



April 2017

Area Delimited by County Of Rogers

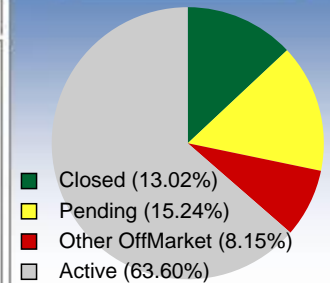


Absorption: Last 12 months, an Average of **122** Sales/Month

Active Inventory as of April 30, 2017 = **601**

	APRIL		
	2016	2017	+/- %
Closed Listings	142	123	-13.38%
Pending Listings	148	144	-2.70%
New Listings	287	231	-19.51%
Median List Price	147,900	139,500	-5.68%
Median Sale Price	145,000	136,900	-5.59%
Median Percent of List Price to Selling Price	99.14%	99.25%	0.11%
Median Days on Market to Sale	30.00	28.00	-6.67%
End of Month Inventory	655	601	-8.24%
Months Supply of Inventory	5.71	4.92	-13.81%

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) Decreases

The total housing inventory at the end of April 2017 decreased **8.24%** to 601 existing homes available for sale. Over the last 12 months this area has had an average of 122 closed sales per month. This represents an unsold inventory index of **4.92** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.59%** in April 2017 to \$136,900 versus the previous year at \$145,000.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 2.00 days or **6.67%** in April 2017 compared to last year's same month at **30.00** DOM.

Sales Success for April 2017 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 231 New Listings in April 2017, down **19.51%** from last year at 287. Furthermore, there were 123 Closed Listings this month versus last year at 142, a **-13.38%** decrease.

Closed versus Listed trends yielded a **53.2%** ratio, up from last year's April 2017 at **49.5%**, a **7.62%** upswing. 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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

Data from the Greater Tulsa Association of REALTORS®

April 2017

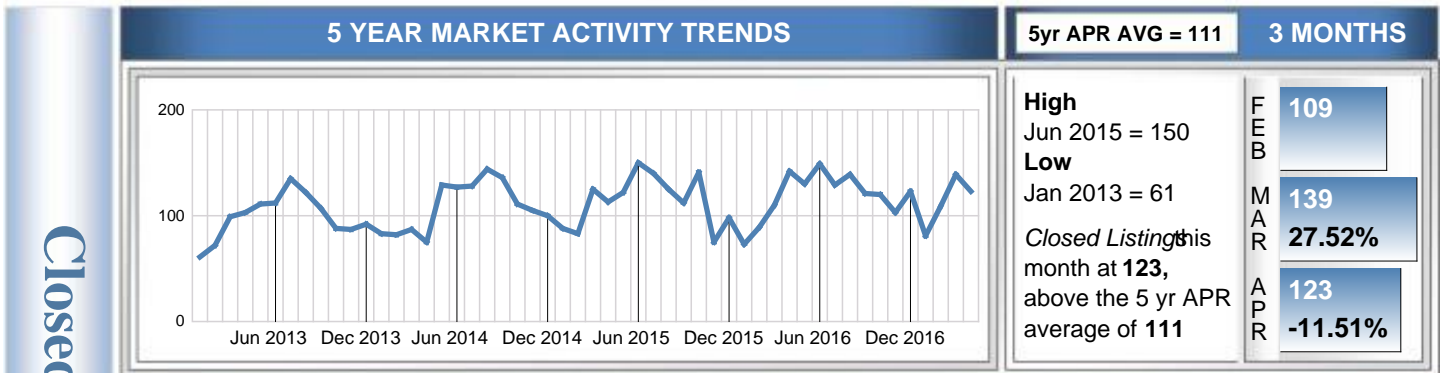
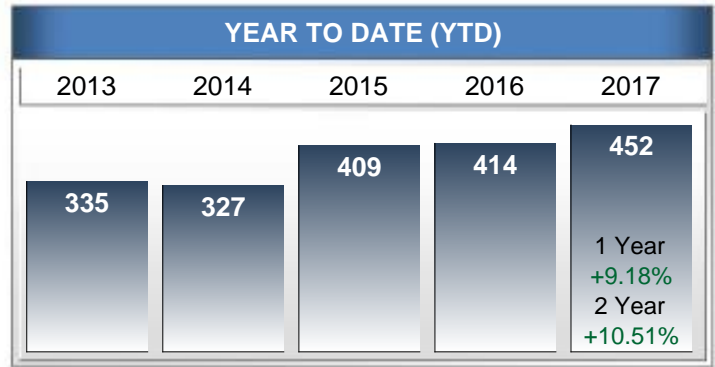
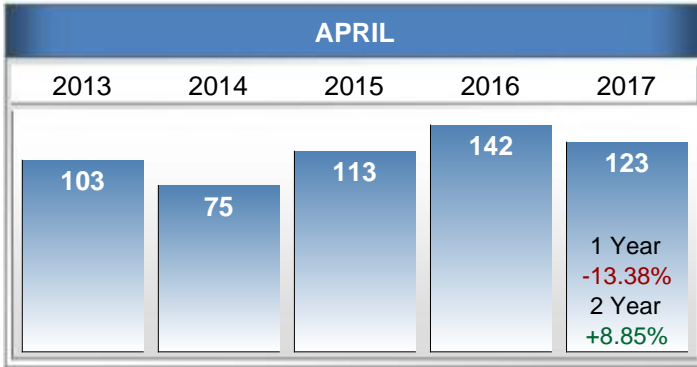
Closed Sales as of May 11, 2017



