January 2018

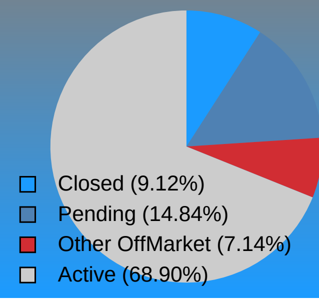
Area Delimited by County Of Rogers

MONTHLY INVENTORY ANALYSIS

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

Compared	January		
Metrics	2017	2018	+/-%
Closed Listings	82	83	1.22%
Pending Listings	133	135	1.50%
New Listings	207	228	10.14%
Average List Price	166,231	184,375	10.91%
Average Sale Price	163,983	179,259	9.32%
Average Percent of List Price to Selling Price	101.72%	97.90%	-3.75%
Average Days on Market to Sale	56.51	55.41	-1.95%
End of Month Inventory	562	627	11.57%
Months Supply of Inventory	4.67	5.00	6.90%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **126** Sales/Month
Active Inventory as of January 31, 2018 = **627**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2018 rose **11.57%** to 627 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **5.00** 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 **9.32%** in January 2018 to $179,259 versus the previous year at $163,983.

Average Days on Market Shortens

The average number of **55.41** days that homes spent on the market before selling decreased by 1.10 days or **1.95%** in January 2018 compared to last year's same month at **56.51** DOM.

Sales Success for January 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 228 New Listings in January 2018, up **10.14%** from last year at 207. Furthermore, there were 83 Closed Listings this month versus last year at 82, a **1.22%** increase.

Closed versus Listed trends yielded a **36.4%** ratio, down from previous year's, January 2017, at **39.6%**, a **8.10%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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January 2018

Area Delimited by County Of Rogers

CLOSED LISTINGS

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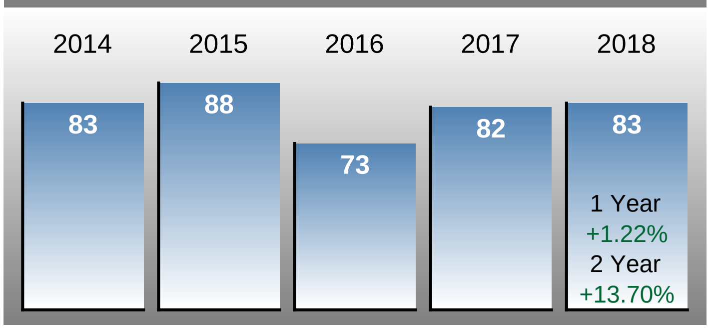
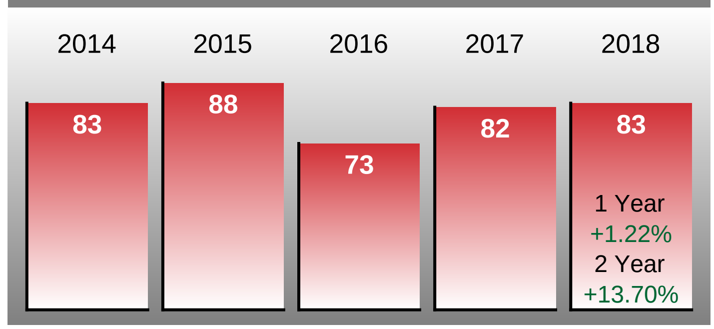
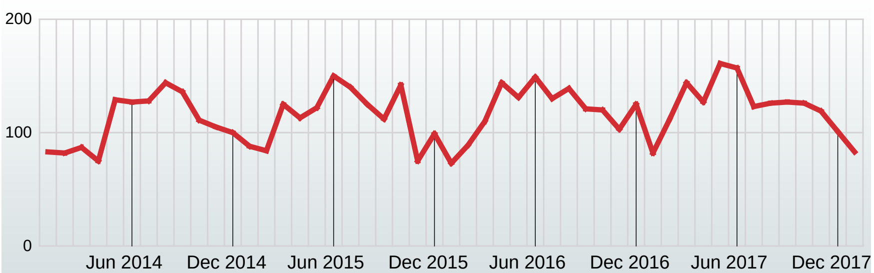
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

