



February 2017

Area Delimited by County Of Washington

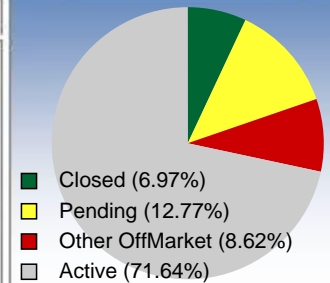


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of February 28, 2017 = **432**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	45	42	-6.67%
Pending Listings	77	77	0.00%
New Listings	137	117	-14.60%
Average List Price	142,069	132,161	-6.97%
Average Sale Price	137,000	128,821	-5.97%
Average Percent of List Price to Selling Price	95.73%	95.64%	-0.09%
Average Days on Market to Sale	52.44	60.60	15.54%
End of Month Inventory	399	432	8.27%
Months Supply of Inventory	6.05	6.28	3.94%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 13, 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 February 2017 rose **8.27%** to 432 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.28** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.97%** in February 2017 to \$128,821 versus the previous year at \$137,000.

Average Days on Market Lengthens

The average number of **60.60** days that homes spent on the market before selling increased by 8.15 days or **15.54%** in February 2017 compared to last year's same month at **52.44** DOM.

Sales Success for February 2017 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 117 New Listings in February 2017, down **14.60%** from last year at 137. Furthermore, there were 42 Closed Listings this month versus last year at 45, a **-6.67%** decrease.

Closed versus Listed trends yielded a **35.9%** ratio, up from last year's February 2017 at **32.8%**, a **9.29%** upswing. 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®

February 2017

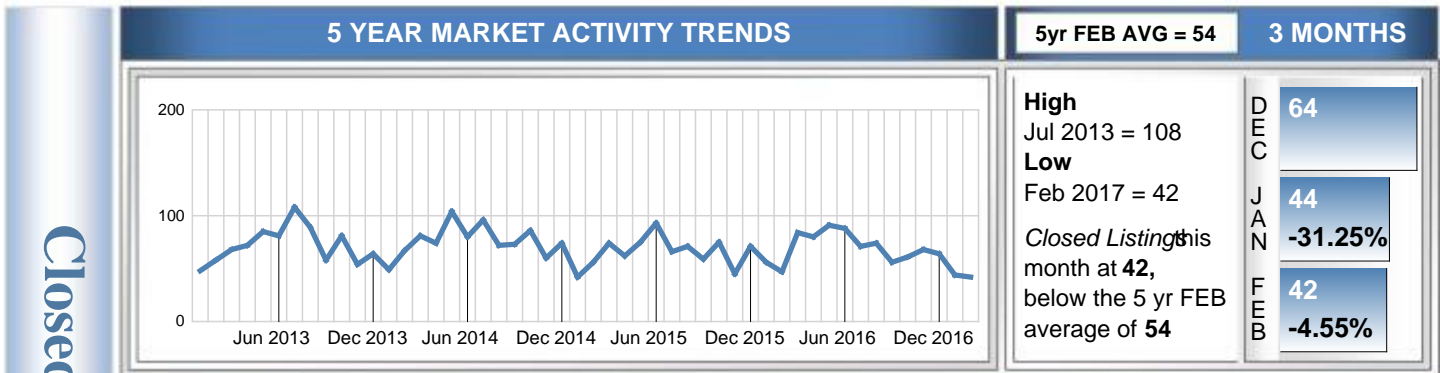
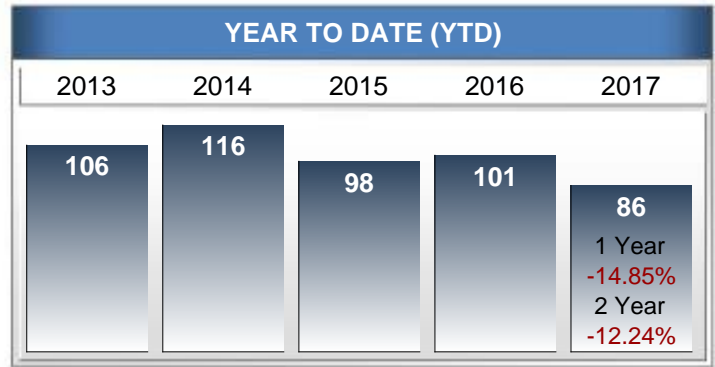
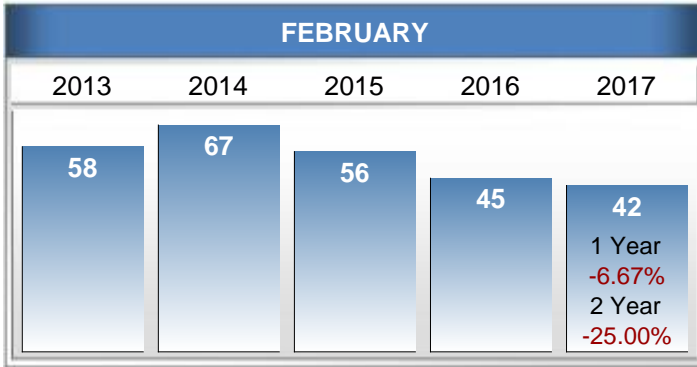
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 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+
\$30,000 and less	4	9.52%	93.8	0	4	0	0
\$30,001 - \$60,000	6	14.29%	43.3	2	4	0	0
\$60,001 - \$80,000	5	11.90%	95.8	3	2	0	0
\$80,001 - \$120,000	11	26.19%	27.2	0	9	2	0
\$120,001 - \$160,000	6	14.29%	66.3	1	2	3	0
\$160,001 - \$270,000	5	11.90%	83.6	0	2	3	0
\$270,001 and up	5	11.90%	63.2	0	0	2	3
Total Closed Units:	42		60.6	6	23	10	3
Total Closed Volume:	5,410,495			473.00K	1.99M	1.81M	1.14M
Average Closed Price:	\$128,821			\$78,833	\$86,587	\$180,500	\$380,333



