



February 2018

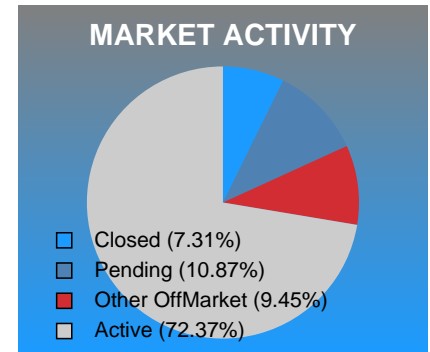
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	43	41	-4.65%
Pending Listings	70	61	-12.86%
New Listings	117	109	-6.84%
Average List Price	134,669	116,789	-13.28%
Average Sale Price	130,709	111,755	-14.50%
Average Percent of List Price to Selling Price	95.45%	94.72%	-0.77%
Average Days on Market to Sale	63.42	60.59	-4.47%
End of Month Inventory	410	406	-0.98%
Months Supply of Inventory	5.91	5.92	0.11%



Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of February 28, 2018 = **406**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2018 decreased **0.98%** to 406 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **5.92** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **14.50%** in February 2018 to \$111,755 versus the previous year at \$130,709.

Average Days on Market Shortens

The average number of **60.59** days that homes spent on the market before selling decreased by 2.83 days or **4.47%** in February 2018 compared to last year's same month at **63.42** DOM.

Sales Success for February 2018 is Positive

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

There were 109 New Listings in February 2018, down **6.84%** from last year at 117. Furthermore, there were 41 Closed Listings this month versus last year at 43, a **-4.65%** decrease.

Closed versus Listed trends yielded a **37.6%** ratio, up from previous year's, February 2017, at **36.8%**, a **2.35%** 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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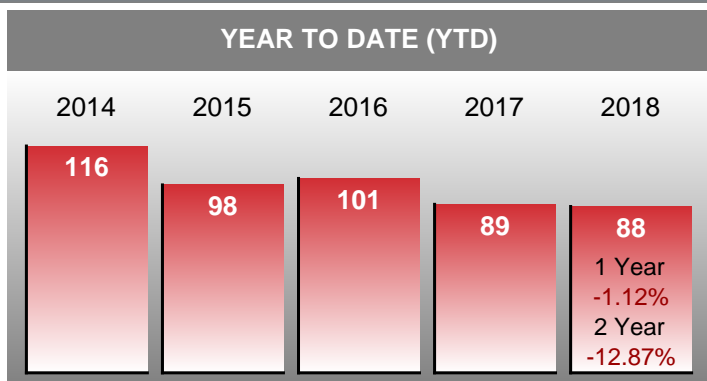
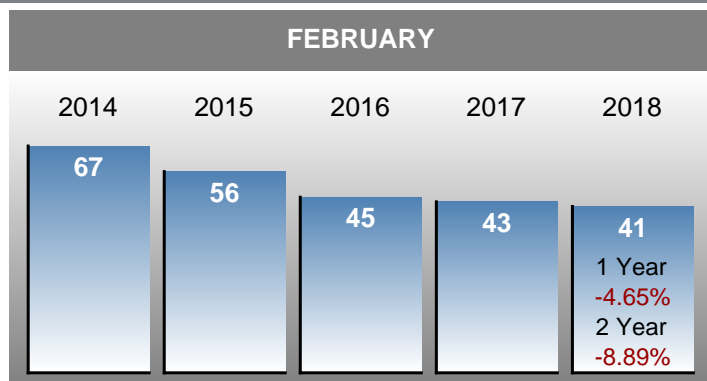
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CLOSED LISTINGS

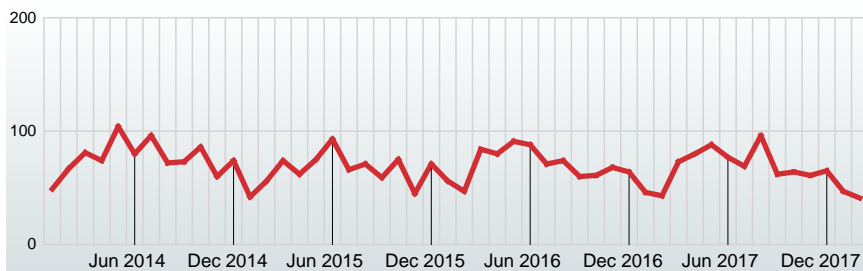
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 50

3 MONTHS



High
May 2014 = 104
Low
Feb 2018 = 41
Closed Listings
this month at **41**,
below the 5 yr FEB
average of **50**

DEC	65
JAN	47
FEB	41
	-27.69%
	-12.77%

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	2	4.88%	79.0	2	0	0	0
\$20,001 - \$60,000	8	19.51%	59.9	4	4	0	0
\$60,001 - \$80,000	5	12.20%	85.6	2	2	0	1
\$80,001 - \$120,000	11	26.83%	59.2	3	7	1	0
\$120,001 - \$150,000	5	12.20%	54.4	0	3	2	0
\$150,001 - \$190,000	5	12.20%	33.8	1	2	2	0
\$190,001 and up	5	12.20%	65.4	0	3	2	0
Total Closed Units	41			12	21	7	1
Total Closed Volume	4,581,940	100%	60.6	790.40K	2.40M	1.33M	67.00K
Average Closed Price	\$111,755			\$65,867	\$114,197	\$189,486	\$67,000

