



February 2017

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

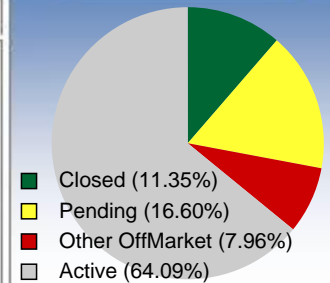


Absorption: Last 12 months, an Average of **1,204** Sales/Month

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%
Median List Price	140,000	149,900	7.07%
Median Sale Price	139,900	145,440	3.96%
Median Percent of List Price to Selling Price	97.60%	98.42%	0.84%
Median Days on Market to Sale	43.00	37.00	-13.95%
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.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.96%** in February 2017 to \$145,440 versus the previous year at \$139,900.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 6.00 days or **13.95%** in February 2017 compared to last year's same month at **43.00** DOM.

Sales Success for February 2017 is Positive

Overall, with Median 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

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

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

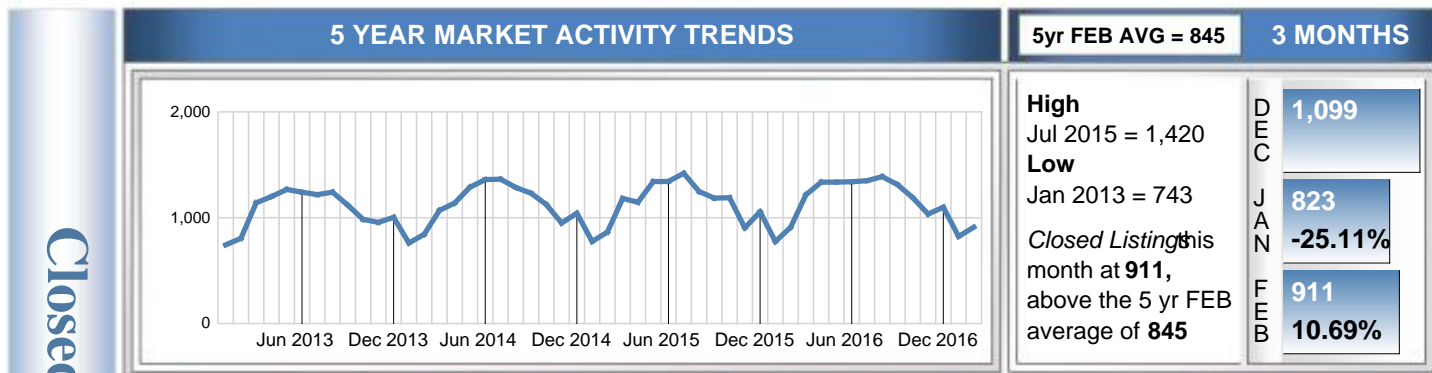
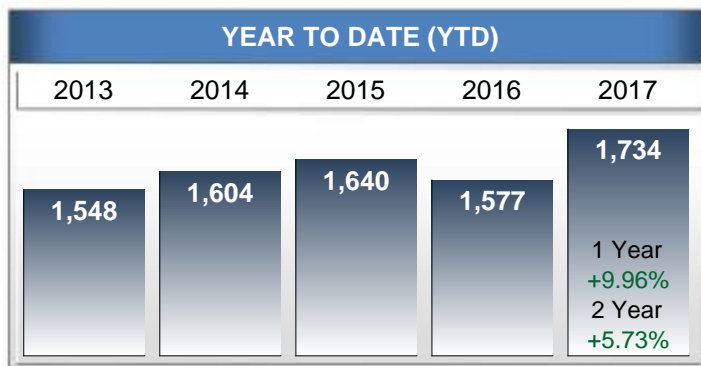
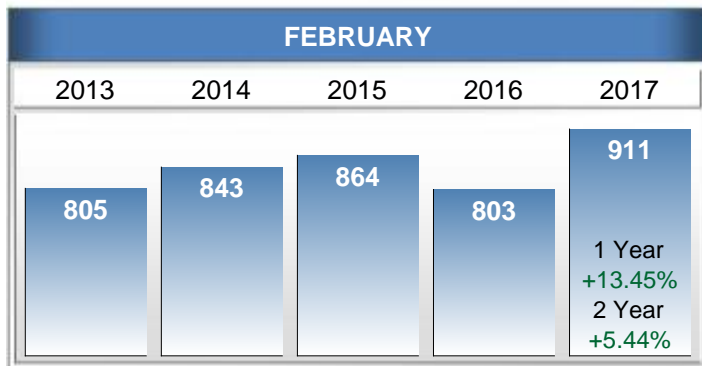
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 2017

