

January 2018

Area Delimited by County Of Washington

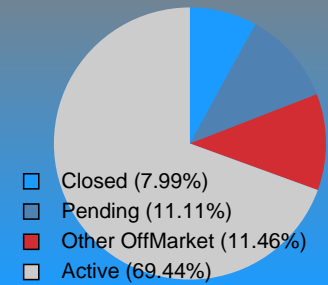


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	46	46	0.00%
Pending Listings	47	64	36.17%
New Listings	176	129	-26.70%
Median List Price	116,250	83,450	-28.22%
Median Sale Price	109,500	83,200	-24.02%
Median Percent of List Price to Selling Price	97.46%	96.33%	-1.16%
Median Days on Market to Sale	41.00	53.00	29.27%
End of Month Inventory	422	400	-5.21%
Months Supply of Inventory	6.07	5.83	-4.06%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of January 31, 2018 = **400**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2018 decreased **5.21%** to 400 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 **5.83** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **24.02%** in January 2018 to \$83,200 versus the previous year at \$109,500.

Median Days on Market Lengthens

The median number of **53.00** days that homes spent on the market before selling increased by 12.00 days or **29.27%** in January 2018 compared to last year's same month at **41.00** DOM.

Sales Success for January 2018 is Positive

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

There were 129 New Listings in January 2018, down **26.70%** from last year at 176. Furthermore, there were 46 Closed Listings this month versus last year at 46, a **0.00%** decrease.

Closed versus Listed trends yielded a **35.7%** ratio, up from previous year's, January 2017, at **26.1%**, a **36.43%** upswing. This will certainly create pressure on a decreasing 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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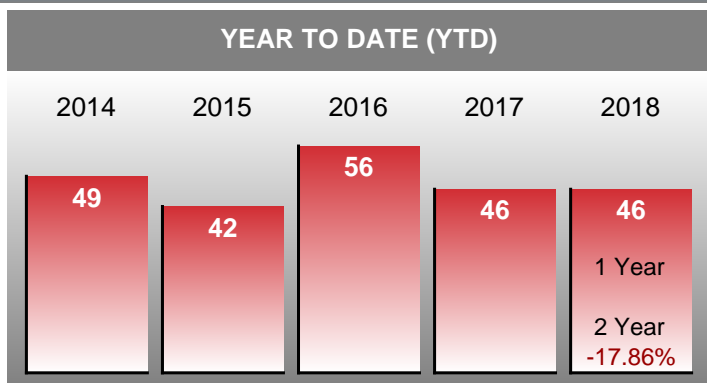
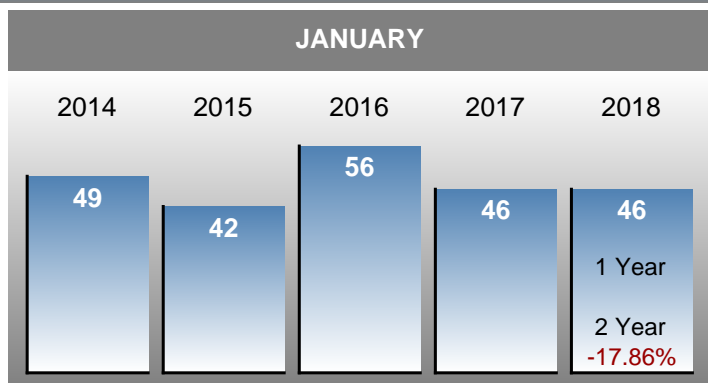
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CLOSED LISTINGS

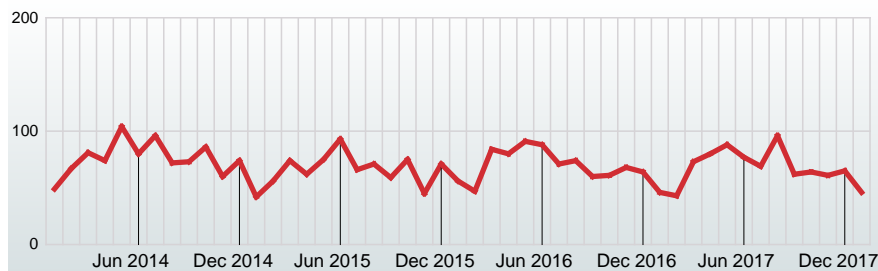
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 48

3 MONTHS



High
May 2014 = 104
Low
Jan 2015 = 42
Closed Listings
this month at **46**,
below the 5 yr JAN
average of **48**

N	61
O	
V	
D	65
E	6.56%
C	
J	46
A	-29.23%
N	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	4.35%	89.0	1	1	0	0
\$20,001 - \$50,000	10	21.74%	20.0	4	5	1	0
\$50,001 - \$70,000	7	15.22%	19.0	1	6	0	0
\$70,001 - \$90,000	8	17.39%	81.0	0	8	0	0
\$90,001 - \$130,000	8	17.39%	76.5	1	6	1	0
\$130,001 - \$220,000	6	13.04%	67.5	1	4	1	0
\$220,001 and up	5	10.87%	36.0	1	0	4	0
Total Closed Units	46			9	30	7	0
Total Closed Volume	4,701,760	100%	53.0	706.50K	2.50M	1.50M	0.00B
Median Closed Price	\$83,200			\$50,000	\$78,500	\$247,000	\$0

