



May 2017

Area Delimited by County Of Washington

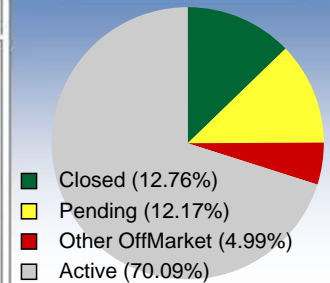


Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of May 31, 2017 = **478**

	MAY		
	2016	2017	+/- %
Closed Listings	91	87	-4.40%
Pending Listings	91	83	-8.79%
New Listings	149	143	-4.03%
Median List Price	117,500	129,900	10.55%
Median Sale Price	110,000	129,900	18.09%
Median Percent of List Price to Selling Price	98.17%	98.46%	0.30%
Median Days on Market to Sale	28.00	16.00	-42.86%
End of Month Inventory	427	478	11.94%
Months Supply of Inventory	6.11	7.04	15.10%

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 **11.94%** to 478 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 **7.04** 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 **18.09%** in May 2017 to \$129,900 versus the previous year at \$110,000.

Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 12.00 days or **42.86%** in May 2017 compared to last year's same month at **28.00** 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 weak this month.

There were 143 New Listings in May 2017, down **4.03%** from last year at 149. Furthermore, there were 87 Closed Listings this month versus last year at 91, a **-4.40%** decrease.

Closed versus Listed trends yielded a **60.8%** ratio, down from previous year's, May 2016, at **61.1%**, a **0.38%** downswing. 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.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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May 2017

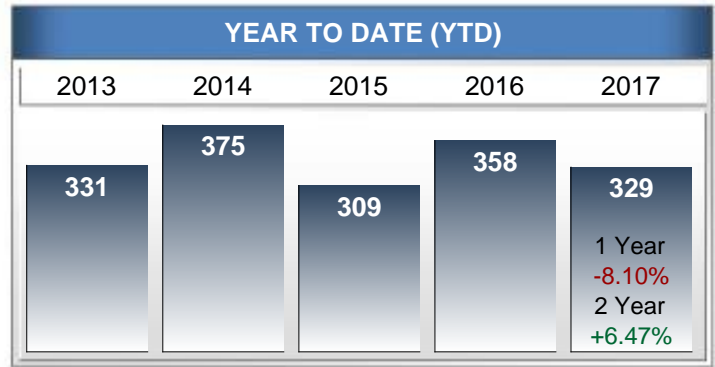
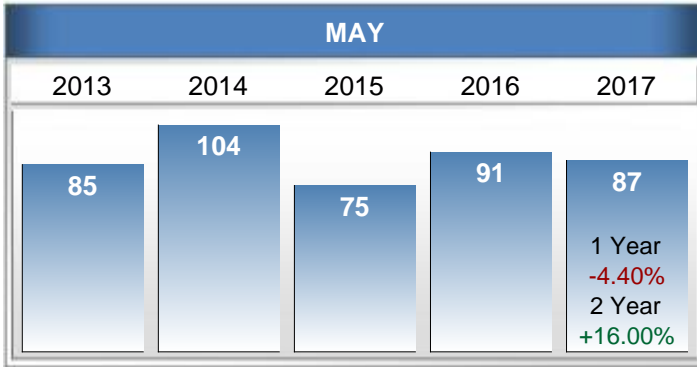
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 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+
\$40,000 and less	5	5.75%	94.0	0	4	1	0
\$40,001 - \$70,000	11	12.64%	31.0	6	4	1	0
\$70,001 - \$100,000	14	16.09%	18.5	2	7	5	0
\$100,001 - \$150,000	24	27.59%	10.5	1	19	3	1
\$150,001 - \$180,000	12	13.79%	14.5	1	4	7	0
\$180,001 - \$230,000	12	13.79%	12.5	1	5	6	0
\$230,001 and up	9	10.34%	12.0	0	2	7	0
Total Closed Units: 87				16.0			
Total Closed Volume: 12,437,546				934.00K	6.26M	5.10M	145.00K
Median Closed Price: \$129,900				\$67,500	\$123,000	\$171,950	\$145,000



