

March 2018

Area Delimited by County Of Washington

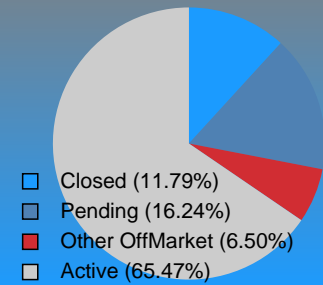


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	73	69	-5.48%
Pending Listings	89	95	6.74%
New Listings	158	124	-21.52%
Average List Price	129,927	150,729	16.01%
Average Sale Price	125,229	145,526	16.21%
Average Percent of List Price to Selling Price	96.38%	95.98%	-0.41%
Average Days on Market to Sale	53.21	62.33	17.16%
End of Month Inventory	424	383	-9.67%
Months Supply of Inventory	6.21	5.61	-9.67%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of March 31, 2018 = **383**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2018 decreased **9.67%** to 383 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **5.61** 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 **16.21%** in March 2018 to \$145,526 versus the previous year at \$125,229.

Average Days on Market Lengthens

The average number of **62.33** days that homes spent on the market before selling increased by 9.13 days or **17.16%** in March 2018 compared to last year's same month at **53.21** 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 124 New Listings in March 2018, down **21.52%** from last year at 158. Furthermore, there were 69 Closed Listings this month versus last year at 73, a **-5.48%** decrease.

Closed versus Listed trends yielded a **55.6%** ratio, up from previous year's, March 2017, at **46.2%**, a **20.44%** upswing. This will certainly create pressure on a decreasing 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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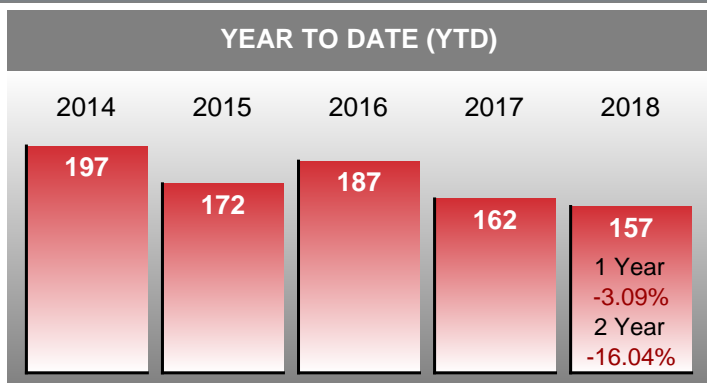
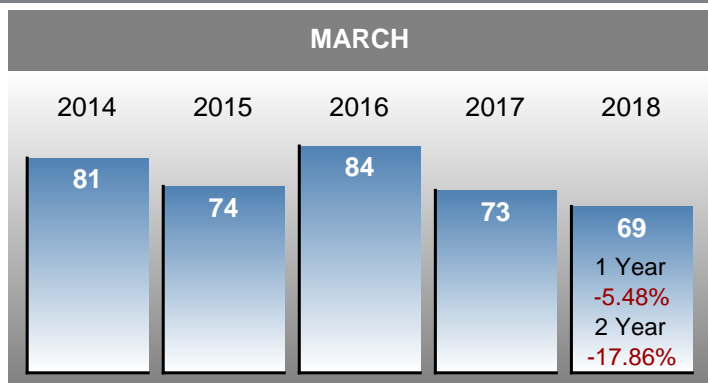
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CLOSED LISTINGS

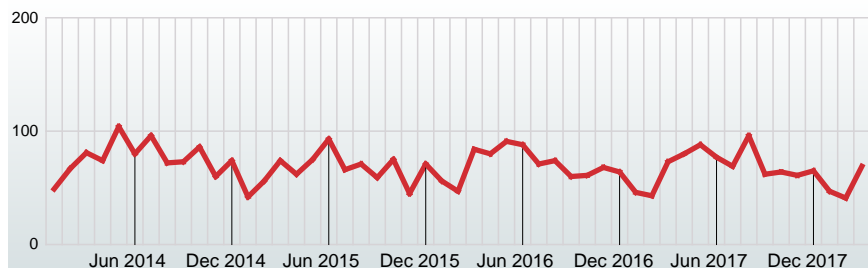
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 76

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **69**,
below the 5 yr MAR
average of **76**

JAN	47
FEB	41
MAR	69
-12.77%	
68.29%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	4.35%	80.7	1	1	1	0
\$20,001 - \$50,000	11	15.94%	77.5	7	3	1	0
\$50,001 - \$90,000	11	15.94%	51.8	3	8	0	0
\$90,001 - \$130,000	12	17.39%	61.2	0	9	2	1
\$130,001 - \$190,000	16	23.19%	54.8	0	9	6	1
\$190,001 - \$330,000	9	13.04%	47.2	0	3	4	2
\$330,001 and up	7	10.14%	85.9	1	1	2	3
Total Closed Units	69			12	34	16	7
Total Closed Volume	10,041,325	100%	62.3	930.25K	4.10M	2.92M	2.09M
Average Closed Price	\$145,526			\$77,521	\$120,695	\$182,253	\$298,771

