



January 2017

Area Delimited by County Of Washington

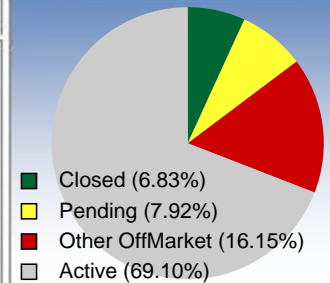


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of January 31, 2017 = **445**

	JANUARY		
	2016	2017	+/- %
Closed Listings	56	44	-21.43%
Pending Listings	58	51	-12.07%
New Listings	129	176	36.43%
Average List Price	135,602	126,791	-6.50%
Average Sale Price	130,033	122,369	-5.89%
Average Percent of List Price to Selling Price	95.94%	95.17%	-0.81%
Average Days on Market to Sale	54.84	56.61	3.24%
End of Month Inventory	412	445	8.01%
Months Supply of Inventory	6.16	6.45	4.75%

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) Increases

The total housing inventory at the end of January 2017 rose **8.01%** to 445 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **6.45** 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 **5.89%** in January 2017 to \$122,369 versus the previous year at \$130,033.

Average Days on Market Lengthens

The average number of **56.61** days that homes spent on the market before selling increased by 1.77 days or **3.24%** in January 2017 compared to last year's same month at **54.84** DOM.

Sales Success for January 2017 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 176 New Listings in January 2017, up **36.43%** from last year at 129. Furthermore, there were 44 Closed Listings this month versus last year at 56, a **-21.43%** decrease.

Closed versus Listed trends yielded a **25.0%** ratio, down from last year's January 2017 at **43.4%**, a **42.41%** downswing. 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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.

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



Monthly Inventory Analysis

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January 2017

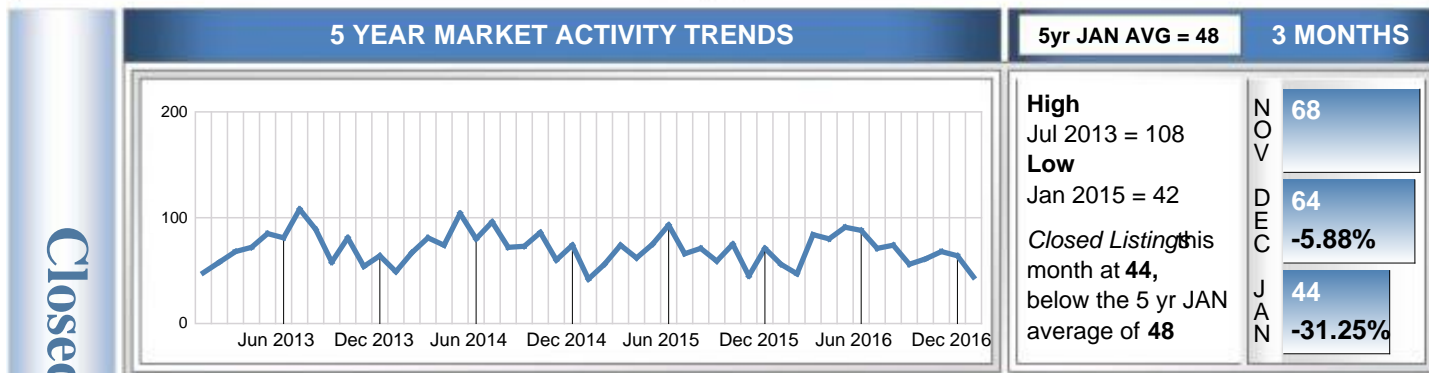
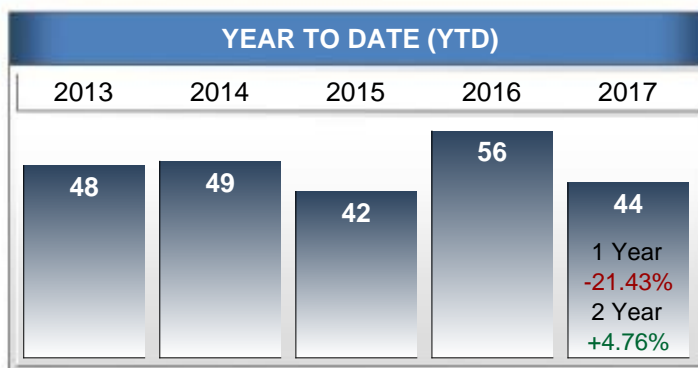
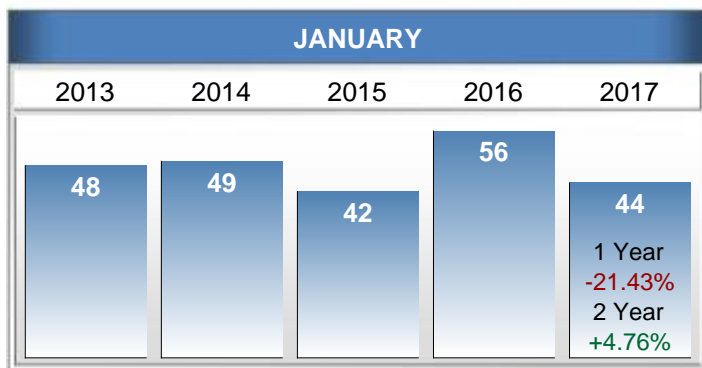
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	4	9.09%	40.3	0	3	1	0
\$40,001 - \$60,000	5	11.36%	75.2	3	2	0	0
\$60,001 - \$90,000	7	15.91%	44.3	1	5	1	0
\$90,001 - \$130,000	11	25.00%	66.7	0	11	0	0
\$130,001 - \$170,000	8	18.18%	47.0	0	4	4	0
\$170,001 - \$220,000	6	13.64%	48.0	1	2	3	0
\$220,001 and up	3	6.82%	82.0	0	0	2	1
Total Closed Units:	44		56.6	5	27	11	1
Total Closed Volume:	5,384,250			451.50K	2.80M	1.84M	285.00K
Average Closed Price:	\$122,369			\$90,300	\$103,835	\$167,655	\$285,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

