RE DATUM

March 2018

Area Delimited by County Of Rogers

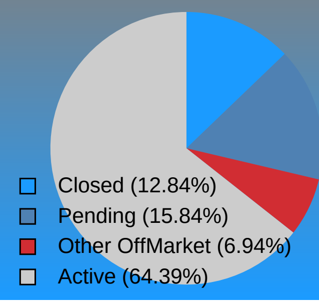
MLS technology INC

MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

Compared	March		
Metrics	2017	2018	+/-%
Closed Listings	144	124	-13.89%
Pending Listings	160	153	-4.38%
New Listings	237	234	-1.27%
Median List Price	145,918	172,000	17.87%
Median Sale Price	144,450	168,450	16.61%
Median Percent of List Price to Selling Price	98.62%	98.15%	-0.48%
Median Days on Market to Sale	35.50	39.50	11.27%
End of Month Inventory	548	622	13.50%
Months Supply of Inventory	4.38	5.03	14.88%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **124** Sales/Month
Active Inventory as of March 31, 2018 = **622**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **13.50%** to 622 existing homes available for sale. Over the last 12 months this area has had an average of 124 closed sales per month. This represents an unsold inventory index of **5.03** 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 **16.61%** in March 2018 to $168,450 versus the previous year at $144,450.

Median Days on Market Lengthens

The median number of **39.50** days that homes spent on the market before selling increased by 4.00 days or **11.27%** in March 2018 compared to last year's same month at **35.50** DOM.

Sales Success for March 2018 is Positive

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

There were 234 New Listings in March 2018, down **1.27%** from last year at 237. Furthermore, there were 124 Closed Listings this month versus last year at 144, a **-13.89%** decrease.

Closed versus Listed trends yielded a **53.0%** ratio, down from previous year's, March 2017, at **60.8%**, a **12.78%** 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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March 2018

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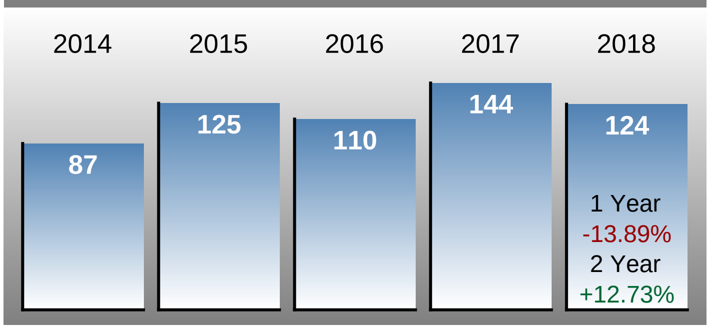
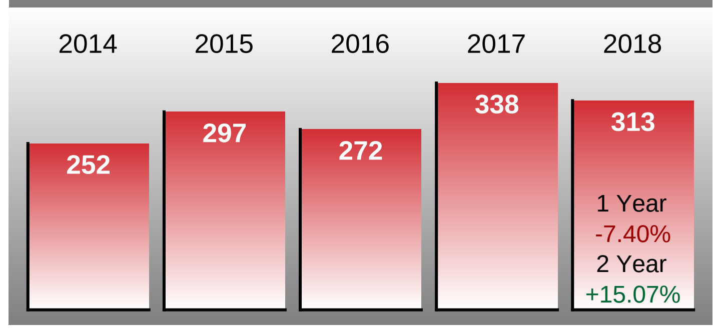
CLOSED LISTINGS

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

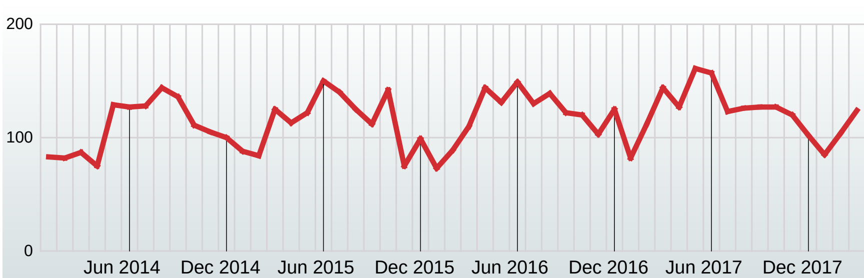
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

