



April 2017

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

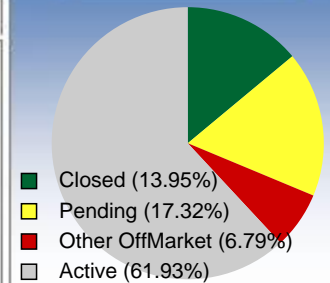


Absorption: Last 12 months, an Average of **1,197** Sales/Month

Active Inventory as of April 30, 2017 = **5,423**

	APRIL		
	2016	2017	+/- %
Closed Listings	1,336	1,222	-8.53%
Pending Listings	1,450	1,517	4.62%
New Listings	2,307	2,253	-2.34%
Median List Price	145,000	152,376	5.09%
Median Sale Price	144,549	149,708	3.57%
Median Percent of List Price to Selling Price	98.73%	98.87%	0.14%
Median Days on Market to Sale	27.00	23.50	-12.96%
End of Month Inventory	5,066	5,423	7.05%
Months Supply of Inventory	4.37	4.53	3.78%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 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 April 2017 rose **7.05%** to 5,423 existing homes available for sale. Over the last 12 months this area has had an average of 1,197 closed sales per month. This represents an unsold inventory index of **4.53** 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 **3.57%** in April 2017 to \$149,708 versus the previous year at \$144,549.

Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 3.50 days or **12.96%** in April 2017 compared to last year's same month at **27.00** DOM.

Sales Success for April 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 2,253 New Listings in April 2017, down **2.34%** from last year at 2,307. Furthermore, there were 1,222 Closed Listings this month versus last year at 1,336, a **-8.53%** decrease.

Closed versus Listed trends yielded a **54.2%** ratio, down from last year's April 2017 at **57.9%**, a **6.34%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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April 2017

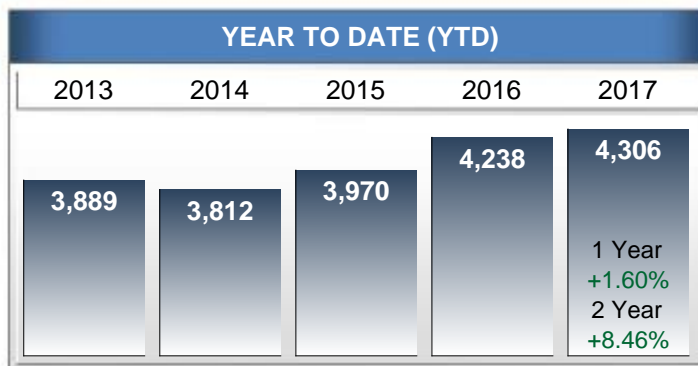
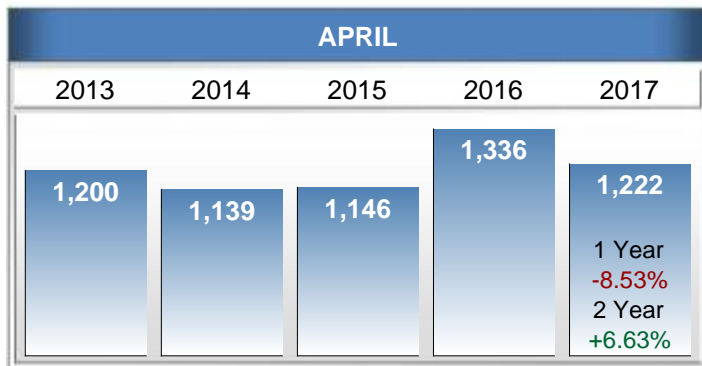
Closed Sales as of May 11, 2017



Closed Listings

Report Produced on: May 11, 2017

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



Closed Listings
Ready to Buy or Sell Real Estate?
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5yr APR AVG = 1,209 **3 MONTHS**

High
Jul 2015 = 1,420

Low
Jan 2013 = 743

Closed Listing this month at **1,222**, above the 5 yr APR average of **1,209**

FEB	919
MAR	1,334
APR	1,222
APR	45.16%
APR	-8.40%

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	108	8.84%	34.5	61	40	6	1
\$50,001 - \$90,000	152	12.44%	26.5	53	82	16	1
\$90,001 - \$120,000	150	12.27%	25.0	17	116	16	1
\$120,001 - \$170,000	335	27.41%	19.0	27	255	52	1
\$170,001 - \$220,000	200	16.37%	16.5	10	111	76	3
\$220,001 - \$320,000	151	12.36%	30.0	9	56	82	4
\$320,001 and up	126	10.31%	31.5	6	22	78	20
Total Closed Units: 1,222				183	682	326	31
Total Closed Volume: 217,075,843				18.50M	101.36M	83.99M	13.23M
Median Closed Price: \$149,708				\$75,000	\$138,000	\$219,450	\$365,000