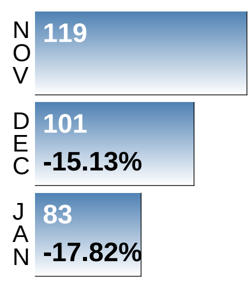


5yr JAN AVG = 82

High
May 2017 = 161
Low
Jan 2016 = 73

Closed Listings this month at **83,** above the 5 yr JAN average of **82**

3 MONTHS



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	5	6.02%	38.0	4	1	0	0
$25,001 $100,000	13	15.66%	49.5	4	8	1	0
$100,001 $125,000	9	10.84%	42.4	0	8	1	0
$125,001 $175,000	22	26.51%	50.6	0	17	5	0
$175,001 $225,000	15	18.07%	71.2	1	11	2	1
$225,001 $275,000	8	9.64%	51.3	0	5	3	0
$275,001 and up	11	13.25%	71.9	1	2	6	2
Total Closed Units	83	100%	55.4	10	52	18	3
Total Closed Volume	14,878,487			732.90K	8.09M	4.54M	1.52M
Average Closed Price	$179,259			$73,290	$155,486	$252,157	$507,167

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January 2018

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PENDING LISTINGS

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

JANUARY

2014	2015	2016	2017	2018
102	108	96	133	135

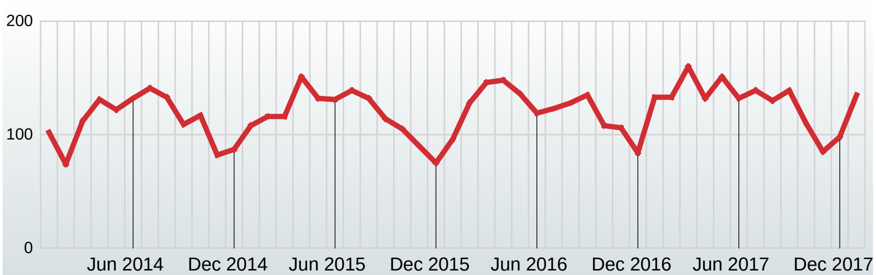
1 Year +1.50%
2 Year +40.63%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
102	108	96	133	135

1 Year +1.50%
2 Year +40.63%

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 115

High
Mar 2017 = 160
Low
Feb 2014 = 74

Pending Listings this month at **135,** above the 5 yr JAN average of **115**

3 MONTHS

NOV 85
DEC 98 **15.29%**
JAN 135 **37.76%**

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$60,000 and less	13	9.63%	71.6	9	4	0	0
$60,001 $90,000	12	8.89%	73.3	7	4	1	0
$90,001 $130,000	21	15.56%	52.6	3	16	2	0
$130,001 $170,000	30	22.22%	58.3	1	22	7	0
$170,001 $220,000	28	20.74%	57.1	0	19	9	0
$220,001 $290,000	16	11.85%	49.9	1	11	3	1
$290,001 and up	15	11.11%	54.5	1	1	10	3
Total Pending Units	135	100%	69.5	22	77	32	4
Total Pending Volume	25,435,921			1.91M	12.34M	7.66M	3.53M
Average Listing Price	$138,844			$86,891	$160,195	$239,262	$883,225

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NEW LISTINGS

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

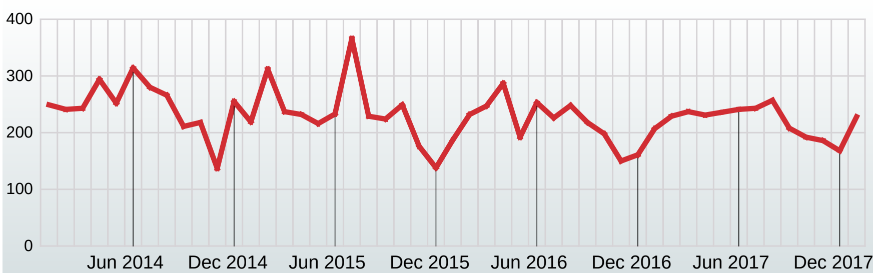
JANUARY

2014	2015	2016	2017	2018
249	219	187	207	228
				1 Year +10.14%
				2 Year +21.93%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
249	219	187	207	228
				1 Year +10.14%
				2 Year +21.93%

