



January 2017

Area Delimited by County Of Washington

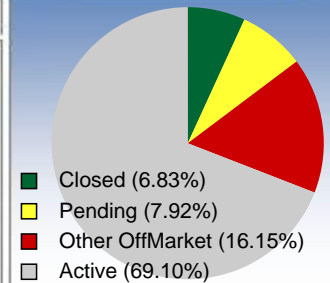


Absorption: Last 12 months, an Average of **69** Sales/Month

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%
Median List Price	125,000	118,750	-5.00%
Median Sale Price	117,750	114,250	-2.97%
Median Percent of List Price to Selling Price	96.69%	97.38%	0.71%
Median Days on Market to Sale	43.50	42.00	-3.45%
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.

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 **2.97%** in January 2017 to \$114,250 versus the previous year at \$117,750.

Median Days on Market Shortens

The median number of **42.00** days that homes spent on the market before selling decreased by 1.50 days or **3.45%** in January 2017 compared to last year's same month at **43.50** DOM.

Sales Success for January 2017 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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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.

Are You Ready to Buy or Sell Real Estate?

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



Monthly Inventory Analysis

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January 2017

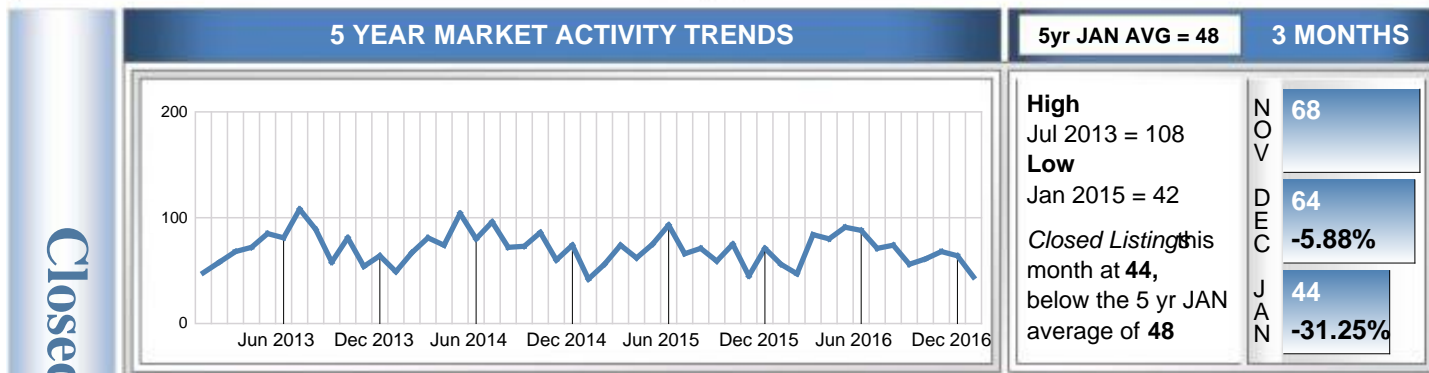
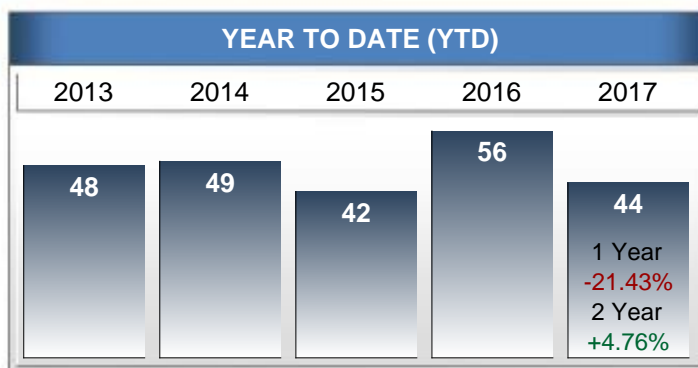
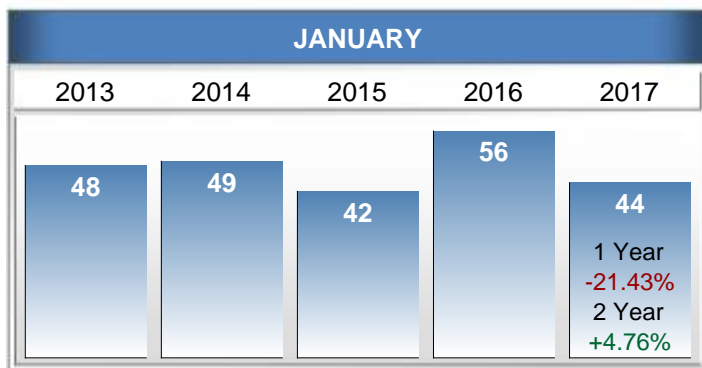
Closed Sales as of Feb 16, 2017



