



# March 2017

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

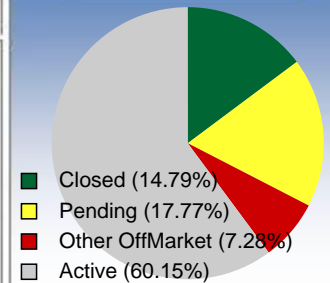


**Absorption:** Last 12 months, an Average of **1,205** Sales/Month

**Active Inventory** as of March 31, 2017 = **5,384**

	MARCH		
	2016	2017	+/- %
Closed Listings	1,216	1,324	8.88%
Pending Listings	1,395	1,591	14.05%
New Listings	2,271	2,488	9.56%
Average List Price	166,953	185,345	11.02%
Average Sale Price	161,955	179,847	11.05%
Average Percent of List Price to Selling Price	97.05%	97.21%	0.16%
Average Days on Market to Sale	54.72	48.90	-10.64%
End of Month Inventory	5,010	5,384	7.47%
Months Supply of Inventory	4.38	4.47	2.02%

## 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 **7.47%** to 5,384 existing homes available for sale. Over the last 12 months this area has had an average of 1,205 closed sales per month. This represents an unsold inventory index of **4.47** 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 **11.05%** in March 2017 to \$179,847 versus the previous year at \$161,955.

### Average Days on Market Shortens

The average number of **48.90** days that homes spent on the market before selling decreased by 5.82 days or **10.64%** in March 2017 compared to last year's same month at **54.72** DOM.

### Sales Success for March 2017 is Positive

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

There were 2,488 New Listings in March 2017, up **9.56%** from last year at 2,271. Furthermore, there were 1,324 Closed Listings this month versus last year at 1,216, a **8.88%** increase.

Closed versus Listed trends yielded a **53.2%** ratio, down from last year's March 2017 at **53.5%**, a **0.61%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

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<b>Pending Listings</b>	<b>2</b>
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<b>Inventory</b>	<b>4</b>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

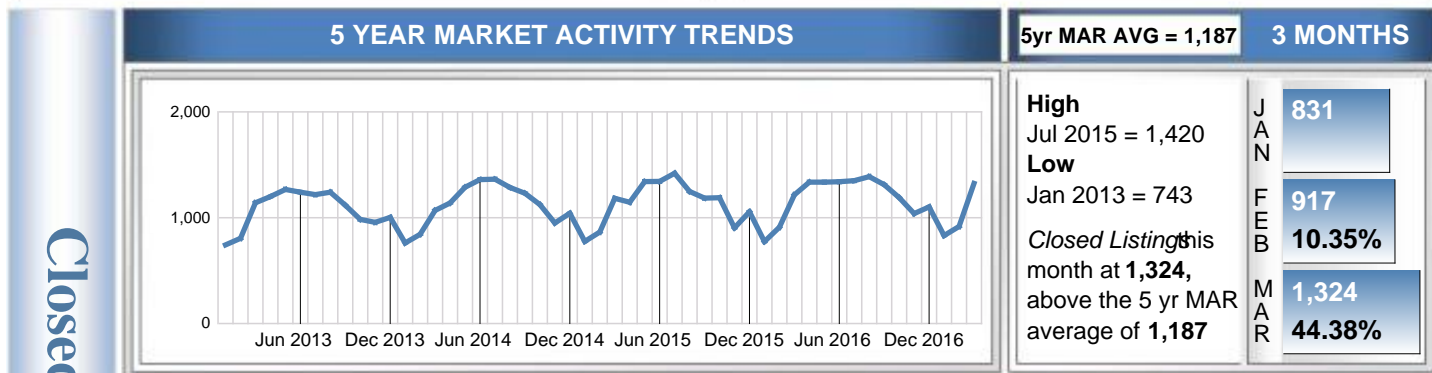
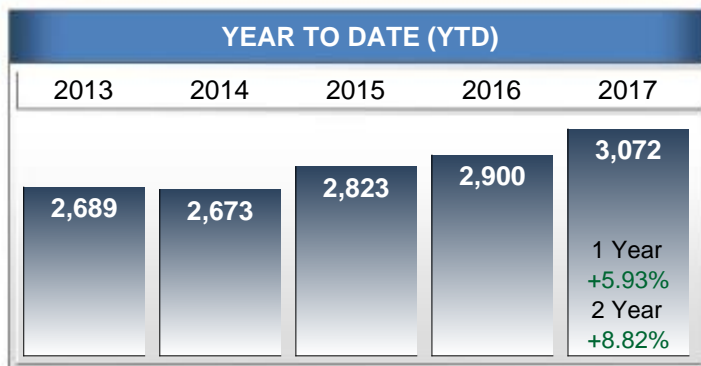
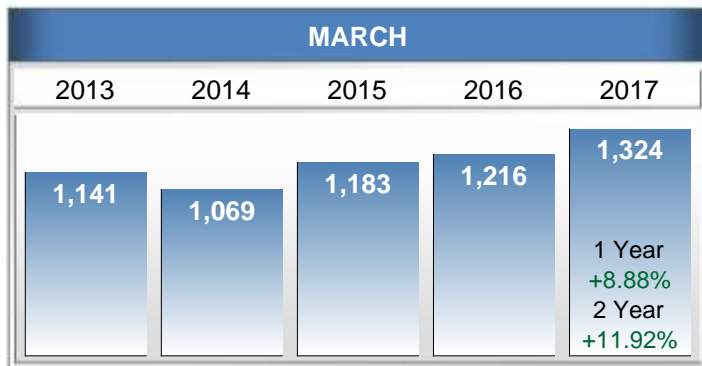
Closed Sales as of Apr 11, 2017