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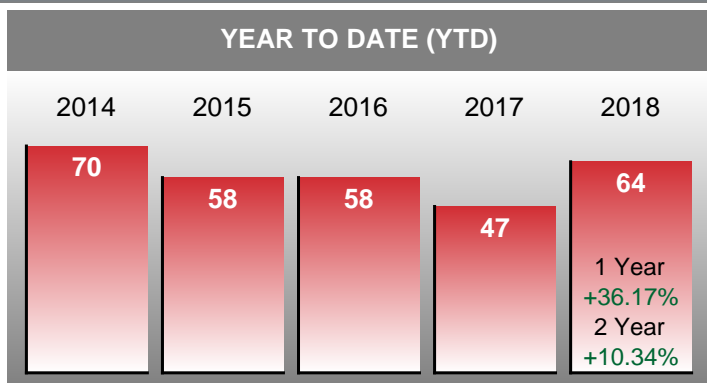
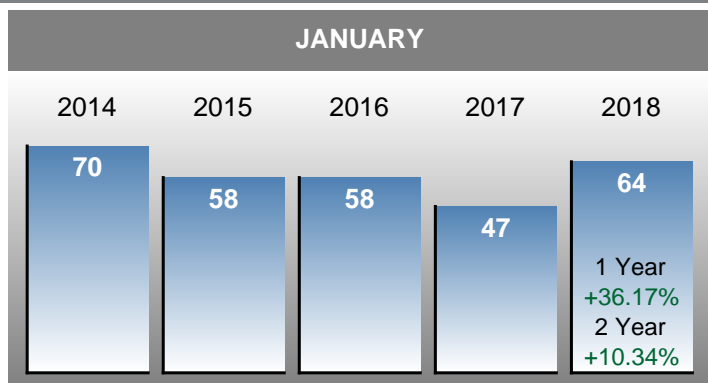
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PENDING LISTINGS

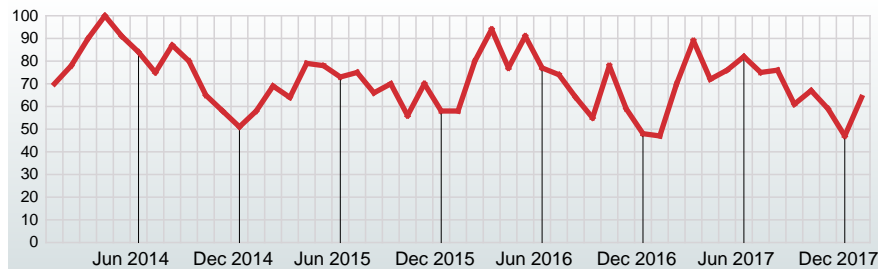
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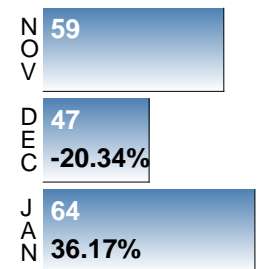
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 59

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 47
Pending Listings
this month at **64**,
above the 5 yr JAN
average of **59**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	9.38%	79.0	5	1	0	0
\$30,001 - \$60,000	8	12.50%	96.0	6	2	0	0
\$60,001 - \$80,000	8	12.50%	69.5	2	6	0	0
\$80,001 - \$140,000	17	26.56%	79.0	1	12	3	1
\$140,001 - \$170,000	8	12.50%	38.0	0	2	5	1
\$170,001 - \$280,000	10	15.63%	5.0	0	8	1	1
\$280,001 and up	7	10.94%	92.0	1	1	3	2
Total Pending Units	64			15	32	12	5
Total Pending Volume	8,948,990	100%	60.5	922.54K	4.10M	2.34M	1.58M
Median Listing Price	\$122,400			\$35,000	\$122,400	\$156,400	\$250,000

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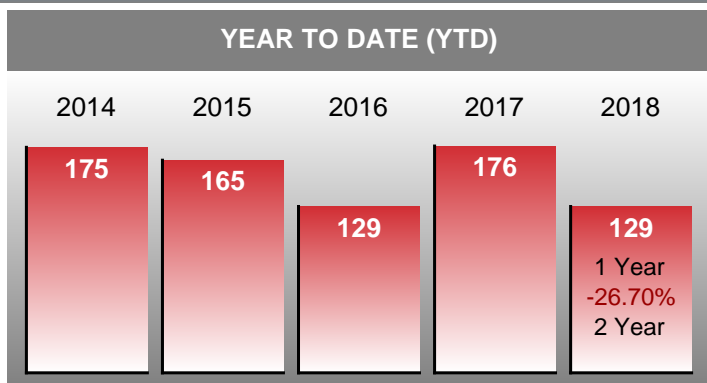
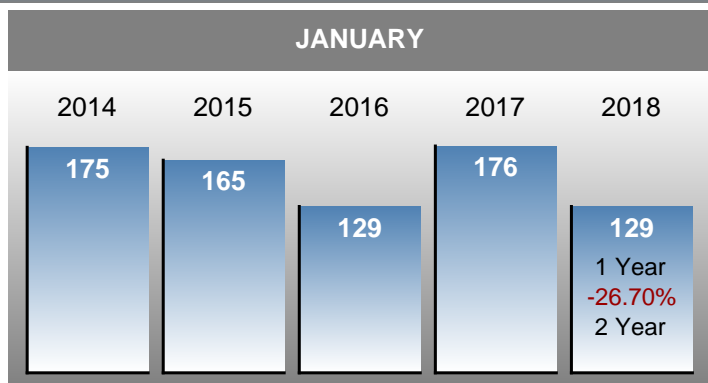
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NEW LISTINGS

