



February 2018

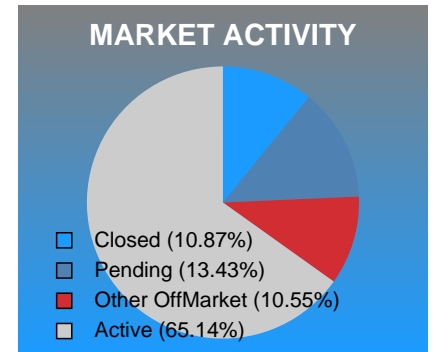
Area Delimited by County Of Rogers



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	112	102	-8.93%
Pending Listings	133	126	-5.26%
New Listings	229	204	-10.92%
Average List Price	166,660	217,046	30.23%
Average Sale Price	161,857	204,721	26.48%
Average Percent of List Price to Selling Price	96.97%	96.72%	-0.26%
Average Days on Market to Sale	58.07	54.52	-6.12%
End of Month Inventory	564	611	8.33%
Months Supply of Inventory	4.58	4.89	6.67%



Absorption: Last 12 months, an Average of **125** Sales/Month
Active Inventory as of February 28, 2018 = **611**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2018 rose **8.33%** to 611 existing homes available for sale. Over the last 12 months this area has had an average of 125 closed sales per month. This represents an unsold inventory index of **4.89** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **26.48%** in February 2018 to \$204,721 versus the previous year at \$161,857.

Average Days on Market Shortens

The average number of **54.52** days that homes spent on the market before selling decreased by 3.55 days or **6.12%** in February 2018 compared to last year's same month at **58.07** DOM.

Sales Success for February 2018 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 204 New Listings in February 2018, down **10.92%** from last year at 229. Furthermore, there were 102 Closed Listings this month versus last year at 112, a **-8.93%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, up from previous year's, February 2017, at **48.9%**, a **2.23%** 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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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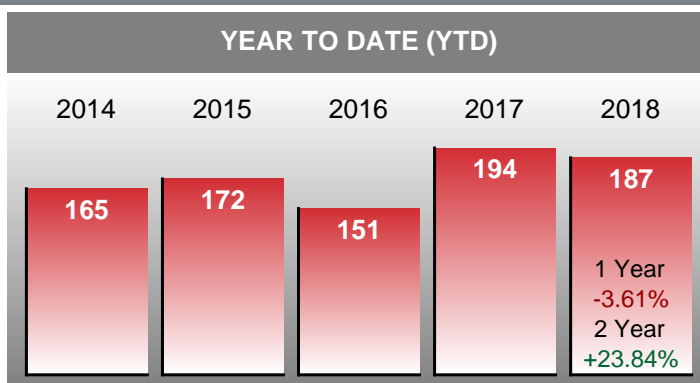
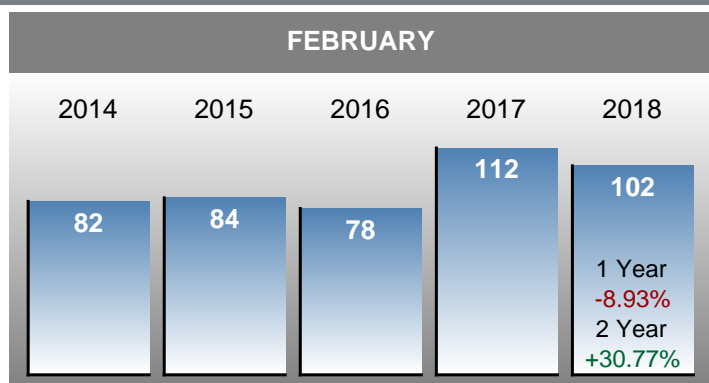
February 2018

Area Delimited by County Of Rogers



CLOSED LISTINGS

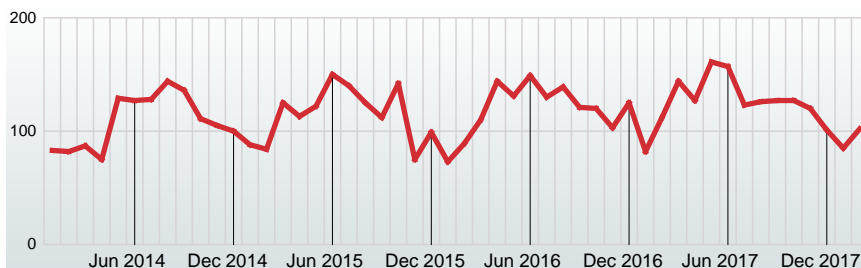
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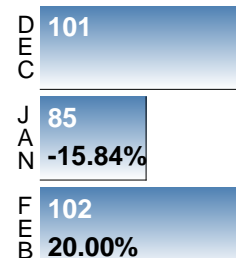
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 92

