



## February 2018

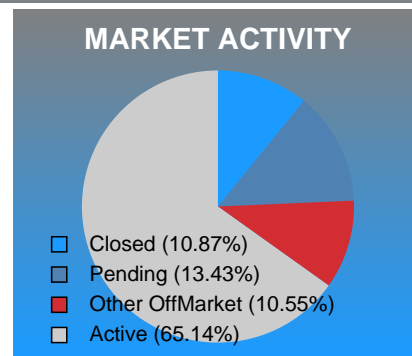
Area Delimited by County Of Rogers



### 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%
Median List Price	156,705	169,950	8.45%
Median Sale Price	151,950	167,500	10.23%
Median Percent of List Price to Selling Price	98.49%	97.60%	-0.90%
Median Days on Market to Sale	35.00	40.00	14.29%
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.

#### 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 **10.23%** in February 2018 to \$167,500 versus the previous year at \$151,950.

#### Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 5.00 days or **14.29%** in February 2018 compared to last year's same month at **35.00** DOM.

#### Sales Success for February 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 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

<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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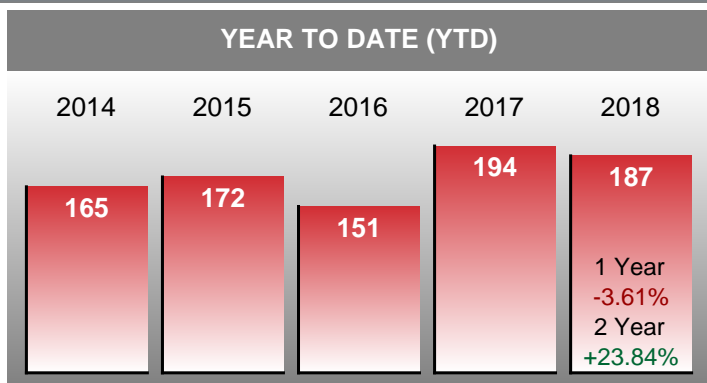
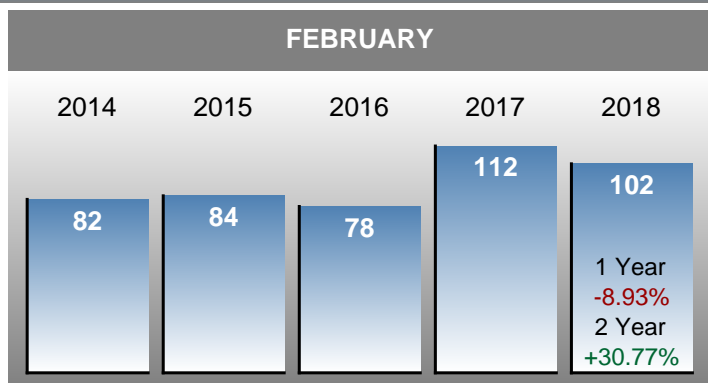
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## CLOSED LISTINGS

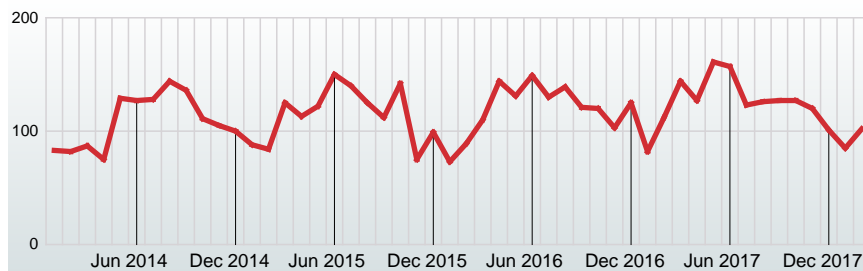
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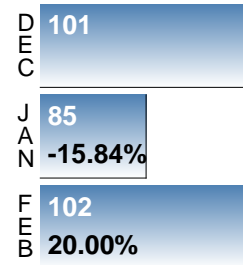
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.88%	48.0	6	0	0	0
\$25,001 - \$75,000	13	12.75%	63.0	9	3	1	0
\$75,001 - \$125,000	15	14.71%	28.0	2	9	4	0
\$125,001 - \$175,000	25	24.51%	39.0	2	21	2	0
\$175,001 - \$225,000	16	15.69%	42.5	0	9	7	0
\$225,001 - \$350,000	15	14.71%	32.0	0	7	8	0
\$350,001 and up	12	11.76%	34.5	2	0	7	3
<b>Total Closed Units</b>	<b>102</b>			<b>21</b>	<b>49</b>	<b>29</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>20,881,515</b>	<b>100%</b>	<b>40.0</b>	<b>2.52M</b>	<b>7.88M</b>	<b>7.61M</b>	<b>2.88M</b>
<b>Median Closed Price</b>	<b>\$167,500</b>			<b>\$35,000</b>	<b>\$163,777</b>	<b>\$238,000</b>	<b>\$925,000</b>

