



# April 2017

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

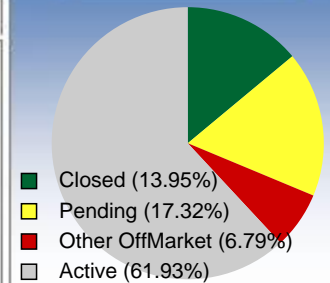


**Absorption:** Last 12 months, an Average of **1,197** Sales/Month

**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%
Average List Price	176,680	182,395	3.23%
Average Sale Price	171,745	177,640	3.43%
Average Percent of List Price to Selling Price	97.52%	97.47%	-0.05%
Average Days on Market to Sale	47.45	43.83	-7.61%
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.

### 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 **3.43%** in April 2017 to \$177,640 versus the previous year at \$171,745.

### Average Days on Market Shortens

The average number of **43.83** days that homes spent on the market before selling decreased by 3.61 days or **7.61%** in April 2017 compared to last year's same month at **47.45** DOM.

### Sales Success for April 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 2,253 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.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<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®

## April 2017

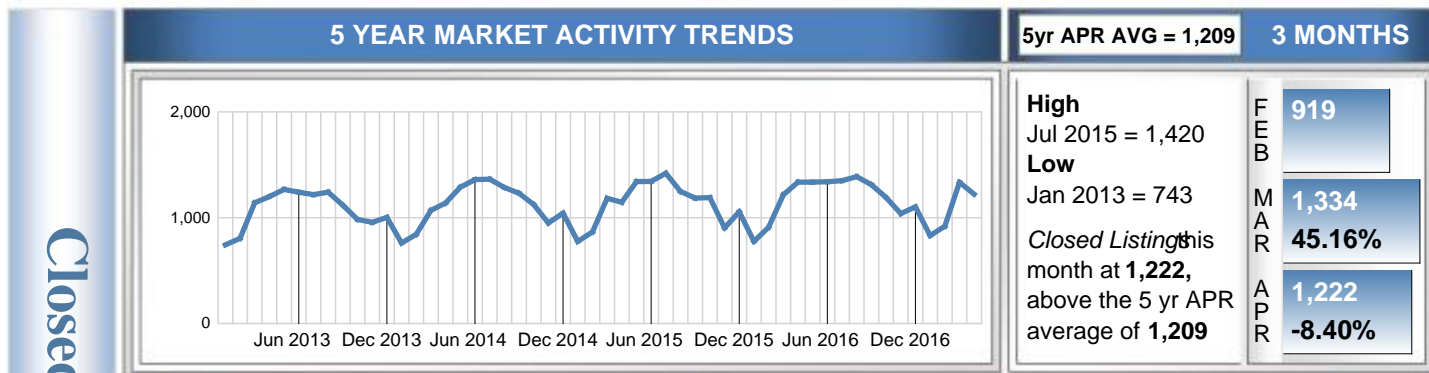
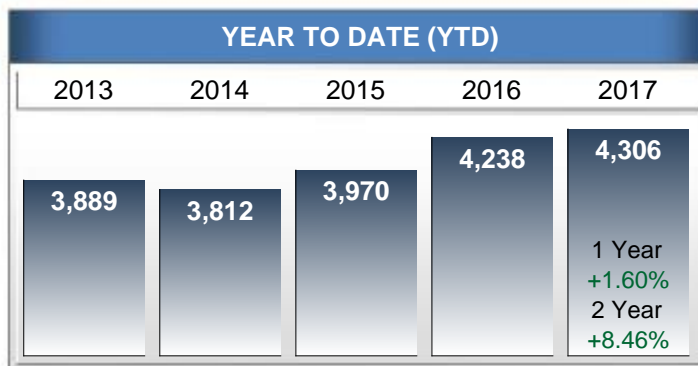
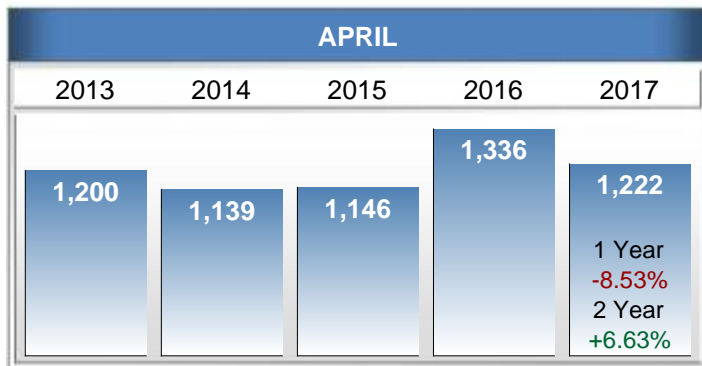
Closed Sales as of May 11, 2017



