



February 2017

Area Delimited by County Of Rogers

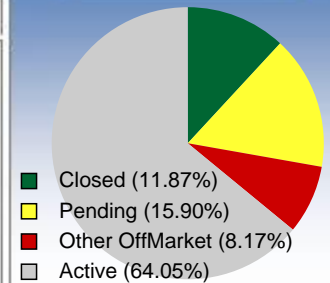


Absorption: Last 12 months, an Average of **122** Sales/Month

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%
Average List Price	182,697	166,367	-8.94%
Average Sale Price	177,855	161,481	-9.21%
Average Percent of List Price to Selling Price	96.42%	96.93%	0.52%
Average Days on Market to Sale	62.22	57.79	-7.12%
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.

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 **9.21%** in February 2017 to \$161,481 versus the previous year at \$177,855.

Average Days on Market Shortens

The average number of **57.79** days that homes spent on the market before selling decreased by 4.43 days or **7.12%** in February 2017 compared to last year's same month at **62.22** DOM.

Sales Success for February 2017 is Positive

Overall, with Average 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.

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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.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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February 2017

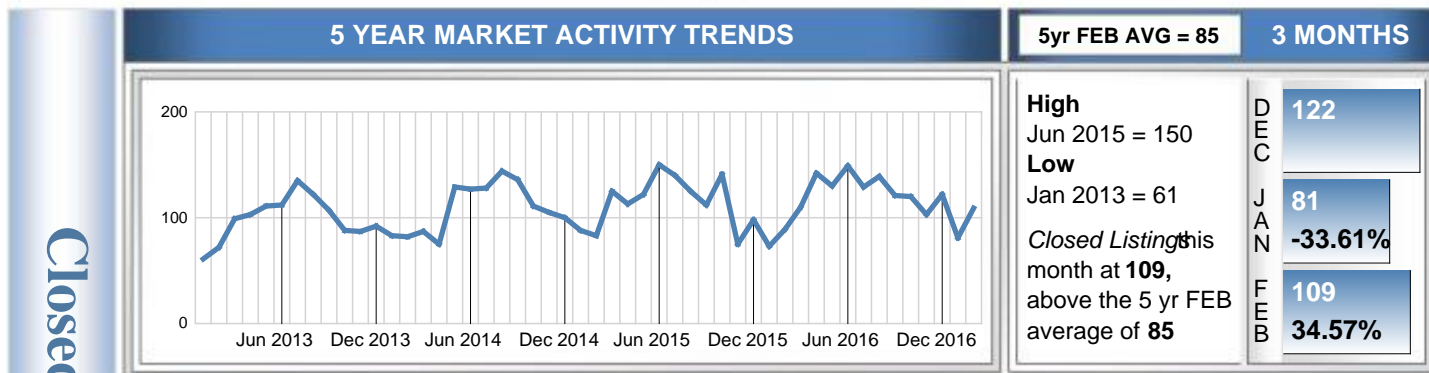
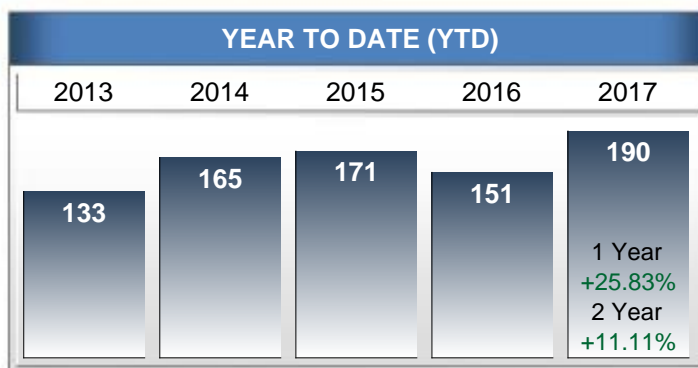
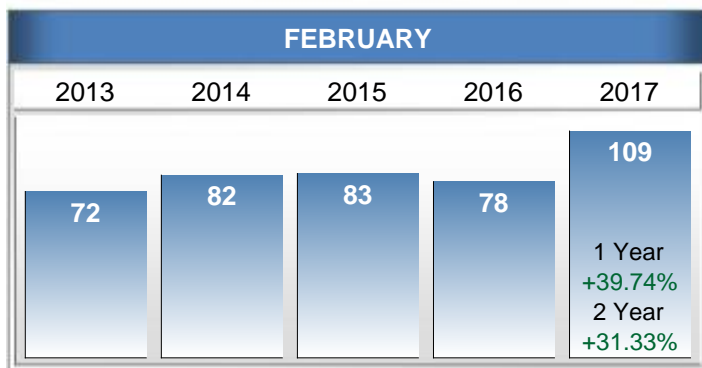
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	10	9.17%	87.6	7	3	0	0
\$50,001 - \$75,000	8	7.34%	24.9	3	4	0	1
\$75,001 - \$125,000	19	17.43%	67.8	8	8	3	0
\$125,001 - \$175,000	32	29.36%	37.3	5	22	4	1
\$175,001 - \$200,000	14	12.84%	75.6	2	10	2	0
\$200,001 - \$275,000	13	11.93%	67.8	0	5	8	0
\$275,001 and up	13	11.93%	61.7	0	4	8	1
Total Closed Units:	109		57.8	25	56	25	3
Total Closed Volume:	17,601,471			2.20M	8.70M	6.12M	579.10K
Average Closed Price:	\$161,481			\$87,884	\$155,367	\$244,987	\$193,033