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



Closed Listings

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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	81	8.89%	49.0	58	16	7	0	
\$40,001 - \$80,000	121	13.28%	42.0	43	71	6	1	
\$80,001 - \$120,000	131	14.38%	38.0	32	84	14	1	
\$120,001 - \$160,000	207	22.72%	24.0	18	160	28	1	
\$160,001 - \$210,000	148	16.25%	37.0	5	92	49	2	
\$210,001 - \$320,000	129	14.16%	47.0	7	43	70	9	
\$320,001 and up	94	10.32%	51.0	1	18	56	19	
Total Closed Units: 911				37.0	164	484	230	33
Total Closed Volume: 164,924,783					12.70M	72.57M	61.90M	17.75M
Median Closed Price: \$145,440					\$63,625	\$139,723	\$217,500	\$364,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

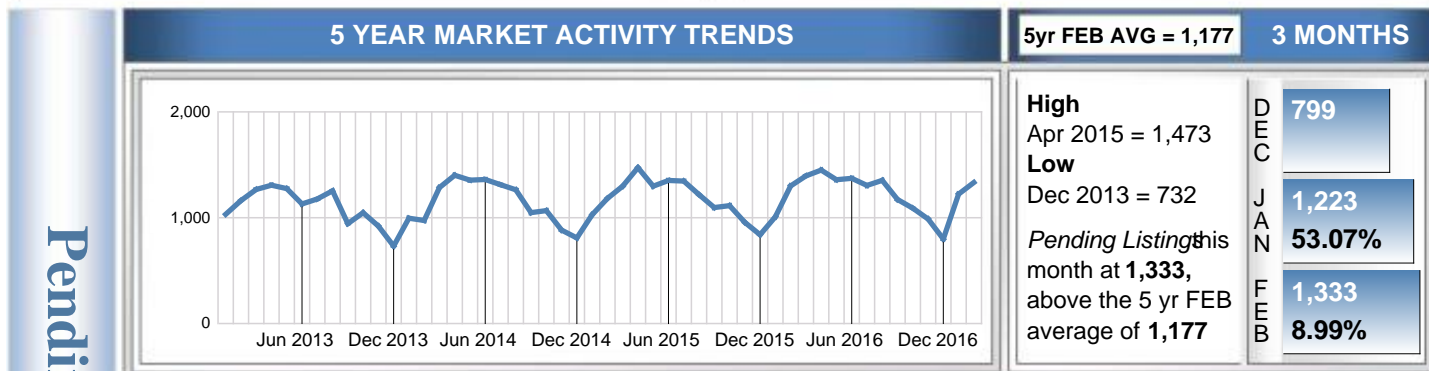
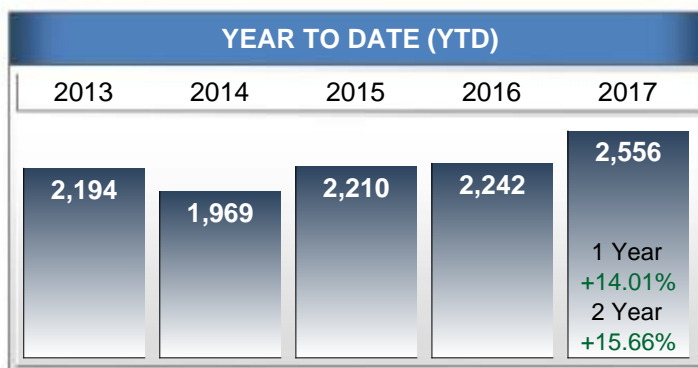
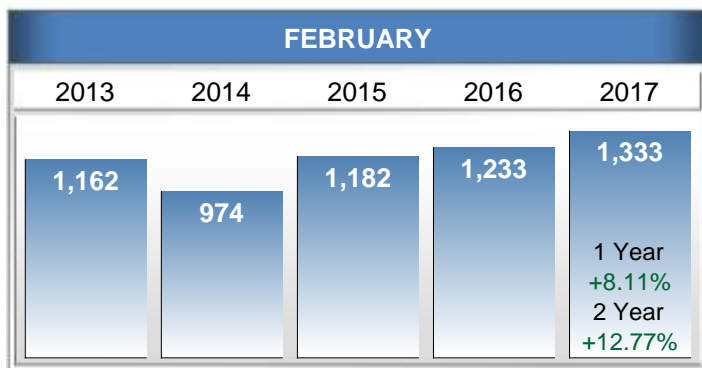
Pending Listings as of Mar 13, 2017



