

March 2018

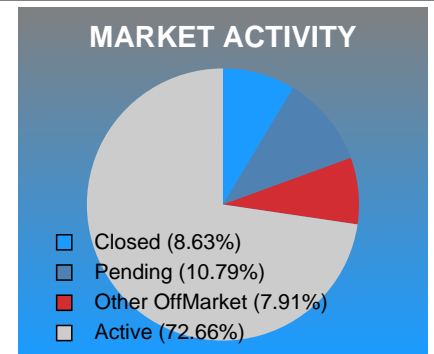
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	35	36	2.86%
Pending Listings	50	45	-10.00%
New Listings	115	107	-6.96%
Median List Price	135,000	109,950	-18.56%
Median Sale Price	125,000	107,500	-14.00%
Median Percent of List Price to Selling Price	96.23%	96.95%	0.75%
Median Days on Market to Sale	34.00	27.50	-19.12%
End of Month Inventory	278	303	8.99%
Months Supply of Inventory	7.96	7.32	-8.11%



Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of March 31, 2018 = **303**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **8.99%** to 303 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **7.32** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.00%** in March 2018 to \$107,500 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **27.50** days that homes spent on the market before selling decreased by 6.50 days or **19.12%** in March 2018 compared to last year's same month at **34.00** DOM.

Sales Success for March 2018 is Positive

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

There were 107 New Listings in March 2018, down **6.96%** from last year at 115. Furthermore, there were 36 Closed Listings this month versus last year at 35, a **2.86%** increase.

Closed versus Listed trends yielded a **33.6%** ratio, up from previous year's, March 2017, at **30.4%**, a **10.55%** upswing. 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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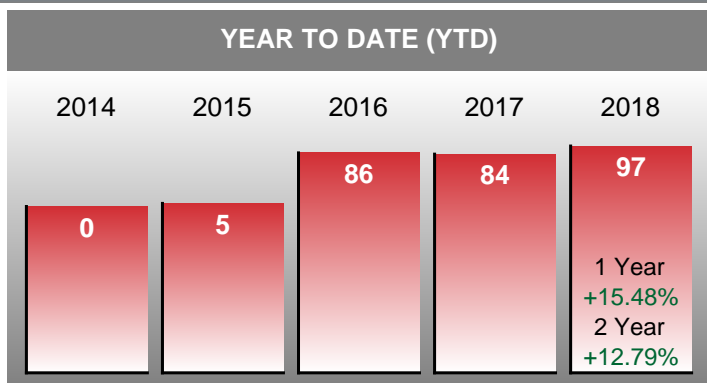
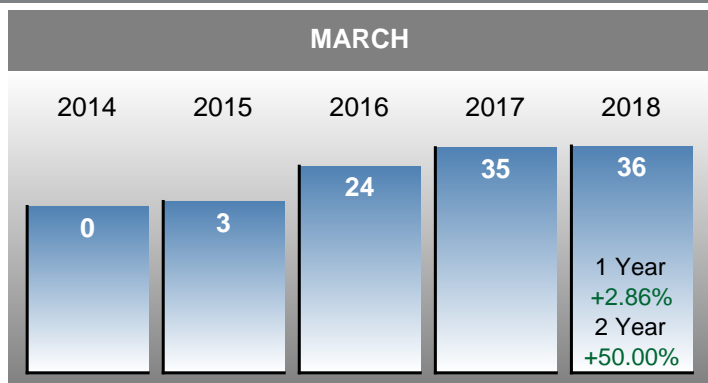
March 2018

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CLOSED LISTINGS

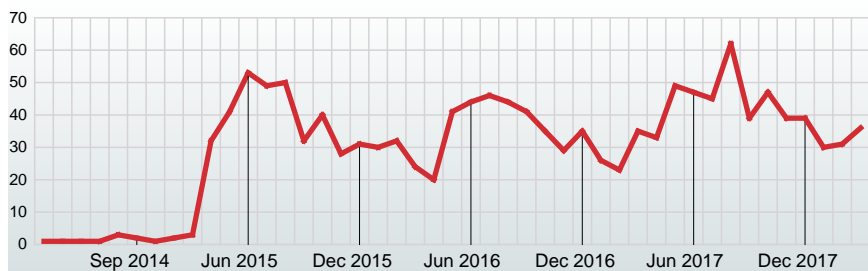
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 20

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **36**,
above the 5 yr MAR
average of **20**

JAN	30
FEB	31
MAR	36
3.33%	
16.13%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	11.11%	53.5	2	2	0	0
\$20,001 \$50,000	4	11.11%	14.5	2	2	0	0
\$50,001 \$90,000	5	13.89%	19.0	2	2	1	0
\$90,001 \$130,000	11	30.56%	22.0	2	8	1	0
\$130,001 \$190,000	3	8.33%	66.0	0	3	0	0
\$190,001 \$230,000	5	13.89%	89.0	0	4	0	1
\$230,001 and up	4	11.11%	2.5	0	3	1	0
Total Closed Units	36			8	24	3	1
Total Closed Volume	4,299,400	100%	27.5	458.40K	3.17M	469.50K	200.00K
Median Closed Price	\$107,500			\$46,250	\$129,750	\$127,500	\$200,000

