



May 2017

Area Delimited by County Of Rogers

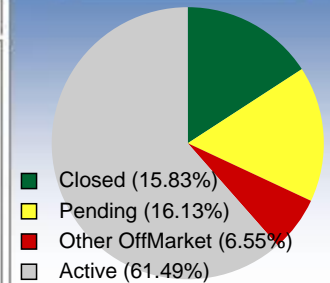


Absorption: Last 12 months, an Average of **125** Sales/Month

Active Inventory as of May 31, 2017 = **610**

	MAY		
	2016	2017	+/- %
Closed Listings	130	157	20.77%
Pending Listings	136	160	17.65%
New Listings	192	235	22.40%
Median List Price	147,108	161,500	9.78%
Median Sale Price	147,108	157,500	7.06%
Median Percent of List Price to Selling Price	99.38%	99.00%	-0.38%
Median Days on Market to Sale	27.00	31.00	14.81%
End of Month Inventory	638	610	-4.39%
Months Supply of Inventory	5.52	4.89	-11.48%

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) Decreases

The total housing inventory at the end of May 2017 decreased **4.39%** to 610 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **4.89** 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 **7.06%** in May 2017 to \$157,500 versus the previous year at \$147,108.

Median Days on Market Lengthens

The median number of **31.00** days that homes spent on the market before selling increased by 4.00 days or **14.81%** in May 2017 compared to last year's same month at **27.00** DOM.

Sales Success for May 2017 is Positive

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

There were 235 New Listings in May 2017, up **22.40%** from last year at 192. Furthermore, there were 157 Closed Listings this month versus last year at 130, a **20.77%** increase.

Closed versus Listed trends yielded a **66.8%** ratio, down from previous year's, May 2016, at **67.7%**, a **1.33%** downswing. This will certainly create pressure on a decreasing 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®

May 2017

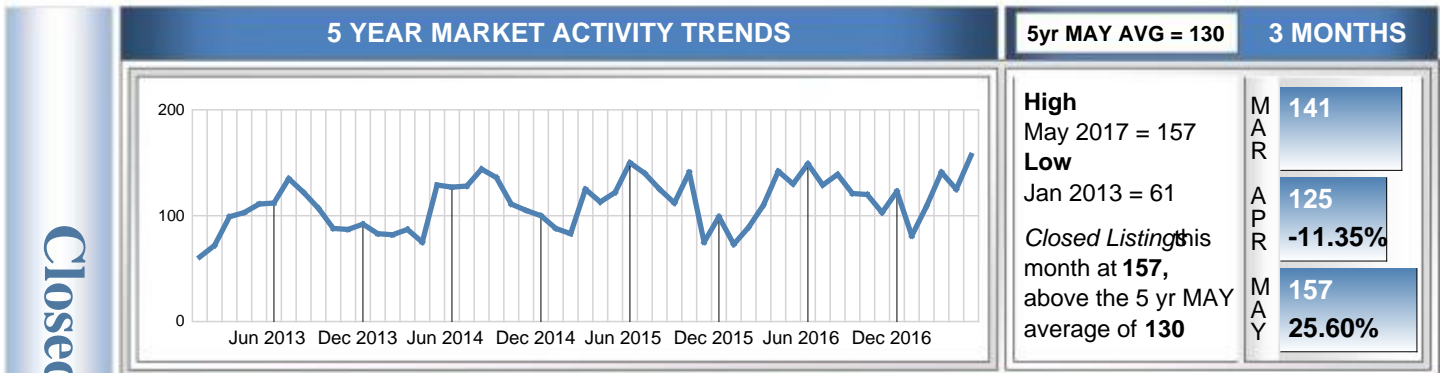
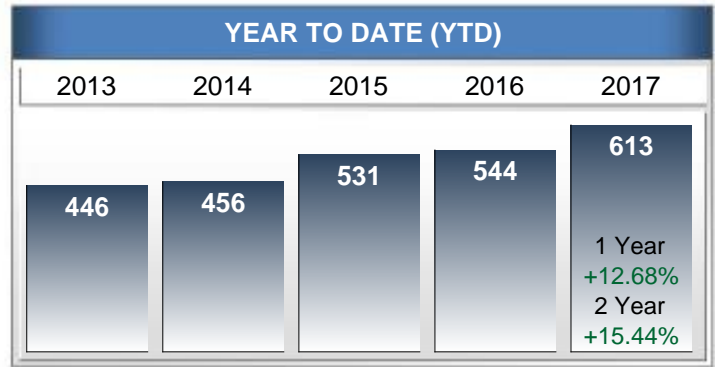
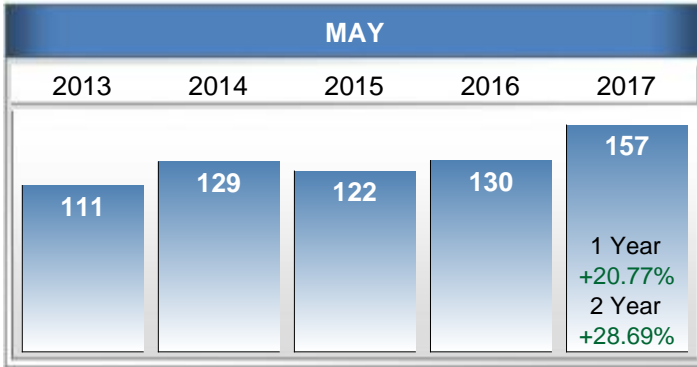
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