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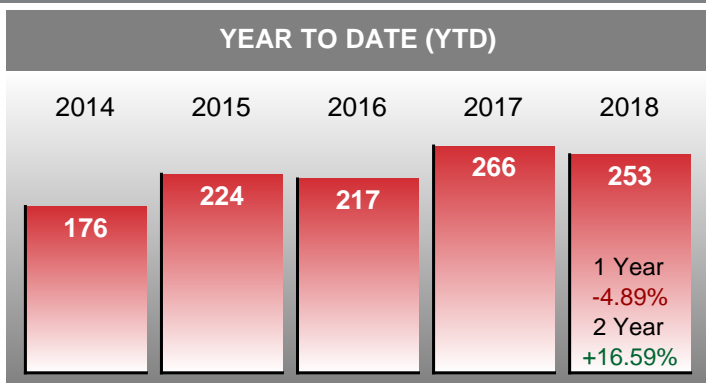
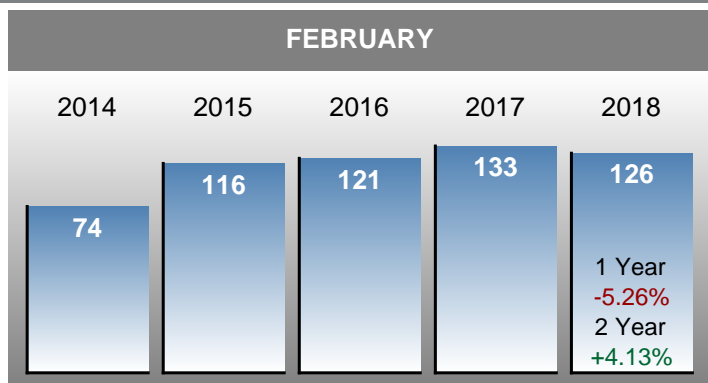
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## PENDING LISTINGS

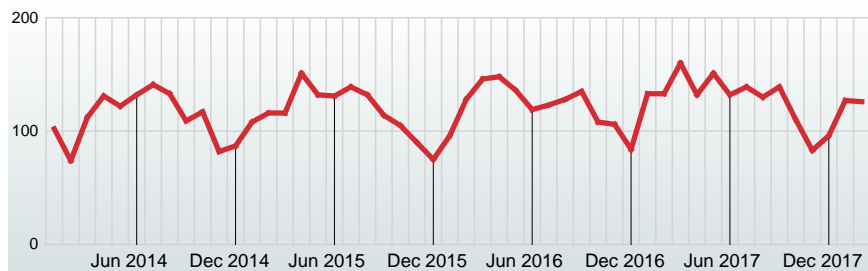
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### 5 YEAR MARKET ACTIVITY TRENDS

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
<b>32.29%</b>	
FEB	126
<b>-0.79%</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	8	6.35%	28.0	4	4	0	0
\$50,001 - \$100,000	20	15.87%	16.5	9	7	3	1
\$100,001 - \$125,000	10	7.94%	44.0	2	8	0	0
\$125,001 - \$175,000	31	24.60%	37.0	3	23	4	1
\$175,001 - \$225,000	19	15.08%	36.0	1	11	7	0
\$225,001 - \$325,000	23	18.25%	50.0	0	9	11	3
\$325,001 and up	15	11.90%	56.0	1	0	10	4
<b>Total Pending Units</b>	<b>126</b>			<b>20</b>	<b>62</b>	<b>35</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>24,892,015</b>	<b>100%</b>	<b>38.0</b>	<b>2.02M</b>	<b>9.52M</b>	<b>10.07M</b>	<b>3.28M</b>
<b>Median Listing Price</b>	<b>\$169,900</b>			<b>\$72,750</b>	<b>\$157,200</b>	<b>\$263,800</b>	<b>\$289,000</b>