3 MONTHS



High
May 2017 = 161
Low
Jan 2016 = 73
Closed Listings
this month at **102**,
above the 5 yr FEB
average of **92**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.88%	68.8	6	0	0	0
\$25,001 - \$75,000	13	12.75%	68.7	9	3	1	0
\$75,001 - \$125,000	15	14.71%	39.0	2	9	4	0
\$125,001 - \$175,000	25	24.51%	58.2	2	21	2	0
\$175,001 - \$225,000	16	15.69%	50.9	0	9	7	0
\$225,001 - \$350,000	15	14.71%	49.0	0	7	8	0
\$350,001 and up	12	11.76%	55.5	2	0	7	3
Total Closed Units	102			21	49	29	3
Total Closed Volume	20,881,515	100%	54.5	2.52M	7.88M	7.61M	2.88M
Average Closed Price	\$204,721			\$119,822	\$160,829	\$262,374	\$958,600

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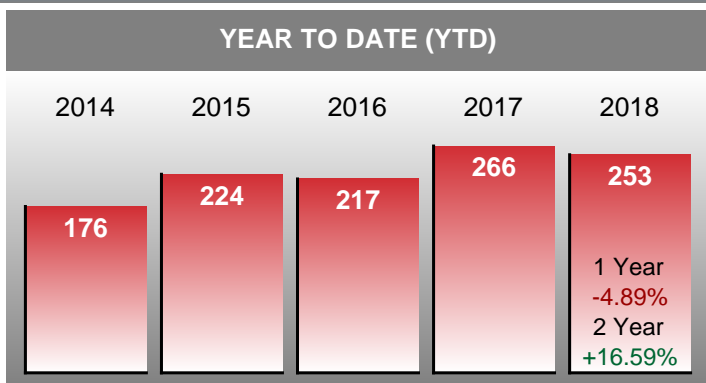
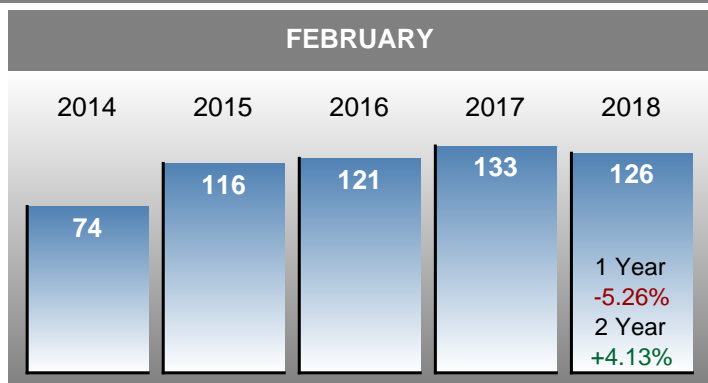
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PENDING LISTINGS

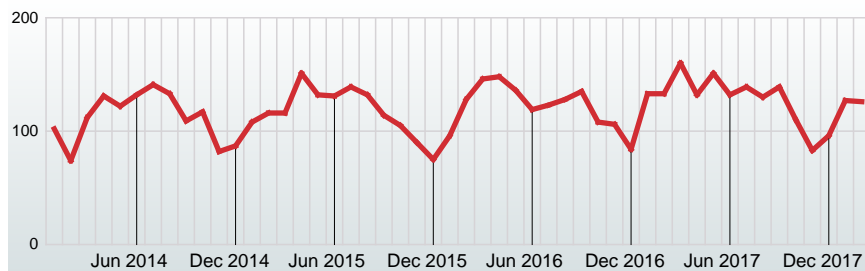
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 114

3 MONTHS



High
Mar 2017 = 160
Low
Feb 2014 = 74
Pending Listings
this month at **126**,
above the 5 yr FEB
average of **114**

DEC	96
JAN	127
32.29%	
FEB	126
-0.79%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.35%	43.5	4	4	0	0
\$50,001 - \$100,000	20	15.87%	42.9	9	7	3	1
\$100,001 - \$125,000	10	7.94%	48.5	2	8	0	0
\$125,001 - \$175,000	31	24.60%	58.0	3	23	4	1
\$175,001 - \$225,000	19	15.08%	58.5	1	11	7	0
\$225,001 - \$325,000	23	18.25%	49.8	0	9	11	3
\$325,001 and up	15	11.90%	64.1	1	0	10	4
Total Pending Units	126			20	62	35	9
Total Pending Volume	24,892,015	100%	55.1	2.02M	9.52M	10.07M	3.28M
Average Listing Price	\$233,400			\$101,145	\$153,605	\$287,659	\$364,170

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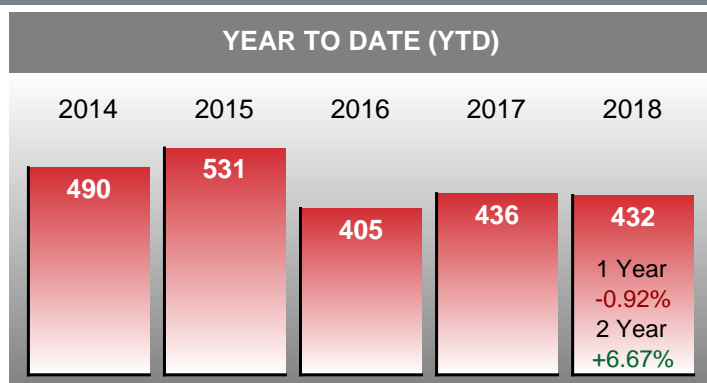
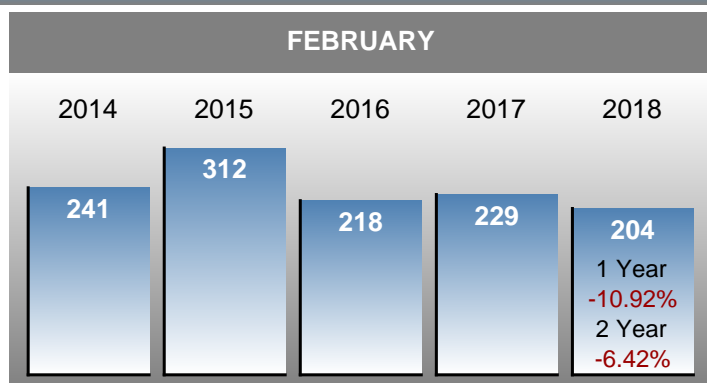
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NEW LISTINGS

