



January 2018

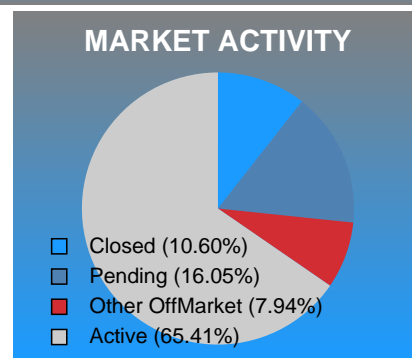
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	838	859	2.51%
Pending Listings	1,194	1,301	8.96%
New Listings	2,086	2,029	-2.73%
Average List Price	185,838	182,473	-1.81%
Average Sale Price	178,971	176,376	-1.45%
Average Percent of List Price to Selling Price	97.07%	96.45%	-0.64%
Average Days on Market to Sale	49.06	49.54	0.98%
End of Month Inventory	4,941	5,302	7.31%
Months Supply of Inventory	4.12	4.36	5.80%



Absorption: Last 12 months, an Average of **1,217** Sales/Month
Active Inventory as of January 31, 2018 = **5,302**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2018 rose **7.31%** to 5,302 existing homes available for sale. Over the last 12 months this area has had an average of 1,217 closed sales per month. This represents an unsold inventory index of **4.36** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.45%** in January 2018 to \$176,376 versus the previous year at \$178,971.

Average Days on Market Lengthens

The average number of **49.54** days that homes spent on the market before selling increased by 0.48 days or **0.98%** in January 2018 compared to last year's same month at **49.06** DOM.

Sales Success for January 2018 is Positive

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

There were 2,029 New Listings in January 2018, down **2.73%** from last year at 2,086. Furthermore, there were 859 Closed Listings this month versus last year at 838, a **2.51%** increase.

Closed versus Listed trends yielded a **42.3%** ratio, up from previous year's, January 2017, at **40.2%**, a **5.39%** upswing. 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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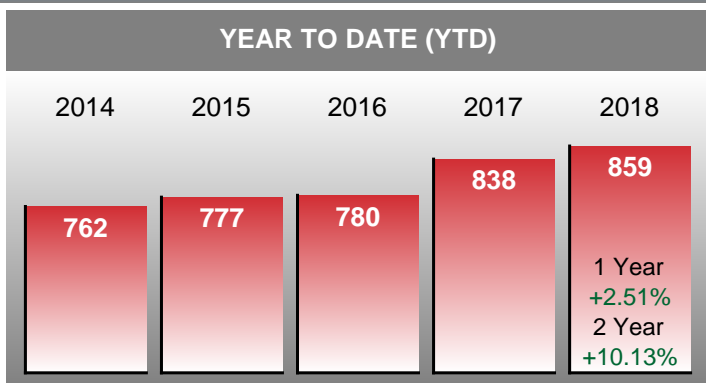
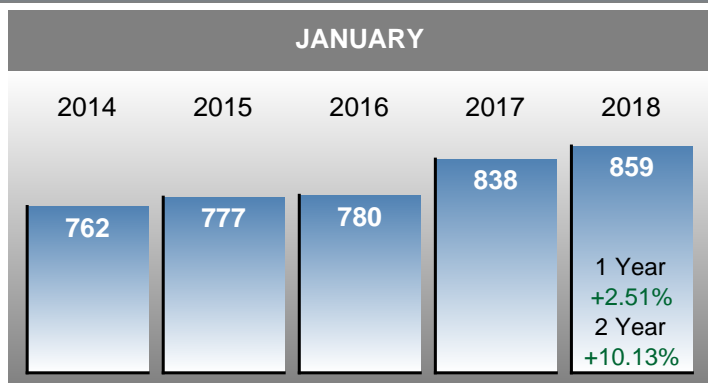
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CLOSED LISTINGS

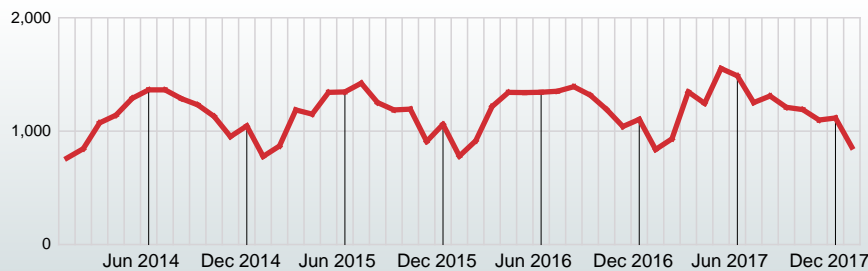
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 803

3 MONTHS



High
May 2017 = 1,553
Low
Jan 2014 = 762
Closed Listings
this month at **859**,
above the 5 yr JAN
average of **803**

NOV	1,098
DEC	1,116
JAN	859
	-23.03%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	37	4.31%	38.4	25	10	2	0
\$25,001 - \$75,000	121	14.09%	47.1	45	70	6	0
\$75,001 - \$125,000	165	19.21%	47.2	29	126	9	1
\$125,001 - \$175,000	216	25.15%	48.1	14	171	29	2
\$175,001 - \$225,000	125	14.55%	53.1	13	71	39	2
\$225,001 - \$300,000	96	11.18%	54.2	3	37	51	5
\$300,001 and up	99	11.53%	54.7	5	21	52	21
Total Closed Units	859			134	506	188	31
Total Closed Volume	151,506,689	100%	49.5	13.90M	74.02M	49.60M	13.99M
Average Closed Price	\$176,376			\$103,756	\$146,277	\$263,805	\$451,359

