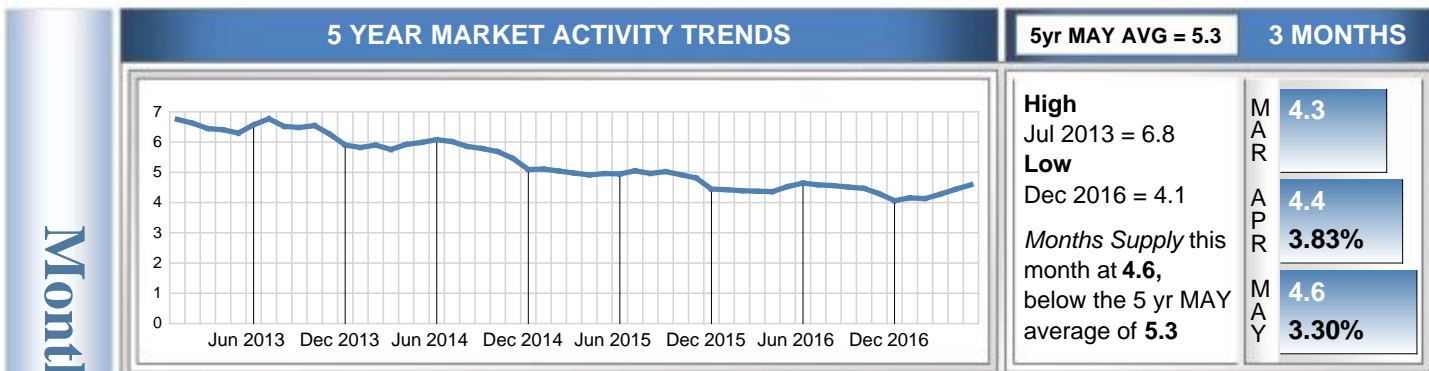
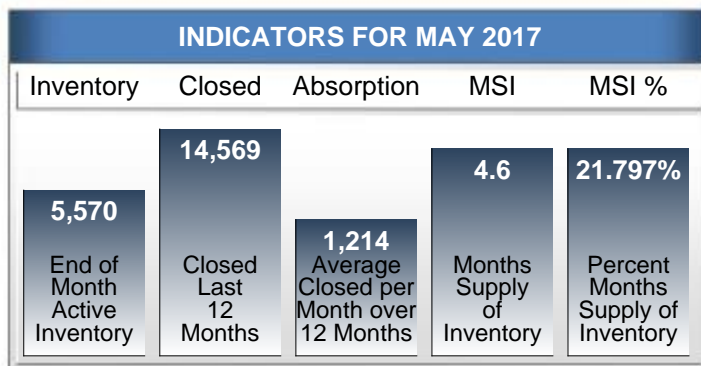
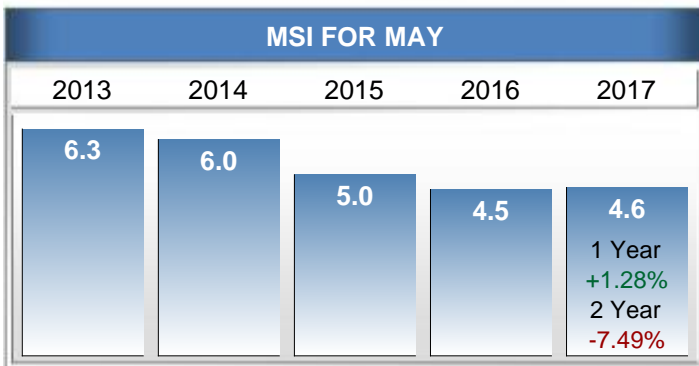
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	282	5.06%	6.5	8.9	1.5	1.1	12.0	
\$25,001 - \$75,000	899	16.14%	5.5	8.9	2.8	3.8	2.0	
\$75,001 - \$125,000	654	11.74%	2.8	4.9	2.4	2.2	4.2	
\$125,001 - \$250,000	1,641	29.46%	3.0	7.8	2.6	2.9	3.8	
\$250,001 - \$350,000	847	15.21%	6.5	11.0	5.3	6.6	7.1	
\$350,001 - \$550,000	692	12.42%	9.5	24.0	7.1	9.2	10.9	
\$550,001 and up	555	9.96%	18.7	77.6	17.6	13.3	18.4	
MSI:	4.6			8.6	2.9	5.1	9.6	
Total Active Inventory:	5,570			1,585	1,921	1,603	461	



