

March 2018

Area Delimited by County Of Cherokee

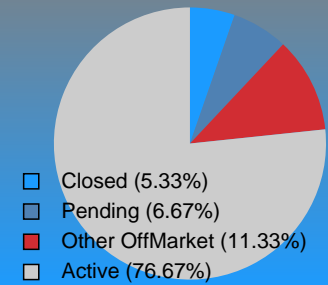


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	49	48	-2.04%
Pending Listings	64	60	-6.25%
New Listings	183	141	-22.95%
Median List Price	69,900	114,950	64.45%
Median Sale Price	59,000	110,750	87.71%
Median Percent of List Price to Selling Price	96.03%	95.33%	-0.72%
Median Days on Market to Sale	28.00	35.00	25.00%
End of Month Inventory	686	690	0.58%
Months Supply of Inventory	14.00	13.62	-2.73%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of March 31, 2018 = **690**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **0.58%** to 690 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **13.62** 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 **87.71%** in March 2018 to \$110,750 versus the previous year at \$59,000.

Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 7.00 days or **25.00%** in March 2018 compared to last year's same month at **28.00** DOM.

Sales Success for March 2018 is Positive

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

There were 141 New Listings in March 2018, down **22.95%** from last year at 183. Furthermore, there were 48 Closed Listings this month versus last year at 49, a **-2.04%** decrease.

Closed versus Listed trends yielded a **34.0%** ratio, up from previous year's, March 2017, at **26.8%**, a **27.14%** 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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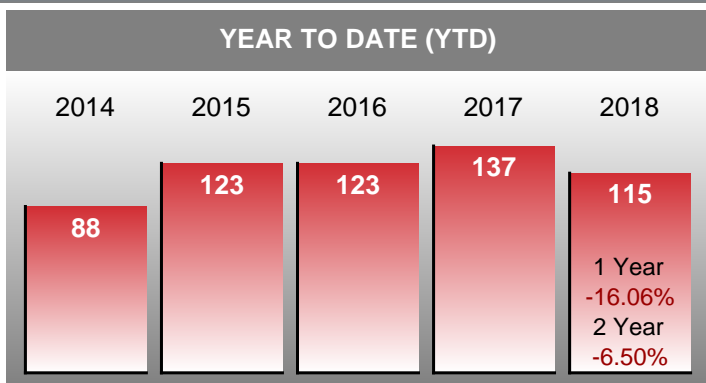
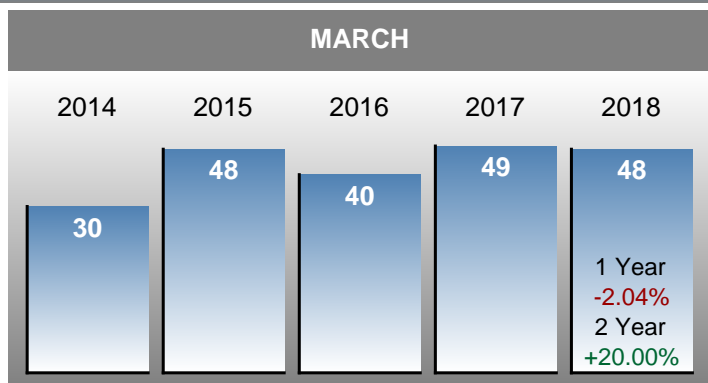
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CLOSED LISTINGS

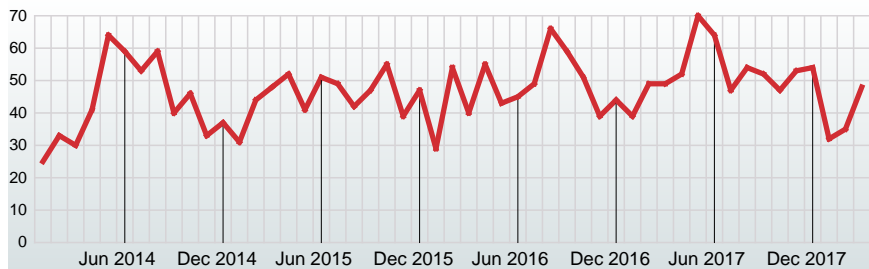
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 43

3 MONTHS



High
May 2017 = 70
Low
Jan 2014 = 25

Closed Listings this month at **48**, above the 5 yr MAR average of **43**

JAN	32
FEB	35
MAR	48
9.38%	
37.14%	

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	5	10.42%	100.0	5	0	0	0
\$20,001 - \$20,000	0	0.00%	100.0	0	0	0	0
\$20,001 - \$70,000	13	27.08%	30.0	8	2	3	0
\$70,001 - \$140,000	12	25.00%	9.5	2	8	2	0
\$140,001 - \$180,000	7	14.58%	35.0	3	4	0	0
\$180,001 - \$250,000	6	12.50%	43.5	2	2	2	0
\$250,001 and up	5	10.42%	67.0	0	2	3	0
Total Closed Units	48			20	18	10	0
Total Closed Volume	6,133,977	100%	35.0	1.40M	2.81M	1.93M	0.00B
Median Closed Price	\$110,750			\$35,500	\$134,750	\$180,950	\$0

