



January 2017

Area Delimited by Counties Of Creek,
Okmulgee, Osage, Pawnee, Rogers, Tulsa,
Wagoner

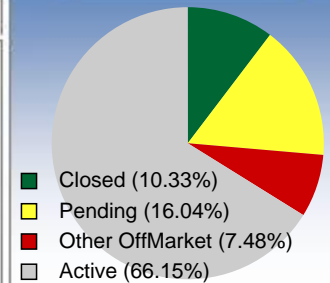


Absorption: Last 12 months, an Average of **1,194** Sales/Month

Active Inventory as of January 31, 2017 = **5,243**

	JANUARY		
	2016	2017	+/- %
Closed Listings	774	819	5.81%
Pending Listings	1,009	1,271	25.97%
New Listings	1,868	2,085	11.62%
Median List Price	140,250	149,000	6.24%
Median Sale Price	139,500	145,000	3.94%
Median Percent of List Price to Selling Price	97.96%	98.00%	0.04%
Median Days on Market to Sale	38.00	33.00	-13.16%
End of Month Inventory	5,039	5,243	4.05%
Months Supply of Inventory	4.43	4.39	-0.83%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 15, 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 **4.05%** to 5,243 existing homes available for sale. Over the last 12 months this area has had an average of 1,194 closed sales per month. This represents an unsold inventory index of **4.39** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.94%** in January 2017 to \$145,000 versus the previous year at \$139,500.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 5.00 days or **13.16%** in January 2017 compared to last year's same month at **38.00** DOM.

Sales Success for January 2017 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 2,085 New Listings in January 2017, up **11.62%** from last year at 1,868. Furthermore, there were 819 Closed Listings this month versus last year at 774, a **5.81%** increase.

Closed versus Listed trends yielded a **39.3%** ratio, down from last year's January 2017 at **41.4%**, a **5.20%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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January 2017

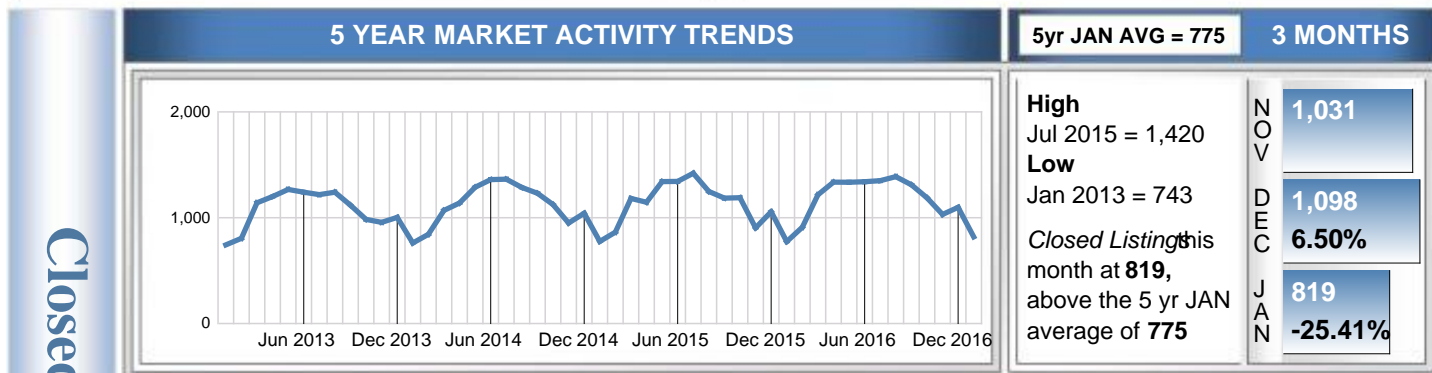
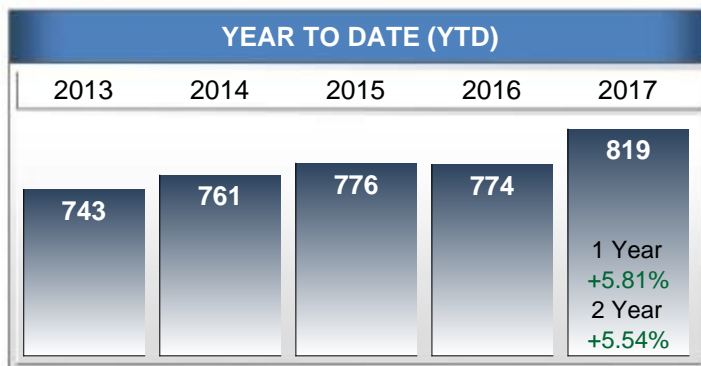
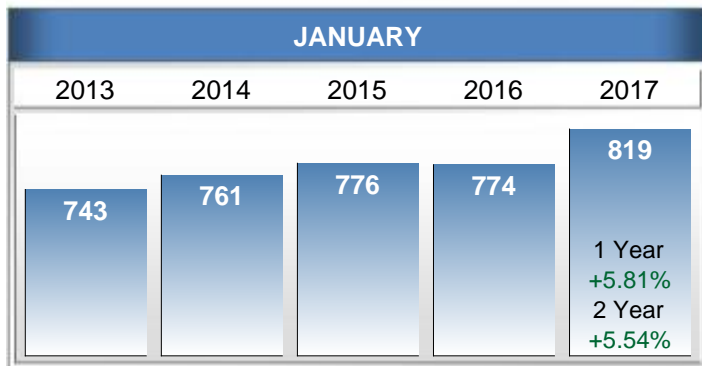
Closed Sales as of Feb 15, 2017



