

# January 2018

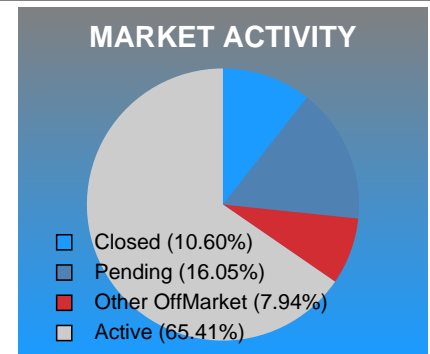
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## 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%
Median List Price	146,900	154,900	5.45%
Median Sale Price	144,450	150,000	3.84%
Median Percent of List Price to Selling Price	98.11%	98.02%	-0.09%
Median Days on Market to Sale	33.00	34.00	3.03%
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.

#### Median Sale Price 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 **3.84%** in January 2018 to \$150,000 versus the previous year at \$144,450.

#### Median Days on Market Lengthens

The median number of **34.00** days that homes spent on the market before selling increased by 1.00 days or **3.03%** in January 2018 compared to last year's same month at **33.00** DOM.

#### Sales Success for January 2018 is Positive

Overall, with Median Prices going up 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.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.



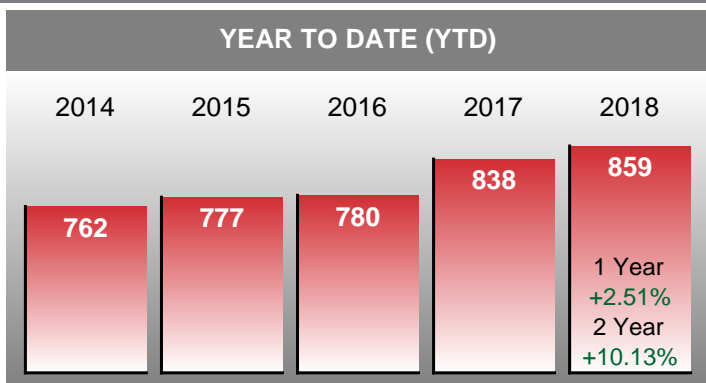
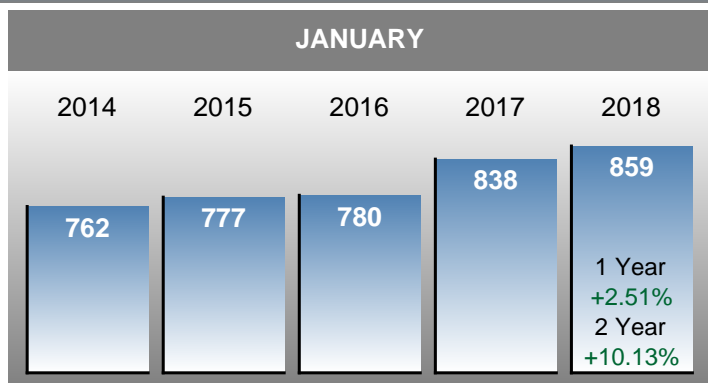
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## CLOSED LISTINGS

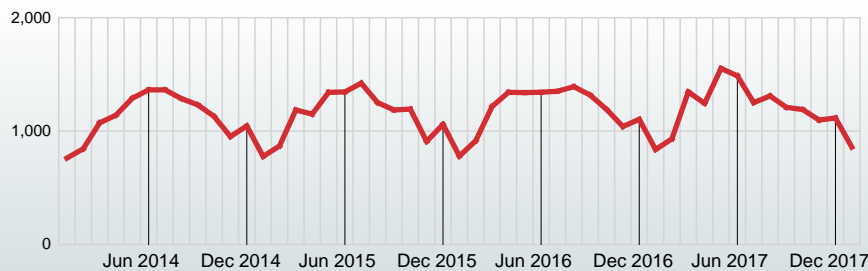
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### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	66	7.68%	17.0	37	26	3	0
\$40,001 - \$80,000	108	12.57%	28.0	36	67	5	0
\$80,001 - \$120,000	125	14.55%	28.0	25	93	6	1
\$120,001 - \$170,000	217	25.26%	35.0	15	174	26	2
\$170,001 - \$220,000	139	16.18%	34.0	10	84	43	2
\$220,001 - \$310,000	115	13.39%	35.0	6	44	60	5
\$310,001 and up	89	10.36%	46.0	5	18	45	21
<b>Total Closed Units</b>	<b>859</b>			<b>134</b>	<b>506</b>	<b>188</b>	<b>31</b>
<b>Total Closed Volume</b>	<b>151,506,689</b>	<b>100%</b>	<b>34.0</b>	<b>13.90M</b>	<b>74.02M</b>	<b>49.60M</b>	<b>13.99M</b>
<b>Median Closed Price</b>	<b>\$150,000</b>			<b>\$70,700</b>	<b>\$138,450</b>	<b>\$244,700</b>	<b>\$395,000</b>

