



May 2017

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

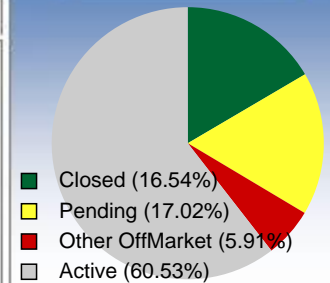


Absorption: Last 12 months, an Average of **1,214** Sales/Month

Active Inventory as of May 31, 2017 = **5,570**

	MAY		
	2016	2017	+/- %
Closed Listings	1,336	1,522	13.92%
Pending Listings	1,358	1,566	15.32%
New Listings	2,317	2,368	2.20%
Median List Price	154,900	164,900	6.46%
Median Sale Price	152,000	162,000	6.58%
Median Percent of List Price to Selling Price	98.63%	98.62%	-0.01%
Median Days on Market to Sale	24.00	21.00	-12.50%
End of Month Inventory	5,256	5,570	5.97%
Months Supply of Inventory	4.53	4.59	1.28%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **5.97%** to 5,570 existing homes available for sale. Over the last 12 months this area has had an average of 1,214 closed sales per month. This represents an unsold inventory index of **4.59** MSI for this period.

Median Sale Price 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 **6.58%** in May 2017 to \$162,000 versus the previous year at \$152,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 3.00 days or **12.50%** in May 2017 compared to last year's same month at **24.00** DOM.

Sales Success for May 2017 is Positive

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

There were 2,368 New Listings in May 2017, up **2.20%** from last year at 2,317. Furthermore, there were 1,522 Closed Listings this month versus last year at 1,336, a **13.92%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, up from previous year's, May 2016, at **57.7%**, a **11.47%** 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

Data from the Greater Tulsa Association of REALTORS®

May 2017

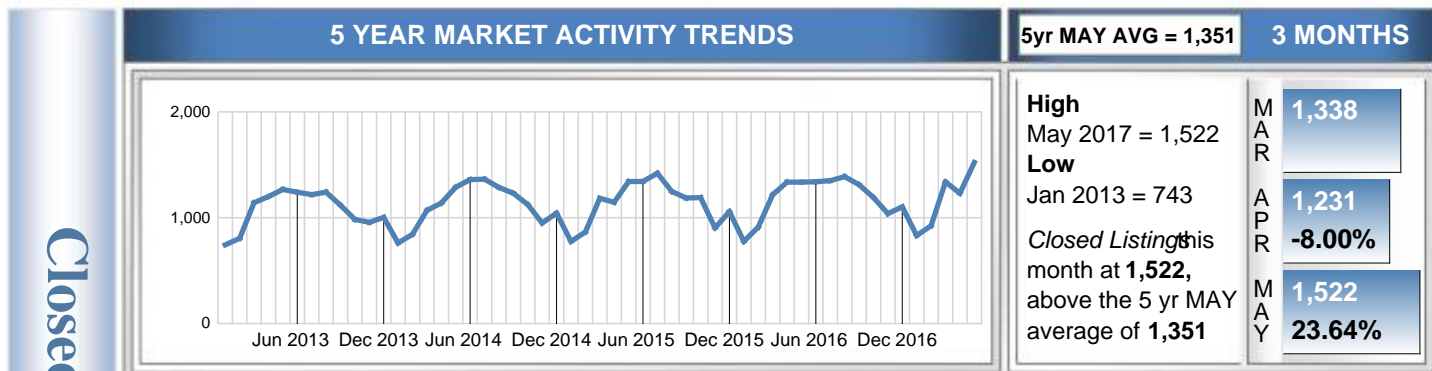
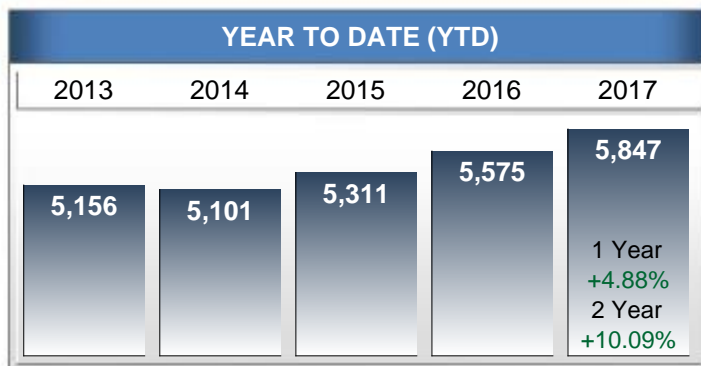
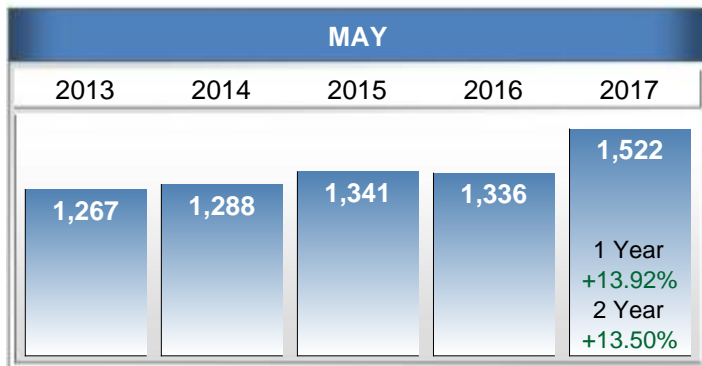
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	128	8.41%	28.5	89	35	4	0	
\$50,001 - \$100,000	194	12.75%	22.0	59	127	8	0	
\$100,001 - \$125,000	140	9.20%	12.0	13	119	8	0	
\$125,001 - \$175,000	415	27.27%	15.0	20	316	72	7	
\$175,001 - \$225,000	235	15.44%	23.0	18	125	86	6	
\$225,001 - \$350,000	260	17.08%	32.5	11	89	139	21	
\$350,001 and up	150	9.86%	31.5	3	23	87	37	
Total Closed Units: 1,522				21.0	213	834	404	71
Total Closed Volume: 293,161,685					18.94M	131.11M	111.05M	32.06M
Median Closed Price: \$162,000					\$61,000	\$145,000	\$243,614	\$352,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