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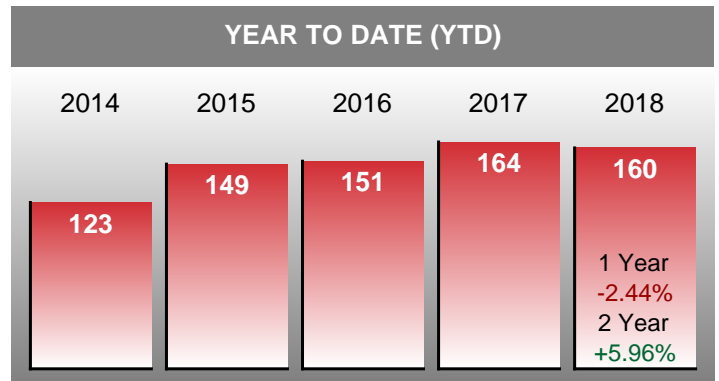
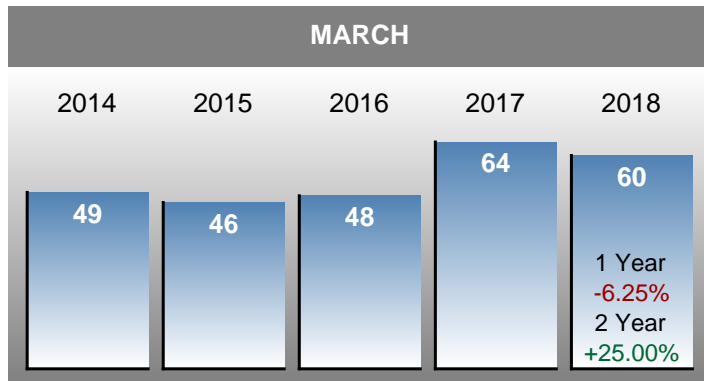
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PENDING LISTINGS

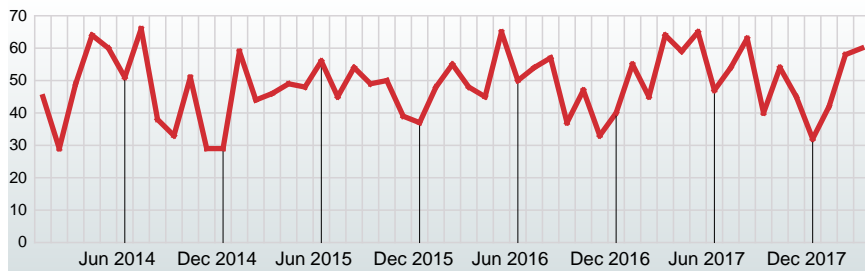
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 53

3 MONTHS



High

Jul 2014 = 66

Low

Dec 2014 = 29

Pending Listings this month at **60**, above the 5 yr MAR average of **53**

JAN 42

FEB 58
38.10%

MAR 60
3.45%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	8.33%	55.0	5	0	0	0
\$30,001 - \$50,000	8	13.33%	82.5	7	1	0	0
\$50,001 - \$70,000	8	13.33%	23.0	3	3	2	0
\$70,001 - \$150,000	17	28.33%	20.0	5	12	0	0
\$150,001 - \$170,000	8	13.33%	86.5	1	5	2	0
\$170,001 - \$250,000	8	13.33%	36.5	0	2	6	0
\$250,001 and up	6	10.00%	118.0	1	0	4	1
Total Pending Units	60			22	23	14	1
Total Pending Volume	7,872,517	100%	55.0	1.40M	2.69M	3.44M	339.90K
Median Listing Price	\$98,500			\$49,900	\$112,500	\$229,950	\$339,900

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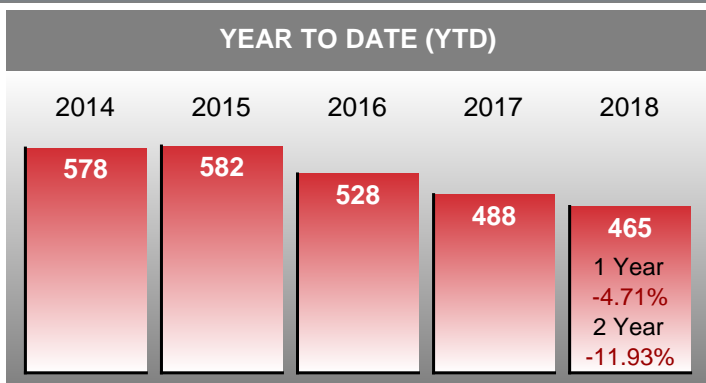
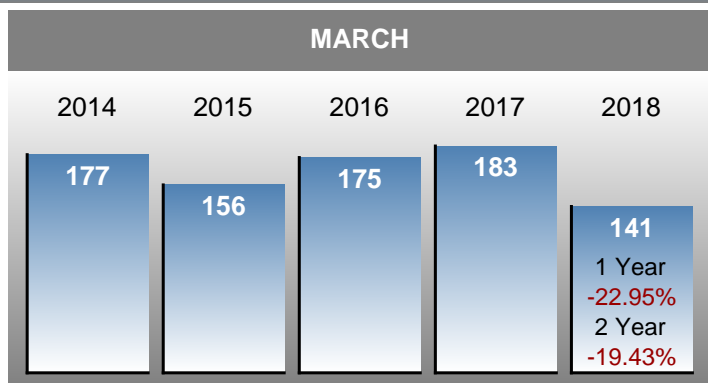
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NEW LISTINGS

