



March 2018

Area Delimited by County Of Washington

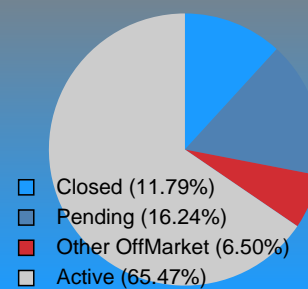


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	73	69	-5.48%
Pending Listings	89	95	6.74%
New Listings	158	124	-21.52%
Median List Price	112,900	119,900	6.20%
Median Sale Price	110,000	123,500	12.27%
Median Percent of List Price to Selling Price	97.70%	97.91%	0.21%
Median Days on Market to Sale	39.00	63.00	61.54%
End of Month Inventory	424	383	-9.67%
Months Supply of Inventory	6.21	5.61	-9.67%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of March 31, 2018 = **383**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2018 decreased **9.67%** to 383 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **5.61** 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 **12.27%** in March 2018 to \$123,500 versus the previous year at \$110,000.

Median Days on Market Lengthens

The median number of **63.00** days that homes spent on the market before selling increased by 24.00 days or **61.54%** in March 2018 compared to last year's same month at **39.00** 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 strong this month.

There were 124 New Listings in March 2018, down **21.52%** from last year at 158. Furthermore, there were 69 Closed Listings this month versus last year at 73, a **-5.48%** decrease.

Closed versus Listed trends yielded a **55.6%** ratio, up from previous year's, March 2017, at **46.2%**, a **20.44%** 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

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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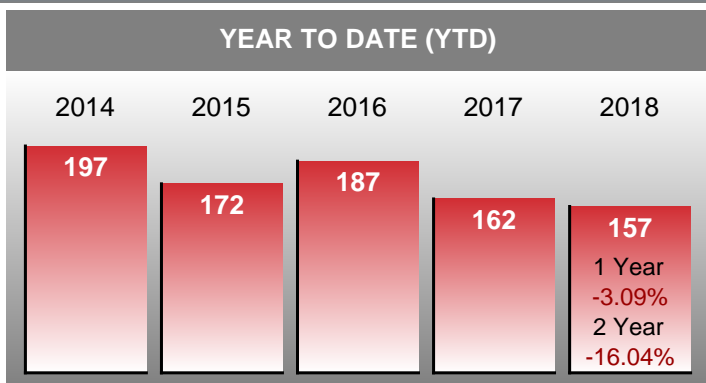
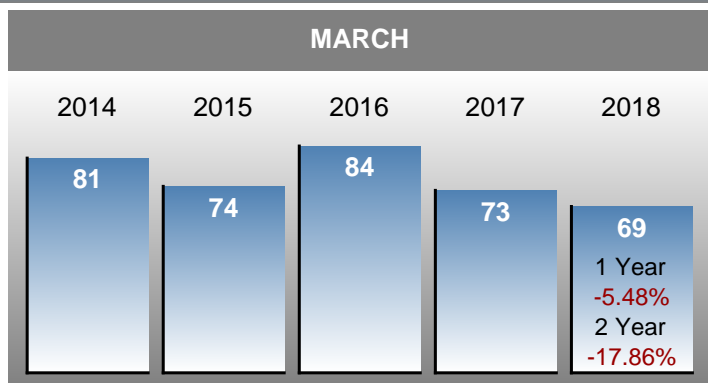
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CLOSED LISTINGS

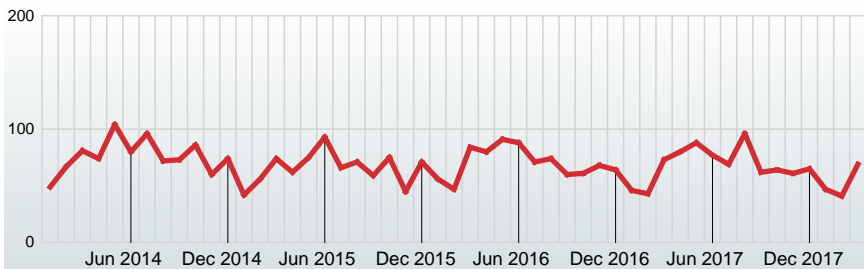
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 76

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **69**,
below the 5 yr MAR
average of **76**

JAN	47
FEB	41
MAR	69
-12.77%	
68.29%	

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	3	4.35%	101.0	1	1	1	0
\$20,001 - \$50,000	11	15.94%	66.0	7	3	1	0
\$50,001 - \$90,000	11	15.94%	56.0	3	8	0	0
\$90,001 - \$130,000	12	17.39%	50.5	0	9	2	1
\$130,001 - \$190,000	16	23.19%	45.0	0	9	6	1
\$190,001 - \$330,000	9	13.04%	23.0	0	3	4	2
\$330,001 and up	7	10.14%	99.0	1	1	2	3
Total Closed Units	69			12	34	16	7
Total Closed Volume	10,041,325	100%	63.0	930.25K	4.10M	2.92M	2.09M
Median Closed Price	\$123,500			\$37,750	\$116,000	\$158,950	\$250,000