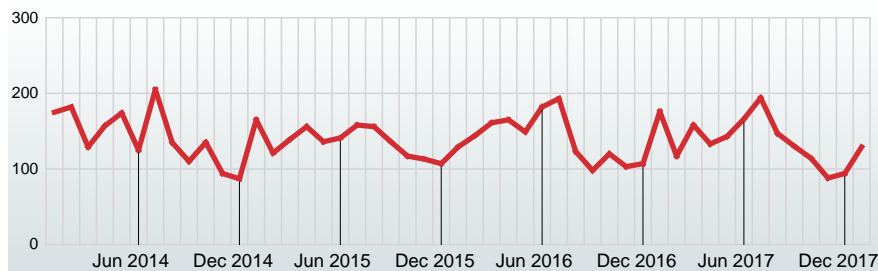
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 155

3 MONTHS



High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **129**,
below the 5 yr JAN
average of **155**

N	88
O	
V	
D	94
E	6.82%
C	
J	129
A	37.23%
N	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	6.98%	4	2	2	1
\$30,001 - \$50,000	20	15.50%	14	5	1	0
\$50,001 - \$70,000	11	8.53%	8	2	0	1
\$70,001 - \$140,000	36	27.91%	8	22	5	1
\$140,001 - \$220,000	24	18.60%	3	13	7	1
\$220,001 - \$340,000	15	11.63%	1	3	10	1
\$340,001 and up	14	10.85%	3	3	8	0
Total New Listed Units	129		41	50	33	5
Total New Listed Volume	22,738,749	100%	6.62M	7.31M	8.20M	615.80K
Median New Listed Listing Price	\$119,000		\$54,600	\$119,250	\$242,000	\$120,000

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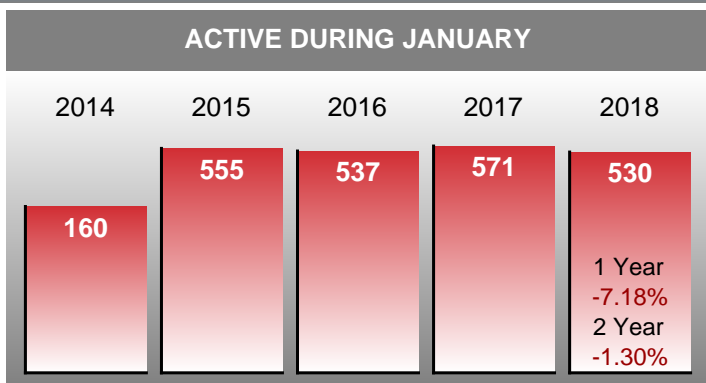
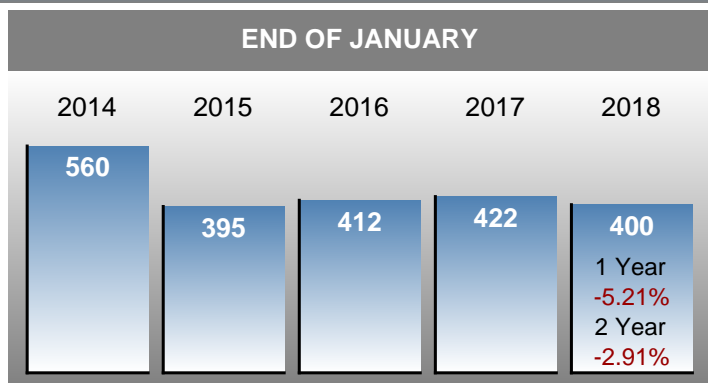
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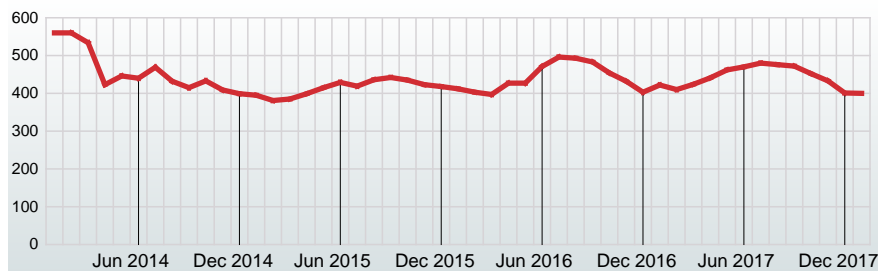
ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 438 3 MONTHS



High
Feb 2014 = 560
Low
Feb 2015 = 381
Inventory
this month at **400**,
below the 5 yr JAN
average of **438**