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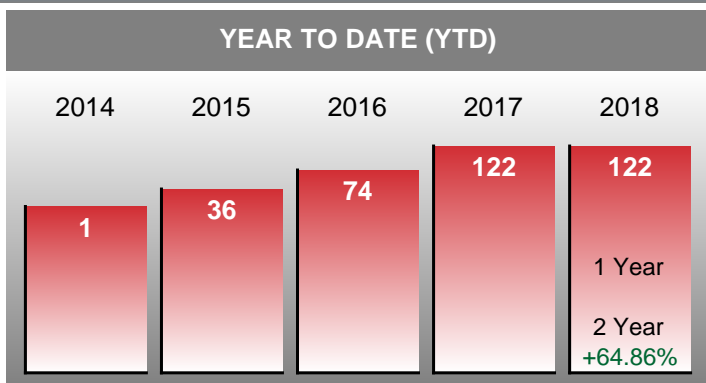
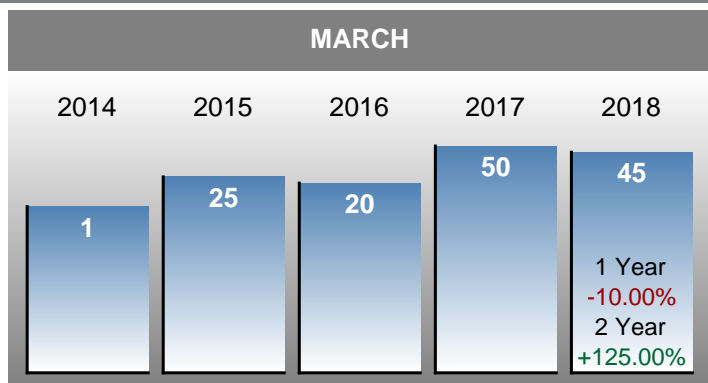
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PENDING LISTINGS

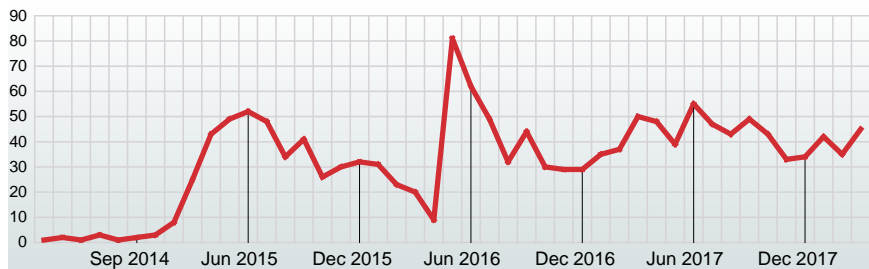
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 28

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **45**,
above the 5 yr MAR
average of **28**

JAN	42
FEB	35
MAR	45
-16.67%	
28.57%	

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.89%	53.5	4	0	0	0
\$40,001 - \$70,000	4	8.89%	38.0	1	3	0	0
\$70,001 - \$80,000	5	11.11%	7.0	1	4	0	0
\$80,001 - \$160,000	15	33.33%	15.0	4	10	1	0
\$160,001 - \$190,000	5	11.11%	33.0	0	5	0	0
\$190,001 - \$220,000	6	13.33%	45.0	0	4	2	0
\$220,001 and up	6	13.33%	56.0	0	3	3	0
Total Pending Units	45			10	29	6	0
Total Pending Volume	6,033,400	100%	31.0	586.10K	4.23M	1.22M	0.00B
Median Listing Price	\$129,000			\$68,250	\$152,000	\$214,900	\$0

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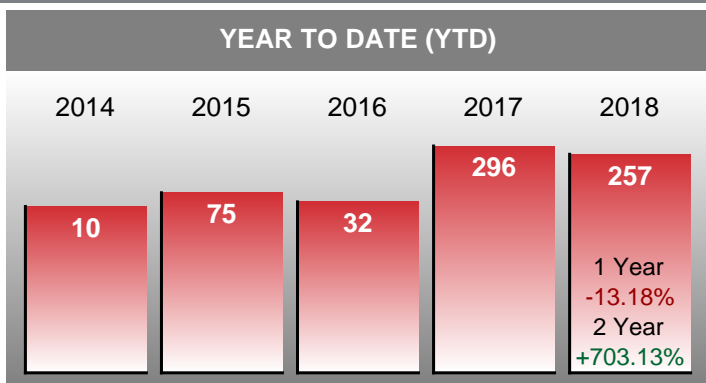
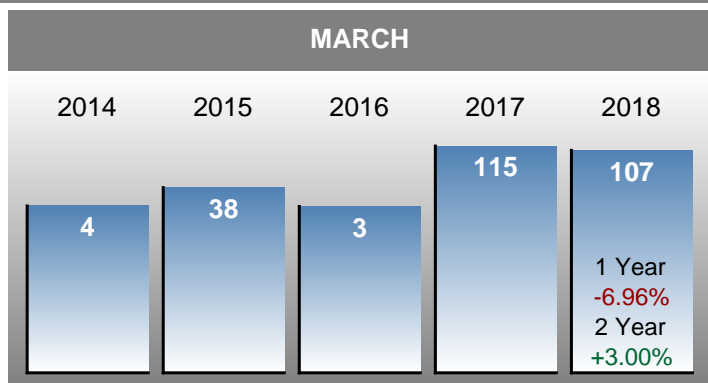
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NEW LISTINGS