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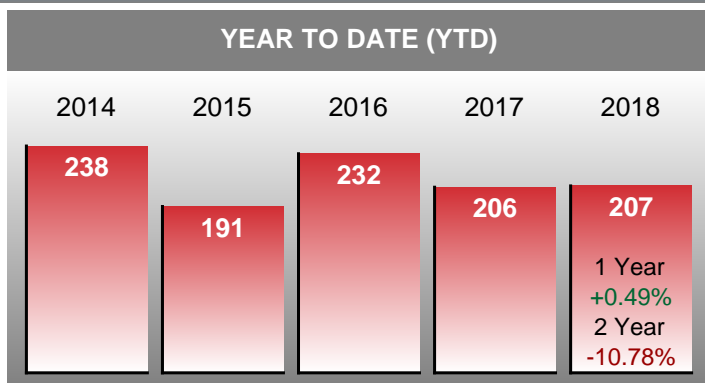
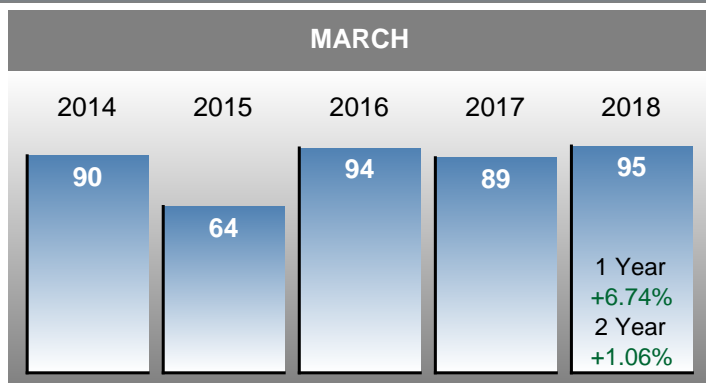
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PENDING LISTINGS

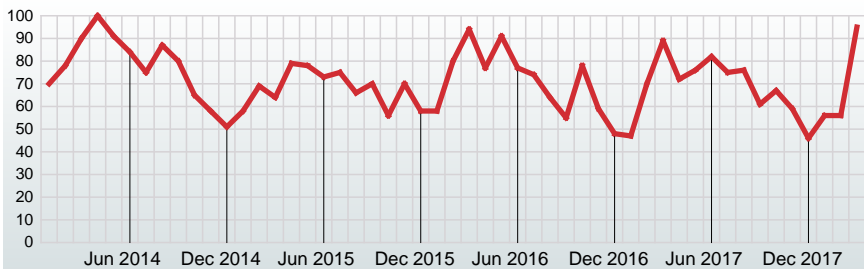
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 86

3 MONTHS



High
Apr 2014 = 100
Low
Dec 2017 = 46
Pending Listings
this month at **95**,
above the 5 yr MAR
average of **86**

JAN	56
FEB	56 0.00%
MAR	95 69.64%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	8.42%	90.4	4	3	1	0
\$40,001 - \$60,000	10	10.53%	55.1	4	6	0	0
\$60,001 - \$80,000	16	16.84%	57.4	4	9	2	1
\$80,001 - \$140,000	24	25.26%	53.7	1	20	3	0
\$140,001 - \$180,000	13	13.68%	43.4	0	7	4	2
\$180,001 - \$230,000	10	10.53%	43.3	0	5	5	0
\$230,001 and up	14	14.74%	67.6	0	2	10	2
Total Pending Units	95			13	52	25	5
Total Pending Volume	12,948,048	100%	77.6	673.95K	5.95M	5.40M	929.80K
Average Listing Price	\$72,850			\$51,842	\$114,408	\$215,804	\$185,960

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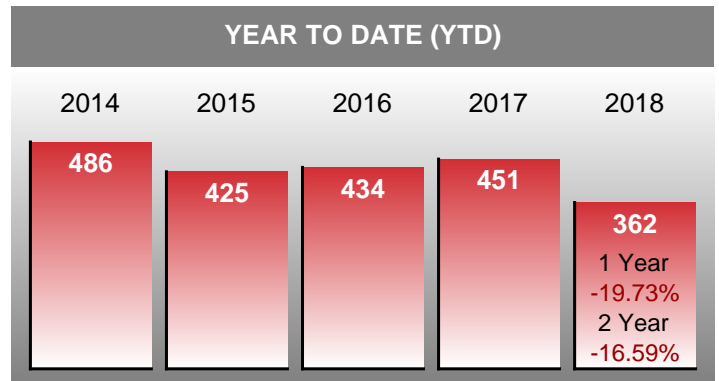
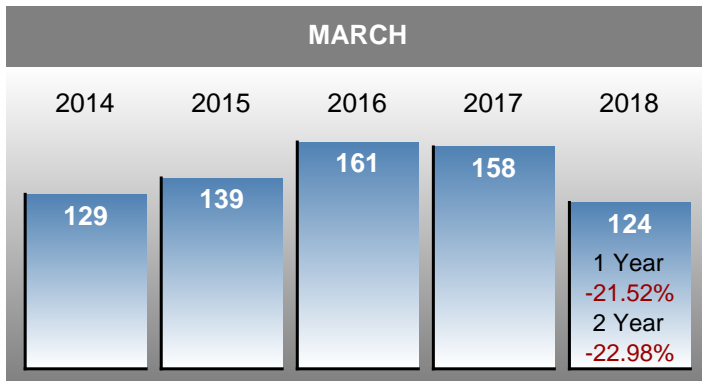
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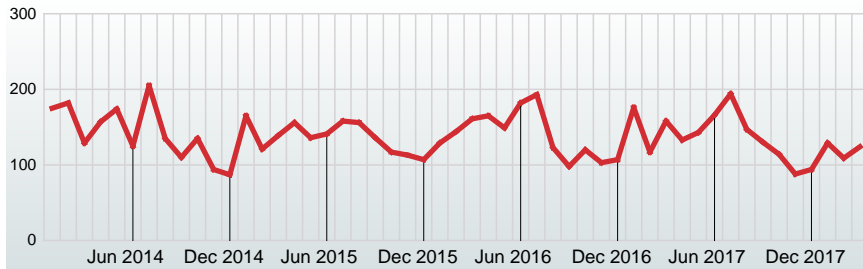