Monthly Inventory Analysis

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May 2017

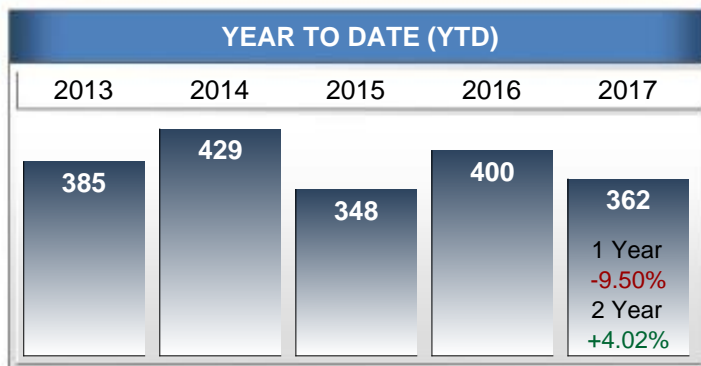
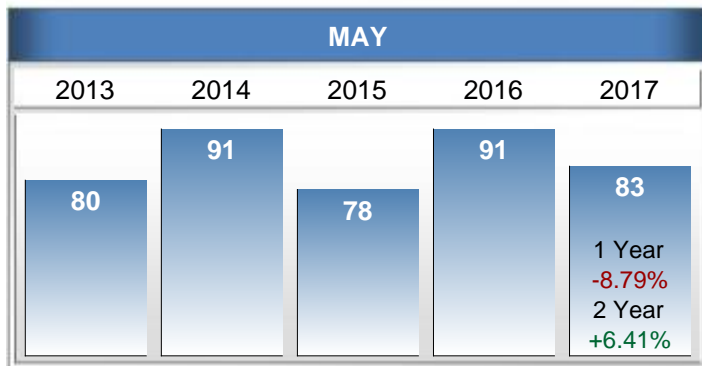
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 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	8.43%	83.0	4	2	1	0
\$40,001 - \$60,000	9	10.84%	51.0	4	5	0	0
\$60,001 - \$110,000	15	18.07%	42.0	3	12	0	0
\$110,001 - \$150,000	18	21.69%	27.5	1	14	2	1
\$150,001 - \$190,000	16	19.28%	13.0	0	7	8	1
\$190,001 - \$230,000	8	9.64%	10.5	0	3	4	1
\$230,001 and up	10	12.05%	49.5	0	3	6	1
Total Pending Units: 83				36.0			
Total Pending Volume: 11,981,260				12	46	21	4
Median Listing Price: \$132,900				727.80K	5.79M	4.33M	1.13M
				\$53,750	\$119,700	\$190,000	\$194,950



Monthly Inventory Analysis

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May 2017

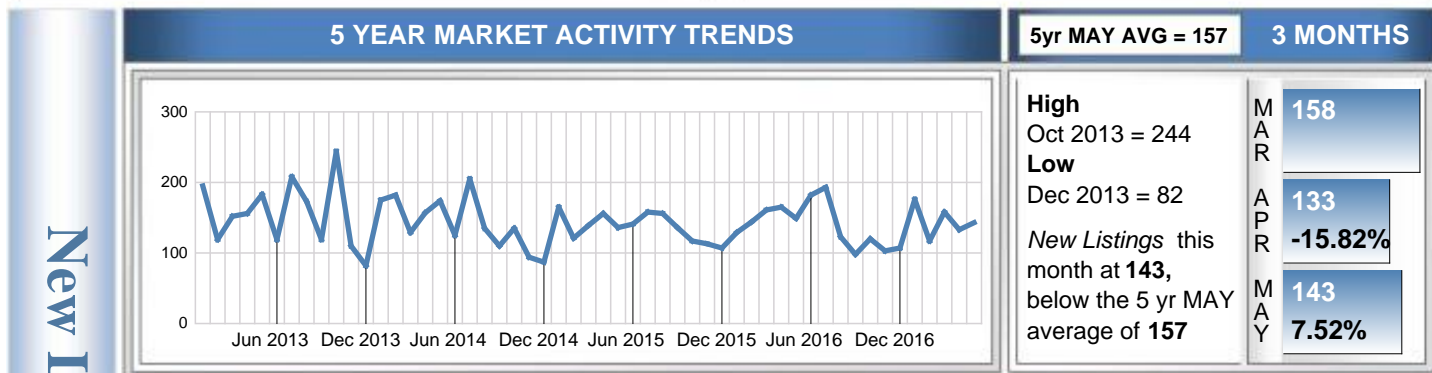
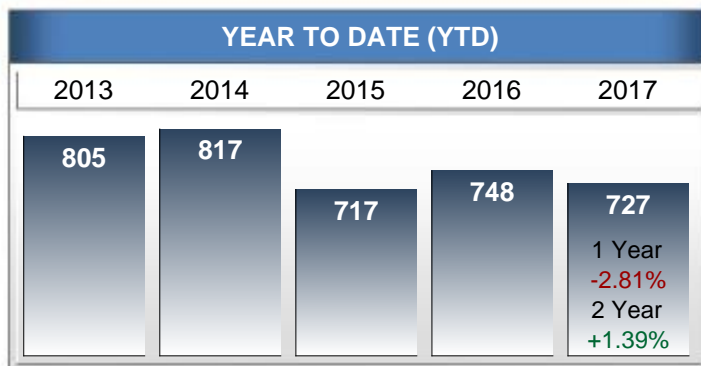
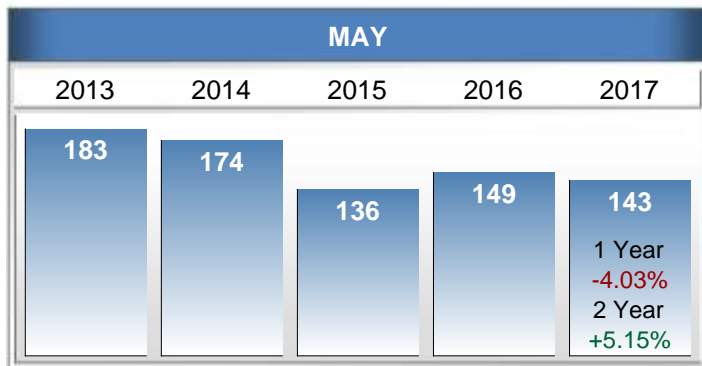
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Washington



