

March 2018

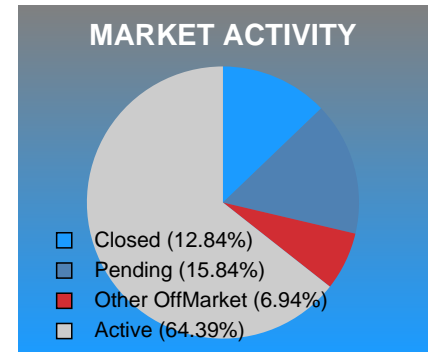
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	144	124	-13.89%
Pending Listings	160	153	-4.38%
New Listings	237	234	-1.27%
Average List Price	184,284	209,316	13.58%
Average Sale Price	181,010	192,910	6.57%
Average Percent of List Price to Selling Price	97.57%	96.17%	-1.44%
Average Days on Market to Sale	51.87	51.06	-1.56%
End of Month Inventory	548	622	13.50%
Months Supply of Inventory	4.38	5.03	14.88%



Absorption: Last 12 months, an Average of **124** Sales/Month
Active Inventory as of March 31, 2018 = **622**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **13.50%** to 622 existing homes available for sale. Over the last 12 months this area has had an average of 124 closed sales per month. This represents an unsold inventory index of **5.03** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **6.57%** in March 2018 to \$192,910 versus the previous year at \$181,010.

Average Days on Market Shortens

The average number of **51.06** days that homes spent on the market before selling decreased by 0.81 days or **1.56%** in March 2018 compared to last year's same month at **51.87** DOM.

Sales Success for March 2018 is Positive

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

There were 234 New Listings in March 2018, down **1.27%** from last year at 237. Furthermore, there were 124 Closed Listings this month versus last year at 144, a **-13.89%** decrease.

Closed versus Listed trends yielded a **53.0%** ratio, down from previous year's, March 2017, at **60.8%**, a **12.78%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the 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.

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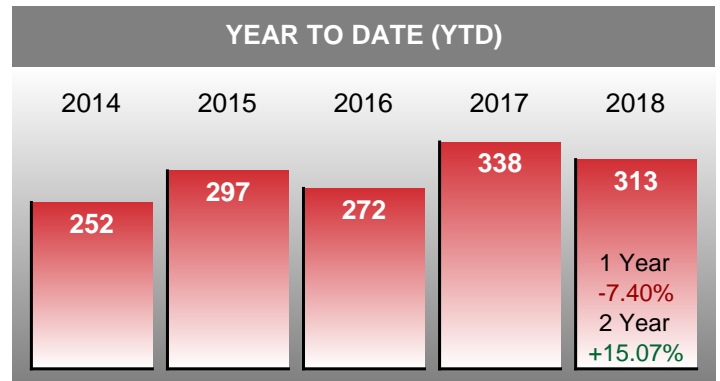
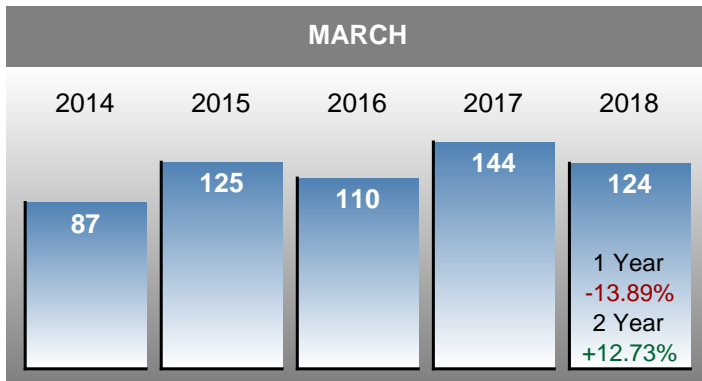
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CLOSED LISTINGS

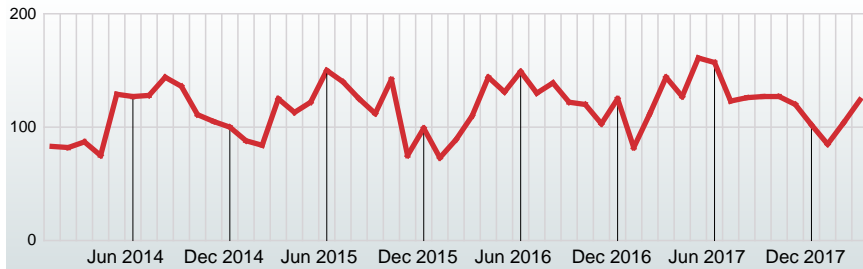
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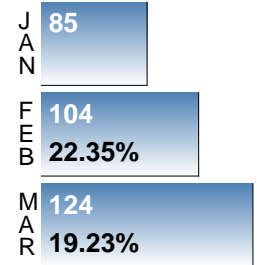
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 118