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+	
\$50,000 and less	15	9.55%	53.0	11	3	1	0	
\$50,001 - \$75,000	12	7.64%	34.5	6	6	0	0	
\$75,001 - \$125,000	20	12.74%	12.5	2	14	4	0	
\$125,001 - \$175,000	45	28.66%	19.0	0	38	7	0	
\$175,001 - \$250,000	28	17.83%	42.0	0	14	12	2	
\$250,001 - \$375,000	21	13.38%	52.0	0	3	17	1	
\$375,001 and up	16	10.19%	45.0	0	0	11	5	
Total Closed Units: 157				31.0	19	78	52	8
Total Closed Volume: 31,220,240					771.05K	11.30M	14.85M	4.30M
Median Closed Price: \$157,500					\$30,000	\$142,500	\$255,500	\$442,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

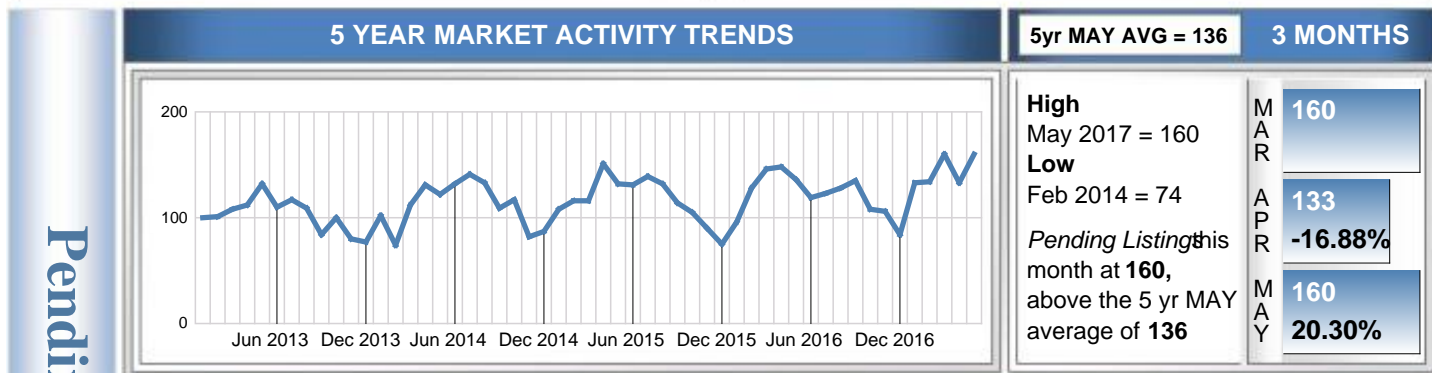
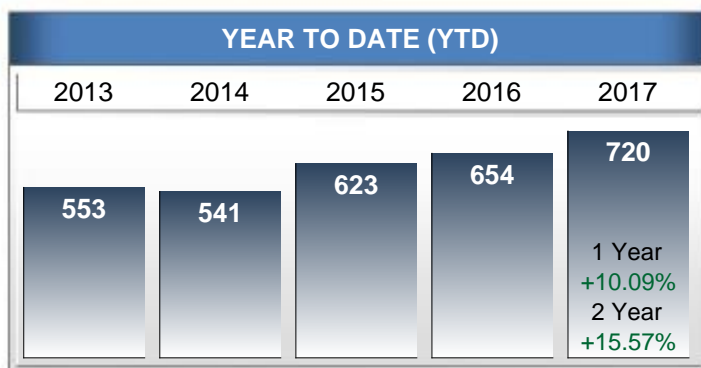
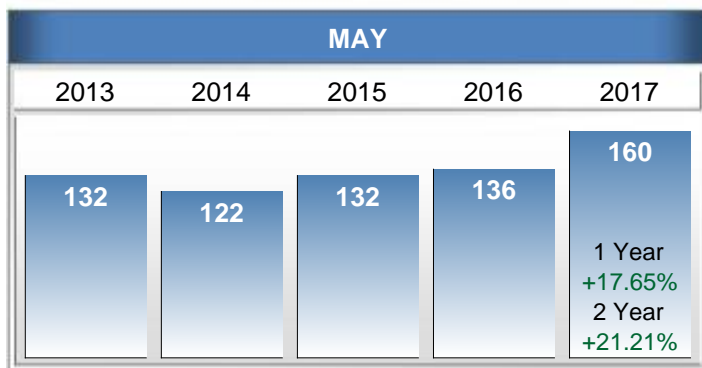
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



Pending Listings
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

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	17	10.63%	57.0	13	2	2	0
\$50,001 - \$75,000	10	6.25%	70.5	2	6	1	1
\$75,001 - \$125,000	30	18.75%	14.5	8	21	0	1
\$125,001 - \$175,000	36	22.50%	13.0	2	29	5	0
\$175,001 - \$225,000	24	15.00%	40.0	0	14	9	1
\$225,001 - \$325,000	27	16.88%	50.0	0	12	13	2
\$325,001 and up	16	10.00%	31.0	1	1	11	3
Total Pending Units: 160				26	85	41	8
Total Pending Volume: 29,530,554				1.92M	13.41M	11.54M	2.66M
Median Listing Price: \$154,950				\$52,500	\$149,999	\$249,900	\$289,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