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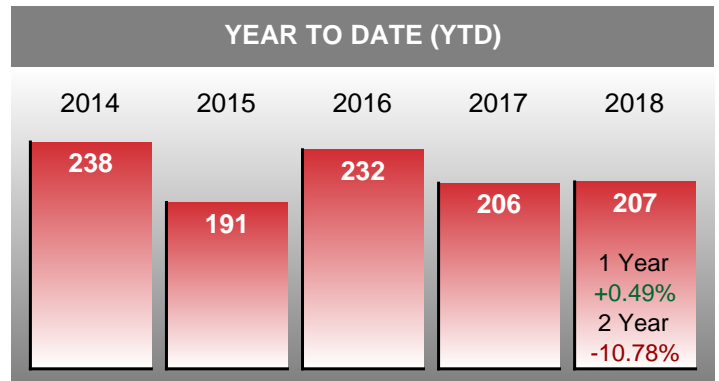
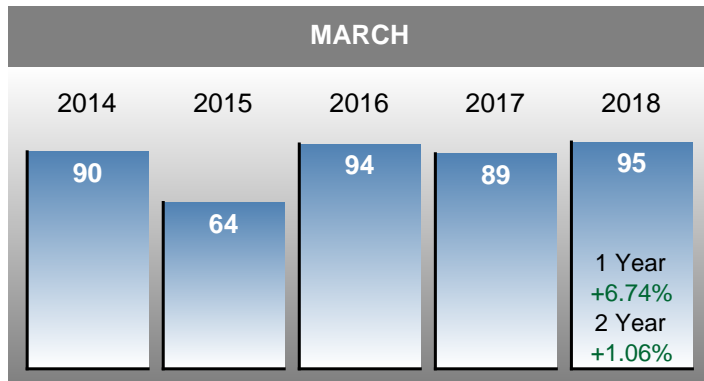
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PENDING LISTINGS

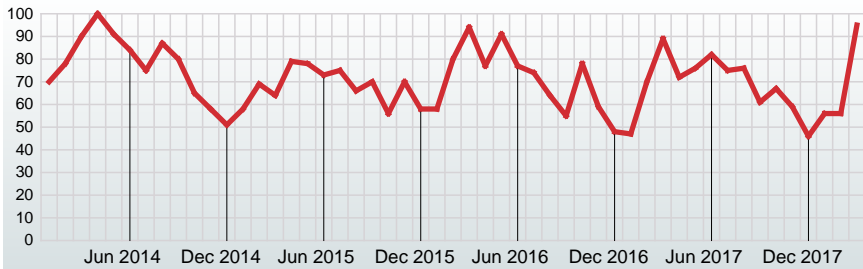
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 86

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 46
Pending Listings
this month at **95**,
above the 5 yr MAR
average of **86**

JAN	56
FEB	56 0.00%
MAR	95 69.64%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	8.42%	69.0	4	3	1	0
\$40,001 - \$60,000	10	10.53%	25.0	4	6	0	0
\$60,001 - \$80,000	16	16.84%	48.0	4	9	2	1
\$80,001 - \$140,000	24	25.26%	22.5	1	20	3	0
\$140,001 - \$180,000	13	13.68%	18.0	0	7	4	2
\$180,001 - \$230,000	10	10.53%	36.5	0	5	5	0
\$230,001 and up	14	14.74%	63.5	0	2	10	2
Total Pending Units	95			13	52	25	5
Total Pending Volume	12,948,048	100%	35.0	673.95K	5.95M	5.40M	929.80K
Median Listing Price	\$119,500			\$49,900	\$104,450	\$199,900	\$164,900

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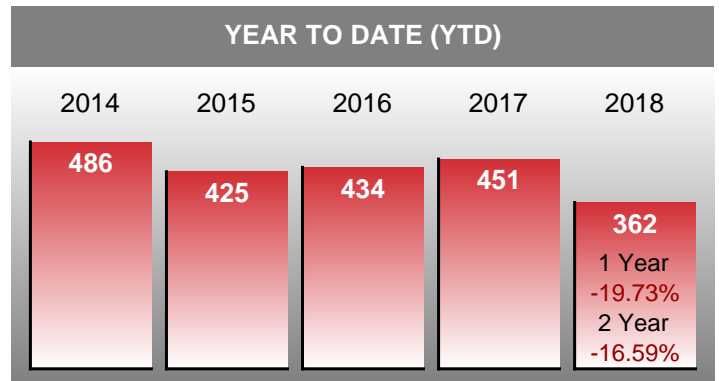
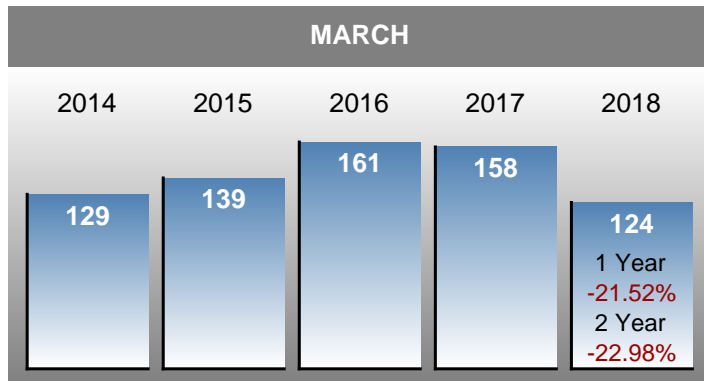
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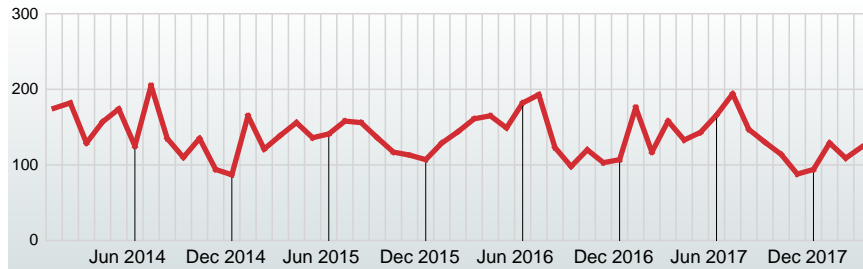


