

## March 2018

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

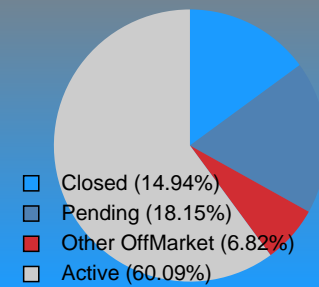


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	1,346	1,314	-2.38%
Pending Listings	1,488	1,596	7.26%
New Listings	2,490	2,340	-6.02%
Median List Price	154,900	160,000	3.29%
Median Sale Price	151,205	159,027	5.17%
Median Percent of List Price to Selling Price	98.39%	98.66%	0.27%
Median Days on Market to Sale	28.00	33.00	17.86%
End of Month Inventory	4,970	5,284	6.32%
Months Supply of Inventory	4.10	4.32	5.43%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **1,222** Sales/Month  
**Active Inventory** as of March 31, 2018 = **5,284**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **6.32%** to 5,284 existing homes available for sale. Over the last 12 months this area has had an average of 1,222 closed sales per month. This represents an unsold inventory index of **4.32** 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 **5.17%** in March 2018 to \$159,027 versus the previous year at \$151,205.

##### Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 5.00 days or **17.86%** in March 2018 compared to last year's same month at **28.00** 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 2,340 New Listings in March 2018, down **6.02%** from last year at 2,490. Furthermore, there were 1,314 Closed Listings this month versus last year at 1,346, a **-2.38%** decrease.

Closed versus Listed trends yielded a **56.2%** ratio, up from previous year's, March 2017, at **54.1%**, a **3.88%** 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

<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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

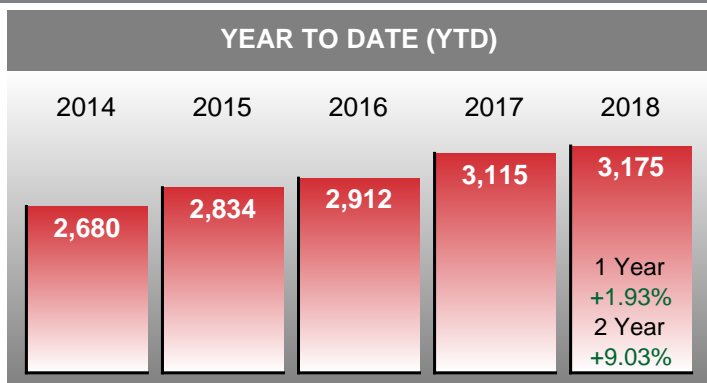
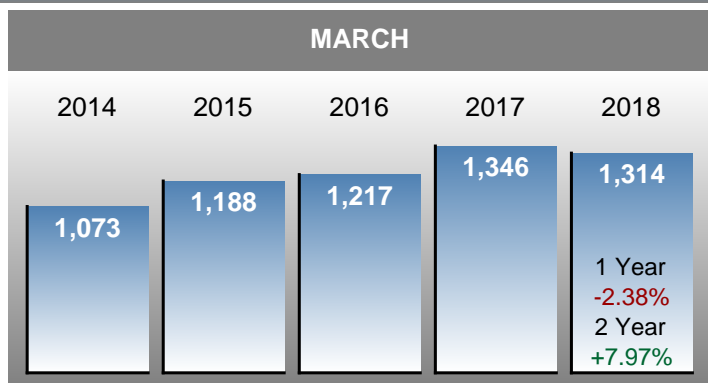
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## CLOSED LISTINGS

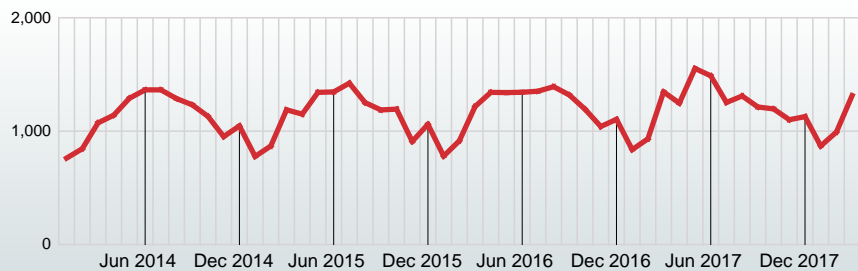
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 1,228

3 MONTHS



**High**  
May 2017 = 1,553

**Low**  
Jan 2014 = 762

Closed Listings this month at **1,314**, above the 5 yr MAR average of **1,228**

JAN	869
FEB	992
MAR	1,314
<b>14.15%</b>	
<b>32.46%</b>	

### 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	114	8.68%	42.0	65	41	8	0
\$50,001 - \$75,000	106	8.07%	40.5	41	49	16	0
\$75,001 - \$125,000	226	17.20%	22.0	35	169	19	3
\$125,001 - \$175,000	328	24.96%	27.0	24	250	52	2
\$175,001 - \$225,000	192	14.61%	34.5	11	109	70	2
\$225,001 - \$300,000	179	13.62%	42.0	15	62	80	22
\$300,001 and up	169	12.86%	49.0	7	43	92	27
<b>Total Closed Units</b>	<b>1,314</b>			<b>198</b>	<b>723</b>	<b>337</b>	<b>56</b>
<b>Total Closed Volume</b>	<b>242,579,452</b>	<b>100%</b>	<b>33.0</b>	<b>20.39M</b>	<b>116.10M</b>	<b>84.48M</b>	<b>21.61M</b>
<b>Median Closed Price</b>	<b>\$159,027</b>			<b>\$72,000</b>	<b>\$147,500</b>	<b>\$227,000</b>	<b>\$296,750</b>

