



January 2017

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

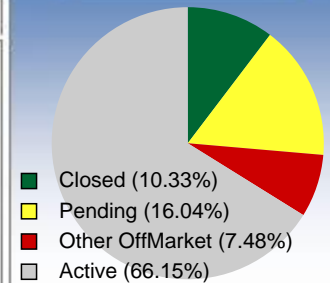


Absorption: Last 12 months, an Average of **1,194** Sales/Month

Active Inventory as of January 31, 2017 = **5,243**

	JANUARY		
	2016	2017	+/- %
Closed Listings	774	819	5.81%
Pending Listings	1,009	1,271	25.97%
New Listings	1,868	2,085	11.62%
Average List Price	177,099	187,837	6.06%
Average Sale Price	172,430	180,601	4.74%
Average Percent of List Price to Selling Price	97.39%	96.73%	-0.68%
Average Days on Market to Sale	51.51	49.27	-4.34%
End of Month Inventory	5,039	5,243	4.05%
Months Supply of Inventory	4.43	4.39	-0.83%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 15, 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 January 2017 rose **4.05%** to 5,243 existing homes available for sale. Over the last 12 months this area has had an average of 1,194 closed sales per month. This represents an unsold inventory index of **4.39** 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 **4.74%** in January 2017 to \$180,601 versus the previous year at \$172,430.

Average Days on Market Shortens

The average number of **49.27** days that homes spent on the market before selling decreased by 2.24 days or **4.34%** in January 2017 compared to last year's same month at **51.51** DOM.

Sales Success for January 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 2,085 New Listings in January 2017, up **11.62%** from last year at 1,868. Furthermore, there were 819 Closed Listings this month versus last year at 774, a **5.81%** increase.

Closed versus Listed trends yielded a **39.3%** ratio, down from last year's January 2017 at **41.4%**, a **5.20%** 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®

January 2017

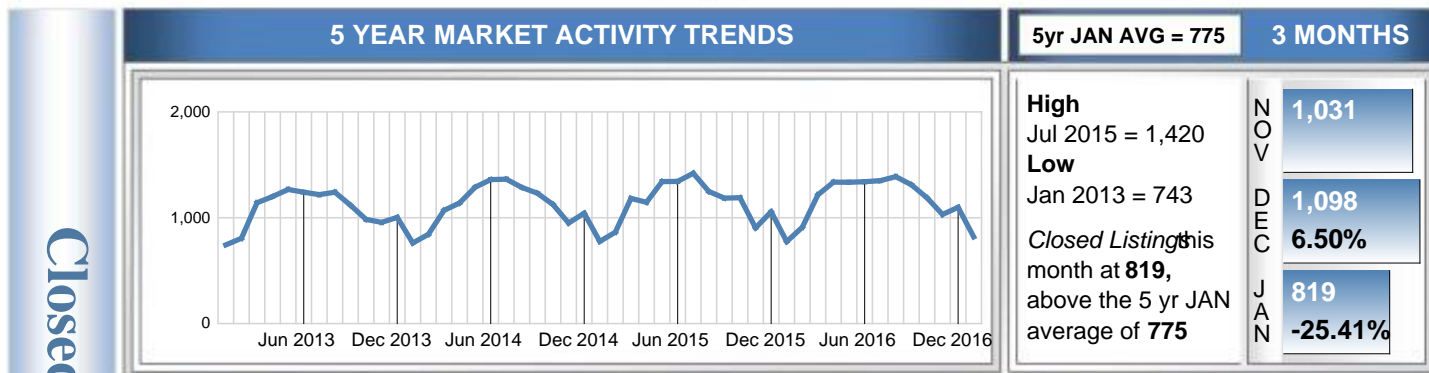
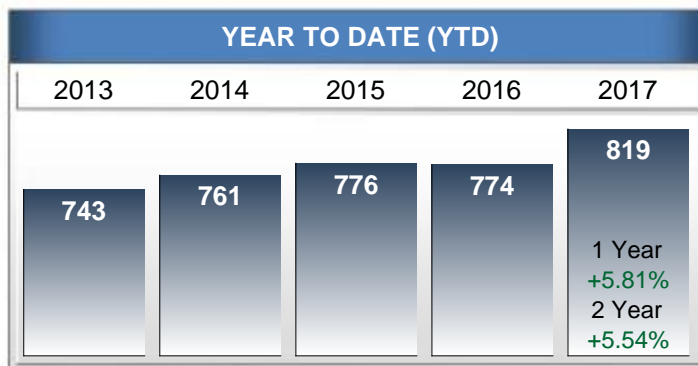
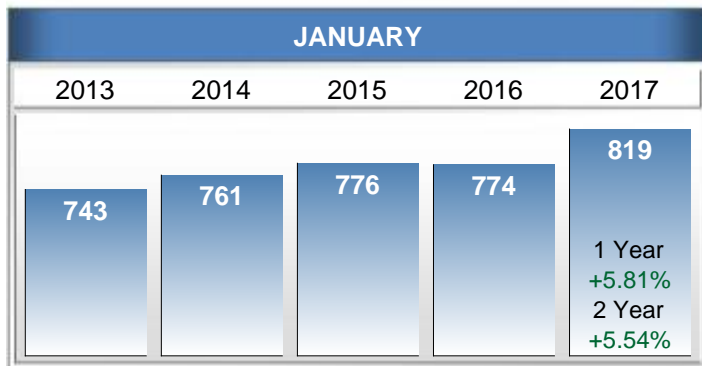
Closed Sales as of Feb 15, 2017