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

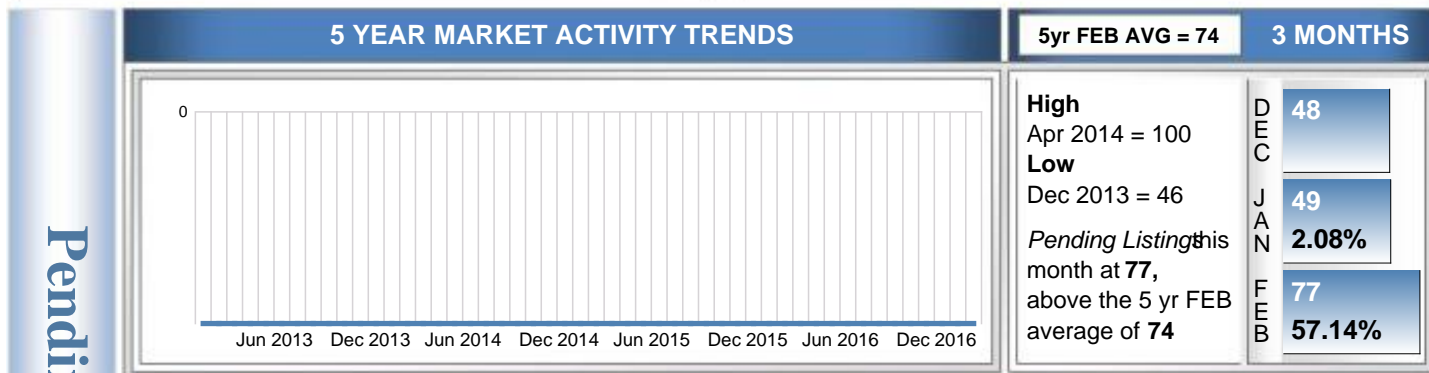
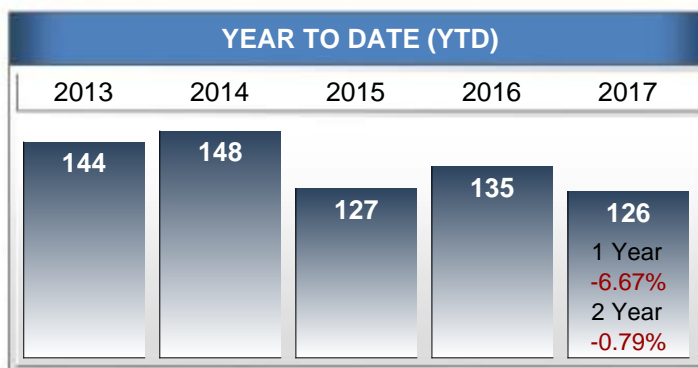
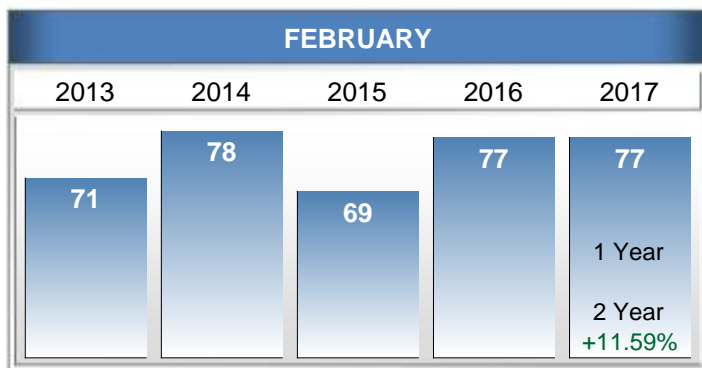
Pending Listings as of Mar 13, 2017