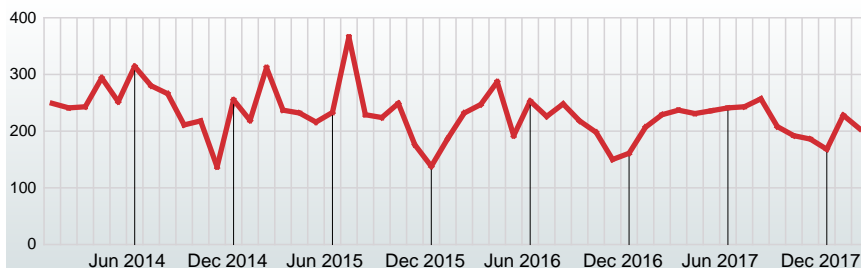
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 241

3 MONTHS



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **204**,
below the 5 yr FEB
average of **241**

DEC	168
JAN	228
FEB	204
35.71%	
-10.53%	

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	9	4.41%	9	0	0	0
\$25,001 - \$75,000	31	15.20%	27	2	2	0
\$75,001 - \$125,000	33	16.18%	14	14	4	1
\$125,001 - \$175,000	46	22.55%	8	30	7	1
\$175,001 - \$275,000	39	19.12%	5	20	13	1
\$275,001 - \$500,000	25	12.25%	1	6	13	5
\$500,001 and up	21	10.29%	3	1	6	11
Total New Listed Units	204		67	73	45	19
Total New Listed Volume	45,496,921	100%	8.36M	12.99M	13.13M	11.02M
Average New Listed Listing Price	\$351,723		\$124,772	\$177,953	\$291,771	\$579,841

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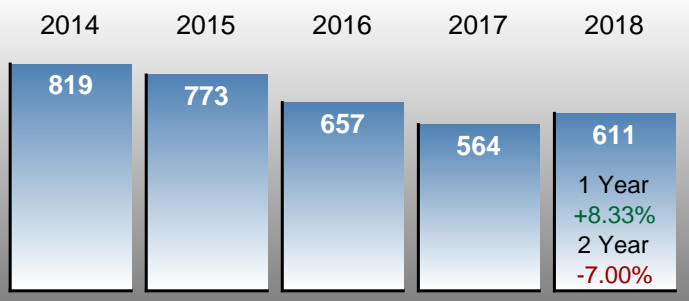
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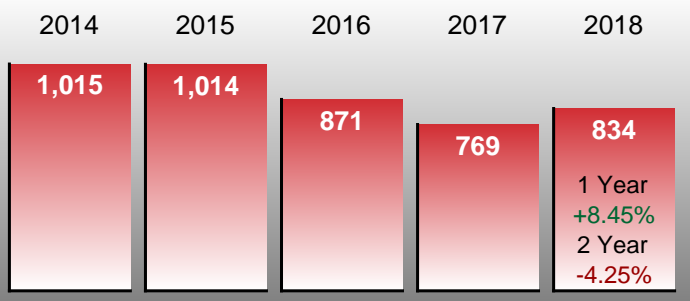
ACTIVE INVENTORY

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END OF FEBRUARY



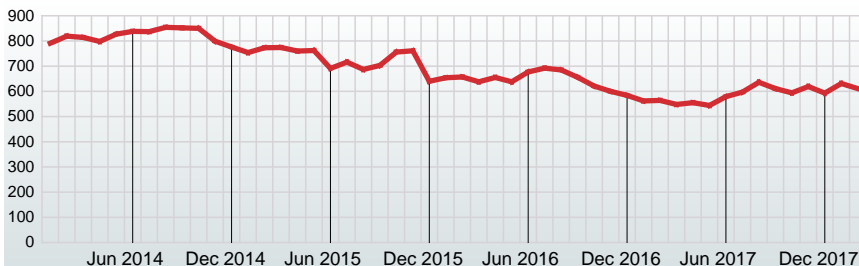
ACTIVE DURING FEBRUARY



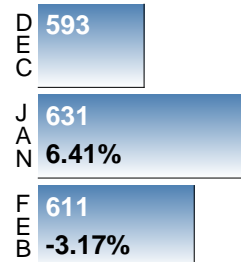
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 685

