



February 2018

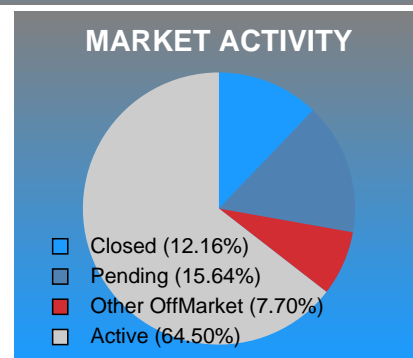
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	932	985	5.69%
Pending Listings	1,235	1,267	2.59%
New Listings	1,957	1,878	-4.04%
Average List Price	185,399	193,231	4.22%
Average Sale Price	180,241	187,228	3.88%
Average Percent of List Price to Selling Price	96.91%	96.66%	-0.26%
Average Days on Market to Sale	53.63	55.90	4.24%
End of Month Inventory	4,862	5,225	7.47%
Months Supply of Inventory	4.02	4.27	6.28%



Absorption: Last 12 months, an Average of **1,223** Sales/Month
Active Inventory as of February 28, 2018 = **5,225**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2018 rose **7.47%** to 5,225 existing homes available for sale. Over the last 12 months this area has had an average of 1,223 closed sales per month. This represents an unsold inventory index of **4.27** 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 **3.88%** in February 2018 to \$187,228 versus the previous year at \$180,241.

Average Days on Market Lengthens

The average number of **55.90** days that homes spent on the market before selling increased by 2.28 days or **4.24%** in February 2018 compared to last year's same month at **53.63** DOM.

Sales Success for February 2018 is Positive

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

There were 1,878 New Listings in February 2018, down **4.04%** from last year at 1,957. Furthermore, there were 985 Closed Listings this month versus last year at 932, a **5.69%** increase.

Closed versus Listed trends yielded a **52.4%** ratio, up from previous year's, February 2017, at **47.6%**, a **10.13%** 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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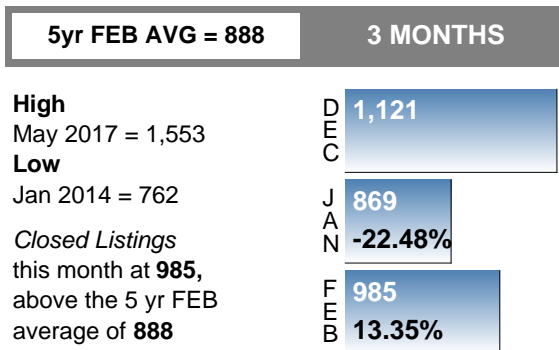
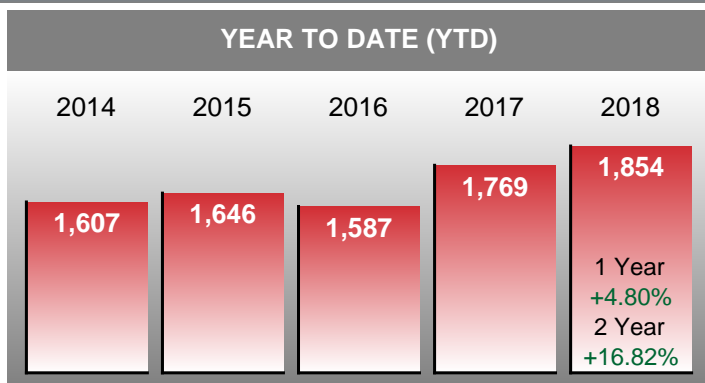
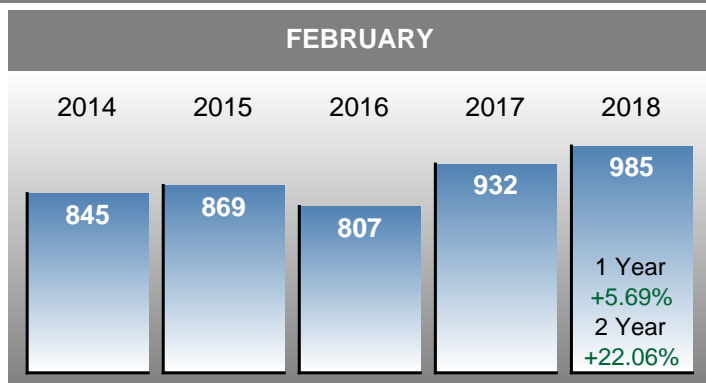
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CLOSED LISTINGS

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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	103	10.46%	57.5	62	31	10	0
\$50,001 - \$75,000	80	8.12%	59.3	36	39	4	1
\$75,001 - \$125,000	174	17.66%	52.7	33	126	13	2
\$125,001 - \$175,000	248	25.18%	51.8	15	194	36	3
\$175,001 - \$225,000	134	13.60%	57.2	7	62	60	5
\$225,001 - \$325,000	132	13.40%	56.5	8	34	73	17
\$325,001 and up	114	11.57%	63.7	5	15	71	23
Total Closed Units	985			166	501	267	51
Total Closed Volume	184,419,704	100%	55.9	16.31M	73.26M	70.40M	24.45M
Average Closed Price	\$187,228			\$98,280	\$146,223	\$263,669	\$479,373