Pending Listings

Report Produced on: Mar 13, 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+	
\$50,000 and less	5	6.49%	46.2	3	2	0	0	
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0	
\$50,001 - \$75,000	14	18.18%	63.5	5	8	1	0	
\$75,001 - \$125,000	23	29.87%	58.3	1	19	3	0	
\$125,001 - \$200,000	16	20.78%	49.6	0	8	7	1	
\$200,001 - \$300,000	11	14.29%	80.4	1	2	7	1	
\$300,001 and up	8	10.39%	92.8	0	1	3	4	
Total Pending Units: 77				38.0	10	40	21	6
Total Pending Volume: 12,045,970					811.00K	4.54M	4.28M	2.42M
Average Listing Price: \$245,700					\$81,100	\$113,582	\$203,633	\$402,563



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

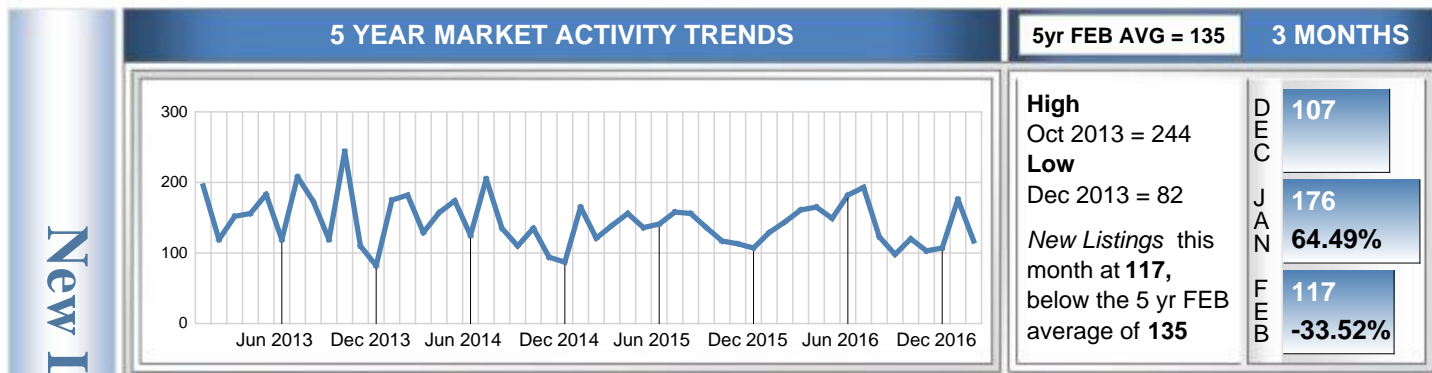
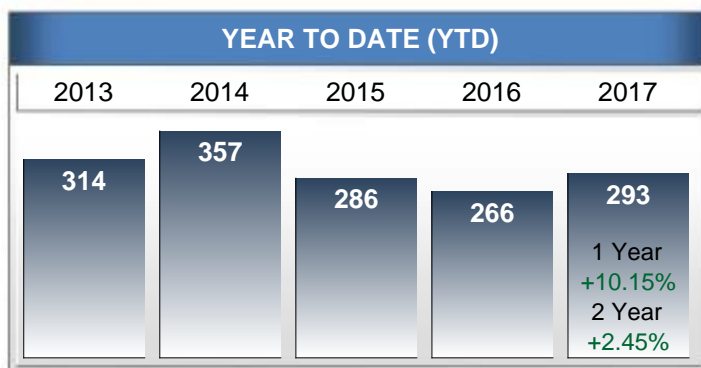
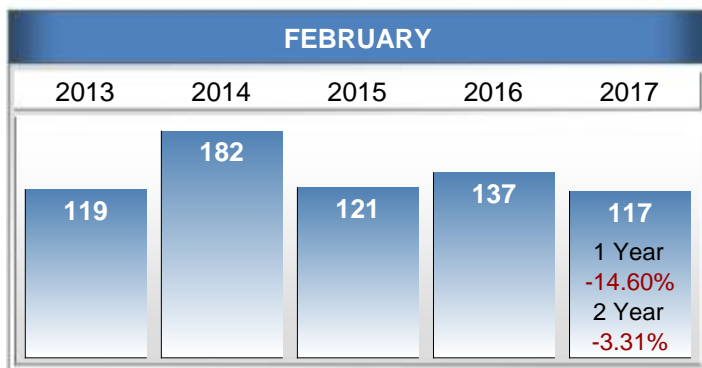
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 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	8	6.84%	8	0	0	0
\$30,001 - \$60,000	16	13.68%	9	7	0	0
\$60,001 - \$80,000	19	16.24%	15	4	0	0
\$80,001 - \$130,000	29	24.79%	2	23	4	0
\$130,001 - \$180,000	19	16.24%	2	8	7	2
\$180,001 - \$320,000	14	11.97%	0	3	8	3
\$320,001 and up	12	10.26%	4	2	4	2
Total New Listed Units:			40	47	23	7
Total New Listed Volume:			4.42M	5.75M	5.13M	1.92M
Average New Listed Listing Price:			\$110,453	\$122,360	\$223,174	\$274,926



