



February 2018

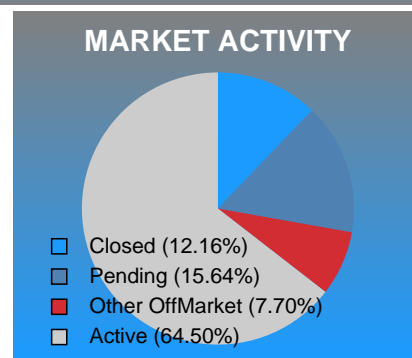
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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% |
| Median List Price | 149,782 | 156,500 | 4.49% |
| Median Sale Price | 145,000 | 154,500 | 6.55% |
| Median Percent of List Price to Selling Price | 98.35% | 98.00% | -0.36% |
| Median Days on Market to Sale | 37.00 | 42.00 | 13.51% |
| 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.

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 **6.55%** in February 2018 to \$154,500 versus the previous year at \$145,000.

Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 5.00 days or **13.51%** in February 2018 compared to last year's same month at **37.00** DOM.

Sales Success for February 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 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.

What's in this Issue

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

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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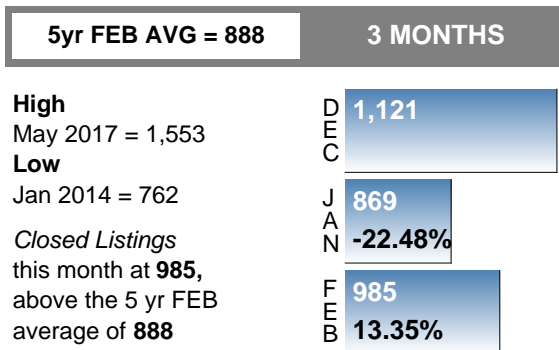
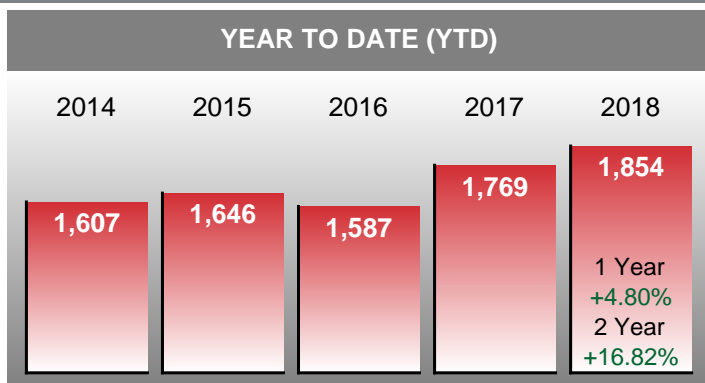
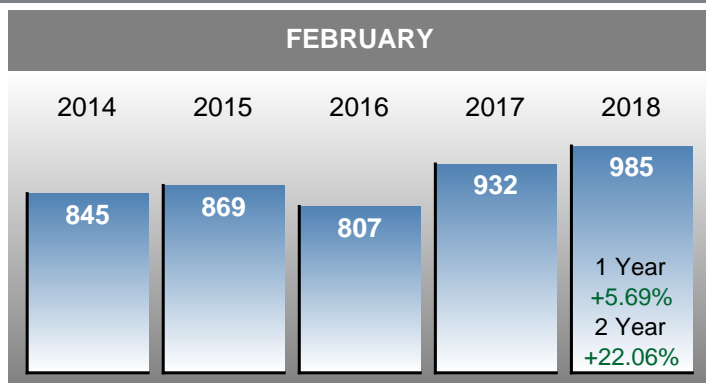
February 2018

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



CLOSED LISTINGS

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 103 | 10.46% | 41.0 | 62 | 31 | 10 | 0 |
| \$50,001 - \$75,000 | 80 | 8.12% | 41.5 | 36 | 39 | 4 | 1 |
| \$75,001 - \$125,000 | 174 | 17.66% | 37.0 | 33 | 126 | 13 | 2 |
| \$125,001 - \$175,000 | 248 | 25.18% | 38.5 | 15 | 194 | 36 | 3 |
| \$175,001 - \$225,000 | 134 | 13.60% | 44.0 | 7 | 62 | 60 | 5 |
| \$225,001 - \$325,000 | 132 | 13.40% | 41.5 | 8 | 34 | 73 | 17 |
| \$325,001 and up | 114 | 11.57% | 55.0 | 5 | 15 | 71 | 23 |
| Total Closed Units | 985 | | | 166 | 501 | 267 | 51 |
| Total Closed Volume | 184,419,704 | 100% | 42.0 | 16.31M | 73.26M | 70.40M | 24.45M |
| Median Closed Price | \$154,500 | | | \$60,000 | \$138,000 | \$239,600 | \$314,500 |