Closed Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



Closed Listings

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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	13	10.57%	70.0	9	3	1	0
\$60,001 - \$80,000	8	6.50%	93.0	4	4	0	0
\$80,001 - \$110,000	23	18.70%	28.0	4	17	2	0
\$110,001 - \$150,000	23	18.70%	28.0	0	22	1	0
\$150,001 - \$180,000	27	21.95%	20.0	0	16	11	0
\$180,001 - \$270,000	17	13.82%	11.0	0	8	8	1
\$270,001 and up	12	9.76%	26.5	0	0	10	2
Total Closed Units:	123		28.0	17	70	33	3
Total Closed Volume:	19,151,845			1.00M	9.17M	7.82M	1.16M
Median Closed Price:	\$136,900			\$60,000	\$130,000	\$191,500	\$429,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

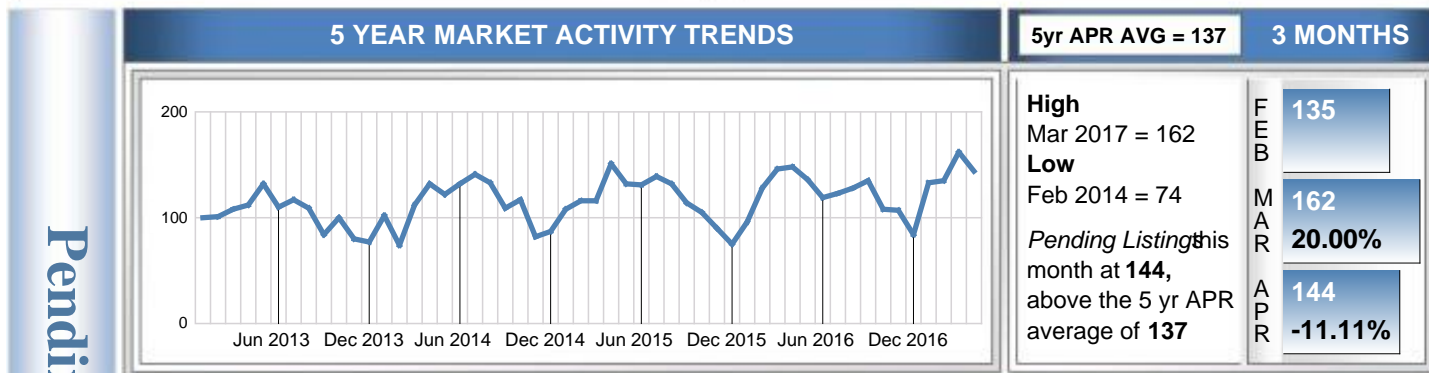
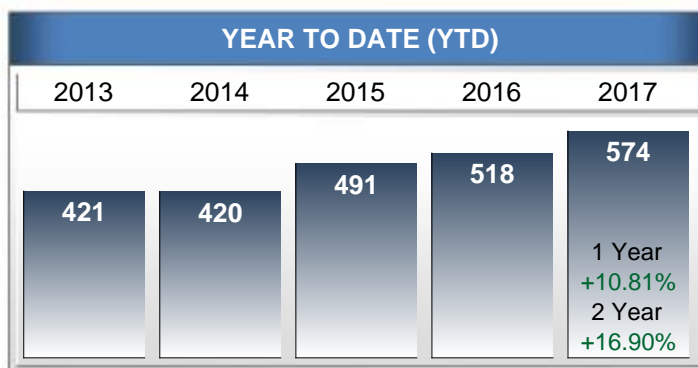
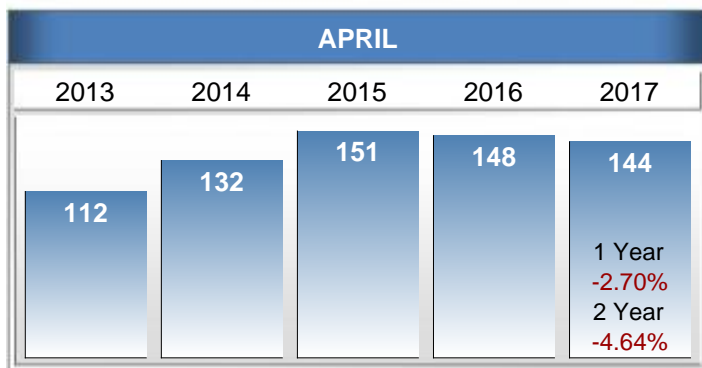
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	10	6.94%	28.5	8	2	0	0		
\$50,001 - \$100,000	21	14.58%	44.0	9	11	1	0		
\$100,001 - \$125,000	15	10.42%	19.0	3	12	0	0		
\$125,001 - \$175,000	38	26.39%	19.0	0	30	8	0		
\$175,001 - \$250,000	24	16.67%	31.5	0	11	12	1		
\$250,001 - \$325,000	20	13.89%	67.5	1	5	12	2		
\$325,001 and up	16	11.11%	43.0	0	3	8	5		
Total Pending Units:				144	36.5	21	74	41	8
Total Pending Volume:				29,198,693		1.48M	11.66M	10.86M	5.20M
Median Listing Price:				\$160,700		\$78,500	\$145,000	\$249,900	\$457,400



