



March 2017

Area Delimited by County Of Rogers

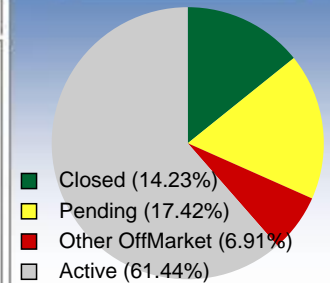


Absorption: Last 12 months, an Average of **124** Sales/Month

Active Inventory as of March 31, 2017 = **596**

	MARCH		
	2016	2017	+/-%
Closed Listings	110	138	25.45%
Pending Listings	146	169	15.75%
New Listings	247	237	-4.05%
Median List Price	142,500	145,918	2.40%
Median Sale Price	143,500	143,655	0.11%
Median Percent of List Price to Selling Price	99.02%	98.37%	-0.66%
Median Days on Market to Sale	41.50	37.00	-10.84%
End of Month Inventory	638	596	-6.58%
Months Supply of Inventory	5.68	4.82	-15.14%

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) Decreases

The total housing inventory at the end of March 2017 decreased **6.58%** to 596 existing homes available for sale. Over the last 12 months this area has had an average of 124 closed sales per month. This represents an unsold inventory index of **4.82** 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 **0.11%** in March 2017 to \$143,655 versus the previous year at \$143,500.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 4.50 days or **10.84%** in March 2017 compared to last year's same month at **41.50** 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 strong this month.

There were 237 New Listings in March 2017, down **4.05%** from last year at 247. Furthermore, there were 138 Closed Listings this month versus last year at 110, a **25.45%** increase.

Closed versus Listed trends yielded a **58.2%** ratio, up from last year's March 2017 at **44.5%**, a **30.75%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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?

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



Monthly Inventory Analysis

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March 2017

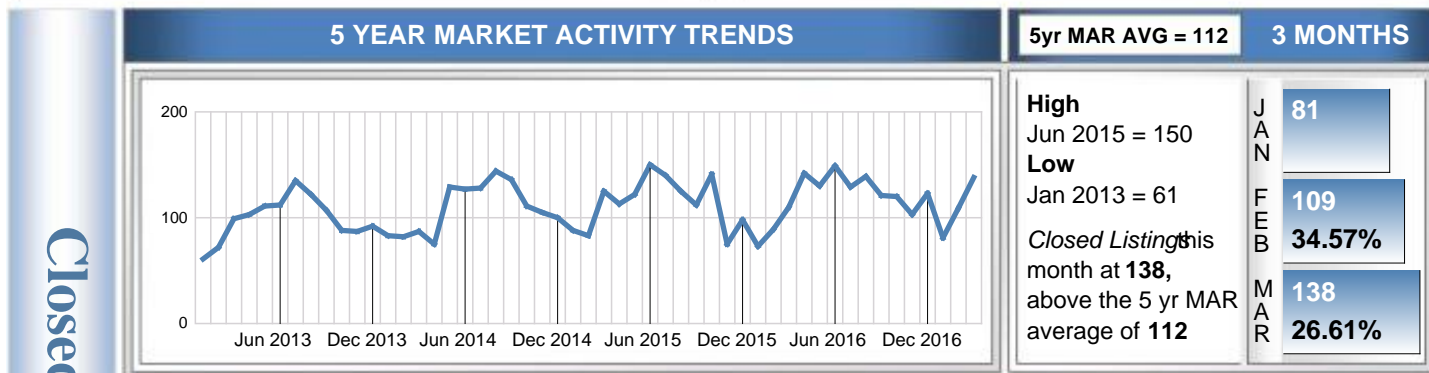
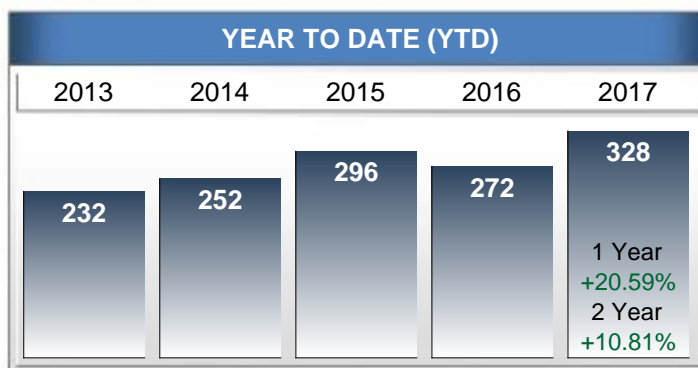
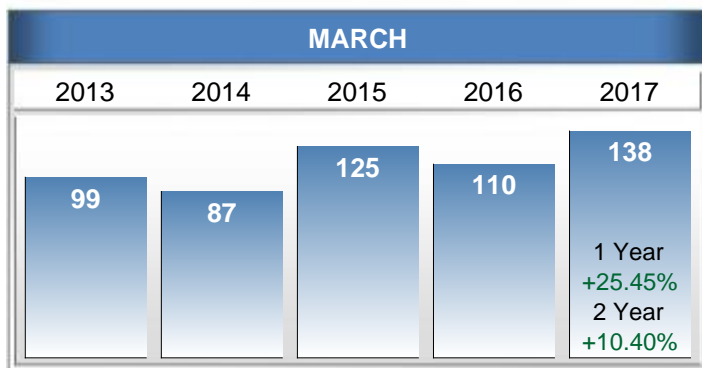
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