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

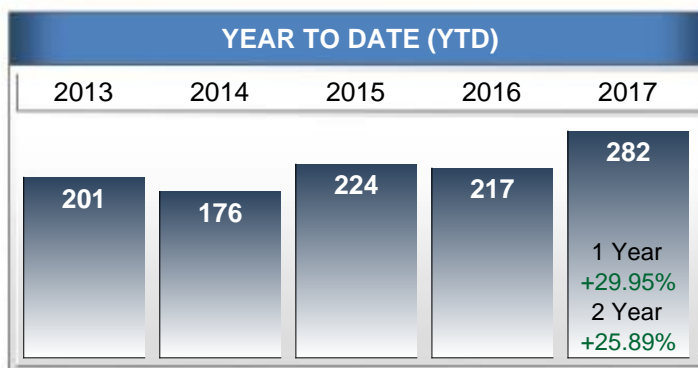
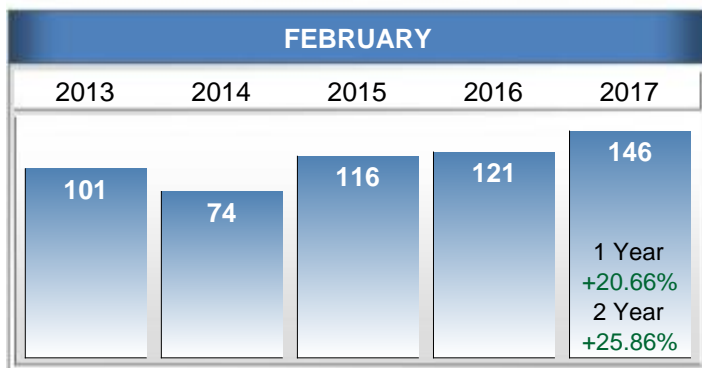
Pending Listings as of Mar 13, 2017



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 <i>Pending Listing</i> this month at 146 , above the 5 yr FEB average of 112	<table border="1"> <tr> <td>D E C</td> <td>85</td> </tr> <tr> <td>J A N</td> <td>136</td> </tr> <tr> <td>F E B</td> <td>146</td> </tr> <tr> <td colspan="2">60.00%</td> </tr> <tr> <td colspan="2">7.35%</td> </tr> </table>	D E C	85	J A N	136	F E B	146	60.00%		7.35%	
D E C	85										
J A N	136										
F E B	146										
60.00%											
7.35%											

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$40,000 and less	13	8.90%	83.4	11	0	2	0	
\$40,001 - \$80,000	14	9.59%	55.6	7	7	0	0	
\$80,001 - \$120,000	24	16.44%	44.9	6	16	2	0	
\$120,001 - \$170,000	38	26.03%	54.9	3	28	7	0	
\$170,001 - \$250,000	25	17.12%	64.7	0	15	10	0	
\$250,001 - \$340,000	17	11.64%	56.6	0	6	10	1	
\$340,001 and up	15	10.27%	59.7	3	3	8	1	
Total Pending Units: 146 Total Pending Volume: 26,429,655 Average Listing Price: \$113,924				77.2	30	75	39	2
					3.15M	12.17M	10.02M	1.09M
					\$104,972	\$162,240	\$257,038	\$544,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

