



# January 2017

Area Delimited by County Of Rogers

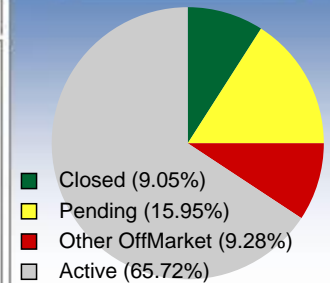


**Absorption:** Last 12 months, an Average of **119** Sales/Month

**Active Inventory** as of January 31, 2017 = **581**

	JANUARY		
	2016	2017	+/- %
Closed Listings	73	80	9.59%
Pending Listings	96	141	46.88%
New Listings	187	207	10.70%
Average List Price	191,893	167,449	-12.74%
Average Sale Price	187,553	164,645	-12.21%
Average Percent of List Price to Selling Price	97.03%	100.84%	3.92%
Average Days on Market to Sale	45.16	56.15	24.32%
End of Month Inventory	654	581	-11.16%
Months Supply of Inventory	5.78	4.87	-15.76%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 16, 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 January 2017 decreased **11.16%** to 581 existing homes available for sale. Over the last 12 months this area has had an average of 119 closed sales per month. This represents an unsold inventory index of **4.87** 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 **12.21%** in January 2017 to \$164,645 versus the previous year at \$187,553.

### Average Days on Market Lengthens

The average number of **56.15** days that homes spent on the market before selling increased by 10.99 days or **24.32%** in January 2017 compared to last year's same month at **45.16** DOM.

### Sales Success for January 2017 is Positive

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

There were 207 New Listings in January 2017, up **10.70%** from last year at 187. Furthermore, there were 80 Closed Listings this month versus last year at 73, a **9.59%** increase.

Closed versus Listed trends yielded a **38.6%** ratio, down from last year's January 2017 at **39.0%**, a **1.00%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

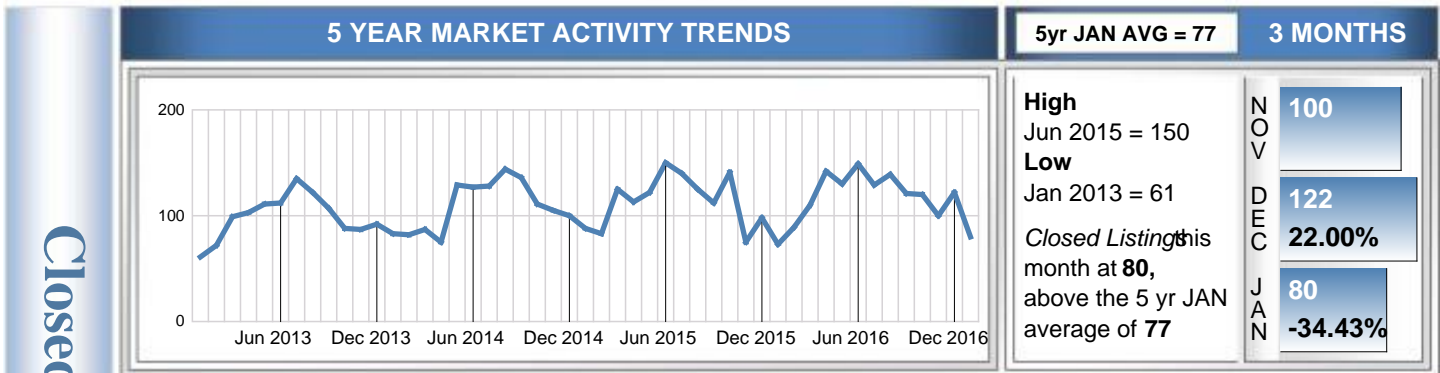
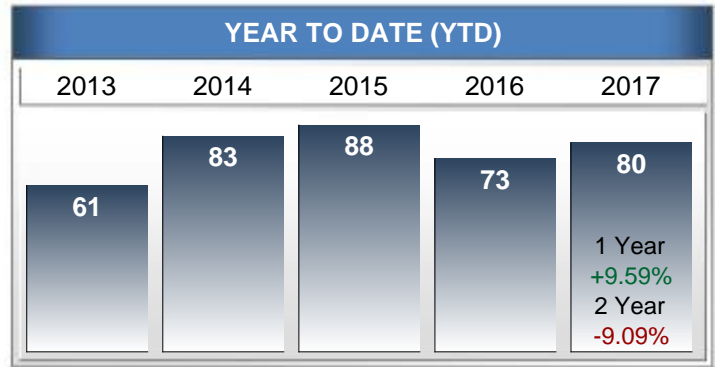
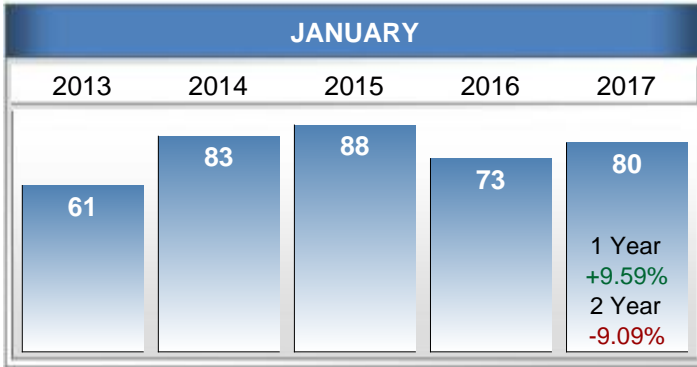
Closed Sales as of Feb 16, 2017



