



# January 2018

Area Delimited by County Of Washington

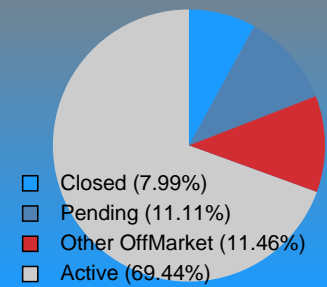


## MONTHLY INVENTORY ANALYSIS

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%
Average List Price	122,248	110,911	-9.27%
Average Sale Price	118,059	102,212	-13.42%
Average Percent of List Price to Selling Price	95.70%	92.54%	-3.31%
Average Days on Market to Sale	55.07	63.28	14.92%
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.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.42%** in January 2018 to \$102,212 versus the previous year at \$118,059.

#### Average Days on Market Lengthens

The average number of **63.28** days that homes spent on the market before selling increased by 8.22 days or **14.92%** in January 2018 compared to last year's same month at **55.07** DOM.

#### Sales Success for January 2018 is Positive

Overall, with Average 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.

### 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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.

#### Are You Ready to Buy or Sell Real Estate?

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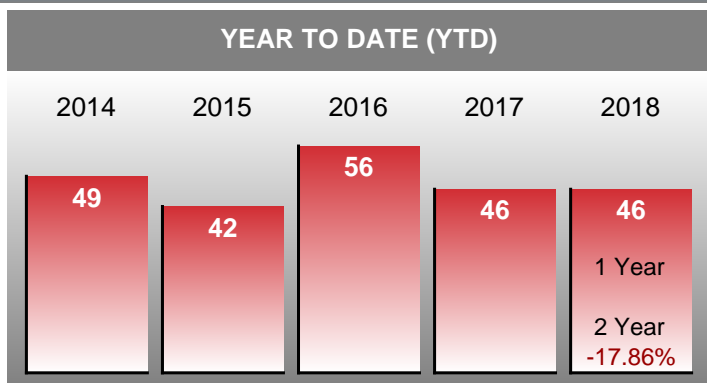
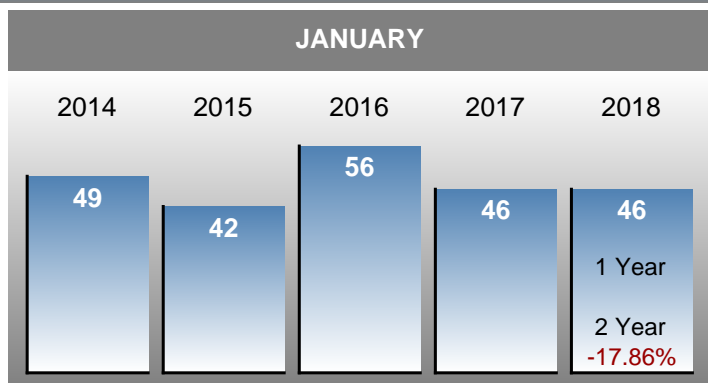
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## CLOSED LISTINGS

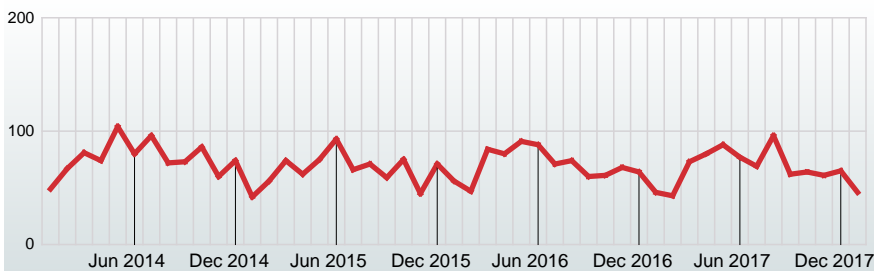
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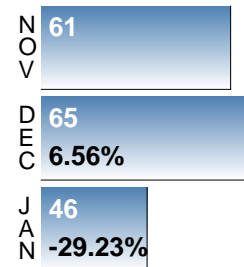
### 5 YEAR MARKET ACTIVITY TRENDS

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**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	53.1	4	5	1	0
\$50,001 \$70,000	7	15.22%	42.3	1	6	0	0
\$70,001 \$90,000	8	17.39%	72.1	0	8	0	0
\$90,001 \$130,000	8	17.39%	74.3	1	6	1	0
\$130,001 \$220,000	6	13.04%	71.3	1	4	1	0
\$220,001 and up	5	10.87%	61.4	1	0	4	0
<b>Total Closed Units</b>	<b>46</b>			<b>9</b>	<b>30</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,701,760</b>	<b>100%</b>	<b>63.3</b>	<b>706.50K</b>	<b>2.50M</b>	<b>1.50M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$102,212</b>			<b>\$78,500</b>	<b>\$83,259</b>	<b>\$213,929</b>	<b>\$0</b>