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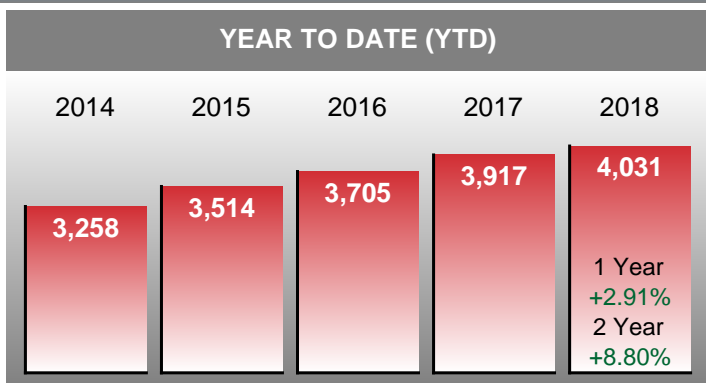
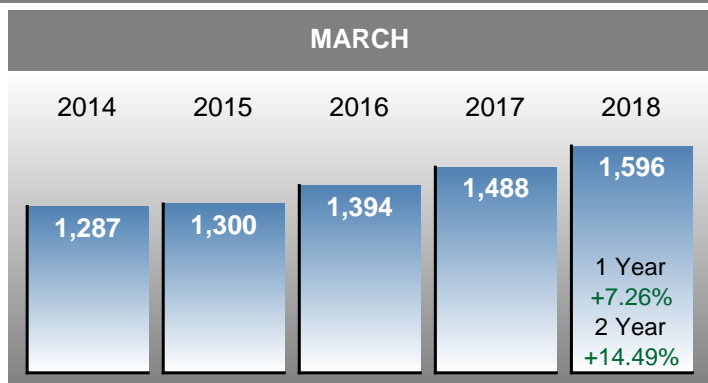
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## PENDING LISTINGS

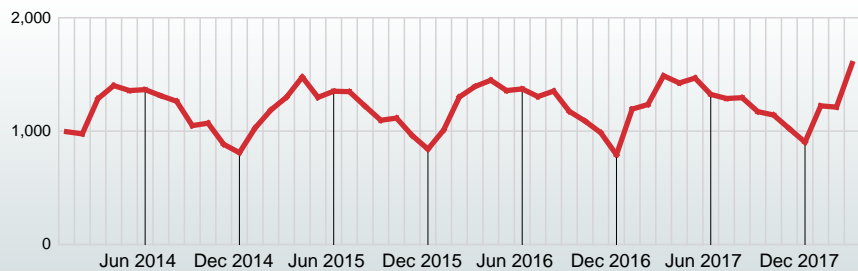
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 1,413

3 MONTHS



**High**  
Mar 2018 = 1,596  
**Low**  
Dec 2016 = 792  
*Pending Listings*  
this month at **1,596**,  
above the 5 yr MAR  
average of **1,413**

JAN	1,223
FEB	1,212
<b>-0.90%</b>	
MAR	1,596
<b>31.68%</b>	

### 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	118	7.39%	25.5	70	39	7	2
\$50,001 - \$100,000	237	14.85%	25.0	101	123	11	2
\$100,001 - \$125,000	133	8.33%	28.0	17	101	14	1
\$125,001 - \$175,000	398	24.94%	24.0	28	296	67	7
\$175,001 - \$225,000	284	17.79%	34.0	14	170	98	2
\$225,001 - \$325,000	253	15.85%	30.0	13	88	134	18
\$325,001 and up	173	10.84%	29.0	3	37	94	39
<b>Total Pending Units</b>	<b>1,596</b>			<b>246</b>	<b>854</b>	<b>425</b>	<b>71</b>
<b>Total Pending Volume</b>	<b>314,690,385</b>	<b>100%</b>	<b>27.0</b>	<b>23.77M</b>	<b>140.00M</b>	<b>114.28M</b>	<b>36.63M</b>
<b>Median Listing Price</b>	<b>\$162,000</b>			<b>\$73,250</b>	<b>\$149,900</b>	<b>\$235,000</b>	<b>\$353,000</b>

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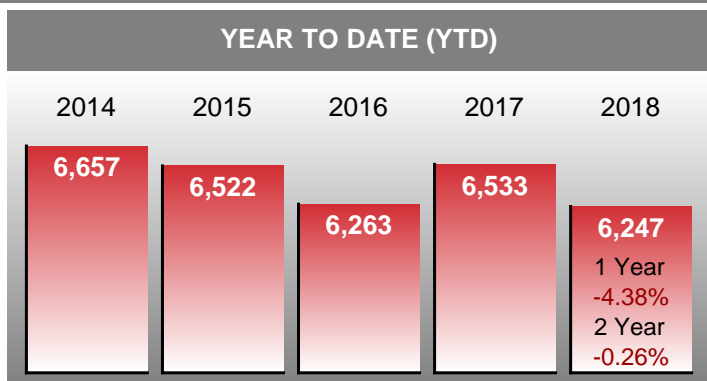
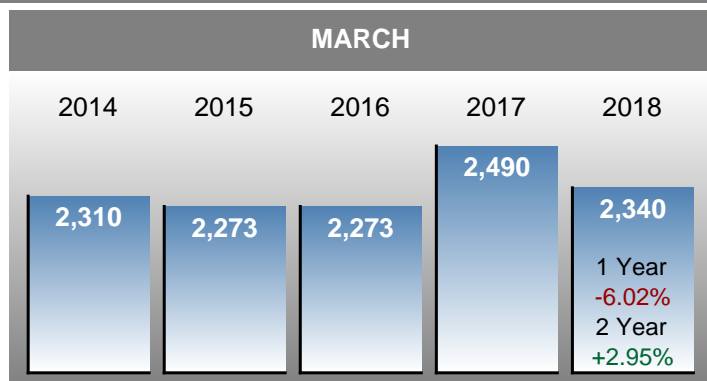
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## NEW LISTINGS

