



May 2017

Area Delimited by County Of Washington

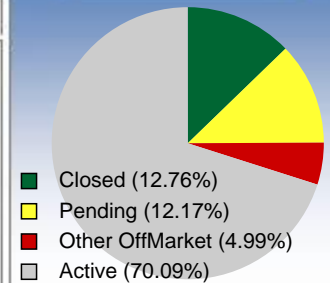


Absorption: Last 12 months, an Average of **68** Sales/Month

Active Inventory as of May 31, 2017 = **478**

	MAY		
	2016	2017	+/- %
Closed Listings	91	87	-4.40%
Pending Listings	91	83	-8.79%
New Listings	149	143	-4.03%
Average List Price	132,202	146,020	10.45%
Average Sale Price	129,196	142,960	10.65%
Average Percent of List Price to Selling Price	97.89%	98.38%	0.50%
Average Days on Market to Sale	44.53	37.85	-15.00%
End of Month Inventory	427	478	11.94%
Months Supply of Inventory	6.11	7.04	15.10%

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) Increases

The total housing inventory at the end of May 2017 rose **11.94%** to 478 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 **7.04** MSI for this period.

Average Sale Price 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 **10.65%** in May 2017 to \$142,960 versus the previous year at \$129,196.

Average Days on Market Shortens

The average number of **37.85** days that homes spent on the market before selling decreased by 6.68 days or **15.00%** in May 2017 compared to last year's same month at **44.53** DOM.

Sales Success for May 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 143 New Listings in May 2017, down **4.03%** from last year at 149. Furthermore, there were 87 Closed Listings this month versus last year at 91, a **-4.40%** decrease.

Closed versus Listed trends yielded a **60.8%** ratio, down from previous year's, May 2016, at **61.1%**, a **0.38%** 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.

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



Monthly Inventory Analysis

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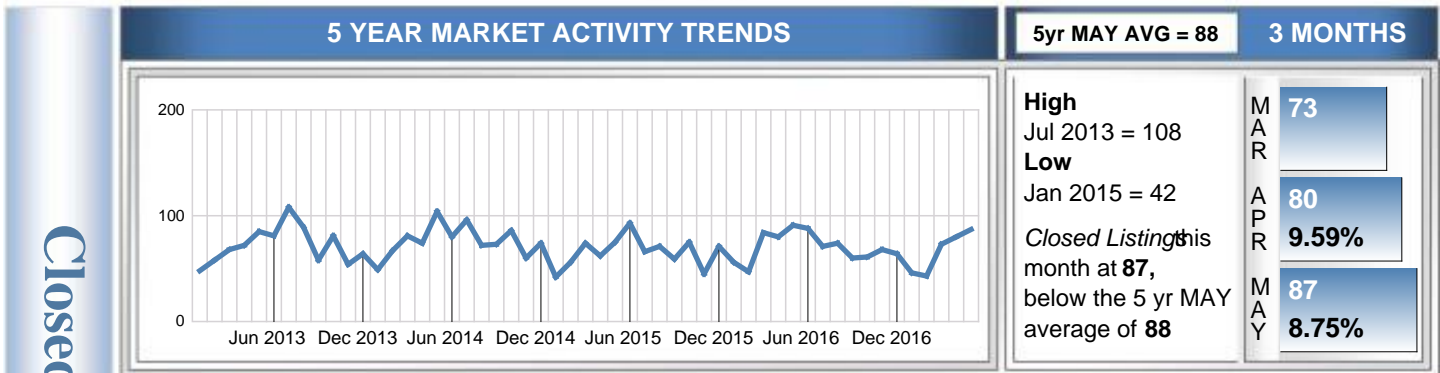
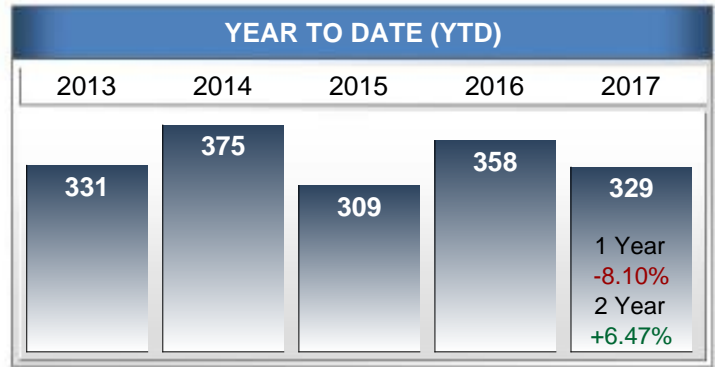
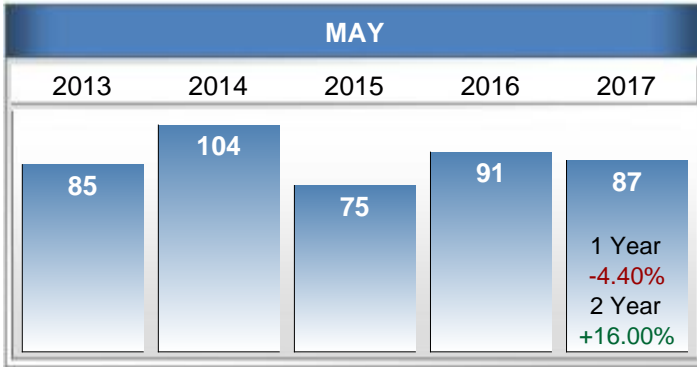
Closed Sales as of Jun 12, 2017