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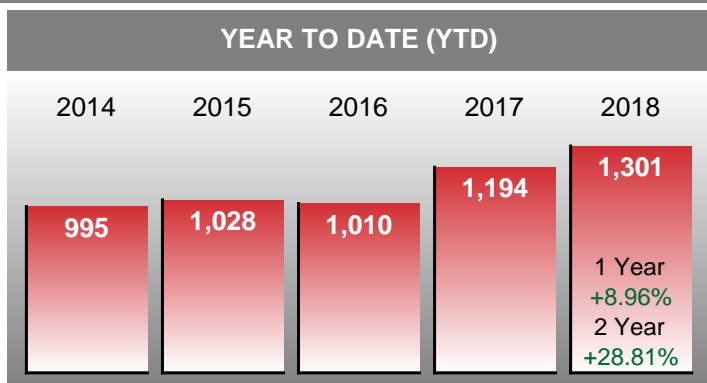
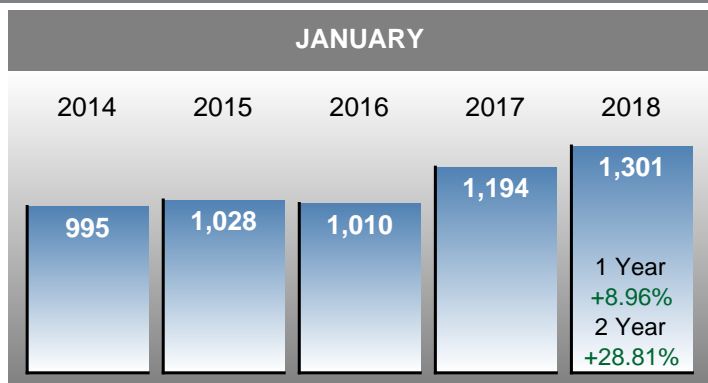
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## PENDING LISTINGS

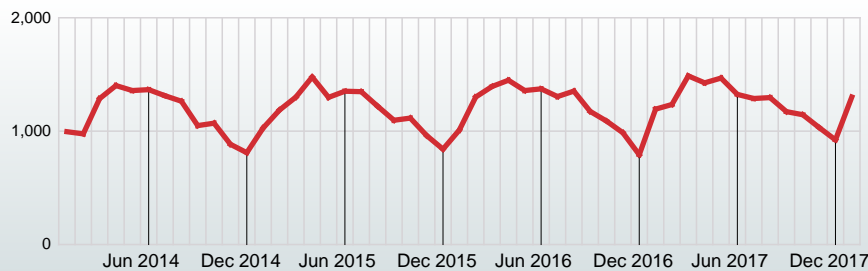
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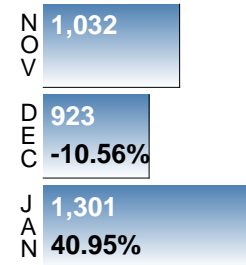
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	118	9.07%	38.0	73	36	8	1
\$50,001 - \$75,000	104	7.99%	70.0	39	47	18	0
\$75,001 - \$125,000	209	16.06%	36.0	46	147	13	3
\$125,001 - \$175,000	348	26.75%	42.0	21	258	63	6
\$175,001 - \$225,000	177	13.60%	51.0	7	97	73	0
\$225,001 - \$325,000	200	15.37%	43.0	13	65	100	22
\$325,001 and up	145	11.15%	60.0	6	21	90	28
<b>Total Pending Units</b>	<b>1,301</b>			<b>205</b>	<b>671</b>	<b>365</b>	<b>60</b>
<b>Total Pending Volume</b>	<b>247,549,382</b>	<b>100%</b>	<b>47.0</b>	<b>21.26M</b>	<b>104.61M</b>	<b>96.09M</b>	<b>25.58M</b>
<b>Median Listing Price</b>	<b>\$157,900</b>			<b>\$70,000</b>	<b>\$145,000</b>	<b>\$235,000</b>	<b>\$312,250</b>

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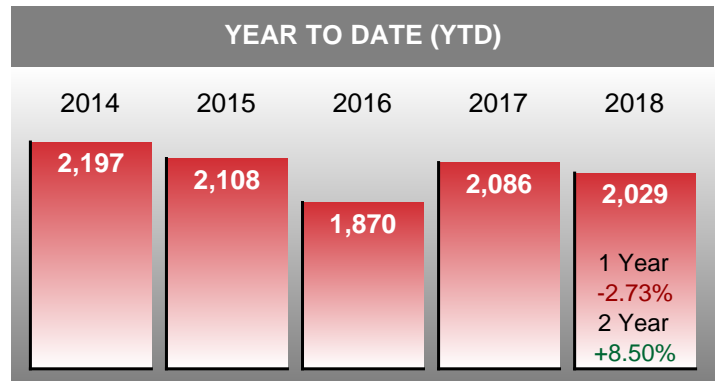
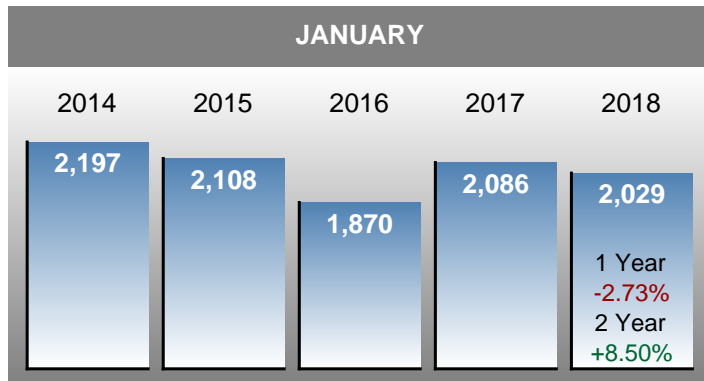
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## NEW LISTINGS