Closed Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	4	9.09%	26.5	0	3	1	0
\$40,001 - \$60,000	5	11.36%	88.0	3	2	0	0
\$60,001 - \$90,000	7	15.91%	28.0	1	5	1	0
\$90,001 - \$130,000	11	25.00%	62.0	0	11	0	0
\$130,001 - \$170,000	8	18.18%	34.0	0	4	4	0
\$170,001 - \$220,000	6	13.64%	23.5	1	2	3	0
\$220,001 and up	3	6.82%	55.0	0	0	2	1
Total Closed Units:	44		42.0	5	27	11	1
Total Closed Volume:	5,384,250			451.50K	2.80M	1.84M	285.00K
Median Closed Price:	\$114,250			\$60,000	\$108,000	\$170,000	\$285,000

Closed Listings

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Monthly Inventory Analysis

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January 2017

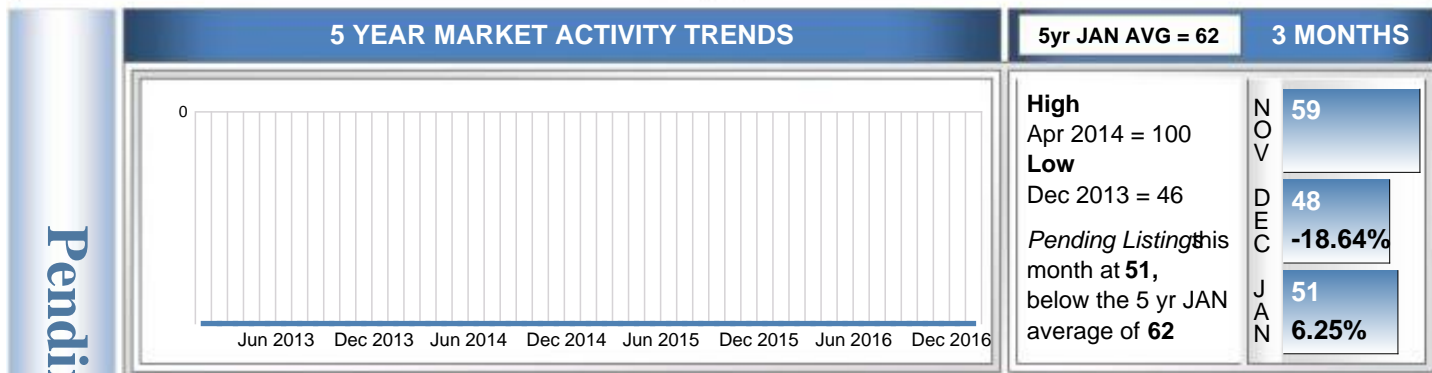
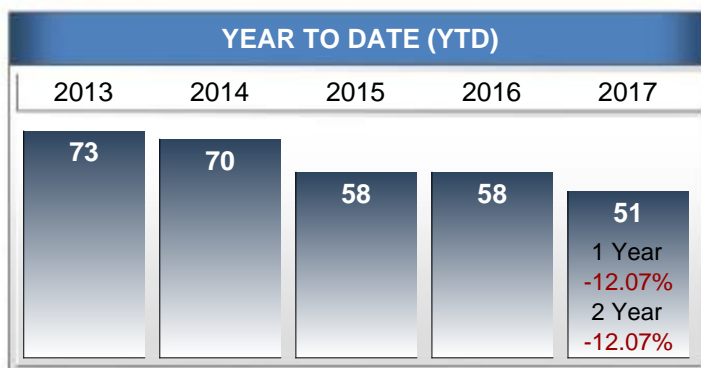
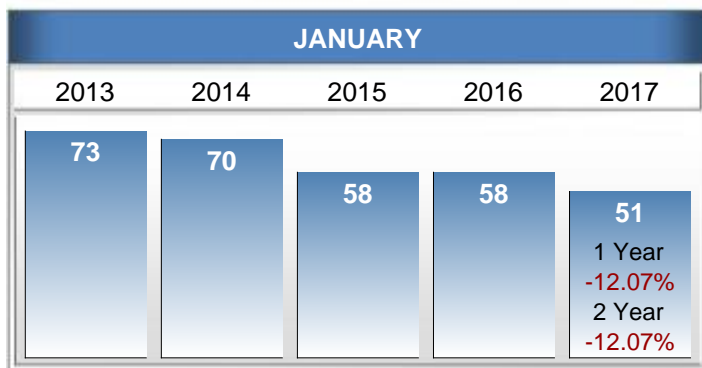
Pending Listings as of Feb 16, 2017