Closed Listings

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	71	8.67%	47.0	44	22	5	0	
\$40,001 - \$70,000	94	11.48%	20.0	31	55	8	0	
\$70,001 - \$110,000	125	15.26%	31.0	25	84	15	1	
\$110,001 - \$160,000	193	23.57%	30.0	16	142	30	5	
\$160,001 - \$220,000	141	17.22%	31.0	10	82	47	2	
\$220,001 - \$330,000	108	13.19%	34.0	8	42	51	7	
\$330,001 and up	87	10.62%	55.0	6	17	46	18	
Total Closed Units: 819				33.0	140	444	202	33
Total Closed Volume: 147,912,542					13.56M	65.41M	53.14M	15.80M
Median Closed Price: \$145,000					\$64,450	\$137,750	\$214,450	\$373,500

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

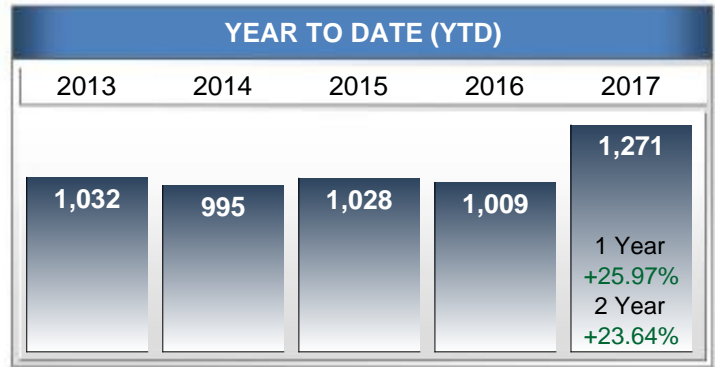
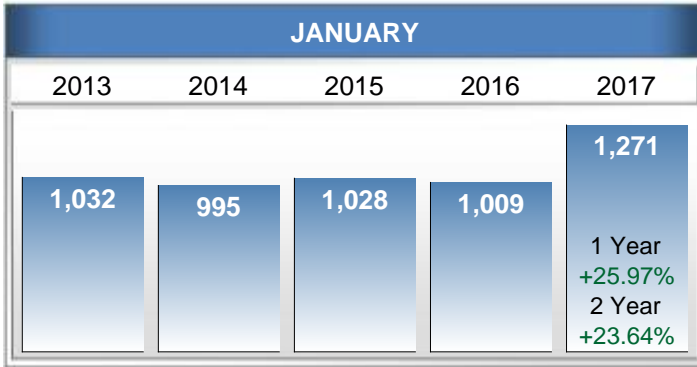
Pending Listings as of Feb 15, 2017



Pending Listings

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Pending Listings

 Ready to Buy or Sell Real Estate?
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5yr JAN AVG = 1,067 **3 MONTHS**

High
Apr 2015 = 1,473
Low
Dec 2013 = 732

Pending Listing this month at **1,271**, above the 5 yr JAN average of **1,067**

N	992
O	
V	
D	805
E	-18.85%
C	
J	1,271
A	57.89%
N	

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	109	8.58%	8.0	50	51	8	0	
\$30,001 - \$70,000	168	13.22%	40.5	71	84	11	2	
\$70,001 - \$110,000	173	13.61%	38.0	40	115	17	1	
\$110,001 - \$170,000	343	26.99%	40.0	33	256	52	2	
\$170,001 - \$220,000	176	13.85%	45.0	8	95	69	4	
\$220,001 - \$320,000	168	13.22%	50.5	11	59	86	12	
\$320,001 and up	134	10.54%	52.0	8	34	73	19	
Total Pending Units: 1,271				40.0	221	694	316	40
Total Pending Volume: 226,189,136					23.45M	101.83M	82.52M	18.39M
Median Listing Price: \$146,780					\$65,000	\$134,900	\$221,700	\$312,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

