



May 2017

Area Delimited by County Of Rogers

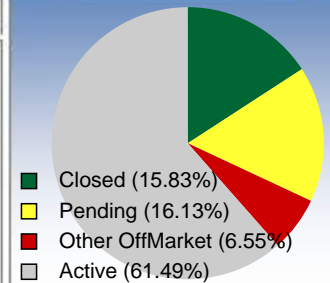


Absorption: Last 12 months, an Average of **125** Sales/Month

Active Inventory as of May 31, 2017 = **610**

| | MAY | | |
|--|---------|---------|---------|
| | 2016 | 2017 | +/- % |
| Closed Listings | 130 | 157 | 20.77% |
| Pending Listings | 136 | 160 | 17.65% |
| New Listings | 192 | 235 | 22.40% |
| Average List Price | 169,638 | 203,065 | 19.70% |
| Average Sale Price | 166,000 | 198,855 | 19.79% |
| Average Percent of List Price to Selling Price | 97.83% | 97.98% | 0.15% |
| Average Days on Market to Sale | 45.44 | 46.64 | 2.64% |
| End of Month Inventory | 638 | 610 | -4.39% |
| Months Supply of Inventory | 5.52 | 4.89 | -11.48% |

Market Activity



Report Produced on: Jun 12, 2017

Monthly Inventory Analysis

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 May 2017 decreased **4.39%** to 610 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 **4.89** 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 **19.79%** in May 2017 to \$198,855 versus the previous year at \$166,000.

Average Days on Market Lengthens

The average number of **46.64** days that homes spent on the market before selling increased by 1.20 days or **2.64%** in May 2017 compared to last year's same month at **45.44** DOM.

Sales Success for May 2017 is Positive

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

There were 235 New Listings in May 2017, up **22.40%** from last year at 192. Furthermore, there were 157 Closed Listings this month versus last year at 130, a **20.77%** increase.

Closed versus Listed trends yielded a **66.8%** ratio, down from previous year's, May 2016, at **67.7%**, a **1.33%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

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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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

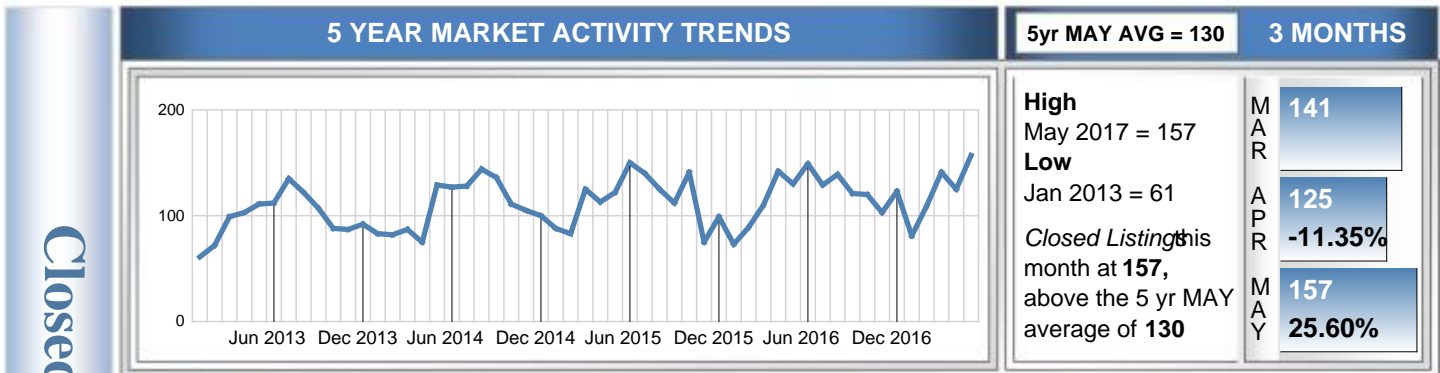
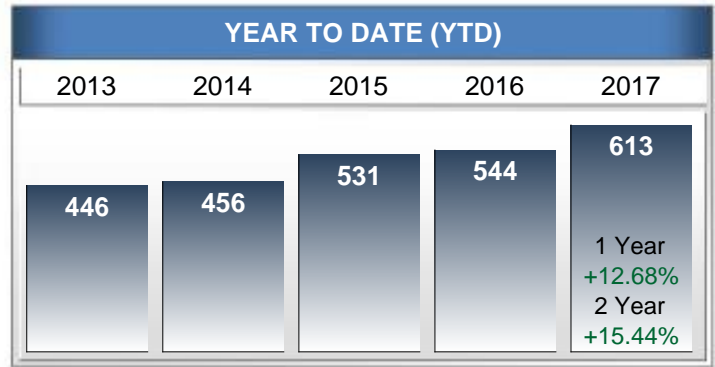
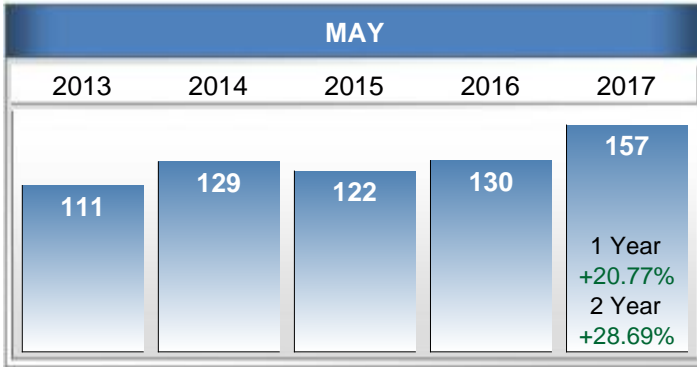
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



Closed Listings

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Contact an experienced REALTOR