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	11	7.97%	34.0	8	2	1	0
\$50,001 - \$100,000	20	14.49%	58.5	7	11	2	0
\$100,001 - \$120,000	15	10.87%	18.0	1	10	4	0
\$120,001 - \$170,000	41	29.71%	47.0	1	30	10	0
\$170,001 - \$230,000	20	14.49%	36.5	1	9	9	1
\$230,001 - \$350,000	18	13.04%	31.5	0	7	9	2
\$350,001 and up	13	9.42%	27.0	2	2	8	1
Total Closed Units: 138				20	71	43	4
Total Closed Volume: 25,153,698				2.08M	11.00M	10.34M	1.73M
Median Closed Price: \$143,655				\$62,250	\$136,500	\$193,000	\$291,500

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

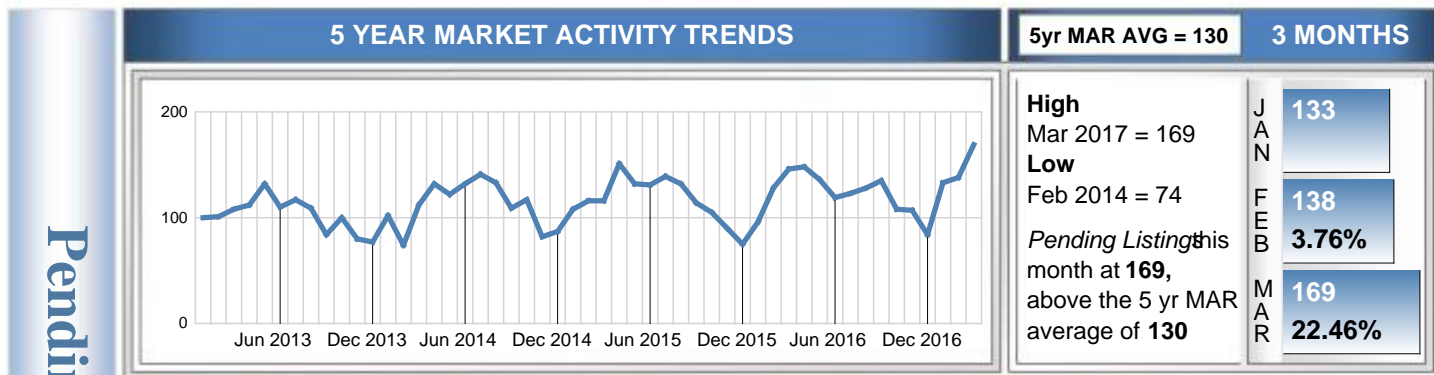
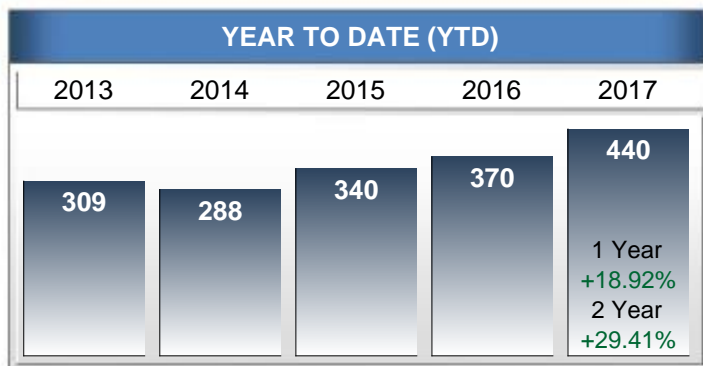
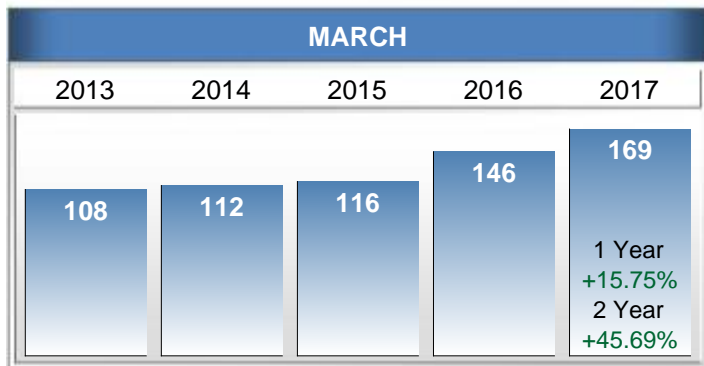
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