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

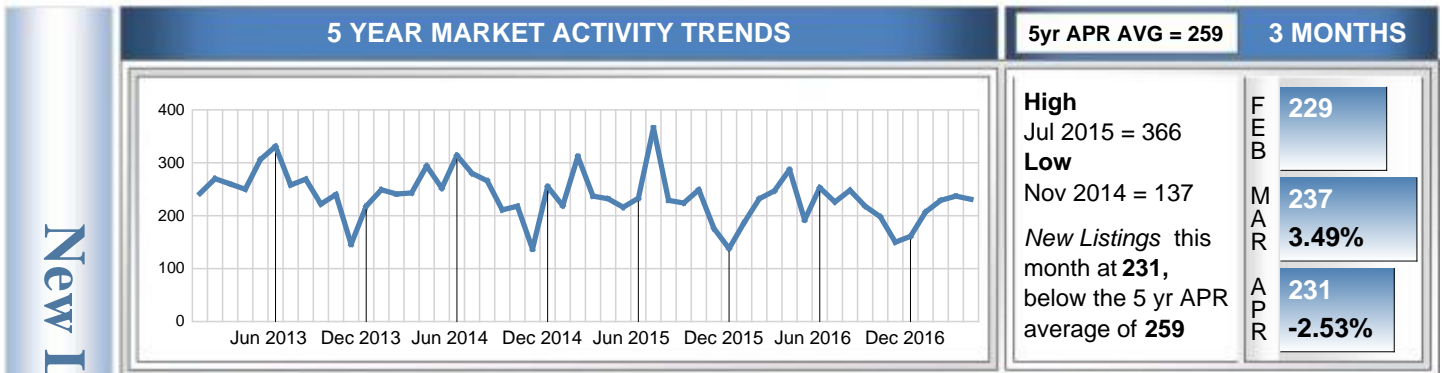
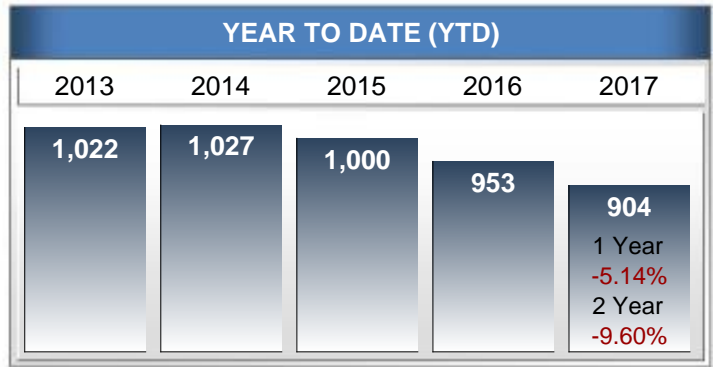
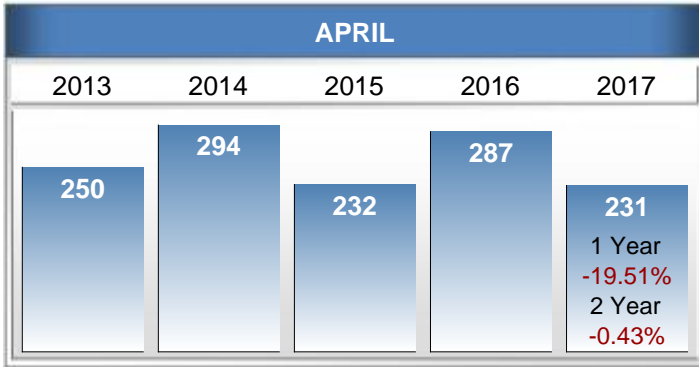
New Listings as of May 11, 2017



New Listings

Report Produced on: May 11, 2017

Area Delimited by 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+
\$25,000 and less	7	3.03%	7	0	0	0
\$25,001 - \$75,000	33	14.29%	26	6	1	0
\$75,001 - \$125,000	37	16.02%	11	26	0	0
\$125,001 - \$200,000	58	25.11%	4	42	11	1
\$200,001 - \$275,000	33	14.29%	4	14	13	2
\$275,001 - \$450,000	40	17.32%	5	8	19	8
\$450,001 and up	23	9.96%	3	2	7	11
Total New Listed Units:			60	98	51	22
Total New Listed Volume:			8.26M	19.07M	15.85M	13.59M
Median New Listed Listing Price:			\$53,750	\$152,450	\$275,999	\$446,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

