



March 2017

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

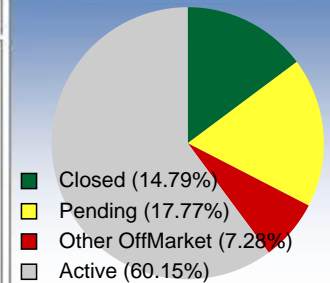


Absorption: Last 12 months, an Average of **1,205** Sales/Month

Active Inventory as of March 31, 2017 = **5,384**

	MARCH		
	2016	2017	+/- %
Closed Listings	1,216	1,324	8.88%
Pending Listings	1,395	1,591	14.05%
New Listings	2,271	2,488	9.56%
Median List Price	140,200	154,900	10.49%
Median Sale Price	139,240	151,605	8.88%
Median Percent of List Price to Selling Price	98.50%	98.38%	-0.13%
Median Days on Market to Sale	37.00	27.00	-27.03%
End of Month Inventory	5,010	5,384	7.47%
Months Supply of Inventory	4.38	4.47	2.02%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 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 March 2017 rose **7.47%** to 5,384 existing homes available for sale. Over the last 12 months this area has had an average of 1,205 closed sales per month. This represents an unsold inventory index of **4.47** 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 **8.88%** in March 2017 to \$151,605 versus the previous year at \$139,240.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 10.00 days or **27.03%** in March 2017 compared to last year's same month at **37.00** DOM.

Sales Success for March 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 2,488 New Listings in March 2017, up **9.56%** from last year at 2,271. Furthermore, there were 1,324 Closed Listings this month versus last year at 1,216, a **8.88%** increase.

Closed versus Listed trends yielded a **53.2%** ratio, down from last year's March 2017 at **53.5%**, a **0.61%** 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.

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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March 2017

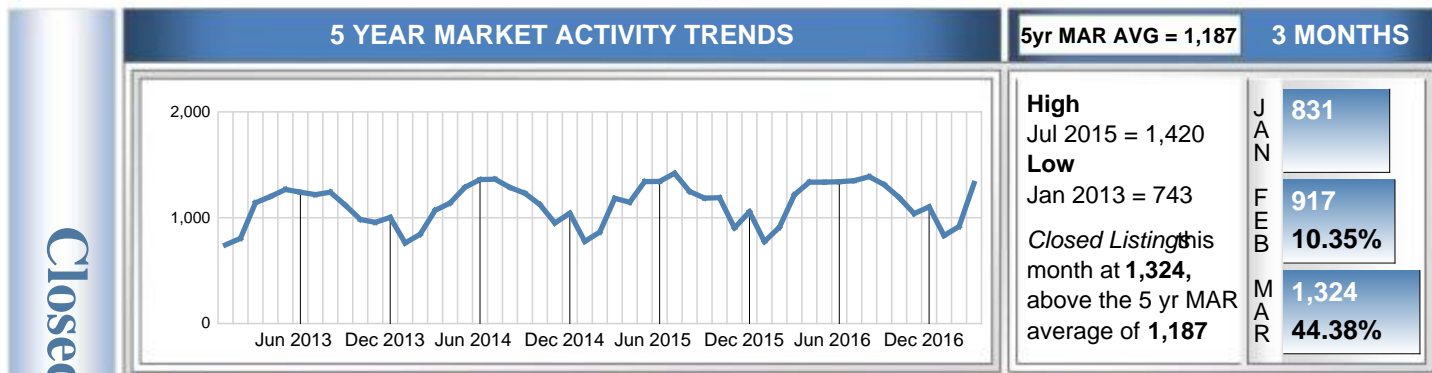
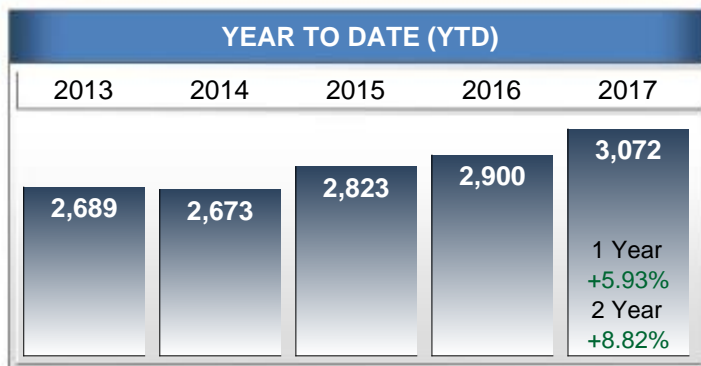
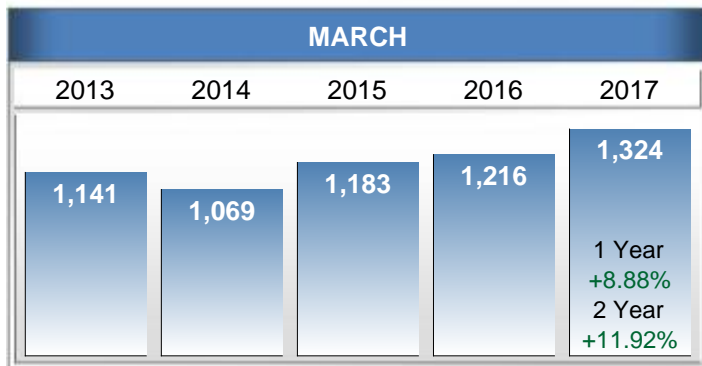
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 11, 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	109	8.23%	22.0	68	32	8	1
\$50,001 - \$75,000	119	8.99%	30.0	46	67	6	0
\$75,001 - \$125,000	250	18.88%	22.5	45	182	21	2
\$125,001 - \$175,000	340	25.68%	23.5	25	256	56	3
\$175,001 - \$225,000	209	15.79%	38.0	13	99	90	7
\$225,001 - \$300,000	147	11.10%	44.0	6	68	65	8
\$300,001 and up	150	11.33%	27.5	6	32	86	26
Total Closed Units: 1,324				209	736	332	47
Total Closed Volume: 238,117,449				20.83M	112.00M	85.44M	19.85M
Median Closed Price: \$151,605				\$69,000	\$140,750	\$217,567	\$319,900