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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+
\$30,000 and less	9	6.29%	6	2	1	0
\$30,001 \$60,000	22	15.38%	17	4	0	1
\$60,001 \$90,000	21	14.69%	6	14	1	0
\$90,001 \$160,000	36	25.17%	4	21	9	2
\$160,001 \$220,000	18	12.59%	1	8	7	2
\$220,001 \$330,000	23	16.08%	1	7	13	2
\$330,001 and up	14	9.79%	3	0	7	4
Total New Listed Units:			38	56	38	11
Total New Listed Volume:			6.08M	7.21M	9.06M	3.29M
Median New Listed Listing Price:			\$52,500	\$112,500	\$229,000	\$225,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

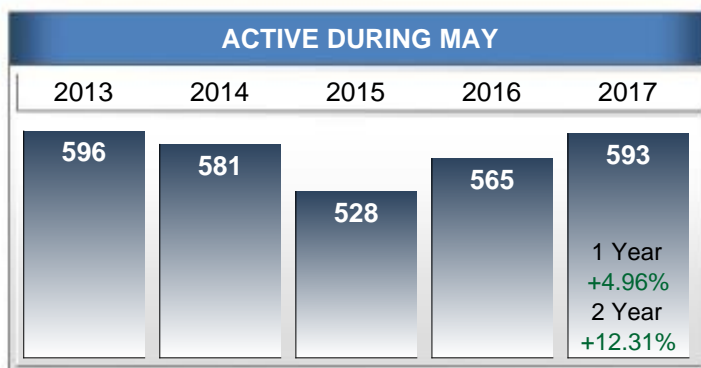
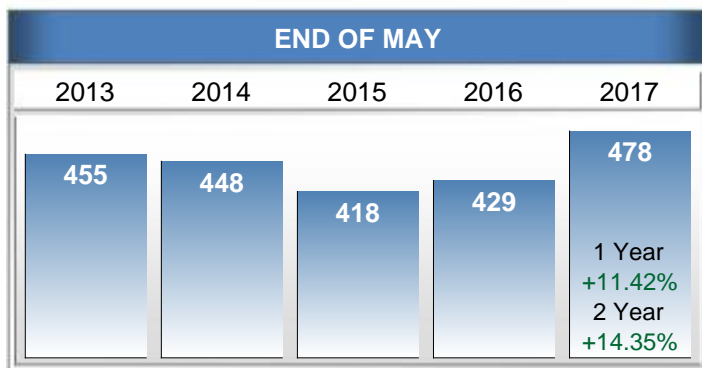
Active Inventory as of Jun 12, 2017



Active Inventory

Report Produced on: Jun 12, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr MAY AVG = 446 **3 MONTHS**

High
Nov 2013 = 594

Low
Feb 2015 = 383

Inventory this month at **478**, above the 5 yr MAY average of **446**

MAR	433
APR	452
MAY	478

4.39%

5.75%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	48	10.04%	123.0	47	1	0	0		
\$20,001 \$40,000	48	10.04%	86.5	39	7	1	1		
\$40,001 \$60,000	59	12.34%	121.0	45	13	1	0		
\$60,001 \$120,000	127	26.57%	111.0	65	55	7	0		
\$120,001 \$200,000	90	18.83%	56.0	19	37	28	6		
\$200,001 \$330,000	59	12.34%	43.0	4	14	34	7		
\$330,001 and up	47	9.83%	61.0	14	3	22	8		
Total Active Inventory by Units:				478	77.0	233	130	93	22
Total Active Inventory by Volume:				75,158,552		28.48M	16.21M	23.38M	7.09M
Median Active Inventory Listing Price:				\$87,700		\$54,900	\$105,000	\$229,900	\$277,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