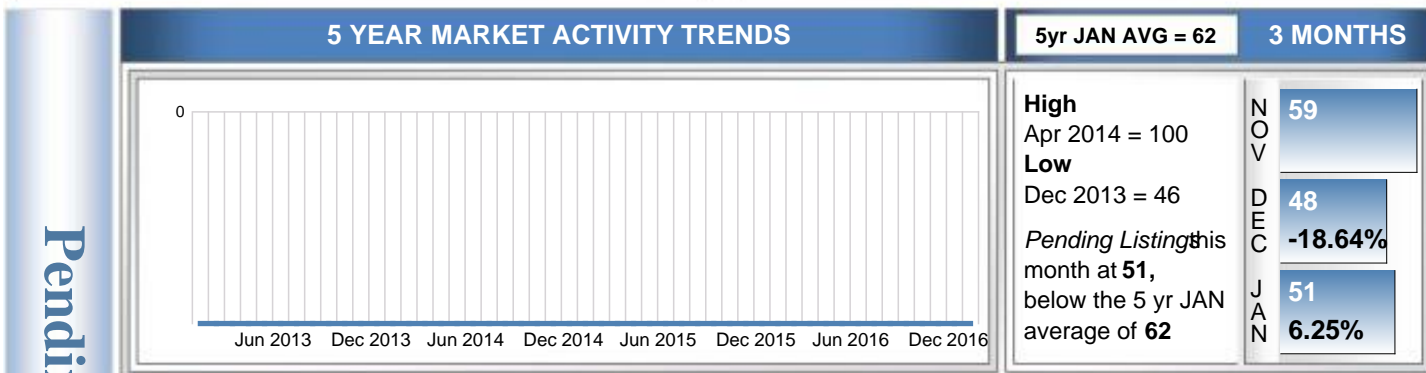
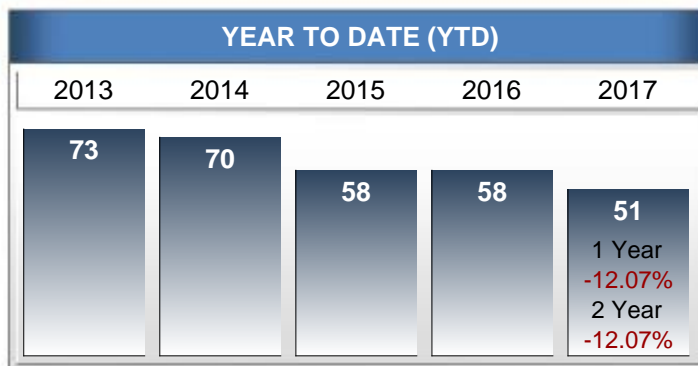
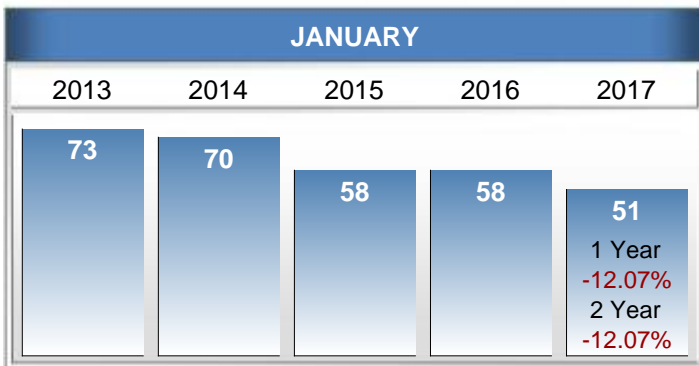
Pending Listings as of Feb 16, 2017