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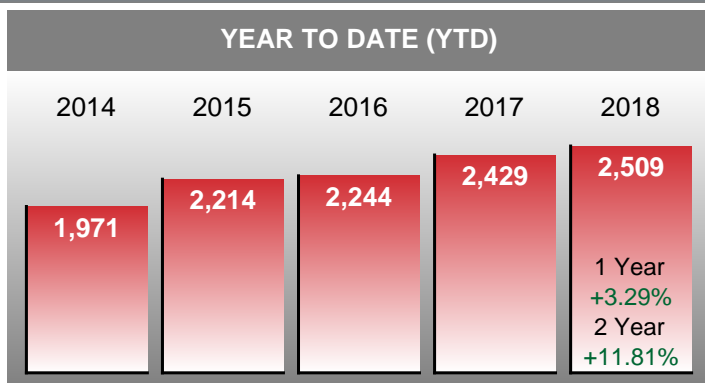
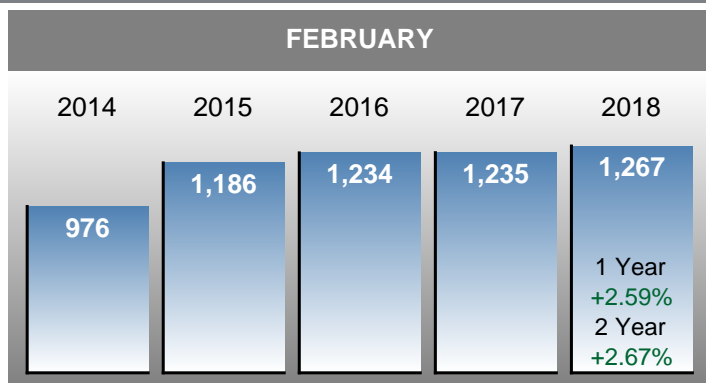
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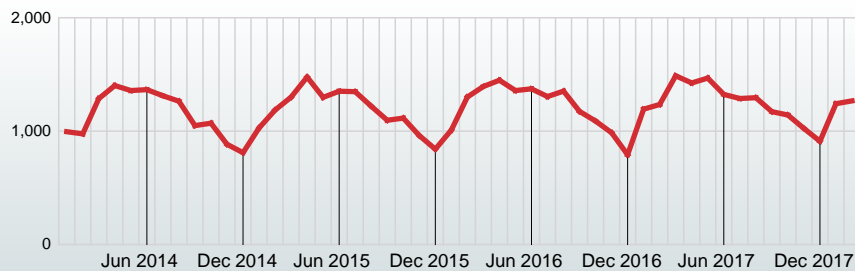
PENDING LISTINGS

Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 1,180 3 MONTHS



High
Mar 2017 = 1,488
Low
Dec 2016 = 792
Pending Listings
this month at **1,267**,
above the 5 yr FEB
average of **1,180**

DEC	911
JAN	1,242
FEB	1,267
36.33%	
2.01%	

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	99	7.81%	49.2	62	30	7	0
\$50,001 - \$75,000	79	6.24%	52.4	38	37	4	0
\$75,001 - \$125,000	245	19.34%	46.9	36	183	23	3
\$125,001 - \$175,000	323	25.49%	50.0	24	246	51	2
\$175,001 - \$225,000	192	15.15%	55.9	11	99	77	5
\$225,001 - \$325,000	191	15.07%	53.1	8	71	93	19
\$325,001 and up	138	10.89%	56.6	11	31	73	23
Total Pending Units	1,267			190	697	328	52
Total Pending Volume	245,737,770	100%	48.9	21.02M	112.29M	87.01M	25.42M
Average Listing Price	\$196,262			\$110,631	\$161,102	\$265,287	\$488,758

