



# April 2017

Area Delimited by County Of Rogers

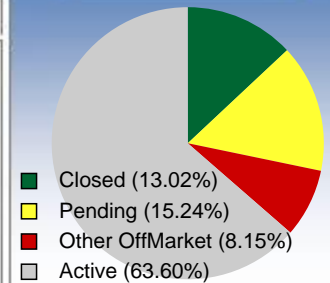


**Absorption:** Last 12 months, an Average of **122** Sales/Month

**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%
Average List Price	164,458	158,906	-3.38%
Average Sale Price	162,357	155,706	-4.10%
Average Percent of List Price to Selling Price	97.96%	98.47%	0.52%
Average Days on Market to Sale	51.55	44.22	-14.22%
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.

### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.10%** in April 2017 to \$155,706 versus the previous year at \$162,357.

### Average Days on Market Shortens

The average number of **44.22** days that homes spent on the market before selling decreased by 7.33 days or **14.22%** in April 2017 compared to last year's same month at **51.55** DOM.

### Sales Success for April 2017 is Positive

Overall, with Average 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

<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>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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

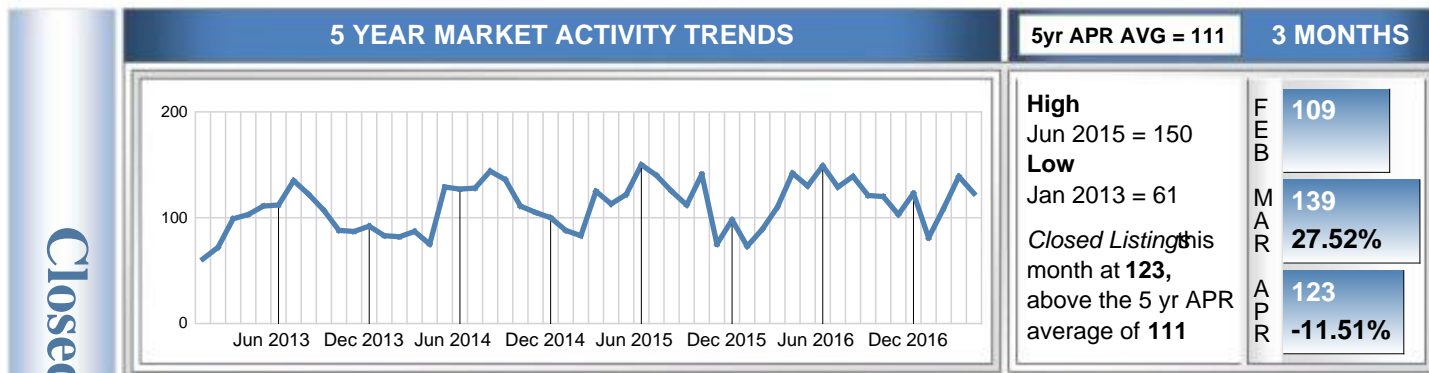
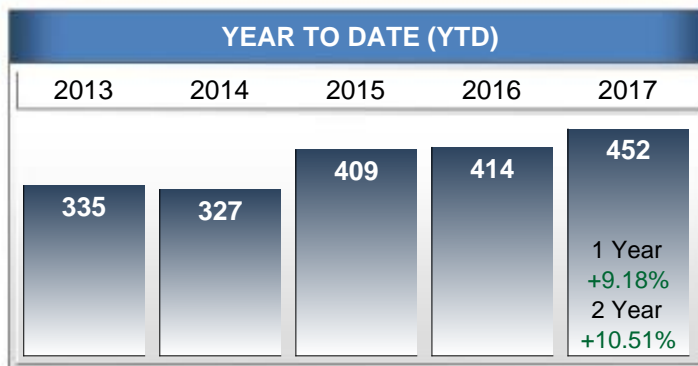
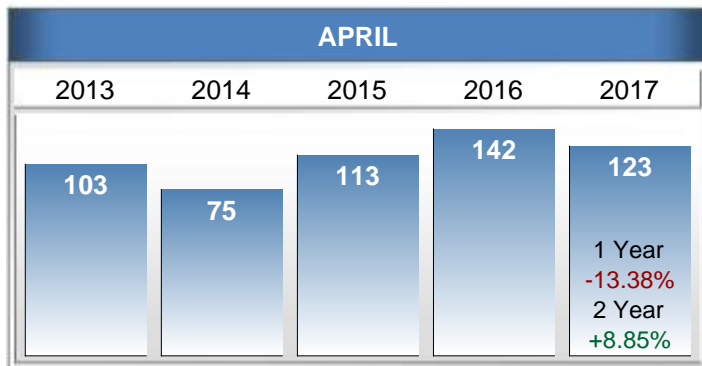
Closed Sales as of May 11, 2017