3 MONTHS



High
May 2017 = 161
Low
Jan 2016 = 73
Closed Listings
this month at **124**,
above the 5 yr MAR
average of **118**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.06%	59.2	5	4	1	0
\$50,001 - \$100,000	18	14.52%	35.2	4	13	1	0
\$100,001 - \$125,000	11	8.87%	51.4	3	6	2	0
\$125,001 - \$175,000	31	25.00%	43.7	1	22	8	0
\$175,001 - \$225,000	20	16.13%	53.9	2	12	6	0
\$225,001 - \$300,000	21	16.94%	64.5	1	8	9	3
\$300,001 and up	13	10.48%	57.8	1	1	8	3
Total Closed Units	124			17	66	35	6
Total Closed Volume	23,920,788	100%	51.1	2.01M	11.30M	8.32M	2.30M
Average Closed Price	\$192,910			\$118,360	\$171,174	\$237,581	\$382,637

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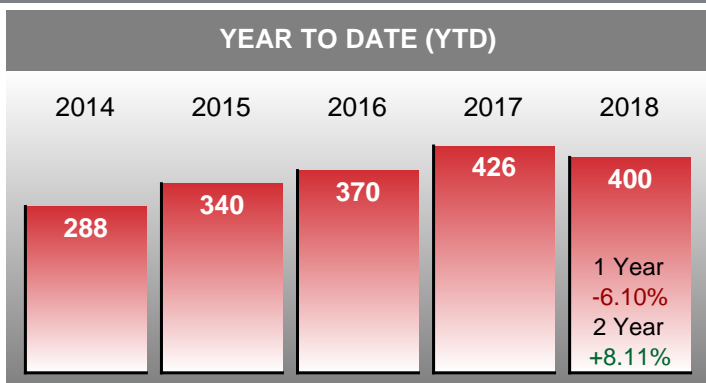
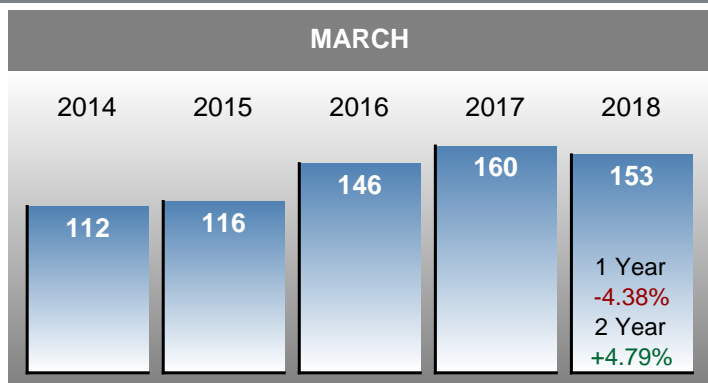
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PENDING LISTINGS

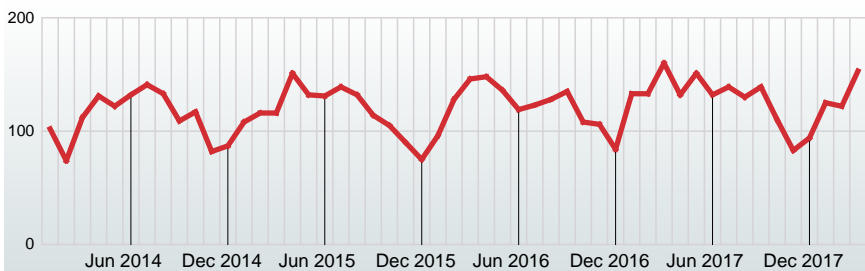
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 137

3 MONTHS



High
Mar 2017 = 160
Low
Feb 2014 = 74
Pending Listings
this month at **153**,
above the 5 yr MAR
average of **137**

JAN	125
FEB	122 -2.40%
MAR	153 25.41%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	9.80%	58.2	11	3	1	0
\$75,001 - \$100,000	12	7.84%	36.7	6	4	1	1
\$100,001 - \$125,000	12	7.84%	48.1	3	8	1	0
\$125,001 - \$175,000	49	32.03%	48.1	1	37	11	0
\$175,001 - \$225,000	27	17.65%	56.2	2	14	11	0
\$225,001 - \$300,000	20	13.07%	53.8	0	8	11	1
\$300,001 and up	18	11.76%	50.1	0	2	11	5
Total Pending Units	153			23	76	47	7
Total Pending Volume	31,665,207	100%	59.8	1.84M	12.26M	11.51M	6.06M
Average Listing Price	\$157,675			\$80,165	\$161,300	\$244,816	\$865,186

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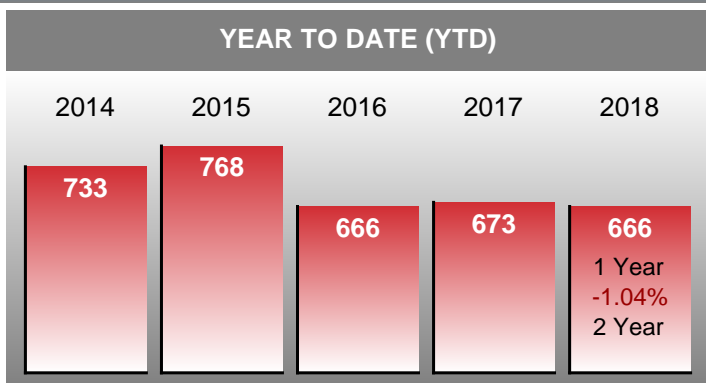
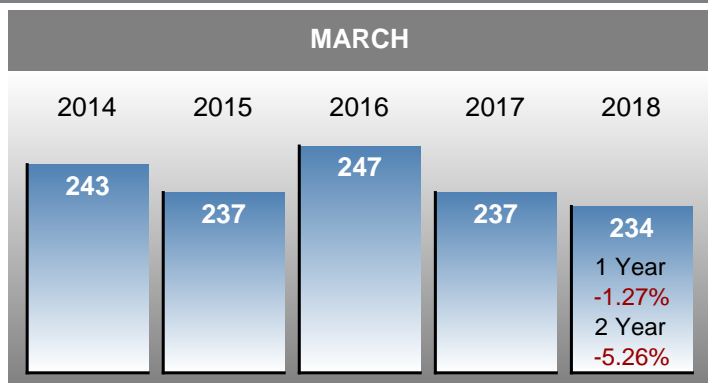
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NEW LISTINGS