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

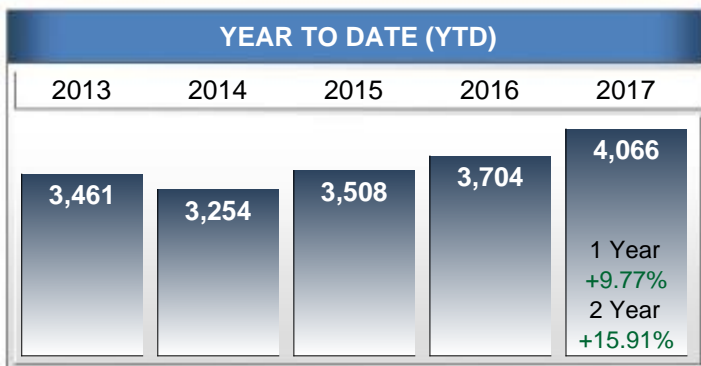
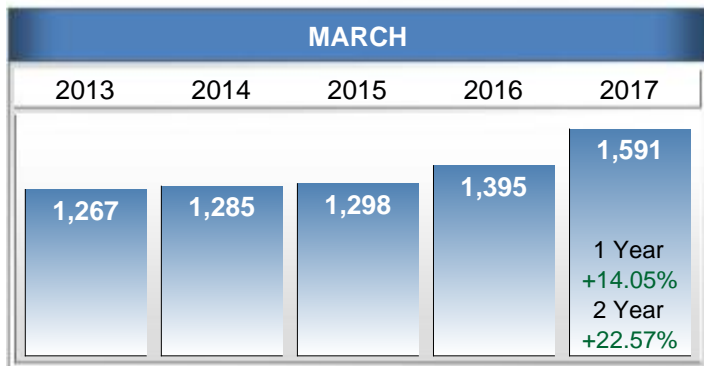
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 2017

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



Pending Listings
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5yr MAR AVG = 1,367 **3 MONTHS**

High
Mar 2017 = 1,591

Low
Dec 2013 = 732

Pending Listing this month at **1,591**, above the 5 yr MAR average of **1,367**

JAN	1,205
FEB	1,270
MAR	1,591
5.39%	

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	129	8.11%	29.0	70	49	9	1	
\$50,001 - \$100,000	207	13.01%	22.0	72	116	16	3	
\$100,001 - \$125,000	171	10.75%	24.0	24	130	17	0	
\$125,001 - \$175,000	430	27.03%	21.0	24	326	75	5	
\$175,001 - \$225,000	242	15.21%	21.0	14	122	99	7	
\$225,001 - \$350,000	253	15.90%	32.0	10	85	139	19	
\$350,001 and up	159	9.99%	25.0	7	20	100	32	
Total Pending Units: 1,591				25.0	221	848	455	67
Total Pending Volume: 311,541,401					24.22M	131.22M	125.04M	31.06M
Median Listing Price: \$159,000					\$76,900	\$144,900	\$238,000	\$345,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