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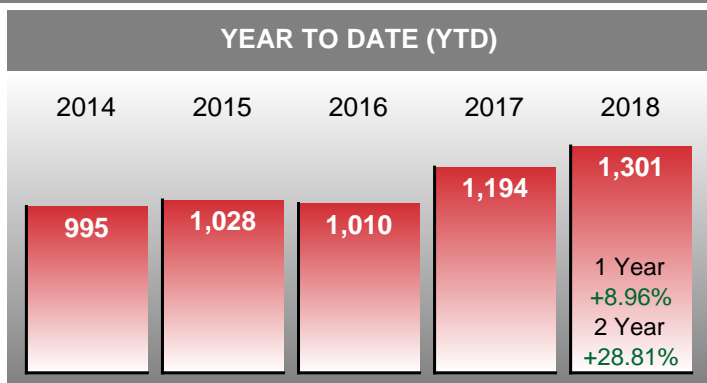
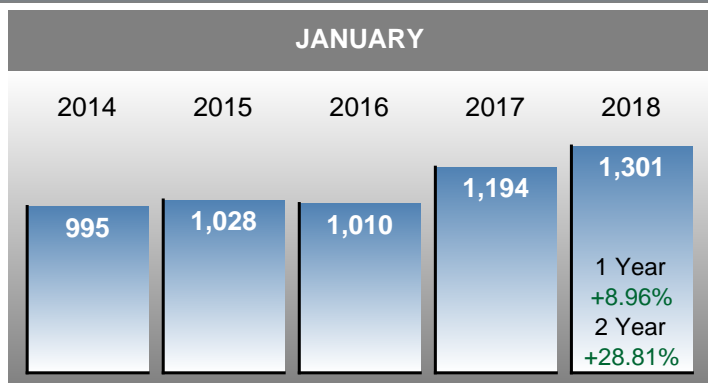
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PENDING LISTINGS

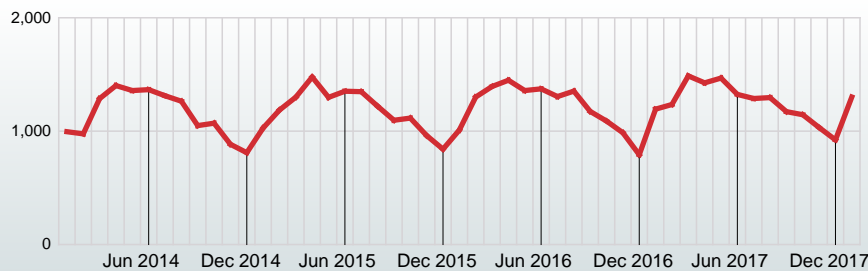
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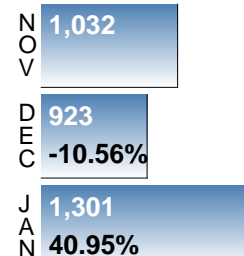
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 1,106

3 MONTHS



High
Mar 2017 = 1,487
Low
Dec 2016 = 792
Pending Listings
this month at **1,301**,
above the 5 yr JAN
average of **1,106**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	118	9.07%	60.6	73	36	8	1
\$50,001 - \$75,000	104	7.99%	72.6	39	47	18	0
\$75,001 - \$125,000	209	16.06%	52.3	46	147	13	3
\$125,001 - \$175,000	348	26.75%	56.6	21	258	63	6
\$175,001 - \$225,000	177	13.60%	59.3	7	97	73	0
\$225,001 - \$325,000	200	15.37%	61.1	13	65	100	22
\$325,001 and up	145	11.15%	65.8	6	21	90	28
Total Pending Units	1,301			205	671	365	60
Total Pending Volume	247,549,382	100%	51.4	21.26M	104.61M	96.09M	25.58M
Average Listing Price	\$177,410			\$103,713	\$155,903	\$263,271	\$426,395