Monthly Inventory Analysis

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May 2017

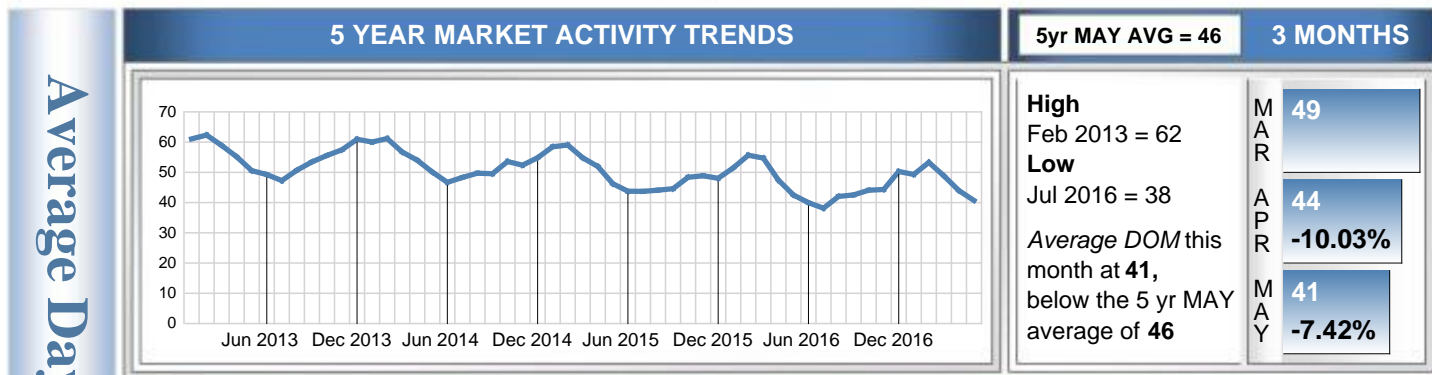
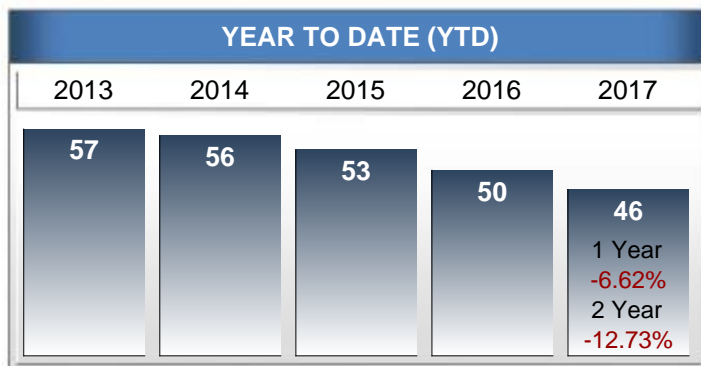
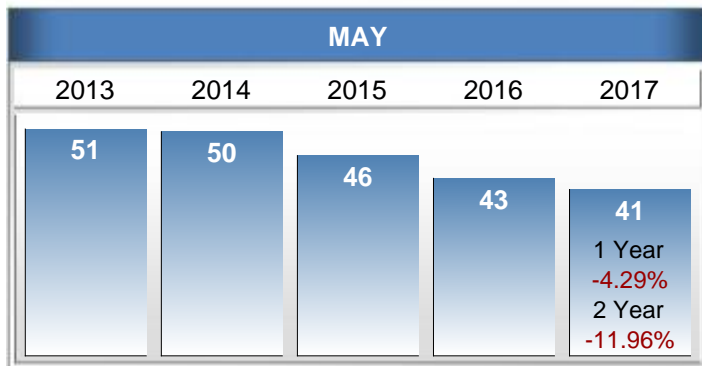
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	128	8.41%	47.8	44.4	52.9	79.8	0.0
\$50,001 - \$100,000	194	12.75%	41.0	47.8	37.7	44.8	0.0
\$100,001 - \$125,000	140	9.20%	30.0	24.7	29.1	52.8	0.0
\$125,001 - \$175,000	415	27.27%	33.4	37.3	31.0	41.7	40.6
\$175,001 - \$225,000	235	15.44%	38.3	28.2	36.8	42.2	42.3
\$225,001 - \$350,000	260	17.08%	51.7	19.7	44.1	57.2	64.9
\$350,001 and up	150	9.86%	49.1	63.0	44.5	48.3	52.8
Average Closed DOM:				41.1	35.3	49.2	54.3
Total Closed Units:				213	834	404	71
Total Closed Volume:				18.94M	131.11M	111.05M	32.06M