### Closed Listings

Report Produced on: May 11, 2017

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



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	108	8.84%	57.1	61	40	6	1	
\$50,001 - \$75,000	91	7.45%	44.5	33	46	12	0	
\$75,001 - \$125,000	241	19.72%	43.4	39	177	23	2	
\$125,001 - \$150,000	180	14.73%	36.3	13	142	24	1	
\$150,001 - \$200,000	271	22.18%	39.9	20	176	74	1	
\$200,001 - \$325,000	209	17.10%	42.6	12	80	111	6	
\$325,001 and up	122	9.98%	54.2	5	21	76	20	
Total Closed Units: 1,222				43.8	183	682	326	31
Total Closed Volume: 217,075,843					18.50M	101.36M	83.99M	13.23M
Average Closed Price: \$177,640					\$101,104	\$148,615	\$257,634	\$426,766

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

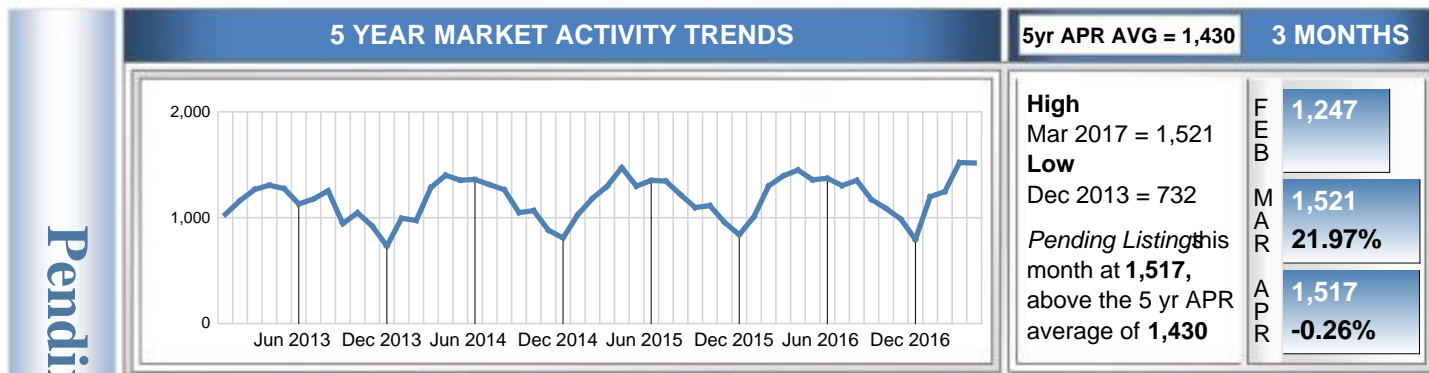
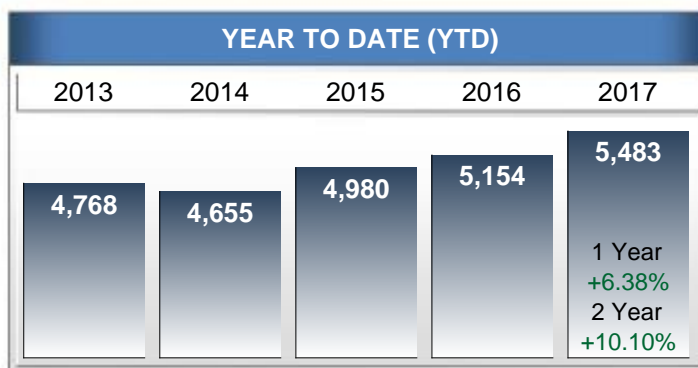
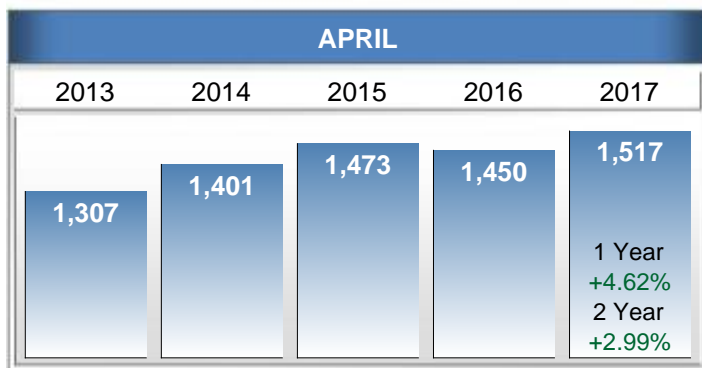
Pending Listings as of May 11, 2017



### 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	118	7.78%	47.1	81	33	4	0	
\$50,001 - \$100,000	223	14.70%	46.9	78	136	7	2	
\$100,001 - \$125,000	143	9.43%	35.7	17	117	9	0	
\$125,001 - \$175,000	381	25.12%	32.0	20	302	56	3	
\$175,001 - \$225,000	235	15.49%	39.5	14	133	87	1	
\$225,001 - \$350,000	264	17.40%	47.5	15	95	137	17	
\$350,001 and up	153	10.09%	51.5	6	36	82	29	
Total Pending Units: 1,517				40.2	231	852	382	52
Total Pending Volume: 298,324,726					25.10M	140.19M	108.27M	24.77M
Average Listing Price: \$179,731					\$108,646	\$164,539	\$283,417	\$476,436