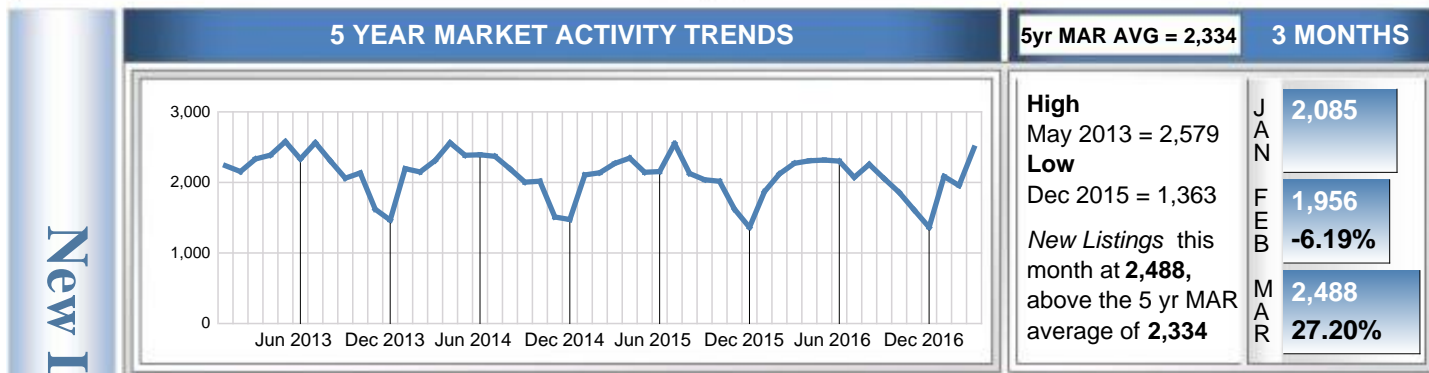
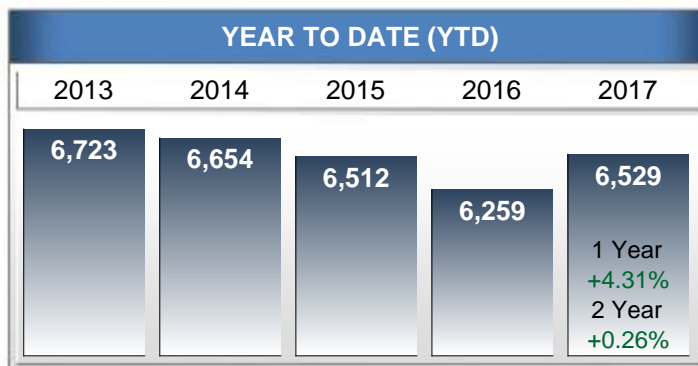
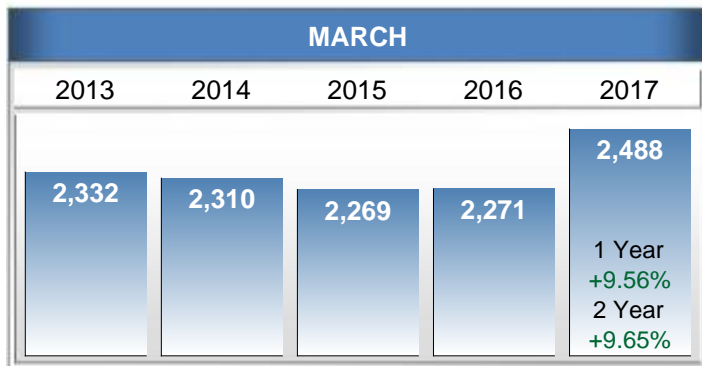
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 11, 2017

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



New Listings
Ready to Buy or Sell Real Estate?
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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+
\$25,000 and less	98	3.94%	80	16	2	0
\$25,001 - \$75,000	315	12.66%	178	115	20	2
\$75,001 - \$125,000	378	15.19%	82	265	26	5
\$125,001 - \$200,000	654	26.29%	56	451	134	13
\$200,001 - \$300,000	474	19.05%	24	205	218	27
\$300,001 - \$450,000	312	12.54%	17	67	186	42
\$450,001 and up	257	10.33%	26	42	108	81
Total New Listed Units:	2,488		463	1,161	694	170
Total New Listed Volume:	624,242,154		75.58M	207.53M	230.10M	111.04M
Median New Listed Listing Price:	\$175,000		\$66,000	\$149,900	\$279,900	\$438,450



Monthly Inventory Analysis

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March 2017

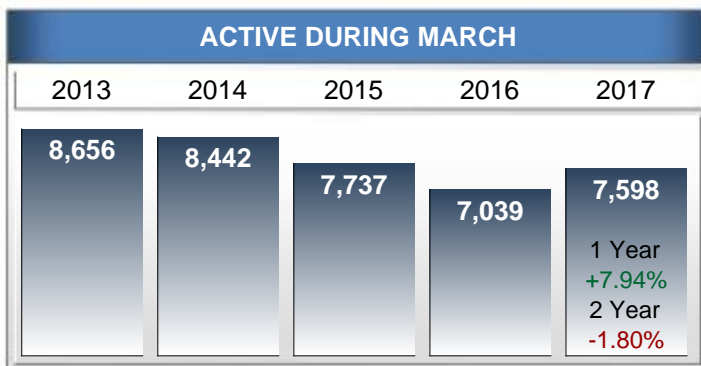
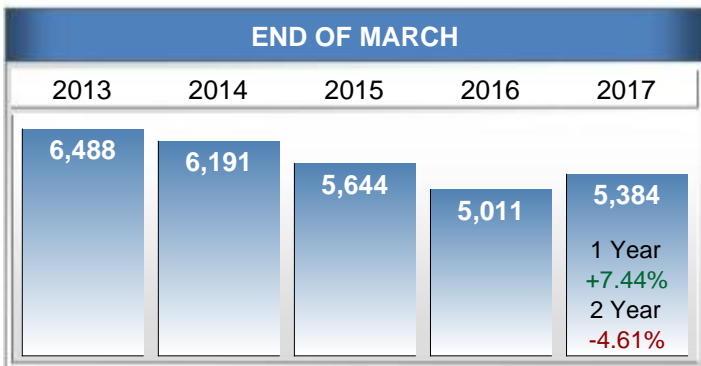
Active Inventory as of Apr 11, 2017



Active Inventory

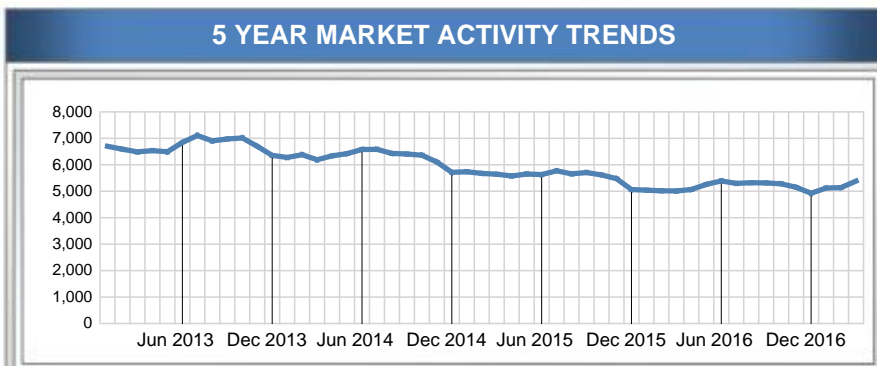
Report Produced on: Apr 11, 2017

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



Active Inventory

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5yr MAR AVG = 5,744 **3 MONTHS**

