



March 2018

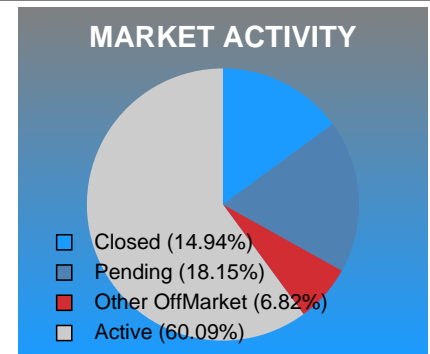
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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%
Average List Price	185,027	190,594	3.01%
Average Sale Price	179,528	184,611	2.83%
Average Percent of List Price to Selling Price	97.14%	96.92%	-0.23%
Average Days on Market to Sale	49.14	51.94	5.72%
End of Month Inventory	4,970	5,284	6.32%
Months Supply of Inventory	4.10	4.32	5.43%



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.

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 **2.83%** in March 2018 to \$184,611 versus the previous year at \$179,528.

Average Days on Market Lengthens

The average number of **51.94** days that homes spent on the market before selling increased by 2.81 days or **5.72%** in March 2018 compared to last year's same month at **49.14** DOM.

Sales Success for March 2018 is Positive

Overall, with Average 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

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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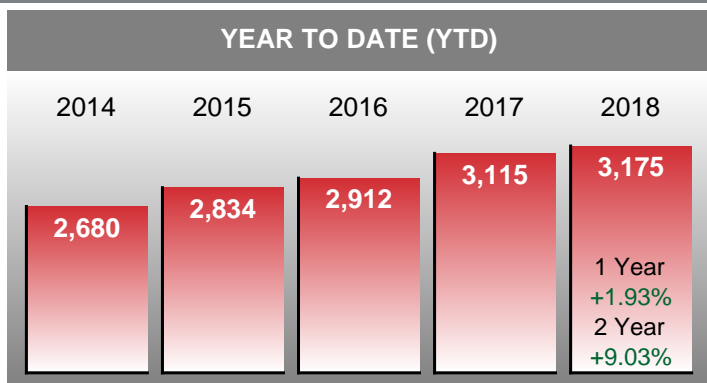
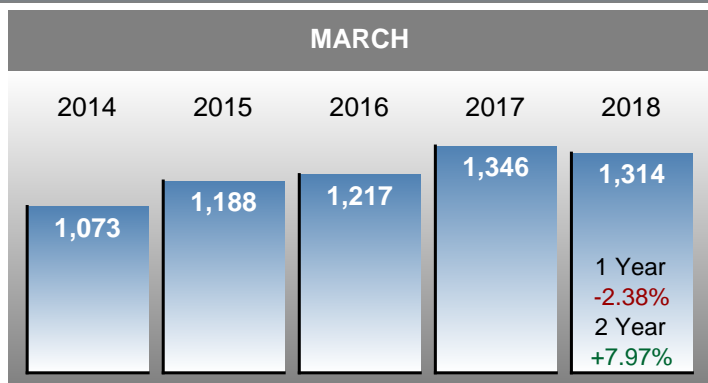
March 2018

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CLOSED LISTINGS

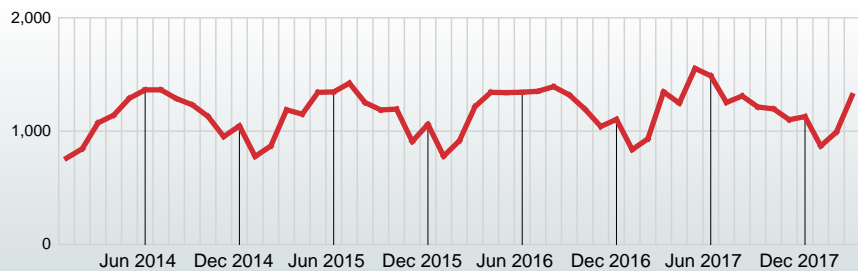
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5 YEAR MARKET ACTIVITY TRENDS

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
14.15%	
32.46%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	114	8.68%	56.1	65	41	8	0
\$50,001 - \$75,000	106	8.07%	59.1	41	49	16	0
\$75,001 - \$125,000	226	17.20%	42.2	35	169	19	3
\$125,001 - \$175,000	328	24.96%	47.5	24	250	52	2
\$175,001 - \$225,000	192	14.61%	52.2	11	109	70	2
\$225,001 - \$300,000	179	13.62%	55.4	15	62	80	22
\$300,001 and up	169	12.86%	62.5	7	43	92	27
Total Closed Units	1,314			198	723	337	56
Total Closed Volume	242,579,452	100%	51.9	20.39M	116.10M	84.48M	21.61M
Average Closed Price	\$184,611			\$102,986	\$160,582	\$250,671	\$385,919

