



March 2017

Area Delimited by County Of Washington

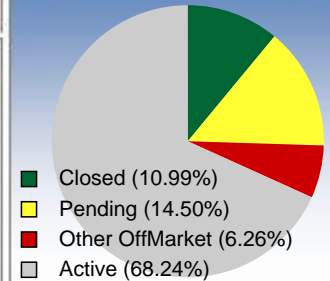


Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of March 31, 2017 = **447**

	MARCH		
	2016	2017	+/- %
Closed Listings	84	72	-14.29%
Pending Listings	94	95	1.06%
New Listings	161	158	-1.86%
Average List Price	128,706	130,072	1.06%
Average Sale Price	123,731	125,358	1.31%
Average Percent of List Price to Selling Price	95.85%	96.37%	0.54%
Average Days on Market to Sale	66.17	52.49	-20.68%
End of Month Inventory	397	447	12.59%
Months Supply of Inventory	5.93	6.59	11.21%

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 **12.59%** to 447 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 **6.59** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.31%** in March 2017 to \$125,358 versus the previous year at \$123,731.

Average Days on Market Shortens

The average number of **52.49** days that homes spent on the market before selling decreased by 13.68 days or **20.68%** in March 2017 compared to last year's same month at **66.17** DOM.

Sales Success for March 2017 is Positive

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

There were 158 New Listings in March 2017, down **1.86%** from last year at 161. Furthermore, there were 72 Closed Listings this month versus last year at 84, a **-14.29%** decrease.

Closed versus Listed trends yielded a **45.6%** ratio, down from last year's March 2017 at **52.2%**, a **12.66%** 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

Data from the Greater Tulsa Association of REALTORS®

March 2017

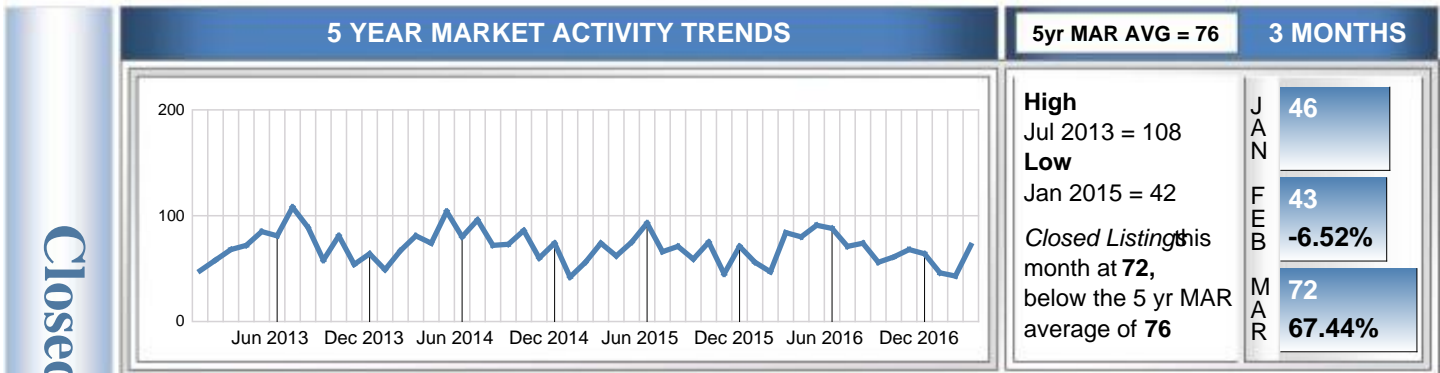
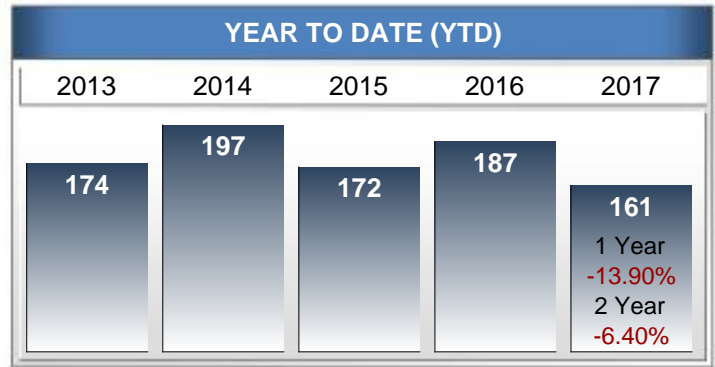
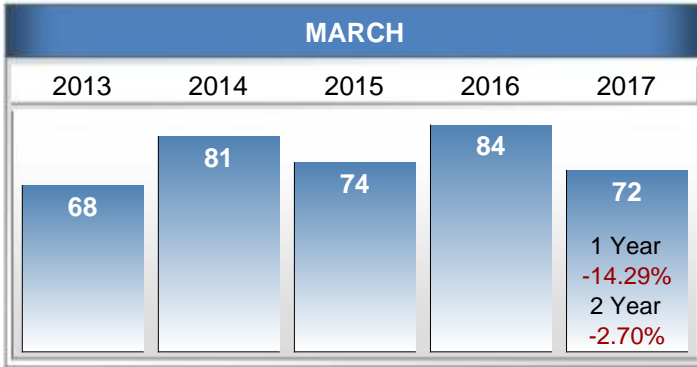
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 11, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	9.72%	45.3	3	4	0	0
\$50,001 - \$60,000	5	6.94%	43.0	1	4	0	0
\$60,001 - \$90,000	14	19.44%	56.1	4	10	0	0
\$90,001 - \$130,000	22	30.56%	49.5	1	13	7	1
\$130,001 - \$150,000	5	6.94%	56.0	0	3	1	1
\$150,001 - \$220,000	11	15.28%	30.4	0	3	7	1
\$220,001 and up	8	11.11%	94.9	1	1	4	2
Total Closed Units:	72		52.5	10	38	19	5
Total Closed Volume:	9,025,750			794.50K	3.81M	3.26M	1.16M
Average Closed Price:	\$125,358			\$79,450	\$100,369	\$171,380	\$232,200