### Closed Listings

Report Produced on: Apr 11, 2017

Area Delimited by 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	109	8.23%	45.3	68	32	8	1
\$50,001 - \$75,000	119	8.99%	47.7	46	67	6	0
\$75,001 - \$125,000	250	18.88%	41.4	45	182	21	2
\$125,001 - \$175,000	340	25.68%	46.9	25	256	56	3
\$175,001 - \$225,000	209	15.79%	54.5	13	99	90	7
\$225,001 - \$300,000	147	11.10%	62.0	6	68	65	8
\$300,001 and up	150	11.33%	49.1	6	32	86	26
Total Closed Units: 1,324				209	736	332	47
Total Closed Volume: 238,117,449				20.83M	112.00M	85.44M	19.85M
Average Closed Price: \$179,847				\$99,660	\$152,172	\$257,335	\$422,436

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

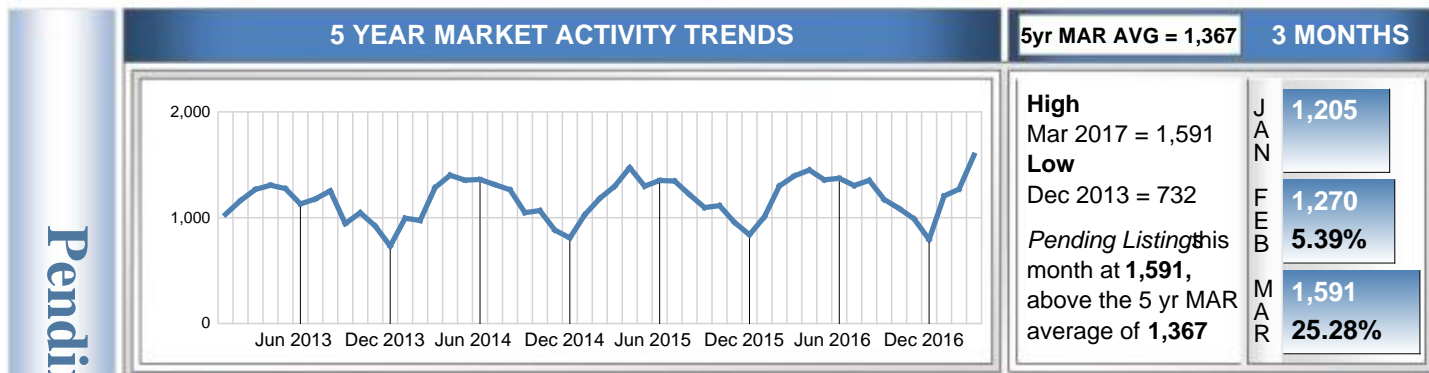
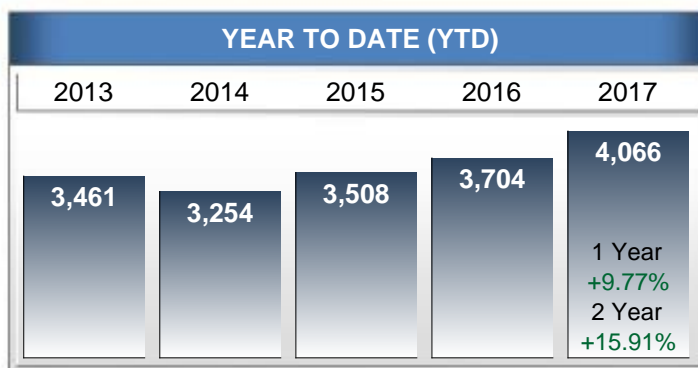
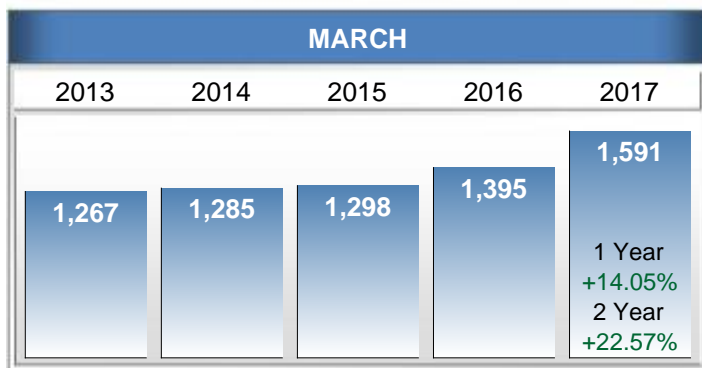
Pending Listings as of Apr 11, 2017



### Pending Listings

Report Produced on: Apr 11, 2017

Area Delimited by 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	129	8.11%	52.1	70	49	9	1	
\$50,001 - \$100,000	207	13.01%	43.1	72	116	16	3	
\$100,001 - \$125,000	171	10.75%	42.9	24	130	17	0	
\$125,001 - \$175,000	430	27.03%	40.9	24	326	75	5	
\$175,001 - \$225,000	242	15.21%	41.9	14	122	99	7	
\$225,001 - \$350,000	253	15.90%	49.8	10	85	139	19	
\$350,001 and up	159	9.99%	50.3	7	20	100	32	
Total Pending Units: 1,591 Total Pending Volume: 311,541,401 Average Listing Price: \$203,665				47.9	221	848	455	67
					24.22M	131.22M	125.04M	31.06M
					\$109,587	\$154,746	\$274,808	\$463,593