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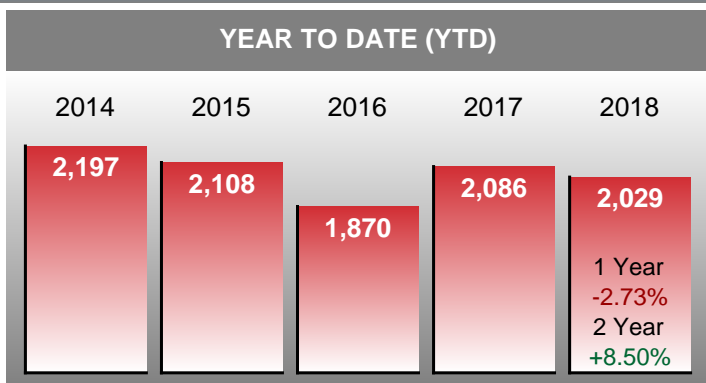
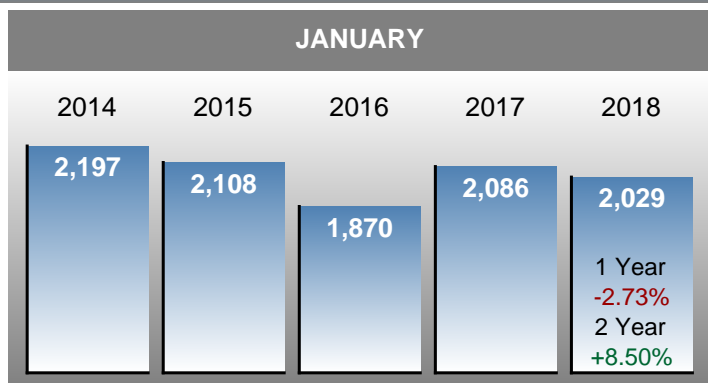
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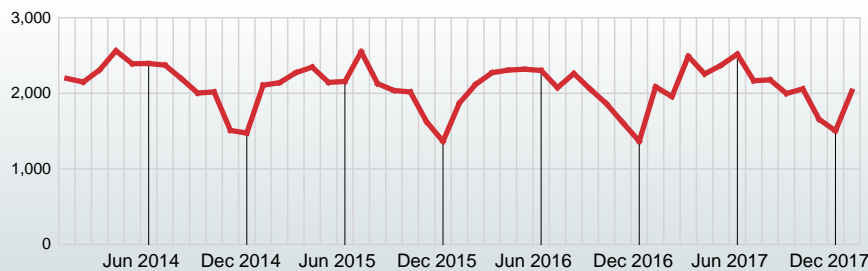
NEW LISTINGS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 2,058 **3 MONTHS**



High
Apr 2014 = 2,563
Low
Dec 2015 = 1,365
New Listings
this month at **2,029**,
below the 5 yr JAN
average of **2,058**

N	1,657
O	
V	
D	1,504
E	-9.23%
C	
J	2,029
A	34.91%
N	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	94	4.63%	87	5	2	0
\$25,001 - \$75,000	295	14.54%	187	93	11	4
\$75,001 - \$125,000	305	15.03%	72	201	27	5
\$125,001 - \$200,000	539	26.56%	59	359	116	5
\$200,001 - \$275,000	299	14.74%	29	132	121	17
\$275,001 - \$400,000	284	14.00%	27	69	151	37
\$400,001 and up	213	10.50%	37	35	87	54
Total New Listed Units	2,029		498	894	515	122
Total New Listed Volume	456,340,554	100%	75.32M	158.16M	160.46M	62.40M
Average New Listed Listing Price	\$223,766		\$151,246	\$176,908	\$311,572	\$511,511

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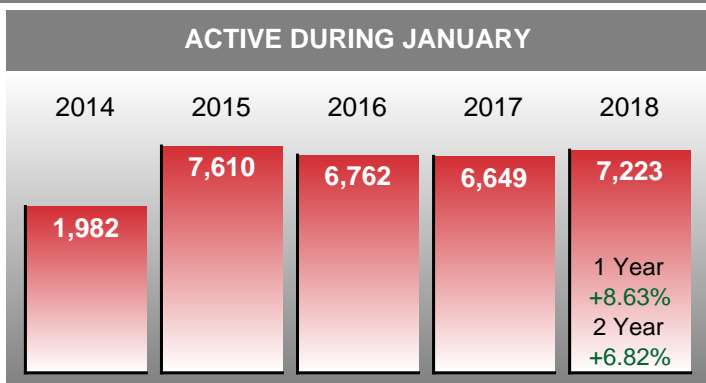
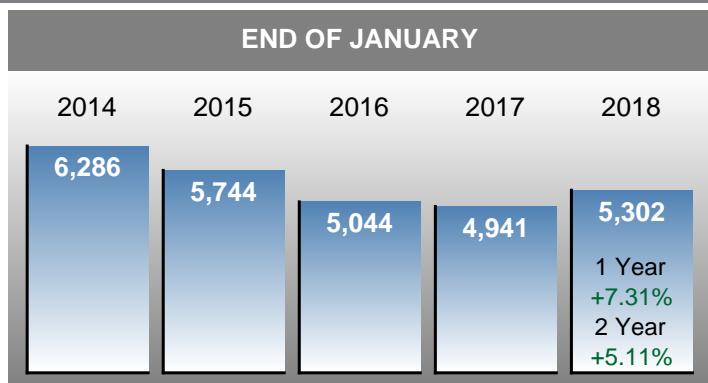
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ACTIVE INVENTORY

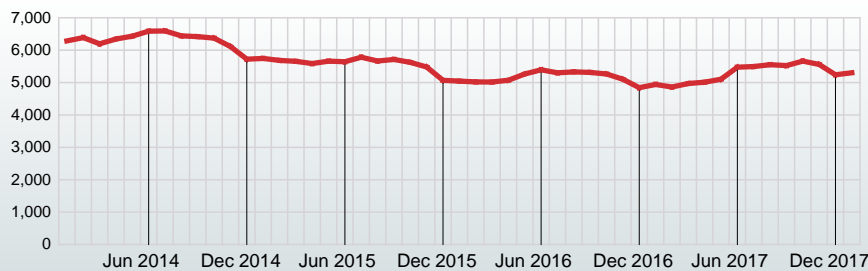
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 5,463