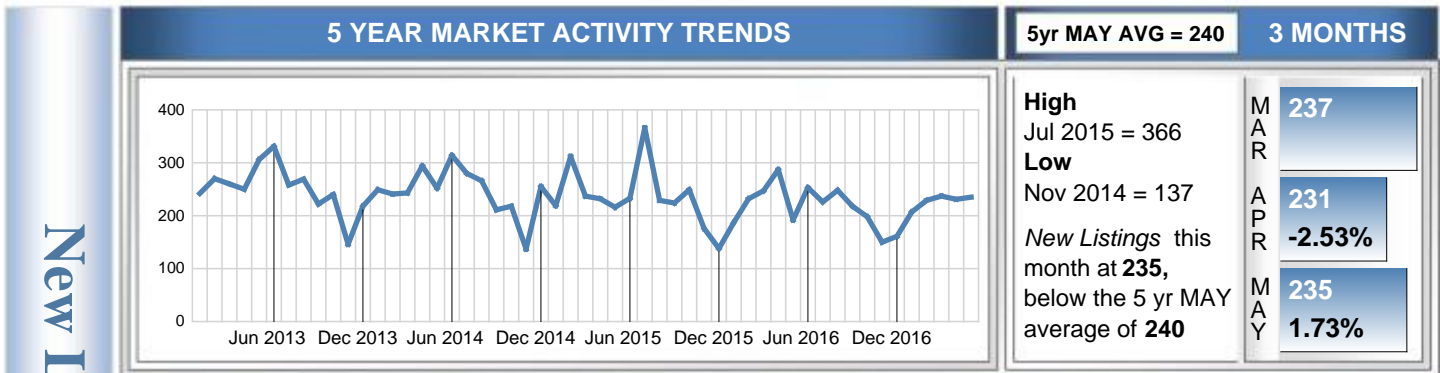
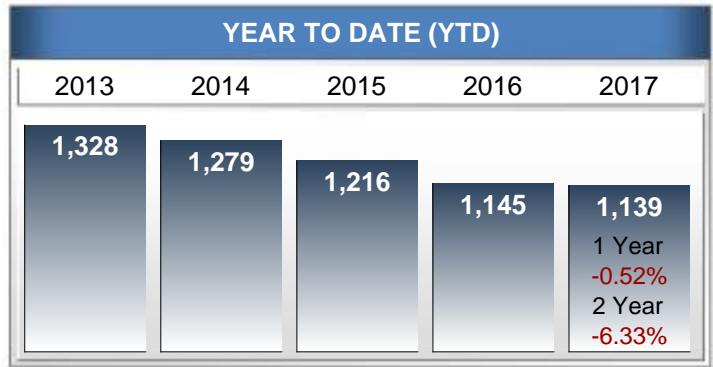
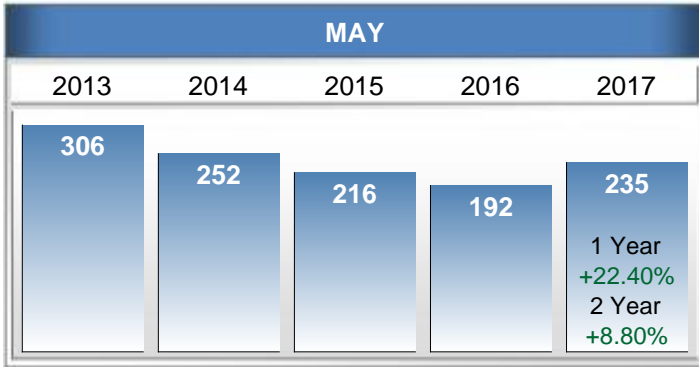
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	24	10.21%	20	4	0	0
\$50,001 - \$100,000	19	8.09%	8	8	2	1
\$100,001 - \$150,000	46	19.57%	8	35	3	0
\$150,001 - \$225,000	59	25.11%	11	30	17	1
\$225,001 - \$250,000	18	7.66%	0	11	7	0
\$250,001 - \$375,000	44	18.72%	4	19	17	4
\$375,001 and up	25	10.64%	1	2	16	6
Total New Listed Units:		235	52	109	62	12
Total New Listed Volume:		51,050,804	5.67M	20.20M	19.52M	5.66M
Median New Listed Listing Price:		\$179,000	\$79,950	\$169,000	\$273,900	\$382,450

New Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

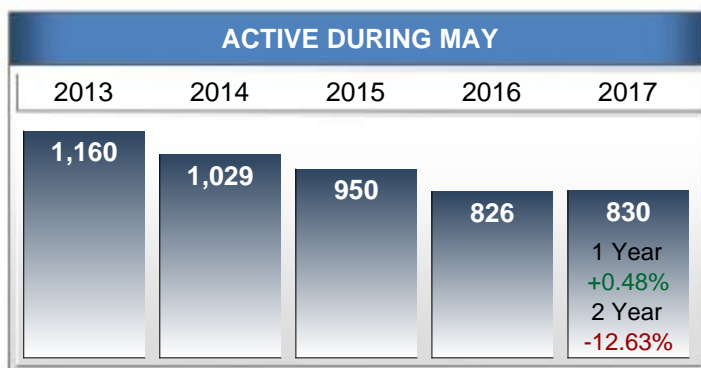
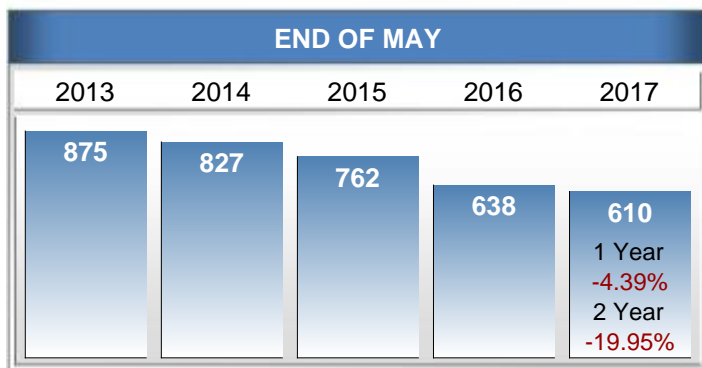
Active Inventory as of Jun 12, 2017