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?
Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	119	8.93%	28.0	73	37	9	0
\$50,001 - \$75,000	105	7.88%	23.0	37	62	6	0
\$75,001 - \$125,000	242	18.15%	23.5	41	180	20	1
\$125,001 - \$175,000	341	25.58%	20.0	33	249	52	7
\$175,001 - \$225,000	203	15.23%	32.0	15	105	79	4
\$225,001 - \$325,000	187	14.03%	36.0	7	81	92	7
\$325,001 and up	136	10.20%	34.0	11	27	76	22
Total Pending Units: 1,333				217	741	334	41
Total Pending Volume: 243,378,288				24.53M	114.90M	87.91M	16.04M
Median Listing Price: \$155,000				\$75,000	\$141,000	\$226,241	\$340,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

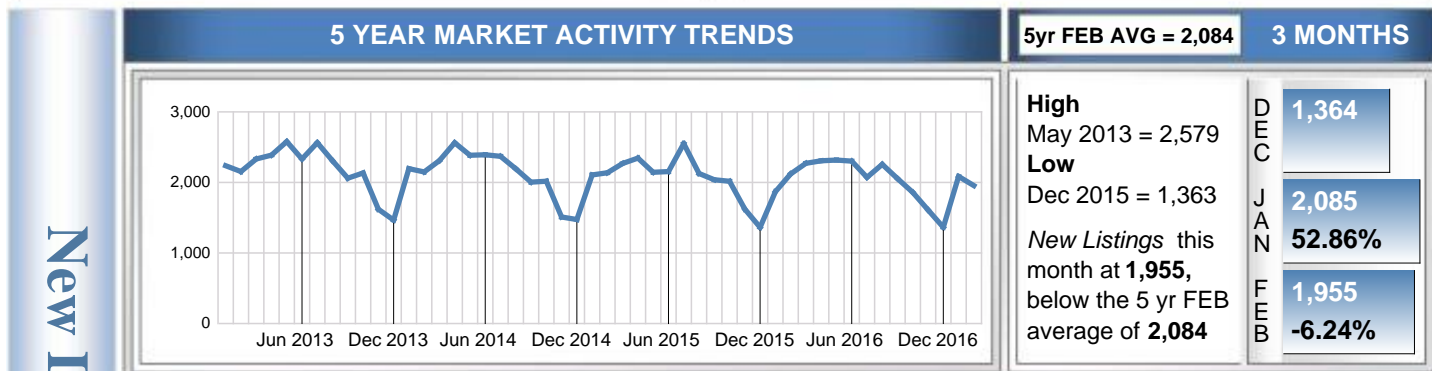
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 2017

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



NEW LISTINGS & 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:				1,955	465	828	563	99
Total New Listed Volume:				487,670,983	97.30M	136.79M	179.47M	74.11M
Median New Listed Listing Price:				\$172,215	\$85,900	\$148,000	\$285,000	\$474,500

New Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

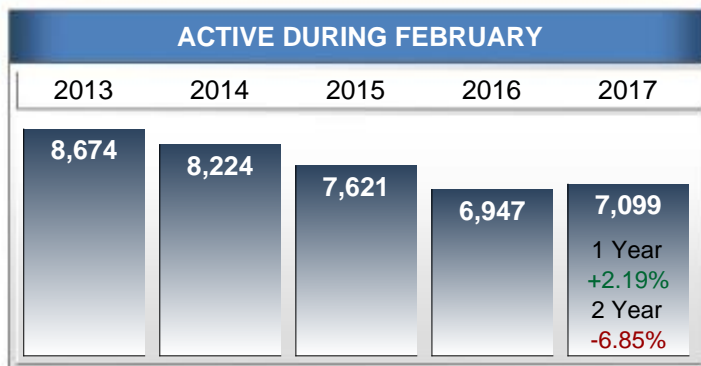
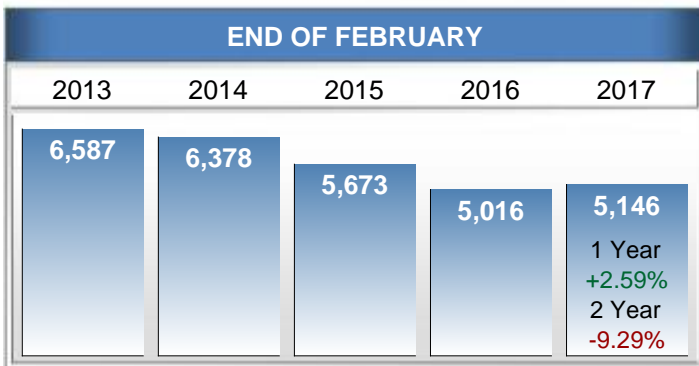
Active Inventory as of Mar 13, 2017