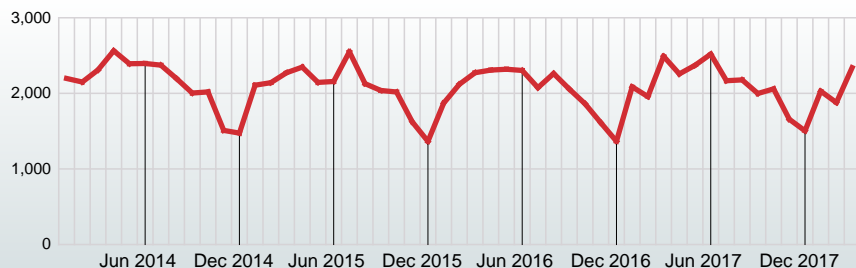
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 2,337

3 MONTHS



**High**  
Apr 2014 = 2,563  
**Low**  
Dec 2015 = 1,365  
*New Listings*  
this month at **2,340**,  
above the 5 yr MAR  
average of **2,337**

JAN	2,029
FEB	1,878 -7.44%
MAR	2,340 24.60%

### 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	210	8.97%	145	58	6	1
\$50,001 - \$75,000	178	7.61%	117	55	6	0
\$75,001 - \$125,000	330	14.10%	109	201	16	4
\$125,001 - \$200,000	652	27.86%	81	439	125	7
\$200,001 - \$300,000	420	17.95%	27	176	189	28
\$300,001 - \$475,000	319	13.63%	23	74	177	45
\$475,001 and up	231	9.87%	39	36	95	61
<b>Total New Listed Units</b>	<b>2,340</b>		<b>541</b>	<b>1,039</b>	<b>614</b>	<b>146</b>
<b>Total New Listed Volume</b>	<b>597,393,146</b>	100%	<b>104.70M</b>	<b>190.83M</b>	<b>214.29M</b>	<b>87.57M</b>
<b>Median New Listed Listing Price</b>	<b>\$175,000</b>		<b>\$79,000</b>	<b>\$155,900</b>	<b>\$285,388</b>	<b>\$412,500</b>

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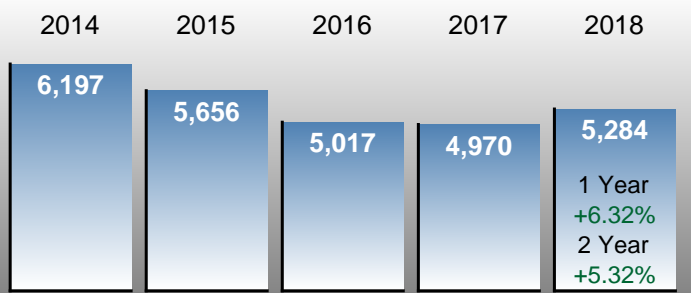
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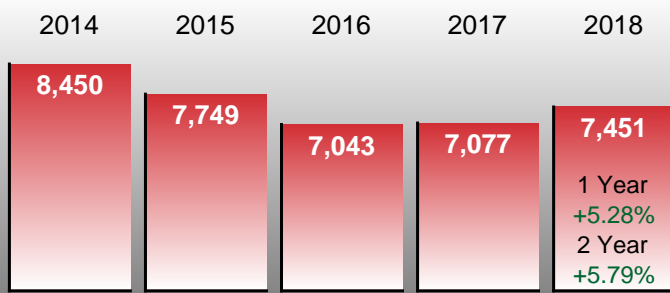
## ACTIVE INVENTORY

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### END OF MARCH



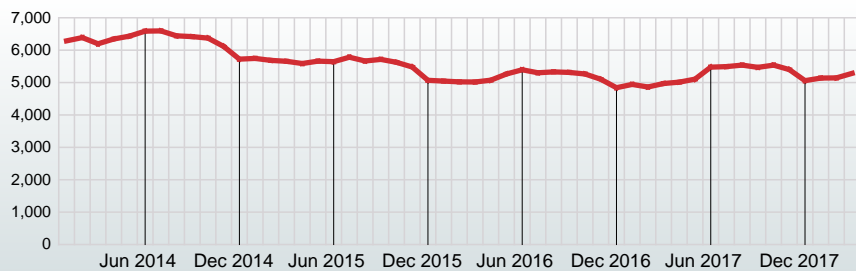
### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 5,425

3 MONTHS



**High**  
Jul 2014 = 6,594  
**Low**  
Dec 2016 = 4,841

*Inventory*  
this month at **5,284**,  
below the 5 yr MAR  
average of **5,425**