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 142

3 MONTHS

High
Jul 2014 = 205
Low
Dec 2014 = 87
New Listings
this month at **124**,
below the 5 yr MAR
average of **142**

JAN	129
FEB	109 -15.50%
MAR	124 13.76%

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	11	8.87%	6	5	0	0
\$50,001 - \$70,000	17	13.71%	6	11	0	0
\$70,001 - \$110,000	15	12.10%	5	7	3	0
\$110,001 - \$170,000	37	29.84%	3	22	10	2
\$170,001 - \$230,000	15	12.10%	0	6	8	1
\$230,001 - \$290,000	15	12.10%	0	4	10	1
\$290,001 and up	14	11.29%	1	2	10	1
Total New Listed Units	124		21	57	41	5
Total New Listed Volume	21,710,428	100%	1.95M	8.08M	10.56M	1.12M
Average New Listed Listing Price	\$88,333		\$93,057	\$141,731	\$257,534	\$223,740

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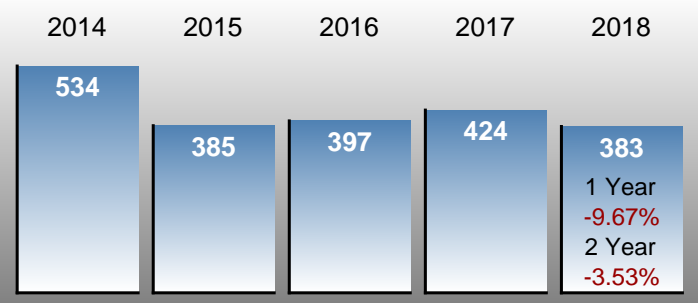
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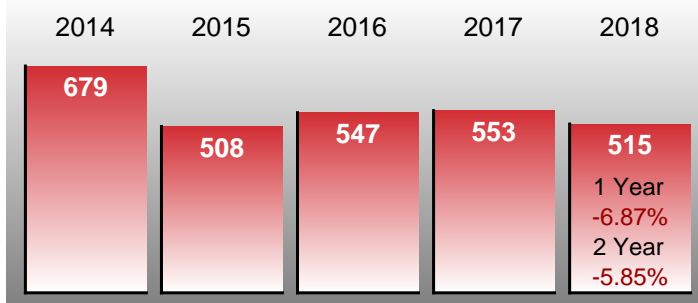
ACTIVE INVENTORY

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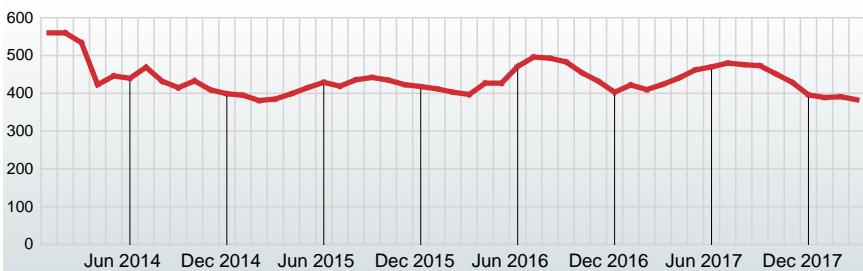
END OF MARCH



ACTIVE DURING MARCH



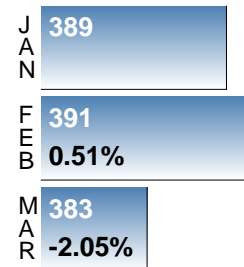
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 425