### Closed Listings

Report Produced on: Feb 16, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	4	5.00%	92.5	3	1	0	0
\$25,001 \$50,000	6	7.50%	36.7	3	2	1	0
\$50,001 \$100,000	18	22.50%	46.7	4	12	2	0
\$100,001 \$150,000	20	25.00%	66.7	1	17	1	1
\$150,001 \$250,000	14	17.50%	72.5	1	8	5	0
\$250,001 \$375,000	11	13.75%	40.7	0	2	8	1
\$375,001 and up	7	8.75%	37.9	1	1	4	1
<b>Total Closed Units:</b>	<b>80</b>		<b>56.2</b>	<b>13</b>	<b>43</b>	<b>21</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>13,171,591</b>			<b>1.23M</b>	<b>5.52M</b>	<b>5.46M</b>	<b>960.50K</b>
<b>Average Closed Price:</b>	<b>\$164,645</b>			<b>\$94,813</b>	<b>\$128,403</b>	<b>\$259,867</b>	<b>\$320,167</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

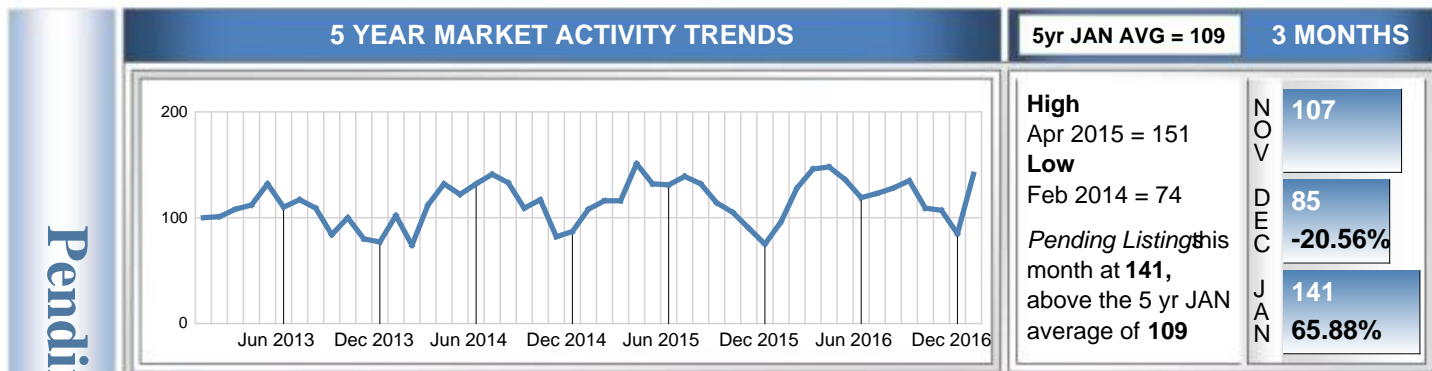
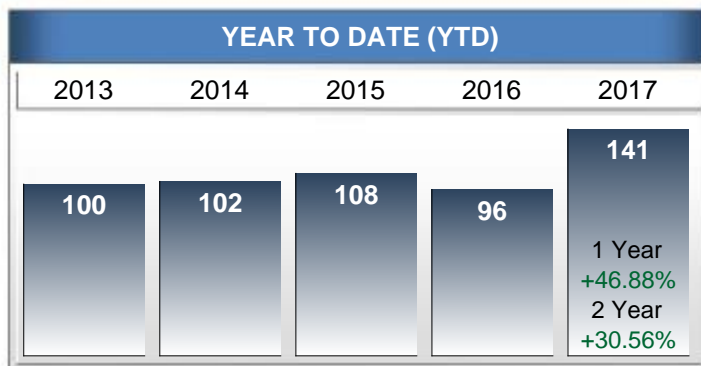
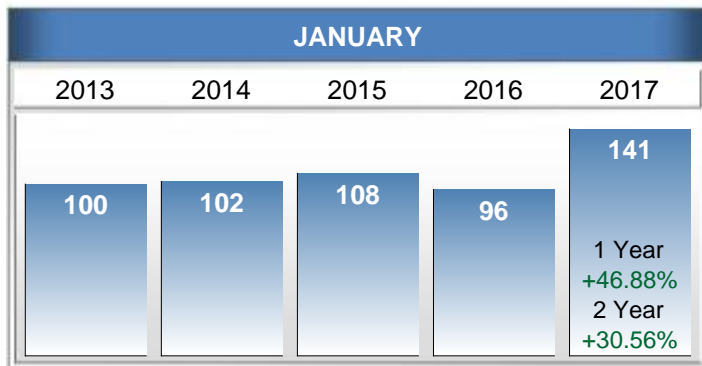
Pending Listings as of Feb 16, 2017



### Pending Listings

Report Produced on: Feb 16, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	13	9.22%	46.9	7	6	0	0		
\$50,001 - \$75,000	12	8.51%	36.5	3	6	1	2		
\$75,001 - \$125,000	26	18.44%	65.6	5	16	5	0		
\$125,001 - \$175,000	35	24.82%	58.9	3	25	7	0		
\$175,001 - \$250,000	23	16.31%	79.2	0	16	7	0		
\$250,001 - \$325,000	16	11.35%	45.7	0	3	12	1		
\$325,001 and up	16	11.35%	72.4	1	3	11	1		
Total Pending Units:				141	49.4	19	75	43	4
Total Pending Volume:				25,218,285		1.85M	11.40M	11.17M	790.20K
Average Listing Price:				\$186,908		\$97,600	\$152,007	\$259,841	\$197,550