High
Jul 2013 = 7,106

Low
Dec 2016 = 4,925

Inventory this month at **5,384**, below the 5 yr MAR average of **5,744**

JAN	5,119
FEB	5,140
MAR	5,384

Change from Feb: **0.41%**
Change from Mar: **4.75%**

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	289	5.37%	64.0	263	20	6	0		
\$25,001 - \$75,000	950	17.64%	67.0	659	255	33	3		
\$75,001 - \$125,000	657	12.20%	43.0	212	384	55	6		
\$125,001 - \$225,000	1,272	23.63%	44.0	222	697	323	30		
\$225,001 - \$325,000	834	15.49%	45.0	81	275	409	69		
\$325,001 - \$525,000	803	14.91%	57.0	72	117	492	122		
\$525,001 and up	579	10.75%	53.0	120	72	209	178		
Total Active Inventory by Units:				5,384	53.0	1,629	1,820	1,527	408
Total Active Inventory by Volume:				1,500,335,613		331.59M	350.28M	538.97M	279.49M
Median Active Inventory Listing Price:				\$184,850		\$65,000	\$155,000	\$309,900	\$475,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

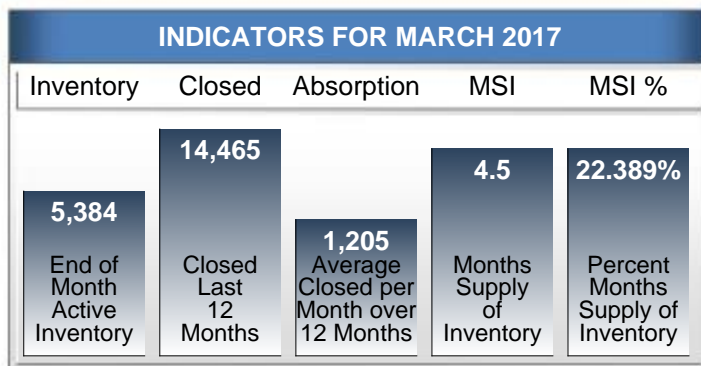
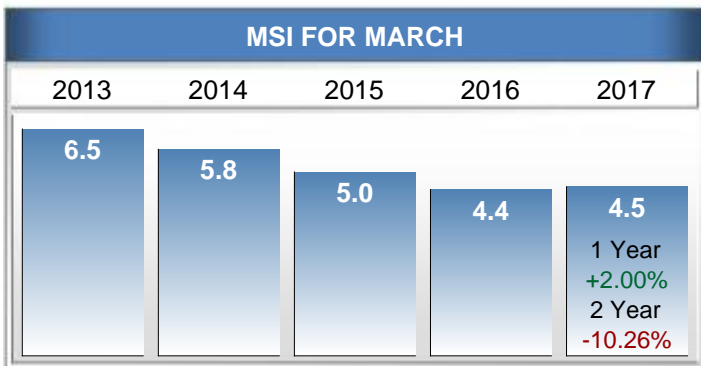
Active Inventory as of Apr 11, 2017



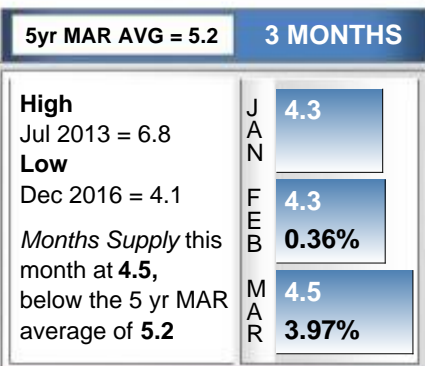
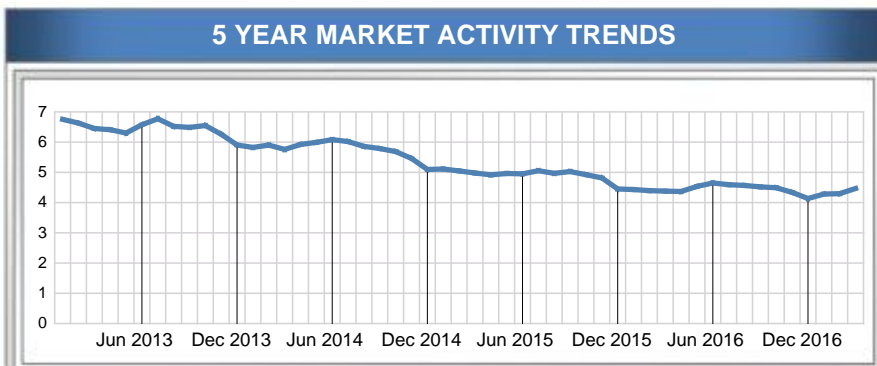
Months Supply of Inventory