JAN	5,138
FEB	5,144
MAR	5,284
<b>0.12%</b>	
<b>2.72%</b>	

### 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	296	5.60%	82.0	280	16	0	0
\$25,001 - \$75,000	784	14.84%	64.0	568	180	35	1
\$75,001 - \$125,000	667	12.62%	47.0	247	355	58	7
\$125,001 - \$225,000	1,338	25.32%	46.0	284	757	273	24
\$225,001 - \$325,000	888	16.81%	54.0	84	295	438	71
\$325,001 - \$525,000	747	14.14%	63.0	84	143	404	116
\$525,001 and up	564	10.67%	55.0	128	52	210	174
<b>Total Active Inventory by Units</b>	<b>5,284</b>			<b>1,675</b>	<b>1,798</b>	<b>1,418</b>	<b>393</b>
<b>Total Active Inventory by Volume</b>	<b>1,492,974,391</b>	<b>100%</b>	<b>54.0</b>	<b>361.38M</b>	<b>354.70M</b>	<b>514.03M</b>	<b>262.87M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$187,900</b>			<b>\$75,000</b>	<b>\$163,000</b>	<b>\$299,999</b>	<b>\$459,900</b>

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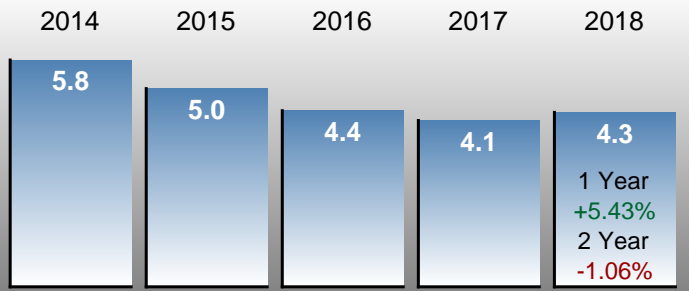
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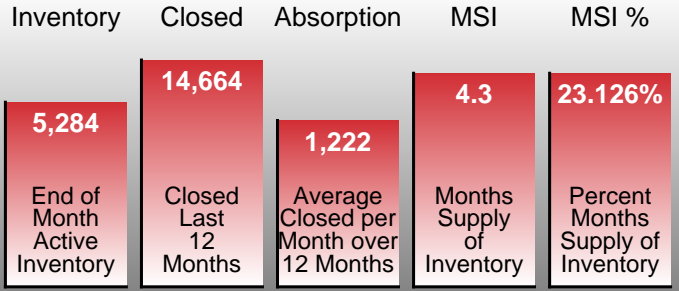
## MONTHS SUPPLY of INVENTORY (MSI)

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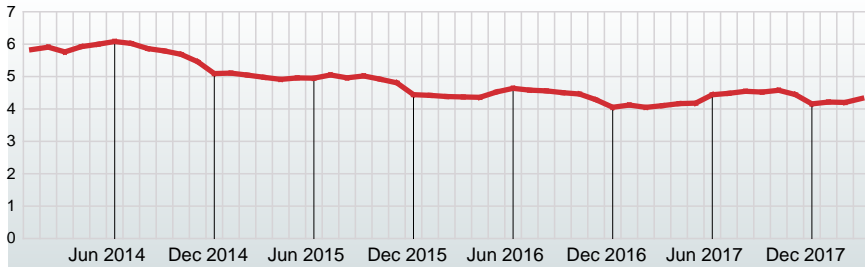
### MSI FOR MARCH



### INDICATORS FOR MARCH 2018



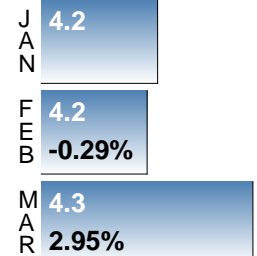
### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 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 MAR 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	296	5.60%	8.0	10.3	1.9	0.0	0.0
\$25,001 - \$75,000	784	14.84%	5.0	7.9	2.4	3.6	1.5
\$75,001 - \$125,000	667	12.62%	3.1	7.0	2.2	3.2	3.5
\$125,001 - \$225,000	1,338	25.32%	2.7	8.4	2.3	2.3	2.8
\$225,001 - \$325,000	888	16.81%	4.9	9.5	4.4	4.8	5.3
\$325,001 - \$525,000	747	14.14%	7.3	21.0	6.5	6.6	7.6
\$525,001 and up	564	10.67%	16.0	54.9	8.8	13.5	15.0
Market Supply of Inventory (MSI)	4.3	100%	4.3	9.1	2.7	4.5	7.6
Total Active Inventory by Units	5,284			1,675	1,798	1,418	393