3 MONTHS



High
Jul 2014 = 6,593
Low
Dec 2016 = 4,842
Inventory
this month at **5,302**,
below the 5 yr JAN
average of **5,463**

NOV	5,560
DEC	5,240 -5.76%
JAN	5,302 1.18%

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	309	5.83%	96.6	296	11	1	1
\$25,001 - \$75,000	838	15.81%	81.3	603	192	40	3
\$75,001 - \$125,000	674	12.71%	91.5	243	367	58	6
\$125,001 - \$225,000	1,395	26.31%	73.3	230	811	324	30
\$225,001 - \$325,000	905	17.07%	74.7	85	291	458	71
\$325,001 - \$475,000	618	11.66%	76.3	75	123	333	87
\$475,001 and up	563	10.62%	96.2	124	51	208	180
Total Active Inventory by Units	5,302			1,656	1,846	1,422	378
Total Active Inventory by Volume	1,423,258,082	100%	81.3	336.54M	353.81M	485.14M	247.78M
Average Active Inventory Listing Price	\$268,438			\$203,222	\$191,662	\$341,167	\$655,491

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January 2018

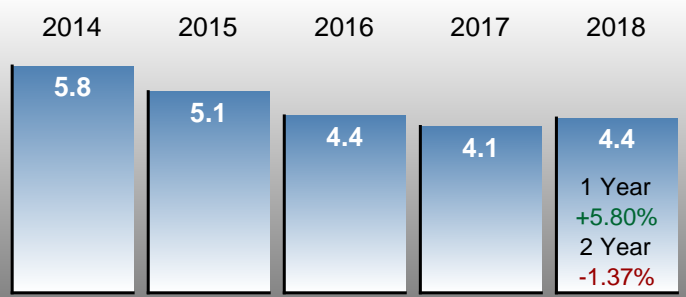
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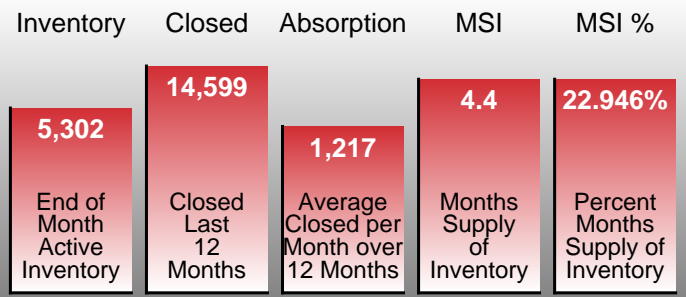
MONTHS SUPPLY of INVENTORY (MSI)

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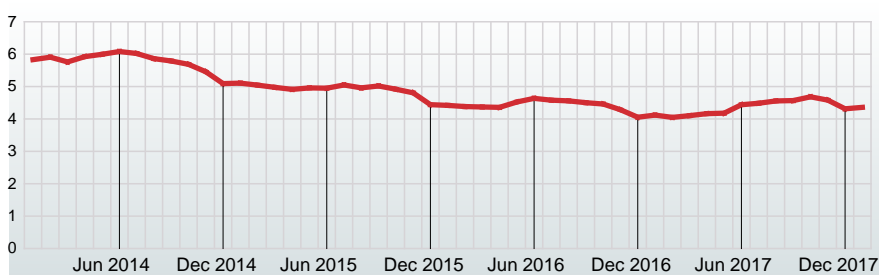
MSI FOR JANUARY



INDICATORS FOR JANUARY 2018



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 4.8

3 MONTHS

High
Jun 2014 = 6.1
Low
Feb 2017 = 4.0
Months Supply this month at 4.4, below the 5 yr JAN average of 4.8

N	4.6
O	
V	
D	4.3
E	-5.83%
C	
J	4.4
A	1.04%
N	

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	309	5.83%	7.9	10.2	1.3	0.5	12.0
\$25,001 - \$75,000	838	15.81%	5.3	8.5	2.5	4.6	4.0
\$75,001 - \$125,000	674	12.71%	3.1	6.6	2.3	3.1	3.3
\$125,001 - \$225,000	1,395	26.31%	2.8	6.8	2.5	2.7	3.4
\$225,001 - \$325,000	905	17.07%	5.1	10.7	4.3	5.1	6.2
\$325,001 - \$475,000	618	11.66%	6.8	22.0	6.0	6.2	6.7
\$475,001 and up	563	10.62%	12.8	46.5	7.2	10.0	13.3
Market Supply of Inventory (MSI)	4.4			9.0	2.8	4.5	7.6
Total Active Inventory by Units	5,302	100%	4.4	1,656	1,846	1,422	378