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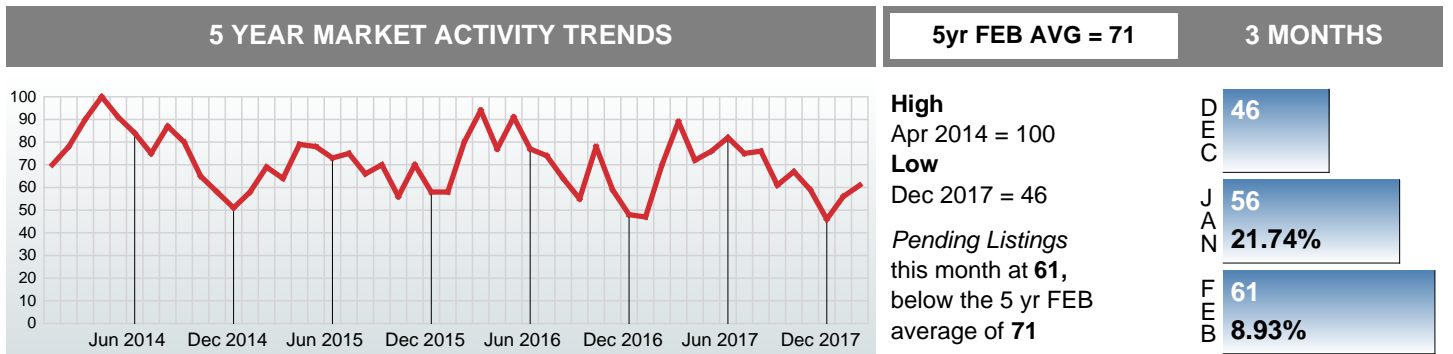
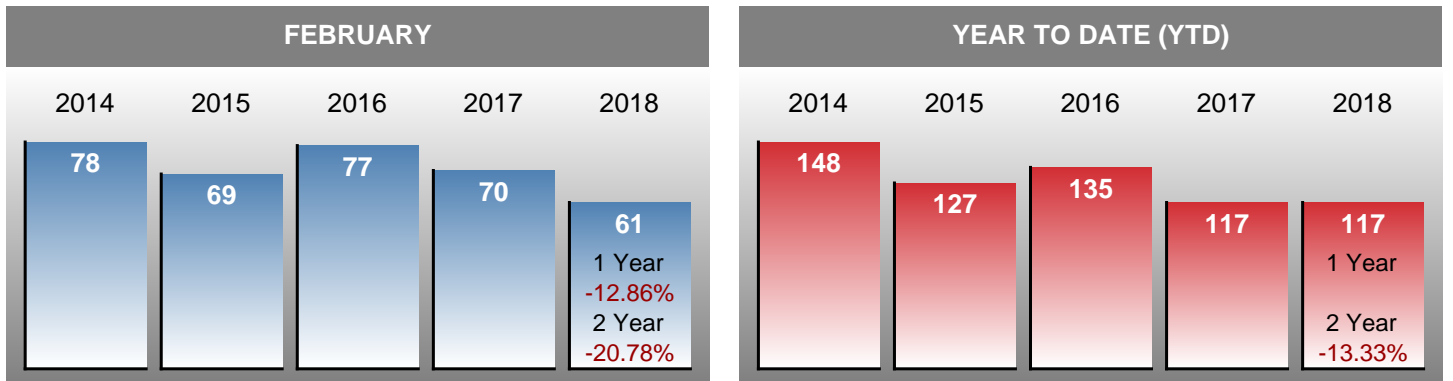
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PENDING LISTINGS

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	4.92%	24.7	1	1	1	0
\$30,001 - \$70,000	10	16.39%	65.6	3	7	0	0
\$70,001 - \$90,000	8	13.11%	60.3	2	6	0	0
\$90,001 - \$140,000	17	27.87%	42.1	2	11	3	1
\$140,001 - \$180,000	7	11.48%	46.4	0	3	4	0
\$180,001 - \$290,000	9	14.75%	67.3	0	3	5	1
\$290,001 and up	7	11.48%	59.7	0	1	3	3
Total Pending Units	61			8	32	16	5
Total Pending Volume	8,502,150	100%	54.3	516.60K	3.69M	3.00M	1.30M
Average Listing Price	\$84,525			\$64,575	\$115,163	\$187,309	\$260,680