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 | 15 | 9.55% | 49.4 | 11 | 3 | 1 | 0 | | | |
| \$50,001 - \$75,000 | 12 | 7.64% | 43.2 | 6 | 6 | 0 | 0 | | | |
| \$75,001 - \$125,000 | 20 | 12.74% | 33.9 | 2 | 14 | 4 | 0 | | | |
| \$125,001 - \$175,000 | 45 | 28.66% | 35.3 | 0 | 38 | 7 | 0 | | | |
| \$175,001 - \$250,000 | 28 | 17.83% | 60.4 | 0 | 14 | 12 | 2 | | | |
| \$250,001 - \$375,000 | 21 | 13.38% | 56.7 | 0 | 3 | 17 | 1 | | | |
| \$375,001 and up | 16 | 10.19% | 57.3 | 0 | 0 | 11 | 5 | | | |
| Total Closed Units: 157 | | | | 46.6 | | | | | | |
| Total Closed Volume: | | 31,220,240 | | | | | 19 | 78 | 52 | 8 |
| Average Closed Price: | | \$198,855 | | | | | 771.05K | 11.30M | 14.85M | 4.30M |
| | | | | | | | \$40,582 | \$144,823 | \$285,596 | \$537,750 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

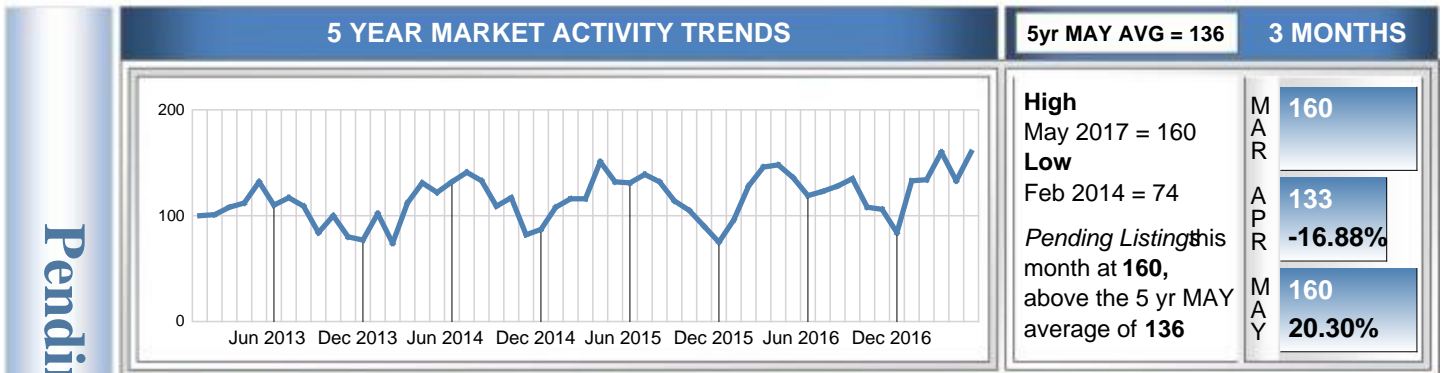
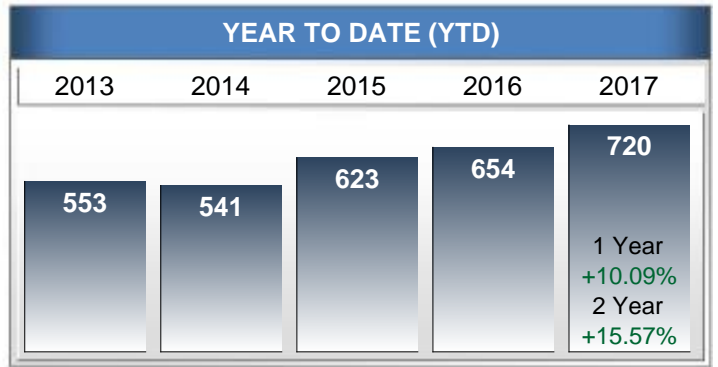
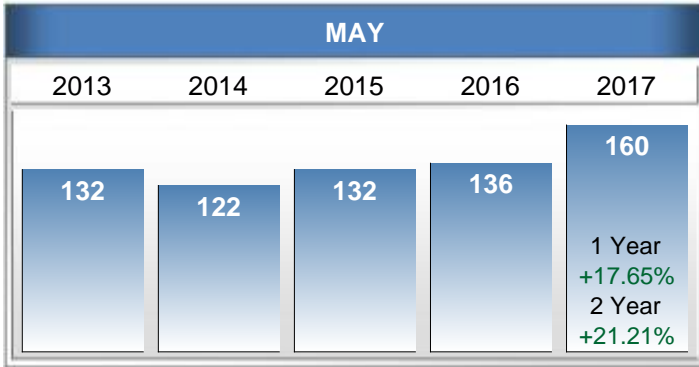
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by 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 | 17 | 10.63% | 53.9 | 13 | 2 | 2 | 0 | | |
| \$50,001 - \$75,000 | 10 | 6.25% | 70.0 | 2 | 6 | 1 | 1 | | |
| \$75,001 - \$125,000 | 30 | 18.75% | 30.9 | 8 | 21 | 0 | 1 | | |
| \$125,001 - \$175,000 | 36 | 22.50% | 24.8 | 2 | 29 | 5 | 0 | | |
| \$175,001 - \$225,000 | 24 | 15.00% | 53.6 | 0 | 14 | 9 | 1 | | |
| \$225,001 - \$325,000 | 27 | 16.88% | 60.9 | 0 | 12 | 13 | 2 | | |
| \$325,001 and up | 16 | 10.00% | 48.9 | 1 | 1 | 11 | 3 | | |
| Total Pending Units: | | | | 160 | 43.2 | 26 | 85 | 41 | 8 |
| Total Pending Volume: | | | | 29,530,554 | | 1.92M | 13.41M | 11.54M | 2.66M |
| Average Listing Price: | | | | \$200,086 | | \$73,852 | \$157,771 | \$281,424 | \$332,679 |