Report Produced on: Apr 11, 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	289	5.37%	6.6	8.9	1.7	2.4	0.0	
\$25,001 - \$75,000	950	17.64%	5.7	9.5	3.0	3.0	2.6	
\$75,001 - \$125,000	657	12.20%	2.8	4.9	2.3	2.2	3.8	
\$125,001 - \$225,000	1,272	23.63%	2.7	7.7	2.2	2.6	4.0	
\$225,001 - \$325,000	834	15.49%	5.2	10.6	4.8	4.9	5.1	
\$325,001 - \$525,000	803	14.91%	9.2	20.1	6.4	9.4	9.3	
\$525,001 and up	579	10.75%	17.7	80.0	16.3	13.1	16.3	
MSI:	4.5			8.9	2.8	4.9	8.5	
Total Active Inventory:	5,384			1,629	1,820	1,527	408	



Monthly Inventory Analysis

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March 2017

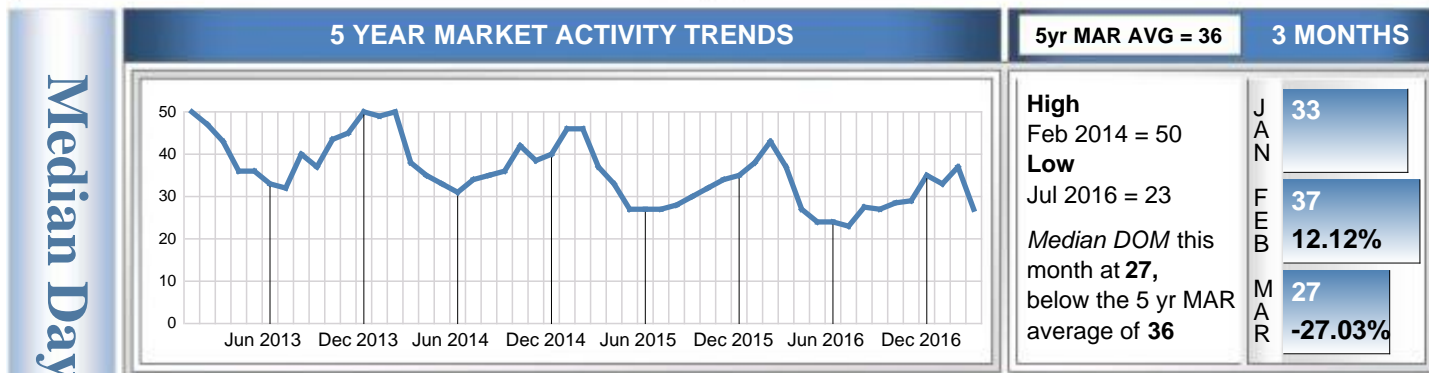
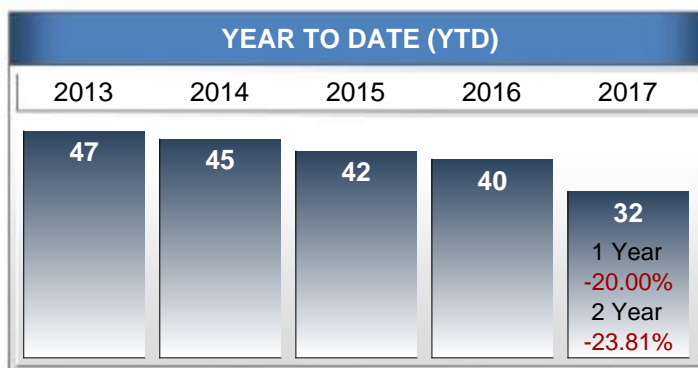
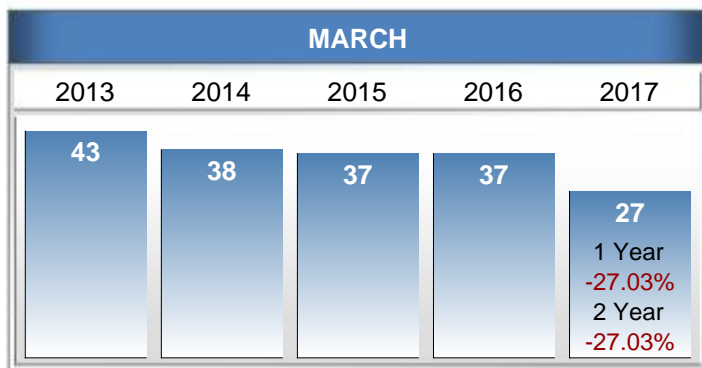
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

Report Produced on: Apr 11, 2017

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



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+
\$50,000 and less	109			8.23%	22.0	27.5	13.0	20.0	27.0
\$50,001 - \$75,000	119			8.99%	30.0	20.5	30.0	61.0	0.0
\$75,001 - \$125,000	250			18.88%	22.5	19.0	25.0	20.0	43.5
\$125,001 - \$175,000	340			25.68%	23.5	41.0	20.5	54.0	22.0
\$175,001 - \$225,000	209			15.79%	38.0	31.0	34.0	42.5	8.0
\$225,001 - \$300,000	147			11.10%	44.0	45.0	32.5	76.0	49.0
\$300,001 and up	150			11.33%	27.5	17.0	23.5	25.0	49.0
Median Closed DOM:					27.0	26.0	24.0	39.0	35.0
Total Closed Units:					1,324	209	736	332	47
Total Closed Volume:					238,117,449	20.83M	112.00M	85.44M	19.85M