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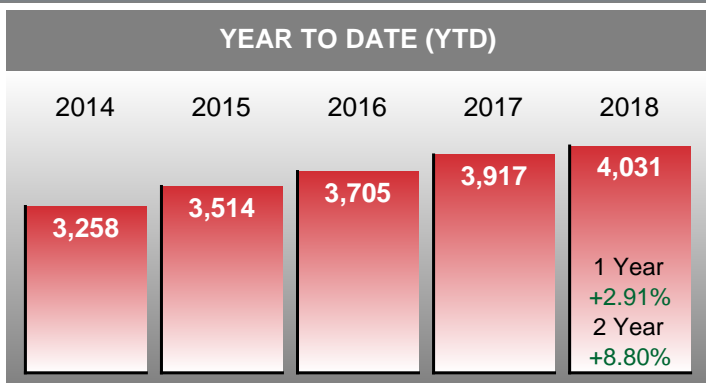
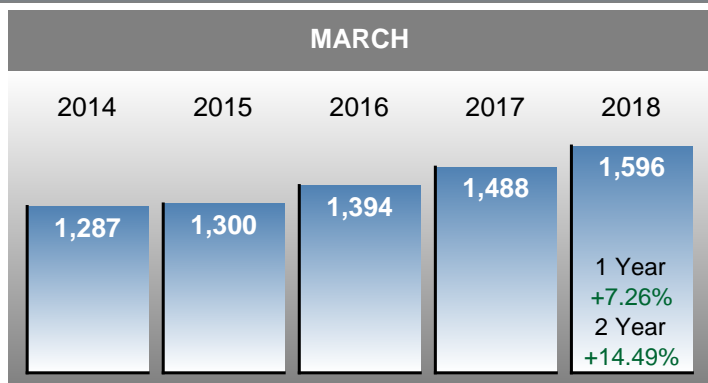
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PENDING LISTINGS

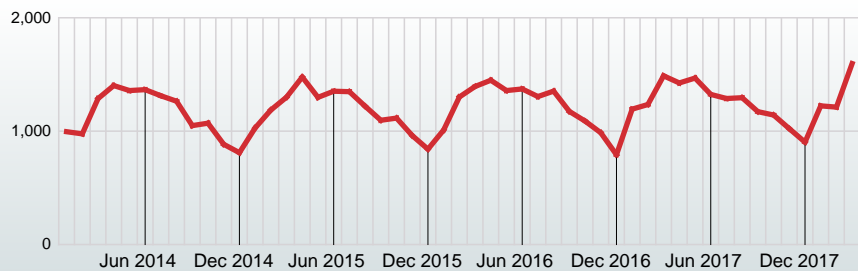
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5 YEAR MARKET ACTIVITY TRENDS

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
-0.90%	
MAR	1,596
31.68%	

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	118	7.39%	42.3	70	39	7	2
\$50,001 - \$100,000	237	14.85%	44.1	101	123	11	2
\$100,001 - \$125,000	133	8.33%	44.8	17	101	14	1
\$125,001 - \$175,000	398	24.94%	42.9	28	296	67	7
\$175,001 - \$225,000	284	17.79%	52.1	14	170	98	2
\$225,001 - \$325,000	253	15.85%	51.4	13	88	134	18
\$325,001 and up	173	10.84%	50.7	3	37	94	39
Total Pending Units	1,596			246	854	425	71
Total Pending Volume	314,690,385	100%	56.1	23.77M	140.00M	114.28M	36.63M
Average Listing Price	\$184,723			\$96,635	\$163,939	\$268,904	\$515,914

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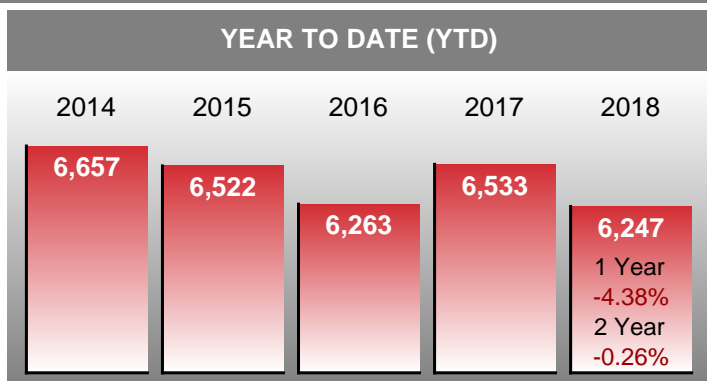
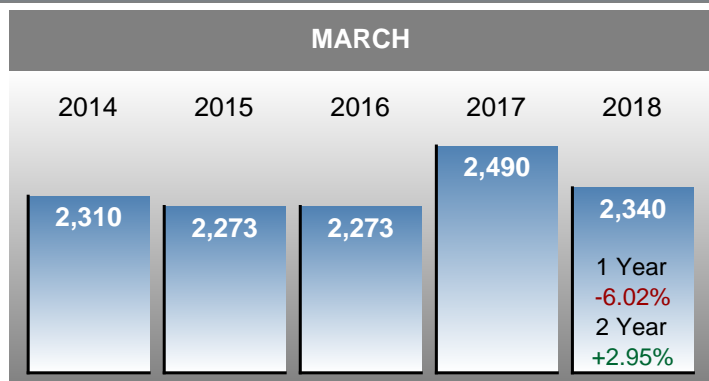
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NEW LISTINGS

