



February 2017

Area Delimited by County Of Washington

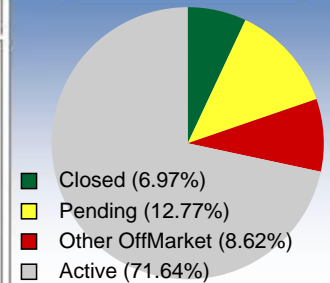


Absorption: Last 12 months, an Average of **69** Sales/Month

Active Inventory as of February 28, 2017 = **432**

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	45	42	-6.67%
Pending Listings	77	77	0.00%
New Listings	137	117	-14.60%
Median List Price	117,000	112,950	-3.46%
Median Sale Price	113,000	115,000	1.77%
Median Percent of List Price to Selling Price	96.80%	98.18%	1.43%
Median Days on Market to Sale	51.00	53.50	4.90%
End of Month Inventory	399	432	8.27%
Months Supply of Inventory	6.05	6.28	3.94%

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) Increases

The total housing inventory at the end of February 2017 rose **8.27%** to 432 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 **6.28** 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 **1.77%** in February 2017 to \$115,000 versus the previous year at \$113,000.

Median Days on Market Lengthens

The median number of **53.50** days that homes spent on the market before selling increased by 2.50 days or **4.90%** in February 2017 compared to last year's same month at **51.00** DOM.

Sales Success for February 2017 is Positive

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

There were 117 New Listings in February 2017, down **14.60%** from last year at 137. Furthermore, there were 42 Closed Listings this month versus last year at 45, a **-6.67%** decrease.

Closed versus Listed trends yielded a **35.9%** ratio, up from last year's February 2017 at **32.8%**, a **9.29%** upswing. 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

Data from the Greater Tulsa Association of REALTORS®

February 2017

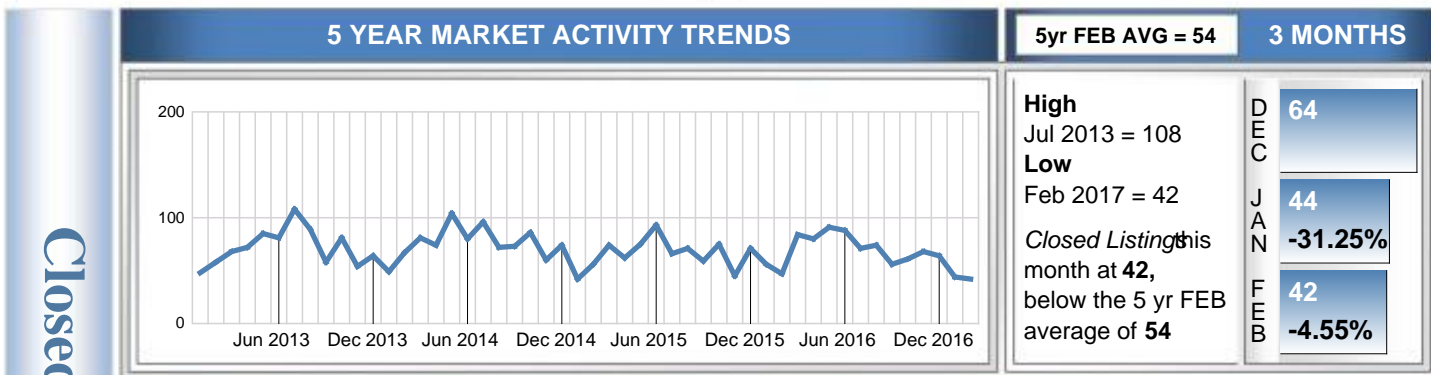
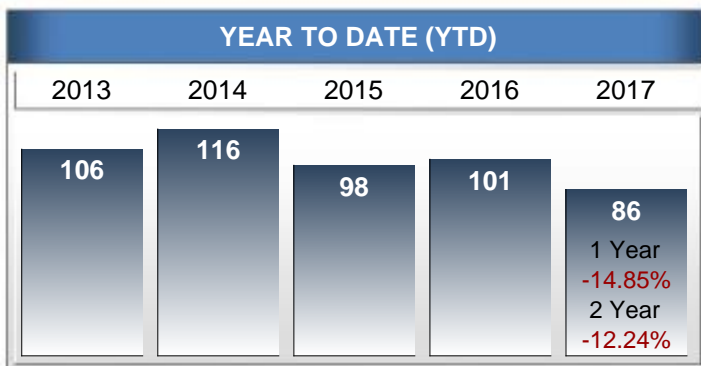
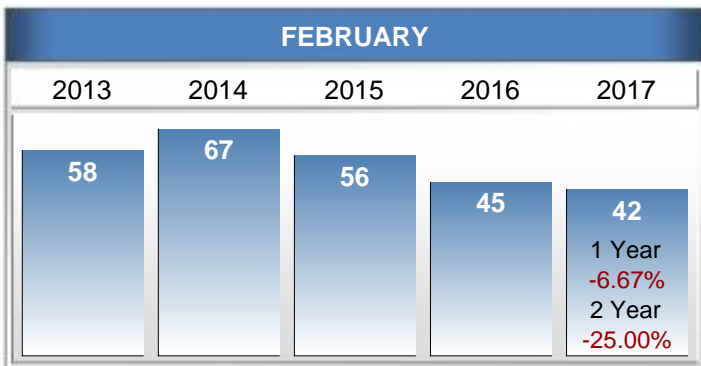
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	4	9.52%	108.0	0	4	0	0
\$30,001 - \$60,000	6	14.29%	17.5	2	4	0	0
\$60,001 - \$80,000	5	11.90%	86.0	3	2	0	0
\$80,001 - \$120,000	11	26.19%	10.0	0	9	2	0
\$120,001 - \$160,000	6	14.29%	55.5	1	2	3	0
\$160,001 - \$270,000	5	11.90%	49.0	0	2	3	0
\$270,001 and up	5	11.90%	65.0	0	0	2	3
Total Closed Units:	42		53.5	6	23	10	3
Total Closed Volume:	5,410,495			473.00K	1.99M	1.81M	1.14M
Median Closed Price:	\$115,000			\$73,750	\$90,456	\$160,750	\$357,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

