



# February 2017

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

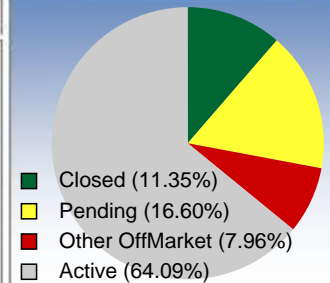


**Absorption:** Last 12 months, an Average of **1,204** Sales/Month

**Active Inventory** as of February 28, 2017 = **5,146**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	803	911	13.45%
Pending Listings	1,233	1,333	8.11%
New Listings	2,023	1,955	-3.36%
Average List Price	173,585	186,170	7.25%
Average Sale Price	167,327	181,037	8.19%
Average Percent of List Price to Selling Price	96.46%	97.05%	0.61%
Average Days on Market to Sale	55.78	53.32	-4.42%
End of Month Inventory	5,021	5,146	2.49%
Months Supply of Inventory	4.43	4.28	-3.55%

## 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 **2.49%** to 5,146 existing homes available for sale. Over the last 12 months this area has had an average of 1,204 closed sales per month. This represents an unsold inventory index of **4.28** 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 **8.19%** in February 2017 to \$181,037 versus the previous year at \$167,327.

### Average Days on Market Shortens

The average number of **53.32** days that homes spent on the market before selling decreased by 2.46 days or **4.42%** in February 2017 compared to last year's same month at **55.78** DOM.

### Sales Success for February 2017 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,955 New Listings in February 2017, down **3.36%** from last year at 2,023. Furthermore, there were 911 Closed Listings this month versus last year at 803, a **13.45%** increase.

Closed versus Listed trends yielded a **46.6%** ratio, up from last year's February 2017 at **39.7%**, a **17.40%** upswing. This will certainly create pressure on an increasing 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>
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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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

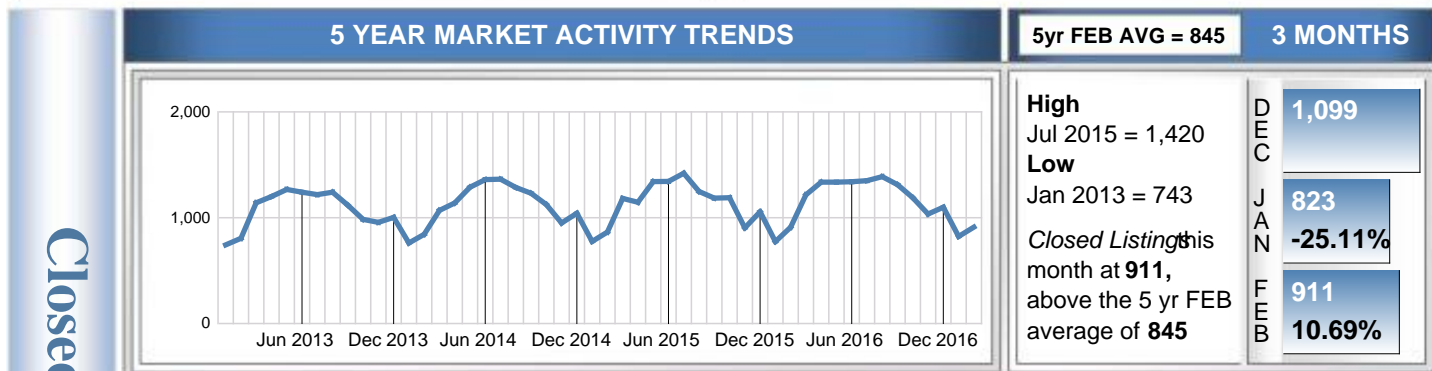
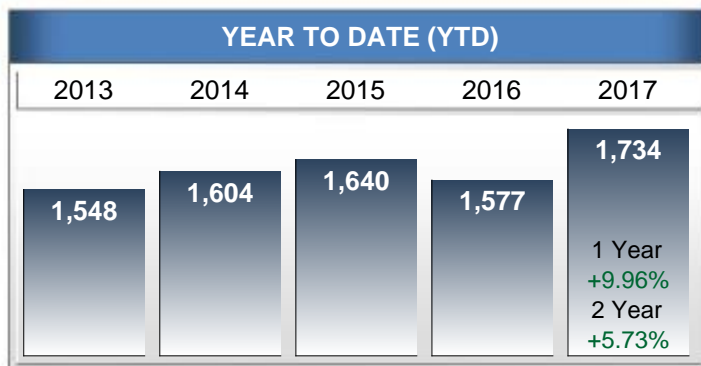
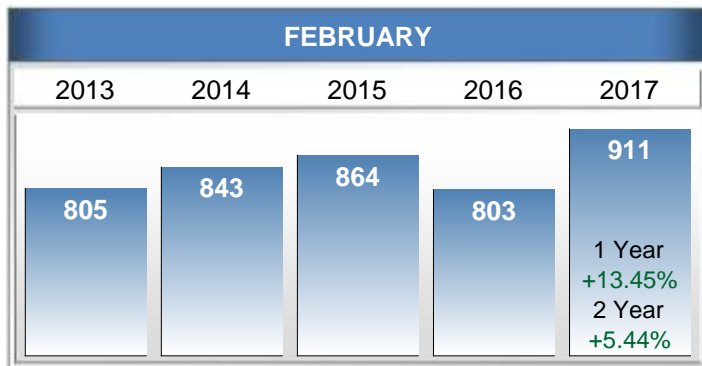
Closed Sales as of Mar 13, 2017