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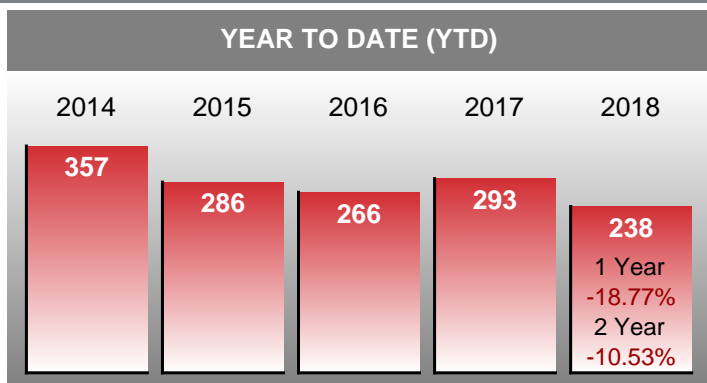
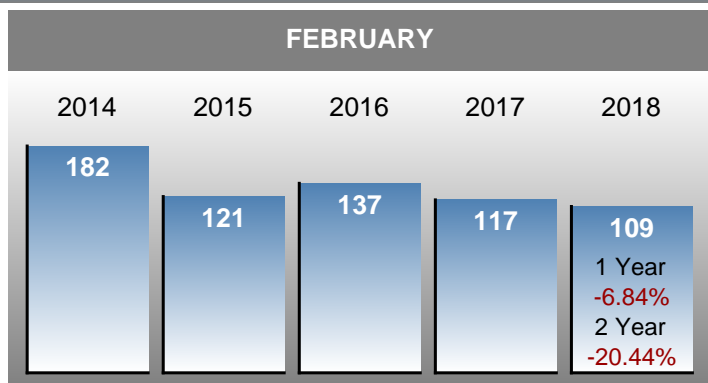
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NEW LISTINGS

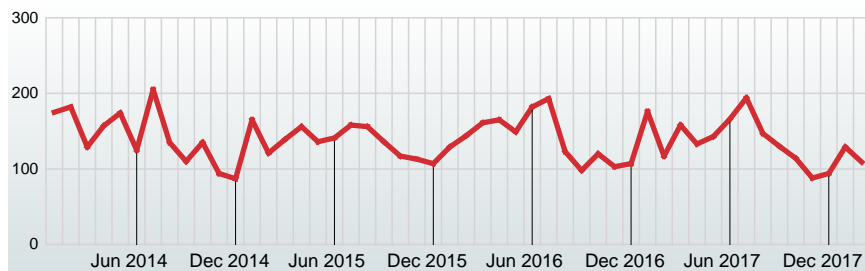
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 133

3 MONTHS



High

Jul 2014 = 205

Low

Dec 2014 = 87

New Listings

this month at **109**,
below the 5 yr FEB
average of **133**

DEC 94

JAN 129
37.23%

FEB 109
-15.50%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	6.42%	7	0	0	0
\$30,001 - \$60,000	10	9.17%	3	7	0	0
\$60,001 - \$70,000	13	11.93%	10	3	0	0
\$70,001 - \$120,000	36	33.03%	14	21	1	0
\$120,001 - \$180,000	17	15.60%	3	10	4	0
\$180,001 - \$270,000	14	12.84%	0	6	8	0
\$270,001 and up	12	11.01%	2	3	2	5
Total New Listed Units	109		39	50	15	5
Total New Listed Volume	14,045,500	100%	3.07M	6.27M	3.15M	1.56M
Average New Listed Listing Price	\$0		\$78,792	\$125,378	\$209,733	\$311,540

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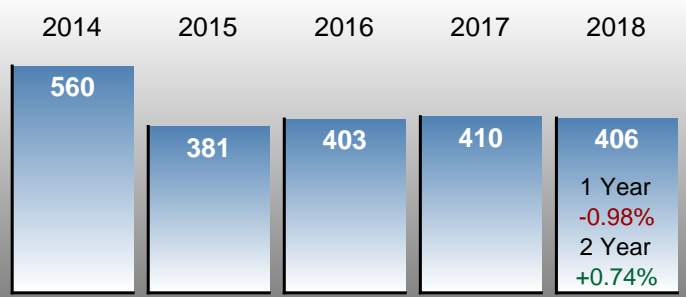
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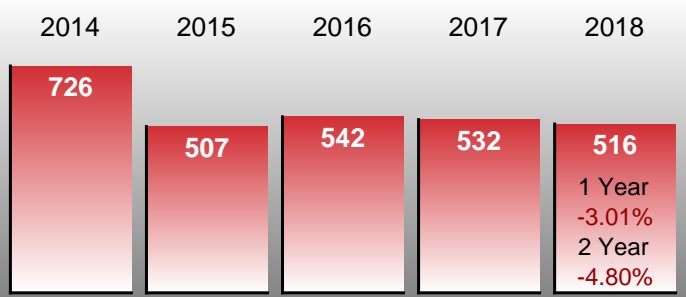
ACTIVE INVENTORY