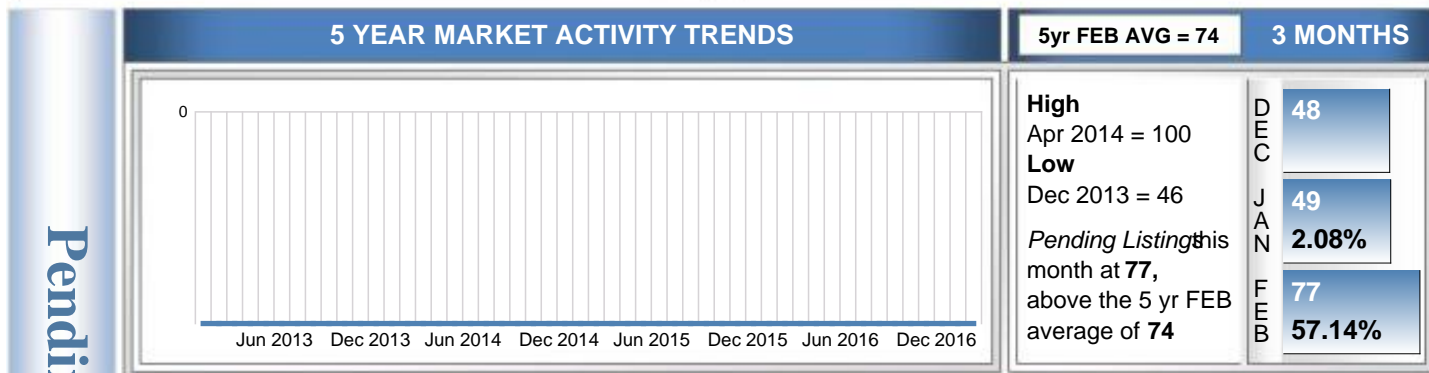
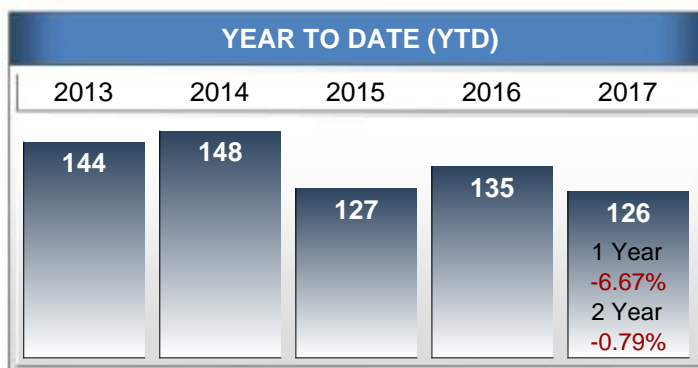
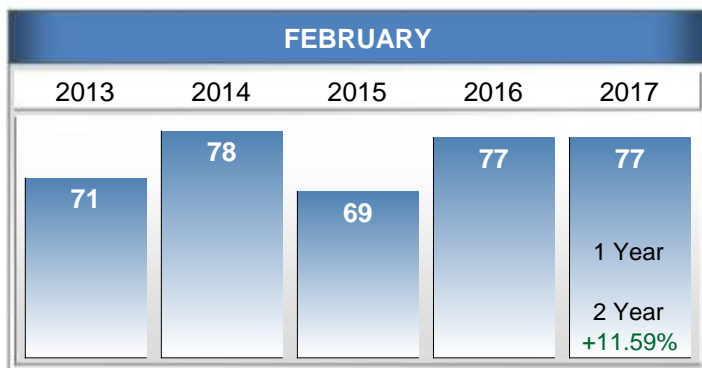
Pending Listings as of Mar 13, 2017



Pending Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Washington



Pending Listings
 Ready to Buy or Sell Real Estate?
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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	5	6.49%	43.0	3	2	0	0		
\$50,001 - \$70,000	11	14.29%	49.0	3	7	1	0		
\$70,001 - \$90,000	10	12.99%	33.5	3	7	0	0		
\$90,001 - \$140,000	22	28.57%	61.5	0	16	5	1		
\$140,001 - \$200,000	10	12.99%	26.0	0	5	5	0		
\$200,001 - \$300,000	11	14.29%	80.0	1	2	7	1		
\$300,001 and up	8	10.39%	113.0	0	1	3	4		
Total Pending Units:				77	50.0	10	40	21	6
Total Pending Volume:				12,045,970		811.00K	4.54M	4.28M	2.42M
Median Listing Price:				\$119,000		\$64,750	\$98,950	\$199,500	\$340,540