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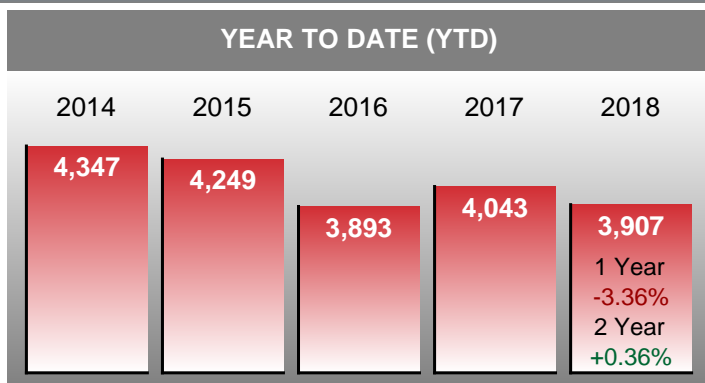
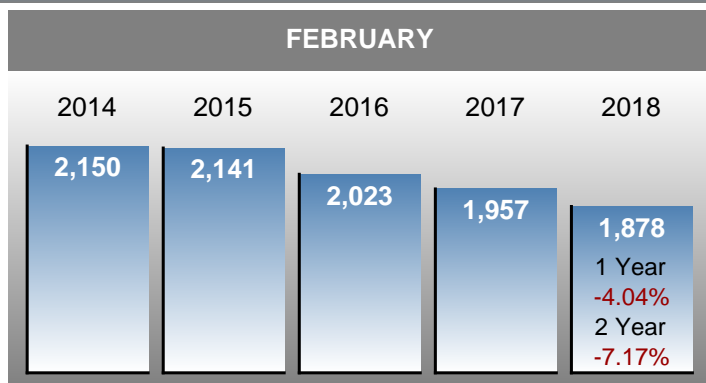
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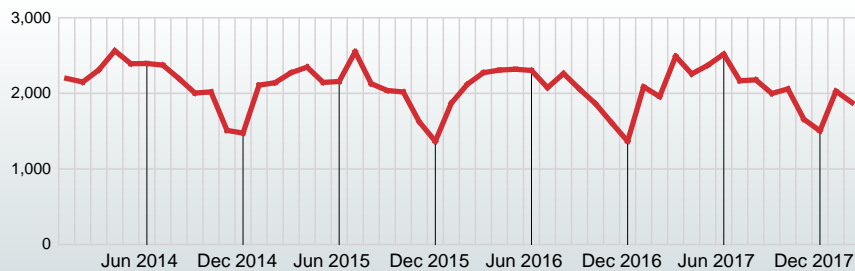
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 2,030 3 MONTHS



High
Apr 2014 = 2,563
Low
Dec 2015 = 1,365
New Listings
this month at **1,878**,
below the 5 yr FEB
average of **2,030**

DEC	1,504
JAN	2,029
FEB	1,878
	-7.44%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	156	8.31%	119	31	5	1
\$50,001 - \$75,000	124	6.60%	72	40	12	0
\$75,001 - \$125,000	317	16.88%	76	210	29	2
\$125,001 - \$200,000	517	27.53%	72	342	98	5
\$200,001 - \$275,000	295	15.71%	32	126	133	4
\$275,001 - \$425,000	274	14.59%	16	73	152	33
\$425,001 and up	195	10.38%	30	23	73	69
Total New Listed Units	1,878		417	845	502	114
Total New Listed Volume	448,049,387	100%	71.10M	145.97M	151.63M	79.36M
Average New Listed Listing Price	\$324,233		\$170,501	\$172,741	\$302,050	\$696,098

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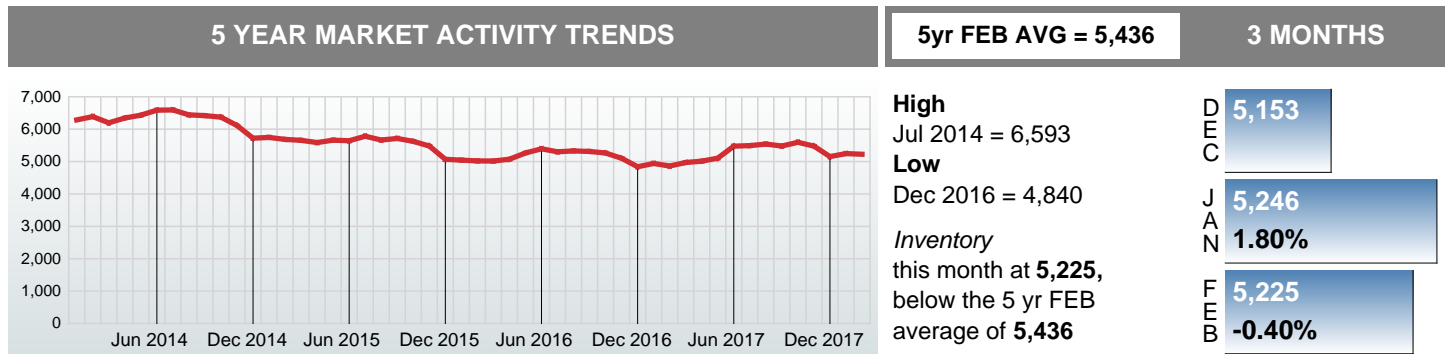
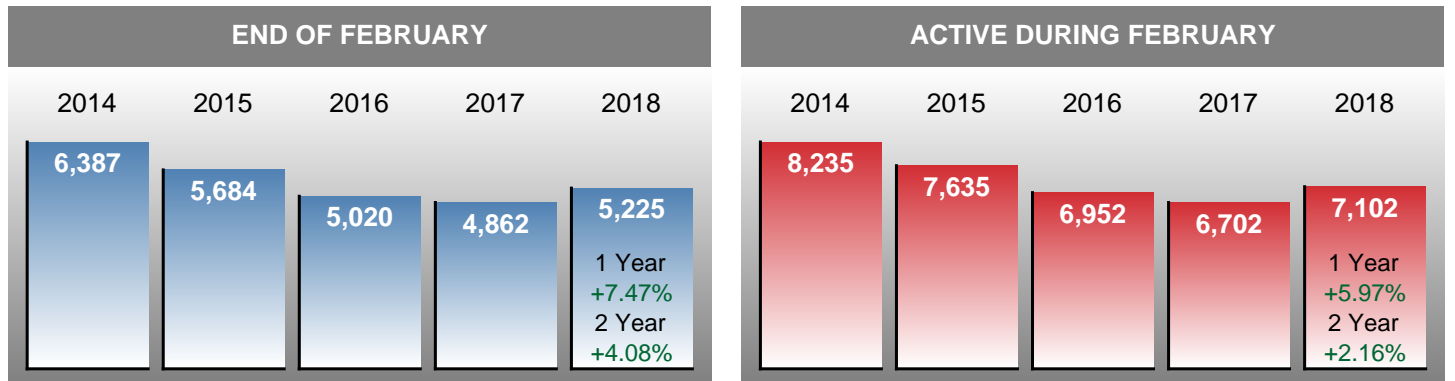
February 2018