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	5	9.80%	98.0	0	5	0	0		
\$30,001 - \$60,000	6	11.76%	34.5	3	3	0	0		
\$60,001 - \$100,000	8	15.69%	48.0	1	7	0	0		
\$100,001 - \$130,000	12	23.53%	24.0	0	7	4	1		
\$130,001 - \$160,000	5	9.80%	8.0	1	0	4	0		
\$160,001 - \$220,000	9	17.65%	32.0	0	2	4	3		
\$220,001 and up	6	11.76%	37.5	0	1	4	1		
Total Pending Units:				51	33.0	5	25	16	5
Total Pending Volume:				6,515,466		362.00K	2.37M	2.83M	957.50K
Median Listing Price:				\$119,900		\$55,000	\$87,900	\$161,200	\$173,000



Monthly Inventory Analysis

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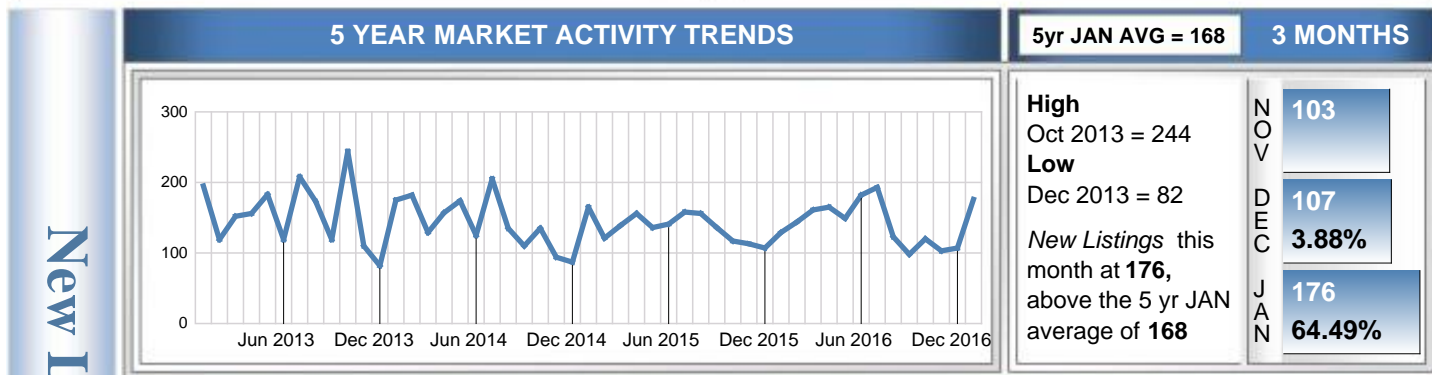
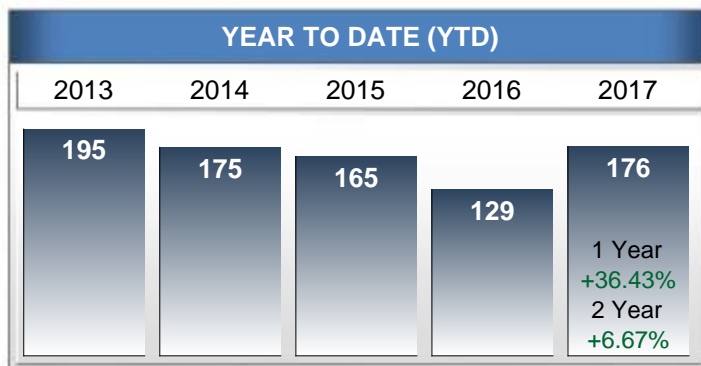
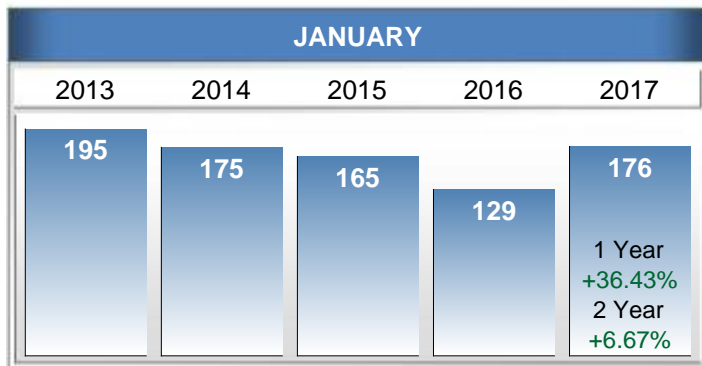
New Listings as of Feb 16, 2017



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
Median New Listed Listing Price:	\$73,375		\$58,000	\$94,950	\$199,500	\$173,000