Active Inventory

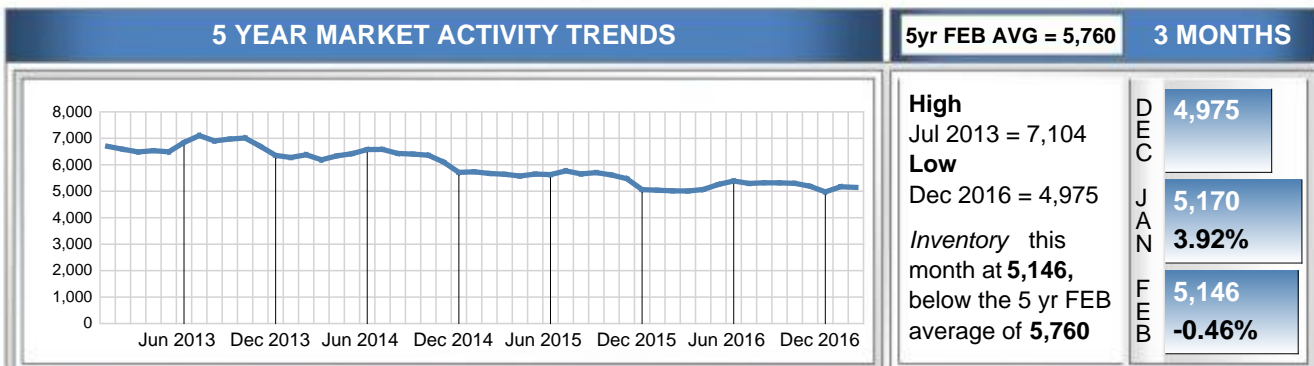
Report Produced on: Mar 13, 2017

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



Active Inventory

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	274	5.32%	81.5	257	12	5	0		
\$25,001 - \$50,000	435	8.45%	69.0	337	80	16	2		
\$50,001 - \$125,000	1,148	22.31%	60.0	514	543	84	7		
\$125,001 - \$225,000	1,270	24.68%	50.0	224	684	338	24		
\$225,001 - \$325,000	753	14.63%	56.0	78	245	374	56		
\$325,001 - \$525,000	745	14.48%	60.0	71	95	470	109		
\$525,001 and up	521	10.12%	63.0	113	60	184	164		
Total Active Inventory by Units:				5,146	56.0	1,594	1,719	1,471	362
Total Active Inventory by Volume:				1,385,813,919		315.50M	319.39M	505.27M	245.66M
Median Active Inventory Listing Price:				\$175,415		\$65,000	\$150,000	\$300,000	\$479,700



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

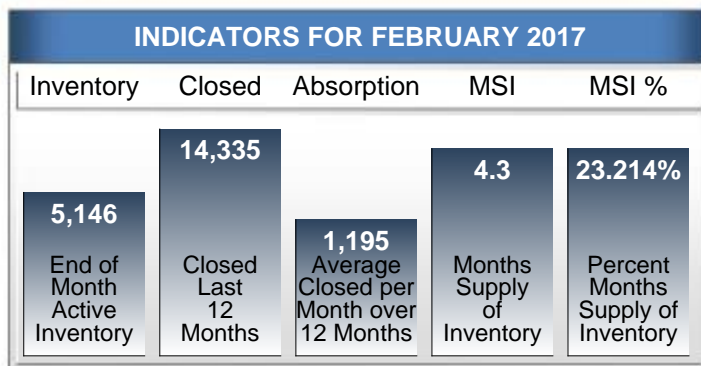
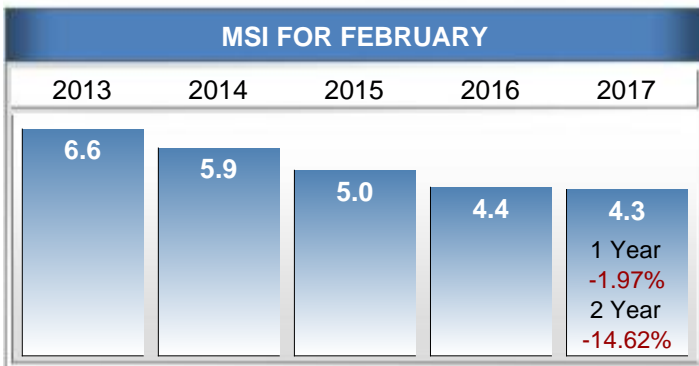
Active Inventory as of Mar 13, 2017



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?
Contact an experienced REALTOR



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
3.56%	
-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