Monthly Inventory Analysis

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April 2017

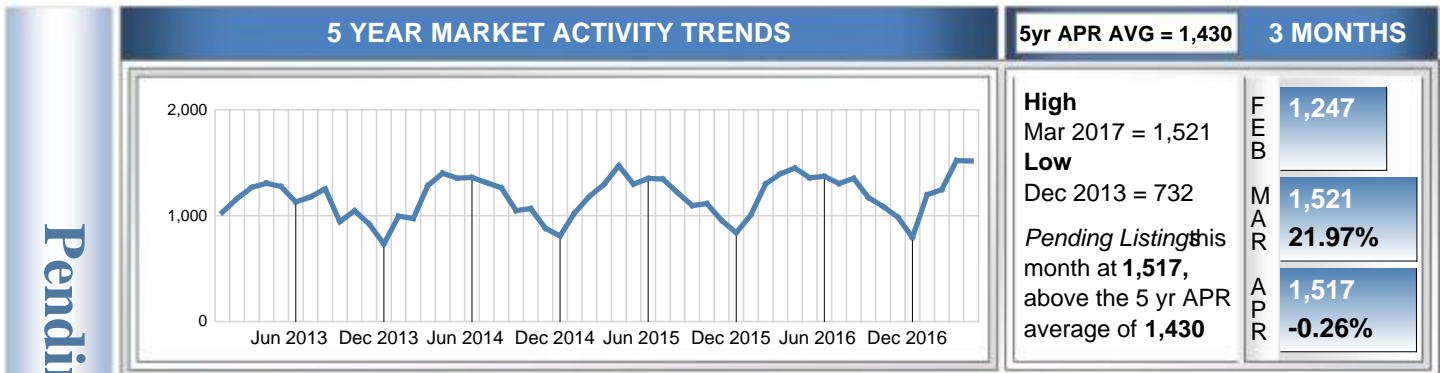
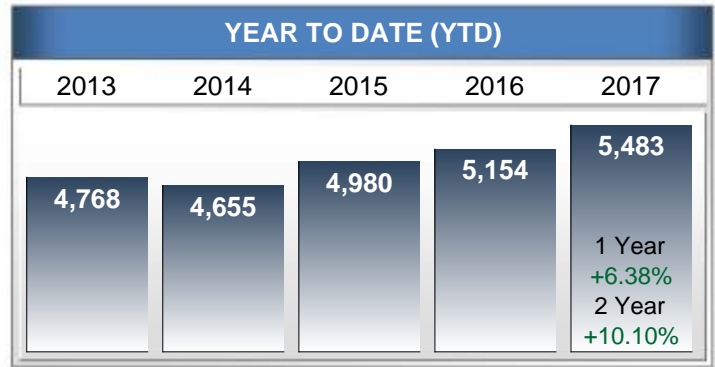
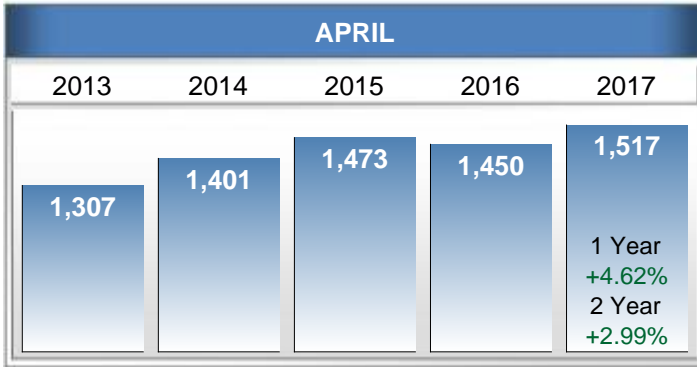
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

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



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+	
\$50,000 and less	118	7.78%	24.0	81	33	4	0	
\$50,001 - \$100,000	223	14.70%	32.0	78	136	7	2	
\$100,001 - \$125,000	143	9.43%	19.0	17	117	9	0	
\$125,001 - \$175,000	381	25.12%	15.0	20	302	56	3	
\$175,001 - \$225,000	235	15.49%	24.0	14	133	87	1	
\$225,001 - \$350,000	264	17.40%	31.5	15	95	137	17	
\$350,001 and up	153	10.09%	31.0	6	36	82	29	
Total Pending Units: 1,517				23.0	231	852	382	52
Total Pending Volume: 298,324,726					25.10M	140.19M	108.27M	24.77M
Median Listing Price: \$160,000					\$77,800	\$148,700	\$249,250	\$389,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

