



# February 2017

Area Delimited by County Of Rogers

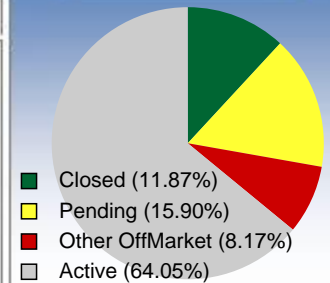


**Absorption:** Last 12 months, an Average of **122** Sales/Month

**Active Inventory** as of February 28, 2017 = **588**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	78	109	39.74%
Pending Listings	121	146	20.66%
New Listings	218	229	5.05%
Median List Price	160,700	154,900	-3.61%
Median Sale Price	159,450	149,000	-6.55%
Median Percent of List Price to Selling Price	97.42%	98.53%	1.14%
Median Days on Market to Sale	47.00	34.00	-27.66%
End of Month Inventory	650	588	-9.54%
Months Supply of Inventory	5.77	4.81	-16.57%

## 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) Decreases

The total housing inventory at the end of February 2017 decreased **9.54%** to 588 existing homes available for sale. Over the last 12 months this area has had an average of 122 closed sales per month. This represents an unsold inventory index of **4.81** MSI for this period.

### Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.55%** in February 2017 to \$149,000 versus the previous year at \$159,450.

### Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 13.00 days or **27.66%** in February 2017 compared to last year's same month at **47.00** DOM.

### Sales Success for February 2017 is Positive

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

There were 229 New Listings in February 2017, up **5.05%** from last year at 218. Furthermore, there were 109 Closed Listings this month versus last year at 78, a **39.74%** increase.

Closed versus Listed trends yielded a **47.6%** ratio, up from last year's February 2017 at **35.8%**, a **33.03%** upswing. 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## February 2017

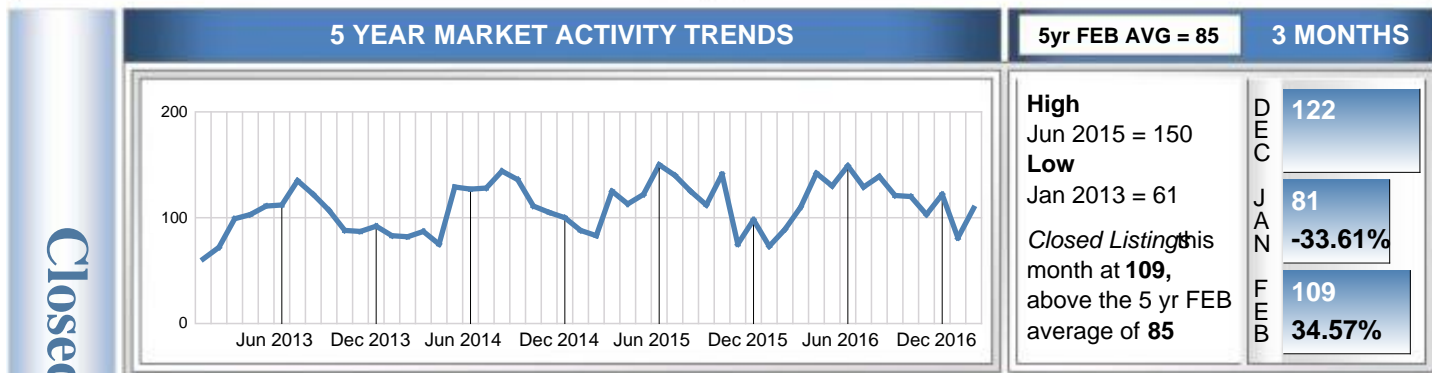
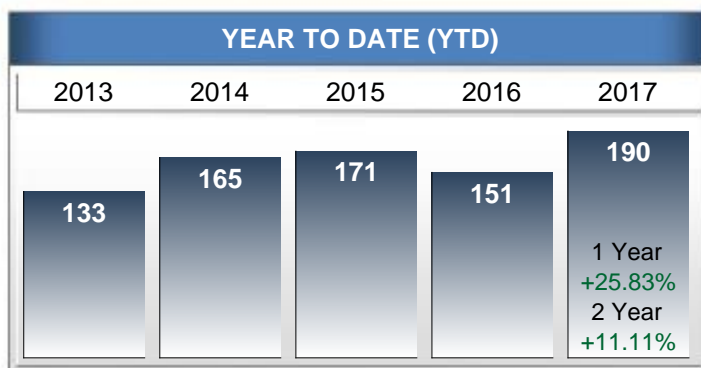
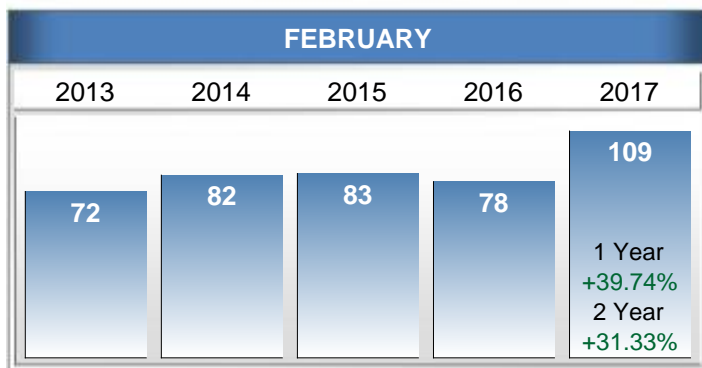
Closed Sales as of Mar 13, 2017