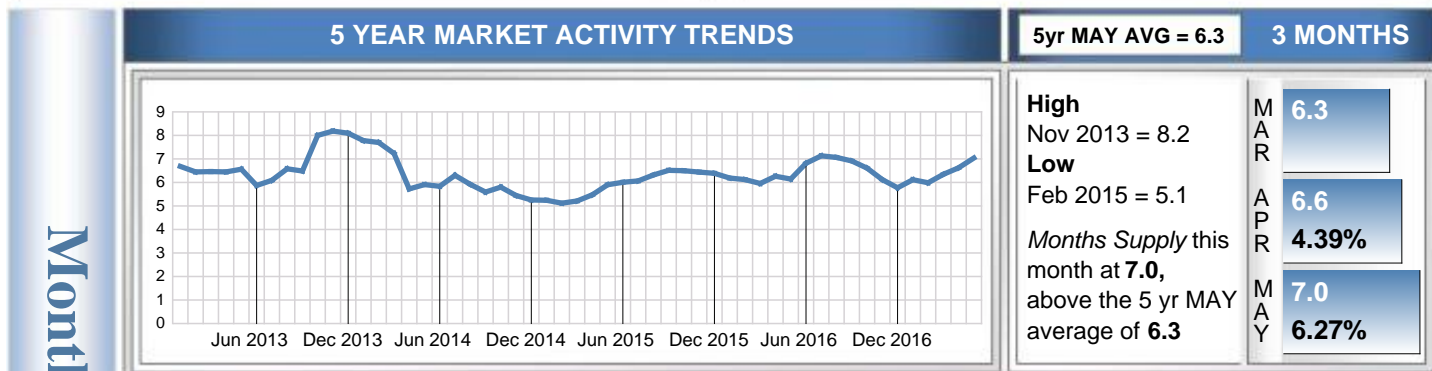
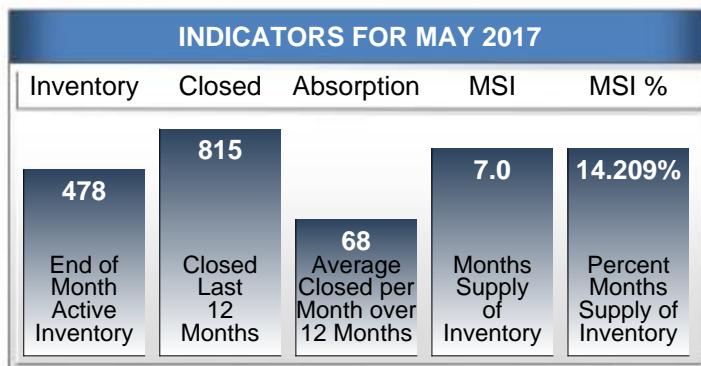
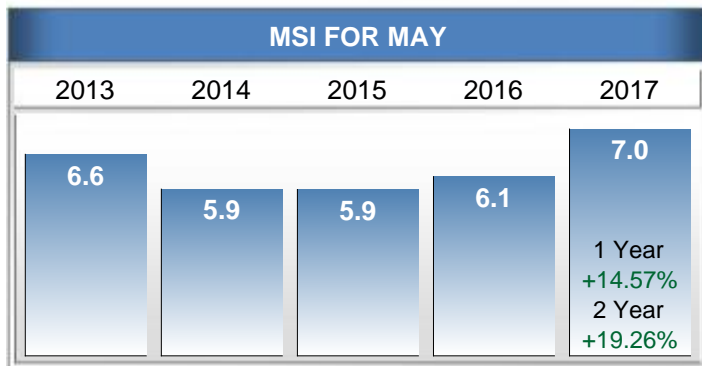
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 2017

Area Delimited by 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	48		10.04%	23.0	70.5	0.8	0.0	0.0
\$20,001 \$40,000	48		10.04%	12.8	24.6	3.8	3.0	0.0
\$40,001 \$60,000	59		12.34%	8.1	14.6	3.2	12.0	0.0
\$60,001 \$120,000	127		26.57%	5.9	21.7	3.5	2.6	0.0
\$120,001 \$200,000	90		18.83%	4.6	28.5	3.5	3.7	7.2
\$200,001 \$330,000	59		12.34%	5.2	9.6	5.8	4.6	7.0
\$330,001 and up	47		9.83%	18.8	84.0	6.0	18.9	12.0
MSI:				7.0	24.3	3.6	4.8	8.8
Total Active Inventory:				478	233	130	93	22