Monthly Inventory Analysis

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January 2017

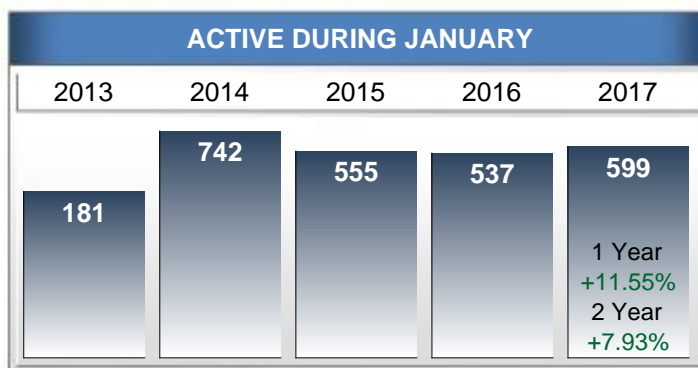
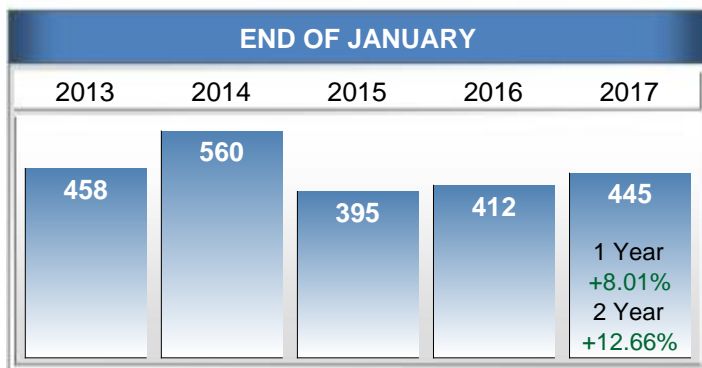
Active Inventory as of Feb 16, 2017



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	4.95%
N	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	33	7.42%	56.0	30	3	0	0		
\$20,001 \$50,000	64	14.38%	28.0	46	15	2	1		
\$50,001 \$60,000	32	7.19%	23.0	20	12	0	0		
\$60,001 \$130,000	151	33.93%	48.0	72	64	15	0		
\$130,001 \$180,000	61	13.71%	105.0	14	24	21	2		
\$180,001 \$290,000	58	13.03%	70.0	9	15	30	4		
\$290,001 and up	46	10.34%	79.5	10	9	19	8		
Total Active Inventory by Units:				445	56.0	201	142	87	15
Total Active Inventory by Volume:				68,323,284		26.26M	18.07M	19.40M	4.59M
Median Active Inventory Listing Price:				\$90,000		\$62,000	\$107,400	\$199,900	\$299,000



Monthly Inventory Analysis

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January 2017

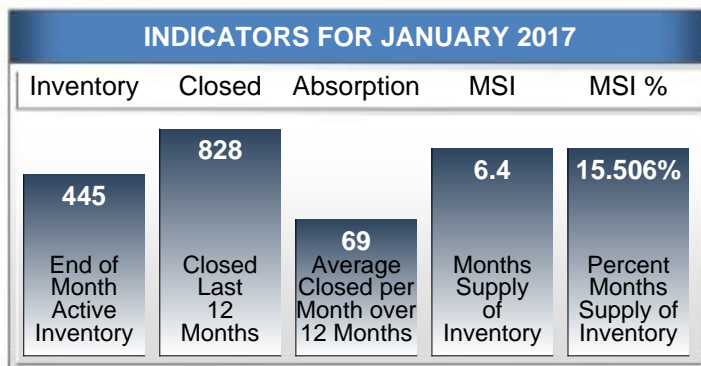
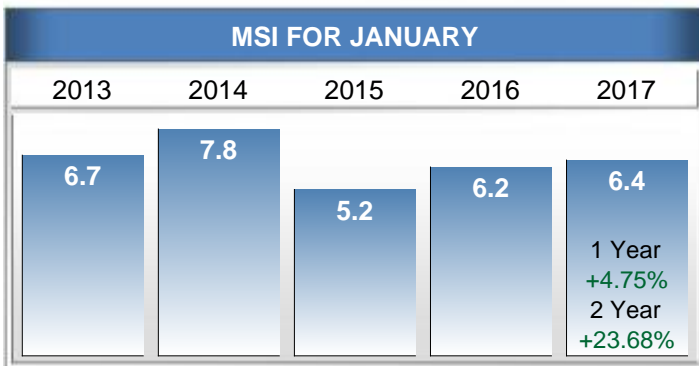
Active Inventory as of Feb 16, 2017