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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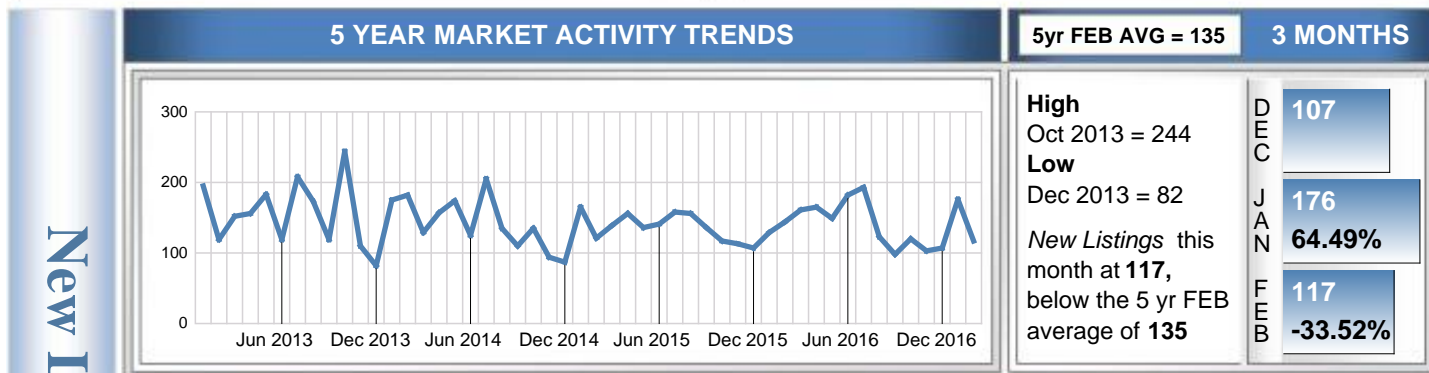
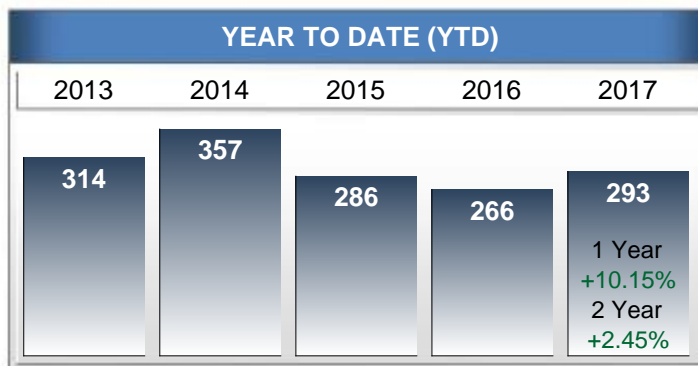
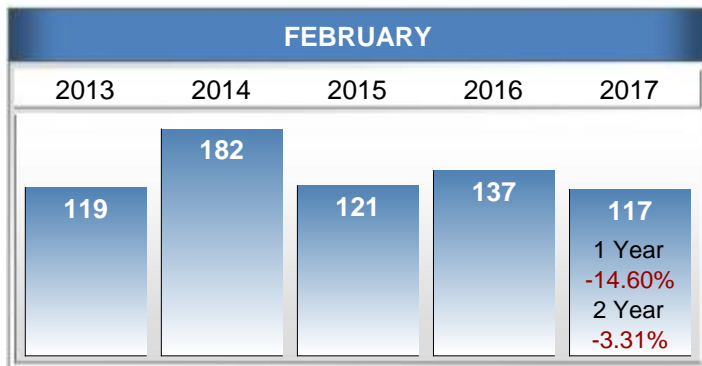
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 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	8	6.84%	8	0	0	0
\$30,001 - \$60,000	16	13.68%	9	7	0	0
\$60,001 - \$80,000	19	16.24%	15	4	0	0
\$80,001 - \$130,000	29	24.79%	2	23	4	0
\$130,001 - \$180,000	19	16.24%	2	8	7	2
\$180,001 - \$320,000	14	11.97%	0	3	8	3
\$320,001 and up	12	10.26%	4	2	4	2
Total New Listed Units:			40	47	23	7
Total New Listed Volume:			4.42M	5.75M	5.13M	1.92M
Median New Listed Listing Price:			\$62,000	\$112,000	\$182,000	\$305,580