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

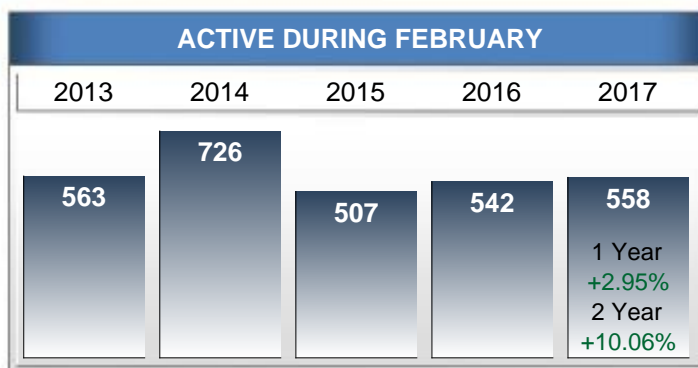
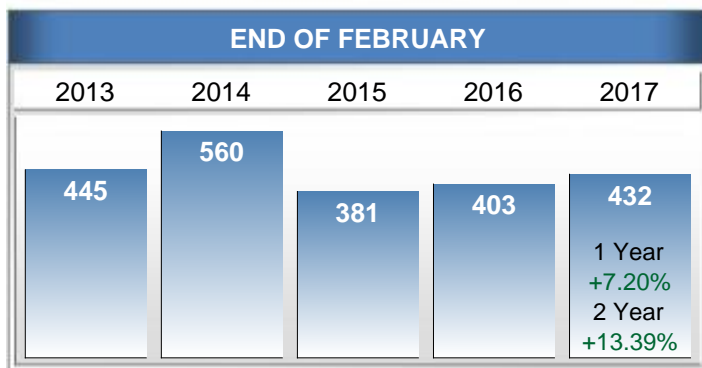
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr FEB AVG = 444 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **432**, below the 5 yr FEB average of **444**

D E C	420
J A N	442
F E B	432
5.24%	
-2.26%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	44	10.19%	78.8	40	4	0	0		
\$25,001 \$50,000	58	13.43%	51.5	38	17	2	1		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	166	38.43%	58.0	90	64	12	0		
\$125,001 \$175,000	56	12.96%	80.9	13	23	18	2		
\$175,001 \$275,000	52	12.04%	71.3	6	16	24	6		
\$275,001 and up	56	12.96%	78.6	12	11	27	6		
Total Active Inventory by Units:				432	66.5	199	135	83	15
Total Active Inventory by Volume:				66,300,009		25.75M	17.49M	19.40M	3.66M
Average Active Inventory Listing Price:				\$153,472		\$129,402	\$129,545	\$233,713	\$244,153



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

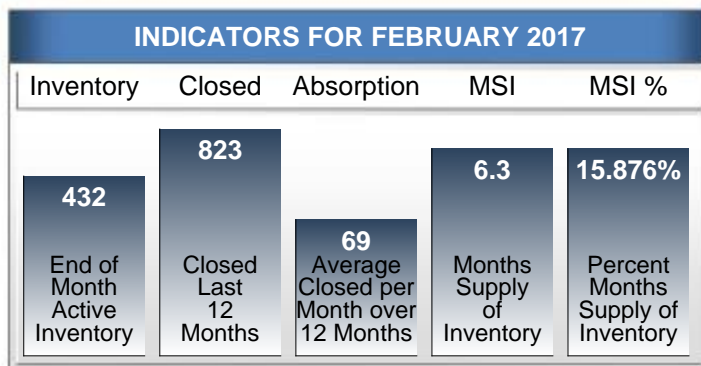
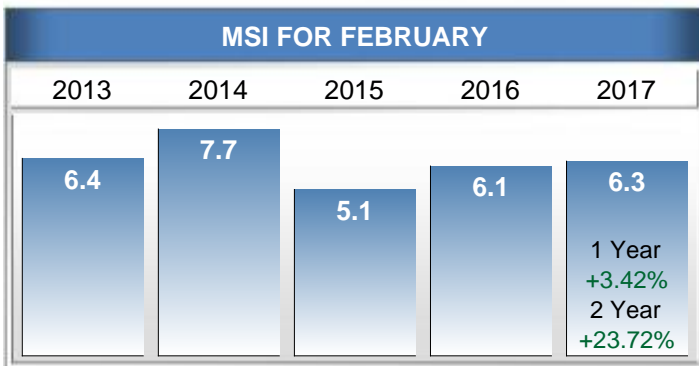
Active Inventory as of Mar 13, 2017