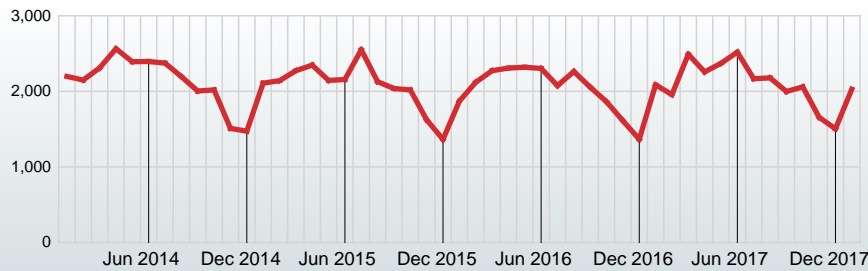
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### 5 YEAR MARKET ACTIVITY TRENDS

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
<b>Total New Listed Units</b>	<b>2,029</b>		<b>498</b>	<b>894</b>	<b>515</b>	<b>122</b>
<b>Total New Listed Volume</b>	<b>456,340,554</b>	<b>100%</b>	<b>75.32M</b>	<b>158.16M</b>	<b>160.46M</b>	<b>62.40M</b>
<b>Median New Listed Listing Price</b>	<b>\$168,000</b>		<b>\$70,000</b>	<b>\$151,733</b>	<b>\$265,000</b>	<b>\$371,200</b>

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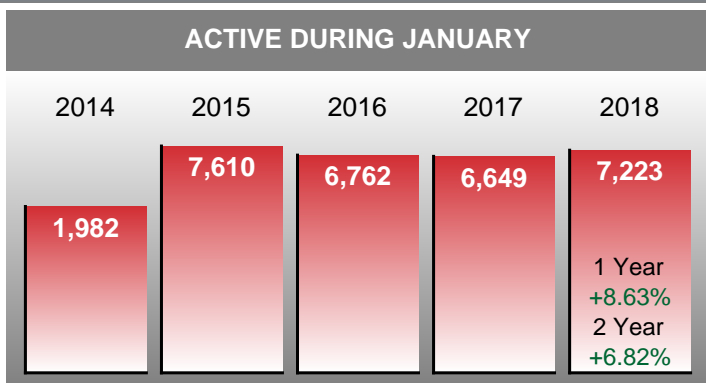
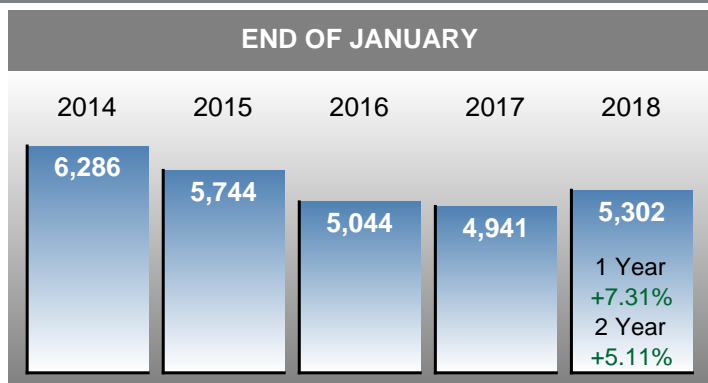
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## ACTIVE INVENTORY

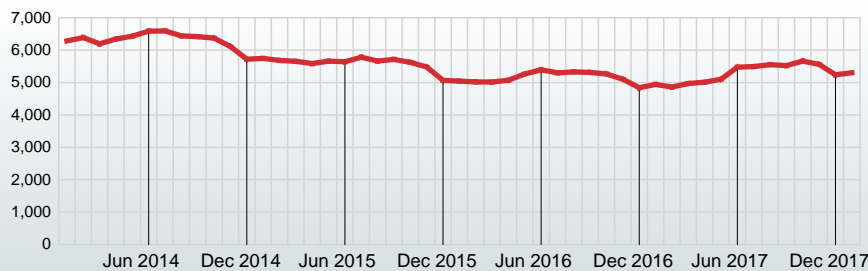
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### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	309	5.83%	100.0	296	11	1	1
\$25,001 - \$75,000	838	15.81%	74.5	603	192	40	3
\$75,001 - \$125,000	674	12.71%	69.0	243	367	58	6
\$125,001 - \$225,000	1,395	26.31%	62.0	230	811	324	30
\$225,001 - \$325,000	905	17.07%	63.0	85	291	458	71
\$325,001 - \$475,000	618	11.66%	65.0	75	123	333	87
\$475,001 and up	563	10.62%	88.0	124	51	208	180
<b>Total Active Inventory by Units</b>	<b>5,302</b>			<b>1,656</b>	<b>1,846</b>	<b>1,422</b>	<b>378</b>
<b>Total Active Inventory by Volume</b>	<b>1,423,258,082</b>	<b>100%</b>	<b>71.0</b>	<b>336.54M</b>	<b>353.81M</b>	<b>485.14M</b>	<b>247.78M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$179,900</b>			<b>\$70,000</b>	<b>\$160,000</b>	<b>\$285,000</b>	<b>\$454,250</b>