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ACTIVE INVENTORY

Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS



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	298	5.70%	98.9	284	10	4	0
\$25,001 - \$75,000	786	15.04%	78.6	565	184	33	4
\$75,001 - \$125,000	650	12.44%	83.1	232	354	60	4
\$125,001 - \$225,000	1,386	26.53%	69.2	257	803	302	24
\$225,001 - \$325,000	890	17.03%	71.0	86	290	451	63
\$325,001 - \$525,000	701	13.42%	79.4	77	136	378	110
\$525,001 and up	514	9.84%	92.4	126	37	184	167
Total Active Inventory by Units	5,225			1,627	1,814	1,412	372
Total Active Inventory by Volume	1,439,610,678	100%	78.0	345.19M	347.82M	490.22M	256.39M
Average Active Inventory Listing Price	\$275,524			\$212,164	\$191,741	\$347,178	\$689,210

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February 2018

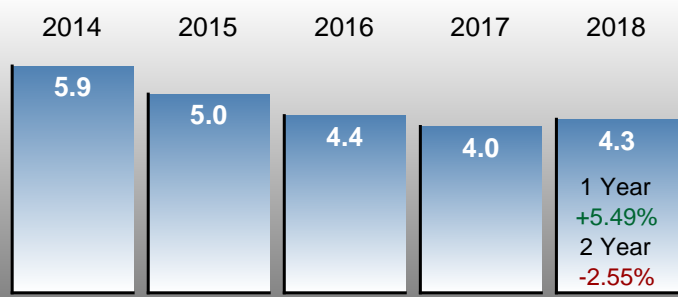
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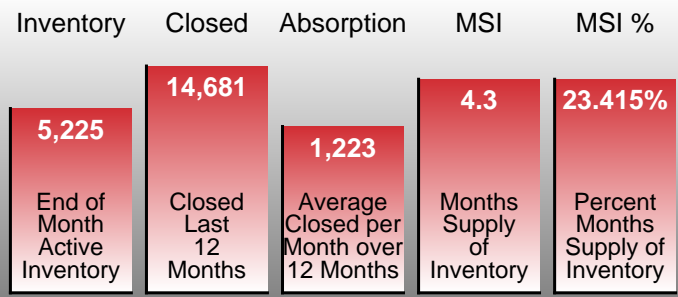
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR FEBRUARY



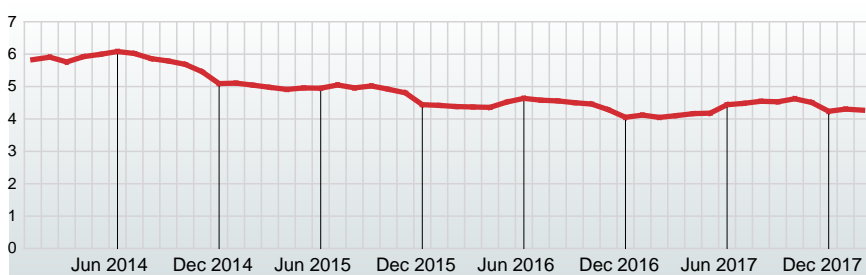
INDICATORS FOR FEBRUARY 2018



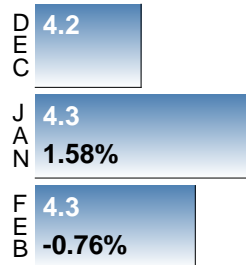
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 4.7

3 MONTHS



High
Jun 2014 = 6.1
Low
Feb 2017 = 4.0
Months Supply
this month at **4.3**,
below the 5 yr FEB
average of **4.7**



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	298	5.70%	8.0	10.3	1.2	2.7	0.0
\$25,001 - \$75,000	786	15.04%	4.9	7.8	2.4	3.6	5.3
\$75,001 - \$125,000	650	12.44%	3.0	6.4	2.2	3.3	2.1
\$125,001 - \$225,000	1,386	26.53%	2.8	7.6	2.4	2.5	2.6
\$225,001 - \$325,000	890	17.03%	5.0	10.9	4.3	5.0	5.1
\$325,001 - \$525,000	701	13.42%	6.9	20.1	6.2	6.2	7.3
\$525,001 and up	514	9.84%	14.3	48.8	6.7	11.4	14.1
Market Supply of Inventory (MSI)	4.3	100%	4.3	8.8	2.7	4.4	7.3
Total Active Inventory by Units	5,225			1,627	1,814	1,412	372