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	10	5.92%	40.0	6	4	0	0
\$50,001 - \$100,000	22	13.02%	24.0	12	9	1	0
\$100,001 - \$125,000	17	10.06%	28.0	3	14	0	0
\$125,001 - \$175,000	55	32.54%	26.0	1	40	14	0
\$175,001 - \$225,000	24	14.20%	31.5	0	14	9	1
\$225,001 - \$325,000	22	13.02%	19.5	0	7	13	2
\$325,001 and up	19	11.24%	35.0	1	0	14	4
Total Pending Units: 169				23	88	51	7
Total Pending Volume: 32,068,551				1.92M	12.83M	14.15M	3.17M
Median Listing Price: \$155,000				\$69,500	\$143,918	\$229,900	\$429,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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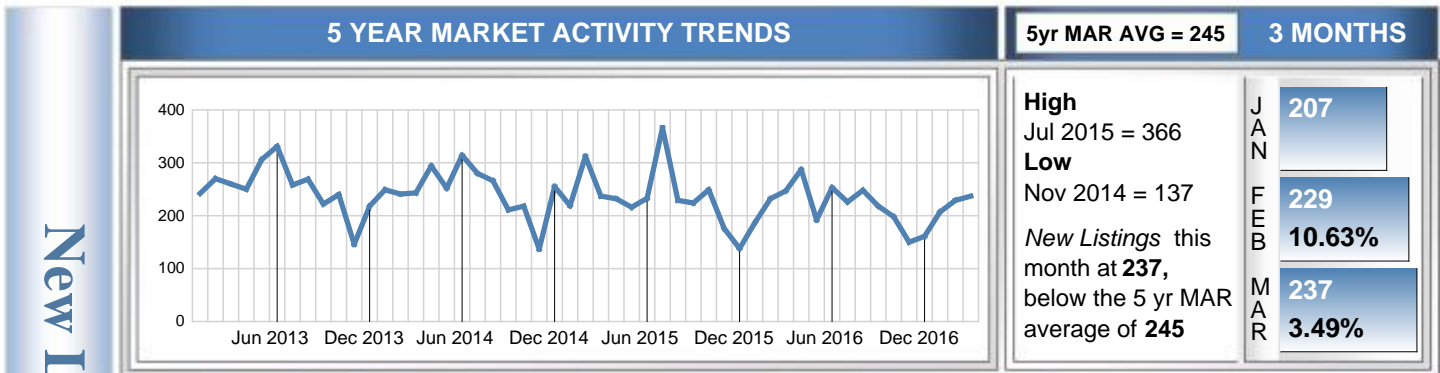
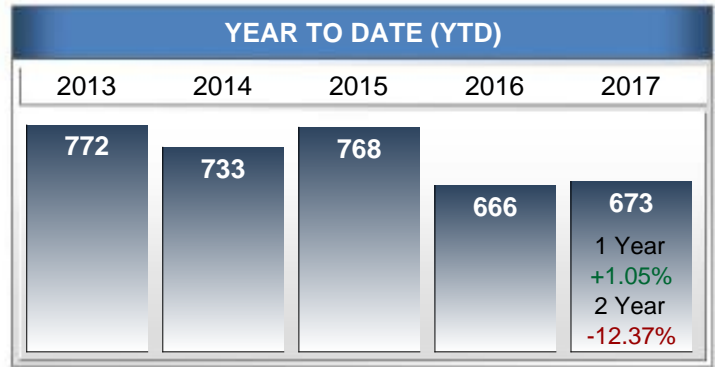
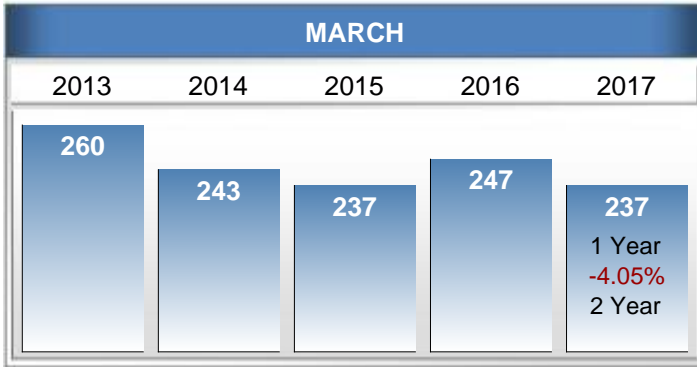
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



New Listings

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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	18	7.59%	18	0	0	0	
\$25,001 - \$75,000	25	10.55%	17	8	0	0	
\$75,001 - \$125,000	28	11.81%	8	19	0	1	
\$125,001 - \$200,000	74	31.22%	7	53	13	1	
\$200,001 - \$275,000	39	16.46%	1	18	18	2	
\$275,001 - \$425,000	28	11.81%	3	5	20	0	
\$425,001 and up	25	10.55%	0	1	14	10	
Total New Listed Units:			237	54	104	65	14
Total New Listed Volume:			58,655,481	4.38M	17.05M	21.92M	15.30M
Median New Listed Listing Price:			\$165,000	\$58,250	\$150,055	\$279,000	\$714,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

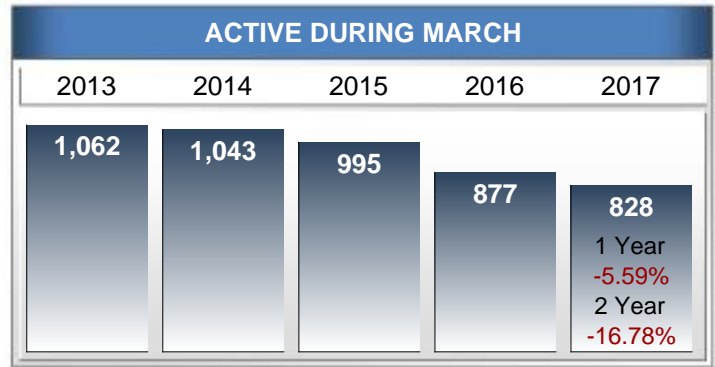
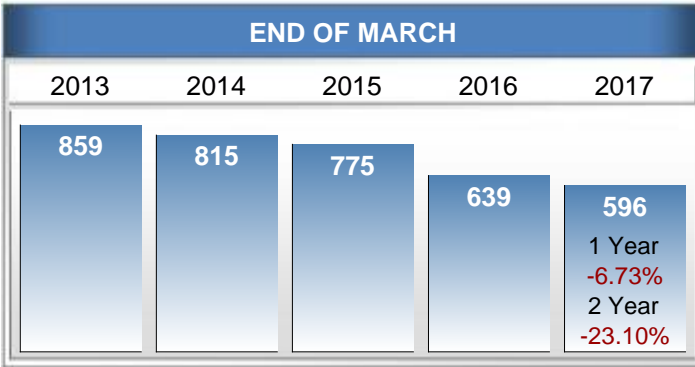
Active Inventory as of Apr 11, 2017