Monthly Inventory Analysis

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May 2017

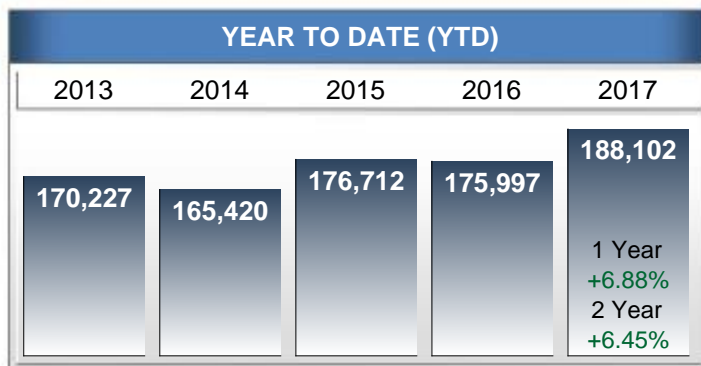
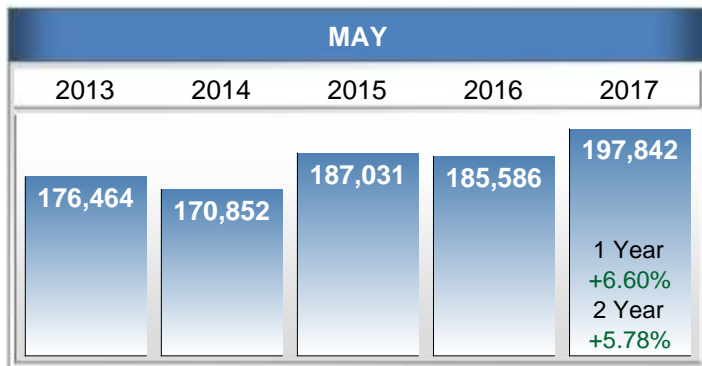
Closed Sales as of Jun 12, 2017



Average List Price at Closing

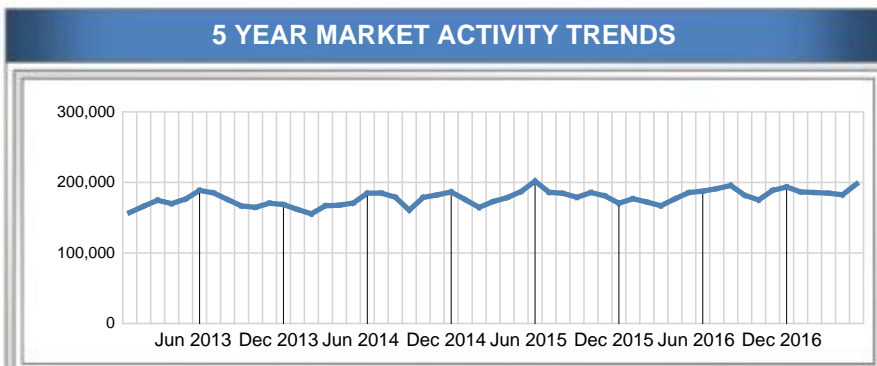
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

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



5yr MAY AVG = 184K	3 MONTHS
High Jun 2015 = 201,865	M 184,756
Low Feb 2014 = 155,488	A
<i>Average LPrice this month at 197,842, above the 5 yr MAY average of 183,555</i>	P 182,530
	R -1.20%
	M 197,842
	A
	Y 8.39%

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	127	8.34%	30,225	28,786	37,943	32,225	0
\$50,001 - \$100,000	187	12.29%	79,853	76,525	83,182	84,962	0
\$100,001 - \$125,000	135	8.87%	114,919	119,623	116,578	120,675	0
\$125,001 - \$175,000	407	26.74%	151,179	159,900	151,517	158,485	164,786
\$175,001 - \$225,000	242	15.90%	199,785	220,997	199,597	206,382	205,012
\$225,001 - \$350,000	265	17.41%	277,789	265,300	272,671	289,440	292,476
\$350,001 and up	159	10.45%	524,144	523,167	465,946	489,670	674,300
Average List Price:	\$197,842			\$95,285	\$160,166	\$281,602	\$471,474
Total Closed Units:	1,522			213	834	404	71
Total List Volume:	301,115,991			20.30M	133.58M	113.77M	33.47M