Closed Listings

Report Produced on: Jun 12, 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+
\$40,000 and less	5	5.75%	91.8	0	4	1	0
\$40,001 - \$70,000	11	12.64%	49.7	6	4	1	0
\$70,001 - \$100,000	14	16.09%	42.9	2	7	5	0
\$100,001 - \$150,000	24	27.59%	28.4	1	19	3	1
\$150,001 - \$180,000	12	13.79%	28.3	1	4	7	0
\$180,001 - \$230,000	12	13.79%	30.7	1	5	6	0
\$230,001 and up	9	10.34%	33.0	0	2	7	0
Total Closed Units:	87		37.9	11	45	30	1
Total Closed Volume:	12,437,546			934.00K	6.26M	5.10M	145.00K
Average Closed Price:	\$142,960			\$84,909	\$139,066	\$170,020	\$145,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

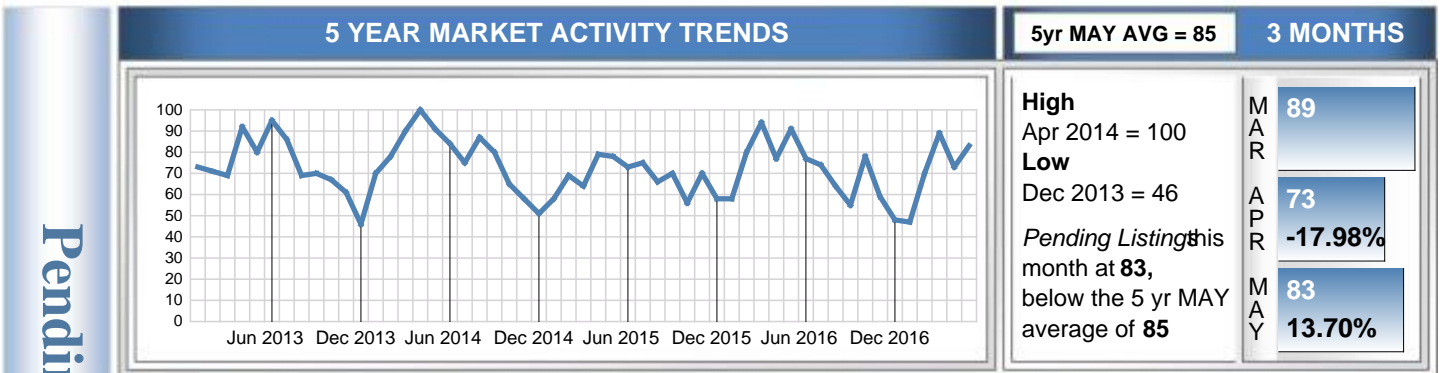
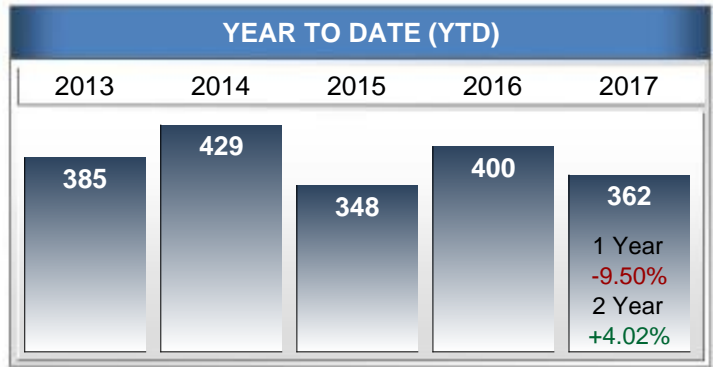
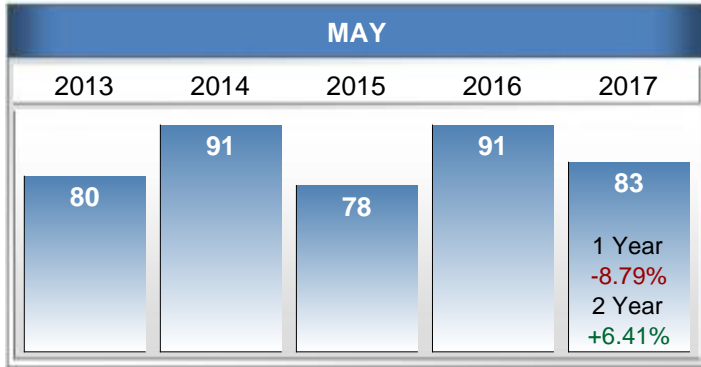
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of 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	8.43%	71.0	4	2	1	0
\$40,001 - \$60,000	9	10.84%	48.4	4	5	0	0
\$60,001 - \$110,000	15	18.07%	54.3	3	12	0	0
\$110,001 - \$150,000	18	21.69%	34.6	1	14	2	1
\$150,001 - \$190,000	16	19.28%	43.2	0	7	8	1