Pending Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



Pending Listings

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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+
\$30,000 and less	5	9.80%	94.0	0	5	0	0
\$30,001 - \$60,000	6	11.76%	58.3	3	3	0	0
\$60,001 - \$100,000	8	15.69%	71.6	1	7	0	0
\$100,001 - \$130,000	12	23.53%	38.8	0	7	4	1
\$130,001 - \$160,000	5	9.80%	35.6	1	0	4	0
\$160,001 - \$220,000	9	17.65%	56.4	0	2	4	3
\$220,001 and up	6	11.76%	42.0	0	1	4	1
Total Pending Units:				5	25	16	5
Total Pending Volume:				362.00K	2.37M	2.83M	957.50K
Average Listing Price:				\$72,400	\$94,727	\$176,738	\$191,500



Monthly Inventory Analysis

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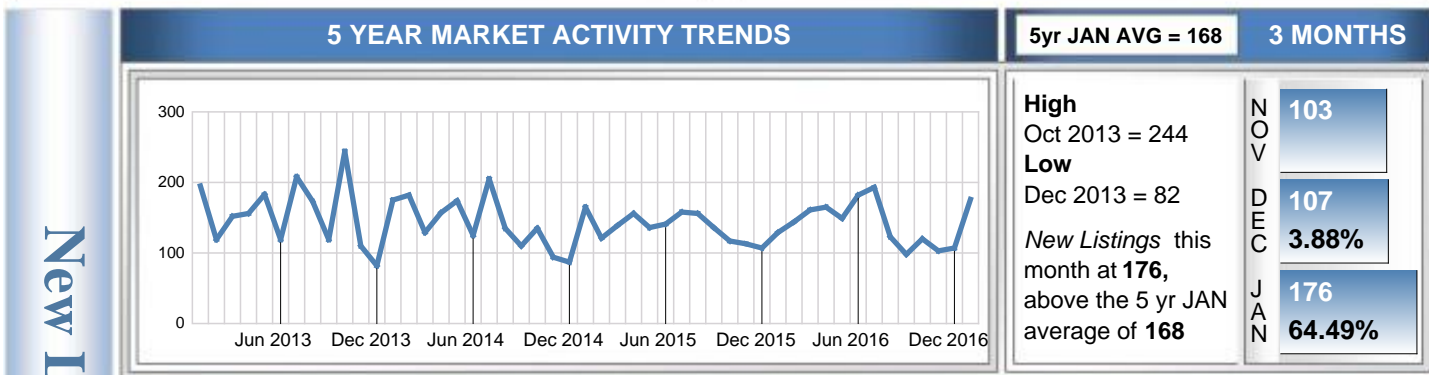
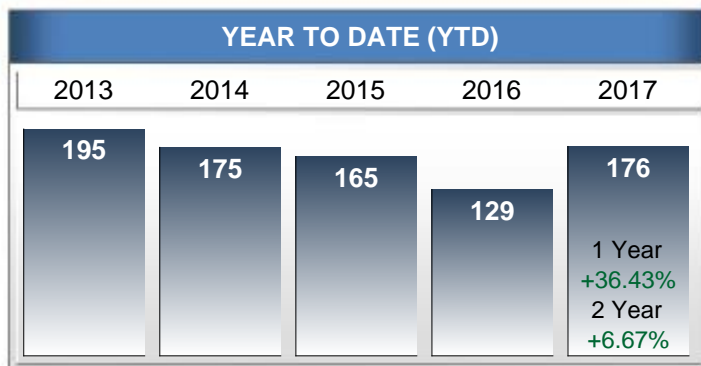
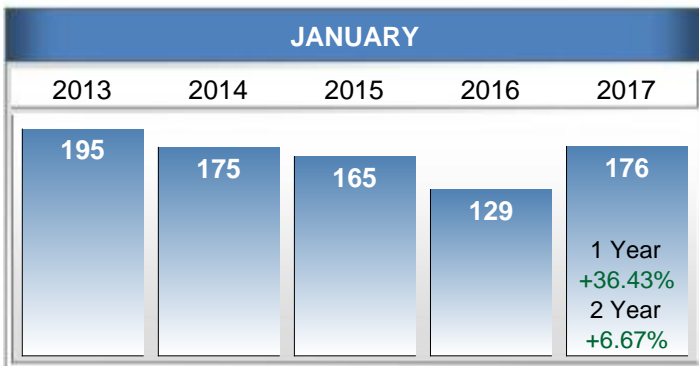
New Listings as of Feb 16, 2017



New Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	12	6.82%	10	2	0	0
\$30,001 - \$50,000	27	15.34%	20	7	0	0
\$50,001 - \$60,000	18	10.23%	16	2	0	0
\$60,001 - \$90,000	51	28.98%	36	12	3	0
\$90,001 - \$160,000	28	15.91%	1	18	9	0
\$160,001 - \$270,000	23	13.07%	2	8	11	2
\$270,001 and up	17	9.66%	5	1	10	1
Total New Listed Units:	176		90	50	33	3
Total New Listed Volume:	24,990,500		12.07M	5.35M	6.95M	625.00K
Average New Listed Listing Price:	\$0		\$134,073	\$107,046	\$210,503	\$208,333



Monthly Inventory Analysis

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January 2017

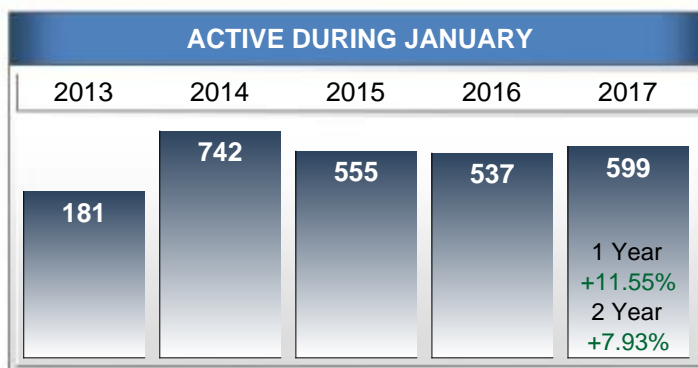
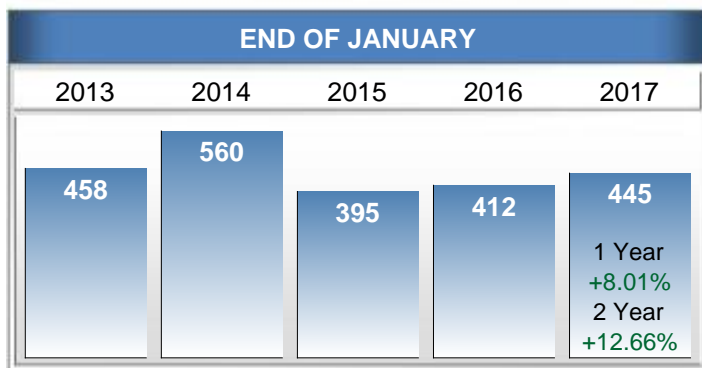
Active Inventory as of Feb 16, 2017



Active Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr JAN AVG = 454 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **445**, below the 5 yr JAN average of **454**

N	445
O	
V	
D	424
E	-4.72%
C	
J	445
A	
N	4.95%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	42	9.44%	64.0	38	4	0	0		
\$25,001 \$50,000	55	12.36%	50.5	38	14	2	1		
\$50,001 \$50,000	0	0.00%	0.0	0	0	0	0		
\$50,001 \$125,000	176	39.55%	62.4	92	71	13	0		
\$125,001 \$175,000	65	14.61%	93.7	13	28	22	2		
\$175,001 \$275,000	50	11.24%	70.0	9	14	24	3		
\$275,001 and up	57	12.81%	76.3	11	11	26	9		
Total Active Inventory by Units:				445	68.3	201	142	87	15
Total Active Inventory by Volume:				68,323,284		26.26M	18.07M	19.40M	4.59M
Average Active Inventory Listing Price:				\$153,535		\$130,637	\$127,238	\$223,020	\$306,320