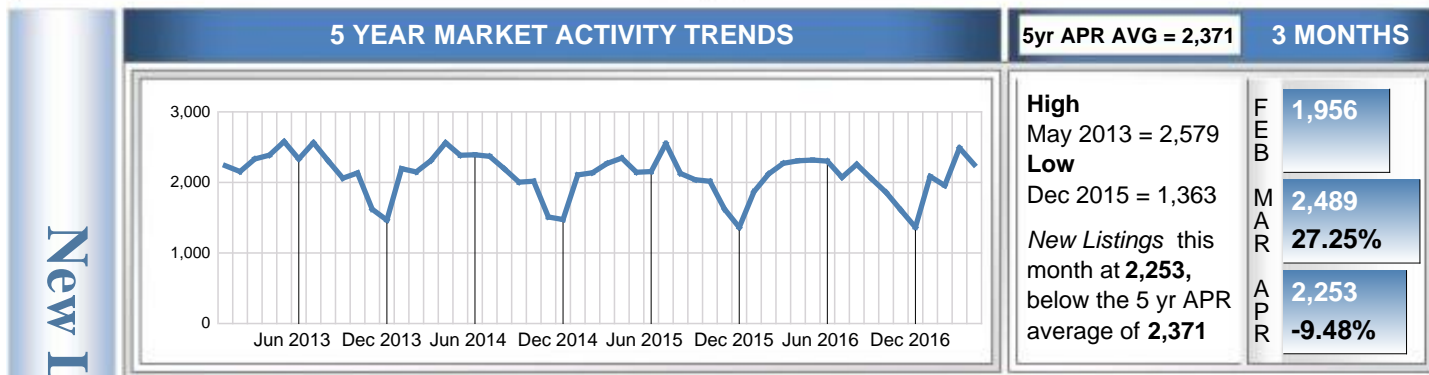
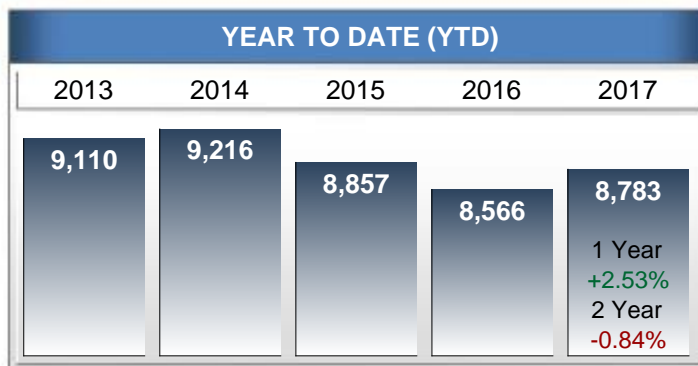
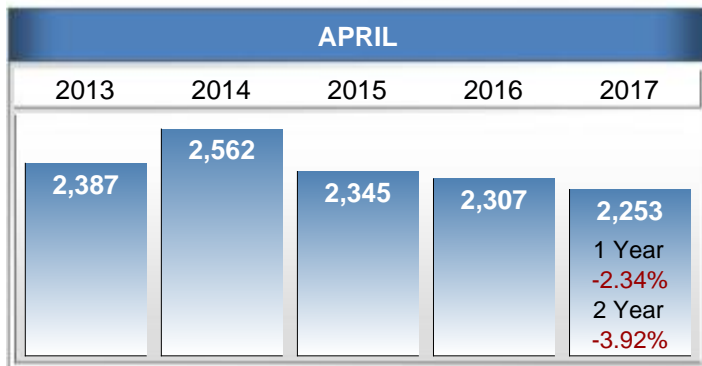
New Listings as of May 11, 2017



New Listings

Report Produced on: May 11, 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

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	220	9.76%	160	48	11	1
\$50,001 - \$100,000	296	13.14%	110	171	13	2
\$100,001 - \$125,000	184	8.17%	30	145	9	0
\$125,001 - \$200,000	653	28.98%	58	462	122	11
\$200,001 - \$275,000	345	15.31%	33	146	153	13
\$275,001 - \$425,000	310	13.76%	23	71	165	51
\$425,001 and up	245	10.87%	24	35	111	75
Total New Listed Units:			438	1078	584	153
Total New Listed Volume:			60.75M	189.91M	189.94M	87.39M
Median New Listed Listing Price:			\$76,000	\$149,950	\$268,813	\$415,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

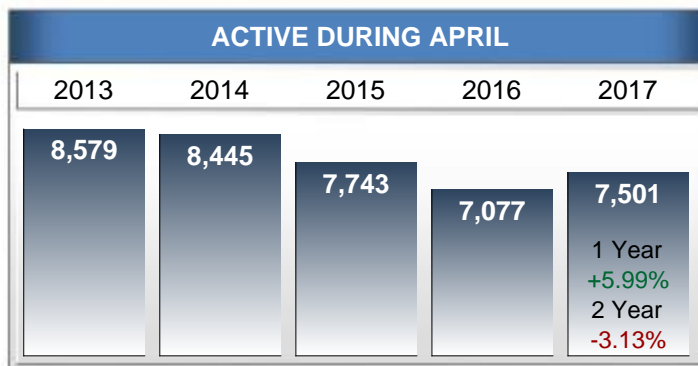
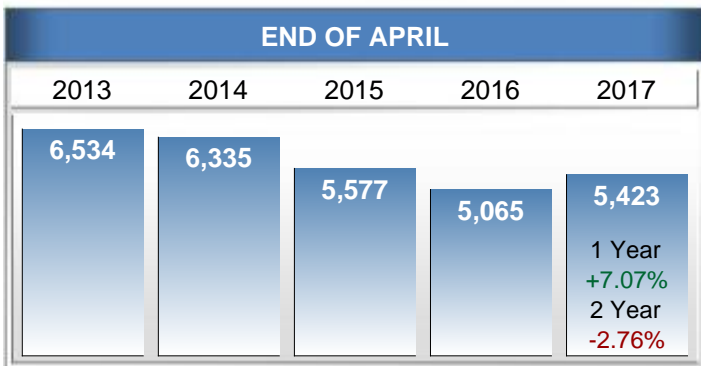
Active Inventory as of May 11, 2017



Active Inventory

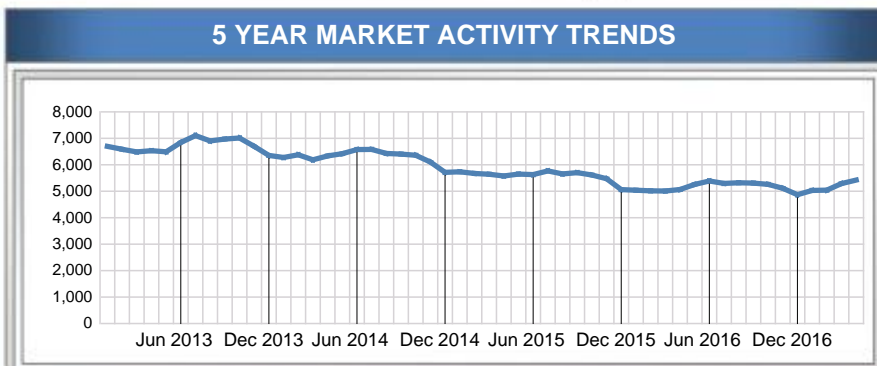
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr APR AVG = 5,787 **3 MONTHS**