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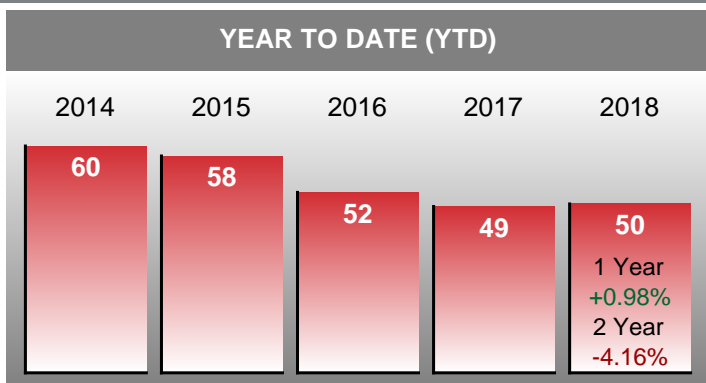
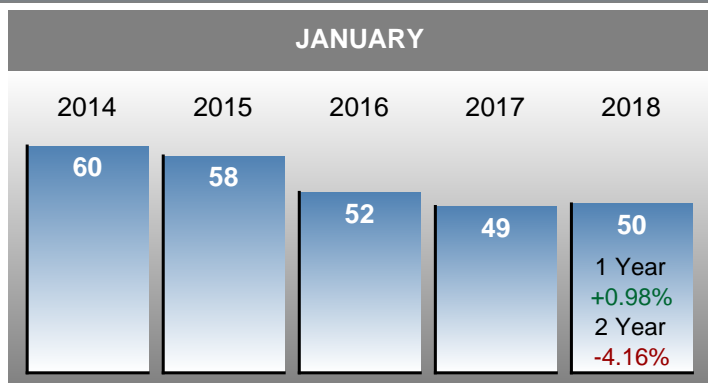
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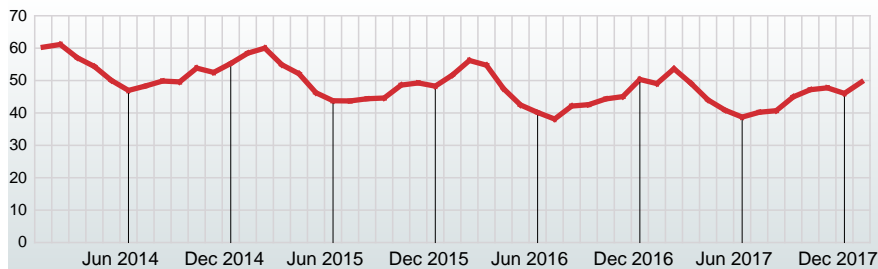


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 54 **3 MONTHS**

High
Feb 2014 = 61
Low
Jul 2016 = 38
Average Days on Market
this month at **50**,
below the 5 yr JAN
average of **54**

NOV	48
DEC	46
-3.59%	
JAN	50
7.61%	

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
\$25,000 and less	37	4.31%	38.4	31.3	48.6	76.5	0.0
\$25,001 - \$75,000	121	14.09%	47.1	48.2	47.1	39.5	0.0
\$75,001 - \$125,000	165	19.21%	47.2	55.7	45.8	35.8	75.0
\$125,001 - \$175,000	216	25.15%	48.1	62.5	44.9	62.9	8.5
\$175,001 - \$225,000	125	14.55%	53.1	32.5	45.5	74.8	30.0
\$225,001 - \$300,000	96	11.18%	54.2	11.7	50.2	59.1	60.2
\$300,001 and up	99	11.53%	54.7	33.2	37.4	54.0	78.7
Average Closed DOM			49.5	45.2	45.7	60.0	67.9
Total Closed Units		100%	49.5	134	506	188	31
Total Closed Volume				13.90M	74.02M	49.60M	13.99M

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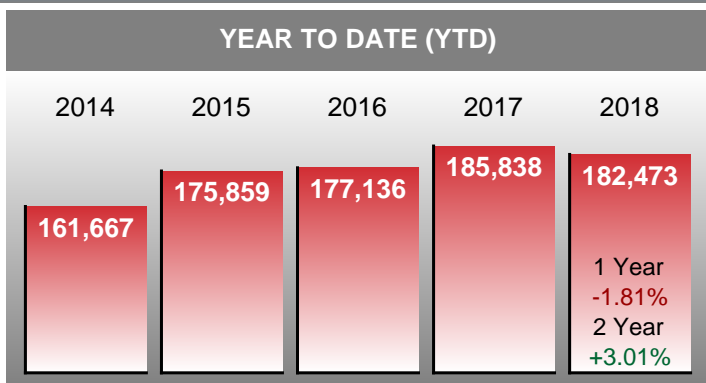
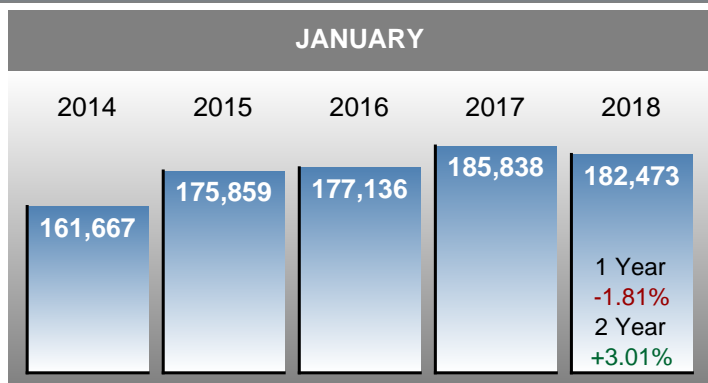
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AVERAGE LIST PRICE AT CLOSING