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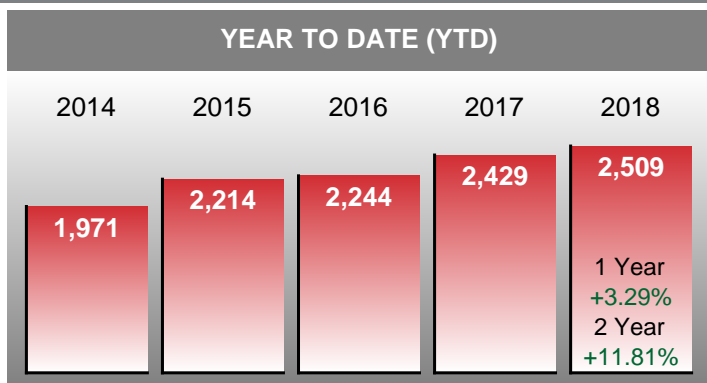
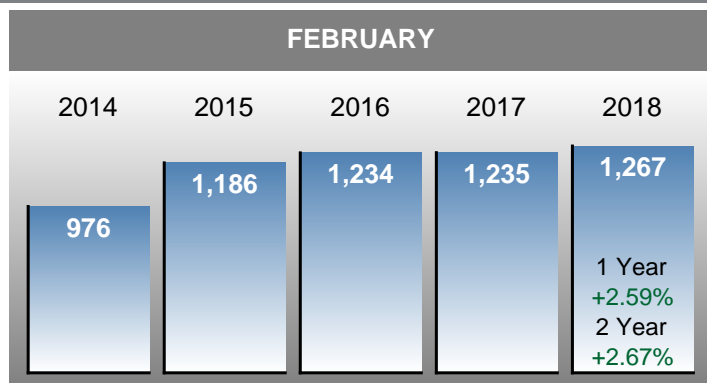
February 2018

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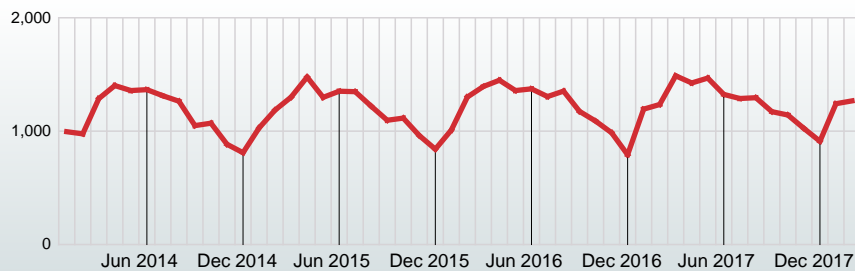
PENDING LISTINGS

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 2.01% |

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 | 99 | 7.81% | 27.0 | 62 | 30 | 7 | 0 |
| \$50,001 - \$75,000 | 79 | 6.24% | 30.0 | 38 | 37 | 4 | 0 |
| \$75,001 - \$125,000 | 245 | 19.34% | 30.0 | 36 | 183 | 23 | 3 |
| \$125,001 - \$175,000 | 323 | 25.49% | 28.0 | 24 | 246 | 51 | 2 |
| \$175,001 - \$225,000 | 192 | 15.15% | 36.0 | 11 | 99 | 77 | 5 |
| \$225,001 - \$325,000 | 191 | 15.07% | 39.0 | 8 | 71 | 93 | 19 |
| \$325,001 and up | 138 | 10.89% | 33.0 | 11 | 31 | 73 | 23 |
| Total Pending Units | 1,267 | | | 190 | 697 | 328 | 52 |
| Total Pending Volume | 245,737,770 | 100% | 32.0 | 21.02M | 112.29M | 87.01M | 25.42M |
| Median Listing Price | \$159,000 | | | \$70,000 | \$144,500 | \$228,700 | \$306,074 |

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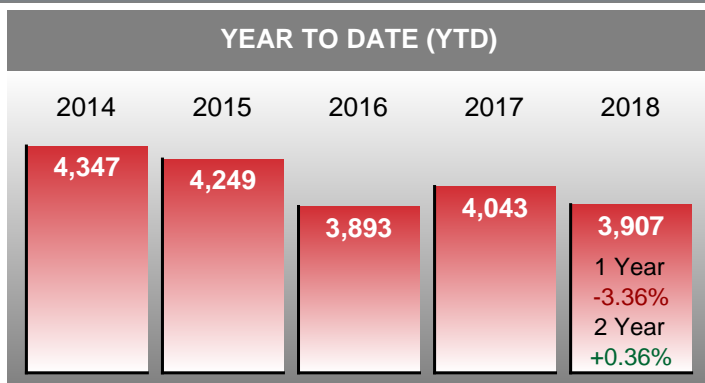
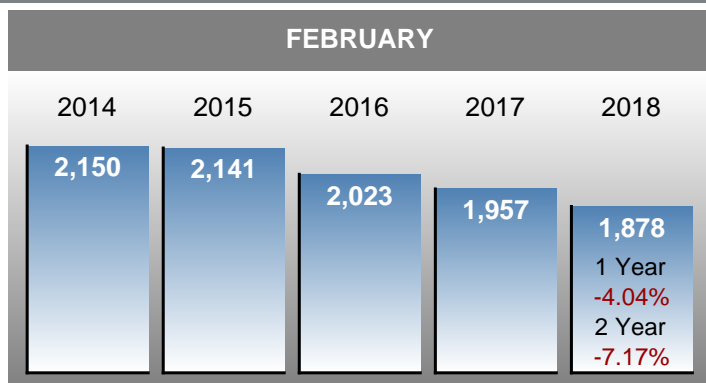
February 2018