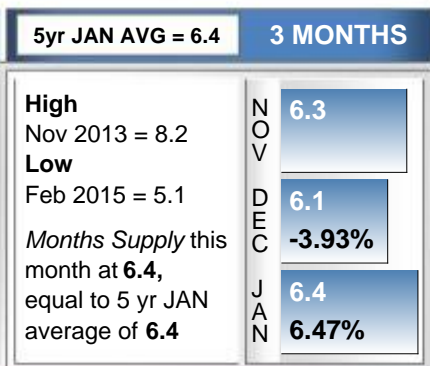
Months Supply of Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Washington



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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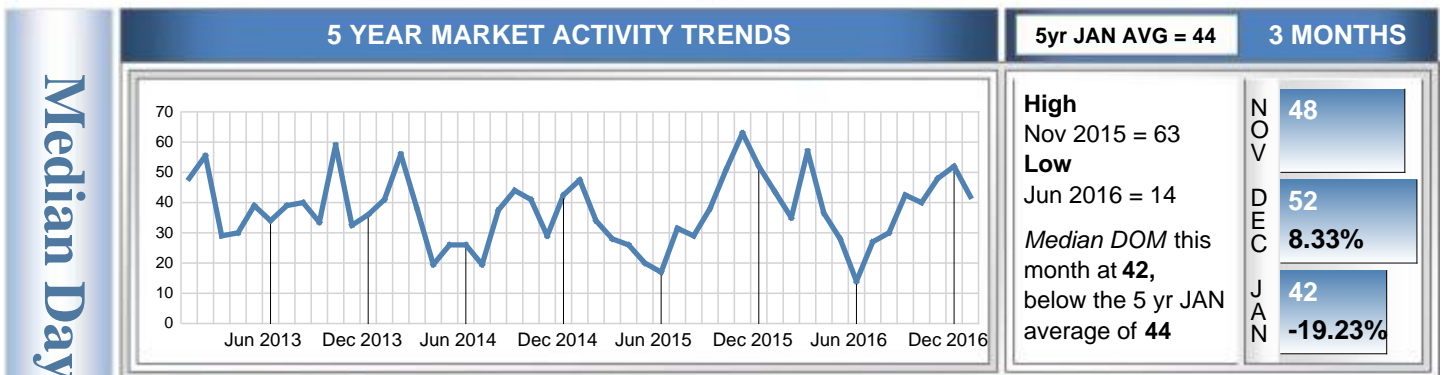
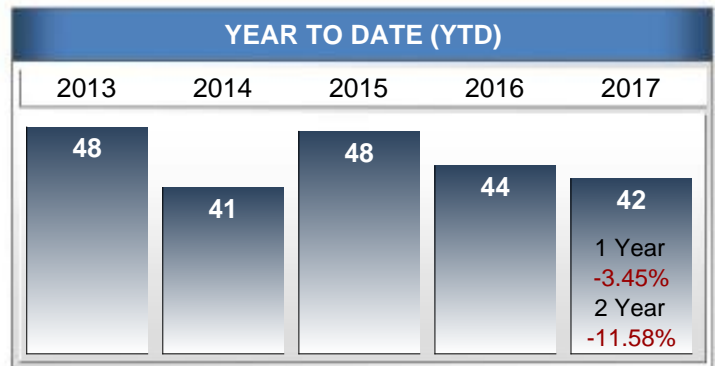
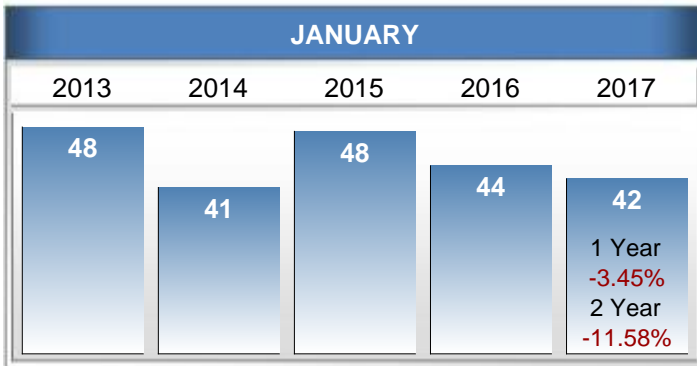
Closed Sales as of Feb 16, 2017