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 142

3 MONTHS

High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **124**,
below the 5 yr MAR
average of **142**

JAN	129
FEB	109 -15.50%
MAR	124 13.76%

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	11	8.87%	6	5	0	0
\$50,001 - \$70,000	17	13.71%	6	11	0	0
\$70,001 - \$110,000	15	12.10%	5	7	3	0
\$110,001 - \$170,000	37	29.84%	3	22	10	2
\$170,001 - \$230,000	15	12.10%	0	6	8	1
\$230,001 - \$290,000	15	12.10%	0	4	10	1
\$290,001 and up	14	11.29%	1	2	10	1
Total New Listed Units	124		21	57	41	5
Total New Listed Volume	21,710,428	100%	1.95M	8.08M	10.56M	1.12M
Median New Listed Listing Price	\$145,000		\$69,900	\$119,900	\$229,000	\$199,900

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March 2018

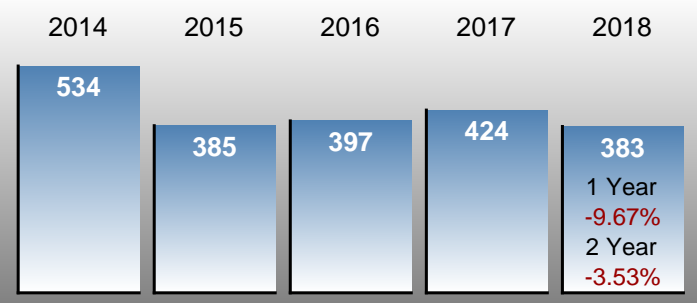
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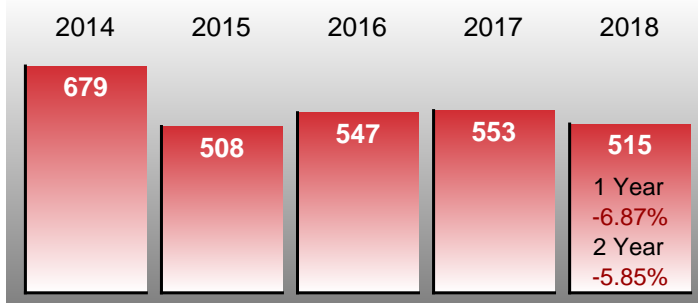
ACTIVE INVENTORY

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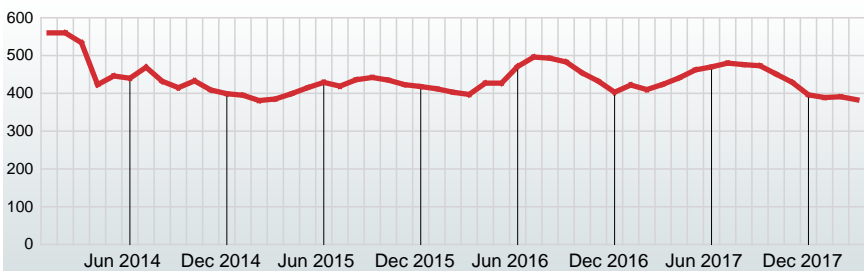
END OF MARCH



ACTIVE DURING MARCH



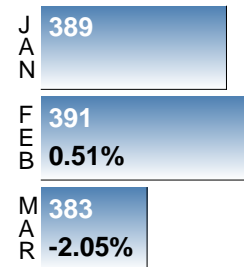
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 425

3 MONTHS

High
Feb 2014 = 560
Low
Feb 2015 = 381
Inventory
this month at **383**,
below the 5 yr MAR
average of **425**



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	9.40%	108.0	33	1	1	1
\$20,001 - \$40,000	37	9.66%	138.0	29	7	1	0
\$40,001 - \$60,000	50	13.05%	146.0	32	17	1	0
\$60,001 - \$130,000	113	29.50%	55.0	49	53	10	1
\$130,001 - \$220,000	60	15.67%	45.5	10	23	26	1
\$220,001 - \$330,000	49	12.79%	39.0	4	16	23	6
\$330,001 and up	38	9.92%	64.0	13	6	16	3
Total Active Inventory by Units	383			170	123	78	12
Total Active Inventory by Volume	61,865,873	100%	66.0	21.39M	17.76M	19.61M	3.10M
Median Active Inventory Listing Price	\$92,000			\$60,000	\$110,000	\$224,450	\$294,900