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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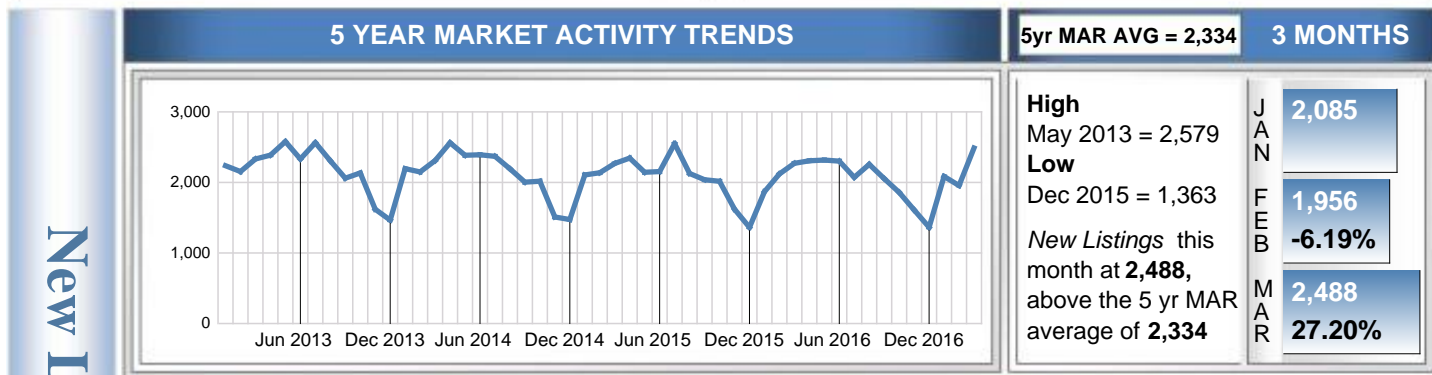
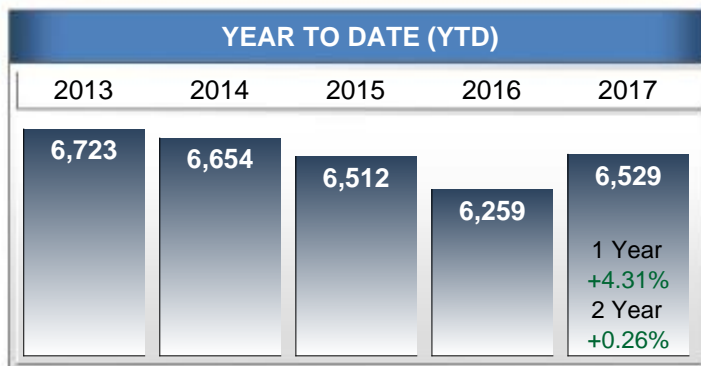
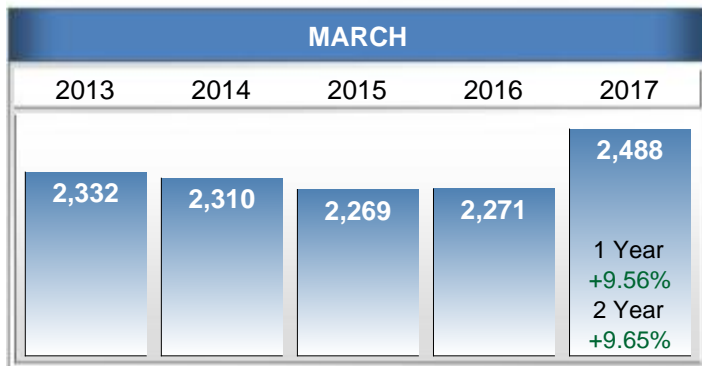
New Listings as of Apr 11, 2017



### New Listings

Report Produced on: Apr 11, 2017

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



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	98	3.94%	80	16	2	0
\$25,001 - \$75,000	315	12.66%	178	115	20	2
\$75,001 - \$125,000	378	15.19%	82	265	26	5
\$125,001 - \$200,000	654	26.29%	56	451	134	13
\$200,001 - \$300,000	474	19.05%	24	205	218	27
\$300,001 - \$450,000	312	12.54%	17	67	186	42
\$450,001 and up	257	10.33%	26	42	108	81
Total New Listed Units:			463	1161	694	170
Total New Listed Volume:			75.58M	207.53M	230.10M	111.04M
Average New Listed Listing Price:			\$163,232	\$178,750	\$331,551	\$653,179