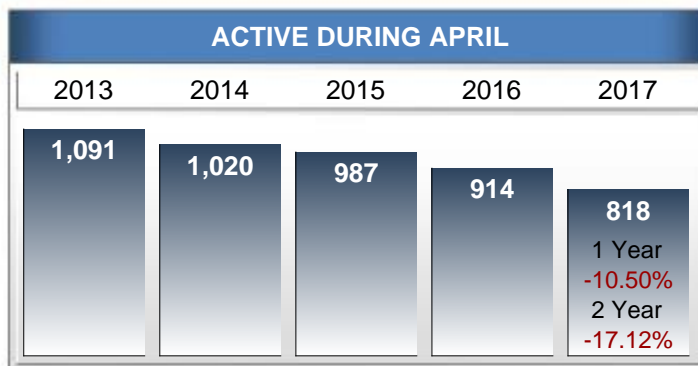
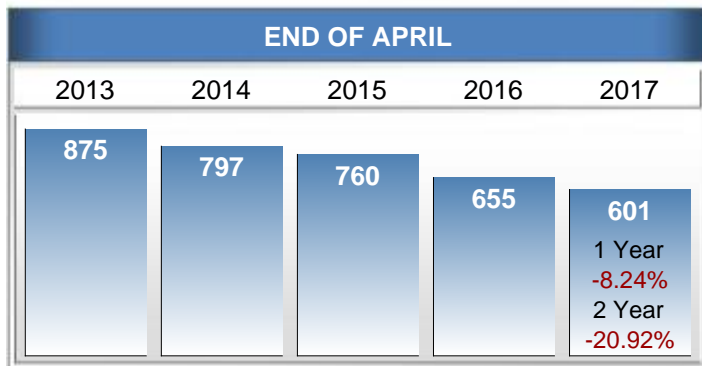
Active Inventory as of May 11, 2017



Active Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



Active Inventory

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



5yr APR AVG = 738 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Jan 2017 = 569

Inventory this month at **601**, below the 5 yr APR average of **738**

FEB	585
MAR	590
APR	601
0.85%	
1.86%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	54	8.99%	65.0	53	0	1	0
\$25,001 \$50,000	54	8.99%	53.5	49	3	2	0
\$50,001 \$125,000	111	18.47%	60.0	49	55	4	3
\$125,001 \$225,000	156	25.96%	52.0	33	86	33	4
\$225,001 \$325,000	91	15.14%	46.0	10	24	52	5
\$325,001 \$475,000	66	10.98%	62.0	11	9	31	15
\$475,001 and up	69	11.48%	52.0	10	4	32	23
Total Active Inventory by Units:				215	181	155	50
Total Active Inventory by Volume:				28.61M	34.07M	53.42M	42.34M
Median Active Inventory Listing Price:				\$57,000	\$155,000	\$290,000	\$469,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

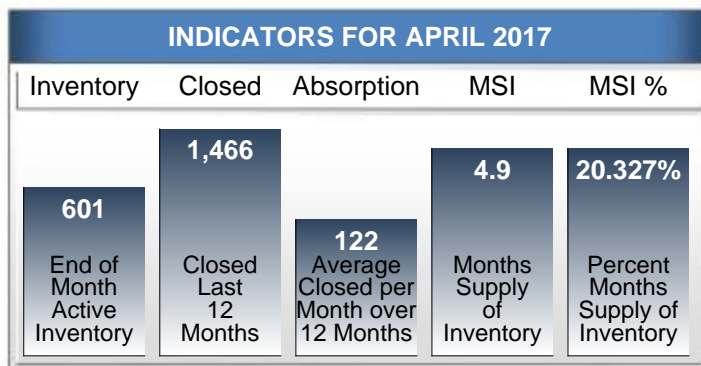
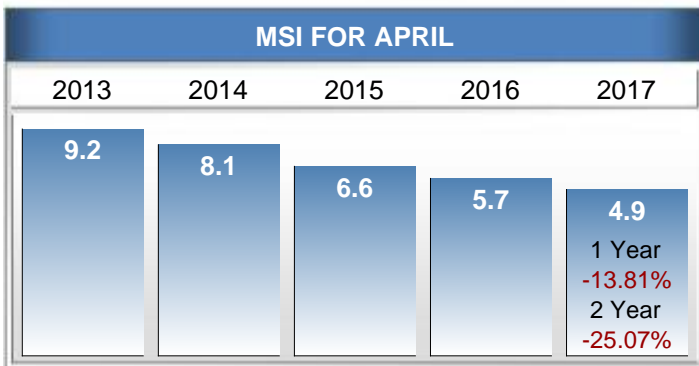
Active Inventory as of May 11, 2017



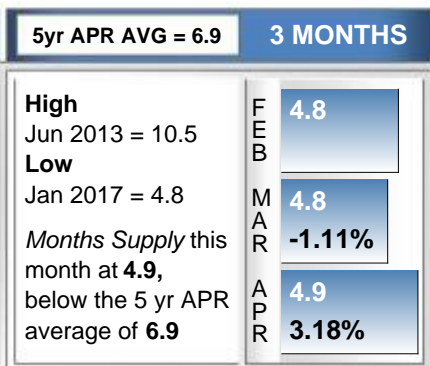
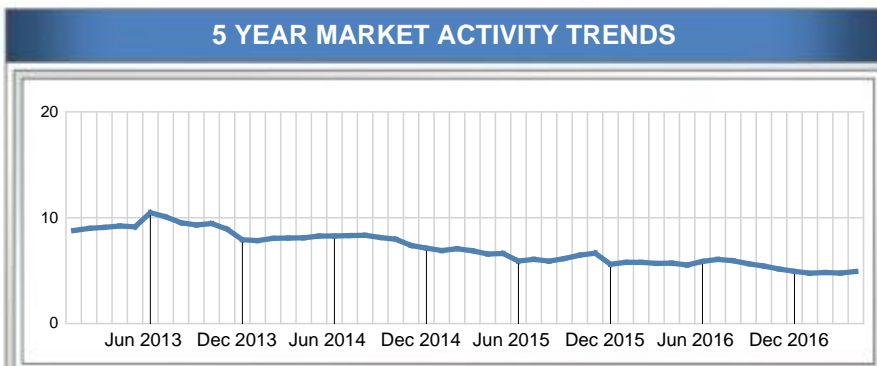
Months Supply of Inventory