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

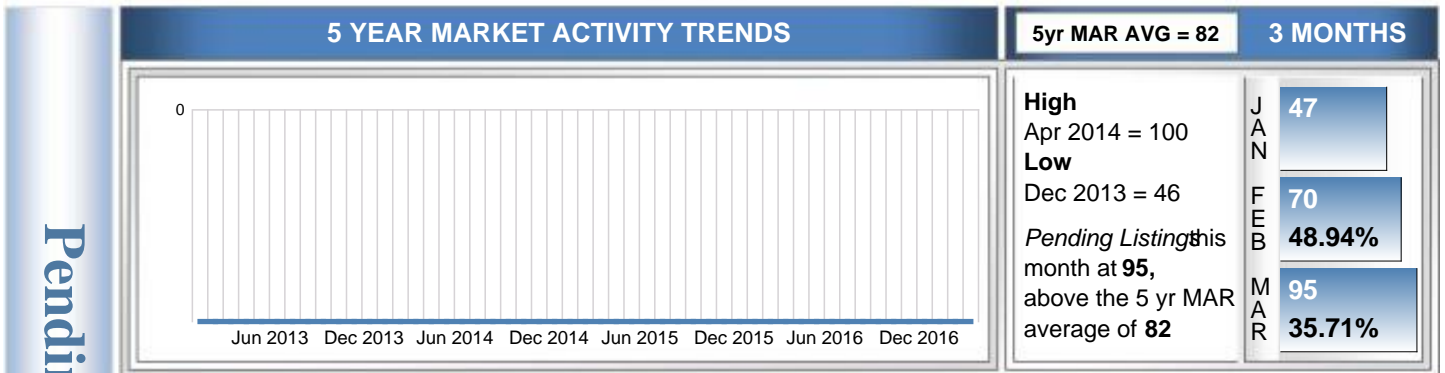
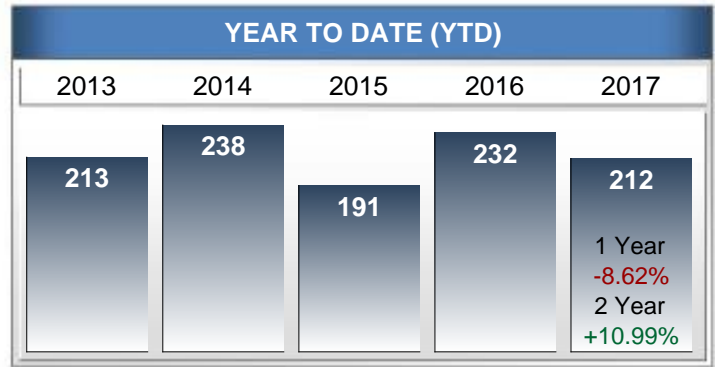
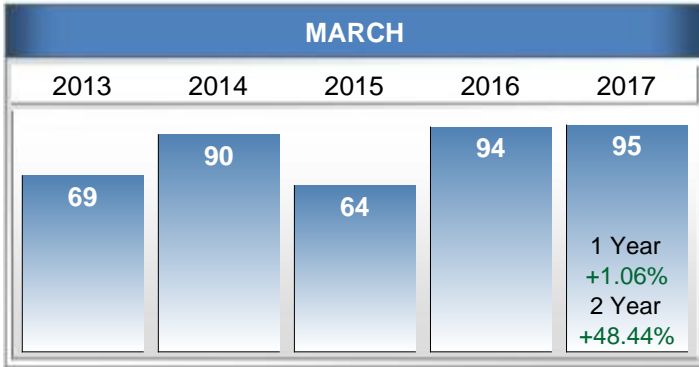
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Washington



