

January 2018

Area Delimited by County Of Rogers

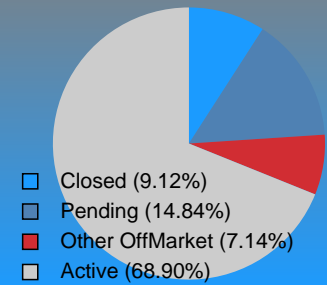


MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	82	83	1.22%
Pending Listings	133	135	1.50%
New Listings	207	228	10.14%
Median List Price	133,000	159,900	20.23%
Median Sale Price	131,250	156,000	18.86%
Median Percent of List Price to Selling Price	98.74%	98.72%	-0.02%
Median Days on Market to Sale	40.00	34.00	-15.00%
End of Month Inventory	562	627	11.57%
Months Supply of Inventory	4.67	5.00	6.90%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **126** Sales/Month
Active Inventory as of January 31, 2018 = **627**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2018 rose **11.57%** to 627 existing homes available for sale. Over the last 12 months this area has had an average of 126 closed sales per month. This represents an unsold inventory index of **5.00** 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 **18.86%** in January 2018 to \$156,000 versus the previous year at \$131,250.

Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 6.00 days or **15.00%** in January 2018 compared to last year's same month at **40.00** DOM.

Sales Success for January 2018 is Positive

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

There were 228 New Listings in January 2018, up **10.14%** from last year at 207. Furthermore, there were 83 Closed Listings this month versus last year at 82, a **1.22%** increase.

Closed versus Listed trends yielded a **36.4%** ratio, down from previous year's, January 2017, at **39.6%**, a **8.10%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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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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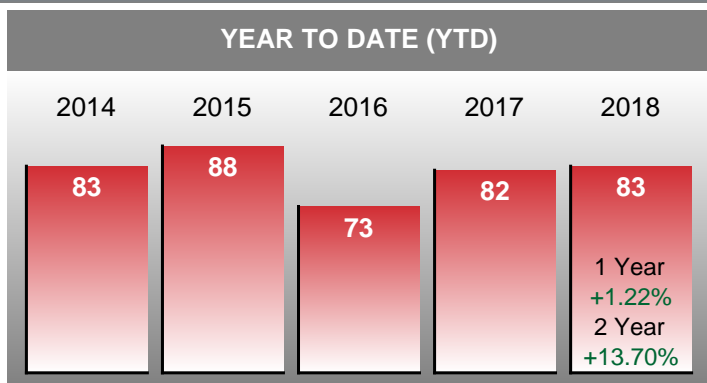
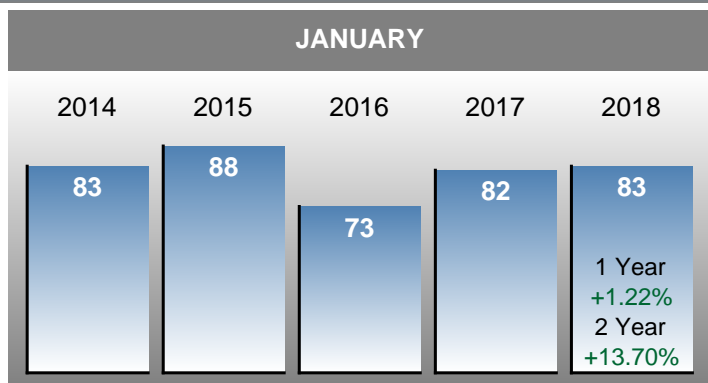
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CLOSED LISTINGS

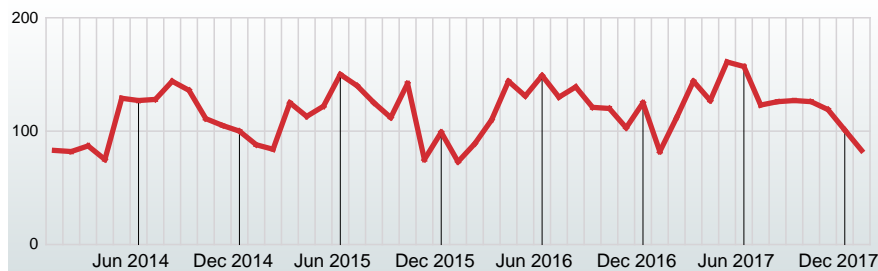
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 82

3 MONTHS



High
May 2017 = 161
Low
Jan 2016 = 73
Closed Listings
this month at **83**,
above the 5 yr JAN
average of **82**

NOV	119
DEC	101 -15.13%
JAN	83 -17.82%

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	5	6.02%	13.0	4	1	0	0
\$25,001 - \$100,000	13	15.66%	30.0	4	8	1	0
\$100,001 - \$125,000	9	10.84%	20.0	0	8	1	0
\$125,001 - \$175,000	22	26.51%	43.0	0	17	5	0
\$175,001 - \$225,000	15	18.07%	82.0	1	11	2	1
\$225,001 - \$275,000	8	9.64%	27.5	0	5	3	0
\$275,001 and up	11	13.25%	43.0	1	2	6	2
Total Closed Units	83			10	52	18	3
Total Closed Volume	14,878,487	100%	34.0	732.90K	8.09M	4.54M	1.52M
Median Closed Price	\$156,000			\$33,750	\$147,000	\$228,250	\$298,500