### Closed Listings

Report Produced on: Mar 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	10	9.17%	80.5	7	3	0	0
\$50,001 - \$90,000	13	11.93%	25.0	5	5	2	1
\$90,001 - \$120,000	13	11.93%	77.0	5	7	1	0
\$120,001 - \$170,000	29	26.61%	20.0	5	20	3	1
\$170,001 - \$200,000	18	16.51%	42.0	3	12	3	0
\$200,001 - \$290,000	15	13.76%	45.0	0	7	8	0
\$290,001 and up	11	10.09%	52.0	0	2	8	1
<b>Total Closed Units:</b>	<b>109</b>		<b>34.0</b>	<b>25</b>	<b>56</b>	<b>25</b>	<b>3</b>
<b>Total Closed Volume:</b>	<b>17,601,471</b>			<b>2.20M</b>	<b>8.70M</b>	<b>6.12M</b>	<b>579.10K</b>
<b>Median Closed Price:</b>	<b>\$149,000</b>			<b>\$90,788</b>	<b>\$155,915</b>	<b>\$256,500</b>	<b>\$146,599</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

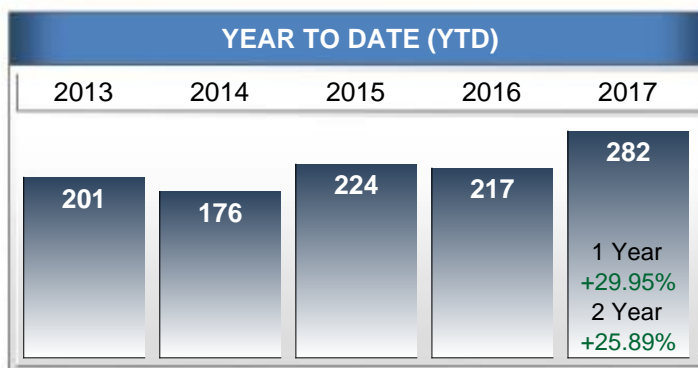
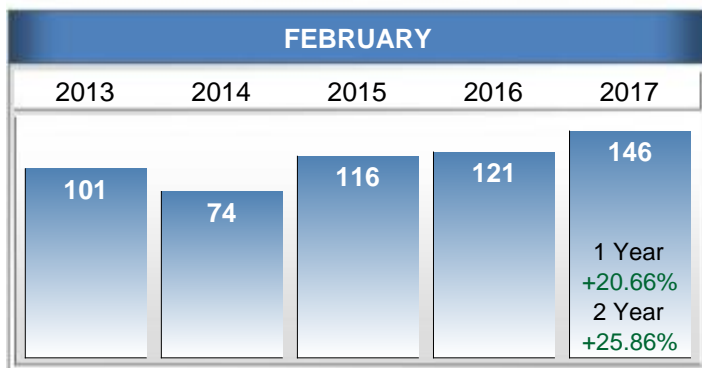
Pending Listings as of Mar 13, 2017



### Pending Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



**Pending Listings**  
  
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**5yr FEB AVG = 112**    **3 MONTHS**

**High**  
Apr 2015 = 151

**Low**  
Feb 2014 = 74

*Pending Listing* this month at **146**, above the 5 yr FEB average of **112**

D E C	85
J A N	136
F E B	146
<b>60.00%</b>	
<b>7.35%</b>	

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	13	8.90%	56.0	11	0	2	0
\$40,001 - \$80,000	14	9.59%	47.0	7	7	0	0
\$80,001 - \$120,000	24	16.44%	23.5	6	16	2	0
\$120,001 - \$170,000	38	26.03%	41.5	3	28	7	0
\$170,001 - \$250,000	25	17.12%	51.0	0	15	10	0
\$250,001 - \$340,000	17	11.64%	40.0	0	6	10	1
\$340,001 and up	15	10.27%	21.0	3	3	8	1
Total Pending Units: 146				30	75	39	2
Total Pending Volume: 26,429,655				3.15M	12.17M	10.02M	1.09M
Median Listing Price: \$141,000				\$64,000	\$139,500	\$230,000	\$544,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

