



January 2017

Area Delimited by County Of Rogers

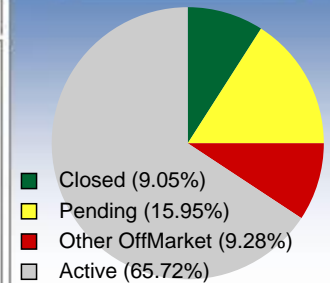


Absorption: Last 12 months, an Average of **119** Sales/Month

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%
Median List Price	154,900	133,000	-14.14%
Median Sale Price	151,500	131,250	-13.37%
Median Percent of List Price to Selling Price	98.58%	98.31%	-0.28%
Median Days on Market to Sale	30.00	40.00	33.33%
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.

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 **13.37%** in January 2017 to \$131,250 versus the previous year at \$151,500.

Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 10.00 days or **33.33%** in January 2017 compared to last year's same month at **30.00** DOM.

Sales Success for January 2017 is Positive

Overall, with Median 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

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®

January 2017

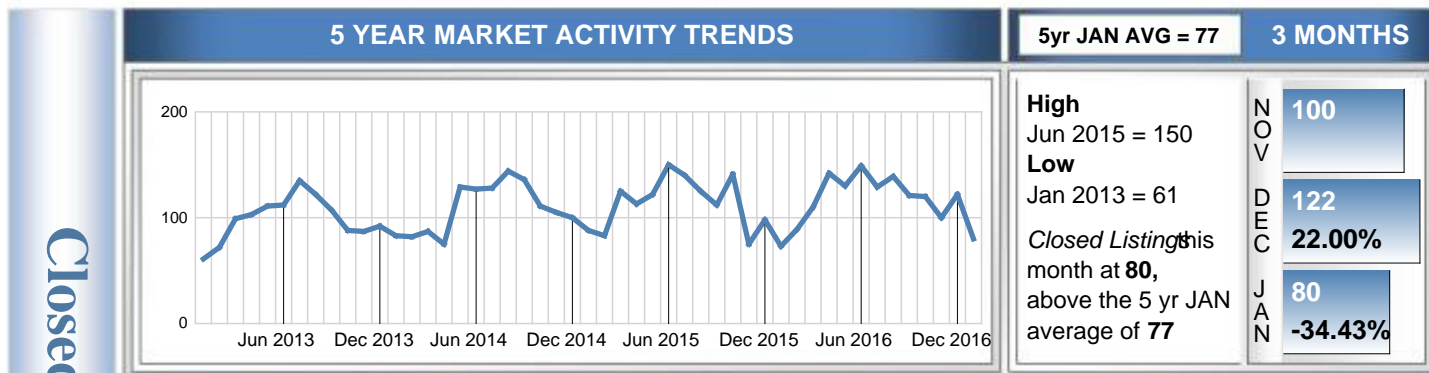
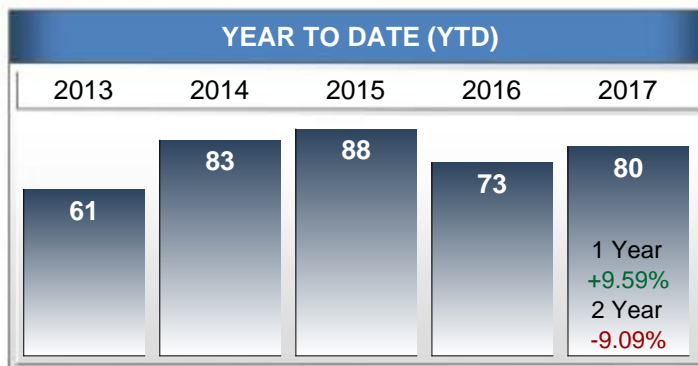
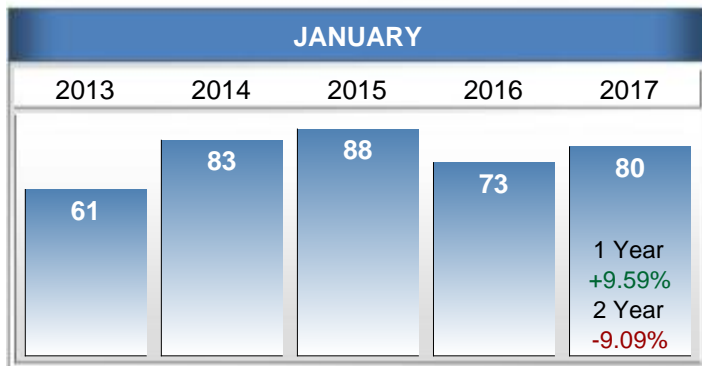
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	8	10.00%	32.5	5	2	1	0
\$40,001 - \$70,000	11	13.75%	26.0	3	7	1	0
\$70,001 - \$100,000	9	11.25%	13.0	2	6	1	0
\$100,001 - \$160,000	21	26.25%	53.0	1	18	1	1
\$160,001 - \$250,000	13	16.25%	47.0	1	7	5	0
\$250,001 - \$370,000	10	12.50%	32.5	0	2	7	1
\$370,001 and up	8	10.00%	20.5	1	1	5	1
Total Closed Units:	80		40.0	13	43	21	3
Total Closed Volume:	13,171,591			1.23M	5.52M	5.46M	960.50K
Median Closed Price:	\$131,250			\$59,916	\$115,000	\$262,000	\$333,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