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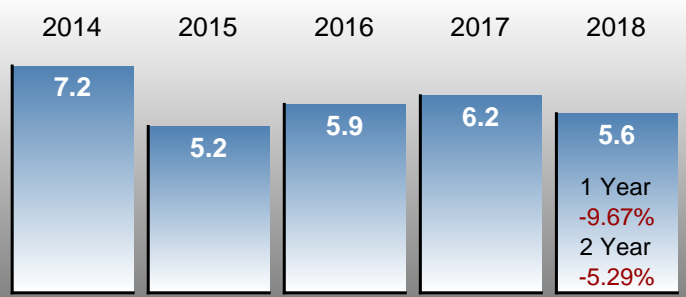
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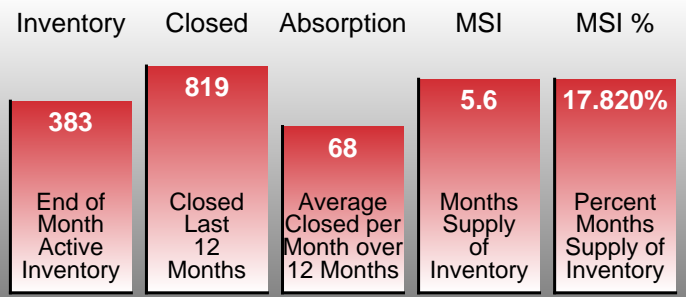
MONTHS SUPPLY of INVENTORY (MSI)

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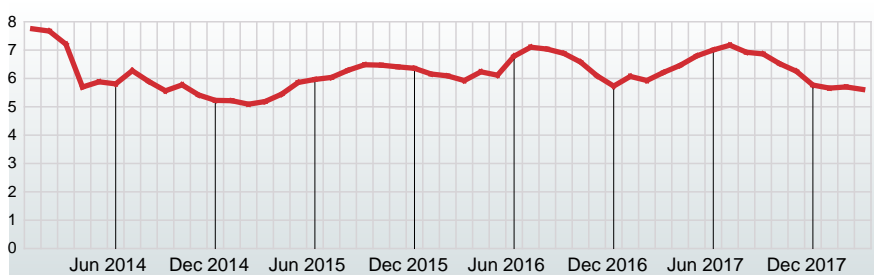
MSI FOR MARCH



INDICATORS FOR MARCH 2018



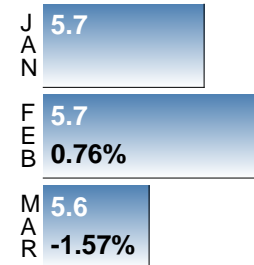
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 6.0

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply
this month at **5.6**,
equal to 5 yr MAR
average of **6.0**



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	9.40%	17.3	28.3	1.2	12.0	0.0
\$20,001 \$40,000	37	9.66%	6.7	11.6	3.0	1.5	0.0
\$40,001 \$60,000	50	13.05%	9.7	17.5	5.4	6.0	0.0
\$60,001 \$130,000	113	29.50%	4.2	11.5	2.8	2.9	4.0
\$130,001 \$220,000	60	15.67%	3.3	15.0	2.7	3.4	0.9
\$220,001 \$330,000	49	12.79%	6.8	24.0	8.7	4.9	10.3
\$330,001 and up	38	9.92%	10.9	52.0	10.3	7.7	5.1
Market Supply of Inventory (MSI)	5.6			15.7	3.4	4.2	4.6
Total Active Inventory by Units	383	100%	5.6	170	123	78	12

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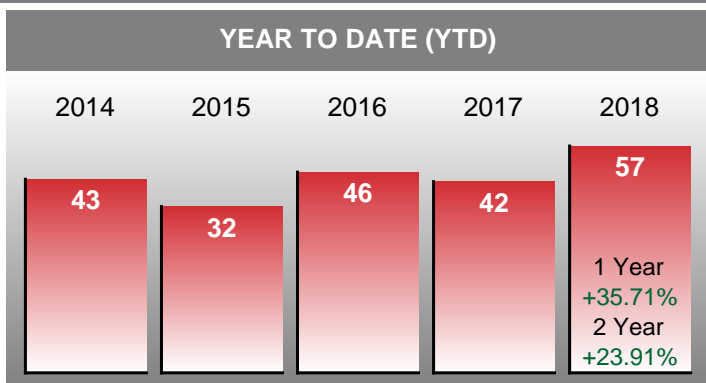
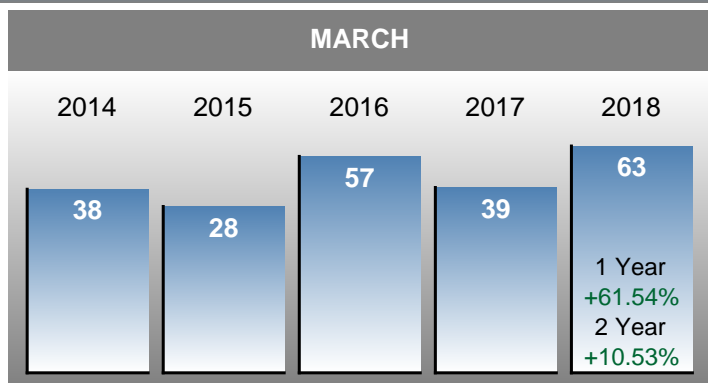
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MEDIAN DAYS ON MARKET TO SALE