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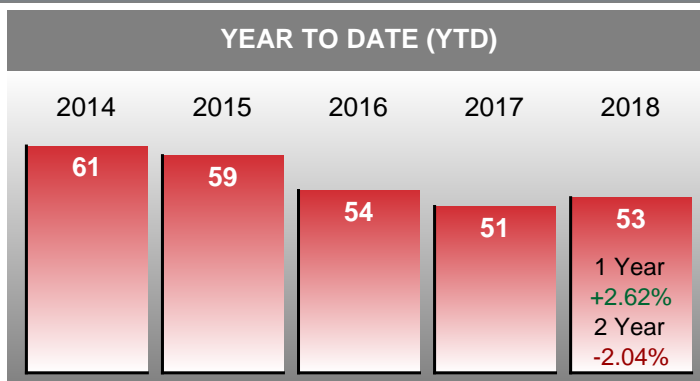
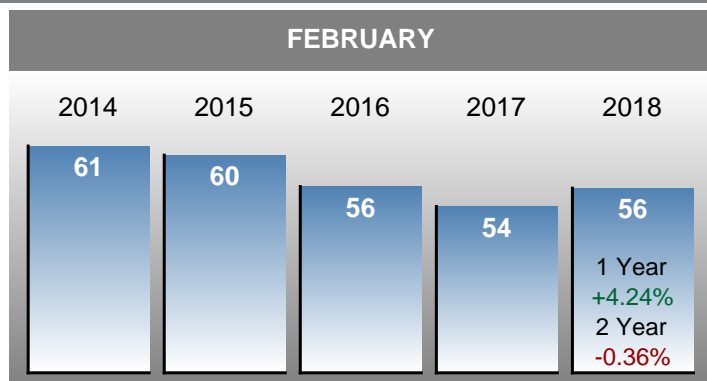
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AVERAGE DAYS ON MARKET TO SALE

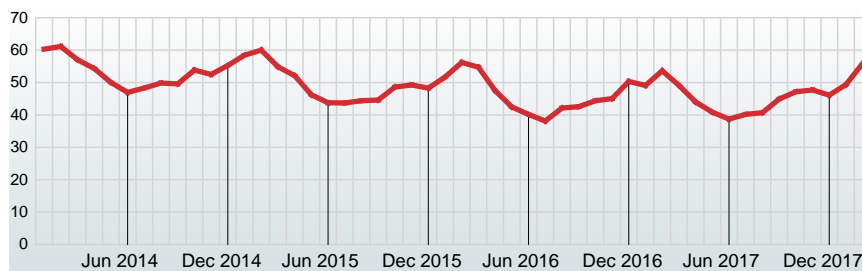
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 57

3 MONTHS



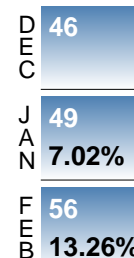
High

Feb 2014 = 61

Low

Jul 2016 = 38

Average Days on Market this month at **56**, below the 5 yr FEB average of **57**



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	103	10.46%	57.5	68.3	49.5	15.0	0.0
\$50,001 - \$75,000	80	8.12%	59.3	77.3	42.1	65.3	60.0
\$75,001 - \$125,000	174	17.66%	52.7	60.1	49.1	65.6	81.0
\$125,001 - \$175,000	248	25.18%	51.8	50.6	51.2	55.6	49.3
\$175,001 - \$225,000	134	13.60%	57.2	57.1	42.6	73.8	40.4
\$225,001 - \$325,000	132	13.40%	56.5	59.6	50.1	63.8	36.1
\$325,001 and up	114	11.57%	63.7	97.0	64.9	63.3	56.7
Average Closed DOM	55.9			67.0	49.1	63.1	48.8
Total Closed Units	985	100%	55.9	166	501	267	51
Total Closed Volume	184,419,704			16.31M	73.26M	70.40M	24.45M

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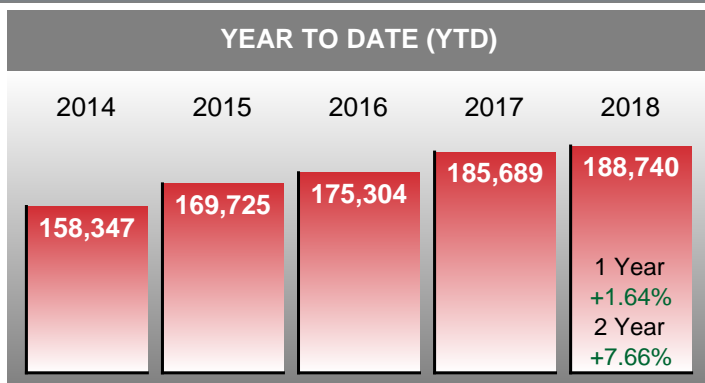
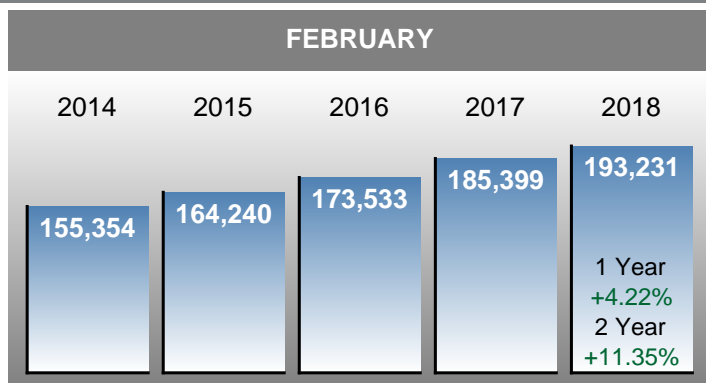
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AVERAGE LIST PRICE AT CLOSING