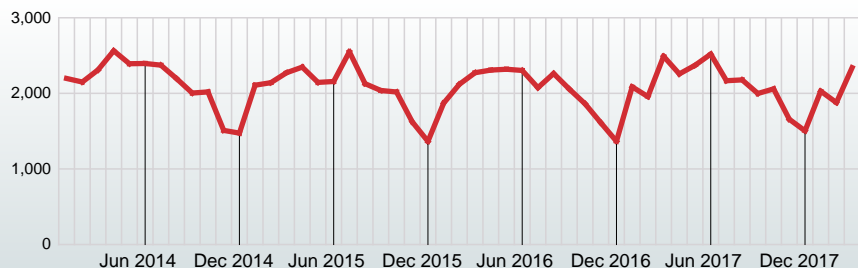
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5 YEAR MARKET ACTIVITY TRENDS

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
Total New Listed Units	2,340		541	1,039	614	146
Total New Listed Volume	597,393,146	100%	104.70M	190.83M	214.29M	87.57M
Average New Listed Listing Price	\$190,655		\$193,528	\$183,665	\$349,012	\$599,820

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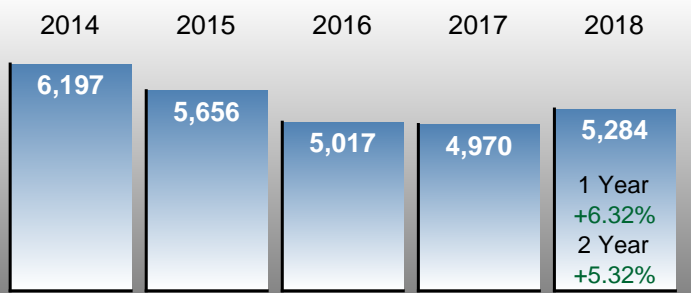
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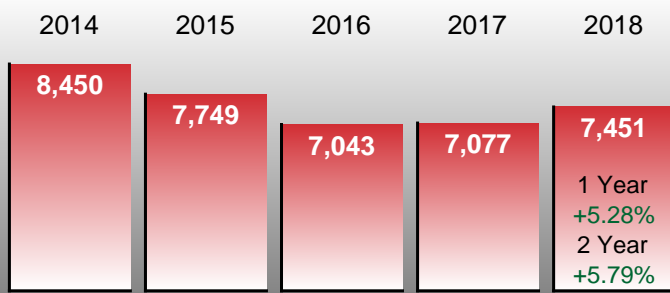
ACTIVE INVENTORY

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END OF MARCH



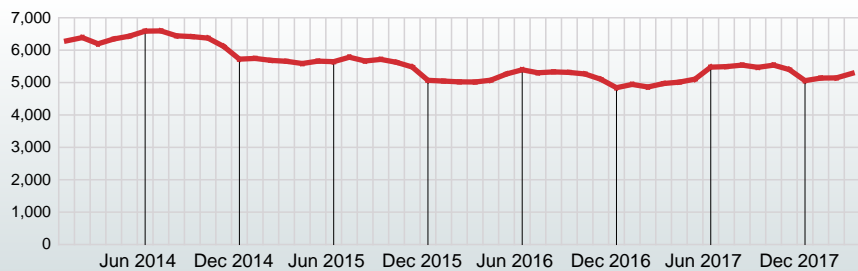
ACTIVE DURING MARCH



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
0.12%	
2.72%	

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	296	5.60%	103.9	280	16	0	0
\$25,001 - \$75,000	784	14.84%	76.1	568	180	35	1
\$75,001 - \$125,000	667	12.62%	80.2	247	355	58	7
\$125,001 - \$225,000	1,338	25.32%	65.2	284	757	273	24
\$225,001 - \$325,000	888	16.81%	69.6	84	295	438	71
\$325,001 - \$525,000	747	14.14%	75.9	84	143	404	116
\$525,001 and up	564	10.67%	81.4	128	52	210	174
Total Active Inventory by Units	5,284			1,675	1,798	1,418	393
Total Active Inventory by Volume	1,492,974,391	100%	74.8	361.38M	354.70M	514.03M	262.87M
Average Active Inventory Listing Price	\$282,546			\$215,750	\$197,272	\$362,503	\$668,877