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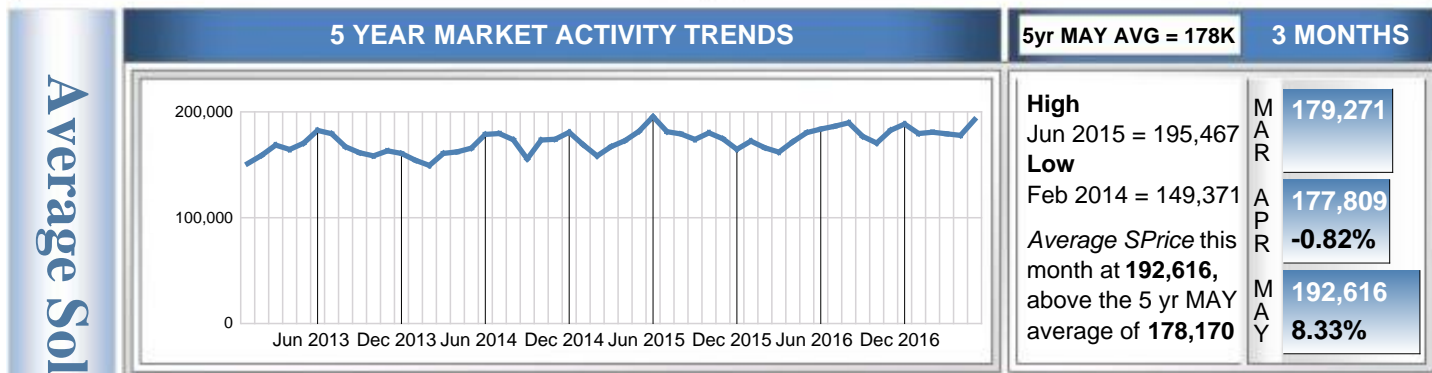
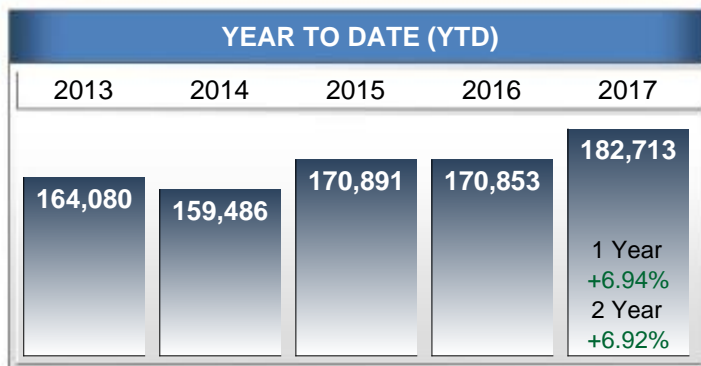
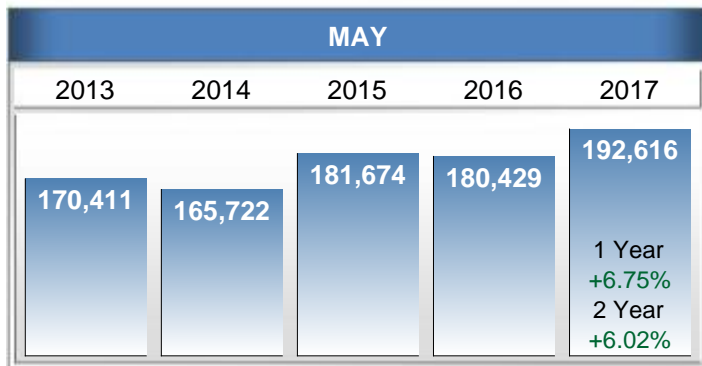
Closed Sales as of Jun 12, 2017



Average Sold Price at Closing

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average Sold Price

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

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	128		8.41%	28,627	26,192	34,452	31,850	0
\$50,001 - \$100,000	194		12.75%	78,660	72,805	81,192	81,653	0
\$100,001 - \$125,000	140		9.20%	113,906	114,108	113,851	114,395	0
\$125,001 - \$175,000	415		27.27%	150,959	152,440	149,592	155,751	159,186
\$175,001 - \$225,000	235		15.44%	198,968	196,036	196,979	202,224	202,545
\$225,001 - \$350,000	260		17.08%	276,270	256,127	266,143	282,709	287,117
\$350,001 and up	150		9.86%	513,698	480,000	454,907	476,480	640,489
Average Closed Price: \$192,616					\$88,943	\$157,204	\$274,880	\$451,509
Total Closed Units: 1,522					213	834	404	71
Total Closed Volume: 293,161,685					18.94M	131.11M	111.05M	32.06M