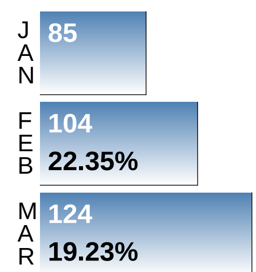


5yr MAR AVG = 118

High
May 2017 = 161
Low
Jan 2016 = 73

Closed Listings this month at **124,** above the 5 yr MAR average of **118**

3 MONTHS



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	10	8.06%	46.5	5	4	1	0
$50,001 $100,000	18	14.52%	18.0	4	13	1	0
$100,001 $125,000	11	8.87%	26.0	3	6	2	0
$125,001 $175,000	31	25.00%	27.0	1	22	8	0
$175,001 $225,000	20	16.13%	41.5	2	12	6	0
$225,001 $300,000	21	16.94%	70.0	1	8	9	3
$300,001 and up	13	10.48%	56.0	1	1	8	3
Total Closed Units	124	100%	39.5	17	66	35	6
Total Closed Volume	23,920,788			2.01M	11.30M	8.32M	2.30M
Median Closed Price	$168,450			$95,000	$150,950	$225,000	$300,500

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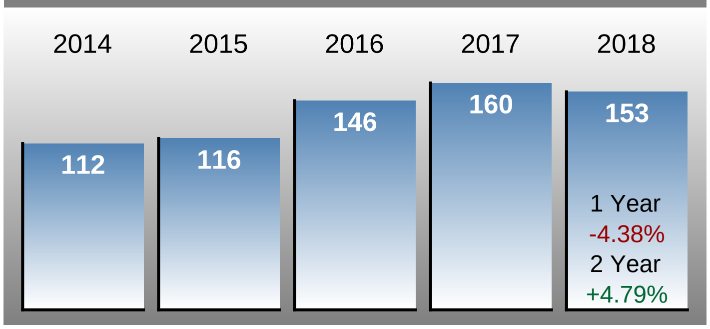
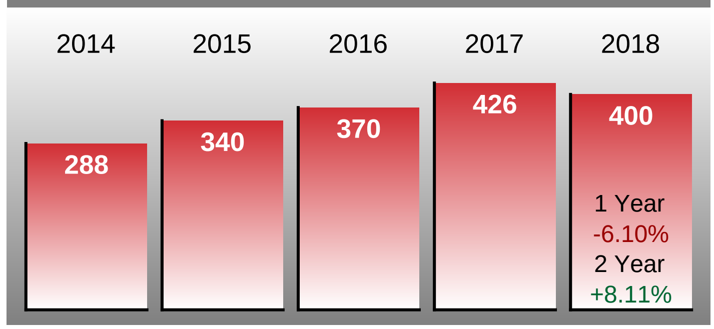
PENDING LISTINGS

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

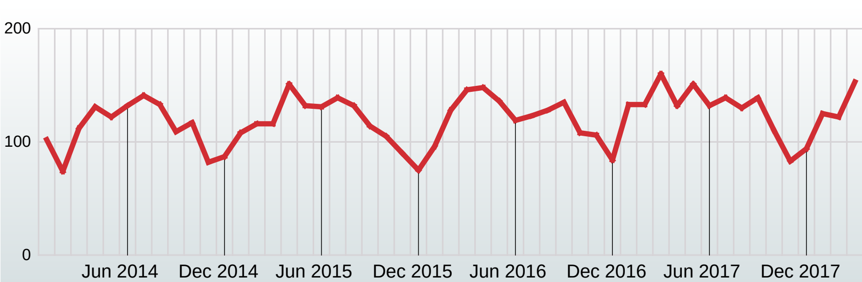
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