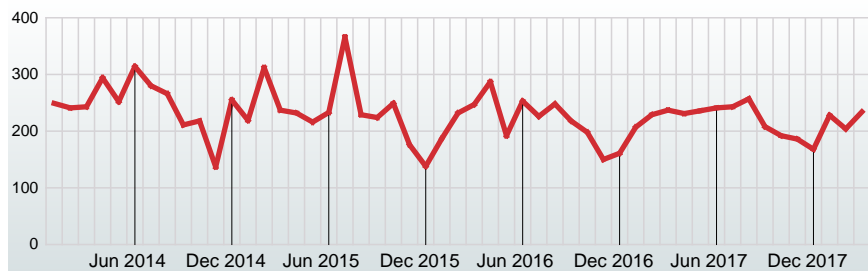
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 240

3 MONTHS



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **234**,
below the 5 yr MAR
average of **240**

JAN	228
FEB	204
MAR	234
-10.53%	
14.71%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	25	10.68%	13	10	2	0
\$70,001 - \$110,000	27	11.54%	10	14	3	0
\$110,001 - \$150,000	30	12.82%	6	21	3	0
\$150,001 - \$230,000	58	24.79%	5	37	16	0
\$230,001 - \$340,000	40	17.09%	3	14	20	3
\$340,001 - \$530,000	30	12.82%	3	5	14	8
\$530,001 and up	24	10.26%	5	2	4	13
Total New Listed Units	234		45	103	62	24
Total New Listed Volume	64,279,267	100%	8.93M	18.98M	18.09M	18.28M
Average New Listed Listing Price	\$141,350		\$198,373	\$184,285	\$291,818	\$761,600

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March 2018

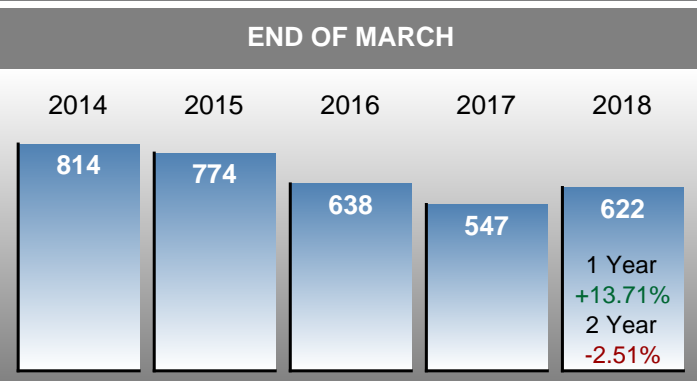
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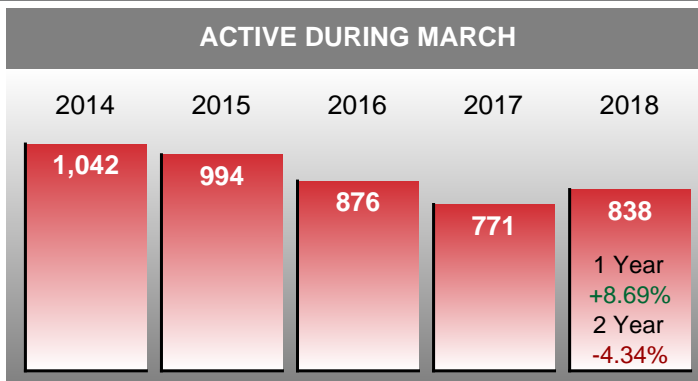
ACTIVE INVENTORY

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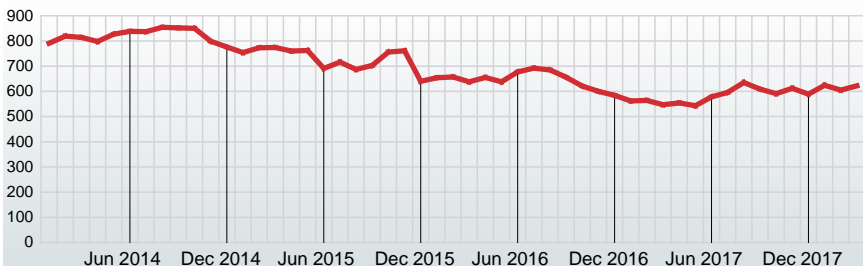
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 679