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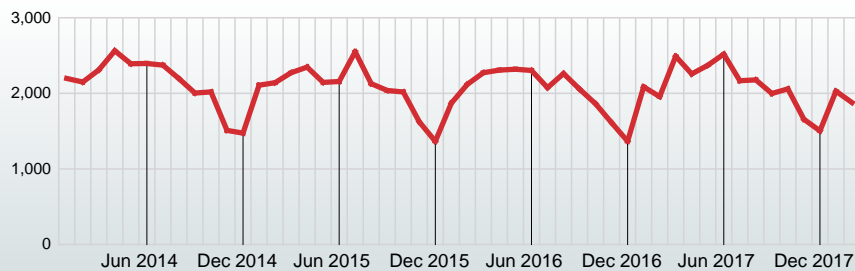
NEW LISTINGS

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



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 |
| Median New Listed Listing Price | \$170,000 | | \$84,500 | \$152,000 | \$262,750 | \$511,500 |

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February 2018

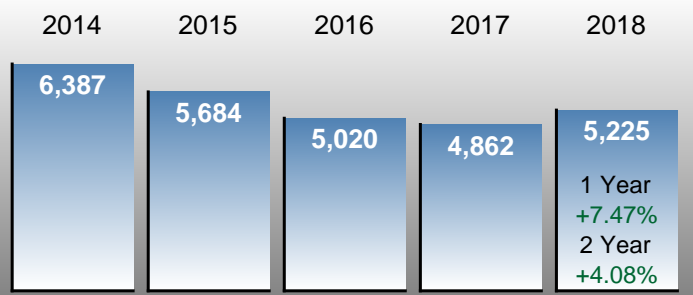
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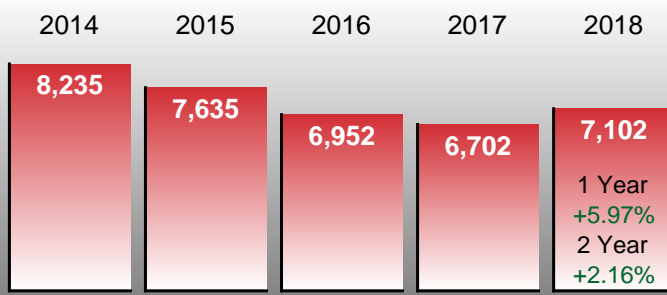
ACTIVE INVENTORY

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

END OF FEBRUARY



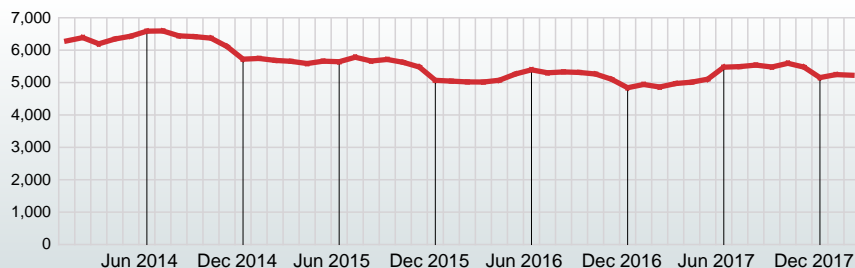
ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 5,436

3 MONTHS



High
Jul 2014 = 6,593

Low
Dec 2016 = 4,840

Inventory
this month at **5,225**,
below the 5 yr FEB
average of **5,436**

DEC 5,153

JAN 5,246
1.80%

FEB 5,225
-0.40%

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 | 298 | 5.70% | 104.5 | 284 | 10 | 4 | 0 |
| \$25,001 - \$75,000 | 786 | 15.04% | 61.0 | 565 | 184 | 33 | 4 |
| \$75,001 - \$125,000 | 650 | 12.44% | 50.5 | 232 | 354 | 60 | 4 |
| \$125,001 - \$225,000 | 1,386 | 26.53% | 51.0 | 257 | 803 | 302 | 24 |
| \$225,001 - \$325,000 | 890 | 17.03% | 55.0 | 86 | 290 | 451 | 63 |
| \$325,001 - \$525,000 | 701 | 13.42% | 72.0 | 77 | 136 | 378 | 110 |
| \$525,001 and up | 514 | 9.84% | 78.5 | 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% | 58.0 | 345.19M | 347.82M | 490.22M | 256.39M |
| Median Active Inventory Listing Price | \$184,900 | | | \$72,000 | \$162,000 | \$289,900 | \$479,000 |