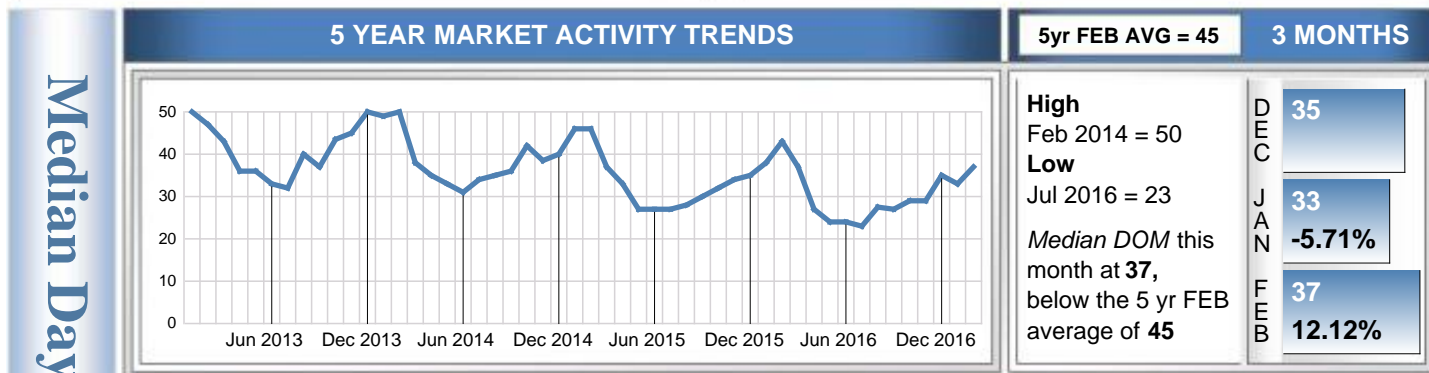
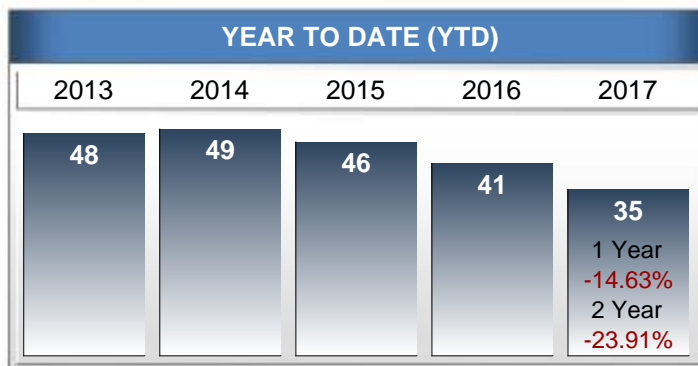
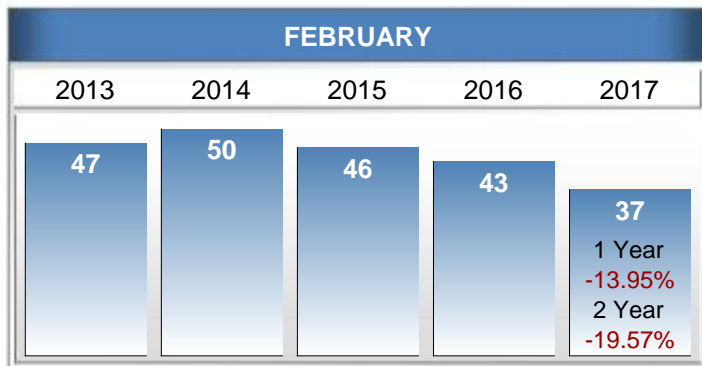
Closed Sales as of Mar 13, 2017



Median Days on Market to Sale

Report Produced on: Mar 13, 2017

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



Median Days on Market

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

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range			%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	81		8.89%	49.0	67.0	24.5	65.0	0.0
\$40,001 - \$80,000	121		13.28%	42.0	42.0	43.0	49.0	7.0
\$80,001 - \$120,000	131		14.38%	38.0	49.5	34.5	25.0	12.0
\$120,001 - \$160,000	207		22.72%	24.0	19.0	23.0	32.5	8.0
\$160,001 - \$210,000	148		16.25%	37.0	52.0	30.0	46.0	89.0
\$210,001 - \$320,000	129		14.16%	47.0	27.0	34.0	64.5	76.0
\$320,001 and up	94		10.32%	51.0	144.0	59.0	31.5	77.0
Median Closed DOM:		37.0			42.5	31.0	44.0	73.0
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