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END OF FEBRUARY



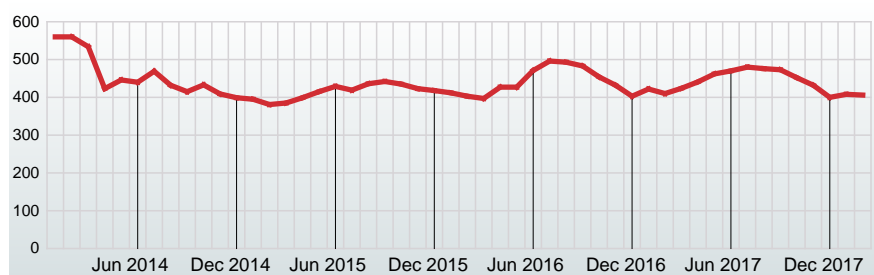
ACTIVE DURING FEBRUARY



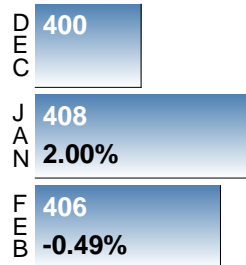
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 432

3 MONTHS



High
Feb 2014 = 560
Low
Feb 2015 = 381
Inventory
this month at **406**,
below the 5 yr FEB
average of **432**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	36	8.87%	94.1	34	0	1	1
\$20,001 \$40,000	42	10.34%	119.6	32	7	3	0
\$40,001 \$60,000	62	15.27%	119.9	42	18	2	0
\$60,001 \$110,000	102	25.12%	74.3	47	47	6	2
\$110,001 \$190,000	73	17.98%	74.9	12	42	19	0
\$190,001 \$320,000	49	12.07%	59.1	5	15	23	6
\$320,001 and up	42	10.34%	93.0	13	5	20	4
Total Active Inventory by Units	406			185	134	74	13
Total Active Inventory by Volume	60,398,966	100%	87.9	22.07M	17.49M	17.70M	3.14M
Average Active Inventory Listing Price	\$148,766			\$119,315	\$130,541	\$239,131	\$241,354

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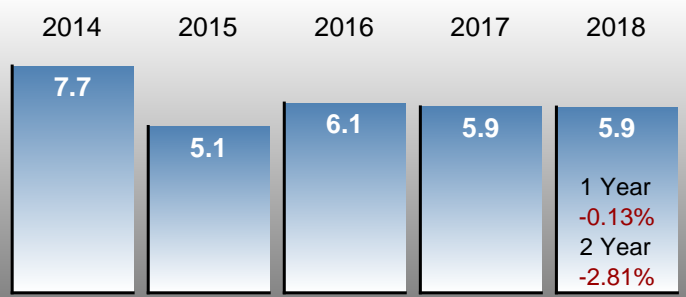
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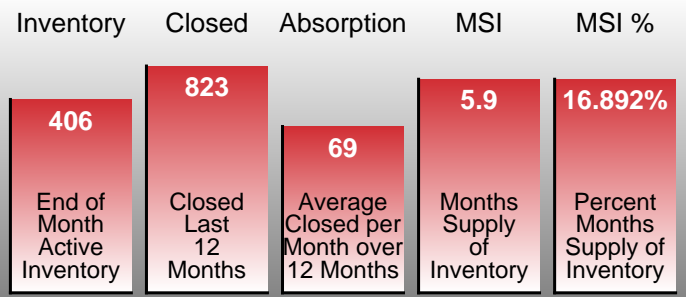
MONTHS SUPPLY of INVENTORY (MSI)

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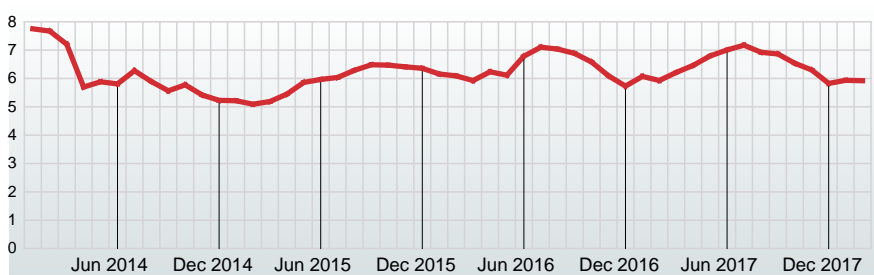
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2018



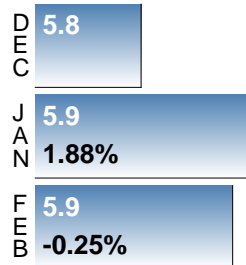
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 6.1

3 MONTHS

High
Jan 2014 = 7.8
Low
Feb 2015 = 5.1
Months Supply
this month at **5.9**,
equal to 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
\$20,000 and less	36	8.87%	18.8	31.4	0.0	0.0	0.0
\$20,001 \$40,000	42	10.34%	8.4	14.2	3.2	5.1	0.0
\$40,001 \$60,000	62	15.27%	11.4	24.0	5.1	12.0	0.0
\$60,001 \$110,000	102	25.12%	5.2	11.8	3.5	2.9	24.0
\$110,001 \$190,000	73	17.98%	3.3	10.3	3.3	2.6	0.0
\$190,001 \$320,000	49	12.07%	4.6	20.0	4.9	3.5	8.0
\$320,001 and up	42	10.34%	12.0	78.0	6.7	9.2	9.6
Market Supply of Inventory (MSI)	5.9			17.3	3.7	3.9	5.4
Total Active Inventory by Units	406	100%	5.9	185	134	74	13