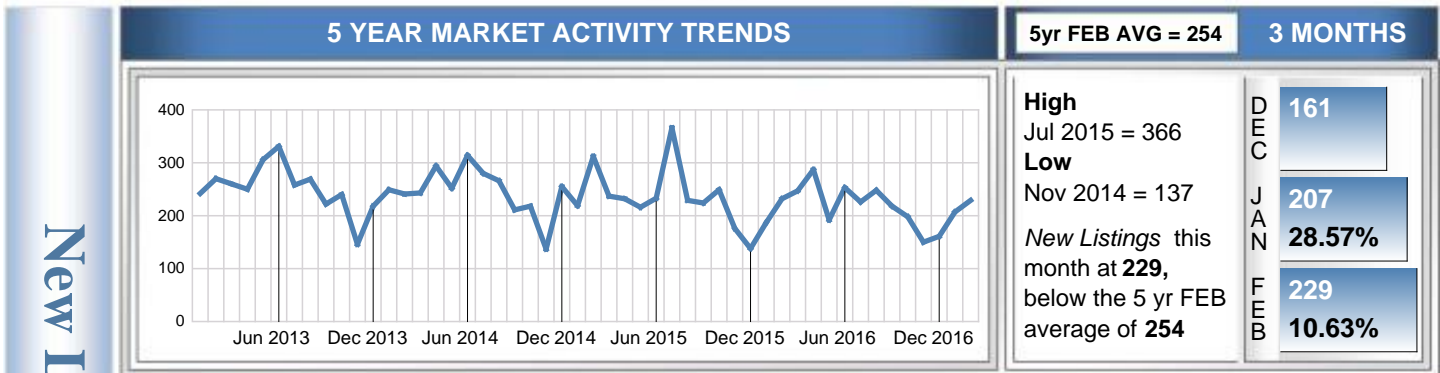
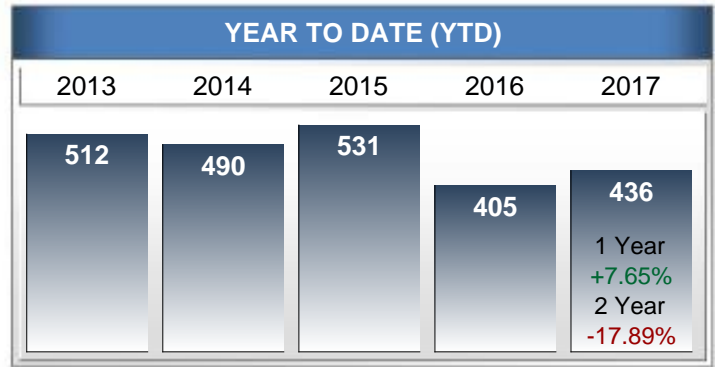
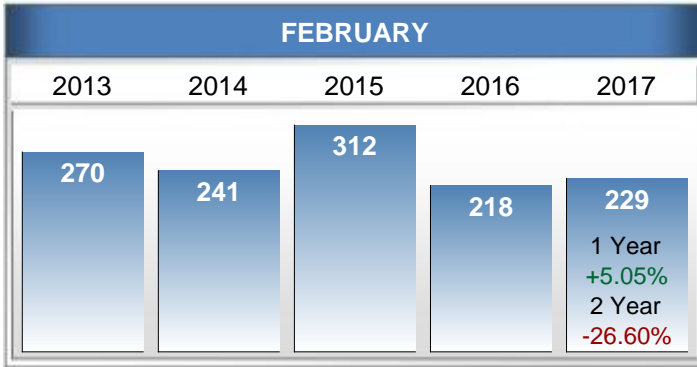
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



New Listings

Ready to Buy or Sell Real Estate?
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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
Average New Listed Listing Price:			\$99,161	\$164,482	\$327,396	\$950,750



Monthly Inventory Analysis

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February 2017

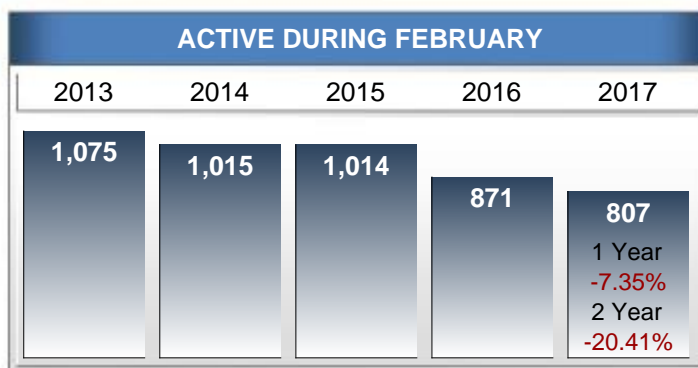
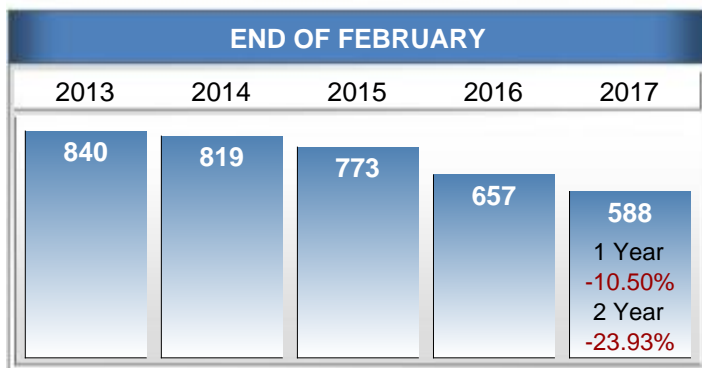
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr FEB AVG = 735 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Jan 2017 = 580