Active Inventory

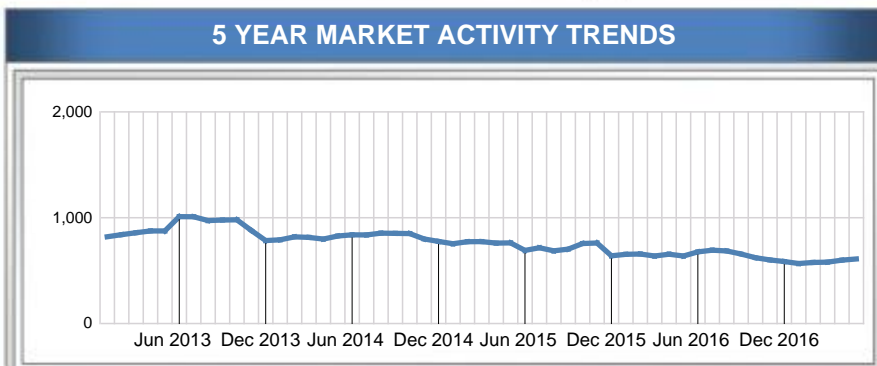
Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr MAY AVG = 742	3 MONTHS
High Jun 2013 = 1,010	MAR 580
Low Jan 2017 = 567	APR 599
<i>Inventory</i> this month at 610 , below the 5 yr MAY average of 742	MAY 1.84%
	3.28%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	45	7.38%	86.0	45	0	0	0		
\$25,001 - \$75,000	86	14.10%	60.5	73	12	1	0		
\$75,001 - \$125,000	65	10.66%	54.0	23	37	4	1		
\$125,001 - \$225,000	165	27.05%	55.0	38	89	36	2		
\$225,001 - \$325,000	108	17.70%	41.0	13	34	56	5		
\$325,001 - \$475,000	71	11.64%	58.0	10	13	30	18		
\$475,001 and up	70	11.48%	65.0	10	5	32	23		
Total Active Inventory by Units:				610	58.0	212	190	159	49
Total Active Inventory by Volume:				167,024,123		29.66M	38.25M	55.61M	43.50M
Median Active Inventory Listing Price:				\$186,700		\$62,750	\$169,900	\$289,900	\$475,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

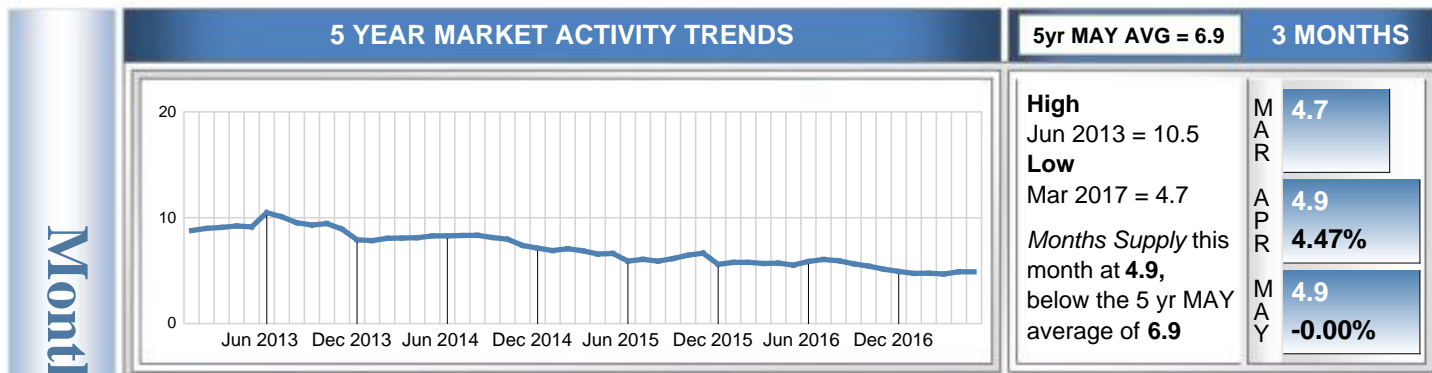
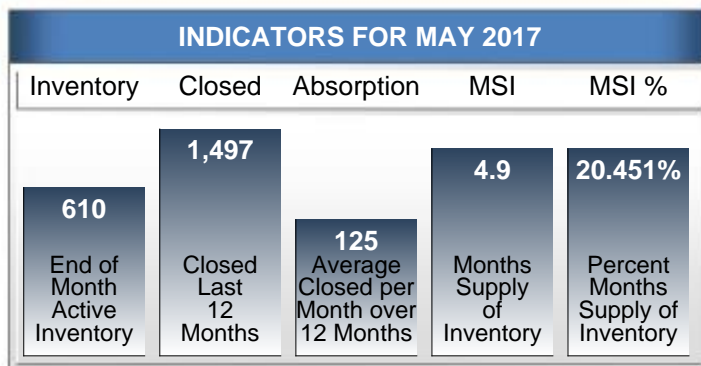
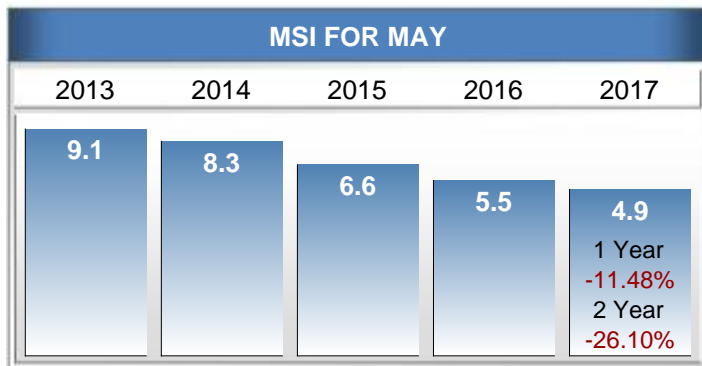
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