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 218

High
Jul 2015 = 366
Low
Nov 2014 = 137

New Listings this month at **228,** above the 5 yr JAN average of **218**

3 MONTHS

Month	Count	Change
NOV	186	
DEC	168	-9.68%
JAN	228	35.71%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$20,000 and less	10	4.39%	8	1	1	0
$20,001 $60,000	42	18.42%	35	6	0	1
$60,001 $110,000	28	12.28%	13	12	2	1
$110,001 $190,000	63	27.63%	7	42	10	4
$190,001 $260,000	34	14.91%	3	18	11	2
$260,001 $400,000	29	12.72%	2	8	15	4
$400,001 and up	22	9.65%	5	3	7	7
Total New Listed Units	228	100%	73	90	46	19
Total New Listed Volume	51,794,400		8.48M	16.12M	13.32M	13.87M
Average New Listed Listing Price	$114,133		$116,097	$179,121	$289,648	$730,242

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ACTIVE INVENTORY

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END OF JANUARY

2014	2015	2016	2017	2018
791	754	654	562	627

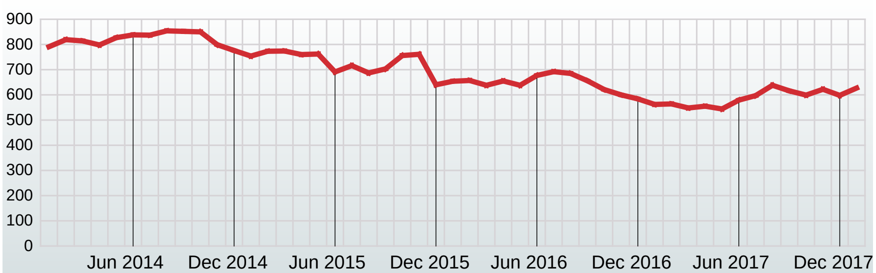
2018: 1 Year +11.57%, 2 Year -4.13%

ACTIVE DURING JANUARY

2014	2015	2016	2017	2018
227	965	820	777	824

2018: 1 Year +6.05%, 2 Year +0.49%

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 678

High
Aug 2014 = 854
Low
May 2017 = 544

Inventory
this month at **627,** below the 5 yr JAN average of **678**

3 MONTHS

Month	Inventory	Change
NOV	622	
DEC	598	-3.86%
JAN	627	4.85%

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	67	10.69%	84.6	64	2	1	0
$25,001 $50,000	65	10.37%	100.0	59	5	0	1
$50,001 $125,000	88	14.04%	76.5	41	38	6	3
$125,001 $200,000	154	24.56%	82.0	28	88	31	7
$200,001 $275,000	94	14.99%	79.3	6	41	43	4
$275,001 $475,000	96	15.31%	77.9	16	16	50	14
$475,001 and up	63	10.05%	96.0	16	6	18	23
Total Active Inventory by Units	627	100%	83.7	230	196	149	52
Total Active Inventory by Volume	152,943,816			31.78M	39.97M	46.29M	34.91M
Average Active Inventory Listing Price	$243,930			$138,174	$203,911	$310,666	$671,309

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MONTHS SUPPLY of INVENTORY (MSI)

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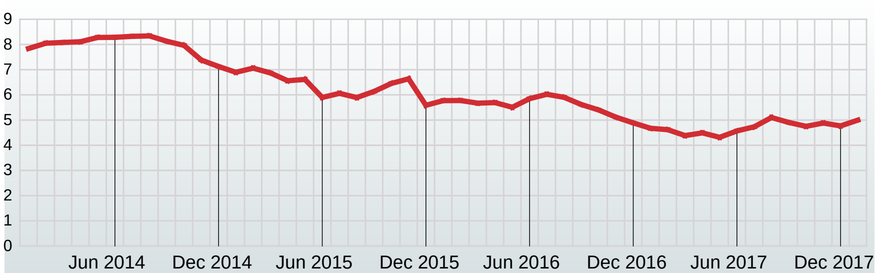
MSI FOR JANUARY