Pending 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

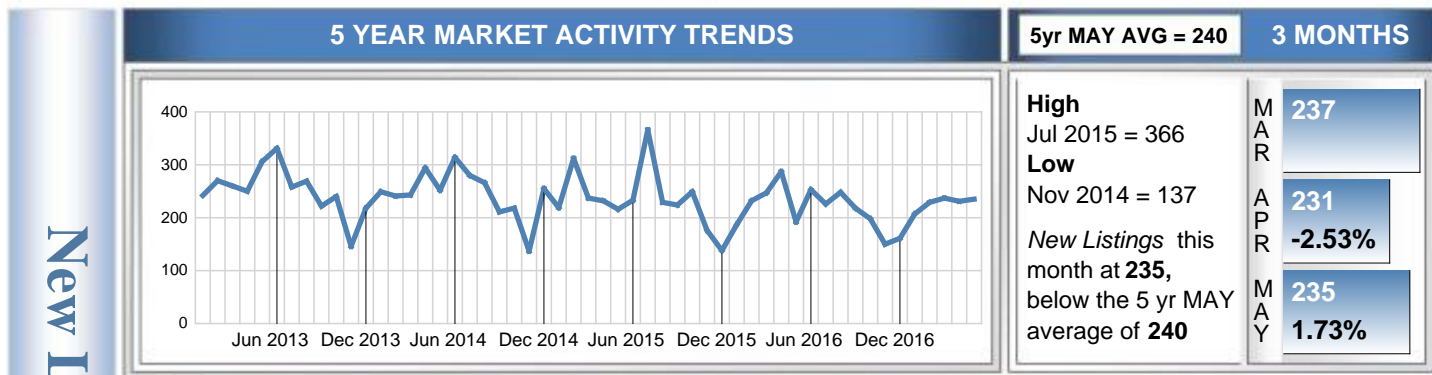
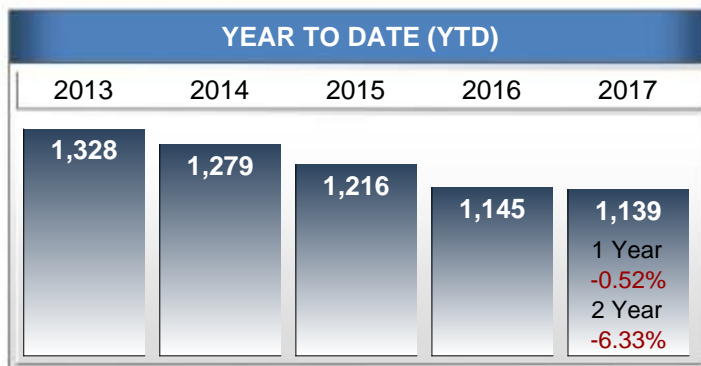
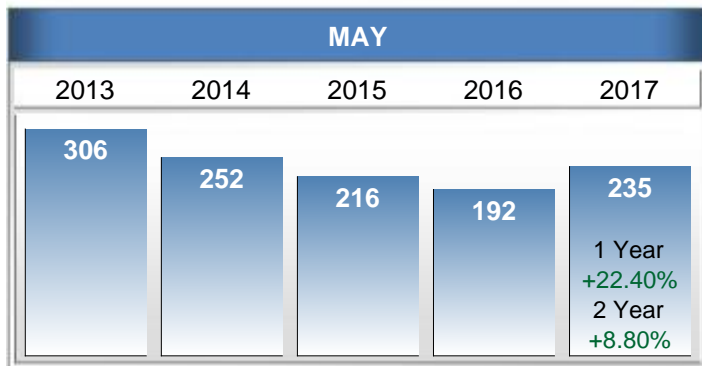
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



New Listings

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

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 | 24 | 10.21% | 20 | 4 | 0 | 0 |
| \$50,001 - \$100,000 | 19 | 8.09% | 8 | 8 | 2 | 1 |
| \$100,001 - \$150,000 | 46 | 19.57% | 8 | 35 | 3 | 0 |
| \$150,001 - \$225,000 | 59 | 25.11% | 11 | 30 | 17 | 1 |
| \$225,001 - \$250,000 | 18 | 7.66% | 0 | 11 | 7 | 0 |
| \$250,001 - \$375,000 | 44 | 18.72% | 4 | 19 | 17 | 4 |
| \$375,001 and up | 25 | 10.64% | 1 | 2 | 16 | 6 |
| Total New Listed Units: | | | 52 | 109 | 62 | 12 |
| Total New Listed Volume: | | | 5.67M | 20.20M | 19.52M | 5.66M |
| Average New Listed Listing Price: | | | \$109,085 | \$185,314 | \$314,771 | \$471,942 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