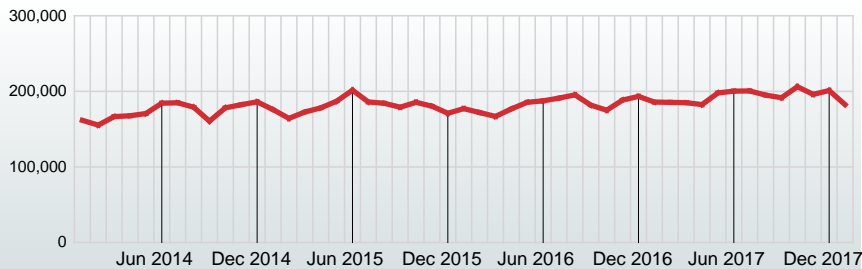
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 176,595

3 MONTHS



High
Oct 2017 = 206,100
Low
Feb 2014 = 155,354
Average List Price
this month at **182,473**,
above the 5 yr JAN
average of **176,595**

NOV	196,007
DEC	201,091
JAN	182,473
	2.59%
	-9.26%

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
\$25,000 and less	30	3.49%	16,333	18,836	19,575	13,875	0
\$25,001 - \$75,000	119	13.85%	53,199	55,125	57,980	60,133	0
\$75,001 - \$125,000	158	18.39%	101,601	101,117	106,073	114,122	105,000
\$125,001 - \$175,000	210	24.45%	150,928	156,693	153,591	167,095	151,450
\$175,001 - \$225,000	143	16.65%	198,098	204,192	200,525	203,264	198,950
\$225,001 - \$300,000	96	11.18%	265,406	292,833	263,984	268,896	285,476
\$300,001 and up	103	11.99%	469,598	649,016	389,977	445,978	594,495
Average List Price			182,473	110,863	150,351	271,773	474,760
Total Closed Units	859	100%	182,473	134	506	188	31
Total Closed Volume	156,744,286			14.86M	76.08M	51.09M	14.72M

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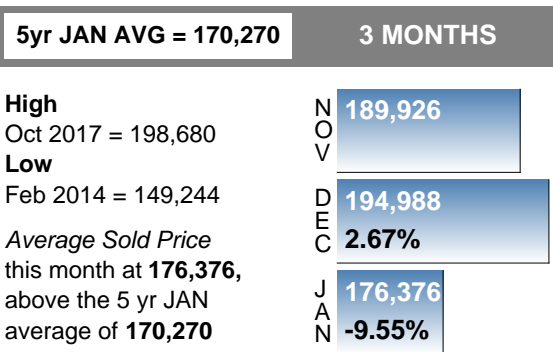
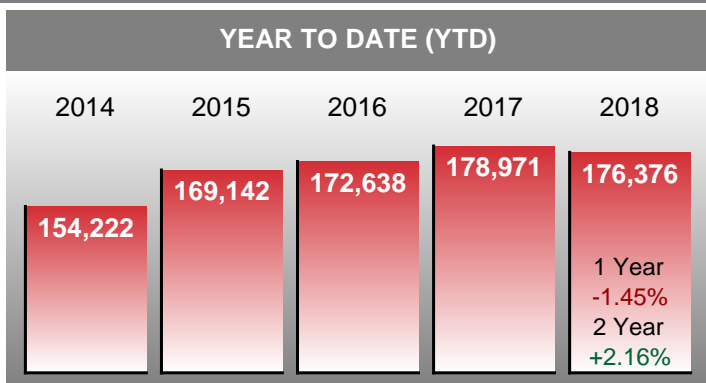
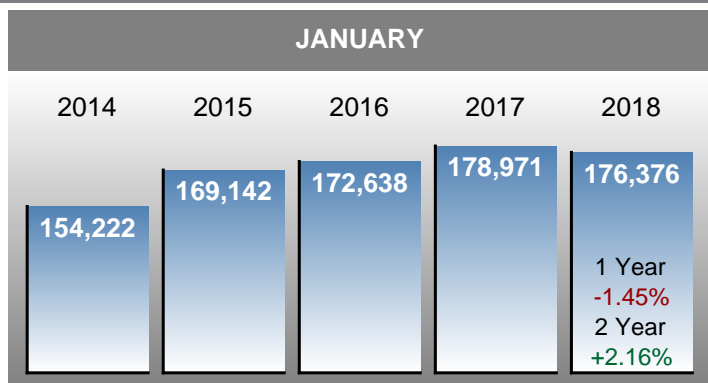
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AVERAGE SOLD PRICE AT CLOSING

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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
\$25,000 and less	37	4.31%	15,986	16,016	15,910	16,000	0
\$25,001 - \$75,000	121	14.09%	53,459	50,818	54,924	56,175	0
\$75,001 - \$125,000	165	19.21%	101,256	93,533	102,603	109,085	85,000
\$125,001 - \$175,000	216	25.15%	151,051	142,622	150,153	160,255	153,450
\$175,001 - \$225,000	125	14.55%	198,727	200,042	197,638	200,258	198,950
\$225,001 - \$300,000	96	11.18%	262,041	283,333	258,441	262,129	275,000
\$300,001 and up	99	11.53%	455,712	611,266	372,065	431,125	563,206
Average Sold Price	176,376			103,756	146,277	263,805	451,359
Total Closed Units	859	100%	176,376	134	506	188	31
Total Closed Volume	151,506,689			13.90M	74.02M	49.60M	13.99M

