



April 2017

Area Delimited by County Of Washington

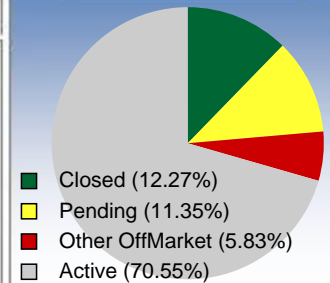


Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of April 30, 2017 = **460**

	APRIL		
	2016	2017	+/- %
Closed Listings	80	80	0.00%
Pending Listings	77	74	-3.90%
New Listings	165	133	-19.39%
Median List Price	127,450	129,500	1.61%
Median Sale Price	120,500	126,000	4.56%
Median Percent of List Price to Selling Price	97.77%	97.26%	-0.53%
Median Days on Market to Sale	36.50	61.00	67.12%
End of Month Inventory	427	460	7.73%
Months Supply of Inventory	6.23	6.75	8.26%

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 **7.73%** to 460 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **6.75** 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 **4.56%** in April 2017 to \$126,000 versus the previous year at \$120,500.

Median Days on Market Lengthens

The median number of **61.00** days that homes spent on the market before selling increased by 24.50 days or **67.12%** in April 2017 compared to last year's same month at **36.50** DOM.

Sales Success for April 2017 is Positive

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

There were 133 New Listings in April 2017, down **19.39%** from last year at 165. Furthermore, there were 80 Closed Listings this month versus last year at 80, a **0.00%** decrease.

Closed versus Listed trends yielded a **60.2%** ratio, up from last year's April 2017 at **48.5%**, a **24.06%** upswing. 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

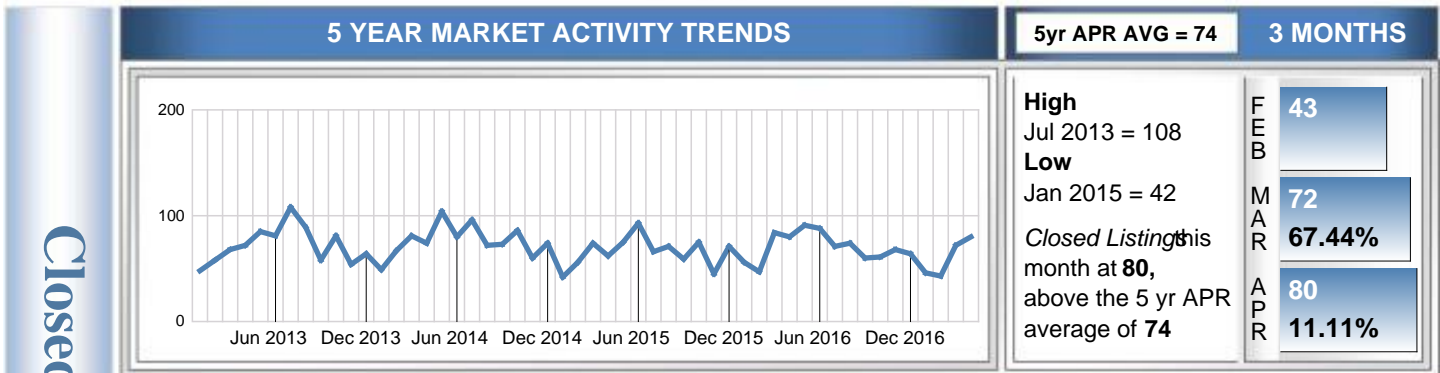
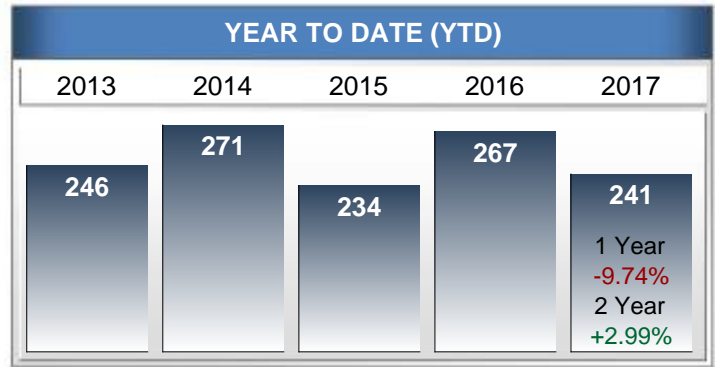
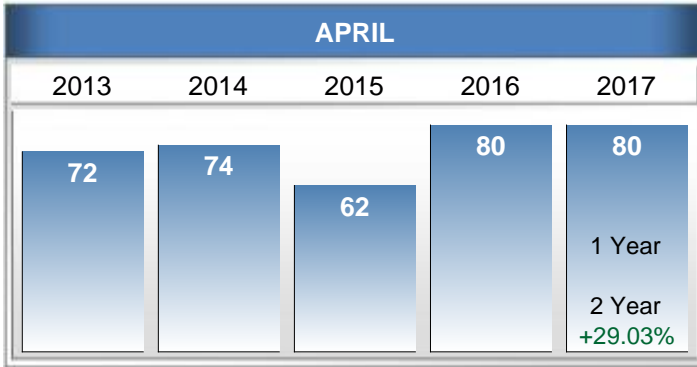
Closed Sales as of May 11, 2017