NOV	433
DEC	401
	-7.39%
JAN	400
	-0.25%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	36	9.00%	49.0	34	0	2	0
\$20,001 \$40,000	44	11.00%	124.0	34	7	2	1
\$40,001 \$60,000	65	16.25%	91.0	46	16	3	0
\$60,001 \$110,000	95	23.75%	90.0	47	41	5	2
\$110,001 \$180,000	69	17.25%	56.0	11	35	22	1
\$180,001 \$330,000	52	13.00%	54.5	4	13	29	6
\$330,001 and up	39	9.75%	61.0	12	5	19	3
Total Active Inventory by Units	400			188	117	82	13
Total Active Inventory by Volume	59,098,210	100%	74.0	21.55M	15.19M	19.45M	2.91M
Median Active Inventory Listing Price	\$76,750			\$52,750	\$99,900	\$213,400	\$226,800

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January 2018

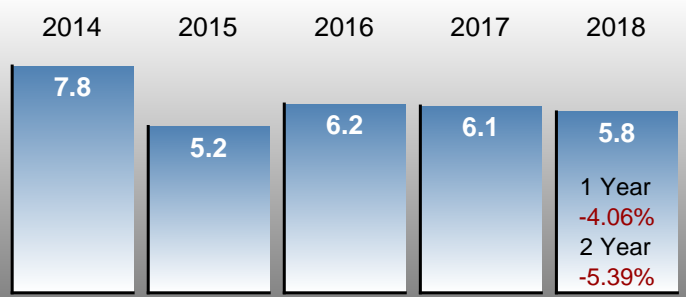
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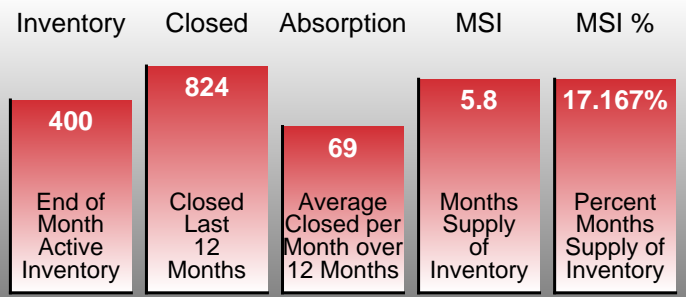
MONTHS SUPPLY of INVENTORY (MSI)

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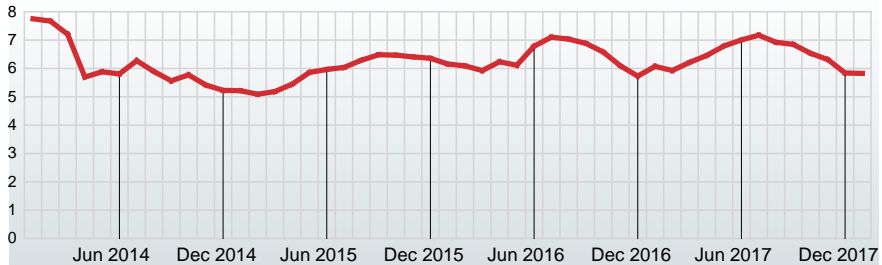
MSI FOR JANUARY



INDICATORS FOR JANUARY 2018



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 6.2

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply this month at 5.8, equal to 5 yr JAN average of 6.2

N O V	6.3
D E C	5.8 -7.50%
J A N	5.8 -0.25%

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
\$20,000 and less	36	9.00%	17.3	37.1	0.0	0.0	0.0
\$20,001 \$40,000	44	11.00%	9.3	15.7	3.5	3.4	0.0
\$40,001 \$60,000	65	16.25%	11.8	27.6	4.4	18.0	0.0
\$60,001 \$110,000	95	23.75%	4.9	12.3	3.1	2.5	0.0
\$110,001 \$180,000	69	17.25%	3.4	11.0	2.9	3.4	1.1
\$180,001 \$330,000	52	13.00%	3.9	8.0	3.4	3.6	5.5
\$330,001 and up	39	9.75%	12.3	72.0	8.6	10.4	5.1
Market Supply of Inventory (MSI)	5.8			18.3	3.2	4.3	5.0
Total Active Inventory by Units	400	100%	5.8	188	117	82	13

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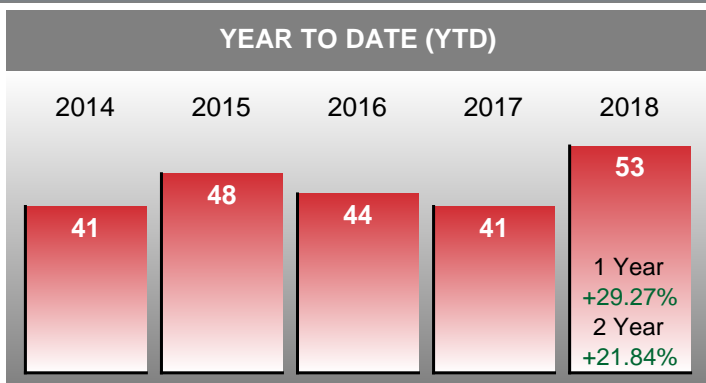
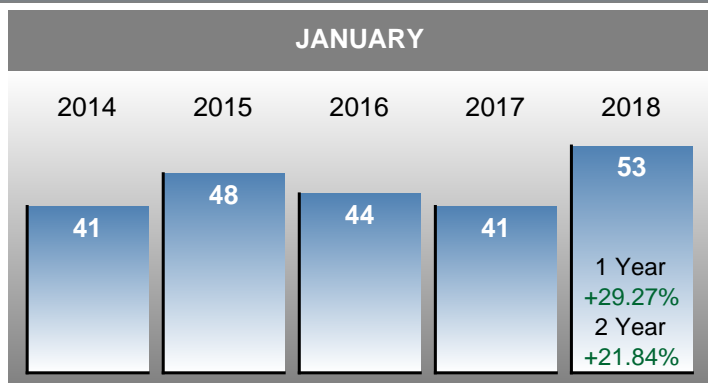
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MEDIAN DAYS ON MARKET TO SALE