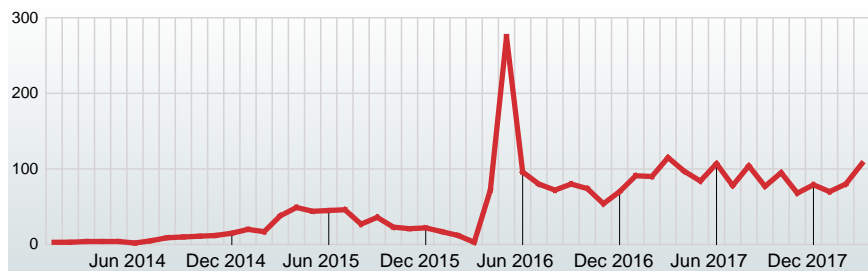
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 53

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **107**,
above the 5 yr MAR
average of **53**

JAN	70
FEB	80
MAR	107
14.29%	
33.75%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	10.28%	10	1	0	0
\$40,001 - \$70,000	8	7.48%	6	1	1	0
\$70,001 - \$110,000	20	18.69%	8	11	1	0
\$110,001 - \$160,000	26	24.30%	6	16	4	0
\$160,001 - \$220,000	15	14.02%	1	11	3	0
\$220,001 - \$320,000	14	13.08%	2	8	4	0
\$320,001 and up	13	12.15%	4	4	5	0
Total New Listed Units	107		37	52	18	0
Total New Listed Volume	19,789,199	100%	4.89M	10.24M	4.66M	0.00B
Median New Listed Listing Price	\$135,000		\$79,000	\$150,950	\$222,200	\$0

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March 2018

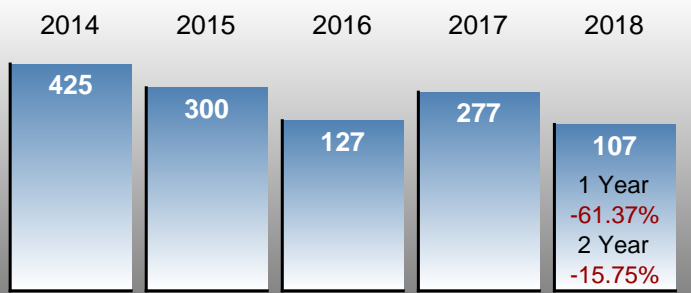
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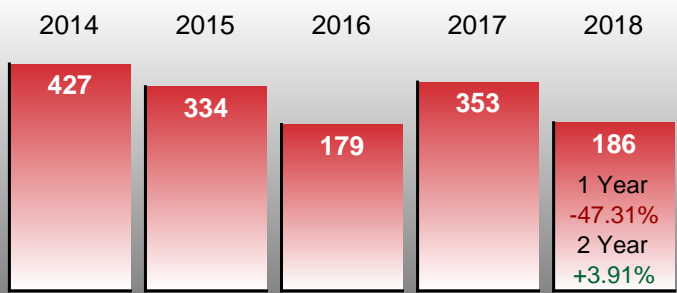
ACTIVE INVENTORY

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END OF MARCH



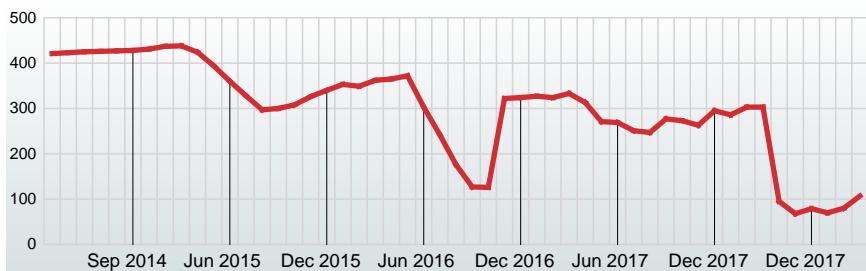
ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 247

3 MONTHS



High
Mar 2015 = 438
Low
Nov 2017 = 68
Inventory
this month at **107**,
below the 5 yr MAR
average of **247**