Closed Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Closed Listings

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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	7	8.75%	28.0	4	1	2	0
\$50,001 - \$70,000	13	16.25%	88.0	6	7	0	0
\$70,001 - \$100,000	9	11.25%	34.0	0	8	1	0
\$100,001 - \$150,000	20	25.00%	44.0	2	14	4	0
\$150,001 - \$230,000	13	16.25%	19.0	0	3	8	2
\$230,001 - \$300,000	10	12.50%	122.5	1	3	5	1
\$300,001 and up	8	10.00%	58.0	1	0	4	3
Total Closed Units:	80		61.0	14	36	24	6
Total Closed Volume:	12,946,495			1.50M	4.30M	4.93M	2.22M
Median Closed Price:	\$126,000			\$66,000	\$113,250	\$198,000	\$303,635



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

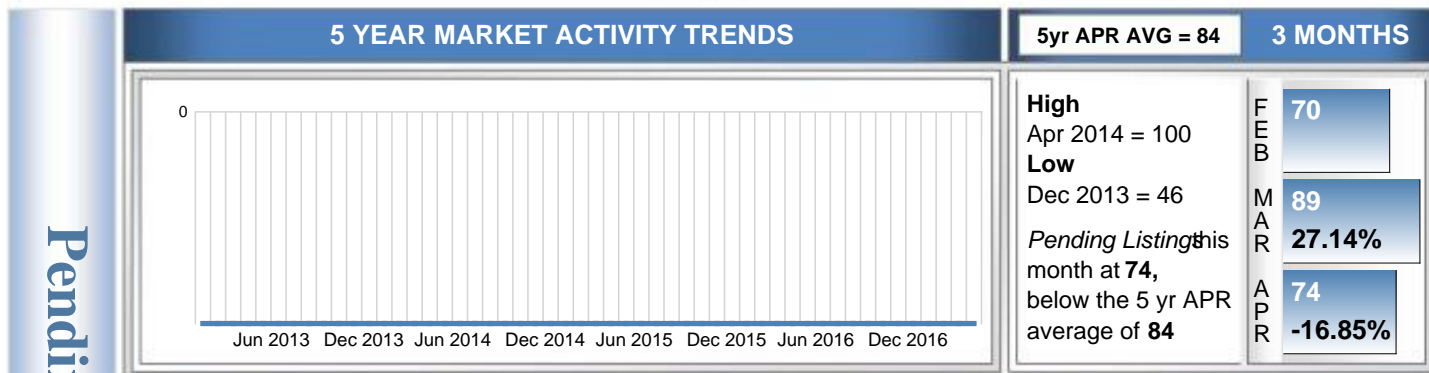
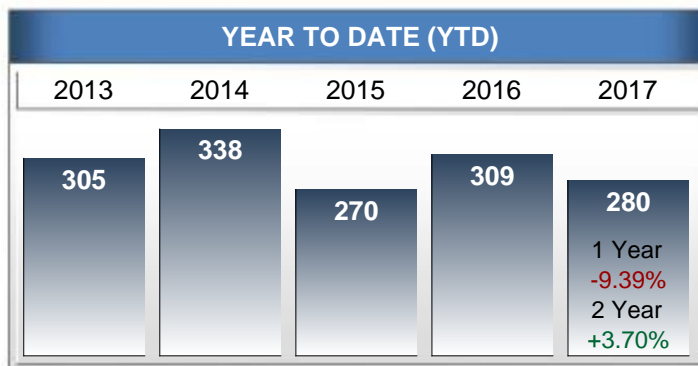
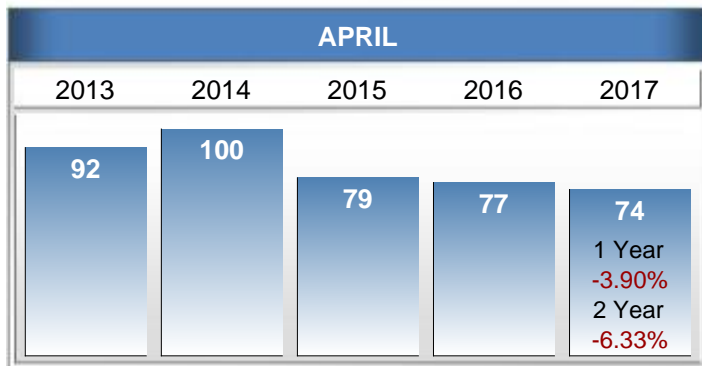
Pending Listings as of May 11, 2017



Pending Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



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+
\$40,000 and less	7	9.46%	28.0	1	6	0	0
\$40,001 - \$60,000	8	10.81%	30.0	3	3	2	0
\$60,001 - \$90,000	13	17.57%	19.0	4	8	1	0
\$90,001 - \$120,000	16	21.62%	10.0	2	7	7	0
\$120,001 - \$170,000	14	18.92%	19.5	1	7	5	1
\$170,001 - \$220,000	8	10.81%	12.5	0	4	4	0
\$220,001 and up	8	10.81%	16.5	0	2	6	0
Total Pending Units: 74				11	37	25	1
Total Pending Volume: 10,222,790				876.70K	4.53M	4.67M	149.90K
Median Listing Price: \$109,950				\$76,900	\$99,900	\$167,500	\$149,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