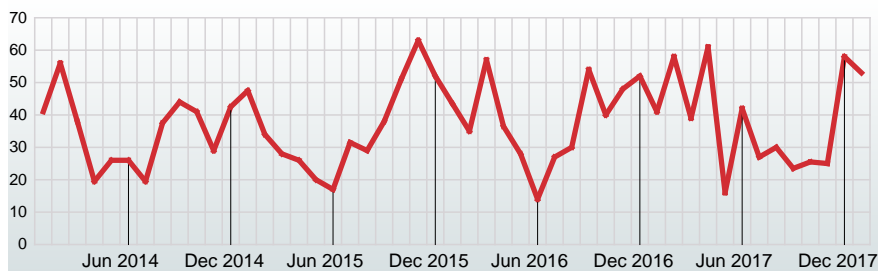
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 45

3 MONTHS



High

Nov 2015 = 63

Low

Jun 2016 = 14

Median Days on Market this month at **53**, above the 5 yr JAN average of **45**

NOV

25

DEC

58

132.00%

JAN

53

-8.62%

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
\$20,000 and less	2	4.35%	89.0	133.0	45.0	0.0	0.0
\$20,001 \$50,000	10	21.74%	20.0	96.0	22.0	12.0	0.0
\$50,001 \$70,000	7	15.22%	19.0	19.0	21.0	0.0	0.0
\$70,001 \$90,000	8	17.39%	81.0	0.0	81.0	0.0	0.0
\$90,001 \$130,000	8	17.39%	76.5	57.0	78.0	79.0	0.0
\$130,001 \$220,000	6	13.04%	67.5	92.0	67.0	67.0	0.0
\$220,001 and up	5	10.87%	36.0	27.0	0.0	67.5	0.0
Median Closed DOM	53.0			57.0	49.0	67.0	0.0
Total Closed Units	46	100%	53.0	9	30	7	
Total Closed Volume	4,701,760			706.50K	2.50M	1.50M	0.00B

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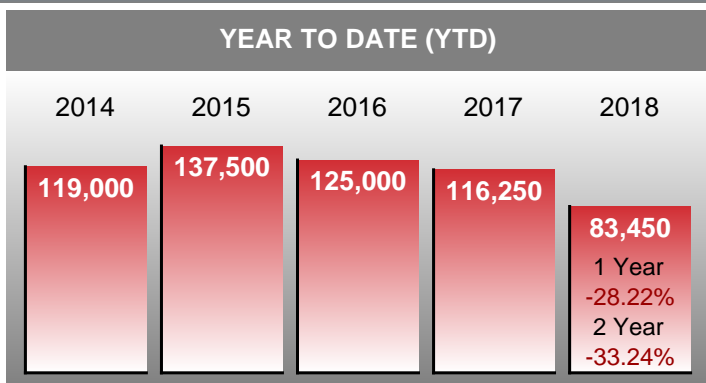
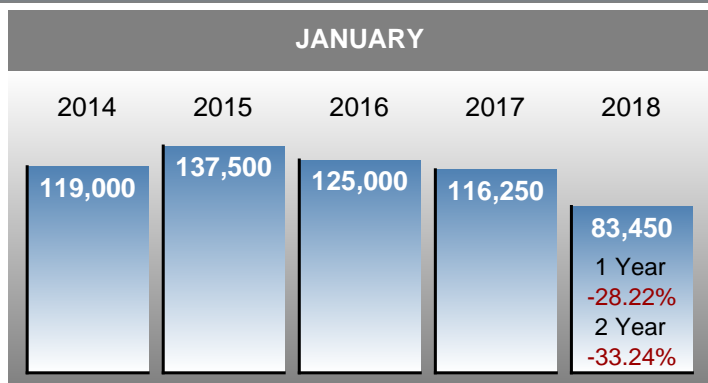
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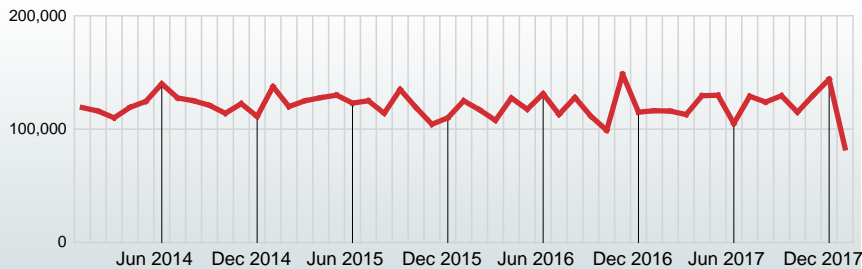
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 116,240 **3 MONTHS**



High
Nov 2016 = 148,450
Low
Jan 2018 = 83,450
Median List Price
this month at **83,450**,
below the 5 yr JAN
average of **116,240**