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	45	7.38%	10.2	11.7	0.0	0.0	0.0	
\$25,001 - \$75,000	86	14.10%	5.5	9.6	1.7	1.0	0.0	
\$75,001 - \$125,000	65	10.66%	3.0	6.7	2.4	1.5	0.0	
\$125,001 - \$225,000	165	27.05%	3.1	16.9	2.4	2.7	2.4	
\$225,001 - \$325,000	108	17.70%	6.5	26.0	5.4	6.5	4.3	
\$325,001 - \$475,000	71	11.64%	7.9	40.0	14.2	4.6	14.4	
\$475,001 and up	70	11.48%	17.5	40.0	30.0	14.2	17.3	
MSI:	4.9			11.7	2.8	4.6	10.5	
Total Active Inventory:	610			212	190	159	49	

Months Supply

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

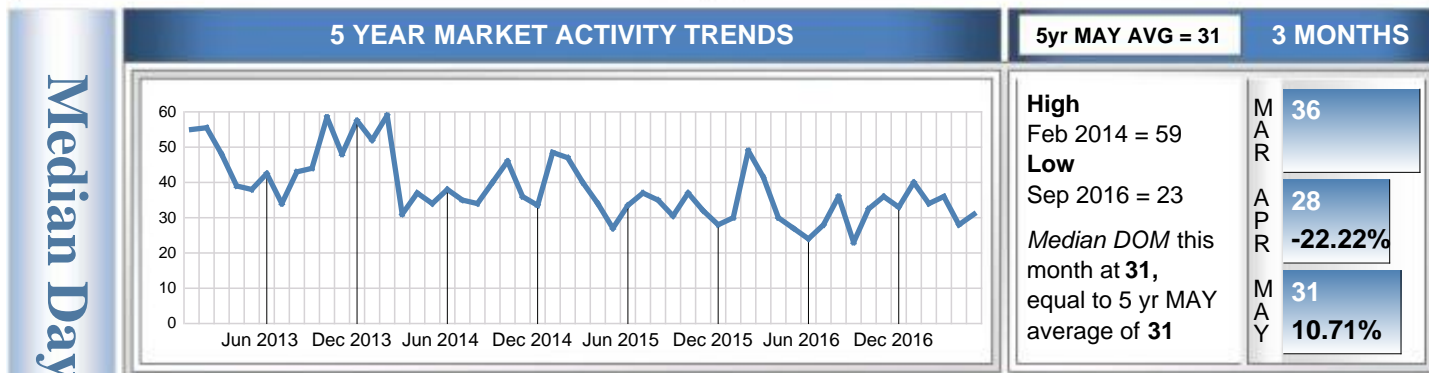
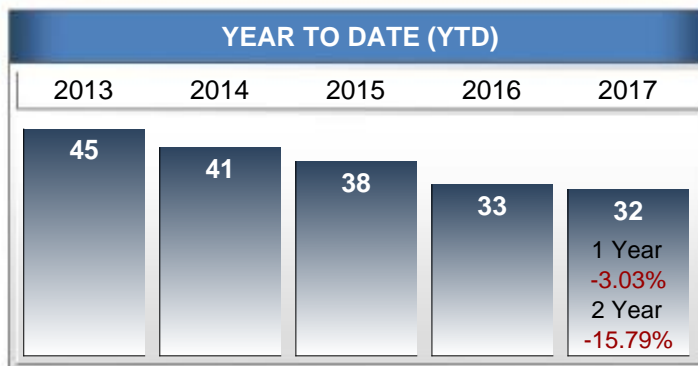
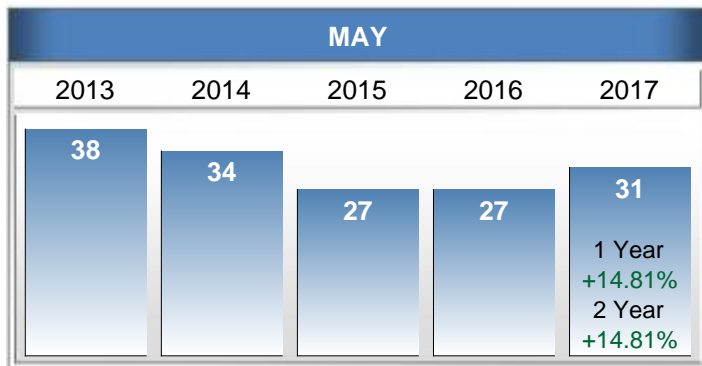
Closed Sales as of Jun 12, 2017