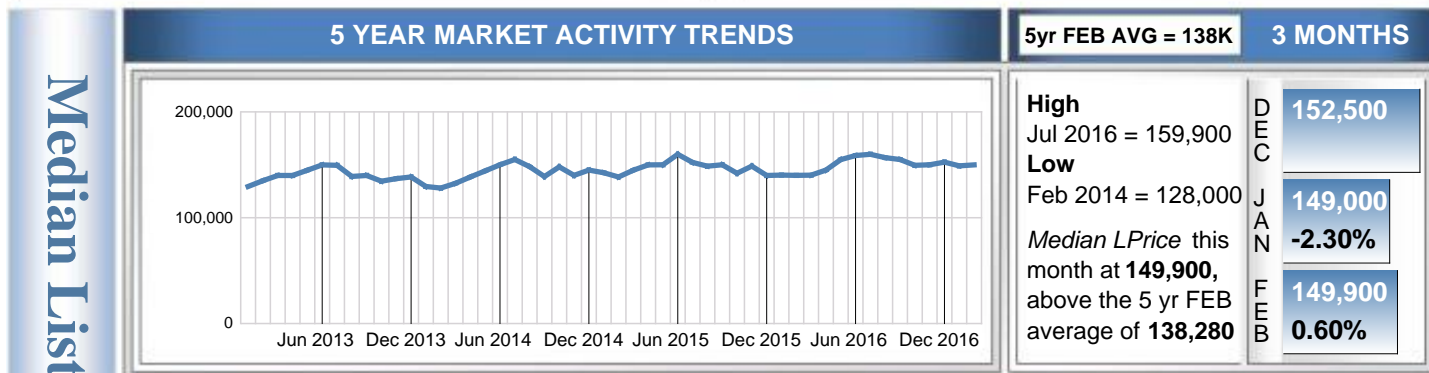
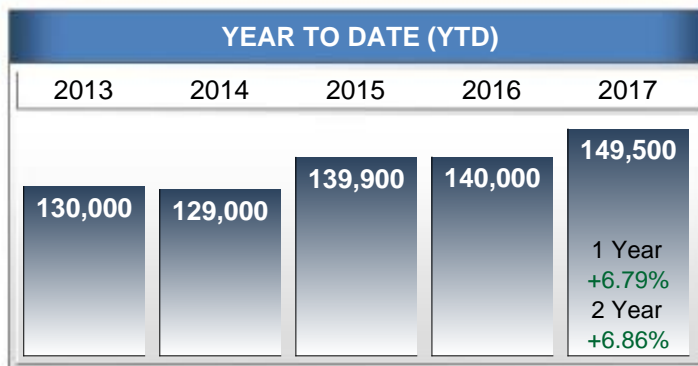
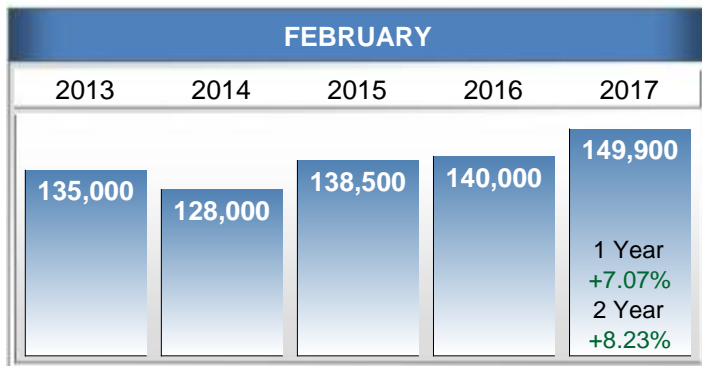
Closed Sales as of Mar 13, 2017



Median List Price at Closing

Report Produced on: Mar 13, 2017

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



Median List Price

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

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	76		8.34%	24,750	24,250	30,950	24,700	0
\$40,001 \$80,000	113		12.40%	64,900	65,000	64,950	51,700	55,950
\$80,001 \$120,000	145		15.92%	100,000	99,900	103,900	106,225	87,500
\$120,001 \$160,000	187		20.53%	144,500	145,000	141,500	149,000	0
\$160,001 \$210,000	159		17.45%	183,500	174,900	180,500	184,950	195,000
\$210,001 \$320,000	131		14.38%	260,000	259,450	264,607	261,250	232,350
\$320,001 and up	100		10.98%	419,000	357,500	418,439	410,000	499,000
Median List Price:		\$149,900			\$69,200	\$139,900	\$222,450	\$364,500
Total Closed Units:		911			164	484	230	33
Total List Volume:		169,600,960			13.65M	74.21M	63.58M	18.16M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