Inventory this month at **588**, below the 5 yr FEB average of **735**

D E C	593
J A N	580
F E B	588
-2.19%	
1.38%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	41	6.97%	60.3	41	0	0	0
\$25,001 \$50,000	60	10.20%	93.5	54	4	2	0
\$50,001 \$125,000	116	19.73%	64.9	52	56	6	2
\$125,001 \$200,000	146	24.83%	60.9	29	77	38	2
\$200,001 \$275,000	72	12.24%	90.5	7	27	34	4
\$275,001 \$450,000	88	14.97%	75.8	8	15	54	11
\$450,001 and up	65	11.05%	68.8	8	3	35	19
Total Active Inventory by Units:				199	182	169	38
Total Active Inventory by Volume:				24.50M	31.69M	54.56M	32.34M
Average Active Inventory Listing Price:				\$123,138	\$174,122	\$322,860	\$851,158



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

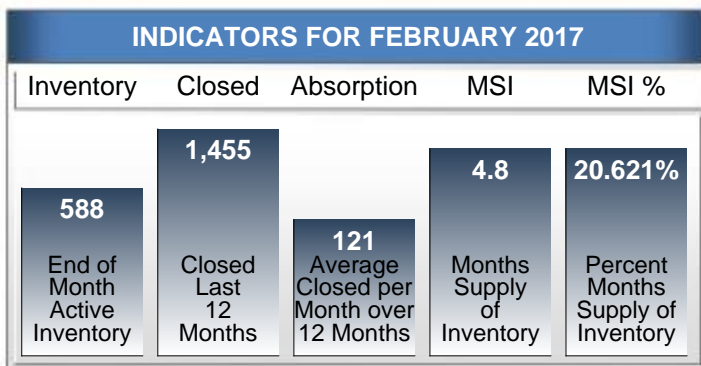
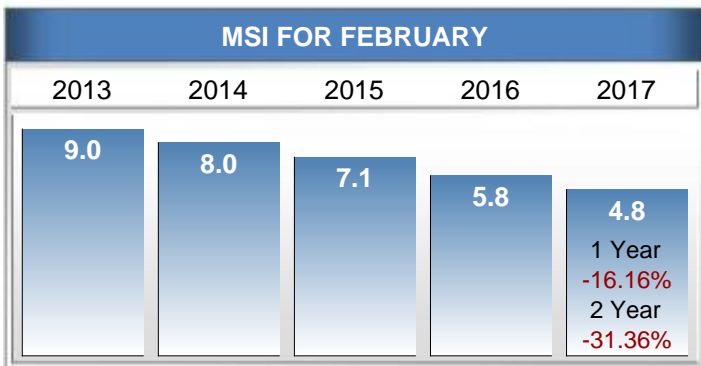
Active Inventory as of Mar 13, 2017