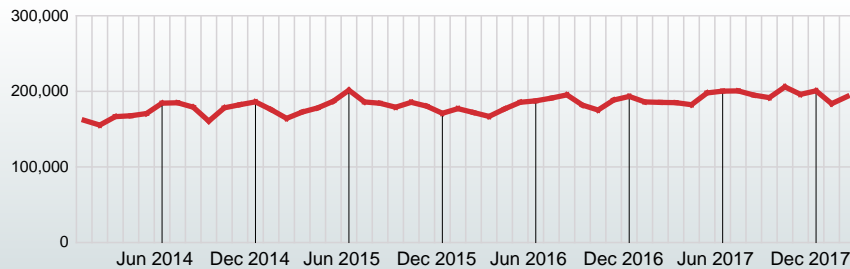
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 174,351

3 MONTHS



High
Oct 2017 = 205,905
Low
Feb 2014 = 155,354
Average List Price
this month at **193,231**,
above the 5 yr FEB
average of **174,351**

DEC	200,704
JAN	183,649
FEB	193,231
	-8.50%
	5.22%

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	93	9.44%	35,032	36,348	42,431	38,070	0
\$50,001 - \$75,000	72	7.31%	63,597	66,593	67,663	71,438	75,000
\$75,001 - \$125,000	168	17.06%	100,896	108,220	106,777	110,291	97,075
\$125,001 - \$175,000	256	25.99%	150,229	154,187	152,967	158,254	166,433
\$175,001 - \$225,000	133	13.50%	195,907	200,543	199,543	202,752	231,880
\$225,001 - \$325,000	143	14.52%	268,745	282,438	268,441	277,934	281,426
\$325,001 and up	120	12.18%	521,667	692,828	431,673	450,868	810,303
Average List Price			193,231	106,400	149,815	270,649	497,041
Total Closed Units	985	100%	193,231	166	501	267	51
Total Closed Volume	190,332,283			17.66M	75.06M	72.26M	25.35M

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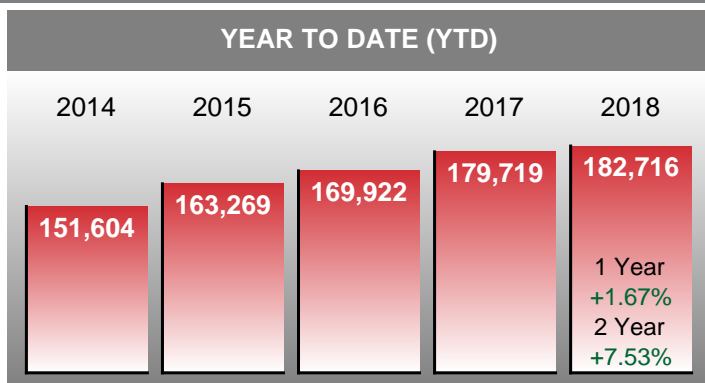
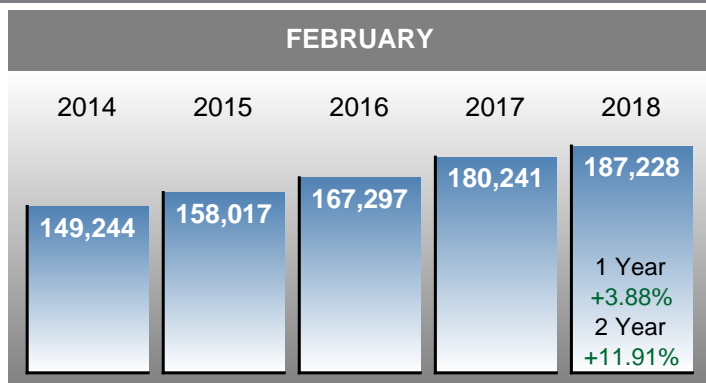
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AVERAGE SOLD PRICE AT CLOSING