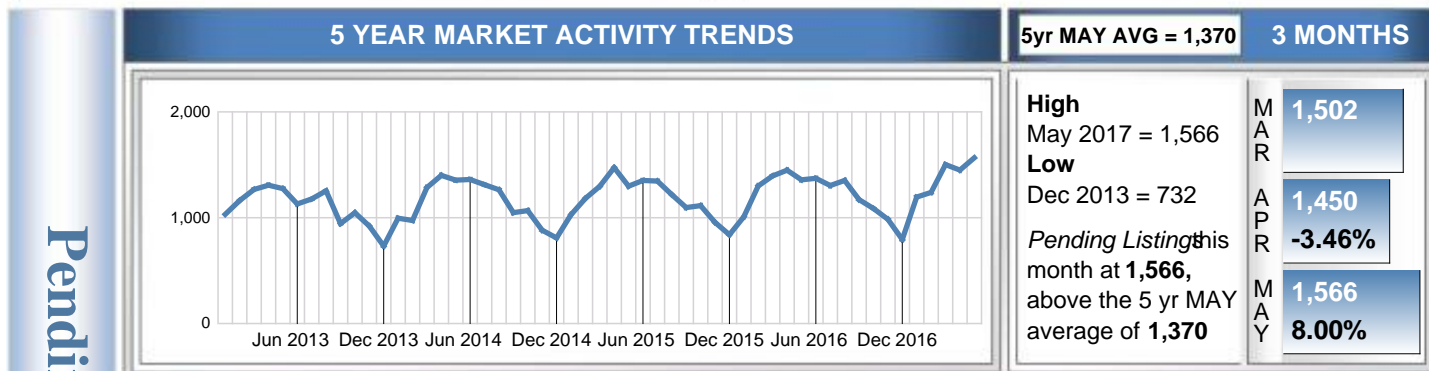
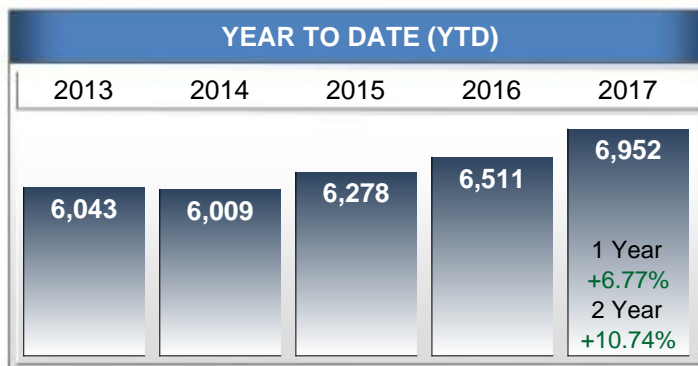
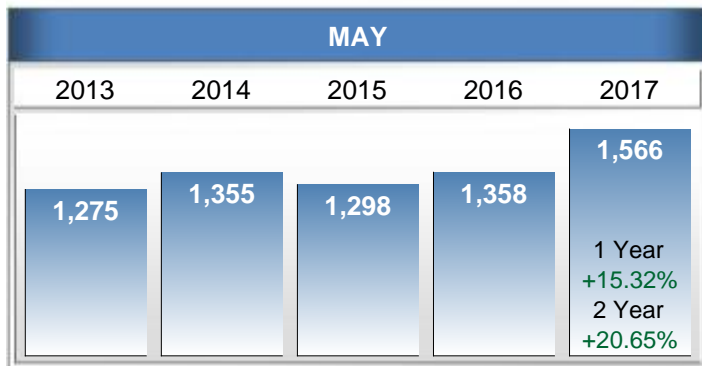
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 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	142	9.07%	37.5	83	51	8	0
\$50,001 - \$75,000	108	6.90%	42.0	40	58	9	1
\$75,001 - \$125,000	271	17.31%	17.0	62	183	25	1
\$125,001 - \$175,000	376	24.01%	13.0	25	276	71	4
\$175,001 - \$250,000	311	19.86%	26.0	22	158	118	13
\$250,001 - \$350,000	193	12.32%	35.0	9	69	97	18
\$350,001 and up	165	10.54%	46.0	11	32	88	34
Total Pending Units: 1,566				252	827	416	71
Total Pending Volume: 307,300,340				28.31M	135.76M	112.03M	31.20M
Median Listing Price: \$159,900				\$76,750	\$149,000	\$230,000	\$345,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