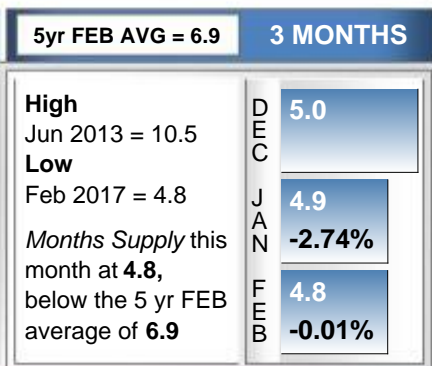
Months Supply of Inventory

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

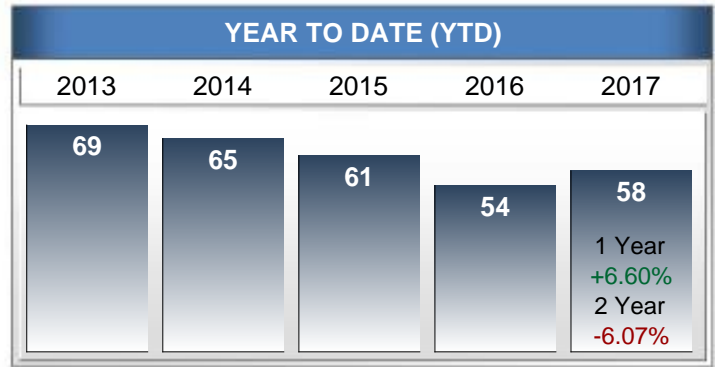
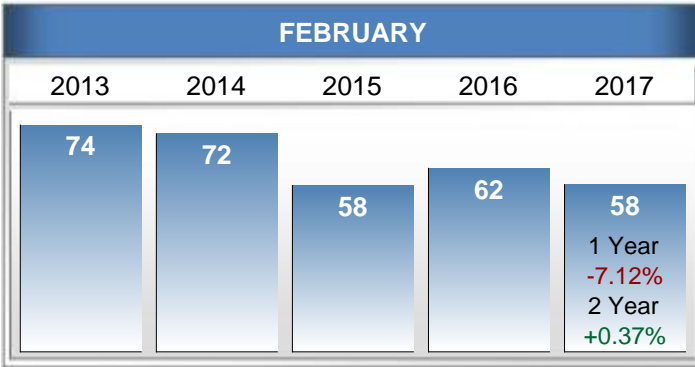
Closed Sales as of Mar 13, 2017



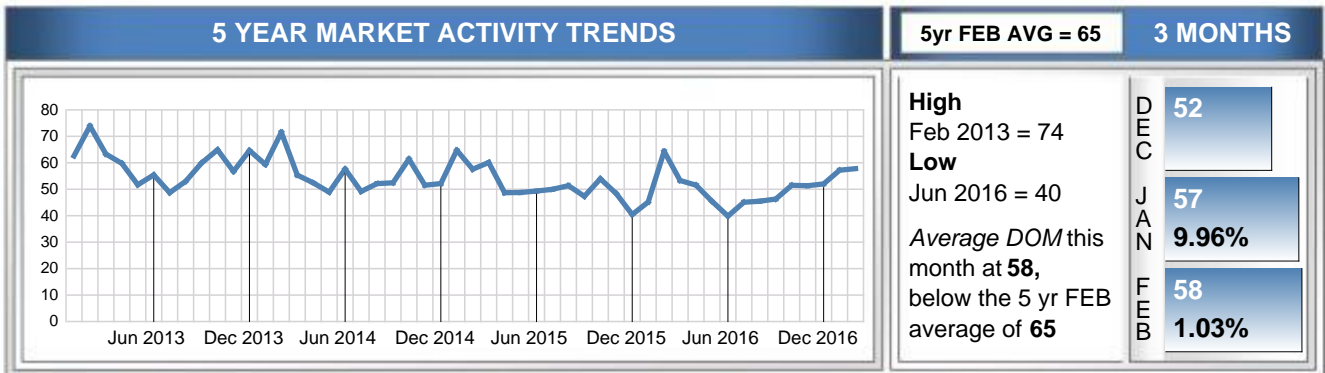
Average Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



Average Days on Market



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+
\$50,000 and less	10	9.17%	87.6	116.1	21.0	0.0	0.0
\$50,001 - \$75,000	8	7.34%	24.9	19.7	33.3	0.0	7.0
\$75,001 - \$125,000	19	17.43%	67.8	82.8	48.9	78.3	0.0
\$125,001 - \$175,000	32	29.36%	37.3	10.2	40.8	59.3	8.0
\$175,001 - \$200,000	14	12.84%	75.6	38.5	77.8	102.0	0.0
\$200,001 - \$275,000	13	11.93%	67.8	0.0	56.8	74.6	0.0
\$275,001 and up	13	11.93%	61.7	0.0	83.5	56.0	20.0
Average Closed DOM: 57.8				66.5	51.4	68.8	11.7
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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Monthly Inventory Analysis