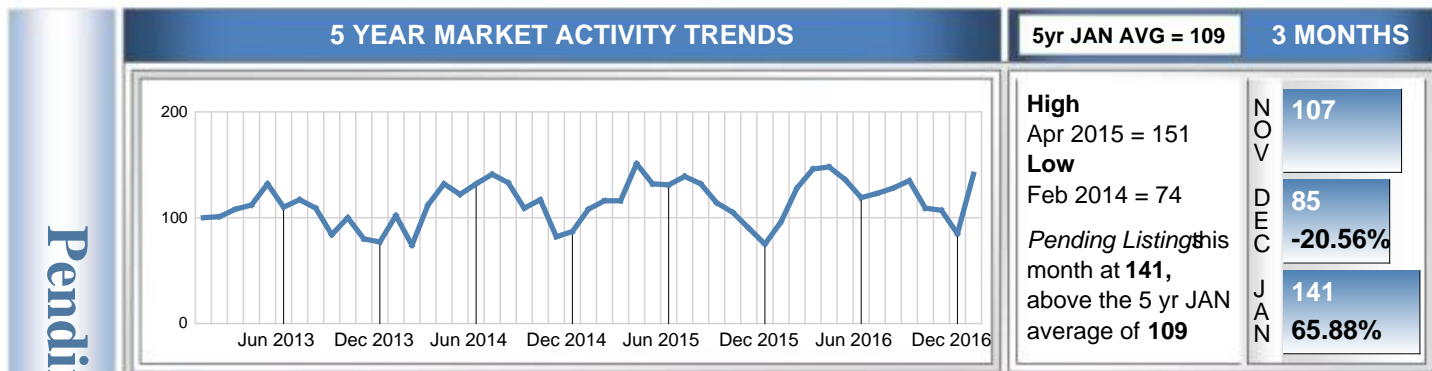
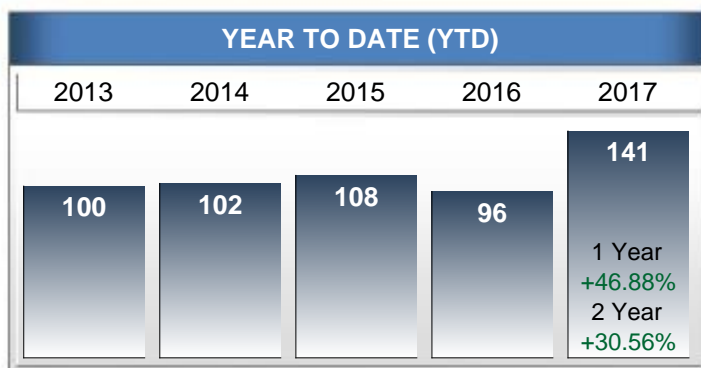
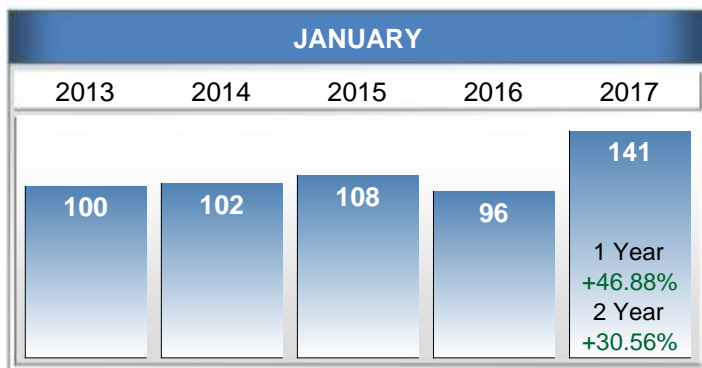
Pending Listings as of Feb 16, 2017



Pending Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



Pending Listings

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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	13	9.22%	35.0	7	6	0	0
\$50,001 - \$90,000	18	12.77%	28.5	5	10	1	2
\$90,001 - \$120,000	19	13.48%	57.0	3	11	5	0
\$120,001 - \$170,000	31	21.99%	34.0	2	23	6	0
\$170,001 - \$260,000	28	19.86%	67.0	1	19	8	0
\$260,001 - \$330,000	18	12.77%	24.0	0	3	14	1
\$330,001 and up	14	9.93%	63.0	1	3	9	1
Total Pending Units: 141				36.0			
Total Pending Volume: 25,218,285				1.85M 11.40M 11.17M 790.20K			
Median Listing Price: \$150,000				\$65,000 \$139,900 \$269,900 \$179,400			