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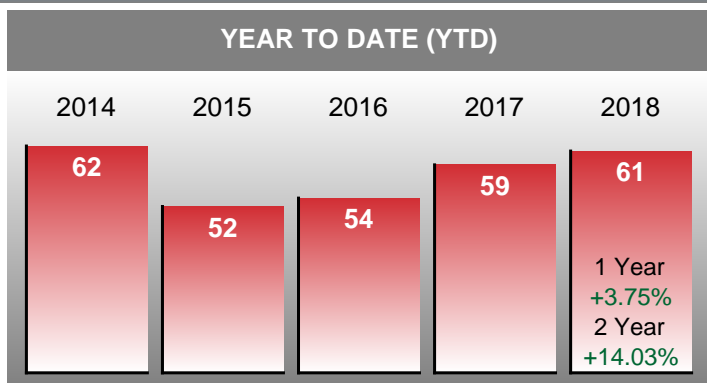
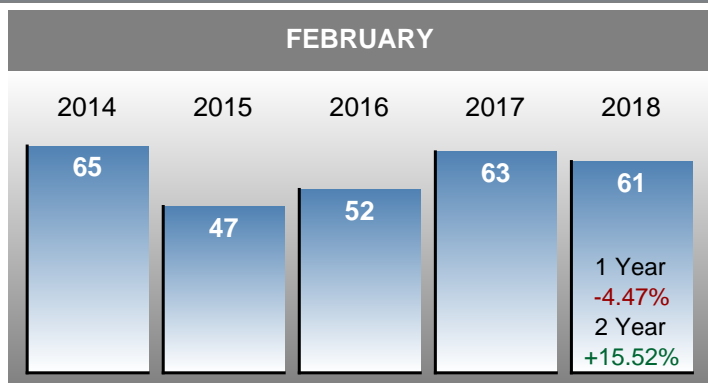
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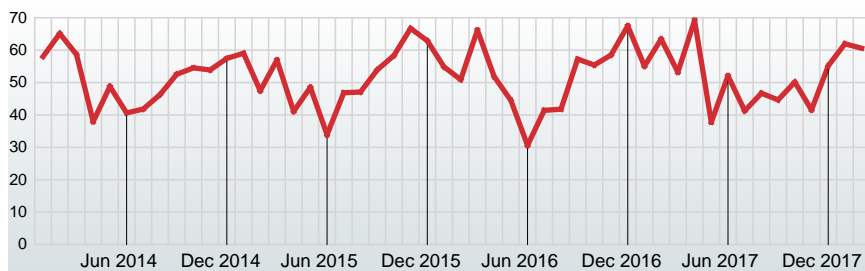


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS **5yr FEB AVG = 58** **3 MONTHS**



High
Apr 2017 = 69
Low
Jun 2016 = 31
Average Days on Market
this month at **61**,
above the 5 yr FEB
average of **58**

DEC	55
JAN	62
FEB	61
12.34%	
-2.21%	

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	2	4.88%	79.0	79.0	0.0	0.0	0.0
\$20,001 \$60,000	8	19.51%	59.9	38.3	81.5	0.0	0.0
\$60,001 \$80,000	5	12.20%	85.6	132.5	78.0	0.0	7.0
\$80,001 \$120,000	11	26.83%	59.2	81.0	50.3	56.0	0.0
\$120,001 \$150,000	5	12.20%	54.4	0.0	58.3	48.5	0.0
\$150,001 \$190,000	5	12.20%	33.8	54.0	49.0	8.5	0.0
\$190,001 and up	5	12.20%	65.4	0.0	75.0	51.0	0.0
Average Closed DOM			60.6	72.8	63.4	38.9	7.0
Total Closed Units		100%	60.6	12	21	7	1
Total Closed Volume			4,581,940	790.40K	2.40M	1.33M	67.00K