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

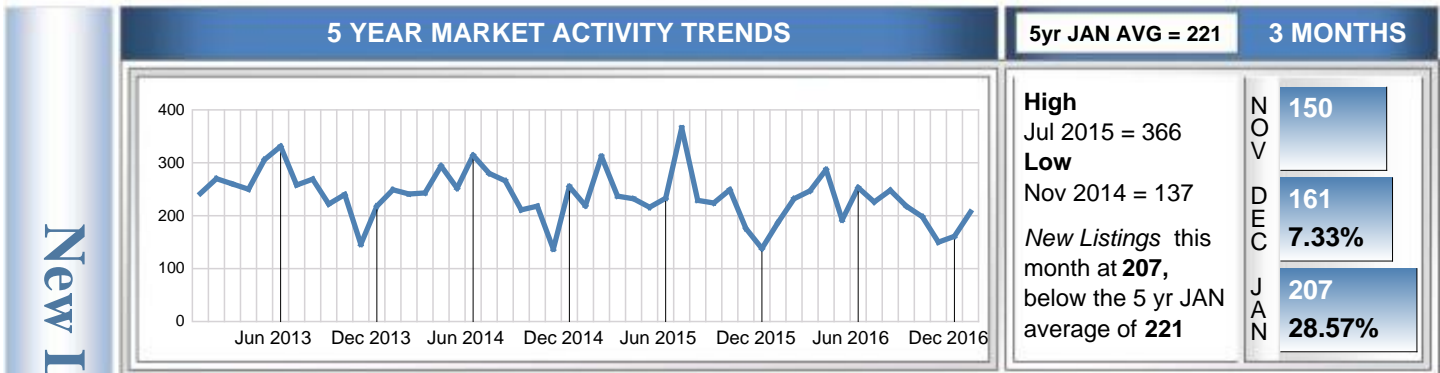
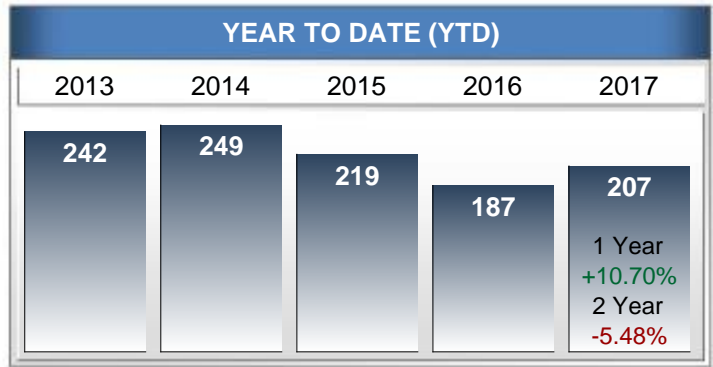
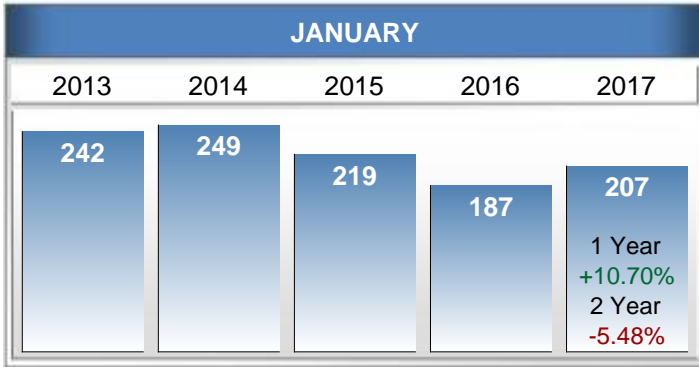
New Listings as of Feb 16, 2017



### New Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	9	4.35%	9	0	0	0
\$25,001 - \$75,000	33	15.94%	19	9	3	2
\$75,001 - \$125,000	31	14.98%	9	20	2	0
\$125,001 - \$175,000	52	25.12%	6	34	12	0
\$175,001 - \$275,000	32	15.46%	1	14	17	0
\$275,001 - \$425,000	28	13.53%	1	6	20	1
\$425,001 and up	22	10.63%	5	0	11	6
<b>Total New Listed Units:</b>	<b>207</b>		<b>50</b>	<b>83</b>	<b>65</b>	<b>9</b>
<b>Total New Listed Volume:</b>	<b>46,278,412</b>		<b>6.82M</b>	<b>12.42M</b>	<b>18.38M</b>	<b>8.66M</b>
<b>Average New Listed Listing Price:</b>	<b>\$353,794</b>		<b>\$136,380</b>	<b>\$149,627</b>	<b>\$282,792</b>	<b>\$962,100</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