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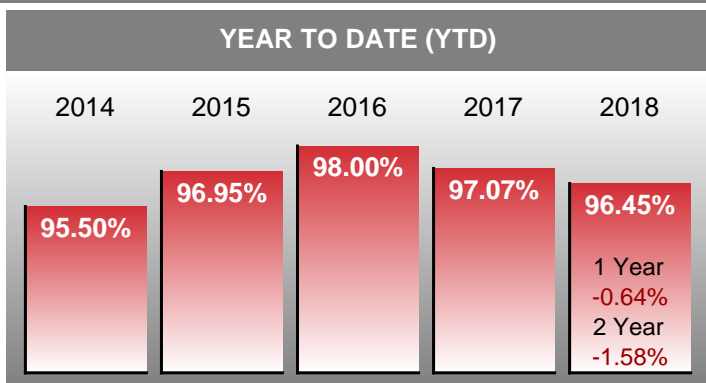
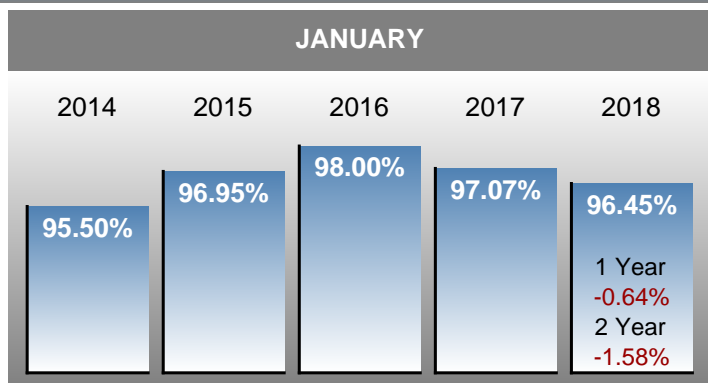
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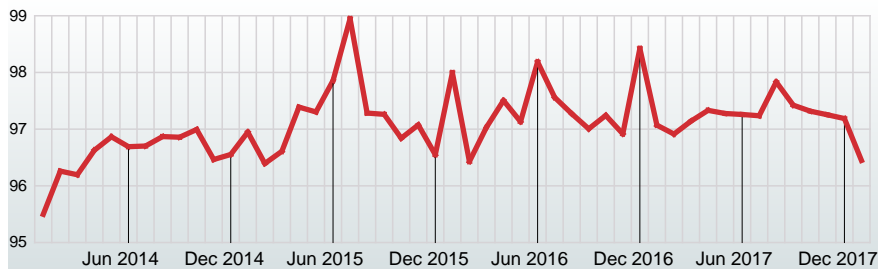
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 96.79% 3 MONTHS



High
Jul 2015 = 98.95%
Low
Jan 2014 = 95.50%
Average Sold/List Ratio this month at **96.45%**, below the 5 yr JAN average of **96.79%**

N	97.25%
O	
V	
D	97.19%
E	-0.07%
C	
J	96.45%
A	-0.76%
N	

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
\$25,000 and less	37	4.31%	87.64%	86.73%	84.75%	113.49%	0.00%
\$25,001 - \$75,000	121	14.09%	94.80%	92.97%	96.04%	94.06%	0.00%
\$75,001 - \$125,000	165	19.21%	96.25%	93.19%	97.09%	96.06%	80.95%
\$125,001 - \$175,000	216	25.15%	97.30%	92.10%	97.87%	96.13%	101.75%
\$175,001 - \$225,000	125	14.55%	98.59%	98.06%	98.61%	98.66%	100.00%
\$225,001 - \$300,000	96	11.18%	97.66%	96.80%	98.01%	97.61%	96.22%
\$300,001 and up	99	11.53%	96.35%	91.98%	96.13%	96.84%	96.39%
Average Sold/List Ratio			96.40%	92.31%	97.20%	97.37%	96.44%
Total Closed Units	859	100%	96.40%	134	506	188	31
Total Closed Volume	151,506,689			13.90M	74.02M	49.60M	13.99M

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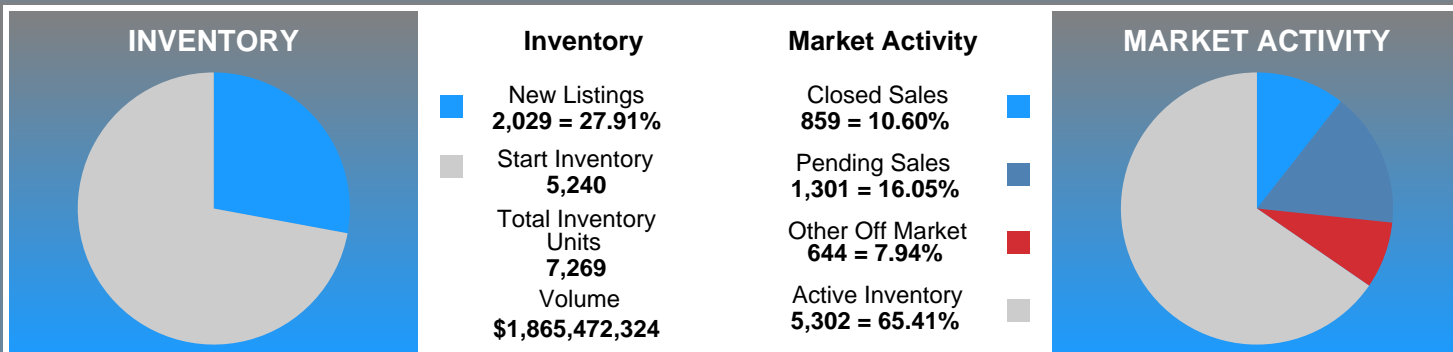
January 2018