3 MONTHS

High
Feb 2014 = 560
Low
Feb 2015 = 381
Inventory
this month at **383**,
below the 5 yr MAR
average of **425**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	42	10.97%	117.0	37	3	1	1
\$25,001-\$50,000	51	13.32%	146.2	36	13	2	0
\$50,001-\$125,000	139	36.29%	92.8	69	60	9	1
\$125,001-\$225,000	65	16.97%	58.9	11	26	27	1
\$225,001-\$325,000	47	12.27%	53.7	4	15	22	6
\$325,001 and up	39	10.18%	89.6	13	6	17	3
Total Active Inventory by Units	383			170	123	78	12
Total Active Inventory by Volume	61,865,873	100%	91.7	21.39M	17.76M	19.61M	3.10M
Average Active Inventory Listing Price	\$161,530			\$125,840	\$144,395	\$251,390	\$258,675

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March 2018

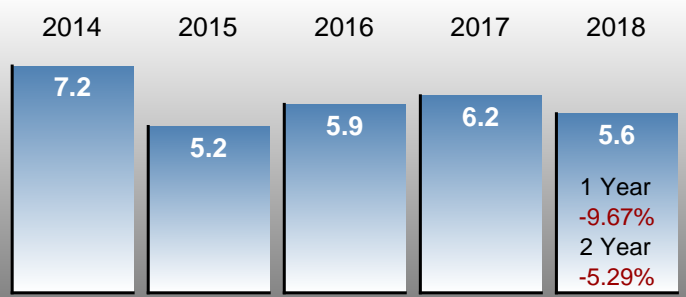
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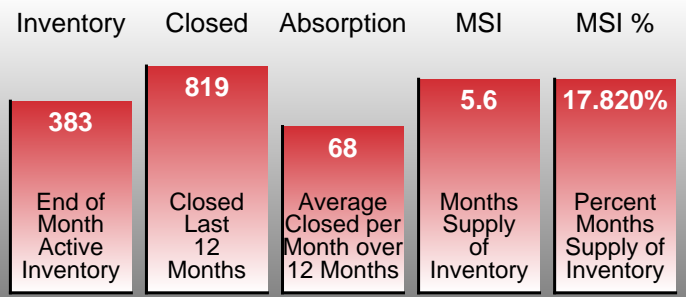
MONTHS SUPPLY of INVENTORY (MSI)

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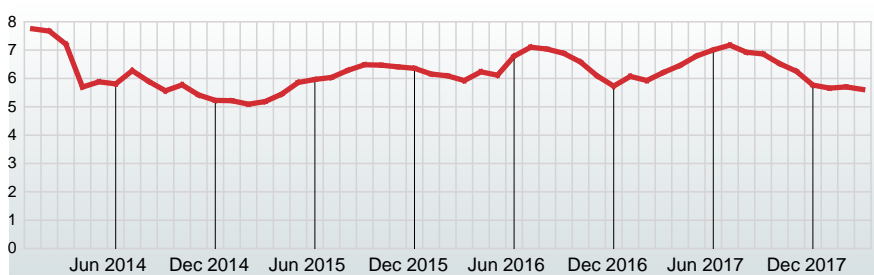
MSI FOR MARCH



INDICATORS FOR MARCH 2018



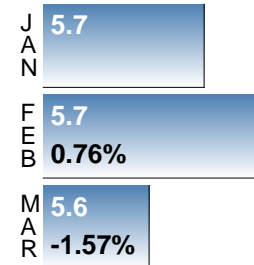
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 6.0

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply this month at 5.6, equal to 5 yr MAR 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
\$20,000 and less	36	9.40%	17.3	28.3	1.2	12.0	0.0
\$20,001 \$40,000	37	9.66%	6.7	11.6	3.0	1.5	0.0
\$40,001 \$60,000	50	13.05%	9.7	17.5	5.4	6.0	0.0
\$60,001 \$130,000	113	29.50%	4.2	11.5	2.8	2.9	4.0
\$130,001 \$220,000	60	15.67%	3.3	15.0	2.7	3.4	0.9
\$220,001 \$330,000	49	12.79%	6.8	24.0	8.7	4.9	10.3
\$330,001 and up	38	9.92%	10.9	52.0	10.3	7.7	5.1
Market Supply of Inventory (MSI)	5.6			15.7	3.4	4.2	4.6
Total Active Inventory by Units	383	100%	5.6	170	123	78	12