Active Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



Active Inventory



5yr MAR AVG = 737 **3 MONTHS**

High
Jun 2013 = 1,011
Low
Jan 2017 = 578

Inventory this month at **596**, below the 5 yr MAR average of **737**

JAN	578
FEB	594
MAR	596
2.77%	
0.34%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	52	8.72%	44.5	51	0	1	0
\$25,001 \$50,000	62	10.40%	148.5	58	3	1	0
\$50,001 \$125,000	111	18.62%	58.0	50	53	5	3
\$125,001 \$225,000	149	25.00%	46.0	33	78	36	2
\$225,001 \$300,000	87	14.60%	57.0	6	27	48	6
\$300,001 \$475,000	73	12.25%	71.0	8	15	39	11
\$475,001 and up	62	10.40%	52.0	8	3	31	20

Total Active Inventory by Units:	596	56.0	214	179	161	42
Total Active Inventory by Volume:	149,789,864		25.00M	32.17M	53.86M	38.76M
Median Active Inventory Listing Price:	\$169,250		\$50,000	\$158,500	\$283,261	\$474,950

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

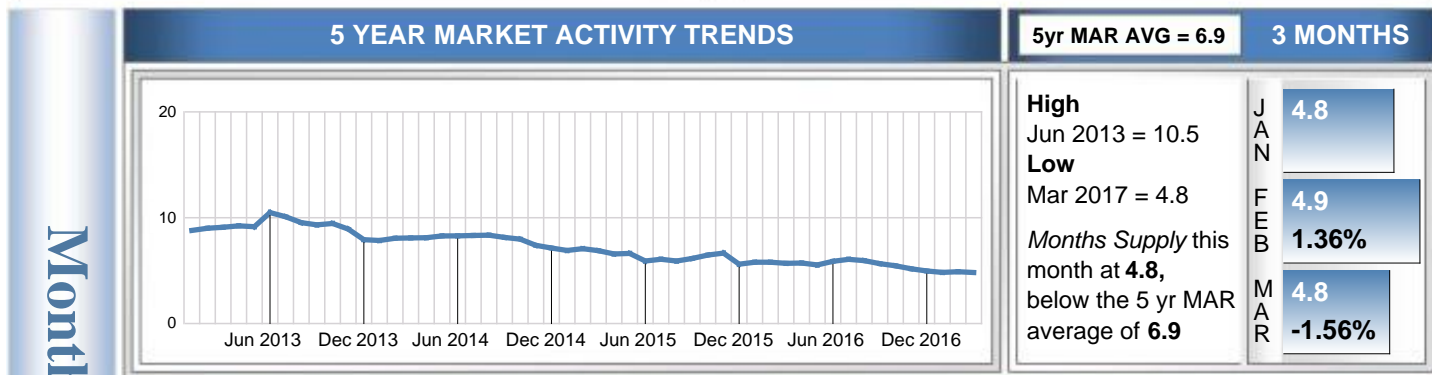
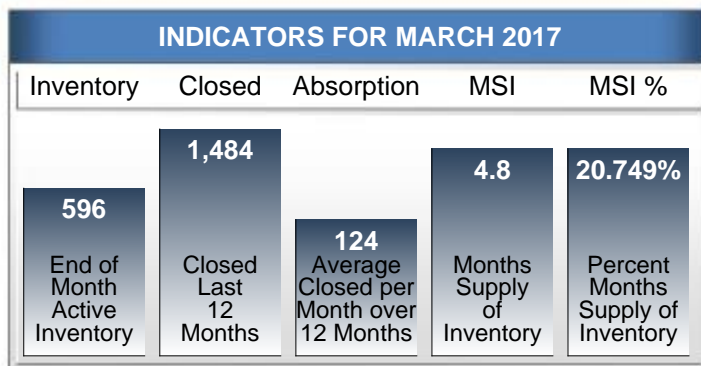
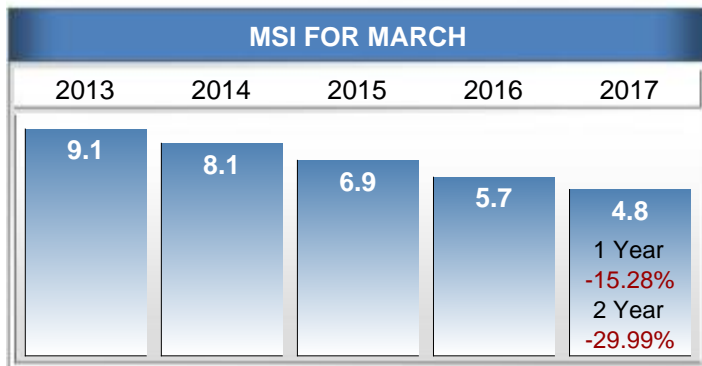
Active Inventory as of Apr 11, 2017