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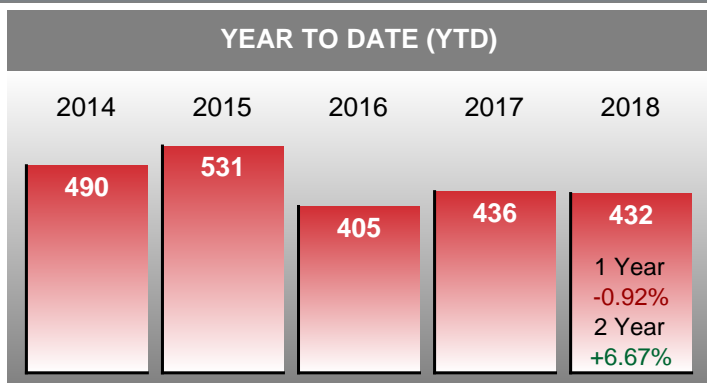
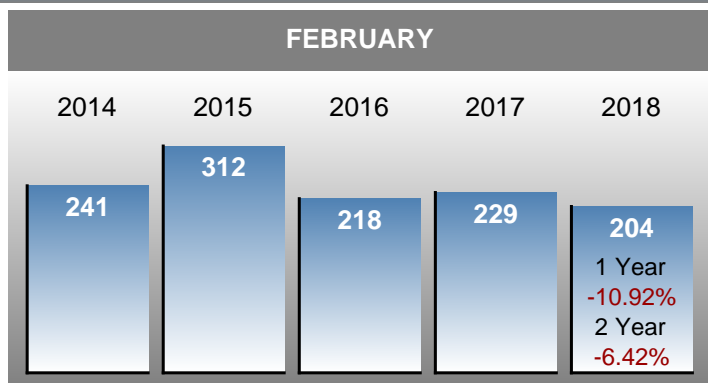
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## NEW LISTINGS

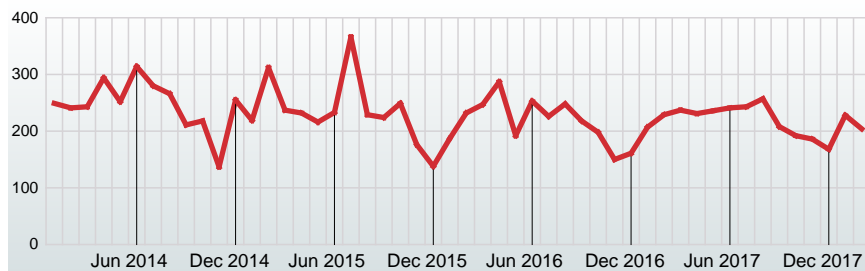
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### 5 YEAR MARKET ACTIVITY TRENDS

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
<b>Total New Listed Units</b>	<b>204</b>		<b>67</b>	<b>73</b>	<b>45</b>	<b>19</b>
<b>Total New Listed Volume</b>	<b>45,496,921</b>	<b>100%</b>	<b>8.36M</b>	<b>12.99M</b>	<b>13.13M</b>	<b>11.02M</b>
<b>Median New Listed Listing Price</b>	<b>\$158,700</b>		<b>\$68,500</b>	<b>\$157,900</b>	<b>\$255,500</b>	<b>\$537,900</b>

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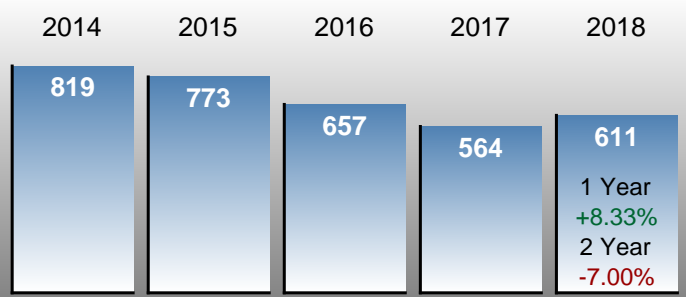
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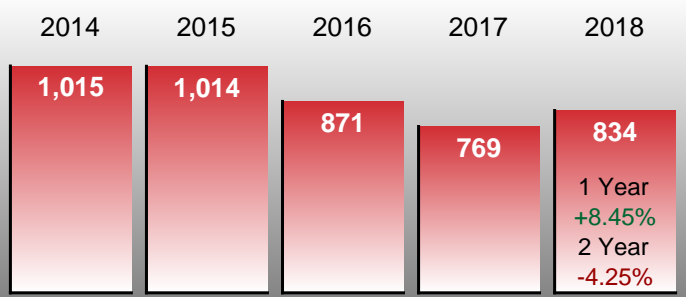
## ACTIVE INVENTORY