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+
\$40,000 and less	7	7.37%	45.9	3	3	1	0
\$40,001 - \$60,000	8	8.42%	46.4	4	4	0	0
\$60,001 - \$90,000	16	16.84%	72.0	2	12	2	0
\$90,001 - \$130,000	23	24.21%	49.4	0	21	2	0
\$130,001 - \$190,000	18	18.95%	36.2	1	8	9	0
\$190,001 - \$290,000	13	13.68%	76.2	0	5	7	1
\$290,001 and up	10	10.53%	74.2	1	1	5	3
Total Pending Units: 95				11	54	26	4
Total Pending Volume: 14,099,980				1.34M	6.30M	5.27M	1.19M
Average Listing Price: \$70,717				\$121,536	\$116,739	\$202,681	\$297,370



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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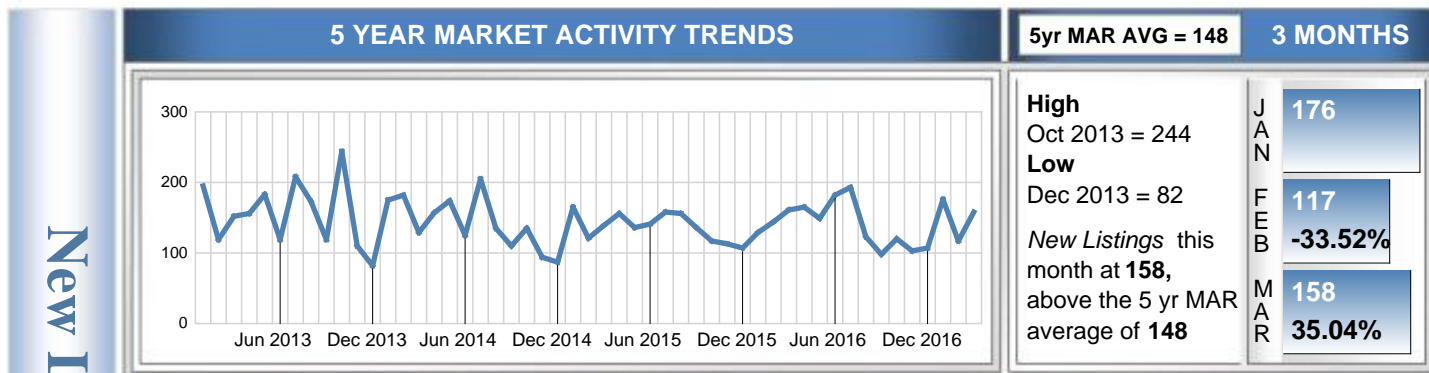
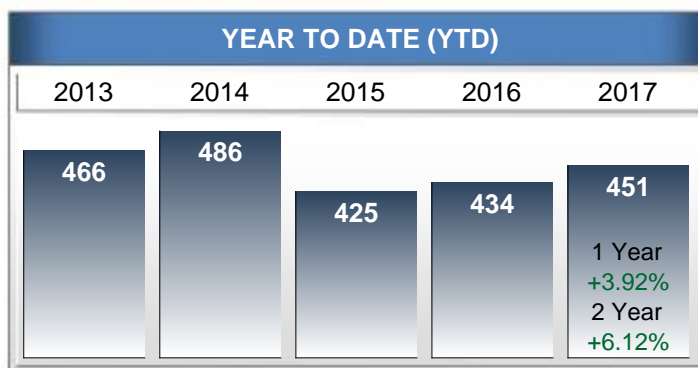
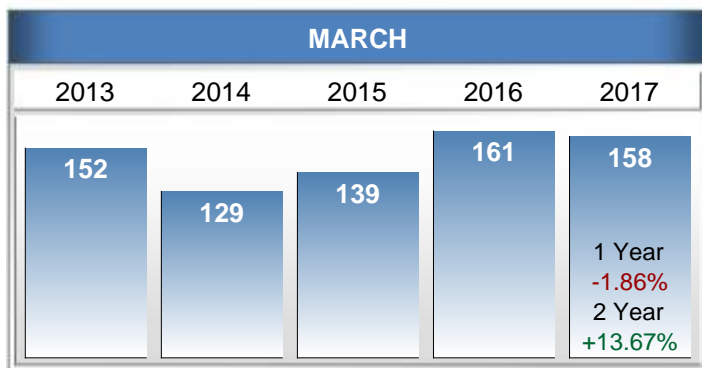
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Washington



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+
\$20,000 and less	14	8.86%	12	2	0	0
\$20,001 \$50,000	20	12.66%	14	5	1	0
\$50,001 \$90,000	24	15.19%	2	19	3	0
\$90,001 \$140,000	38	24.05%	3	29	6	0
\$140,001 \$200,000	28	17.72%	5	10	13	0
\$200,001 \$310,000	18	11.39%	1	3	9	5
\$310,001 and up	16	10.13%	2	2	7	5
Total New Listed Units:			39	70	39	10
Total New Listed Volume:			3.46M	8.62M	8.49M	3.52M
Average New Listed Listing Price:			\$88,703	\$123,097	\$217,820	\$351,768