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

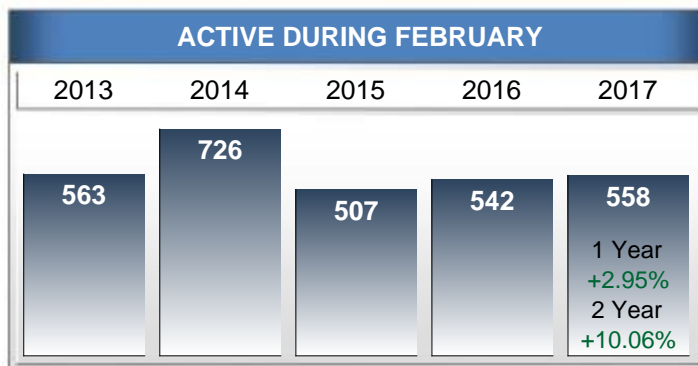
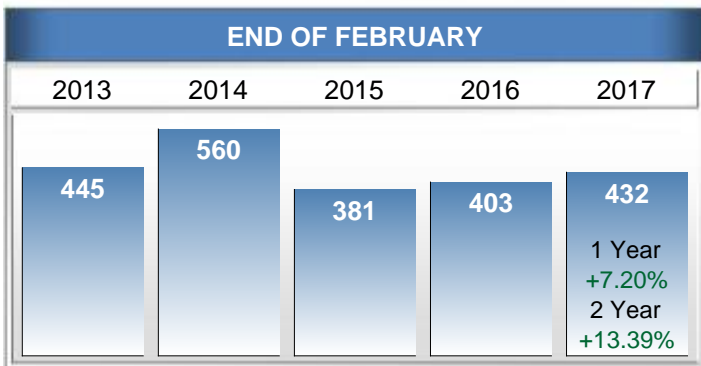
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Washington



Active Inventory

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5yr FEB AVG = 444 **3 MONTHS**

High
Nov 2013 = 592

Low
Feb 2015 = 381

Inventory this month at **432**, below the 5 yr FEB average of **444**

D E C	420
J A N	442
F E B	432
5.24%	
-2.26%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	35	8.10%	84.0	33	2	0	0		
\$20,001 \$50,000	67	15.51%	46.0	45	19	2	1		
\$50,001 \$60,000	29	6.71%	44.0	23	6	0	0		
\$60,001 \$120,000	129	29.86%	39.0	66	52	11	0		
\$120,001 \$180,000	70	16.20%	57.0	15	31	20	4		
\$180,001 \$290,000	56	12.96%	86.5	5	16	30	5		
\$290,001 and up	46	10.65%	73.5	12	9	20	5		
Total Active Inventory by Units:				432	50.0	199	135	83	15
Total Active Inventory by Volume:				66,300,009		25.75M	17.49M	19.40M	3.66M
Median Active Inventory Listing Price:				\$88,000		\$59,000	\$110,000	\$199,900	\$225,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

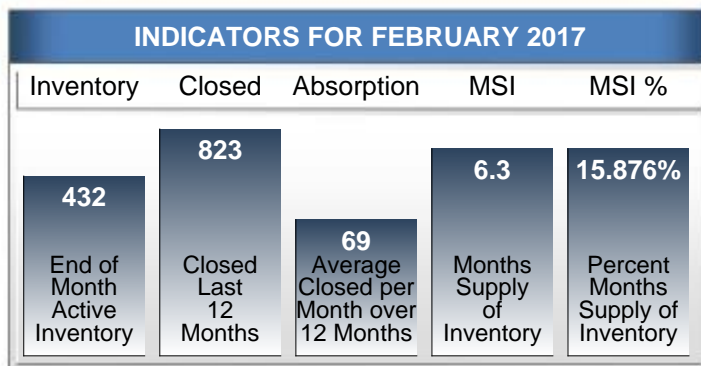
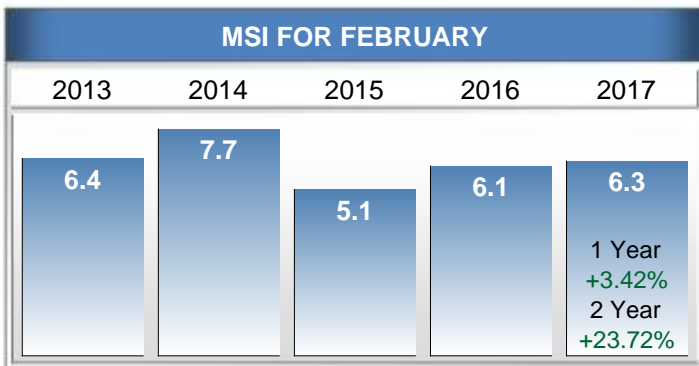
Active Inventory as of Mar 13, 2017



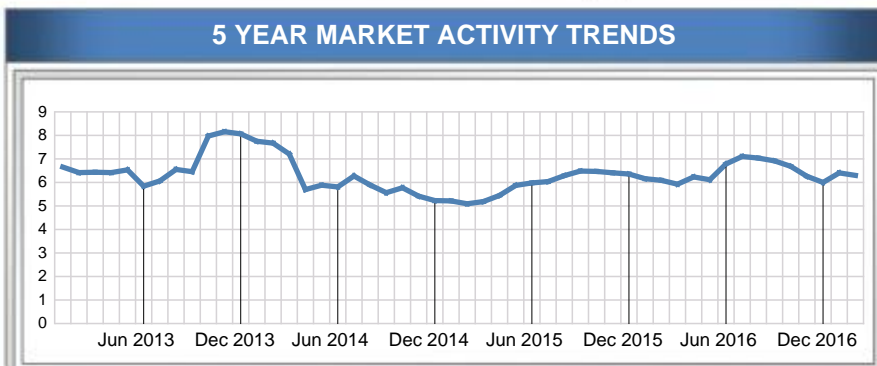
Months Supply of Inventory

Report Produced on: Mar 13, 2017

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Months Supply
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5yr FEB AVG = 6.3 **3 MONTHS**