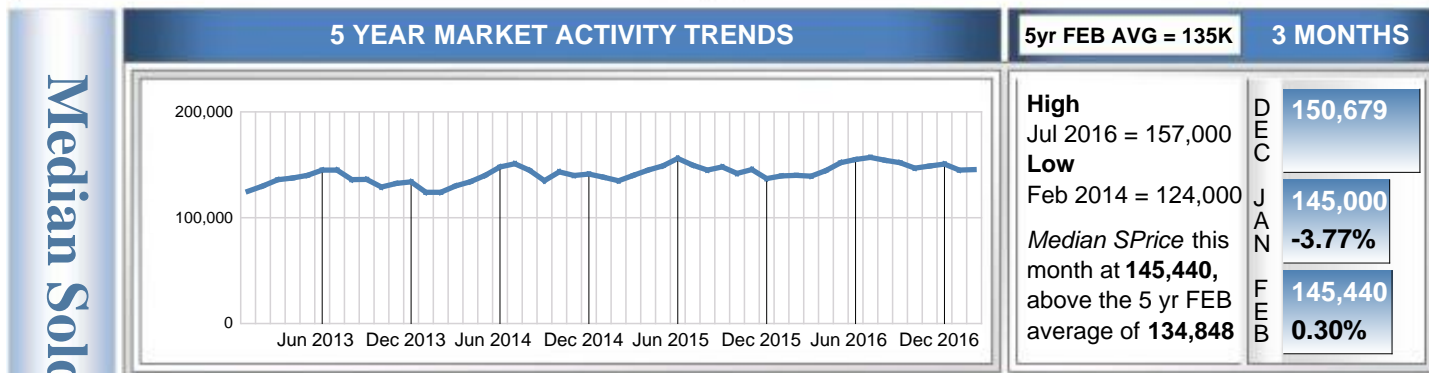
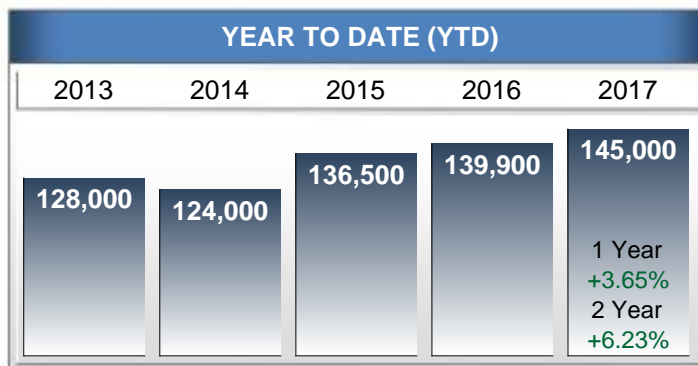
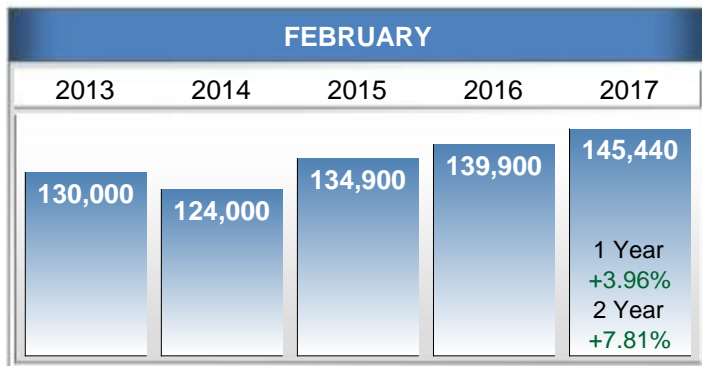
Closed Sales as of Mar 13, 2017



Median Sold Price at Closing

Report Produced on: Mar 13, 2017

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



Median Sold Price

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

MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	81		8.89%	23,650	23,550	31,250	25,000	0
\$40,001 - \$80,000	121		13.28%	63,500	61,700	65,000	53,250	60,000
\$80,001 - \$120,000	131		14.38%	100,000	95,000	102,500	103,750	87,500
\$120,001 - \$160,000	207		22.72%	142,650	143,750	141,000	149,883	146,599
\$160,001 - \$210,000	148		16.25%	184,000	185,000	181,733	185,000	190,000
\$210,001 - \$320,000	129		14.16%	259,000	264,000	264,000	256,250	254,800
\$320,001 and up	94		10.32%	427,000	365,000	452,000	406,700	520,000
Median Closed Price:	\$145,440				\$63,625	\$139,723	\$217,500	\$364,500
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