Monthly Inventory Analysis

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March 2017

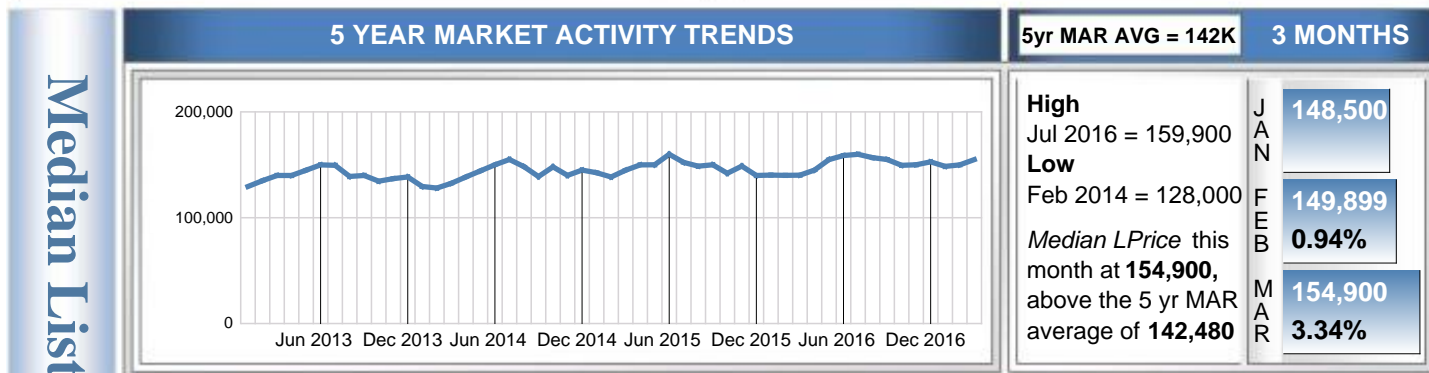
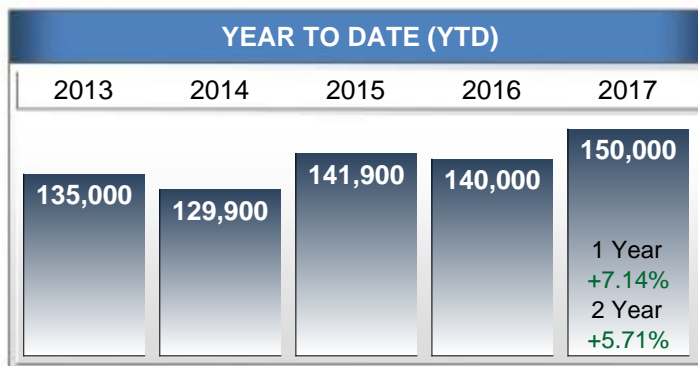
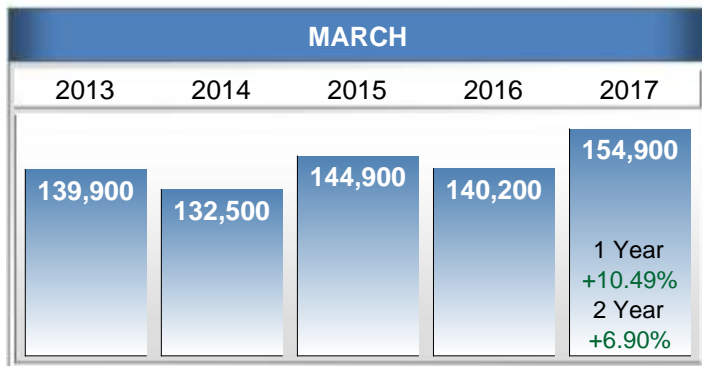
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 11, 2017

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



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+
\$50,000 and less	104		7.85%	31,950	29,950	39,999	33,100	38,500
\$50,001 - \$75,000	110		8.31%	65,400	63,500	67,900	67,000	0
\$75,001 - \$125,000	248		18.73%	103,750	92,900	104,900	113,900	99,900
\$125,001 - \$175,000	343		25.91%	149,900	145,500	149,900	162,450	159,750
\$175,001 - \$225,000	207		15.63%	198,500	203,000	195,000	198,900	199,700
\$225,001 - \$300,000	153		11.56%	255,000	280,000	249,950	259,900	259,900
\$300,001 and up	159		12.01%	398,000	523,250	367,000	398,000	445,000
Median List Price:	\$154,900				\$74,600	\$144,618	\$219,900	\$319,900
Total Closed Units:	1,324				209	736	332	47
Total List Volume:	245,396,944				22.24M	114.64M	88.19M	20.33M