Monthly Inventory Analysis

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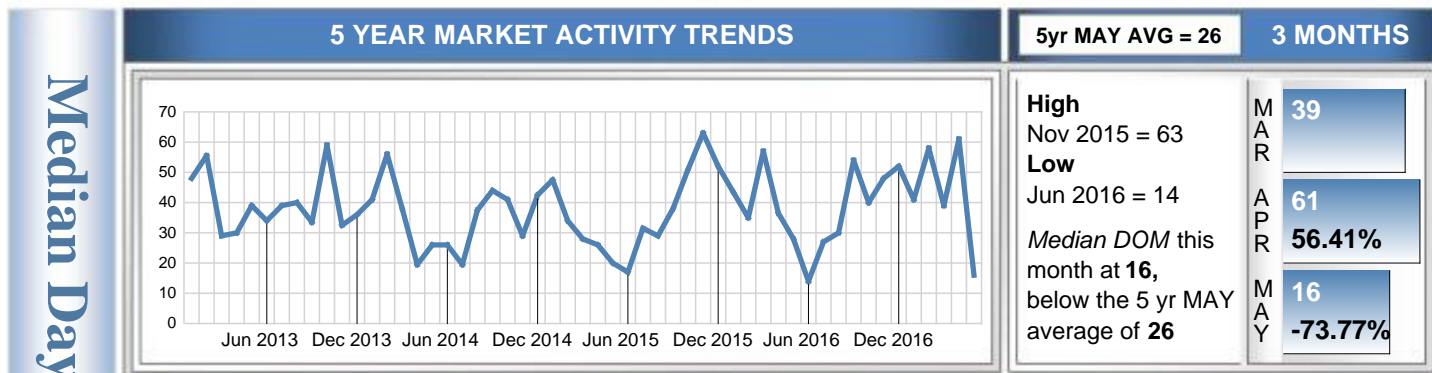
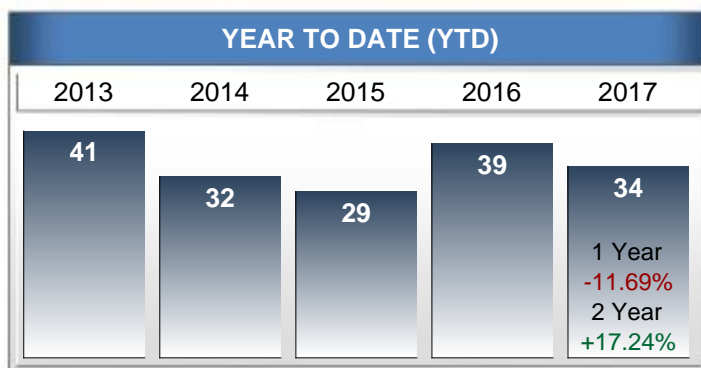
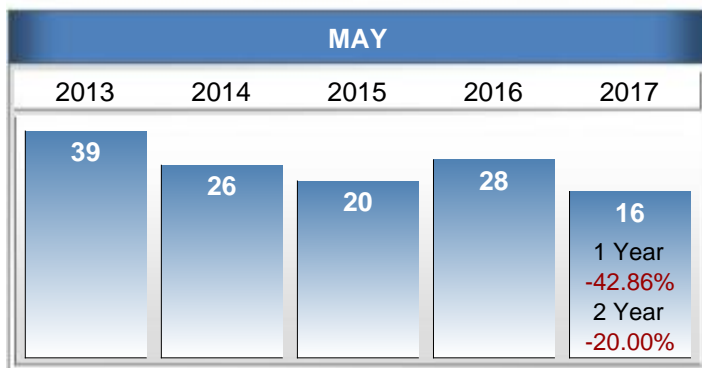
Closed Sales as of Jun 12, 2017



Median Days on Market to Sale

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Area Delimited by County Of Washington



Median Days on Market

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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+
\$40,000 and less	5	5.75%	94.0	0.0	82.0	127.0	0.0		
\$40,001 \$70,000	11	12.64%	31.0	75.0	10.5	16.0	0.0		
\$70,001 \$100,000	14	16.09%	18.5	15.0	14.0	19.0	0.0		
\$100,001 \$150,000	24	27.59%	10.5	2.0	13.0	9.0	6.0		
\$150,001 \$180,000	12	13.79%	14.5	29.0	8.0	17.0	0.0		
\$180,001 \$230,000	12	13.79%	12.5	140.0	16.0	6.5	0.0		
\$230,001 and up	9	10.34%	12.0	0.0	58.5	11.0	0.0		
Median Closed DOM:	16.0			31.0	15.0	13.0	6.0		
Total Closed Units:	87			11	45	30	1		
Total Closed Volume:	12,437,546			934.00K	6.26M	5.10M	145.00K		