### Closed Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



#### 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	7	5.69%	71.1	5	1	1	0
\$50,001 - \$75,000	11	8.94%	71.7	6	5	0	0
\$75,001 - \$100,000	19	15.45%	36.9	6	13	0	0
\$100,001 - \$150,000	30	24.39%	52.9	0	27	3	0
\$150,001 - \$175,000	27	21.95%	34.4	0	16	11	0
\$175,001 - \$250,000	16	13.01%	29.6	0	8	7	1
\$250,001 and up	13	10.57%	35.4	0	0	11	2
<b>Total Closed Units:</b>	<b>123</b>		<b>44.2</b>	<b>17</b>	<b>70</b>	<b>33</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>19,151,845</b>			<b>1.00M</b>	<b>9.17M</b>	<b>7.82M</b>	<b>1.16M</b>
<b>Average Closed Price:</b>	<b>\$155,706</b>			<b>\$58,841</b>	<b>\$131,002</b>	<b>\$237,045</b>	<b>\$386,300</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

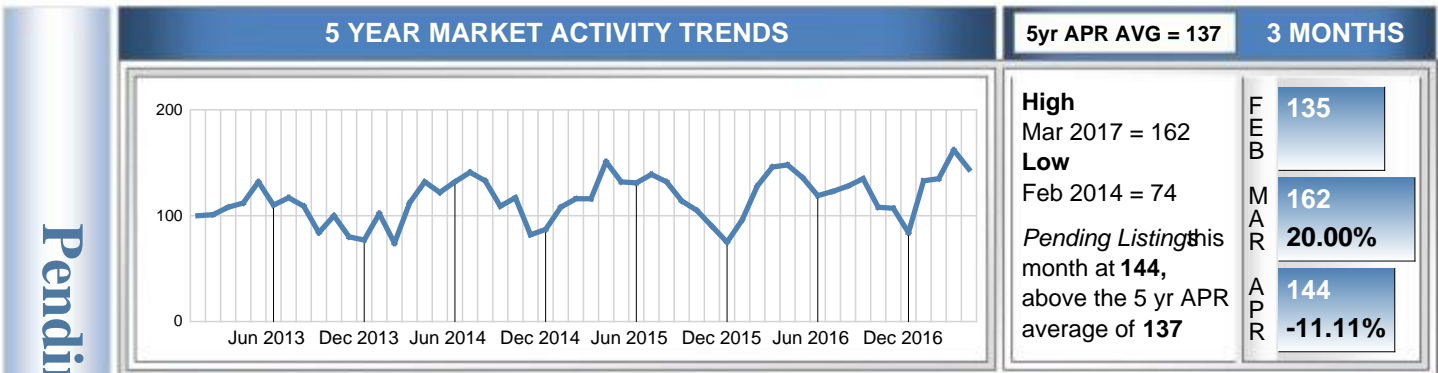
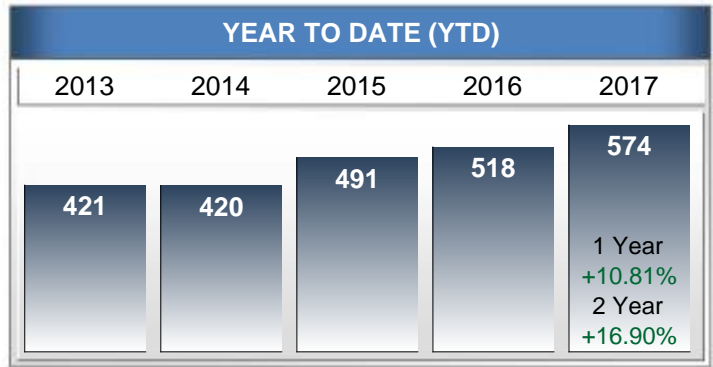
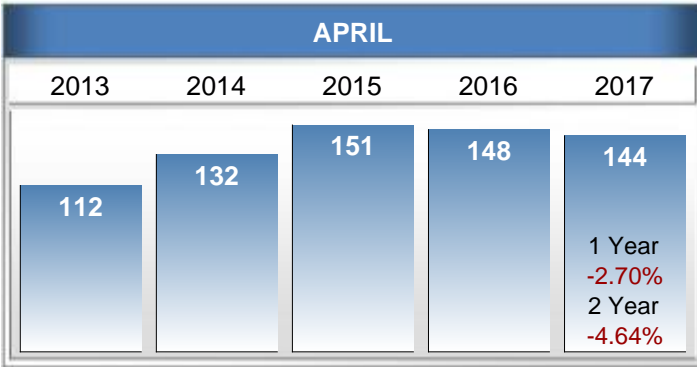
Pending Listings as of May 11, 2017



### Pending Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



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	10	6.94%	33.7	8	2	0	0
\$50,001 - \$100,000	21	14.58%	51.7	9	11	1	0
\$100,001 - \$125,000	15	10.42%	47.4	3	12	0	0
\$125,001 - \$175,000	38	26.39%	40.3	0	30	8	0
\$175,001 - \$250,000	24	16.67%	46.8	0	11	12	1
\$250,001 - \$325,000	20	13.89%	67.9	1	5	12	2
\$325,001 and up	16	11.11%	53.3	0	3	8	5
Total Pending Units:				21	74	41	8
Total Pending Volume:				1.48M	11.66M	10.86M	5.20M
Average Listing Price:				\$70,509	\$157,587	\$264,829	\$649,825