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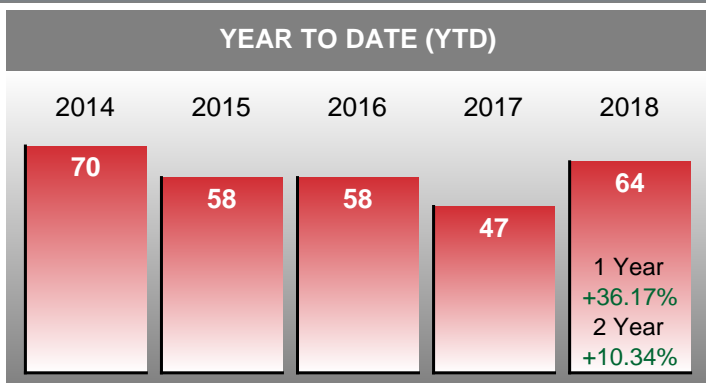
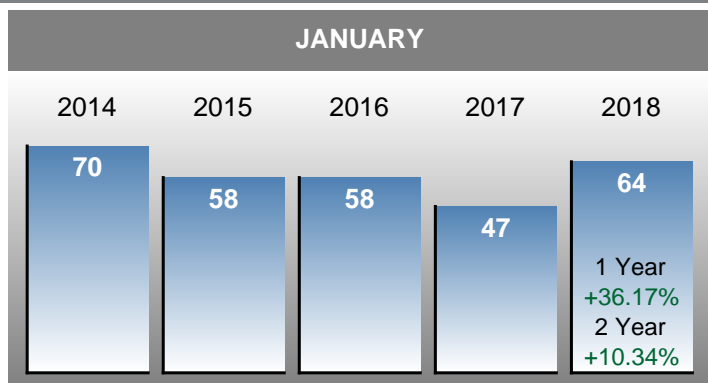
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## PENDING LISTINGS

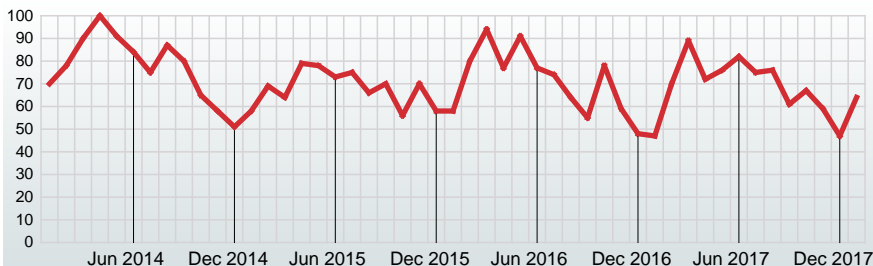
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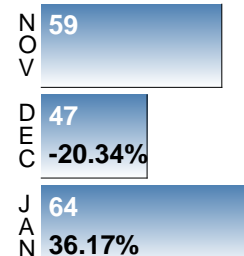
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	7.81%	71.4	5	0	0	0
\$25,001 - \$50,000	6	9.38%	80.8	3	3	0	0
\$50,001 - \$75,000	10	15.63%	90.8	5	5	0	0
\$75,001 - \$125,000	13	20.31%	57.7	1	9	2	1
\$125,001 - \$175,000	14	21.88%	50.9	0	7	6	1
\$175,001 - \$275,000	9	14.06%	33.2	0	7	1	1
\$275,001 and up	7	10.94%	87.0	1	1	3	2
<b>Total Pending Units</b>	<b>64</b>			<b>15</b>	<b>32</b>	<b>12</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>8,948,990</b>	<b>100%</b>	<b>87.6</b>	<b>922.54K</b>	<b>4.10M</b>	<b>2.34M</b>	<b>1.58M</b>
<b>Average Listing Price</b>	<b>\$164,960</b>			<b>\$61,503</b>	<b>\$128,200</b>	<b>\$194,929</b>	<b>\$316,980</b>

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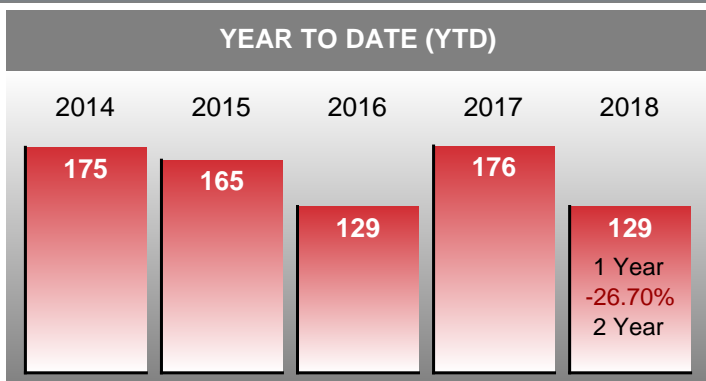
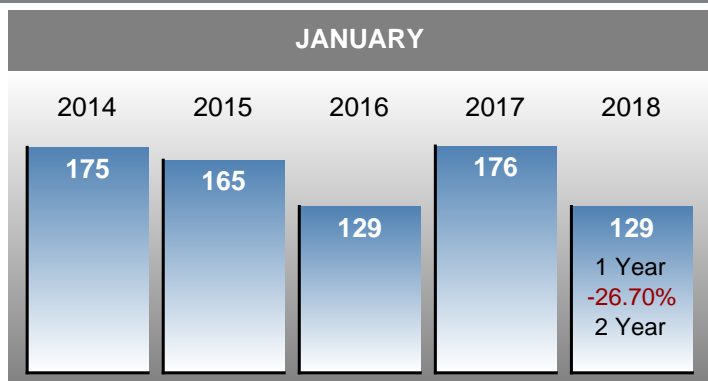
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## NEW LISTINGS