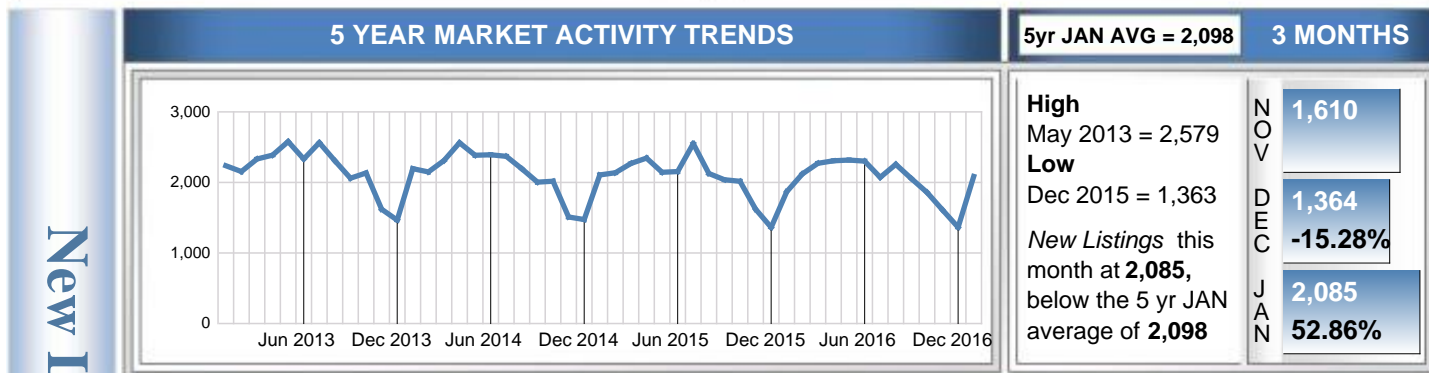
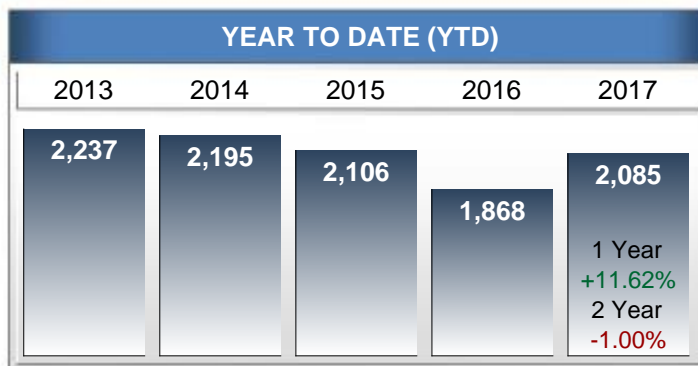
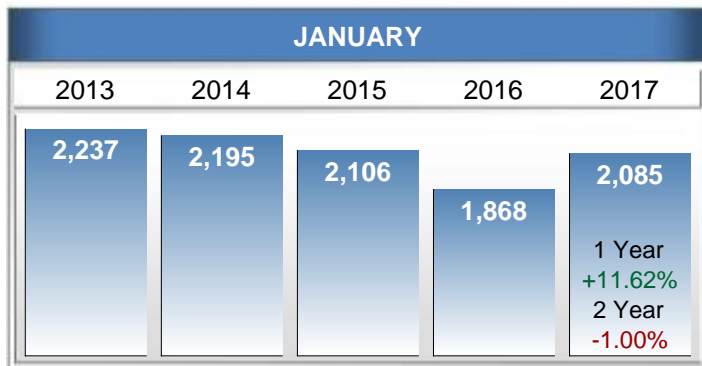
New Listings as of Feb 15, 2017



New Listings

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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	125	6.00%	74	43	8	0
\$25,001 - \$50,000	205	9.83%	158	39	7	1
\$50,001 - \$100,000	341	16.35%	134	179	23	5
\$100,001 - \$175,000	531	25.47%	68	373	82	8
\$175,001 - \$275,000	406	19.47%	31	194	169	12
\$275,001 - \$400,000	254	12.18%	20	53	158	23
\$400,001 and up	223	10.70%	25	28	115	55
Total New Listed Units:	2,085		510	909	562	104
Total New Listed Volume:	449,265,995		68.30M	146.57M	173.94M	60.46M
Median New Listed Listing Price:	\$155,000		\$57,000	\$140,000	\$270,000	\$433,250



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2017

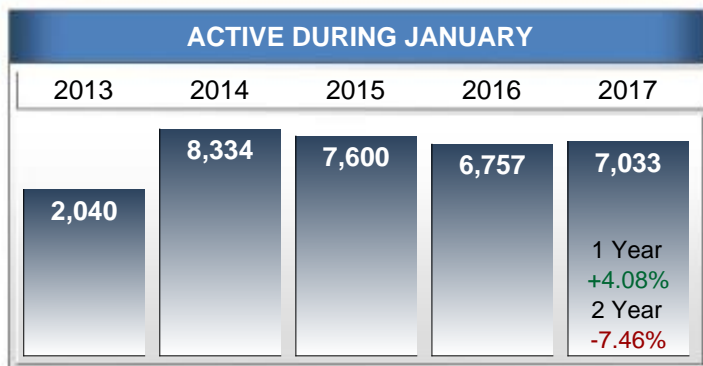
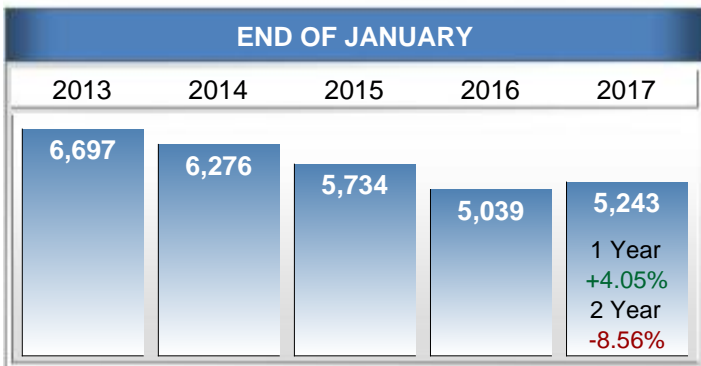
Active Inventory as of Feb 15, 2017