Monthly Inventory Analysis

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January 2017

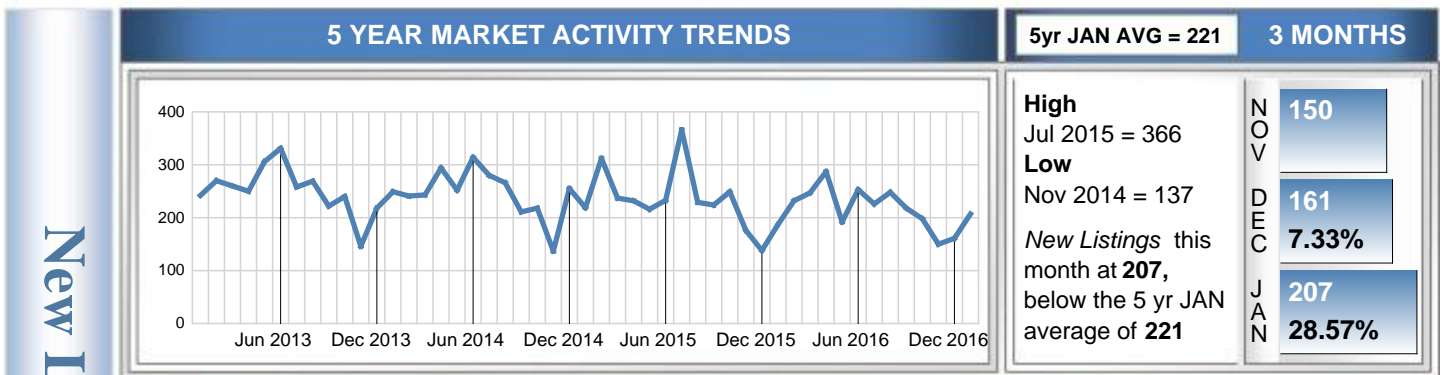
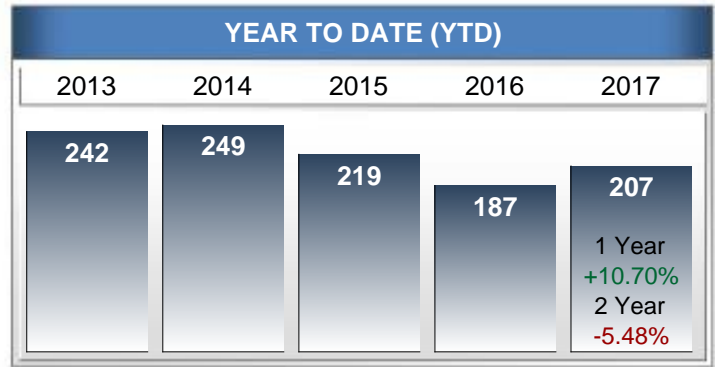
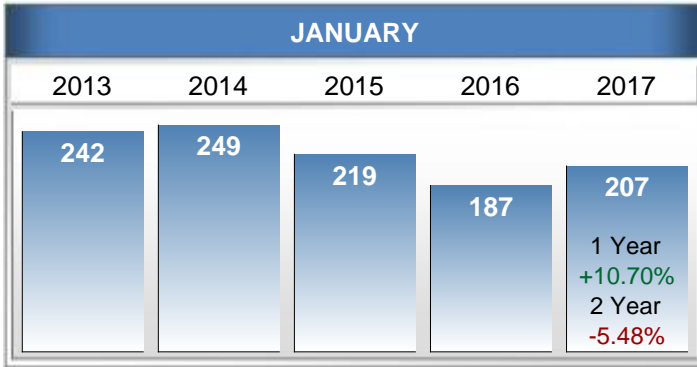
New Listings as of Feb 16, 2017



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+
\$40,000 and less	20	9.66%	19	0	1	0
\$40,001 - \$80,000	24	11.59%	9	11	2	2
\$80,001 - \$130,000	35	16.91%	10	22	3	0
\$130,001 - \$180,000	50	24.15%	5	32	13	0
\$180,001 - \$270,000	25	12.08%	1	11	13	0
\$270,001 - \$440,000	33	15.94%	2	7	23	1
\$440,001 and up	20	9.66%	4	0	10	6
Total New Listed Units:	207		50	83	65	9
Total New Listed Volume:	46,278,412		6.82M	12.42M	18.38M	8.66M
Median New Listed Listing Price:	\$150,000		\$65,000	\$139,500	\$275,000	\$499,000



Monthly Inventory Analysis

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January 2017

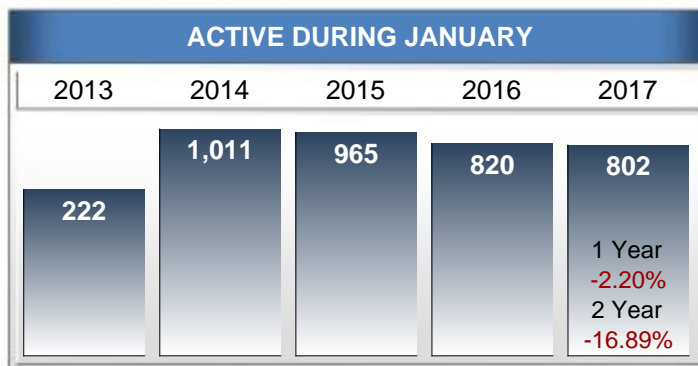
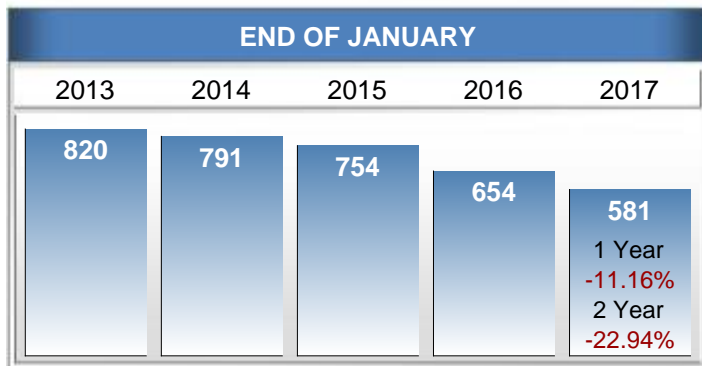
Active Inventory as of Feb 16, 2017