NOV	129,900
DEC	144,000
JAN	83,450
	10.85%
	-42.05%

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
\$20,000 and less	1	2.17%	15,000	15,000	0	0	0
\$20,001 \$50,000	9	19.57%	33,000	33,000	30,600	37,000	0
\$50,001 \$70,000	6	13.04%	54,000	53,750	57,500	0	0
\$70,001 \$90,000	10	21.74%	80,700	0	80,700	0	0
\$90,001 \$130,000	7	15.22%	104,900	123,000	104,900	96,500	0
\$130,001 \$220,000	7	15.22%	146,000	0	143,000	194,500	0
\$220,001 and up	6	13.04%	276,950	288,500	0	276,950	0
Median List Price			83,450	52,500	81,750	259,000	0
Total Closed Units		100%	83,450	9	30	7	
Total Closed Volume			5,101,900	920.30K	2.64M	1.54M	0.00B

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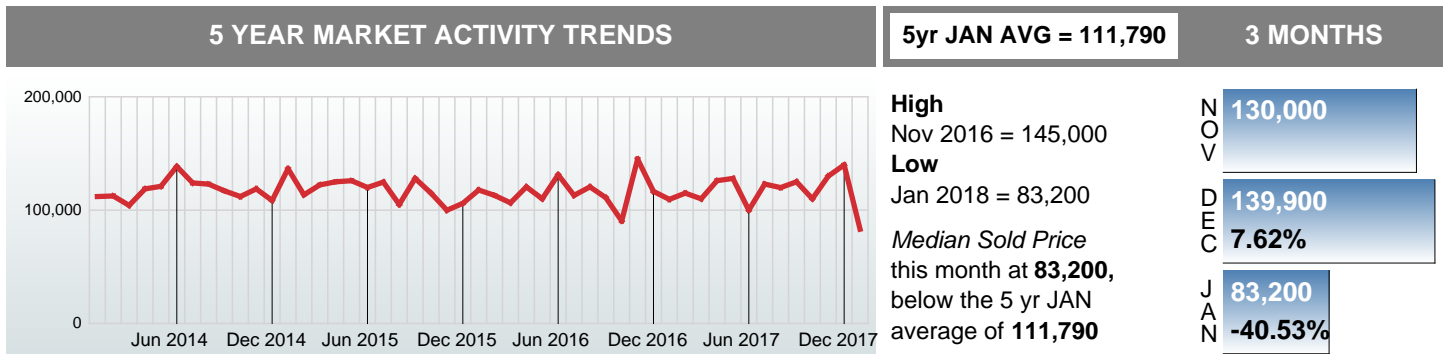
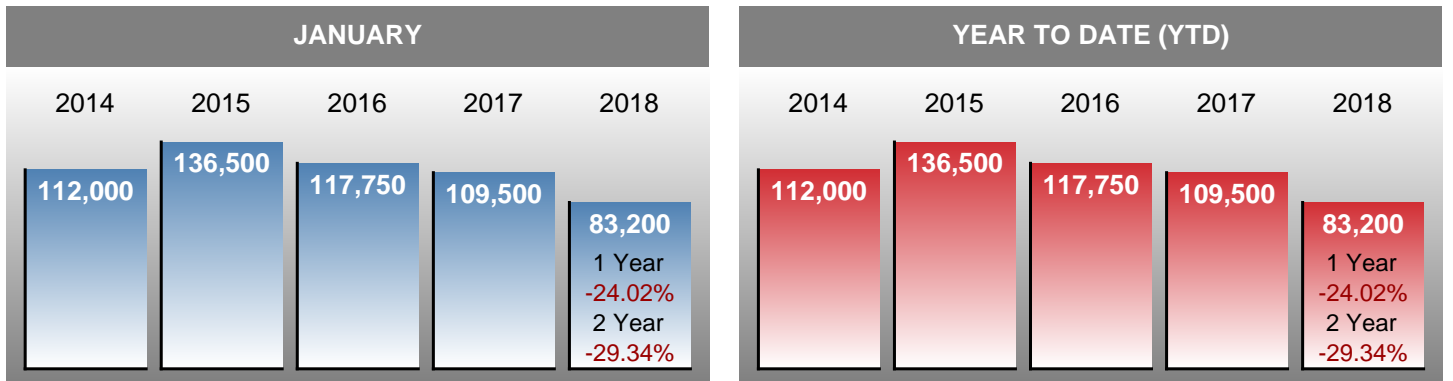
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MEDIAN SOLD PRICE AT CLOSING

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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 Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	4.35%	15,000	10,000	20,000	0	0
\$20,001 - \$50,000	10	21.74%	36,250	30,000	42,885	37,500	0
\$50,001 - \$70,000	7	15.22%	66,300	51,000	67,400	0	0
\$70,001 - \$90,000	8	17.39%	83,200	0	83,200	0	0
\$90,001 - \$130,000	8	17.39%	108,450	116,500	108,450	95,000	0
\$130,001 - \$220,000	6	13.04%	161,450	175,000	146,150	189,000	0
\$220,001 and up	5	10.87%	264,000	222,000	0	274,500	0
Median Sold Price			83,200	50,000	78,500	247,000	0
Total Closed Units		100%	83,200	9	30	7	
Total Closed Volume			4,701,760	706.50K	2.50M	1.50M	0.00B