Monthly Inventory Analysis

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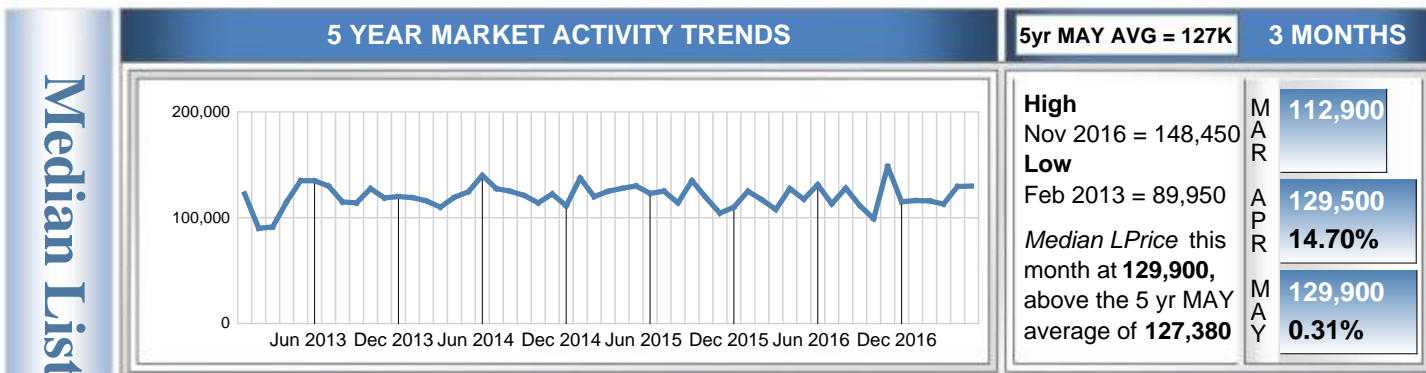
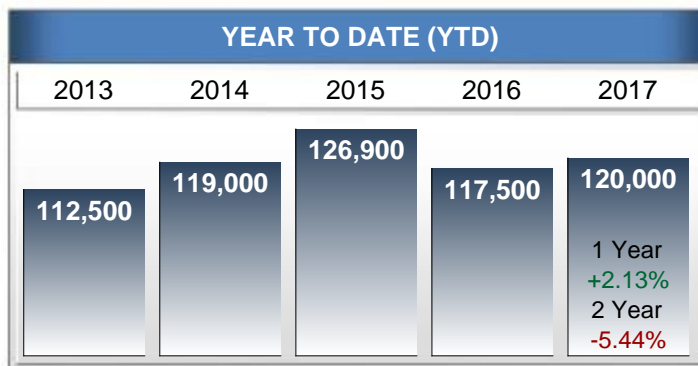
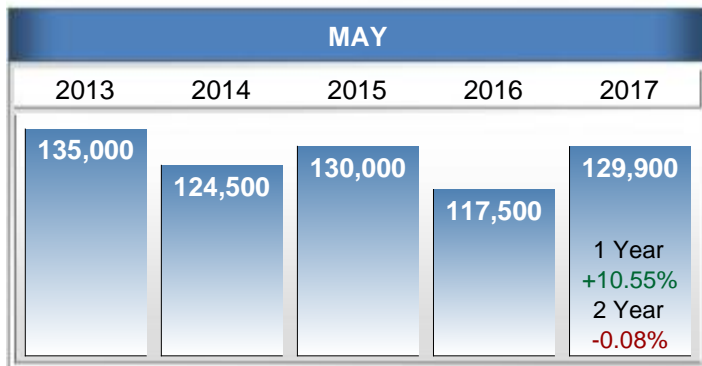
Closed Sales as of Jun 12, 2017



Median List Price at Closing

Report Produced on: Jun 12, 2017

Area Delimited by 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+
\$40,000 and less	4		4.60%	28,910	0	28,910	0	0
\$40,001 - \$70,000	12		13.79%	53,950	53,900	58,400	43,500	0
\$70,001 - \$100,000	14		16.09%	83,250	76,900	80,500	91,250	0
\$100,001 - \$150,000	24		27.59%	129,900	109,900	129,900	135,000	149,900
\$150,001 - \$180,000	12		13.79%	169,900	170,000	165,500	169,900	0
\$180,001 - \$230,000	12		13.79%	202,000	187,500	207,000	201,950	0
\$230,001 and up	9		10.34%	279,000	0	648,000	265,000	0
Median List Price:		\$129,900			\$72,500	\$124,500	\$172,450	\$149,900
Total Closed Units:		87			11	45	30	1
Total List Volume:		12,703,770			967.20K	6.39M	5.20M	149.90K