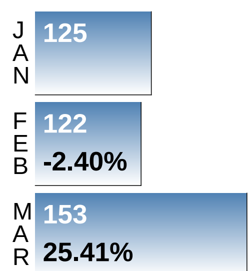


5yr MAR AVG = 137

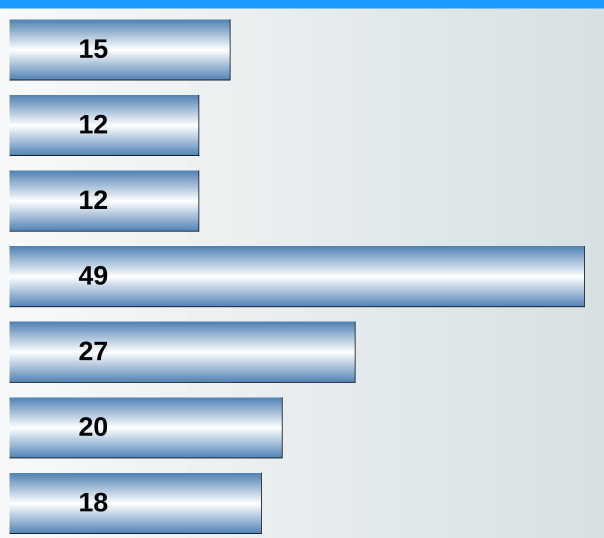
High
Mar 2017 = 160
Low
Feb 2014 = 74

Pending Listings this month at **153,** above the 5 yr MAR average of **137**

3 MONTHS



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE



Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$75,000 and less	15	9.80%	35.0	11	3	1	0
$75,001 $100,000	12	7.84%	26.0	6	4	1	1
$100,001 $125,000	12	7.84%	34.0	3	8	1	0
$125,001 $175,000	49	32.03%	31.0	1	37	11	0
$175,001 $225,000	27	17.65%	39.0	2	14	11	0
$225,001 $300,000	20	13.07%	37.0	0	8	11	1
$300,001 and up	18	11.76%	18.0	0	2	11	5
Total Pending Units	153	100%	31.0	23	76	47	7
Total Pending Volume	31,665,207			1.84M	12.26M	11.51M	6.06M
Median Listing Price	$162,500			$79,900	$152,000	$225,000	$364,900

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NEW LISTINGS

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

MARCH

2014	2015	2016	2017	2018
243	237	247	237	234

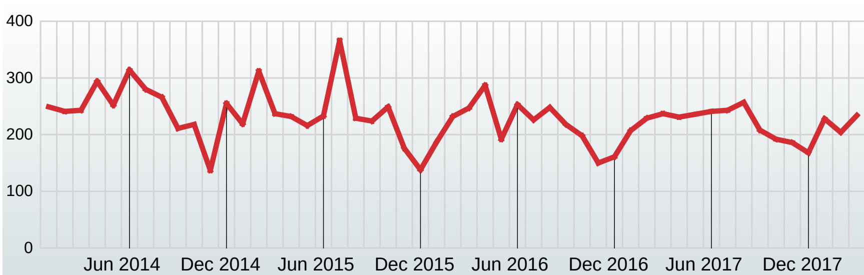
2018: 1 Year -1.27%, 2 Year -5.26%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
733	768	666	673	666

2018: 1 Year -1.04%, 2 Year

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 240

High
Jul 2015 = 366
Low
Nov 2014 = 137

New Listings this month at **234,** below the 5 yr MAR average of **240**

3 MONTHS

Month	Listings	Change
JAN	228	
FEB	204	-10.53%
MAR	234	14.71%

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	18	7.69%	11	5	2	0
$50,001 $100,000	29	12.39%	12	15	2	0
$100,001 $150,000	35	14.96%	6	25	4	0
$150,001 $225,000	56	23.93%	5	35	16	0
$225,001 $325,000	38	16.24%	3	16	16	3
$325,001 $525,000	34	14.53%	3	5	18	8
$525,001 and up	24	10.26%	5	2	4	13
Total New Listed Units	234	100%	45	103	62	24
Total New Listed Volume	64,279,267		8.93M	18.98M	18.09M	18.28M
Median New Listed Listing Price	$187,000		$100,000	$159,000	$257,450	$537,450