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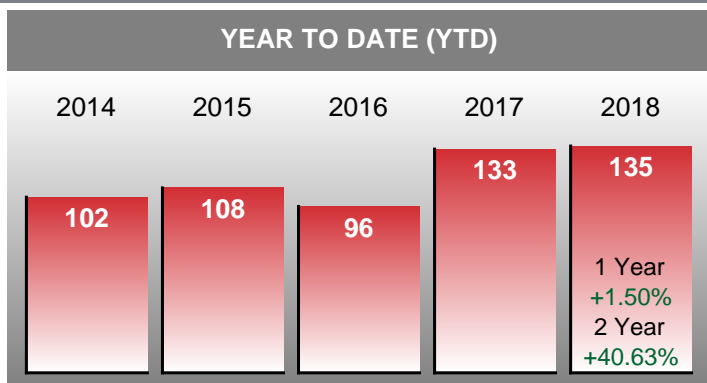
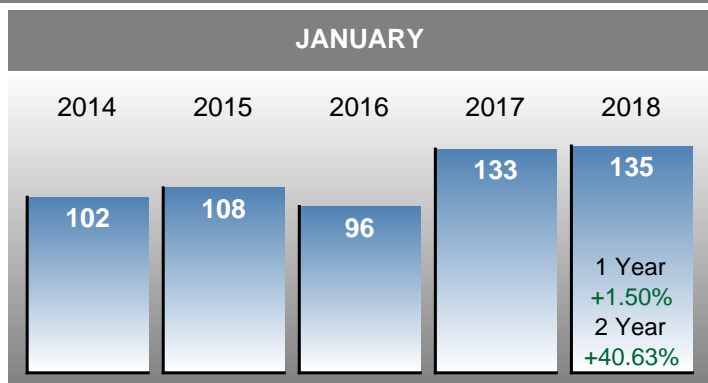
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PENDING LISTINGS

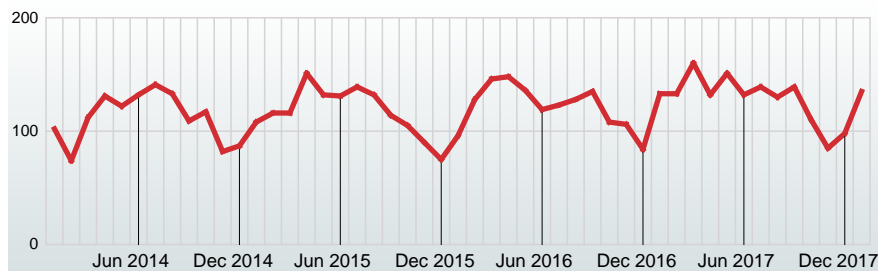
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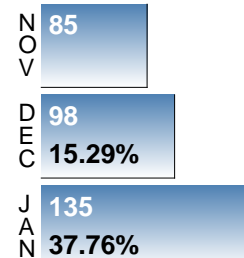
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 115

3 MONTHS



High
Mar 2017 = 160
Low
Feb 2014 = 74
Pending Listings
this month at **135**,
above the 5 yr JAN
average of **115**



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	10	7.41%	24.0	6	4	0	0
\$50,001 - \$75,000	6	4.44%	117.0	5	1	0	0
\$75,001 - \$125,000	27	20.00%	52.0	8	17	2	0
\$125,001 - \$175,000	39	28.89%	43.0	1	28	10	0
\$175,001 - \$225,000	23	17.04%	58.0	0	16	7	0
\$225,001 - \$275,000	13	9.63%	34.0	1	9	2	1
\$275,001 and up	17	12.59%	59.0	1	2	11	3
Total Pending Units	135			22	77	32	4
Total Pending Volume	25,435,921	100%	52.0	1.91M	12.34M	7.66M	3.53M
Median Listing Price	\$163,777			\$73,950	\$159,900	\$200,000	\$810,000

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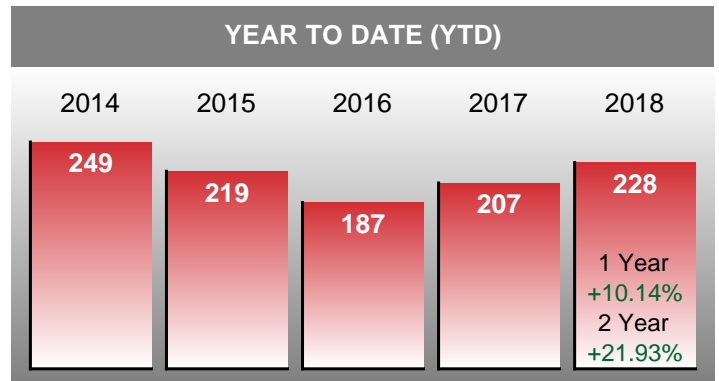
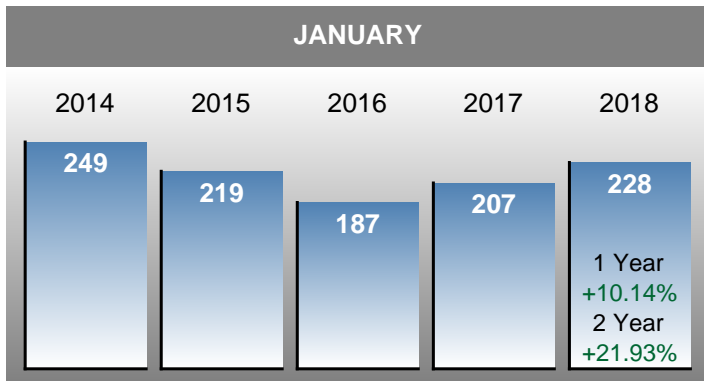
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NEW LISTINGS