Active Inventory

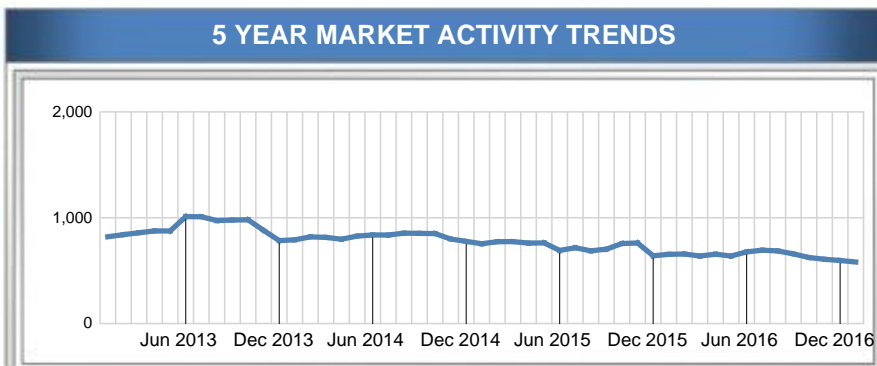
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Area Delimited by County Of Rogers



Active Inventory

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5yr JAN AVG = 720 **3 MONTHS**

High
Jun 2013 = 1,010

Low
Jan 2017 = 581

Inventory this month at **581**, below the 5 yr JAN average of **720**

N	607
O	
V	
D	596
E	-1.81%
C	
J	581
A	-2.52%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	42	7.23%	125.5	42	0	0	0		
\$25,001 \$50,000	62	10.67%	98.5	54	5	3	0		
\$50,001 \$100,000	76	13.08%	51.0	42	29	4	1		
\$100,001 \$200,000	180	30.98%	67.5	34	105	39	2		
\$200,001 \$275,000	74	12.74%	88.0	6	27	37	4		
\$275,001 \$450,000	85	14.63%	74.0	9	16	52	8		
\$450,001 and up	62	10.67%	86.0	10	4	31	17		
Total Active Inventory by Units:				581	79.0	197	186	166	32
Total Active Inventory by Volume:				135,769,427		25.66M	32.32M	51.14M	26.65M
Median Active Inventory Listing Price:				\$159,900		\$55,000	\$147,672	\$277,000	\$458,750



Monthly Inventory Analysis

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January 2017

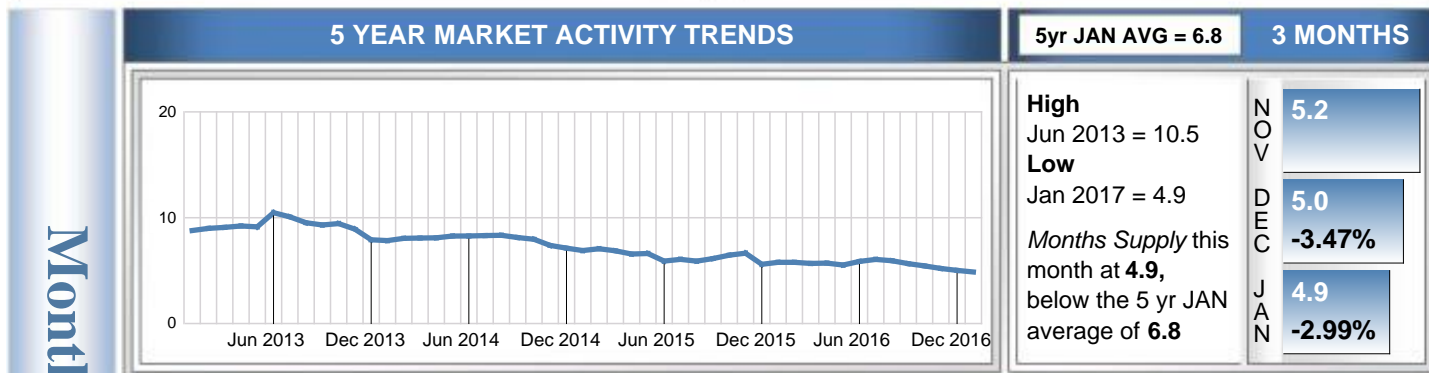
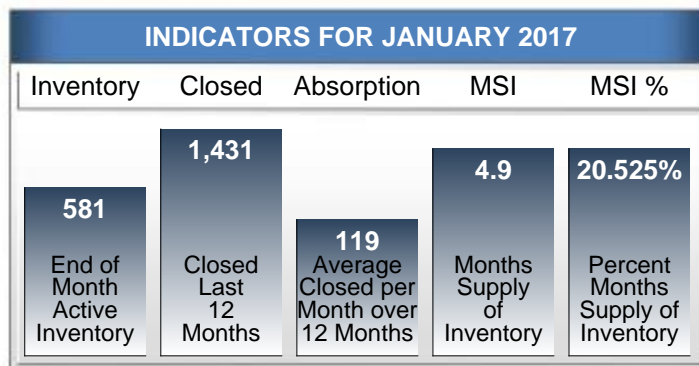
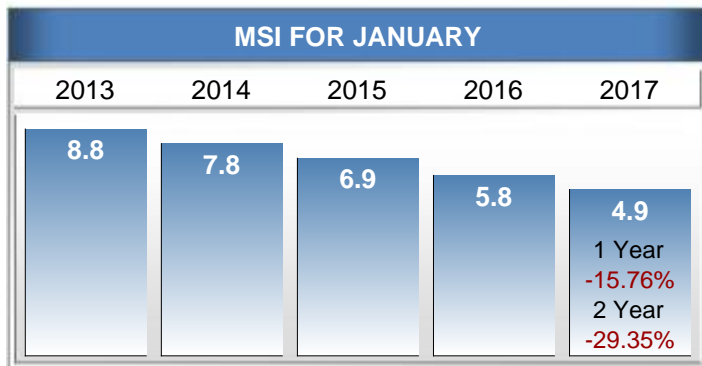
Active Inventory as of Feb 16, 2017