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

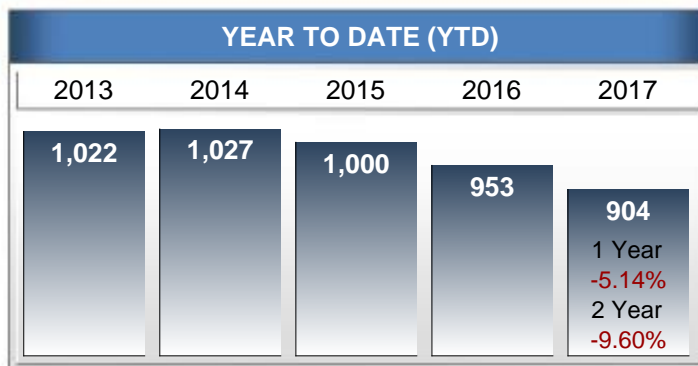
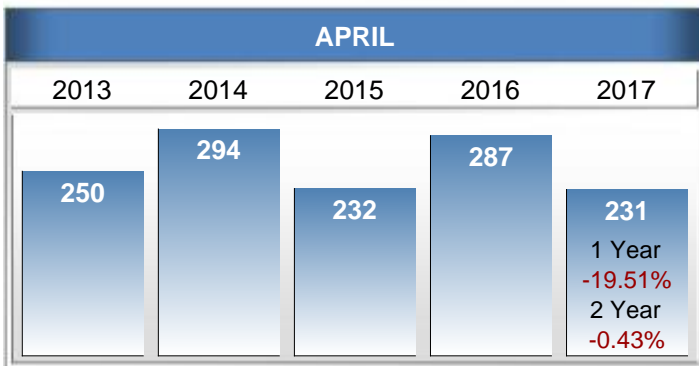
New Listings as of May 11, 2017



### New Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



New Listings  
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**5yr APR AVG = 259**      **3 MONTHS**

**High**  
Jul 2015 = 366

**Low**  
Nov 2014 = 137

*New Listings* this month at **231**, below the 5 yr APR average of **259**

FEB	229
MAR	237
APR	231
<b>3.49%</b>	
<b>-2.53%</b>	

#### 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	23	9.96%	23	0	0	0
\$40,001 - \$90,000	27	11.69%	15	11	1	0
\$90,001 - \$130,000	35	15.15%	6	28	1	0
\$130,001 - \$220,000	61	26.41%	4	42	13	2
\$220,001 - \$290,000	31	13.42%	5	8	17	1
\$290,001 - \$450,000	31	13.42%	4	7	12	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
Average New Listed Listing Price:			\$137,593	\$194,594	\$310,794	\$617,532



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

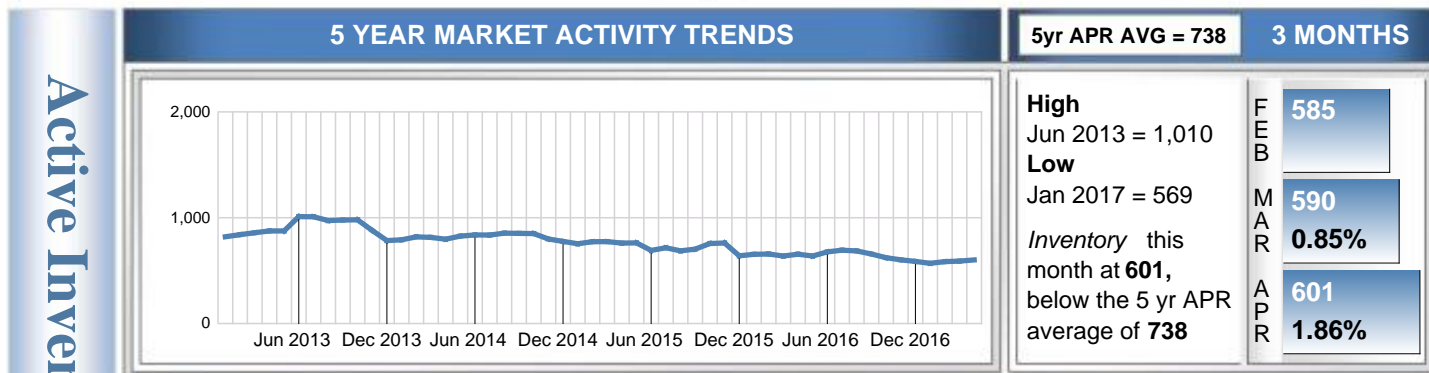
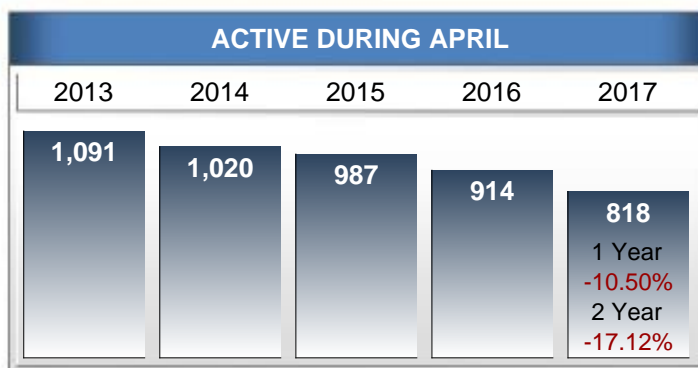
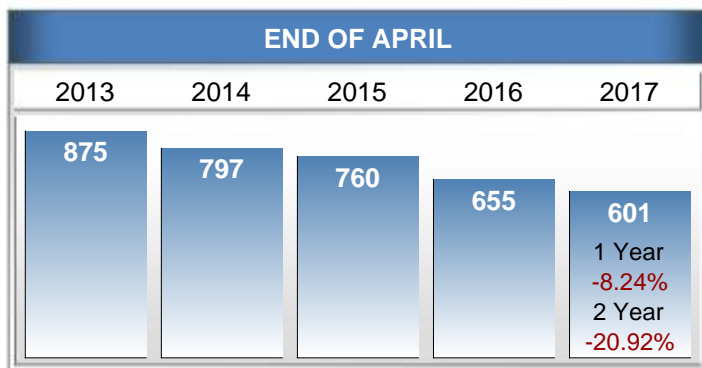
Active Inventory as of May 11, 2017