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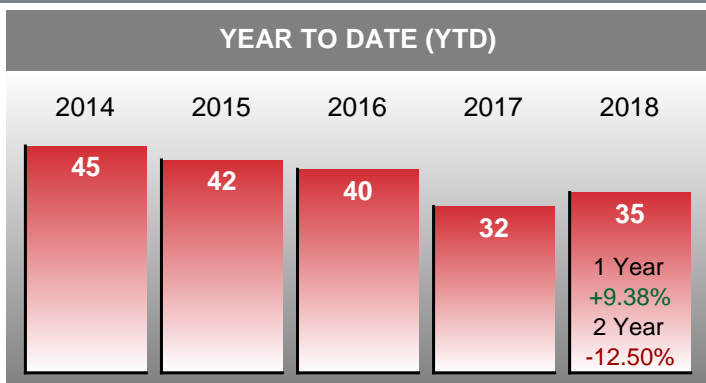
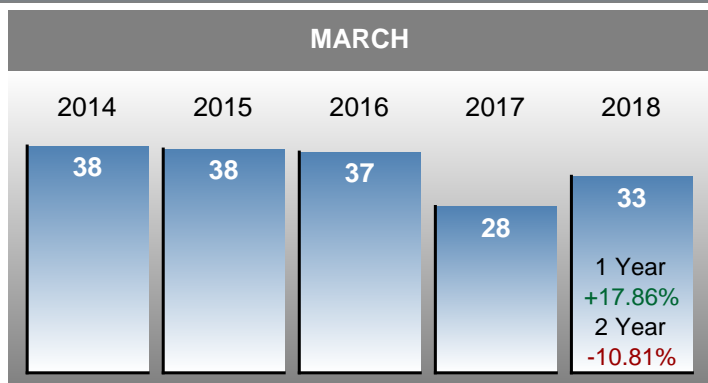
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## MEDIAN DAYS ON MARKET TO SALE

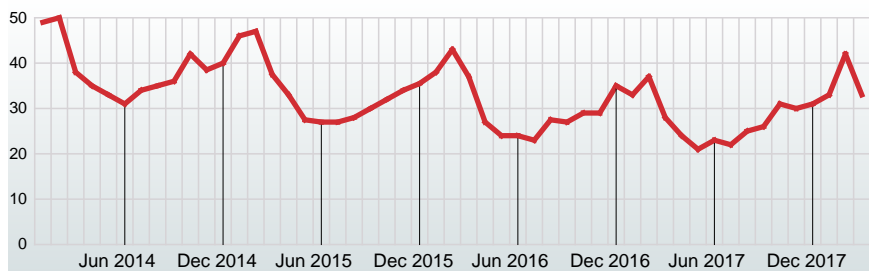
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### 5 YEAR MARKET ACTIVITY TRENDS

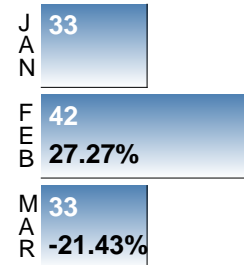
5yr MAR AVG = 35

3 MONTHS



**High**  
Feb 2014 = 50  
**Low**  
May 2017 = 21

Median Days on Market this month at **33**, below the 5 yr MAR average of **35**



### 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	114	8.68%	42.0	32.0	43.0	47.5	0.0
\$50,001 - \$75,000	106	8.07%	40.5	42.0	32.0	138.0	0.0
\$75,001 - \$125,000	226	17.20%	22.0	31.0	17.0	33.0	30.0
\$125,001 - \$175,000	328	24.96%	27.0	41.0	21.5	35.0	108.5
\$175,001 - \$225,000	192	14.61%	34.5	78.0	21.0	36.0	75.5
\$225,001 - \$300,000	179	13.62%	42.0	44.0	29.0	57.5	39.0
\$300,001 and up	169	12.86%	49.0	15.0	22.0	61.5	50.0
Median Closed DOM	33.0			39.0	22.0	52.0	46.5
Total Closed Units	1,314	100%	33.0	198	723	337	56
Total Closed Volume	242,579,452			20.39M	116.10M	84.48M	21.61M

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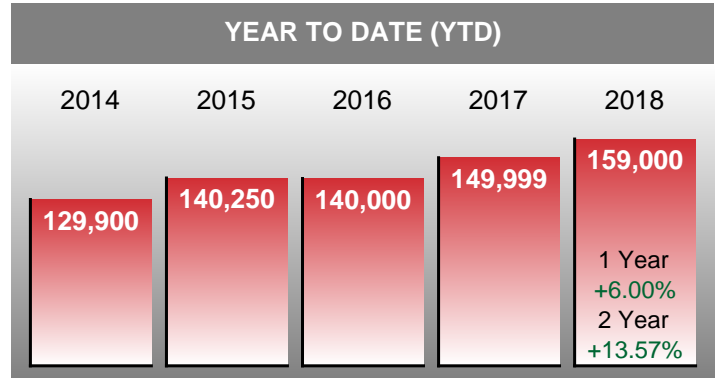
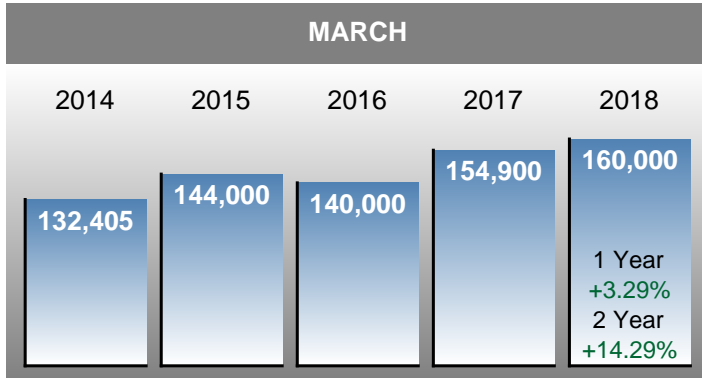
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## MEDIAN LIST PRICE AT CLOSING