Active Inventory

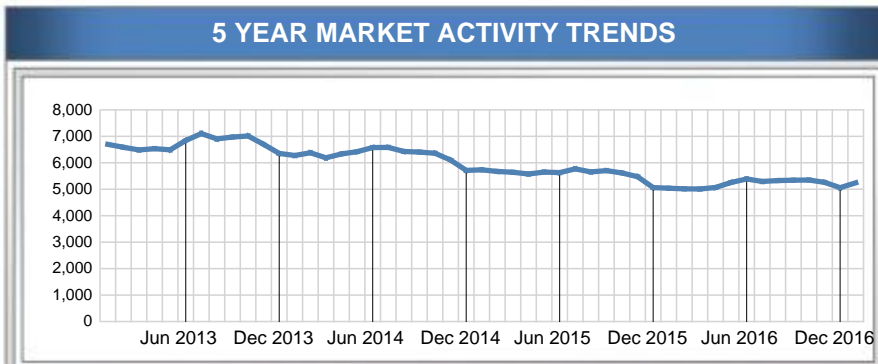
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Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

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5yr JAN AVG = 5,798		3 MONTHS	
High	Jul 2013 = 7,104	NOV	5,262
Low	Mar 2016 = 5,010	DEC	5,059
<i>Inventory</i> this month at 5,243 , below the 5 yr JAN average of 5,798		JAN	5,243
			3.64%
			-3.86%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	293	5.59%	93.0	272	15	6	0
\$25,001 \$50,000	445	8.49%	70.0	342	82	18	3
\$50,001 \$125,000	1,164	22.20%	61.0	493	578	85	8
\$125,001 \$225,000	1,359	25.92%	62.0	219	746	366	28
\$225,001 \$325,000	764	14.57%	74.0	87	260	364	53
\$325,001 \$475,000	622	11.86%	70.5	64	88	379	91
\$475,001 and up	596	11.37%	81.0	122	79	221	174
Total Active Inventory by Units:			70.0	1,599	1,848	1,439	357
Total Active Inventory by Volume:		1,368,646,986		317.25M	342.36M	479.34M	229.70M
Median Active Inventory Listing Price:		\$174,500		\$64,500	\$152,850	\$289,900	\$469,500



Monthly Inventory Analysis

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January 2017

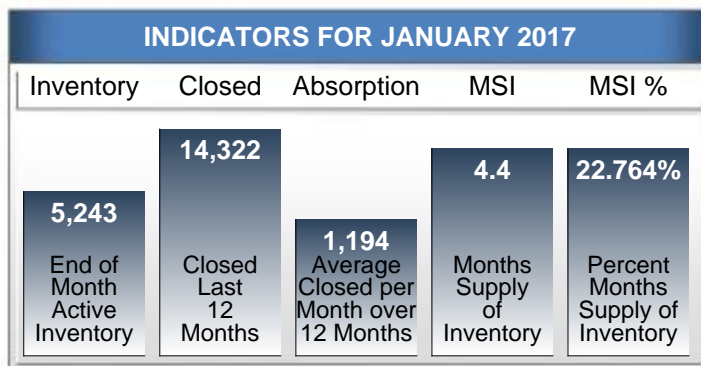
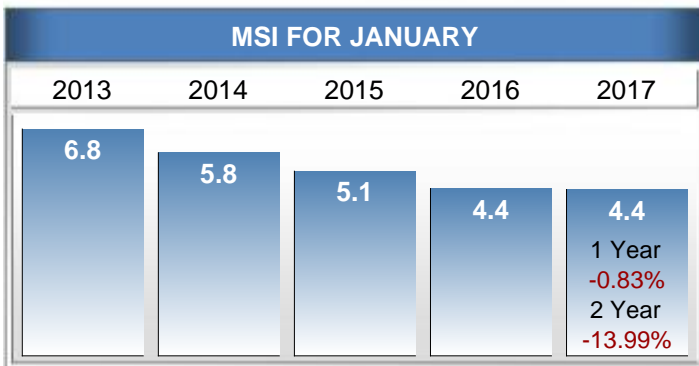
Active Inventory as of Feb 15, 2017



Months Supply of Inventory

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply
Ready to Buy or Sell Real Estate?
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5yr JAN AVG = 5.3 **3 MONTHS**

High
Jul 2013 = 6.8

Low
Dec 2016 = 4.3

Months Supply this month at **4.4**, below the 5 yr JAN average of **5.3**

Month	MSI	% Change
NOV	4.4	
DEC	4.3	-4.14%
JAN	4.4	3.31%

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	293	5.59%	6.8	9.6	1.2	2.5	0.0	
\$25,001 - \$50,000	445	8.49%	5.5	8.7	2.3	3.4	6.0	
\$50,001 - \$125,000	1,164	22.20%	3.5	6.7	2.6	2.7	4.0	
\$125,001 - \$225,000	1,359	25.92%	2.9	8.0	2.4	3.1	3.7	
\$225,001 - \$325,000	764	14.57%	4.8	12.0	4.7	4.4	3.9	
\$325,001 - \$475,000	622	11.86%	8.1	18.7	5.4	8.2	8.6	
\$475,001 and up	596	11.37%	14.8	56.3	14.1	11.1	13.8	
MSI:	4.4			8.8	2.8	4.7	7.6	
Total Active Inventory:	5,243			1,599	1,848	1,439	357	