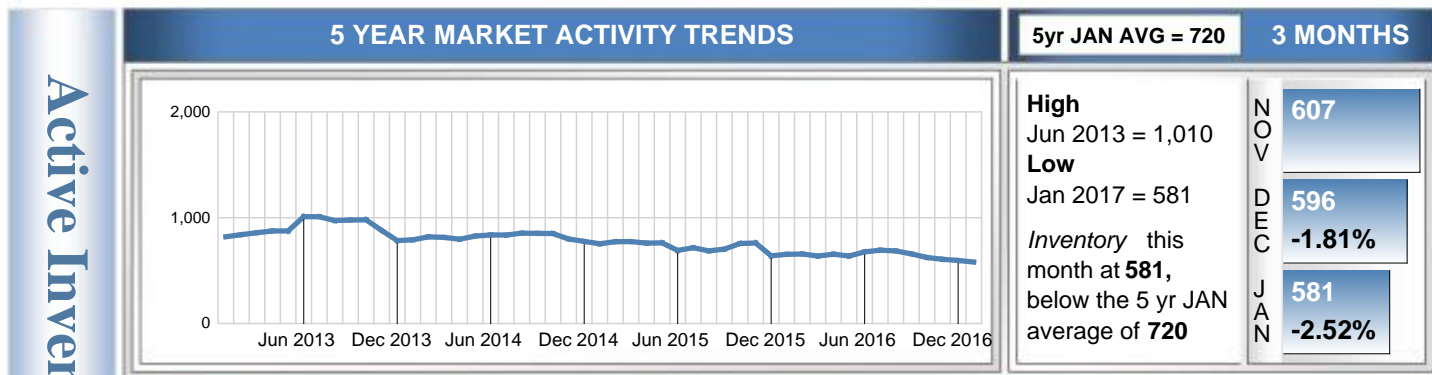
Active Inventory as of Feb 16, 2017



### Active Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	42	7.23%	109.1	42	0	0	0
\$25,001 \$50,000	62	10.67%	85.4	54	5	3	0
\$50,001 \$100,000	76	13.08%	69.4	42	29	4	1
\$100,001 \$200,000	180	30.98%	75.7	34	105	39	2
\$200,001 \$275,000	74	12.74%	90.4	6	27	37	4
\$275,001 \$450,000	85	14.63%	76.5	9	16	52	8
\$450,001 and up	62	10.67%	83.8	10	4	31	17
Total Active Inventory by Units:		581	81.2	197	186	166	32
Total Active Inventory by Volume:		135,769,427		25.66M	32.32M	51.14M	26.65M
Average Active Inventory Listing Price:		\$233,682		\$130,267	\$173,772	\$308,062	\$832,719



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

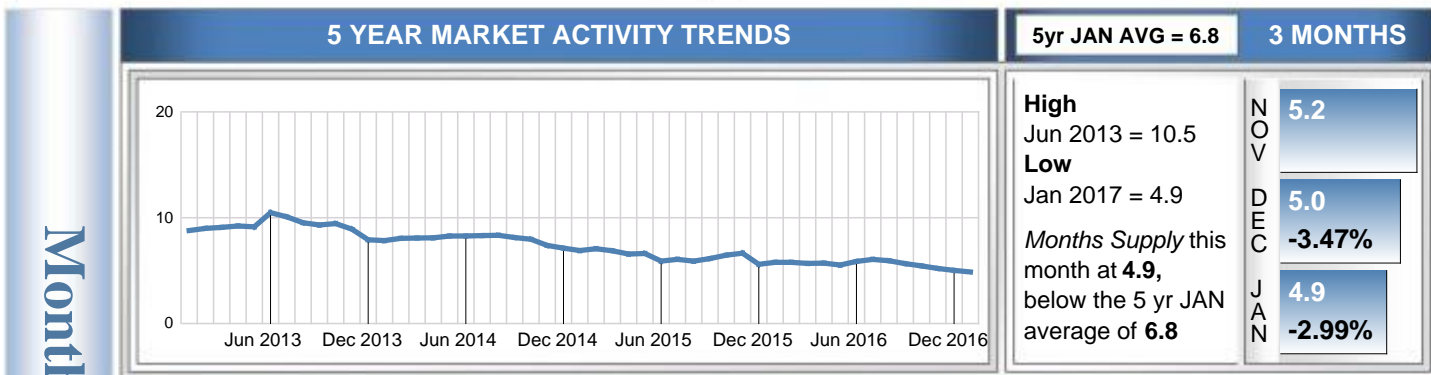
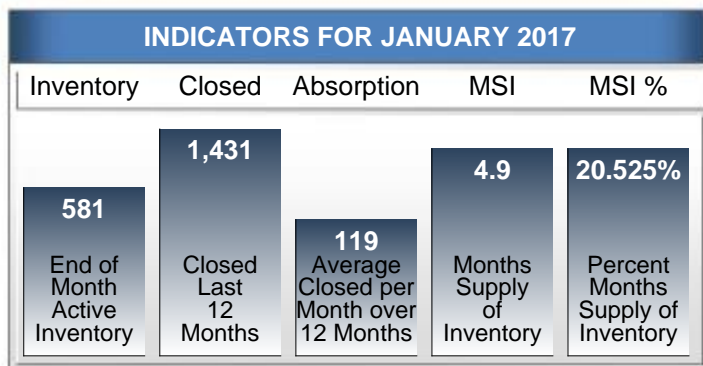
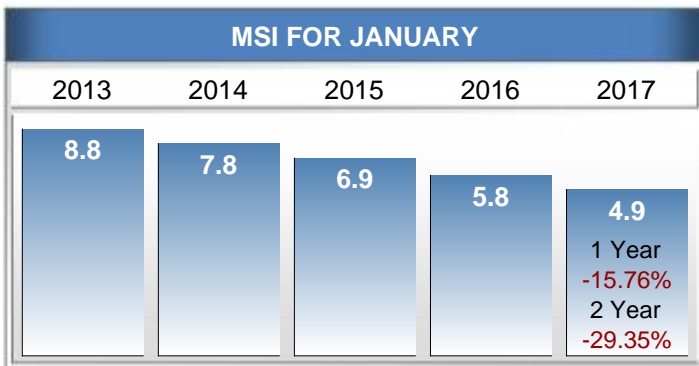
Active Inventory as of Feb 16, 2017