Monthly Inventory Analysis

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March 2017

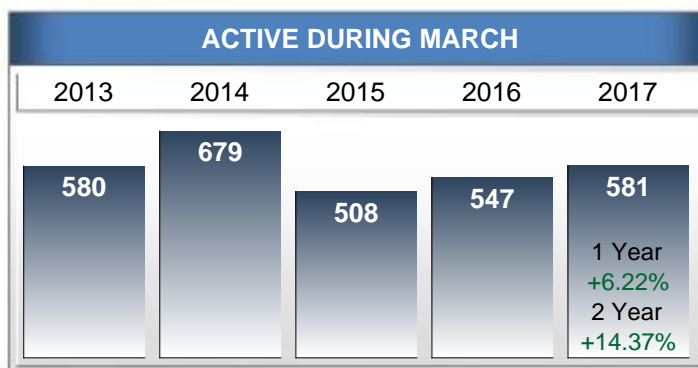
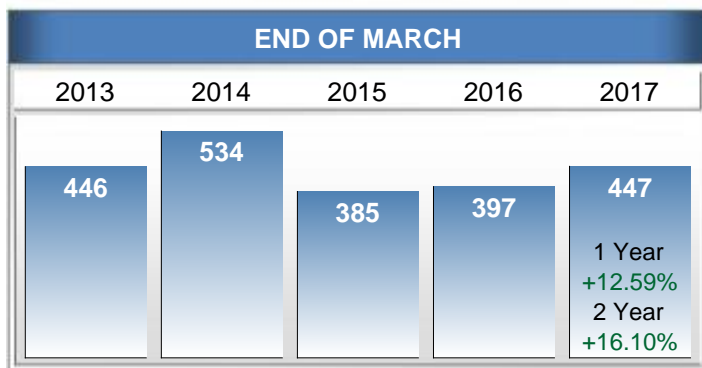
Active Inventory as of Apr 11, 2017



Active Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr MAR AVG = 442 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **447**, above the 5 yr MAR average of **442**

JAN	433
FEB	427
MAR	447
4.68%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	5	1.12%	66.8	4	1	0	0		
\$10,001 - \$40,000	86	19.24%	73.5	72	13	1	0		
\$40,001 - \$60,000	56	12.53%	64.5	41	12	2	1		
\$60,001 - \$120,000	128	28.64%	66.4	65	54	9	0		
\$120,001 - \$180,000	72	16.11%	62.2	17	31	21	3		
\$180,001 - \$300,000	56	12.53%	74.4	5	16	28	7		
\$300,001 and up	44	9.84%	62.0	11	6	20	7		
Total Active Inventory by Units:				447	67.4	215	133	81	18
Total Active Inventory by Volume:				66,531,196		25.73M	16.42M	19.25M	5.13M
Average Active Inventory Listing Price:				\$148,839		\$119,672	\$123,480	\$237,608	\$285,150



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

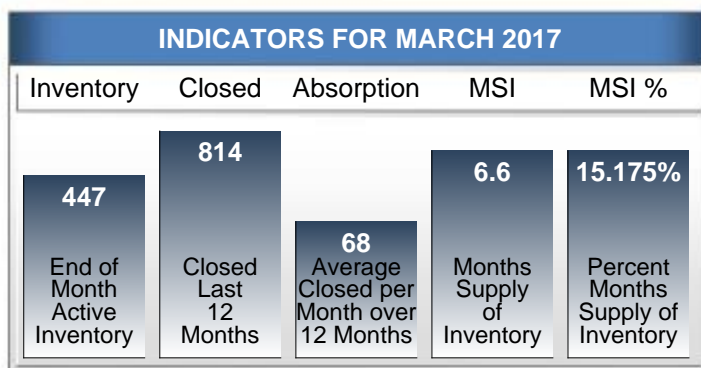
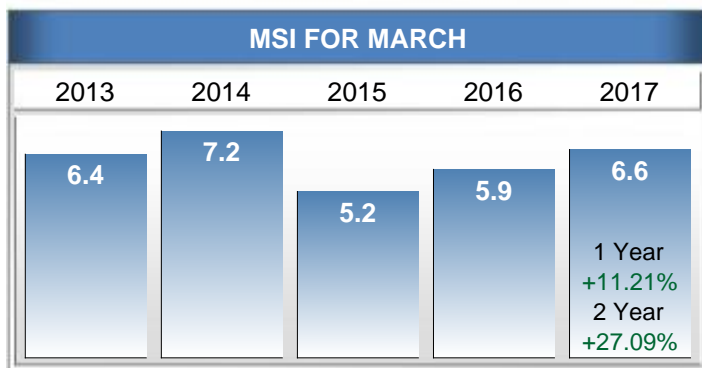
Active Inventory as of Apr 11, 2017