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ACTIVE INVENTORY

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

END OF MARCH

2014	2015	2016	2017	2018
814	774	638	547	622

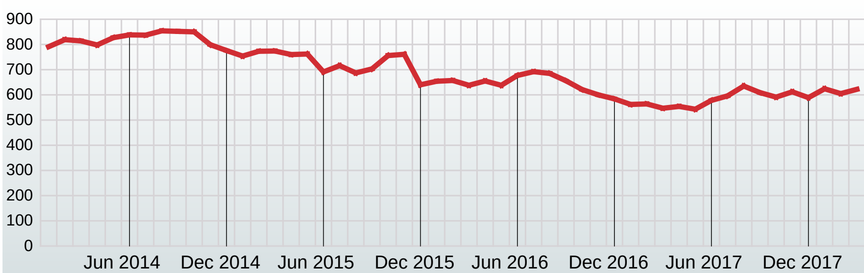
1 Year +13.71%
2 Year -2.51%

ACTIVE DURING MARCH

2014	2015	2016	2017	2018
1,042	994	876	771	838

1 Year +8.69%
2 Year -4.34%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 679

High
Aug 2014 = 854
Low
May 2017 = 543

Inventory
this month at **622,**
below the 5 yr MAR average of **679**

3 MONTHS

Month	Inventory	Change
JAN	624	
FEB	605	-3.04%
MAR	622	2.81%

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	61	9.81%	150.0	61	0	0	0
$25,001 $50,000	56	9.00%	75.5	48	4	3	1
$50,001 $125,000	119	19.13%	54.0	55	52	10	2
$125,001 $225,000	149	23.95%	51.0	27	85	30	7
$225,001 $325,000	98	15.76%	65.0	10	37	45	6
$325,001 $525,000	77	12.38%	54.0	15	14	35	13
$525,001 and up	62	9.97%	52.0	16	6	13	27
Total Active Inventory by Units	622	100%	60.0	232	198	136	56
Total Active Inventory by Volume	153,465,237			33.72M	41.17M	42.00M	36.58M
Median Active Inventory Listing Price	$169,900			$59,950	$164,950	$268,150	$507,000

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MLS technology INC

MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

MSI FOR MARCH

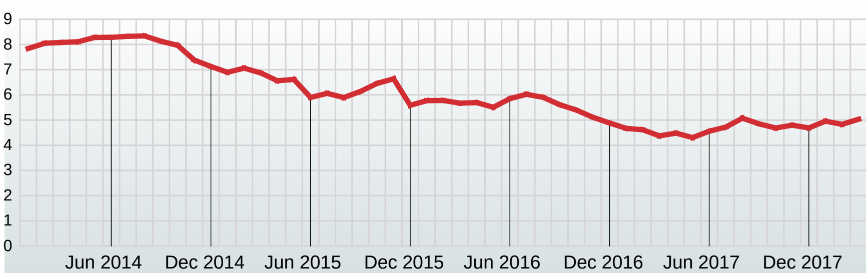
2014	2015	2016	2017	2018
8.1	6.9	5.7	4.4	5.0

1 Year +15.09%
2 Year -11.25%

INDICATORS FOR MARCH 2018

Inventory	Closed	Absorption	MSI	MSI %
622	1,483	124	5.0	19.869%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 6.0

High
Aug 2014 = 8.3
Low
May 2017 = 4.3

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

3 MONTHS

Month	MSI	Change
JAN	5.0	
FEB	4.8	-2.53%
MAR	5.0	4.20%

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	61	9.81%	12.2	14.6	0.0	0.0	0.0
$25,001 $50,000	56	9.00%	9.5	14.8	2.0	4.5	0.0
$50,001 $125,000	119	19.13%	4.1	7.3	2.8	3.9	12.0
$125,001 $225,000	149	23.95%	2.9	10.5	2.4	2.5	7.6
$225,001 $325,000	98	15.76%	5.0	12.0	4.7	4.8	4.2
$325,001 $525,000	77	12.38%	7.4	30.0	12.0	5.0	7.4
$525,001 and up	62	9.97%	21.9	192.0	72.0	10.4	19.1
Market Supply of Inventory (MSI)	5.0	100%	5.0	12.3	3.0	4.1	9.9
Total Active Inventory by Units	622			232	198	136	56

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MEDIAN DAYS ON MARKET TO SALE

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

MARCH

2014	2015	2016	2017	2018
31	40	42	36	40

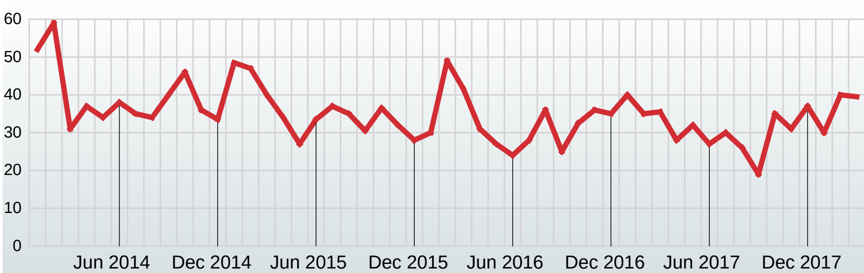
1 Year +11.27%
2 Year -4.82%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
48	46	43	36	38