### Closed Listings

Report Produced on: Mar 13, 2017

Area Delimited by 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	46	5.05%	70.4	35	7	4	0	
\$25,001 - \$75,000	132	14.49%	60.3	59	64	8	1	
\$75,001 - \$100,000	93	10.21%	43.3	29	56	7	1	
\$100,001 - \$150,000	207	22.72%	42.2	24	158	24	1	
\$150,001 - \$200,000	195	21.41%	54.3	8	132	54	1	
\$200,001 - \$325,000	150	16.47%	57.6	8	50	82	10	
\$325,001 and up	88	9.66%	61.2	1	17	51	19	
Total Closed Units: 911				53.3	164	484	230	33
Total Closed Volume: 164,924,783					12.70M	72.57M	61.90M	17.75M
Average Closed Price: \$181,037					\$77,426	\$149,944	\$269,147	\$537,892

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

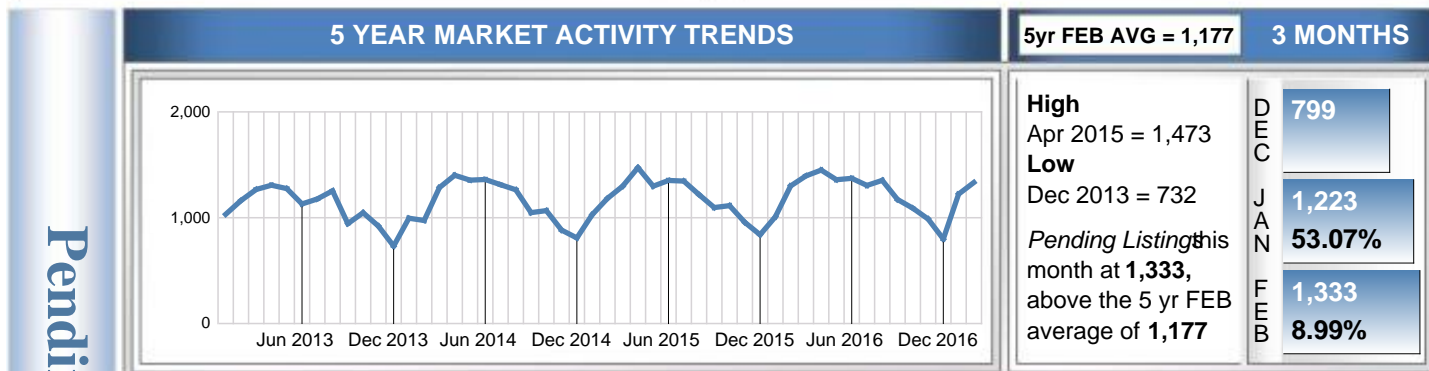
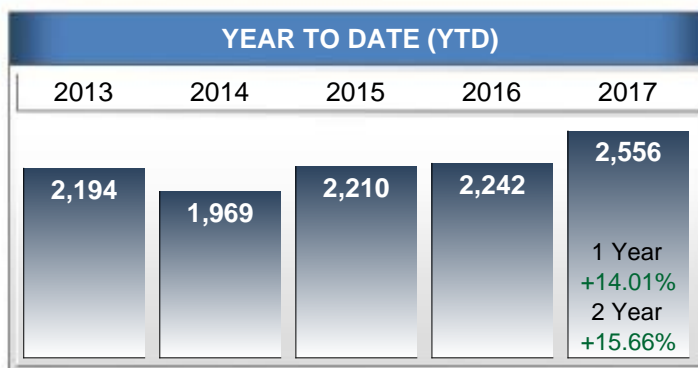
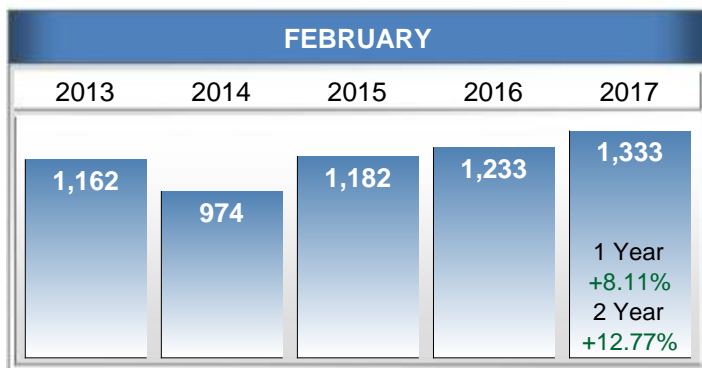
Pending Listings as of Mar 13, 2017