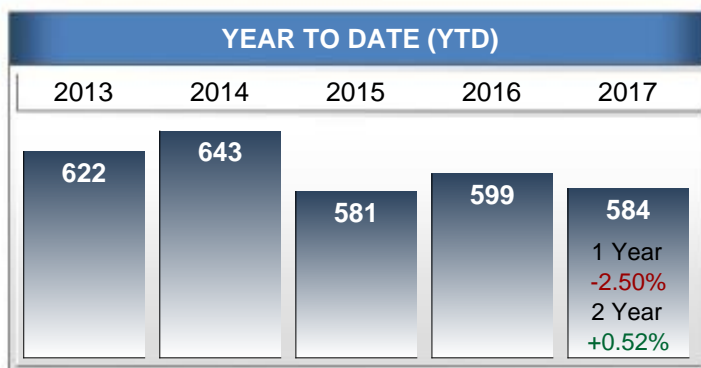
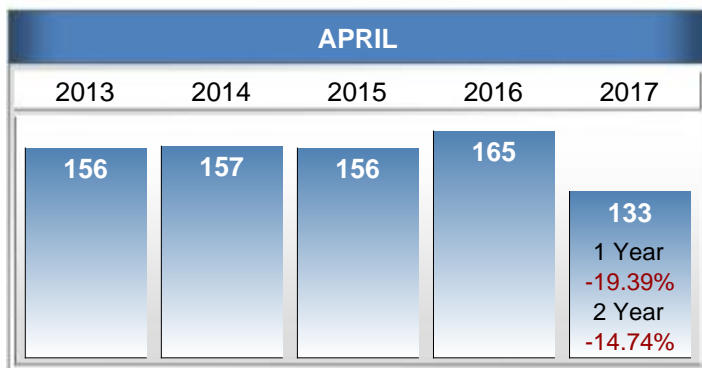
New Listings as of May 11, 2017



New Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



New Listings
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5yr APR AVG = 153 **3 MONTHS**

High
Oct 2013 = 244
Low
Dec 2013 = 82

New Listings this month at **133**, below the 5 yr APR average of **153**

FEB	117
MAR	158
APR	133
	-15.82%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	11	8.27%	8	3	0	0
\$40,001 - \$70,000	14	10.53%	5	8	1	0
\$70,001 - \$110,000	23	17.29%	6	12	5	0
\$110,001 - \$160,000	33	24.81%	7	19	6	1
\$160,001 - \$220,000	21	15.79%	3	6	11	1
\$220,001 - \$320,000	17	12.78%	2	3	12	0
\$320,001 and up	14	10.53%	1	2	9	2
Total New Listed Units:		133	32	53	44	4
Total New Listed Volume:		22,224,897	3.81M	6.89M	10.22M	1.31M
Median New Listed Listing Price:		\$139,900	\$91,250	\$125,000	\$216,950	\$302,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2017

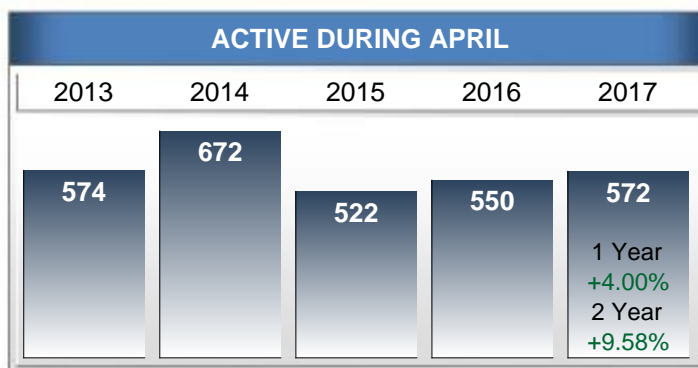
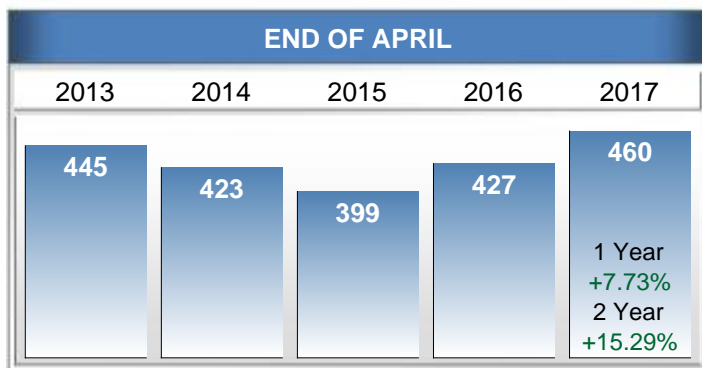
Active Inventory as of May 11, 2017



Active Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr APR AVG = 431 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **460**, above the 5 yr APR average of **431**