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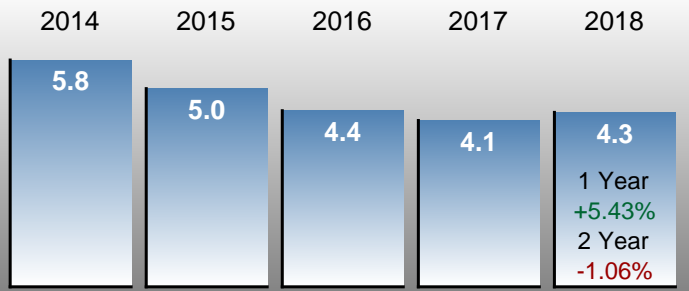
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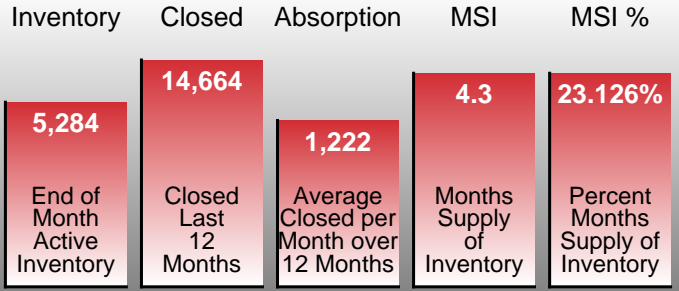
MONTHS SUPPLY of INVENTORY (MSI)

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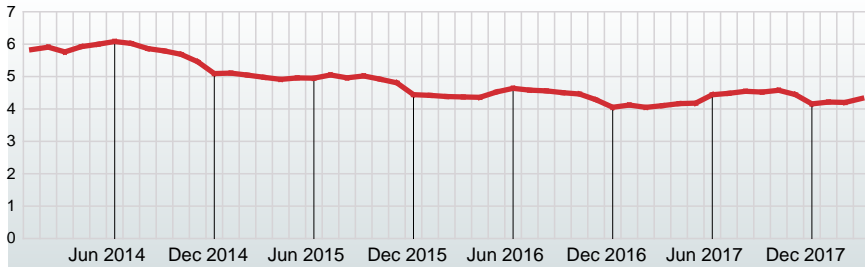
MSI FOR MARCH



INDICATORS FOR MARCH 2018



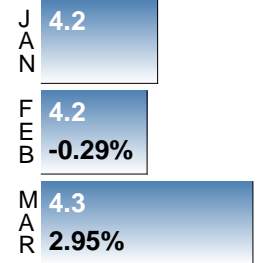
5 YEAR MARKET ACTIVITY TRENDS



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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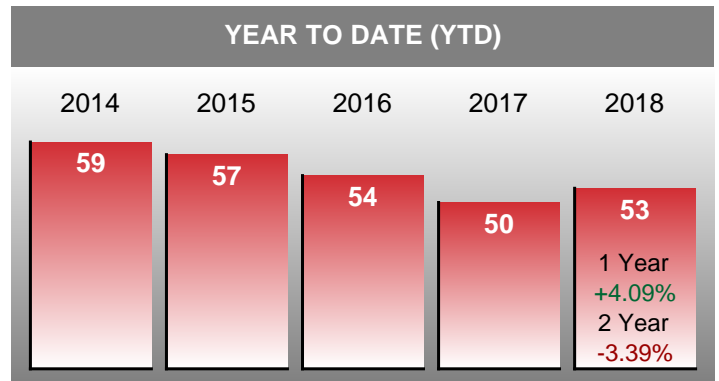
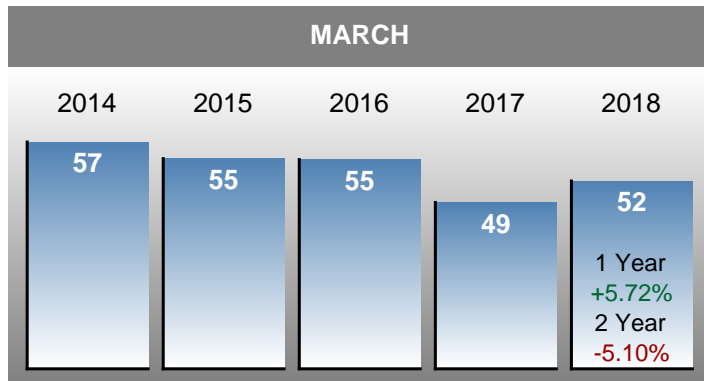
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AVERAGE DAYS ON MARKET TO SALE

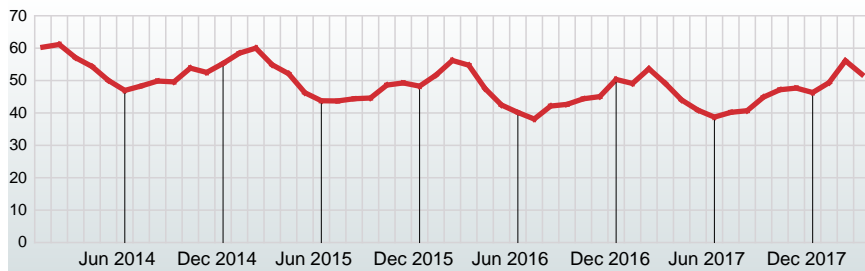
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5 YEAR MARKET ACTIVITY TRENDS