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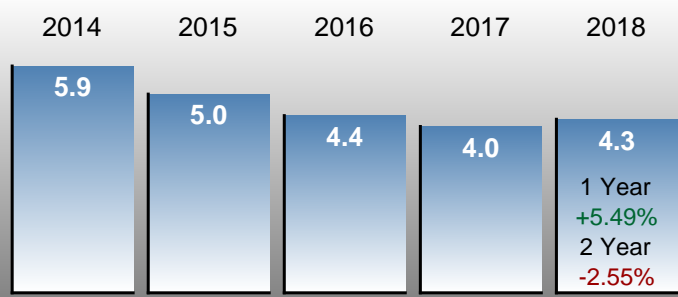
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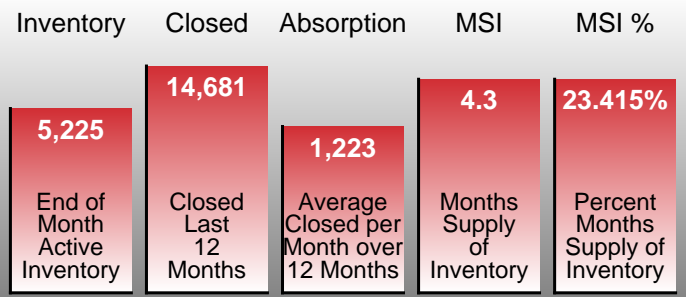
MONTHS SUPPLY of INVENTORY (MSI)

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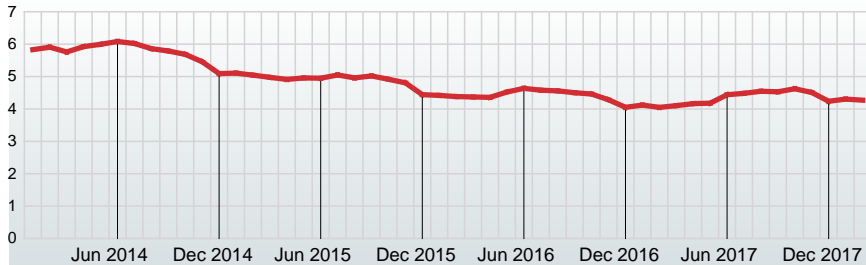
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2018



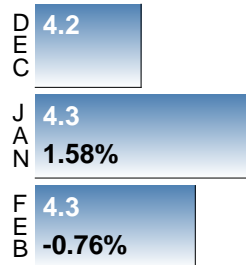
5 YEAR MARKET ACTIVITY TRENDS



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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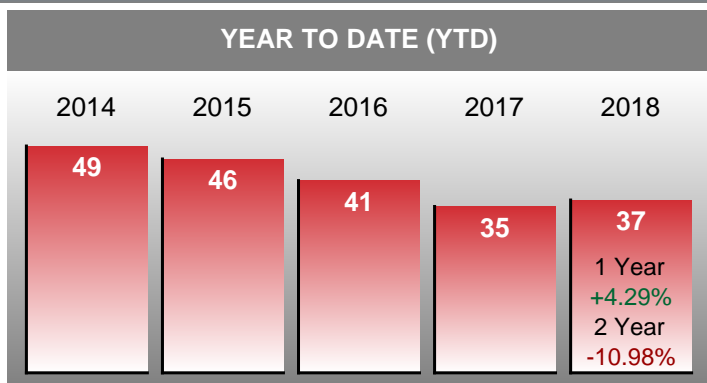
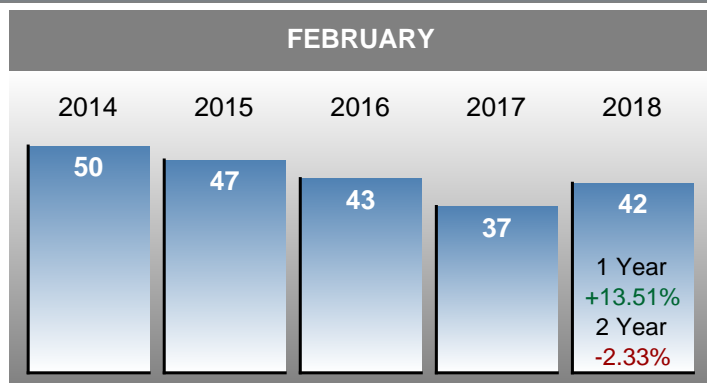
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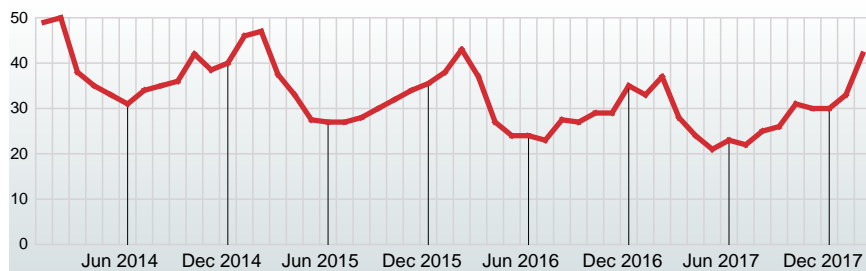


MEDIAN DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS **5yr FEB AVG = 44** **3 MONTHS**