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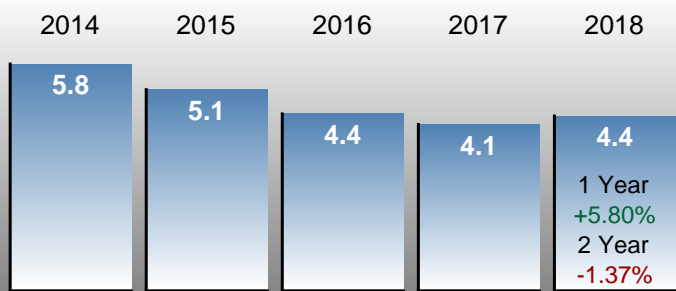
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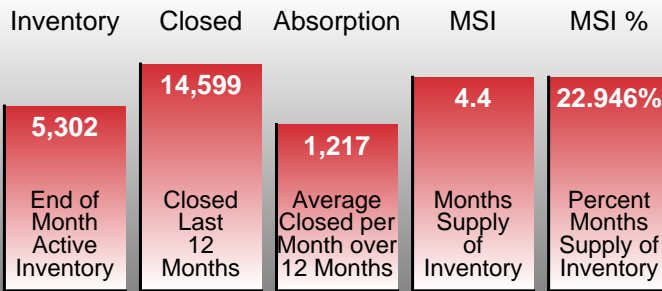
## MONTHS SUPPLY of INVENTORY (MSI)

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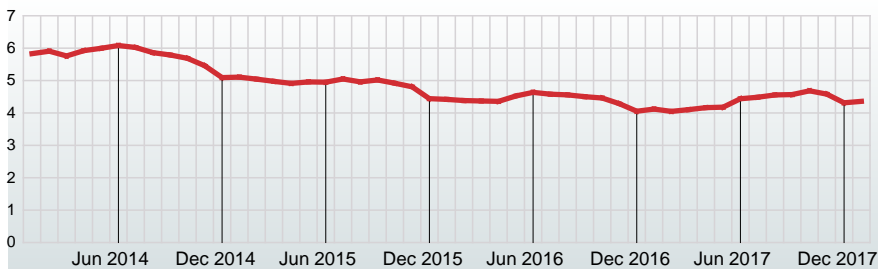
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2018



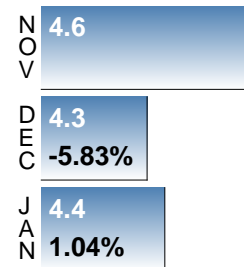
### 5 YEAR MARKET ACTIVITY TRENDS



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*



### 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	100%	4.4	9.0	2.8	4.5	7.6
Total Active Inventory by Units	5,302			1,656	1,846	1,422	378

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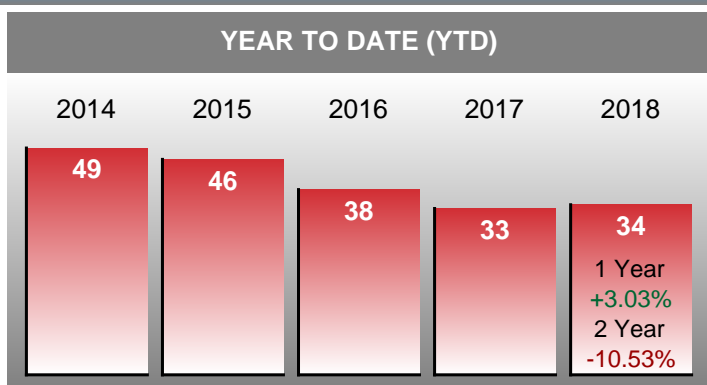
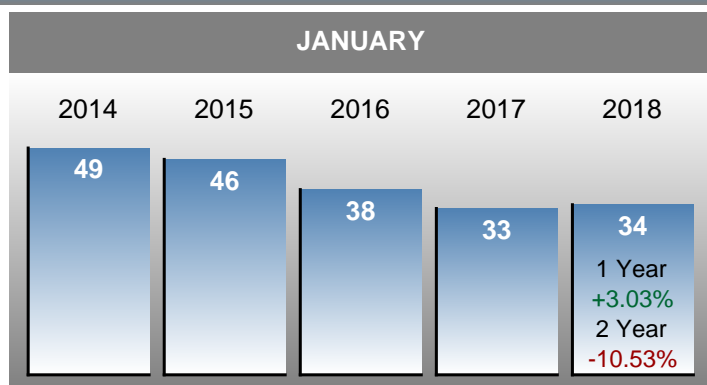
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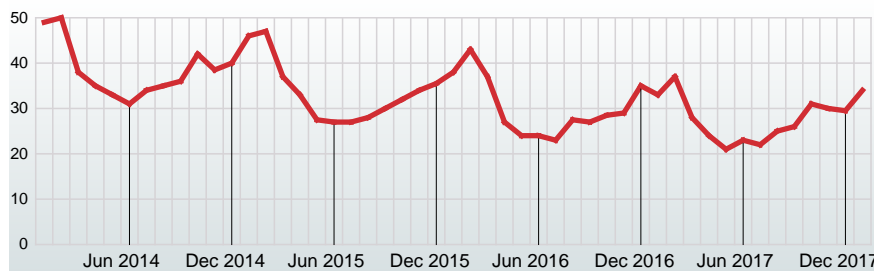