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

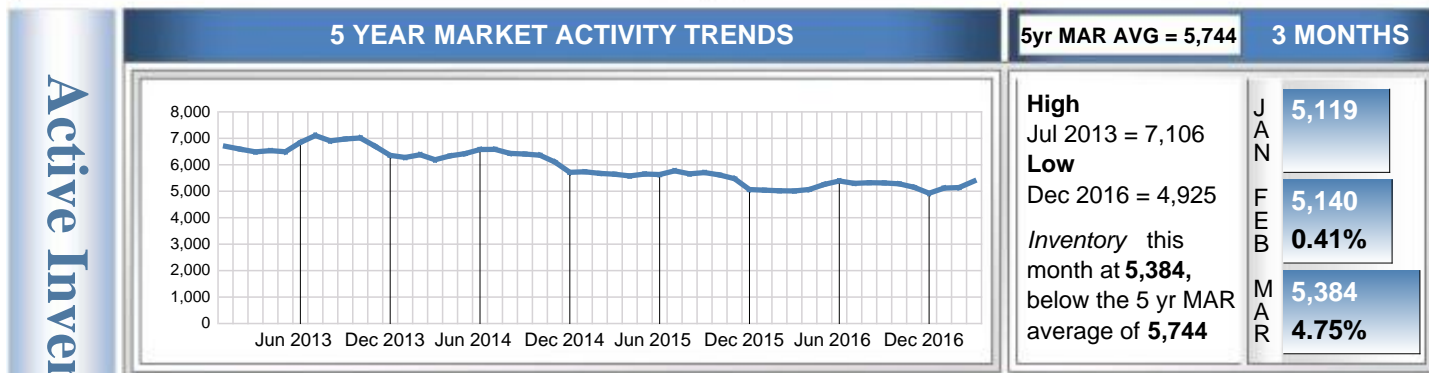
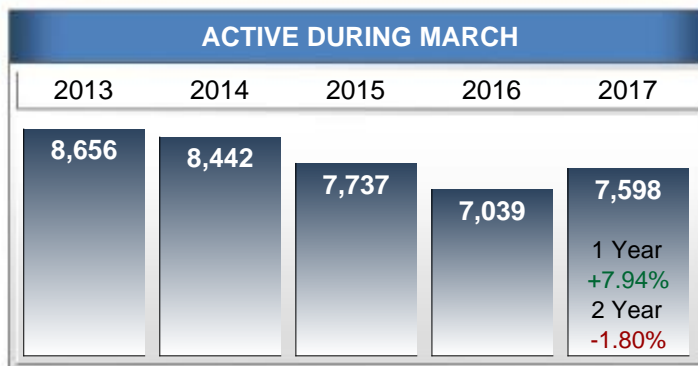
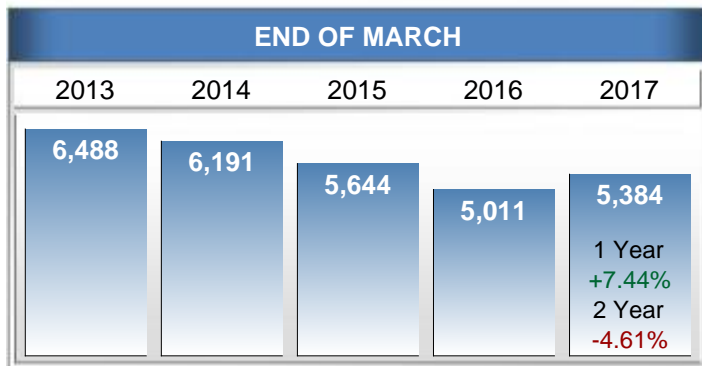
Active Inventory as of Apr 11, 2017



### Active Inventory

Report Produced on: Apr 11, 2017

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



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	289	5.37%	78.6	263	20	6	0		
\$25,001 - \$75,000	950	17.64%	76.7	659	255	33	3		
\$75,001 - \$125,000	657	12.20%	72.6	212	384	55	6		
\$125,001 - \$225,000	1,272	23.63%	61.7	222	697	323	30		
\$225,001 - \$325,000	834	15.49%	62.3	81	275	409	69		
\$325,001 - \$525,000	803	14.91%	67.3	72	117	492	122		
\$525,001 and up	579	10.75%	72.9	120	72	209	178		
Total Active Inventory by Units:				5,384	68.7	1,629	1,820	1,527	408
Total Active Inventory by Volume:				1,500,335,613		331.59M	350.28M	538.97M	279.49M
Average Active Inventory Listing Price:				\$278,666		\$203,555	\$192,463	\$352,960	\$685,032



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

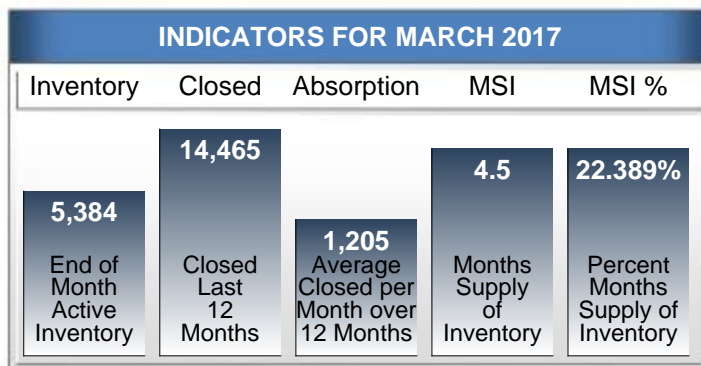
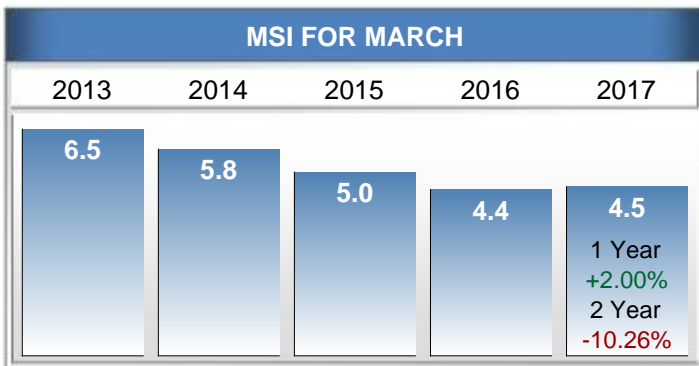
Active Inventory as of Apr 11, 2017