2014	2015	2016	2017	2018
7.8	6.9	5.8	4.7	5.0 1 Year +6.90% 2 Year -13.42%

INDICATORS FOR JANUARY 2018

Inventory	Closed	Absorption	MSI	MSI %
627 End of Month Active Inventory	1,506 Closed Last 12 Months	126 Average Closed per Month over 12 Months	5.0 Months Supply of Inventory	20.016% Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 6.0

High
Aug 2014 = 8.3
Low
May 2017 = 4.3

Months Supply this month at **5.0,** below the 5 yr JAN average of **6.0**

3 MONTHS

Month	MSI	Change
NOV	4.9	
DEC	4.8	-2.33%
JAN	5.0	4.78%

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	67	10.69%	13.9	15.1	4.0	12.0	0.0
$25,001 $50,000	65	10.37%	11.3	19.1	2.6	0.0	0.0
$50,001 $125,000	88	14.04%	2.9	5.1	2.0	2.3	12.0
$125,001 $200,000	154	24.56%	3.4	10.5	2.7	3.3	9.3
$200,001 $275,000	94	14.99%	4.9	9.0	4.3	5.4	4.8
$275,001 $475,000	96	15.31%	5.8	21.3	4.7	5.0	6.2
$475,001 and up	63	10.05%	16.4	192.0	36.0	8.3	16.2
Market Supply of Inventory (MSI)	5.0	100%	5.0	11.7	2.9	4.5	9.5
Total Active Inventory by Units	627			230	196	149	52

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AVERAGE DAYS ON MARKET TO SALE

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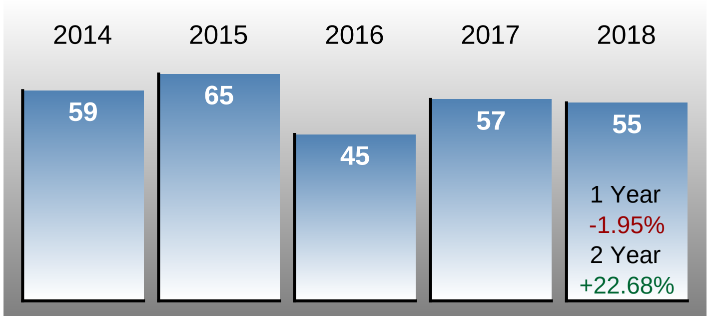
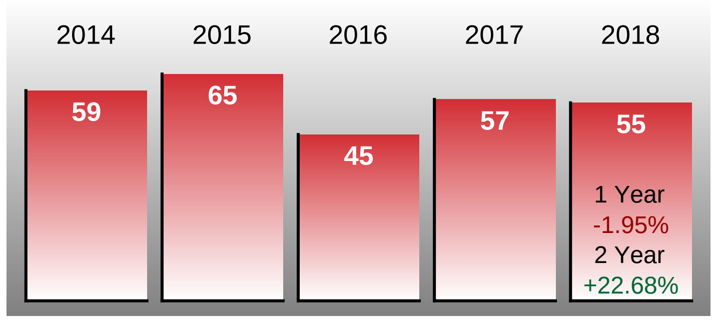
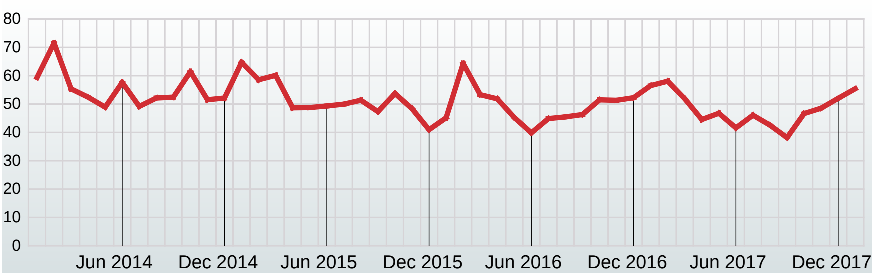
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

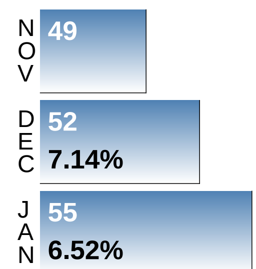


5yr JAN AVG = 56

High
Feb 2014 = 72
Low
Sep 2017 = 38

Average Days on Market this month at **55,** below the 5 yr JAN average of **56**