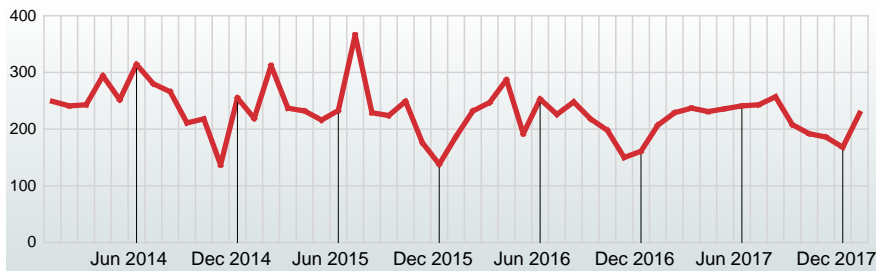
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 218

3 MONTHS



High
Jul 2015 = 366
Low
Nov 2014 = 137
New Listings
this month at **228**,
above the 5 yr JAN
average of **218**

NOV	186
DEC	168
	-9.68%
JAN	228
	35.71%

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	18	7.89%	16	1	1	0
\$25,001 - \$50,000	26	11.40%	23	2	0	1
\$50,001 - \$100,000	34	14.91%	17	14	2	1
\$100,001 - \$175,000	53	23.25%	6	38	5	4
\$175,001 - \$250,000	43	18.86%	3	23	15	2
\$250,001 - \$400,000	32	14.04%	3	9	16	4
\$400,001 and up	22	9.65%	5	3	7	7
Total New Listed Units	228		73	90	46	19
Total New Listed Volume	51,794,400	100%	8.48M	16.12M	13.32M	13.87M
Median New Listed Listing Price	\$154,347		\$45,000	\$158,950	\$252,450	\$265,000

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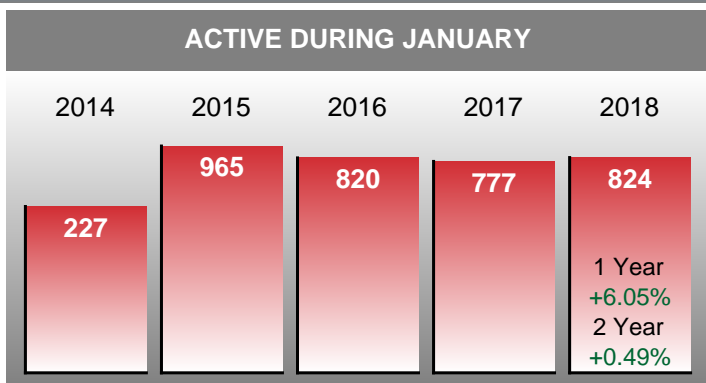
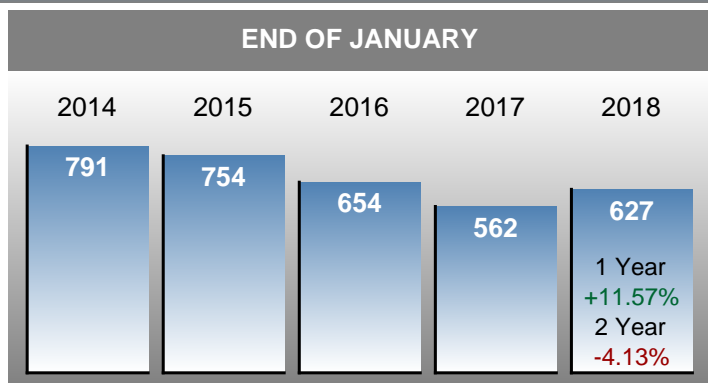
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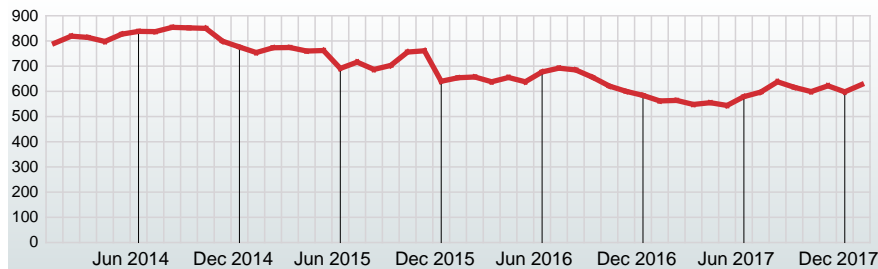
ACTIVE INVENTORY

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 678 3 MONTHS



High
Aug 2014 = 854
Low
May 2017 = 544
Inventory
this month at **627**,
below the 5 yr JAN
average of **678**