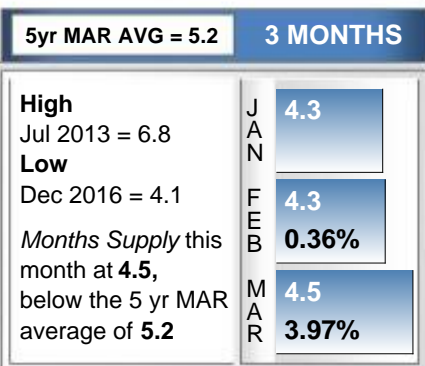
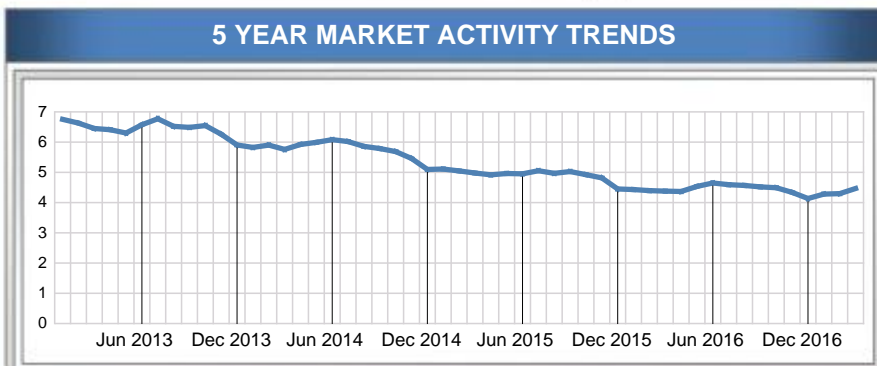
### Months Supply of Inventory

Report Produced on: Apr 11, 2017

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



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+
\$25,000 and less	289	5.37%	6.6	8.9	1.7	2.4	0.0	
\$25,001 - \$75,000	950	17.64%	5.7	9.5	3.0	3.0	2.6	
\$75,001 - \$125,000	657	12.20%	2.8	4.9	2.3	2.2	3.8	
\$125,001 - \$225,000	1,272	23.63%	2.7	7.7	2.2	2.6	4.0	
\$225,001 - \$325,000	834	15.49%	5.2	10.6	4.8	4.9	5.1	
\$325,001 - \$525,000	803	14.91%	9.2	20.1	6.4	9.4	9.3	
\$525,001 and up	579	10.75%	17.7	80.0	16.3	13.1	16.3	
MSI:	4.5			8.9	2.8	4.9	8.5	
Total Active Inventory:	5,384			1,629	1,820	1,527	408	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

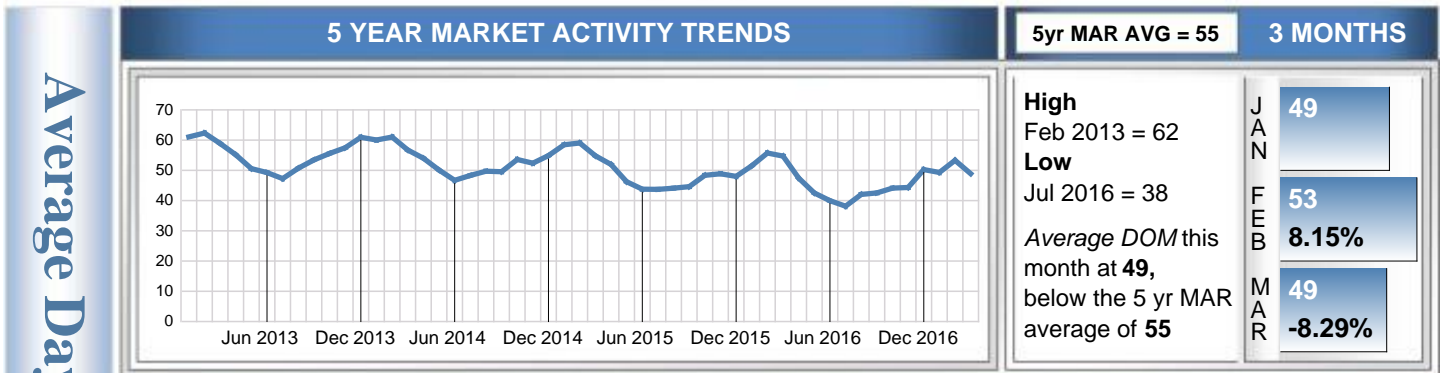
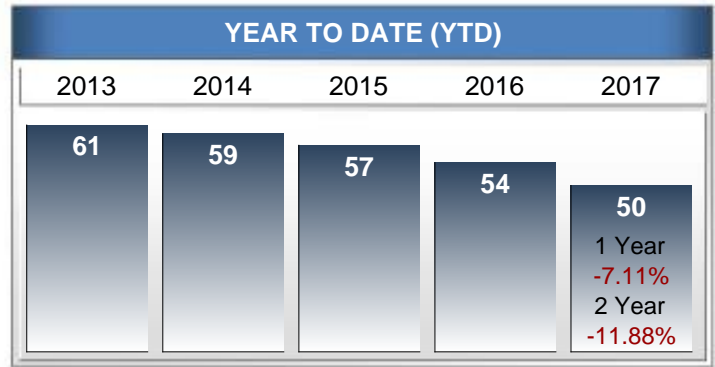
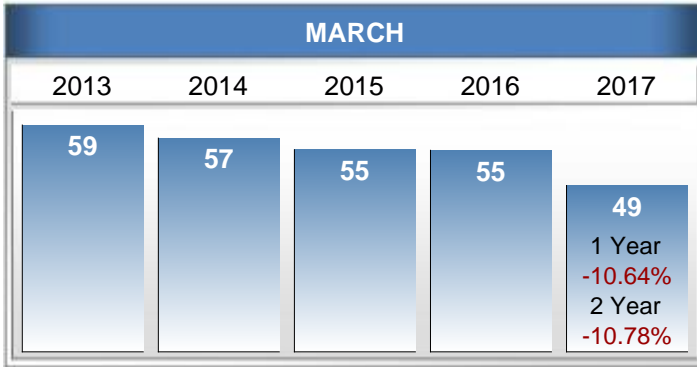
Closed Sales as of Apr 11, 2017