3 MONTHS



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	5	6.02%	38.0	46.3	5.0	0.0	0.0
$25,001 $100,000	13	15.66%	49.5	88.3	27.6	70.0	0.0
$100,001 $125,000	9	10.84%	42.4	0.0	45.4	19.0	0.0
$125,001 $175,000	22	26.51%	50.6	0.0	40.1	86.6	0.0
$175,001 $225,000	15	18.07%	71.2	16.0	83.2	67.5	2.0
$225,001 $275,000	8	9.64%	51.3	0.0	75.8	10.3	0.0
$275,001 and up	11	13.25%	71.9	4.0	24.5	85.0	114.0
Average Closed DOM	55.4	100%	55.4	55.8	50.3	66.6	76.7
Total Closed Units	83			10	52	18	3
Total Closed Volume	14,878,487			732.90K	8.09M	4.54M	1.52M

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January 2018

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AVERAGE LIST PRICE AT CLOSING

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

JANUARY

2014	2015	2016	2017	2018
146,443	179,503	191,893	166,231	184,375

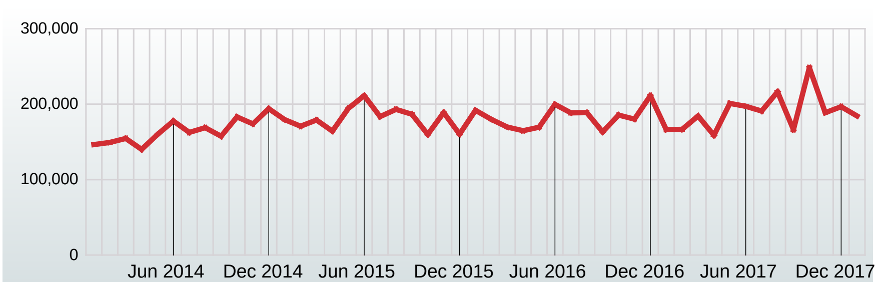
1 Year +10.91%
2 Year -3.92%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
146,443	179,503	191,893	166,231	184,375

1 Year +10.91%
2 Year -3.92%

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 173,689

High
Oct 2017 = 248,388
Low
Apr 2014 = 140,051

Average List Price this month at **184,375,** above the 5 yr JAN average of **173,689**

3 MONTHS

NOV	188,719	
DEC	196,658	4.21%
JAN	184,375	-6.25%

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	5	6.02%	15,900	18,625	5,000	0	0
$25,001 $100,000	13	15.66%	65,085	52,000	70,338	75,400	0
$100,001 $125,000	8	9.64%	118,413	0	118,413	127,500	0
$125,001 $175,000	20	24.10%	151,463	0	154,368	165,000	0
$175,001 $225,000	18	21.69%	198,155	195,000	198,171	218,200	208,000
$225,001 $275,000	6	7.23%	254,367	0	262,640	256,833	0
$275,001 and up	13	15.66%	408,304	285,000	308,825	407,967	700,000
Average List Price	184,375	100%	184,375	76,250	158,654	260,144	536,000
Total Closed Units	83			10	52	18	3
Total Closed Volume	15,303,086			762.50K	8.25M	4.68M	1.61M

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RE STATS

January 2018

Area Delimited by County Of Rogers

MLS technology INC

AVERAGE SOLD PRICE AT CLOSING

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

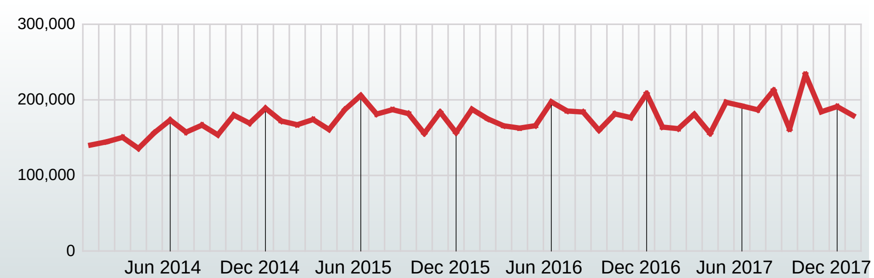
JANUARY

2014	2015	2016	2017	2018
140,257	171,997	187,553	163,983	179,259
				1 Year +9.32% 2 Year -4.42%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
140,257	171,997	187,553	163,983	179,259
				1 Year +9.32% 2 Year -4.42%