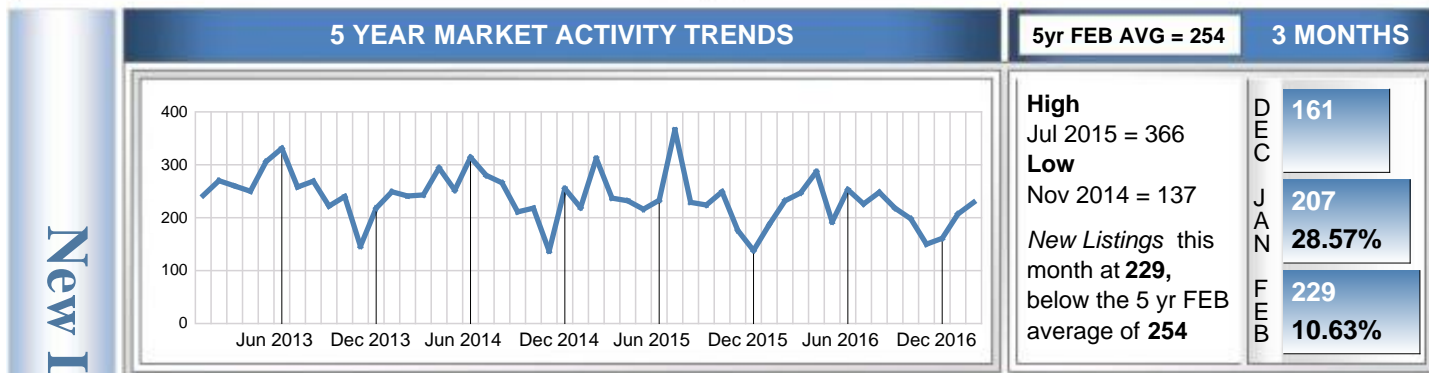
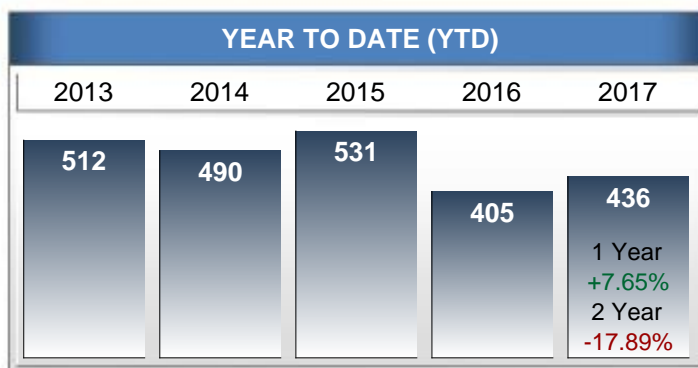
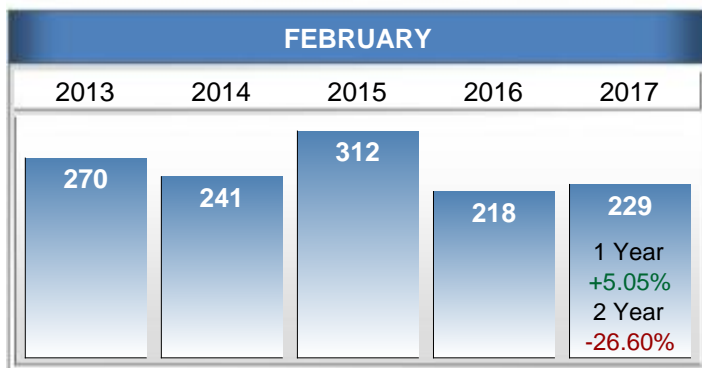
New Listings as of Mar 13, 2017



### New Listings

Report Produced on: Mar 13, 2017

Area Delimited by 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	20	8.73%	20	0	0	0
\$25,001 - \$75,000	30	13.10%	22	7	0	1
\$75,001 - \$125,000	35	15.28%	9	24	2	0
\$125,001 - \$175,000	45	19.65%	9	29	7	0
\$175,001 - \$275,000	46	20.09%	3	25	18	0
\$275,001 - \$450,000	30	13.10%	1	8	17	4
\$450,001 and up	23	10.04%	3	0	13	7
Total New Listed Units:			67	93	57	12
Total New Listed Volume:			6.64M	15.30M	18.66M	11.41M
Median New Listed Listing Price:			\$60,000	\$149,900	\$280,000	\$549,450