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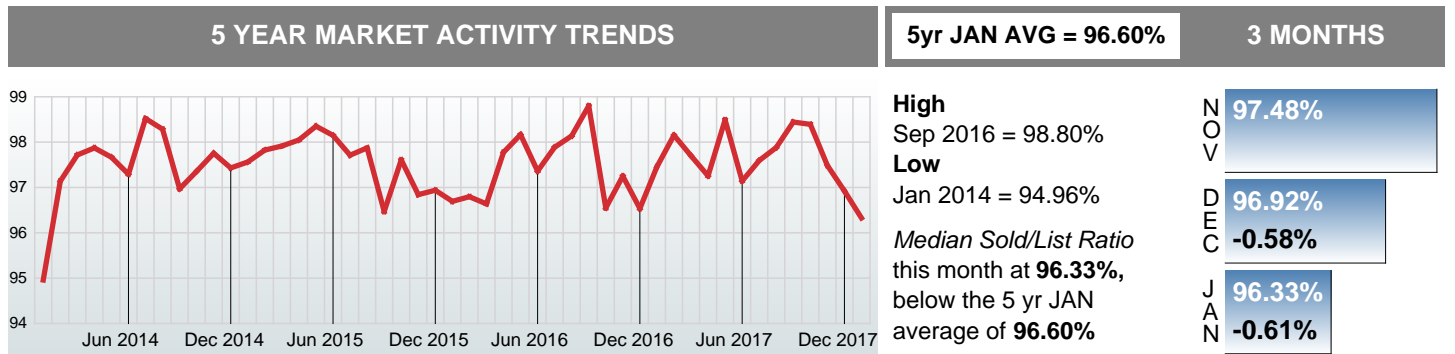
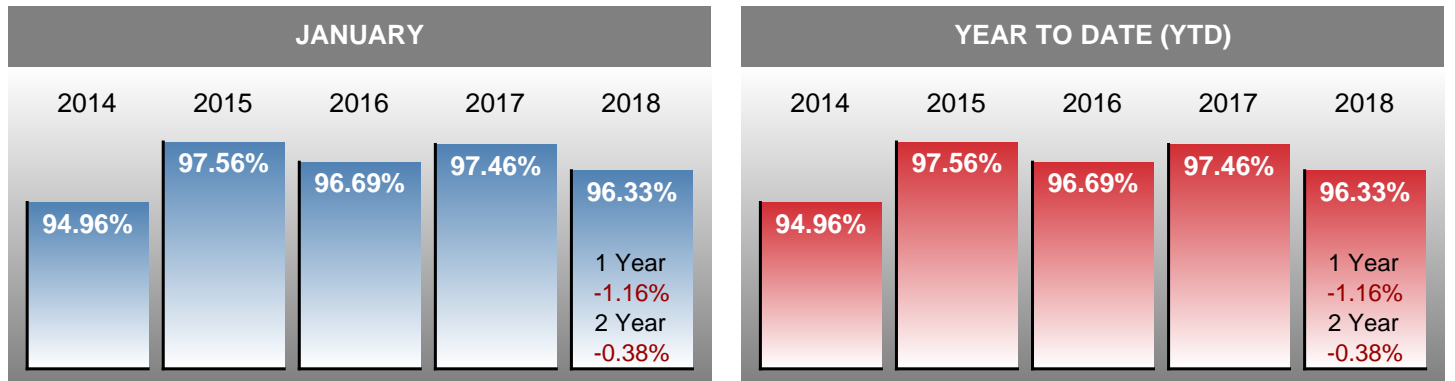
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$20,000 and less	2	4.35%	66.67%	66.67%	66.67%	0.00%	0.00%
\$20,001 \$50,000	10	21.74%	92.62%	88.04%	97.47%	101.35%	0.00%
\$50,001 \$70,000	7	15.22%	94.59%	97.14%	94.07%	0.00%	0.00%
\$70,001 \$90,000	8	17.39%	98.07%	0.00%	98.07%	0.00%	0.00%
\$90,001 \$130,000	8	17.39%	100.00%	94.72%	100.00%	98.45%	0.00%
\$130,001 \$220,000	6	13.04%	96.80%	53.85%	97.55%	97.17%	0.00%
\$220,001 and up	5	10.87%	95.37%	88.10%	0.00%	96.84%	0.00%
Median Sold/List Ratio			96.33%	88.10%	96.97%	98.31%	0.00%
Total Closed Units		100%	96.33%	9	30	7	
Total Closed Volume				706.50K	2.50M	1.50M	0.00B