Median Days on Market to Sale

Report Produced on: Jun 12, 2017

Area Delimited by County Of Rogers



Median Days on Market

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	15		9.55%	53.0	53.0	20.0	103.0	0.0
\$50,001 - \$75,000	12		7.64%	34.5	46.5	32.0	0.0	0.0
\$75,001 - \$125,000	20		12.74%	12.5	13.0	12.0	16.0	0.0
\$125,001 - \$175,000	45		28.66%	19.0	0.0	19.0	21.0	0.0
\$175,001 - \$250,000	28		17.83%	42.0	0.0	31.5	45.5	75.5
\$250,001 - \$375,000	21		13.38%	52.0	0.0	8.0	52.0	84.0
\$375,001 and up	16		10.19%	45.0	0.0	0.0	50.0	35.0
Median Closed DOM:	31.0				44.0	20.5	42.5	49.0
Total Closed Units:	157				19	78	52	8
Total Closed Volume:	31,220,240				771.05K	11.30M	14.85M	4.30M



Monthly Inventory Analysis

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May 2017

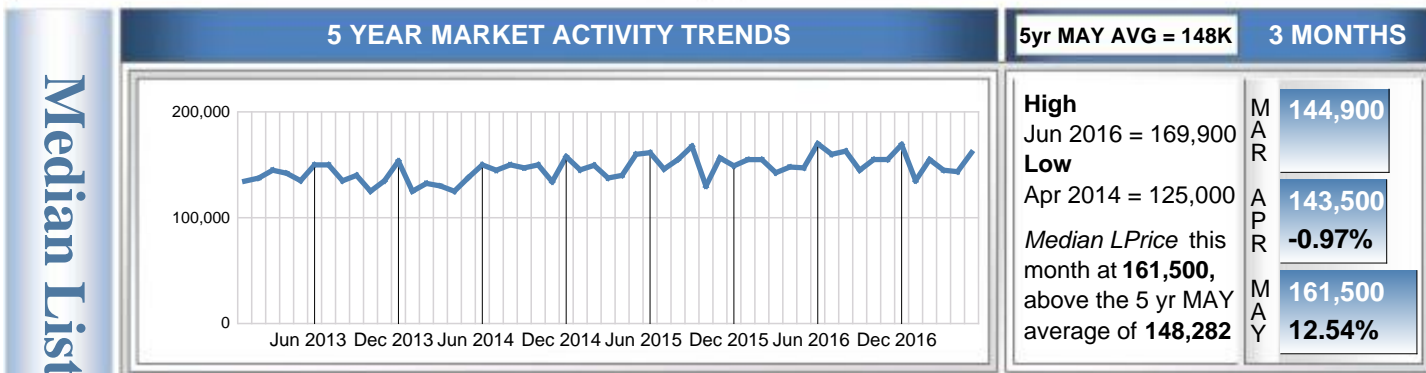
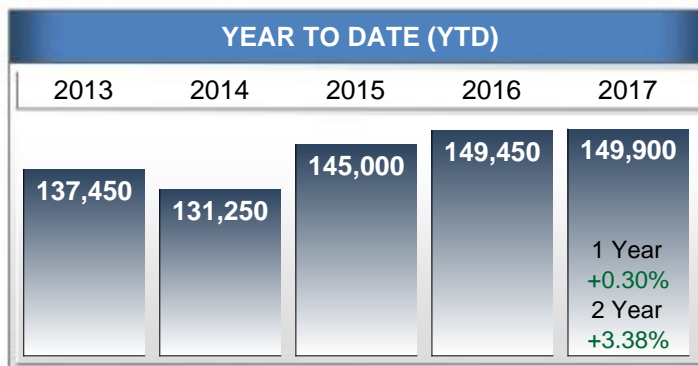
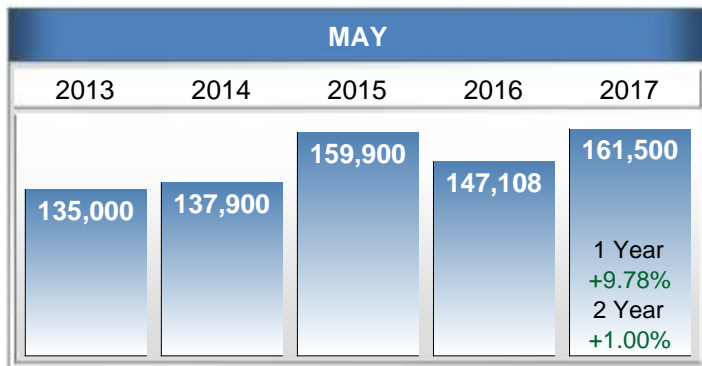
Closed Sales as of Jun 12, 2017