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### END OF FEBRUARY



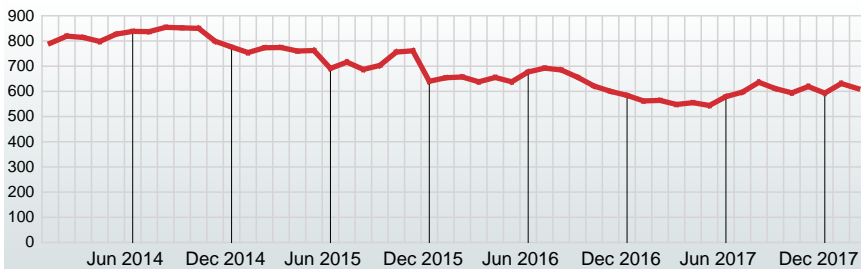
### ACTIVE DURING FEBRUARY



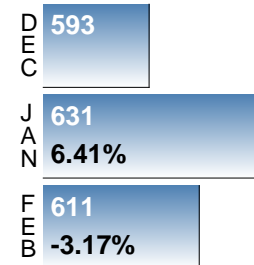
### 5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	64	10.47%	119.0	63	0	1	0
\$25,001 - \$50,000	51	8.35%	50.0	47	2	1	1
\$50,001 - \$125,000	104	17.02%	45.5	55	38	9	2
\$125,001 - \$200,000	148	24.22%	52.0	25	88	29	6
\$200,001 - \$275,000	87	14.24%	61.0	8	38	39	2
\$275,001 - \$475,000	89	14.57%	71.0	15	18	44	12
\$475,001 and up	68	11.13%	70.5	16	8	20	24
<b>Total Active Inventory by Units</b>	<b>611</b>			<b>229</b>	<b>192</b>	<b>143</b>	<b>47</b>
<b>Total Active Inventory by Volume</b>	<b>149,510,006</b>	<b>100%</b>	<b>56.0</b>	<b>31.26M</b>	<b>40.24M</b>	<b>43.67M</b>	<b>34.33M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$165,000</b>			<b>\$58,900</b>	<b>\$165,000</b>	<b>\$264,500</b>	<b>\$484,499</b>

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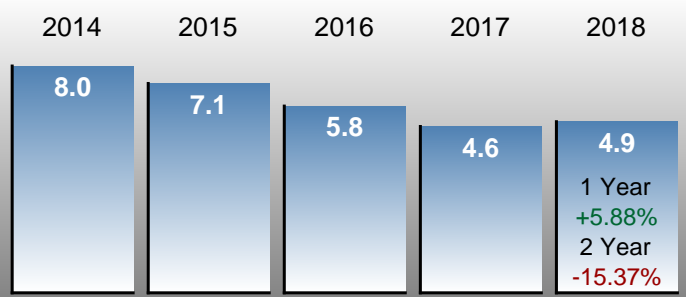
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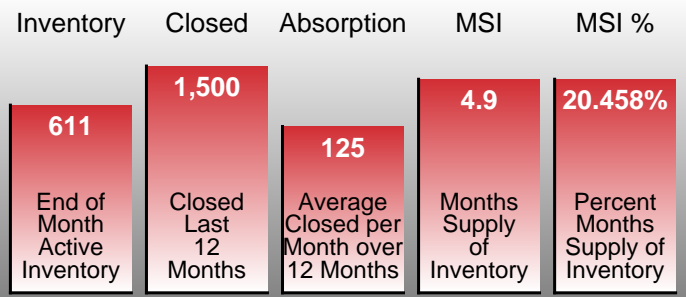
## MONTHS SUPPLY of INVENTORY (MSI)

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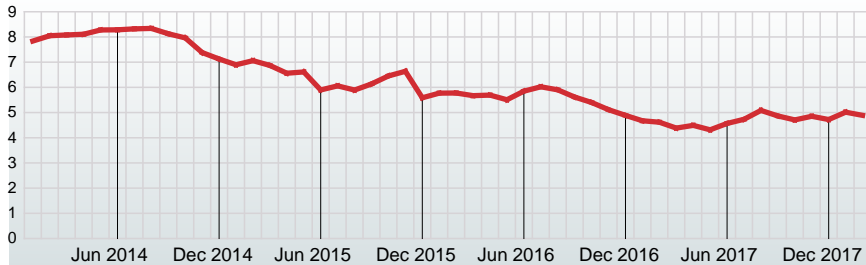
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2018