Monthly Inventory Analysis

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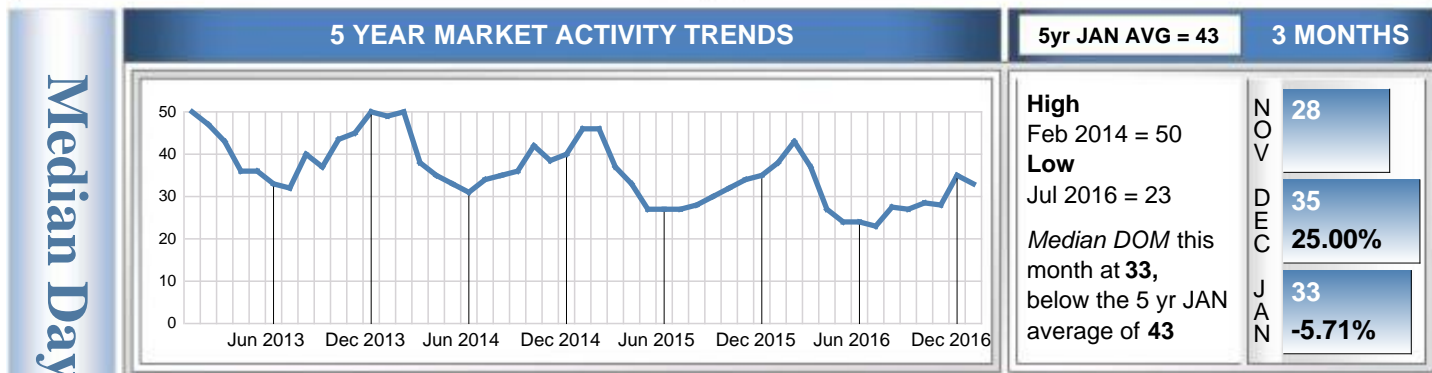
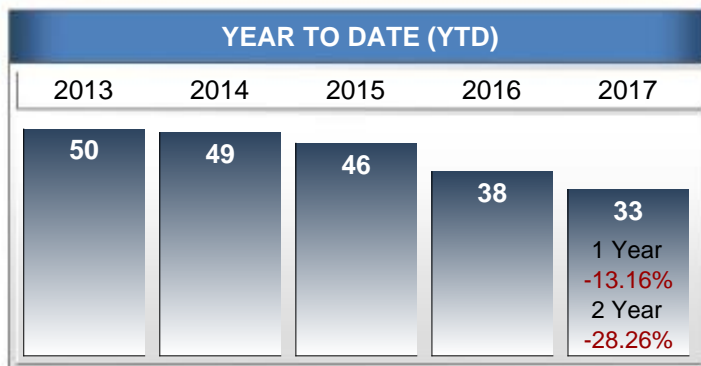
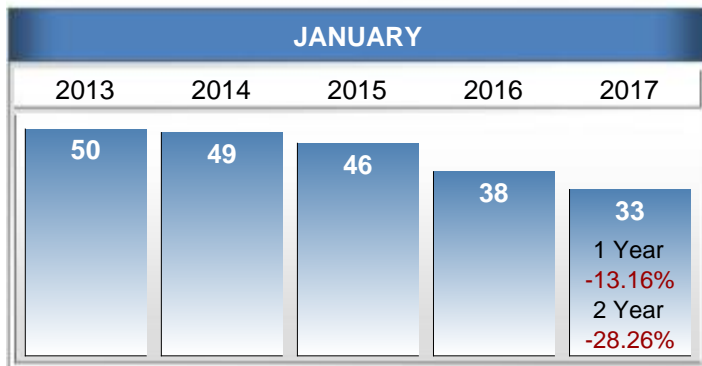
Closed Sales as of Feb 15, 2017



Median Days on Market to Sale

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median Days on Market

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

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	71	8.67%	47.0	72.0	30.5	9.0	0.0		
\$40,001 - \$70,000	94	11.48%	20.0	35.0	15.0	77.0	0.0		
\$70,001 - \$110,000	125	15.26%	31.0	31.0	33.0	13.0	74.0		
\$110,001 - \$160,000	193	23.57%	30.0	24.5	31.0	26.5	99.0		
\$160,001 - \$220,000	141	17.22%	31.0	52.0	29.0	45.0	8.0		
\$220,001 - \$330,000	108	13.19%	34.0	15.5	37.0	35.0	41.0		
\$330,001 and up	87	10.62%	55.0	56.5	22.0	47.5	73.0		
Median Closed DOM:	33.0			43.0	29.0	36.0	72.0		
Total Closed Units:	819			140	444	202	33		
Total Closed Volume:	147,912,542			13.56M	65.41M	53.14M	15.80M		