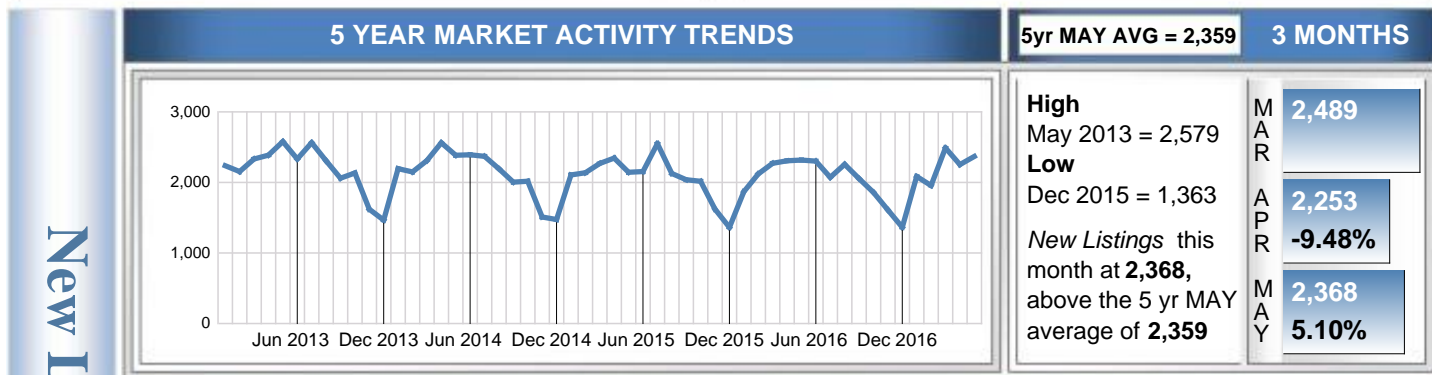
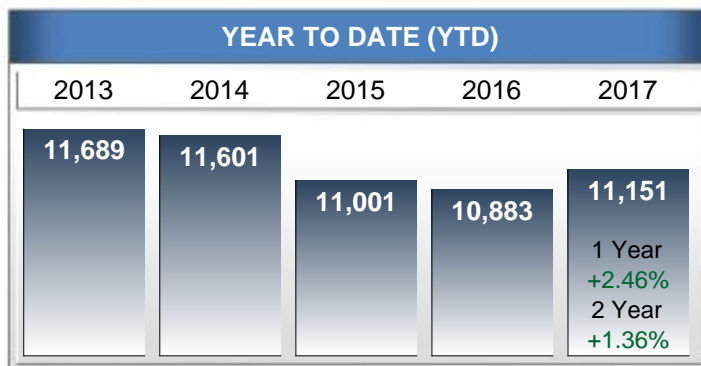
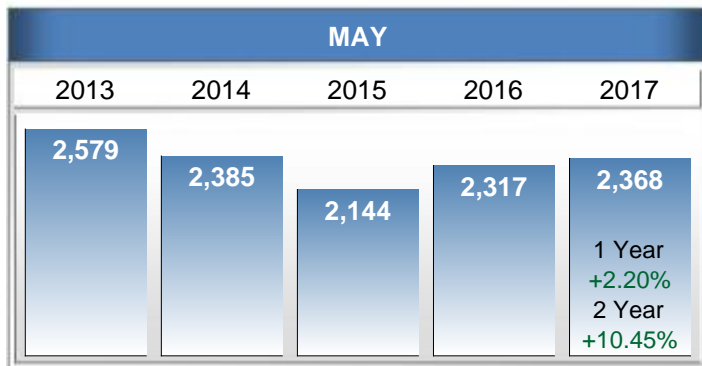
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 2017

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



New Listings

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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	201	8.49%	144	52	5	0
\$50,001 - \$100,000	316	13.34%	133	155	27	1
\$100,001 - \$125,000	169	7.14%	24	129	14	2
\$125,001 - \$200,000	719	30.36%	73	480	157	9
\$200,001 - \$275,000	360	15.20%	30	160	154	16
\$275,001 - \$425,000	364	15.37%	18	95	202	49
\$425,001 and up	239	10.09%	15	47	106	71
Total New Listed Units:			437	1118	665	148
Total New Listed Volume:			63.93M	204.21M	203.57M	85.90M
Median New Listed Listing Price:			\$75,000	\$154,900	\$265,000	\$417,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

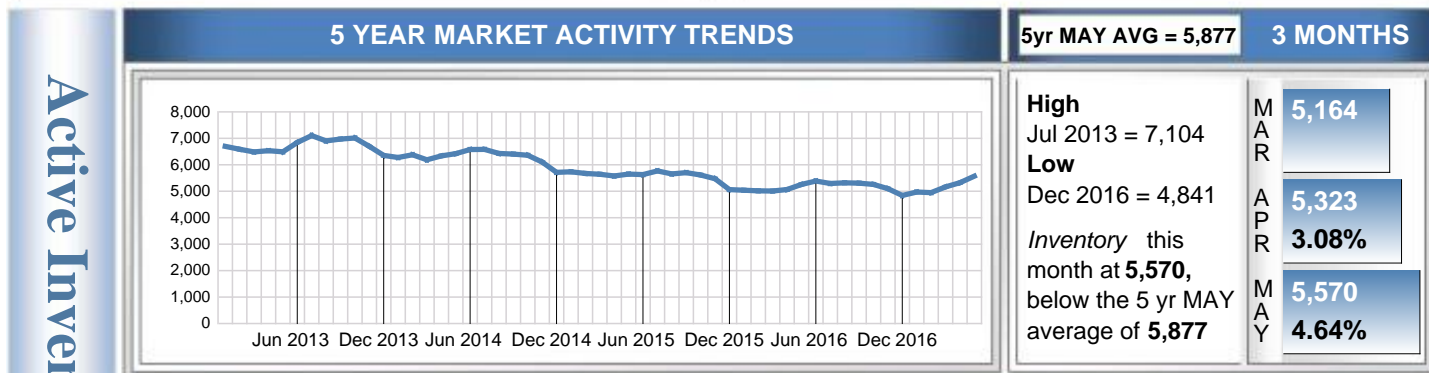
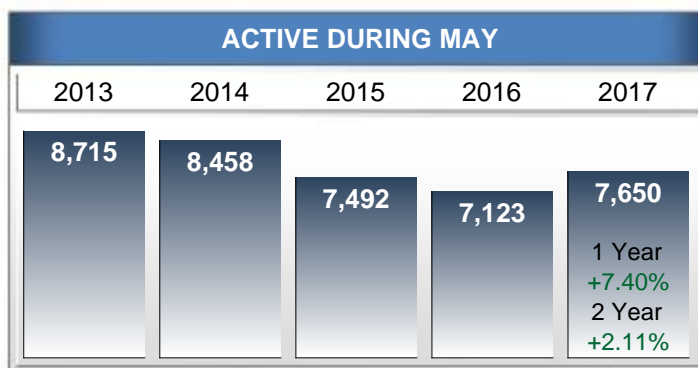
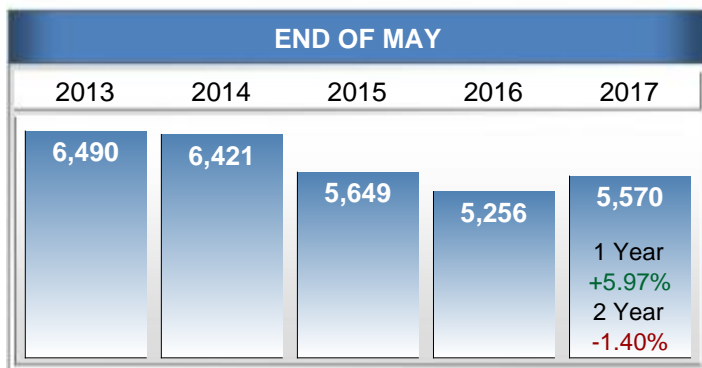
Active Inventory as of Jun 12, 2017