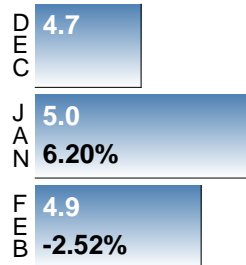
### 5 YEAR MARKET ACTIVITY TRENDS



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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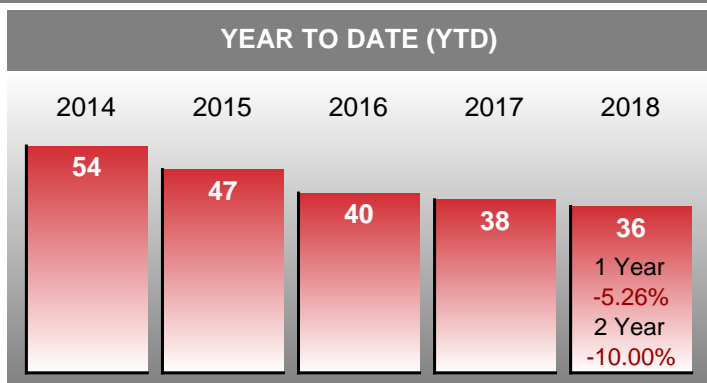
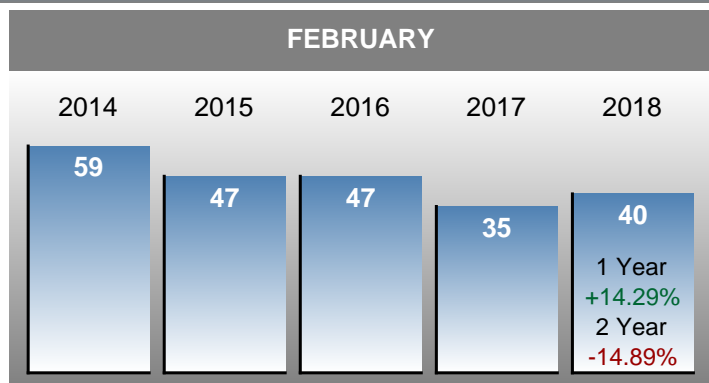
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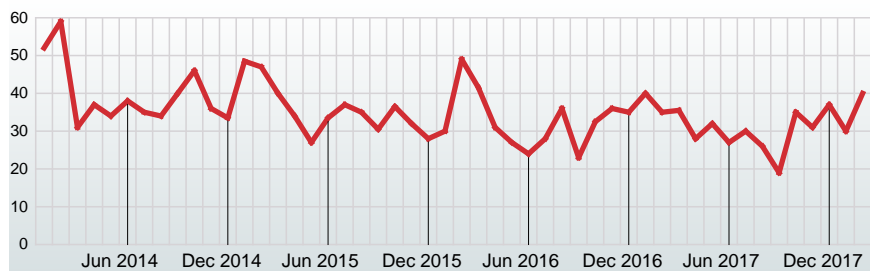


## MEDIAN DAYS ON MARKET TO SALE

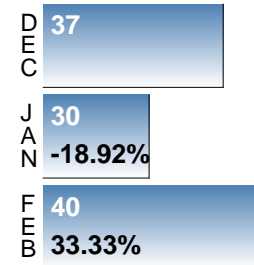
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**5 YEAR MARKET ACTIVITY TRENDS**      **5yr FEB AVG = 46**      **3 MONTHS**



**High**  
Feb 2014 = 59  
**Low**  
Sep 2017 = 19  
*Median Days on Market*  
this month at **40**,  
below the 5 yr FEB  
average of **46**



## 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
\$25,000 and less	6	5.88%	48.0	48.0	0.0	0.0	0.0
\$25,001 - \$75,000	13	12.75%	63.0	78.0	33.0	114.0	0.0
\$75,001 - \$125,000	15	14.71%	28.0	31.5	30.0	21.0	0.0
\$125,001 - \$175,000	25	24.51%	39.0	16.5	47.0	89.0	0.0
\$175,001 - \$225,000	16	15.69%	42.5	0.0	15.0	85.0	0.0
\$225,001 - \$350,000	15	14.71%	32.0	0.0	19.0	44.5	0.0
\$350,001 and up	12	11.76%	34.5	96.5	0.0	13.0	61.0
<b>Median Closed DOM</b>	<b>40.0</b>			<b>48.0</b>	<b>36.0</b>	<b>32.0</b>	<b>61.0</b>
<b>Total Closed Units</b>	<b>102</b>	<b>100%</b>	<b>40.0</b>	<b>21</b>	<b>49</b>	<b>29</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>20,881,515</b>			<b>2.52M</b>	<b>7.88M</b>	<b>7.61M</b>	<b>2.88M</b>

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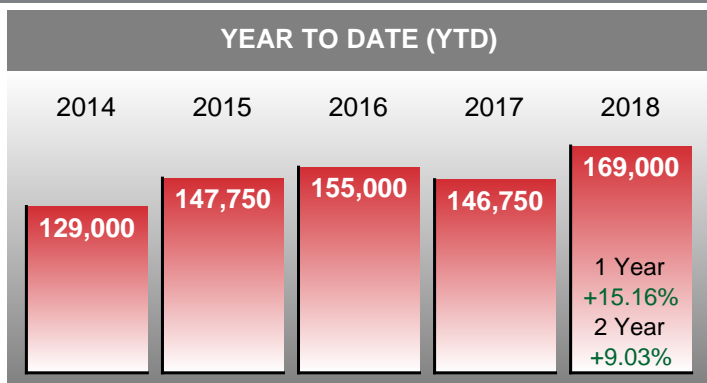
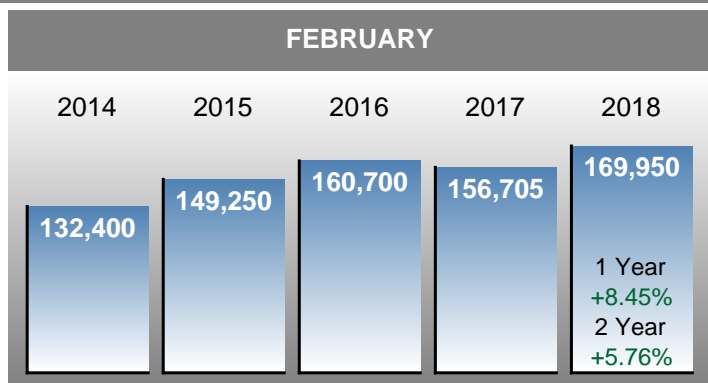
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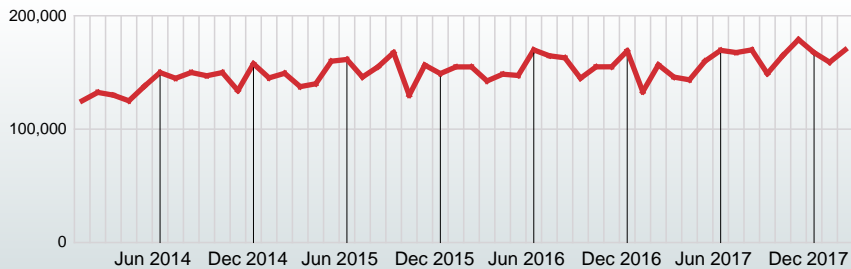
## MEDIAN LIST PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr FEB AVG = 153,801**      **3 MONTHS**