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

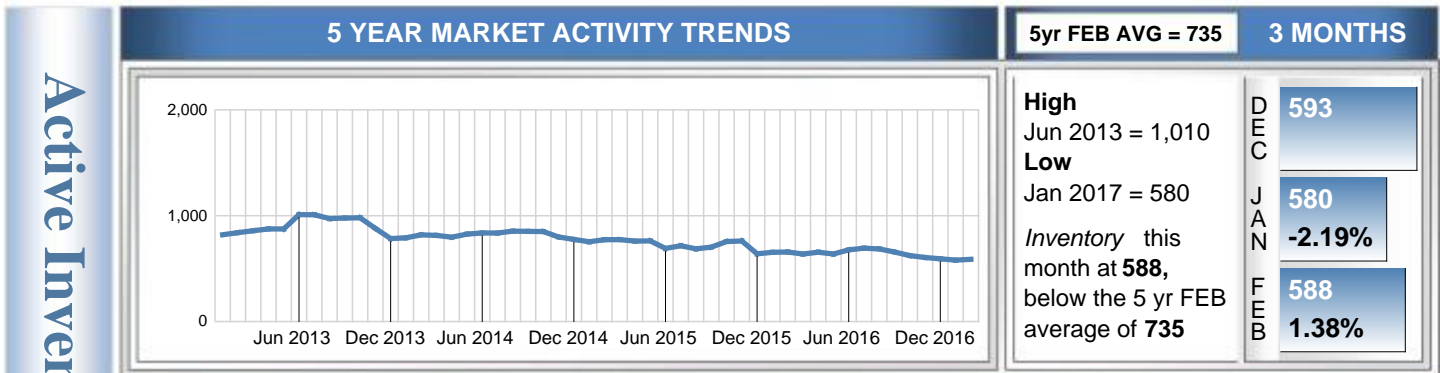
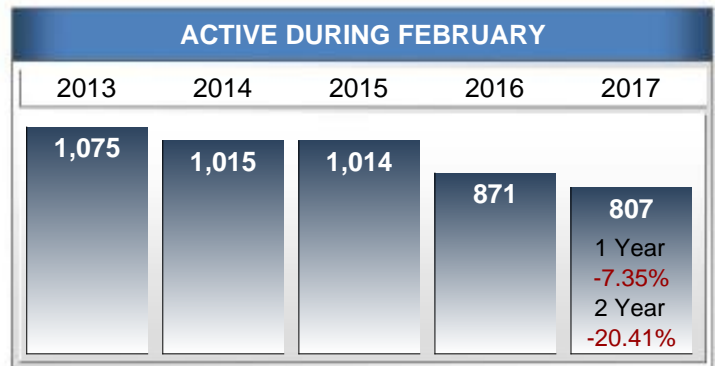
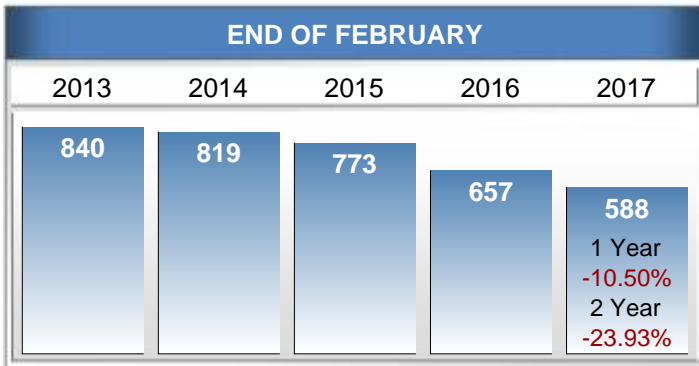
Active Inventory as of Mar 13, 2017



### Active Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	41	6.97%	40.0	41	0	0	0		
\$25,001 \$50,000	60	10.20%	118.0	54	4	2	0		
\$50,001 \$125,000	116	19.73%	43.5	52	56	6	2		
\$125,001 \$200,000	146	24.83%	42.0	29	77	38	2		
\$200,001 \$275,000	72	12.24%	88.0	7	27	34	4		
\$275,001 \$450,000	88	14.97%	60.5	8	15	54	11		
\$450,001 and up	65	11.05%	54.0	8	3	35	19		
Total Active Inventory by Units:				588	53.0	199	182	169	38
Total Active Inventory by Volume:				143,101,948		24.50M	31.69M	54.56M	32.34M
Median Active Inventory Listing Price:				\$167,950		\$56,500	\$154,805	\$280,000	\$451,200





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

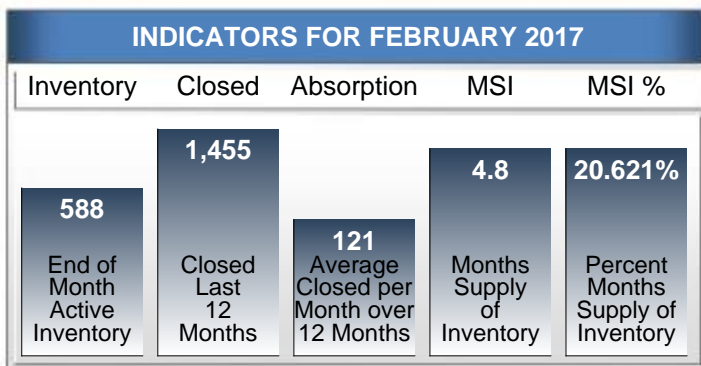
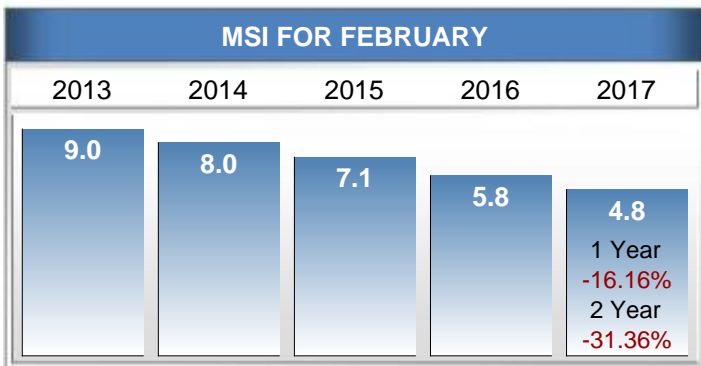
Active Inventory as of Mar 13, 2017