## MEDIAN DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 40**      **3 MONTHS**

**High**  
Feb 2014 = 50  
**Low**  
May 2017 = 21  
*Median Days on Market*  
this month at **34**,  
below the 5 yr JAN  
average of **40**

NOV	30
DEC	30
<b>-1.67%</b>	
JAN	34
<b>15.25%</b>	

### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	<b>66</b>	7.68%	17.0	9.0	45.0	10.0	0.0
\$40,001 - \$80,000	<b>108</b>	12.57%	28.0	37.5	21.0	47.0	0.0
\$80,001 - \$120,000	<b>125</b>	14.55%	28.0	35.0	26.0	26.5	75.0
\$120,001 - \$170,000	<b>217</b>	25.26%	35.0	53.0	33.5	49.0	8.5
\$170,001 - \$220,000	<b>139</b>	16.18%	34.0	14.5	29.0	80.0	30.0
\$220,001 - \$310,000	<b>115</b>	13.39%	35.0	15.5	34.5	36.5	36.0
\$310,001 and up	<b>89</b>	10.36%	46.0	31.0	9.0	45.0	68.0
<b>Median Closed DOM</b>			<b>34.0</b>	<b>30.0</b>	<b>29.5</b>	<b>47.0</b>	<b>53.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>34.0</b>	<b>134</b>	<b>506</b>	<b>188</b>	<b>31</b>
<b>Total Closed Volume</b>				<b>13.90M</b>	<b>74.02M</b>	<b>49.60M</b>	<b>13.99M</b>

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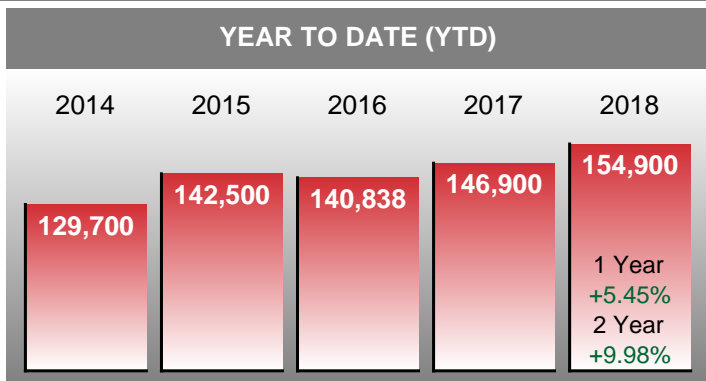
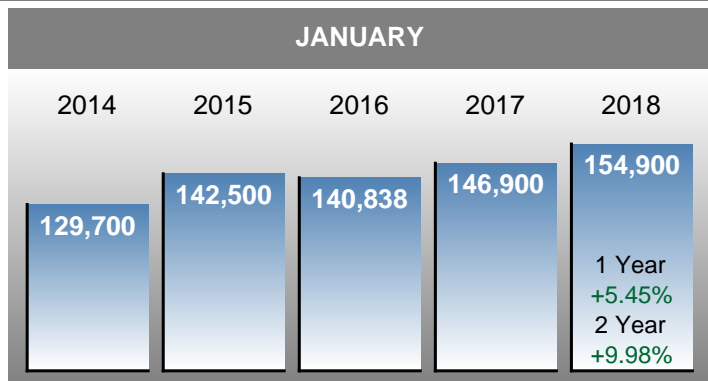
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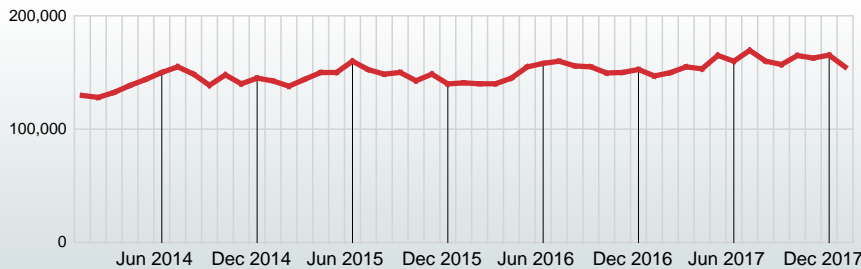
## MEDIAN LIST PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 142,968      3 MONTHS