Active Inventory

Report Produced on: Jun 12, 2017

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	282	5.06%	77.0	262	16	3	1
\$25,001 \$75,000	899	16.14%	73.0	626	234	37	2
\$75,001 \$125,000	654	11.74%	54.0	205	391	52	6
\$125,001 \$250,000	1,641	29.46%	42.0	253	903	445	40
\$250,001 \$350,000	847	15.21%	58.0	69	212	472	94
\$350,001 \$550,000	692	12.42%	62.0	60	102	404	126
\$550,001 and up	555	9.96%	68.0	110	63	190	192

Total Active Inventory by Units:	5,570	57.0	1,585	1,921	1,603	461
Total Active Inventory by Volume:	1,566,308,899		308.58M	373.91M	564.95M	318.87M
Median Active Inventory Listing Price:	\$189,900		\$65,000	\$158,900	\$300,000	\$470,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

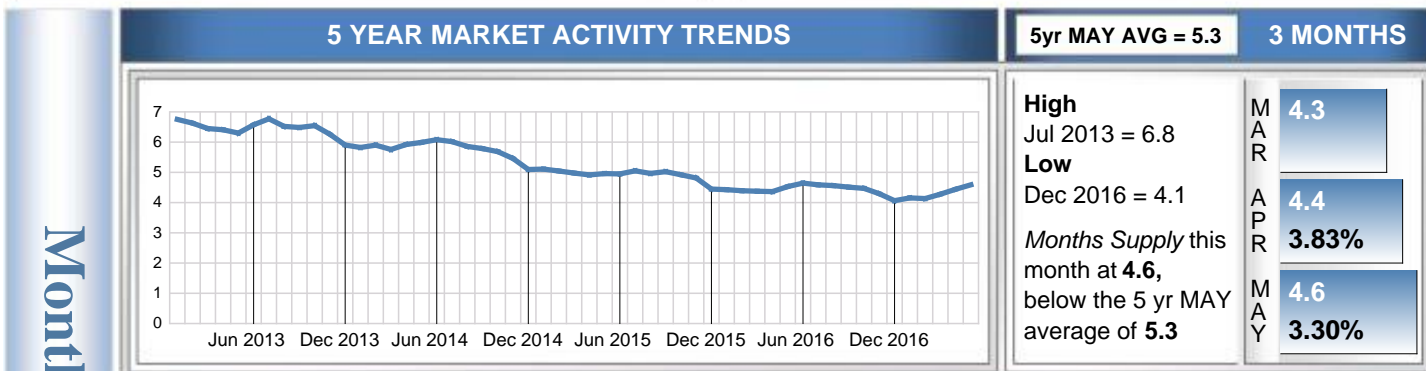
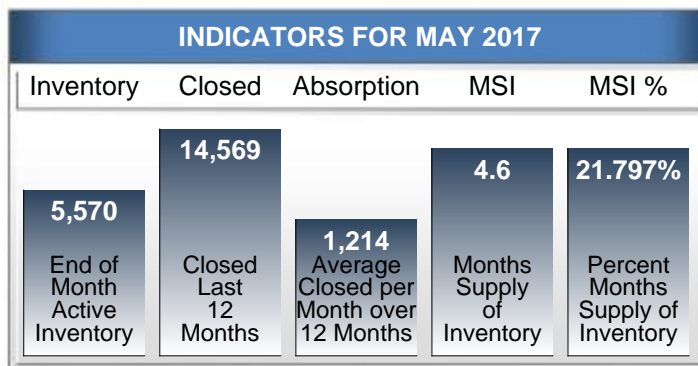
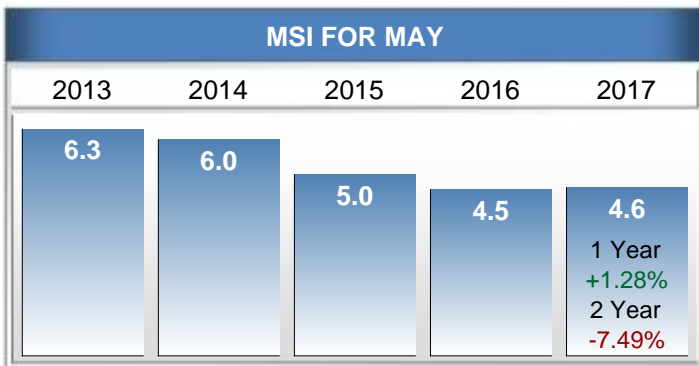
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 2017