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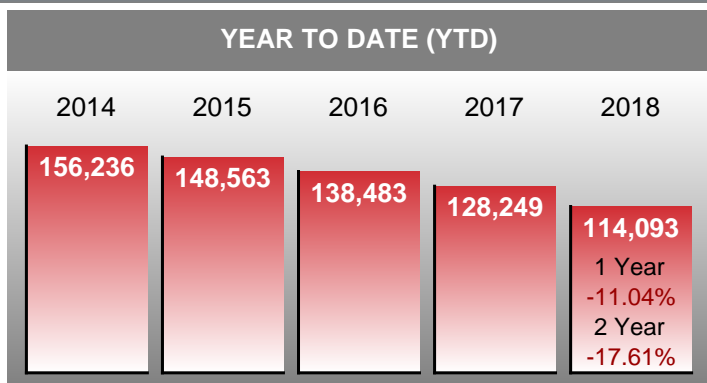
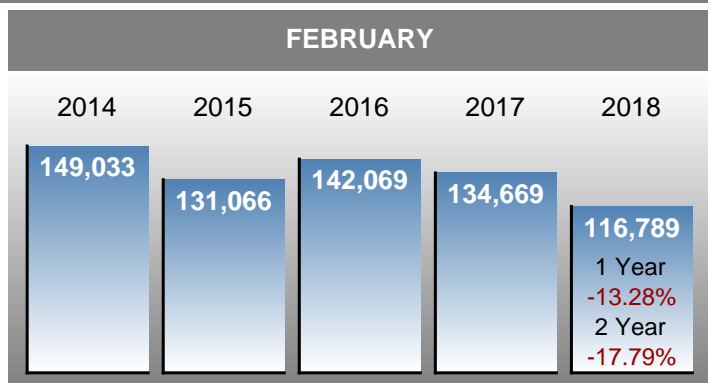
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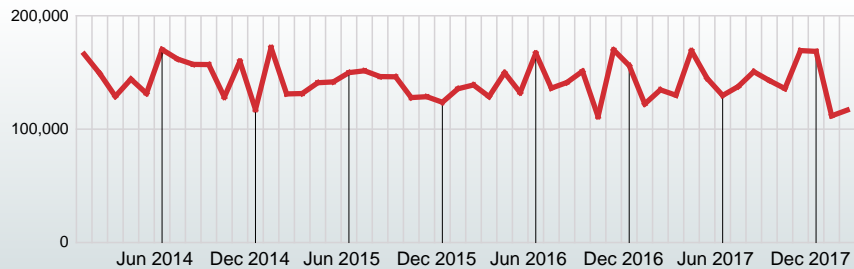
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 134,725 **3 MONTHS**



High
Jan 2015 = 171,894
Low
Oct 2016 = 111,092
Average List Price
this month at **116,789**,
below the 5 yr FEB
average of **134,725**

DEC	168,591
JAN	111,740
FEB	116,789
	-33.72%
	4.52%

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
\$20,000 and less	1	2.44%	20,000	22,450	0	0	0
\$20,001 \$60,000	8	19.51%	35,500	52,350	33,050	0	0
\$60,001 \$80,000	6	14.63%	72,050	65,000	72,400	0	75,000
\$80,001 \$120,000	10	24.39%	97,540	93,433	101,857	107,000	0
\$120,001 \$150,000	6	14.63%	137,767	0	147,633	141,950	0
\$150,001 \$190,000	5	12.20%	180,850	185,000	168,700	178,375	0
\$190,001 and up	5	12.20%	269,160	0	242,133	309,700	0
Average List Price			116,789	70,800	118,890	195,293	75,000
Total Closed Units		100%	116,789	12	21	7	1
Total Closed Volume			4,788,350	849.60K	2.50M	1.37M	75.00K

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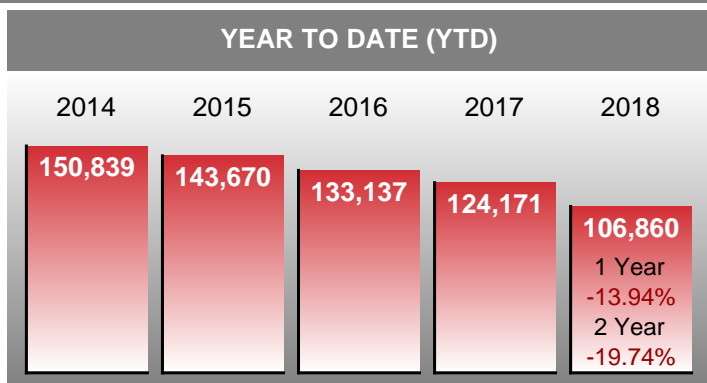
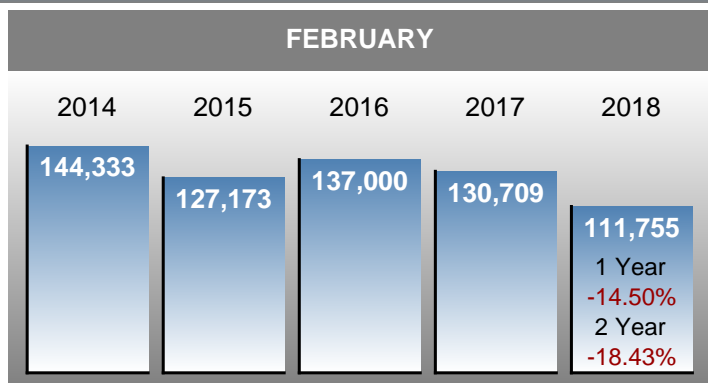
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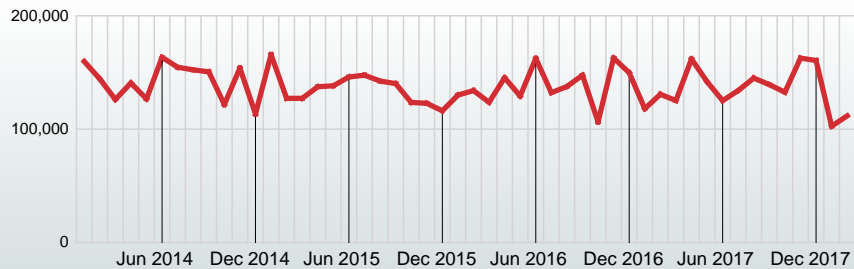
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 130,194 **3 MONTHS**