1 Year +5.56%
2 Year -11.63%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 38

High
Feb 2014 = 59
Low
Sep 2017 = 19

Median Days on Market this month at **40,** above the 5 yr MAR average of **38**

3 MONTHS

JAN	30	
FEB	40	33.33%
MAR	40	-1.25%

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	10	8.06%	46.5	15.0	46.5	71.0	0.0
$50,001 $100,000	18	14.52%	18.0	9.0	21.0	52.0	0.0
$100,001 $125,000	11	8.87%	26.0	26.0	12.5	97.0	0.0
$125,001 $175,000	31	25.00%	27.0	18.0	25.0	39.5	0.0
$175,001 $225,000	20	16.13%	41.5	102.5	20.0	55.5	0.0
$225,001 $300,000	21	16.94%	70.0	106.0	78.0	60.0	50.0
$300,001 and up	13	10.48%	56.0	116.0	19.0	59.5	1.0
Median Closed DOM	39.5	100%	39.5	26.0	25.0	60.0	33.0
Total Closed Units	124			17	66	35	6
Total Closed Volume	23,920,788			2.01M	11.30M	8.32M	2.30M

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MEDIAN LIST PRICE AT CLOSING

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

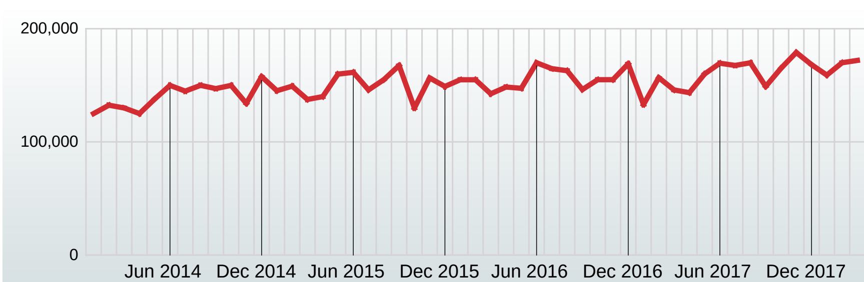
MARCH

2014	2015	2016	2017	2018
130,000	137,500	142,500	145,918	172,000 1 Year +17.87% 2 Year +20.70%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
129,950	142,026	149,950	145,918	169,900 1 Year +16.44% 2 Year +13.30%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 145,584

High
Nov 2017 = 179,000
Low
Apr 2014 = 125,000

Median List Price this month at **172,000,** above the 5 yr MAR average of **145,584**

3 MONTHS

JAN	159,000	
FEB	169,950	6.89%
MAR	172,000	1.21%

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	9	7.26%	24,000	28,500	22,500	9,000	0
$50,001 $100,000	16	12.90%	78,975	68,500	83,475	98,400	0
$100,001 $125,000	9	7.26%	115,400	121,500	115,000	0	0
$125,001 $175,000	32	25.81%	149,950	129,900	149,950	169,900	0
$175,001 $225,000	23	18.55%	195,000	195,000	195,000	199,449	0
$225,001 $300,000	23	18.55%	263,800	300,000	259,000	273,400	269,900
$300,001 and up	12	9.68%	380,000	400,000	3,200,000	360,000	349,999
Median List Price	172,000	100%	172,000	95,000	151,250	225,000	312,000
Total Closed Units	124			17	66	35	6
Total Closed Volume	25,955,172			2.14M	13.05M	8.42M	2.34M

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MEDIAN SOLD PRICE AT CLOSING

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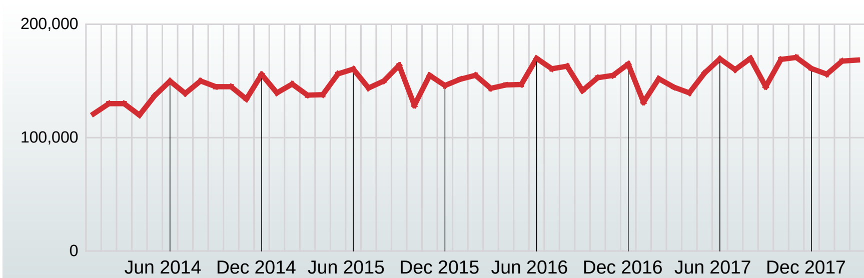
MARCH