**High**  
Jul 2017 = 169,423  
**Low**  
Feb 2014 = 128,000  
*Median List Price*  
this month at **154,900**,  
above the 5 yr JAN  
average of **142,968**

NOV	162,750
DEC	165,250
	<b>1.54%</b>
JAN	154,900
	<b>-6.26%</b>

### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	30	3.49%	15,000	17,500	12,475	13,875	0
\$25,001 - \$75,000	119	13.85%	54,000	49,900	58,750	44,000	0
\$75,001 - \$125,000	158	18.39%	100,000	91,750	103,950	109,900	105,000
\$125,001 - \$175,000	210	24.45%	149,900	142,000	149,000	165,000	151,450
\$175,001 - \$225,000	143	16.65%	197,000	199,450	195,000	202,500	198,950
\$225,001 - \$300,000	96	11.18%	264,968	289,250	259,900	266,250	285,000
\$300,001 and up	103	11.99%	399,900	585,000	350,000	378,700	449,900
<b>Median List Price</b>			154,900	77,400	140,950	246,500	407,500
<b>Total Closed Units</b>		100%	154,900	134	506	188	31
<b>Total Closed Volume</b>			156,744,286	14.86M	76.08M	51.09M	14.72M

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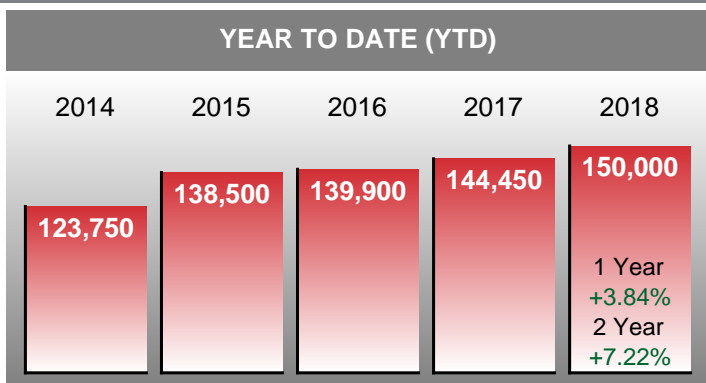
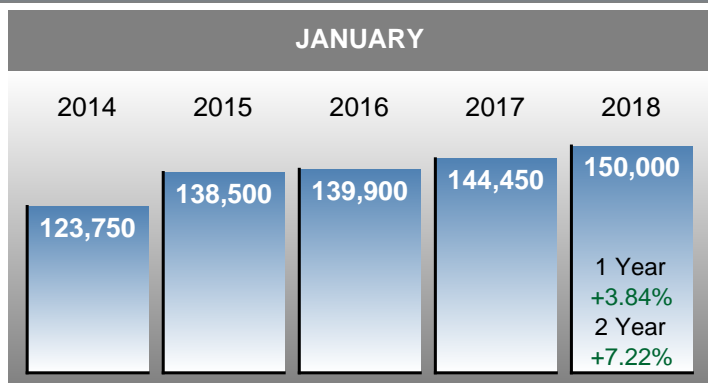
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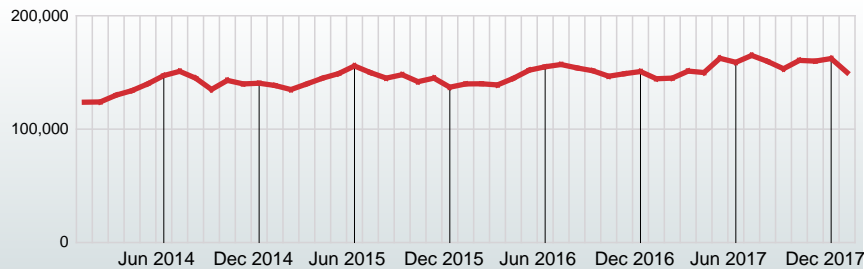
## MEDIAN SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 139,320**      **3 MONTHS**



**High**  
Jul 2017 = 165,000  
**Low**  
Jan 2014 = 123,750  
*Median Sold Price*  
this month at **150,000**,  
above the 5 yr JAN  
average of **139,320**

NOV	160,000
DEC	162,250
JAN	150,000
	<b>1.41%</b>
	<b>-7.55%</b>

### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	66	7.68%	25,000	20,000	31,750	20,000	0
\$40,001 - \$80,000	108	12.57%	62,000	60,000	65,000	67,500	0
\$80,001 - \$120,000	125	14.55%	99,000	90,000	102,000	103,500	85,000
\$120,001 - \$170,000	217	25.26%	145,000	138,000	144,000	156,250	153,450
\$170,001 - \$220,000	139	16.18%	190,600	191,088	188,250	199,000	198,950
\$220,001 - \$310,000	115	13.39%	262,500	252,500	256,450	264,950	287,500
\$310,001 and up	89	10.36%	395,000	400,000	362,323	375,000	465,000
<b>Median Sold Price</b>			150,000	70,700	138,450	244,700	395,000
<b>Total Closed Units</b>		100%	150,000	134	506	188	31
<b>Total Closed Volume</b>			151,506,689	13.90M	74.02M	49.60M	13.99M