High
Jul 2013 = 7,104

Low
Dec 2016 = 4,869

Inventory this month at **5,423**, below the 5 yr APR average of **5,787**

FEB	5,042
MAR	5,290
APR	4.92%
MAY	5,423
JUN	2.51%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	283	5.22%	62.0	259	18	5	1		
\$25,001 - \$75,000	955	17.61%	72.0	644	262	46	3		
\$75,001 - \$125,000	650	11.99%	49.5	206	386	53	5		
\$125,001 - \$225,000	1,282	23.64%	41.0	207	709	327	39		
\$225,001 - \$350,000	1,051	19.38%	52.0	99	310	546	96		
\$350,001 - \$525,000	626	11.54%	59.0	64	80	375	107		
\$525,001 and up	576	10.62%	60.0	116	64	205	191		
Total Active Inventory by Units:				5,423	54.0	1,595	1,829	1,557	442
Total Active Inventory by Volume:				1,492,386,988		300.50M	348.12M	546.88M	296.89M
Median Active Inventory Listing Price:				\$185,000		\$65,000	\$155,000	\$303,500	\$471,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

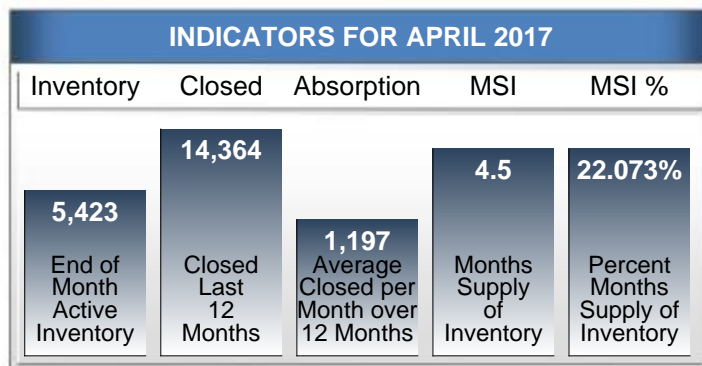
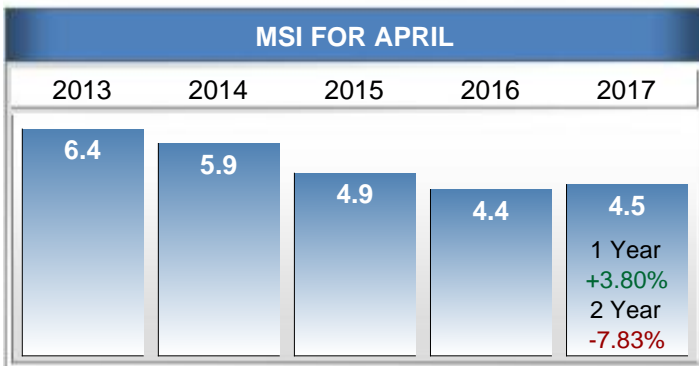
Active Inventory as of May 11, 2017



Months Supply of Inventory

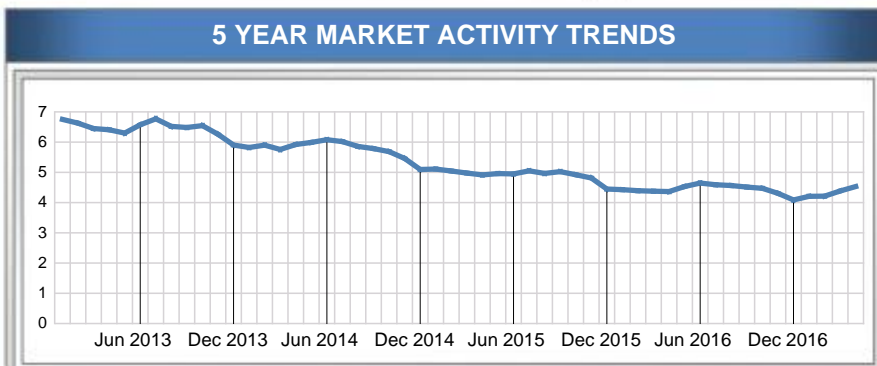
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply

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5yr APR AVG = 5.2 **3 MONTHS**

High
Jul 2013 = 6.8

Low
Dec 2016 = 4.1

Months Supply this month at **4.5**, below the 5 yr APR average of **5.2**

FEB	4.2
MAR	4.4
APR	4.06%
MAY	4.5
JUN	3.33%

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	283	5.22%	6.7	9.3	1.6	1.9	12.0	
\$25,001 - \$75,000	955	17.61%	5.8	9.3	3.1	4.2	3.0	
\$75,001 - \$125,000	650	11.99%	2.8	4.9	2.3	2.2	3.2	
\$125,001 - \$225,000	1,282	23.64%	2.7	7.0	2.2	2.7	5.4	
\$225,001 - \$350,000	1,051	19.38%	5.7	10.7	5.0	5.6	6.3	
\$350,001 - \$525,000	626	11.54%	9.6	27.4	5.9	9.5	10.5	
\$525,001 and up	576	10.62%	17.6	73.3	14.8	12.7	17.8	
MSI:	4.5			8.8	2.8	5.0	9.6	
Total Active Inventory:	5,423			1,595	1,829	1,557	442	