Closed Listings

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	36	4.40%	61.4	26	8	2	0	
\$25,001 - \$75,000	145	17.70%	48.1	52	80	13	0	
\$75,001 - \$100,000	79	9.65%	44.5	19	51	9	0	
\$100,001 - \$150,000	177	21.61%	46.2	18	130	23	6	
\$150,001 - \$225,000	194	23.69%	48.4	11	119	62	2	
\$225,001 - \$325,000	100	12.21%	48.8	8	39	46	7	
\$325,001 and up	88	10.74%	59.2	6	17	47	18	
Total Closed Units: 819				49.3	140	444	202	33
Total Closed Volume: 147,912,542					13.56M	65.41M	53.14M	15.80M
Average Closed Price: \$180,601					\$96,889	\$147,313	\$263,055	\$478,903

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

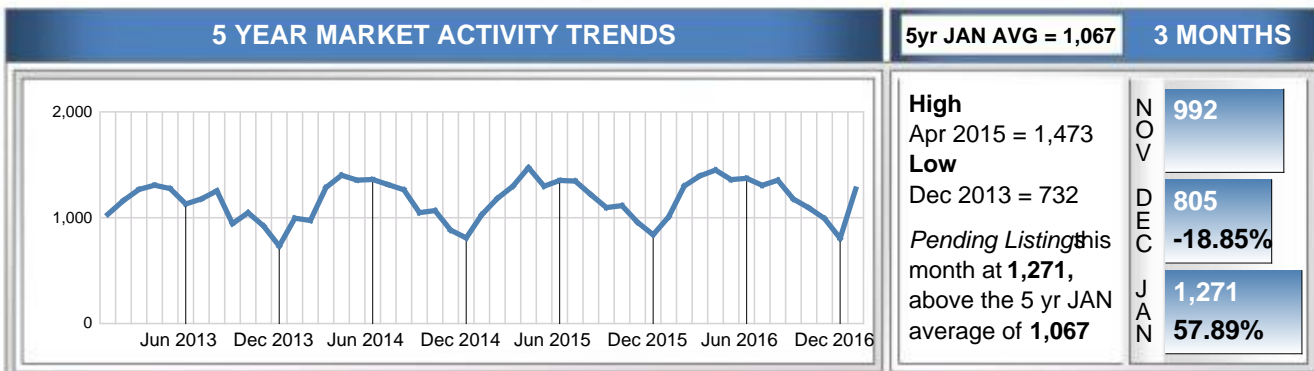
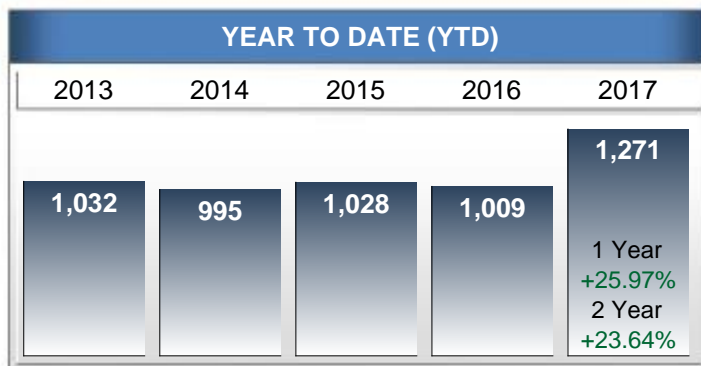
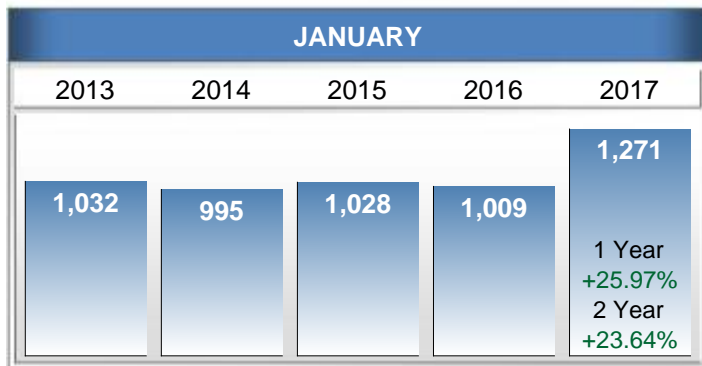
Pending Listings as of Feb 15, 2017



Pending Listings

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+	
\$25,000 and less	94	7.40%	27.8	38	49	7	0	
\$25,001 \$75,000	201	15.81%	60.0	89	97	13	2	
\$75,001 \$100,000	106	8.34%	55.7	26	70	9	1	
\$100,001 \$150,000	272	21.40%	51.5	32	207	32	1	
\$150,001 \$225,000	311	24.47%	60.3	18	184	103	6	
\$225,001 \$325,000	157	12.35%	60.2	10	54	82	11	
\$325,001 and up	130	10.23%	60.8	8	33	70	19	
Total Pending Units: 1,271				48.9	221	694	316	40
Total Pending Volume: 226,189,136					23.45M	101.83M	82.52M	18.39M
Average Listing Price: \$178,126					\$106,089	\$146,731	\$261,153	\$459,702