High
Jan 2015 = 165,666
Low
Jan 2018 = 102,591
Average Sold Price
this month at **111,755**,
below the 5 yr FEB
average of **130,194**

DEC	160,569
JAN	102,591
FEB	111,755
	-36.11%
	8.93%

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	2	4.88%	20,000	20,000	0	0	0
\$20,001 - \$60,000	8	19.51%	35,863	42,975	28,750	0	0
\$60,001 - \$80,000	5	12.20%	66,800	63,750	69,750	0	67,000
\$80,001 - \$120,000	11	26.83%	98,167	88,667	101,249	105,100	0
\$120,001 - \$150,000	5	12.20%	135,560	0	131,300	141,950	0
\$150,001 - \$190,000	5	12.20%	175,400	185,000	171,000	175,000	0
\$190,001 and up	5	12.20%	257,280	0	233,000	293,700	0
Average Sold Price			111,755	65,867	114,197	189,486	67,000
Total Closed Units		100%	111,755	12	21	7	1
Total Closed Volume			4,581,940	790.40K	2.40M	1.33M	67.00K

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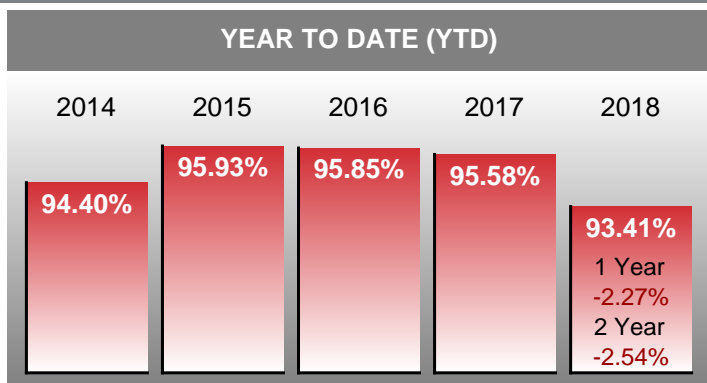
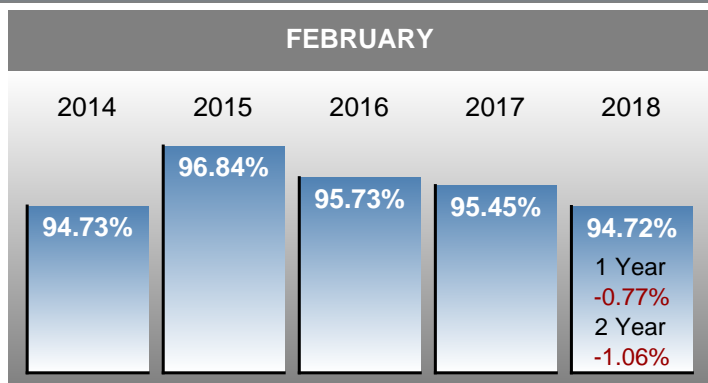
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

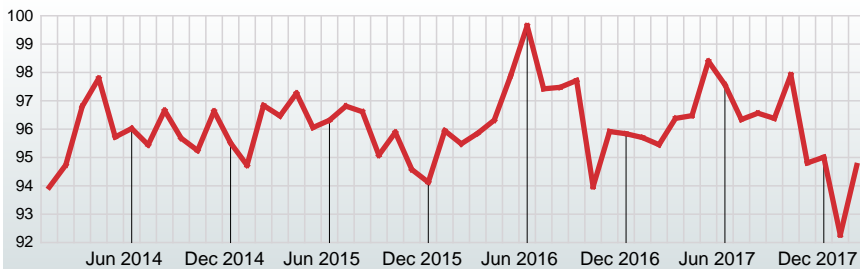
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 95.49%

3 MONTHS



High
Jun 2016 = 99.65%

Low
Jan 2018 = 92.27%

Average Sold/List Ratio this month at **94.72%**, equal to 5 yr FEB average of **95.49%**