### Active Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



Active Inventory

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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	54	8.99%	75.9	53	0	1	0		
\$25,001 \$50,000	54	8.99%	74.4	49	3	2	0		
\$50,001 \$125,000	111	18.47%	71.5	49	55	4	3		
\$125,001 \$225,000	156	25.96%	64.3	33	86	33	4		
\$225,001 \$325,000	91	15.14%	70.9	10	24	52	5		
\$325,001 \$475,000	66	10.98%	70.6	11	9	31	15		
\$475,001 and up	69	11.48%	60.0	10	4	32	23		
Total Active Inventory by Units:				601	68.8	215	181	155	50
Total Active Inventory by Volume:				158,427,415		28.61M	34.07M	53.42M	42.34M
Average Active Inventory Listing Price:				\$263,606		\$133,053	\$188,213	\$344,616	\$846,783



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

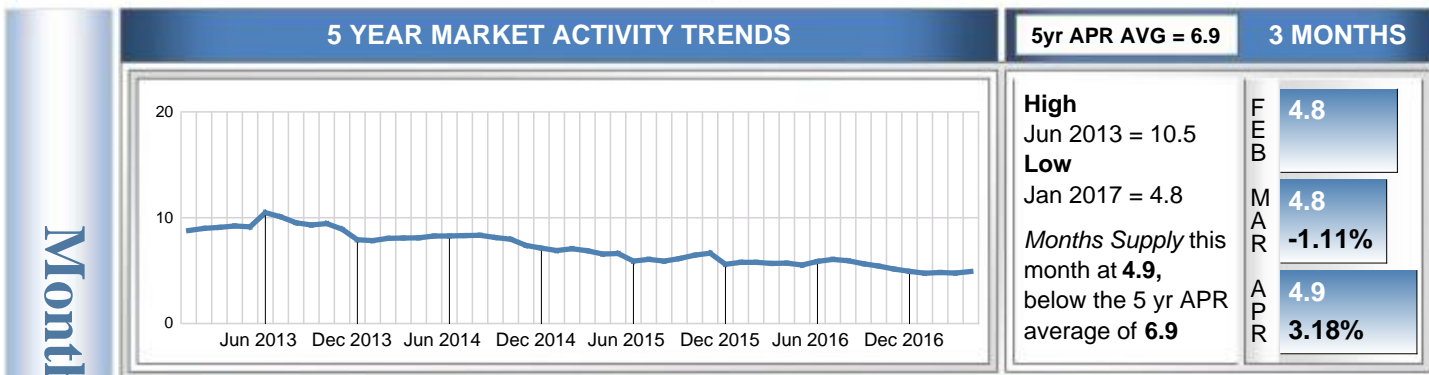
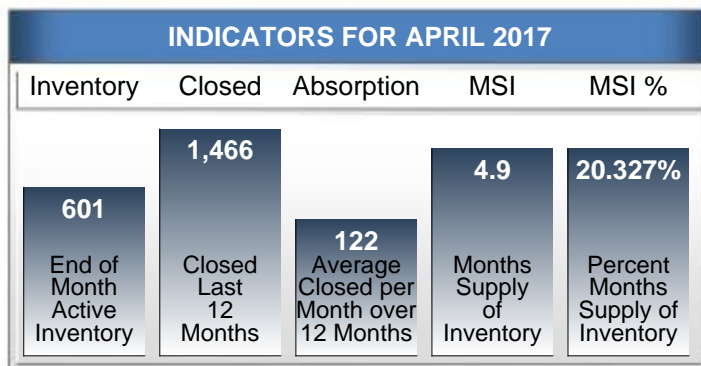
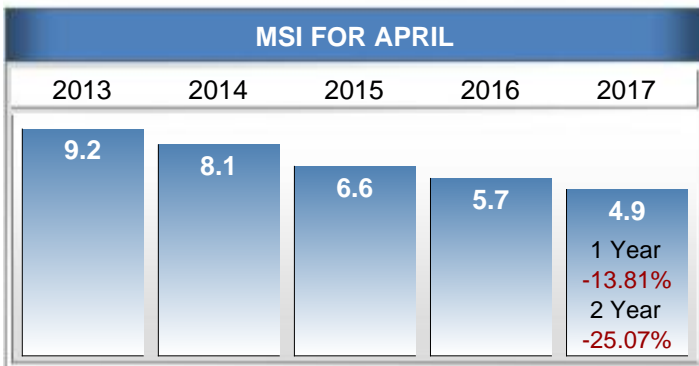
Active Inventory as of May 11, 2017