Months Supply of Inventory

Report Produced on: Feb 16, 2017

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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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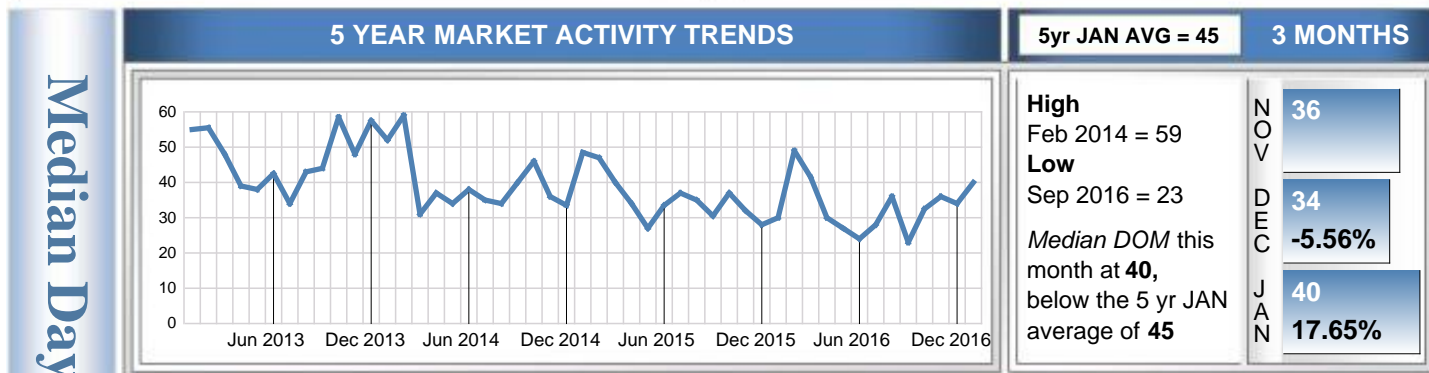
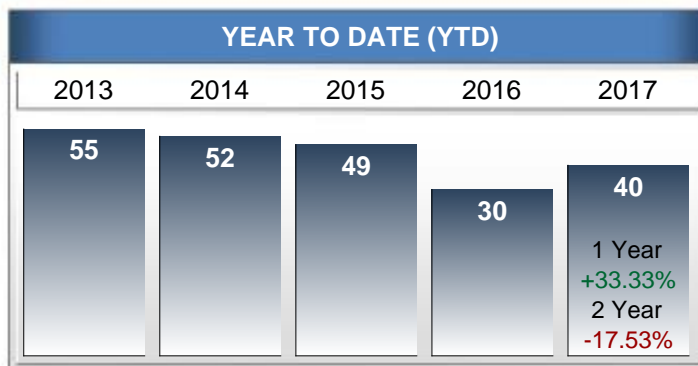
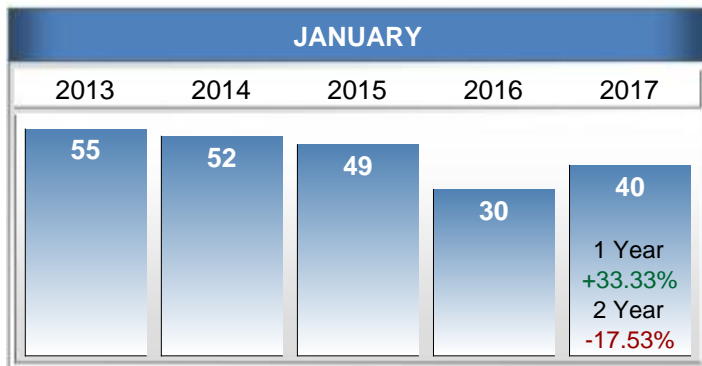
Closed Sales as of Feb 16, 2017