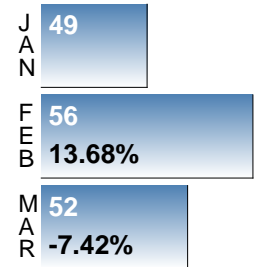
5yr MAR AVG = 54

3 MONTHS



High
Feb 2014 = 61
Low
Jul 2016 = 38

Average Days on Market this month at **52**, below the 5 yr MAR average of **54**



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
\$50,000 and less	114	8.68%	56.1	58.8	51.3	58.3	0.0
\$50,001 - \$75,000	106	8.07%	59.1	55.9	47.3	103.2	0.0
\$75,001 - \$125,000	226	17.20%	42.2	45.5	40.6	51.8	30.0
\$125,001 - \$175,000	328	24.96%	47.5	54.4	44.9	54.2	108.5
\$175,001 - \$225,000	192	14.61%	52.2	85.4	47.2	54.1	75.5
\$225,001 - \$300,000	179	13.62%	55.4	67.8	43.2	64.3	49.1
\$300,001 and up	169	12.86%	62.5	51.7	49.7	70.5	58.2
Average Closed DOM	51.9			57.2	44.9	63.3	55.5
Total Closed Units	1,314	100%	51.9	198	723	337	56
Total Closed Volume	242,579,452			20.39M	116.10M	84.48M	21.61M

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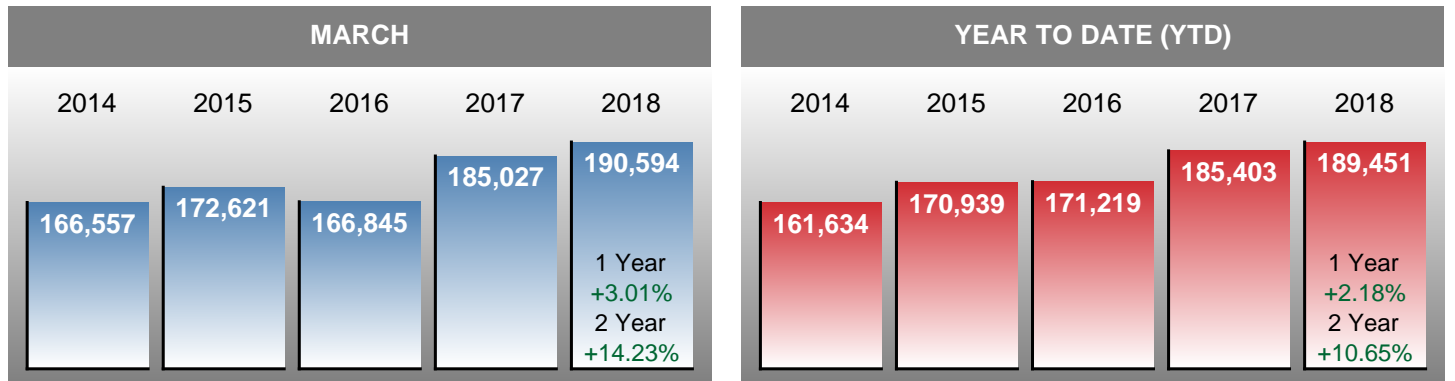
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AVERAGE LIST PRICE AT CLOSING

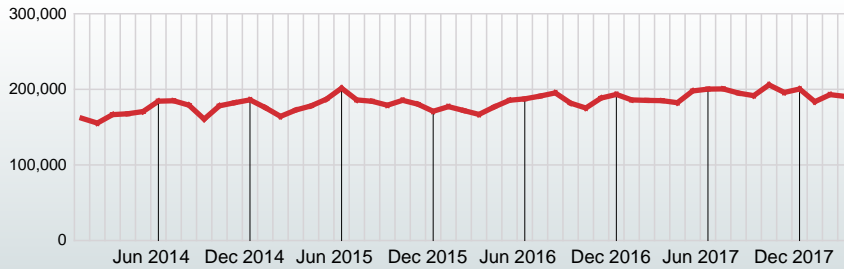
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 176,329

3 MONTHS



High
Oct 2017 = 205,905
Low
Feb 2014 = 155,354
Average List Price
this month at **190,594**,
above the 5 yr MAR
average of **176,329**