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

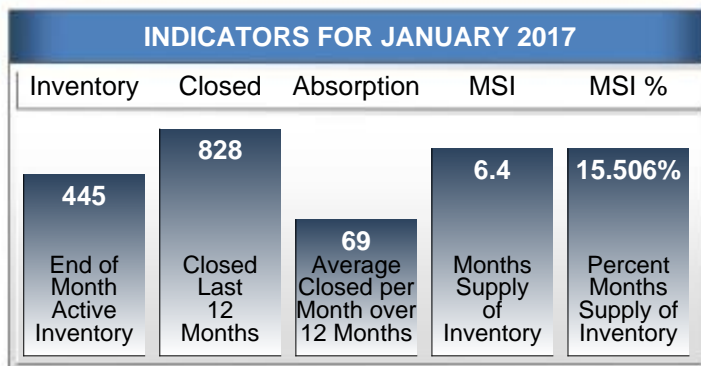
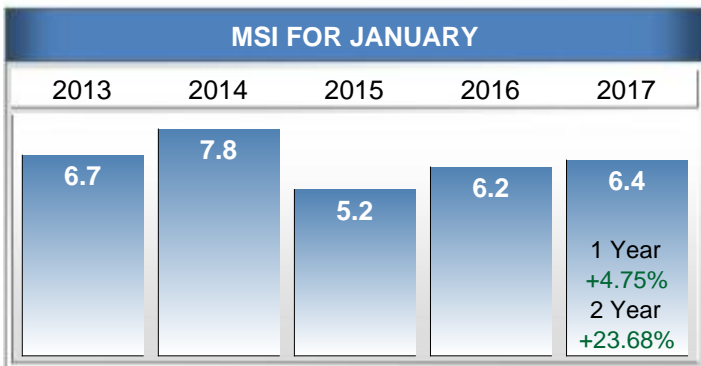
Active Inventory as of Feb 16, 2017



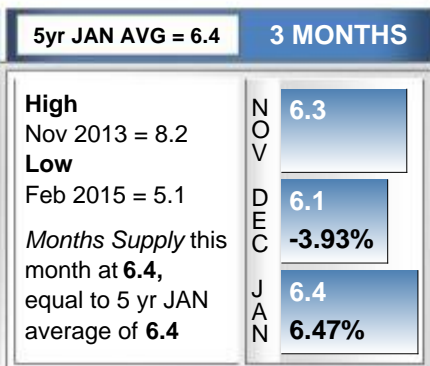
Months Supply of Inventory

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+
\$20,000 and less	33	7.42%	14.1	22.5	3.6	0.0	0.0
\$20,001 \$50,000	64	14.38%	8.8	15.8	3.8	6.0	0.0
\$50,001 \$60,000	32	7.19%	8.7	14.1	5.5	0.0	0.0
\$60,001 \$130,000	151	33.93%	5.7	25.4	3.2	4.6	0.0
\$130,001 \$180,000	61	13.71%	4.8	28.0	3.4	4.5	4.8
\$180,001 \$290,000	58	13.03%	4.7	27.0	4.5	3.7	8.0
\$290,001 and up	46	10.34%	10.2	120.0	12.0	6.7	9.6
MSI:			6.4	21.3	3.7	4.5	8.6
Total Active Inventory:			445	201	142	87	15



Monthly Inventory Analysis

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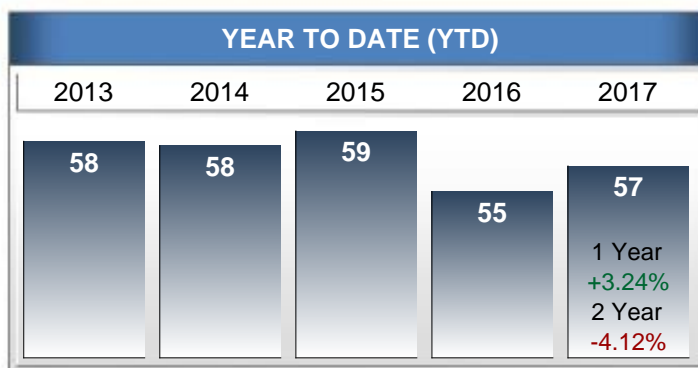
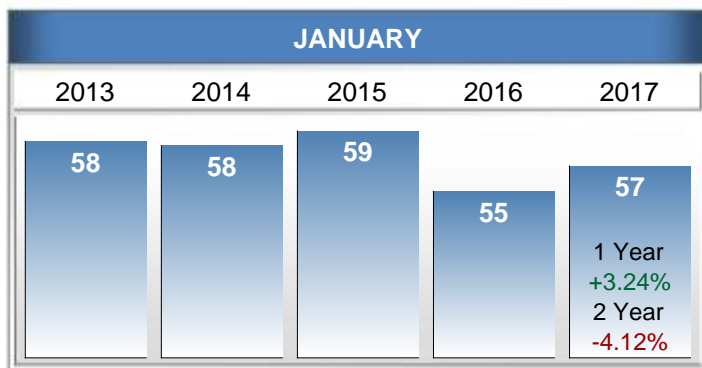
Closed Sales as of Feb 16, 2017