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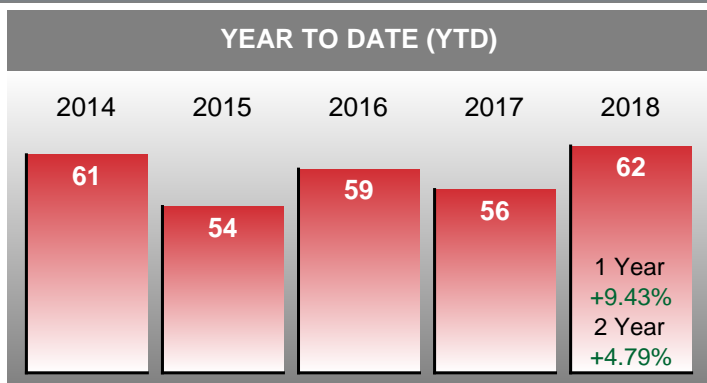
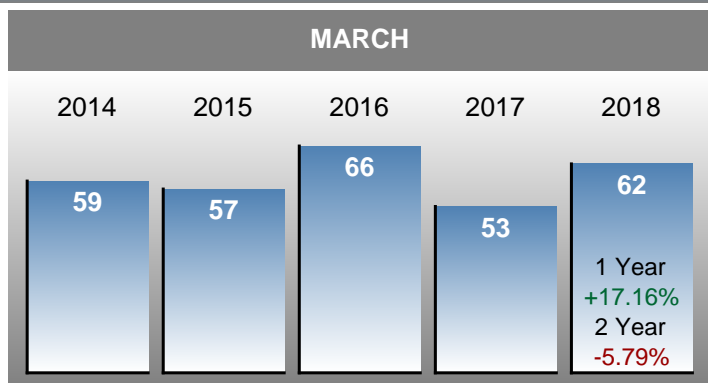
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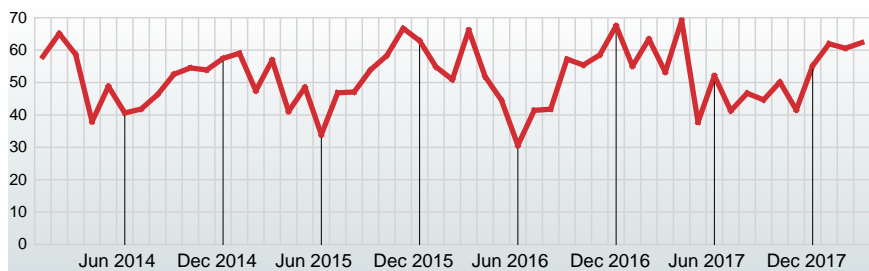
AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 59 **3 MONTHS**



High
Apr 2017 = 69
Low
Jun 2016 = 31
Average Days on Market
this month at **62**,
above the 5 yr MAR
average of **59**

JAN	62
FEB	61 -2.21%
MAR	62 2.89%

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
\$20,000 and less	3	4.35%	80.7	101.0	102.0	39.0	0.0
\$20,001 \$50,000	11	15.94%	77.5	85.6	58.0	80.0	0.0
\$50,001 \$90,000	11	15.94%	51.8	43.7	54.9	0.0	0.0
\$90,001 \$130,000	12	17.39%	61.2	0.0	51.1	96.0	82.0
\$130,001 \$190,000	16	23.19%	54.8	0.0	40.8	83.7	7.0
\$190,001 \$330,000	9	13.04%	47.2	0.0	40.3	47.0	58.0
\$330,001 and up	7	10.14%	85.9	1.0	99.0	45.0	137.0
Average Closed DOM			62.3	69.3	51.8	68.2	88.0
Total Closed Units		100%	62.3	12	34	16	7
Total Closed Volume			10,041,325	930.25K	4.10M	2.92M	2.09M

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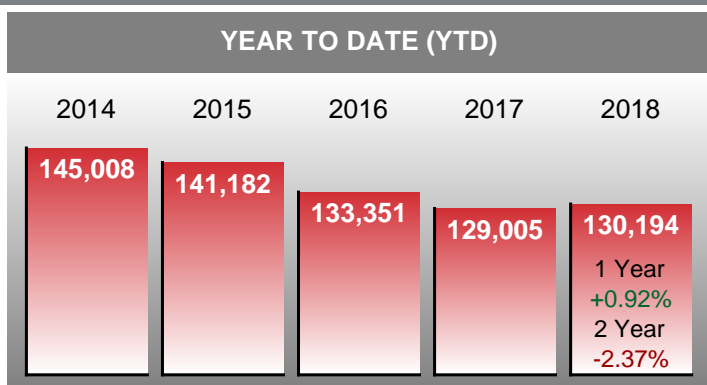
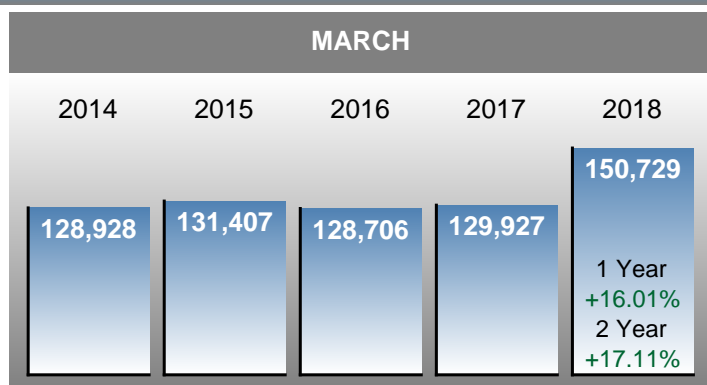
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AVERAGE LIST PRICE AT CLOSING

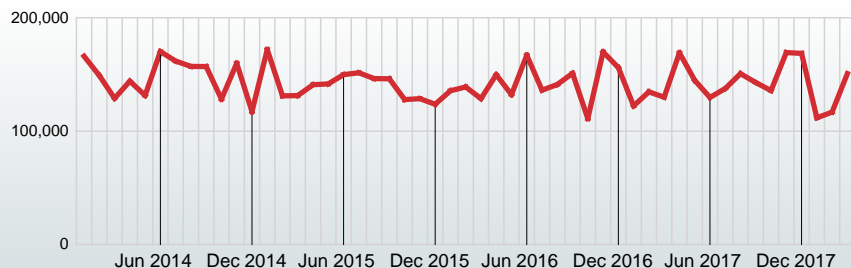
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 133,940