JAN	183,649
FEB	193,019
MAR	190,594
5.10%	
-1.26%	

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
\$50,000 and less	103	7.84%	33,064	34,678	37,088	39,588	0
\$50,001 - \$75,000	106	8.07%	63,472	66,585	67,811	63,063	0
\$75,001 - \$125,000	225	17.12%	104,080	107,191	105,652	111,707	114,211
\$125,001 - \$175,000	329	25.04%	151,022	156,267	151,772	156,800	169,450
\$175,001 - \$225,000	199	15.14%	198,310	206,001	196,568	203,281	207,150
\$225,001 - \$300,000	180	13.70%	263,474	277,993	259,441	263,819	274,578
\$300,001 and up	172	13.09%	466,937	402,557	505,700	426,016	575,375
Average List Price			190,594	109,798	165,834	255,580	404,851
Total Closed Units		100%	1,314	198	723	337	56
Total Closed Volume			250,440,144	21.74M	119.90M	86.13M	22.67M

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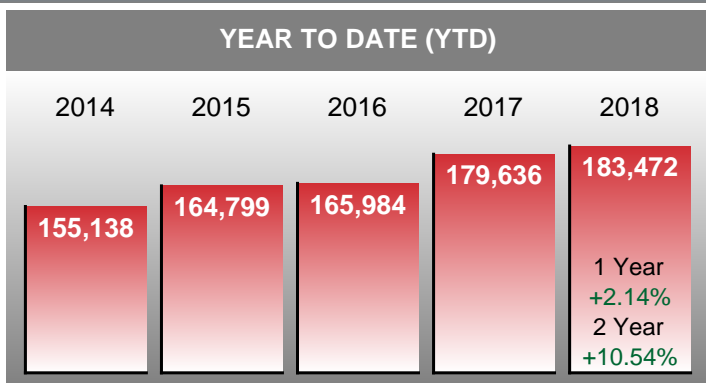
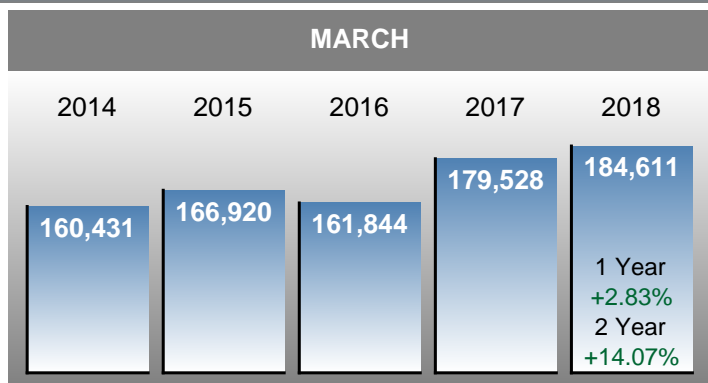
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AVERAGE SOLD PRICE AT CLOSING

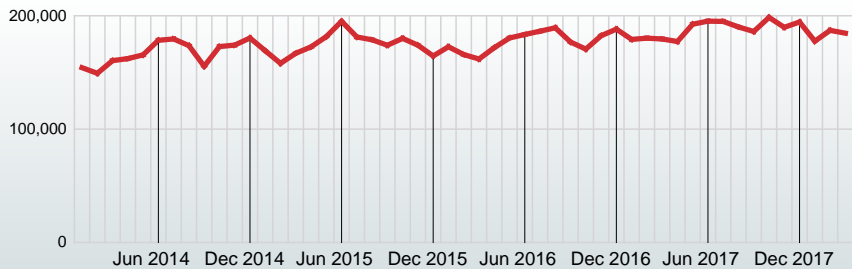
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 170,667

3 MONTHS



High
Oct 2017 = 198,519
Low
Feb 2014 = 149,244
Average Sold Price
this month at **184,611**,
above the 5 yr MAR
average of **170,667**

JAN	177,602
FEB	187,107
MAR	184,611
5.35%	
-1.33%	

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
\$50,000 and less	114	8.68%	30,845	29,866	32,451	30,563	0
\$50,001 - \$75,000	106	8.07%	63,526	63,369	64,164	61,978	0
\$75,001 - \$125,000	226	17.20%	102,841	101,817	102,696	105,554	105,778
\$125,001 - \$175,000	328	24.96%	150,859	148,021	149,841	156,733	159,500
\$175,001 - \$225,000	192	14.61%	196,283	193,068	193,824	200,441	202,450
\$225,001 - \$300,000	179	13.62%	259,704	263,267	255,647	259,385	269,873
\$300,001 and up	169	12.86%	446,344	380,429	461,244	416,333	541,963
Average Sold Price			184,611	102,986	160,582	250,671	385,919
Total Closed Units		100%	1,314	198	723	337	56
Total Closed Volume			242,579,452	20.39M	116.10M	84.48M	21.61M