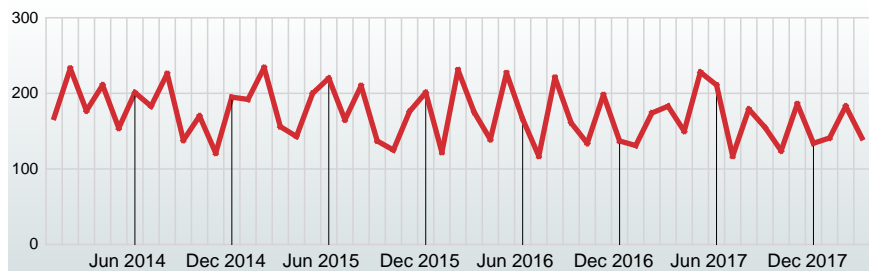
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 166

3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **141**,
below the 5 yr MAR
average of **166**

JAN	141
FEB	183
MAR	141
29.79%	
-22.95%	

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	13	9.22%	13	0	0	0
\$30,001 - \$50,000	17	12.06%	11	5	1	0
\$50,001 - \$80,000	21	14.89%	13	7	1	0
\$80,001 - \$130,000	32	22.70%	12	16	3	1
\$130,001 - \$180,000	23	16.31%	5	14	3	1
\$180,001 - \$330,000	21	14.89%	5	9	7	0
\$330,001 and up	14	9.93%	7	3	3	1
Total New Listed Units	141		66	54	18	3
Total New Listed Volume	24,791,766	100%	12.49M	7.98M	3.68M	633.50K
Median New Listed Listing Price	\$112,900		\$69,750	\$129,500	\$192,000	\$139,000

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March 2018

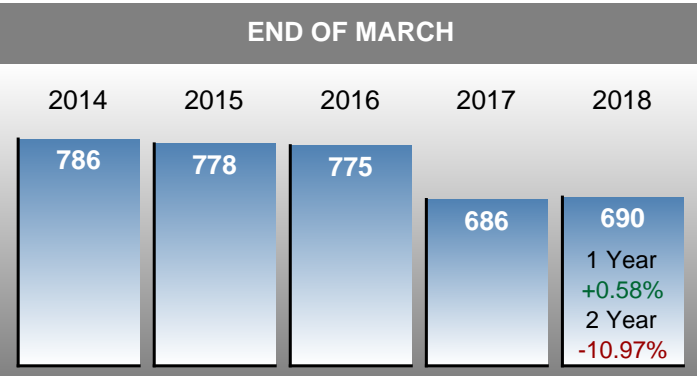
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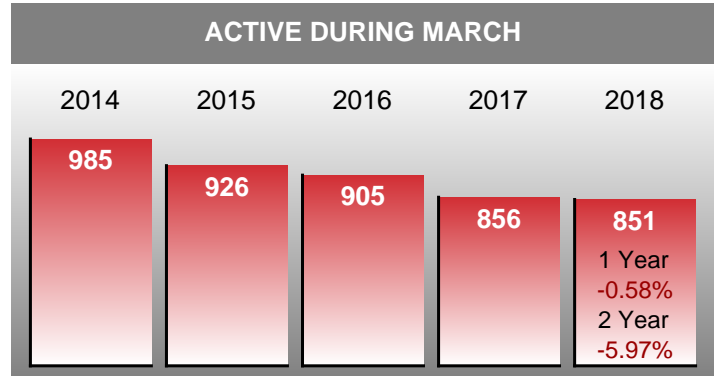
ACTIVE INVENTORY

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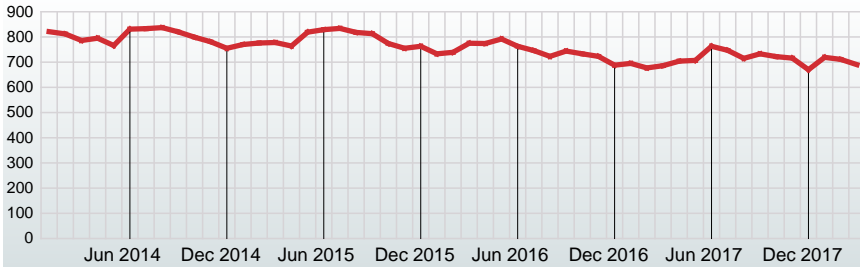
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 743