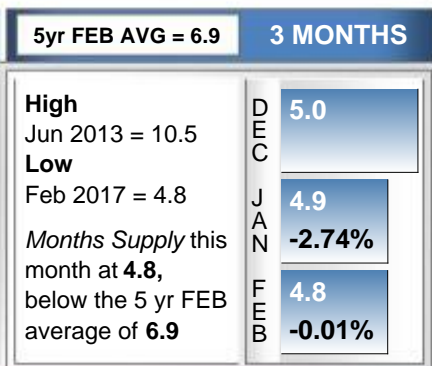
### Months Supply of Inventory

Report Produced on: Mar 13, 2017

Area Delimited by 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	41	6.97%	10.9	13.7	0.0	0.0	0.0
\$25,001 \$50,000	60	10.20%	9.1	14.4	1.7	4.0	0.0
\$50,001 \$125,000	116	19.73%	3.7	7.1	2.7	1.8	12.0
\$125,001 \$200,000	146	24.83%	3.2	13.4	2.3	3.9	3.0
\$200,001 \$275,000	72	12.24%	4.3	7.0	3.6	4.4	6.0
\$275,001 \$450,000	88	14.97%	6.4	32.0	5.5	6.2	5.5
\$450,001 and up	65	11.05%	17.0	32.0	18.0	16.2	15.2
MSI:			4.8	11.2	2.7	5.3	8.0
Total Active Inventory:			588	199	182	169	38



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

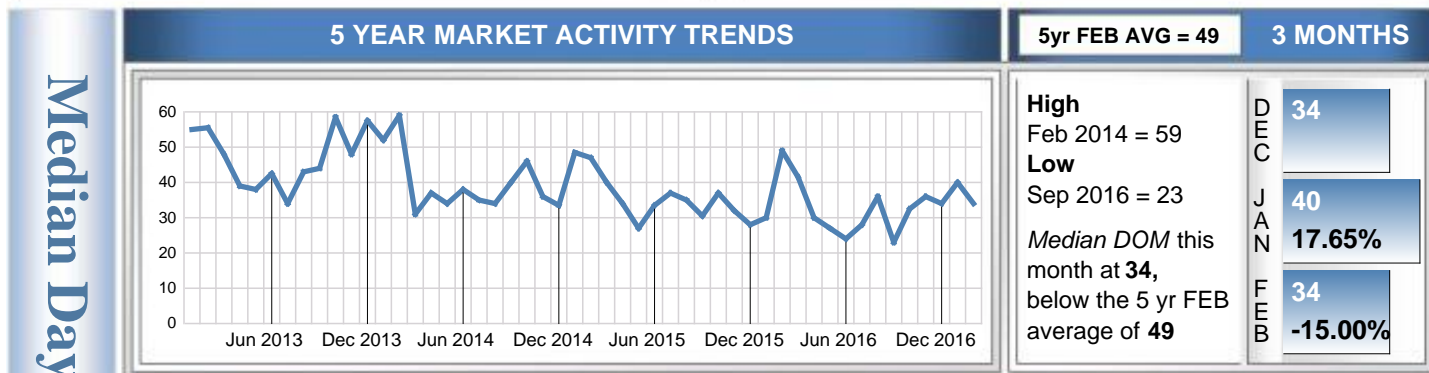
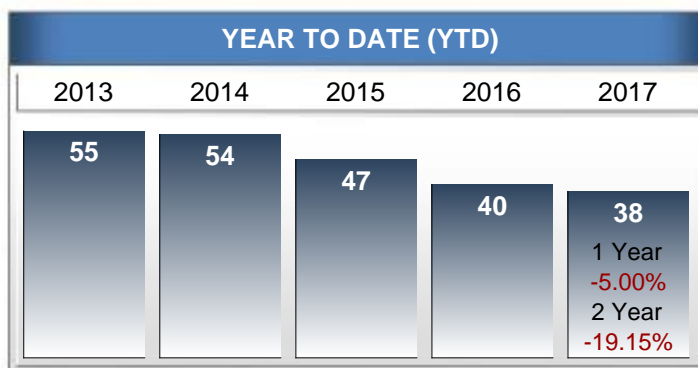
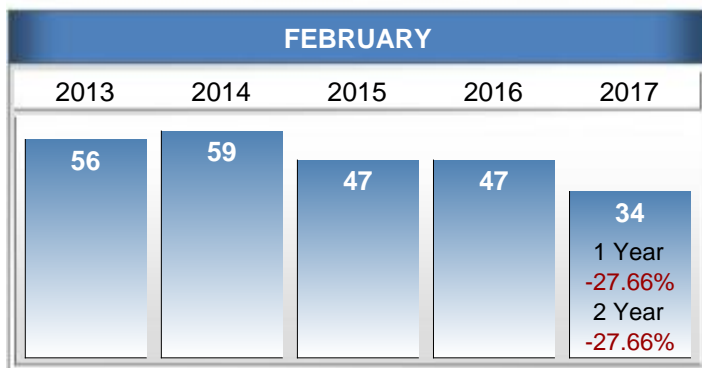
Closed Sales as of Mar 13, 2017