Monthly Inventory Analysis

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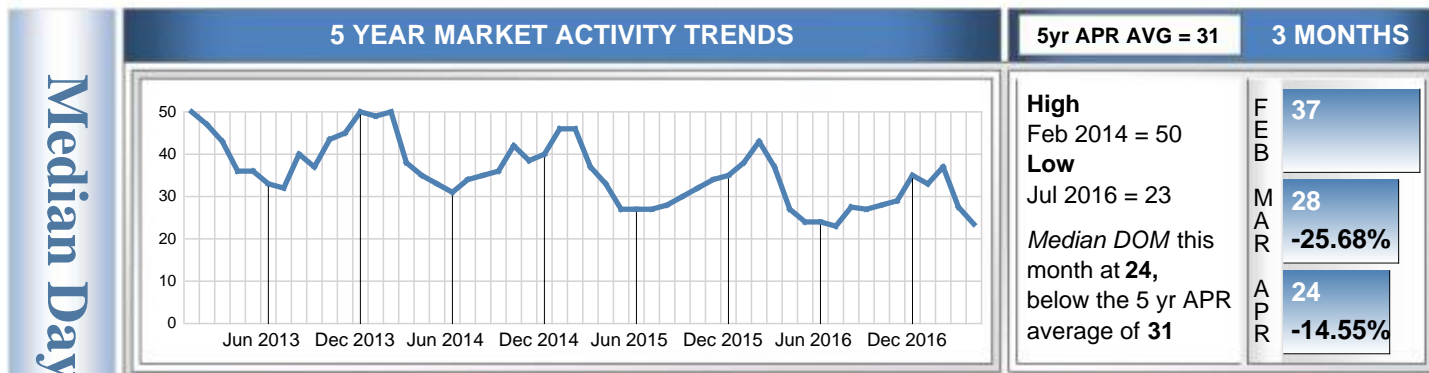
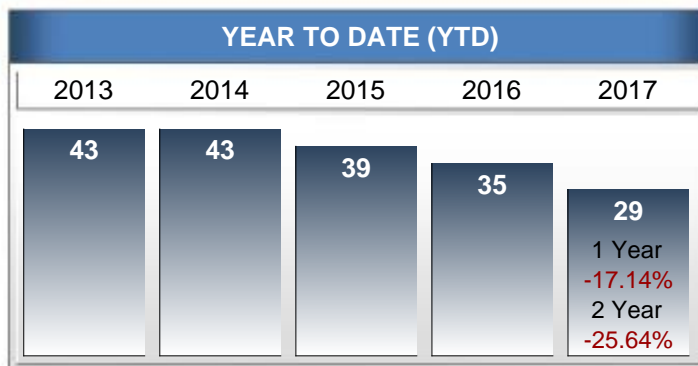
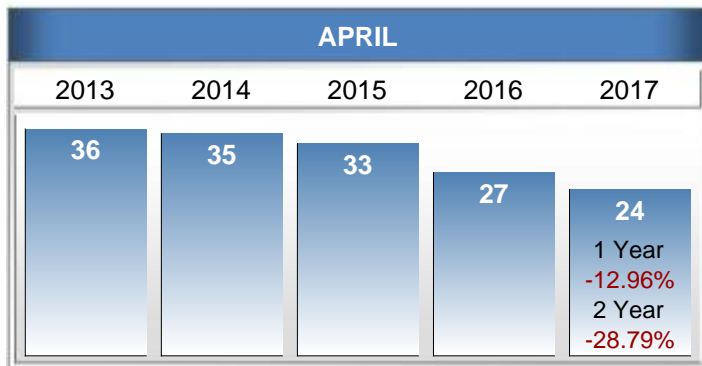
Closed Sales as of May 11, 2017



Median Days on Market to Sale

Report Produced on: May 11, 2017

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



Median Days on Market

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

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	108			8.84%	34.5	42.0	18.0	61.0	93.0
\$50,001 - \$90,000	152			12.44%	26.5	32.0	23.0	24.5	33.0
\$90,001 - \$120,000	150			12.27%	25.0	8.0	27.5	30.0	1.0
\$120,001 - \$170,000	335			27.41%	19.0	19.0	15.0	50.0	65.0
\$170,001 - \$220,000	200			16.37%	16.5	25.0	15.0	17.5	27.0
\$220,001 - \$320,000	151			12.36%	30.0	15.0	22.0	29.5	110.5
\$320,001 and up	126			10.31%	31.5	50.0	26.0	26.0	56.5
Median Closed DOM:					23.5	32.0	19.0	28.0	58.0
Total Closed Units:					1,222	183	682	326	31
Total Closed Volume:					217,075,843	18.50M	101.36M	83.99M	13.23M