\$190,001 - \$230,000	8	9.64%	37.3	0	3	4	1
\$230,001 and up	10	12.05%	64.7	0	3	6	1
Total Pending Units: 83				29.0			
Total Pending Volume: 11,981,260				12	46	21	4
Average Listing Price: \$144,233				727.80K	5.79M	4.33M	1.13M
				\$60,650	\$125,890	\$206,081	\$283,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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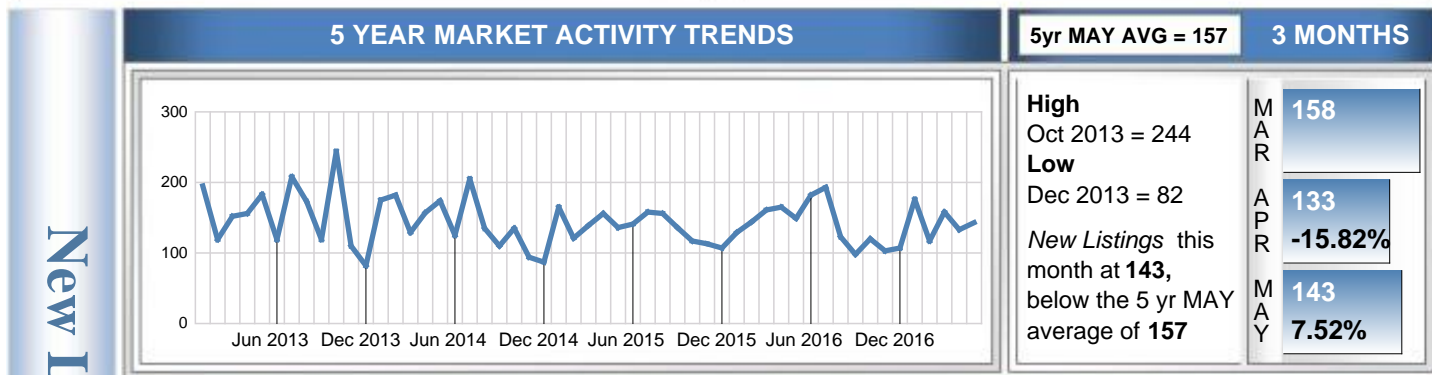
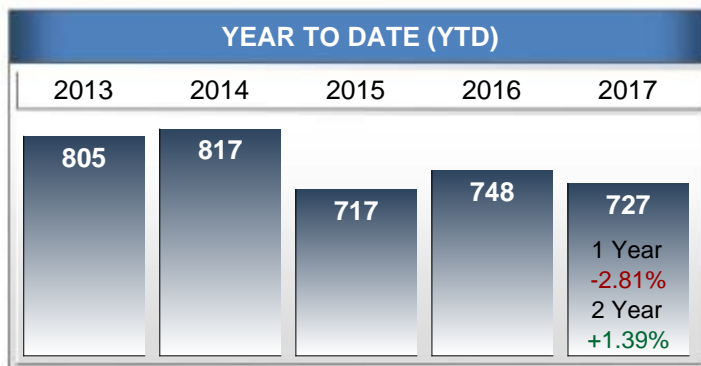
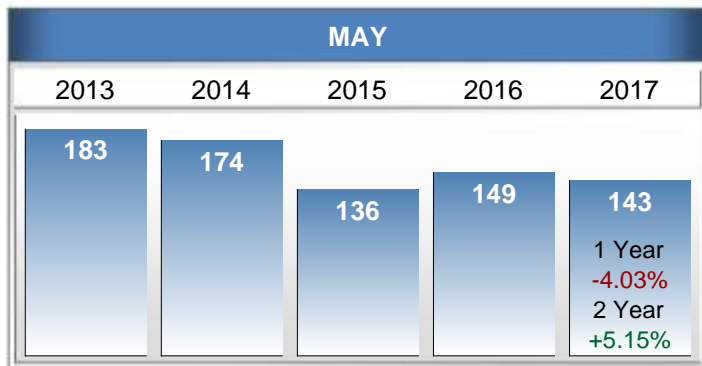
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 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+
\$30,000 and less	9	6.29%	6	2	1	0
\$30,001 - \$60,000	22	15.38%	17	4	0	1
\$60,001 - \$90,000	21	14.69%	6	14	1	0
\$90,001 - \$160,000	36	25.17%	4	21	9	2
\$160,001 - \$220,000	18	12.59%	1	8	7	2
\$220,001 - \$330,000	23	16.08%	1	7	13	2
\$330,001 and up	14	9.79%	3	0	7	4
Total New Listed Units:	143		38	56	38	11
Total New Listed Volume:	25,639,180		6.08M	7.21M	9.06M	3.29M
Average New Listed Listing Price:	\$118,000		\$159,889	\$128,727	\$238,513	\$299,200