N O V	622
D E C	598 -3.86%
J A N	627 4.85%

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	67	10.69%	91.0	64	2	1	0
\$25,001 - \$50,000	65	10.37%	92.0	59	5	0	1
\$50,001 - \$125,000	88	14.04%	54.5	41	38	6	3
\$125,001 - \$200,000	154	24.56%	67.5	28	88	31	7
\$200,001 - \$275,000	94	14.99%	57.5	6	41	43	4
\$275,001 - \$475,000	96	15.31%	81.5	16	16	50	14
\$475,001 and up	63	10.05%	103.0	16	6	18	23
Total Active Inventory by Units	627			230	196	149	52
Total Active Inventory by Volume	152,943,816	100%	75.0	31.78M	39.97M	46.29M	34.91M
Median Active Inventory Listing Price	\$174,500			\$44,950	\$168,950	\$269,900	\$432,950

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January 2018

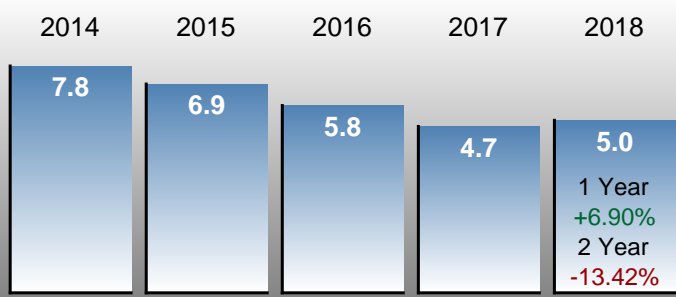
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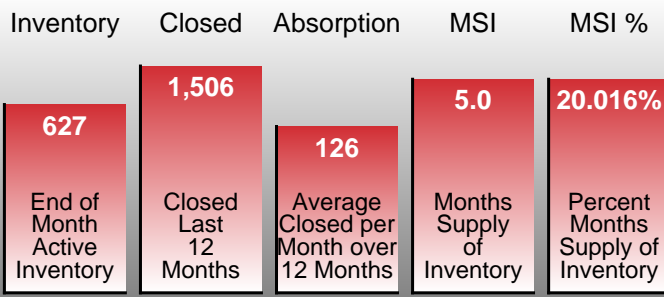
MONTHS SUPPLY of INVENTORY (MSI)

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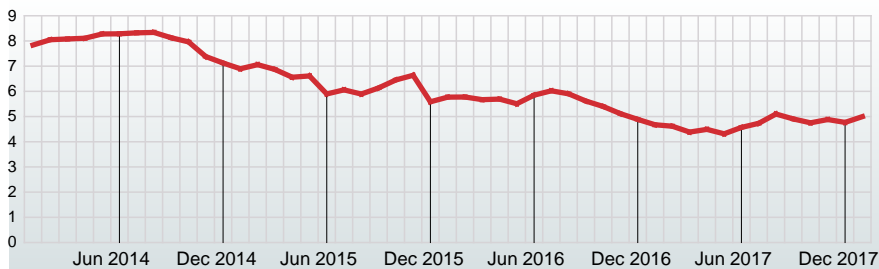
MSI FOR JANUARY



INDICATORS FOR JANUARY 2018



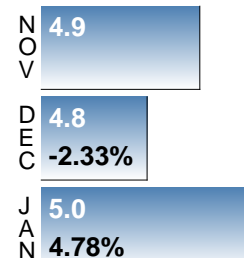
5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 6.0

3 MONTHS

High
Aug 2014 = 8.3
Low
May 2017 = 4.3
Months Supply
this month at **5.0**,
below the 5 yr JAN
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
\$25,000 and less	67	10.69%	13.9	15.1	4.0	12.0	0.0
\$25,001 - \$50,000	65	10.37%	11.3	19.1	2.6	0.0	0.0
\$50,001 - \$125,000	88	14.04%	2.9	5.1	2.0	2.3	12.0
\$125,001 - \$200,000	154	24.56%	3.4	10.5	2.7	3.3	9.3
\$200,001 - \$275,000	94	14.99%	4.9	9.0	4.3	5.4	4.8
\$275,001 - \$475,000	96	15.31%	5.8	21.3	4.7	5.0	6.2
\$475,001 and up	63	10.05%	16.4	192.0	36.0	8.3	16.2
Market Supply of Inventory (MSI)	5.0			11.7	2.9	4.5	9.5
Total Active Inventory by Units	627	100%	5.0	230	196	149	52