Report Produced on: May 11, 2017

Area Delimited by 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	54	8.99%	14.1	15.9	0.0	12.0	0.0
\$25,001 \$50,000	54	8.99%	8.9	15.1	1.3	3.4	0.0
\$50,001 \$125,000	111	18.47%	3.6	6.6	2.7	1.3	36.0
\$125,001 \$225,000	156	25.96%	2.9	13.7	2.3	2.4	5.3
\$225,001 \$325,000	91	15.14%	5.8	17.1	3.8	6.8	4.3
\$325,001 \$475,000	66	10.98%	7.8	44.0	9.8	5.1	12.9
\$475,001 and up	69	11.48%	19.3	40.0	24.0	15.4	21.2
MSI:			4.9	12.3	2.7	4.7	11.8
Total Active Inventory:			601	215	181	155	50



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

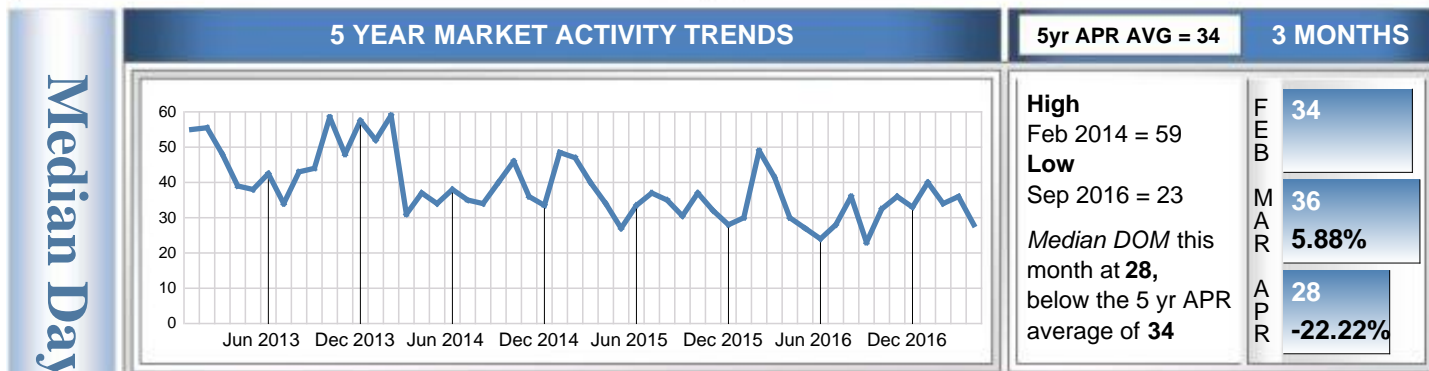
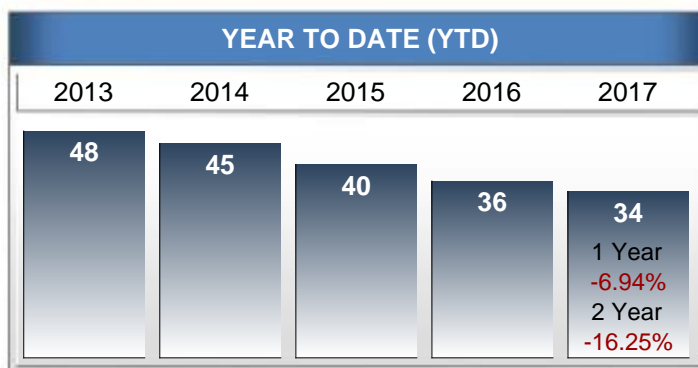
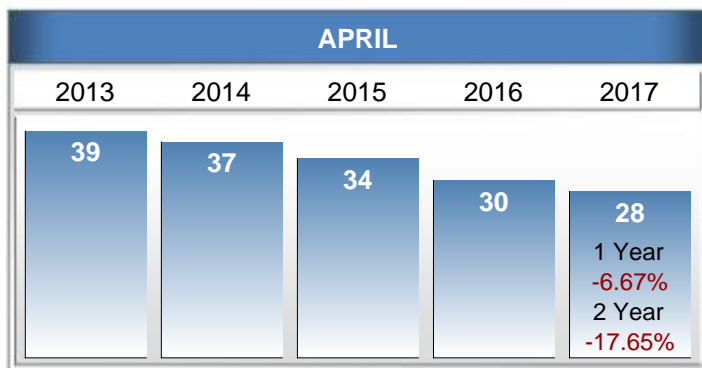
Closed Sales as of May 11, 2017