### Months Supply of Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	42	7.23%	12.0	14.8	0.0	0.0	0.0
\$25,001 \$50,000	62	10.67%	9.7	15.4	2.1	5.1	0.0
\$50,001 \$100,000	76	13.08%	4.0	7.0	2.7	2.0	12.0
\$100,001 \$200,000	180	30.98%	3.2	13.2	2.5	3.5	3.4
\$200,001 \$275,000	74	12.74%	4.3	5.5	3.5	4.8	5.3
\$275,001 \$450,000	85	14.63%	6.4	36.0	6.0	6.2	4.0
\$450,001 and up	62	10.67%	15.2	40.0	24.0	13.3	12.8
MSI:	4.9			11.9	2.8	5.1	6.7
Total Active Inventory:	581			197	186	166	32



# Monthly Inventory Analysis

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## January 2017

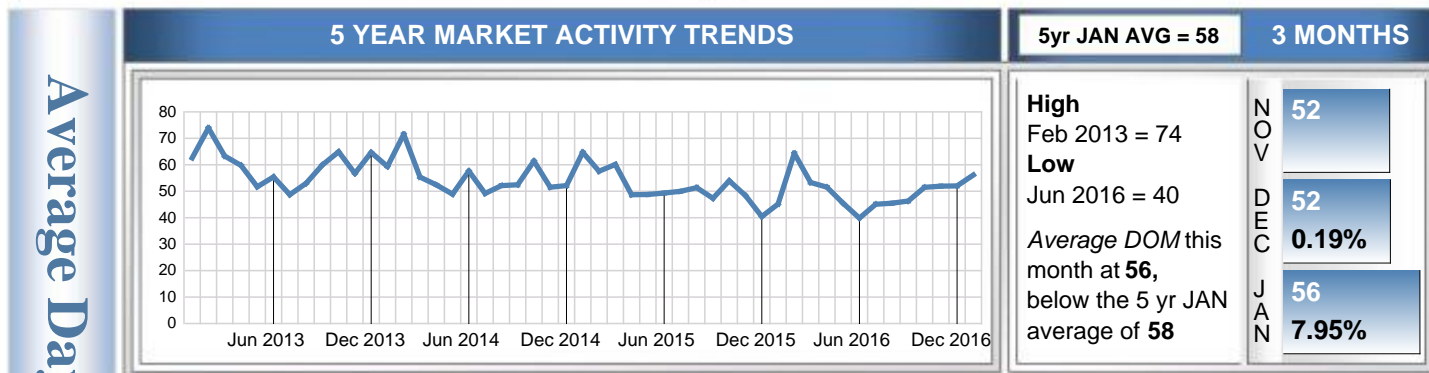
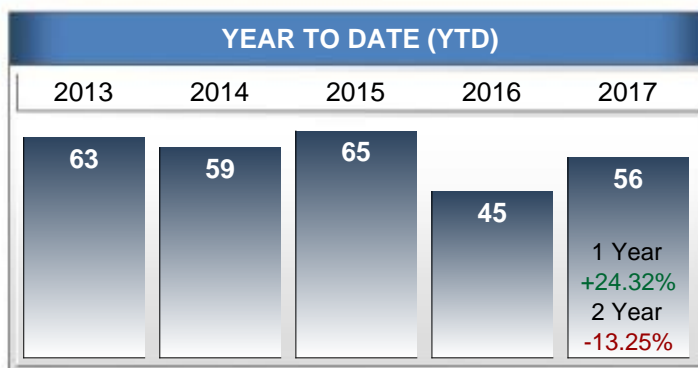
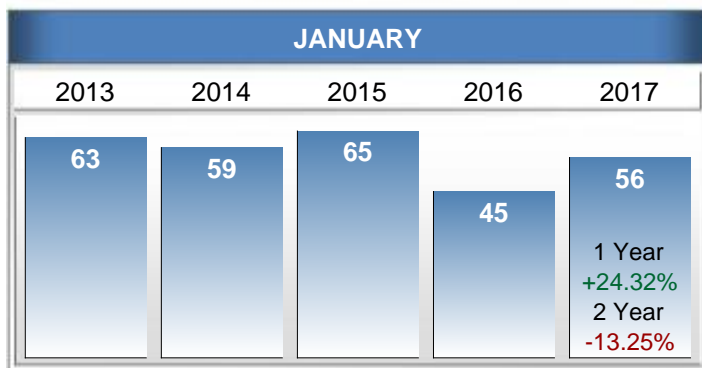
Closed Sales as of Feb 16, 2017



### Average Days on Market to Sale

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



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	4	5.00%	92.5	111.7	35.0	0.0	0.0
\$25,001 \$50,000	6	7.50%	36.7	61.7	15.5	4.0	0.0
\$50,001 \$100,000	18	22.50%	46.7	29.8	50.8	55.5	0.0
\$100,001 \$150,000	20	25.00%	66.7	24.0	69.5	7.0	121.0
\$150,001 \$250,000	14	17.50%	72.5	32.0	78.5	71.0	0.0
\$250,001 \$375,000	11	13.75%	40.7	0.0	34.0	38.3	74.0
\$375,001 and up	7	8.75%	37.9	1.0	1.0	42.0	95.0
Average Closed DOM: 56.2				53.5	59.4	45.3	96.7
Total Closed Units: 80				13	43	21	3
Total Closed Volume: 13,171,591				1.23M	5.52M	5.46M	960.50K