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February 2017

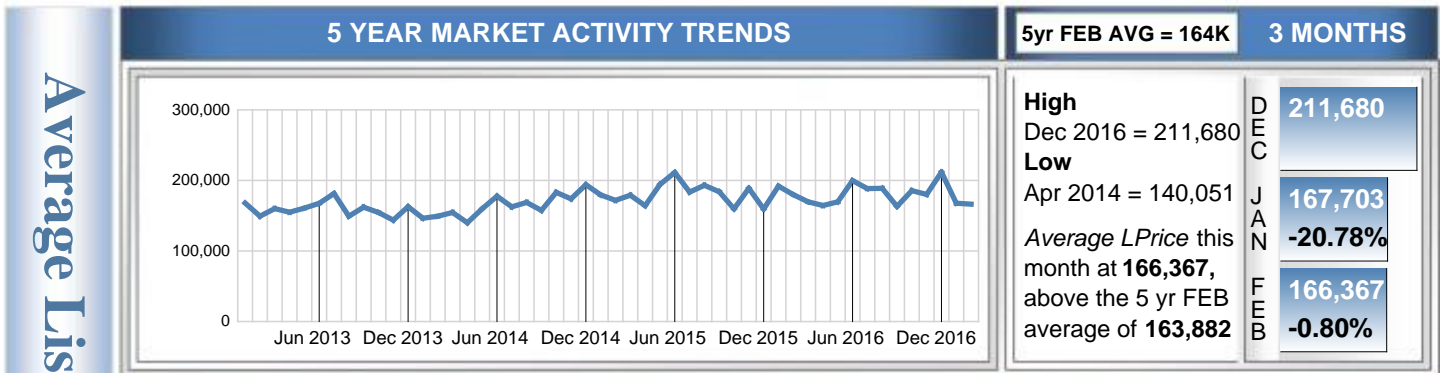
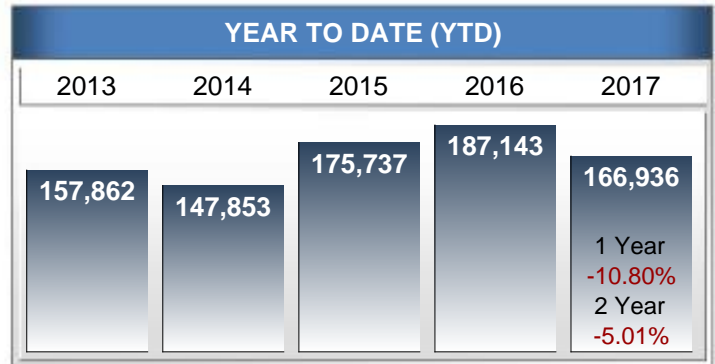
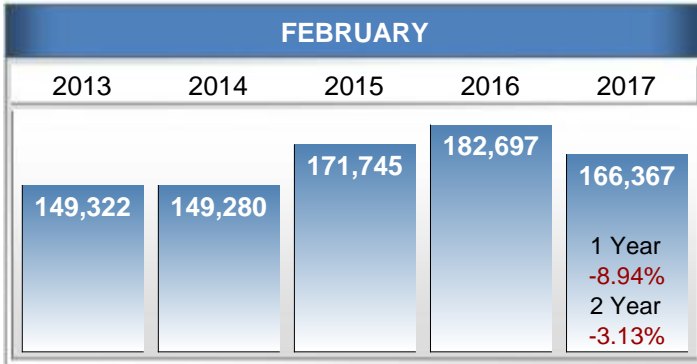
Closed Sales as of Mar 13, 2017



Average List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Rogers



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+
\$50,000 and less	12		11.01%	33,742	29,714	33,800	0	0
\$50,001 - \$75,000	6		5.50%	61,650	71,667	55,875	0	58,900
\$75,001 - \$125,000	18		16.51%	104,489	105,050	109,438	118,300	0
\$125,001 - \$175,000	31		28.44%	148,526	170,580	148,666	163,440	53,000
\$175,001 - \$200,000	14		12.84%	186,260	194,000	188,224	181,700	0
\$200,001 - \$275,000	10		9.17%	233,792	0	241,480	260,566	0
\$275,001 and up	18		16.51%	329,360	0	319,500	355,510	378,400
Average List Price:		\$166,367			\$100,172	\$157,834	\$252,027	\$163,433
Total Closed Units:		109			25	56	25	3
Total List Volume:		18,133,962			2.50M	8.84M	6.30M	490.30K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