JAN	286
FEB	303 5.94%
MAR	303 0.00%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	26	8.58%	74.0	25	1	0	0
\$30,001 - \$70,000	43	14.19%	85.0	28	13	2	0
\$70,001 - \$90,000	31	10.23%	72.0	15	14	2	0
\$90,001 - \$170,000	89	29.37%	40.0	25	54	9	1
\$170,001 - \$230,000	43	14.19%	80.0	10	23	10	0
\$230,001 - \$360,000	41	13.53%	80.0	9	15	16	1
\$360,001 and up	30	9.90%	107.0	5	13	6	6
Total Active Inventory by Units	303			117	133	45	8
Total Active Inventory by Volume	58,009,133	100%	68.0	16.03M	25.12M	11.45M	5.41M
Median Active Inventory Listing Price	\$140,000			\$77,000	\$154,900	\$230,000	\$527,450

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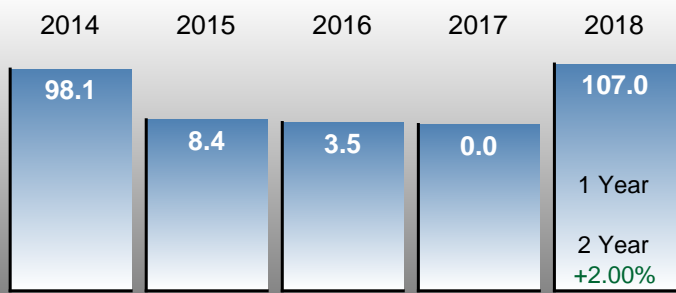
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MARCH



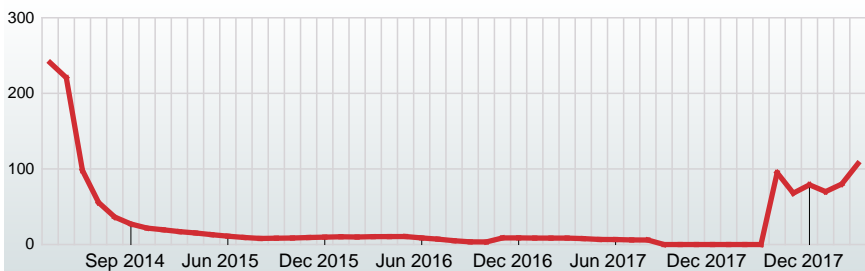
INDICATORS FOR MARCH 2018

Inventory	Closed	Absorption	MSI	MSI %
0	0	0	0.0	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 43.4

3 MONTHS



High
Apr 2014 = 240.6
Low
Mar 2018 = 0.0
Months Supply
this month at **107.0**,
above the 5 yr MAR
average of **43.4**

JAN	0.0
FEB	0.0
MAR	0.00%

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
\$30,000 and less	26	8.58%	7.6	8.6	2.0	0.0	0.0
\$30,001 - \$70,000	43	14.19%	5.0	7.0	3.5	2.4	0.0
\$70,001 - \$90,000	31	10.23%	6.6	18.0	4.5	3.0	0.0
\$90,001 - \$170,000	89	29.37%	5.6	12.0	4.4	5.7	12.0
\$170,001 - \$230,000	43	14.19%	9.2	30.0	8.4	7.1	0.0
\$230,001 - \$360,000	41	13.53%	12.0	0.0	6.2	17.5	12.0
\$360,001 and up	30	9.90%	45.0	20.0	156.0	18.0	0.0
Market Supply of Inventory (MSI)	7.3	100%	7.3	11.2	5.4	7.8	19.2
Total Active Inventory by Units	303			117	133	45	8

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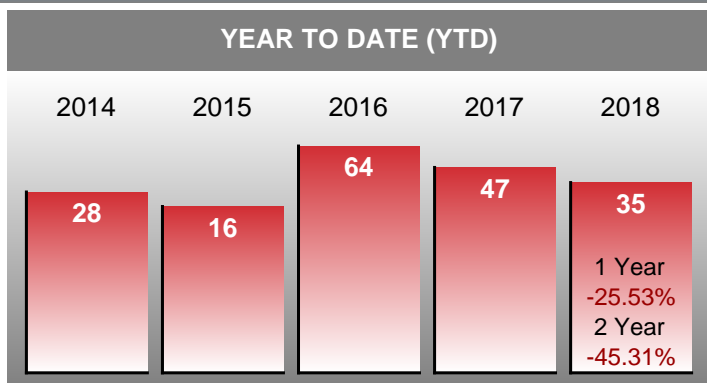
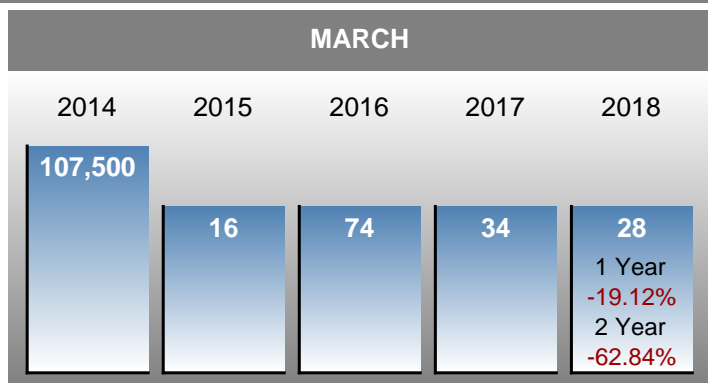
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MEDIAN DAYS ON MARKET TO SALE