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

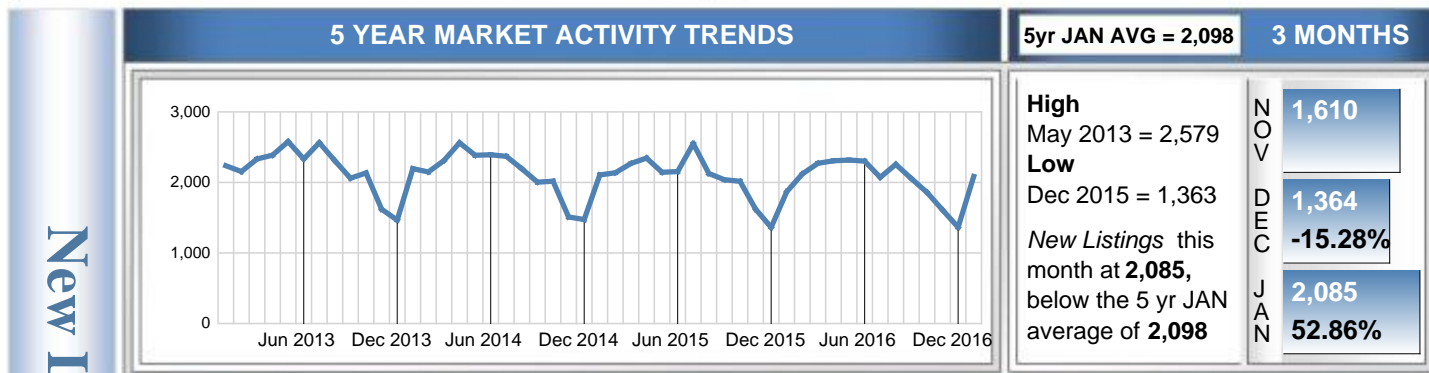
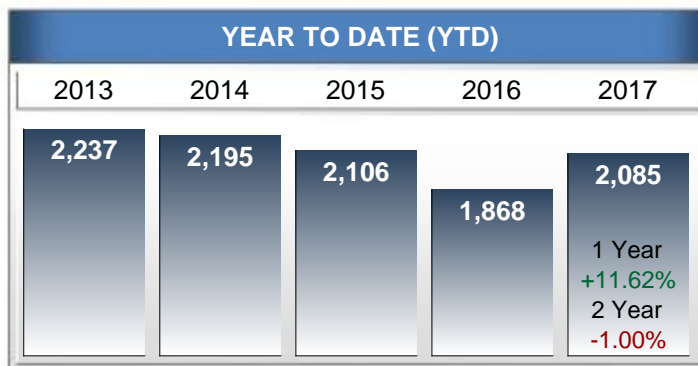
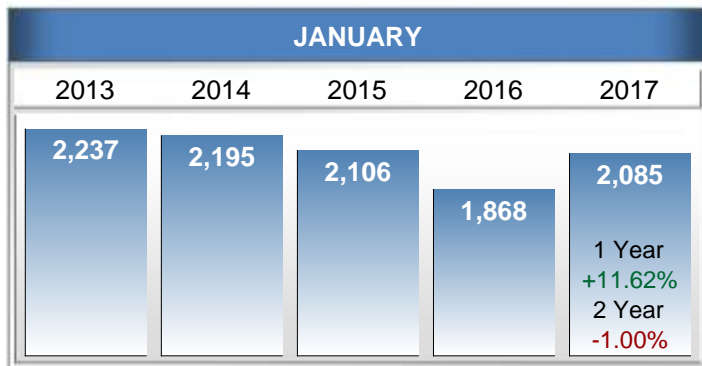
New Listings as of Feb 15, 2017



New Listings

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



New Listings

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

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	125	6.00%	74	43	8	0	
\$25,001 - \$50,000	205	9.83%	158	39	7	1	
\$50,001 - \$100,000	341	16.35%	134	179	23	5	
\$100,001 - \$175,000	531	25.47%	68	373	82	8	
\$175,001 - \$275,000	406	19.47%	31	194	169	12	
\$275,001 - \$400,000	254	12.18%	20	53	158	23	
\$400,001 and up	223	10.70%	25	28	115	55	
Total New Listed Units:			2,085	510	909	562	104
Total New Listed Volume:			449,265,995	68.30M	146.57M	173.94M	60.46M
Average New Listed Listing Price:			\$240,105	\$133,914	\$161,241	\$309,501	\$581,365



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

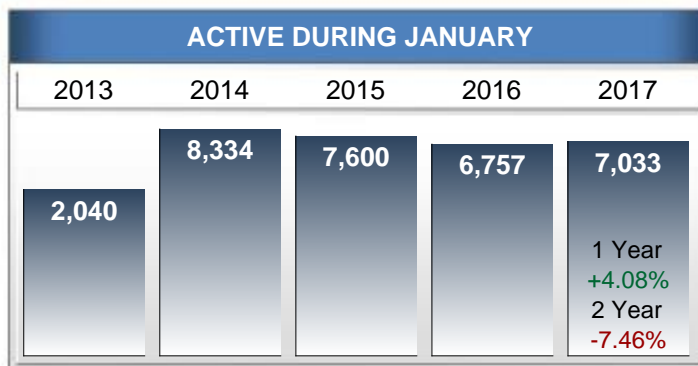
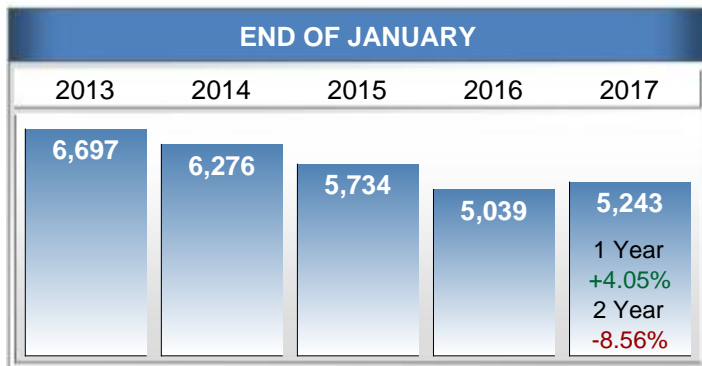
Active Inventory as of Feb 15, 2017