Months Supply of Inventory

Report Produced on: Apr 11, 2017

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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	52	8.72%	13.3	16.1	0.0	6.0	0.0
\$25,001 \$50,000	62	10.40%	9.5	15.8	1.3	2.0	0.0
\$50,001 \$125,000	111	18.62%	3.5	6.9	2.6	1.5	36.0
\$125,001 \$225,000	149	25.00%	2.8	13.7	2.1	2.7	2.7
\$225,001 \$300,000	87	14.60%	6.0	10.3	4.3	7.4	5.5
\$300,001 \$475,000	73	12.25%	6.7	24.0	10.0	5.2	6.9
\$475,001 and up	62	10.40%	18.1	32.0	18.0	15.5	20.0
MSI:			4.8	12.1	2.6	4.8	9.3
Total Active Inventory:			596	214	179	161	42



Monthly Inventory Analysis

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March 2017

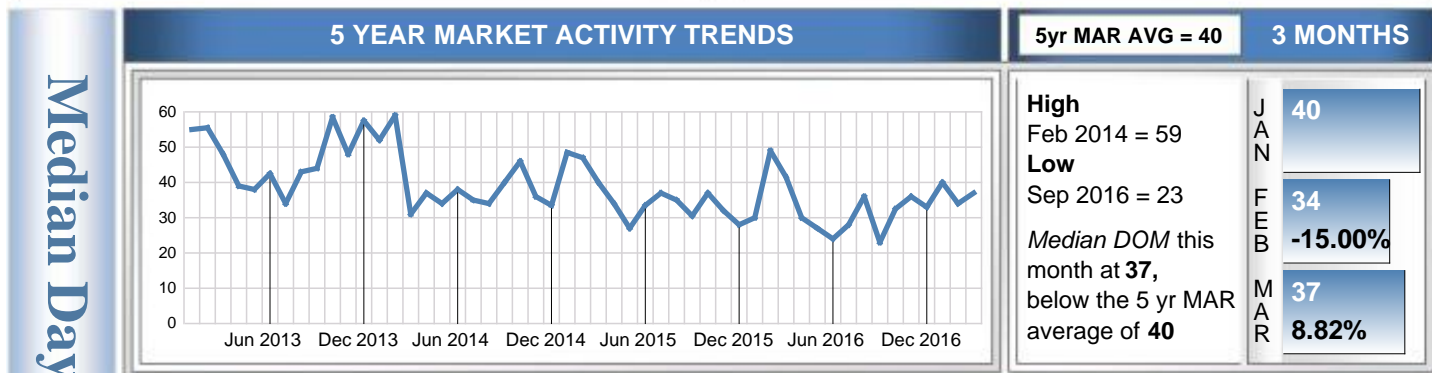
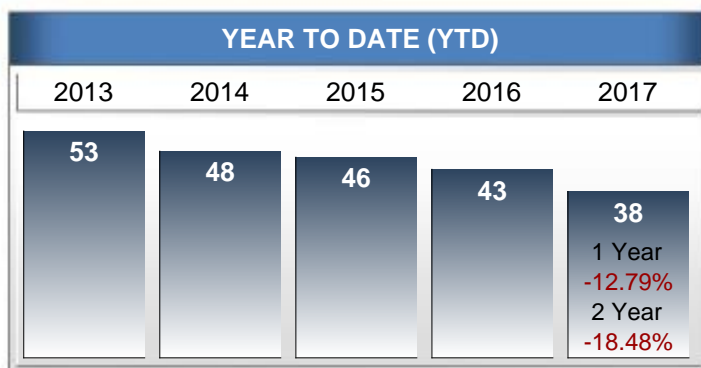
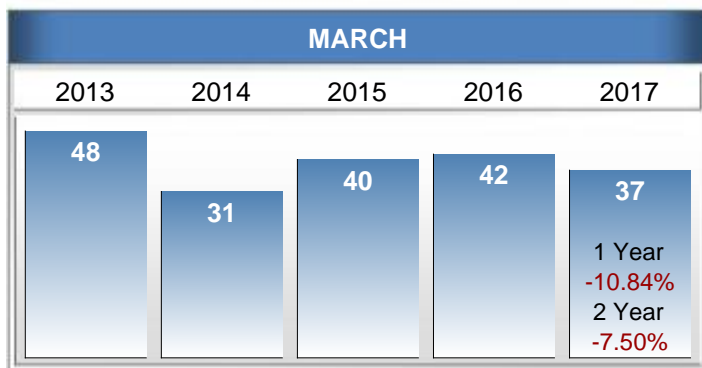
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

Report Produced on: Apr 11, 2017

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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	11			7.97%	34.0	23.0	46.0	166.0	0.0
\$50,001 - \$100,000	20			14.49%	58.5	27.0	88.0	55.0	0.0
\$100,001 - \$120,000	15			10.87%	18.0	9.0	19.5	36.0	0.0
\$120,001 - \$170,000	41			29.71%	47.0	10.0	41.0	100.0	0.0
\$170,001 - \$230,000	20			14.49%	36.5	2.0	9.0	77.0	3.0
\$230,001 - \$350,000	18			13.04%	31.5	0.0	16.0	23.0	74.0
\$350,001 and up	13			9.42%	27.0	17.0	93.5	36.0	27.0
Median Closed DOM:					37.0	12.5	39.0	73.0	33.5
Total Closed Units:					138	20	71	43	4
Total Closed Volume:					25,153,698	2.08M	11.00M	10.34M	1.73M