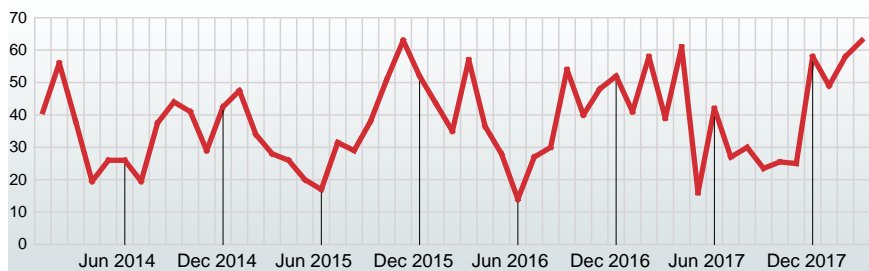
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5 YEAR MARKET ACTIVITY TRENDS

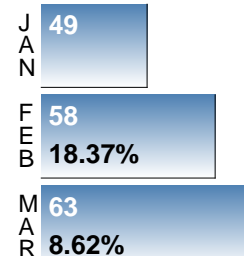
5yr MAR AVG = 45

3 MONTHS



High
Mar 2018 = 63
Low
Jun 2016 = 14

Median Days on Market this month at **63**, above the 5 yr MAR average of **45**



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	3	4.35%	101.0	101.0	102.0	39.0	0.0
\$20,001 - \$50,000	11	15.94%	66.0	66.0	66.0	80.0	0.0
\$50,001 - \$90,000	11	15.94%	56.0	56.0	56.5	0.0	0.0
\$90,001 - \$130,000	12	17.39%	50.5	0.0	23.0	96.0	82.0
\$130,001 - \$190,000	16	23.19%	45.0	0.0	9.0	90.5	7.0
\$190,001 - \$330,000	9	13.04%	23.0	0.0	19.0	32.5	58.0
\$330,001 and up	7	10.14%	99.0	1.0	99.0	45.0	132.0
Median Closed DOM	63.0			56.5	37.0	70.0	111.0
Total Closed Units	69	100%	63.0	12	34	16	7
Total Closed Volume	10,041,325			930.25K	4.10M	2.92M	2.09M

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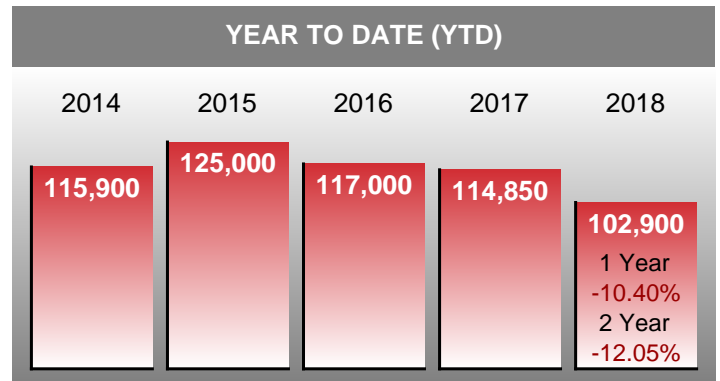
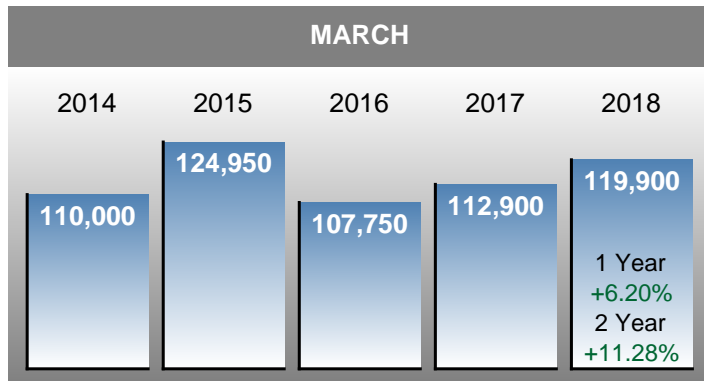
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MEDIAN LIST PRICE AT CLOSING

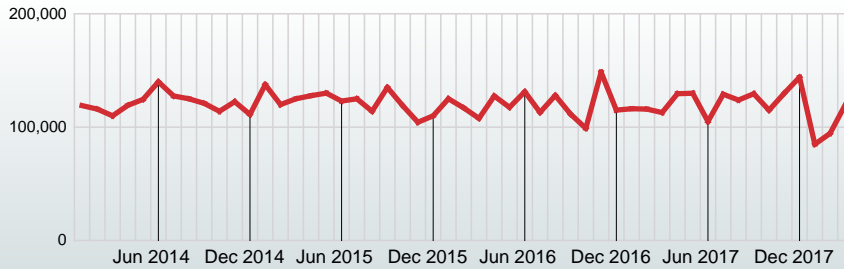
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 115,100