Active Inventory

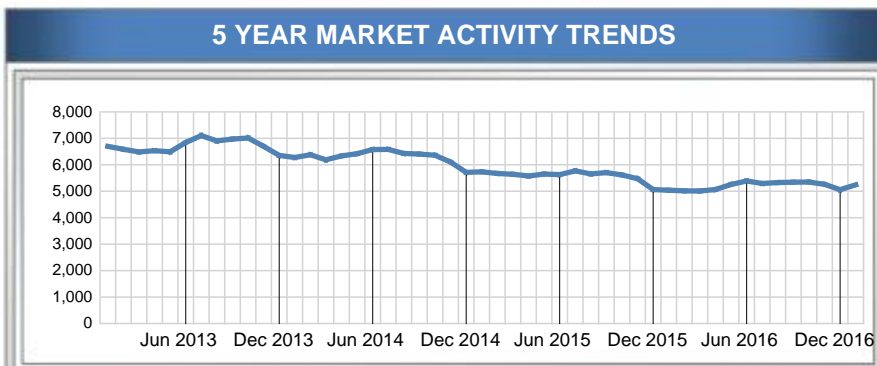
Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr JAN AVG = 5,798		3 MONTHS	
High	Jul 2013 = 7,104	NOV	5,262
Low	Mar 2016 = 5,010	DEC	5,059
<i>Inventory this month at 5,243, below the 5 yr JAN average of 5,798</i>		JAN	5,243
			-3.86%
			3.64%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	293	5.59%	93.5	272	15	6	0	
\$25,001 \$50,000	445	8.49%	72.7	342	82	18	3	
\$50,001 \$125,000	1,164	22.20%	77.4	493	578	85	8	
\$125,001 \$225,000	1,359	25.92%	71.1	219	746	366	28	
\$225,001 \$325,000	764	14.57%	78.8	87	260	364	53	
\$325,001 \$475,000	622	11.86%	78.0	64	88	379	91	
\$475,001 and up	596	11.37%	86.9	122	79	221	174	
Total Active Inventory by Units:			5,243	77.6	1,599	1,848	1,439	357
Total Active Inventory by Volume:			1,368,646,986		317.25M	342.36M	479.34M	229.70M
Average Active Inventory Listing Price:			\$261,043		\$198,402	\$185,259	\$333,109	\$643,416



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

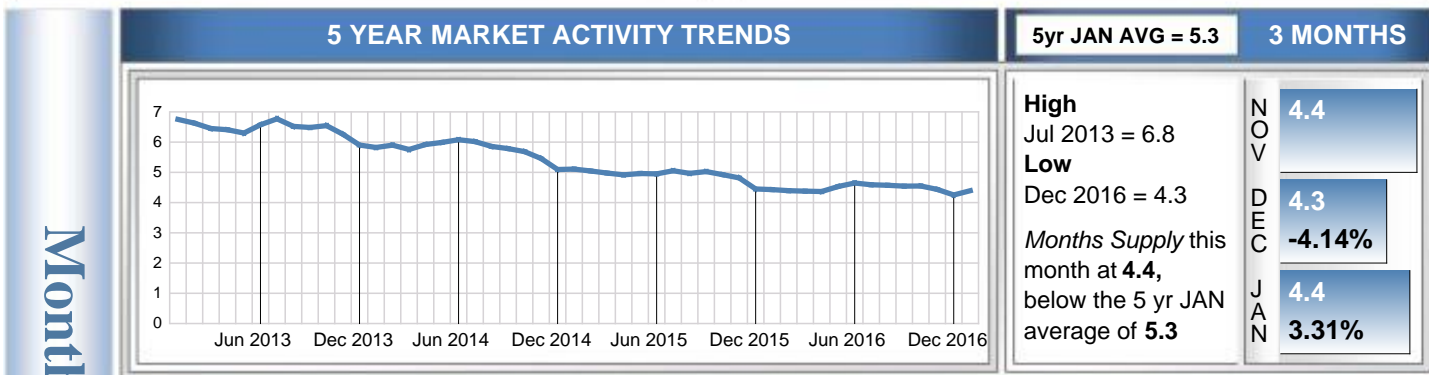
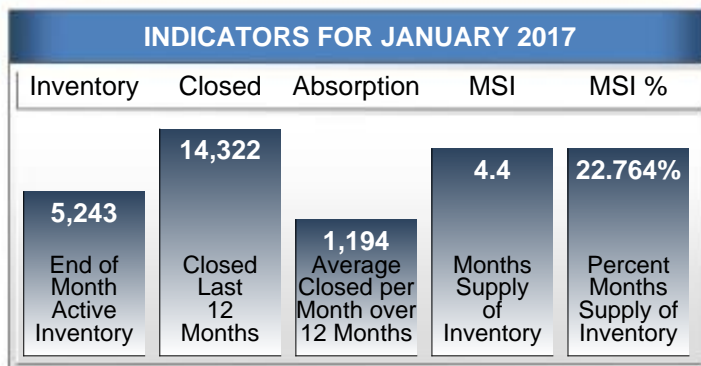
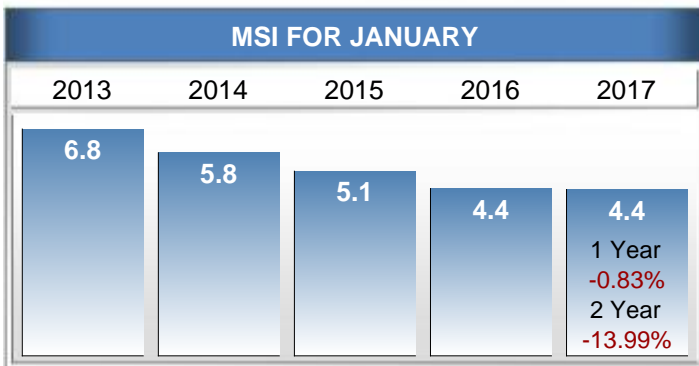
Active Inventory as of Feb 15, 2017