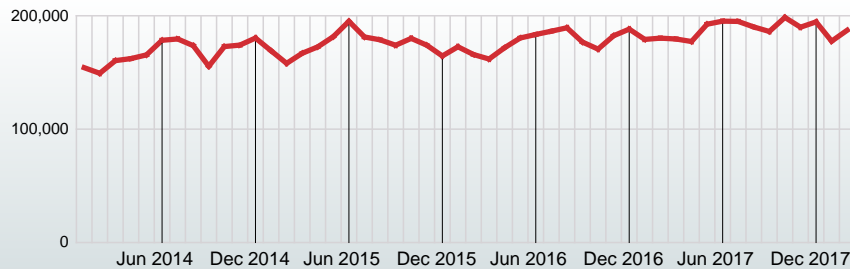
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 168,405

3 MONTHS



High
Oct 2017 = 198,528
Low
Feb 2014 = 149,244
Average Sold Price
this month at **187,228**,
above the 5 yr FEB
average of **168,405**

DEC	194,598
JAN	177,602
FEB	187,228
	-8.73%
	5.42%

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	103	10.46%	33,839	31,673	36,939	37,660	0
\$50,001 - \$75,000	80	8.12%	63,708	61,622	65,263	64,488	75,000
\$75,001 - \$125,000	174	17.66%	102,994	99,267	103,683	105,522	104,625
\$125,001 - \$175,000	248	25.18%	150,927	145,420	150,449	154,743	163,587
\$175,001 - \$225,000	134	13.60%	197,648	196,706	195,430	198,448	216,872
\$225,001 - \$325,000	132	13.40%	270,409	266,313	263,810	272,853	275,040
\$325,001 and up	114	11.57%	511,472	633,552	415,313	436,583	778,826
Average Sold Price			187,228	98,280	146,223	263,669	479,373
Total Closed Units		100%	187,228	166	501	267	51
Total Closed Volume			184,419,704	16.31M	73.26M	70.40M	24.45M

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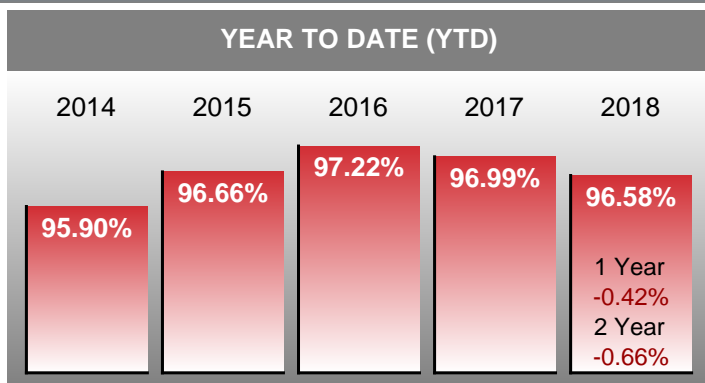
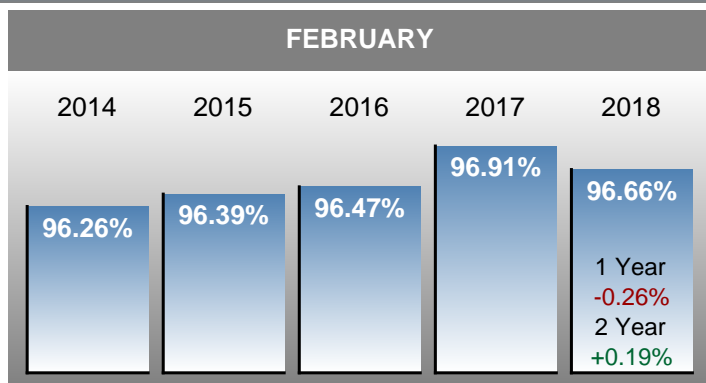
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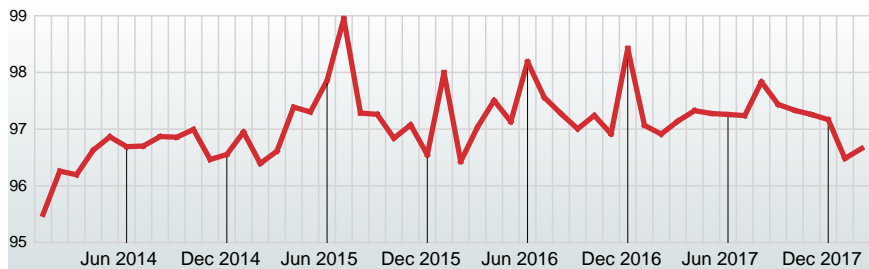


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 96.54% **3 MONTHS**

High
Jul 2015 = 98.95%

Low
Jan 2014 = 95.50%

Average Sold/List Ratio this month at **96.66%**, equal to 5 yr FEB average of **96.54%**