High
Feb 2014 = 50
Low
May 2017 = 21
Median Days on Market
this month at **42**,
below the 5 yr FEB
average of **44**

| | |
|---------------|----|
| DEC | 30 |
| JAN | 33 |
| FEB | 42 |
| 10.00% | |
| 27.27% | |

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 |
|--|-------------|--------|------|----------|--------|--------|---------|
| \$50,000 and less | 103 | 10.46% | 41.0 | 48.0 | 40.0 | 10.5 | 0.0 |
| \$50,001 - \$75,000 | 80 | 8.12% | 41.5 | 81.5 | 26.0 | 66.5 | 60.0 |
| \$75,001 - \$125,000 | 174 | 17.66% | 37.0 | 47.0 | 37.0 | 28.0 | 81.0 |
| \$125,001 - \$175,000 | 248 | 25.18% | 38.5 | 30.0 | 38.5 | 46.0 | 31.0 |
| \$175,001 - \$225,000 | 134 | 13.60% | 44.0 | 42.0 | 30.5 | 74.0 | 31.0 |
| \$225,001 - \$325,000 | 132 | 13.40% | 41.5 | 44.0 | 18.0 | 56.0 | 29.0 |
| \$325,001 and up | 114 | 11.57% | 55.0 | 111.0 | 73.0 | 53.0 | 50.0 |
| Median Closed DOM | | | 42.0 | 48.5 | 37.0 | 52.0 | 43.0 |
| Total Closed Units | 985 | 100% | 42.0 | 166 | 501 | 267 | 51 |
| Total Closed Volume | 184,419,704 | | | 16.31M | 73.26M | 70.40M | 24.45M |

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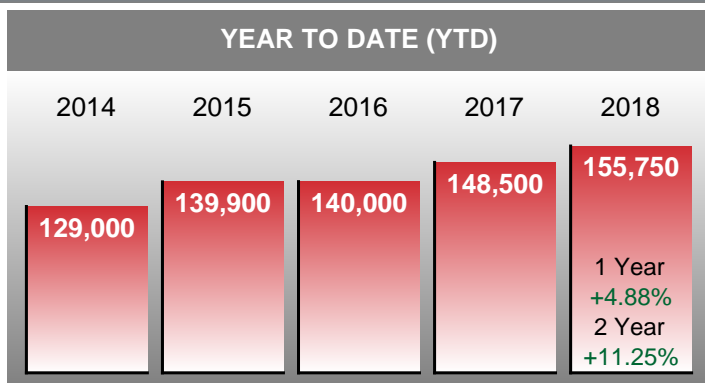
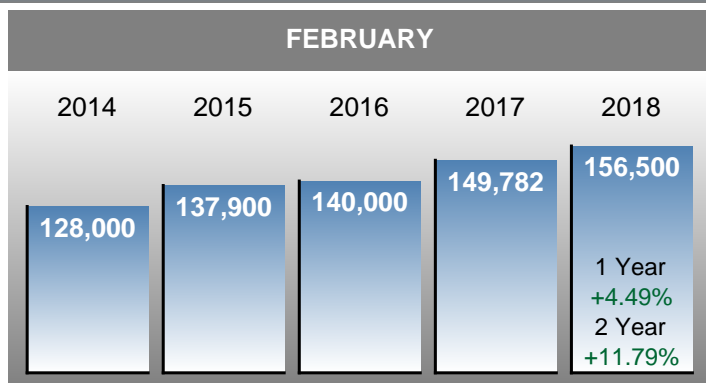
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MEDIAN LIST PRICE AT CLOSING

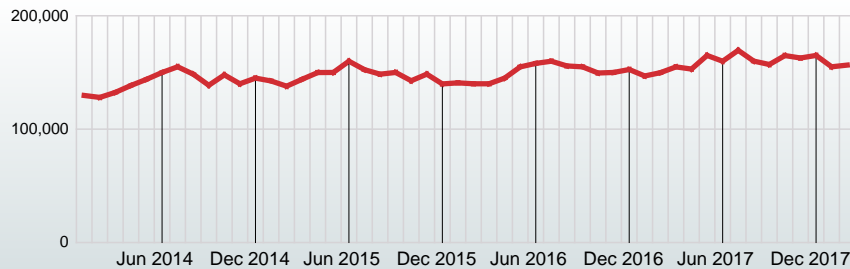
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 142,436

3 MONTHS



High
Jul 2017 = 169,500
Low
Feb 2014 = 128,000
Median List Price
this month at **156,500**,
above the 5 yr FEB
average of **142,436**

| | |
|---------------|---------|
| DEC | 165,000 |
| JAN | 155,000 |
| FEB | 156,500 |
| -6.06% | |
| 0.97% | |

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 |
|---|-------------|--------|---------|----------|---------|---------|---------|
| \$50,000 and less | 93 | 9.44% | 36,000 | 33,000 | 39,900 | 37,450 | 0 |
| \$50,001 - \$75,000 | 72 | 7.31% | 62,250 | 60,000 | 65,000 | 59,900 | 75,000 |
| \$75,001 - \$125,000 | 168 | 17.06% | 99,900 | 90,000 | 104,900 | 98,500 | 97,075 |
| \$125,001 - \$175,000 | 256 | 25.99% | 149,900 | 138,250 | 149,900 | 154,900 | 169,500 |
| \$175,001 - \$225,000 | 133 | 13.50% | 194,000 | 187,200 | 192,500 | 195,000 | 205,000 |
| \$225,001 - \$325,000 | 143 | 14.52% | 265,000 | 280,000 | 250,897 | 265,000 | 265,000 |
| \$325,001 and up | 120 | 12.18% | 413,500 | 505,500 | 389,900 | 399,900 | 645,000 |
| Median List Price | 156,500 | | | 69,950 | 139,900 | 246,900 | 314,500 |
| Total Closed Units | 985 | 100% | 156,500 | 166 | 501 | 267 | 51 |
| Total Closed Volume | 190,332,283 | | | 17.66M | 75.06M | 72.26M | 25.35M |