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

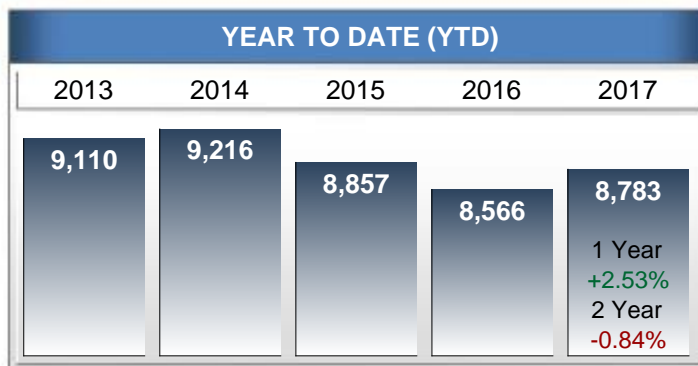
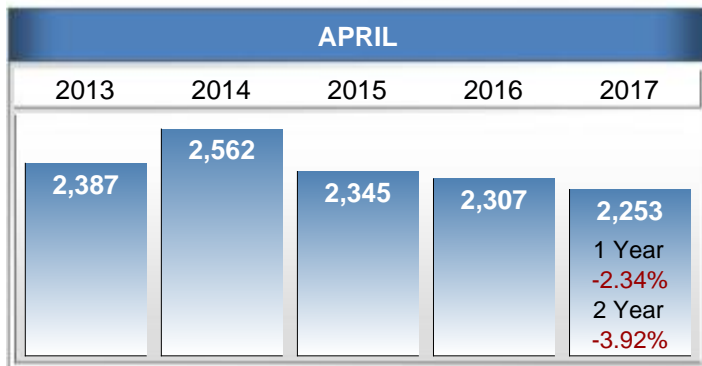
New Listings as of May 11, 2017



### New Listings

Report Produced on: May 11, 2017

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



New Listings  
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**5yr APR AVG = 2,371**    **3 MONTHS**

**High**  
May 2013 = 2,579

**Low**  
Dec 2015 = 1,363

*New Listings* this month at **2,253**, below the 5 yr APR average of **2,371**

FEB	1,956
MAR	2,489
APR	2,253
APR	-9.48%

#### 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
Average New Listed Listing Price:			\$138,692	\$176,172	\$325,234	\$571,196



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

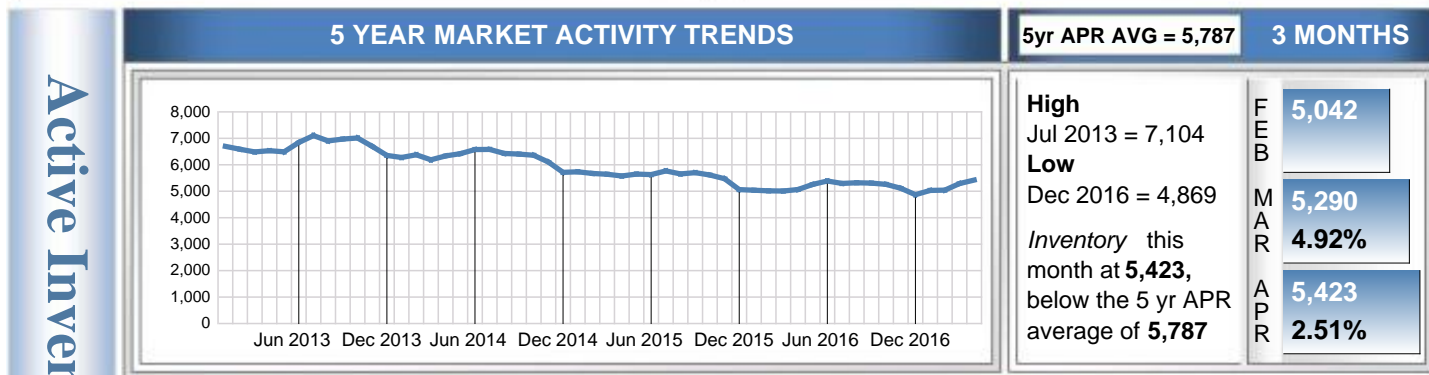
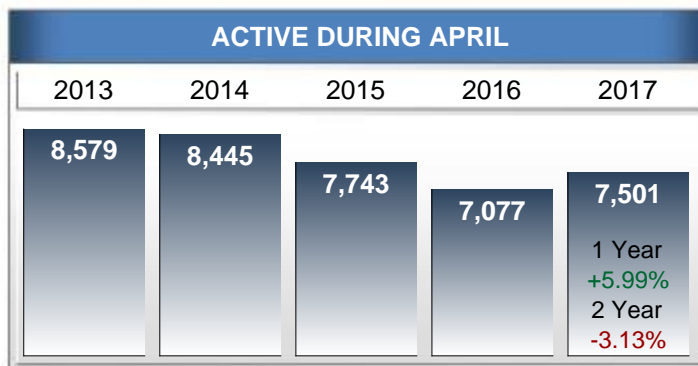
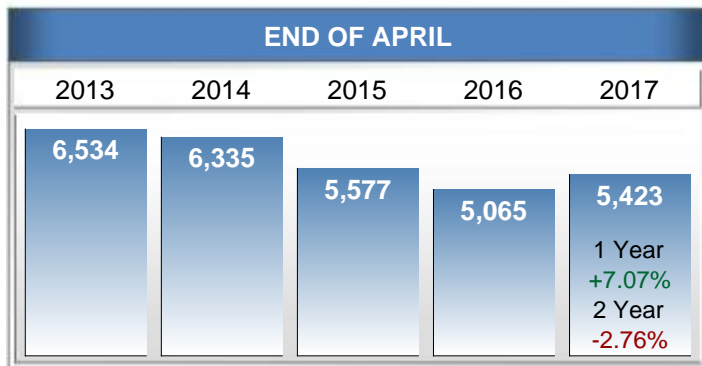
Active Inventory as of May 11, 2017