### Pending Listings

Report Produced on: Mar 13, 2017

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



Pending Listings

Ready to Buy or Sell Real Estate?  
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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	119	8.93%	53.2	73	37	9	0	
\$50,001 - \$75,000	105	7.88%	45.7	37	62	6	0	
\$75,001 - \$125,000	242	18.15%	40.8	41	180	20	1	
\$125,001 - \$175,000	341	25.58%	43.1	33	249	52	7	
\$175,001 - \$225,000	203	15.23%	56.8	15	105	79	4	
\$225,001 - \$325,000	187	14.03%	58.0	7	81	92	7	
\$325,001 and up	136	10.20%	53.0	11	27	76	22	
Total Pending Units: 1,333				47.1	217	741	334	41
Total Pending Volume: 243,378,288					24.53M	114.90M	87.91M	16.04M
Average Listing Price: \$191,868					\$113,032	\$155,065	\$263,208	\$391,111



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

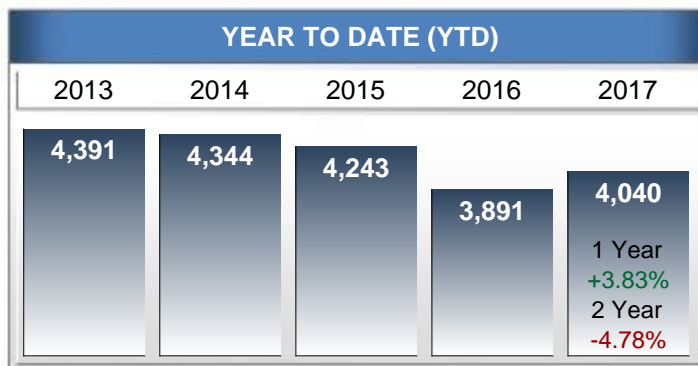
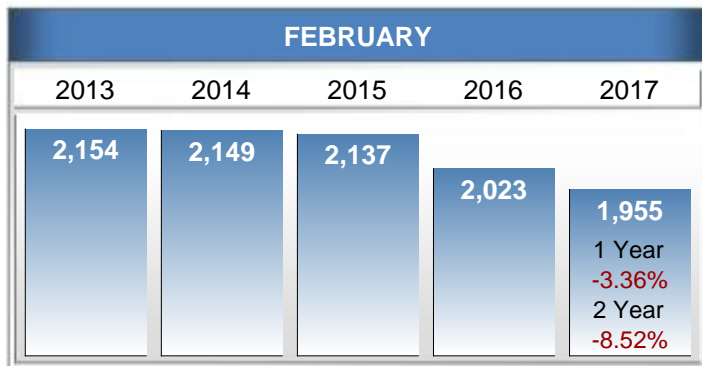
New Listings as of Mar 13, 2017



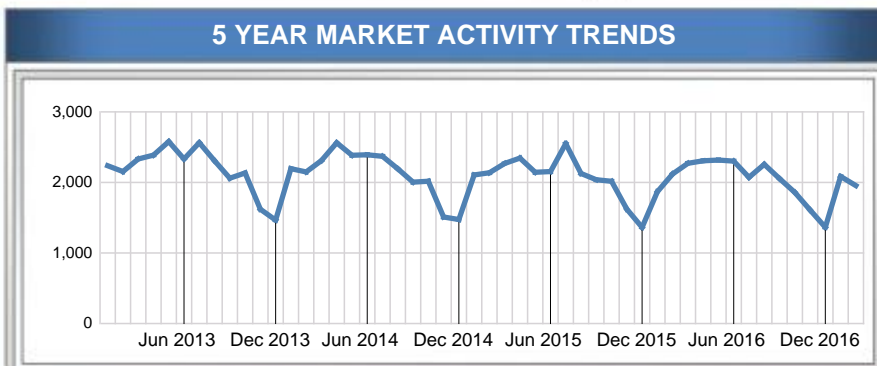
### New Listings

Report Produced on: Mar 13, 2017

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



New Listings  
Ready to Buy or Sell Real Estate?  
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**5yr FEB AVG = 2,084**    **3 MONTHS**

**High**  
May 2013 = 2,579

**Low**  
Dec 2015 = 1,363

*New Listings* this month at **1,955**, below the 5 yr FEB average of **2,084**

D E C	1,364
J A N	2,085
F E B	1,955
	-6.24%

#### 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	178	9.10%	129	42	7	0
\$50,001 - \$75,000	150	7.67%	80	63	6	1
\$75,001 - \$125,000	314	16.06%	90	196	26	2
\$125,001 - \$200,000	536	27.42%	77	346	103	10
\$200,001 - \$300,000	319	16.32%	24	118	166	11
\$300,001 - \$450,000	256	13.09%	16	46	170	24
\$450,001 and up	202	10.33%	49	17	85	51
Total New Listed Units:			465	828	563	99
Total New Listed Volume:			97.30M	136.79M	179.47M	74.11M
Average New Listed Listing Price:			\$209,239	\$165,208	\$318,781	\$748,570