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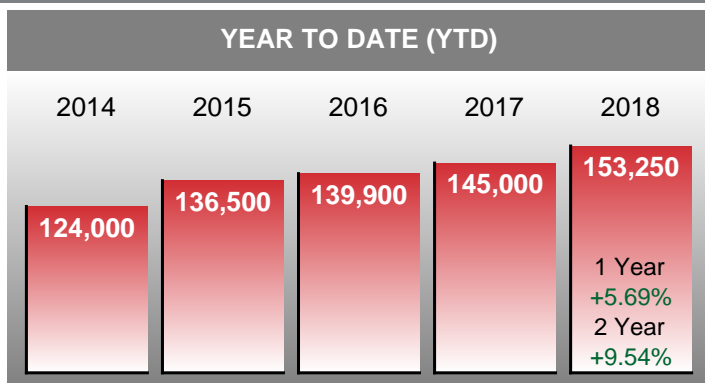
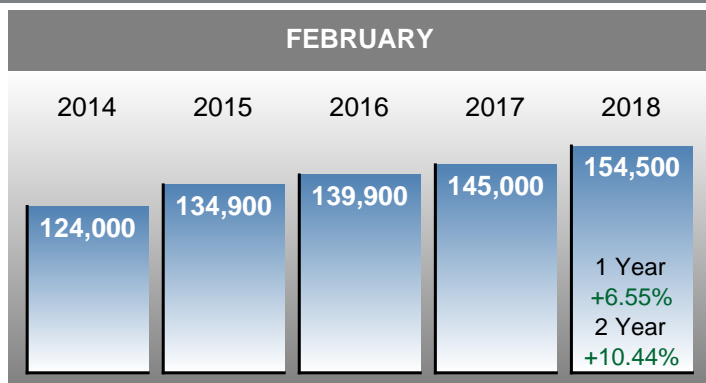
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MEDIAN SOLD PRICE AT CLOSING

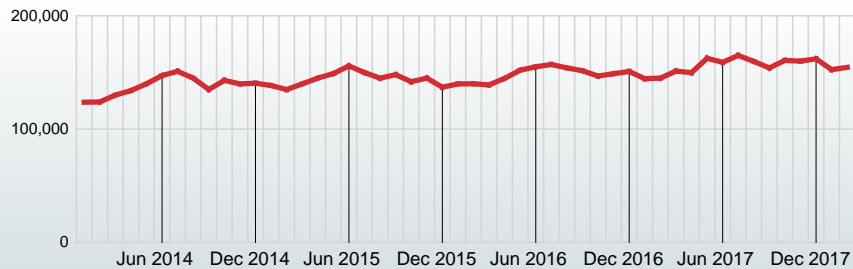
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 139,660

3 MONTHS



High
Jul 2017 = 165,000
Low
Jan 2014 = 123,750
Median Sold Price
this month at **154,500**,
above the 5 yr FEB
average of **139,660**

| | |
|-----|---------|
| DEC | 162,000 |
| JAN | 152,500 |
| FEB | 154,500 |

-5.86%
1.31%

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 |
|---|-----|--------|-------------|----------|---------|---------|---------|
| \$50,000 and less | 103 | 10.46% | 36,000 | 30,500 | 38,940 | 42,950 | 0 |
| \$50,001 - \$75,000 | 80 | 8.12% | 63,275 | 58,575 | 68,900 | 62,500 | 75,000 |
| \$75,001 - \$125,000 | 174 | 17.66% | 104,900 | 95,000 | 105,000 | 108,000 | 104,625 |
| \$125,001 - \$175,000 | 248 | 25.18% | 151,000 | 137,000 | 149,250 | 157,450 | 163,111 |
| \$175,001 - \$225,000 | 134 | 13.60% | 195,000 | 191,644 | 192,046 | 195,500 | 216,860 |
| \$225,001 - \$325,000 | 132 | 13.40% | 265,000 | 269,500 | 251,947 | 267,500 | 275,000 |
| \$325,001 and up | 114 | 11.57% | 409,000 | 510,000 | 373,000 | 392,420 | 669,000 |
| Median Sold Price | | | 154,500 | 60,000 | 138,000 | 239,600 | 314,500 |
| Total Closed Units | | 100% | 985 | 166 | 501 | 267 | 51 |
| Total Closed Volume | | | 184,419,704 | 16.31M | 73.26M | 70.40M | 24.45M |