Monthly Inventory Analysis

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April 2017

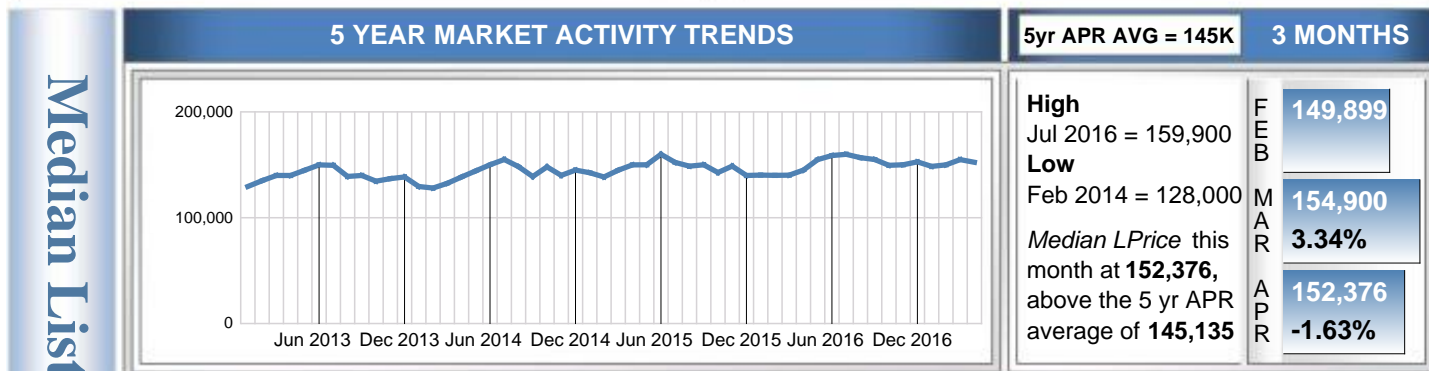
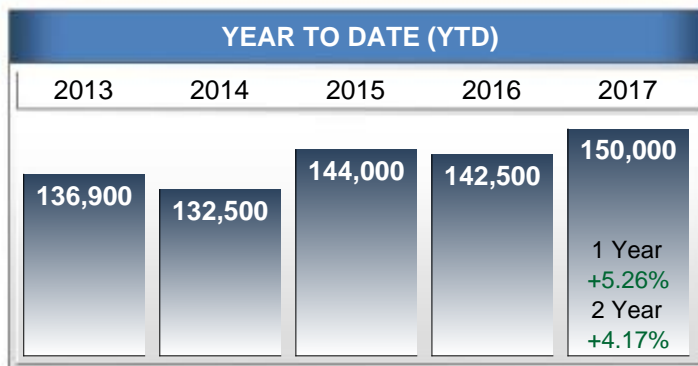
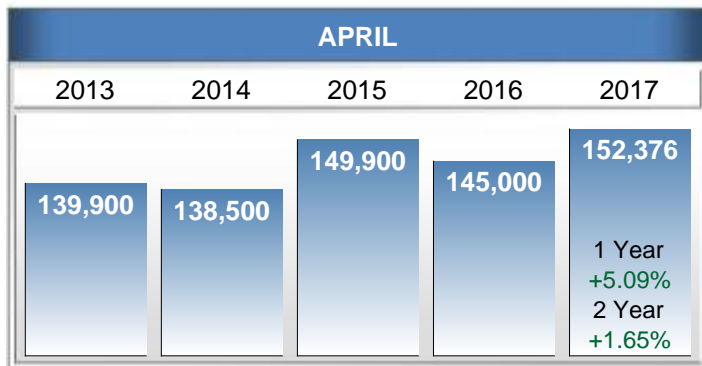
Closed Sales as of May 11, 2017



Median List Price at Closing

Report Produced on: May 11, 2017

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



Median List Price

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

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	106	8.67%	35,000	33,000	37,000	39,900	29,900
\$50,001 - \$75,000	82	6.71%	65,000	65,000	65,000	63,900	0
\$75,001 - \$125,000	239	19.56%	106,800	92,450	108,000	112,700	99,450
\$125,001 - \$150,000	181	14.81%	138,000	135,000	138,900	138,000	136,500
\$150,001 - \$200,000	277	22.67%	173,000	168,000	171,000	182,000	199,000
\$200,001 - \$325,000	210	17.18%	242,050	227,450	244,900	245,000	238,750
\$325,001 and up	127	10.39%	429,000	400,000	399,000	429,000	486,950
Median List Price:	\$152,376			\$79,900	\$140,915	\$219,850	\$369,900
Total Closed Units:	1,222			183	682	326	31
Total List Volume:	222,887,138			19.74M	103.29M	86.18M	13.68M