Monthly Inventory Analysis

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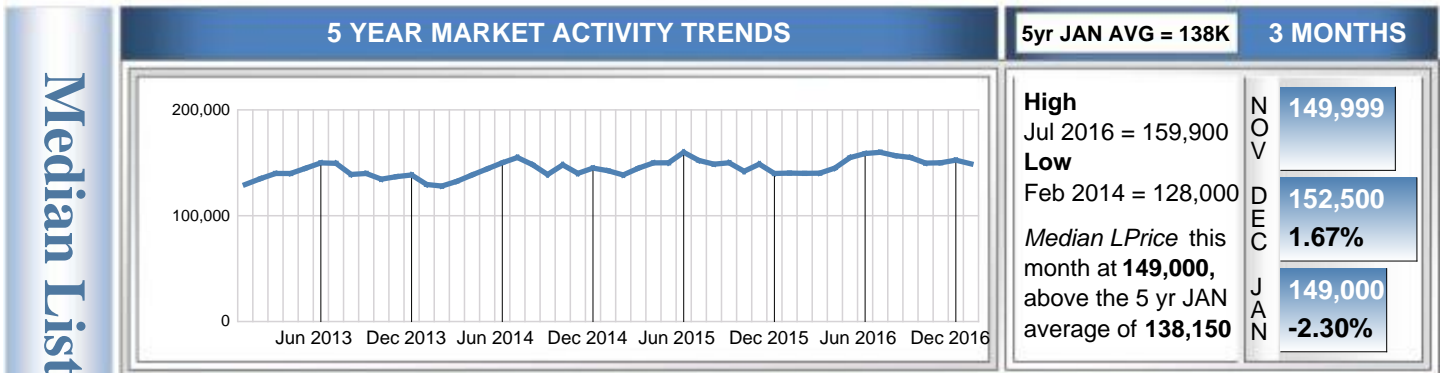
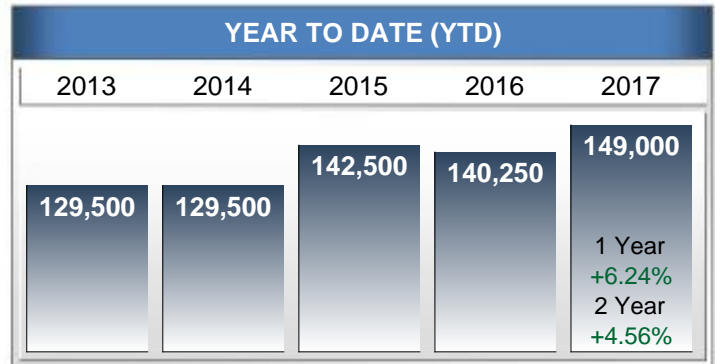
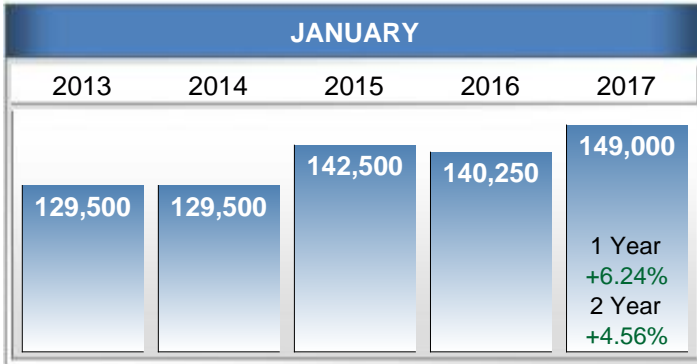
Closed Sales as of Feb 15, 2017



Median List Price at Closing

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median List Price

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

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	66		8.06%	26,750	20,000	30,400	32,900	0
\$40,001 - \$70,000	87		10.62%	59,900	61,900	57,950	63,600	0
\$70,001 - \$110,000	128		15.63%	89,900	93,500	89,900	88,500	0
\$110,001 - \$160,000	186		22.71%	139,900	138,250	139,988	137,500	142,000
\$160,001 - \$220,000	150		18.32%	184,371	179,950	184,842	184,900	170,000
\$220,001 - \$330,000	111		13.55%	265,000	274,900	256,432	265,000	262,000
\$330,001 and up	91		11.11%	420,000	389,000	395,000	409,562	544,900
Median List Price:	\$149,000				\$69,950	\$139,900	\$216,565	\$394,000
Total Closed Units:	819				140	444	202	33
Total List Volume:	153,838,228				14.34M	67.30M	54.78M	17.43M