### Average Days on Market to Sale

Report Produced on: Apr 11, 2017

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



Average Days on Market

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#### 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	109	8.23%	45.3	50.5	36.1	39.5	27.0
\$50,001 - \$75,000	119	8.99%	47.7	44.7	47.9	67.3	0.0
\$75,001 - \$125,000	250	18.88%	41.4	38.5	42.1	41.1	43.5
\$125,001 - \$175,000	340	25.68%	46.9	59.3	41.8	65.6	23.7
\$175,001 - \$225,000	209	15.79%	54.5	51.7	54.0	57.3	29.6
\$225,001 - \$300,000	147	11.10%	62.0	42.0	49.7	76.2	65.6
\$300,001 and up	150	11.33%	49.1	40.2	45.8	49.3	54.7
Average Closed DOM: 48.9				47.2	44.7	59.1	49.8
Total Closed Units: 1,324				209	736	332	47
Total Closed Volume: 238,117,449				20.83M	112.00M	85.44M	19.85M



# Monthly Inventory Analysis

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## March 2017

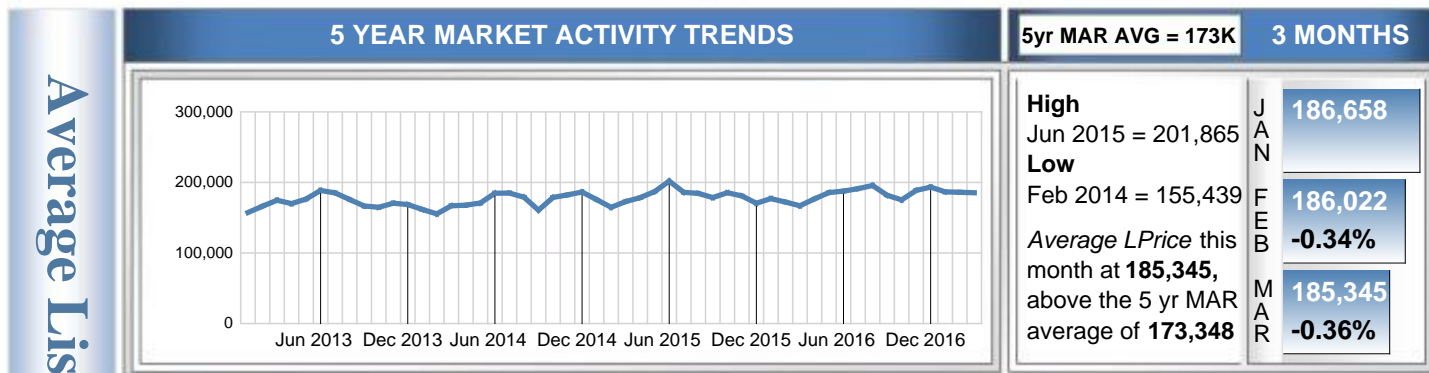
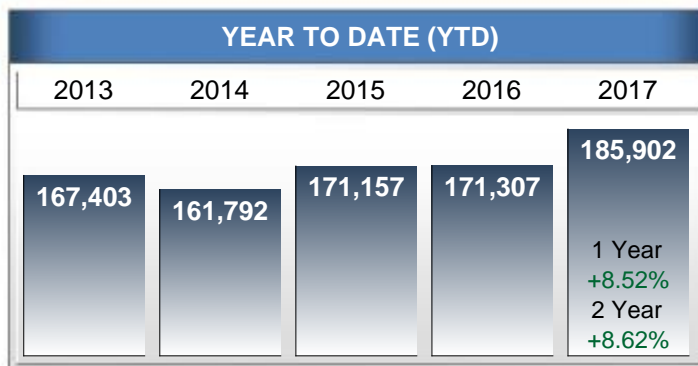
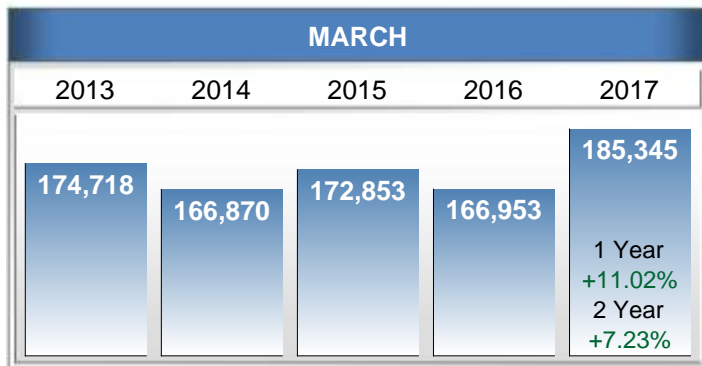
Closed Sales as of Apr 11, 2017