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	4	9.09%	26.5	0.0	11.0	42.0	0.0		
\$40,001 - \$60,000	5	11.36%	88.0	115.0	70.5	0.0	0.0		
\$60,001 - \$90,000	7	15.91%	28.0	40.0	21.0	95.0	0.0		
\$90,001 - \$130,000	11	25.00%	62.0	0.0	62.0	0.0	0.0		
\$130,001 - \$170,000	8	18.18%	34.0	0.0	20.0	74.0	0.0		
\$170,001 - \$220,000	6	13.64%	23.5	115.0	13.5	21.0	0.0		
\$220,001 and up	3	6.82%	55.0	0.0	0.0	109.0	28.0		
Median Closed DOM:	42.0			115.0	34.0	55.0	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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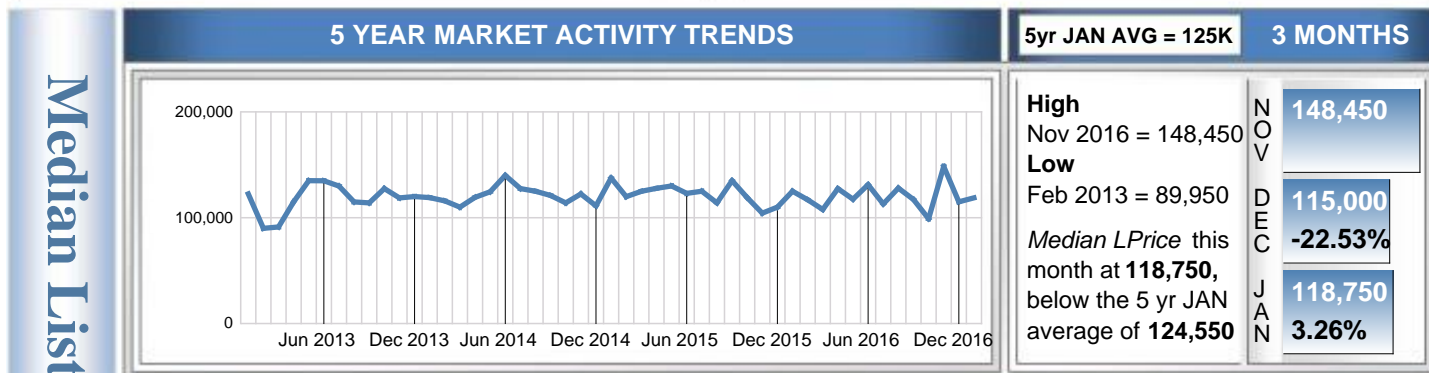
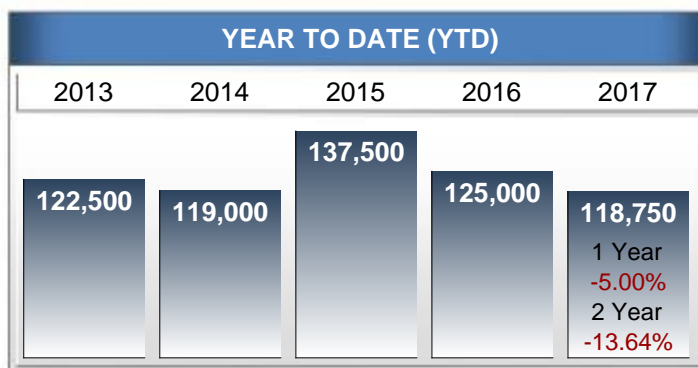
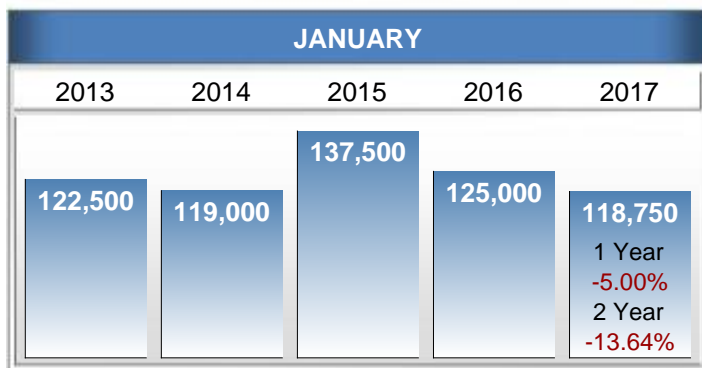
Closed Sales as of Feb 16, 2017