Monthly Inventory Analysis

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May 2017

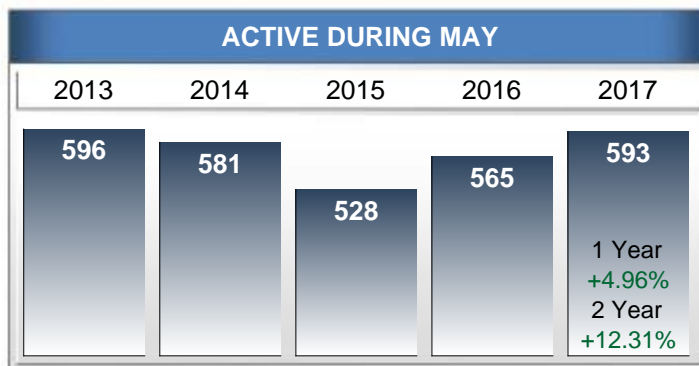
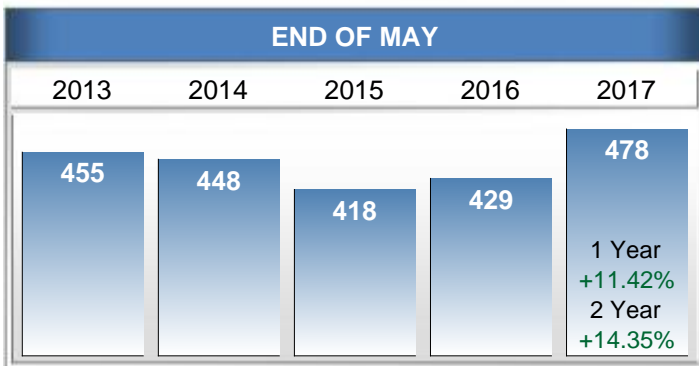
Active Inventory as of Jun 12, 2017



Active Inventory

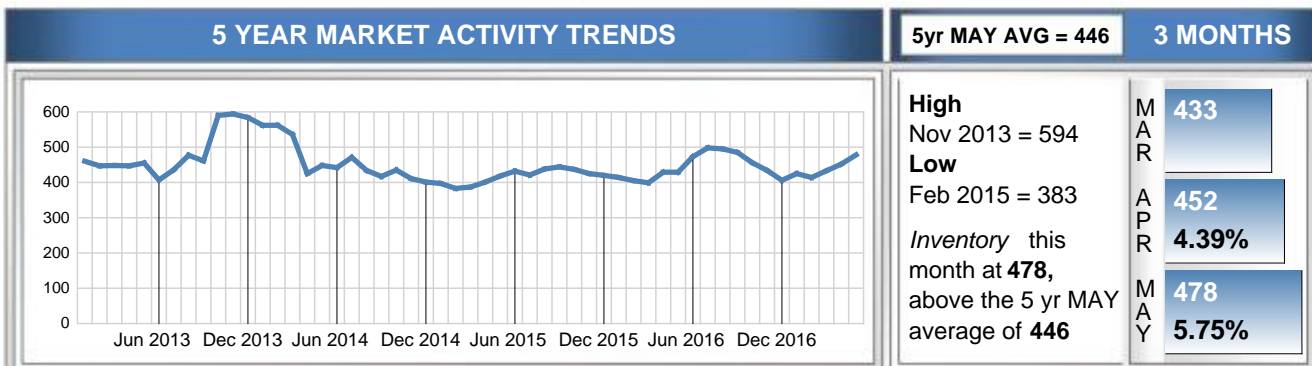
Report Produced on: Jun 12, 2017

Area Delimited by County Of Washington



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+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$25,000	55	11.51%	113.7	53	2	0	0	
\$25,001-\$50,000	70	14.64%	91.5	55	13	1	1	
\$50,001-\$125,000	168	35.15%	88.8	89	66	13	0	
\$125,001-\$200,000	79	16.53%	66.2	18	32	23	6	
\$200,001-\$325,000	58	12.13%	57.1	4	13	34	7	
\$325,001 and up	48	10.04%	66.9	14	4	22	8	
Total Active Inventory by Units:			478	82.3	233	130	93	22
Total Active Inventory by Volume:			75,158,552		28.48M	16.21M	23.38M	7.09M
Average Active Inventory Listing Price:			\$157,235		\$122,246	\$124,672	\$251,411	\$322,123