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



Months Supply
 Ready to Buy or Sell Real Estate?
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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	282	5.06%	6.5	8.9	1.5	1.1	12.0	
\$25,001 - \$75,000	899	16.14%	5.5	8.9	2.8	3.8	2.0	
\$75,001 - \$125,000	654	11.74%	2.8	4.9	2.4	2.2	4.2	
\$125,001 - \$250,000	1,641	29.46%	3.0	7.8	2.6	2.9	3.8	
\$250,001 - \$350,000	847	15.21%	6.5	11.0	5.3	6.6	7.1	
\$350,001 - \$550,000	692	12.42%	9.5	24.0	7.1	9.2	10.9	
\$550,001 and up	555	9.96%	18.7	77.6	17.6	13.3	18.4	
MSI:	4.6			8.6	2.9	5.1	9.6	
Total Active Inventory:	5,570			1,585	1,921	1,603	461	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

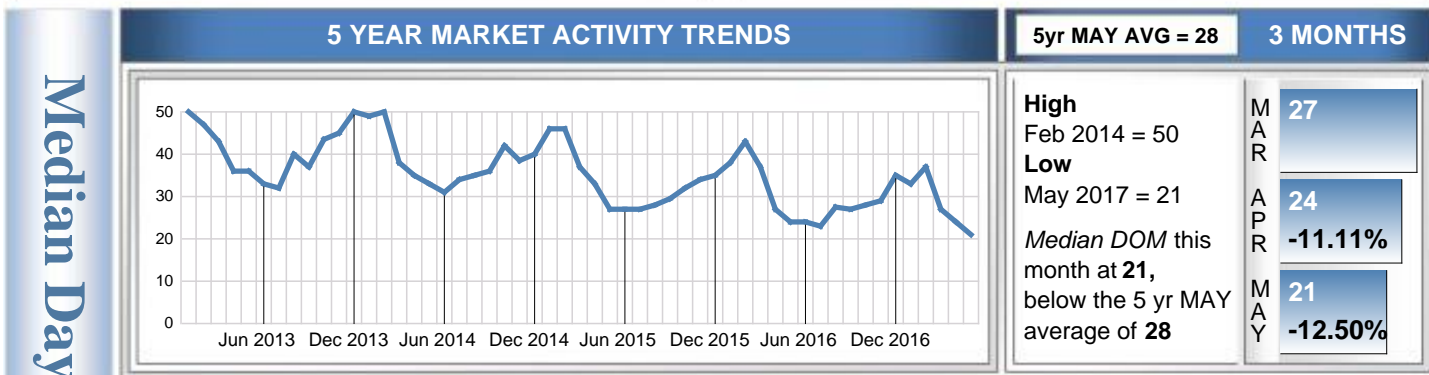
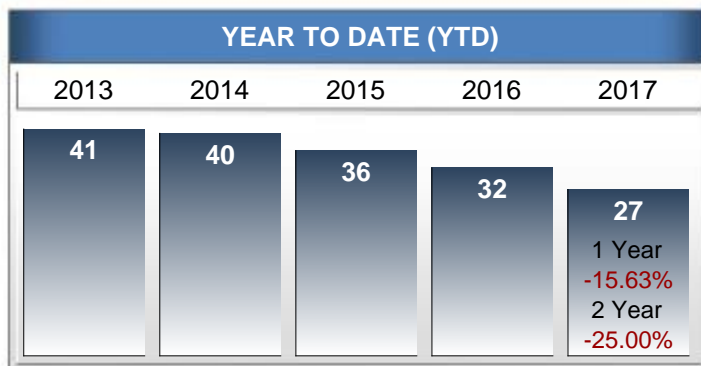
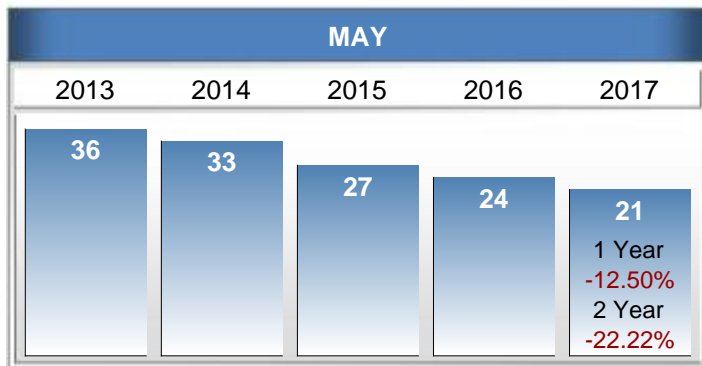
Closed Sales as of Jun 12, 2017



Median Days on Market to Sale

Report Produced on: Jun 12, 2017

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



Median Days on Market

Ready to Buy or Sell Real Estate?
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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	128	8.41%	28.5	27.0	28.0	80.0	0.0
\$50,001 - \$100,000	194	12.75%	22.0	25.0	21.0	31.5	0.0
\$100,001 - \$125,000	140	9.20%	12.0	15.0	11.0	20.0	0.0
\$125,001 - \$175,000	415	27.27%	15.0	13.0	14.0	27.5	16.0
\$175,001 - \$225,000	235	15.44%	23.0	17.0	21.0	26.0	40.0
\$225,001 - \$350,000	260	17.08%	32.5	10.0	18.0	41.0	51.0
\$350,001 and up	150	9.86%	31.5	16.0	22.0	33.0	38.0
Median Closed DOM:	21.0			21.0	17.0	32.0	38.0
Total Closed Units:	1,522			213	834	404	71
Total Closed Volume:	293,161,685			18.94M	131.11M	111.05M	32.06M