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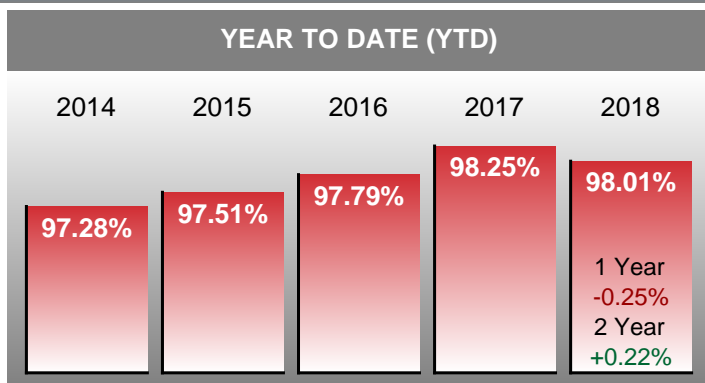
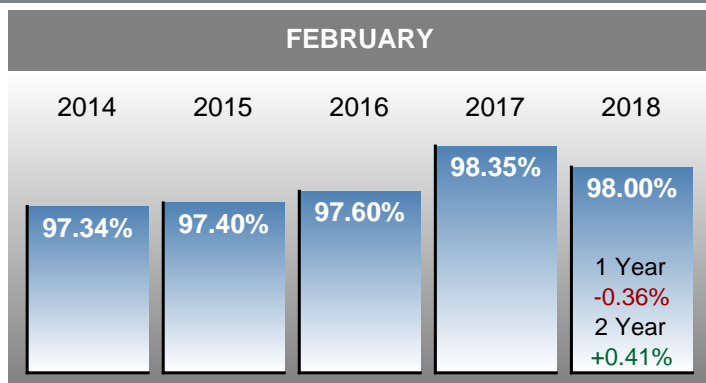
February 2018

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

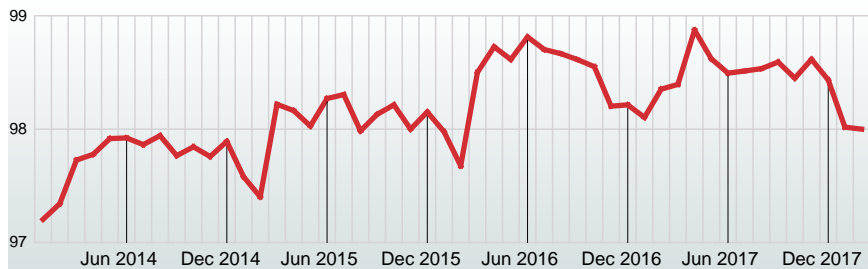


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 97.74%

3 MONTHS

High
Apr 2017 = 98.87%
Low
Jan 2014 = 97.20%
Median Sold/List Ratio
this month at **98.00%**,
equal to 5 yr FEB
average of **97.74%**

| | |
|-----|--------|
| DEC | 98.43% |
| JAN | 98.02% |
| FEB | -0.42% |
| FEB | 98.00% |
| FEB | -0.02% |

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 |
|--|-------------|--------|--------|----------|--------|--------|---------|
| \$50,000 and less | 103 | 10.46% | 90.91% | 90.00% | 91.69% | 98.08% | 0.00% |
| \$50,001 \$75,000 | 80 | 8.12% | 95.12% | 93.87% | 97.14% | 92.86% | 100.00% |
| \$75,001 \$125,000 | 174 | 17.66% | 97.97% | 96.15% | 98.28% | 96.94% | 107.56% |
| \$125,001 \$175,000 | 248 | 25.18% | 98.67% | 96.23% | 98.85% | 98.18% | 98.66% |
| \$175,001 \$225,000 | 134 | 13.60% | 98.63% | 100.00% | 98.69% | 98.55% | 93.48% |
| \$225,001 \$325,000 | 132 | 13.40% | 98.65% | 95.60% | 99.57% | 98.61% | 98.31% |
| \$325,001 and up | 114 | 11.57% | 97.53% | 96.20% | 96.51% | 97.88% | 98.84% |
| Median Sold/List Ratio | 98.00% | | | 93.75% | 98.56% | 98.17% | 98.66% |
| Total Closed Units | 985 | 100% | 98.00% | 166 | 501 | 267 | 51 |
| Total Closed Volume | 184,419,704 | | | 16.31M | 73.26M | 70.40M | 24.45M |

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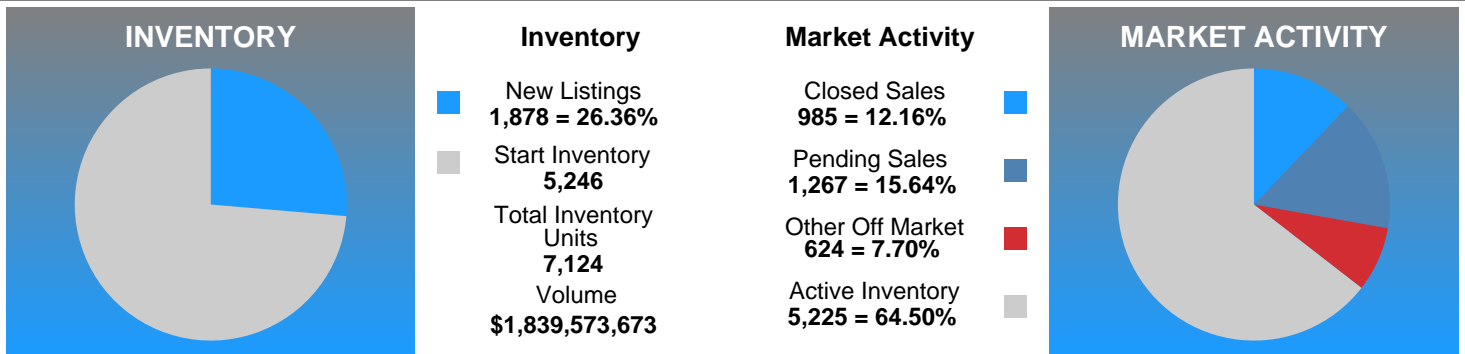
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Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