# Monthly Inventory Analysis

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## January 2017

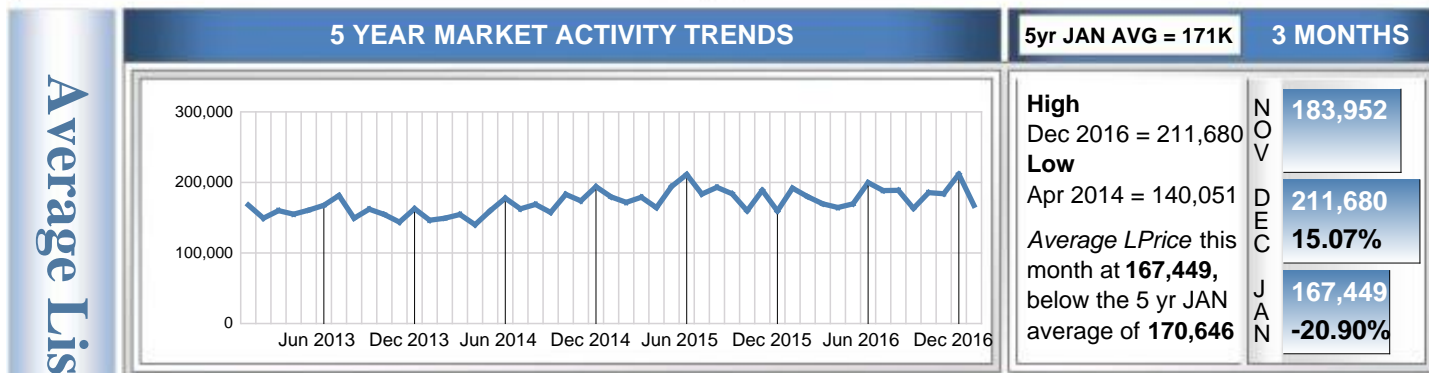
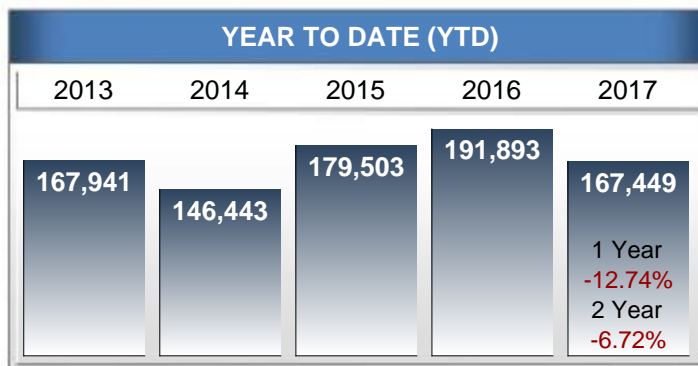
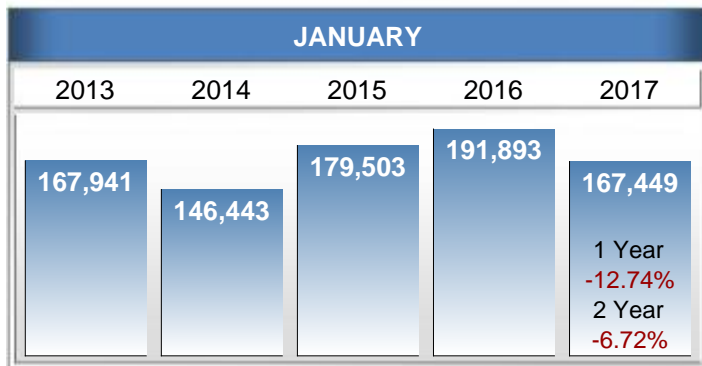
Closed Sales as of Feb 16, 2017



### Average List Price at Closing

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



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+
\$25,000 and less	4	5.00%	11,875	18,833	16,000	0	0
\$25,001 \$50,000	6	7.50%	40,467	31,333	45,450	32,900	0
\$50,001 \$100,000	18	22.50%	76,069	77,200	76,163	73,250	0
\$100,001 \$150,000	18	22.50%	127,533	144,900	128,000	135,000	149,500
\$150,001 \$250,000	17	21.25%	186,301	174,900	179,215	199,740	0
\$250,001 \$375,000	11	13.75%	317,191	0	297,450	306,932	350,000
\$375,001 and up	6	7.50%	464,090	460,000	473,599	419,948	509,900
Average List Price:	\$167,449			\$95,315	\$132,536	\$259,445	\$336,467
Total Closed Units:	80			13	43	21	3
Total List Volume:	13,395,908			1.24M	5.70M	5.45M	1.01M