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

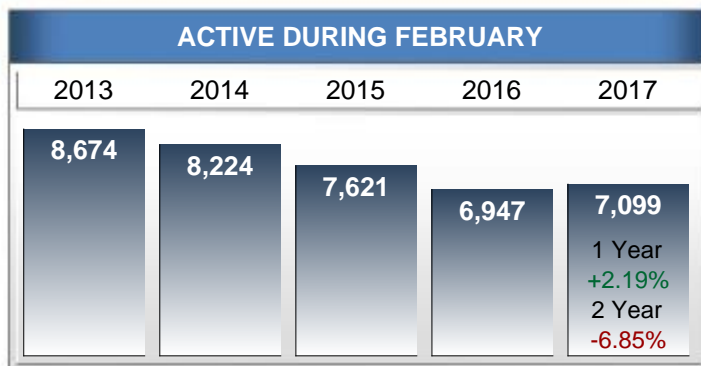
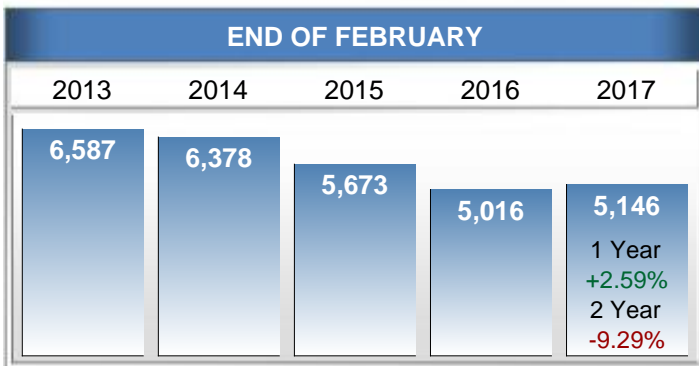
Active Inventory as of Mar 13, 2017



### Active Inventory

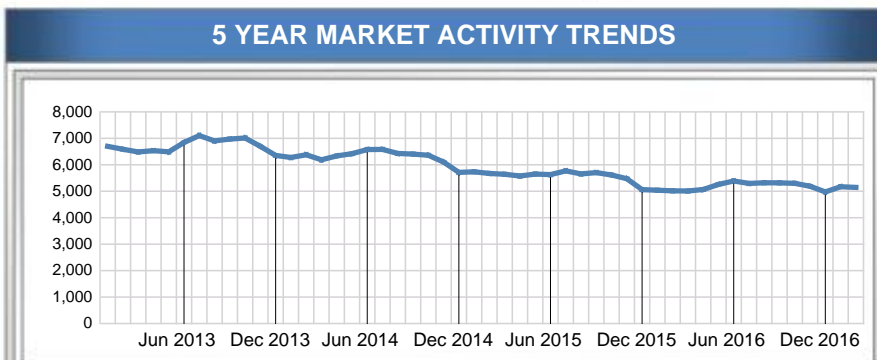
Report Produced on: Mar 13, 2017

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



Active Inventory

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**5yr FEB AVG = 5,760**    **3 MONTHS**

**High**  
Jul 2013 = 7,104

**Low**  
Dec 2016 = 4,975

*Inventory* this month at **5,146**, below the 5 yr FEB average of **5,760**

DEC	4,975
JAN	5,170
FEB	5,146
<b>3.92%</b>	
<b>-0.46%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	274	5.32%	90.0	257	12	5	0		
\$25,001 - \$50,000	435	8.45%	78.3	337	80	16	2		
\$50,001 - \$125,000	1,148	22.31%	76.2	514	543	84	7		
\$125,001 - \$225,000	1,270	24.68%	65.8	224	684	338	24		
\$225,001 - \$325,000	753	14.63%	71.4	78	245	374	56		
\$325,001 - \$525,000	745	14.48%	73.2	71	95	470	109		
\$525,001 and up	521	10.12%	78.3	113	60	184	164		
Total Active Inventory by Units:				5,146	73.6	1,594	1,719	1,471	362
Total Active Inventory by Volume:				1,385,813,919		315.50M	319.39M	505.27M	245.66M
Average Active Inventory Listing Price:				\$269,299		\$197,933	\$185,797	\$343,486	\$678,605



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

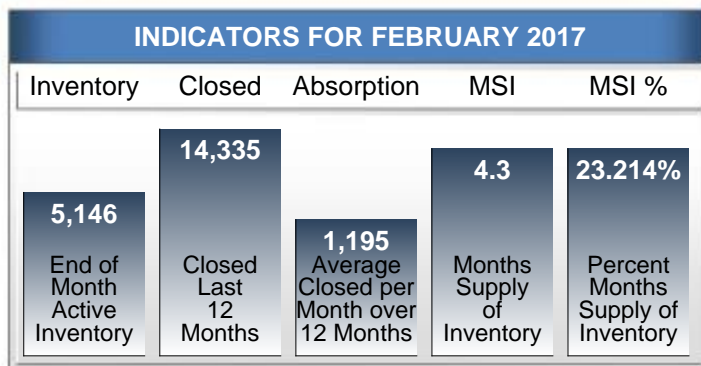
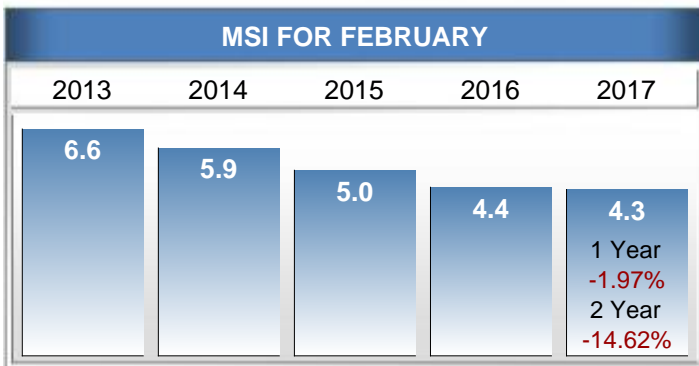
Active Inventory as of Mar 13, 2017