### Active Inventory

Report Produced on: May 11, 2017

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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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	283	5.22%	77.5	259	18	5	1		
\$25,001 - \$75,000	955	17.61%	79.8	644	262	46	3		
\$75,001 - \$125,000	650	11.99%	69.4	206	386	53	5		
\$125,001 - \$225,000	1,282	23.64%	57.6	207	709	327	39		
\$225,001 - \$350,000	1,051	19.38%	63.7	99	310	546	96		
\$350,001 - \$525,000	626	11.54%	70.6	64	80	375	107		
\$525,001 and up	576	10.62%	72.0	116	64	205	191		
Total Active Inventory by Units:				5,423	68.2	1,595	1,829	1,557	442
Total Active Inventory by Volume:				1,492,386,988		300.50M	348.12M	546.88M	296.89M
Average Active Inventory Listing Price:				\$275,196		\$188,402	\$190,331	\$351,238	\$671,703



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

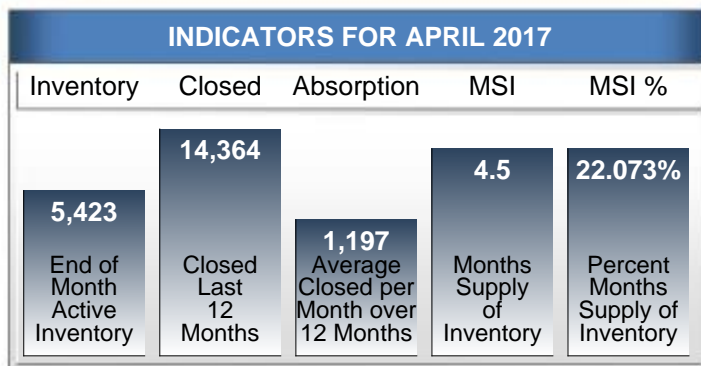
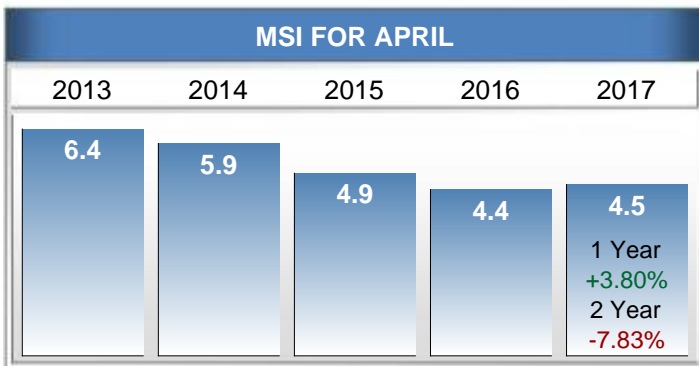
Active Inventory as of May 11, 2017