3 MONTHS



High
Aug 2014 = 854
Low
May 2017 = 544
Inventory
this month at **611**,
below the 5 yr FEB
average of **685**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	64	10.47%	91.8	63	0	1	0
\$25,001 - \$50,000	51	8.35%	82.7	47	2	1	1
\$50,001 - \$125,000	104	17.02%	69.4	55	38	9	2
\$125,001 - \$200,000	148	24.22%	71.1	25	88	29	6
\$200,001 - \$275,000	87	14.24%	82.1	8	38	39	2
\$275,001 - \$475,000	89	14.57%	76.5	15	18	44	12
\$475,001 and up	68	11.13%	79.8	16	8	20	24
Total Active Inventory by Units	611			229	192	143	47
Total Active Inventory by Volume	149,510,006	100%	77.2	31.26M	40.24M	43.67M	34.33M
Average Active Inventory Listing Price	\$244,697			\$136,518	\$209,603	\$305,389	\$730,492

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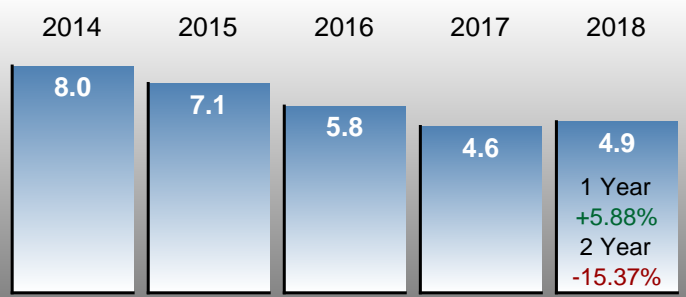
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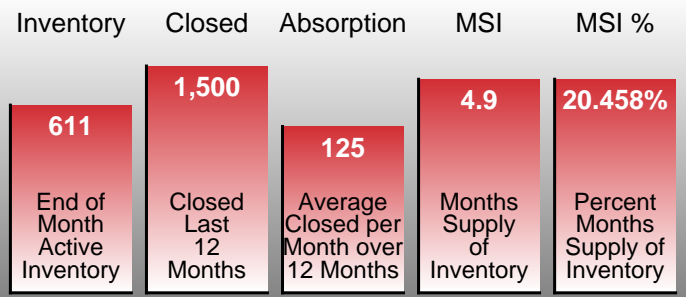
MONTHS SUPPLY of INVENTORY (MSI)

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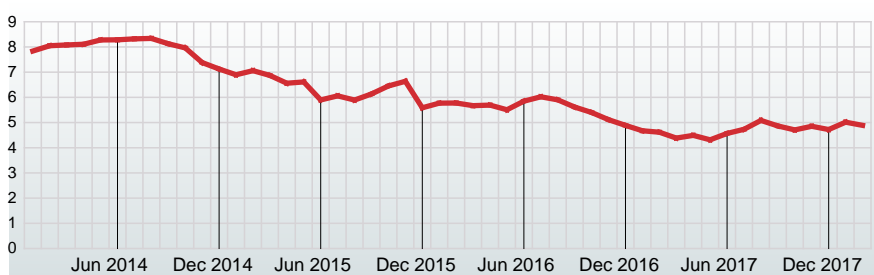
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2018



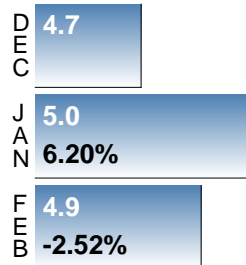
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 6.1

3 MONTHS

High
Aug 2014 = 8.3
Low
May 2017 = 4.3
Months Supply
this month at **4.9**,
below the 5 yr FEB
average of **6.1**



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	64	10.47%	12.8	14.0	0.0	12.0	0.0
\$25,001 - \$50,000	51	8.35%	8.5	14.8	1.0	1.3	0.0
\$50,001 - \$125,000	104	17.02%	3.5	7.2	2.0	3.2	12.0
\$125,001 - \$200,000	148	24.22%	3.3	11.1	2.8	3.1	9.0
\$200,001 - \$275,000	87	14.24%	4.4	12.0	3.8	4.8	2.4
\$275,001 - \$475,000	89	14.57%	5.5	18.0	5.7	4.4	5.5
\$475,001 and up	68	11.13%	16.0	96.0	48.0	8.9	14.4
Market Supply of Inventory (MSI)	4.9			11.9	2.9	4.3	8.5
Total Active Inventory by Units	611	100%	4.9	229	192	143	47