Monthly Inventory Analysis

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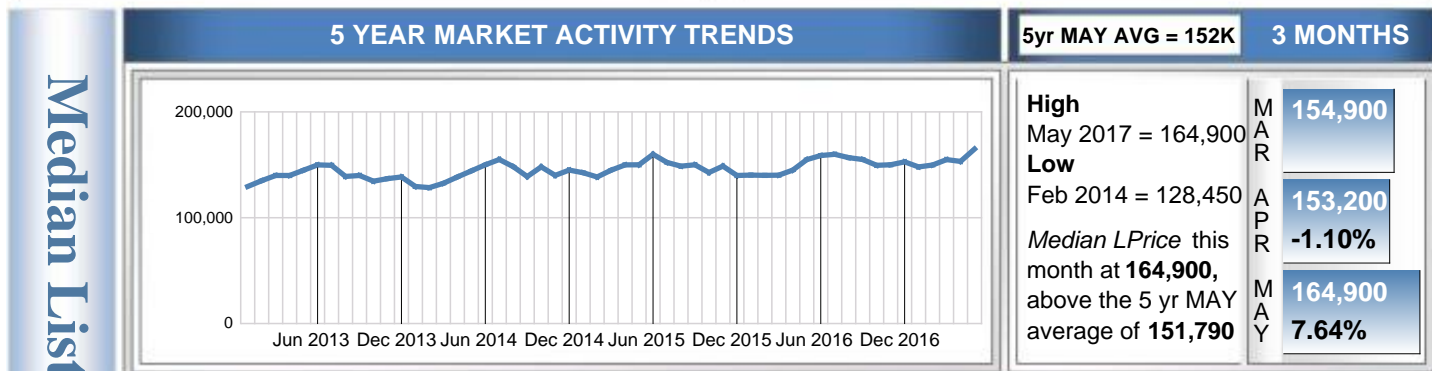
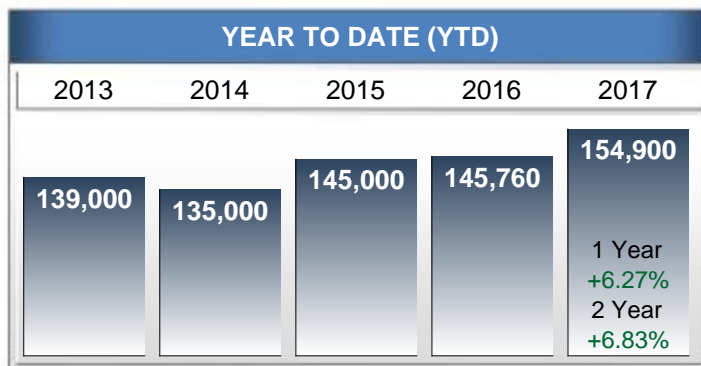
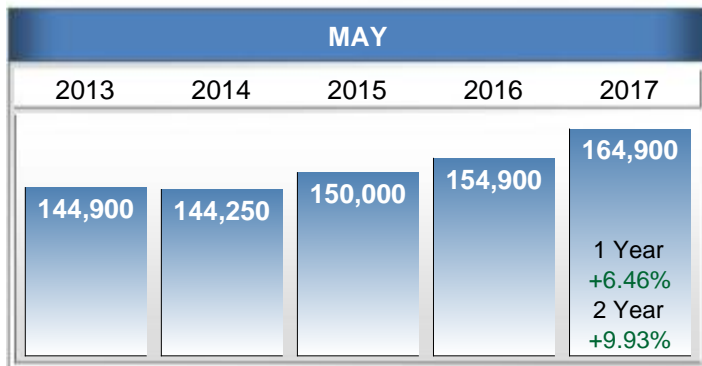
Closed Sales as of Jun 12, 2017



Median List Price at Closing

Report Produced on: Jun 12, 2017

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



Median List Price

Ready to Buy or Sell Real Estate?
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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	127		8.34%	29,900	29,250	38,000	32,450	0
\$50,001 - \$100,000	187		12.29%	80,000	74,450	84,750	85,000	0
\$100,001 - \$125,000	135		8.87%	115,000	117,000	115,000	115,000	0
\$125,001 - \$175,000	407		26.74%	150,000	157,900	149,000	158,500	165,000
\$175,001 - \$225,000	242		15.90%	199,900	195,000	195,000	204,998	205,270
\$225,001 - \$350,000	265		17.41%	269,000	250,000	259,900	279,900	285,200
\$350,001 and up	159		10.45%	439,000	483,750	404,950	417,000	549,900
Median List Price:	\$164,900				\$67,900	\$146,455	\$249,900	\$359,000
Total Closed Units:	1,522				213	834	404	71
Total List Volume:	301,115,991				20.30M	133.58M	113.77M	33.47M