### Months Supply of Inventory

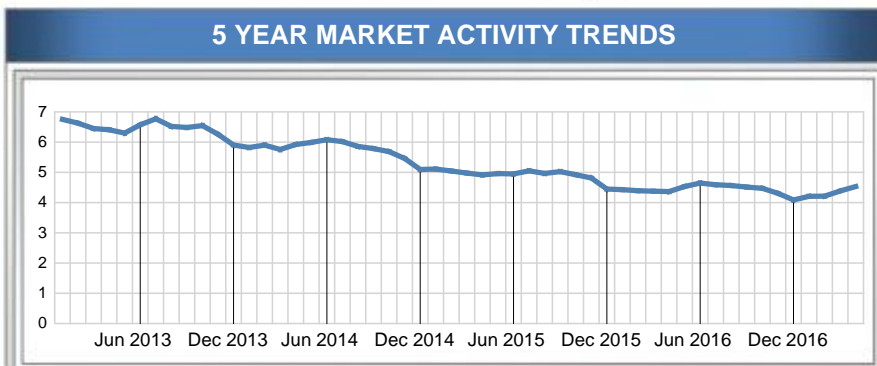
Report Produced on: May 11, 2017

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

Data from the Greater Tulsa Association of REALTORS®

## April 2017

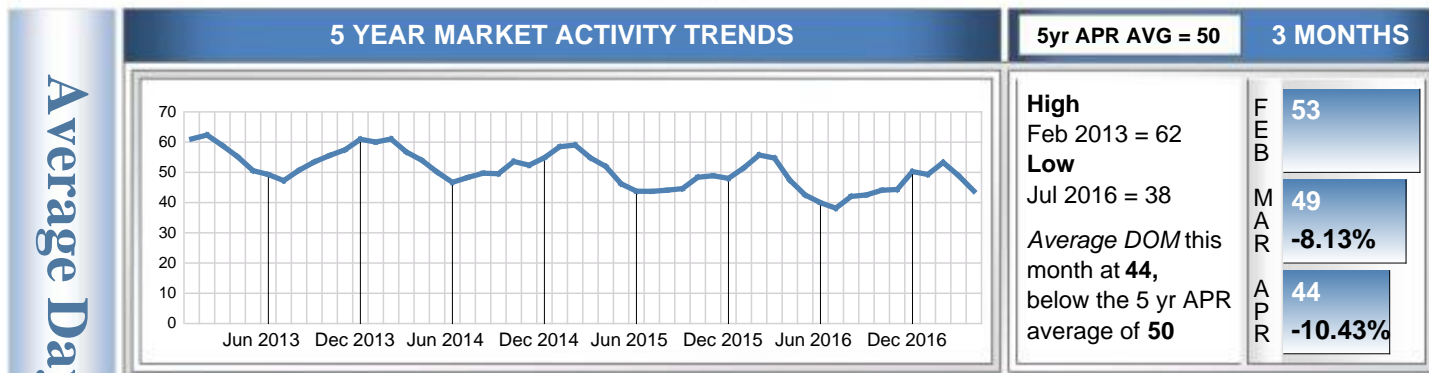
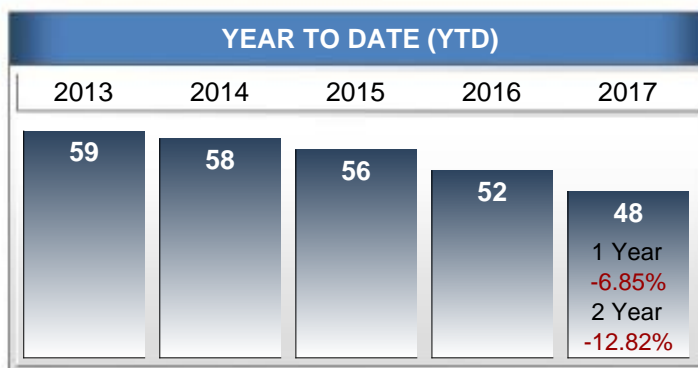
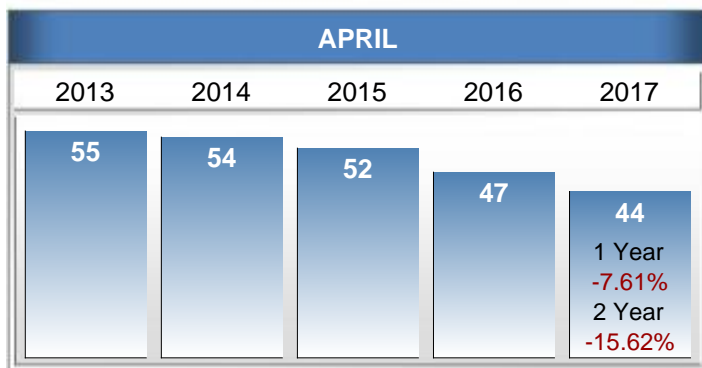
Closed Sales as of May 11, 2017



### Average Days on Market to Sale

Report Produced on: May 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	108	8.84%	57.1	64.4	44.1	63.7	93.0
\$50,001 - \$75,000	91	7.45%	44.5	66.1	32.5	31.3	0.0
\$75,001 - \$125,000	241	19.72%	43.4	41.3	42.7	55.4	17.0
\$125,001 - \$150,000	180	14.73%	36.3	21.5	34.1	56.3	65.0
\$150,001 - \$200,000	271	22.18%	39.9	45.3	39.4	40.4	4.0
\$200,001 - \$325,000	209	17.10%	42.6	46.0	40.2	41.3	92.5
\$325,001 and up	122	9.98%	54.2	82.8	52.0	53.3	52.8
Average Closed DOM: 43.8				53.9	39.4	46.0	58.3
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