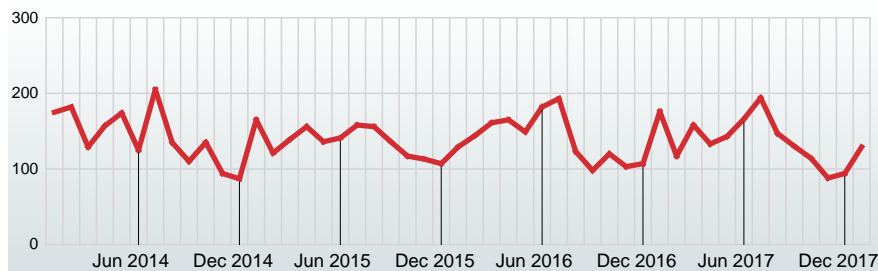
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### 5 YEAR MARKET ACTIVITY TRENDS

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	<b>6.82%</b>
C	
J	129
A	<b>37.23%</b>
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	7	5.43%	3	1	2	1
\$25,001 - \$50,000	22	17.05%	15	6	1	0
\$50,001 - \$75,000	17	13.18%	10	4	2	1
\$75,001 - \$125,000	27	20.93%	5	18	3	1
\$125,001 - \$200,000	24	18.60%	4	12	7	1
\$200,001 - \$325,000	16	12.40%	1	6	8	1
\$325,001 and up	16	12.40%	3	3	10	0
<b>Total New Listed Units</b>	<b>129</b>		<b>41</b>	<b>50</b>	<b>33</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>22,738,749</b>	<b>100%</b>	<b>6.62M</b>	<b>7.31M</b>	<b>8.20M</b>	<b>615.80K</b>
<b>Average New Listed Listing Price</b>	<b>\$289,900</b>		<b>\$161,370</b>	<b>\$146,178</b>	<b>\$248,420</b>	<b>\$123,160</b>

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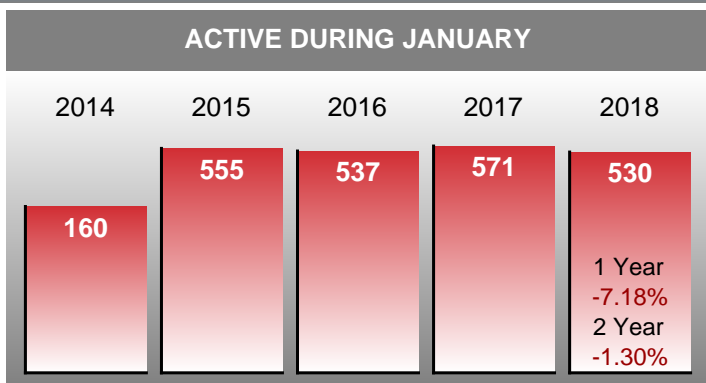
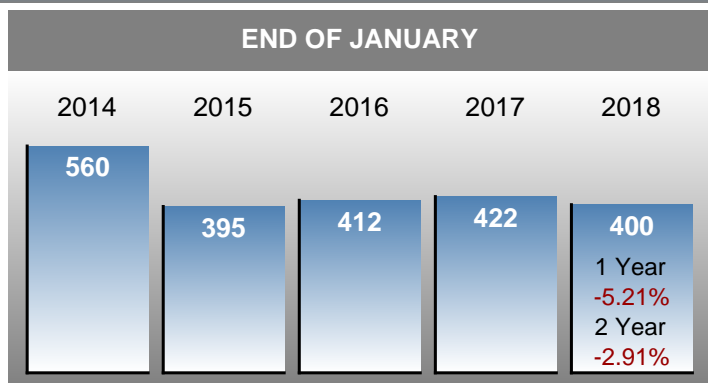
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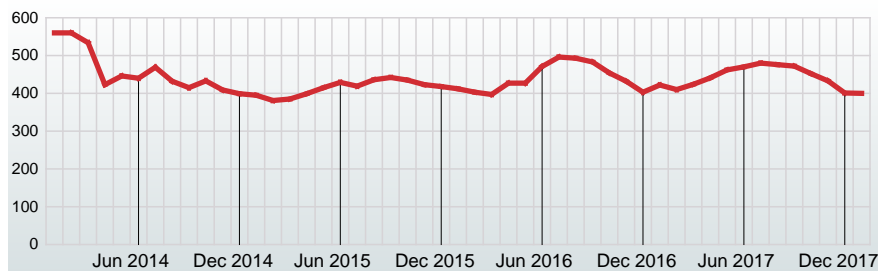
## ACTIVE INVENTORY