3 MONTHS

High
Aug 2014 = 837
Low
Dec 2017 = 670
Inventory
this month at **690**,
below the 5 yr MAR
average of **743**

JAN	719
FEB	711 -1.11%
MAR	690 -2.95%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	2.75%	149.0	19	0	0	0
\$10,001 - \$10,000	0	0.00%	149.0	0	0	0	0
\$10,001 - \$40,000	220	31.88%	82.0	209	10	0	1
\$40,001 - \$90,000	178	25.80%	125.5	149	25	4	0
\$90,001 - \$170,000	117	16.96%	54.0	42	57	14	4
\$170,001 - \$290,000	83	12.03%	78.0	20	46	15	2
\$290,001 and up	73	10.58%	85.0	30	17	18	8
Total Active Inventory by Units	690			469	155	51	15
Total Active Inventory by Volume	90,667,677	100%	82.0	45.86M	26.61M	13.91M	4.29M
Median Active Inventory Listing Price	\$69,900			\$46,000	\$147,900	\$224,900	\$305,000

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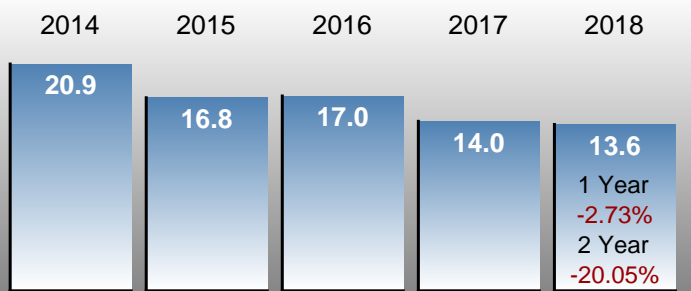
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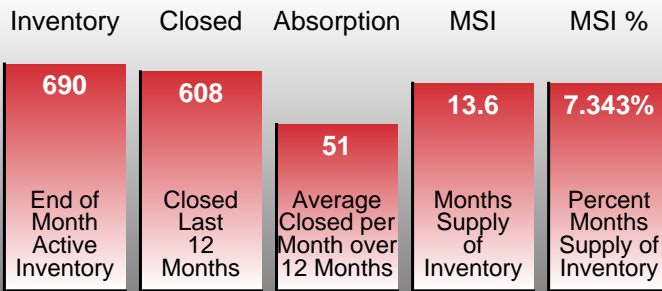
MONTHS SUPPLY of INVENTORY (MSI)

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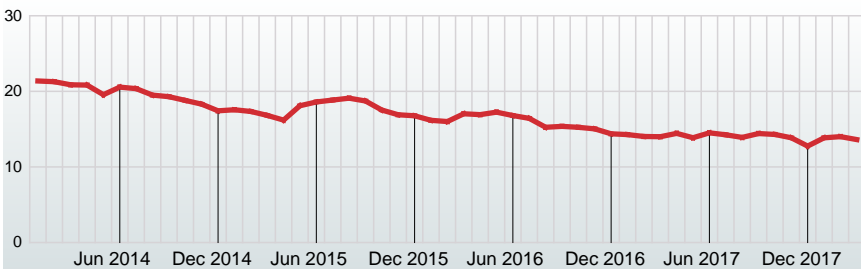
MSI FOR MARCH



INDICATORS FOR MARCH 2018



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 16.5

3 MONTHS

High
Jan 2014 = 21.4
Low
Dec 2017 = 12.8
Months Supply
this month at **13.6**,
below the 5 yr MAR
average of **16.5**

JAN	13.8
FEB	14.0
MAR	13.6
APR	1.16%
MAY	-2.79%

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
\$10,000 and less	19	2.75%	12.0	12.0	0.0	0.0	0.0
\$10,001 - \$10,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 - \$40,000	220	31.88%	29.0	35.3	8.0	0.0	0.0
\$40,001 - \$90,000	178	25.80%	13.1	22.6	4.2	4.0	0.0
\$90,001 - \$170,000	117	16.96%	7.4	13.6	5.4	6.5	0.0
\$170,001 - \$290,000	83	12.03%	8.9	20.0	8.5	6.2	4.0
\$290,001 and up	73	10.58%	25.8	60.0	22.7	16.6	16.0
Market Supply of Inventory (MSI)	13.6	100%	13.6	25.1	6.5	7.2	15.0
Total Active Inventory by Units	690			469	155	51	15