Months Supply of Inventory

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Months Supply

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5yr FEB AVG = 6.3 **3 MONTHS**

High
Nov 2013 = 8.2

Low
Feb 2015 = 5.1

Months Supply this month at **6.3**, equal to 5 yr FEB average of **6.3**

D E C	6.0
J A N	6.4
F E B	6.3
	-1.67%

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	35	8.10%	14.5	28.3	1.7	0.0	0.0
\$20,001 \$50,000	67	15.51%	9.1	15.4	4.7	6.0	0.0
\$50,001 \$60,000	29	6.71%	8.1	15.3	2.9	0.0	0.0
\$60,001 \$120,000	129	29.86%	5.6	24.0	2.9	4.6	0.0
\$120,001 \$180,000	70	16.20%	4.5	30.0	3.4	3.5	9.6
\$180,001 \$290,000	56	12.96%	4.6	15.0	4.8	3.8	8.6
\$290,001 and up	46	10.65%	10.4	144.0	18.0	7.1	5.0
MSI:			6.3	21.5	3.5	4.3	7.5
Total Active Inventory:			432	199	135	83	15



Monthly Inventory Analysis

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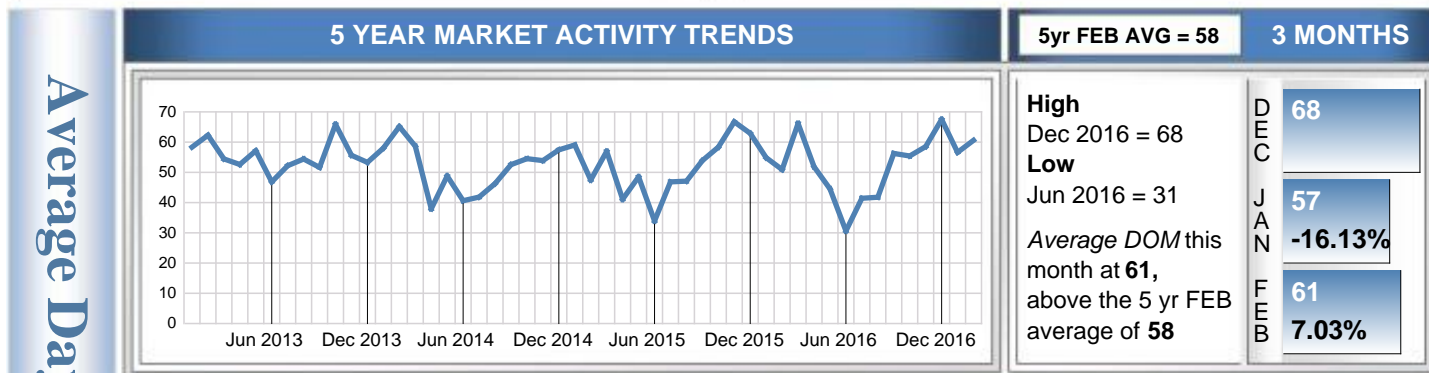
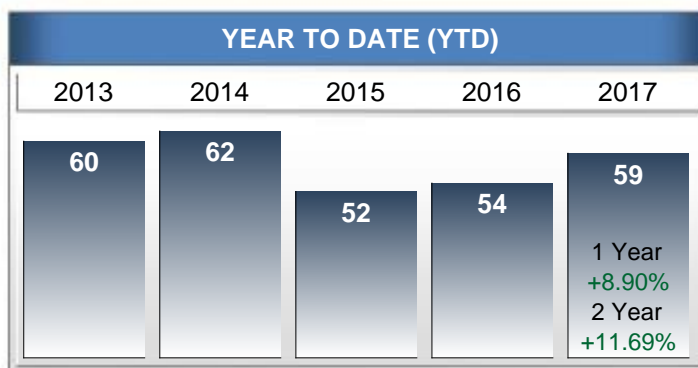
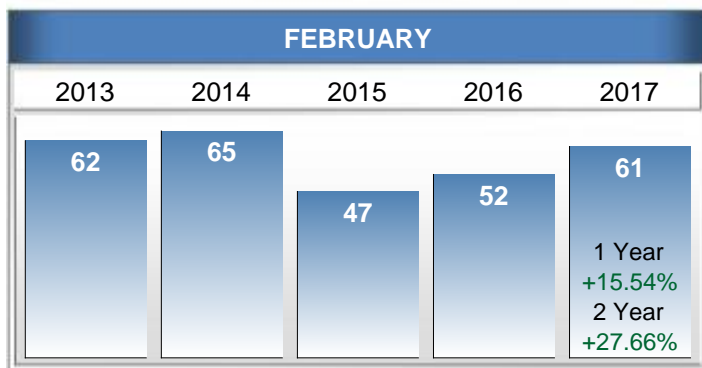
Closed Sales as of Mar 13, 2017