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 168,610

High
Oct 2017 = 233,723
Low
Apr 2014 = 135,757

Average Sold Price this month at **179,259,** above the 5 yr JAN average of **168,610**

3 MONTHS

Month	Average Sold Price	Change
NOV	184,226	
DEC	191,102	3.73%
JAN	179,259	-6.20%

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	5	6.02%	15,030	17,600	4,750	0	0
$25,001 $100,000	13	15.66%	64,430	47,500	70,853	80,764	0
$100,001 $125,000	9	10.84%	118,333	0	117,500	125,000	0
$125,001 $175,000	22	26.51%	152,352	0	149,368	162,500	0
$175,001 $225,000	15	18.07%	197,562	192,500	194,358	212,500	208,000
$225,001 $275,000	8	9.64%	255,250	0	258,100	250,500	0
$275,001 and up	11	13.25%	413,051	280,000	303,000	390,678	656,750
Average Sold Price	179,259	100%	179,259	73,290	155,486	252,157	507,167
Total Closed Units	83			10	52	18	3
Total Closed Volume	14,878,487			732.90K	8.09M	4.54M	1.52M

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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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JANUARY

2014	2015	2016	2017	2018
94.36%	94.90%	97.03%	101.72%	97.90%

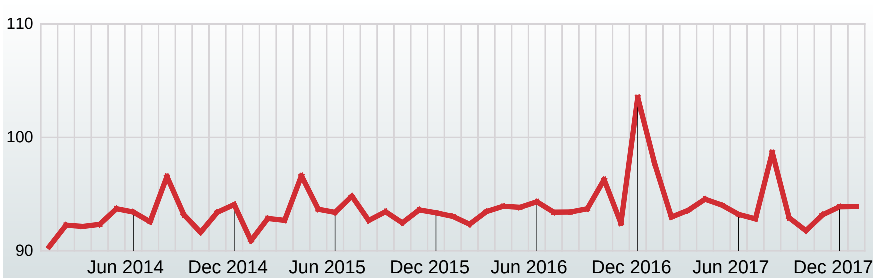
1 Year -3.75%
2 Year +0.89%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
94.36%	94.90%	97.03%	101.72%	97.90%

1 Year -3.75%
2 Year +0.89%

5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 97.18%

High
Dec 2016 = 107.52%
Low
Jan 2014 = 94.36%

Average Sold/List Ratio this month at **97.90%,** above the 5 yr JAN average of **97.18%**

3 MONTHS

NOV	97.18%	
DEC	97.88%	0.72%
JAN	97.90%	0.02%

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	5	6.02%	95.21%	95.27%	95.00%	0.00%	0.00%
$25,001 $100,000	13	15.66%	99.21%	91.94%	101.86%	107.11%	0.00%
$100,001 $125,000	9	10.84%	99.19%	0.00%	99.33%	98.04%	0.00%
$125,001 $175,000	22	26.51%	97.37%	0.00%	97.05%	98.45%	0.00%
$175,001 $225,000	15	18.07%	98.19%	98.72%	98.11%	97.47%	100.00%
$225,001 $275,000	8	9.64%	98.05%	0.00%	98.29%	97.65%	0.00%
$275,001 and up	11	13.25%	97.09%	98.25%	98.13%	96.95%	95.89%
Average Sold/List Ratio	97.90%			94.58%	98.48%	98.17%	97.26%
Total Closed Units	83	100%	97.90%	10	52	18	3
Total Closed Volume	14,878,487			732.90K	8.09M	4.54M	1.52M