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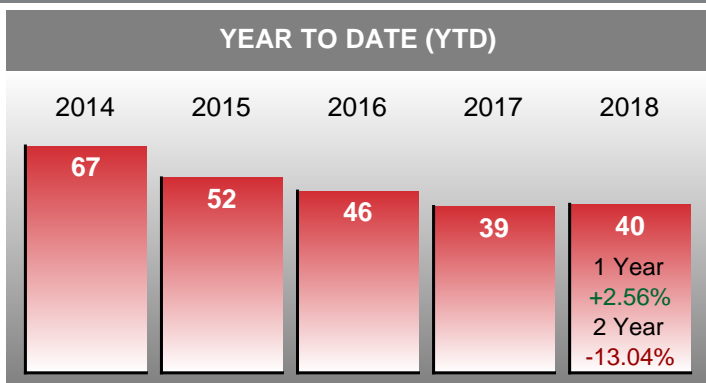
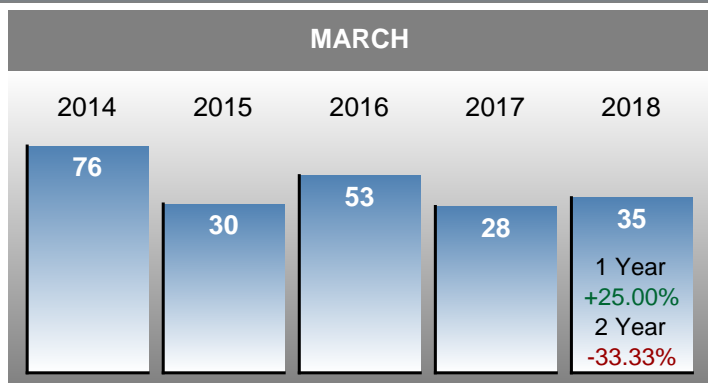
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MEDIAN DAYS ON MARKET TO SALE

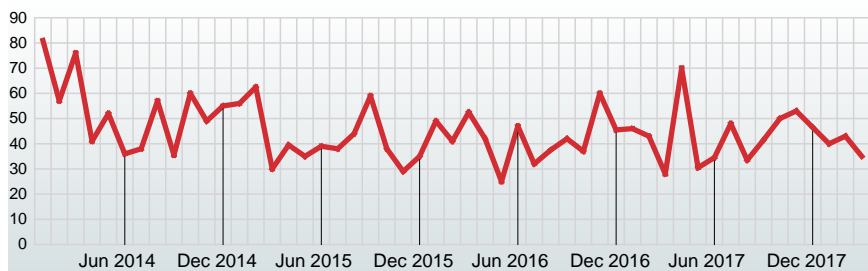
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 44

3 MONTHS



High
Jan 2014 = 81
Low
May 2016 = 25
Median Days on Market
this month at **35**,
below the 5 yr MAR
average of **44**

JAN	40
FEB	43
MAR	35
7.50%	
-18.60%	

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	5	10.42%	100.0	100.0	0.0	0.0	0.0
\$20,001 - \$20,000	0	0.00%	100.0	0.0	0.0	0.0	0.0
\$20,001 - \$70,000	13	27.08%	30.0	26.0	38.5	27.0	0.0
\$70,001 - \$140,000	12	25.00%	9.5	27.5	8.5	75.0	0.0
\$140,001 - \$180,000	7	14.58%	35.0	32.0	105.5	0.0	0.0
\$180,001 - \$250,000	6	12.50%	43.5	6.0	61.5	98.5	0.0
\$250,001 and up	5	10.42%	67.0	0.0	98.5	67.0	0.0
Median Closed DOM	35.0			26.0	39.0	53.5	0.0
Total Closed Units	48	100%	35.0	20	18	10	
Total Closed Volume	6,133,977			1.40M	2.81M	1.93M	0.00B

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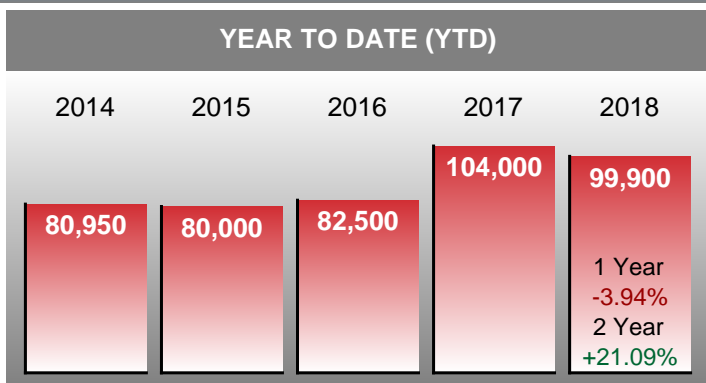
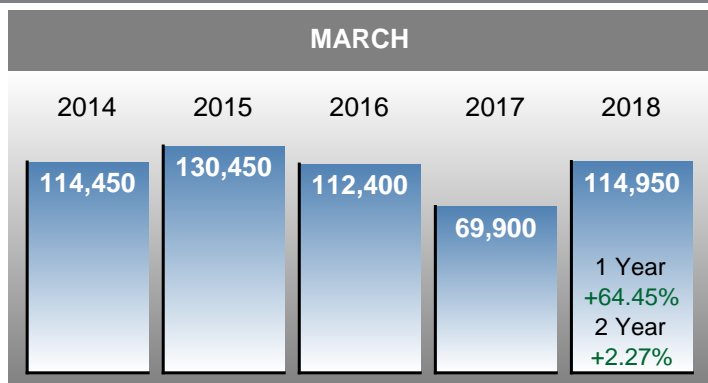
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MEDIAN LIST PRICE AT CLOSING