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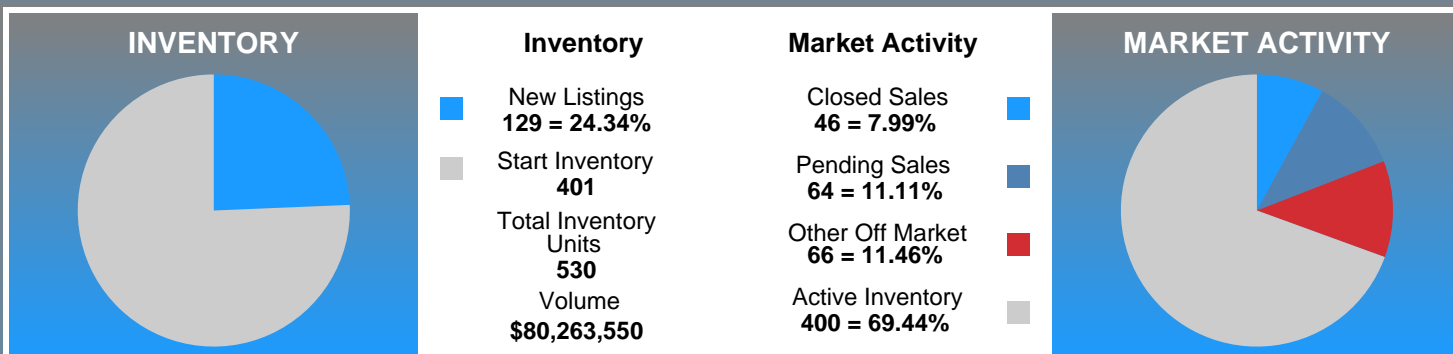
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MARKET SUMMARY

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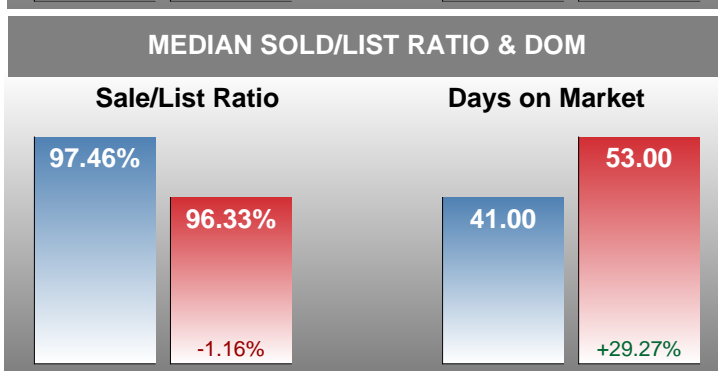
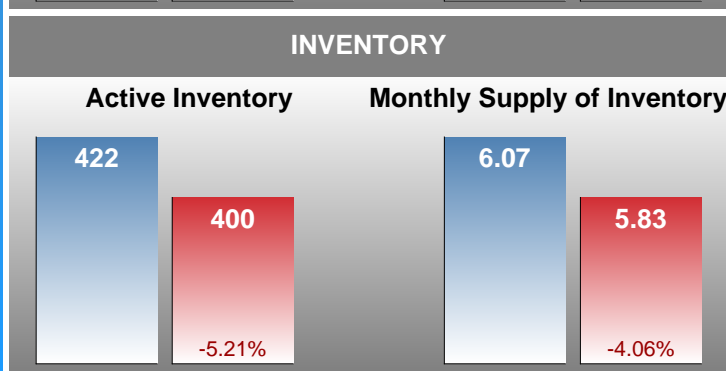
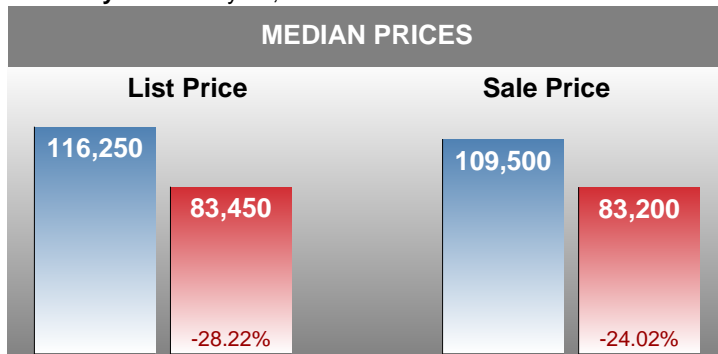
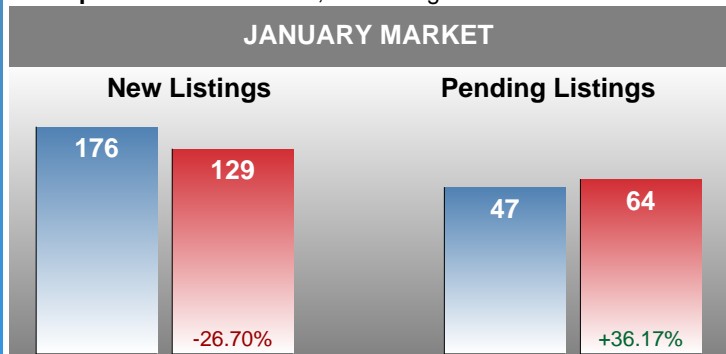


Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	46	46	0.00%	46	46	0.00%
Pending Sales	47	64	36.17%	47	64	36.17%
New Listings	176	129	-26.70%	176	129	-26.70%
Median List Price	116,250	83,450	-28.22%	116,250	83,450	-28.22%
Median Sale Price	109,500	83,200	-24.02%	109,500	83,200	-24.02%
Median Percent of Selling Price to List Price	97.46%	96.33%	-1.16%	97.46%	96.33%	-1.16%
Median Days on Market to Sale	41.00	53.00	29.27%	41.00	53.00	29.27%
Monthly Inventory	422	400	-5.21%	422	400	-5.21%
Months Supply of Inventory	6.07	5.83	-4.06%	6.07	5.83	-4.06%

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

Inventory on January 31, 2018 = **400**

2017 2018



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