Months Supply of Inventory

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply

Ready to Buy or Sell Real Estate?
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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	293		5.59%	6.8	9.6	1.2	2.5	0.0
\$25,001 \$50,000	445		8.49%	5.5	8.7	2.3	3.4	6.0
\$50,001 \$125,000	1,164		22.20%	3.5	6.7	2.6	2.7	4.0
\$125,001 \$225,000	1,359		25.92%	2.9	8.0	2.4	3.1	3.7
\$225,001 \$325,000	764		14.57%	4.8	12.0	4.7	4.4	3.9
\$325,001 \$475,000	622		11.86%	8.1	18.7	5.4	8.2	8.6
\$475,001 and up	596		11.37%	14.8	56.3	14.1	11.1	13.8
MSI:		4.4			8.8	2.8	4.7	7.6
Total Active Inventory:		5,243			1,599	1,848	1,439	357



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

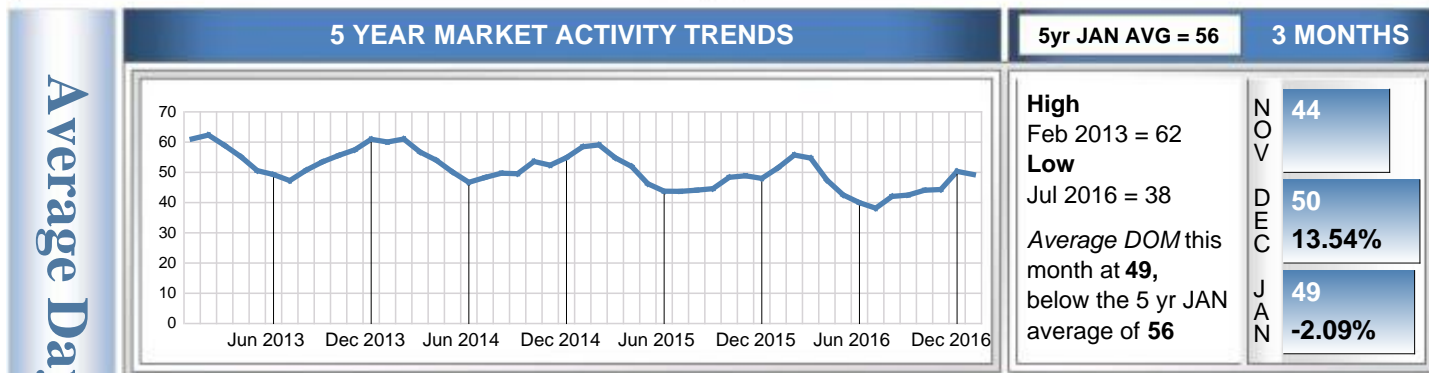
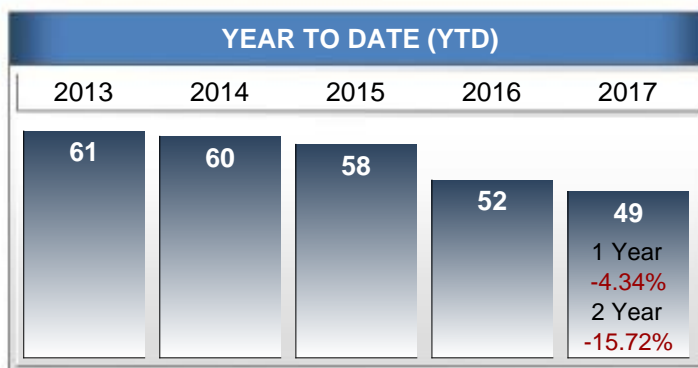
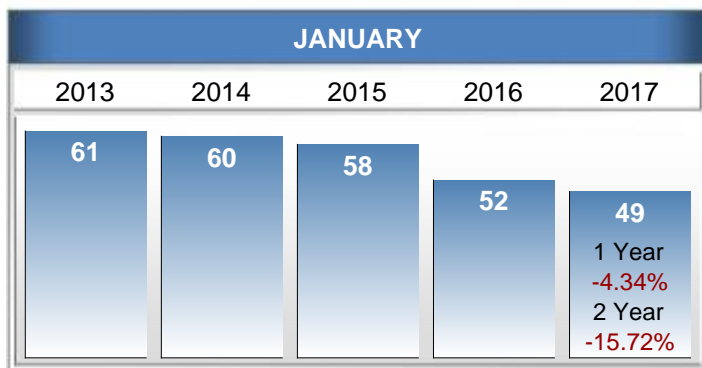
Closed Sales as of Feb 15, 2017