Monthly Inventory Analysis

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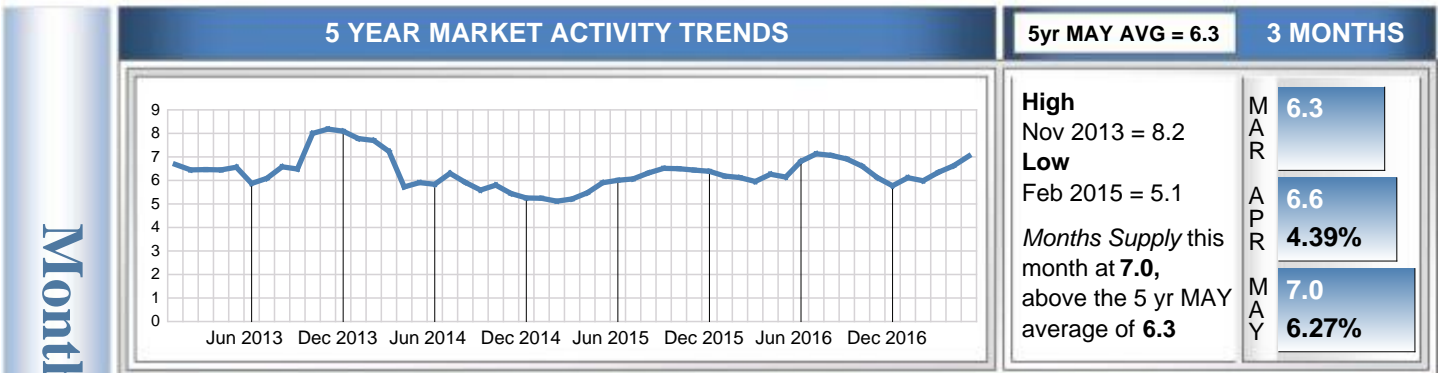
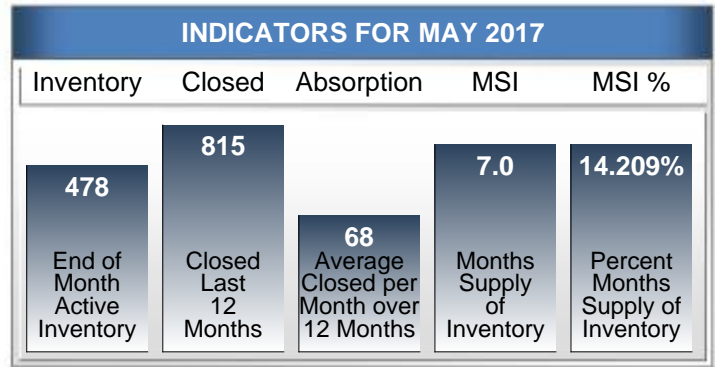
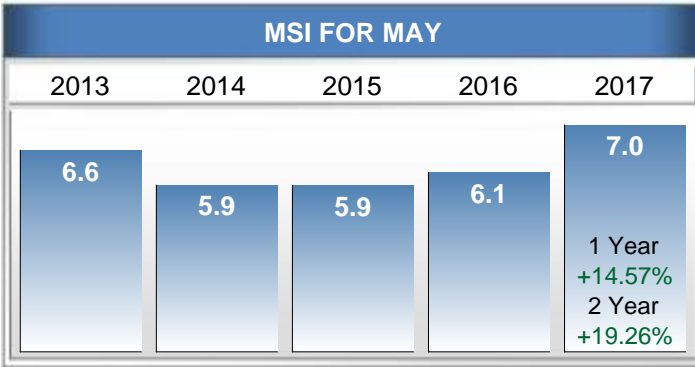
Active Inventory as of Jun 12, 2017



Months Supply of Inventory

Report Produced on: Jun 12, 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+
\$20,000 and less	48	10.04%	23.0	70.5	0.8	0.0	0.0
\$20,001 \$40,000	48	10.04%	12.8	24.6	3.8	3.0	0.0
\$40,001 \$60,000	59	12.34%	8.1	14.6	3.2	12.0	0.0
\$60,001 \$120,000	127	26.57%	5.9	21.7	3.5	2.6	0.0
\$120,001 \$200,000	90	18.83%	4.6	28.5	3.5	3.7	7.2
\$200,001 \$330,000	59	12.34%	5.2	9.6	5.8	4.6	7.0
\$330,001 and up	47	9.83%	18.8	84.0	6.0	18.9	12.0
MSI:			7.0	24.3	3.6	4.8	8.8
Total Active Inventory:			478	233	130	93	22



Monthly Inventory Analysis

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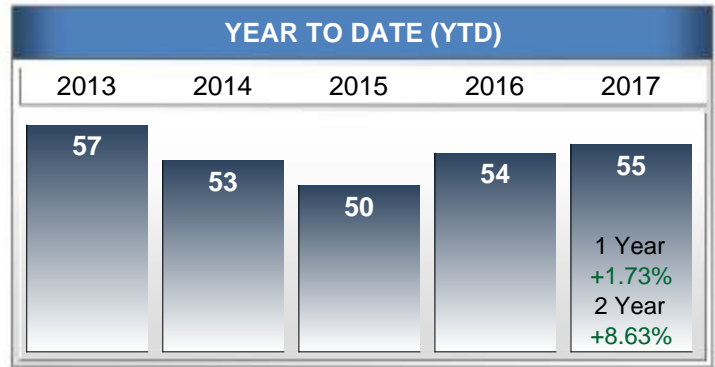
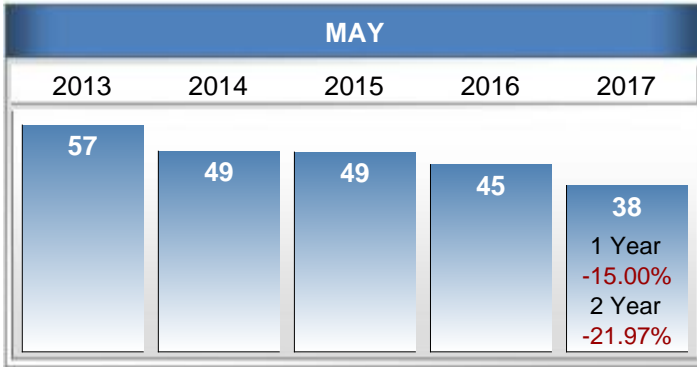
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 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+
\$40,000 and less	5	5.75%	91.8	0.0	83.0	127.0	0.0
\$40,001 - \$70,000	11	12.64%	49.7	77.0	17.3	16.0	0.0
\$70,001 - \$100,000	14	16.09%	42.9	15.0	63.3	25.4	0.0
\$100,001 - \$150,000	24	27.59%	28.4	2.0	34.1	9.0	6.0
\$150,001 - \$180,000	12	13.79%	28.3	29.0	25.5	29.9	0.0
\$180,001 - \$230,000	12	13.79%	30.7	140.0	30.0	13.0	0.0
\$230,001 and up	9	10.34%	33.0	0.0	58.5	25.7	0.0
Average Closed DOM: 37.9				60.3	41.3	25.5	6.0
Total Closed Units: 87				11	45	30	1
Total Closed Volume: 12,437,546				934.00K	6.26M	5.10M	145.00K