FEB	419
MAR	440
APR	5.01%
APR	460
APR	4.55%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	49	10.65%	96.0	47	2	0	0
\$20,001 \$40,000	41	8.91%	93.0	34	6	1	0
\$40,001 \$60,000	59	12.83%	93.0	42	15	1	1
\$60,001 \$120,000	121	26.30%	88.0	62	52	7	0
\$120,001 \$190,000	84	18.26%	45.0	18	40	24	2
\$190,001 \$320,000	58	12.61%	55.0	4	16	31	7
\$320,001 and up	48	10.43%	61.0	12	6	21	9
Total Active Inventory by Units:		460	77.0	219	137	85	19
Total Active Inventory by Volume:		70,509,082		26.26M	17.48M	20.97M	5.81M
Median Active Inventory Listing Price:		\$89,000		\$54,900	\$115,000	\$229,900	\$285,000



Monthly Inventory Analysis

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April 2017

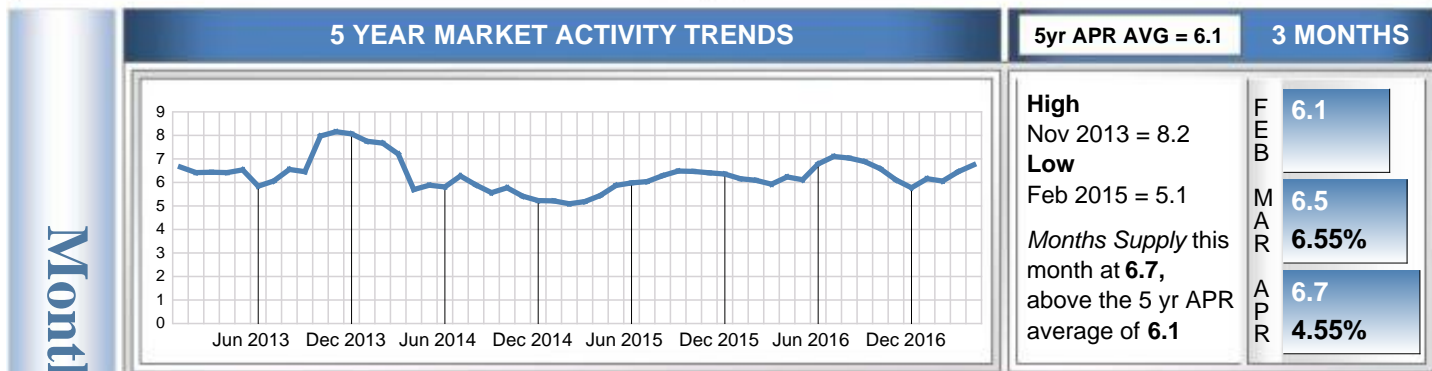
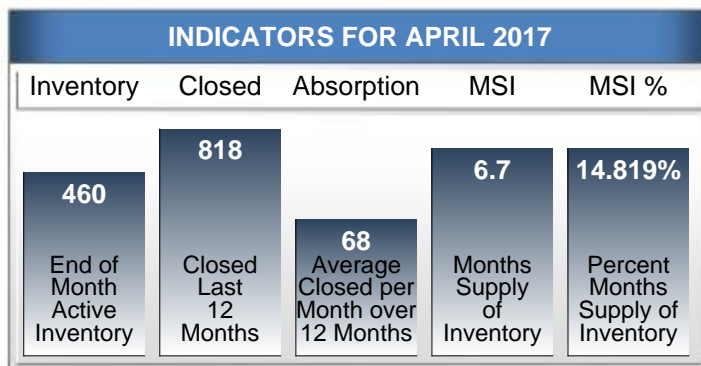
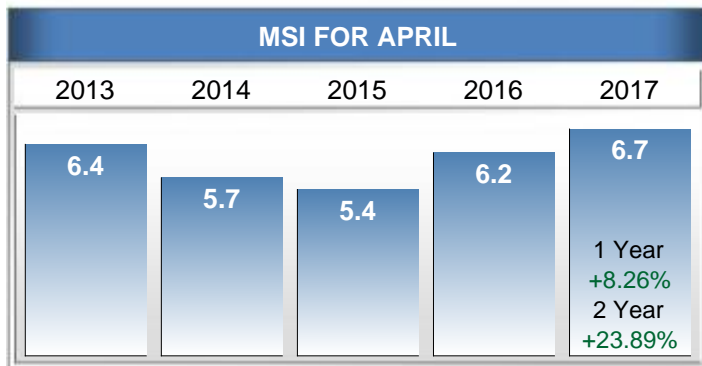
Active Inventory as of May 11, 2017



Months Supply of Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



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+
\$20,000 and less	49		10.65%	21.0	47.0	1.6	0.0	0.0
\$20,001 \$40,000	41		8.91%	10.7	20.4	3.1	4.0	0.0
\$40,001 \$60,000	59		12.83%	8.6	15.3	3.7	0.0	0.0
\$60,001 \$120,000	121		26.30%	5.3	20.1	3.0	3.0	0.0
\$120,001 \$190,000	84		18.26%	4.8	30.9	4.1	3.8	2.4
\$190,001 \$320,000	58		12.61%	4.9	9.6	6.0	4.0	6.5
\$320,001 and up	48		10.43%	15.6	72.0	12.0	12.6	12.0
MSI:				6.7	22.7	3.6	4.7	7.1
Total Active Inventory:				460	219	137	85	19