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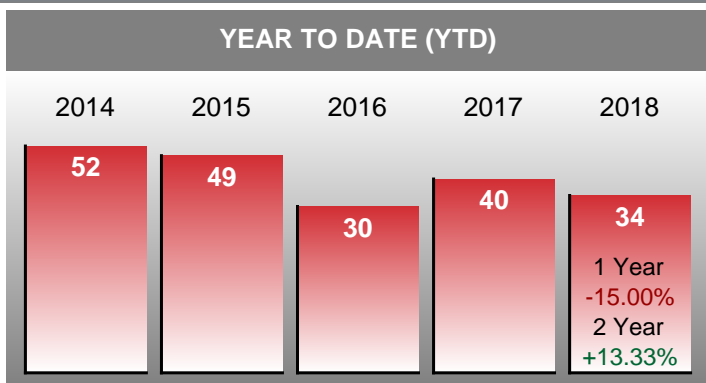
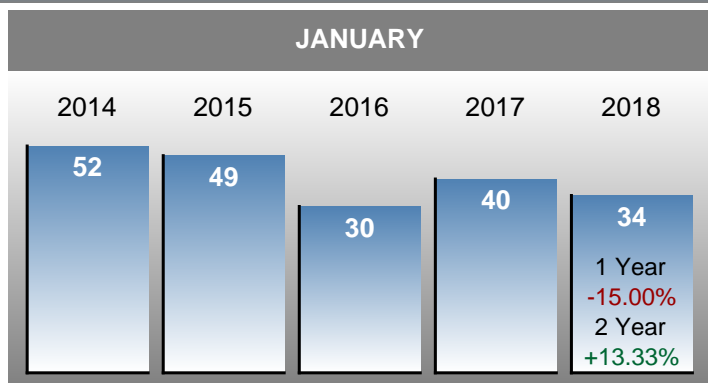
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MEDIAN DAYS ON MARKET TO SALE

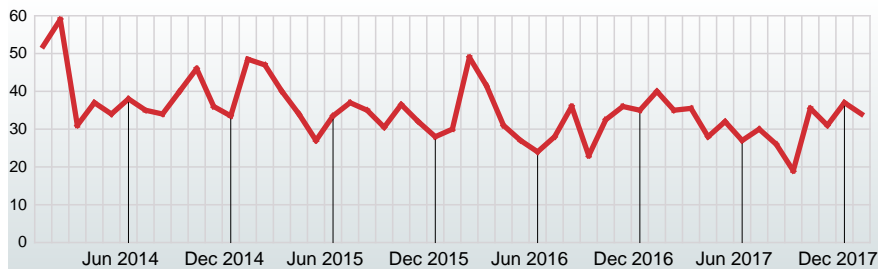
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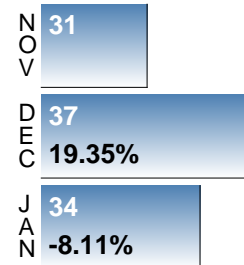
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 41

3 MONTHS



High
Feb 2014 = 59
Low
Sep 2017 = 19
Median Days on Market
this month at **34**,
below the 5 yr JAN
average of **41**



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	5	6.02%	13.0	27.0	5.0	0.0	0.0
\$25,001 - \$100,000	13	15.66%	30.0	96.0	20.0	70.0	0.0
\$100,001 - \$125,000	9	10.84%	20.0	0.0	22.0	19.0	0.0
\$125,001 - \$175,000	22	26.51%	43.0	0.0	27.0	95.0	0.0
\$175,001 - \$225,000	15	18.07%	82.0	16.0	95.0	67.5	2.0
\$225,001 - \$275,000	8	9.64%	27.5	0.0	105.0	8.0	0.0
\$275,001 and up	11	13.25%	43.0	4.0	24.5	76.0	114.0
Median Closed DOM			34.0	28.5	29.0	61.5	53.0
Total Closed Units		100%	34.0	10	52	18	3
Total Closed Volume			14,878,487	732.90K	8.09M	4.54M	1.52M

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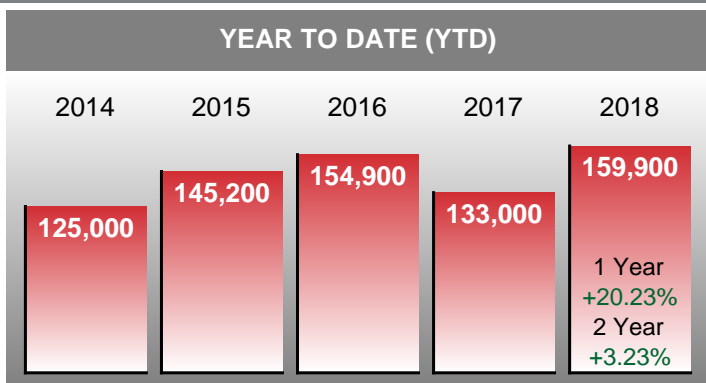
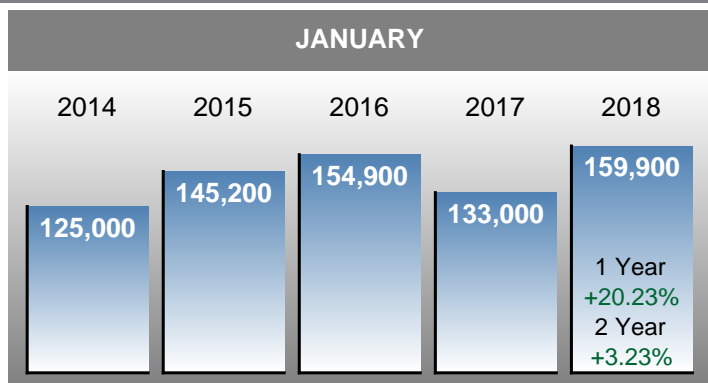
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MEDIAN LIST PRICE AT CLOSING