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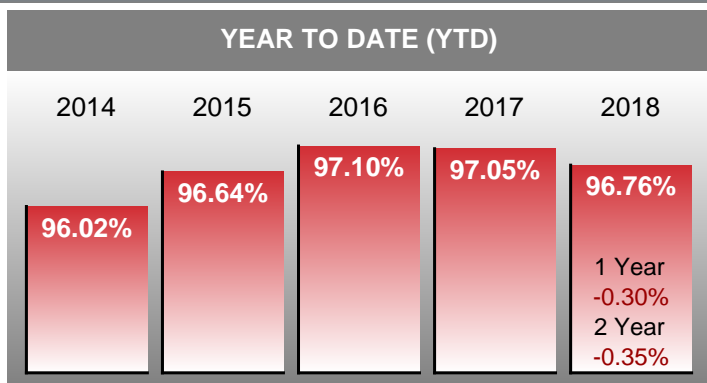
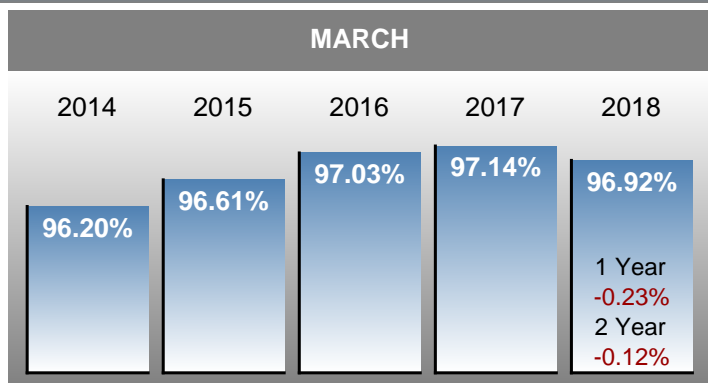
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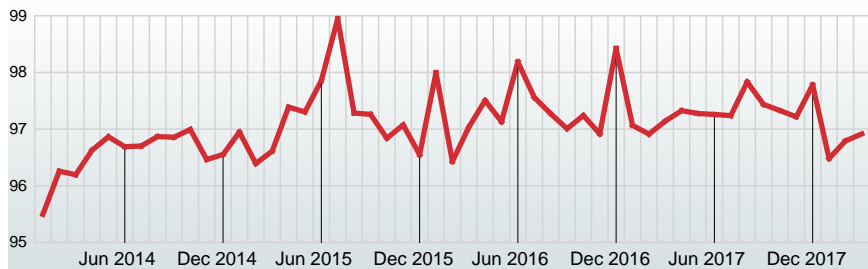


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 96.78%

3 MONTHS

High
Jul 2015 = 98.95%
Low
Jan 2014 = 95.50%
Average Sold/List Ratio
this month at **96.92%**,
equal to 5 yr MAR
average of **96.78%**

JAN	96.48%
FEB	96.79%
MAR	96.92%
APR	0.13%

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
\$50,000 and less	114	8.68%	85.76%	86.07%	87.00%	76.84%	0.00%
\$50,001 - \$75,000	106	8.07%	96.35%	95.63%	95.95%	99.45%	0.00%
\$75,001 - \$125,000	226	17.20%	97.36%	95.23%	98.11%	94.97%	94.59%
\$125,001 - \$175,000	328	24.96%	98.85%	95.29%	98.92%	100.31%	94.05%
\$175,001 - \$225,000	192	14.61%	98.51%	94.68%	98.76%	98.73%	97.95%
\$225,001 - \$300,000	179	13.62%	98.24%	95.38%	98.60%	98.48%	98.26%
\$300,001 and up	169	12.86%	97.26%	94.63%	96.86%	98.15%	95.58%
Average Sold/List Ratio			96.90%	92.27%	97.68%	98.06%	96.61%
Total Closed Units	1,314	100%	96.90%	198	723	337	56
Total Closed Volume	242,579,452			20.39M	116.10M	84.48M	21.61M

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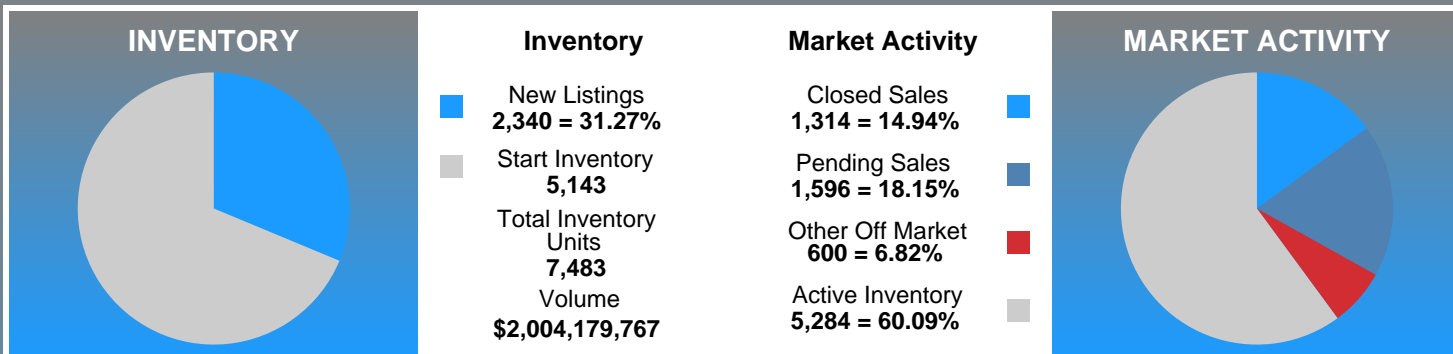
March 2018