Median Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



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+
\$60,000 and less	13			10.57%	70.0	70.0	39.0	77.0	0.0
\$60,001 \$80,000	8			6.50%	93.0	67.5	93.0	0.0	0.0
\$80,001 \$110,000	23			18.70%	28.0	25.0	32.0	16.0	0.0
\$110,001 \$150,000	23			18.70%	28.0	0.0	28.0	98.0	0.0
\$150,001 \$180,000	27			21.95%	20.0	0.0	15.0	26.0	0.0
\$180,001 \$270,000	17			13.82%	11.0	0.0	32.0	12.0	4.0
\$270,001 and up	12			9.76%	26.5	0.0	0.0	26.5	38.5
Median Closed DOM:	28.0					55.0	28.0	22.0	14.0
Total Closed Units:	123					17	70	33	3
Total Closed Volume:	19,151,845					1.00M	9.17M	7.82M	1.16M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

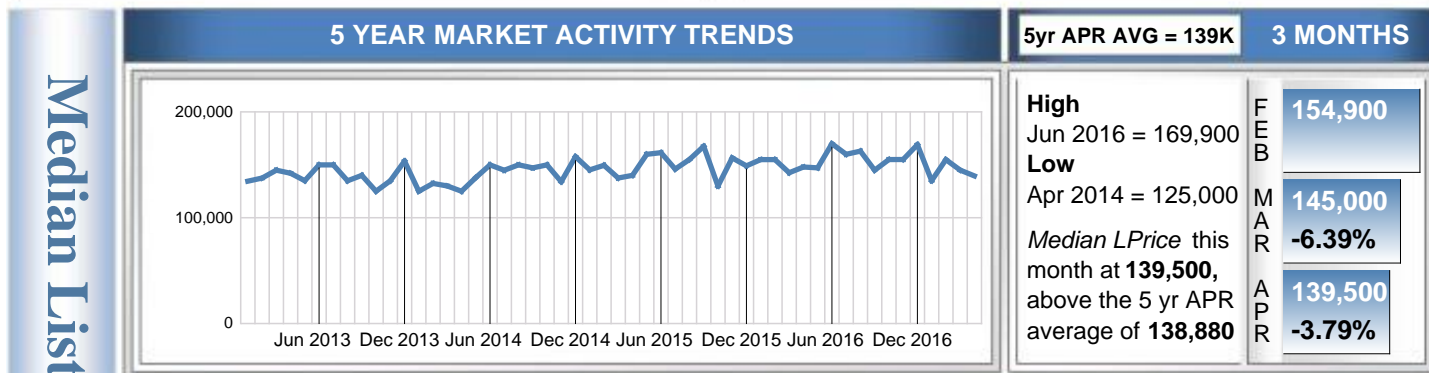
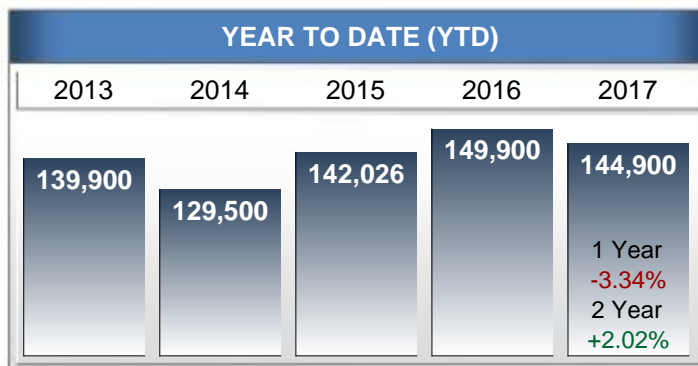
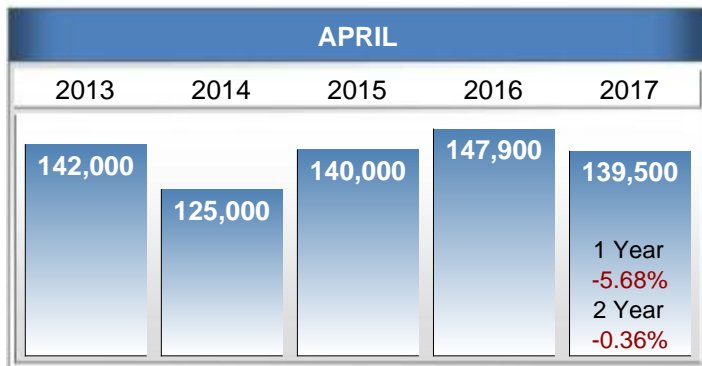
Closed Sales as of May 11, 2017



Median List Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



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+
\$60,000 and less	12	9.76%	44,950	36,500	50,000	39,900	0
\$60,001 - \$80,000	7	5.69%	70,000	69,500	72,500	0	0
\$80,001 - \$110,000	23	18.70%	94,900	92,450	94,000	104,000	0
\$110,001 - \$150,000	27	21.95%	132,100	127,500	133,700	129,900	0
\$150,001 - \$180,000	23	18.70%	163,500	0	164,900	163,200	0
\$180,001 - \$270,000	18	14.63%	198,500	0	193,950	225,000	199,000
\$270,001 and up	13	10.57%	360,113	0	0	344,500	514,450
Median List Price:	\$139,500			\$67,500	\$131,250	\$193,900	\$429,900
Total Closed Units:	123			17	70	33	3
Total List Volume:	19,545,456			1.15M	9.28M	7.88M	1.23M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