# Monthly Inventory Analysis

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## January 2017

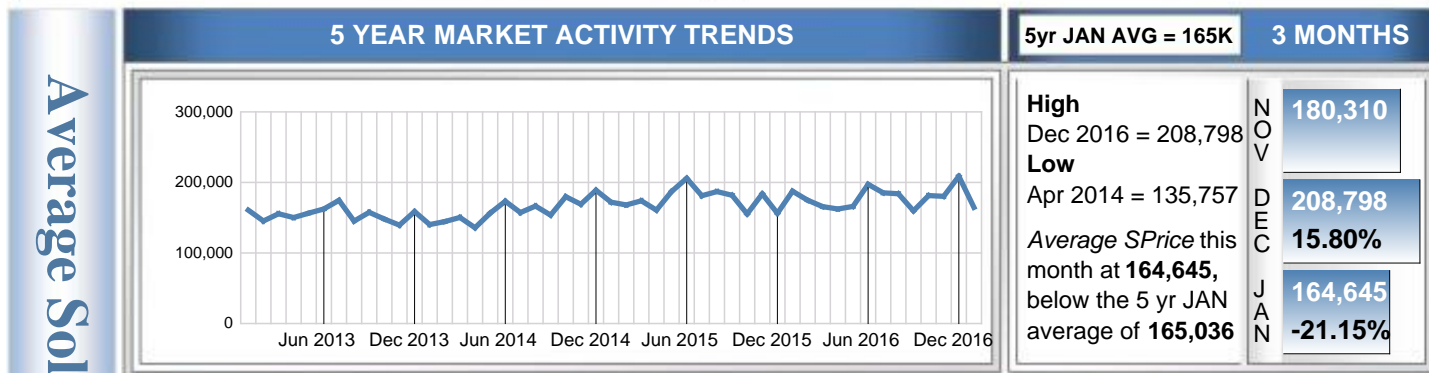
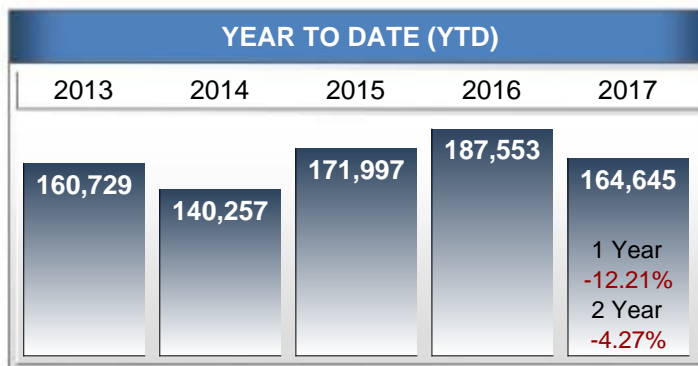
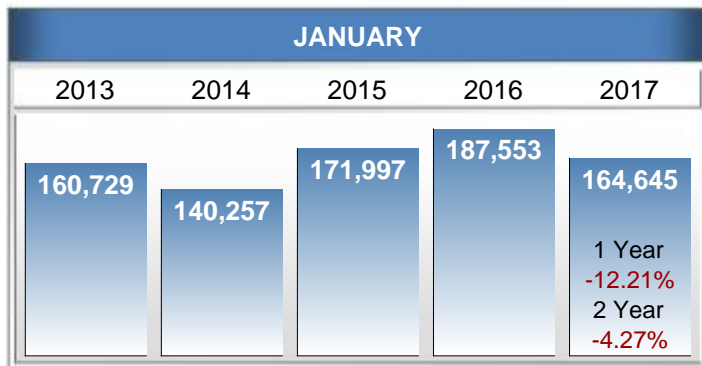
Closed Sales as of Feb 16, 2017



### Average Sold Price at Closing

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Area Delimited by County Of Rogers



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	4	5.00%	15,375	15,500	15,000	0	0
\$25,001 \$50,000	6	7.50%	40,217	40,333	44,000	32,300	0
\$50,001 \$100,000	18	22.50%	72,812	73,892	73,095	68,950	0
\$100,001 \$150,000	20	25.00%	127,333	140,000	125,097	138,000	142,000
\$150,001 \$250,000	14	17.50%	180,598	169,500	171,365	197,590	0
\$250,001 \$375,000	11	13.75%	304,450	0	285,000	305,682	333,500
\$375,001 and up	7	8.75%	447,744	460,000	473,599	428,903	485,000
Average Closed Price:	\$164,645			\$94,813	\$128,403	\$259,867	\$320,167
Total Closed Units:	80			13	43	21	3
Total Closed Volume:	13,171,591			1.23M	5.52M	5.46M	960.50K