### Median Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



Median Days on Market

Ready to Buy or Sell Real Estate?  
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#### 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+
\$50,000 and less	10	9.17%	80.5	101.0	23.0	0.0	0.0
\$50,001 - \$90,000	13	11.93%	25.0	33.0	24.0	69.5	7.0
\$90,001 - \$120,000	13	11.93%	77.0	78.0	57.0	96.0	0.0
\$120,001 - \$170,000	29	26.61%	20.0	21.0	23.0	11.0	8.0
\$170,001 - \$200,000	18	16.51%	42.0	19.0	81.5	47.0	0.0
\$200,001 - \$290,000	15	13.76%	45.0	0.0	11.0	45.5	0.0
\$290,001 and up	11	10.09%	52.0	0.0	89.5	31.0	20.0
Median Closed DOM:	34.0			58.0	26.5	47.0	8.0
Total Closed Units:	109			25	56	25	3
Total Closed Volume:	17,601,471			2.20M	8.70M	6.12M	579.10K



# Monthly Inventory Analysis

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## February 2017

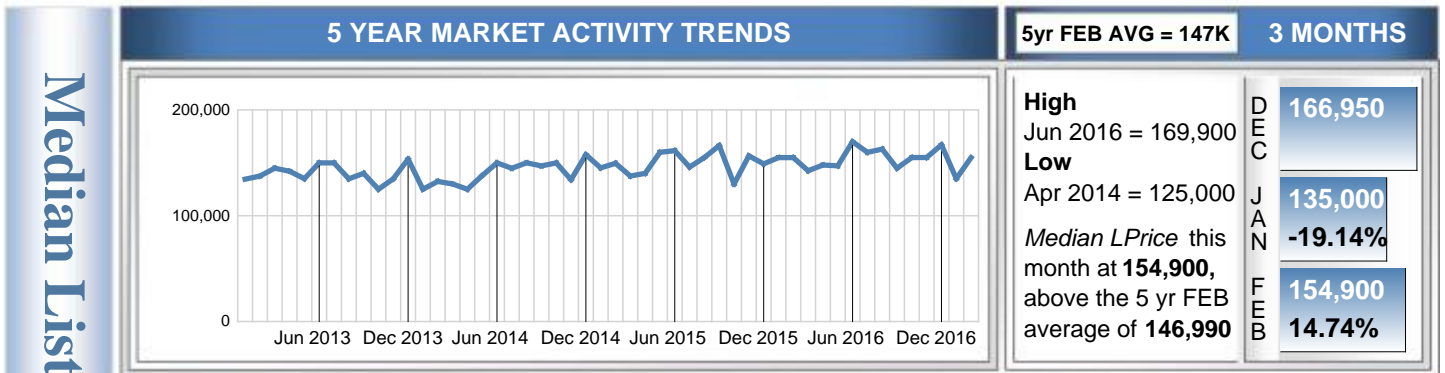
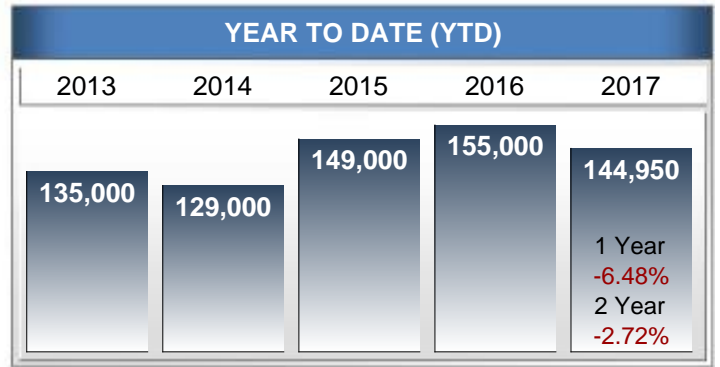
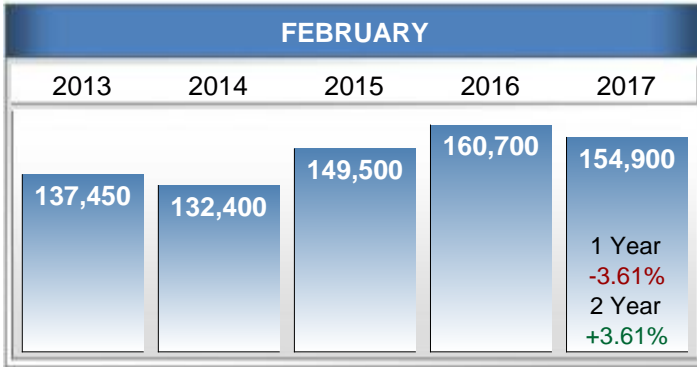
Closed Sales as of Mar 13, 2017



### Median List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



Median List Price

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#### 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+
\$50,000 and less	12		11.01%	35,750	33,000	36,500	0	0
\$50,001 - \$75,000	6		5.50%	61,950	65,000	64,000	0	55,950
\$75,001 - \$125,000	18		16.51%	107,250	97,200	116,950	112,450	0
\$125,001 - \$175,000	31		28.44%	144,500	135,000	142,335	158,960	0
\$175,001 - \$200,000	14		12.84%	185,000	193,000	185,000	181,700	0
\$200,001 - \$275,000	10		9.17%	227,450	259,000	212,250	239,900	0
\$275,001 and up	18		16.51%	312,000	0	289,000	330,000	378,400
Median List Price:		\$154,900			\$94,500	\$156,705	\$269,900	\$58,900
Total Closed Units:		109			25	56	25	3
Total List Volume:		18,133,962			2.50M	8.84M	6.30M	490.30K