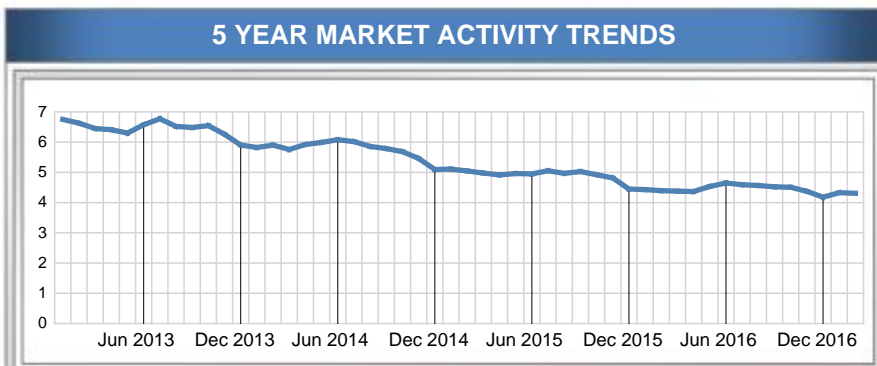
### Months Supply of Inventory

Report Produced on: Mar 13, 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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**5yr FEB AVG = 5.3**    **3 MONTHS**

**High**  
Jul 2013 = 6.8

**Low**  
Dec 2016 = 4.2

Months Supply this month at **4.3**, below the 5 yr FEB average of **5.3**

D E C	4.2
J A N	4.3
F E B	4.3
	-0.47%

#### 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	274		5.32%	6.2	8.7	1.0	2.0	0.0
\$25,001 \$50,000	435		8.45%	5.6	8.6	2.4	3.1	4.0
\$50,001 \$125,000	1,148		22.31%	3.5	7.0	2.5	2.7	3.4
\$125,001 \$225,000	1,270		24.68%	2.7	8.1	2.2	2.8	3.2
\$225,001 \$325,000	753		14.63%	4.8	10.2	4.4	4.5	4.2
\$325,001 \$525,000	745		14.48%	8.7	20.3	5.4	9.1	8.2
\$525,001 and up	521		10.12%	16.5	75.3	14.4	11.7	15.9
MSI:		4.3			8.7	2.6	4.8	7.7
Total Active Inventory:		5,146			1,594	1,719	1,471	362



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

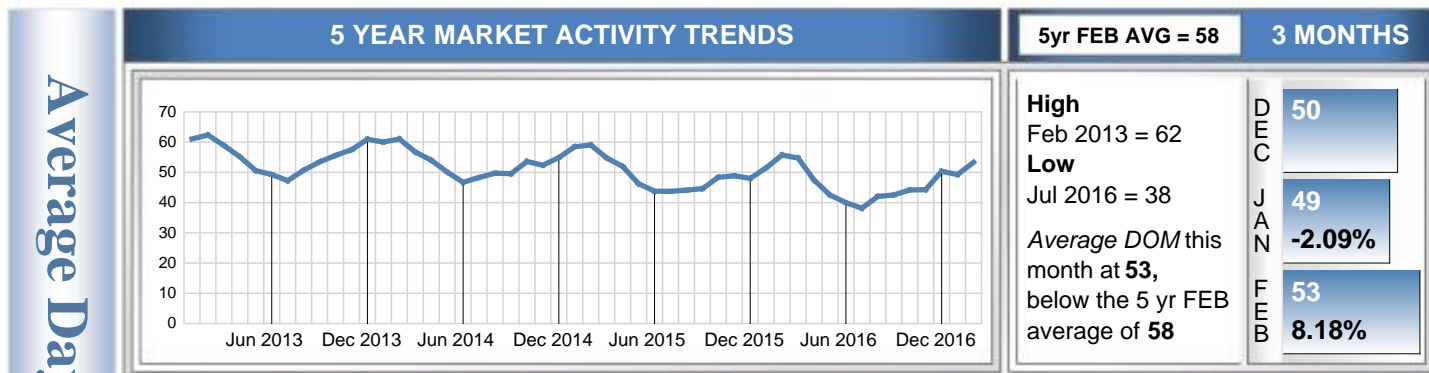
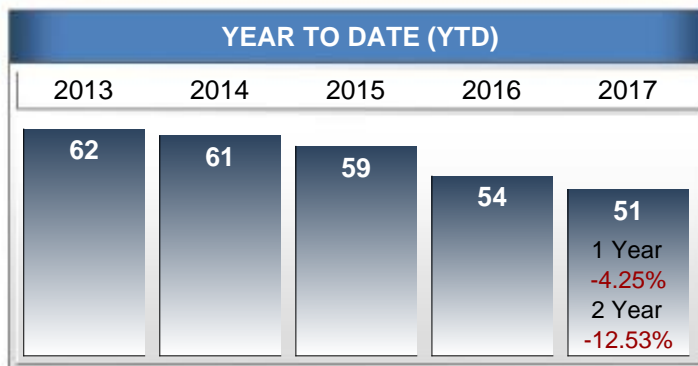
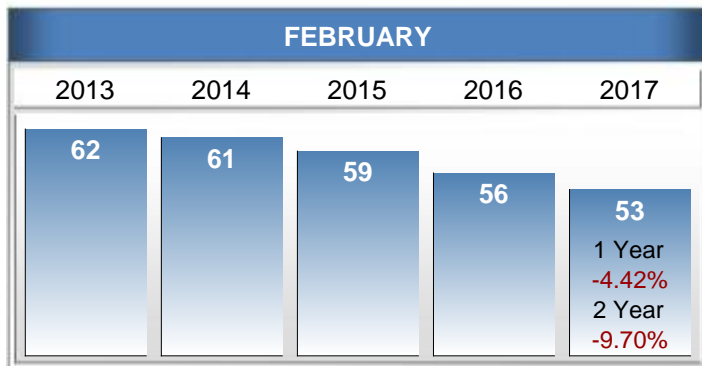
Closed Sales as of Mar 13, 2017