### Months Supply of Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



Months Supply

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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	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

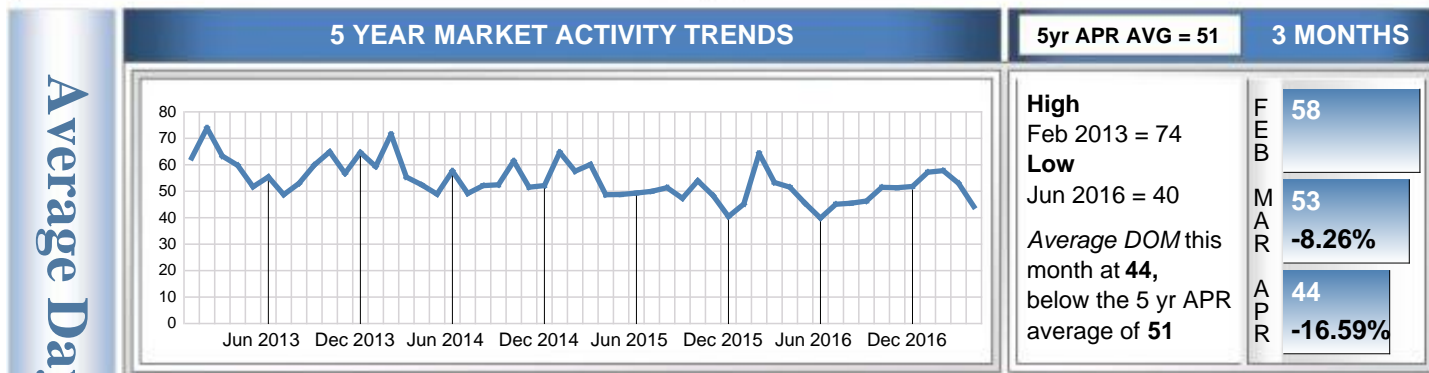
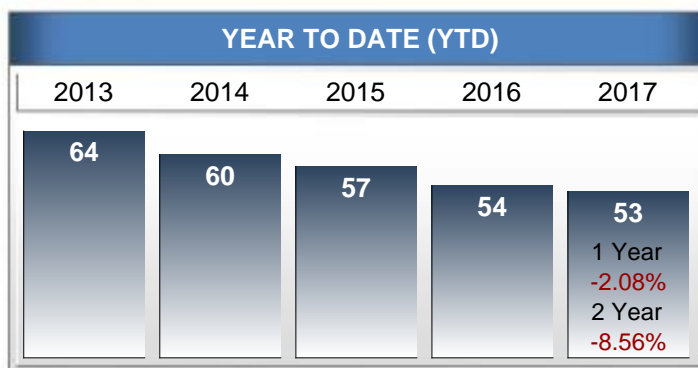
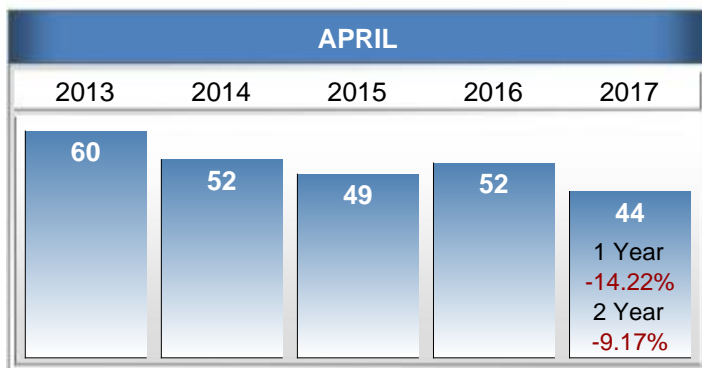
Closed Sales as of May 11, 2017