Average Days on Market to Sale

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



Average Days on Market

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



5yr JAN AVG = 57 **3 MONTHS**

High
Dec 2016 = 68

Low
Jun 2016 = 31

Average DOM this month at **57**, equal to 5 yr JAN average of **57**

N	59
O	
V	
D	68
E	15.36%
C	
J	57
A	-16.13%
N	

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+
\$40,000 and less	4	9.09%	40.3	0.0	39.7	42.0	0.0
\$40,001 - \$60,000	5	11.36%	75.2	78.3	70.5	0.0	0.0
\$60,001 - \$90,000	7	15.91%	44.3	40.0	35.0	95.0	0.0
\$90,001 - \$130,000	11	25.00%	66.7	0.0	66.7	0.0	0.0
\$130,001 - \$170,000	8	18.18%	47.0	0.0	18.8	75.3	0.0
\$170,001 - \$220,000	6	13.64%	48.0	115.0	13.5	48.7	0.0
\$220,001 and up	3	6.82%	82.0	0.0	0.0	109.0	28.0
Average Closed DOM: 56.6				78.0	47.1	72.9	28.0
Total Closed Units: 44				5	27	11	1
Total Closed Volume: 5,384,250				451.50K	2.80M	1.84M	285.00K



Monthly Inventory Analysis

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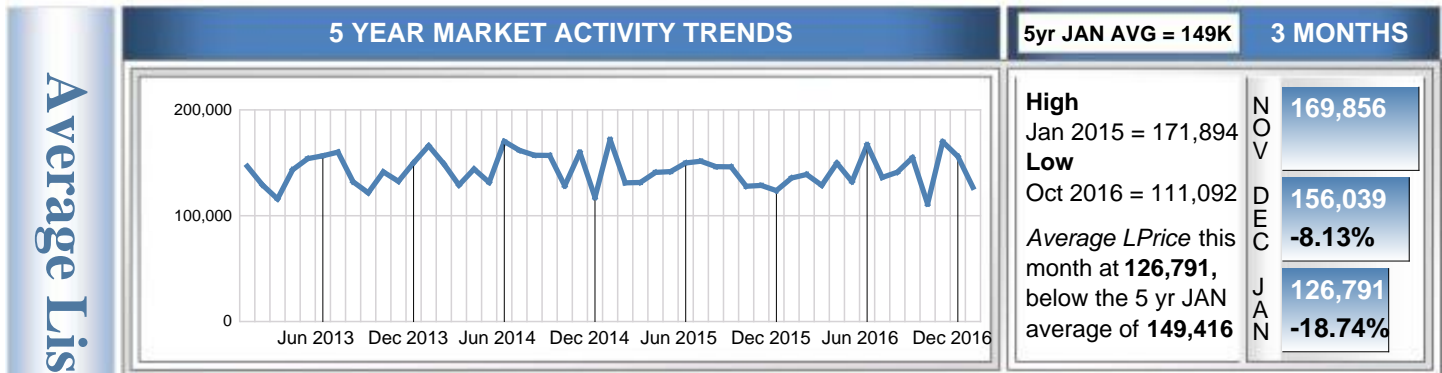
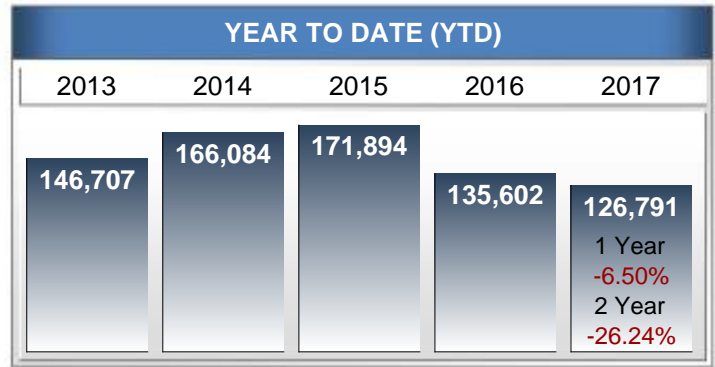
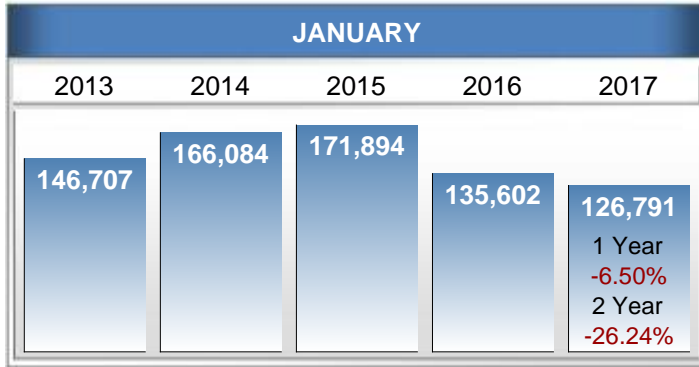
Closed Sales as of Feb 16, 2017