Average Days on Market to Sale

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	36	4.40%	61.4	76.5	24.9	10.0	0.0
\$25,001 - \$75,000	145	17.70%	48.1	55.2	42.2	56.2	0.0
\$75,001 - \$100,000	79	9.65%	44.5	47.1	46.2	29.7	0.0
\$100,001 - \$150,000	177	21.61%	46.2	36.7	46.4	45.2	74.3
\$150,001 - \$225,000	194	23.69%	48.4	61.0	43.6	56.6	8.0
\$225,001 - \$325,000	100	12.21%	48.8	32.9	51.0	50.3	44.9
\$325,001 and up	88	10.74%	59.2	61.0	52.1	57.3	70.1
Average Closed DOM: 49.3				55.1	45.1	52.4	61.7
Total Closed Units: 819				140	444	202	33
Total Closed Volume: 147,912,542				13.56M	65.41M	53.14M	15.80M



Monthly Inventory Analysis

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January 2017

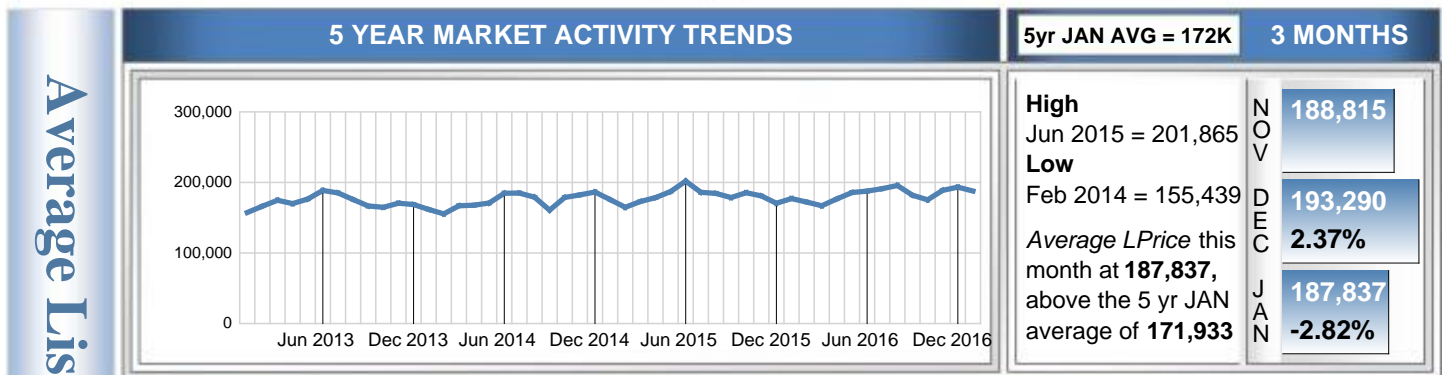
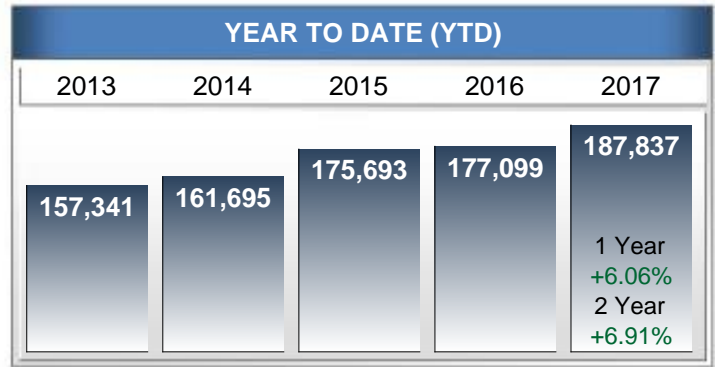
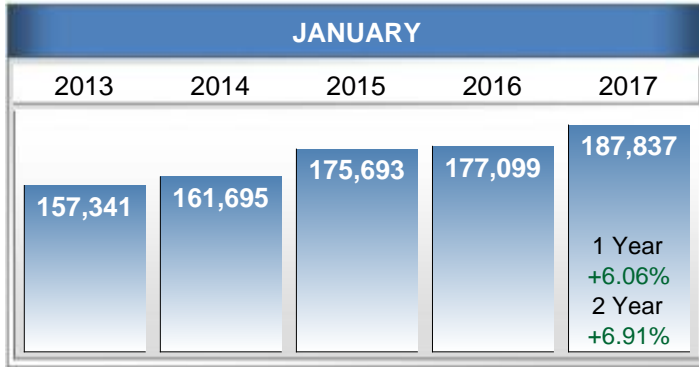
Closed Sales as of Feb 15, 2017



Average List Price at Closing

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	33	4.03%	14,819	16,920	17,800	17,000	0
\$25,001 - \$75,000	133	16.24%	53,843	53,602	58,619	66,815	0
\$75,001 - \$100,000	88	10.74%	87,859	93,768	90,011	90,522	0
\$100,001 - \$150,000	174	21.25%	129,894	134,706	130,821	133,552	141,083
\$150,001 - \$225,000	200	24.42%	183,398	190,145	182,775	187,991	178,232
\$225,001 - \$325,000	98	11.97%	271,406	294,363	274,751	275,557	271,857
\$325,001 and up	93	11.36%	565,349	409,500	494,295	545,884	795,606
Average List Price:	\$187,837			\$102,407	\$151,572	\$271,171	\$528,087
Total Closed Units:	819			140	444	202	33
Total List Volume:	153,838,228			14.34M	67.30M	54.78M	17.43M