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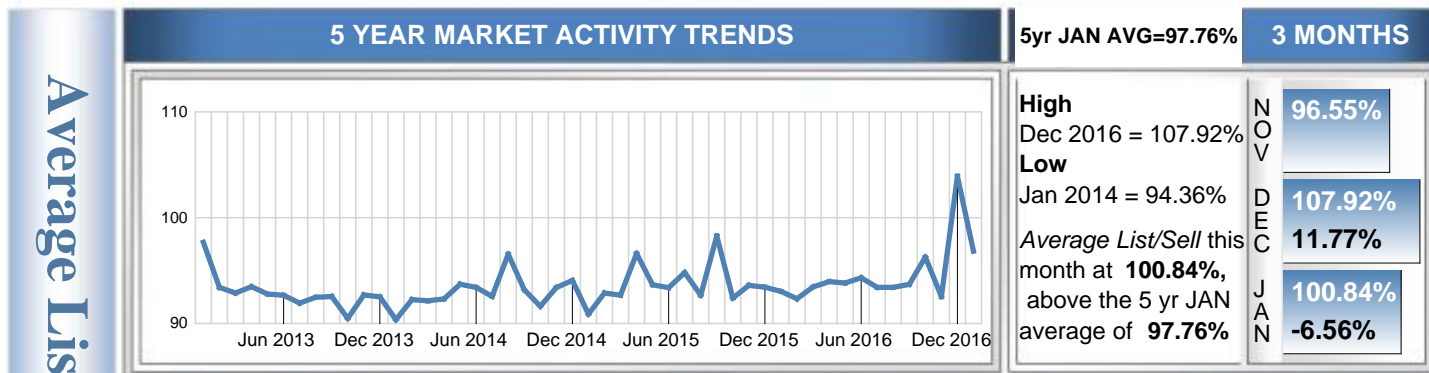
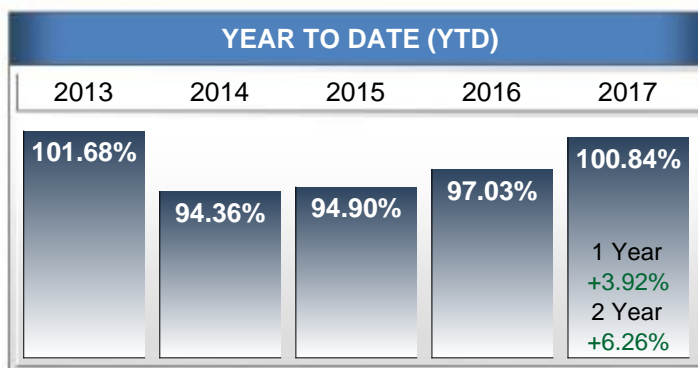
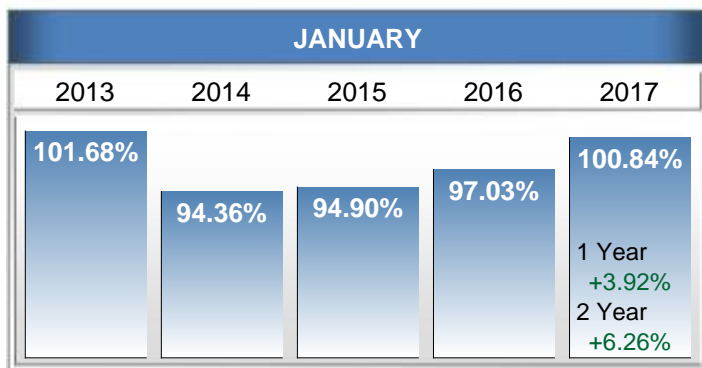
Closed Sales as of Feb 16, 2017



### 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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#### 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	4	5.00%	91.29%	90.48%	93.75%	0.00%	0.00%
\$25,001 \$50,000	6	7.50%	146.17%	195.31%	96.45%	98.18%	0.00%
\$50,001 \$100,000	18	22.50%	95.54%	95.18%	96.09%	93.02%	0.00%
\$100,001 \$150,000	20	25.00%	97.79%	96.62%	97.76%	102.22%	94.98%
\$150,001 \$250,000	14	17.50%	96.99%	96.91%	95.85%	98.85%	0.00%
\$250,001 \$375,000	11	13.75%	98.50%	0.00%	95.83%	99.57%	95.29%
\$375,001 and up	7	8.75%	101.09%	100.00%	100.00%	103.13%	95.12%
Average List/Sell Ratio: 100.80%				117.82%	96.75%	99.51%	95.13%
Total Closed Units: 80					13	43	21
Total Closed Volume: 13,171,591					1.23M	5.52M	5.46M
							960.50K



# Monthly Inventory Analysis

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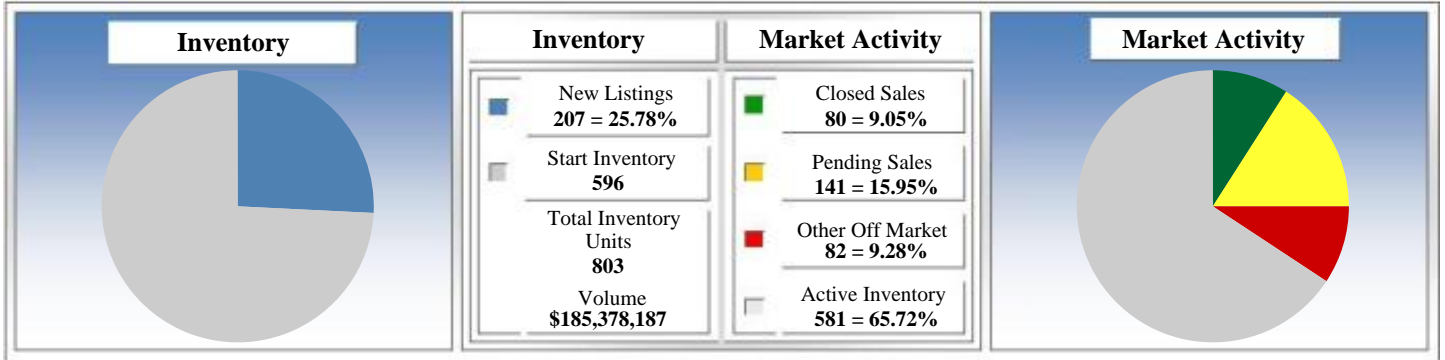
Inventory as of Feb 16, 2017



### Market Summary

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Area Delimited by County Of Rogers



**Absorption:** Last 12 months, an Average of **119** Sales/Month

**Active Inventory** as of January 31, 2017 = **581**

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	73	80	9.59%	73	80	9.59%
Pending Sales	96	141	46.88%	96	141	46.88%
New Listings	187	207	10.70%	187	207	10.70%
Average List Price	191,893	167,449	-12.74%	191,893	167,449	-12.74%
Average Sale Price	187,553	164,645	-12.21%	187,553	164,645	-12.21%
Average Percent of List Price to Selling Price	97.03%	100.84%	3.92%	97.03%	100.84%	3.92%
Average Days on Market to Sale	45.16	56.15	24.32%	45.16	56.15	24.32%
Monthly Inventory	654	581	-11.16%	654	581	-11.16%
Months Supply of Inventory	5.78	4.87	-15.76%	5.78	4.87	-15.76%