### Average Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



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	7	5.69%	71.1	64.0	101.0	77.0	0.0
\$50,001 - \$75,000	11	8.94%	71.7	79.7	62.2	0.0	0.0
\$75,001 - \$100,000	19	15.45%	36.9	40.2	35.5	0.0	0.0
\$100,001 - \$150,000	30	24.39%	52.9	0.0	54.0	43.3	0.0
\$150,001 - \$175,000	27	21.95%	34.4	0.0	31.2	39.0	0.0
\$175,001 - \$250,000	16	13.01%	29.6	0.0	46.0	14.6	4.0
\$250,001 and up	13	10.57%	35.4	0.0	0.0	34.8	38.5
Average Closed DOM:				61.1	45.7	34.0	27.0
Total Closed Units:				17	70	33	3
Total Closed Volume:				1.00M	9.17M	7.82M	1.16M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

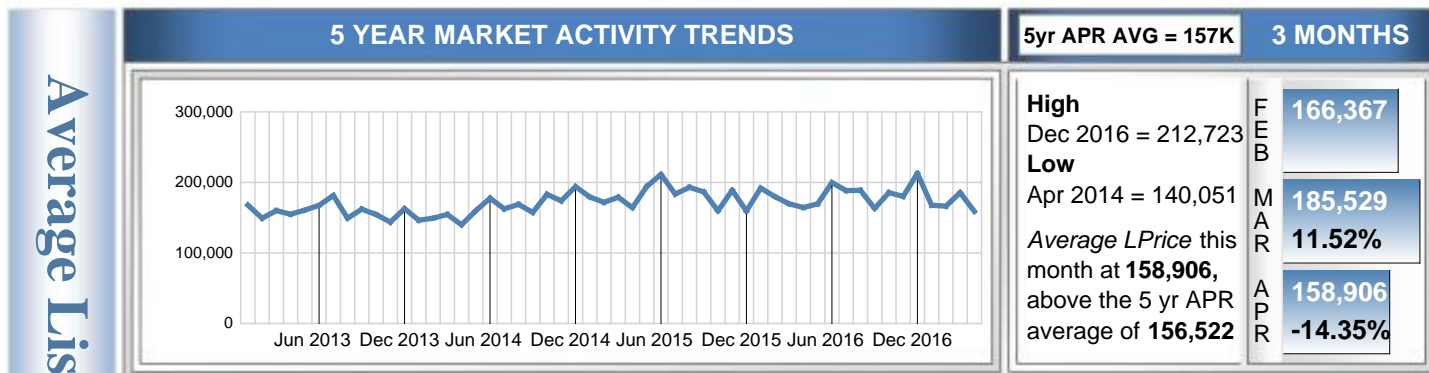
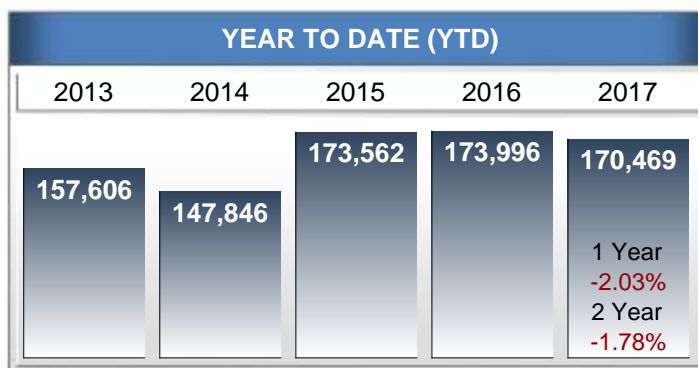
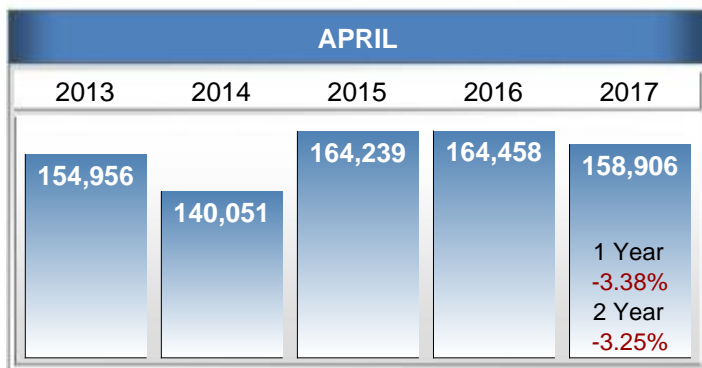
Closed Sales as of May 11, 2017