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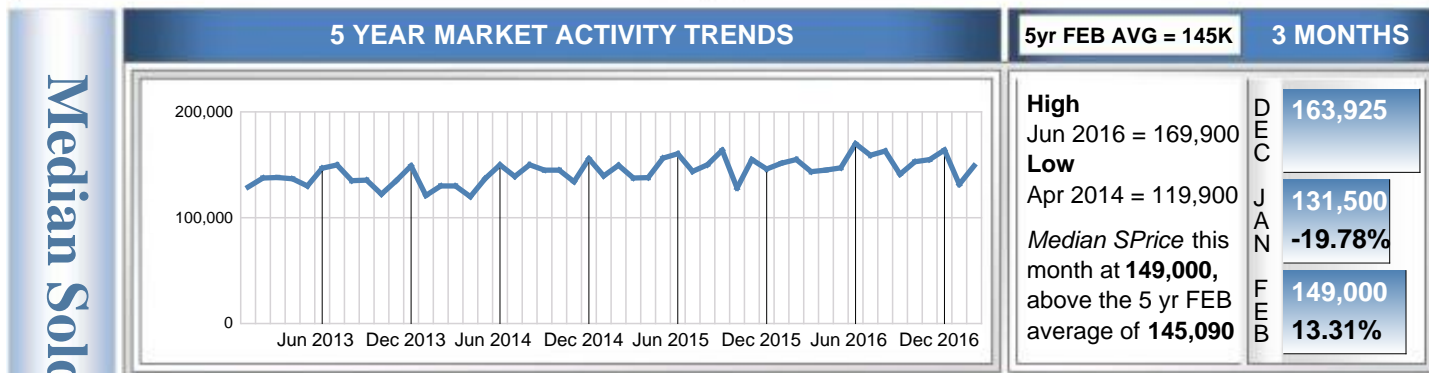
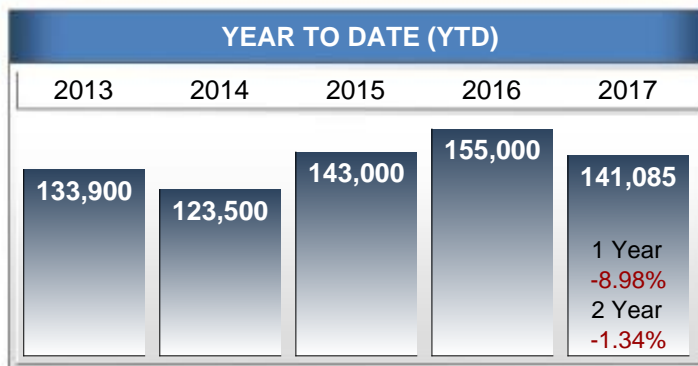
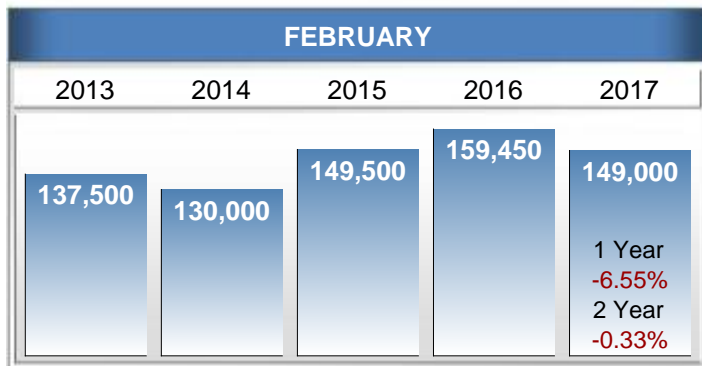
Closed Sales as of Mar 13, 2017



### Median Sold Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



Median Sold Price

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#### 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+
\$50,000 and less	10		9.17%	30,250	30,000	30,500	0	0
\$50,001 \$90,000	13		11.93%	65,000	70,000	55,107	82,250	60,000
\$90,001 \$120,000	13		11.93%	106,500	94,500	109,100	118,000	0
\$120,001 \$170,000	29		26.61%	140,000	127,500	140,085	158,960	146,599
\$170,001 \$200,000	18		16.51%	182,920	185,000	181,920	182,000	0
\$200,001 \$290,000	15		13.76%	265,000	0	265,000	260,750	0
\$290,001 and up	11		10.09%	338,000	0	332,500	336,450	372,500
Median Closed Price:	\$149,000				\$90,788	\$155,915	\$256,500	\$146,599
Total Closed Units:	109				25	56	25	3
Total Closed Volume:	17,601,471				2.20M	8.70M	6.12M	579.10K