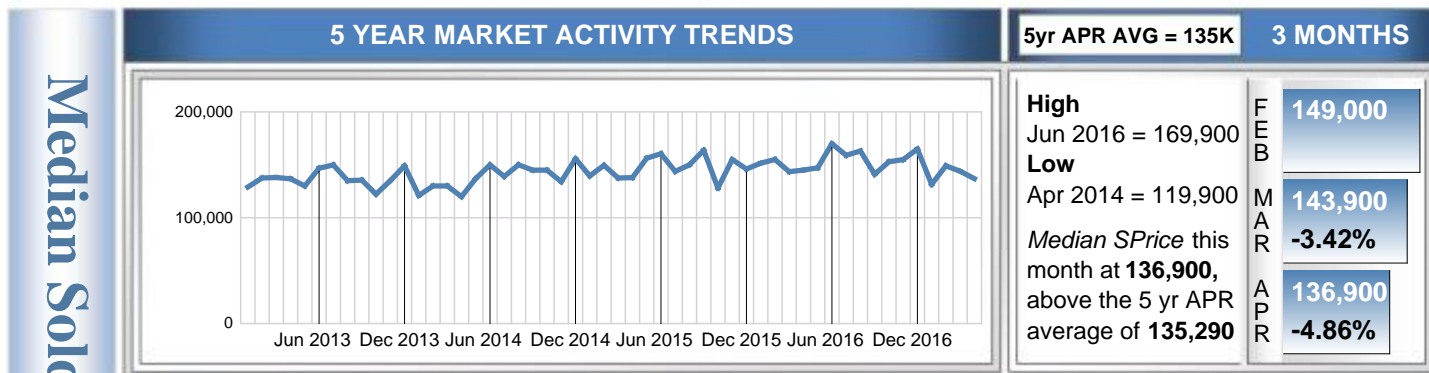
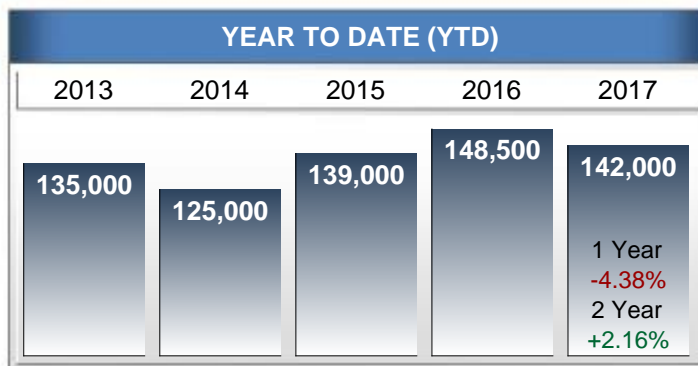
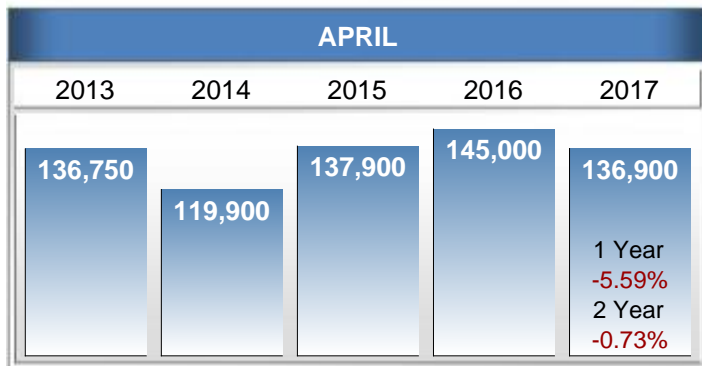
Closed Sales as of May 11, 2017



Median Sold Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



Median Sold Price

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

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$60,000 and less	13	10.57%	42,000	32,000	53,500	39,595	0
\$60,001 - \$80,000	8	6.50%	71,500	71,500	71,500	0	0
\$80,001 - \$110,000	23	18.70%	95,000	95,950	92,250	110,000	0
\$110,001 - \$150,000	23	18.70%	130,000	0	130,000	123,000	0
\$150,001 - \$180,000	27	21.95%	162,583	0	161,292	163,000	0
\$180,001 - \$270,000	17	13.82%	205,000	0	198,325	229,250	199,000
\$270,001 and up	12	9.76%	395,007	0	0	358,607	479,950
Median Closed Price:	\$136,900			\$60,000	\$130,000	\$191,500	\$429,900
Total Closed Units:	123			17	70	33	3
Total Closed Volume:	19,151,845			1.00M	9.17M	7.82M	1.16M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