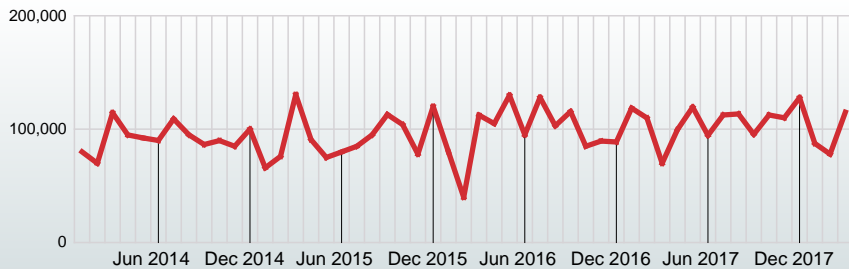
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 108,430

3 MONTHS



High
Mar 2015 = 130,450
Low
Feb 2016 = 39,900
Median List Price
this month at **114,950**,
above the 5 yr MAR
average of **108,430**

JAN	87,400
FEB	78,000
MAR	114,950
APR	47.37%

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	3	6.25%	7,500	7,500	0	0	0
\$20,001 - \$20,000	0	0.00%	7,500	0	0	0	0
\$20,001 - \$70,000	15	31.25%	39,900	32,500	47,900	54,000	0
\$70,001 - \$140,000	11	22.92%	114,900	111,500	112,500	127,450	0
\$140,001 - \$180,000	4	8.33%	159,450	0	159,450	0	0
\$180,001 - \$250,000	9	18.75%	199,000	199,000	199,000	246,900	0
\$250,001 and up	6	12.50%	295,000	0	405,000	277,950	0
Median List Price			114,950	43,400	141,400	193,450	0
Total Closed Units	48	100%	114,950	20	18	10	
Total Closed Volume	6,602,717			1.68M	2.90M	2.02M	0.00B

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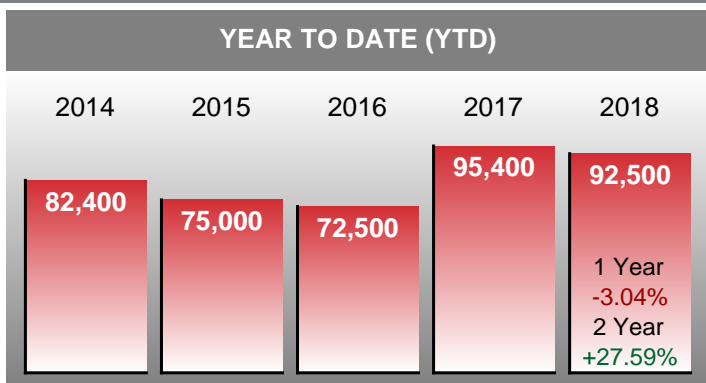
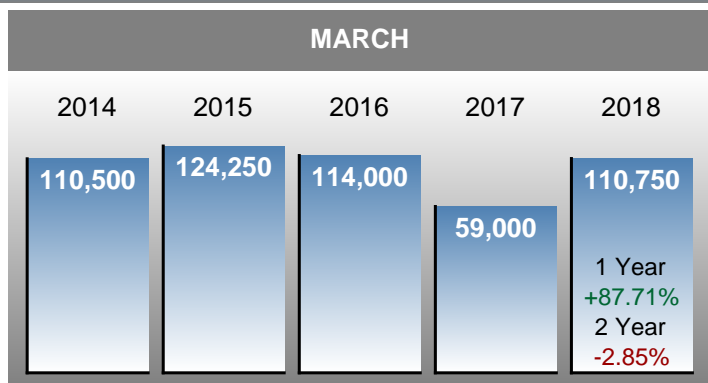
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MEDIAN SOLD PRICE AT CLOSING

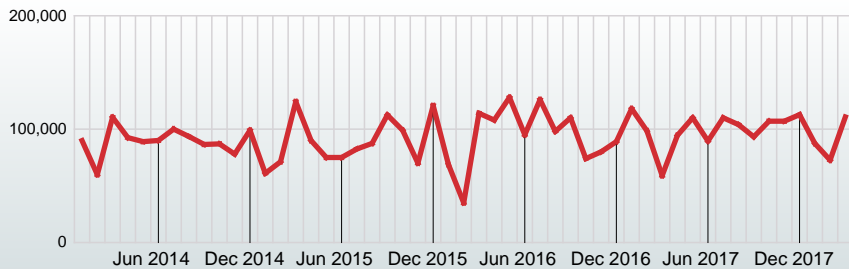
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 103,700