Monthly Inventory Analysis

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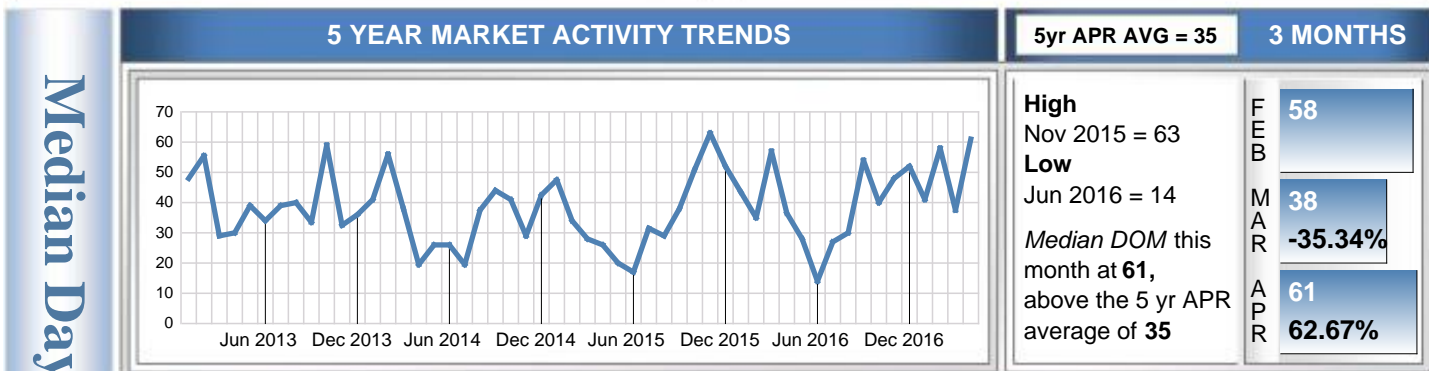
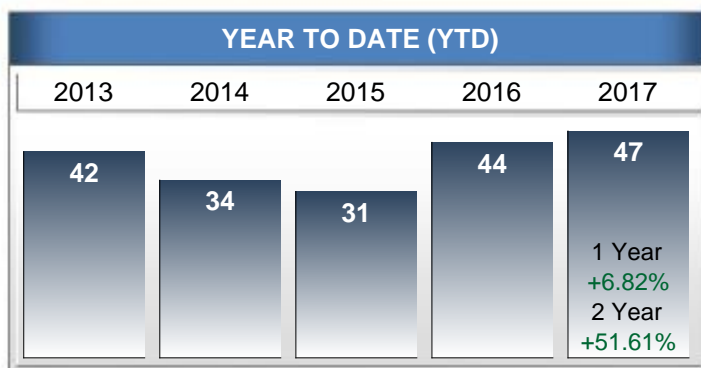
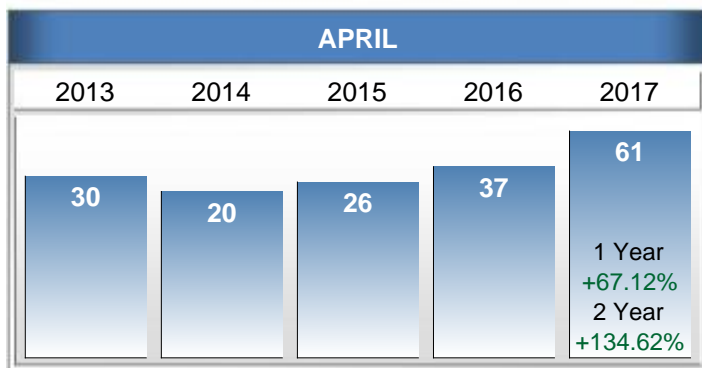
Closed Sales as of May 11, 2017



Median Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



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	7	8.75%	28.0	26.0	28.0	70.5	0.0		
\$50,001 - \$70,000	13	16.25%	88.0	167.5	71.0	0.0	0.0		
\$70,001 - \$100,000	9	11.25%	34.0	0.0	40.5	1.0	0.0		
\$100,001 - \$150,000	20	25.00%	44.0	90.0	30.0	128.5	0.0		
\$150,001 - \$230,000	13	16.25%	19.0	0.0	12.0	28.5	54.5		
\$230,001 - \$300,000	10	12.50%	122.5	125.0	120.0	129.0	7.0		
\$300,001 and up	8	10.00%	58.0	51.0	0.0	94.0	26.0		
Median Closed DOM:	61.0			89.5	38.0	70.5	16.5		
Total Closed Units:	80			14	36	24	6		
Total Closed Volume:	12,946,495			1.50M	4.30M	4.93M	2.22M		