### Average List Price at Closing

Report Produced on: Apr 11, 2017

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



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	104	7.85%	31,575	31,799	36,384	30,453	38,500
\$50,001 - \$75,000	110	8.31%	65,402	66,588	67,496	77,493	0
\$75,001 - \$125,000	248	18.73%	102,657	101,560	106,319	113,524	120,150
\$125,001 - \$175,000	343	25.91%	151,179	151,912	151,084	160,852	164,833
\$175,001 - \$225,000	207	15.63%	199,197	206,890	201,171	203,507	207,564
\$225,001 - \$300,000	153	11.56%	260,529	306,900	263,630	265,955	270,781
\$300,001 and up	159	12.01%	481,200	686,175	408,744	470,805	612,857
Average List Price:	\$185,345			\$106,418	\$155,756	\$265,639	\$432,485
Total Closed Units:	1,324			209	736	332	47
Total List Volume:	245,396,944			22.24M	114.64M	88.19M	20.33M





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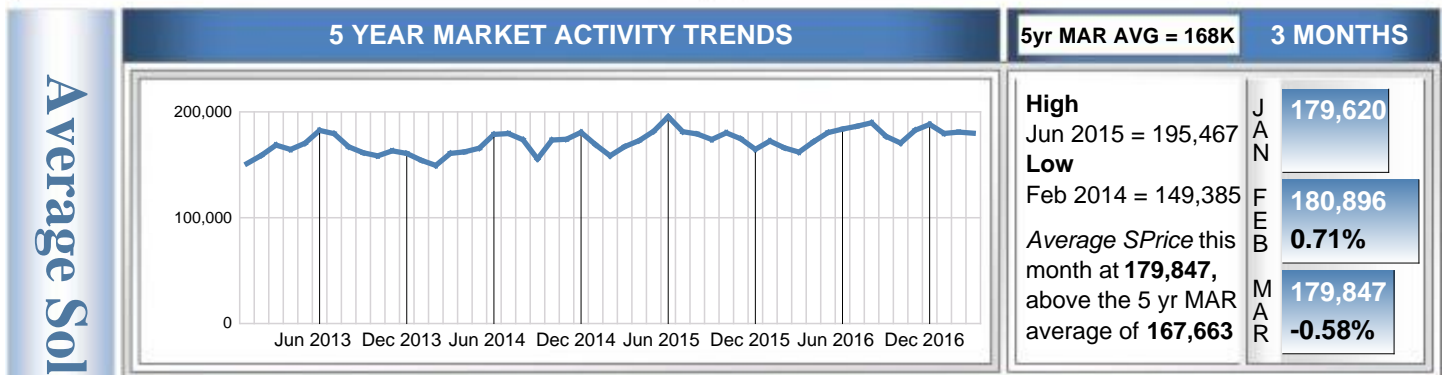
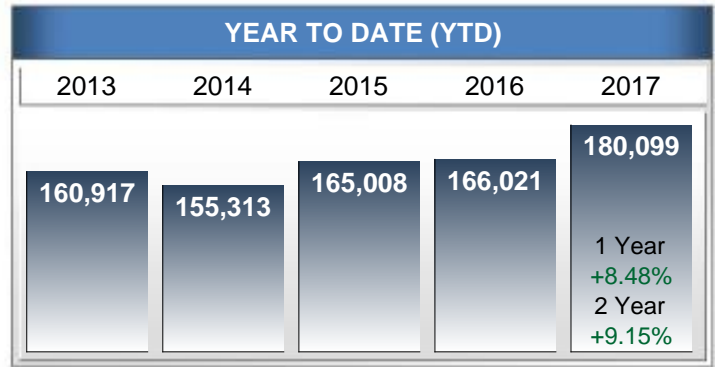
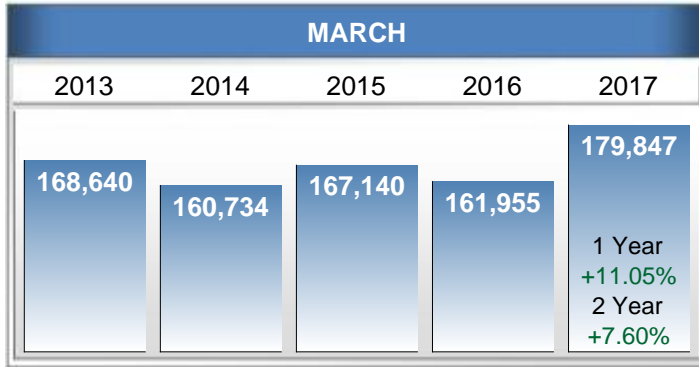
Closed Sales as of Apr 11, 2017



### Average Sold Price at Closing

Report Produced on: Apr 11, 2017

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



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	109	8.23%	30,081	28,617	32,585	31,465	38,500
\$50,001 - \$75,000	119	8.99%	63,760	62,935	64,070	66,623	0
\$75,001 - \$125,000	250	18.88%	102,676	95,758	103,771	107,765	105,292
\$125,001 - \$175,000	340	25.68%	150,371	145,456	149,102	158,116	155,000
\$175,001 - \$225,000	209	15.79%	198,471	194,167	197,148	200,010	205,398
\$225,001 - \$300,000	147	11.10%	258,994	277,862	255,994	259,805	263,758
\$300,001 and up	150	11.33%	472,690	641,867	396,298	450,908	599,715
Average Closed Price: \$179,847				\$99,660	\$152,172	\$257,335	\$422,436
Total Closed Units: 1,324				209	736	332	47
Total Closed Volume: 238,117,449				20.83M	112.00M	85.44M	19.85M