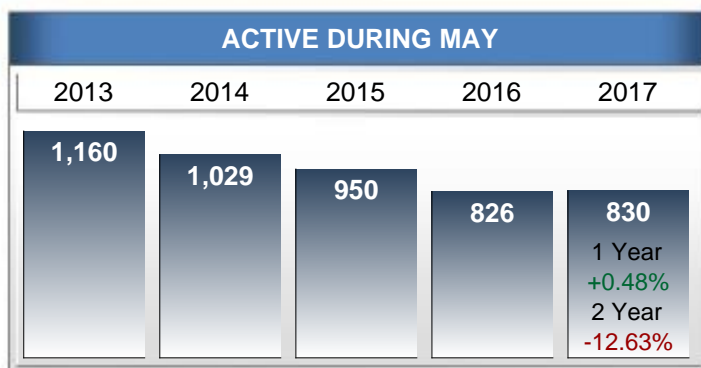
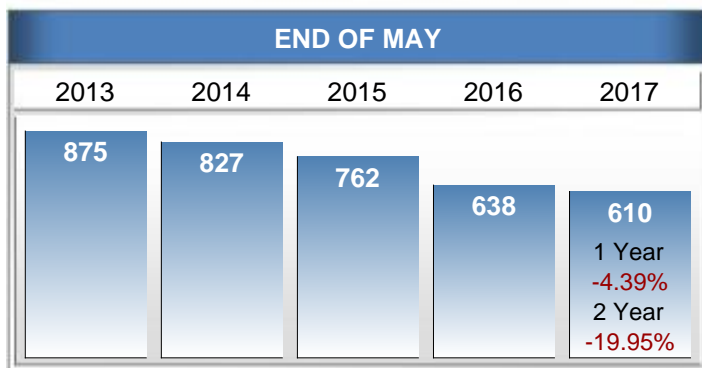
Active Inventory as of Jun 12, 2017



Active Inventory

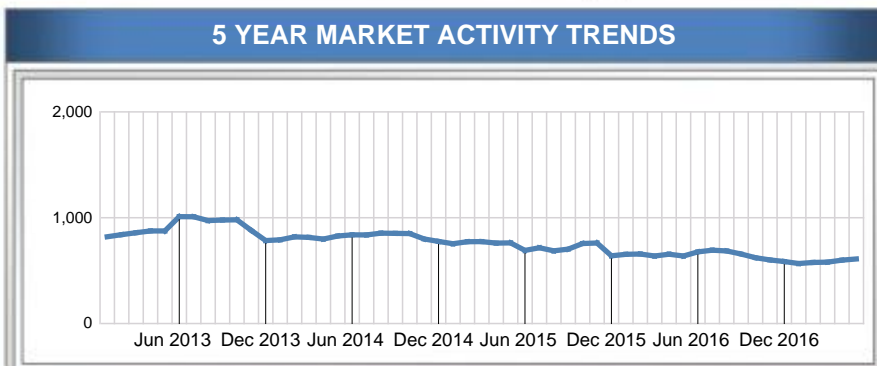
Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr MAY AVG = 742 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Jan 2017 = 567

Inventory this month at **610**, below the 5 yr MAY average of **742**

| | |
|-------|-----|
| MAR | 580 |
| APR | 599 |
| MAY | 610 |
| 3.28% | |
| 1.84% | |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|--|-----|--------|-------|-------------|--------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 45 | 7.38% | 80.8 | 45 | 0 | 0 | 0 | | |
| \$25,001 - \$75,000 | 86 | 14.10% | 77.7 | 73 | 12 | 1 | 0 | | |
| \$75,001 - \$125,000 | 65 | 10.66% | 78.0 | 23 | 37 | 4 | 1 | | |
| \$125,001 - \$225,000 | 165 | 27.05% | 65.8 | 38 | 89 | 36 | 2 | | |
| \$225,001 - \$325,000 | 108 | 17.70% | 56.7 | 13 | 34 | 56 | 5 | | |
| \$325,001 - \$475,000 | 71 | 11.64% | 77.5 | 10 | 13 | 30 | 18 | | |
| \$475,001 and up | 70 | 11.48% | 74.7 | 10 | 5 | 32 | 23 | | |
| Total Active Inventory by Units: | | | | 610 | 70.7 | 212 | 190 | 159 | 49 |
| Total Active Inventory by Volume: | | | | 167,024,123 | | 29.66M | 38.25M | 55.61M | 43.50M |
| Average Active Inventory Listing Price: | | | | \$273,810 | | \$139,897 | \$201,323 | \$349,765 | \$887,790 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