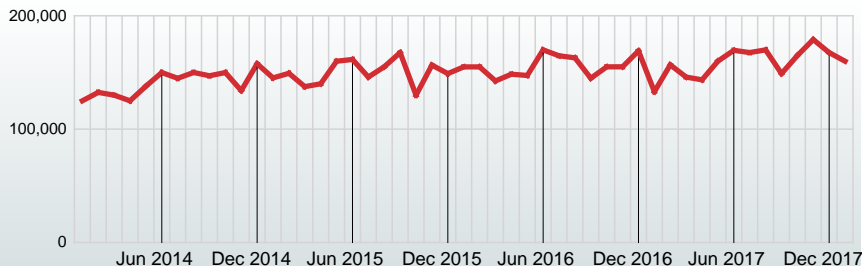
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 143,600

3 MONTHS



High
Nov 2017 = 179,000
Low
Apr 2014 = 125,000
Median List Price
this month at **159,900**,
above the 5 yr JAN
average of **143,600**

N 179,000
O
V
D 167,500
E -6.42%
C
J 159,900
A -4.54%
N

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	5	6.02%	20,000	21,500	5,000	0	0
\$25,001 - \$100,000	13	15.66%	62,000	48,750	70,950	75,400	0
\$100,001 - \$125,000	8	9.64%	119,950	0	119,950	0	0
\$125,001 - \$175,000	20	24.10%	149,900	0	149,900	159,000	0
\$175,001 - \$225,000	18	21.69%	196,950	195,000	195,000	211,500	208,000
\$225,001 - \$275,000	6	7.23%	252,400	0	256,950	246,250	0
\$275,001 and up	13	15.66%	310,000	285,000	299,900	349,000	700,000
Median List Price			159,900	35,000	149,900	234,700	300,000
Total Closed Units	83	100%	159,900	10	52	18	3
Total Closed Volume	15,303,086			762.50K	8.25M	4.68M	1.61M

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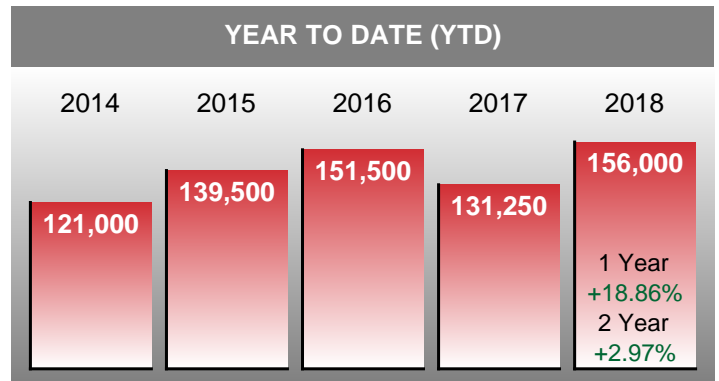
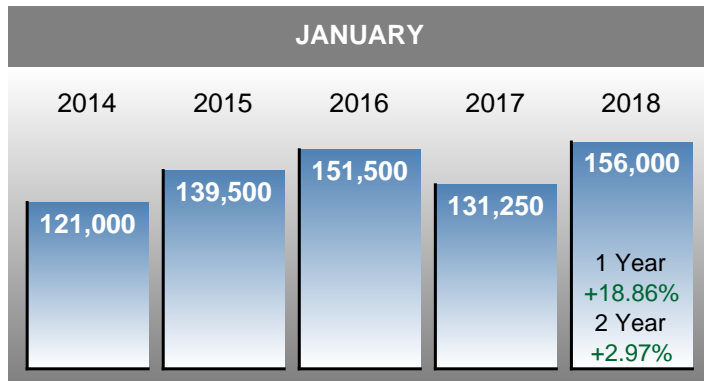
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MEDIAN SOLD PRICE AT CLOSING

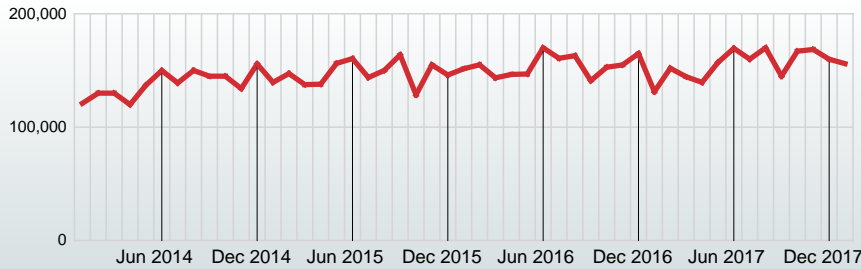
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 139,850

3 MONTHS



High
Aug 2017 = 169,900

Low
Apr 2014 = 119,900

Median Sold Price
this month at **156,000**,
above the 5 yr JAN
average of **139,850**

NOV 168,500

DEC 159,900
-5.10%

JAN 156,000
-2.44%

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	5	6.02%	19,000	19,500	4,750	0	0
\$25,001 - \$100,000	13	15.66%	66,321	41,250	73,111	80,764	0
\$100,001 - \$125,000	9	10.84%	120,000	0	118,000	125,000	0
\$125,001 - \$175,000	22	26.51%	147,250	0	146,999	165,000	0
\$175,001 - \$225,000	15	18.07%	199,900	192,500	189,000	212,500	208,000
\$225,001 - \$275,000	8	9.64%	253,250	0	257,000	244,500	0
\$275,001 and up	11	13.25%	317,000	280,000	303,000	357,000	656,750
Median Sold Price			156,000	33,750	147,000	228,250	298,500
Total Closed Units		100%	156,000	10	52	18	3
Total Closed Volume			14,878,487	732.90K	8.09M	4.54M	1.52M