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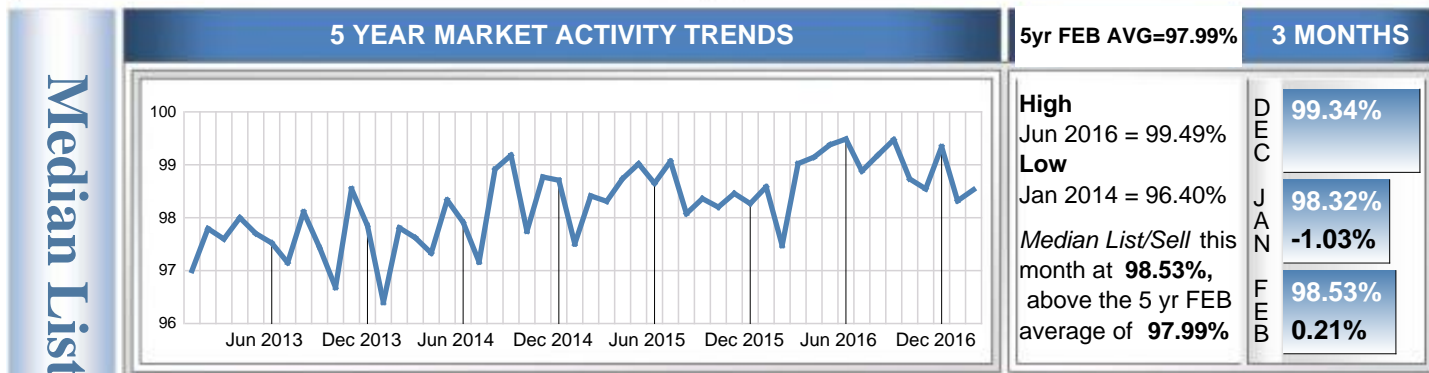
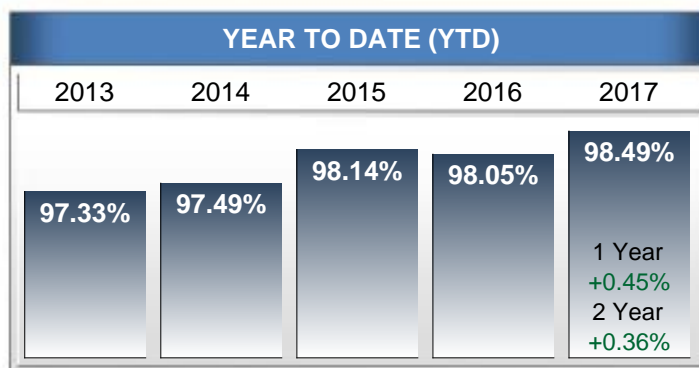
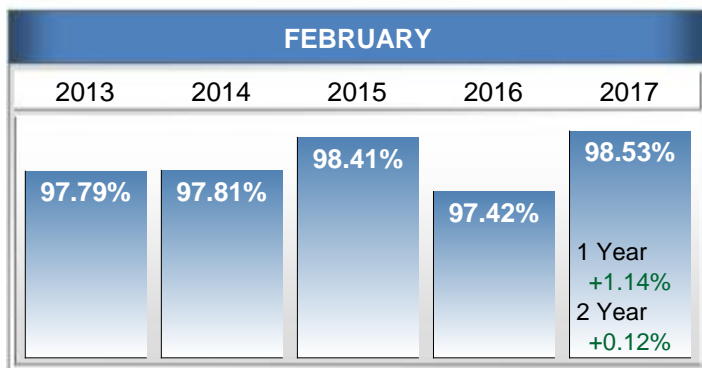
Closed Sales as of Mar 13, 2017



### Median Percent of List Price to Selling Price

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Median List/Sell Price

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#### 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+
\$50,000 and less	10	9.17%	82.60%	81.63%	83.56%	0.00%	0.00%
\$50,001 - \$90,000	13	11.93%	93.02%	84.62%	95.01%	70.60%	101.87%
\$90,001 - \$120,000	13	11.93%	96.82%	95.10%	97.03%	98.42%	0.00%
\$120,001 - \$170,000	29	26.61%	100.00%	94.44%	100.00%	99.40%	276.60%
\$170,001 - \$200,000	18	16.51%	100.00%	95.85%	100.00%	101.14%	0.00%
\$200,001 - \$290,000	15	13.76%	97.92%	0.00%	98.65%	96.69%	0.00%
\$290,001 and up	11	10.09%	98.93%	0.00%	94.72%	99.71%	98.44%
Median List/Sell Ratio:	98.53%			87.20%	99.88%	98.68%	101.87%
Total Closed Units:	109			25	56	25	3
Total Closed Volume:	17,601,471			2.20M	8.70M	6.12M	579.10K



# 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 122 Sales/Month

**Active Inventory** as of February 28, 2017 = 588

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	78	109	39.74%	151	190	25.83%
Pending Sales	121	146	20.66%	217	282	29.95%
New Listings	218	229	5.05%	405	436	7.65%
Median List Price	160,700	154,900	-3.61%	155,000	144,950	-6.48%
Median Sale Price	159,450	149,000	-6.55%	155,000	141,085	-8.98%
Median Percent of List Price to Selling Price	97.42%	98.53%	1.14%	98.05%	98.49%	0.45%
Median Days on Market to Sale	47.00	34.00	-27.66%	40.00	38.00	-5.00%
Monthly Inventory	650	588	-9.54%	650	588	-9.54%
Months Supply of Inventory	5.77	4.81	-16.57%	5.77	4.81	-16.57%