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### 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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	36	9.00%	81.1	34	0	2	0
\$20,001 \$40,000	44	11.00%	115.3	34	7	2	1
\$40,001 \$60,000	65	16.25%	101.6	46	16	3	0
\$60,001 \$110,000	95	23.75%	102.7	47	41	5	2
\$110,001 \$180,000	69	17.25%	70.1	11	35	22	1
\$180,001 \$330,000	52	13.00%	64.9	4	13	29	6
\$330,001 and up	39	9.75%	75.1	12	5	19	3
<b>Total Active Inventory by Units</b>	<b>400</b>			<b>188</b>	<b>117</b>	<b>82</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>59,098,210</b>	<b>100%</b>	<b>88.7</b>	<b>21.55M</b>	<b>15.19M</b>	<b>19.45M</b>	<b>2.91M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$147,746</b>			<b>\$114,619</b>	<b>\$129,806</b>	<b>\$237,186</b>	<b>\$224,100</b>

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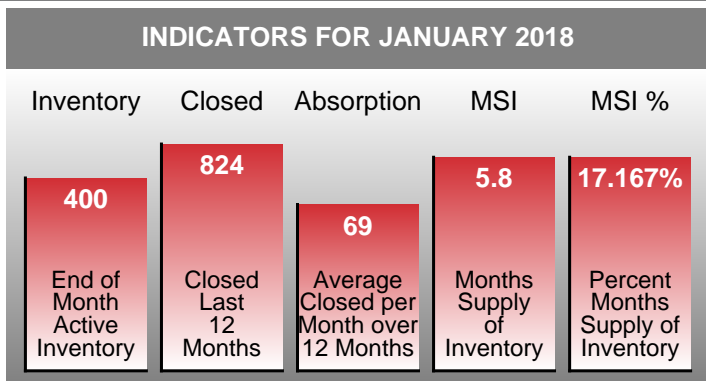
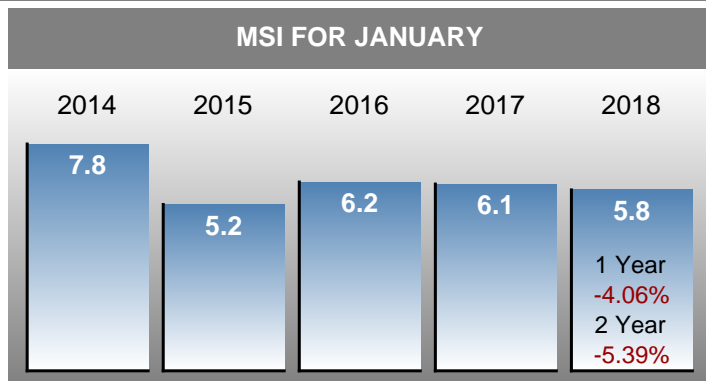
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## MONTHS SUPPLY of INVENTORY (MSI)

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



<b>5yr JAN AVG = 6.2</b>	<b>3 MONTHS</b>
<b>High</b> Jan 2014 = 7.8 <b>Low</b> Feb 2015 = 5.1 Months Supply this month at <b>5.8</b> , equal to 5 yr JAN average of <b>6.2</b>	NOV <b>6.3</b> DEC <b>5.8</b> <b>-7.50%</b> JAN <b>5.8</b> <b>-0.25%</b>

## 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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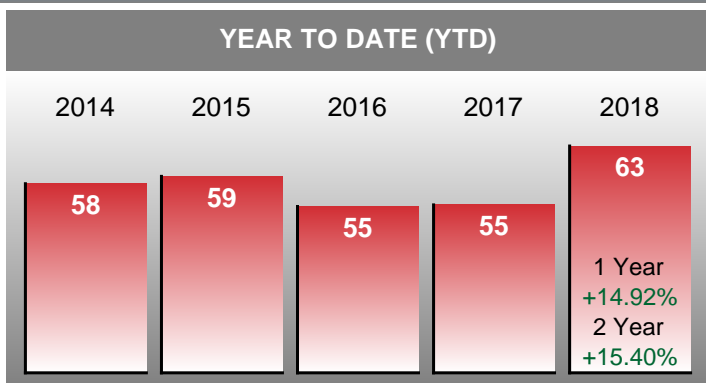
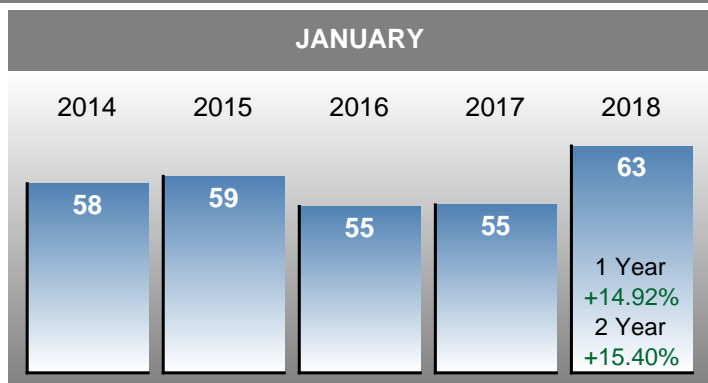
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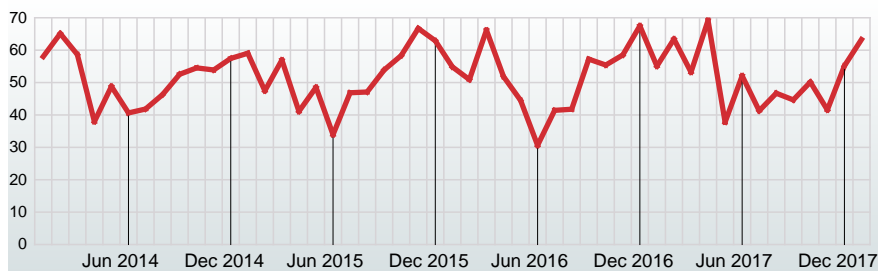