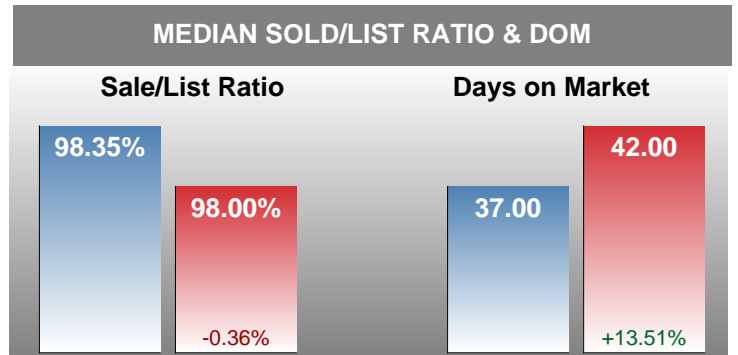
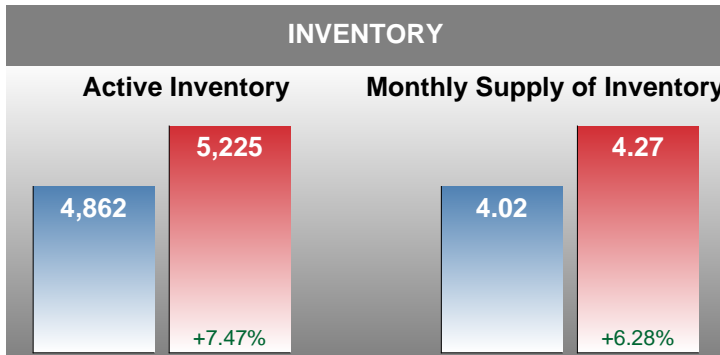
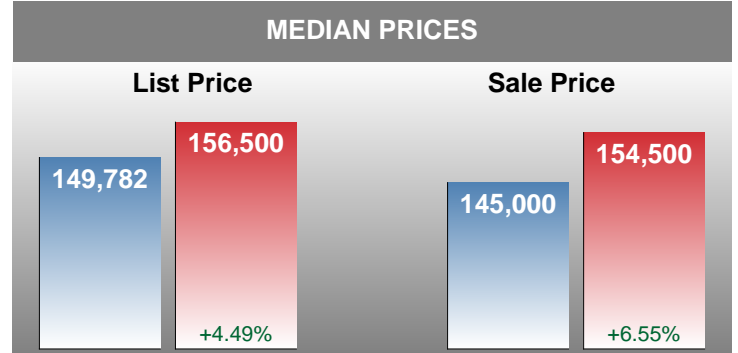
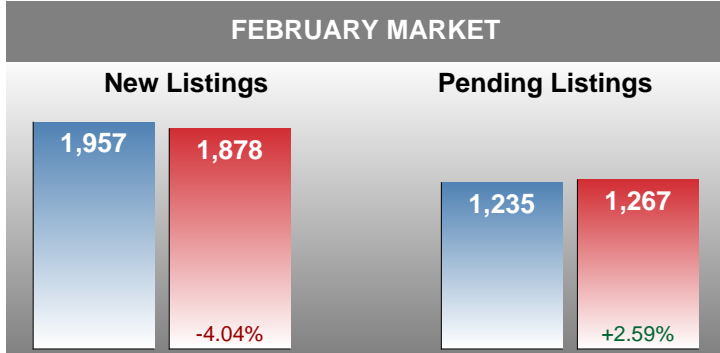
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| Compared Metrics | February | | | Year to Date | | |
|---|----------|---------|--------|--------------|---------|--------|
| | 2017 | 2018 | +/-% | 2017 | 2018 | +/-% |
| Closed Sales | 932 | 985 | 5.69% | 1,769 | 1,854 | 4.80% |
| Pending Sales | 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% |
| Median List Price | 149,782 | 156,500 | 4.49% | 148,500 | 155,750 | 4.88% |
| Median Sale Price | 145,000 | 154,500 | 6.55% | 145,000 | 153,250 | 5.69% |
| Median Percent of Selling Price to List Price | 98.35% | 98.00% | -0.36% | 98.25% | 98.01% | -0.25% |
| Median Days on Market to Sale | 37.00 | 42.00 | 13.51% | 35.00 | 36.50 | 4.29% |
| 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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