High
Nov 2013 = 8.2

Low
Feb 2015 = 5.1

Months Supply this month at **6.3**, equal to 5 yr FEB average of **6.3**

D E C	6.0
J A N	6.4
F E B	6.3
	-1.67%

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	35	8.10%	14.5	28.3	1.7	0.0	0.0
\$20,001 \$50,000	67	15.51%	9.1	15.4	4.7	6.0	0.0
\$50,001 \$60,000	29	6.71%	8.1	15.3	2.9	0.0	0.0
\$60,001 \$120,000	129	29.86%	5.6	24.0	2.9	4.6	0.0
\$120,001 \$180,000	70	16.20%	4.5	30.0	3.4	3.5	9.6
\$180,001 \$290,000	56	12.96%	4.6	15.0	4.8	3.8	8.6
\$290,001 and up	46	10.65%	10.4	144.0	18.0	7.1	5.0
MSI:			6.3	21.5	3.5	4.3	7.5
Total Active Inventory:			432	199	135	83	15



Monthly Inventory Analysis

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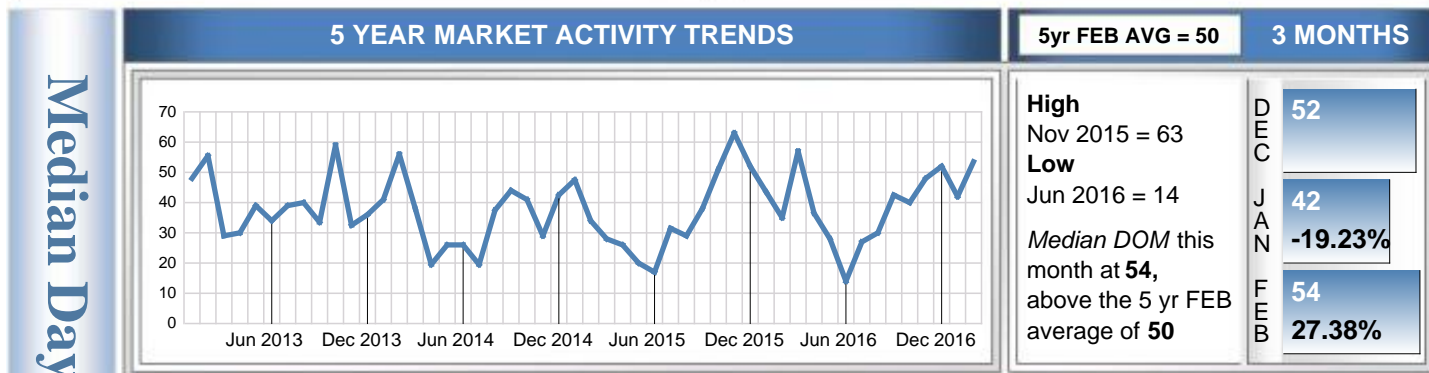
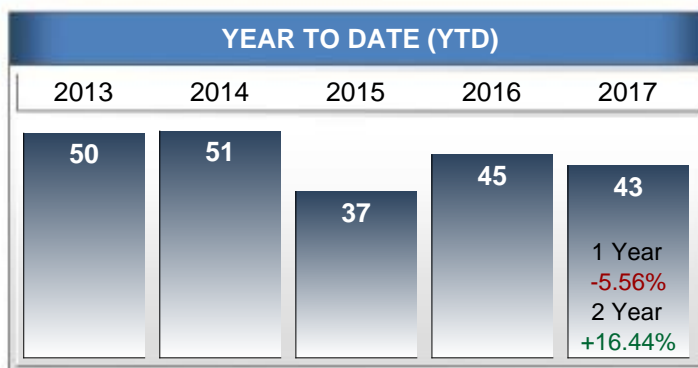
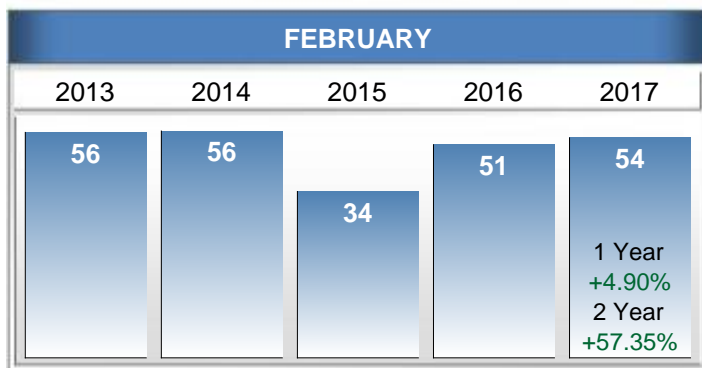
Closed Sales as of Mar 13, 2017