3 MONTHS

High
Aug 2014 = 854
Low
May 2017 = 543
Inventory
this month at **622**,
below the 5 yr MAR
average of **679**

JAN	624
FEB	605 -3.04%
MAR	622 2.81%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	61	9.81%	113.0	61	0	0	0
\$25,001 - \$50,000	56	9.00%	97.0	48	4	3	1
\$50,001 - \$125,000	119	19.13%	71.6	55	52	10	2
\$125,001 - \$225,000	149	23.95%	67.9	27	85	30	7
\$225,001 - \$325,000	98	15.76%	82.9	10	37	45	6
\$325,001 - \$525,000	77	12.38%	68.2	15	14	35	13
\$525,001 and up	62	9.97%	60.8	16	6	13	27
Total Active Inventory by Units	622			232	198	136	56
Total Active Inventory by Volume	153,465,237	100%	77.4	33.72M	41.17M	42.00M	36.58M
Average Active Inventory Listing Price	\$246,729			\$145,333	\$207,922	\$308,802	\$653,256

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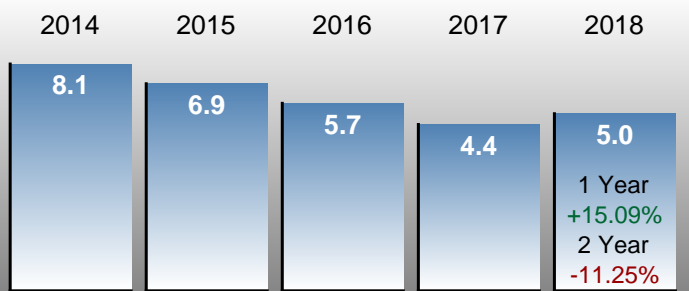
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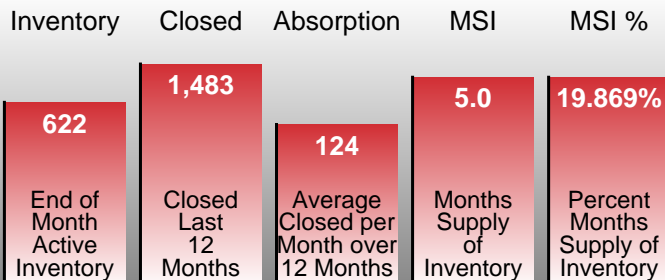
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MARCH



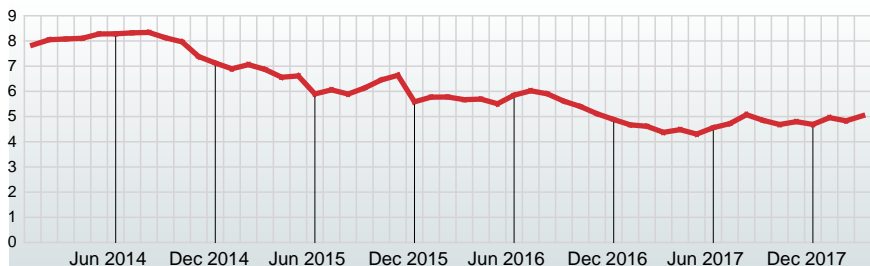
INDICATORS FOR MARCH 2018



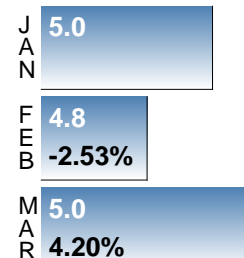
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 6.0

3 MONTHS



High
Aug 2014 = 8.3
Low
May 2017 = 4.3
Months Supply
this month at **5.0**,
below the 5 yr MAR
average of **6.0**



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	61	9.81%	12.2	14.6	0.0	0.0	0.0
\$25,001 - \$50,000	56	9.00%	9.5	14.8	2.0	4.5	0.0
\$50,001 - \$125,000	119	19.13%	4.1	7.3	2.8	3.9	12.0
\$125,001 - \$225,000	149	23.95%	2.9	10.5	2.4	2.5	7.6
\$225,001 - \$325,000	98	15.76%	5.0	12.0	4.7	4.8	4.2
\$325,001 - \$525,000	77	12.38%	7.4	30.0	12.0	5.0	7.4
\$525,001 and up	62	9.97%	21.9	192.0	72.0	10.4	19.1
Market Supply of Inventory (MSI)	5.0			12.3	3.0	4.1	9.9
Total Active Inventory by Units	622	100%	5.0	232	198	136	56