2014	2015	2016	2017	2018
130,000	137,500	143,500	144,450	168,450
				1 Year +16.61%
				2 Year +17.39%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
128,000	139,600	149,900	143,655	165,000
				1 Year +14.86%
				2 Year +10.07%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 144,780

High
Nov 2017 = 170,750
Low
Apr 2014 = 119,900

Median Sold Price this month at **168,450,** above the 5 yr MAR average of **144,780**

3 MONTHS

Month	Median Sold Price	Change
JAN	156,000	
FEB	167,500	7.37%
MAR	168,450	0.57%

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	10	8.06%	22,807	33,000	16,163	5,500	0
$50,001 $100,000	18	14.52%	89,700	65,500	92,400	98,400	0
$100,001 $125,000	11	8.87%	120,000	118,000	119,500	123,325	0
$125,001 $175,000	31	25.00%	154,000	168,000	152,000	170,450	0
$175,001 $225,000	20	16.13%	189,688	184,250	189,688	207,225	0
$225,001 $300,000	21	16.94%	255,000	270,000	252,000	266,500	250,000
$300,001 and up	13	10.48%	358,000	400,000	1,750,000	355,500	350,000
Median Sold Price	168,450	100%	168,450	95,000	150,950	225,000	300,500
Total Closed Units	124			17	66	35	6
Total Closed Volume	23,920,788			2.01M	11.30M	8.32M	2.30M

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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MARCH

2014	2015	2016	2017	2018
97.62%	98.31%	99.02%	98.62%	98.15%

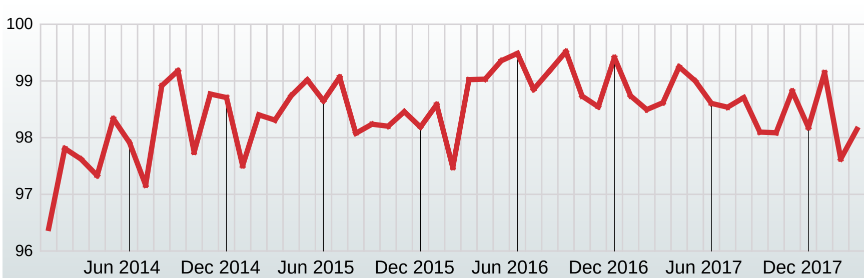
1 Year -0.48%
2 Year -0.88%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
97.56%	98.25%	98.47%	98.56%	98.10%

1 Year -0.47%
2 Year -0.37%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 98.34%

High
Sep 2016 = 99.52%
Low
Jan 2014 = 96.40%

Median Sold/List Ratio this month at **98.15%,** equal to 5 yr MAR average of **98.34%**

3 MONTHS

JAN	99.15%	
FEB	97.62%	-1.53%
MAR	98.15%	0.54%

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	10	8.06%	89.95%	98.82%	84.44%	61.11%	0.00%
$50,001 $100,000	18	14.52%	98.77%	96.74%	97.65%	100.00%	0.00%
$100,001 $125,000	11	8.87%	95.65%	94.40%	95.98%	89.85%	0.00%
$125,001 $175,000	31	25.00%	98.86%	86.15%	98.73%	99.13%	0.00%
$175,001 $225,000	20	16.13%	97.99%	93.67%	97.66%	100.00%	0.00%
$225,001 $300,000	21	16.94%	98.15%	90.00%	98.27%	98.15%	96.89%
$300,001 and up	13	10.48%	100.00%	100.00%	54.69%	99.72%	100.00%
Median Sold/List Ratio	98.15%	100%	98.15%	94.40%	97.54%	99.41%	97.52%
Total Closed Units	124			17	66	35	6
Total Closed Volume	23,920,788			2.01M	11.30M	8.32M	2.30M