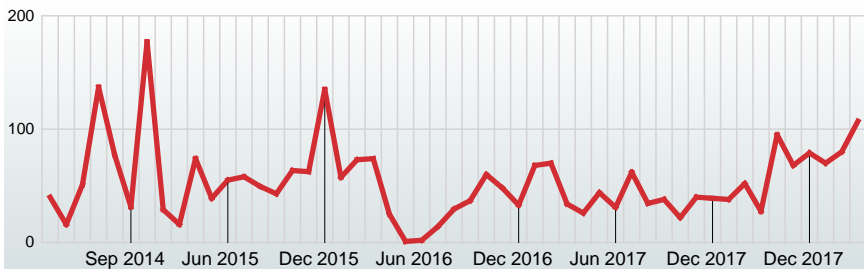
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5 YEAR MARKET ACTIVITY TRENDS

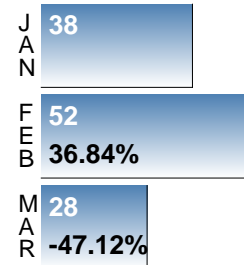
5yr MAR AVG = 21,530

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 1

Median Days on Market this month at **28**, below the 5 yr MAR average of **21,530**



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
\$20,000 and less	4	11.11%	53.5	44.5	53.5	0.0	0.0
\$20,001 \$50,000	4	11.11%	14.5	1.0	55.0	0.0	0.0
\$50,001 \$90,000	5	13.89%	19.0	17.5	85.0	3.0	0.0
\$90,001 \$130,000	11	30.56%	22.0	41.5	20.5	1.0	0.0
\$130,001 \$190,000	3	8.33%	66.0	0.0	66.0	0.0	0.0
\$190,001 \$230,000	5	13.89%	89.0	0.0	113.0	0.0	11.0
\$230,001 and up	4	11.11%	2.5	0.0	2.0	128.0	0.0
Median Closed DOM			27.5	23.0	37.0	3.0	11.0
Total Closed Units		100%	27.5	8	24	3	1
Total Closed Volume			4,299,400	458.40K	3.17M	469.50K	200.00K

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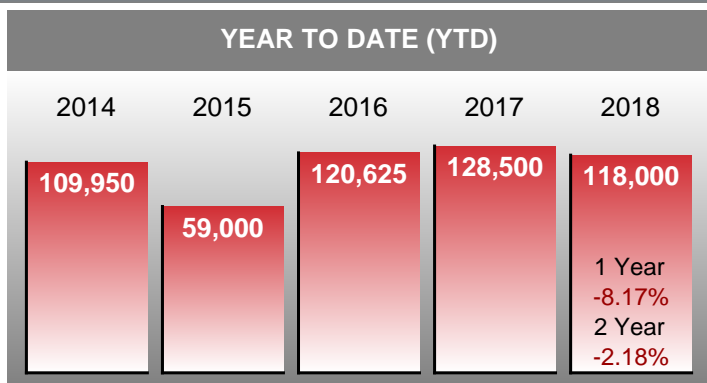
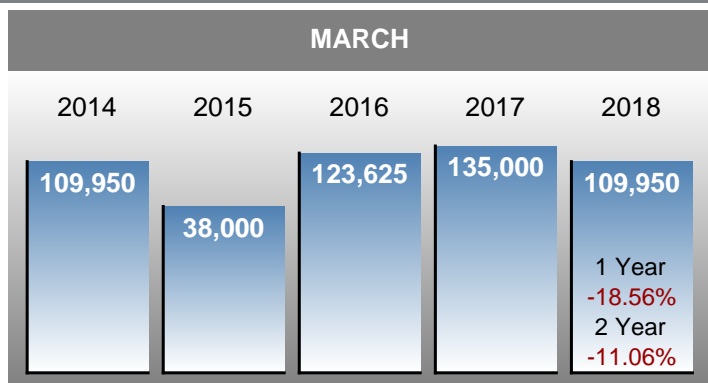
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MEDIAN LIST PRICE AT CLOSING

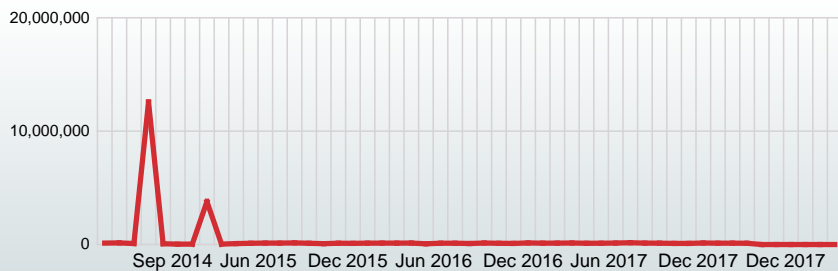
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 103,305