### Average Days on Market to Sale

Report Produced on: Mar 13, 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	46	5.05%	70.4	77.4	39.0	64.3	0.0	
\$25,001 - \$75,000	132	14.49%	60.3	61.1	61.4	51.4	7.0	
\$75,001 - \$100,000	93	10.21%	43.3	51.1	41.6	29.7	12.0	
\$100,001 - \$150,000	207	22.72%	42.2	35.6	41.2	57.2	8.0	
\$150,001 - \$200,000	195	21.41%	54.3	39.5	53.8	58.3	26.0	
\$200,001 - \$325,000	150	16.47%	57.6	42.8	44.0	64.8	77.9	
\$325,001 and up	88	9.66%	61.2	144.0	62.0	55.0	72.9	
Average Closed DOM:				53.3	57.6	48.3	58.8	67.2
Total Closed Units:				911	164	484	230	33
Total Closed Volume:				164,924,783	12.70M	72.57M	61.90M	17.75M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

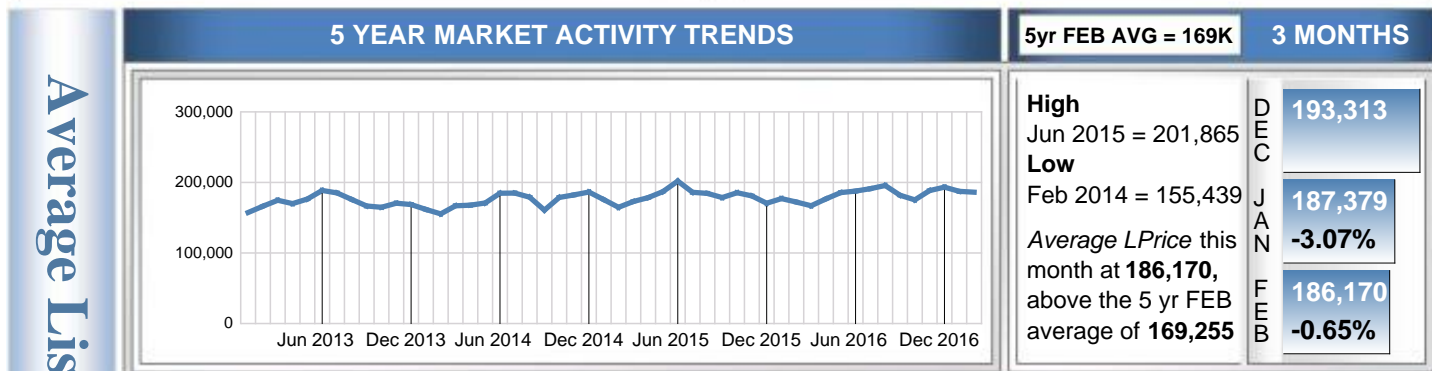
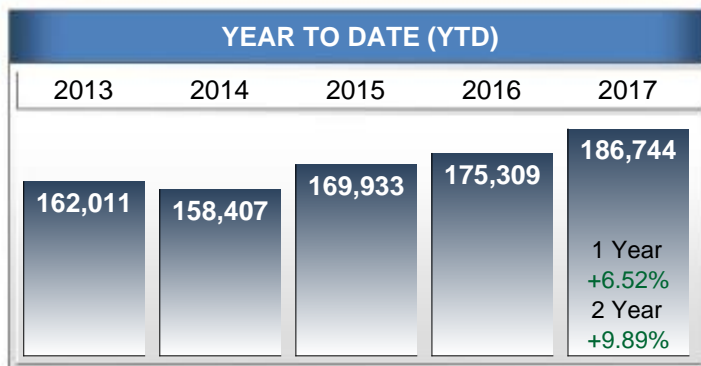
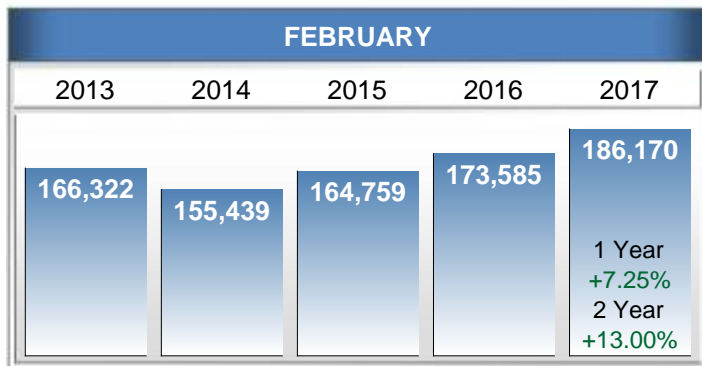
Closed Sales as of Mar 13, 2017