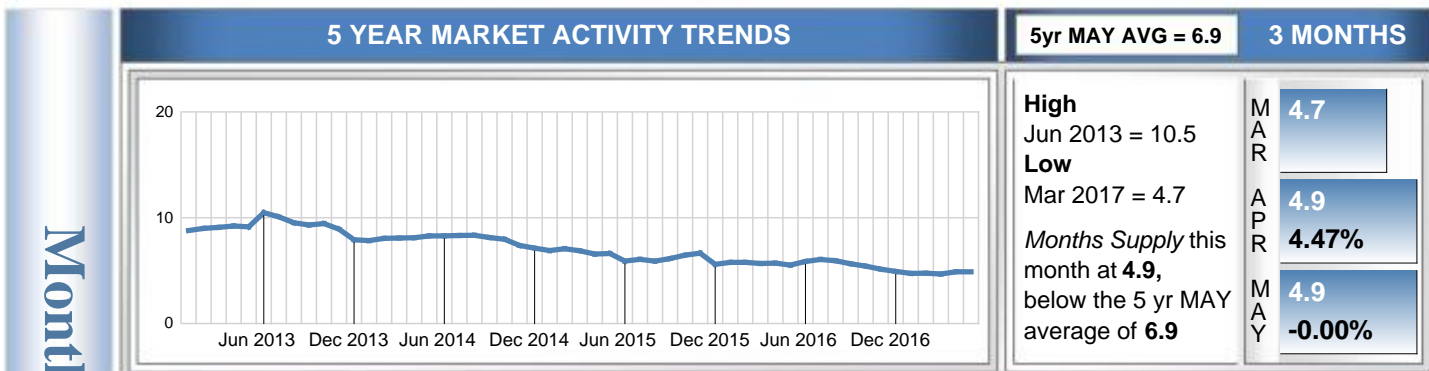
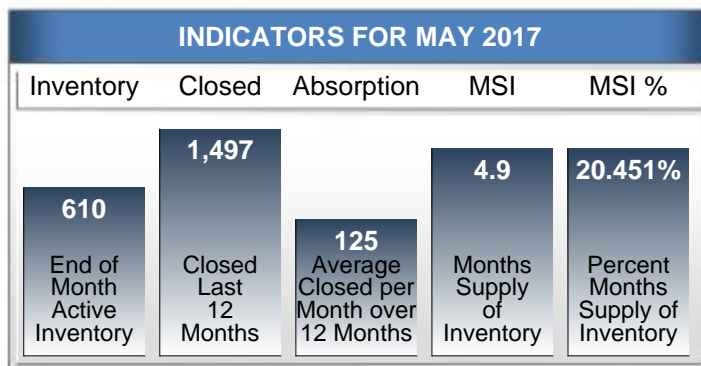
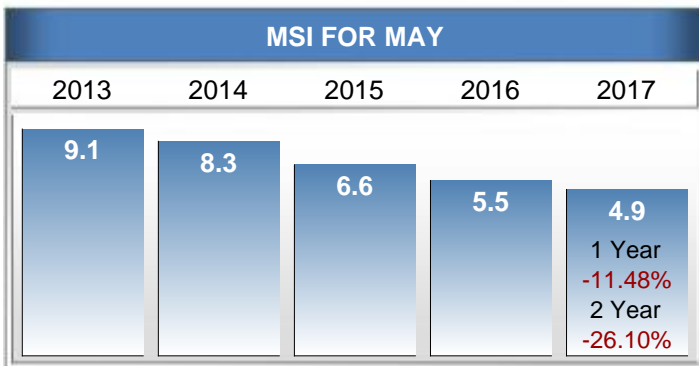
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 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 | 45 | 7.38% | 10.2 | 11.7 | 0.0 | 0.0 | 0.0 |
| \$25,001 - \$75,000 | 86 | 14.10% | 5.5 | 9.6 | 1.7 | 1.0 | 0.0 |
| \$75,001 - \$125,000 | 65 | 10.66% | 3.0 | 6.7 | 2.4 | 1.5 | 0.0 |
| \$125,001 - \$225,000 | 165 | 27.05% | 3.1 | 16.9 | 2.4 | 2.7 | 2.4 |
| \$225,001 - \$325,000 | 108 | 17.70% | 6.5 | 26.0 | 5.4 | 6.5 | 4.3 |
| \$325,001 - \$475,000 | 71 | 11.64% | 7.9 | 40.0 | 14.2 | 4.6 | 14.4 |
| \$475,001 and up | 70 | 11.48% | 17.5 | 40.0 | 30.0 | 14.2 | 17.3 |
| MSI: | | | 4.9 | 11.7 | 2.8 | 4.6 | 10.5 |
| Total Active Inventory: | | | 610 | 212 | 190 | 159 | 49 |



Monthly Inventory Analysis

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May 2017

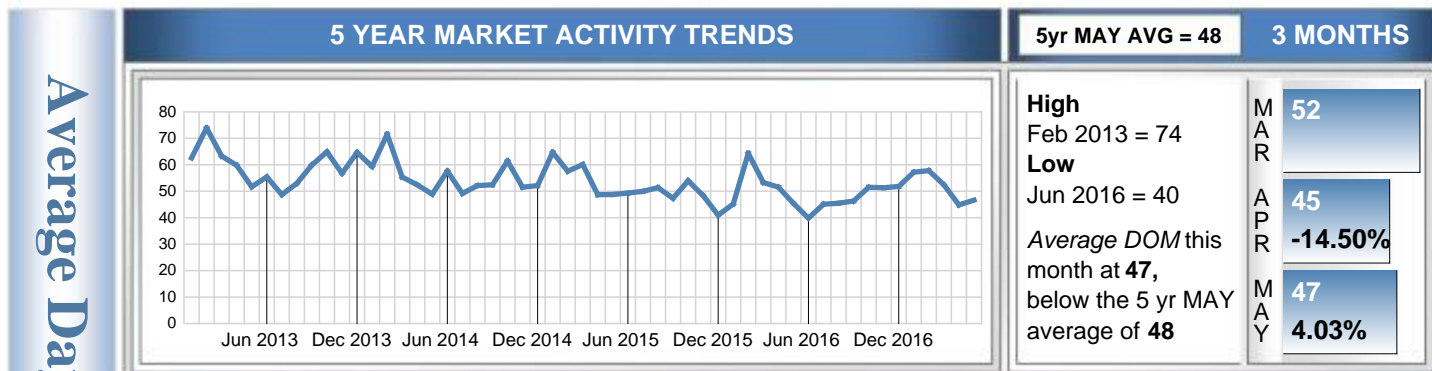
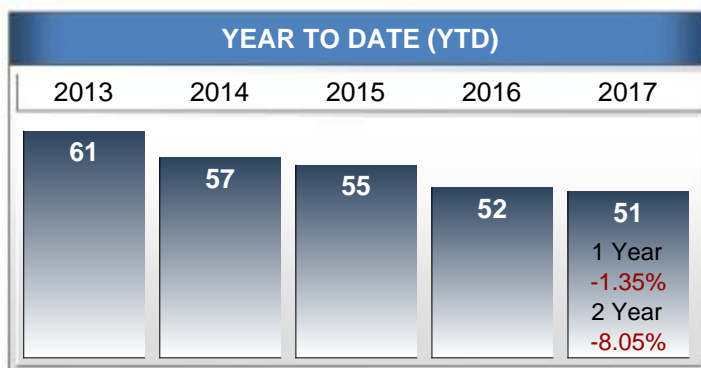
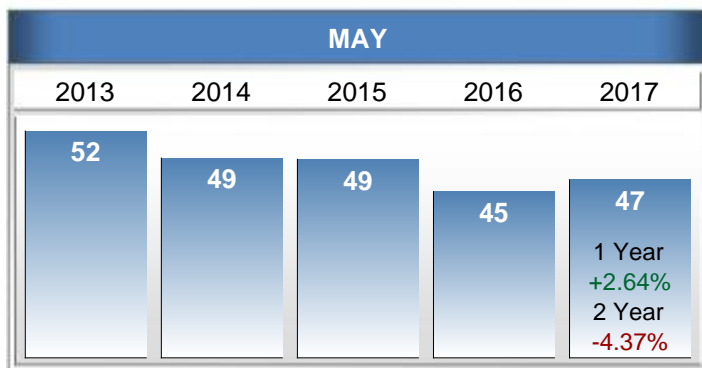
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 2017