Monthly Inventory Analysis

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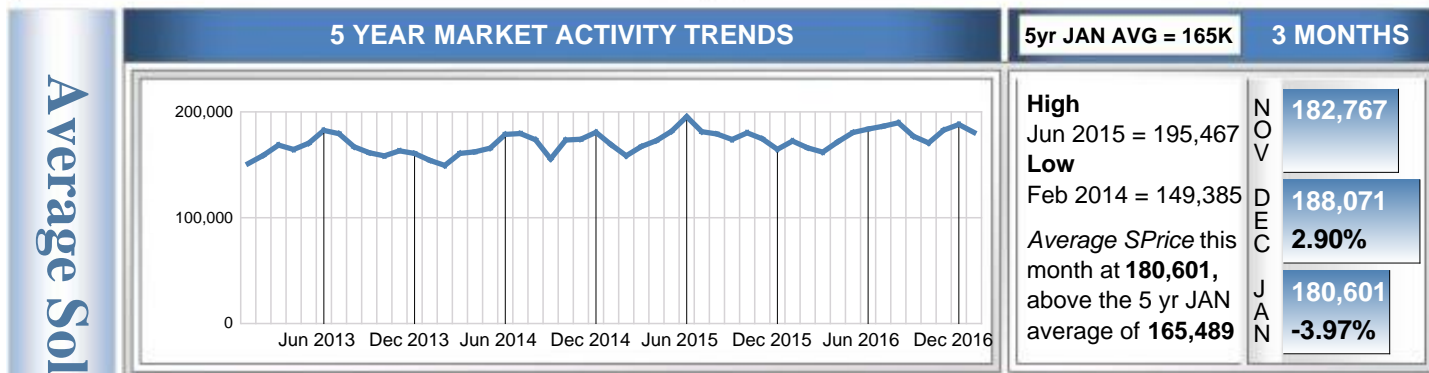
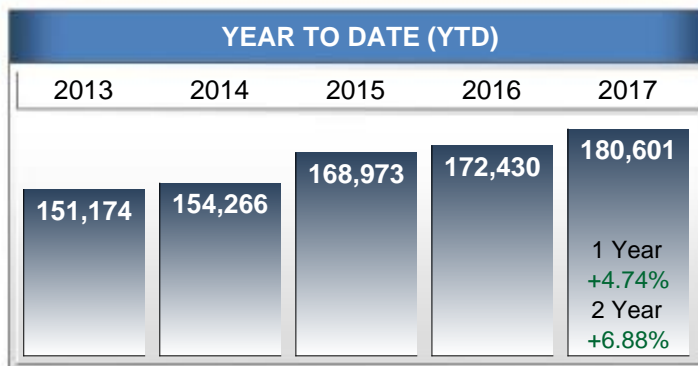
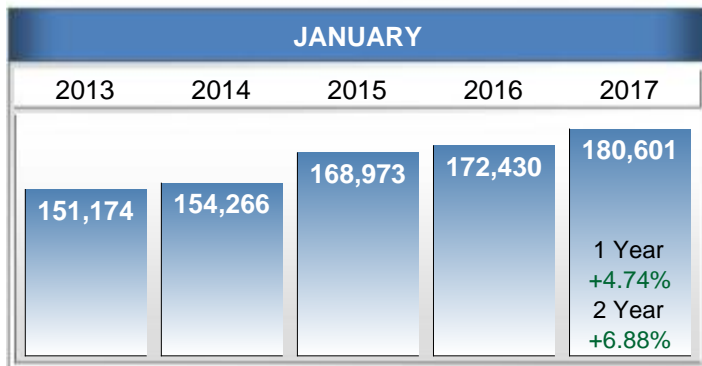
Closed Sales as of Feb 15, 2017



Average Sold Price at Closing

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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+
\$25,000 and less	36	4.40%	14,444	14,093	15,345	15,400	0
\$25,001 \$75,000	145	17.70%	53,623	50,166	54,980	59,102	0
\$75,001 \$100,000	79	9.65%	87,828	91,038	86,564	88,211	0
\$100,001 \$150,000	177	21.61%	128,742	128,708	128,736	128,144	131,250
\$150,001 \$225,000	194	23.69%	180,774	183,912	178,811	183,810	186,232
\$225,001 \$325,000	100	12.21%	268,062	276,863	266,922	268,847	259,200
\$325,001 and up	88	10.74%	545,628	384,167	473,359	528,377	712,746
Average Closed Price:	\$180,601			\$96,889	\$147,313	\$263,055	\$478,903
Total Closed Units:	819			140	444	202	33
Total Closed Volume:	147,912,542			13.56M	65.41M	53.14M	15.80M