### Average List Price at Closing

Report Produced on: Mar 13, 2017

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



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	42	4.61%	15,779	16,511	20,189	23,100	0
\$25,001 \$75,000	132	14.49%	53,598	53,460	58,663	49,975	58,900
\$75,001 \$100,000	88	9.66%	90,252	92,093	90,898	104,843	87,500
\$100,001 \$150,000	207	22.72%	128,402	134,929	130,027	131,959	53,000
\$150,001 \$200,000	194	21.30%	173,883	185,800	175,167	177,309	195,000
\$200,001 \$325,000	152	16.68%	252,683	269,086	260,665	259,098	259,740
\$325,001 and up	96	10.54%	575,008	365,000	501,634	556,191	798,471
Average List Price:	\$186,170			\$83,202	\$153,334	\$276,433	\$550,386
Total Closed Units:	911			164	484	230	33
Total List Volume:	169,600,960			13.65M	74.21M	63.58M	18.16M





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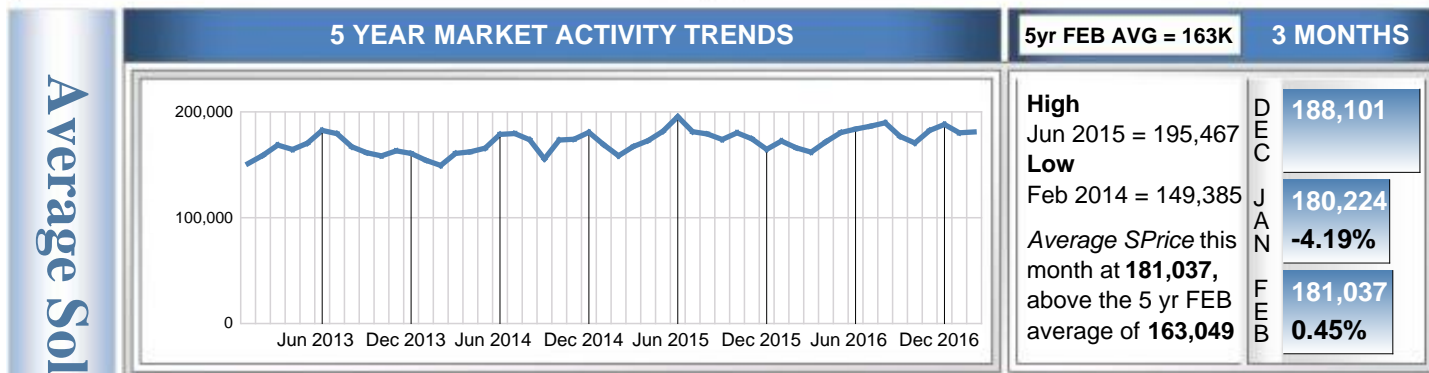
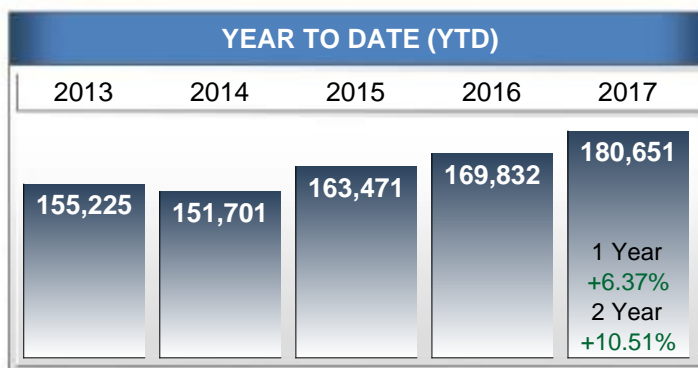
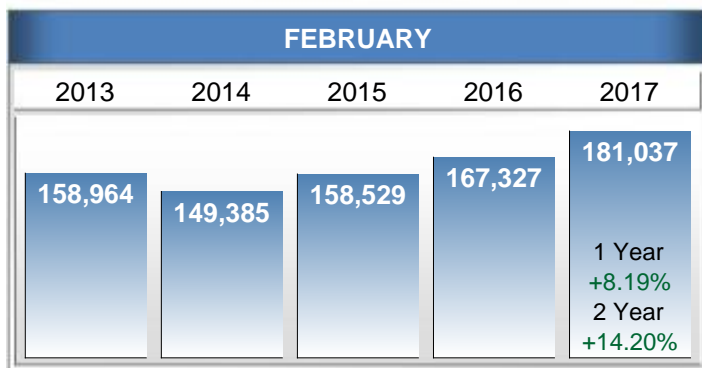
Closed Sales as of Mar 13, 2017