Median List Price at Closing

Report Produced on: Jun 12, 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	16		10.19%	24,900	19,500	35,200	39,900	0
\$50,001 - \$75,000	11		7.01%	65,000	65,000	62,450	73,600	0
\$75,001 - \$125,000	19		12.10%	104,500	103,700	104,900	92,450	0
\$125,001 - \$175,000	44		28.03%	150,350	0	146,510	163,950	0
\$175,001 - \$250,000	30		19.11%	212,906	0	195,000	227,450	232,400
\$250,001 - \$375,000	21		13.38%	304,900	0	285,500	305,000	299,000
\$375,001 and up	16		10.19%	472,400	0	0	460,000	525,000
Median List Price:		\$161,500			\$30,000	\$144,254	\$269,000	\$457,400
Total Closed Units:		157			19	78	52	8
Total List Volume:		31,881,175			814.59K	11.46M	15.15M	4.45M



Monthly Inventory Analysis

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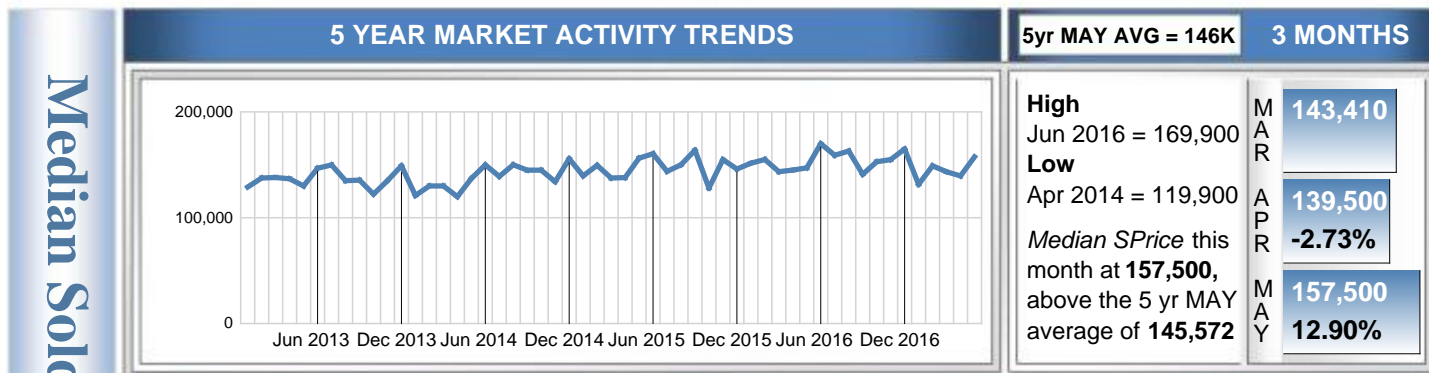
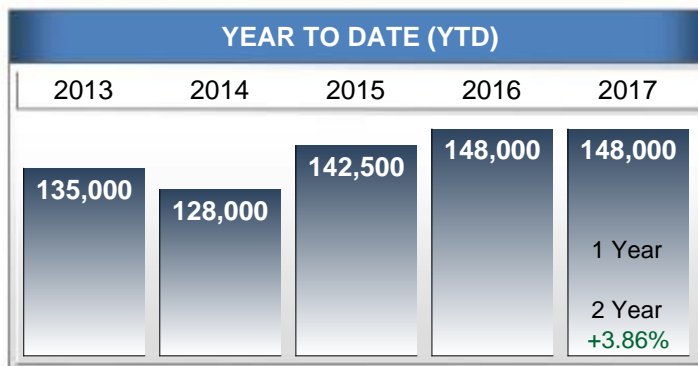
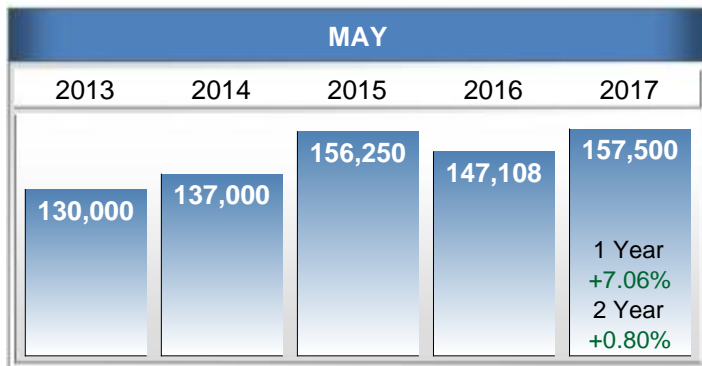
Closed Sales as of Jun 12, 2017



Median Sold Price at Closing

Report Produced on: Jun 12, 2017

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	15		9.55%	17,000	15,500	31,500	39,900	0
\$50,001 - \$75,000	12		7.64%	62,000	58,825	66,000	0	0
\$75,001 - \$125,000	20		12.74%	101,450	103,700	103,950	83,950	0
\$125,001 - \$175,000	45		28.66%	151,500	0	147,010	160,000	0
\$175,001 - \$250,000	28		17.83%	206,756	0	200,500	225,500	227,500
\$250,001 - \$375,000	21		13.38%	305,000	0	262,500	305,000	299,000
\$375,001 and up	16		10.19%	451,000	0	0	445,000	515,000
Median Closed Price:	\$157,500				\$30,000	\$142,500	\$255,500	\$442,750
Total Closed Units:	157				19	78	52	8
Total Closed Volume:	31,220,240				771.05K	11.30M	14.85M	4.30M