Average List Price at Closing

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



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+
\$40,000 and less	3	6.82%	31,917	0	39,437	20,000	0
\$40,001 \$60,000	6	13.64%	52,760	54,833	54,750	0	0
\$60,001 \$90,000	8	18.18%	81,650	68,000	81,680	86,900	0
\$90,001 \$130,000	9	20.45%	114,322	0	113,973	0	0
\$130,001 \$170,000	8	18.18%	147,750	0	153,075	152,450	0
\$170,001 \$220,000	5	11.36%	194,920	225,000	212,400	203,233	0
\$220,001 and up	5	11.36%	265,560	0	0	284,450	299,000
Average List Price:	\$126,791			\$91,500	\$108,408	\$172,300	\$299,000
Total Closed Units:	44			5	27	11	1
Total List Volume:	5,578,809			457.50K	2.93M	1.90M	299.00K



Monthly Inventory Analysis

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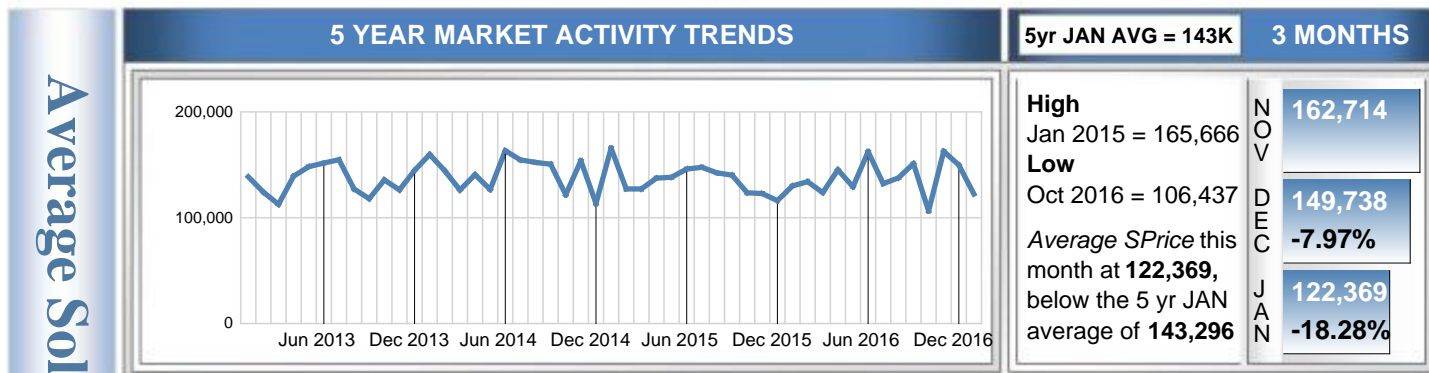
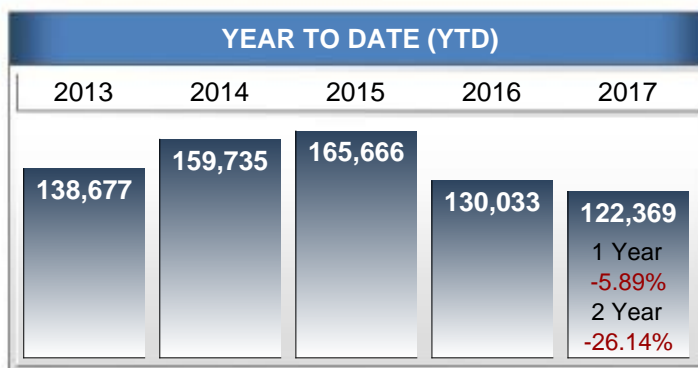
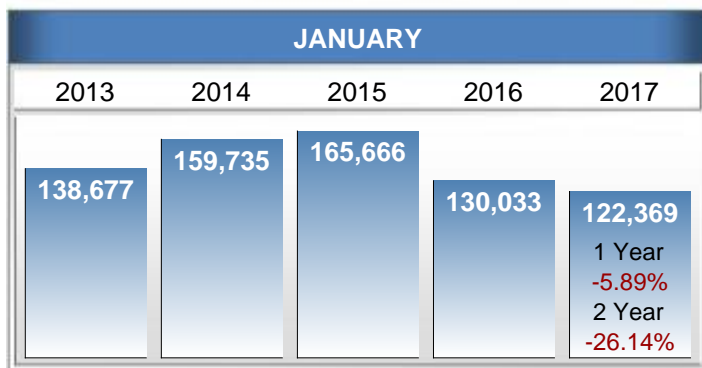
Closed Sales as of Feb 16, 2017