3 MONTHS



High
Nov 2016 = 148,450

Low
Jan 2018 = 84,900

Median List Price
this month at **119,900**,
above the 5 yr MAR
average of **115,100**

JAN **84,900**

FEB **94,500**
11.31%

MAR **119,900**
26.88%

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	2	2.90%	10,125	15,250	0	5,000	0
\$20,001 \$50,000	12	17.39%	38,400	34,900	38,400	39,900	0
\$50,001 \$90,000	11	15.94%	74,900	72,500	74,950	0	0
\$90,001 \$130,000	12	17.39%	114,500	0	114,250	112,500	125,000
\$130,001 \$190,000	16	23.19%	150,300	0	149,200	145,700	159,900
\$190,001 \$330,000	8	11.59%	222,950	0	216,000	229,900	222,500
\$330,001 and up	8	11.59%	374,750	595,000	388,000	339,000	375,000
Median List Price			119,900	42,450	114,250	158,950	250,000
Total Closed Units	69	100%	119,900	12	34	16	7
Total Closed Volume	10,400,299			1.07M	4.18M	3.00M	2.15M

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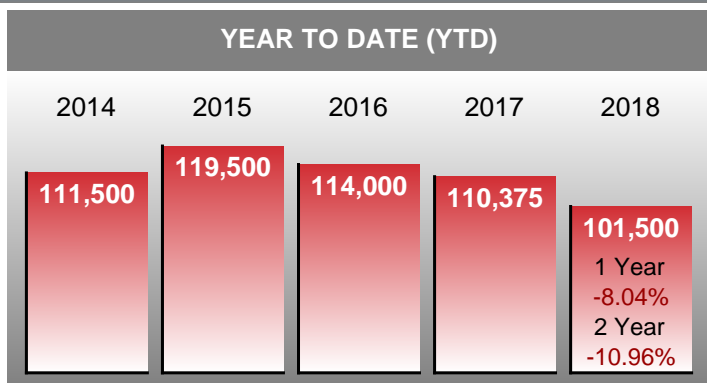
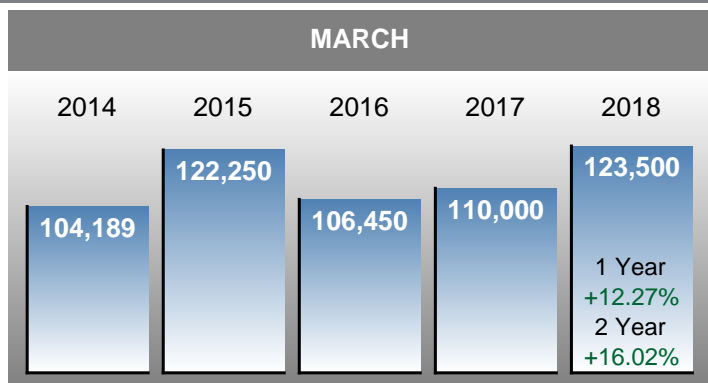
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MEDIAN SOLD PRICE AT CLOSING

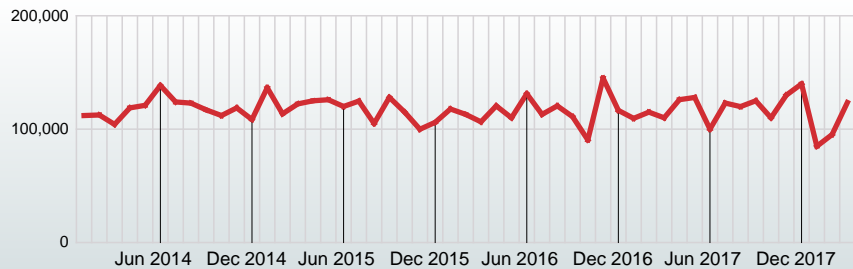
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 113,278

3 MONTHS



High
Nov 2016 = 145,000
Low
Jan 2018 = 84,900
Median Sold Price
this month at **123,500**,
above the 5 yr MAR
average of **113,278**

JAN	84,900
FEB	95,240
MAR	123,500
12.18%	
29.67%	

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	3	4.35%	15,250	15,250	17,600	5,000	0
\$20,001 \$50,000	11	15.94%	32,500	32,000	36,500	35,000	0
\$50,001 \$90,000	11	15.94%	70,000	65,000	70,245	0	0
\$90,001 \$130,000	12	17.39%	116,000	0	113,000	121,250	123,500
\$130,001 \$190,000	16	23.19%	145,950	0	139,999	148,500	159,900
\$190,001 \$330,000	9	13.04%	229,000	0	210,500	252,000	222,500
\$330,001 and up	7	10.14%	368,000	500,000	370,000	340,945	368,000
Median Sold Price			123,500	37,750	116,000	158,950	250,000
Total Closed Units		100%	123,500	12	34	16	7
Total Closed Volume			10,041,325	930.25K	4.10M	2.92M	2.09M