Monthly Inventory Analysis

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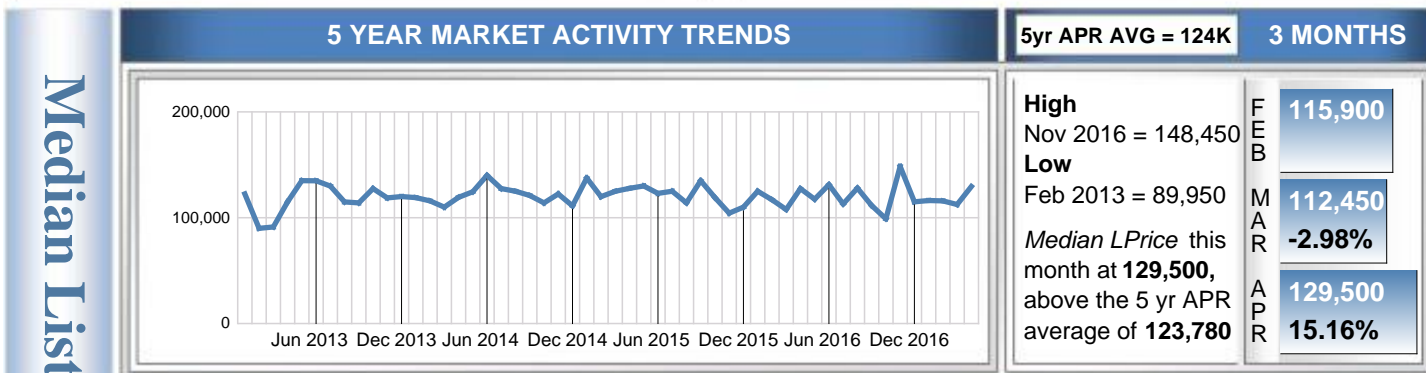
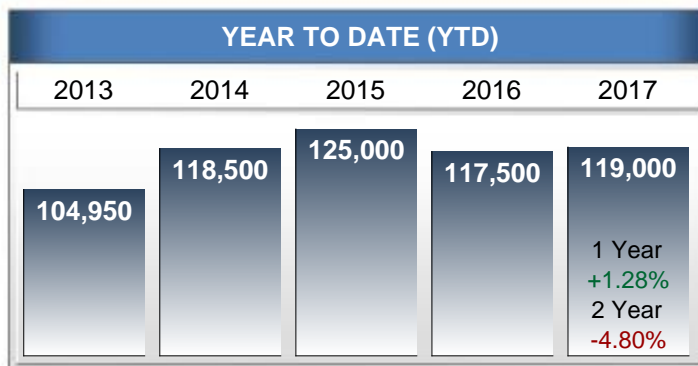
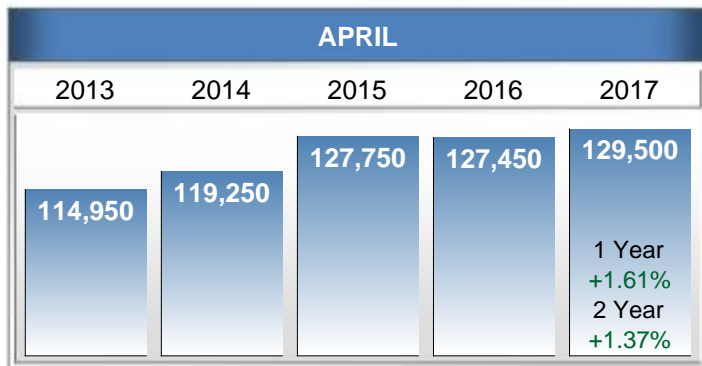
Closed Sales as of May 11, 2017



Median List Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Washington



Median List Price

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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	7		8.75%	25,000	28,500	16,700	32,300	0
\$50,001 - \$70,000	10		12.50%	65,300	62,500	65,900	0	0
\$70,001 - \$100,000	12		15.00%	87,450	80,000	92,500	94,000	0
\$100,001 - \$150,000	19		23.75%	128,500	139,450	124,900	139,900	0
\$150,001 - \$230,000	14		17.50%	183,500	0	178,450	187,000	183,450
\$230,001 - \$300,000	9		11.25%	284,900	280,000	289,900	284,900	0
\$300,001 and up	9		11.25%	350,000	750,000	0	337,500	342,000
Median List Price:		\$129,500			\$74,500	\$115,000	\$200,500	\$306,540
Total Closed Units:		80			14	36	24	6
Total List Volume:		13,526,280			1.86M	4.39M	5.02M	2.26M