Median Days on Market to Sale

Report Produced on: Feb 16, 2017

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Median Days on Market

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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+
\$40,000 and less	8			10.00%	32.5	46.0	32.5	4.0	0.0
\$40,001 \$70,000	11			13.75%	26.0	26.0	26.0	109.0	0.0
\$70,001 \$100,000	9			11.25%	13.0	40.5	34.5	2.0	0.0
\$100,001 \$160,000	21			26.25%	53.0	24.0	58.5	7.0	121.0
\$160,001 \$250,000	13			16.25%	47.0	32.0	84.0	47.0	0.0
\$250,001 \$370,000	10			12.50%	32.5	0.0	34.0	30.0	74.0
\$370,001 and up	8			10.00%	20.5	1.0	1.0	40.0	95.0
Median Closed DOM:	40.0					26.0	41.0	30.0	95.0
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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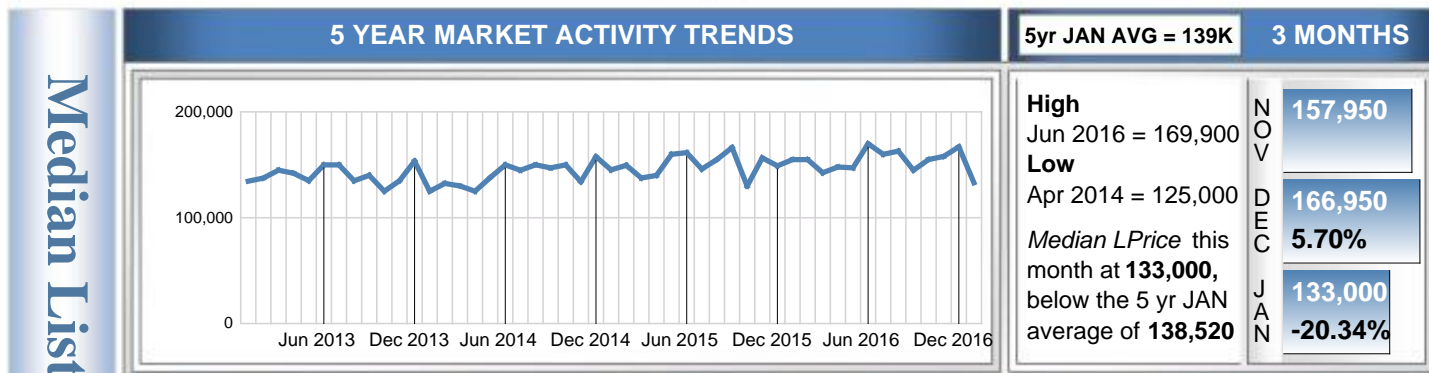
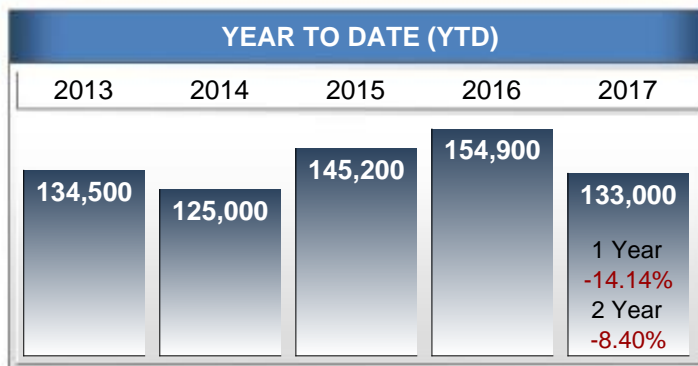
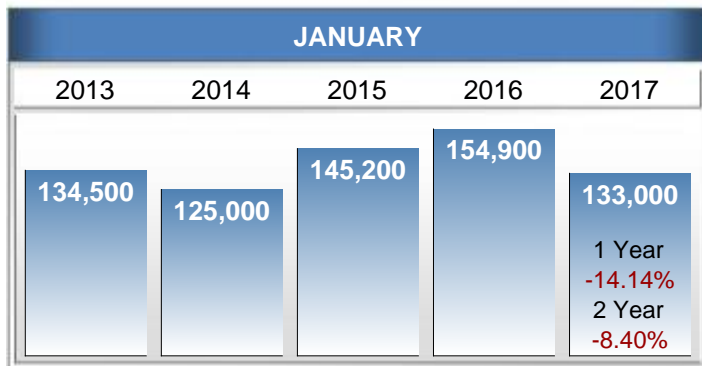
Closed Sales as of Feb 16, 2017