Months Supply of Inventory

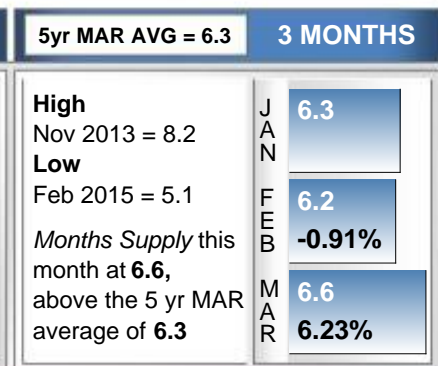
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Months Supply

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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+
\$10,000 and less	5		1.12%	10.0	24.0	3.0	0.0	0.0
\$10,001 - \$40,000	86		19.24%	14.3	25.4	4.3	6.0	0.0
\$40,001 - \$60,000	56		12.53%	8.6	15.9	3.1	0.0	0.0
\$60,001 - \$120,000	128		28.64%	5.6	22.3	3.1	3.7	0.0
\$120,001 - \$180,000	72		16.11%	4.5	34.0	3.4	3.7	5.1
\$180,001 - \$300,000	56		12.53%	4.6	15.0	4.6	3.7	9.3
\$300,001 and up	44		9.84%	10.8	132.0	12.0	8.3	6.5
MSI:	6.6				22.8	3.5	4.4	7.4
Total Active Inventory:	447				215	133	81	18



Monthly Inventory Analysis

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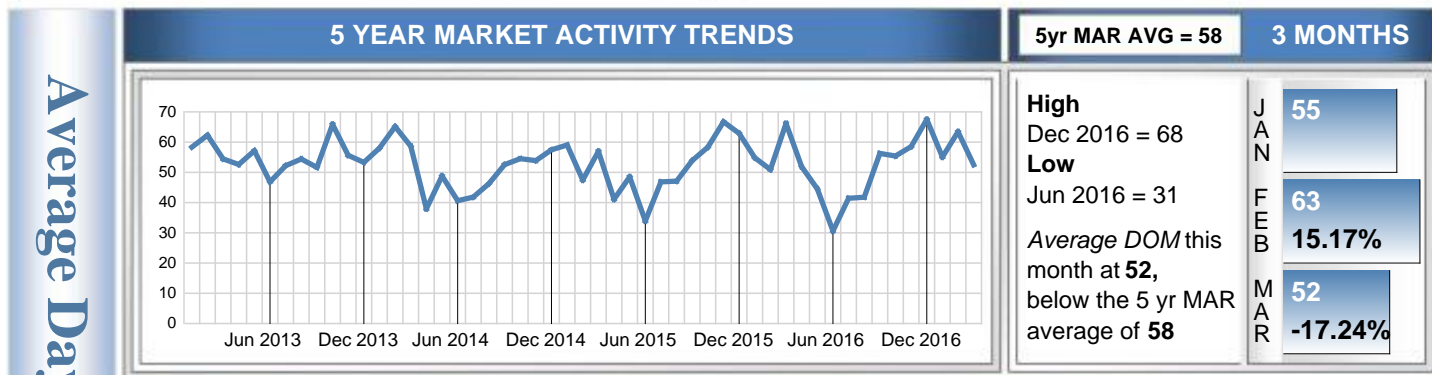
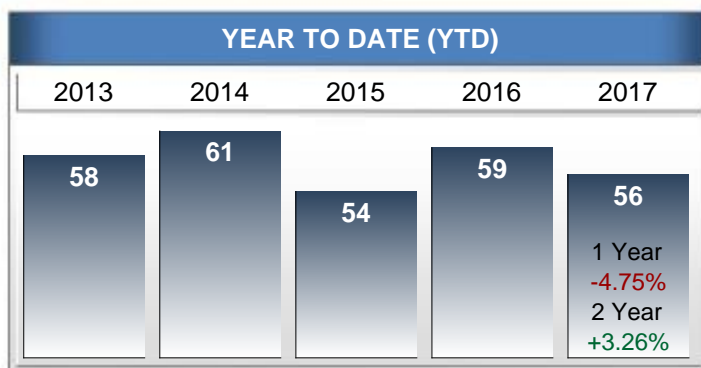
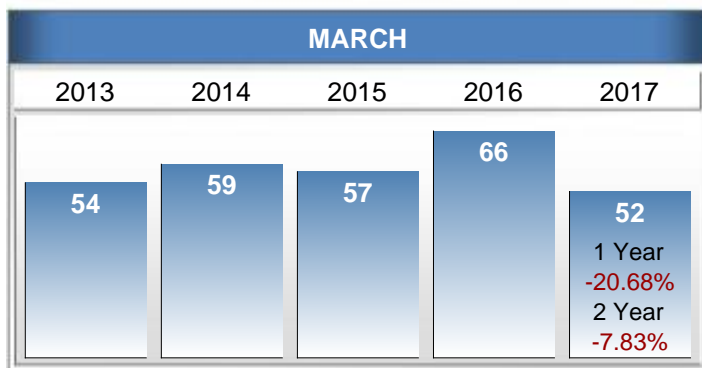
Closed Sales as of Apr 11, 2017