DEC	95.01%
JAN	92.27%
FEB	94.72%
	2.65%

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	2	4.88%	90.16%	90.16%	0.00%	0.00%	0.00%
\$20,001 \$60,000	8	19.51%	86.56%	85.32%	87.80%	0.00%	0.00%
\$60,001 \$80,000	5	12.20%	96.04%	98.81%	96.63%	0.00%	89.33%
\$80,001 \$120,000	11	26.83%	98.21%	94.89%	99.63%	98.22%	0.00%
\$120,001 \$150,000	5	12.20%	94.26%	0.00%	90.43%	100.00%	0.00%
\$150,001 \$190,000	5	12.20%	99.91%	100.00%	101.57%	98.20%	0.00%
\$190,001 and up	5	12.20%	95.88%	0.00%	96.23%	95.35%	0.00%
Average Sold/List Ratio			94.70%	91.99%	95.47%	97.90%	89.33%
Total Closed Units	41	100%	94.70%	12	21	7	1
Total Closed Volume	4,581,940			790.40K	2.40M	1.33M	67.00K

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MARKET SUMMARY

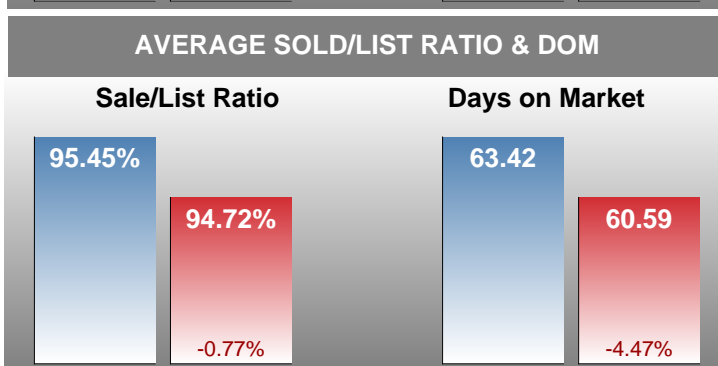
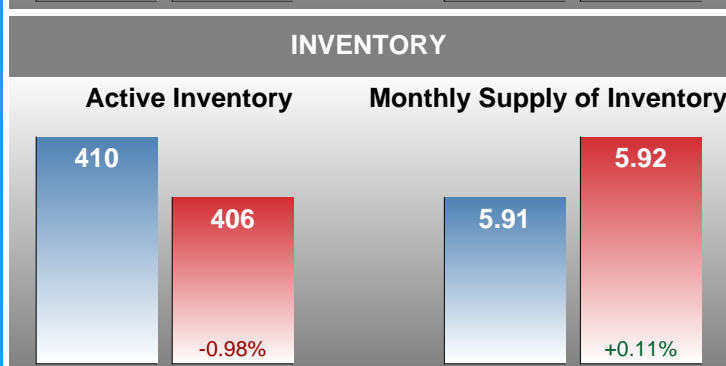
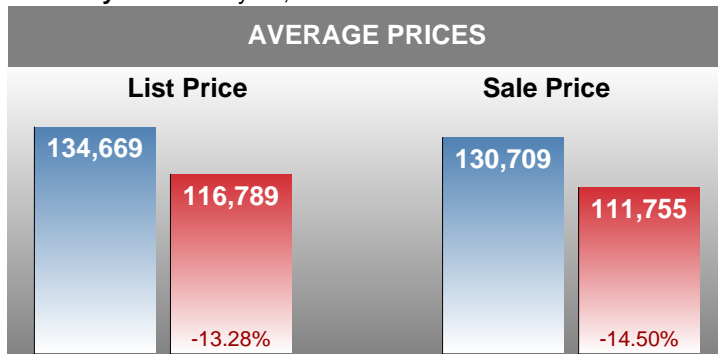
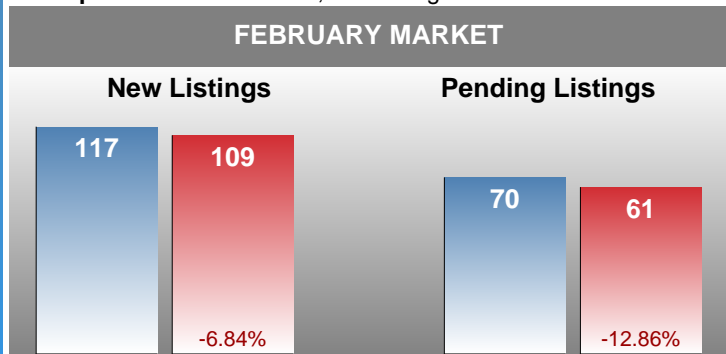
Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	43	41	-4.65%	89	88	-1.12%
Pending Sales	70	61	-12.86%	117	117	0.00%
New Listings	117	109	-6.84%	293	238	-18.77%
Average List Price	134,669	116,789	-13.28%	128,249	114,093	-11.04%
Average Sale Price	130,709	111,755	-14.50%	124,171	106,860	-13.94%
Average Percent of Selling Price to List Price	95.45%	94.72%	-0.77%	95.58%	93.41%	-2.27%
Average Days on Market to Sale	63.42	60.59	-4.47%	59.10	61.32	3.75%
Monthly Inventory	410	406	-0.98%	410	406	-0.98%
Months Supply of Inventory	5.91	5.92	0.11%	5.91	5.92	0.11%

Absorption: Last 12 months, an Average of **69** Sales/Month

Inventory on February 28, 2018 = **406** 2017 2018



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