Median List Price at Closing

Report Produced on: Feb 16, 2017

Area Delimited by County Of Rogers



Median List Price

Ready to Buy or Sell Real Estate?
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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+
\$40,000 and less	7		8.75%	16,000	13,000	16,000	32,900	0
\$40,001 \$70,000	10		12.50%	60,800	64,000	57,500	61,600	0
\$70,001 \$100,000	11		13.75%	80,000	87,400	79,950	84,900	0
\$100,001 \$160,000	20		25.00%	129,500	144,900	125,000	135,000	149,500
\$160,001 \$250,000	15		18.75%	179,900	174,900	177,500	202,400	0
\$250,001 \$370,000	10		12.50%	310,300	0	297,450	317,000	350,000
\$370,001 and up	7		8.75%	460,000	460,000	473,599	381,021	509,900
Median List Price:		\$133,000			\$64,000	\$119,000	\$274,000	\$350,000
Total Closed Units:		80			13	43	21	3
Total List Volume:		13,395,908			1.24M	5.70M	5.45M	1.01M



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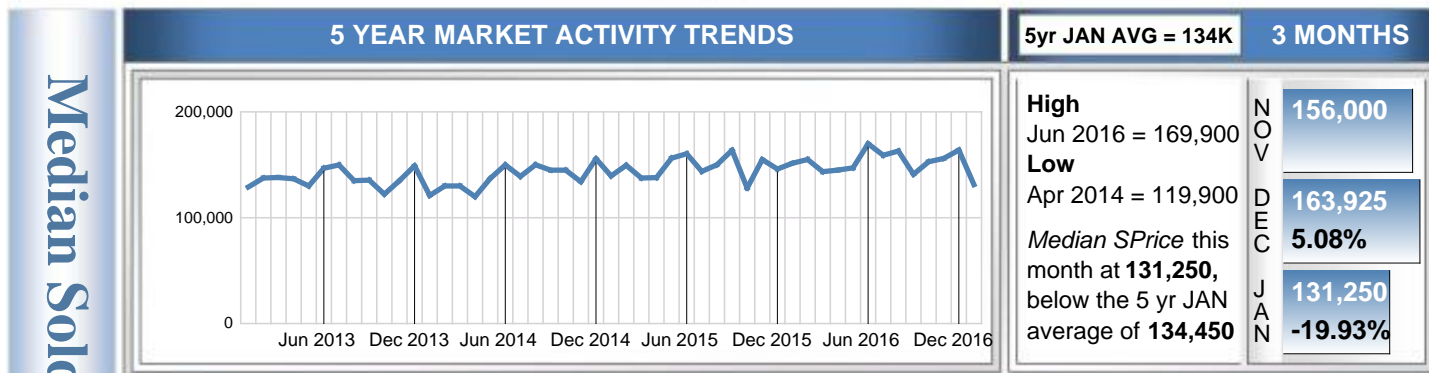
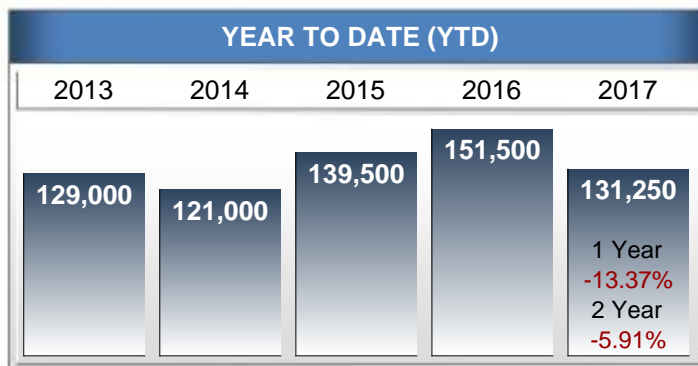
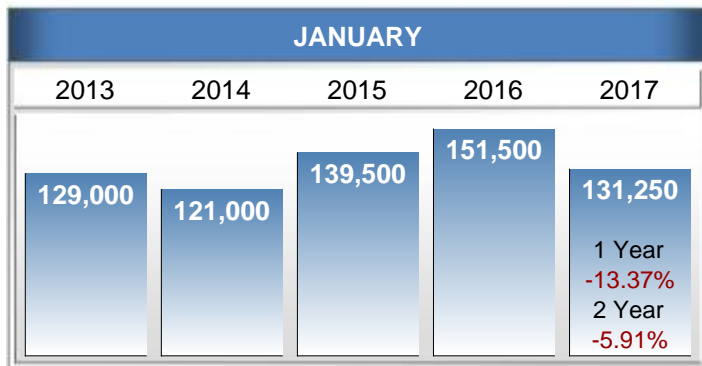
Closed Sales as of Feb 16, 2017