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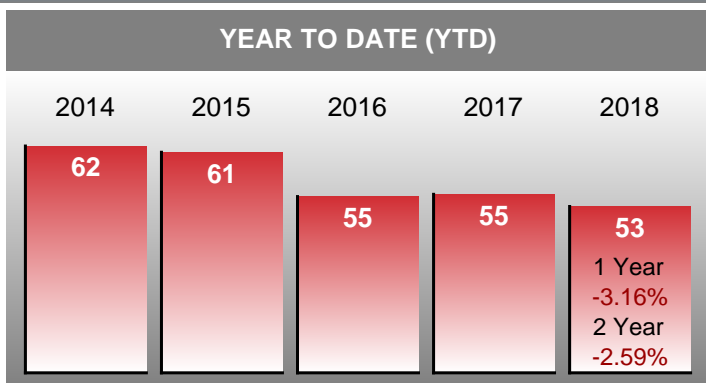
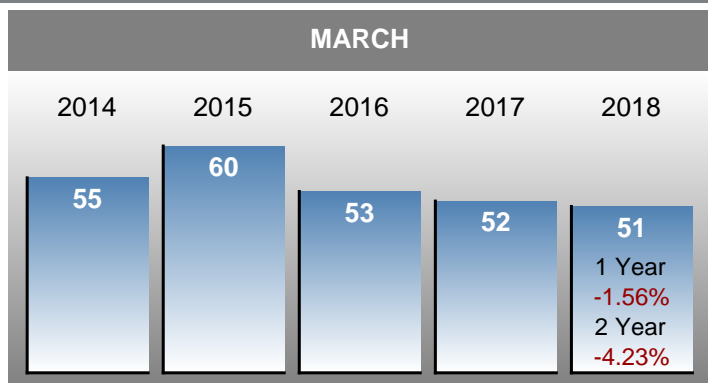
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AVERAGE DAYS ON MARKET TO SALE

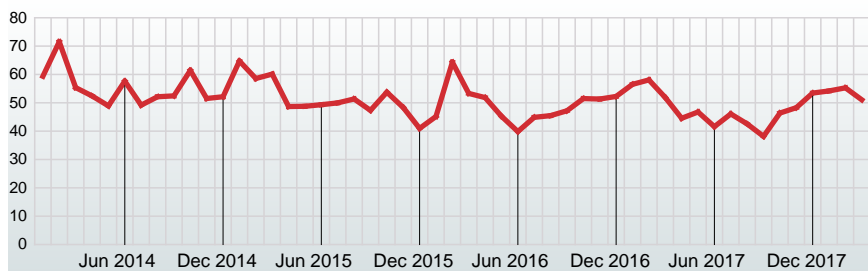
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 54

3 MONTHS



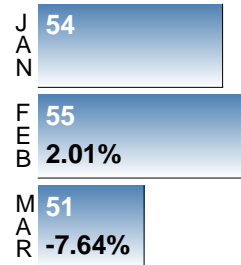
High

Feb 2014 = 72

Low

Sep 2017 = 38

Average Days on Market this month at **51**, below the 5 yr MAR average of **54**



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.06%	59.2	57.8	58.0	71.0	0.0
\$50,001 - \$100,000	18	14.52%	35.2	33.0	34.6	52.0	0.0
\$100,001 - \$125,000	11	8.87%	51.4	39.0	42.3	97.0	0.0
\$125,001 - \$175,000	31	25.00%	43.7	18.0	42.5	50.5	0.0
\$175,001 - \$225,000	20	16.13%	53.9	102.5	41.1	63.3	0.0
\$225,001 - \$300,000	21	16.94%	64.5	106.0	67.1	65.2	41.7
\$300,001 and up	13	10.48%	57.8	116.0	19.0	69.8	19.3
Average Closed DOM	51.1			57.8	44.2	64.2	30.5
Total Closed Units	124	100%	51.1	17	66	35	6
Total Closed Volume	23,920,788			2.01M	11.30M	8.32M	2.30M

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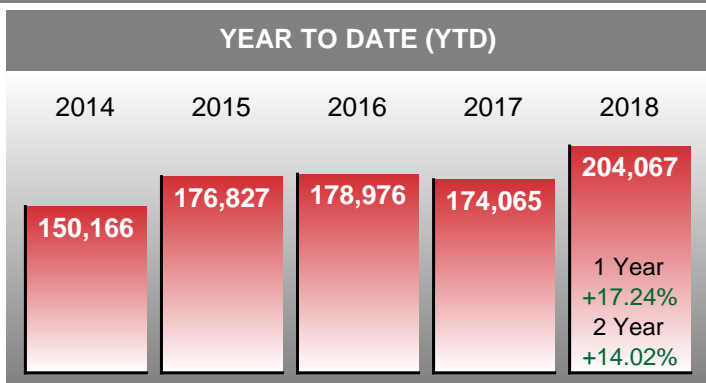
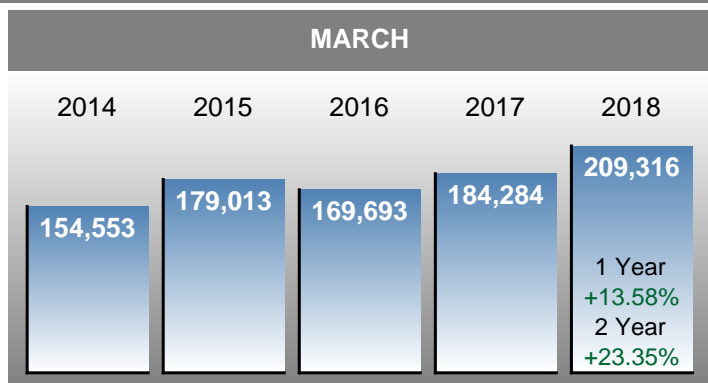
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AVERAGE LIST PRICE AT CLOSING