Monthly Inventory Analysis

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May 2017

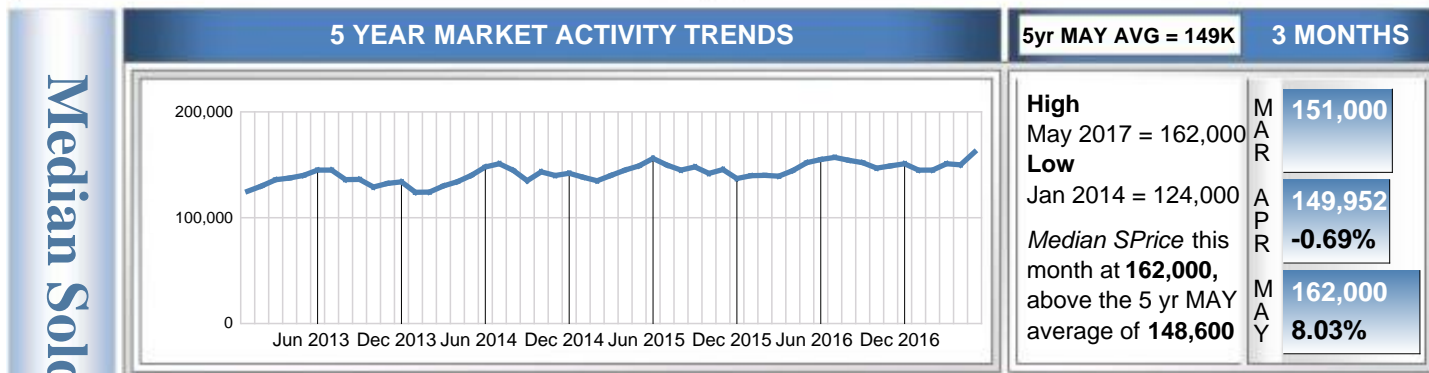
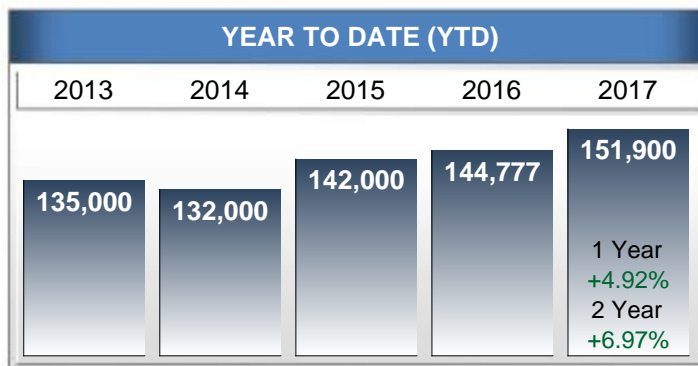
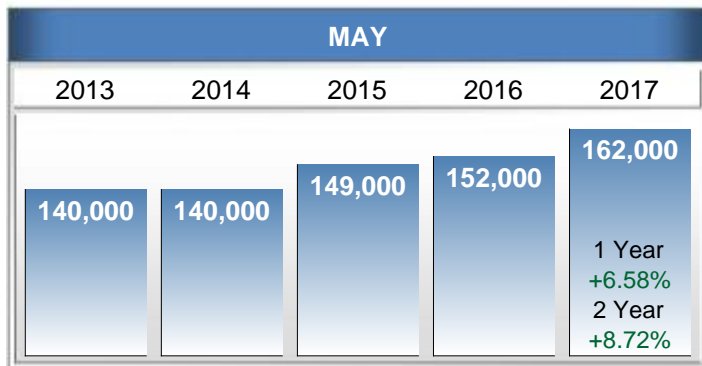
Closed Sales as of Jun 12, 2017



Median Sold Price at Closing

Report Produced on: Jun 12, 2017

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



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			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	128		8.41%	29,825	25,500	35,000	31,450	0
\$50,001 - \$100,000	194		12.75%	81,075	72,500	83,000	83,950	0
\$100,001 - \$125,000	140		9.20%	114,000	115,000	114,000	114,580	0
\$125,001 - \$175,000	415		27.27%	150,000	152,500	149,375	159,785	160,000
\$175,001 - \$225,000	235		15.44%	198,000	196,478	196,000	201,232	204,635
\$225,001 - \$350,000	260		17.08%	265,000	248,500	259,900	280,000	275,000
\$350,001 and up	150		9.86%	426,000	425,000	415,000	415,000	525,000
Median Closed Price:	\$162,000				\$61,000	\$145,000	\$243,614	\$352,000
Total Closed Units:	1,522				213	834	404	71
Total Closed Volume:	293,161,685				18.94M	131.11M	111.05M	32.06M