### Average Sold Price at Closing

Report Produced on: Mar 13, 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	46	5.05%	15,185	14,167	17,981	19,195	0
\$25,001 \$75,000	132	14.49%	52,022	48,418	56,022	45,606	60,000
\$75,001 \$100,000	93	10.21%	87,865	87,906	87,700	89,071	87,500
\$100,001 \$150,000	207	22.72%	128,672	126,313	128,920	128,657	146,599
\$150,001 \$200,000	195	21.41%	172,902	169,017	171,959	175,743	175,000
\$200,001 \$325,000	150	16.47%	253,755	255,938	254,646	253,260	251,614
\$325,001 and up	88	9.66%	576,973	365,000	479,414	539,085	777,116
Average Closed Price: \$181,037				\$77,426	\$149,944	\$269,147	\$537,892
Total Closed Units: 911				164	484	230	33
Total Closed Volume: 164,924,783				12.70M	72.57M	61.90M	17.75M



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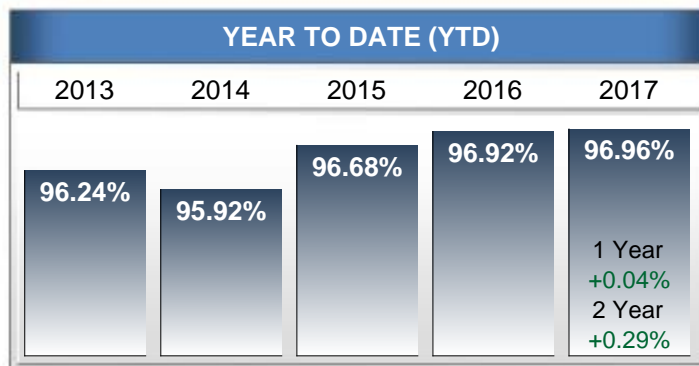
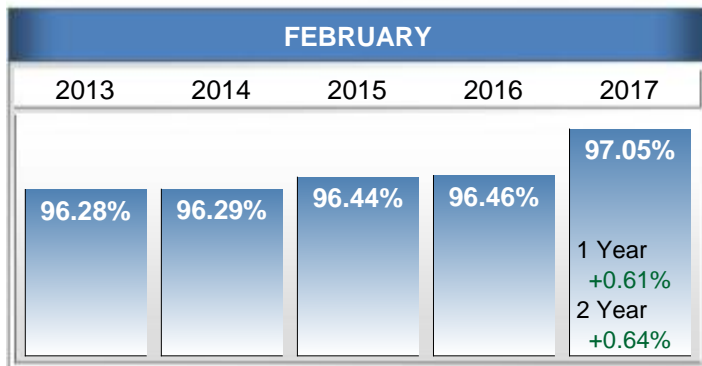
Closed Sales as of Mar 13, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Mar 13, 2017

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



Average List/Sell Price

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#### 3 MONTHS

5yr FEB AVG=96.50%

**High**  
Jul 2015 = 99.31%

**Low**  
Dec 2013 = 94.64%

Average List/Sell this month at **97.05%**, above the 5 yr FEB average of **96.50%**

DEC	98.43%
JAN	96.86%
FEB	97.05%
<b>-1.59%</b>	
FEB	0.20%

### 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	46	5.05%	87.44%	87.06%	92.29%	82.31%	0.00%	
\$25,001 \$75,000	132	14.49%	94.54%	91.46%	97.50%	92.62%	101.87%	
\$75,001 \$100,000	93	10.21%	95.99%	96.52%	96.86%	86.19%	100.00%	
\$100,001 \$150,000	207	22.72%	99.40%	94.16%	99.29%	98.00%	276.60%	
\$150,001 \$200,000	195	21.41%	98.26%	92.37%	98.28%	99.27%	89.74%	
\$200,001 \$325,000	150	16.47%	97.73%	95.52%	97.98%	97.86%	97.14%	
\$325,001 and up	88	9.66%	97.62%	100.00%	96.03%	98.25%	97.24%	
Average List/Sell Ratio:				97.10%	92.11%	98.14%	97.48%	102.64%
Total Closed Units:				911	164	484	230	33
Total Closed Volume:				164,924,783	12.70M	72.57M	61.90M	17.75M



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

Inventory as of Mar 13, 2017



### Market Summary

Report Produced on: Mar 13, 2017

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



**Absorption:** Last 12 months, an Average of **1,204** Sales/Month

**Active Inventory** as of February 28, 2017 = **5,146**

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	803	911	13.45%	1,577	1,734	9.96%
Pending Sales	1,233	1,333	8.11%	2,242	2,556	14.01%
New Listings	2,023	1,955	-3.36%	3,891	4,040	3.83%
Average List Price	173,585	186,170	7.25%	175,309	186,744	6.52%
Average Sale Price	167,327	181,037	8.19%	169,832	180,651	6.37%
Average Percent of List Price to Selling Price	96.46%	97.05%	0.61%	96.92%	96.96%	0.04%
Average Days on Market to Sale	55.78	53.32	-4.42%	53.68	51.40	-4.25%
Monthly Inventory	5,021	5,146	2.49%	5,021	5,146	2.49%
Months Supply of Inventory	4.43	4.28	-3.55%	4.43	4.28	-3.55%