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RE DATUM

March 2018

Area Delimited by County Of Rogers

MLS technology INC

MARKET SUMMARY

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

INVENTORY

Inventory

New Listings
234 = 27.89%

Start Inventory
605

Total Inventory Units
839

Volume
$211,527,574

Market Activity

Closed Sales
124 = 12.84%

Pending Sales
153 = 15.84%

Other Off Market
67 = 6.94%

Active Inventory
622 = 64.39%

MARKET ACTIVITY

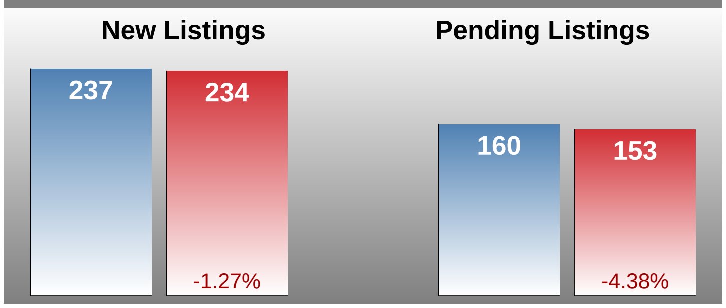
Compared	March			Year to Date		
Metrics	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	144	124	-13.89%	338	313	-7.40%
Pending Sales	160	153	-4.38%	426	400	-6.10%
New Listings	237	234	-1.27%	673	666	-1.04%
Median List Price	145,918	172,000	17.87%	145,918	169,900	16.44%
Median Sale Price	144,450	168,450	16.61%	143,655	165,000	14.86%
Median Percent of Selling Price to List Price	98.62%	98.15%	-0.48%	98.56%	98.10%	-0.47%
Median Days on Market to Sale	35.50	39.50	11.27%	36.00	38.00	5.56%
Monthly Inventory	548	622	13.50%	548	622	13.50%
Months Supply of Inventory	4.38	5.03	14.88%	4.38	5.03	14.88%

Absorption: Last 12 months, an Average of **124** Sales/Month

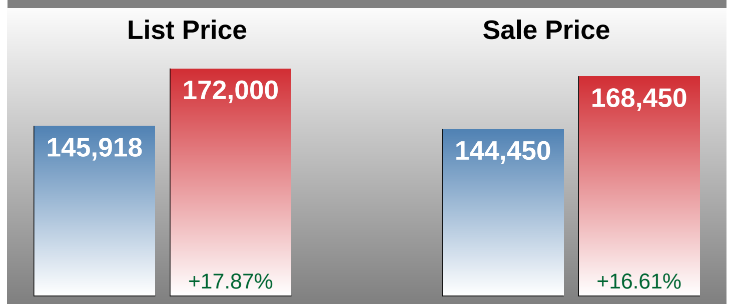
Inventory on March 31, 2018 = **622**

2017 2018

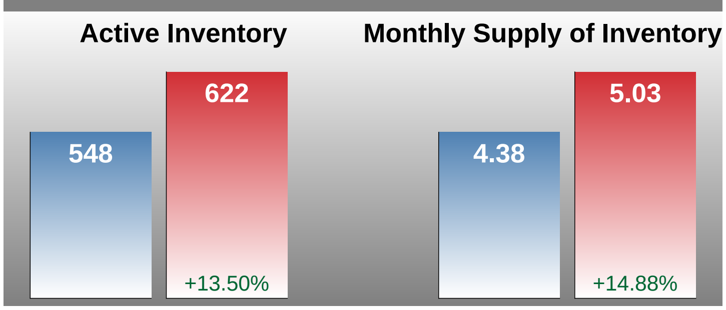
MARCH MARKET



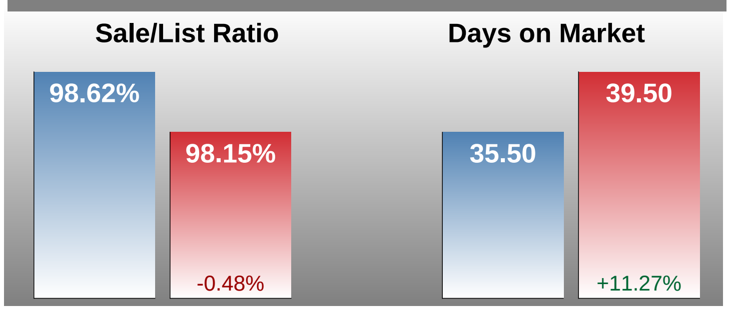
MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM



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