## AVERAGE DAYS ON MARKET TO SALE

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### 5 YEAR MARKET ACTIVITY TRENDS

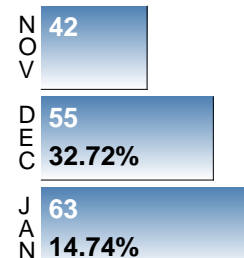


5yr JAN AVG = 58

3 MONTHS

**High**  
Apr 2017 = 69  
**Low**  
Jun 2016 = 31

Average Days on Market this month at **63**, above the 5 yr JAN average of **58**



### 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
\$20,000 and less	2	4.35%	89.0	133.0	45.0	0.0	0.0
\$20,001 \$50,000	10	21.74%	53.1	96.0	27.0	12.0	0.0
\$50,001 \$70,000	7	15.22%	42.3	19.0	46.2	0.0	0.0
\$70,001 \$90,000	8	17.39%	72.1	0.0	72.1	0.0	0.0
\$90,001 \$130,000	8	17.39%	74.3	57.0	76.3	79.0	0.0
\$130,001 \$220,000	6	13.04%	71.3	92.0	67.3	67.0	0.0
\$220,001 and up	5	10.87%	61.4	27.0	0.0	70.0	0.0
Average Closed DOM	63.3			79.1	58.7	62.6	0.0
Total Closed Units	46	100%	63.3	9	30	7	
Total Closed Volume	4,701,760			706.50K	2.50M	1.50M	0.00B

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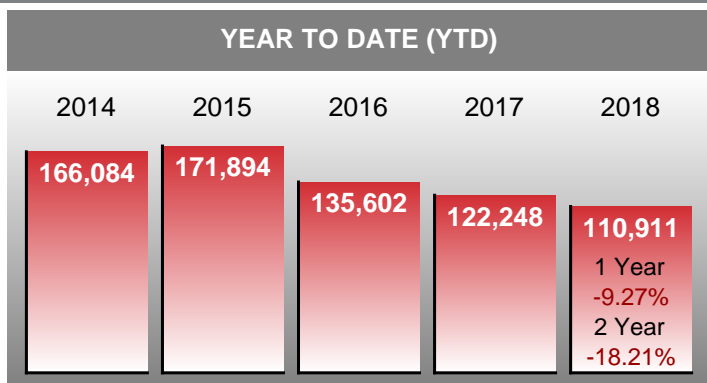
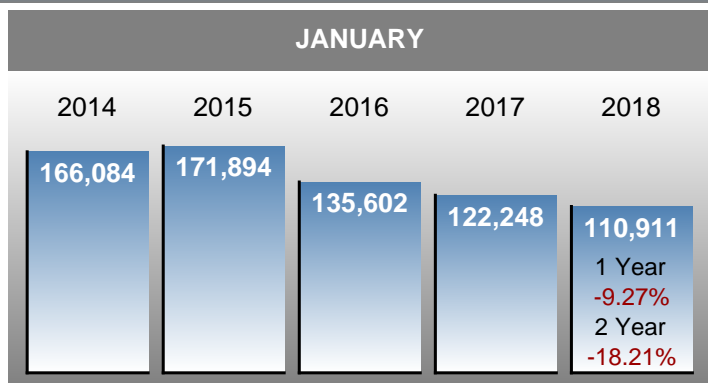
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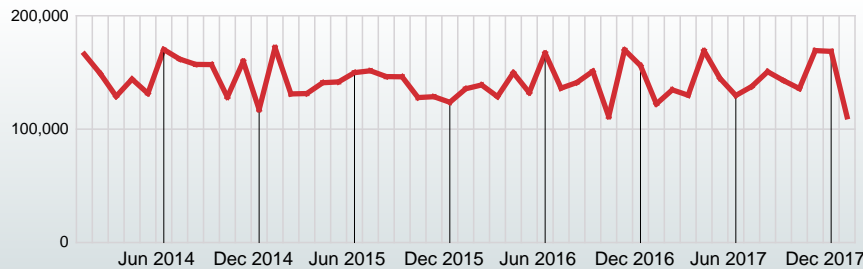
## AVERAGE LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 141,348**      **3 MONTHS**