Average Days on Market to Sale

Report Produced on: Apr 11, 2017

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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	9.72%	45.3	55.7	37.5	0.0	0.0
\$50,001 - \$60,000	5	6.94%	43.0	27.0	47.0	0.0	0.0
\$60,001 - \$90,000	14	19.44%	56.1	13.5	73.2	0.0	0.0
\$90,001 - \$130,000	22	30.56%	49.5	136.0	46.2	41.9	58.0
\$130,001 - \$150,000	5	6.94%	56.0	0.0	92.0	3.0	1.0
\$150,001 - \$220,000	11	15.28%	30.4	0.0	41.7	22.0	55.0
\$220,001 and up	8	11.11%	94.9	157.0	1.0	72.3	156.0
Average Closed DOM: 52.5				54.1	54.6	38.9	85.2
Total Closed Units: 72				10	38	19	5
Total Closed Volume: 9,025,750				794.50K	3.81M	3.26M	1.16M



Monthly Inventory Analysis

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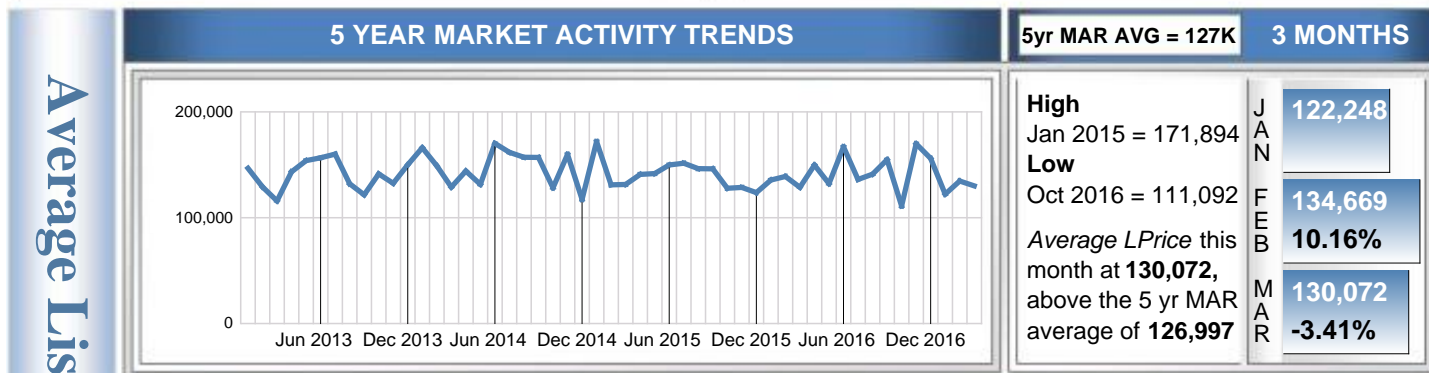
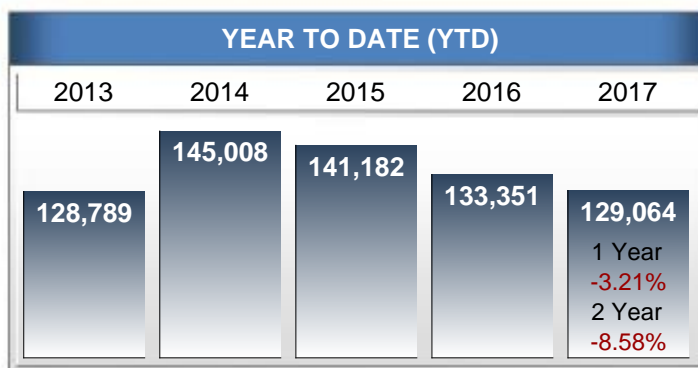
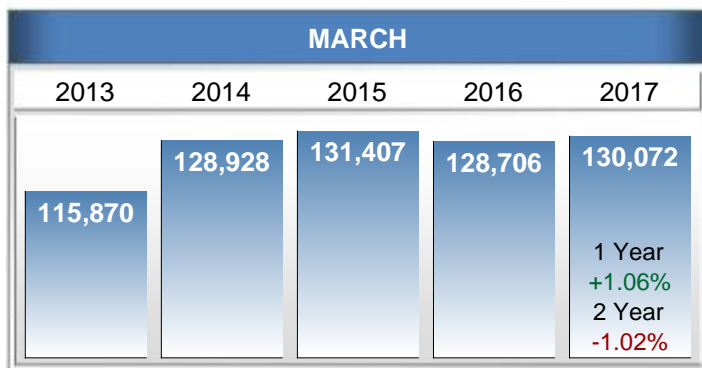
Closed Sales as of Apr 11, 2017