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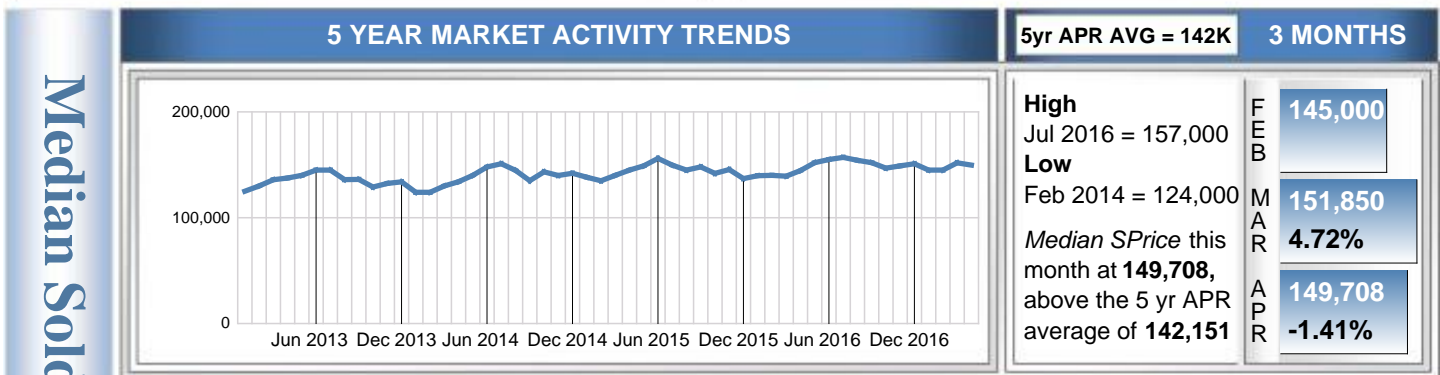
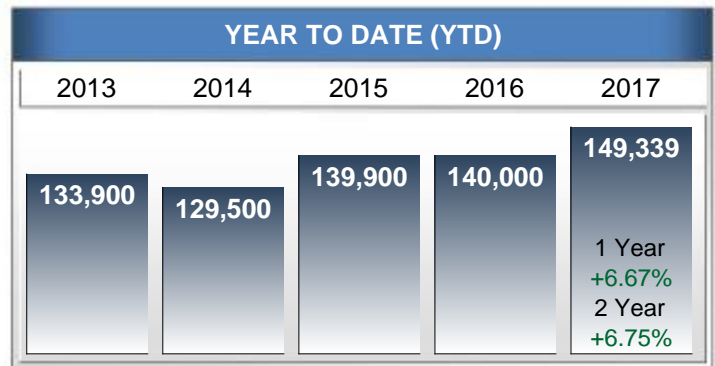
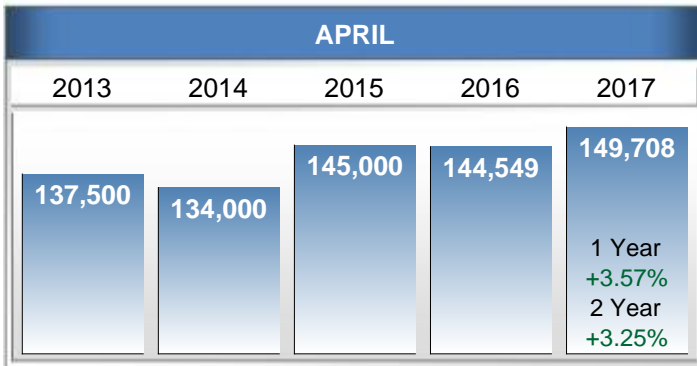
Closed Sales as of May 11, 2017



Median Sold Price at Closing

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



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	108		8.84%	32,000	30,000	34,400	26,750	28,500
\$50,001 - \$90,000	152		12.44%	70,850	70,000	74,000	65,750	87,500
\$90,001 - \$120,000	150		12.27%	109,425	108,000	109,175	110,000	100,000
\$120,001 - \$170,000	335		27.41%	145,000	145,500	144,000	150,000	132,500
\$170,001 - \$220,000	200		16.37%	190,500	191,500	185,237	195,250	206,000
\$220,001 - \$320,000	151		12.36%	260,000	243,900	269,750	260,000	249,239
\$320,001 and up	126		10.31%	418,500	406,150	379,000	418,500	478,656
Median Closed Price:	\$149,708				\$75,000	\$138,000	\$219,450	\$365,000
Total Closed Units:	1,222				183	682	326	31
Total Closed Volume:	217,075,843				18.50M	101.36M	83.99M	13.23M



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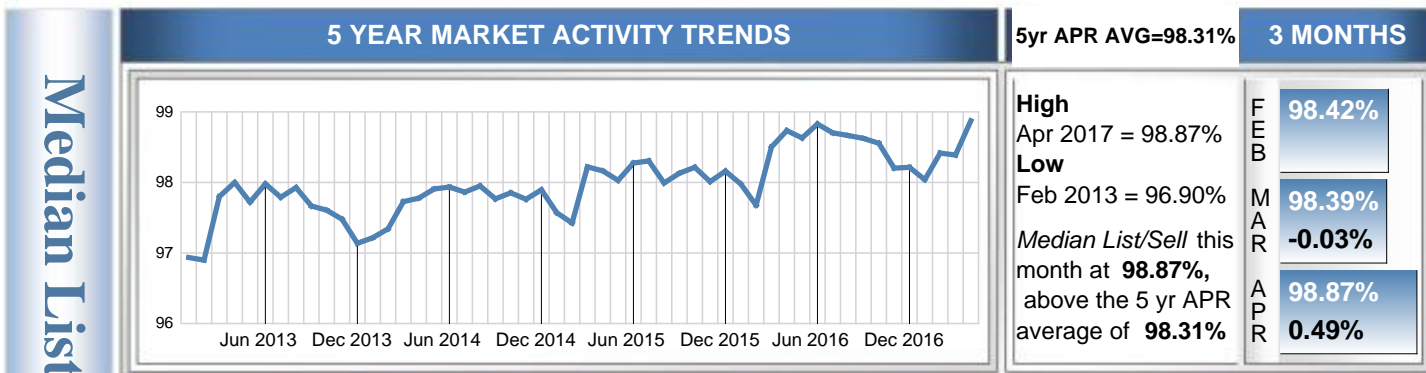
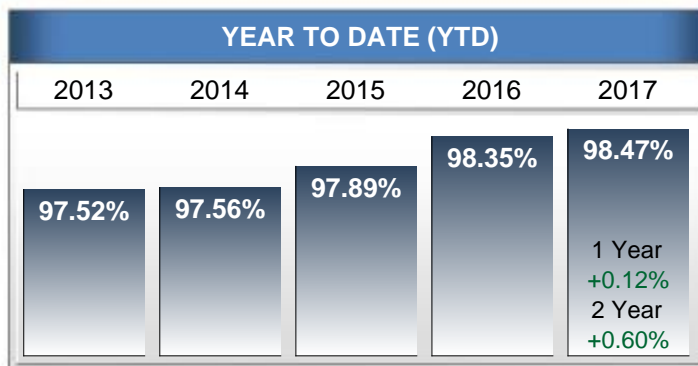
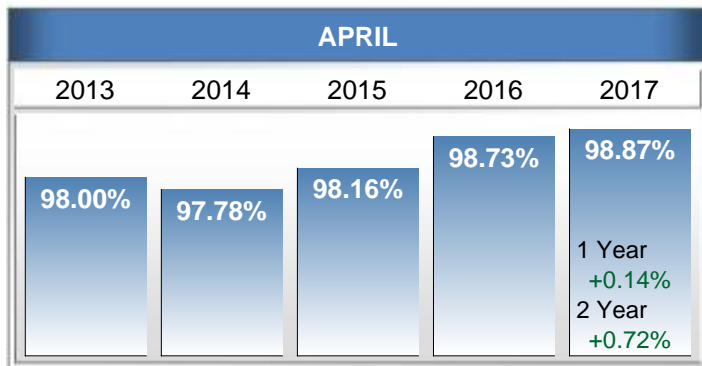
Closed Sales as of May 11, 2017