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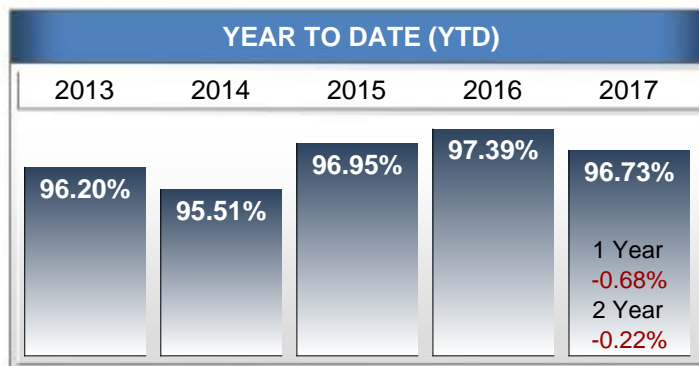
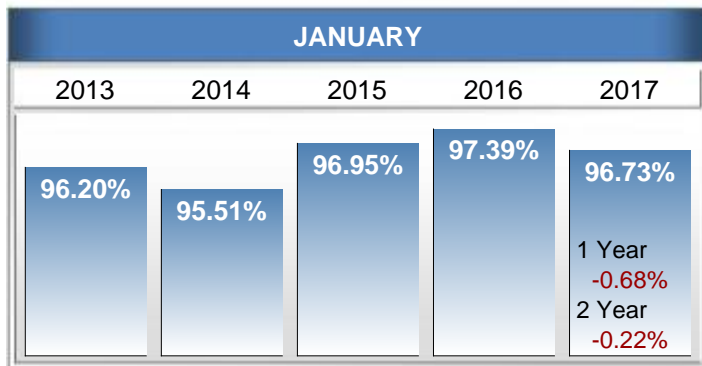
Closed Sales as of Feb 15, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
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5yr JAN AVG=96.56%	3 MONTHS
High Jul 2015 = 99.31% Low Dec 2013 = 94.64% Average List/Sell this month at 96.73% , above the 5 yr JAN average of 96.56%	NOV 97.48% DEC 98.43% 0.97% JAN 96.73% -1.72%

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+
\$25,000 and less	36	4.40%	85.44%	83.20%	88.92%	100.57%	0.00%
\$25,001 \$75,000	145	17.70%	96.20%	99.07%	95.07%	91.69%	0.00%
\$75,001 \$100,000	79	9.65%	97.66%	97.44%	97.76%	97.56%	0.00%
\$100,001 \$150,000	177	21.61%	97.81%	95.60%	98.64%	95.97%	93.42%
\$150,001 \$225,000	194	23.69%	97.96%	96.88%	97.99%	97.87%	104.73%
\$225,001 \$325,000	100	12.21%	97.17%	94.44%	97.33%	97.73%	95.77%
\$325,001 and up	88	10.74%	95.99%	93.76%	96.38%	97.51%	92.39%
Average List/Sell Ratio: 96.70%				94.79%	97.35%	97.15%	94.04%
Total Closed Units: 819				140	444	202	33
Total Closed Volume: 147,912,542				13.56M	65.41M	53.14M	15.80M



Monthly Inventory Analysis

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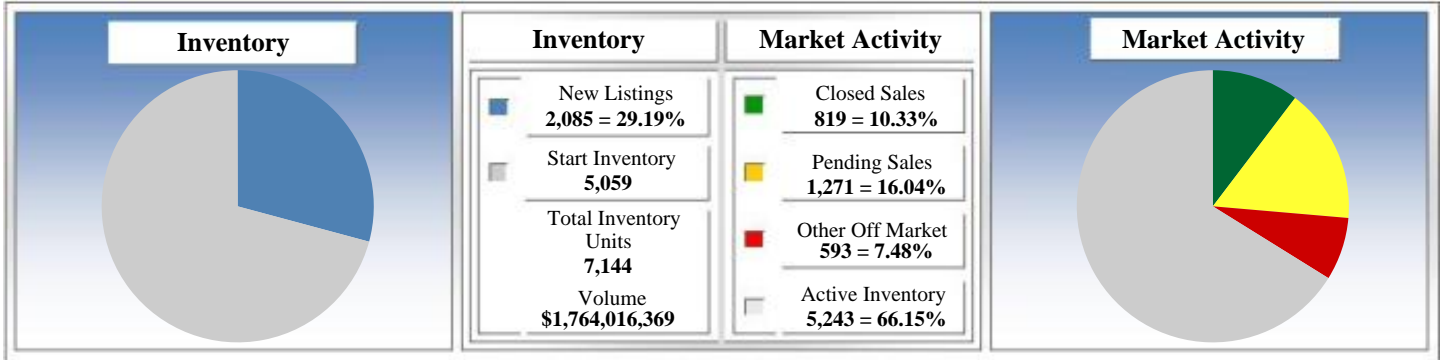
Inventory as of Feb 15, 2017



Market Summary

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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Absorption: Last 12 months, an Average of **1,194** Sales/Month

Active Inventory as of January 31, 2017 = **5,243**

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	774	819	5.81%	774	819	5.81%
Pending Sales	1,009	1,271	25.97%	1,009	1,271	25.97%
New Listings	1,868	2,085	11.62%	1,868	2,085	11.62%
Average List Price	177,099	187,837	6.06%	177,099	187,837	6.06%
Average Sale Price	172,430	180,601	4.74%	172,430	180,601	4.74%
Average Percent of List Price to Selling Price	97.39%	96.73%	-0.68%	97.39%	96.73%	-0.68%
Average Days on Market to Sale	51.51	49.27	-4.34%	51.51	49.27	-4.34%
Monthly Inventory	5,039	5,243	4.05%	5,039	5,243	4.05%
Months Supply of Inventory	4.43	4.39	-0.83%	4.43	4.39	-0.83%