Monthly Inventory Analysis

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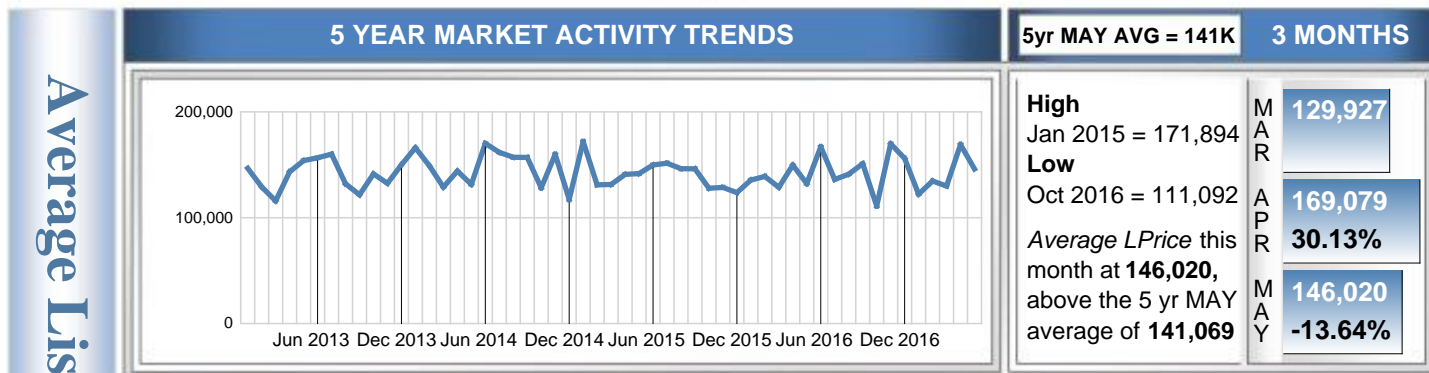
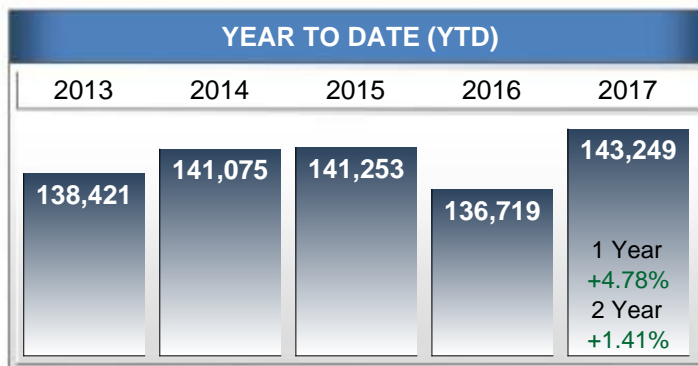
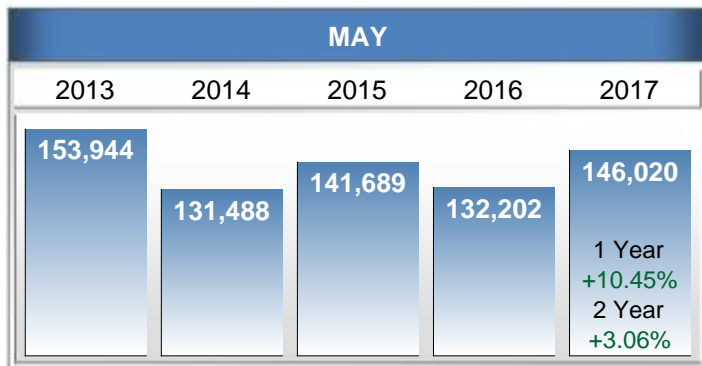
Closed Sales as of Jun 12, 2017



Average List Price at Closing

Report Produced on: Jun 12, 2017

Area Delimited by County Of Washington



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	4	4.60%	27,955	0	29,455	43,500	0
\$40,001 - \$70,000	12	13.79%	53,225	56,483	54,450	43,000	0
\$70,001 - \$100,000	14	16.09%	85,379	80,450	85,914	84,500	0
\$100,001 - \$150,000	24	27.59%	129,642	109,900	129,089	134,633	149,900
\$150,001 - \$180,000	12	13.79%	167,371	170,000	164,688	167,814	0
\$180,001 - \$230,000	12	13.79%	203,150	187,500	209,180	200,733	0
\$230,001 and up	9	10.34%	355,589	0	648,000	272,043	0
Average List Price:	\$146,020			\$87,927	\$142,008	\$173,210	\$149,900
Total Closed Units:	87			11	45	30	1
Total List Volume:	12,703,770			967.20K	6.39M	5.20M	149.90K