**High**  
Nov 2017 = 179,000  
**Low**  
Apr 2014 = 125,000  
*Median List Price*  
this month at **169,950**,  
above the 5 yr FEB  
average of **153,801**

DEC	167,500
JAN	159,000
FEB	169,950
<b>-5.07%</b>	
<b>6.89%</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
\$25,000 and less	4	3.92%	15,950	15,950	0	0	0
\$25,001 - \$75,000	15	14.71%	42,000	34,000	42,400	0	0
\$75,001 - \$125,000	15	14.71%	99,900	85,000	106,500	93,950	0
\$125,001 - \$175,000	23	22.55%	165,000	171,250	165,000	143,750	0
\$175,001 - \$225,000	16	15.69%	194,950	0	195,000	194,000	0
\$225,001 - \$350,000	17	16.67%	259,900	0	250,897	265,000	0
\$350,001 and up	12	11.76%	465,000	897,500	0	399,999	975,000
<b>Median List Price</b>			169,950	54,000	165,000	248,000	975,000
<b>Total Closed Units</b>	102	100%	169,950	21	49	29	3
<b>Total Closed Volume</b>	22,138,657			2.89M	8.02M	7.96M	3.27M

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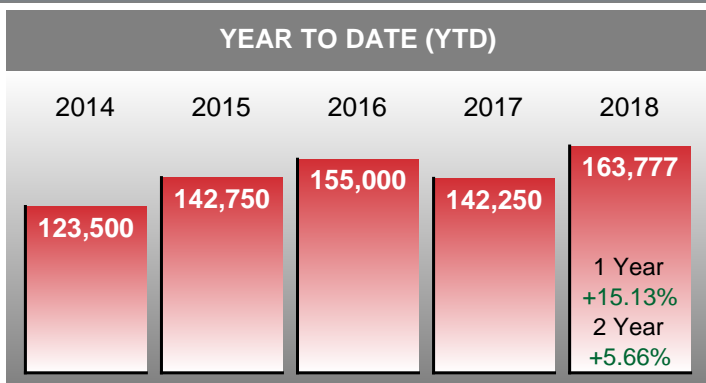
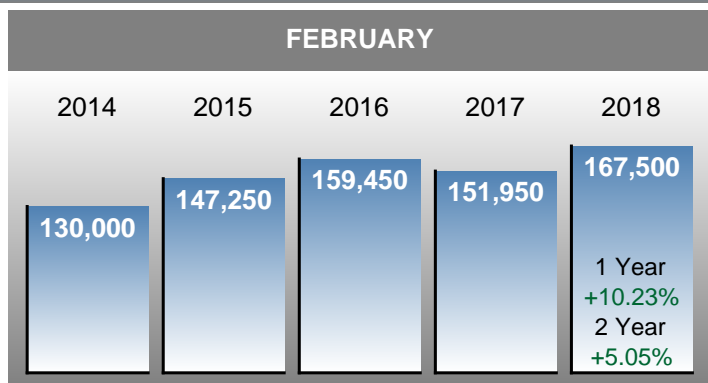
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## MEDIAN SOLD PRICE AT CLOSING

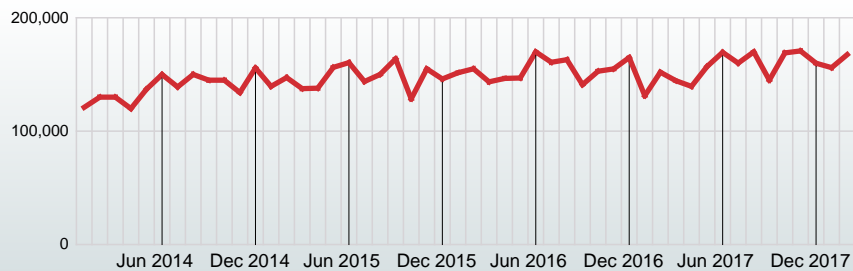
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 151,230