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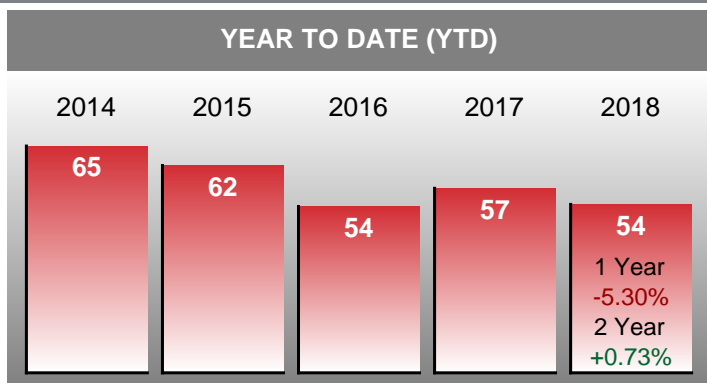
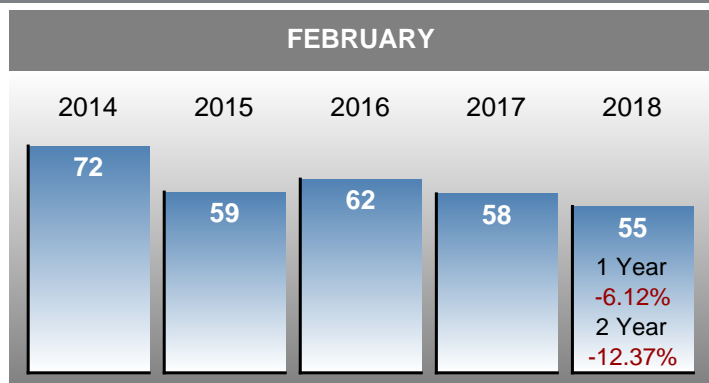
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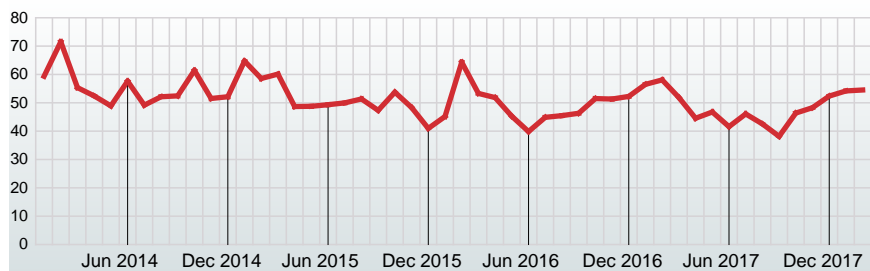


AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 61

3 MONTHS

High
Feb 2014 = 72
Low
Sep 2017 = 38
Average Days on Market
this month at **55**,
below the 5 yr FEB
average of **61**

DEC	52
JAN	54
FEB	55
3.46%	
0.61%	

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
\$25,000 and less	6	5.88%	68.8	68.8	0.0	0.0	0.0
\$25,001 - \$75,000	13	12.75%	68.7	75.1	34.3	114.0	0.0
\$75,001 - \$125,000	15	14.71%	39.0	31.5	36.1	49.3	0.0
\$125,001 - \$175,000	25	24.51%	58.2	16.5	59.2	89.0	0.0
\$175,001 - \$225,000	16	15.69%	50.9	0.0	29.0	79.0	0.0
\$225,001 - \$350,000	15	14.71%	49.0	0.0	45.1	52.4	0.0
\$350,001 and up	12	11.76%	55.5	96.5	0.0	39.4	65.7
Average Closed DOM			54.5	65.6	45.9	59.9	65.7
Total Closed Units		100%	54.5	21	49	29	3
Total Closed Volume			20,881,515	2.52M	7.88M	7.61M	2.88M

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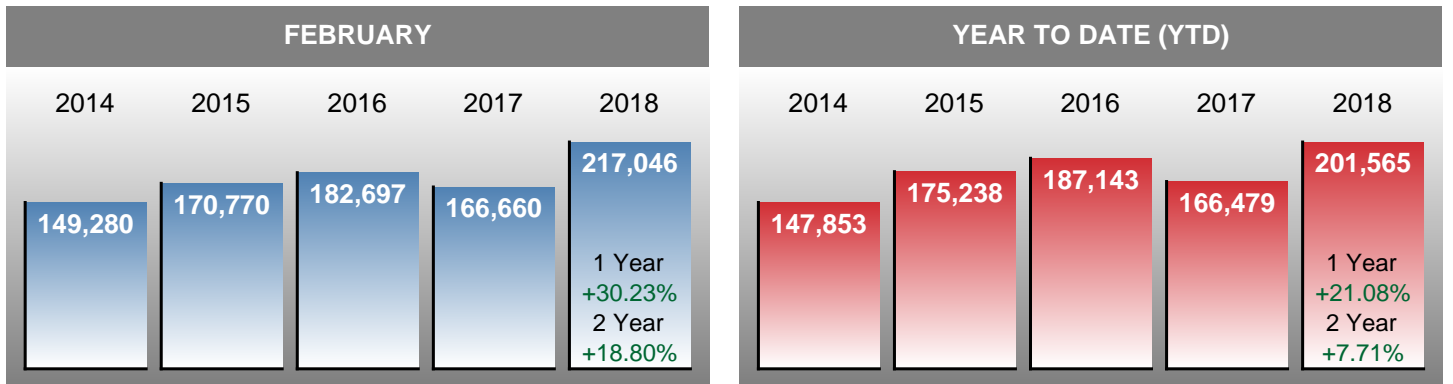
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AVERAGE LIST PRICE AT CLOSING