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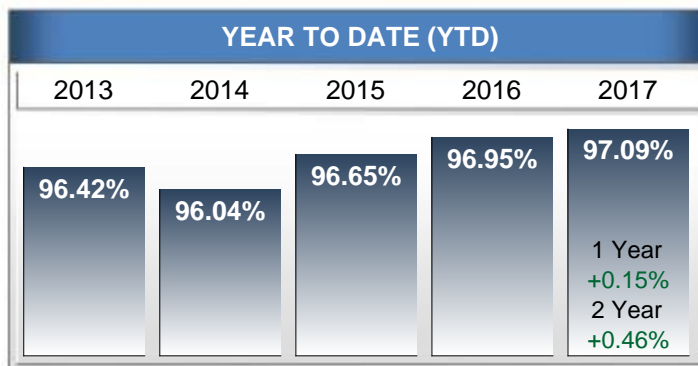
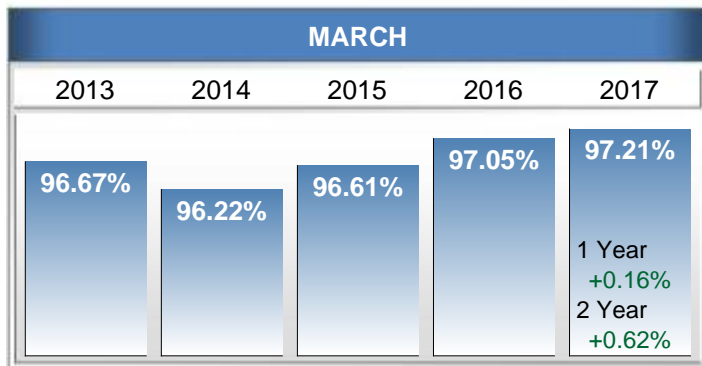
Closed Sales as of Apr 11, 2017



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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**5yr MAR AVG=96.75%**    **3 MONTHS**

**High**  
Jul 2015 = 99.31%

**Low**  
Dec 2013 = 94.64%

Average List/Sell this month at **97.21%**, above the 5 yr MAR average of **96.75%**

JAN	96.94%
FEB	97.06%
MAR	97.21%
APR	0.15%

### 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	109	8.23%	94.06%	90.09%	90.20%	142.41%	100.00%
\$50,001 - \$75,000	119	8.99%	94.98%	94.78%	95.56%	89.97%	0.00%
\$75,001 - \$125,000	250	18.88%	97.13%	94.81%	97.94%	95.89%	88.79%
\$125,001 - \$175,000	340	25.68%	98.50%	96.17%	98.81%	98.38%	93.97%
\$175,001 - \$225,000	209	15.79%	98.01%	94.26%	98.08%	98.39%	99.02%
\$225,001 - \$300,000	147	11.10%	97.23%	90.77%	97.27%	97.77%	97.46%
\$300,001 and up	150	11.33%	97.33%	92.65%	97.22%	97.53%	97.88%
Average List/Sell Ratio: 97.20%				93.22%	97.61%	98.80%	97.39%
Total Closed Units: 1,324				209	736	332	47
Total Closed Volume: 238,117,449				20.83M	112.00M	85.44M	19.85M



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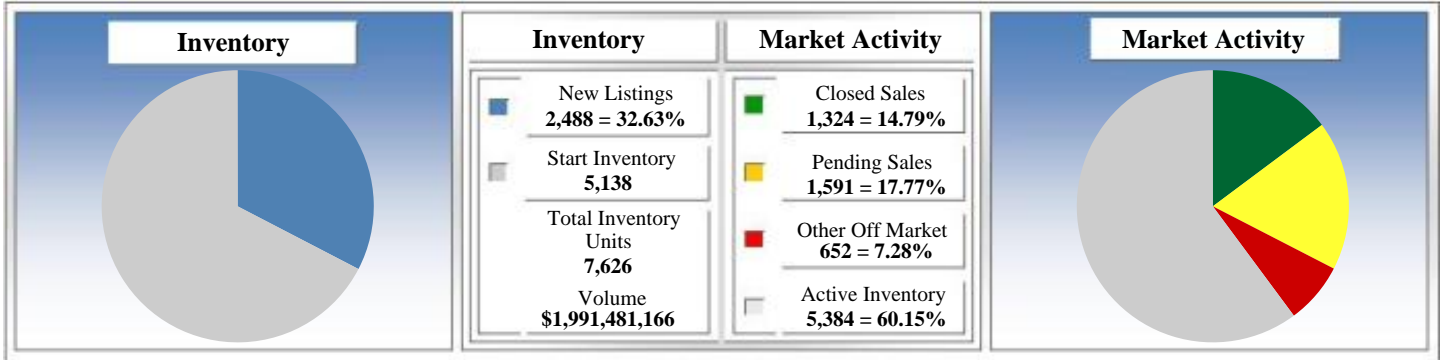
Inventory as of Apr 11, 2017



### Market Summary

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**Absorption:** Last 12 months, an Average of **1,205** Sales/Month

**Active Inventory** as of March 31, 2017 = **5,384**

	MARCH			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,216	1,324	8.88%	2,900	3,072	5.93%
Pending Sales	1,395	1,591	14.05%	3,704	4,066	9.77%
New Listings	2,271	2,488	9.56%	6,259	6,529	4.31%
Average List Price	166,953	185,345	11.02%	171,307	185,902	8.52%
Average Sale Price	161,955	179,847	11.05%	166,021	180,099	8.48%
Average Percent of List Price to Selling Price	97.05%	97.21%	0.16%	96.95%	97.09%	0.15%
Average Days on Market to Sale	54.72	48.90	-10.64%	54.18	50.32	-7.11%
Monthly Inventory	5,010	5,384	7.47%	5,010	5,384	7.47%
Months Supply of Inventory	4.38	4.47	2.02%	4.38	4.47	2.02%