Average List Price at Closing

Report Produced on: Apr 11, 2017

Area Delimited by County Of Washington



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	7	9.72%	38,400	42,300	35,475	0	0
\$50,001 - \$60,000	4	5.56%	55,600	64,500	55,600	0	0
\$60,001 - \$90,000	15	20.83%	76,397	75,000	78,335	0	0
\$90,001 - \$130,000	20	27.78%	111,040	112,900	112,577	113,271	122,000
\$130,001 - \$150,000	7	9.72%	137,314	0	137,933	140,000	135,000
\$150,001 - \$220,000	11	15.28%	186,164	0	187,300	180,914	219,500
\$220,001 and up	8	11.11%	312,275	315,000	350,000	283,450	349,700
Average List Price:	\$130,072			\$91,930	\$103,601	\$175,426	\$235,180
Total Closed Units:	72			10	38	19	5
Total List Volume:	9,365,150			919.30K	3.94M	3.33M	1.18M

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

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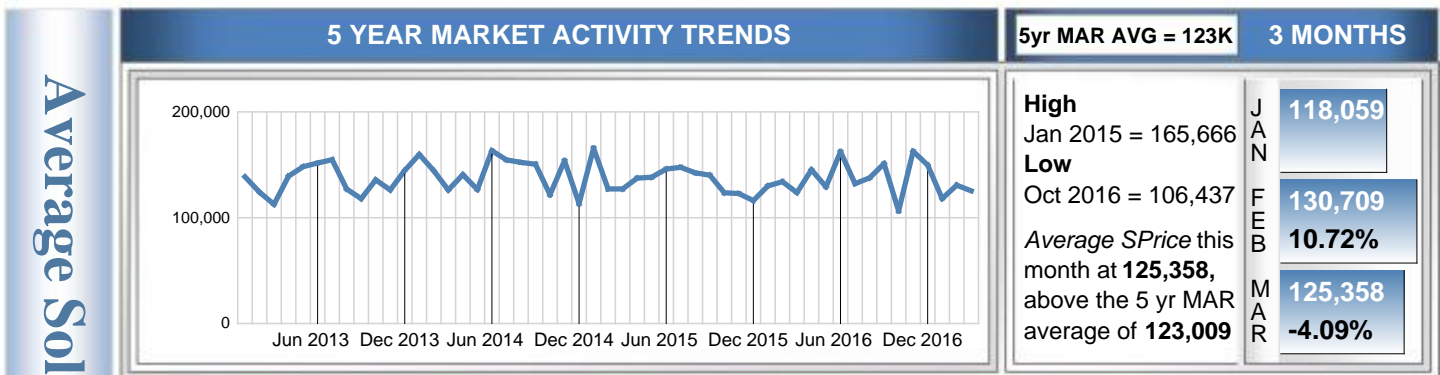
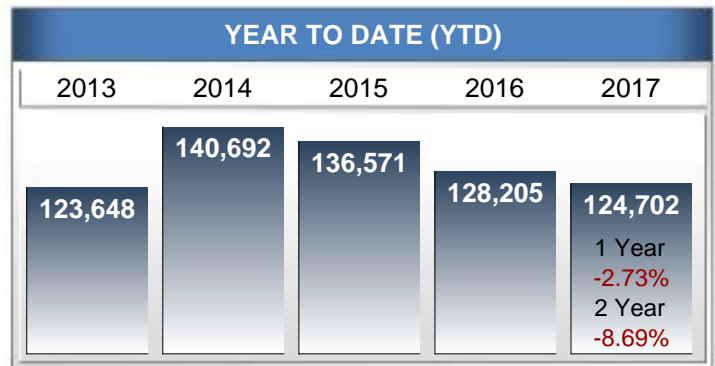
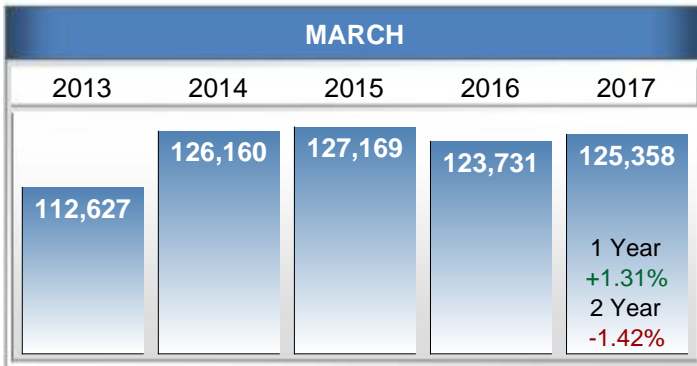
Closed Sales as of Apr 11, 2017