3 MONTHS



High
Jan 2015 = 171,894
Low
Oct 2016 = 111,092
Average List Price
this month at **150,729**,
above the 5 yr MAR
average of **133,940**

JAN	111,740
FEB	116,789
MAR	150,729
4.52%	
29.06%	

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	5	7.25%	18,530	25,013	22,500	5,000	0
\$25,001 - \$50,000	9	13.04%	40,144	41,200	40,567	39,900	0
\$50,001 - \$75,000	7	10.14%	66,829	68,467	70,367	0	0
\$75,001 - \$125,000	15	21.74%	104,560	0	106,464	112,500	125,000
\$125,001 - \$175,000	15	21.74%	148,293	0	146,437	148,833	159,900
\$175,001 - \$325,000	10	14.49%	225,445	0	221,475	251,690	222,500
\$325,001 and up	8	11.59%	428,913	595,000	388,000	344,450	474,833
Average List Price			150,729	88,771	123,026	187,359	307,771
Total Closed Units		100%	150,729	12	34	16	7
Total Closed Volume			10,400,299	1.07M	4.18M	3.00M	2.15M

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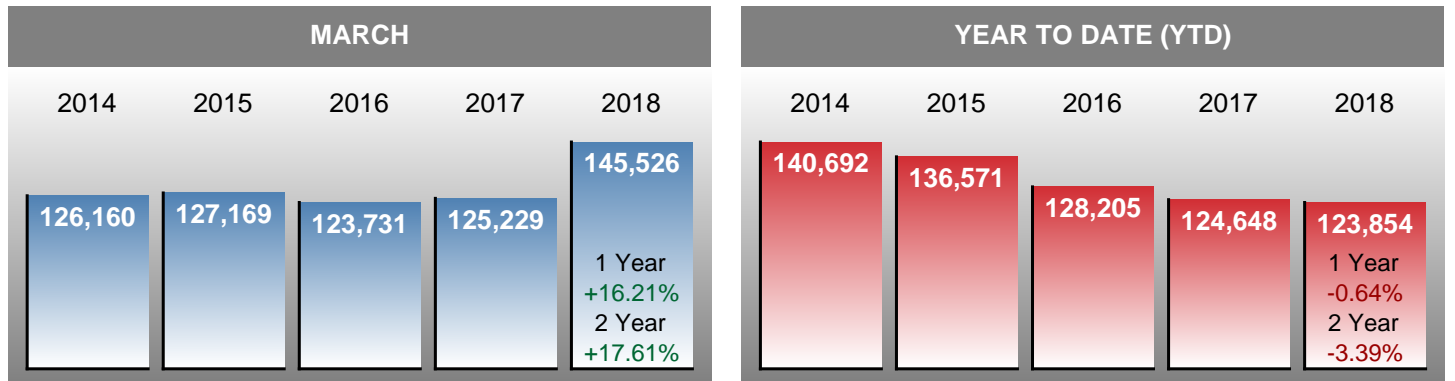
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AVERAGE SOLD PRICE AT CLOSING

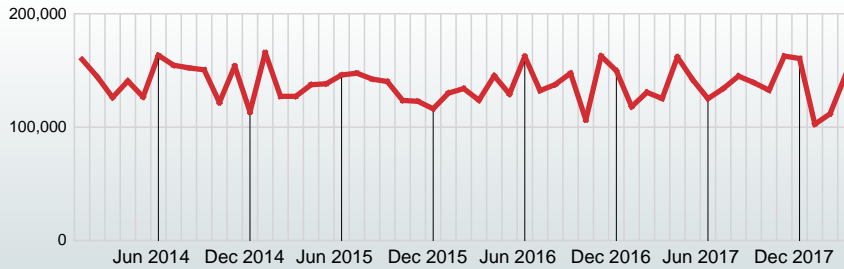
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 129,563

3 MONTHS



High
Jan 2015 = 165,666
Low
Jan 2018 = 102,591
Average Sold Price
this month at **145,526**,
above the 5 yr MAR
average of **129,563**

JAN	102,591
FEB	111,755
MAR	145,526
8.93%	
30.22%	

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
\$20,000 and less	3	4.35%	12,617	15,250	17,600	5,000	0
\$20,001 - \$50,000	11	15.94%	32,773	31,714	34,500	35,000	0
\$50,001 - \$90,000	11	15.94%	68,954	64,333	70,686	0	0
\$90,001 - \$130,000	12	17.39%	114,850	0	112,466	121,250	123,500
\$130,001 - \$190,000	16	23.19%	151,494	0	148,928	153,942	159,900
\$190,001 - \$330,000	9	13.04%	240,833	0	231,500	257,000	222,500
\$330,001 and up	7	10.14%	416,413	500,000	370,000	340,945	454,333
Average Sold Price			145,526	77,521	120,695	182,253	298,771
Total Closed Units		100%	145,526	12	34	16	7
Total Closed Volume			10,041,325	930.25K	4.10M	2.92M	2.09M