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



MARKET SUMMARY

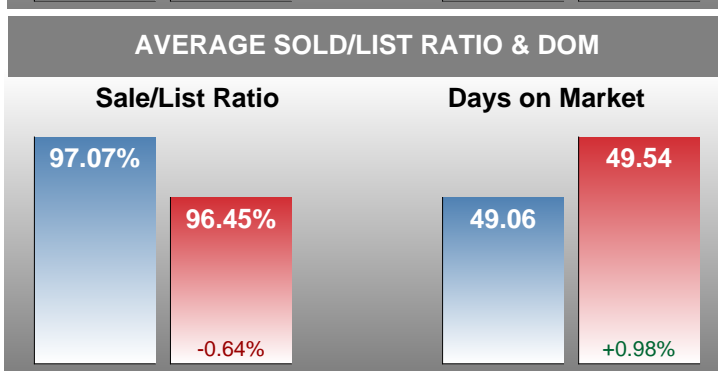
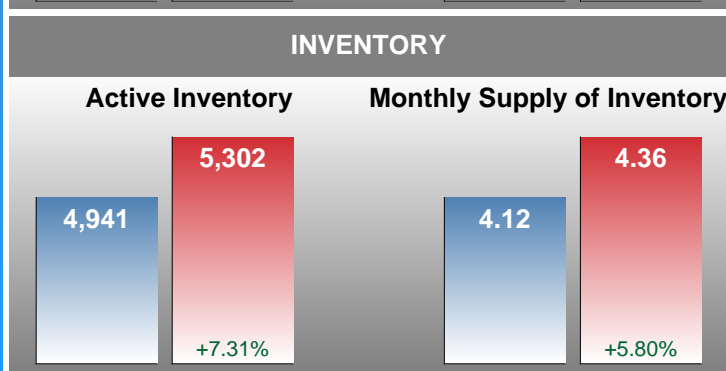
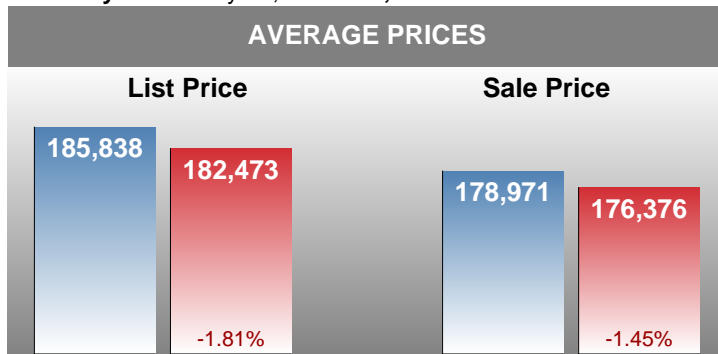
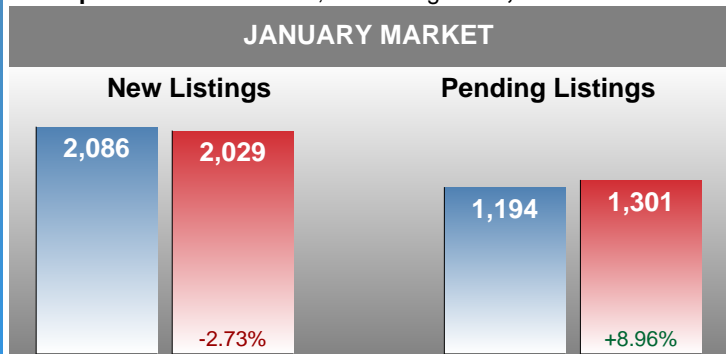
Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	838	859	2.51%	838	859	2.51%
Pending Sales	1,194	1,301	8.96%	1,194	1,301	8.96%
New Listings	2,086	2,029	-2.73%	2,086	2,029	-2.73%
Average List Price	185,838	182,473	-1.81%	185,838	182,473	-1.81%
Average Sale Price	178,971	176,376	-1.45%	178,971	176,376	-1.45%
Average Percent of Selling Price to List Price	97.07%	96.45%	-0.64%	97.07%	96.45%	-0.64%
Average Days on Market to Sale	49.06	49.54	0.98%	49.06	49.54	0.98%
Monthly Inventory	4,941	5,302	7.31%	4,941	5,302	7.31%
Months Supply of Inventory	4.12	4.36	5.80%	4.12	4.36	5.80%

Absorption: Last 12 months, an Average of **1,217** Sales/Month

Inventory on January 31, 2018 = 5,302 2017 2018



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