Monthly Inventory Analysis

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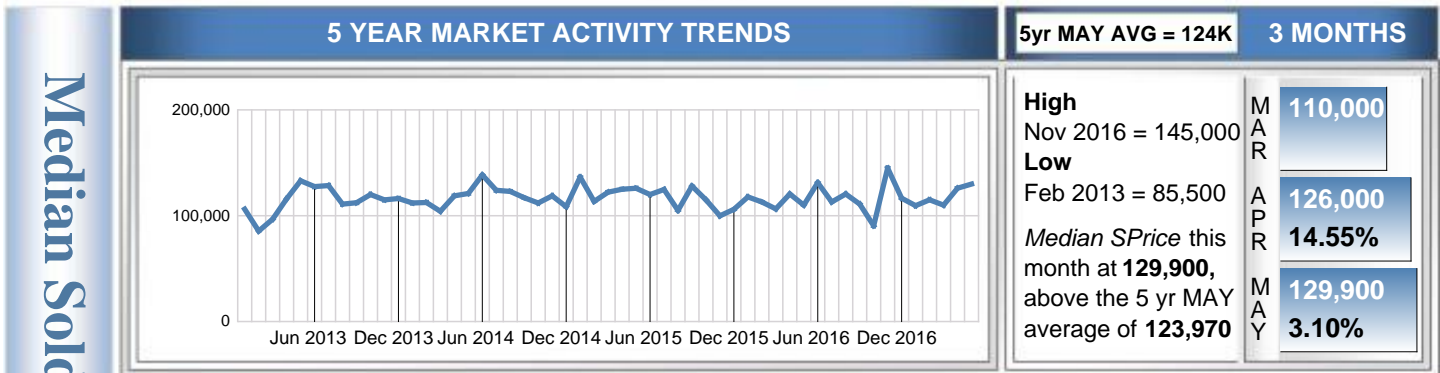
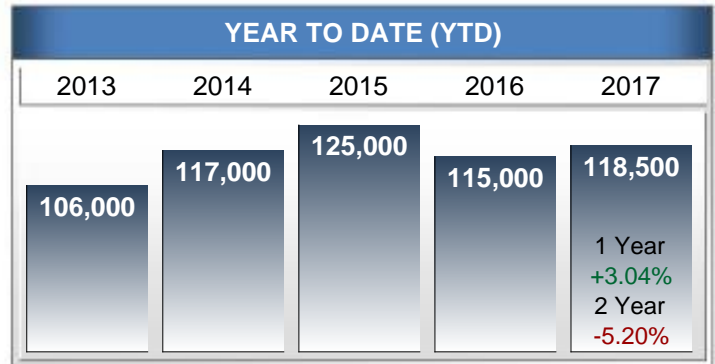
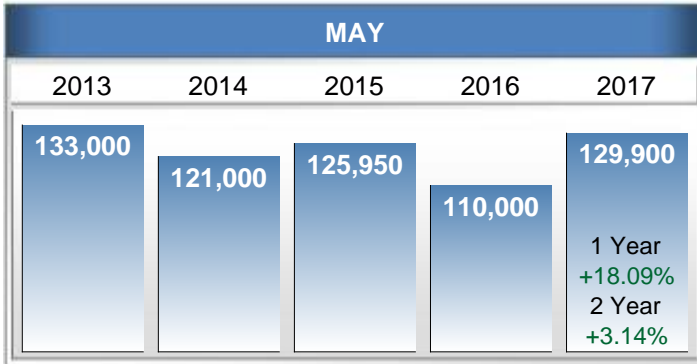
Closed Sales as of Jun 12, 2017



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+
\$40,000 and less	5		5.75%	32,000	0	27,000	40,000	0
\$40,001 - \$70,000	11		12.64%	52,000	50,000	59,750	43,000	0
\$70,001 - \$100,000	14		16.09%	82,250	78,000	83,000	82,500	0
\$100,001 - \$150,000	24		27.59%	125,500	107,000	125,000	133,000	145,000
\$150,001 - \$180,000	12		13.79%	167,500	170,000	164,150	165,000	0
\$180,001 - \$230,000	12		13.79%	199,750	187,500	205,000	196,750	0
\$230,001 and up	9		10.34%	274,500	0	603,500	252,500	0
Median Closed Price:	\$129,900				\$67,500	\$123,000	\$171,950	\$145,000
Total Closed Units:	87				11	45	30	1
Total Closed Volume:	12,437,546				934.00K	6.26M	5.10M	145.00K



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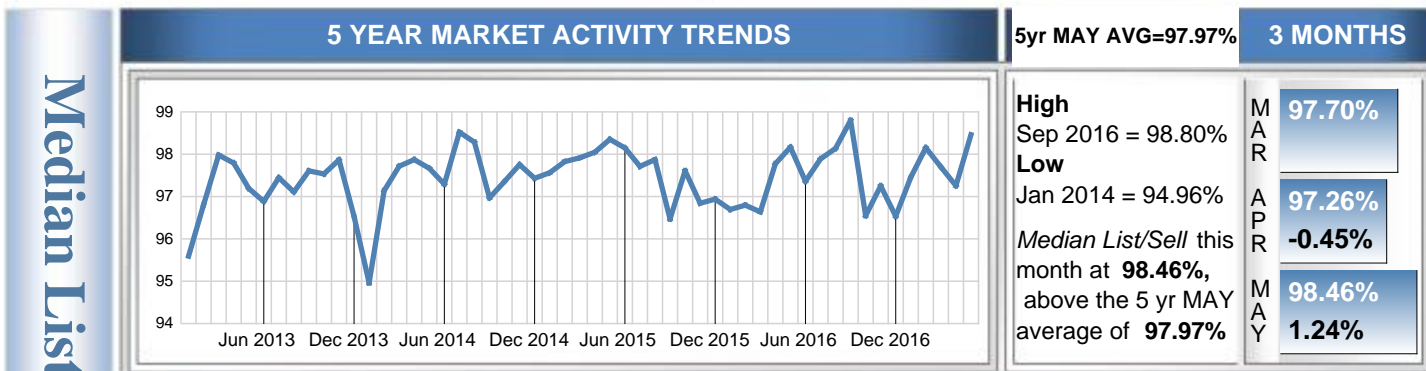
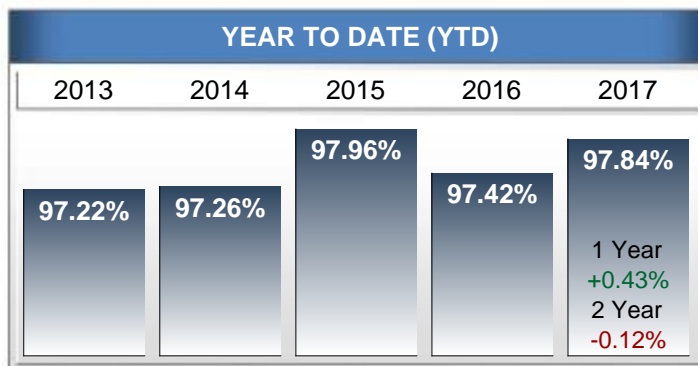
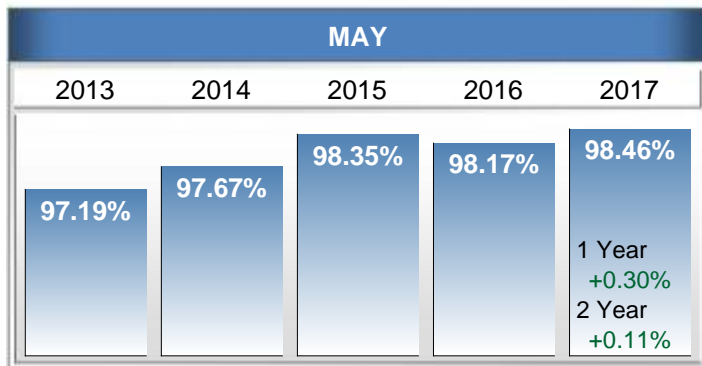
Closed Sales as of Jun 12, 2017