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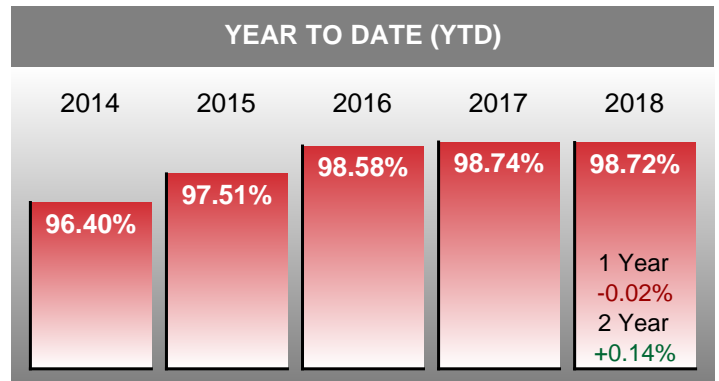
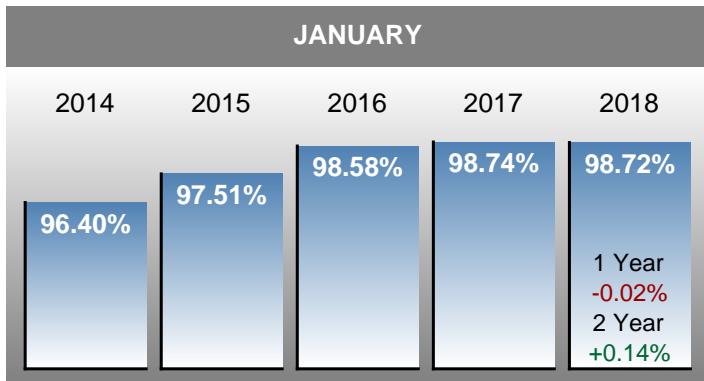
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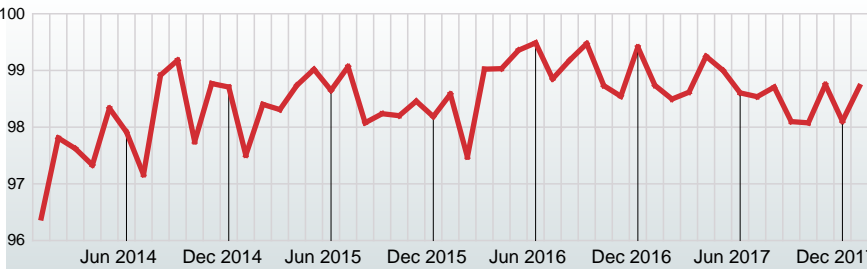


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 97.99% **3 MONTHS**

High
Jun 2016 = 99.49%
Low
Jan 2014 = 96.40%
Median Sold/List Ratio
this month at **98.72%**,
above the 5 yr JAN
average of **97.99%**

N O V	98.75%
D E C	98.11%
	-0.65%
J A N	98.72%
	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
\$25,000 and less	5	6.02%	98.46%	99.23%	95.00%	0.00%	0.00%
\$25,001 - \$100,000	13	15.66%	100.00%	95.25%	100.62%	107.11%	0.00%
\$100,001 - \$125,000	9	10.84%	100.00%	0.00%	100.00%	98.04%	0.00%
\$125,001 - \$175,000	22	26.51%	98.35%	0.00%	99.44%	98.11%	0.00%
\$175,001 - \$225,000	15	18.07%	100.00%	98.72%	100.00%	97.47%	100.00%
\$225,001 - \$275,000	8	9.64%	98.01%	0.00%	98.04%	97.98%	0.00%
\$275,001 and up	11	13.25%	98.25%	98.25%	98.13%	96.92%	95.89%
Median Sold/List Ratio			98.72%	98.35%	99.48%	98.08%	99.50%
Total Closed Units	83	100%	98.72%	10	52	18	3
Total Closed Volume	14,878,487			732.90K	8.09M	4.54M	1.52M

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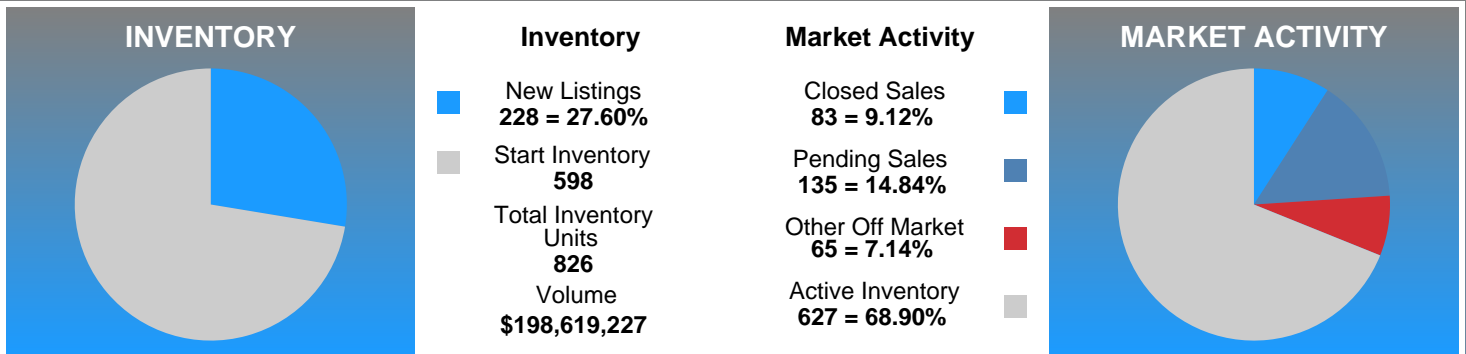
January 2018