Monthly Inventory Analysis

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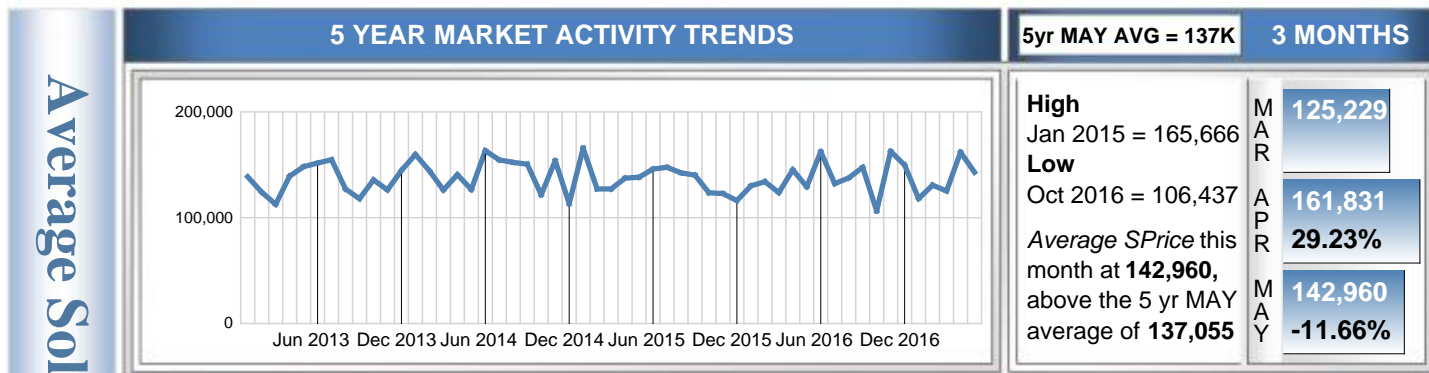
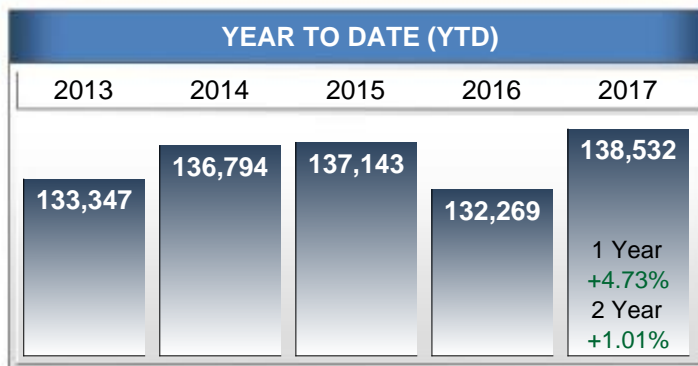
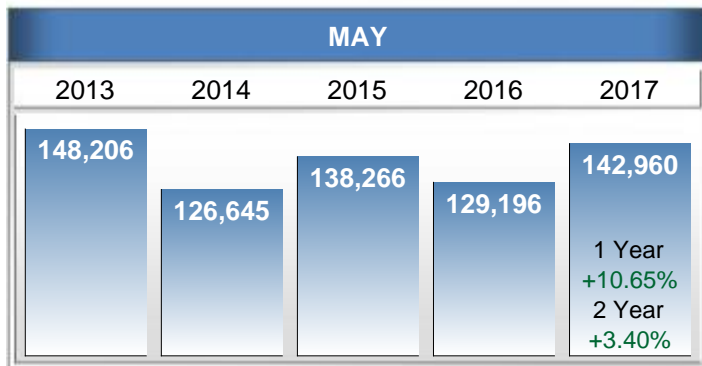
Closed Sales as of Jun 12, 2017



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+
\$40,000 and less	5		5.75%	30,200	0	27,750	40,000	0
\$40,001 - \$70,000	11		12.64%	53,273	52,250	57,375	43,000	0
\$70,001 - \$100,000	14		16.09%	84,443	78,000	85,929	84,939	0
\$100,001 - \$150,000	24		27.59%	127,454	107,000	127,205	130,000	145,000
\$150,001 - \$180,000	12		13.79%	165,246	170,000	165,263	164,557	0
\$180,001 - \$230,000	12		13.79%	200,208	187,500	206,200	197,333	0
\$230,001 and up	9		10.34%	341,556	0	603,500	266,714	0
Average Closed Price:	\$142,960				\$84,909	\$139,066	\$170,020	\$145,000
Total Closed Units:	87				11	45	30	1
Total Closed Volume:	12,437,546				934.00K	6.26M	5.10M	145.00K