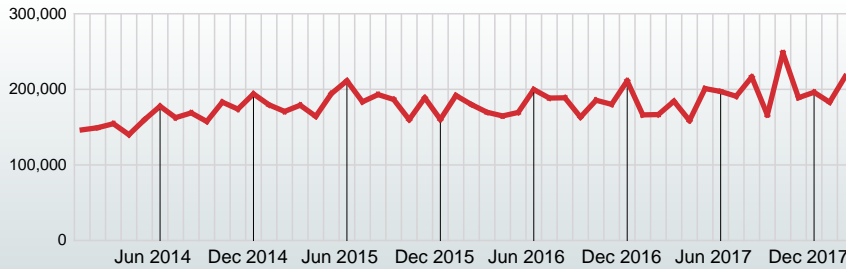
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 177,291

3 MONTHS



High
Oct 2017 = 248,362
Low
Apr 2014 = 140,051
Average List Price
this month at **217,046**,
above the 5 yr FEB
average of **177,291**

DEC	196,143
JAN	182,989
FEB	217,046
-6.71%	
18.61%	

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
\$25,000 and less	4	3.92%	17,450	20,550	0	0	0
\$25,001 - \$75,000	15	14.71%	45,987	50,211	41,133	82,900	0
\$75,001 - \$125,000	15	14.71%	100,327	89,000	98,689	112,825	0
\$125,001 - \$175,000	23	22.55%	159,921	171,250	158,580	164,000	0
\$175,001 - \$225,000	16	15.69%	197,362	0	205,822	201,898	0
\$225,001 - \$350,000	17	16.67%	270,247	0	261,299	287,525	0
\$350,001 and up	12	11.76%	703,667	897,500	0	482,857	1,089,667
Average List Price			217,046	137,652	163,740	274,334	1,089,667
Total Closed Units		100%	217,046	21	49	29	3
Total Closed Volume			22,138,657	2.89M	8.02M	7.96M	3.27M

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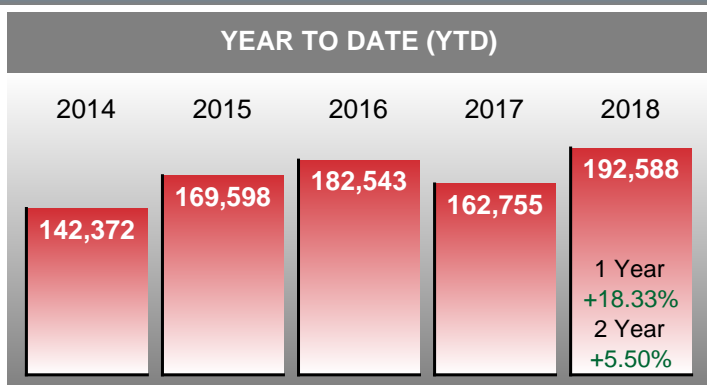
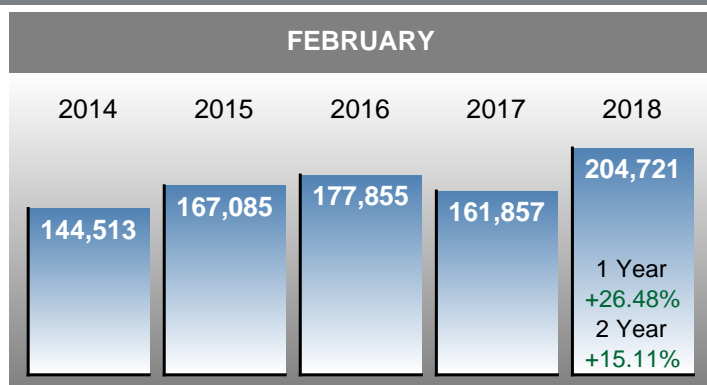
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AVERAGE SOLD PRICE AT CLOSING

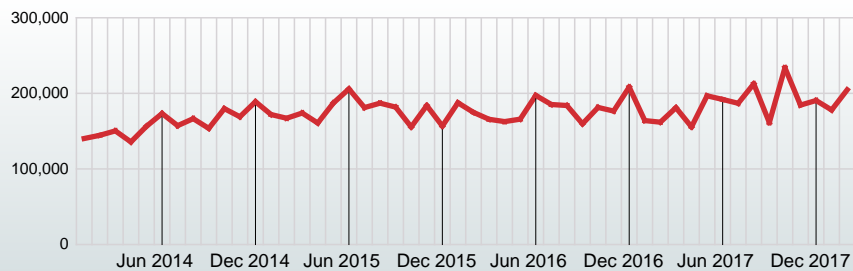
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 171,206

3 MONTHS



High
Oct 2017 = 233,847
Low
Apr 2014 = 135,757
Average Sold Price
this month at **204,721**,
above the 5 yr FEB
average of **171,206**

DEC	190,538
JAN	178,029
FEB	204,721
-6.56%	
14.99%	

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
\$25,000 and less	6	5.88%	20,417	20,417	0	0	0
\$25,001 - \$75,000	13	12.75%	44,657	44,222	39,330	64,550	0
\$75,001 - \$125,000	15	14.71%	97,647	89,000	95,690	106,375	0
\$125,001 - \$175,000	25	24.51%	158,449	162,500	157,796	161,250	0
\$175,001 - \$225,000	16	15.69%	199,516	0	200,756	197,922	0
\$225,001 - \$350,000	15	14.71%	267,586	0	254,413	279,113	0
\$350,001 and up	12	11.76%	628,875	746,380	0	453,991	958,600
Average Sold Price			204,721	119,822	160,829	262,374	958,600
Total Closed Units		100%	204,721	21	49	29	3
Total Closed Volume			20,881,515	2.52M	7.88M	7.61M	2.88M