Area Delimited by County Of Rogers



MARKET SUMMARY

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

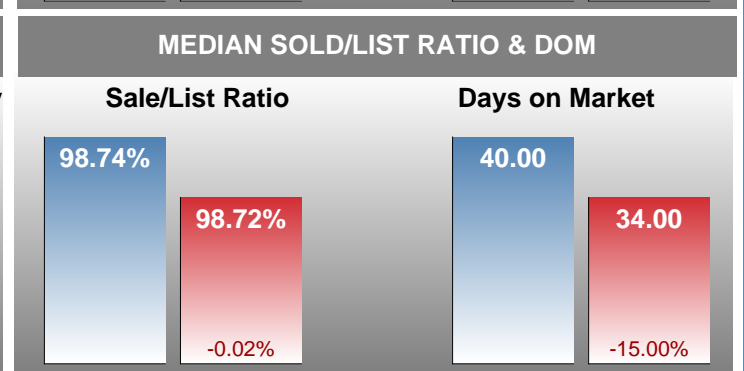
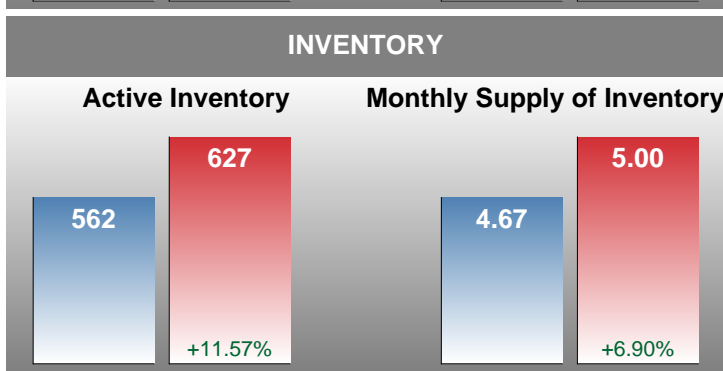
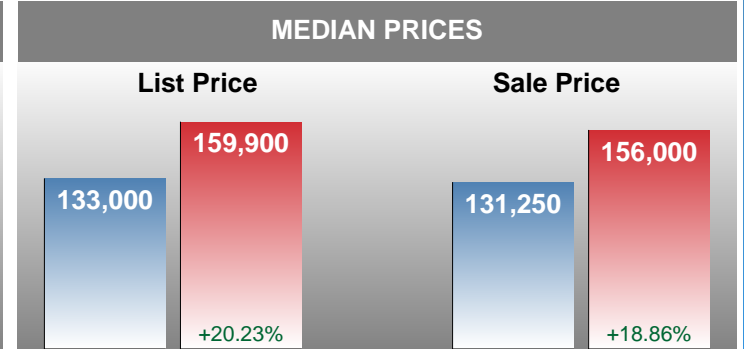
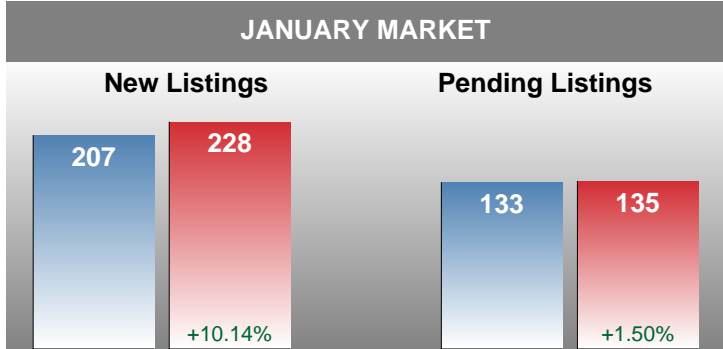


Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	82	83	1.22%	82	83	1.22%
Pending Sales	133	135	1.50%	133	135	1.50%
New Listings	207	228	10.14%	207	228	10.14%
Median List Price	133,000	159,900	20.23%	133,000	159,900	20.23%
Median Sale Price	131,250	156,000	18.86%	131,250	156,000	18.86%
Median Percent of Selling Price to List Price	98.74%	98.72%	-0.02%	98.74%	98.72%	-0.02%
Median Days on Market to Sale	40.00	34.00	-15.00%	40.00	34.00	-15.00%
Monthly Inventory	562	627	11.57%	562	627	11.57%
Months Supply of Inventory	4.67	5.00	6.90%	4.67	5.00	6.90%

Absorption: Last 12 months, an Average of **126** Sales/Month

Inventory on January 31, 2018 = 627

2017 2018



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