Median Sold Price at Closing

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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+
\$40,000 and less	8		10.00%	28,650	25,000	26,500	32,300	0
\$40,001 \$70,000	11		13.75%	60,000	59,916	60,000	53,000	0
\$70,001 \$100,000	9		11.25%	84,000	87,200	83,500	84,900	0
\$100,001 \$160,000	21		26.25%	130,750	140,000	123,750	138,000	142,000
\$160,001 \$250,000	13		16.25%	172,000	169,500	170,000	182,000	0
\$250,001 \$370,000	10		12.50%	299,300	0	285,000	303,600	333,500
\$370,001 and up	8		10.00%	426,300	460,000	473,599	385,682	485,000
Median Closed Price:	\$131,250				\$59,916	\$115,000	\$262,000	\$333,500
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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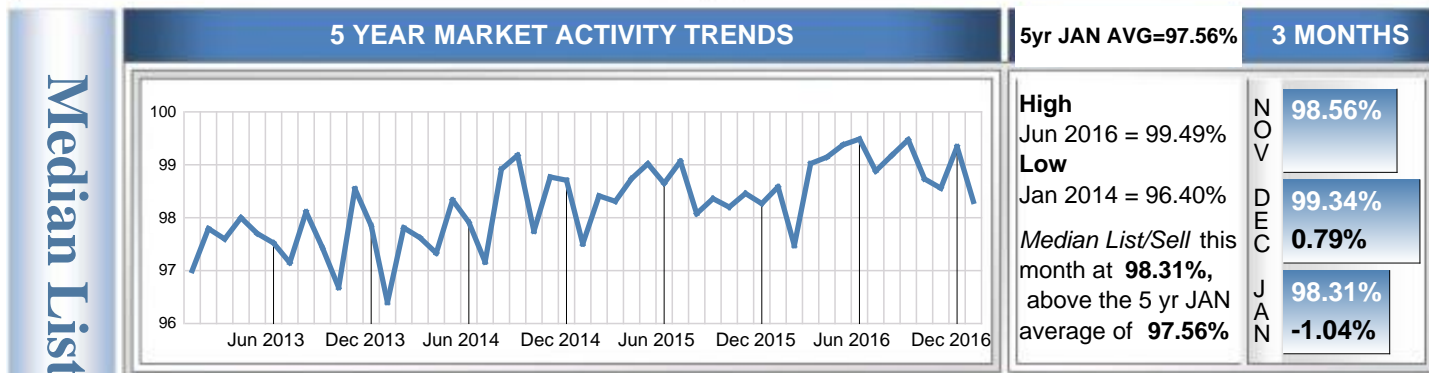
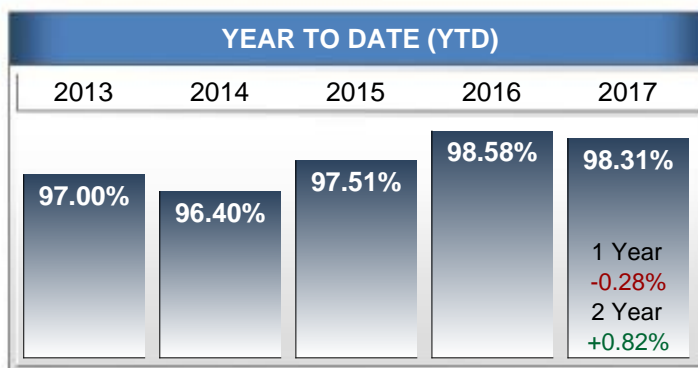
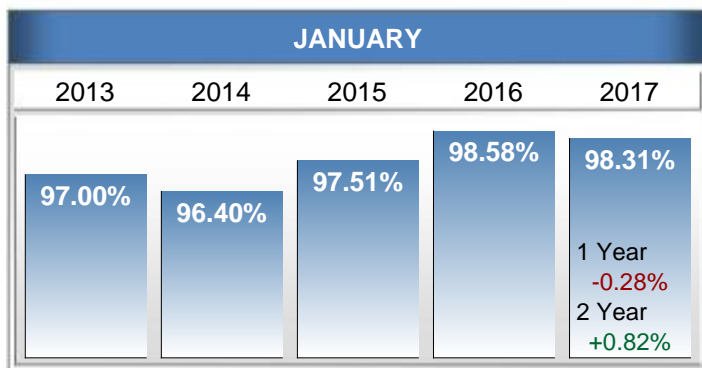
Closed Sales as of Feb 16, 2017



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+
\$40,000 and less	8	10.00%	99.09%	100.00%	93.33%	98.18%	0.00%
\$40,001 \$70,000	11	13.75%	93.62%	93.62%	100.00%	86.04%	0.00%
\$70,001 \$100,000	9	11.25%	100.00%	99.80%	98.28%	100.00%	0.00%
\$100,001 \$160,000	21	26.25%	97.25%	96.62%	97.30%	102.22%	94.98%
\$160,001 \$250,000	13	16.25%	98.29%	96.91%	97.14%	99.16%	0.00%
\$250,001 \$370,000	10	12.50%	99.85%	0.00%	95.83%	100.00%	95.29%
\$370,001 and up	8	10.00%	100.00%	100.00%	100.00%	100.82%	95.12%
Median List/Sell Ratio:	98.31%			99.60%	97.25%	100.00%	95.12%
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

Inventory as of Feb 16, 2017



Market Summary

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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%
Median List Price	154,900	133,000	-14.14%	154,900	133,000	-14.14%
Median Sale Price	151,500	131,250	-13.37%	151,500	131,250	-13.37%
Median Percent of List Price to Selling Price	98.58%	98.31%	-0.28%	98.58%	98.31%	-0.28%
Median Days on Market to Sale	30.00	40.00	33.33%	30.00	40.00	33.33%
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%