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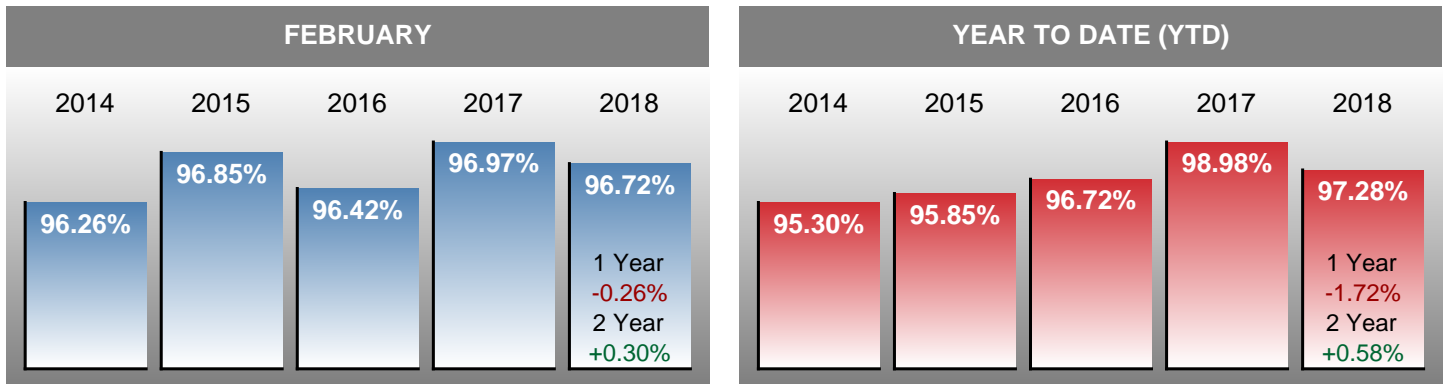
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

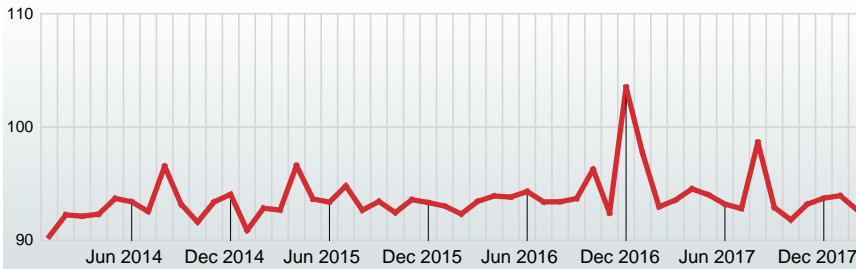
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 96.65%

3 MONTHS



High
Dec 2016 = 107.52%

Low
Jan 2014 = 94.36%

Average Sold/List Ratio this month at **96.72%**, equal to 5 yr FEB average of **96.65%**

DEC	97.74%
JAN	97.95%
FEB	96.72%
FEB	-1.26%

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
\$25,000 and less	6	5.88%	102.07%	102.07%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	13	12.75%	89.41%	88.65%	95.52%	77.86%	0.00%
\$75,001 - \$125,000	15	14.71%	97.37%	100.00%	97.35%	96.09%	0.00%
\$125,001 - \$175,000	25	24.51%	99.56%	95.00%	100.06%	98.86%	0.00%
\$175,001 - \$225,000	16	15.69%	97.88%	0.00%	97.60%	98.25%	0.00%
\$225,001 - \$350,000	15	14.71%	97.17%	0.00%	97.34%	97.02%	0.00%
\$350,001 and up	12	11.76%	93.11%	87.84%	0.00%	95.47%	91.12%
Average Sold/List Ratio			96.70%	94.10%	98.44%	96.28%	91.12%
Total Closed Units	102	100%	96.70%	21	49	29	3
Total Closed Volume	20,881,515			2.52M	7.88M	7.61M	2.88M

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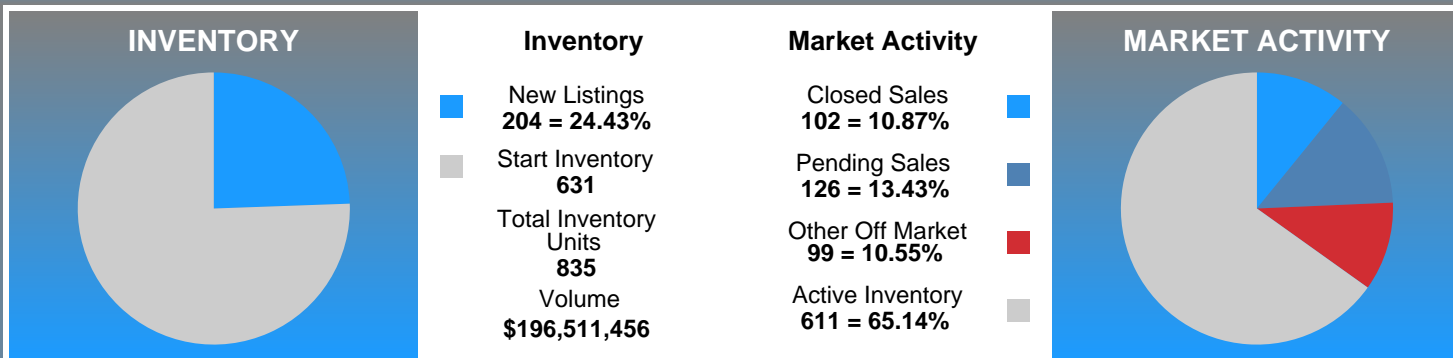
February 2018