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



MARKET SUMMARY

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

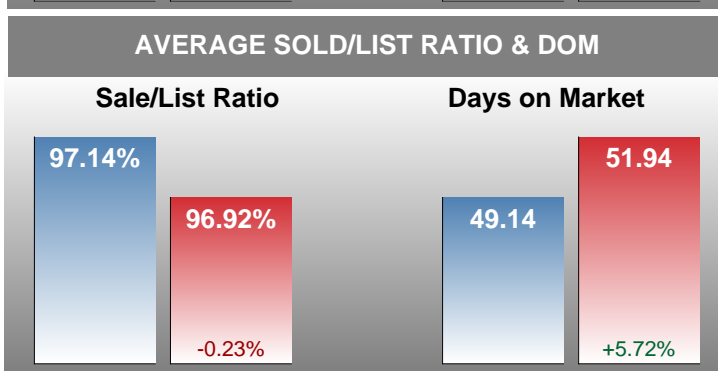
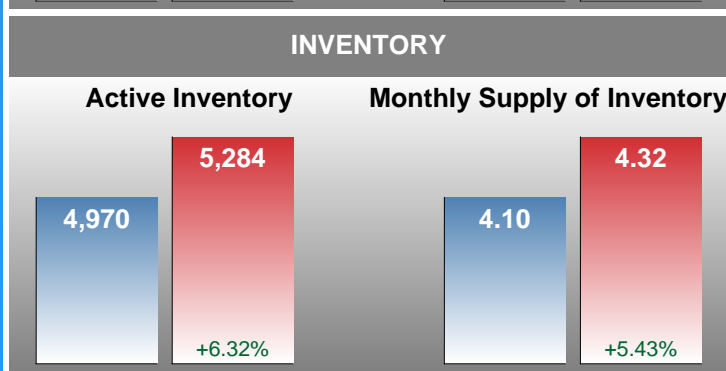
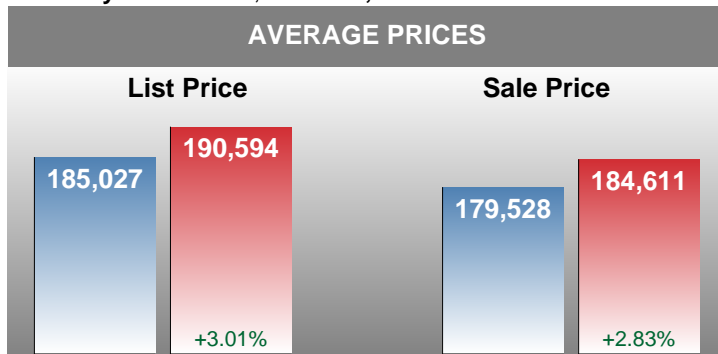
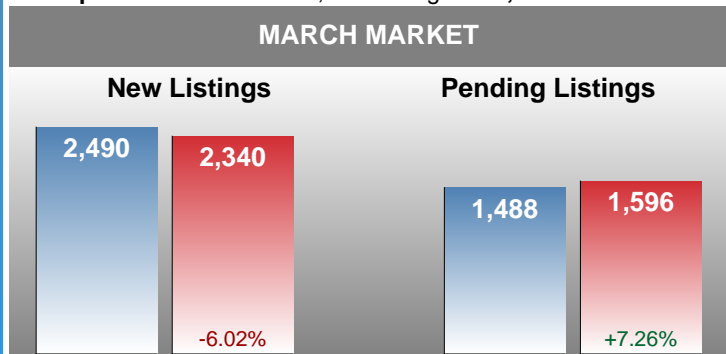


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,346	1,314	-2.38%	3,115	3,175	1.93%
Pending Sales	1,488	1,596	7.26%	3,917	4,031	2.91%
New Listings	2,490	2,340	-6.02%	6,533	6,247	-4.38%
Average List Price	185,027	190,594	3.01%	185,403	189,451	2.18%
Average Sale Price	179,528	184,611	2.83%	179,636	183,472	2.14%
Average Percent of Selling Price to List Price	97.14%	96.92%	-0.23%	97.05%	96.76%	-0.30%
Average Days on Market to Sale	49.14	51.94	5.72%	50.47	52.54	4.09%
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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