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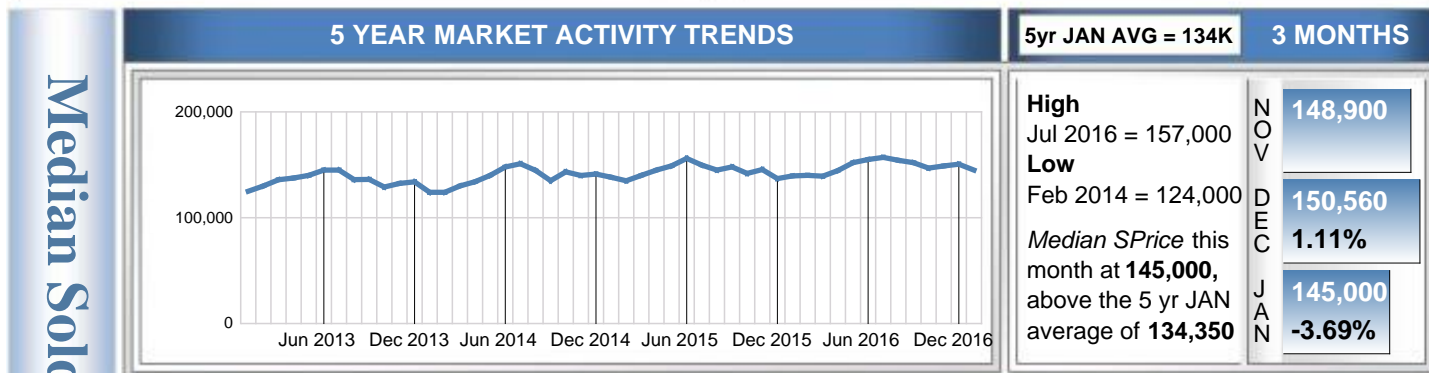
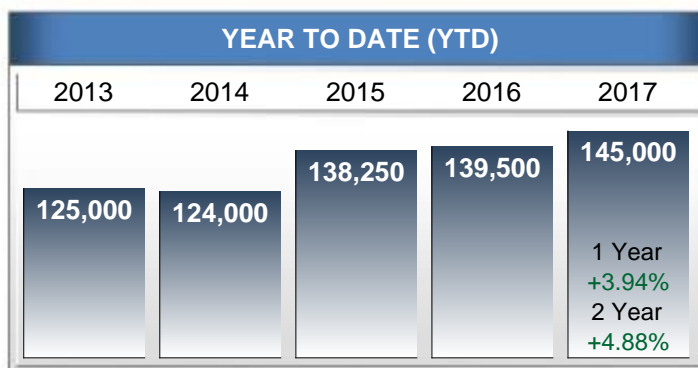
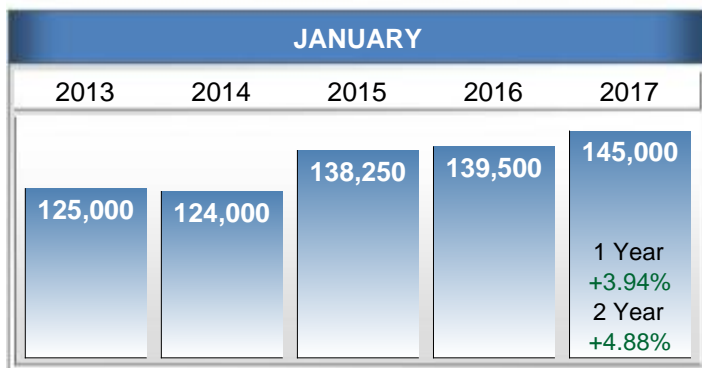
Closed Sales as of Feb 15, 2017



Median Sold Price at Closing

Report Produced on: Feb 15, 2017

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Median Sold Price

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

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	71		8.67%	25,000	24,000	30,400	32,000	0
\$40,001 - \$70,000	94		11.48%	59,958	58,500	59,000	65,900	0
\$70,001 - \$110,000	125		15.26%	89,000	94,500	88,000	88,000	108,000
\$110,001 - \$160,000	193		23.57%	140,000	134,050	140,000	141,000	140,000
\$160,001 - \$220,000	141		17.22%	184,842	181,250	185,609	180,275	186,232
\$220,001 - \$330,000	108		13.19%	260,000	276,500	262,500	258,000	254,500
\$330,001 and up	87		10.62%	415,000	365,000	390,000	396,950	499,950
Median Closed Price:	\$145,000				\$64,450	\$137,750	\$214,450	\$373,500
Total Closed Units:	819				140	444	202	33
Total Closed Volume:	147,912,542				13.56M	65.41M	53.14M	15.80M



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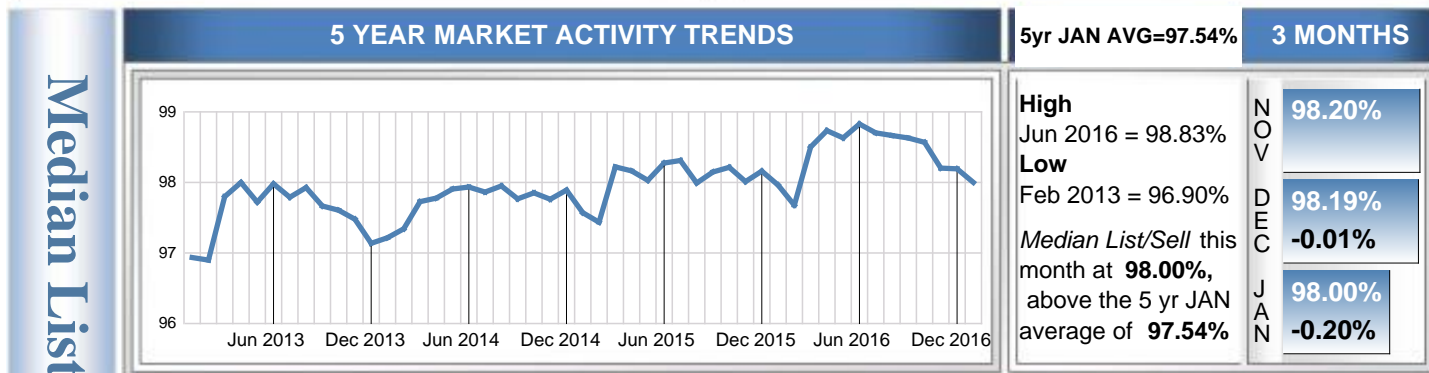
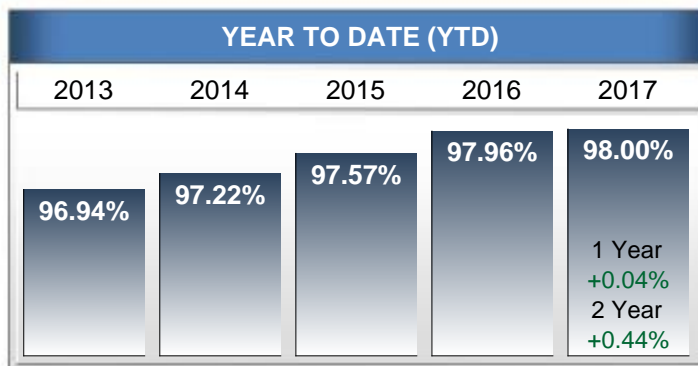
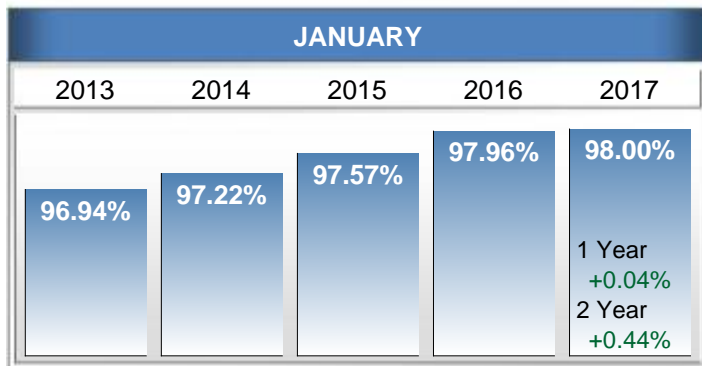
Closed Sales as of Feb 15, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