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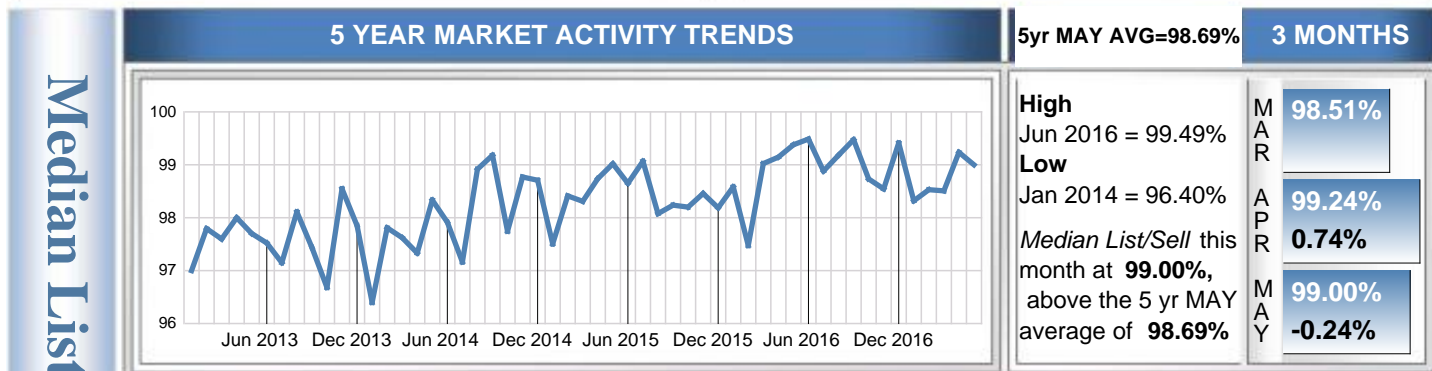
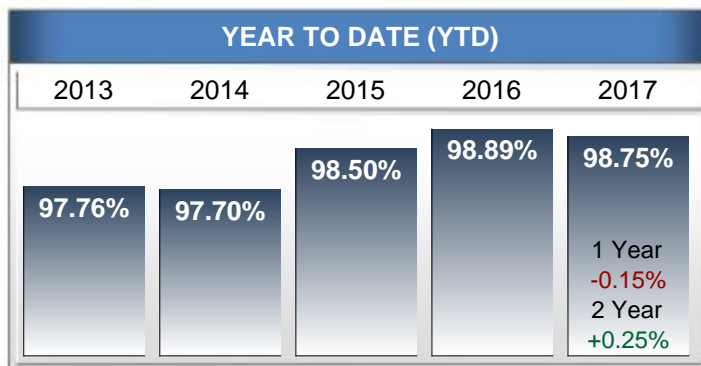
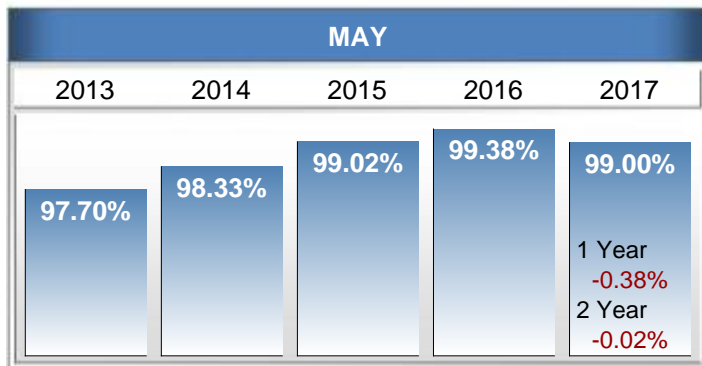
Closed Sales as of Jun 12, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

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	15	9.55%	97.98%	97.87%	100.96%	100.00%	0.00%
\$50,001 \$75,000	12	7.64%	94.91%	92.31%	100.92%	0.00%	0.00%
\$75,001 \$125,000	20	12.74%	100.00%	100.00%	99.59%	92.96%	0.00%
\$125,001 \$175,000	45	28.66%	100.00%	0.00%	100.00%	98.56%	0.00%
\$175,001 \$250,000	28	17.83%	98.67%	0.00%	98.67%	99.21%	97.89%
\$250,001 \$375,000	21	13.38%	99.68%	0.00%	96.36%	99.68%	100.00%
\$375,001 and up	16	10.19%	97.29%	0.00%	0.00%	96.49%	98.10%
Median List/Sell Ratio:	99.00%			94.51%	100.00%	98.94%	98.00%
Total Closed Units:	157			19	78	52	8
Total Closed Volume:	31,220,240			771.05K	11.30M	14.85M	4.30M



Monthly Inventory Analysis

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May 2017

Inventory as of Jun 12, 2017



Market Summary

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Absorption: Last 12 months, an Average of 125 Sales/Month

Active Inventory as of May 31, 2017 = 610

	MAY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	130	157	20.77%	544	613	12.68%
Pending Sales	136	160	17.65%	654	720	10.09%
New Listings	192	235	22.40%	1,145	1,139	-0.52%
Median List Price	147,108	161,500	9.78%	149,450	149,900	0.30%
Median Sale Price	147,108	157,500	7.06%	148,000	148,000	0.00%
Median Percent of List Price to Selling Price	99.38%	99.00%	-0.38%	98.89%	98.75%	-0.15%
Median Days on Market to Sale	27.00	31.00	14.81%	33.00	32.00	-3.03%
Monthly Inventory	638	610	-4.39%	638	610	-4.39%
Months Supply of Inventory	5.52	4.89	-11.48%	5.52	4.89	-11.48%