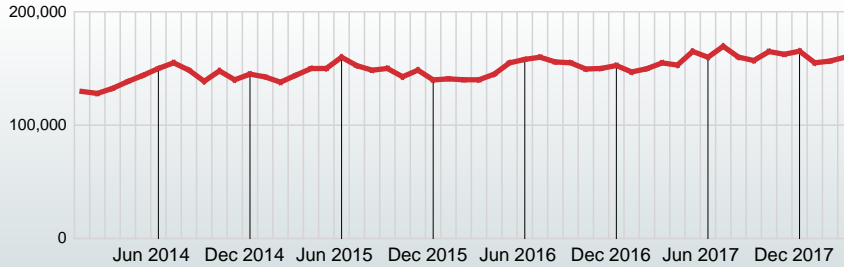
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 146,261

### 3 MONTHS



**High**  
Jul 2017 = 169,500  
**Low**  
Feb 2014 = 128,000  
*Median List Price*  
this month at **160,000**,  
above the 5 yr MAR  
average of **146,261**

JAN	155,000
FEB	156,508
MAR	160,000
<b>0.97%</b>	
<b>2.23%</b>	

### 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	103	7.84%	34,000	32,500	37,000	37,900	0
\$50,001 - \$75,000	106	8.07%	62,450	64,950	64,950	60,000	0
\$75,001 - \$125,000	225	17.12%	105,000	105,000	105,000	103,000	101,367
\$125,001 - \$175,000	329	25.04%	149,999	142,900	149,900	159,775	165,000
\$175,001 - \$225,000	199	15.14%	195,419	194,750	189,900	200,000	184,900
\$225,001 - \$300,000	180	13.70%	261,100	268,000	258,500	260,000	272,469
\$300,001 and up	172	13.09%	379,900	374,000	359,000	372,500	476,450
Median List Price	160,000			72,000	146,500	229,000	301,950
Total Closed Units	1,314	100%	160,000	198	723	337	56
Total Closed Volume	250,440,144			21.74M	119.90M	86.13M	22.67M

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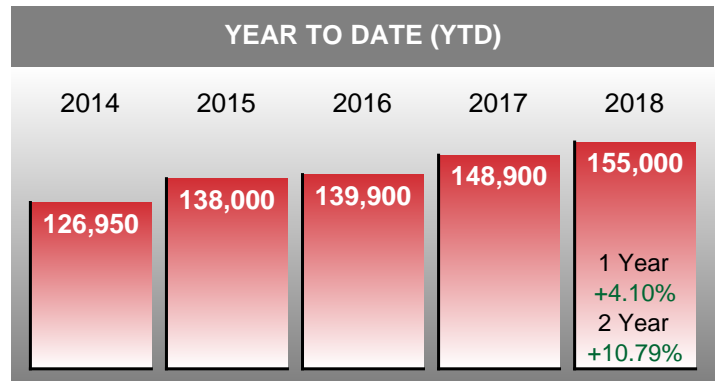
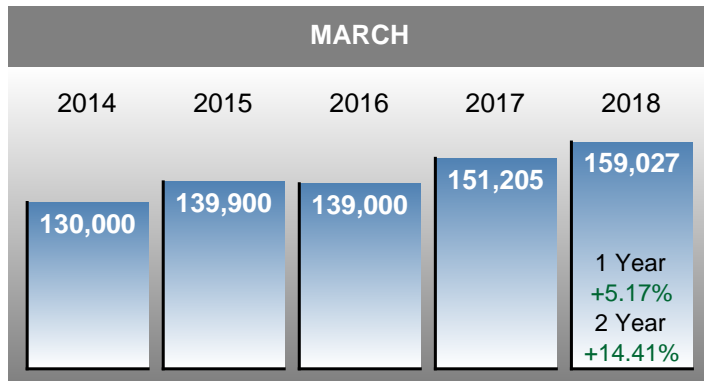
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## MEDIAN SOLD PRICE AT CLOSING

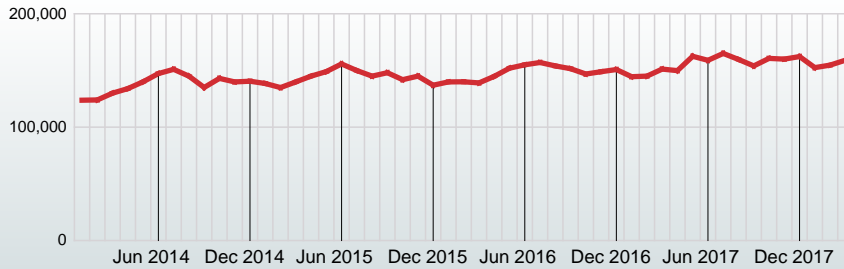
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 143,826

### 3 MONTHS



**High**  
Jul 2017 = 165,000  
**Low**  
Jan 2014 = 123,750  
*Median Sold Price*  
this month at **159,027**,  
above the 5 yr MAR  
average of **143,826**