### Average List Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



Average List Price

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#### 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	8	6.50%	32,350	25,200	42,900	39,900	0
\$50,001 - \$75,000	9	7.32%	64,811	74,750	70,960	0	0
\$75,001 - \$100,000	16	13.01%	87,963	95,950	90,977	0	0
\$100,001 - \$150,000	36	29.27%	126,217	0	125,663	117,967	0
\$150,001 - \$175,000	22	17.89%	163,599	0	165,543	161,273	0
\$175,001 - \$250,000	19	15.45%	206,194	0	207,713	215,641	199,000
\$250,001 and up	13	10.57%	402,714	0	0	382,399	514,450
Average List Price:	\$158,906			\$67,659	\$132,624	\$238,899	\$409,300
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

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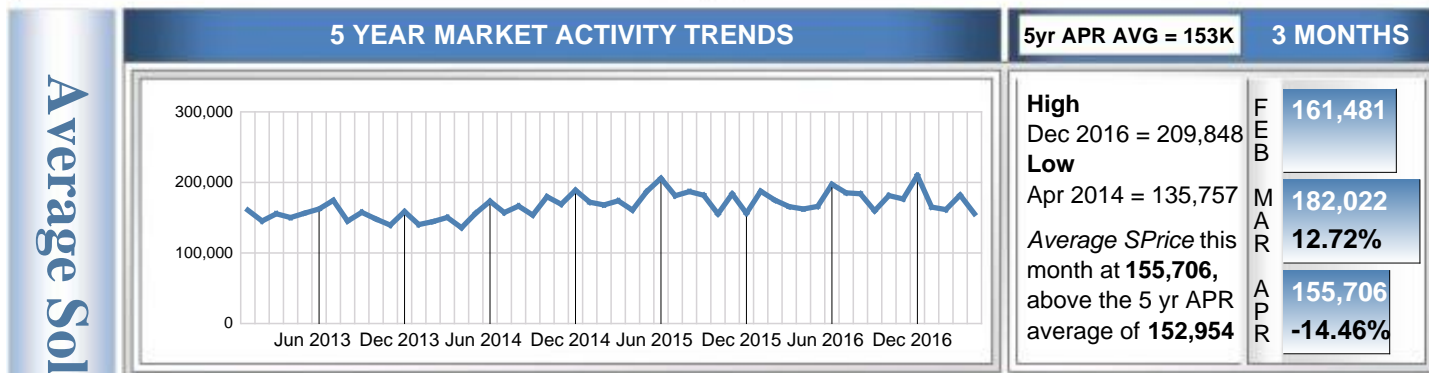
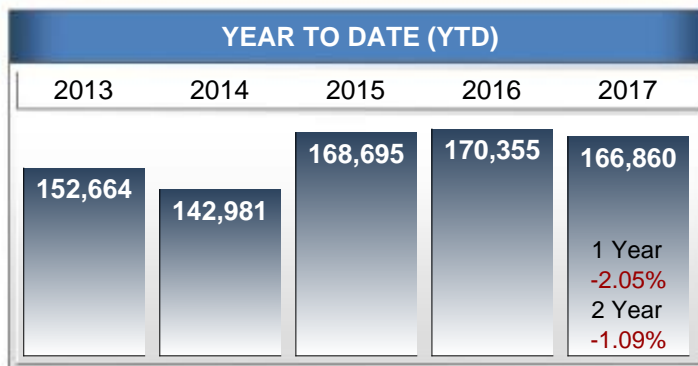
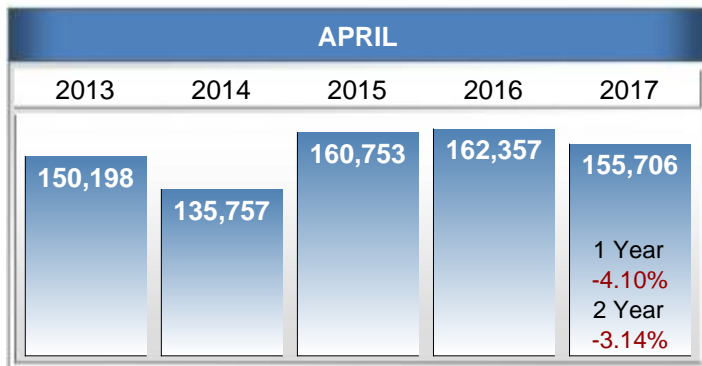
Closed Sales as of May 11, 2017



### Average Sold Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Rogers



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	7	5.69%	27,085	21,600	42,000	39,595	0
\$50,001 \$75,000	11	8.94%	61,000	59,083	63,300	0	0
\$75,001 \$100,000	19	15.45%	88,617	89,633	88,148	0	0
\$100,001 \$150,000	30	24.39%	125,628	0	126,883	114,333	0
\$150,001 \$175,000	27	21.95%	162,469	0	162,642	162,218	0
\$175,001 \$250,000	16	13.01%	208,557	0	204,703	214,326	199,000
\$250,001 and up	13	10.57%	393,469	0	0	377,745	479,950
Average Closed Price: \$155,706				\$58,841	\$131,002	\$237,045	\$386,300
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