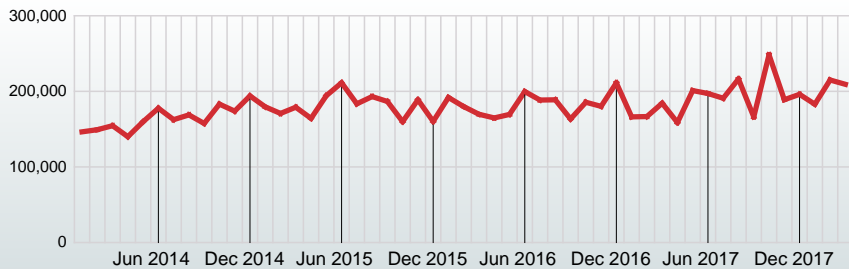
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 179,372

3 MONTHS



High
Oct 2017 = 248,362
Low
Apr 2014 = 140,051
Average List Price
this month at **209,316**,
above the 5 yr MAR
average of **179,372**

JAN	182,989
FEB	215,035
MAR	209,316
Change	-2.66%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	7.26%	25,944	36,650	25,313	9,000	0
\$50,001 - \$100,000	16	12.90%	81,291	73,350	90,289	98,400	0
\$100,001 - \$125,000	9	7.26%	116,367	124,300	122,717	137,300	0
\$125,001 - \$175,000	32	25.81%	150,306	195,000	155,259	165,049	0
\$175,001 - \$225,000	23	18.55%	197,215	196,750	196,200	205,892	0
\$225,001 - \$300,000	23	18.55%	265,716	300,000	258,488	267,962	267,800
\$300,001 and up	12	9.68%	659,710	400,000	320,000	384,400	513,274
Average List Price			209,316	125,768	197,717	240,703	390,537
Total Closed Units		100%	209,316	17	66	35	6
Total Closed Volume			25,955,172	2.14M	13.05M	8.42M	2.34M

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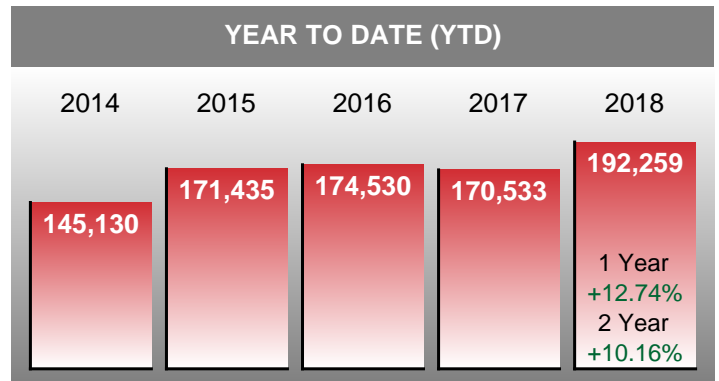
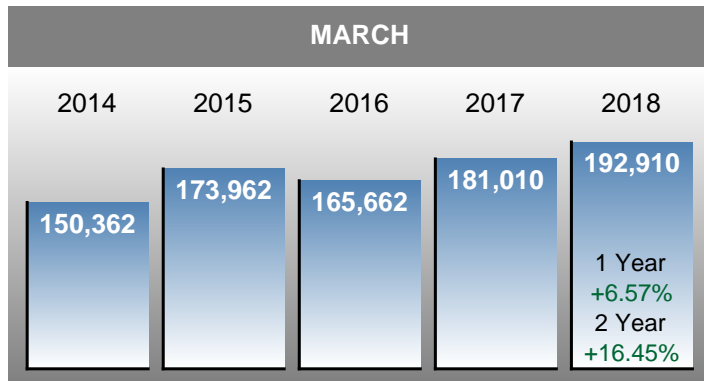
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AVERAGE SOLD PRICE AT CLOSING

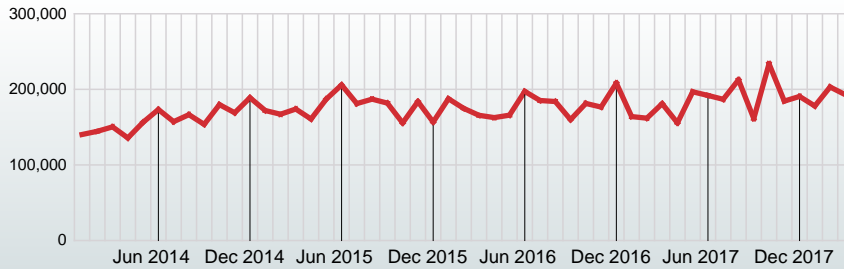
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 172,781

3 MONTHS



High
Oct 2017 = 233,847
Low
Apr 2014 = 135,757
Average Sold Price
this month at **192,910**,
above the 5 yr MAR
average of **172,781**

JAN	178,029
FEB	203,113
MAR	192,910
APR	14.09%
MAY	-5.02%

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.06%	25,644	33,523	20,831	5,500	0
\$50,001 - \$100,000	18	14.52%	84,214	70,500	87,342	98,400	0
\$100,001 - \$125,000	11	8.87%	119,014	118,667	117,750	123,325	0
\$125,001 - \$175,000	31	25.00%	154,798	168,000	150,820	164,088	0
\$175,001 - \$225,000	20	16.13%	193,710	184,250	190,140	204,004	0
\$225,001 - \$300,000	21	16.94%	257,757	270,000	252,813	261,156	256,667
\$300,001 and up	13	10.48%	519,500	400,000	1,750,000	384,709	508,608
Average Sold Price			192,910	118,360	171,174	237,581	382,637
Total Closed Units		100%	124	17	66	35	6
Total Closed Volume			23,920,788	2.01M	11.30M	8.32M	2.30M