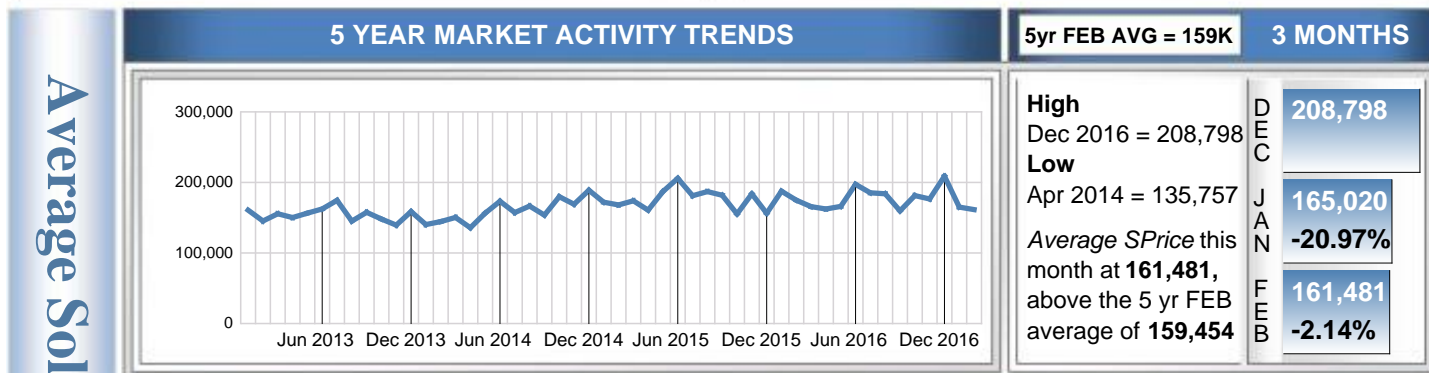
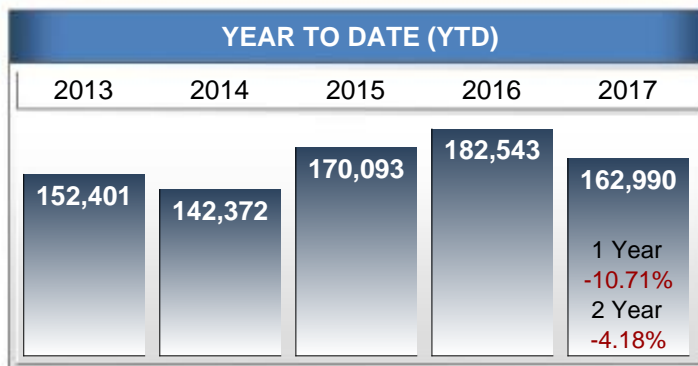
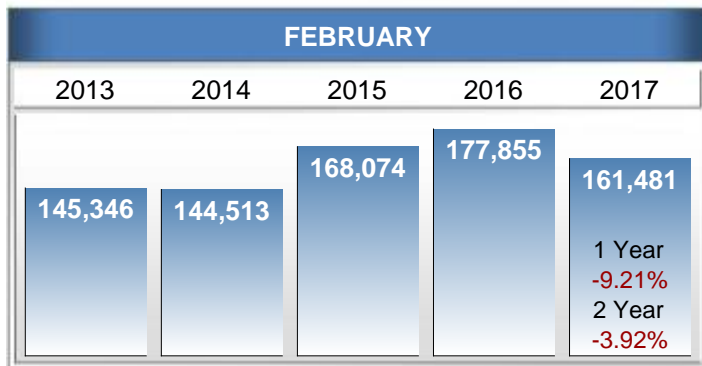
Closed Sales as of Mar 13, 2017