Median Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	4	9.52%	108.0	0.0	108.0	0.0	0.0
\$30,001 \$60,000	6	14.29%	17.5	63.0	8.0	0.0	0.0
\$60,001 \$80,000	5	11.90%	86.0	86.0	99.0	0.0	0.0
\$80,001 \$120,000	11	26.19%	10.0	0.0	5.0	37.5	0.0
\$120,001 \$160,000	6	14.29%	55.5	34.0	44.0	119.0	0.0
\$160,001 \$270,000	5	11.90%	49.0	0.0	91.0	49.0	0.0
\$270,001 and up	5	11.90%	65.0	0.0	0.0	38.5	65.0
Median Closed DOM:	53.5			74.5	22.0	56.5	65.0
Total Closed Units:	42			6	23	10	3
Total Closed Volume:	5,410,495			473.00K	1.99M	1.81M	1.14M



Monthly Inventory Analysis

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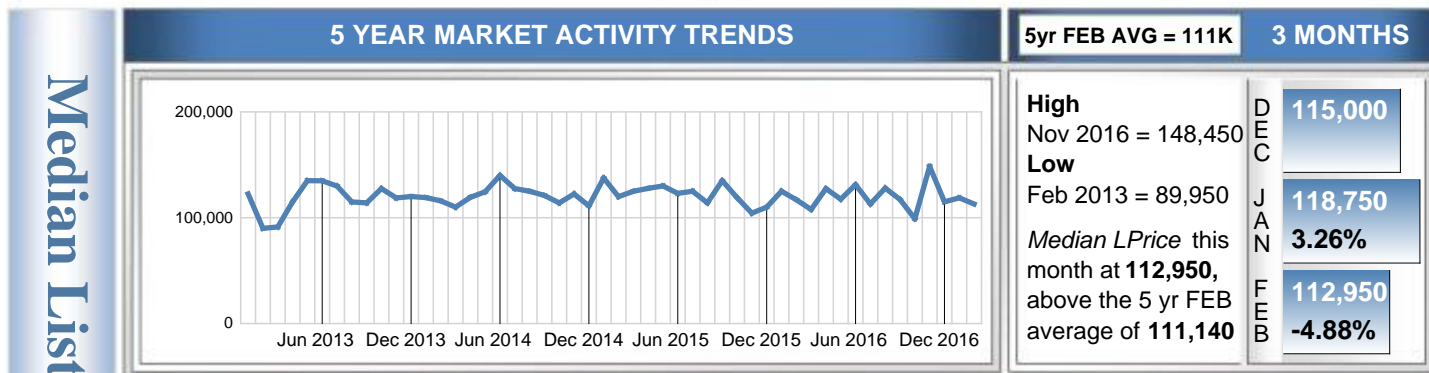
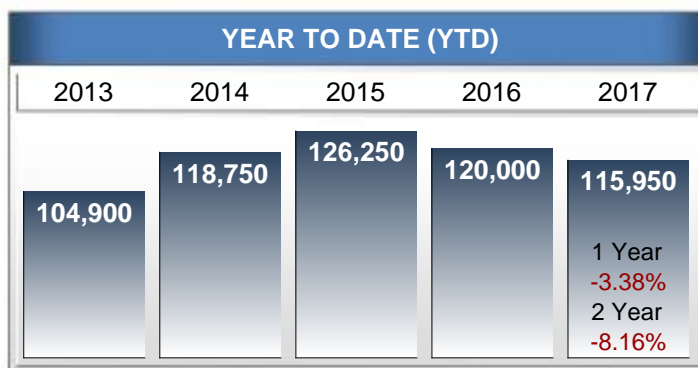
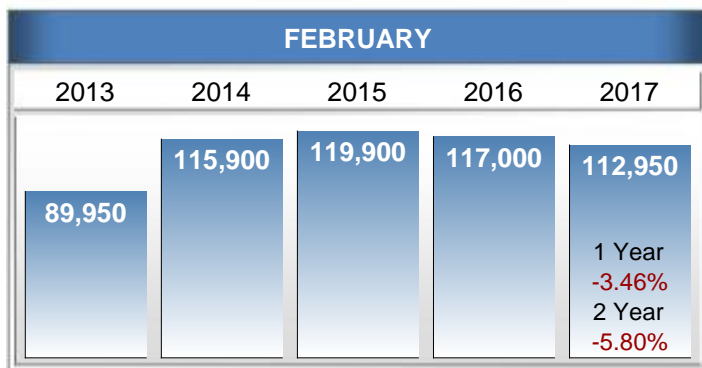
Closed Sales as of Mar 13, 2017



Median List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Washington



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+
\$30,000 and less	5		11.90%	21,856	0	21,856	0	0
\$30,001 \$60,000	4		9.52%	49,500	46,000	49,500	0	0
\$60,001 \$80,000	6		14.29%	76,250	75,000	77,500	0	0
\$80,001 \$120,000	10		23.81%	110,000	0	109,500	117,900	0
\$120,001 \$160,000	7		16.67%	152,900	160,000	152,900	139,900	0
\$160,001 \$270,000	5		11.90%	182,500	0	181,200	200,000	0
\$270,001 and up	5		11.90%	315,000	0	0	297,500	375,500
Median List Price:		\$112,950			\$74,950	\$95,000	\$163,750	\$375,500
Total Closed Units:		42			6	23	10	3
Total List Volume:		5,550,766			481.80K	2.07M	1.85M	1.15M