**High**  
Jan 2015 = 171,894  
**Low**  
Jan 2018 = 110,911  
*Average List Price*  
this month at **110,911**,  
below the 5 yr JAN  
average of **141,348**

NOV	169,286
DEC	168,591
	<b>-0.41%</b>
JAN	110,911
	<b>-34.21%</b>

### 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
\$20,000 and less	1	2.17%	15,000	15,000	30,000	0	0
\$20,001 \$50,000	9	19.57%	34,156	38,200	39,120	37,000	0
\$50,001 \$70,000	6	13.04%	57,333	52,500	68,733	0	0
\$70,001 \$90,000	10	21.74%	81,010	0	90,138	0	0
\$90,001 \$130,000	7	15.22%	106,114	123,000	109,383	96,500	0
\$130,001 \$220,000	7	15.22%	156,171	325,000	156,450	194,500	0
\$220,001 and up	6	13.04%	298,233	252,000	0	303,100	0
<b>Average List Price</b>			110,911	102,256	88,040	220,057	0
<b>Total Closed Units</b>		100%	110,911	9	30	7	
<b>Total Closed Volume</b>			5,101,900	920.30K	2.64M	1.54M	0.00B

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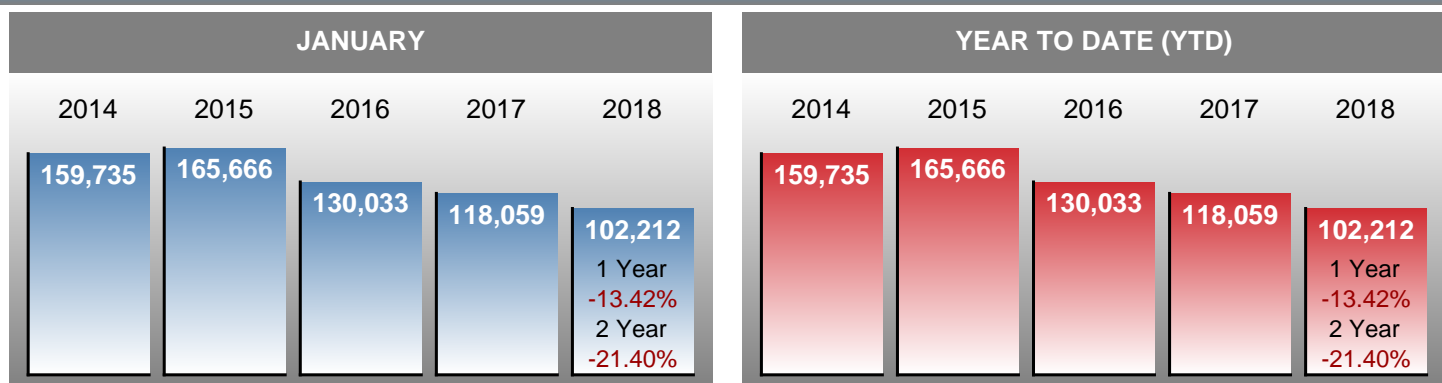
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## AVERAGE SOLD PRICE AT CLOSING

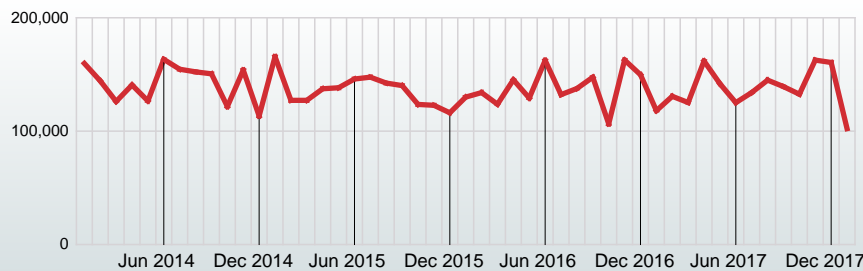
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 135,141

3 MONTHS



**High**  
Jan 2015 = 165,666  
**Low**  
Jan 2018 = 102,212  
*Average Sold Price*  
this month at **102,212**,  
below the 5 yr JAN  
average of **135,141**

N	162,657
O	
V	
D	160,569
E	-1.28%
C	
J	102,212
A	-36.34%
N	

### 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
\$20,000 and less	2	4.35%	15,000	10,000	20,000	0	0
\$20,001 \$50,000	10	21.74%	35,789	33,000	37,677	37,500	0
\$50,001 \$70,000	7	15.22%	62,114	51,000	63,967	0	0
\$70,001 \$90,000	8	17.39%	81,253	0	81,253	0	0
\$90,001 \$130,000	8	17.39%	108,006	116,500	108,758	95,000	0
\$130,001 \$220,000	6	13.04%	161,167	175,000	150,750	189,000	0
\$220,001 and up	5	10.87%	279,600	222,000	0	294,000	0
<b>Average Sold Price</b>			102,212	78,500	83,259	213,929	0
<b>Total Closed Units</b>		100%	102,212	9	30	7	
<b>Total Closed Volume</b>			4,701,760	706.50K	2.50M	1.50M	0.00B