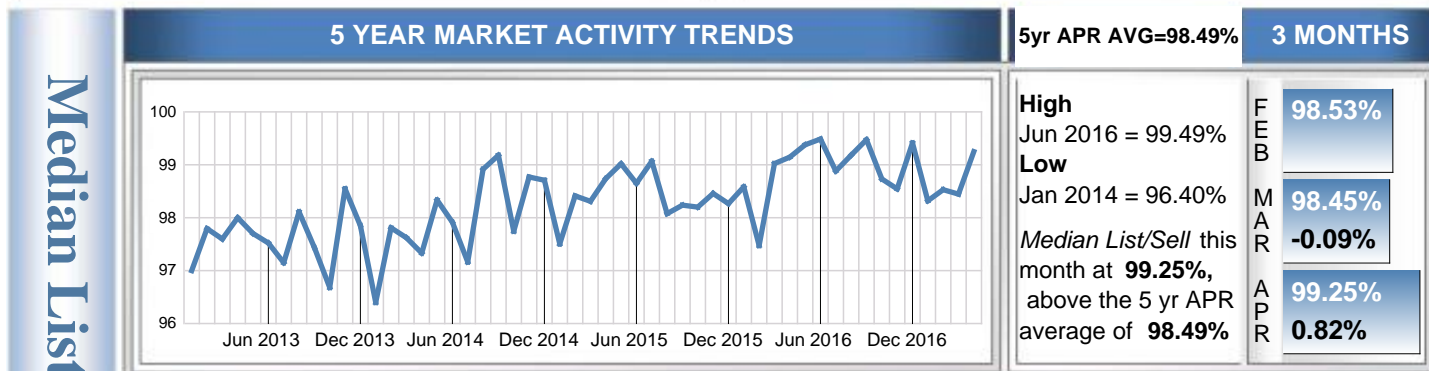
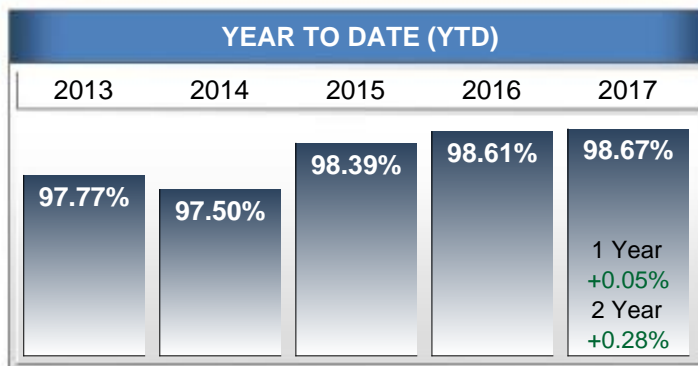
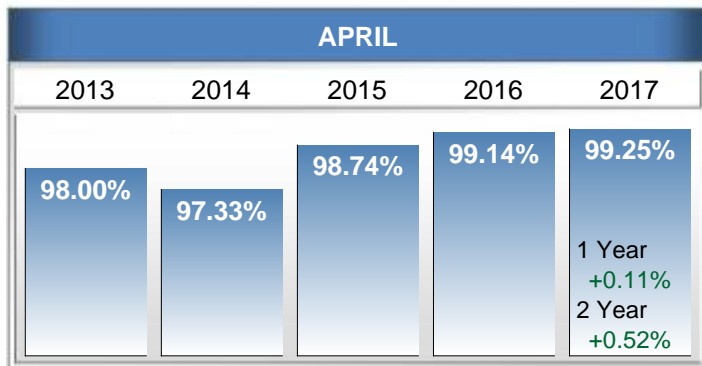
Closed Sales as of May 11, 2017



Median Percent of List Price to Selling Price

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



Median List/Sell Price

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

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+
\$60,000 and less	13	10.57%	94.23%	94.23%	89.46%	99.24%	0.00%
\$60,001 \$80,000	8	6.50%	95.32%	98.33%	91.76%	0.00%	0.00%
\$80,001 \$110,000	23	18.70%	97.89%	97.03%	97.89%	98.72%	0.00%
\$110,001 \$150,000	23	18.70%	100.00%	0.00%	100.00%	94.69%	0.00%
\$150,001 \$180,000	27	21.95%	100.00%	0.00%	99.08%	100.00%	0.00%
\$180,001 \$270,000	17	13.82%	99.62%	0.00%	99.66%	99.41%	100.00%
\$270,001 and up	12	9.76%	100.00%	0.00%	0.00%	100.00%	94.24%
Median List/Sell Ratio:	99.25%			94.44%	99.38%	100.00%	100.00%
Total Closed Units:	123			17	70	33	3
Total Closed Volume:	19,151,845			1.00M	9.17M	7.82M	1.16M



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 County Of Rogers



Absorption: Last 12 months, an Average of 122 Sales/Month

Active Inventory as of April 30, 2017 = 601

	APRIL			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	142	123	-13.38%	414	452	9.18%
Pending Sales	148	144	-2.70%	518	574	10.81%
New Listings	287	231	-19.51%	953	904	-5.14%
Median List Price	147,900	139,500	-5.68%	149,900	144,900	-3.34%
Median Sale Price	145,000	136,900	-5.59%	148,500	142,000	-4.38%
Median Percent of List Price to Selling Price	99.14%	99.25%	0.11%	98.61%	98.67%	0.05%
Median Days on Market to Sale	30.00	28.00	-6.67%	36.00	33.50	-6.94%
Monthly Inventory	655	601	-8.24%	655	601	-8.24%
Months Supply of Inventory	5.71	4.92	-13.81%	5.71	4.92	-13.81%