Area Delimited by 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 | 15 | 9.55% | 49.4 | 45.1 | 47.3 | 103.0 | 0.0 | |
| \$50,001 - \$75,000 | 12 | 7.64% | 43.2 | 51.3 | 35.0 | 0.0 | 0.0 | |
| \$75,001 - \$125,000 | 20 | 12.74% | 33.9 | 13.0 | 36.7 | 34.5 | 0.0 | |
| \$125,001 - \$175,000 | 45 | 28.66% | 35.3 | 0.0 | 35.1 | 36.1 | 0.0 | |
| \$175,001 - \$250,000 | 28 | 17.83% | 60.4 | 0.0 | 48.4 | 71.8 | 75.5 | |
| \$250,001 - \$375,000 | 21 | 13.38% | 56.7 | 0.0 | 51.0 | 56.1 | 84.0 | |
| \$375,001 and up | 16 | 10.19% | 57.3 | 0.0 | 0.0 | 65.9 | 38.4 | |
| Average Closed DOM: | | | | 46.6 | 43.7 | 38.9 | 58.3 | 53.4 |
| Total Closed Units: | | | | 157 | 19 | 78 | 52 | 8 |
| Total Closed Volume: | | | | 31,220,240 | 771.05K | 11.30M | 14.85M | 4.30M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

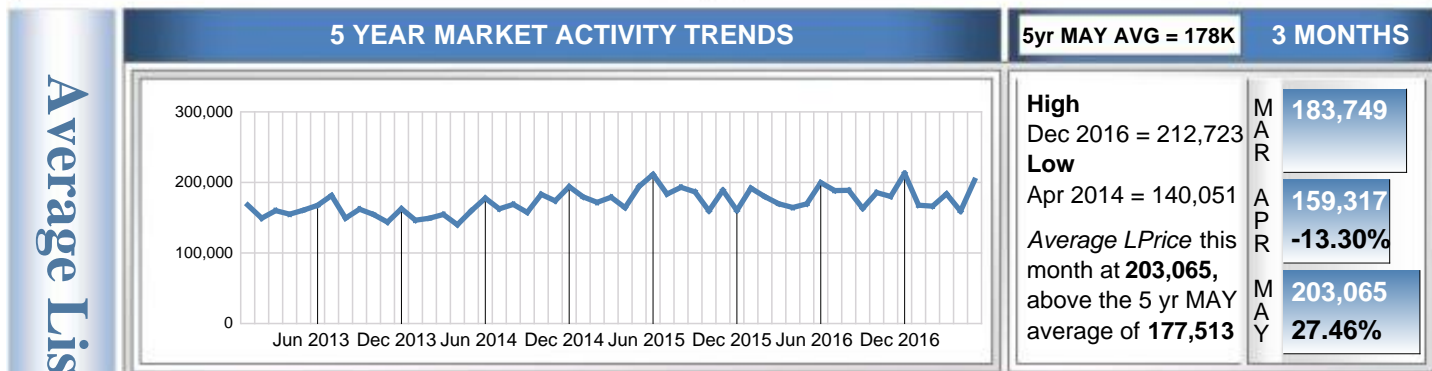
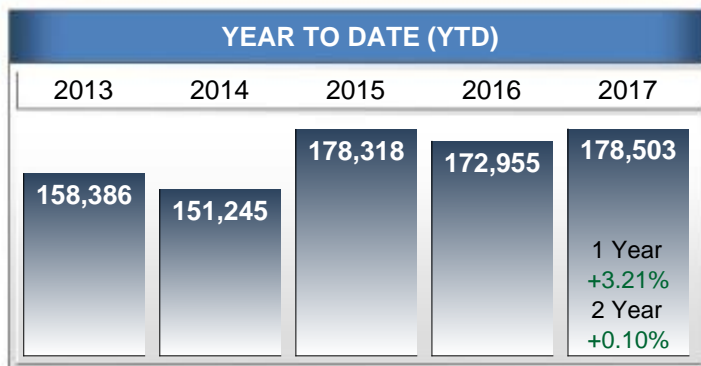
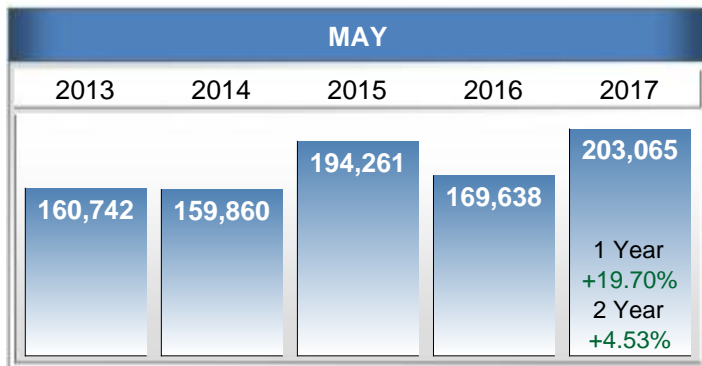
Closed Sales as of Jun 12, 2017