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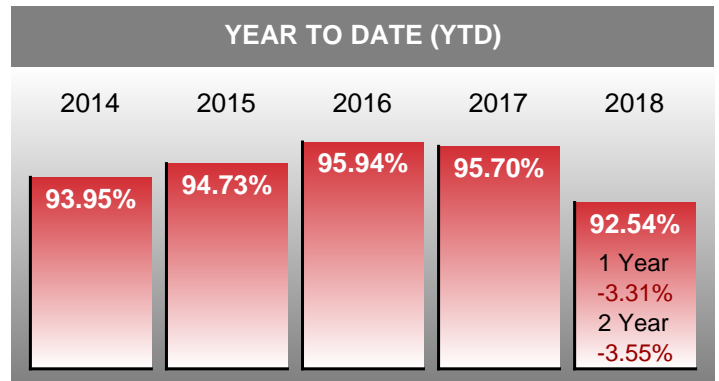
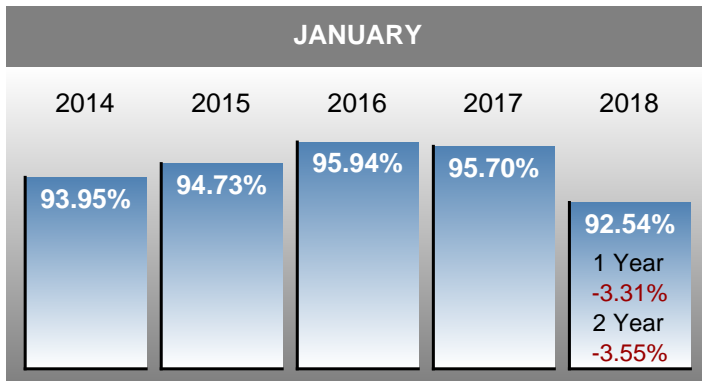
# January 2018

Area Delimited by County Of Washington



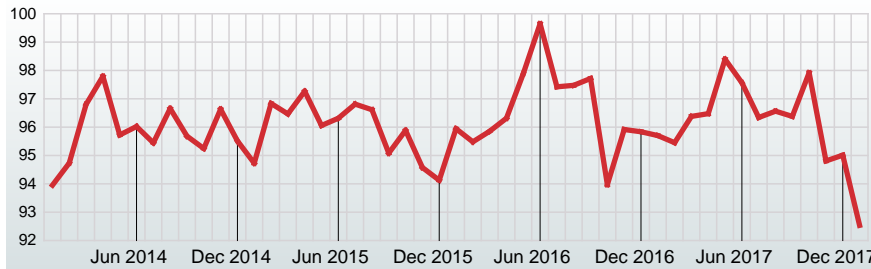
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 94.57%**      **3 MONTHS**



**High**  
Jun 2016 = 99.65%

**Low**  
Jan 2018 = 92.54%

*Average Sold/List Ratio*  
this month at **92.54%**,  
below the 5 yr JAN  
average of **94.57%**

NOV	94.81%
DEC	95.01%
JAN	92.54%
	-2.61%

## 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
\$20,000 and less	2	4.35%	66.67%	66.67%	66.67%	0.00%	0.00%
\$20,001 \$50,000	10	21.74%	92.21%	85.68%	95.60%	101.35%	0.00%
\$50,001 \$70,000	7	15.22%	93.91%	97.14%	93.37%	0.00%	0.00%
\$70,001 \$90,000	8	17.39%	92.32%	0.00%	92.32%	0.00%	0.00%
\$90,001 \$130,000	8	17.39%	98.86%	94.72%	99.61%	98.45%	0.00%
\$130,001 \$220,000	6	13.04%	89.59%	53.85%	96.63%	97.17%	0.00%
\$220,001 and up	5	10.87%	95.38%	88.10%	0.00%	97.20%	0.00%
<b>Average Sold/List Ratio</b>			<b>92.50%</b>	<b>82.58%</b>	<b>94.25%</b>	<b>97.97%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>92.50%</b>	<b>9</b>	<b>30</b>	<b>7</b>	
<b>Total Closed Volume</b>				<b>706.50K</b>	<b>2.50M</b>	<b>1.50M</b>	<b>0.00B</b>