### 3 MONTHS



**High**  
Nov 2017 = 170,750  
**Low**  
Apr 2014 = 119,900  
*Median Sold Price*  
this month at **167,500**,  
above the 5 yr FEB  
average of **151,230**

DEC	159,900
JAN	156,000
FEB	167,500
<b>-2.44%</b>	
<b>7.37%</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
\$25,000 and less	6	5.88%	20,250	20,250	0	0	0
\$25,001 - \$75,000	13	12.75%	38,940	35,000	38,940	64,550	0
\$75,001 - \$125,000	15	14.71%	95,000	89,000	95,000	109,000	0
\$125,001 - \$175,000	25	24.51%	161,090	162,500	161,090	161,250	0
\$175,001 - \$225,000	16	15.69%	197,203	0	205,000	194,000	0
\$225,001 - \$350,000	15	14.71%	259,000	0	250,000	264,450	0
\$350,001 and up	12	11.76%	446,750	746,380	0	395,000	925,000
<b>Median Sold Price</b>			167,500	35,000	163,777	238,000	925,000
<b>Total Closed Units</b>		100%	167,500	21	49	29	3
<b>Total Closed Volume</b>			20,881,515	2.52M	7.88M	7.61M	2.88M

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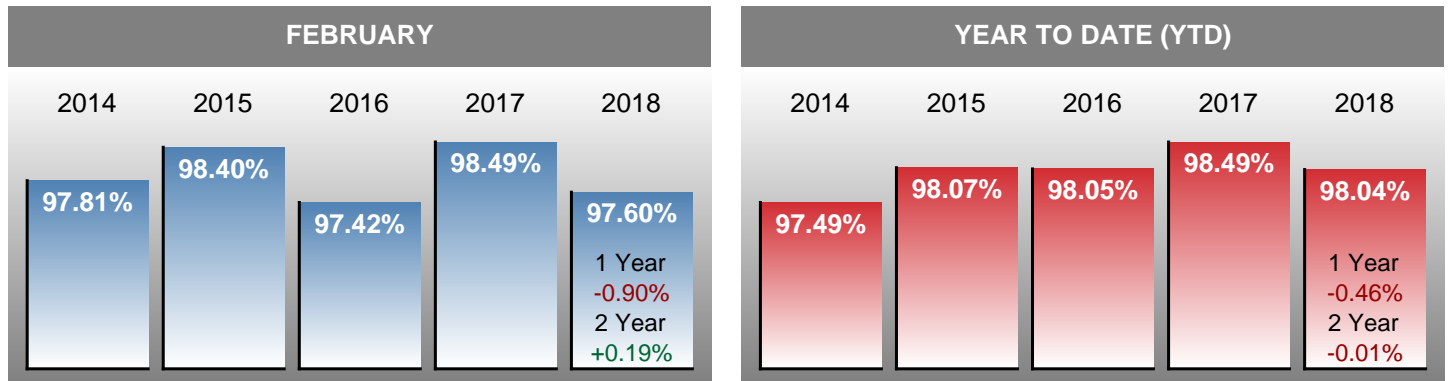
# February 2018

Area Delimited by County Of Rogers



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

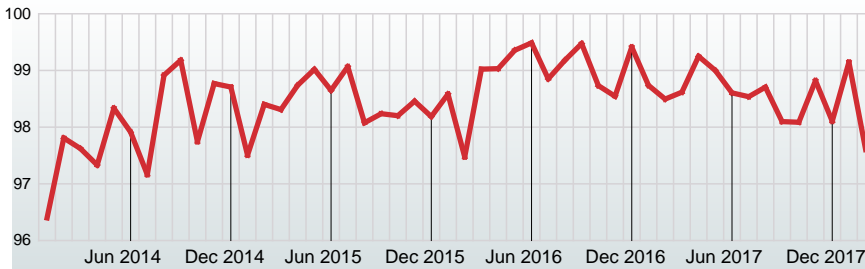
Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 97.95%

3 MONTHS



**High**  
Jun 2016 = 99.49%

**Low**  
Jan 2014 = 96.40%

Median Sold/List Ratio this month at **97.60%**, equal to 5 yr FEB average of **97.95%**