Monthly Inventory Analysis

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February 2017

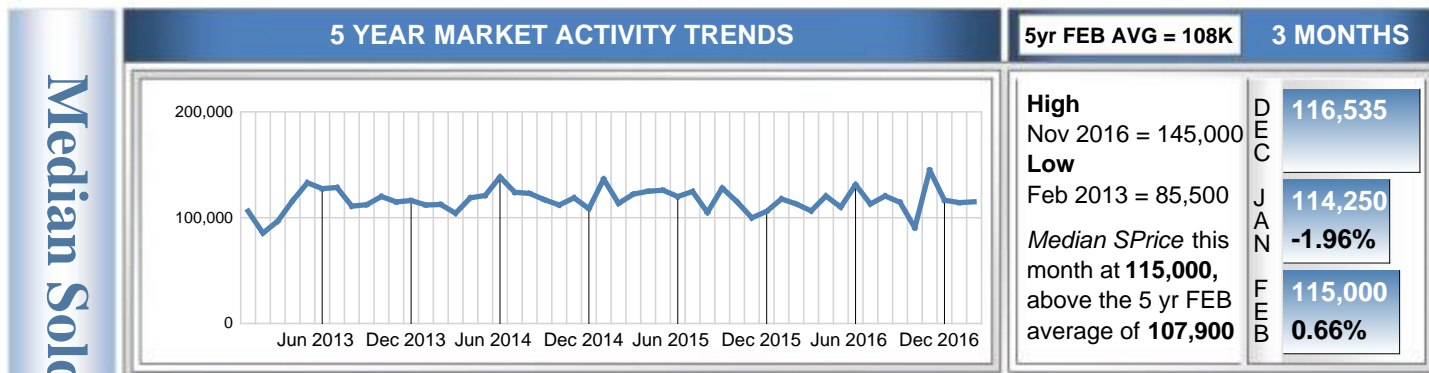
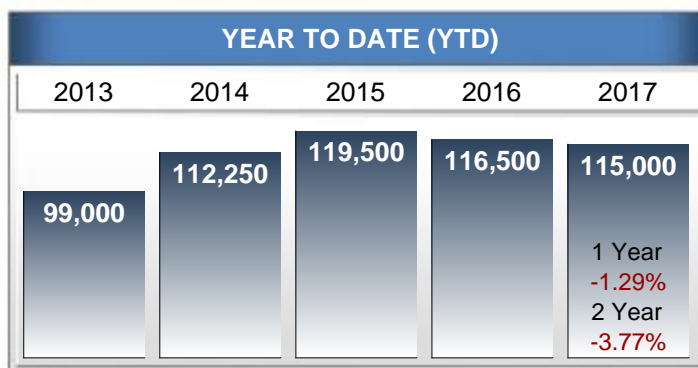
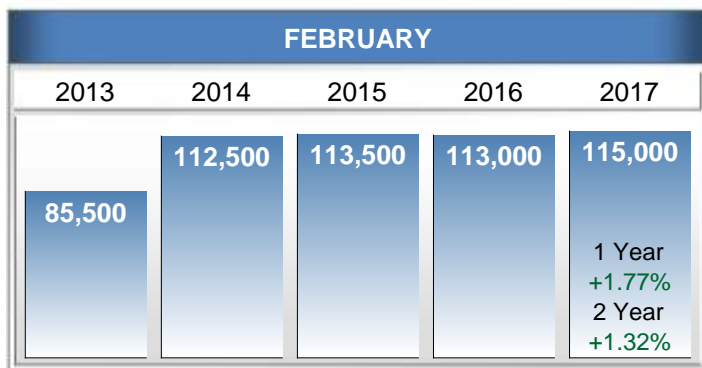
Closed Sales as of Mar 13, 2017



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+
\$30,000 and less	4		9.52%	13,500	0	13,500	0	0
\$30,001 - \$60,000	6		14.29%	45,750	44,000	45,750	0	0
\$60,001 - \$80,000	5		11.90%	77,500	77,500	72,450	0	0
\$80,001 - \$120,000	11		26.19%	115,000	0	108,000	115,000	0
\$120,001 - \$160,000	6		14.29%	150,500	158,000	150,500	145,000	0
\$160,001 - \$270,000	5		11.90%	183,000	0	180,000	183,500	0
\$270,001 and up	5		11.90%	305,000	0	0	290,000	357,000
Median Closed Price:	\$115,000				\$73,750	\$90,456	\$160,750	\$357,000
Total Closed Units:	42				6	23	10	3
Total Closed Volume:	5,410,495				473.00K	1.99M	1.81M	1.14M