3 MONTHS



High
Jul 2014 = 12,565,000
Low
Nov 2017 = 68
Median List Price
this month at **109,950**,
above the 5 yr MAR
average of **103,305**

JAN	117,450
FEB	120,000
MAR	109,950
Change	-8.38%

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
\$20,000 and less	1	2.78%	19,900	0	19,900	0	0
\$20,001 - \$50,000	7	19.44%	37,500	31,250	37,500	0	0
\$50,001 - \$90,000	4	11.11%	79,750	73,750	77,500	82,000	0
\$90,001 - \$130,000	9	25.00%	99,900	104,950	99,450	127,500	0
\$130,001 - \$190,000	6	16.67%	140,000	0	140,000	0	0
\$190,001 - \$230,000	4	11.11%	205,000	0	205,000	0	0
\$230,001 and up	5	13.89%	259,000	0	259,000	271,900	249,000
Median List Price			109,950	48,750	135,000	127,500	249,000
Total Closed Units	36	100%	109,950	8	24	3	1
Total Closed Volume	4,507,000			482.30K	3.29M	481.40K	249.00K

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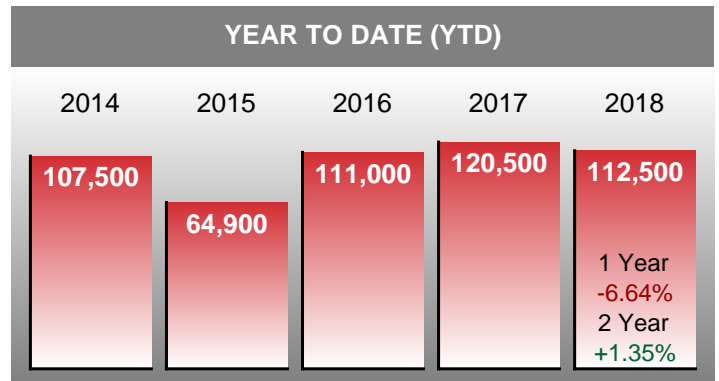
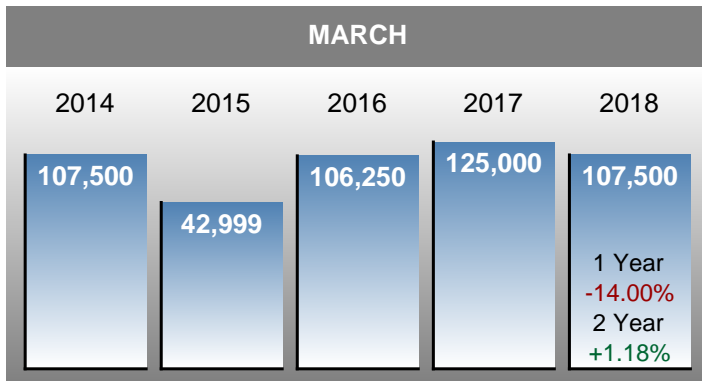
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MEDIAN SOLD PRICE AT CLOSING

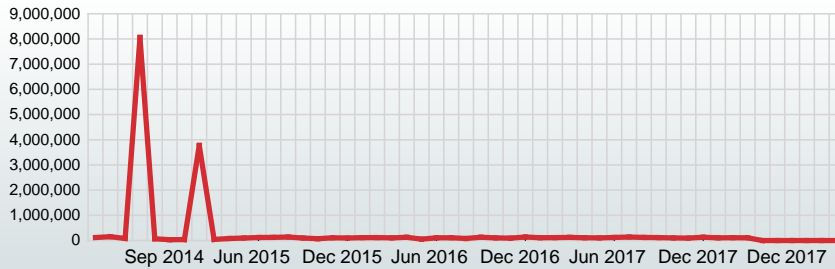
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 97,850

3 MONTHS



High
Jul 2014 = 8,060,000
Low
Nov 2017 = 68
Median Sold Price
this month at **107,500**,
above the 5 yr MAR
average of **97,850**

JAN	107,450
FEB	112,500
MAR	107,500
APR	4.70%
MAY	-4.44%

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
\$20,000 and less	4	11.11%	18,250	16,500	19,250	0	0
\$20,001 \$50,000	4	11.11%	37,500	37,500	40,500	0	0
\$50,001 \$90,000	5	13.89%	77,500	70,250	78,750	75,000	0
\$90,001 \$130,000	11	30.56%	110,000	104,950	113,500	127,500	0
\$130,001 \$190,000	3	8.33%	140,000	0	140,000	0	0
\$190,001 \$230,000	5	13.89%	200,000	0	202,000	0	200,000
\$230,001 and up	4	11.11%	252,000	0	245,000	267,000	0
Median Sold Price			107,500	46,250	129,750	127,500	200,000
Total Closed Units		100%	107,500	8	24	3	1
Total Closed Volume			4,299,400	458.40K	3.17M	469.50K	200.00K