Average Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	4	9.52%	93.8	0.0	93.8	0.0	0.0
\$30,001 - \$60,000	6	14.29%	43.3	63.0	33.5	0.0	0.0
\$60,001 - \$80,000	5	11.90%	95.8	93.7	99.0	0.0	0.0
\$80,001 - \$120,000	11	26.19%	27.2	0.0	24.9	37.5	0.0
\$120,001 - \$160,000	6	14.29%	66.3	34.0	44.0	92.0	0.0
\$160,001 - \$270,000	5	11.90%	83.6	0.0	91.0	78.7	0.0
\$270,001 and up	5	11.90%	63.2	0.0	0.0	38.5	79.7
Average Closed DOM: 60.6				73.5	52.2	66.4	79.7
Total Closed Units: 42				6	23	10	3
Total Closed Volume: 5,410,495				473.00K	1.99M	1.81M	1.14M



Monthly Inventory Analysis

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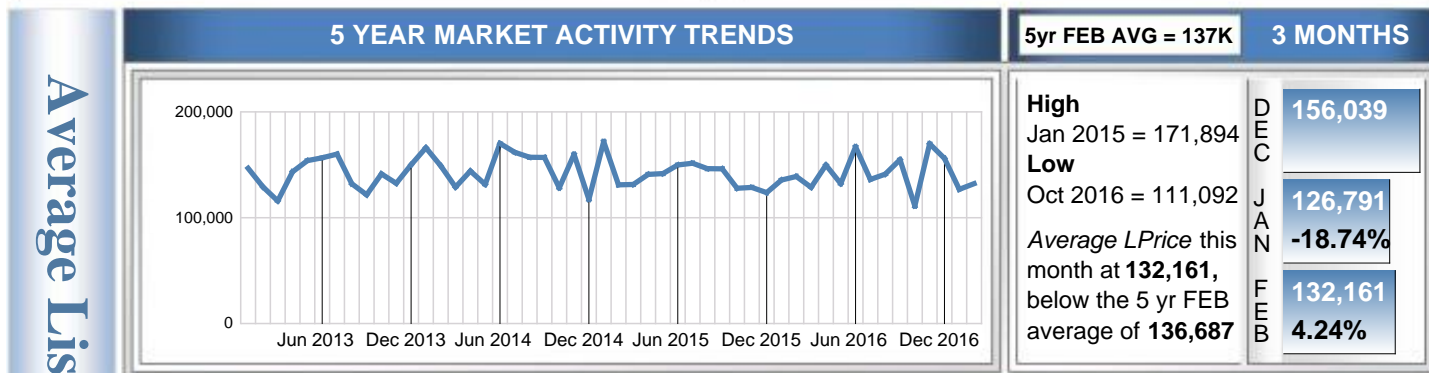
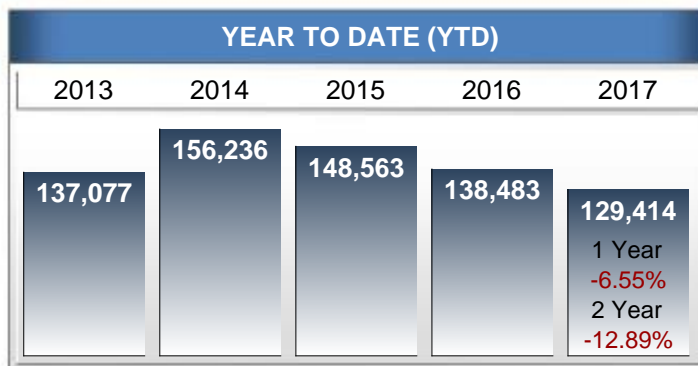
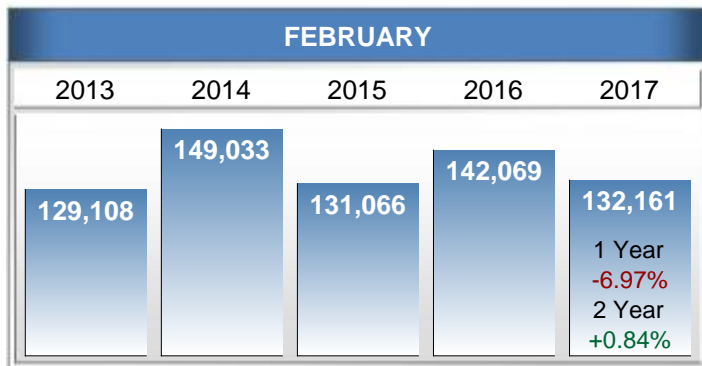
Closed Sales as of Mar 13, 2017