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January 2018

Area Delimited by County Of Rogers

MARKET SUMMARY

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

INVENTORY

Inventory

New Listings
228 = 27.60%

Start Inventory
598

Total Inventory Units
826

Volume
$198,619,227

Market Activity

Closed Sales
83 = 9.12%

Pending Sales
135 = 14.84%

Other Off Market
65 = 7.14%

Active Inventory
627 = 68.90%

MARKET ACTIVITY

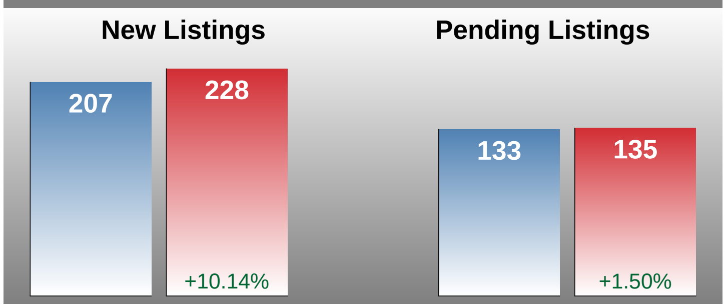
Compared	January			Year to Date		
Metrics	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	82	83	1.22%	82	83	1.22%
Pending Sales	133	135	1.50%	133	135	1.50%
New Listings	207	228	10.14%	207	228	10.14%
Average List Price	166,231	184,375	10.91%	166,231	184,375	10.91%
Average Sale Price	163,983	179,259	9.32%	163,983	179,259	9.32%
Average Percent of Selling Price to List Price	101.72%	97.90%	-3.75%	101.72%	97.90%	-3.75%
Average Days on Market to Sale	56.51	55.41	-1.95%	56.51	55.41	-1.95%
Monthly Inventory	562	627	11.57%	562	627	11.57%
Months Supply of Inventory	4.67	5.00	6.90%	4.67	5.00	6.90%

Absorption: Last 12 months, an Average of **126** Sales/Month

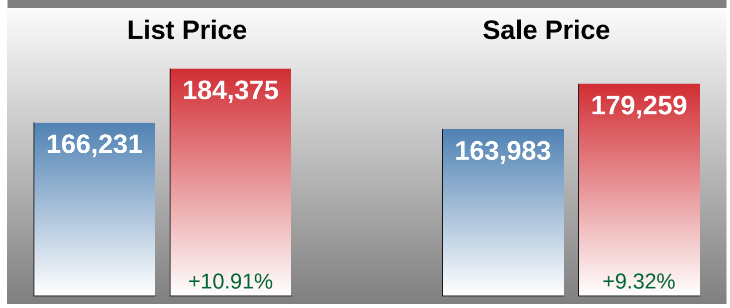
Inventory on January 31, 2018 = **627**

2017 2018

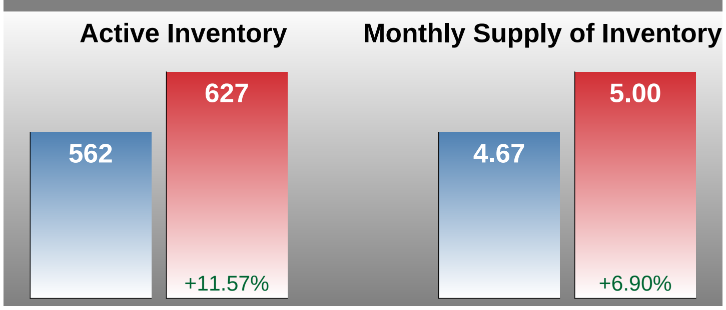
JANUARY MARKET



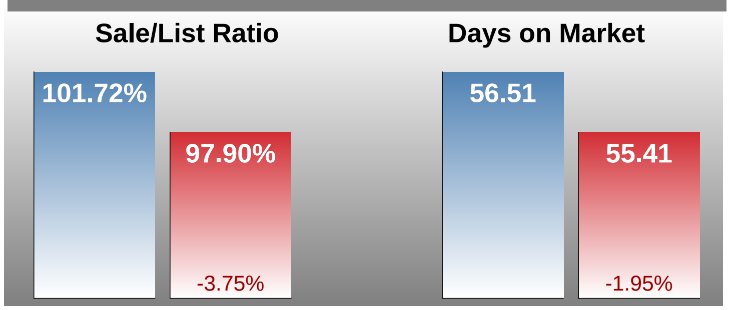
AVERAGE PRICES



INVENTORY



AVERAGE SOLD/LIST RATIO & DOM



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Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com