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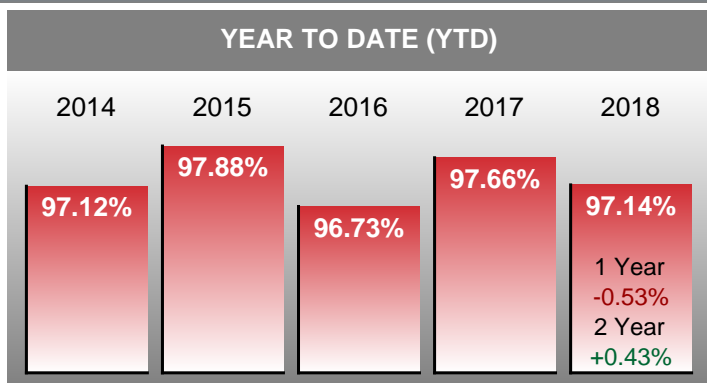
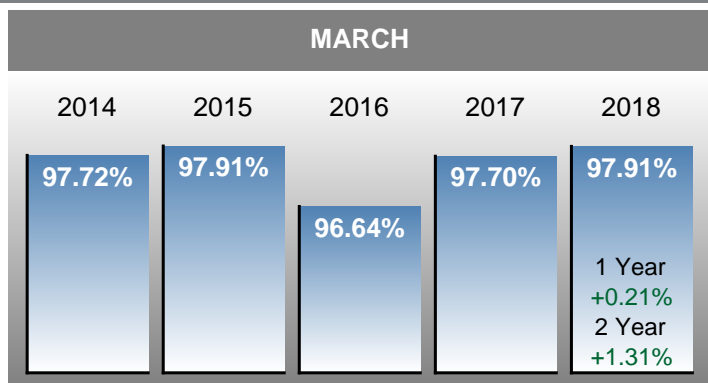
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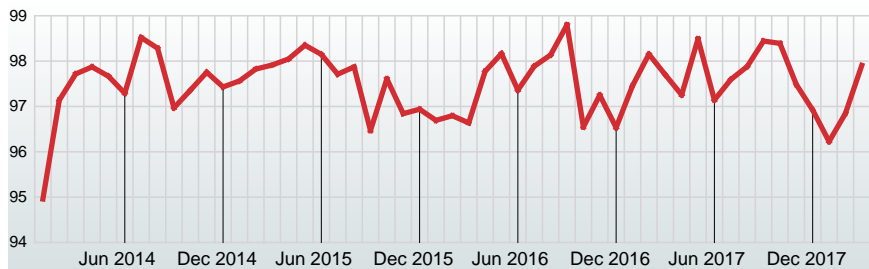
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 97.58% **3 MONTHS**



High
Sep 2016 = 98.80%

Low
Jan 2014 = 94.96%

Median Sold/List Ratio
this month at **97.91%**,
equal to 5 yr MAR
average of **97.58%**

JAN	96.23%
FEB	96.85%
MAR	97.91%
APR	1.09%

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	3	4.35%	100.00%	100.00%	78.22%	100.00%	0.00%
\$20,001 \$50,000	11	15.94%	90.18%	90.36%	84.63%	87.72%	0.00%
\$50,001 \$90,000	11	15.94%	93.87%	93.87%	94.47%	0.00%	0.00%
\$90,001 \$130,000	12	17.39%	100.50%	0.00%	101.94%	96.46%	98.80%
\$130,001 \$190,000	16	23.19%	100.00%	0.00%	100.00%	98.73%	100.00%
\$190,001 \$330,000	9	13.04%	97.91%	0.00%	97.91%	96.37%	100.00%
\$330,001 and up	7	10.14%	97.87%	84.03%	95.36%	98.98%	97.87%
Median Sold/List Ratio			97.91%	92.11%	97.97%	98.14%	98.80%
Total Closed Units	69	100%	97.91%	12	34	16	7
Total Closed Volume	10,041,325			930.25K	4.10M	2.92M	2.09M

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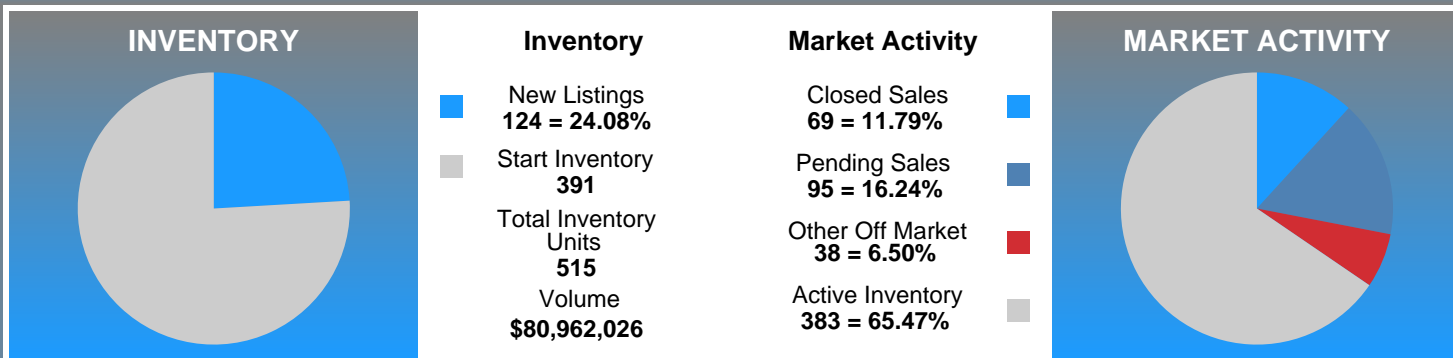
March 2018