Average List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Washington



Average List Price

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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+
\$30,000 and less	5	11.90%	19,893	0	17,367	0	0
\$30,001 - \$60,000	4	9.52%	47,750	46,000	51,625	0	0
\$60,001 - \$80,000	6	14.29%	75,367	76,600	72,450	0	0
\$80,001 - \$120,000	10	23.81%	108,510	0	107,922	117,900	0
\$120,001 - \$160,000	7	16.67%	146,100	160,000	155,950	142,933	0
\$160,001 - \$270,000	5	11.90%	190,780	0	181,200	197,167	0
\$270,001 and up	5	11.90%	349,280	0	0	297,500	383,800
Average List Price:	\$132,161			\$80,300	\$89,846	\$185,110	\$383,800
Total Closed Units:	42			6	23	10	3
Total List Volume:	5,550,766			481.80K	2.07M	1.85M	1.15M



Monthly Inventory Analysis

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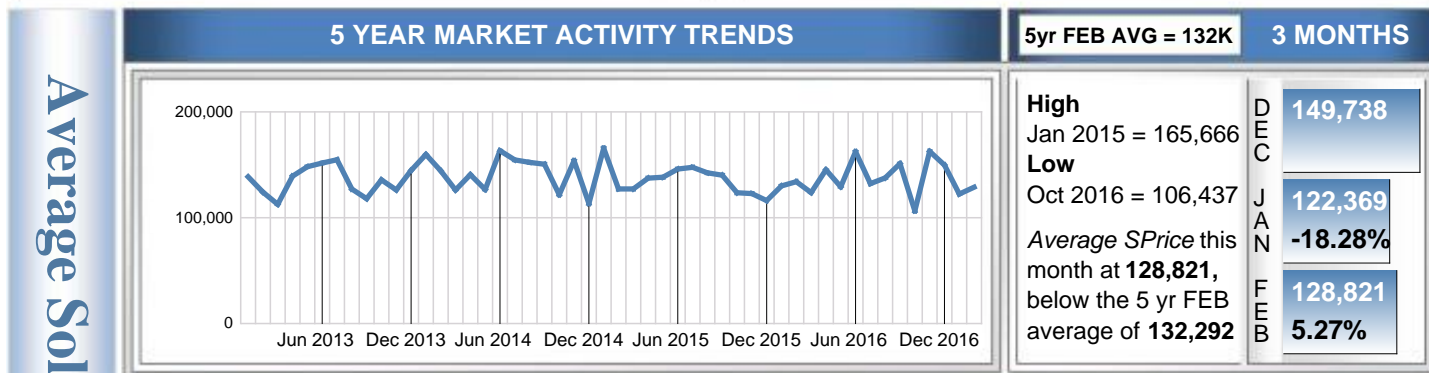
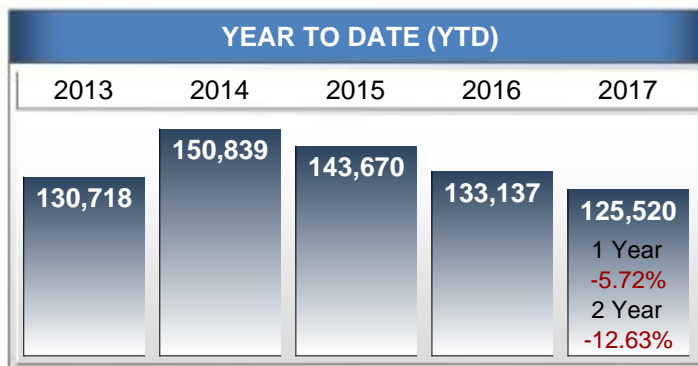
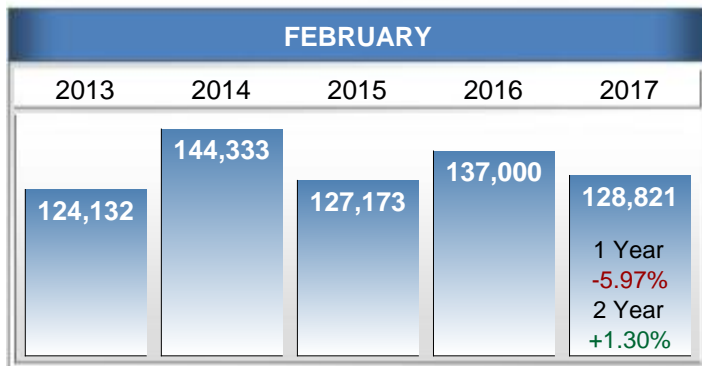
Closed Sales as of Mar 13, 2017