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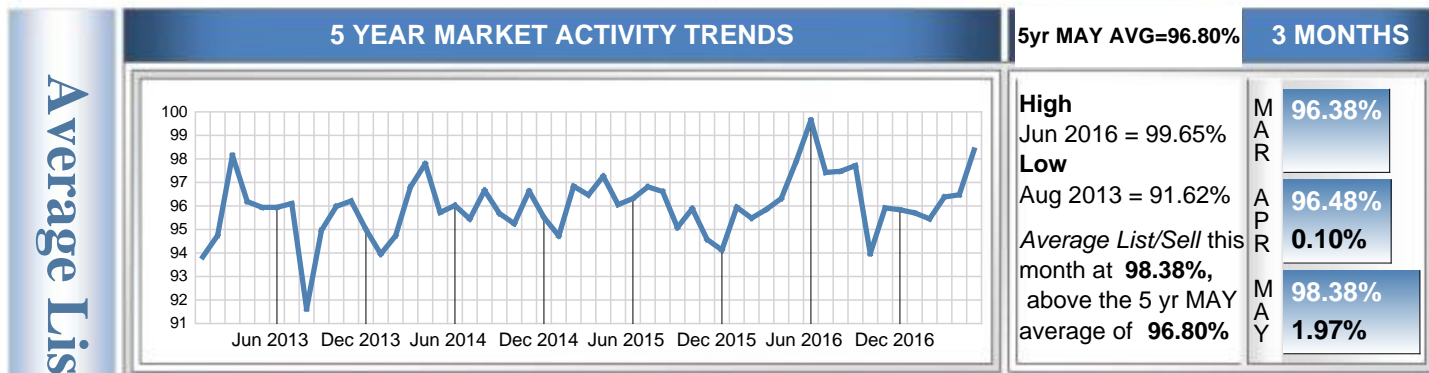
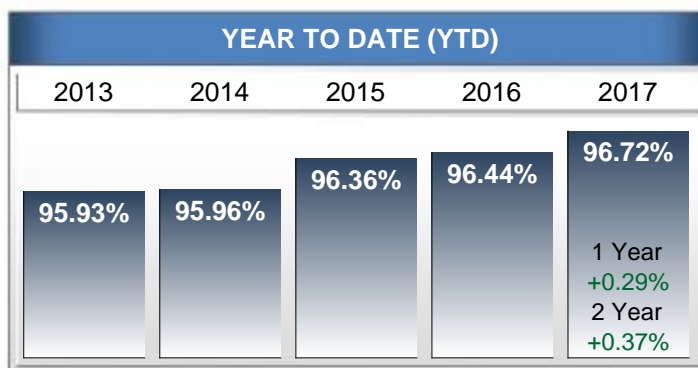
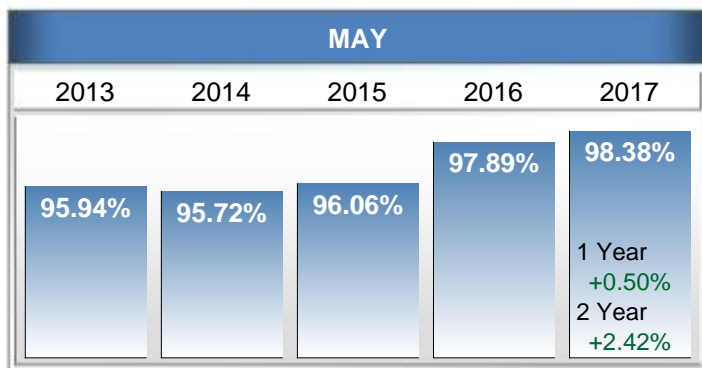
Closed Sales as of Jun 12, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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

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+
\$40,000 and less	5	5.75%	94.00%	0.00%	94.51%	91.95%	0.00%
\$40,001 \$70,000	11	12.64%	98.58%	92.43%	107.43%	100.00%	0.00%
\$70,001 \$100,000	14	16.09%	100.13%	97.03%	100.03%	101.51%	0.00%
\$100,001 \$150,000	24	27.59%	98.15%	97.36%	98.52%	96.55%	96.73%
\$150,001 \$180,000	12	13.79%	99.02%	100.00%	100.45%	98.06%	0.00%
\$180,001 \$230,000	12	13.79%	98.57%	100.00%	98.62%	98.29%	0.00%
\$230,001 and up	9	10.34%	97.33%	0.00%	94.70%	98.08%	0.00%
Average List/Sell Ratio: 98.40%				95.09%	99.21%	98.40%	96.73%
Total Closed Units: 87					11	45	30
Total Closed Volume: 12,437,546					934.00K	6.26M	5.10M
							145.00K



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 **68** Sales/Month

Active Inventory as of May 31, 2017 = **478**

	MAY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	91	87	-4.40%	358	329	-8.10%
Pending Sales	91	83	-8.79%	400	362	-9.50%
New Listings	149	143	-4.03%	748	727	-2.81%
Average List Price	132,202	146,020	10.45%	136,719	143,249	4.78%
Average Sale Price	129,196	142,960	10.65%	132,269	138,532	4.73%
Average Percent of List Price to Selling Price	97.89%	98.38%	0.50%	96.44%	96.72%	0.29%
Average Days on Market to Sale	44.53	37.85	-15.00%	53.70	54.63	1.73%
Monthly Inventory	427	478	11.94%	427	478	11.94%
Months Supply of Inventory	6.11	7.04	15.10%	6.11	7.04	15.10%