Monthly Inventory Analysis

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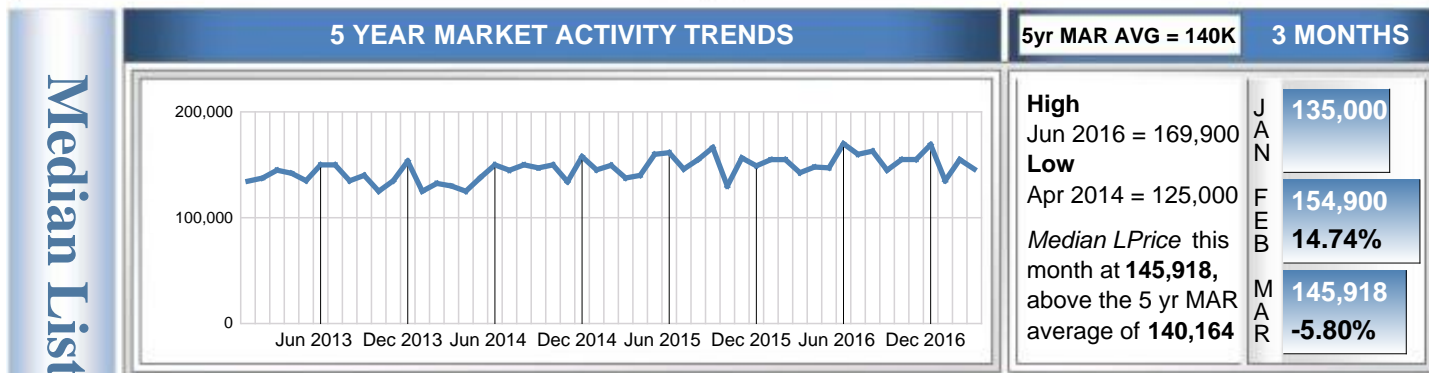
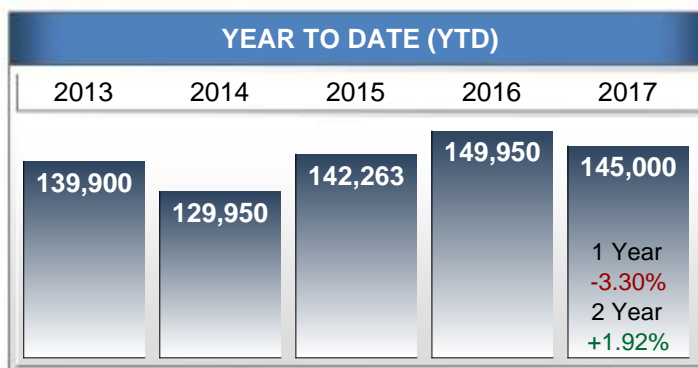
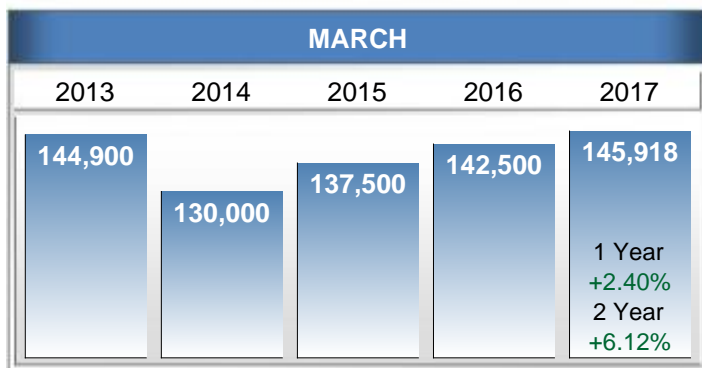
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 11, 2017

Area Delimited by County Of Rogers



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	12		8.70%	25,950	15,000	46,667	37,700	0
\$50,001 - \$100,000	18		13.04%	79,000	72,500	80,000	83,050	0
\$100,001 - \$120,000	14		10.14%	112,950	120,000	112,000	116,900	0
\$120,001 - \$170,000	40		28.99%	141,000	130,000	139,900	148,950	0
\$170,001 - \$230,000	20		14.49%	190,655	210,000	187,400	195,000	224,900
\$230,001 - \$350,000	21		15.22%	289,500	0	269,900	302,450	299,450
\$350,001 and up	13		9.42%	480,000	555,125	494,750	409,720	789,000
Median List Price:		\$145,918			\$69,500	\$139,500	\$205,000	\$299,450
Total Closed Units:		138			20	71	43	4
Total List Volume:		25,645,043			2.25M	11.20M	10.58M	1.61M