Average List Price at Closing

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



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 | 16 | 10.19% | 24,999 | 20,390 | 31,400 | 39,900 | 0 |
| \$50,001 - \$75,000 | 11 | 7.01% | 64,573 | 63,817 | 62,983 | 0 | 0 |
| \$75,001 - \$125,000 | 19 | 12.10% | 104,511 | 103,700 | 108,286 | 98,375 | 0 |
| \$125,001 - \$175,000 | 44 | 28.03% | 150,784 | 0 | 149,755 | 165,171 | 0 |
| \$175,001 - \$250,000 | 30 | 19.11% | 212,864 | 0 | 208,264 | 221,509 | 232,400 |
| \$250,001 - \$375,000 | 21 | 13.38% | 308,010 | 0 | 288,300 | 311,712 | 299,000 |
| \$375,001 and up | 16 | 10.19% | 581,038 | 0 | 0 | 509,718 | 737,940 |
| Average List Price: | \$203,065 | | | \$42,873 | \$146,915 | \$291,418 | \$556,688 |
| Total Closed Units: | 157 | | | 19 | 78 | 52 | 8 |
| Total List Volume: | 31,881,175 | | | 814.59K | 11.46M | 15.15M | 4.45M |

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



Monthly Inventory Analysis

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May 2017

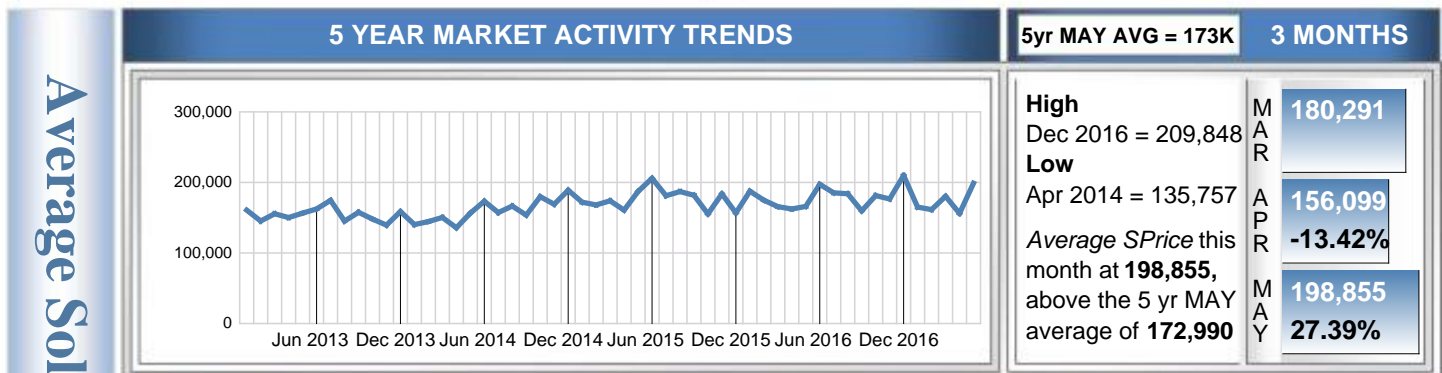
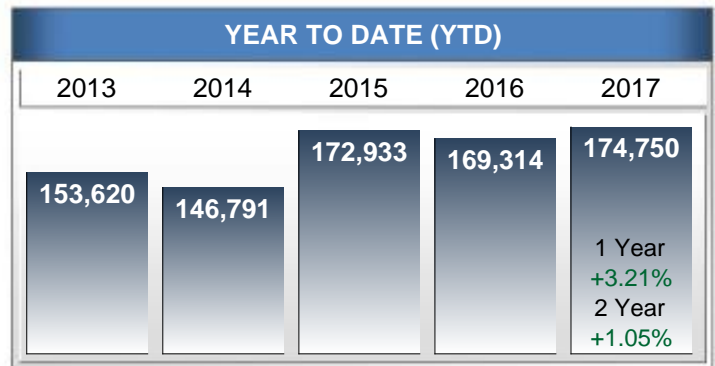
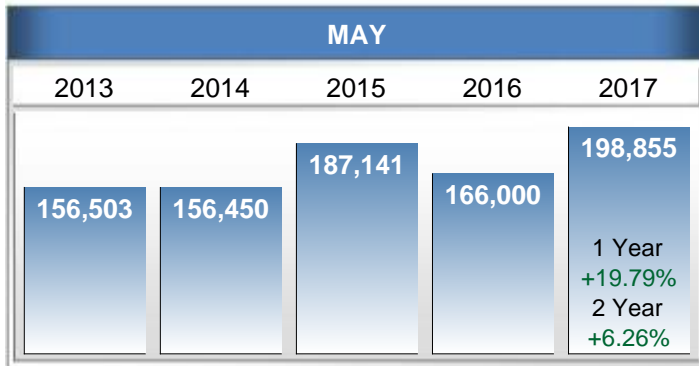
Closed Sales as of Jun 12, 2017