JAN	152,500
FEB	154,700
MAR	159,027
<b>1.44%</b>	
<b>2.80%</b>	

### 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	114	8.68%	30,443	30,000	30,500	34,000	0
\$50,001 - \$75,000	106	8.07%	63,000	63,000	65,000	60,000	0
\$75,001 - \$125,000	226	17.20%	105,000	99,900	105,000	108,000	110,000
\$125,001 - \$175,000	328	24.96%	150,395	142,800	150,000	159,400	159,500
\$175,001 - \$225,000	192	14.61%	193,500	188,900	189,500	199,900	202,450
\$225,001 - \$300,000	179	13.62%	259,000	260,000	253,250	255,669	274,450
\$300,001 and up	169	12.86%	372,500	365,000	345,750	360,000	470,000
Median Sold Price	159,027			72,000	147,500	227,000	296,750
Total Closed Units	1,314	100%	159,027	198	723	337	56
Total Closed Volume	242,579,452			20.39M	116.10M	84.48M	21.61M

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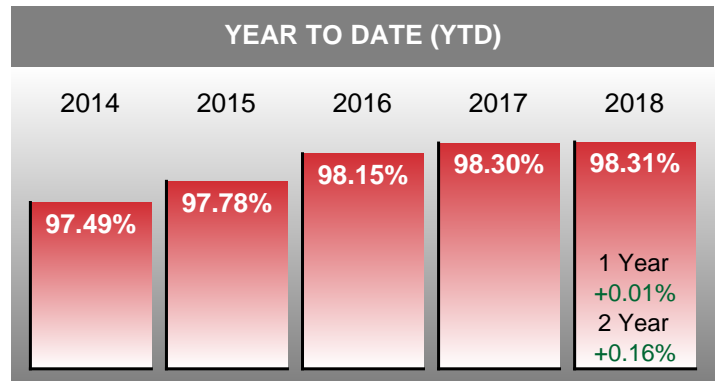
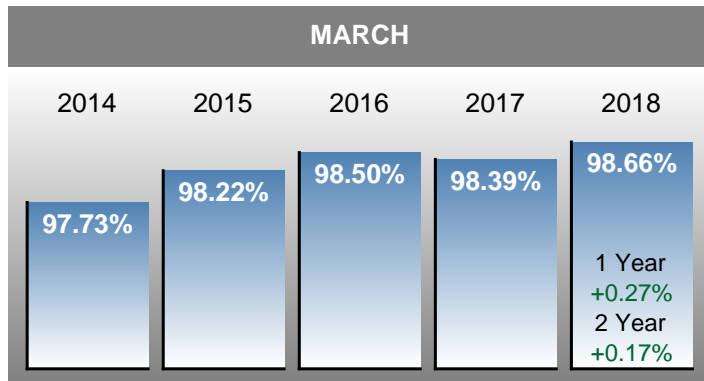
# March 2018

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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

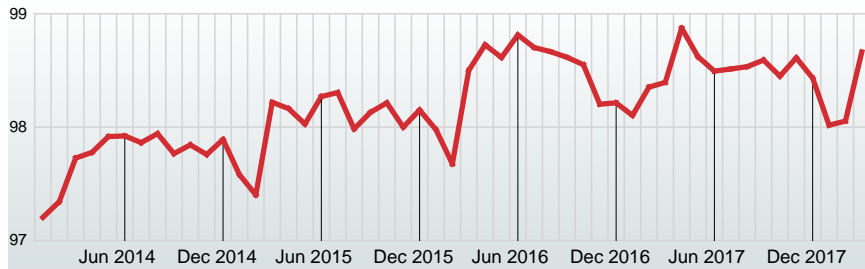
Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 98.30%

### 3 MONTHS



**High**  
Apr 2017 = 98.87%

**Low**  
Jan 2014 = 97.20%

Median Sold/List Ratio this month at **98.66%**, above the 5 yr MAR average of **98.30%**

JAN 98.02%

FEB 98.05%  
0.04%

MAR 98.66%  
0.62%

## 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	114	8.68%	86.78%	87.06%	88.89%	77.25%	0.00%
\$50,001 - \$75,000	106	8.07%	97.67%	97.84%	95.38%	100.00%	0.00%
\$75,001 - \$125,000	226	17.20%	97.66%	96.23%	98.10%	96.23%	88.63%
\$125,001 - \$175,000	328	24.96%	100.00%	97.64%	100.00%	100.00%	94.05%
\$175,001 - \$225,000	192	14.61%	99.31%	94.83%	99.53%	99.41%	97.95%
\$225,001 - \$300,000	179	13.62%	99.11%	96.30%	99.37%	98.92%	99.39%
\$300,001 and up	169	12.86%	98.33%	95.62%	98.33%	99.11%	96.05%
Median Sold/List Ratio	98.66%			94.45%	99.04%	99.12%	97.31%
Total Closed Units	1,314	100%	98.66%	198	723	337	56
Total Closed Volume	242,579,452			20.39M	116.10M	84.48M	21.61M