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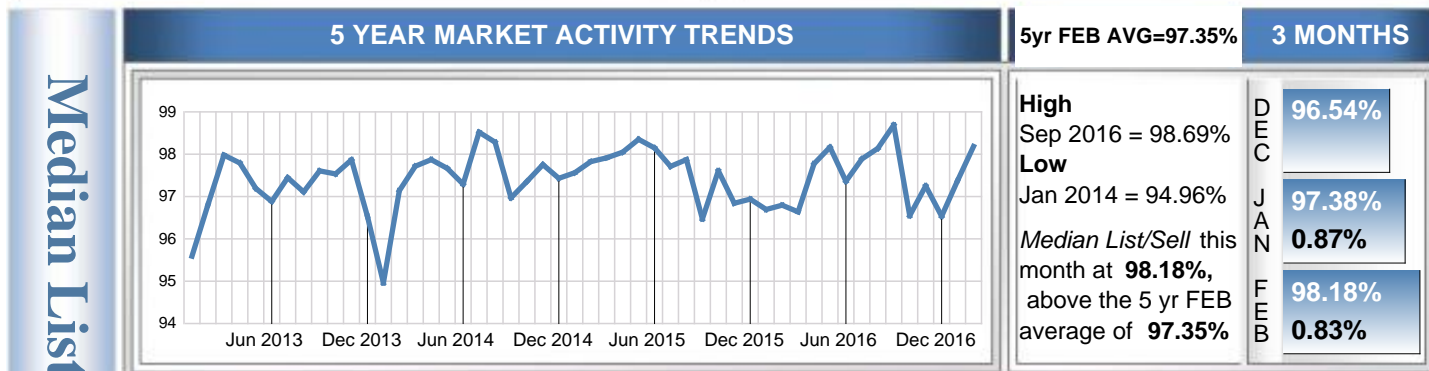
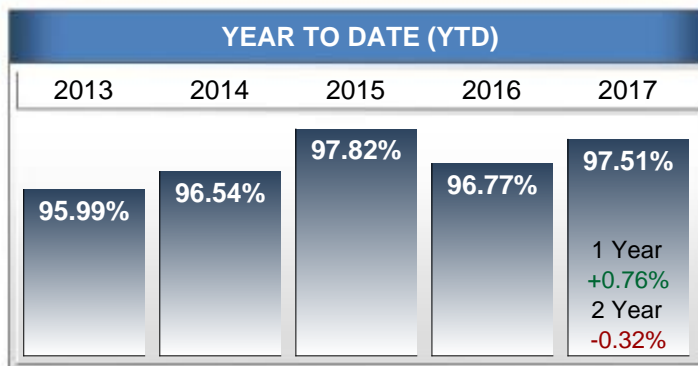
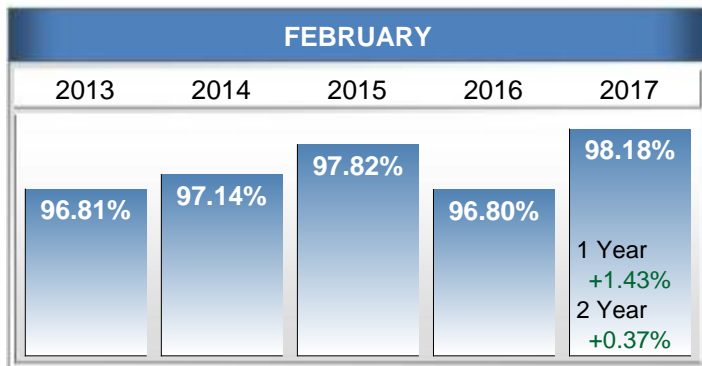
Closed Sales as of Mar 13, 2017



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+
\$30,000 and less	4	9.52%	73.15%	0.00%	73.15%	0.00%	0.00%
\$30,001 \$60,000	6	14.29%	95.48%	95.48%	92.35%	0.00%	0.00%
\$60,001 \$80,000	5	11.90%	100.00%	97.00%	100.00%	0.00%	0.00%
\$80,001 \$120,000	11	26.19%	98.42%	0.00%	98.42%	97.57%	0.00%
\$120,001 \$160,000	6	14.29%	99.08%	98.75%	96.56%	100.00%	0.00%
\$160,001 \$270,000	5	11.90%	97.53%	0.00%	99.33%	96.44%	0.00%
\$270,001 and up	5	11.90%	98.21%	0.00%	0.00%	97.52%	98.37%
Median List/Sell Ratio:	98.18%			96.68%	98.42%	97.84%	98.37%
Total Closed Units:	42			6	23	10	3
Total Closed Volume:	5,410,495			473.00K	1.99M	1.81M	1.14M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

Inventory as of Mar 13, 2017



Market Summary

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Area Delimited by County Of Washington



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

Active Inventory as of February 28, 2017 = 432

	FEBRUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	45	42	-6.67%	101	86	-14.85%
Pending Sales	77	77	0.00%	135	126	-6.67%
New Listings	137	117	-14.60%	266	293	10.15%
Median List Price	117,000	112,950	-3.46%	120,000	115,950	-3.38%
Median Sale Price	113,000	115,000	1.77%	116,500	115,000	-1.29%
Median Percent of List Price to Selling Price	96.80%	98.18%	1.43%	96.77%	97.51%	0.76%
Median Days on Market to Sale	51.00	53.50	4.90%	45.00	42.50	-5.56%
Monthly Inventory	399	432	8.27%	399	432	8.27%
Months Supply of Inventory	6.05	6.28	3.94%	6.05	6.28	3.94%