Monthly Inventory Analysis

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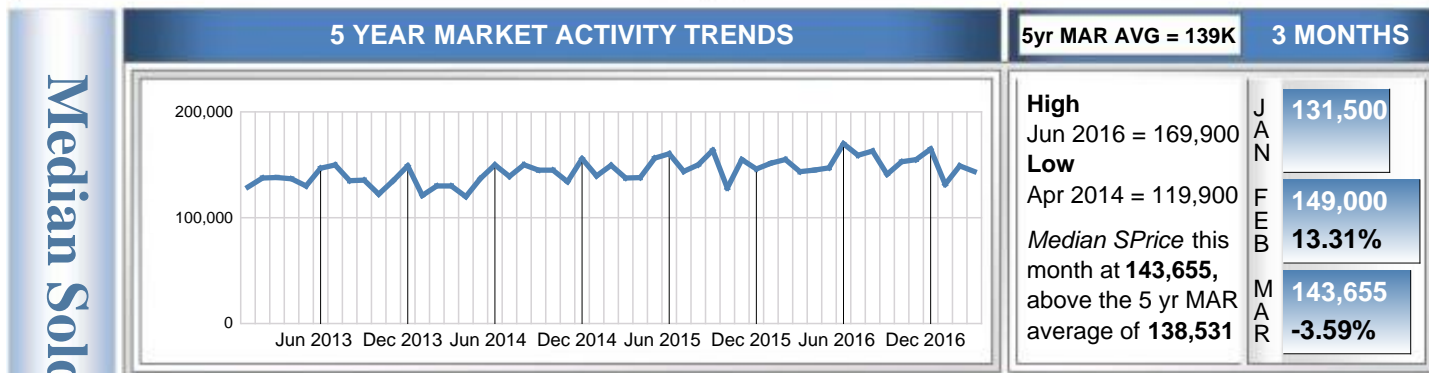
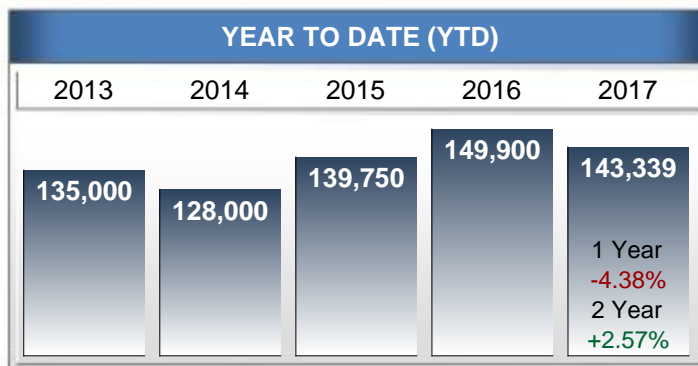
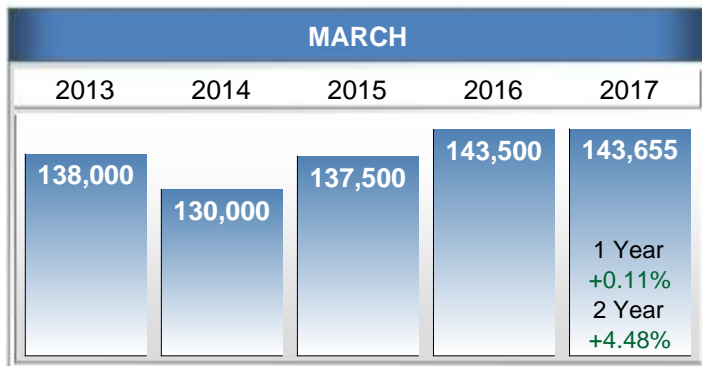
Closed Sales as of Apr 11, 2017



Median Sold Price at Closing

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Area Delimited by County Of Rogers



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	11		7.97%	20,000	14,000	42,750	30,000	0
\$50,001 - \$100,000	20		14.49%	78,500	66,000	82,000	77,550	0
\$100,001 - \$120,000	15		10.87%	116,000	102,500	114,250	117,750	0
\$120,001 - \$170,000	41		29.71%	139,900	129,000	139,700	144,450	0
\$170,001 - \$230,000	20		14.49%	195,500	180,000	198,000	193,000	221,000
\$230,001 - \$350,000	18		13.04%	286,000	0	266,516	307,000	291,500
\$350,001 and up	13		9.42%	466,375	518,188	475,500	413,436	930,000
Median Closed Price:	\$143,655				\$62,250	\$136,500	\$193,000	\$291,500
Total Closed Units:	138				20	71	43	4
Total Closed Volume:	25,153,698				2.08M	11.00M	10.34M	1.73M



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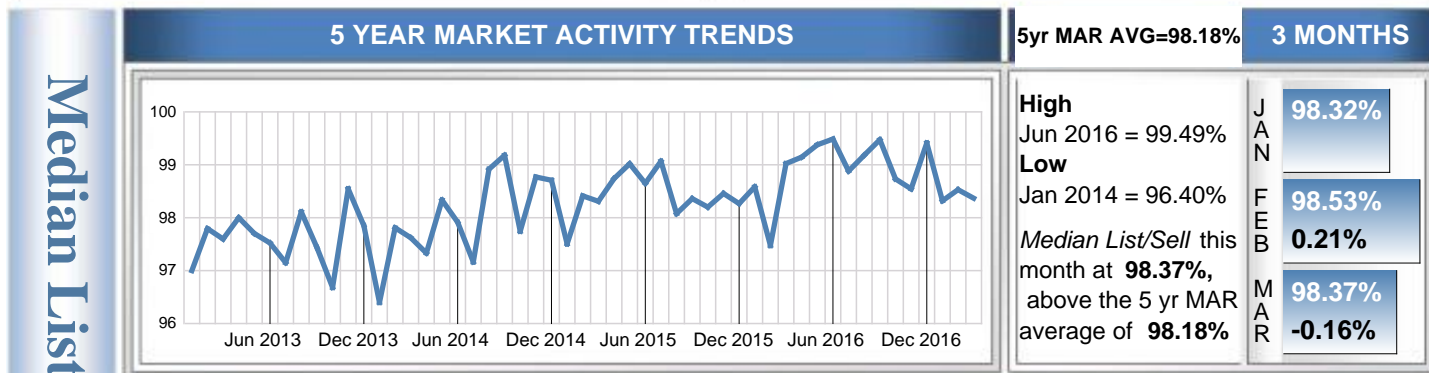
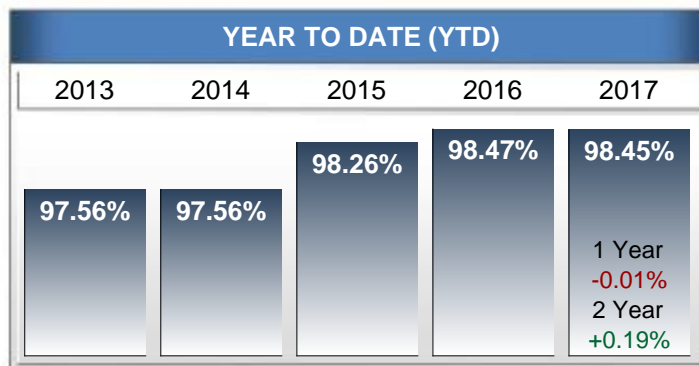
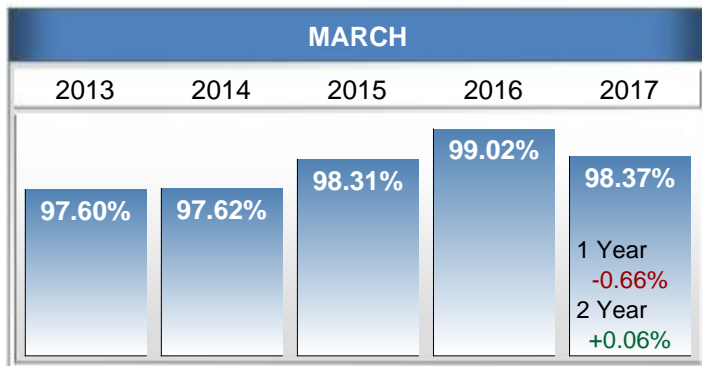
Closed Sales as of Apr 11, 2017