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+
\$30,000 and less	4		9.52%	12,875	0	12,875	0	0
\$30,001 \$60,000	6		14.29%	45,417	44,000	46,125	0	0
\$60,001 \$80,000	5		11.90%	74,380	75,667	72,450	0	0
\$80,001 \$120,000	11		26.19%	107,236	0	105,511	115,000	0
\$120,001 \$160,000	6		14.29%	148,417	158,000	150,500	143,833	0
\$160,001 \$270,000	5		11.90%	184,700	0	180,000	187,833	0
\$270,001 and up	5		11.90%	344,200	0	0	290,000	380,333
Average Closed Price:		\$128,821			\$78,833	\$86,587	\$180,500	\$380,333
Total Closed Units:		42			6	23	10	3
Total Closed Volume:		5,410,495			473.00K	1.99M	1.81M	1.14M



Monthly Inventory Analysis

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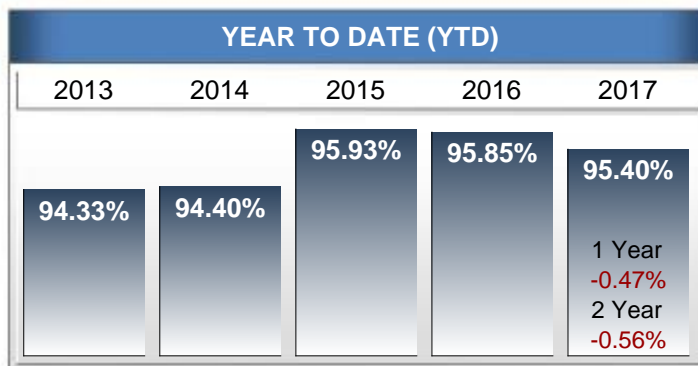
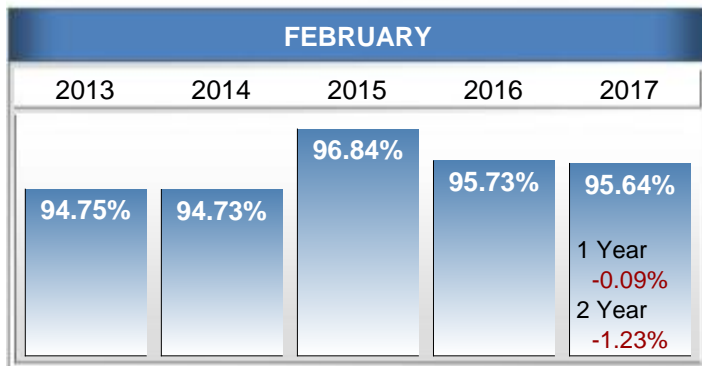
Closed Sales as of Mar 13, 2017



Average Percent of List Price to Selling Price

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Area Delimited by County Of Washington



Average List/Sell Price
Ready to Buy or Sell Real Estate?
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5yr FEB AVG=95.54% **3 MONTHS**

High
Jun 2016 = 99.65%

Low
Aug 2013 = 91.62%

Average List/Sell this month at **95.64%**, above the 5 yr FEB average of **95.54%**

D E C	95.84%
J A N	95.17%
F E B	95.64%
	0.50%

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+	
\$30,000 and less	4	9.52%	78.37%	0.00%	78.37%	0.00%	0.00%	
\$30,001 \$60,000	6	14.29%	93.85%	95.48%	93.03%	0.00%	0.00%	
\$60,001 \$80,000	5	11.90%	99.29%	98.82%	100.00%	0.00%	0.00%	
\$80,001 \$120,000	11	26.19%	97.71%	0.00%	97.75%	97.57%	0.00%	
\$120,001 \$160,000	6	14.29%	98.94%	98.75%	96.56%	100.60%	0.00%	
\$160,001 \$270,000	5	11.90%	96.88%	0.00%	99.33%	95.24%	0.00%	
\$270,001 and up	5	11.90%	98.20%	0.00%	0.00%	97.52%	98.65%	
Average List/Sell Ratio:				95.60%	97.70%	93.79%	97.77%	98.65%
Total Closed Units:				42	6	23	10	3
Total Closed Volume:				5,410,495	473.00K	1.99M	1.81M	1.14M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

Inventory as of Mar 13, 2017



Market Summary

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Absorption: Last 12 months, an Average of 69 Sales/Month

Active Inventory as of February 28, 2017 = 432

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	45	42	-6.67%	101	86	-14.85%
Pending Sales	77	77	0.00%	135	126	-6.67%
New Listings	137	117	-14.60%	266	293	10.15%
Average List Price	142,069	132,161	-6.97%	138,483	129,414	-6.55%
Average Sale Price	137,000	128,821	-5.97%	133,137	125,520	-5.72%
Average Percent of List Price to Selling Price	95.73%	95.64%	-0.09%	95.85%	95.40%	-0.47%
Average Days on Market to Sale	52.44	60.60	15.54%	53.77	58.56	8.90%
Monthly Inventory	399	432	8.27%	399	432	8.27%
Months Supply of Inventory	6.05	6.28	3.94%	6.05	6.28	3.94%