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

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	71	8.67%	87.72%	85.98%	90.00%	98.18%	0.00%
\$40,001 - \$70,000	94	11.48%	95.69%	95.89%	95.09%	97.57%	0.00%
\$70,001 - \$110,000	125	15.26%	98.75%	99.53%	99.17%	95.65%	90.00%
\$110,001 - \$160,000	193	23.57%	98.92%	96.56%	99.31%	98.72%	94.98%
\$160,001 - \$220,000	141	17.22%	98.30%	97.20%	98.36%	98.30%	104.73%
\$220,001 - \$330,000	108	13.19%	98.76%	95.14%	99.45%	98.77%	97.31%
\$330,001 and up	87	10.62%	96.55%	92.98%	97.50%	97.10%	94.96%
Median List/Sell Ratio:	98.00%			95.65%	98.58%	98.48%	95.69%
Total Closed Units:	819			140	444	202	33
Total Closed Volume:	147,912,542			13.56M	65.41M	53.14M	15.80M



Monthly Inventory Analysis

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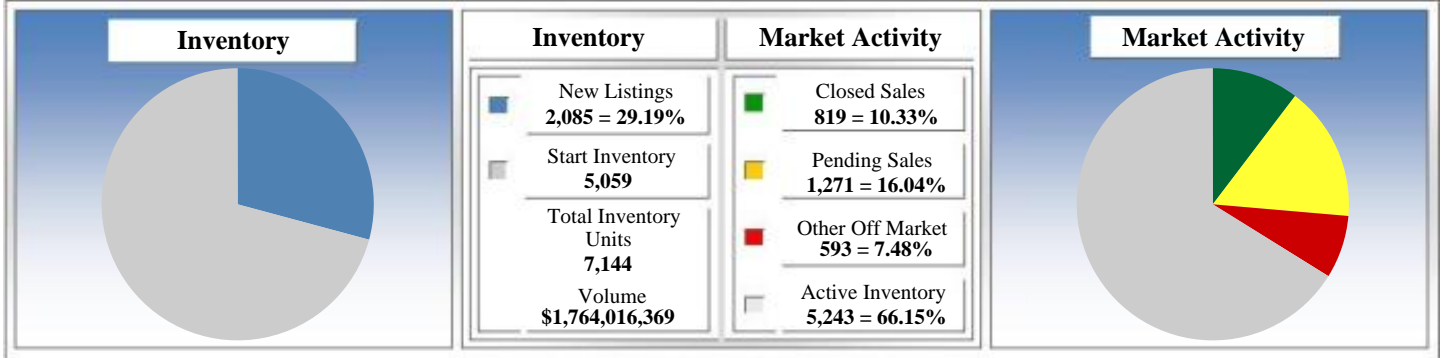
Inventory as of Feb 15, 2017



Market Summary

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Absorption: Last 12 months, an Average of **1,194** Sales/Month

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	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	774	819	5.81%	774	819	5.81%
Pending Sales	1,009	1,271	25.97%	1,009	1,271	25.97%
New Listings	1,868	2,085	11.62%	1,868	2,085	11.62%
Median List Price	140,250	149,000	6.24%	140,250	149,000	6.24%
Median Sale Price	139,500	145,000	3.94%	139,500	145,000	3.94%
Median Percent of List Price to Selling Price	97.96%	98.00%	0.04%	97.96%	98.00%	0.04%
Median Days on Market to Sale	38.00	33.00	-13.16%	38.00	33.00	-13.16%
Monthly Inventory	5,039	5,243	4.05%	5,039	5,243	4.05%
Months Supply of Inventory	4.43	4.39	-0.83%	4.43	4.39	-0.83%