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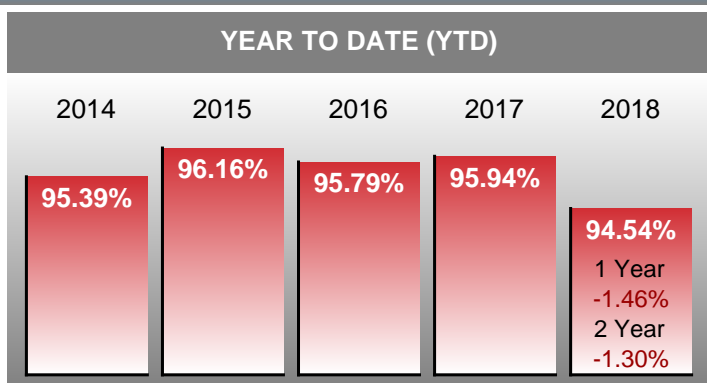
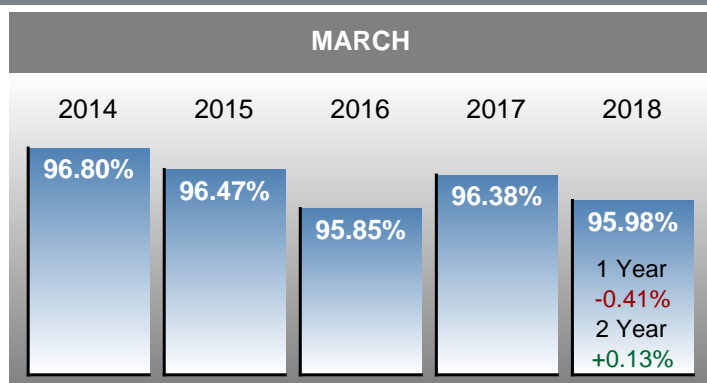
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

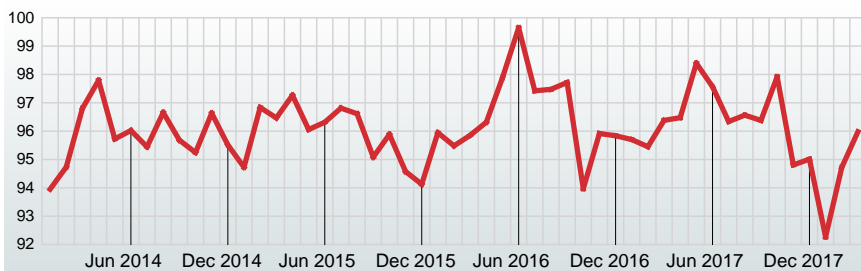
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 96.30%

3 MONTHS



High
Jun 2016 = 99.65%
Low
Jan 2018 = 92.27%

Average Sold/List Ratio this month at **95.98%**, equal to 5 yr MAR average of **96.30%**

JAN	92.27%
FEB	94.72%
MAR	95.98%
APR	1.33%

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
\$20,000 and less	3	4.35%	92.74%	100.00%	78.22%	100.00%	0.00%
\$20,001 - \$50,000	11	15.94%	88.21%	89.67%	84.98%	87.72%	0.00%
\$50,001 - \$90,000	11	15.94%	94.75%	94.51%	94.84%	0.00%	0.00%
\$90,001 - \$130,000	12	17.39%	100.37%	0.00%	101.41%	96.46%	98.80%
\$130,001 - \$190,000	16	23.19%	98.79%	0.00%	99.24%	97.91%	100.00%
\$190,001 - \$330,000	9	13.04%	97.80%	0.00%	98.22%	96.39%	100.00%
\$330,001 and up	7	10.14%	95.22%	84.03%	95.36%	98.98%	96.39%
Average Sold/List Ratio			96.00%	91.27%	96.70%	96.98%	98.28%
Total Closed Units	69	100%	96.00%	12	34	16	7
Total Closed Volume	10,041,325			930.25K	4.10M	2.92M	2.09M

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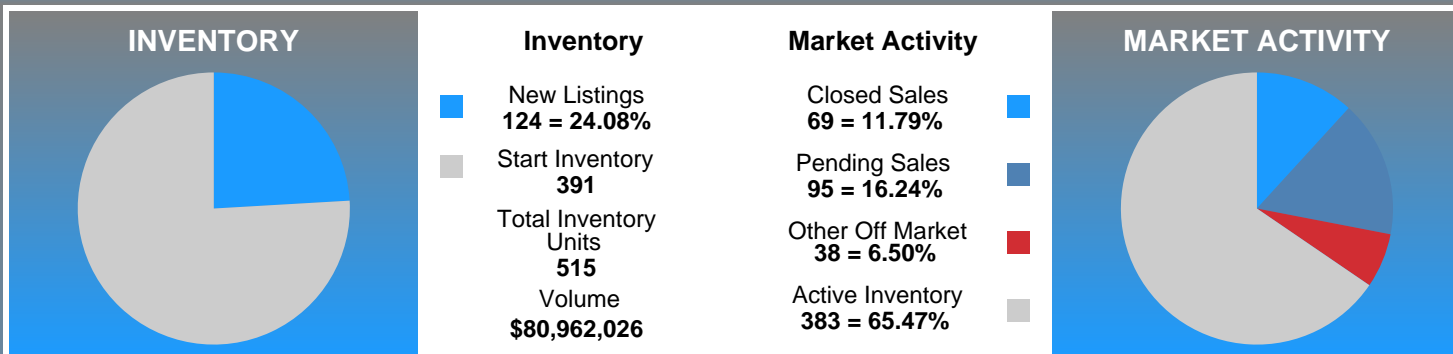
March 2018