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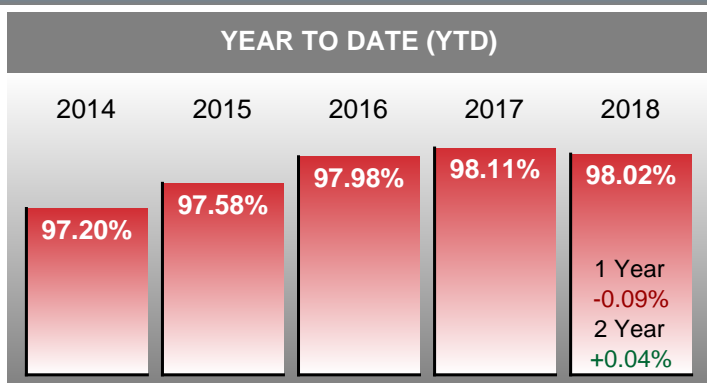
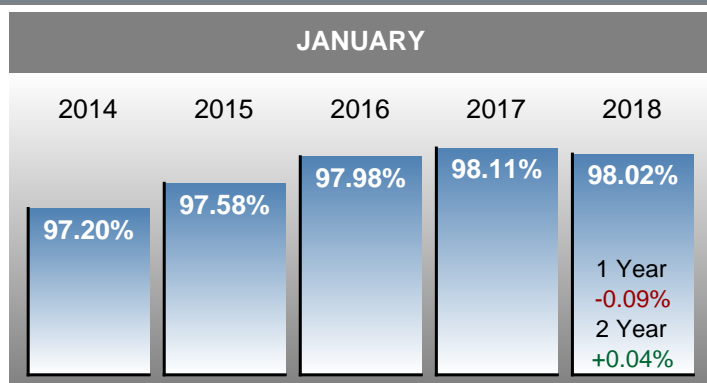
# January 2018

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



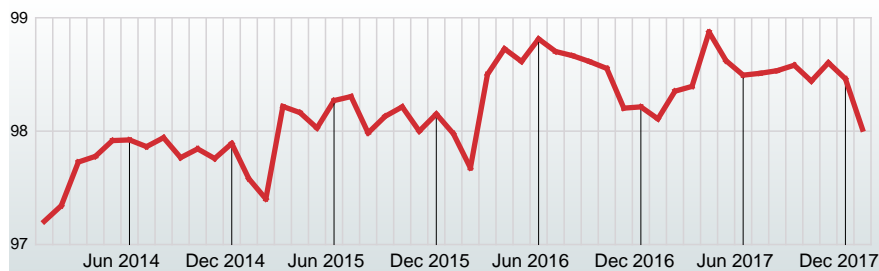
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 97.78%**      **3 MONTHS**



**High**  
Apr 2017 = 98.87%

**Low**  
Jan 2014 = 97.20%

*Median Sold/List Ratio*  
this month at **98.02%**,  
equal to 5 yr JAN  
average of **97.78%**

N	98.60%
O	
V	
D	98.46%
E	-0.14%
C	
J	98.02%
A	-0.45%
N	

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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	66	7.68%	93.80%	94.12%	91.03%	100.00%	0.00%
\$40,001 \$80,000	108	12.57%	95.38%	94.03%	96.25%	93.85%	0.00%
\$80,001 \$120,000	125	14.55%	97.62%	95.55%	98.31%	93.77%	80.95%
\$120,001 \$170,000	217	25.26%	98.18%	94.96%	98.81%	97.57%	101.75%
\$170,001 \$220,000	139	16.18%	99.50%	99.36%	99.53%	98.68%	100.00%
\$220,001 \$310,000	115	13.39%	98.34%	98.53%	98.83%	98.07%	97.15%
\$310,001 and up	89	10.36%	97.09%	96.37%	98.63%	97.29%	96.93%
<b>Median Sold/List Ratio</b>			98.02%	95.47%	98.71%	97.74%	97.15%
<b>Total Closed Units</b>	859	100%	98.02%	134	506	188	31
<b>Total Closed Volume</b>	151,506,689			13.90M	74.02M	49.60M	13.99M