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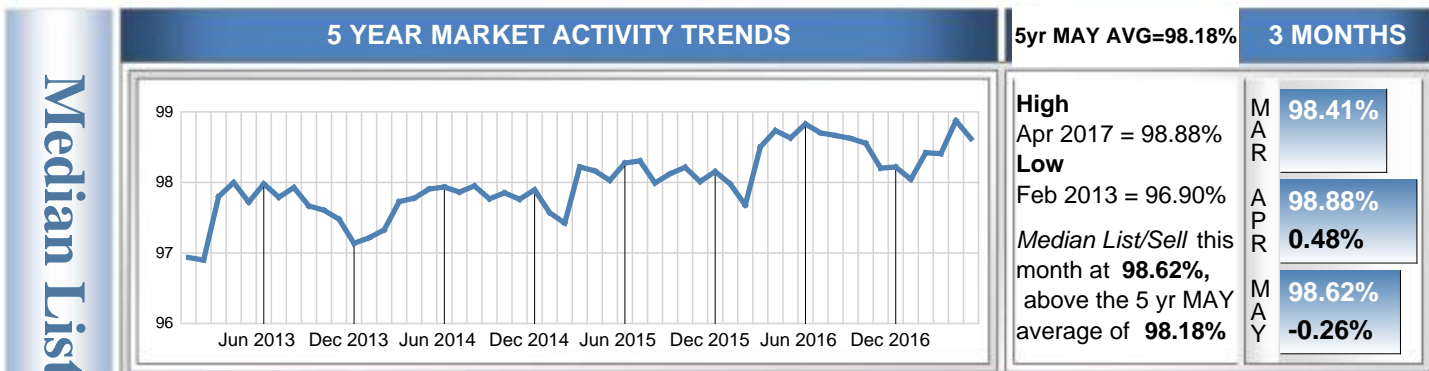
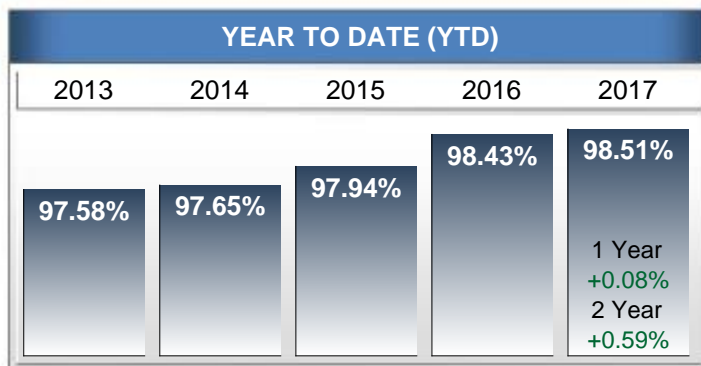
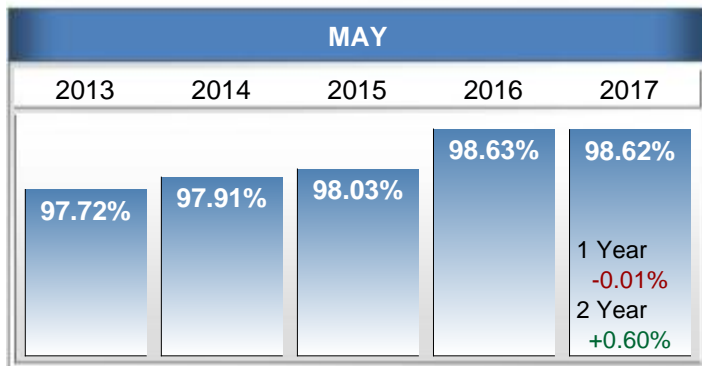
Closed Sales as of Jun 12, 2017



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

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+
\$50,000 and less	128	8.41%	94.23%	93.95%	95.77%	96.00%	0.00%
\$50,001 - \$100,000	194	12.75%	97.53%	96.15%	98.49%	98.13%	0.00%
\$100,001 - \$125,000	140	9.20%	98.34%	96.75%	98.67%	95.59%	0.00%
\$125,001 - \$175,000	415	27.27%	100.00%	96.99%	100.00%	99.89%	97.63%
\$175,001 - \$225,000	235	15.44%	99.03%	97.01%	99.08%	98.80%	98.45%
\$225,001 - \$350,000	260	17.08%	98.48%	99.17%	98.62%	98.45%	98.77%
\$350,001 and up	150	9.86%	97.58%	92.09%	97.87%	97.99%	96.89%
Median List/Sell Ratio:	98.62%			96.41%	99.16%	98.57%	97.48%
Total Closed Units:	1,522			213	834	404	71
Total Closed Volume:	293,161,685			18.94M	131.11M	111.05M	32.06M



Monthly Inventory Analysis

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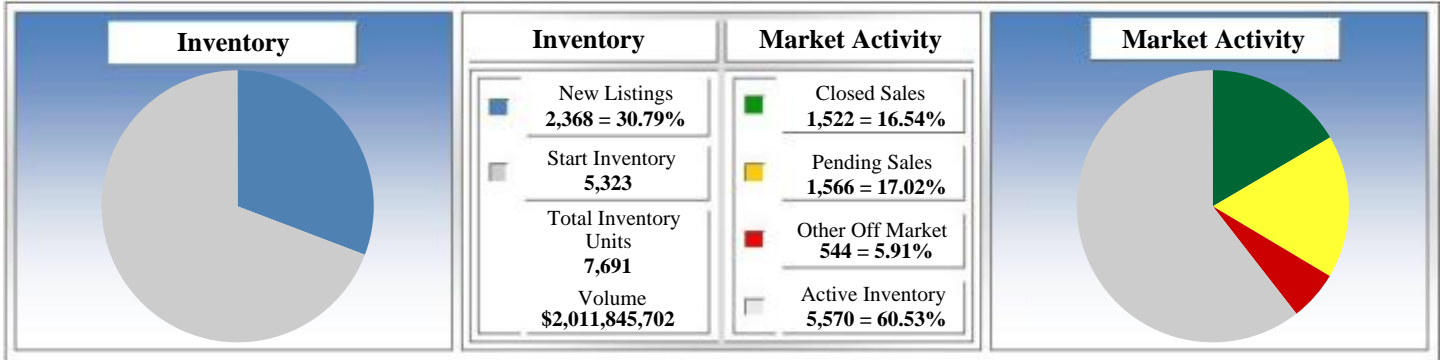
Inventory as of Jun 12, 2017



Market Summary

Report Produced on: Jun 12, 2017

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



Absorption: Last 12 months, an Average of 1,214 Sales/Month

Active Inventory as of May 31, 2017 = 5,570

	MAY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,336	1,522	13.92%	5,575	5,847	4.88%
Pending Sales	1,358	1,566	15.32%	6,511	6,952	6.77%
New Listings	2,317	2,368	2.20%	10,883	11,151	2.46%
Median List Price	154,900	164,900	6.46%	145,760	154,900	6.27%
Median Sale Price	152,000	162,000	6.58%	144,777	151,900	4.92%
Median Percent of List Price to Selling Price	98.63%	98.62%	-0.01%	98.43%	98.51%	0.08%
Median Days on Market to Sale	24.00	21.00	-12.50%	32.00	27.00	-15.63%
Monthly Inventory	5,256	5,570	5.97%	5,256	5,570	5.97%
Months Supply of Inventory	4.53	4.59	1.28%	4.53	4.59	1.28%