3 MONTHS



High
May 2016 = 128,000
Low
Feb 2016 = 35,000
Median Sold Price
this month at **110,750**,
above the 5 yr MAR
average of **103,700**

JAN	87,400
FEB	72,700
MAR	110,750
-16.82%	
52.34%	

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	5	10.42%	9,500	9,500	0	0	0
\$20,001 - \$20,000	0	0.00%	9,500	0	0	0	0
\$20,001 - \$70,000	13	27.08%	37,500	27,000	46,250	59,101	0
\$70,001 - \$140,000	12	25.00%	110,750	95,250	110,450	120,250	0
\$140,001 - \$180,000	7	14.58%	160,000	150,000	163,500	0	0
\$180,001 - \$250,000	6	12.50%	216,500	204,750	201,500	239,425	0
\$250,001 and up	5	10.42%	290,000	0	392,500	273,500	0
Median Sold Price			110,750	35,500	134,750	180,950	0
Total Closed Units		100%	110,750	20	18	10	
Total Closed Volume			6,133,977	1.40M	2.81M	1.93M	0.00B

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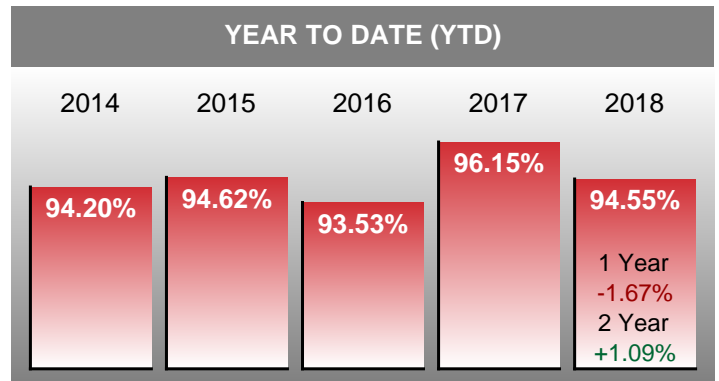
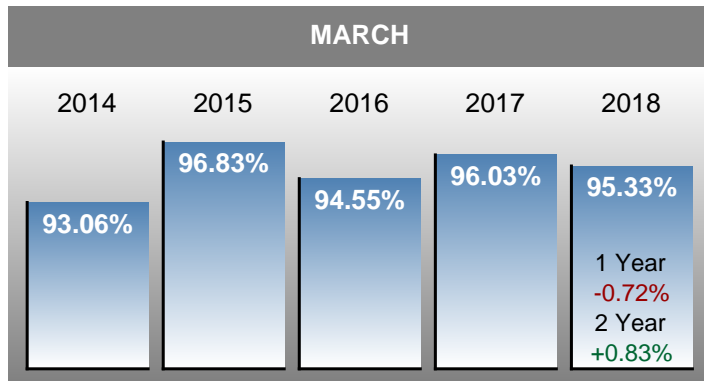
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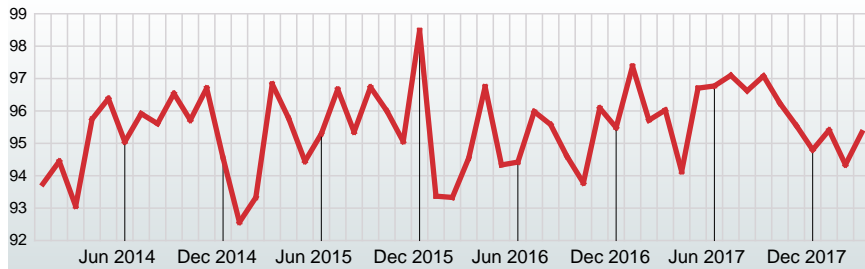


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 95.16%

3 MONTHS

High
Dec 2015 = 98.48%
Low
Jan 2015 = 92.56%
Median Sold/List Ratio
this month at **95.33%**,
equal to 5 yr MAR
average of **95.16%**

JAN	95.41%
FEB	94.34%
MAR	95.33%
APR	1.05%

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	5	10.42%	86.67%	86.67%	0.00%	0.00%	0.00%
\$20,001 - \$20,000	0	0.00%	86.67%	0.00%	0.00%	0.00%	0.00%
\$20,001 - \$70,000	13	27.08%	89.55%	86.78%	93.51%	99.33%	0.00%
\$70,001 - \$140,000	12	25.00%	95.85%	85.15%	96.79%	94.75%	0.00%
\$140,001 - \$180,000	7	14.58%	90.45%	75.41%	97.41%	0.00%	0.00%
\$180,001 - \$250,000	6	12.50%	98.24%	95.81%	98.58%	95.48%	0.00%
\$250,001 and up	5	10.42%	96.38%	0.00%	97.60%	96.38%	0.00%
Median Sold/List Ratio			95.33%	87.78%	97.52%	97.58%	0.00%
Total Closed Units			48	20	18	10	
Total Closed Volume			6,133,977	1.40M	2.81M	1.93M	0.00B