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+
\$40,000 and less	5	5.75%	92.86%	0.00%	96.43%	91.95%	0.00%
\$40,001 \$70,000	11	12.64%	96.92%	91.55%	103.91%	100.00%	0.00%
\$70,001 \$100,000	14	16.09%	100.00%	97.03%	100.00%	100.00%	0.00%
\$100,001 \$150,000	24	27.59%	98.16%	97.36%	98.31%	95.64%	96.73%
\$150,001 \$180,000	12	13.79%	99.39%	100.00%	100.10%	98.46%	0.00%
\$180,001 \$230,000	12	13.79%	98.32%	100.00%	97.67%	98.32%	0.00%
\$230,001 and up	9	10.34%	98.39%	0.00%	94.70%	98.39%	0.00%
Median List/Sell Ratio:	98.46%			96.36%	99.33%	98.49%	96.73%
Total Closed Units:	87				11	45	30
Total Closed Volume:	12,437,546			934.00K	6.26M	5.10M	145.00K



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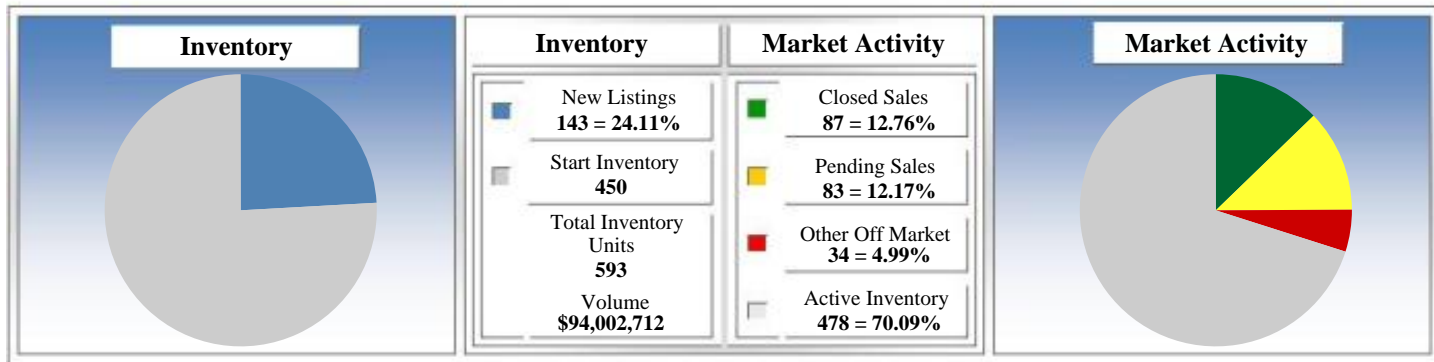
Inventory as of Jun 12, 2017



Market Summary

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

Active Inventory as of May 31, 2017 = 478

	MAY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	91	87	-4.40%	358	329	-8.10%
Pending Sales	91	83	-8.79%	400	362	-9.50%
New Listings	149	143	-4.03%	748	727	-2.81%
Median List Price	117,500	129,900	10.55%	117,500	120,000	2.13%
Median Sale Price	110,000	129,900	18.09%	115,000	118,500	3.04%
Median Percent of List Price to Selling Price	98.17%	98.46%	0.30%	97.42%	97.84%	0.43%
Median Days on Market to Sale	28.00	16.00	-42.86%	38.50	34.00	-11.69%
Monthly Inventory	427	478	11.94%	427	478	11.94%
Months Supply of Inventory	6.11	7.04	15.10%	6.11	7.04	15.10%