Data from the Greater Tulsa Association of REALTORS®

## April 2017

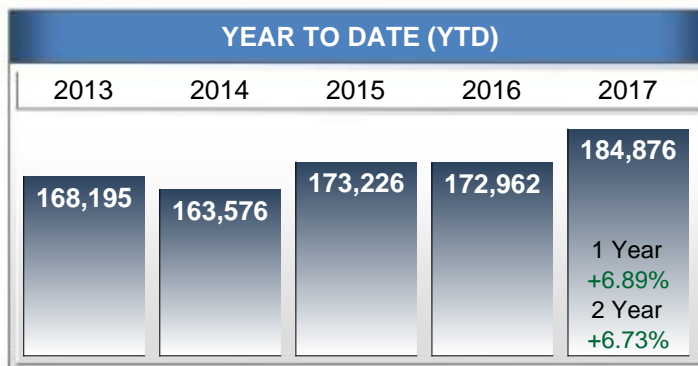
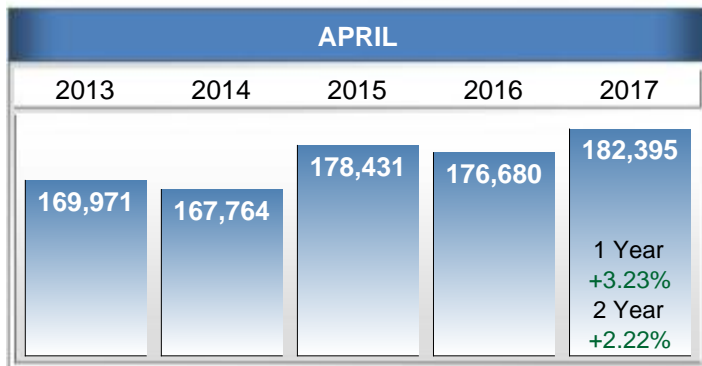
Closed Sales as of May 11, 2017



### Average List Price at Closing

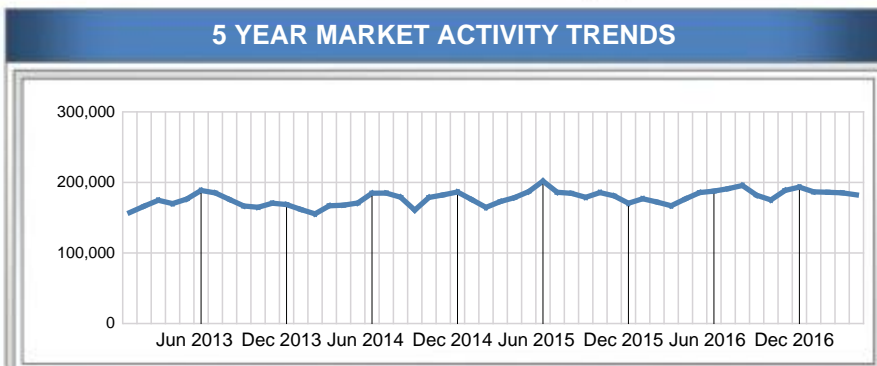
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Average List Price

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5yr APR AVG = 175K	3 MONTHS
<b>High</b> Jun 2015 = 201,865	<b>FEB</b> 186,025
<b>Low</b> Feb 2014 = 155,439	<b>MAR</b> 185,246
Average LPrice this month at <b>182,395</b> , above the 5 yr APR average of <b>175,048</b>	<b>APR</b> -0.42%
	<b>APR</b> -1.54%

#### 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	106	8.67%	33,465	33,217	39,868	30,433	29,900
\$50,001 - \$75,000	82	6.71%	65,045	69,259	67,932	60,983	0
\$75,001 - \$125,000	239	19.56%	104,649	101,022	108,284	111,991	99,450
\$125,001 - \$150,000	181	14.81%	138,479	142,946	139,775	143,395	136,500
\$150,001 - \$200,000	277	22.67%	174,845	180,810	173,366	179,965	199,000
\$200,001 - \$325,000	210	17.18%	251,115	258,408	253,347	254,321	238,683
\$325,001 and up	127	10.39%	494,205	582,800	417,974	496,034	584,036
Average List Price:	\$182,395			\$107,875	\$151,454	\$264,348	\$441,197
Total Closed Units:	1,222			183	682	326	31
Total List Volume:	222,887,138			19.74M	103.29M	86.18M	13.68M