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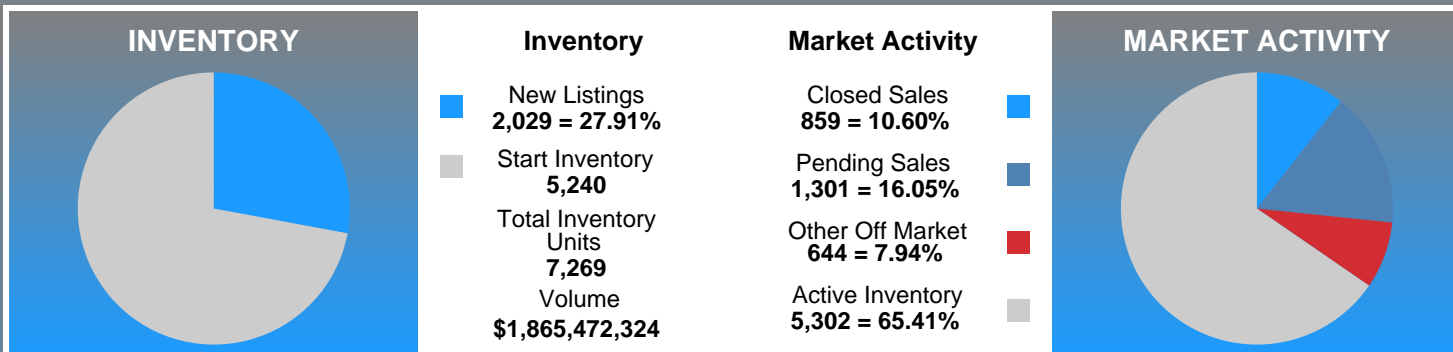
# January 2018

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



## MARKET SUMMARY

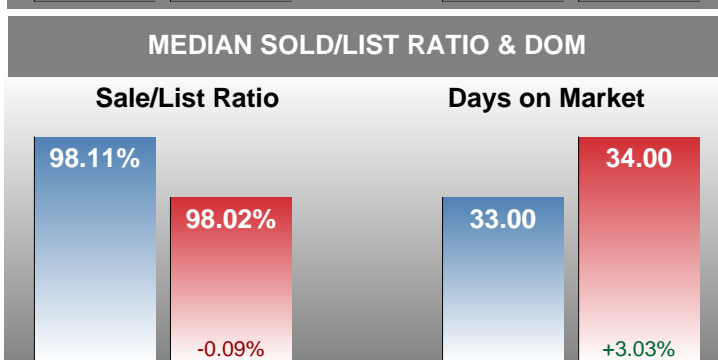
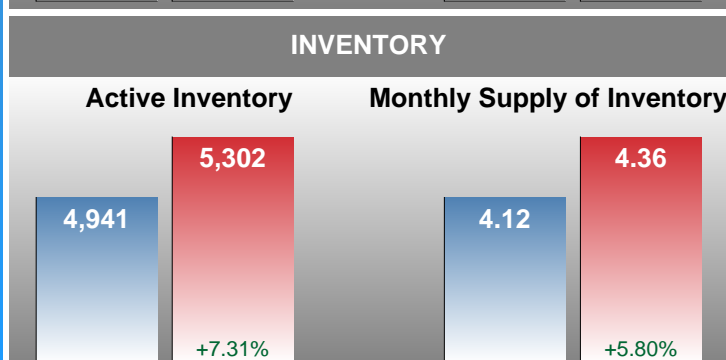
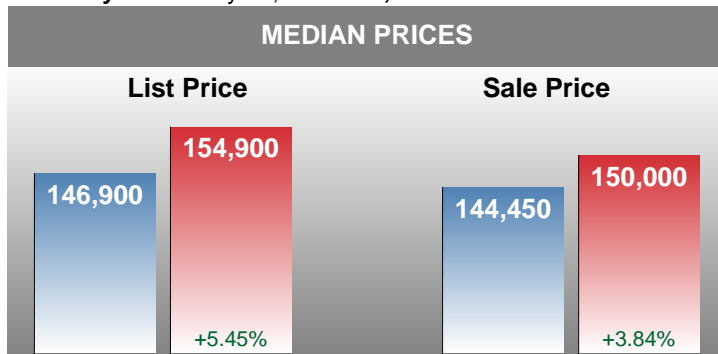
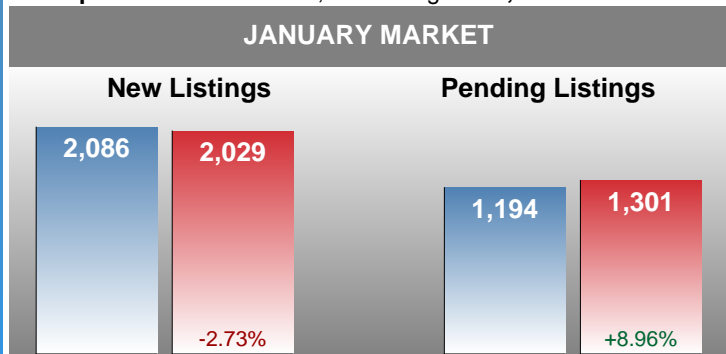
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Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	838	859	2.51%	838	859	2.51%
Pending Sales	1,194	1,301	8.96%	1,194	1,301	8.96%
New Listings	2,086	2,029	-2.73%	2,086	2,029	-2.73%
Median List Price	146,900	154,900	5.45%	146,900	154,900	5.45%
Median Sale Price	144,450	150,000	3.84%	144,450	150,000	3.84%
Median Percent of Selling Price to List Price	98.11%	98.02%	-0.09%	98.11%	98.02%	-0.09%
Median Days on Market to Sale	33.00	34.00	3.03%	33.00	34.00	3.03%
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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