Median List Price at Closing

Report Produced on: Feb 16, 2017

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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	3		6.82%	35,750	0	37,875	20,000	0
\$40,001 \$60,000	6		13.64%	54,750	60,000	53,000	0	0
\$60,001 \$90,000	8		18.18%	86,950	68,000	88,000	86,900	0
\$90,001 \$130,000	9		20.45%	118,500	0	118,500	0	0
\$130,001 \$170,000	8		18.18%	149,950	0	155,000	149,900	0
\$170,001 \$220,000	5		11.36%	189,900	0	189,900	197,400	0
\$220,001 and up	5		11.36%	279,000	225,000	234,900	284,450	299,000
Median List Price:		\$118,750			\$60,000	\$109,500	\$175,000	\$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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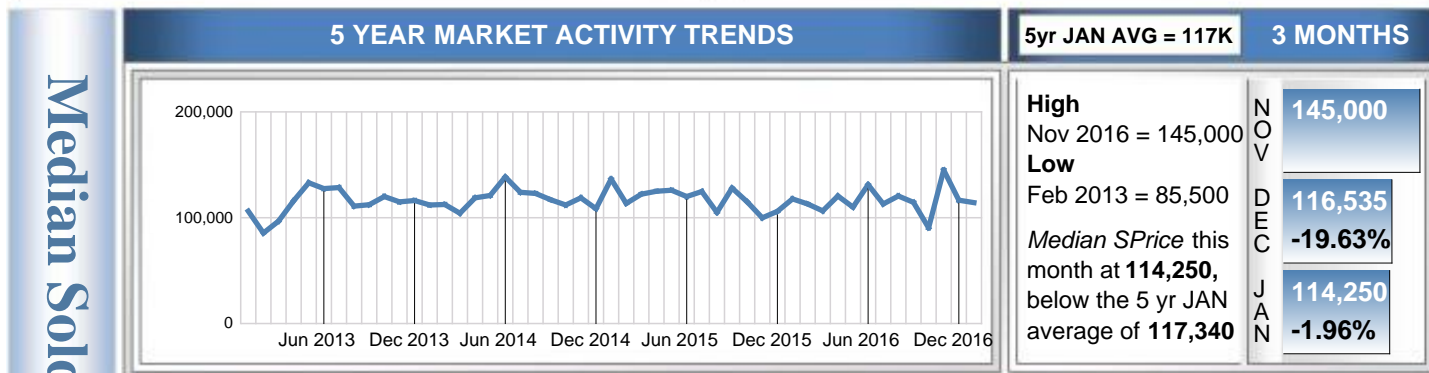
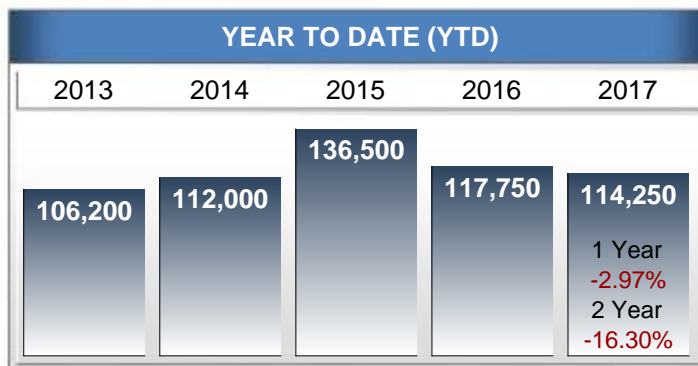
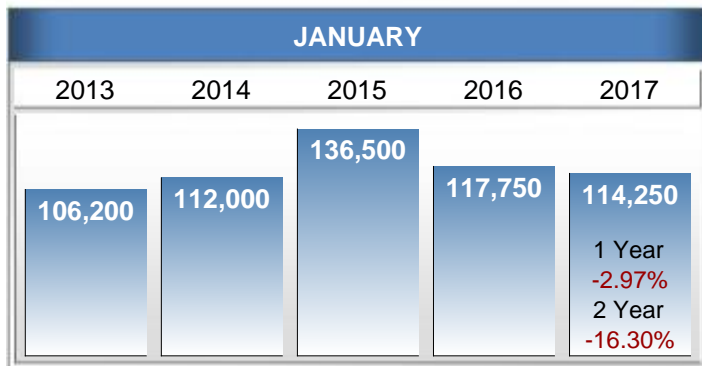
Closed Sales as of Feb 16, 2017