Median Percent of List Price to Selling Price

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



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	108	8.84%	94.11%	94.23%	94.95%	91.54%	95.32%
\$50,001 \$90,000	152	12.44%	96.87%	96.59%	97.66%	97.22%	88.47%
\$90,001 \$120,000	150	12.27%	97.86%	96.00%	99.22%	96.21%	100.00%
\$120,001 \$170,000	335	27.41%	99.63%	96.67%	100.00%	99.82%	97.07%
\$170,001 \$220,000	200	16.37%	100.00%	95.75%	100.00%	100.00%	100.00%
\$220,001 \$320,000	151	12.36%	99.15%	97.87%	99.15%	99.19%	97.77%
\$320,001 and up	126	10.31%	97.86%	93.18%	98.31%	98.15%	97.41%
Median List/Sell Ratio:	98.87%			96.00%	99.45%	99.01%	97.58%
Total Closed Units:	1,222			183	682	326	31
Total Closed Volume:	217,075,843			18.50M	101.36M	83.99M	13.23M



Monthly Inventory Analysis

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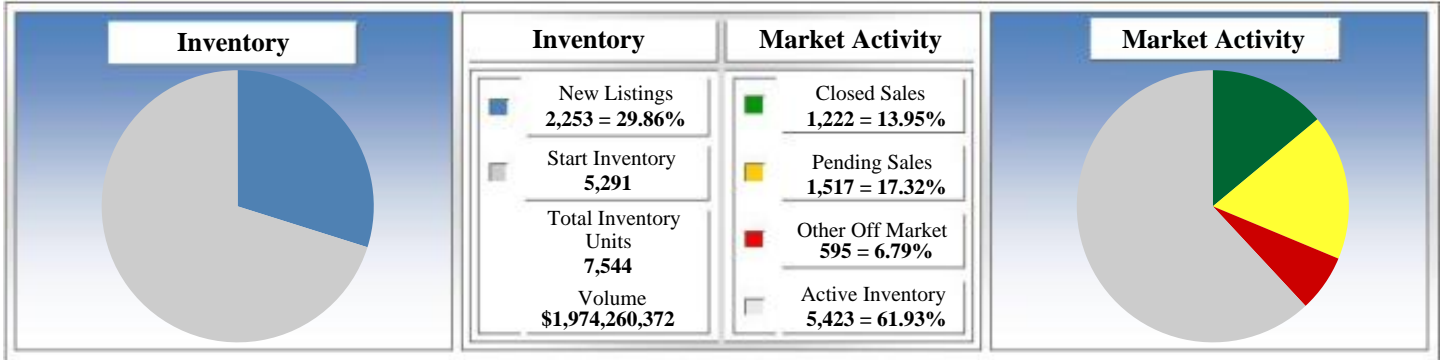
Inventory as of May 11, 2017



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 1,197 Sales/Month

Active Inventory as of April 30, 2017 = 5,423

	APRIL			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	1,336	1,222	-8.53%	4,238	4,306	1.60%
Pending Sales	1,450	1,517	4.62%	5,154	5,483	6.38%
New Listings	2,307	2,253	-2.34%	8,566	8,783	2.53%
Median List Price	145,000	152,376	5.09%	142,500	150,000	5.26%
Median Sale Price	144,549	149,708	3.57%	140,000	149,339	6.67%
Median Percent of List Price to Selling Price	98.73%	98.87%	0.14%	98.35%	98.47%	0.12%
Median Days on Market to Sale	27.00	23.50	-12.96%	35.00	29.00	-17.14%
Monthly Inventory	5,066	5,423	7.05%	5,066	5,423	7.05%
Months Supply of Inventory	4.37	4.53	3.78%	4.37	4.53	3.78%