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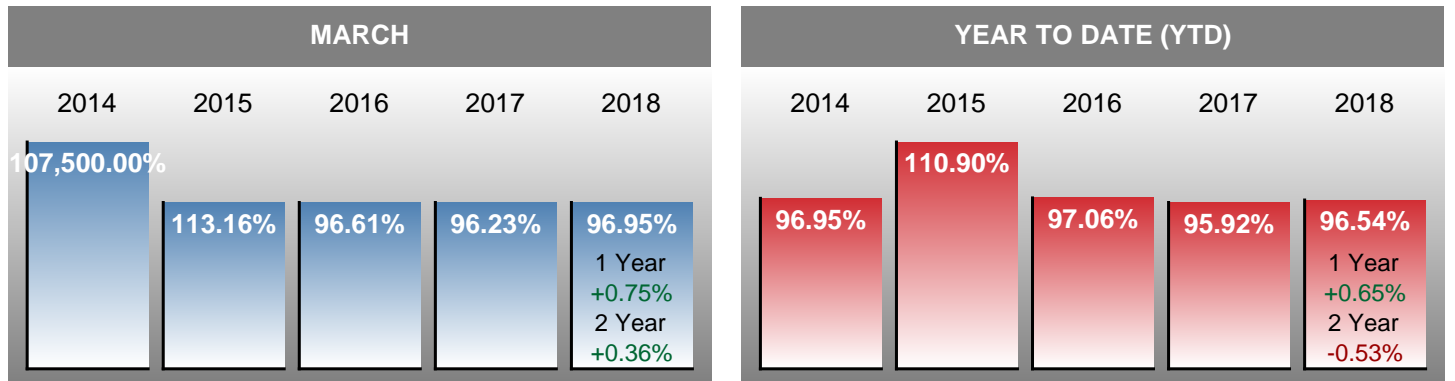
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

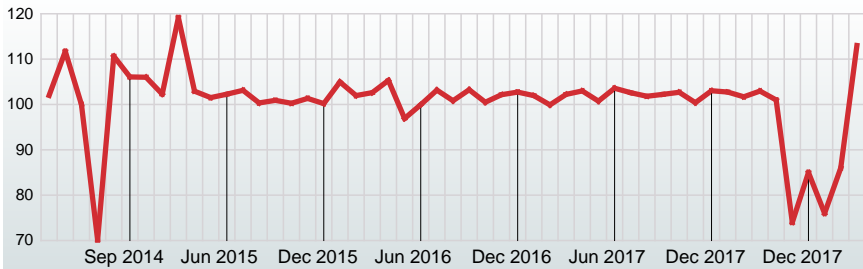
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 21,580.59%

3 MONTHS



High
Mar 2015 = 113.16%
Low
Jul 2014 = 64.15%
Median Sold/List Ratio
this month at **96.95%**,
below the 5 yr MAR
average of **21,580.59%**

JAN	96.74%
FEB	95.69%
MAR	96.95%
APR	1.32%

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	
\$20,000 and less	4	11.11%	71.86%	66.14%	82.20%	0.00%	0.00%	
\$20,001 \$50,000	4	11.11%	100.00%	100.00%	94.39%	0.00%	0.00%	
\$50,001 \$90,000	5	13.89%	91.67%	94.69%	91.24%	91.46%	0.00%	
\$90,001 \$130,000	11	30.56%	97.35%	100.00%	96.30%	100.00%	0.00%	
\$130,001 \$190,000	3	8.33%	96.55%	0.00%	96.55%	0.00%	0.00%	
\$190,001 \$230,000	5	13.89%	99.05%	0.00%	99.55%	0.00%	80.32%	
\$230,001 and up	4	11.11%	99.10%	0.00%	100.00%	98.20%	0.00%	
Median Sold/List Ratio		96.95%		98.86%	96.42%	98.20%	80.32%	
Total Closed Units		36	100%	96.95%	8	24	3	1
Total Closed Volume		4,299,400			458.40K	3.17M	469.50K	200.00K

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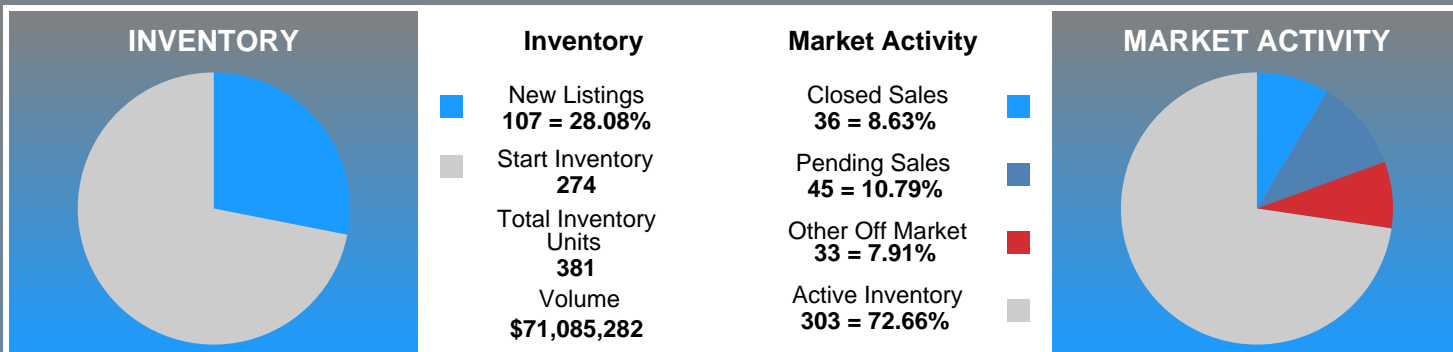
March 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