Monthly Inventory Analysis

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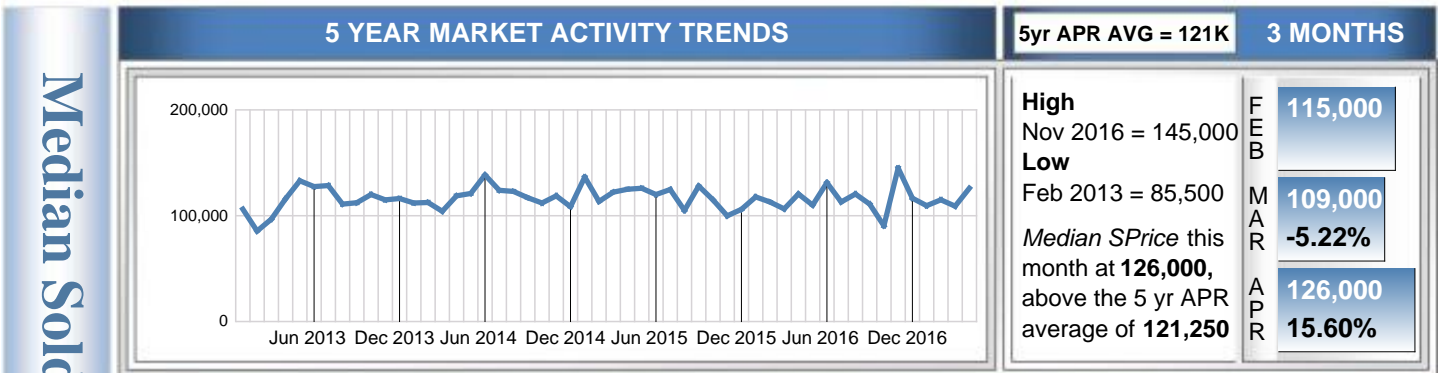
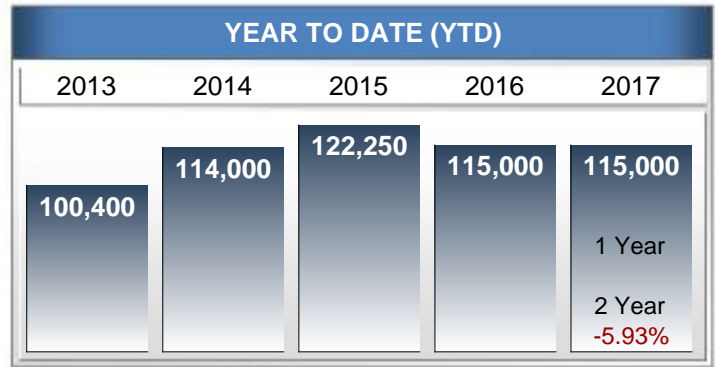
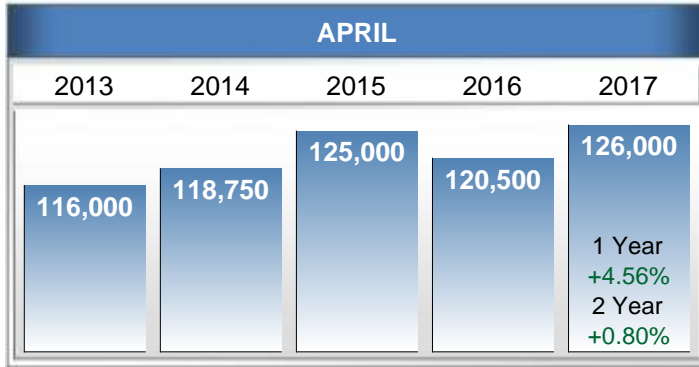
Closed Sales as of May 11, 2017



Median Sold Price at Closing

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Area Delimited by County Of Washington



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	7		8.75%	27,000	26,500	15,500	33,000	0
\$50,001 - \$70,000	13		16.25%	65,000	66,000	65,000	0	0
\$70,001 - \$100,000	9		11.25%	90,000	0	88,750	98,875	0
\$100,001 - \$150,000	20		25.00%	126,000	117,500	125,000	140,400	0
\$150,001 - \$230,000	13		16.25%	183,000	0	183,000	180,000	180,750
\$230,001 - \$300,000	10		12.50%	270,000	240,000	283,000	270,000	295,000
\$300,001 and up	8		10.00%	361,250	525,000	0	339,250	365,000
Median Closed Price:	\$126,000				\$66,000	\$113,250	\$198,000	\$303,635
Total Closed Units:	80				14	36	24	6
Total Closed Volume:	12,946,495				1.50M	4.30M	4.93M	2.22M



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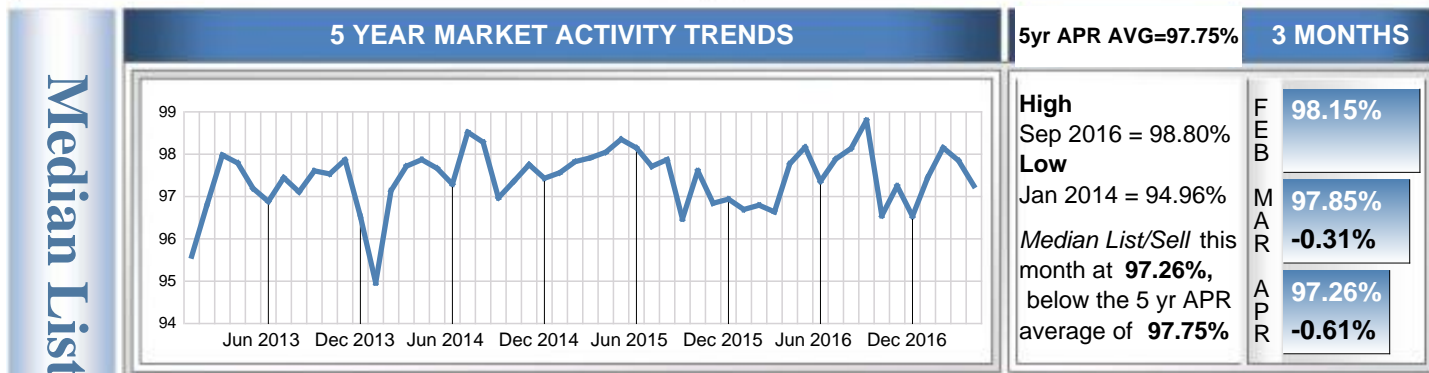
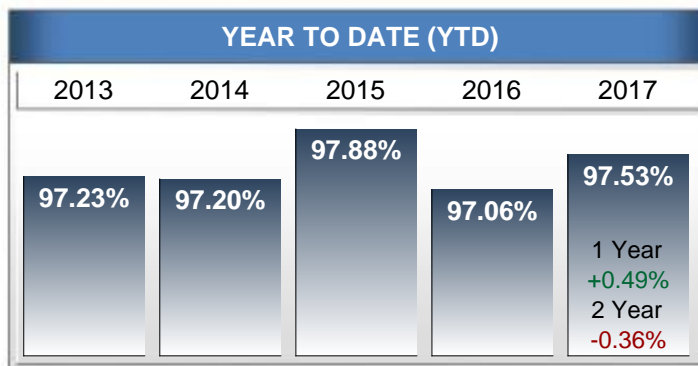
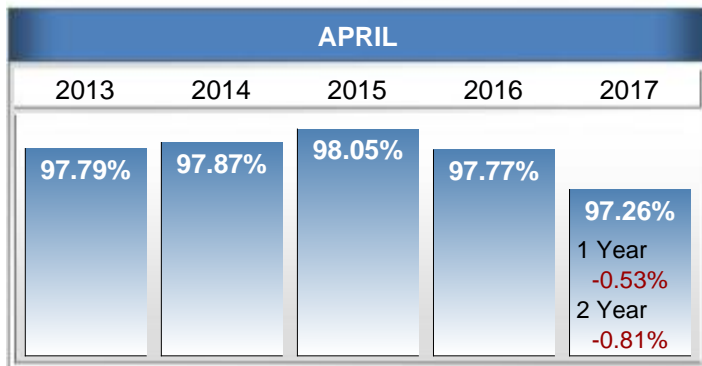
Closed Sales as of May 11, 2017