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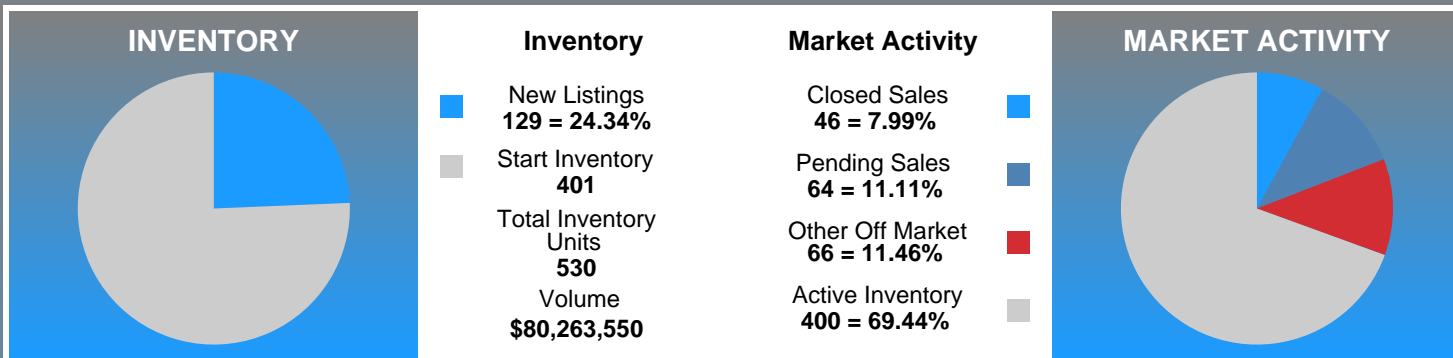
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## MARKET SUMMARY

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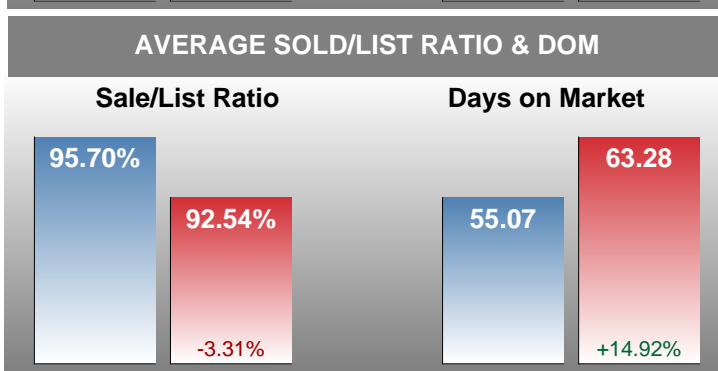
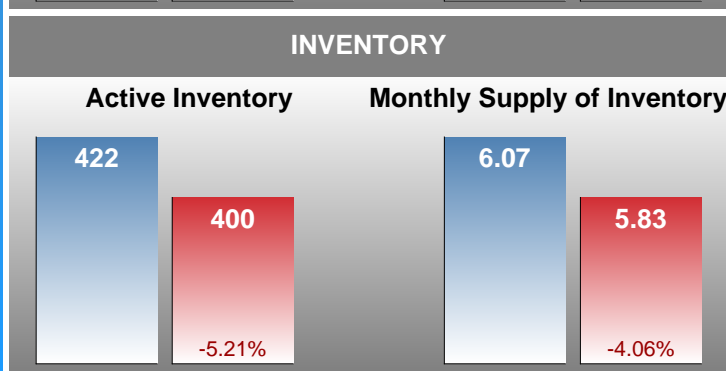
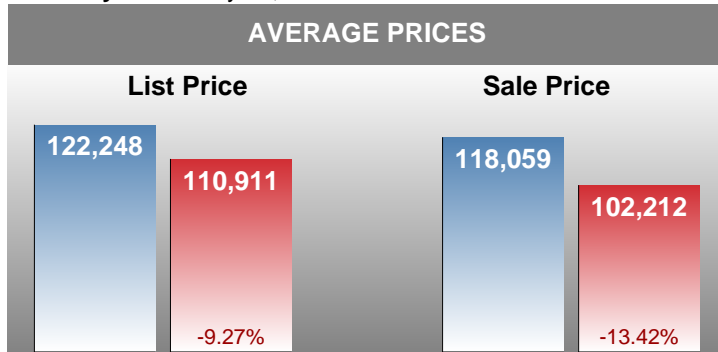
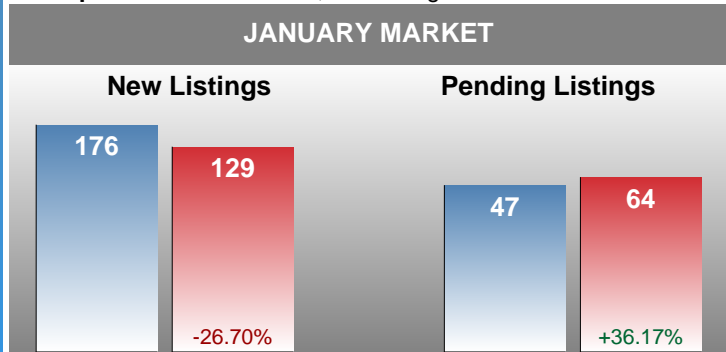


Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	46	46	0.00%	46	46	0.00%
Pending Sales	47	64	36.17%	47	64	36.17%
New Listings	176	129	-26.70%	176	129	-26.70%
Average List Price	122,248	110,911	-9.27%	122,248	110,911	-9.27%
Average Sale Price	118,059	102,212	-13.42%	118,059	102,212	-13.42%
Average Percent of Selling Price to List Price	95.70%	92.54%	-3.31%	95.70%	92.54%	-3.31%
Average Days on Market to Sale	55.07	63.28	14.92%	55.07	63.28	14.92%
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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