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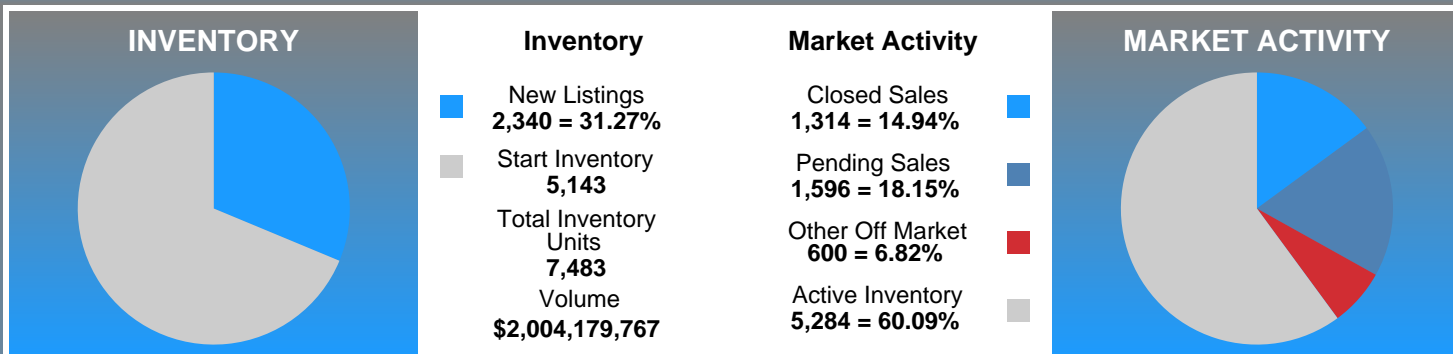
# March 2018

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## MARKET SUMMARY

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

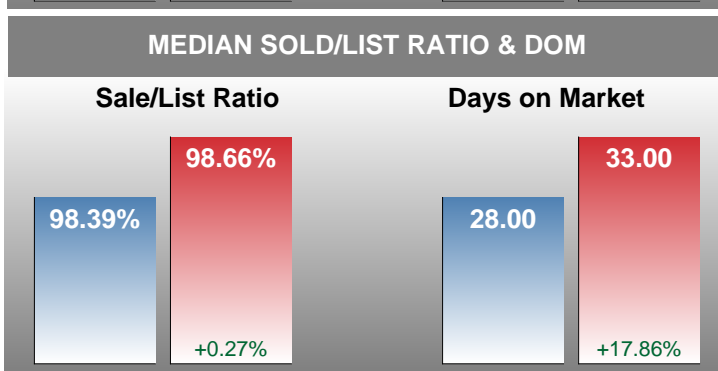
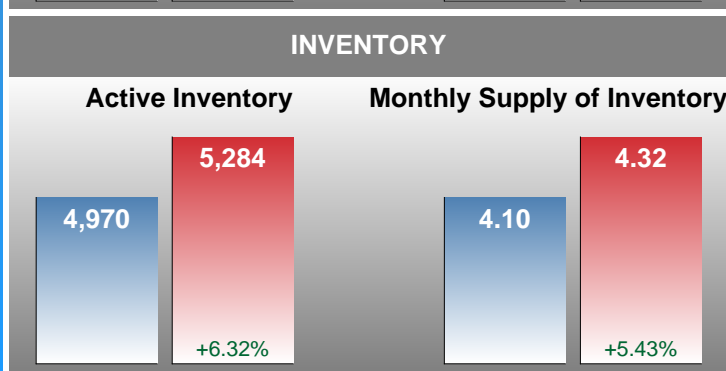
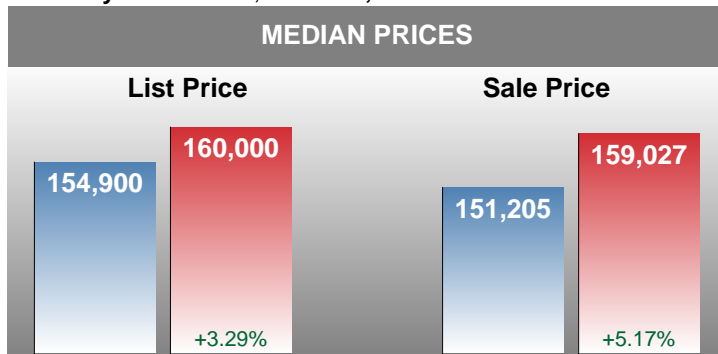
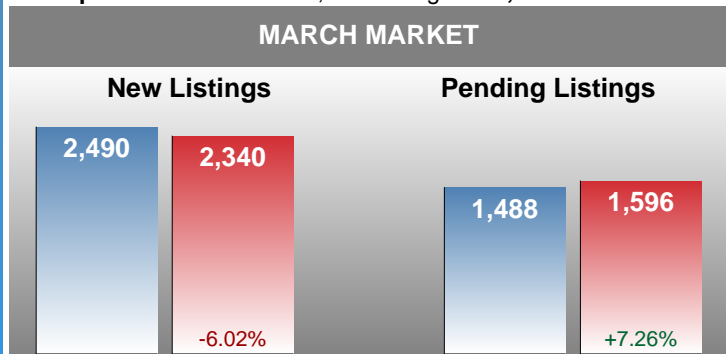


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,346	1,314	-2.38%	3,115	3,175	1.93%
Pending Sales	1,488	1,596	7.26%	3,917	4,031	2.91%
New Listings	2,490	2,340	-6.02%	6,533	6,247	-4.38%
Median List Price	154,900	160,000	3.29%	149,999	159,000	6.00%
Median Sale Price	151,205	159,027	5.17%	148,900	155,000	4.10%
Median Percent of Selling Price to List Price	98.39%	98.66%	0.27%	98.30%	98.31%	0.01%
Median Days on Market to Sale	28.00	33.00	17.86%	32.00	35.00	9.38%
Monthly Inventory	4,970	5,284	6.32%	4,970	5,284	6.32%
Months Supply of Inventory	4.10	4.32	5.43%	4.10	4.32	5.43%

**Absorption:** Last 12 months, an Average of **1,222** Sales/Month

**Inventory on March 31, 2018 = 5,284**

2017	2018
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