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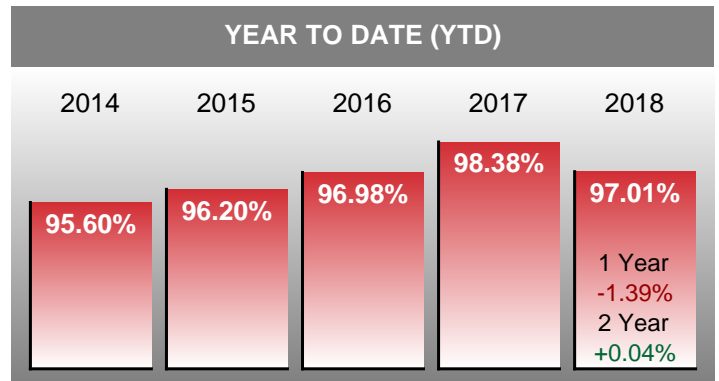
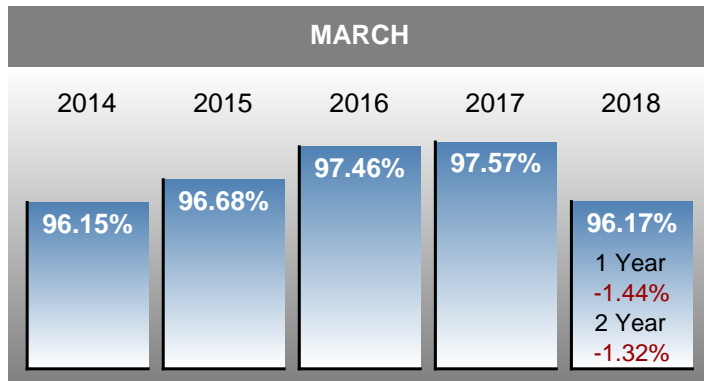
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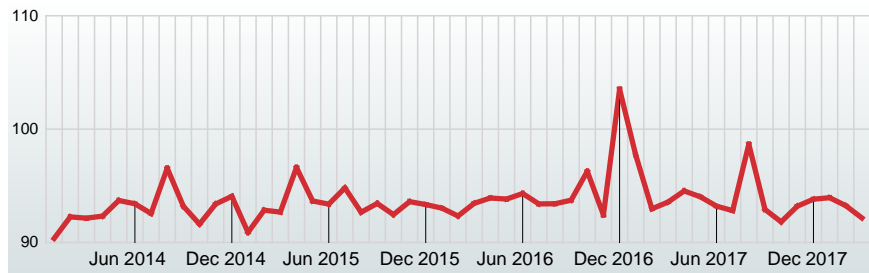
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 96.81% **3 MONTHS**



High
Dec 2016 = 107.52%

Low
Jan 2014 = 94.36%

Average Sold/List Ratio
this month at **96.17%**,
below the 5 yr MAR
average of **96.81%**

JAN	97.95%
FEB	97.25%
MAR	96.17%
APR	-1.11%

AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.06%	86.37%	93.63%	83.60%	61.11%	0.00%
\$50,001 - \$100,000	18	14.52%	96.98%	95.63%	97.16%	100.00%	0.00%
\$100,001 - \$125,000	11	8.87%	94.75%	95.59%	95.96%	89.85%	0.00%
\$125,001 - \$175,000	31	25.00%	97.98%	86.15%	97.94%	99.55%	0.00%
\$175,001 - \$225,000	20	16.13%	97.32%	93.67%	97.00%	99.17%	0.00%
\$225,001 - \$300,000	21	16.94%	97.05%	90.00%	97.80%	97.57%	95.89%
\$300,001 and up	13	10.48%	96.28%	100.00%	54.69%	100.14%	98.61%
Average Sold/List Ratio			96.20%	94.17%	95.90%	97.47%	97.25%
Total Closed Units		100%	96.20%	17	66	35	6
Total Closed Volume				2.01M	11.30M	8.32M	2.30M

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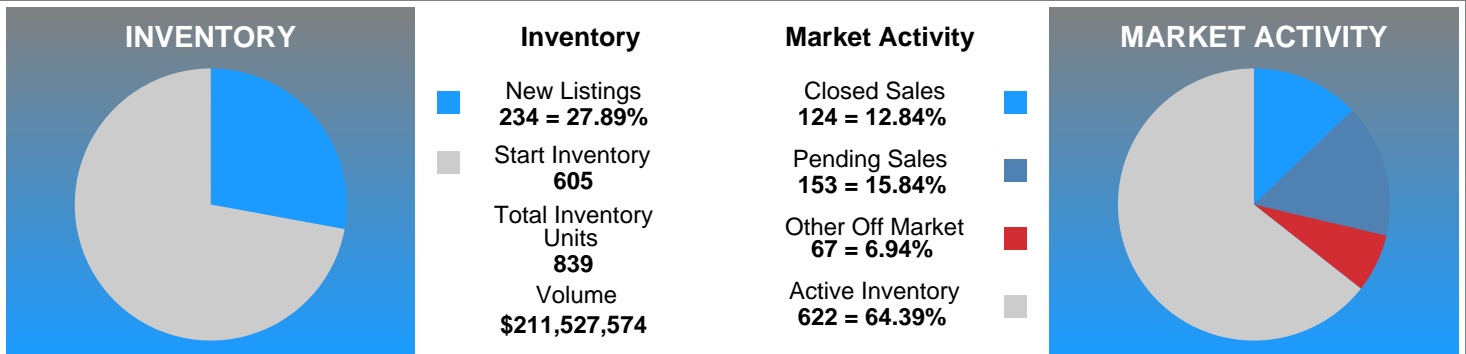
March 2018

Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

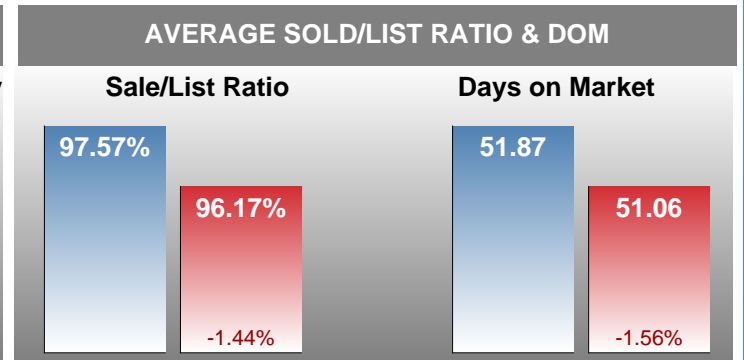
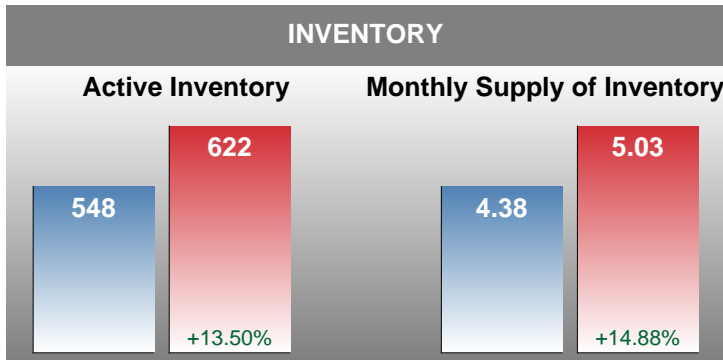
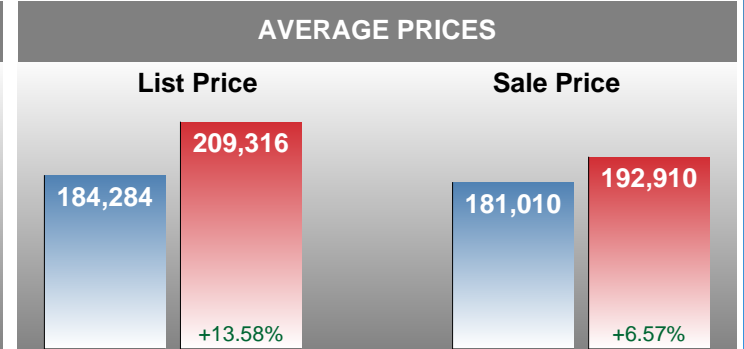
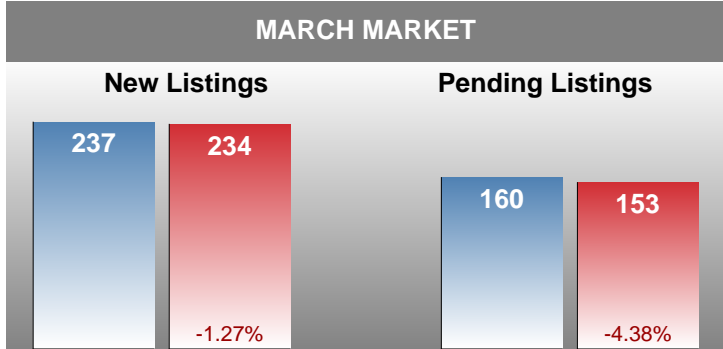


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	144	124	-13.89%	338	313	-7.40%
Pending Sales	160	153	-4.38%	426	400	-6.10%
New Listings	237	234	-1.27%	673	666	-1.04%
Average List Price	184,284	209,316	13.58%	174,065	204,067	17.24%
Average Sale Price	181,010	192,910	6.57%	170,533	192,259	12.74%
Average Percent of Selling Price to List Price	97.57%	96.17%	-1.44%	98.38%	97.01%	-1.39%
Average Days on Market to Sale	51.87	51.06	-1.56%	55.05	53.31	-3.16%
Monthly Inventory	548	622	13.50%	548	622	13.50%
Months Supply of Inventory	4.38	5.03	14.88%	4.38	5.03	14.88%

Absorption: Last 12 months, an Average of **124** Sales/Month

Inventory on March 31, 2018 = 622

2017 2018



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