# Monthly Inventory Analysis

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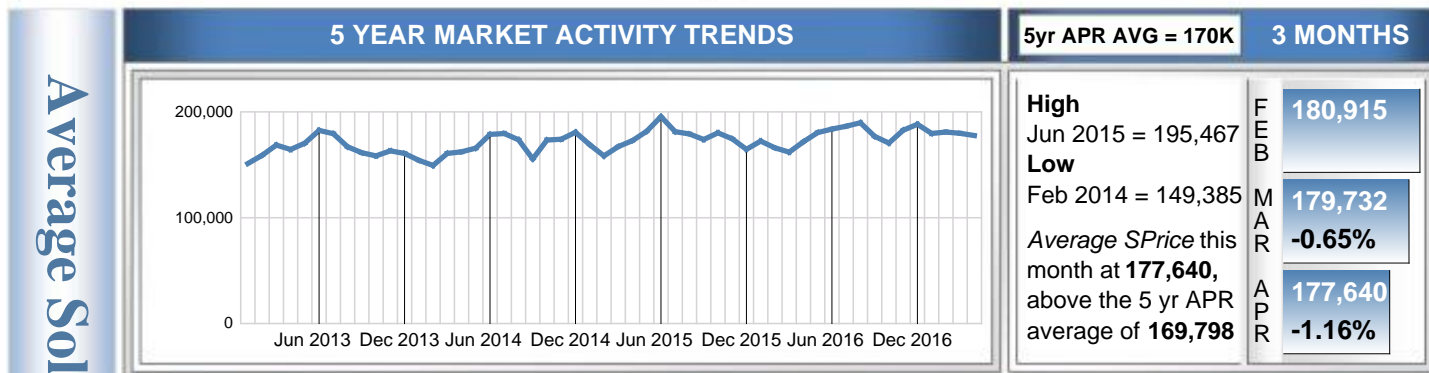
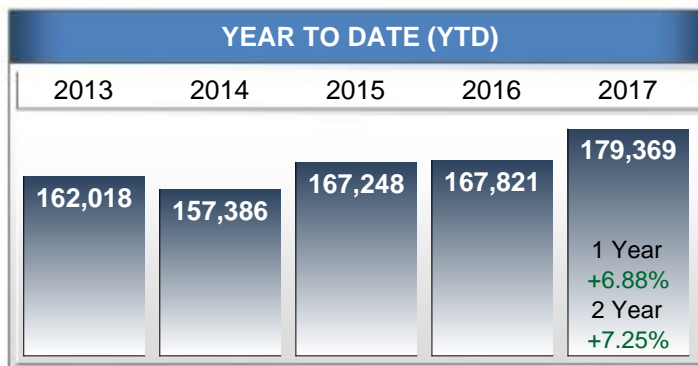
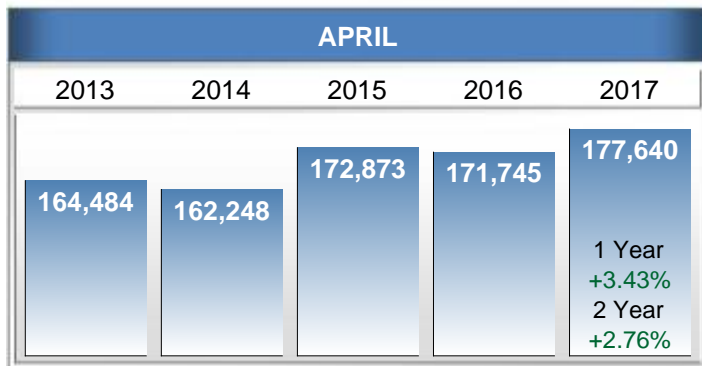
Closed Sales as of May 11, 2017



### Average Sold Price at Closing

Report Produced on: May 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	108		8.84%	31,338	29,871	34,222	27,499	28,500	
\$50,001 \$75,000	91		7.45%	63,698	63,737	64,398	60,904	0	
\$75,001 \$125,000	241		19.72%	103,913	95,670	105,442	107,003	93,750	
\$125,001 \$150,000	180		14.73%	138,011	137,192	137,845	139,667	132,500	
\$150,001 \$200,000	271		22.18%	173,576	172,266	171,481	178,567	199,000	
\$200,001 \$325,000	209		17.10%	250,105	246,908	250,731	250,702	237,121	
\$325,001 and up	122		9.98%	481,139	530,760	407,032	476,815	562,976	
Average Closed Price:					\$177,640	\$101,104	\$148,615	\$257,634	\$426,766
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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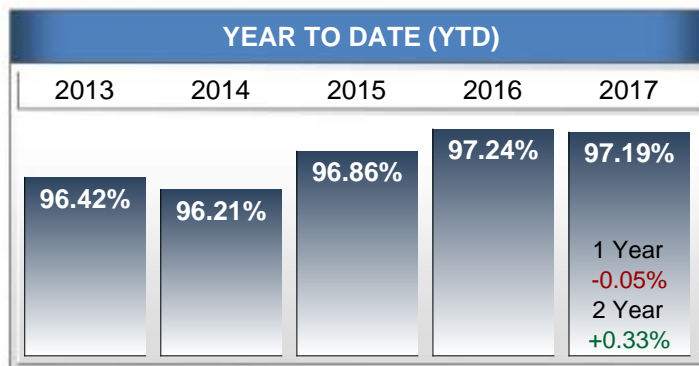
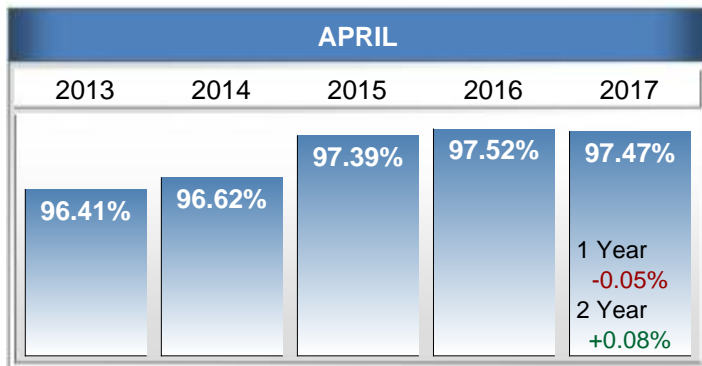
Closed Sales as of May 11, 2017