Area Delimited by County Of Washington



MARKET SUMMARY

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

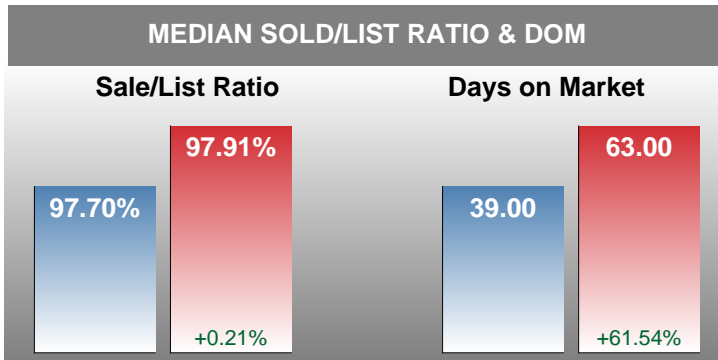
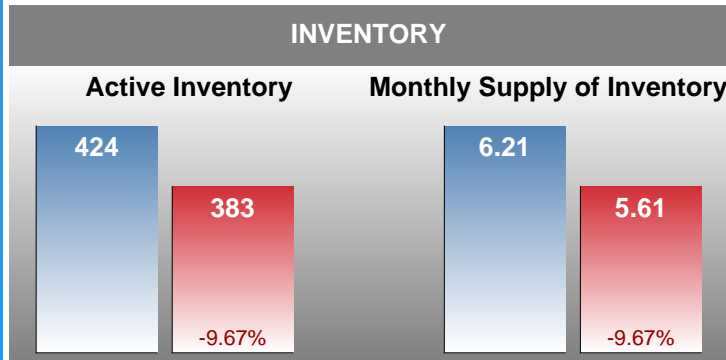
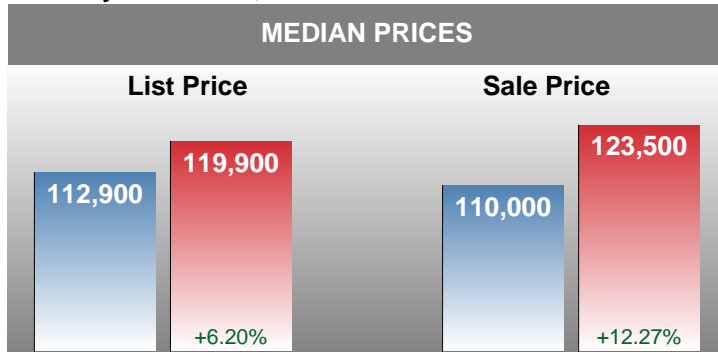
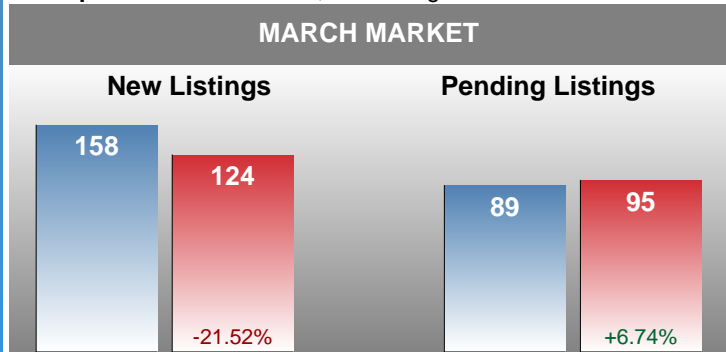


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	73	69	-5.48%	162	157	-3.09%
Pending Sales	89	95	6.74%	206	207	0.49%
New Listings	158	124	-21.52%	451	362	-19.73%
Median List Price	112,900	119,900	6.20%	114,850	102,900	-10.40%
Median Sale Price	110,000	123,500	12.27%	110,375	101,500	-8.04%
Median Percent of Selling Price to List Price	97.70%	97.91%	0.21%	97.66%	97.14%	-0.53%
Median Days on Market to Sale	39.00	63.00	61.54%	42.00	57.00	35.71%
Monthly Inventory	424	383	-9.67%	424	383	-9.67%
Months Supply of Inventory	6.21	5.61	-9.67%	6.21	5.61	-9.67%

Absorption: Last 12 months, an Average of **68** Sales/Month

Inventory on March 31, 2018 = 383

2017 **2018**



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