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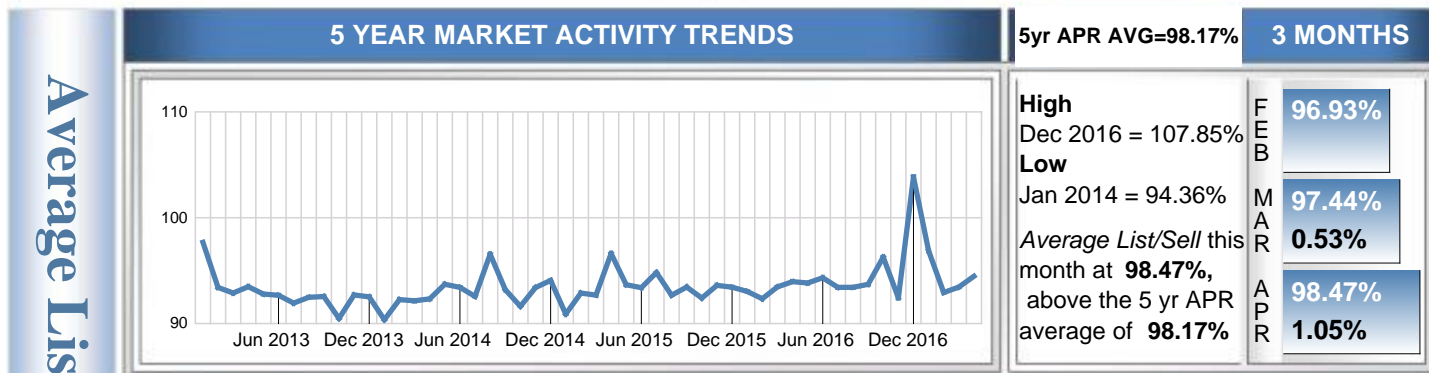
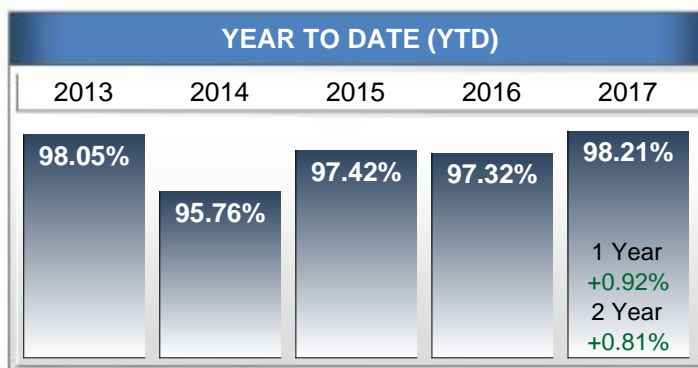
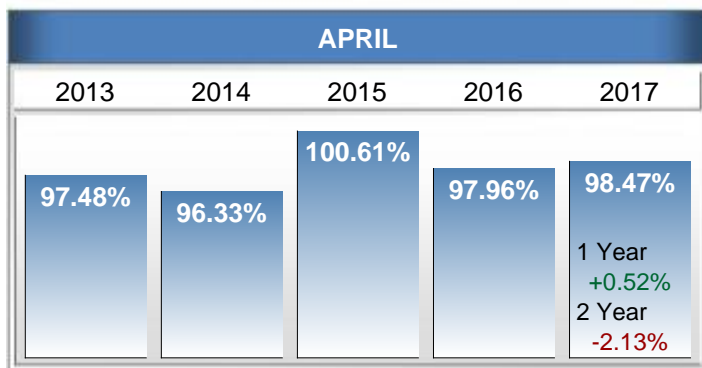
Closed Sales as of May 11, 2017



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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#### 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	7	5.69%	93.03%	90.81%	97.90%	99.24%	0.00%
\$50,001 - \$75,000	11	8.94%	87.40%	85.93%	89.17%	0.00%	0.00%
\$75,001 - \$100,000	19	15.45%	96.18%	93.99%	97.19%	0.00%	0.00%
\$100,001 - \$150,000	30	24.39%	104.12%	0.00%	104.87%	97.37%	0.00%
\$150,001 - \$175,000	27	21.95%	99.47%	0.00%	98.46%	100.95%	0.00%
\$175,001 - \$250,000	16	13.01%	98.98%	0.00%	98.57%	99.31%	100.00%
\$250,001 and up	13	10.57%	98.33%	0.00%	0.00%	99.07%	94.24%
Average List/Sell Ratio: 98.50%				90.21%	100.04%	99.60%	96.16%
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

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**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%
Average List Price	164,458	158,906	-3.38%	173,996	170,469	-2.03%
Average Sale Price	162,357	155,706	-4.10%	170,355	166,860	-2.05%
Average Percent of List Price to Selling Price	97.96%	98.47%	0.52%	97.32%	98.21%	0.92%
Average Days on Market to Sale	51.55	44.22	-14.22%	53.64	52.52	-2.08%
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%