### Average Percent of List Price to Selling Price

Report Produced on: May 11, 2017

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



Average List/Sell Price

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5yr APR AVG=97.08%	3 MONTHS
<b>High</b> Jul 2015 = 98.93% <b>Low</b> Dec 2013 = 94.64% Average List/Sell this month at <b>97.47%</b> , above the 5 yr APR average of <b>97.08%</b>	F E B <b>97.09%</b> M A R <b>97.14%</b> <b>0.05%</b> A P R <b>97.47%</b> <b>0.33%</b>

#### 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	108	8.84%	90.80%	90.17%	91.90%	89.13%	95.32%
\$50,001-\$75,000	91	7.45%	95.96%	93.69%	96.24%	101.12%	0.00%
\$75,001-\$125,000	241	19.72%	97.08%	95.07%	97.71%	95.85%	94.24%
\$125,001-\$150,000	180	14.73%	99.07%	96.55%	99.56%	97.63%	97.07%
\$150,001-\$200,000	271	22.18%	98.90%	95.55%	99.03%	99.50%	100.00%
\$200,001-\$325,000	209	17.10%	99.05%	96.23%	99.99%	98.67%	99.25%
\$325,001 and up	122	9.98%	97.00%	90.74%	97.46%	97.30%	96.91%
Average List/Sell Ratio: 97.50%				93.30%	98.25%	98.18%	97.24%
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

Data from the Greater Tulsa Association of REALTORS®

## April 2017

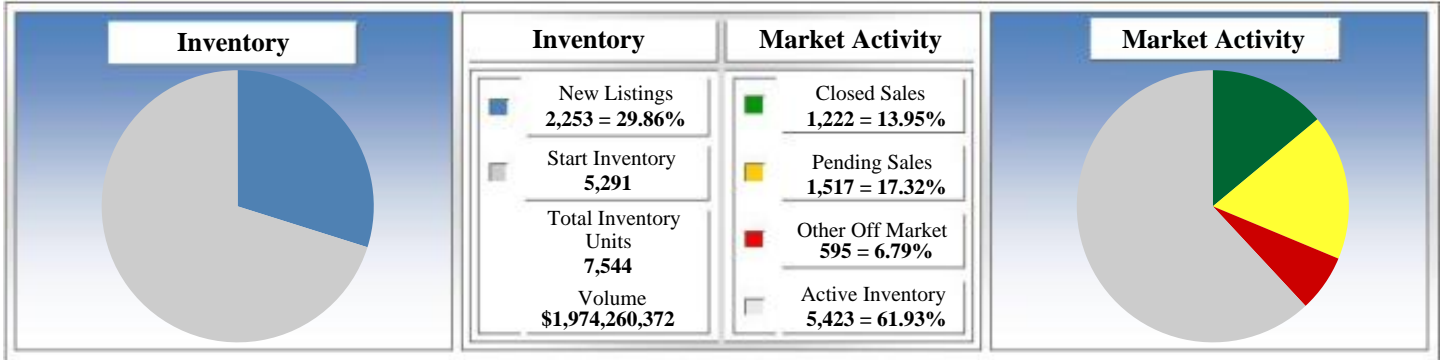
Inventory as of May 11, 2017



### Market Summary

Report Produced on: May 11, 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			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%
Average List Price	176,680	182,395	3.23%	172,962	184,876	6.89%
Average Sale Price	171,745	177,640	3.43%	167,821	179,369	6.88%
Average Percent of List Price to Selling Price	97.52%	97.47%	-0.05%	97.24%	97.19%	-0.05%
Average Days on Market to Sale	47.45	43.83	-7.61%	52.05	48.48	-6.85%
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%