Average Sold Price at Closing

Report Produced on: Mar 13, 2017

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+
\$50,000 and less	10	9.17%	26,175	25,250	28,333	0	0
\$50,001 \$75,000	8	7.34%	58,171	60,000	56,343	0	60,000
\$75,001 \$125,000	19	17.43%	99,304	95,653	104,880	94,167	0
\$125,001 \$175,000	32	29.36%	149,049	139,027	149,267	160,990	146,599
\$175,001 \$200,000	14	12.84%	185,653	190,000	185,014	184,500	0
\$200,001 \$275,000	13	11.93%	245,035	0	236,830	250,163	0
\$275,001 and up	13	11.93%	341,033	0	308,250	353,490	372,500
Average Closed Price:	\$161,481			\$87,884	\$155,367	\$244,987	\$193,033
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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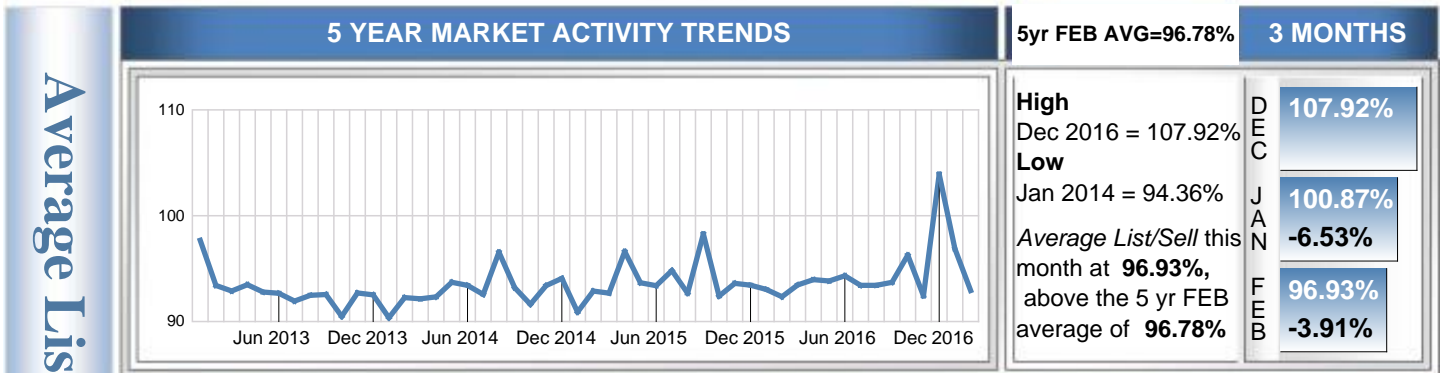
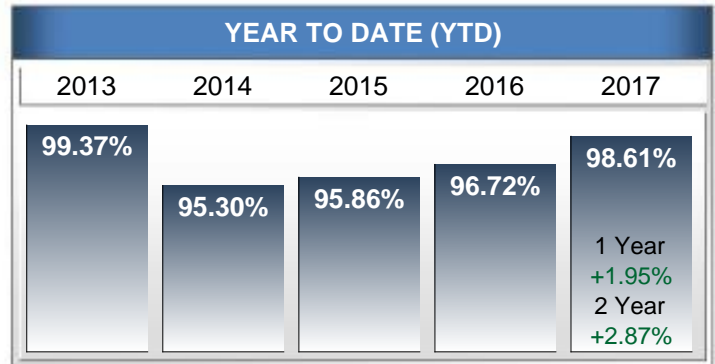
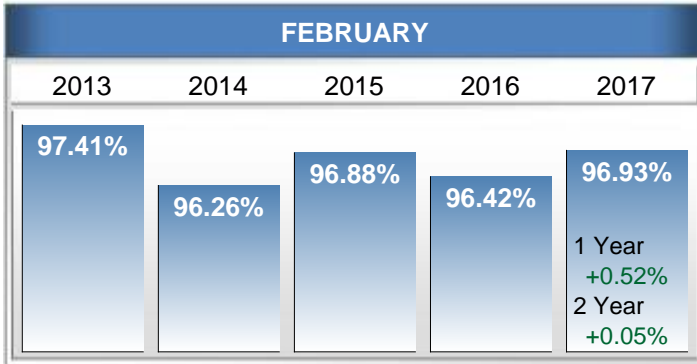
Closed Sales as of Mar 13, 2017



Average Percent of List Price to Selling Price

Report Produced on: Mar 13, 2017

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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+	
\$50,000 and less	10	9.17%	82.99%	82.11%	85.04%	0.00%	0.00%	
\$50,001 - \$75,000	8	7.34%	95.22%	83.86%	102.07%	0.00%	101.87%	
\$75,001 - \$125,000	19	17.43%	91.56%	91.63%	95.88%	79.87%	0.00%	
\$125,001 - \$175,000	32	29.36%	103.43%	85.35%	100.56%	98.55%	276.60%	
\$175,001 - \$200,000	14	12.84%	98.81%	97.93%	98.44%	101.55%	0.00%	
\$200,001 - \$275,000	13	11.93%	97.01%	0.00%	98.27%	96.22%	0.00%	
\$275,001 and up	13	11.93%	98.42%	0.00%	96.51%	99.38%	98.44%	
Average List/Sell Ratio:				96.90%	87.28%	98.29%	96.07%	158.97%
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

Report Produced on: Mar 13, 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

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

FEBRUARY			Year To Date		
2016	2017	+/- %	2016	2017	+/- %
78	109	39.74%	151	190	25.83%
121	146	20.66%	217	282	29.95%
218	229	5.05%	405	436	7.65%
182,697	166,367	-8.94%	187,143	166,936	-10.80%
177,855	161,481	-9.21%	182,543	162,990	-10.71%
96.42%	96.93%	0.52%	96.72%	98.61%	1.95%
62.22	57.79	-7.12%	53.97	57.54	6.60%
650	588	-9.54%	650	588	-9.54%
5.77	4.81	-16.57%	5.77	4.81	-16.57%