Monthly Inventory Analysis

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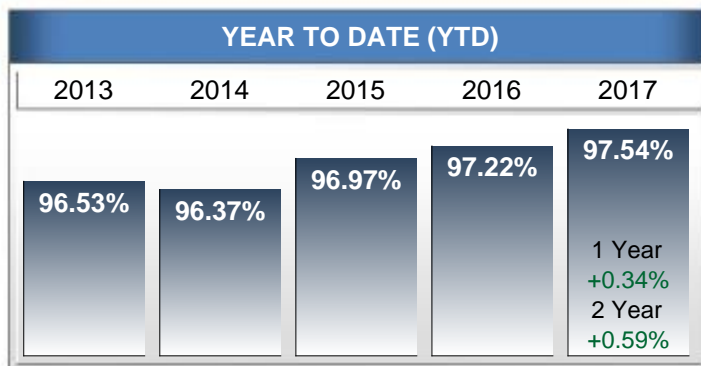
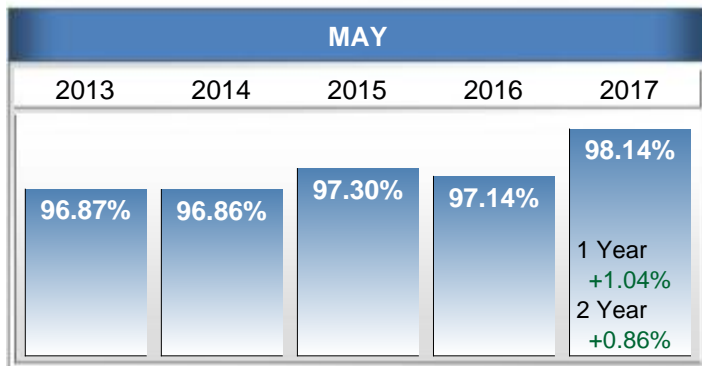
Closed Sales as of Jun 12, 2017



Average Percent of List Price to Selling Price

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List/Sell Price

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



5yr MAY AVG=97.26% **3 MONTHS**

High
Jul 2015 = 98.93%

Low
Dec 2013 = 94.64%

Average List/Sell this month at **98.14%**, above the 5 yr MAY average of **97.26%**

MAY	97.16%
APR	97.48%
MAY	98.14%
APR	0.34%
MAY	0.68%

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	128	8.41%	96.03%	96.13%	95.85%	95.31%	0.00%
\$50,001 - \$100,000	194	12.75%	97.42%	95.08%	98.56%	96.73%	0.00%
\$100,001 - \$125,000	140	9.20%	97.74%	95.76%	98.11%	95.46%	0.00%
\$125,001 - \$175,000	415	27.27%	98.56%	95.65%	98.83%	98.36%	96.75%
\$175,001 - \$225,000	235	15.44%	100.48%	92.95%	103.32%	98.05%	98.82%
\$225,001 - \$350,000	260	17.08%	97.83%	96.84%	97.86%	97.84%	98.09%
\$350,001 and up	150	9.86%	97.01%	92.39%	97.63%	97.49%	95.89%
Average List/Sell Ratio: 98.10%				95.49%	99.10%	97.81%	96.87%
Total Closed Units: 1,522				213	834	404	71
Total Closed Volume: 293,161,685				18.94M	131.11M	111.05M	32.06M



Monthly Inventory Analysis

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May 2017

Inventory as of Jun 12, 2017



Market Summary

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Absorption: Last 12 months, an Average of 1,214 Sales/Month

Active Inventory as of May 31, 2017 = 5,570

	MAY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,336	1,522	13.92%	5,575	5,847	4.88%
Pending Sales	1,358	1,566	15.32%	6,511	6,952	6.77%
New Listings	2,317	2,368	2.20%	10,883	11,151	2.46%
Average List Price	185,586	197,842	6.60%	175,997	188,102	6.88%
Average Sale Price	180,429	192,616	6.75%	170,853	182,713	6.94%
Average Percent of List Price to Selling Price	97.14%	98.14%	1.04%	97.22%	97.54%	0.34%
Average Days on Market to Sale	42.52	40.69	-4.29%	49.76	46.46	-6.62%
Monthly Inventory	5,256	5,570	5.97%	5,256	5,570	5.97%
Months Supply of Inventory	4.53	4.59	1.28%	4.53	4.59	1.28%