Average Sold Price at Closing

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Area Delimited by County Of Washington



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		9.72%	35,236	36,500	34,288	0	0
\$50,001 \$60,000	5		6.94%	54,700	55,000	54,625	0	0
\$60,001 \$90,000	14		19.44%	73,527	70,500	74,738	0	0
\$90,001 \$130,000	22		30.56%	111,610	108,000	110,131	112,246	130,000
\$130,001 \$150,000	5		6.94%	136,160	0	135,267	140,000	135,000
\$150,001 \$220,000	11		15.28%	179,364	0	179,500	174,500	213,000
\$220,001 and up	8		11.11%	295,875	240,000	335,000	277,250	341,500
Average Closed Price: \$125,358					\$79,450	\$100,369	\$171,380	\$232,200
Total Closed Units: 72					10	38	19	5
Total Closed Volume: 9,025,750					794.50K	3.81M	3.26M	1.16M



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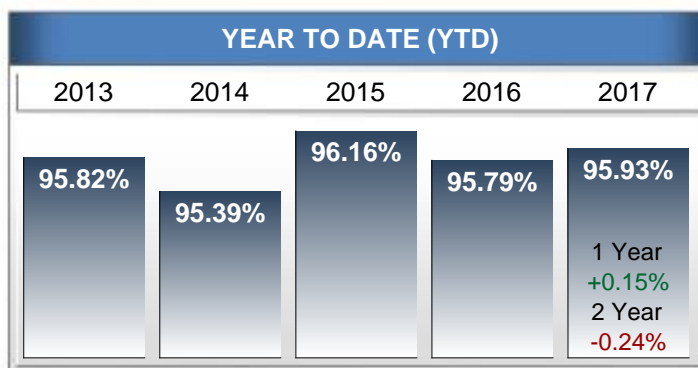
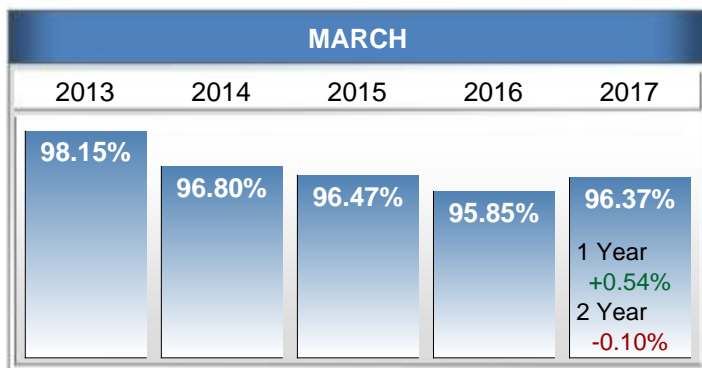
Closed Sales as of Apr 11, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price
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5yr MAR AVG=96.73% **3 MONTHS**

High
Jun 2016 = 99.65%

Low
Aug 2013 = 91.62%

Average List/Sell this month at **96.37%**, below the 5 yr MAR average of **96.73%**

JAN	95.70%
FEB	95.45%
MAR	96.37%
APR	0.96%

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	9.72%	91.42%	85.91%	95.56%	0.00%	0.00%
\$50,001 \$60,000	5	6.94%	95.67%	85.27%	98.27%	0.00%	0.00%
\$60,001 \$90,000	14	19.44%	95.37%	93.67%	96.05%	0.00%	0.00%
\$90,001 \$130,000	22	30.56%	98.72%	95.66%	98.02%	99.33%	106.56%
\$130,001 \$150,000	5	6.94%	98.86%	0.00%	98.09%	100.00%	100.00%
\$150,001 \$220,000	11	15.28%	96.40%	0.00%	95.97%	96.49%	97.04%
\$220,001 and up	8	11.11%	94.82%	76.19%	95.71%	97.84%	97.66%
Average List/Sell Ratio: 96.40%				88.96%	97.05%	98.01%	99.78%
Total Closed Units: 72				10	38	19	5
Total Closed Volume: 9,025,750				794.50K	3.81M	3.26M	1.16M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

Inventory as of Apr 11, 2017



Market Summary

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

Active Inventory as of March 31, 2017 = 447

	MARCH			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	84	72	-14.29%	187	161	-13.90%
Pending Sales	94	95	1.06%	232	212	-8.62%
New Listings	161	158	-1.86%	434	451	3.92%
Average List Price	128,706	130,072	1.06%	133,351	129,064	-3.21%
Average Sale Price	123,731	125,358	1.31%	128,205	124,702	-2.73%
Average Percent of List Price to Selling Price	95.85%	96.37%	0.54%	95.79%	95.93%	0.15%
Average Days on Market to Sale	66.17	52.49	-20.68%	58.94	56.14	-4.75%
Monthly Inventory	397	447	12.59%	397	447	12.59%
Months Supply of Inventory	5.93	6.59	11.21%	5.93	6.59	11.21%