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			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	4		9.09%	24,500	0	33,000	16,000	0
\$40,001 - \$60,000	5		11.36%	49,500	60,000	45,000	0	0
\$60,001 - \$90,000	7		15.91%	85,000	62,000	85,000	86,900	0
\$90,001 - \$130,000	11		25.00%	110,000	0	110,000	0	0
\$130,001 - \$170,000	8		18.18%	144,450	0	145,000	144,450	0
\$170,001 - \$220,000	6		13.64%	204,950	220,000	202,500	204,900	0
\$220,001 and up	3		6.82%	285,000	0	0	278,500	285,000
Median Closed Price:	\$114,250				\$60,000	\$108,000	\$170,000	\$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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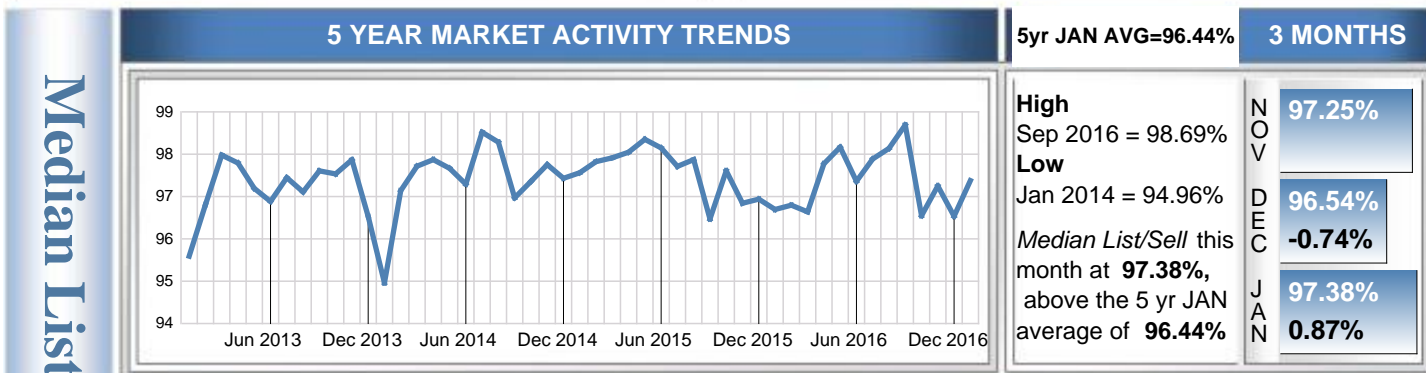
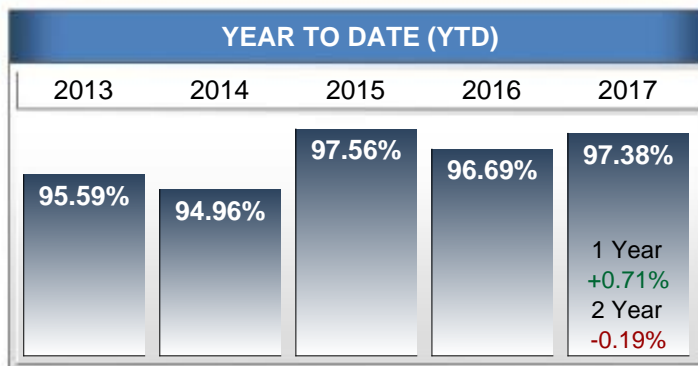
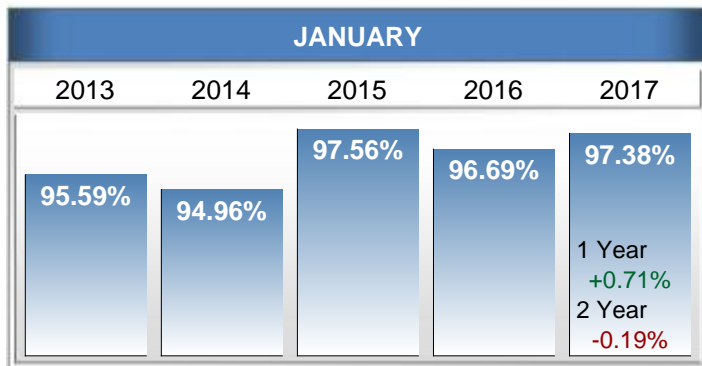
Closed Sales as of Feb 16, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

Ready to Buy or Sell Real Estate?
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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	4	9.09%	78.77%	0.00%	77.54%	80.00%	0.00%
\$40,001 \$60,000	5	11.36%	100.00%	100.00%	82.10%	0.00%	0.00%
\$60,001 \$90,000	7	15.91%	96.63%	91.18%	96.63%	100.00%	0.00%
\$90,001 \$130,000	11	25.00%	98.46%	0.00%	98.46%	0.00%	0.00%
\$130,001 \$170,000	8	18.18%	98.57%	0.00%	98.17%	98.57%	0.00%
\$170,001 \$220,000	6	13.64%	96.41%	97.78%	95.54%	95.39%	0.00%
\$220,001 and up	3	6.82%	97.49%	0.00%	0.00%	97.90%	95.32%
Median List/Sell Ratio:	97.38%			100.00%	96.83%	97.49%	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

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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 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%
Median List Price	125,000	118,750	-5.00%	125,000	118,750	-5.00%
Median Sale Price	117,750	114,250	-2.97%	117,750	114,250	-2.97%
Median Percent of List Price to Selling Price	96.69%	97.38%	0.71%	96.69%	97.38%	0.71%
Median Days on Market to Sale	43.50	42.00	-3.45%	43.50	42.00	-3.45%
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%