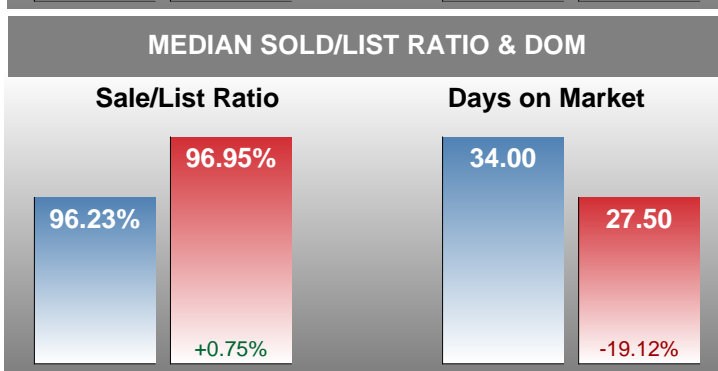
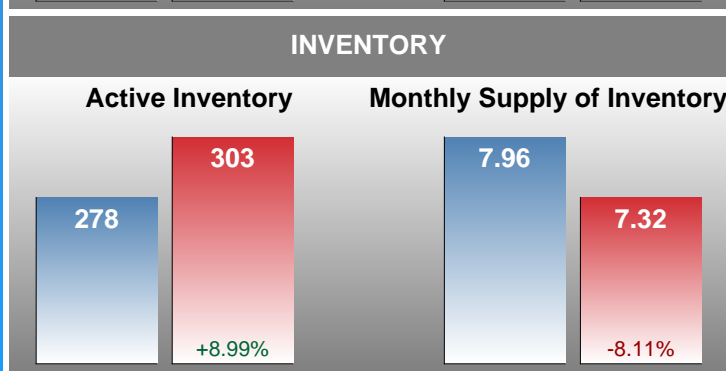
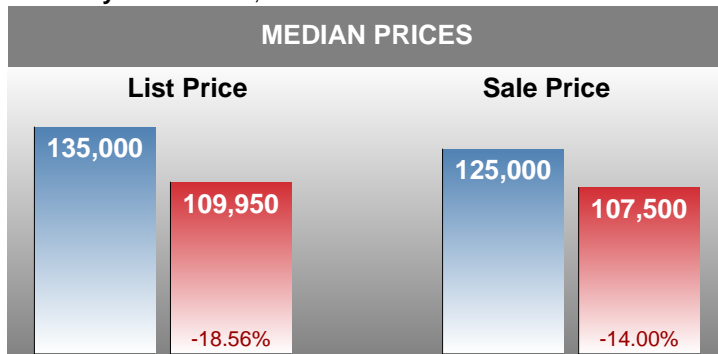
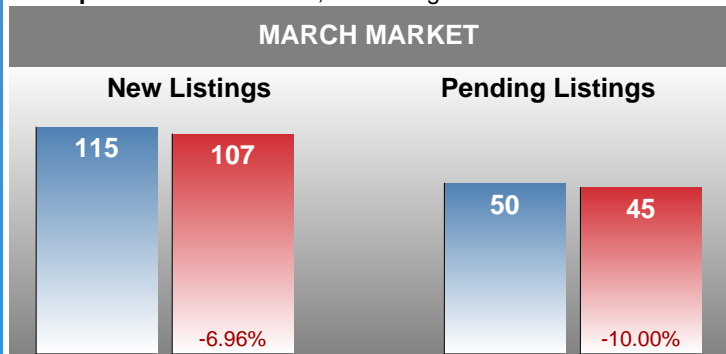


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	35	36	2.86%	84	97	15.48%
Pending Sales	50	45	-10.00%	122	122	0.00%
New Listings	115	107	-6.96%	296	257	-13.18%
Median List Price	135,000	109,950	-18.56%	128,500	118,000	-8.17%
Median Sale Price	125,000	107,500	-14.00%	120,500	112,500	-6.64%
Median Percent of Selling Price to List Price	96.23%	96.95%	0.75%	95.92%	96.54%	0.65%
Median Days on Market to Sale	34.00	27.50	-19.12%	47.00	35.00	-25.53%
Monthly Inventory	278	303	8.99%	278	303	8.99%
Months Supply of Inventory	7.96	7.32	-8.11%	7.96	7.32	-8.11%

Absorption: Last 12 months, an Average of **41** Sales/Month

Inventory on March 31, 2018 = 303

2017 2018



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