Area Delimited by County Of Washington



MARKET SUMMARY

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

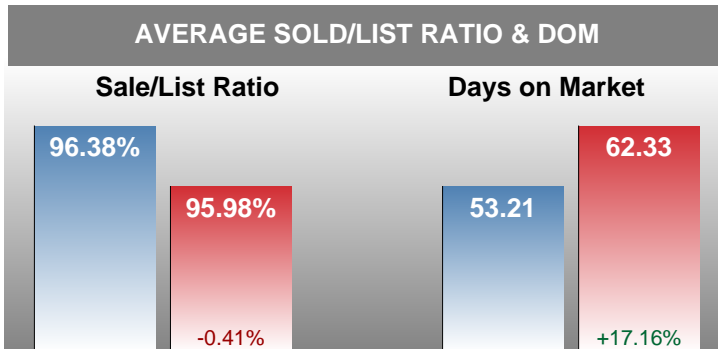
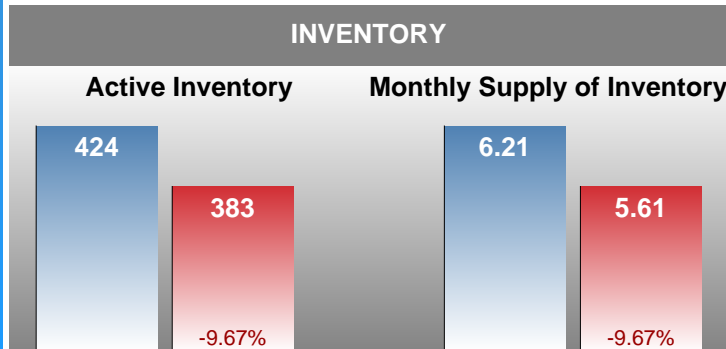
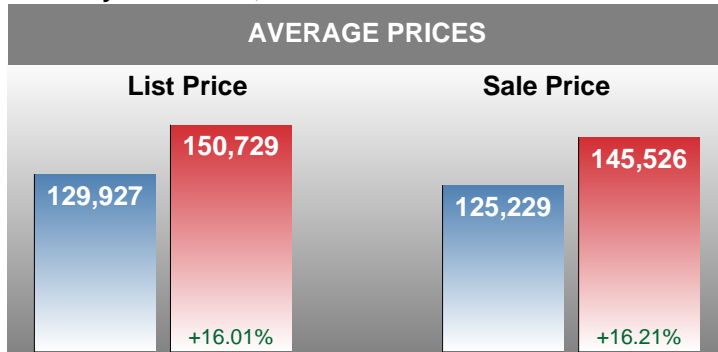
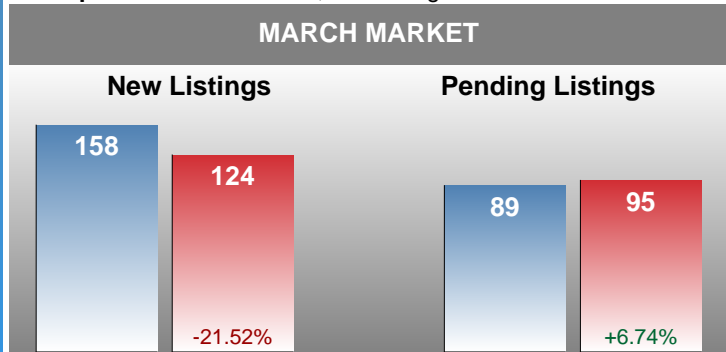


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	73	69	-5.48%	162	157	-3.09%
Pending Sales	89	95	6.74%	206	207	0.49%
New Listings	158	124	-21.52%	451	362	-19.73%
Average List Price	129,927	150,729	16.01%	129,005	130,194	0.92%
Average Sale Price	125,229	145,526	16.21%	124,648	123,854	-0.64%
Average Percent of Selling Price to List Price	96.38%	95.98%	-0.41%	95.94%	94.54%	-1.46%
Average Days on Market to Sale	53.21	62.33	17.16%	56.44	61.76	9.43%
Monthly Inventory	424	383	-9.67%	424	383	-9.67%
Months Supply of Inventory	6.21	5.61	-9.67%	6.21	5.61	-9.67%

Absorption: Last 12 months, an Average of **68** Sales/Month

Inventory on March 31, 2018 = 383

2017 2018



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