Average Sold Price at Closing

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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+
\$40,000 and less	4	9.09%	26,125	0	29,500	16,000	0
\$40,001 - \$60,000	5	11.36%	51,900	56,500	45,000	0	0
\$60,001 - \$90,000	7	15.91%	77,843	62,000	79,200	86,900	0
\$90,001 - \$130,000	11	25.00%	112,486	0	112,486	0	0
\$130,001 - \$170,000	8	18.18%	147,763	0	146,675	148,850	0
\$170,001 - \$220,000	6	13.64%	202,317	220,000	202,500	196,300	0
\$220,001 and up	3	6.82%	280,667	0	0	278,500	285,000
Average Closed Price:	\$122,369			\$90,300	\$103,835	\$167,655	\$285,000
Total Closed Units:	44			5	27	11	1
Total Closed Volume:	5,384,250			451.50K	2.80M	1.84M	285.00K



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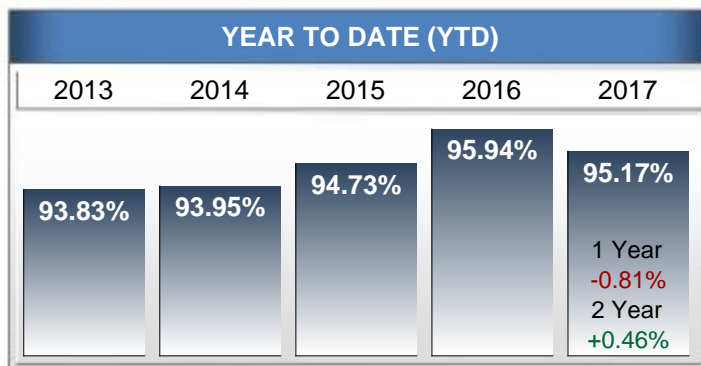
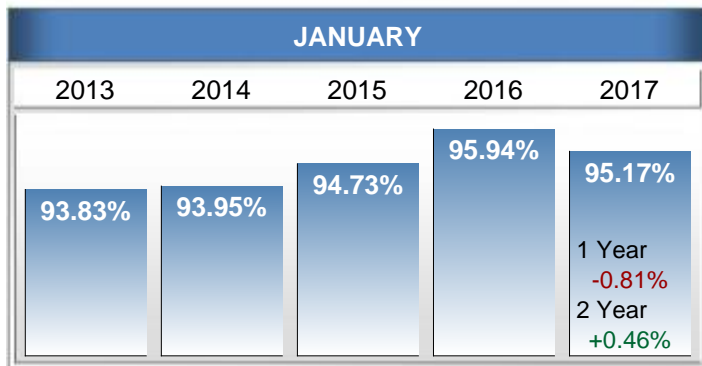
Closed Sales as of Feb 16, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr JAN AVG=94.73%		3 MONTHS	
High	Jun 2016 = 99.65%	NOV	95.92%
Low	Aug 2013 = 91.62%	DEC	95.84%
Average List/Sell this month at 95.17% , above the 5 yr JAN average of 94.73%		JAN	95.17%
			-0.70%

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+
\$40,000 and less	4	9.09%	75.22%	0.00%	73.63%	80.00%	0.00%
\$40,001 \$60,000	5	11.36%	95.09%	103.75%	82.10%	0.00%	0.00%
\$60,001 \$90,000	7	15.91%	96.55%	91.18%	96.93%	100.00%	0.00%
\$90,001 \$130,000	11	25.00%	99.15%	0.00%	99.15%	0.00%	0.00%
\$130,001 \$170,000	8	18.18%	96.86%	0.00%	95.96%	97.75%	0.00%
\$170,001 \$220,000	6	13.64%	96.42%	97.78%	95.54%	96.55%	0.00%
\$220,001 and up	3	6.82%	97.04%	0.00%	0.00%	97.90%	95.32%
Average List/Sell Ratio: 95.20%				100.04%	93.90%	96.04%	95.32%
Total Closed Units: 44					5	27	11
Total Closed Volume: 5,384,250				451.50K	2.80M	1.84M	285.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

Inventory as of Feb 16, 2017



Market Summary

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Absorption: Last 12 months, an Average of 69 Sales/Month

Active Inventory as of January 31, 2017 = 445

	JANUARY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	56	44	-21.43%	56	44	-21.43%
Pending Sales	58	51	-12.07%	58	51	-12.07%
New Listings	129	176	36.43%	129	176	36.43%
Average List Price	135,602	126,791	-6.50%	135,602	126,791	-6.50%
Average Sale Price	130,033	122,369	-5.89%	130,033	122,369	-5.89%
Average Percent of List Price to Selling Price	95.94%	95.17%	-0.81%	95.94%	95.17%	-0.81%
Average Days on Market to Sale	54.84	56.61	3.24%	54.84	56.61	3.24%
Monthly Inventory	412	445	8.01%	412	445	8.01%
Months Supply of Inventory	6.16	6.45	4.75%	6.16	6.45	4.75%