DEC 97.17%

JAN 96.48%

FEB 96.66%

0.18%

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	103	10.46%	90.82%	89.03%	90.47%	102.98%	0.00%
\$50,001 \$75,000	80	8.12%	95.11%	93.22%	97.16%	90.90%	100.00%
\$75,001 \$125,000	174	17.66%	96.58%	93.01%	97.35%	96.54%	107.56%
\$125,001 \$175,000	248	25.18%	98.16%	94.79%	98.46%	97.90%	98.30%
\$175,001 \$225,000	134	13.60%	97.88%	98.37%	98.02%	98.03%	93.84%
\$225,001 \$325,000	132	13.40%	97.95%	94.52%	98.31%	98.20%	97.75%
\$325,001 and up	114	11.57%	96.95%	94.85%	96.31%	97.11%	97.30%
Average Sold/List Ratio			96.70%	92.08%	97.46%	97.82%	97.63%
Total Closed Units	985	100%	96.70%	166	501	267	51
Total Closed Volume	184,419,704			16.31M	73.26M	70.40M	24.45M

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February 2018

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



MARKET SUMMARY

Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS

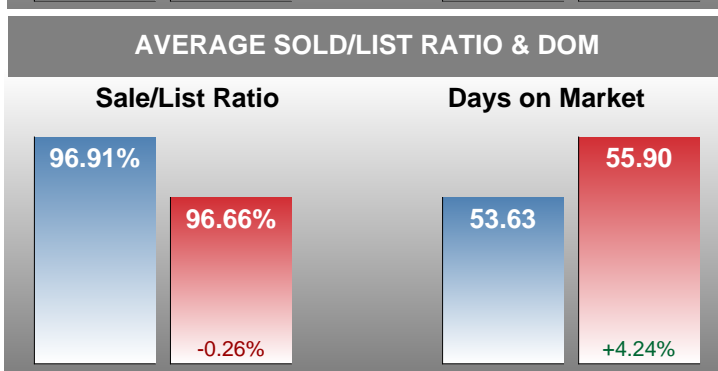
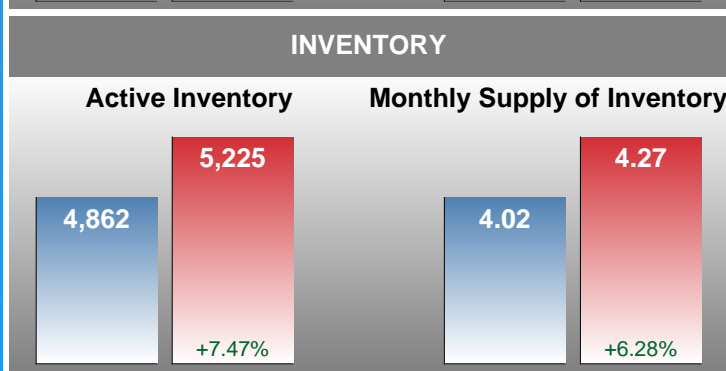
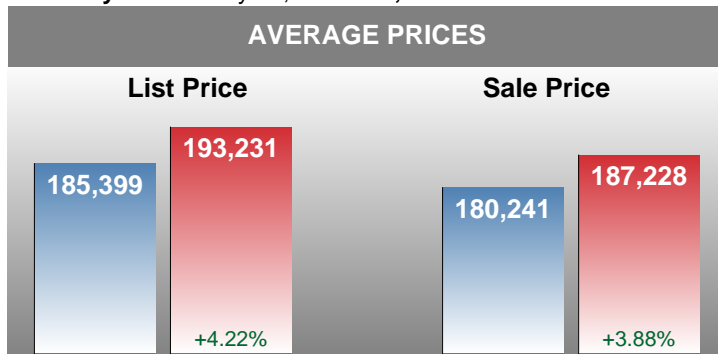
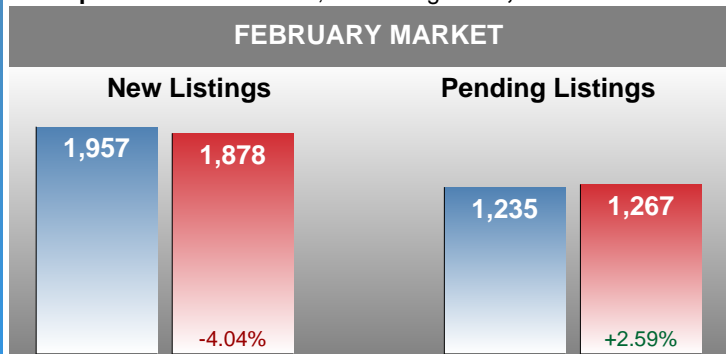


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	932	985	5.69%	1,769	1,854	4.80%
Pending Sales	1,235	1,267	2.59%	2,429	2,509	3.29%
New Listings	1,957	1,878	-4.04%	4,043	3,907	-3.36%
Average List Price	185,399	193,231	4.22%	185,689	188,740	1.64%
Average Sale Price	180,241	187,228	3.88%	179,719	182,716	1.67%
Average Percent of Selling Price to List Price	96.91%	96.66%	-0.26%	96.99%	96.58%	-0.42%
Average Days on Market to Sale	53.63	55.90	4.24%	51.49	52.84	2.62%
Monthly Inventory	4,862	5,225	7.47%	4,862	5,225	7.47%
Months Supply of Inventory	4.02	4.27	6.28%	4.02	4.27	6.28%

Absorption: Last 12 months, an Average of **1,223** Sales/Month

Inventory on February 28, 2018 = **5,225**

2017 **2018**



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