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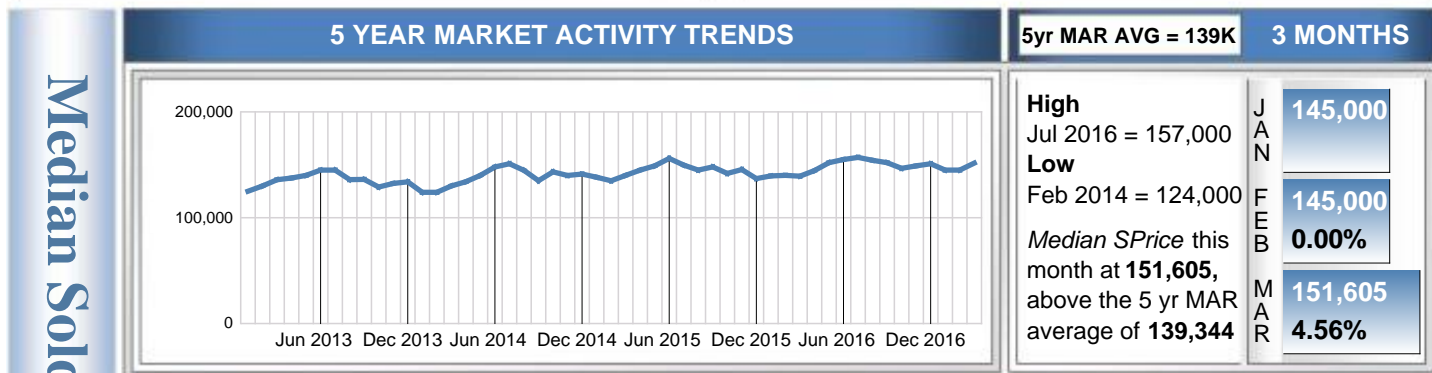
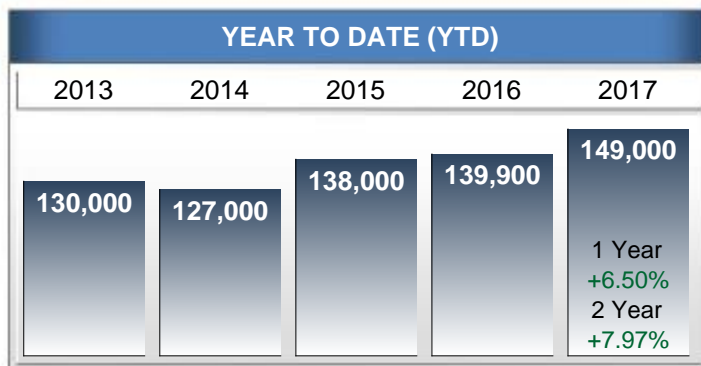
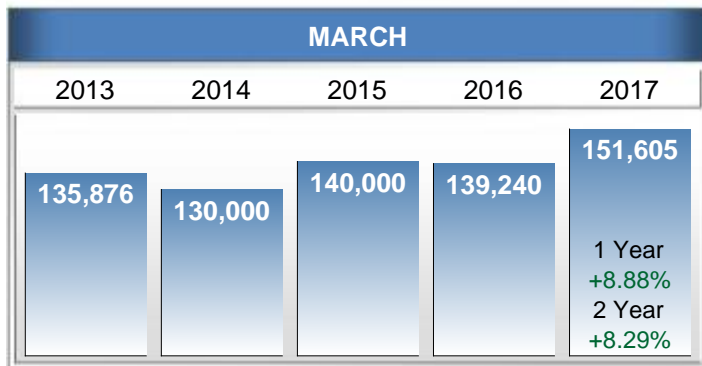
Closed Sales as of Apr 11, 2017



Median Sold Price at Closing

Report Produced on: Apr 11, 2017

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



Median Sold Price

Ready to Buy or Sell Real Estate?
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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	109		8.23%	30,000	28,500	36,250	30,000	38,500
\$50,001 - \$75,000	119		8.99%	63,900	63,095	64,000	70,250	0
\$75,001 - \$125,000	250		18.88%	103,750	94,000	105,000	116,000	105,292
\$125,001 - \$175,000	340		25.68%	150,000	145,000	149,189	163,450	155,000
\$175,001 - \$225,000	209		15.79%	196,326	196,000	195,000	199,248	200,000
\$225,001 - \$300,000	147		11.10%	256,000	274,500	250,000	259,900	252,500
\$300,001 and up	150		11.33%	392,500	543,750	370,000	385,500	435,000
Median Closed Price:	\$151,605				\$69,000	\$140,750	\$217,567	\$319,900
Total Closed Units:	1,324				209	736	332	47
Total Closed Volume:	238,117,449				20.83M	112.00M	85.44M	19.85M



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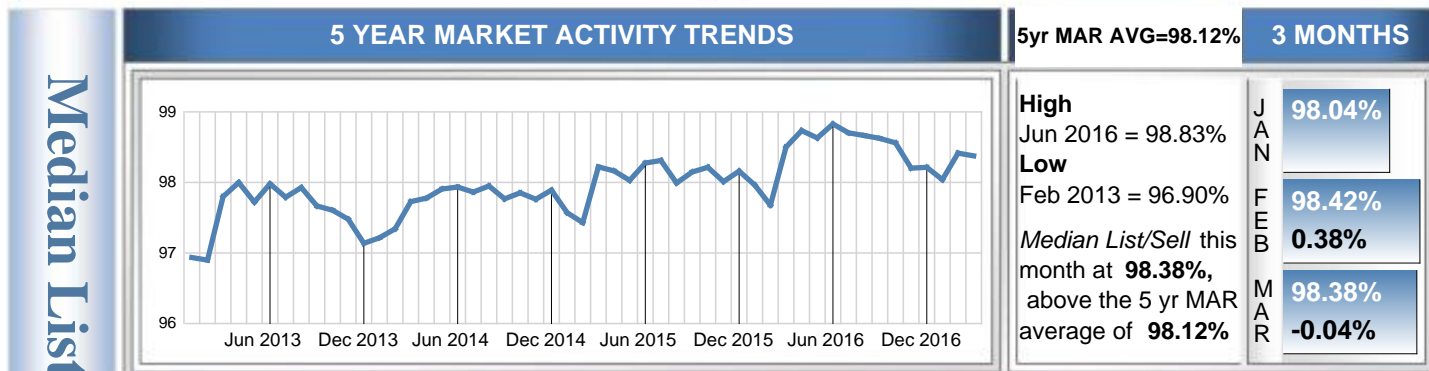
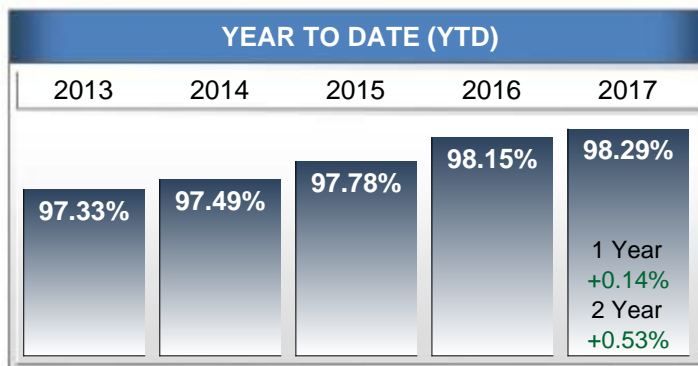
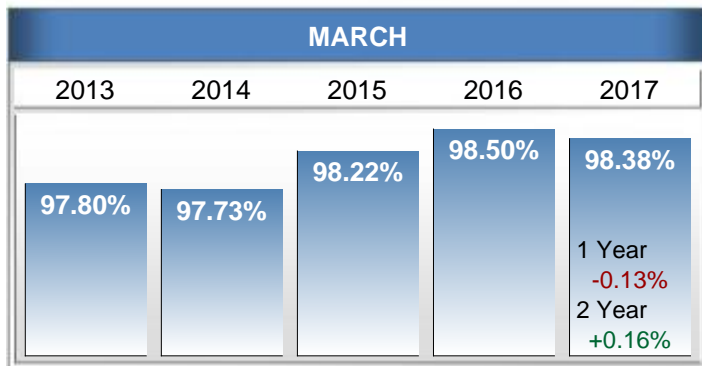
Closed Sales as of Apr 11, 2017