Area Delimited by County Of Rogers



MARKET SUMMARY

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

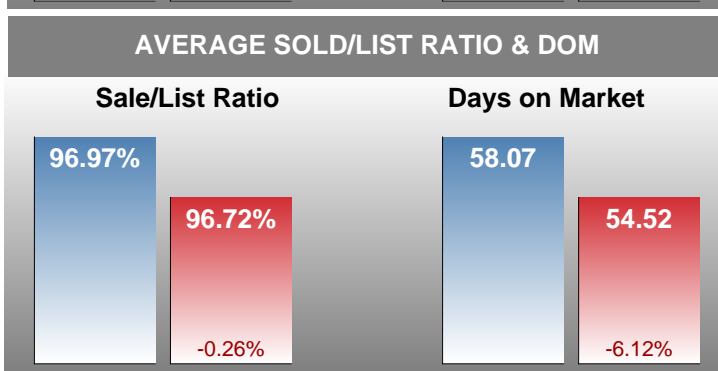
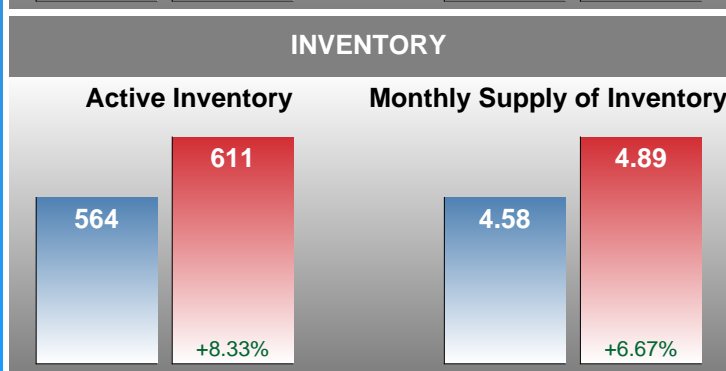
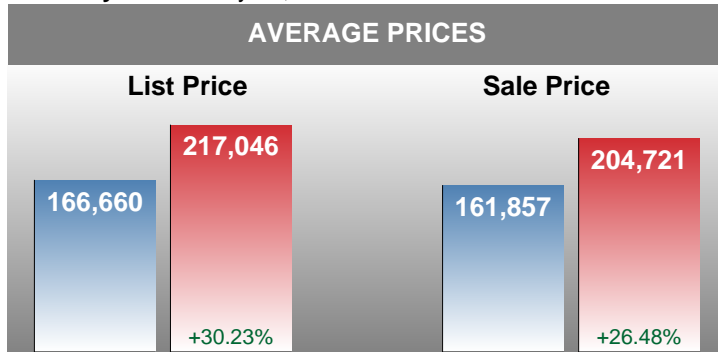
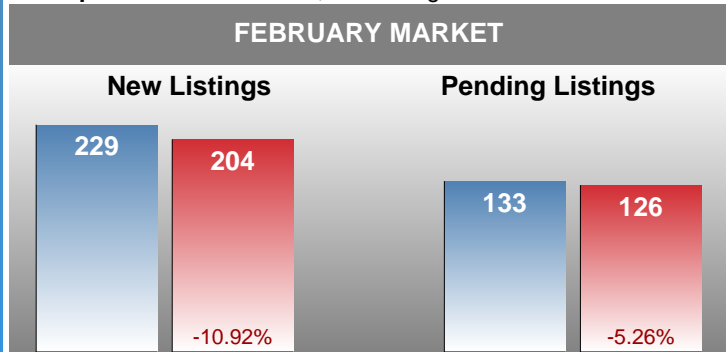


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	112	102	-8.93%	194	187	-3.61%
Pending Sales	133	126	-5.26%	266	253	-4.89%
New Listings	229	204	-10.92%	436	432	-0.92%
Average List Price	166,660	217,046	30.23%	166,479	201,565	21.08%
Average Sale Price	161,857	204,721	26.48%	162,755	192,588	18.33%
Average Percent of Selling Price to List Price	96.97%	96.72%	-0.26%	98.98%	97.28%	-1.72%
Average Days on Market to Sale	58.07	54.52	-6.12%	57.41	54.37	-5.30%
Monthly Inventory	564	611	8.33%	564	611	8.33%
Months Supply of Inventory	4.58	4.89	6.67%	4.58	4.89	6.67%

Absorption: Last 12 months, an Average of **125** Sales/Month

Inventory on February 28, 2018 = **611**

2017 2018



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