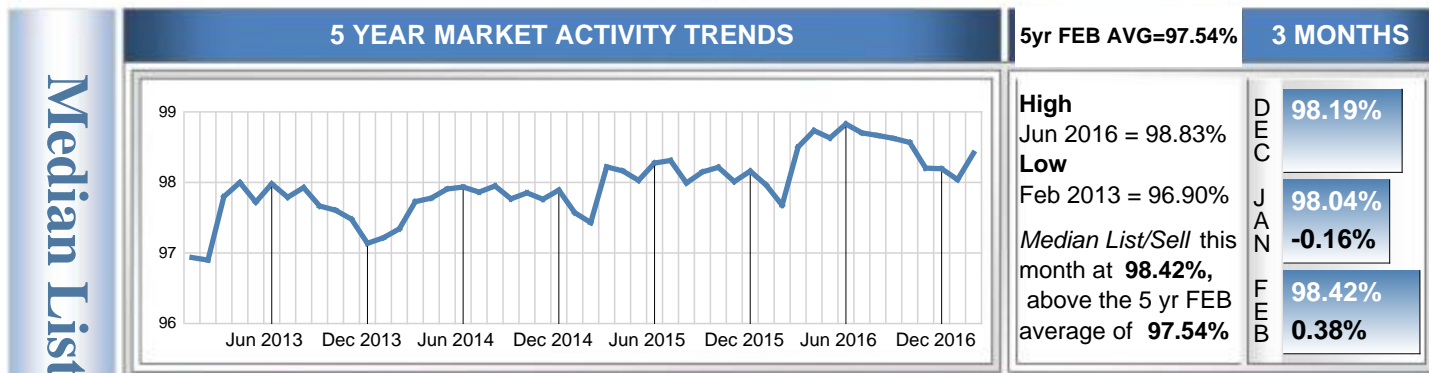
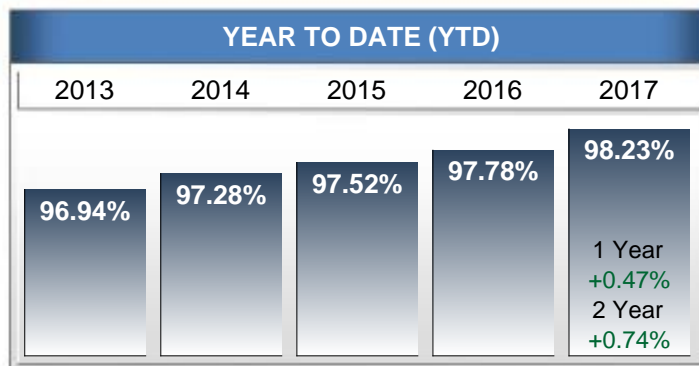
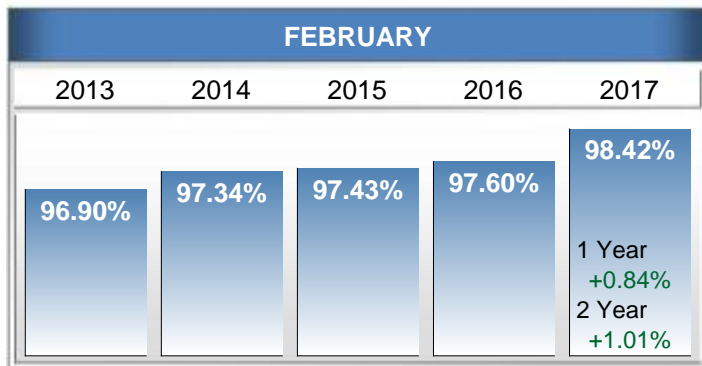
Closed Sales as of Mar 13, 2017



Median 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



Median List/Sell Price

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

MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	81	8.89%	91.84%	90.16%	97.71%	92.59%	0.00%
\$40,001 \$80,000	121	13.28%	94.23%	94.85%	94.23%	88.01%	101.87%
\$80,001 \$120,000	131	14.38%	98.33%	96.13%	99.03%	99.22%	100.00%
\$120,001 \$160,000	207	22.72%	99.37%	94.64%	100.00%	98.74%	276.60%
\$160,001 \$210,000	148	16.25%	99.52%	95.85%	100.00%	98.93%	90.43%
\$210,001 \$320,000	129	14.16%	98.50%	96.45%	99.16%	98.55%	97.72%
\$320,001 and up	94	10.32%	98.37%	100.00%	96.81%	98.80%	98.31%
Median List/Sell Ratio:	98.42%			94.92%	99.13%	98.64%	98.08%
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%
Median List Price	140,000	149,900	7.07%	140,000	149,500	6.79%
Median Sale Price	139,900	145,440	3.96%	139,900	145,000	3.65%
Median Percent of List Price to Selling Price	97.60%	98.42%	0.84%	97.78%	98.23%	0.47%
Median Days on Market to Sale	43.00	37.00	-13.95%	41.00	35.00	-14.63%
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%