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Area Delimited by County Of Cherokee



MARKET SUMMARY

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

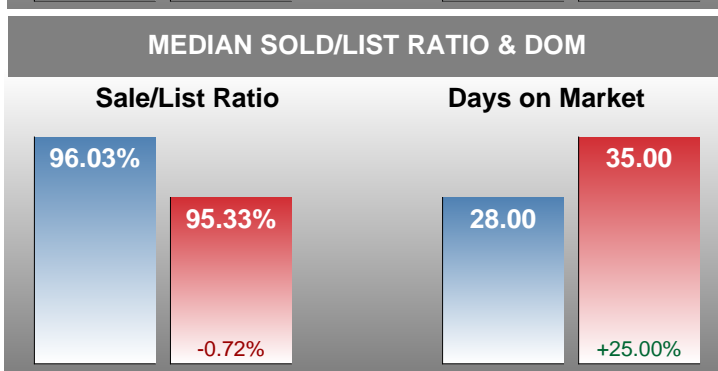
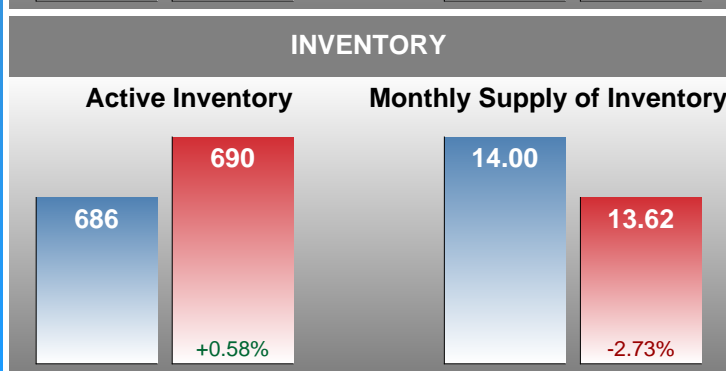
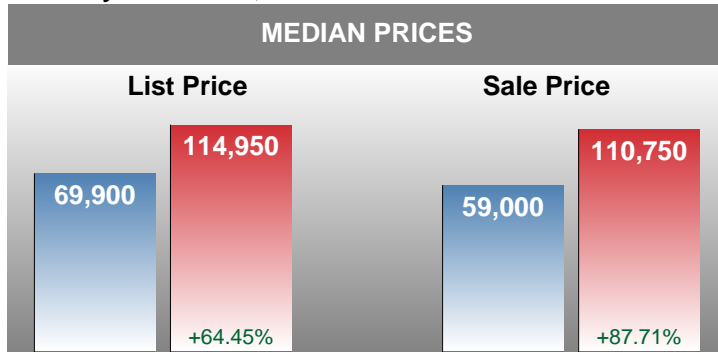
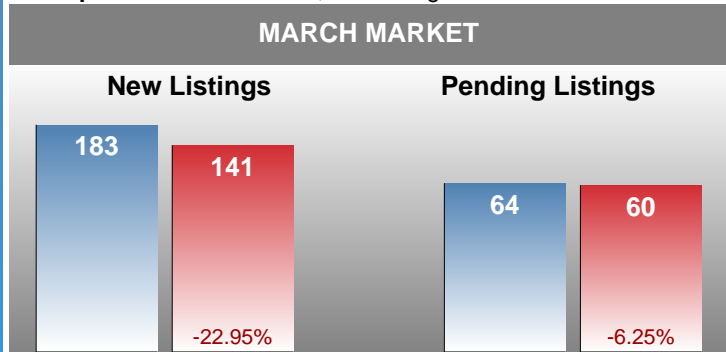


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	49	48	-2.04%	137	115	-16.06%
Pending Sales	64	60	-6.25%	164	160	-2.44%
New Listings	183	141	-22.95%	488	465	-4.71%
Median List Price	69,900	114,950	64.45%	104,000	99,900	-3.94%
Median Sale Price	59,000	110,750	87.71%	95,400	92,500	-3.04%
Median Percent of Selling Price to List Price	96.03%	95.33%	-0.72%	96.15%	94.55%	-1.67%
Median Days on Market to Sale	28.00	35.00	25.00%	39.00	40.00	2.56%
Monthly Inventory	686	690	0.58%	686	690	0.58%
Months Supply of Inventory	14.00	13.62	-2.73%	14.00	13.62	-2.73%

Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on March 31, 2018 = 690

2017 2018



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