Average Sold Price at Closing

Report Produced on: Jun 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+ |
|--|----|------------|--------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less | 15 | | 9.55% | 22,507 | 18,955 | 29,733 | 39,900 | 0 |
| \$50,001 - \$75,000 | 12 | | 7.64% | 62,763 | 59,192 | 66,333 | 0 | 0 |
| \$75,001 - \$125,000 | 20 | | 12.74% | 103,105 | 103,700 | 106,486 | 90,975 | 0 |
| \$125,001 - \$175,000 | 45 | | 28.66% | 151,064 | 0 | 149,105 | 161,700 | 0 |
| \$175,001 - \$250,000 | 28 | | 17.83% | 209,922 | 0 | 201,229 | 217,134 | 227,500 |
| \$250,001 - \$375,000 | 21 | | 13.38% | 302,700 | 0 | 278,333 | 307,218 | 299,000 |
| \$375,001 and up | 16 | | 10.19% | 564,688 | 0 | 0 | 498,818 | 709,600 |
| Average Closed Price: | | \$198,855 | | | \$40,582 | \$144,823 | \$285,596 | \$537,750 |
| Total Closed Units: | | 157 | | | 19 | 78 | 52 | 8 |
| Total Closed Volume: | | 31,220,240 | | | 771.05K | 11.30M | 14.85M | 4.30M |



Monthly Inventory Analysis

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May 2017

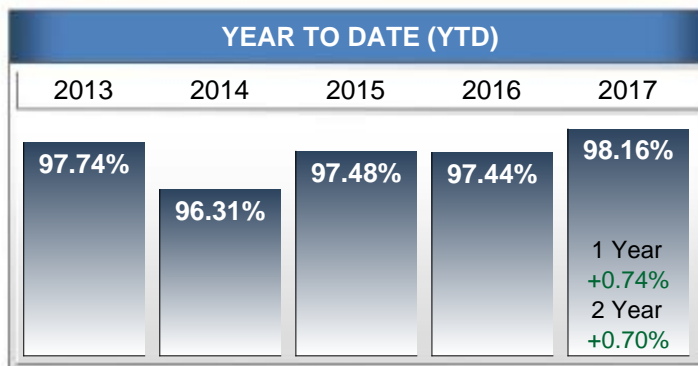
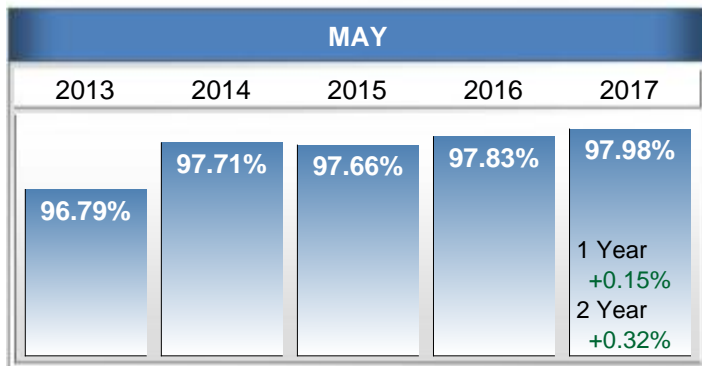
Closed Sales as of Jun 12, 2017



Average Percent of List Price to Selling Price

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



Average List/Sell Price

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



5yr MAY AVG=97.59% **3 MONTHS**

High
Dec 2016 = 107.85%

Low
Jan 2014 = 94.36%

Average List/Sell this month at **97.98%**, above the 5 yr MAY average of **97.59%**

| | |
|-----|--------|
| MAR | 97.48% |
| APR | 98.45% |
| MAY | 97.98% |
| MAY | -0.48% |

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 | 15 | 9.55% | 92.95% | 92.84% | 90.97% | 100.00% | 0.00% |
| \$50,001 \$75,000 | 12 | 7.64% | 100.84% | 92.62% | 109.05% | 0.00% | 0.00% |
| \$75,001 \$125,000 | 20 | 12.74% | 97.96% | 100.00% | 98.61% | 94.67% | 0.00% |
| \$125,001 \$175,000 | 45 | 28.66% | 99.37% | 0.00% | 99.64% | 97.92% | 0.00% |
| \$175,001 \$250,000 | 28 | 17.83% | 97.49% | 0.00% | 97.02% | 97.96% | 97.89% |
| \$250,001 \$375,000 | 21 | 13.38% | 98.28% | 0.00% | 96.78% | 98.44% | 100.00% |
| \$375,001 and up | 16 | 10.19% | 97.15% | 0.00% | 0.00% | 97.17% | 97.11% |
| Average List/Sell Ratio: 98.00% | | | | 93.53% | 99.27% | 97.73% | 97.66% |
| Total Closed Units: 157 | | | | 19 | 78 | 52 | 8 |
| Total Closed Volume: 31,220,240 | | | | 771.05K | 11.30M | 14.85M | 4.30M |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

Inventory as of Jun 12, 2017



Market Summary

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



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

Active Inventory as of May 31, 2017 = 610

| | MAY | | | Year To Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2016 | 2017 | +/- % | 2016 | 2017 | +/- % |
| Closed Sales | 130 | 157 | 20.77% | 544 | 613 | 12.68% |
| Pending Sales | 136 | 160 | 17.65% | 654 | 720 | 10.09% |
| New Listings | 192 | 235 | 22.40% | 1,145 | 1,139 | -0.52% |
| Average List Price | 169,638 | 203,065 | 19.70% | 172,955 | 178,503 | 3.21% |
| Average Sale Price | 166,000 | 198,855 | 19.79% | 169,314 | 174,750 | 3.21% |
| Average Percent of List Price to Selling Price | 97.83% | 97.98% | 0.15% | 97.44% | 98.16% | 0.74% |
| Average Days on Market to Sale | 45.44 | 46.64 | 2.64% | 51.68 | 50.98 | -1.35% |
| Monthly Inventory | 638 | 610 | -4.39% | 638 | 610 | -4.39% |
| Months Supply of Inventory | 5.52 | 4.89 | -11.48% | 5.52 | 4.89 | -11.48% |