Median Percent of List Price to Selling Price

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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	7	8.75%	93.75%	93.54%	92.81%	103.24%	0.00%
\$50,001 - \$70,000	13	16.25%	95.20%	87.50%	100.00%	0.00%	0.00%
\$70,001 - \$100,000	9	11.25%	100.00%	0.00%	97.40%	105.19%	0.00%
\$100,001 - \$150,000	20	25.00%	97.75%	84.23%	97.75%	98.98%	0.00%
\$150,001 - \$230,000	13	16.25%	97.86%	0.00%	97.86%	97.83%	99.61%
\$230,001 - \$300,000	10	12.50%	94.72%	85.71%	97.62%	94.68%	95.93%
\$300,001 and up	8	10.00%	98.03%	70.00%	0.00%	98.03%	98.90%
Median List/Sell Ratio:	97.26%			87.50%	97.75%	97.83%	97.92%
Total Closed Units:	80			14	36	24	6
Total Closed Volume:	12,946,495			1.50M	4.30M	4.93M	2.22M



Monthly Inventory Analysis

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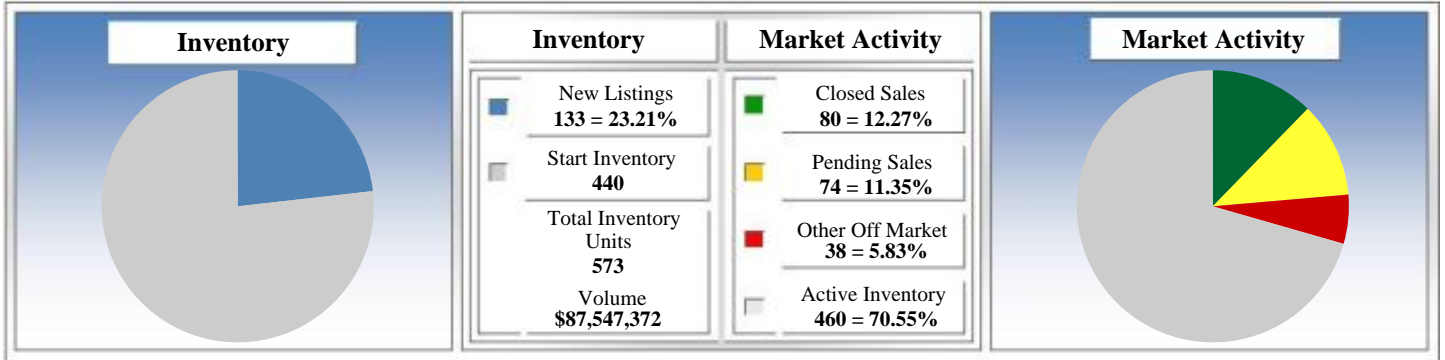
Inventory as of May 11, 2017



Market Summary

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Area Delimited by County Of Washington



Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of April 30, 2017 = **460**

	APRIL			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	80	80	0.00%	267	241	-9.74%
Pending Sales	77	74	-3.90%	309	280	-9.39%
New Listings	165	133	-19.39%	599	584	-2.50%
Median List Price	127,450	129,500	1.61%	117,500	119,000	1.28%
Median Sale Price	120,500	126,000	4.56%	115,000	115,000	0.00%
Median Percent of List Price to Selling Price	97.77%	97.26%	-0.53%	97.06%	97.53%	0.49%
Median Days on Market to Sale	36.50	61.00	67.12%	44.00	47.00	6.82%
Monthly Inventory	427	460	7.73%	427	460	7.73%
Months Supply of Inventory	6.23	6.75	8.26%	6.23	6.75	8.26%