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	109	8.23%	92.11%	91.70%	90.69%	96.32%	100.00%
\$50,001 - \$75,000	119	8.99%	95.73%	95.16%	96.00%	95.33%	0.00%
\$75,001 - \$125,000	250	18.88%	98.72%	96.23%	99.14%	99.67%	88.79%
\$125,001 - \$175,000	340	25.68%	100.00%	98.25%	100.00%	99.53%	93.33%
\$175,001 - \$225,000	209	15.79%	98.65%	95.24%	98.67%	99.15%	97.87%
\$225,001 - \$300,000	147	11.10%	98.04%	92.08%	98.06%	98.27%	98.85%
\$300,001 and up	150	11.33%	97.80%	91.78%	97.24%	98.54%	97.18%
Median List/Sell Ratio:	98.38%			95.16%	98.85%	98.65%	97.25%
Total Closed Units:	1,324			209	736	332	47
Total Closed Volume:	238,117,449			20.83M	112.00M	85.44M	19.85M



Monthly Inventory Analysis

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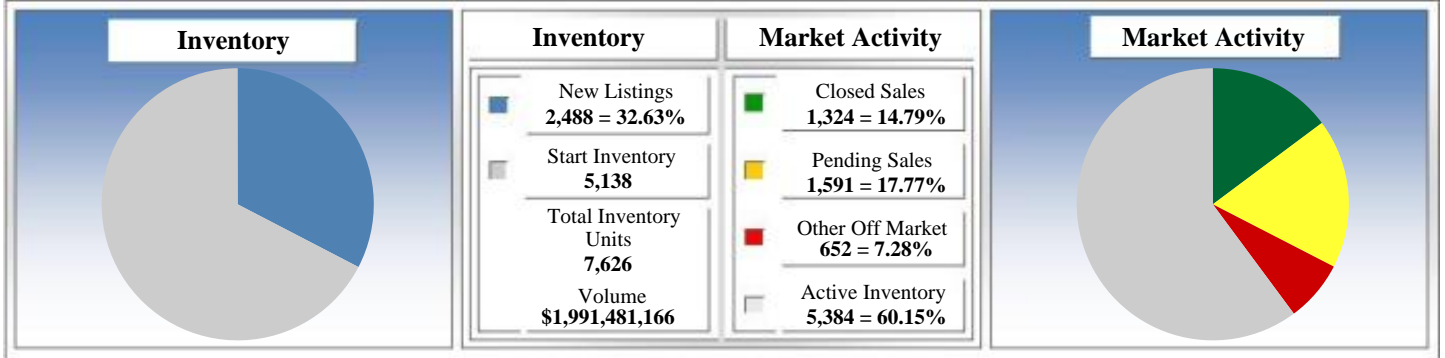
Inventory as of Apr 11, 2017



Market Summary

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



Absorption: Last 12 months, an Average of **1,205** Sales/Month

Active Inventory as of March 31, 2017 = **5,384**

	MARCH			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	1,216	1,324	8.88%	2,900	3,072	5.93%
Pending Sales	1,395	1,591	14.05%	3,704	4,066	9.77%
New Listings	2,271	2,488	9.56%	6,259	6,529	4.31%
Median List Price	140,200	154,900	10.49%	140,000	150,000	7.14%
Median Sale Price	139,240	151,605	8.88%	139,900	149,000	6.50%
Median Percent of List Price to Selling Price	98.50%	98.38%	-0.13%	98.15%	98.29%	0.14%
Median Days on Market to Sale	37.00	27.00	-27.03%	40.00	32.00	-20.00%
Monthly Inventory	5,010	5,384	7.47%	5,010	5,384	7.47%
Months Supply of Inventory	4.38	4.47	2.02%	4.38	4.47	2.02%