DEC 98.11%

JAN 99.15%  
1.06%

FEB 97.60%  
-1.55%

### 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
\$25,000 and less	6	5.88%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	13	12.75%	92.71%	93.17%	92.71%	77.86%	0.00%
\$75,001 - \$125,000	15	14.71%	100.00%	100.00%	97.45%	99.71%	0.00%
\$125,001 - \$175,000	25	24.51%	98.84%	95.00%	98.84%	98.86%	0.00%
\$175,001 - \$225,000	16	15.69%	97.60%	0.00%	97.62%	97.57%	0.00%
\$225,001 - \$350,000	15	14.71%	97.74%	0.00%	97.82%	96.96%	0.00%
\$350,001 and up	12	11.76%	95.54%	87.84%	0.00%	97.46%	94.87%
Median Sold/List Ratio		97.60%		93.94%	97.87%	97.46%	94.87%
Total Closed Units	102	100%	97.60%	21	49	29	3
Total Closed Volume	20,881,515			2.52M	7.88M	7.61M	2.88M

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## MARKET SUMMARY

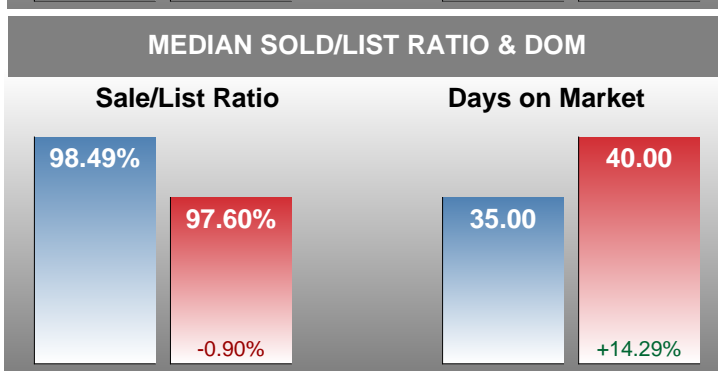
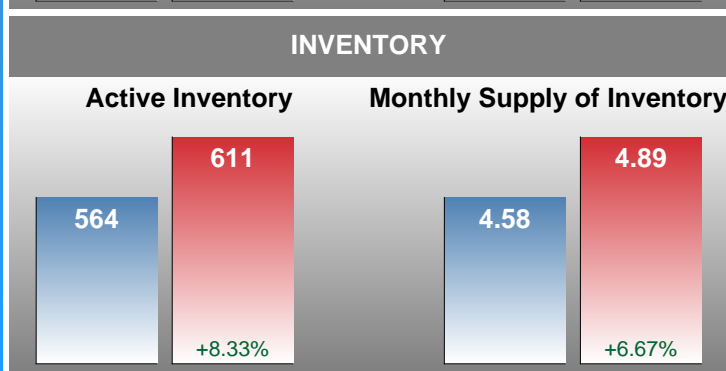
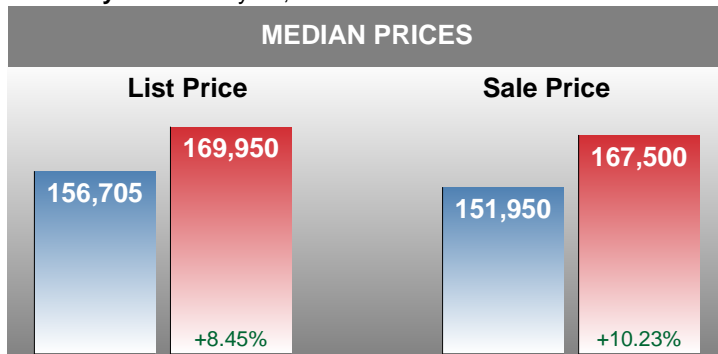
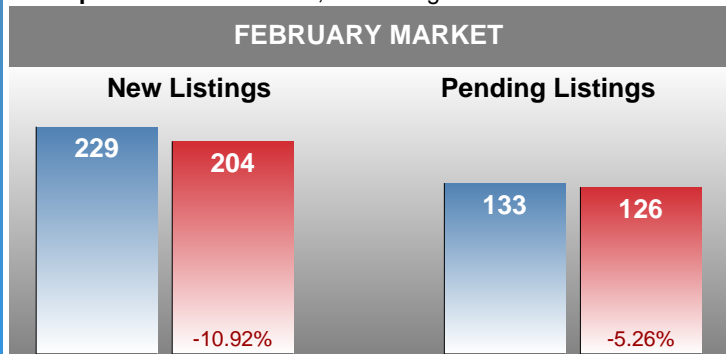
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Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	112	102	-8.93%	194	187	-3.61%
Pending Sales	133	126	-5.26%	266	253	-4.89%
New Listings	229	204	-10.92%	436	432	-0.92%
Median List Price	156,705	169,950	8.45%	146,750	169,000	15.16%
Median Sale Price	151,950	167,500	10.23%	142,250	163,777	15.13%
Median Percent of Selling Price to List Price	98.49%	97.60%	-0.90%	98.49%	98.04%	-0.46%
Median Days on Market to Sale	35.00	40.00	14.29%	38.00	36.00	-5.26%
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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