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	11	7.97%	90.91%	93.73%	96.13%	79.58%	0.00%
\$50,001 - \$100,000	20	14.49%	95.60%	91.03%	101.28%	93.39%	0.00%
\$100,001 - \$120,000	15	10.87%	97.08%	85.42%	97.61%	88.42%	0.00%
\$120,001 - \$170,000	41	29.71%	99.59%	99.23%	98.97%	100.00%	0.00%
\$170,001 - \$230,000	20	14.49%	98.28%	85.71%	97.05%	98.60%	98.27%
\$230,001 - \$350,000	18	13.04%	98.69%	0.00%	98.75%	98.63%	97.35%
\$350,001 and up	13	9.42%	97.10%	93.12%	96.09%	99.89%	117.87%
Median List/Sell Ratio:	98.37%			90.97%	98.67%	99.59%	99.13%
Total Closed Units:	138			20	71	43	4
Total Closed Volume:	25,153,698			2.08M	11.00M	10.34M	1.73M



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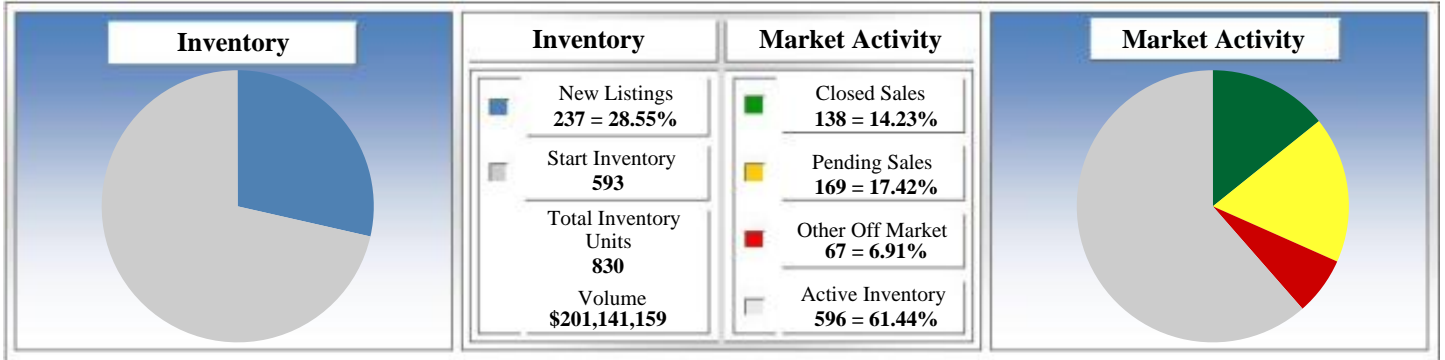
Inventory as of Apr 11, 2017



Market Summary

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Area Delimited by County Of Rogers



Absorption: Last 12 months, an Average of 124 Sales/Month

Active Inventory as of March 31, 2017 = 596

	MARCH			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	110	138	25.45%	272	328	20.59%
Pending Sales	146	169	15.75%	370	440	18.92%
New Listings	247	237	-4.05%	666	673	1.05%
Median List Price	142,500	145,918	2.40%	149,950	145,000	-3.30%
Median Sale Price	143,500	143,655	0.11%	149,900	143,339	-4.38%
Median Percent of List Price to Selling Price	99.02%	98.37%	-0.66%	98.47%	98.45%	-0.01%
Median Days on Market to Sale	41.50	37.00	-10.84%	43.00	37.50	-12.79%
Monthly Inventory	638	596	-6.58%	638	596	-6.58%
Months Supply of Inventory	5.68	4.82	-15.14%	5.68	4.82	-15.14%

