

## March 2018

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha

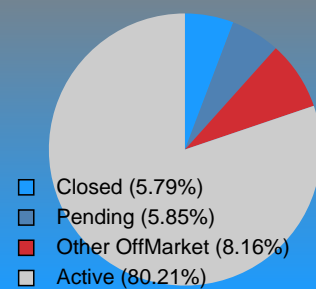


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	87	95	9.20%
Pending Listings	100	96	-4.00%
New Listings	323	354	9.60%
Average List Price	120,617	105,048	-12.91%
Average Sale Price	112,899	98,167	-13.05%
Average Percent of List Price to Selling Price	93.38%	93.26%	-0.13%
Average Days on Market to Sale	67.99	69.78	2.63%
End of Month Inventory	1,178	1,317	11.80%
Months Supply of Inventory	14.51	14.88	2.54%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **89** Sales/Month  
**Active Inventory** as of March 31, 2018 = **1,317**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **11.80%** to 1,317 existing homes available for sale. Over the last 12 months this area has had an average of 89 closed sales per month. This represents an unsold inventory index of **14.88** 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 **13.05%** in March 2018 to \$98,167 versus the previous year at \$112,899.

##### Average Days on Market Lengthens

The average number of **69.78** days that homes spent on the market before selling increased by 1.79 days or **2.63%** in March 2018 compared to last year's same month at **67.99** DOM.

##### Sales Success for March 2018 is Positive

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

There were 354 New Listings in March 2018, up **9.60%** from last year at 323. Furthermore, there were 95 Closed Listings this month versus last year at 87, a **9.20%** increase.

Closed versus Listed trends yielded a **26.8%** ratio, down from previous year's, March 2017, at **26.9%**, a **0.37%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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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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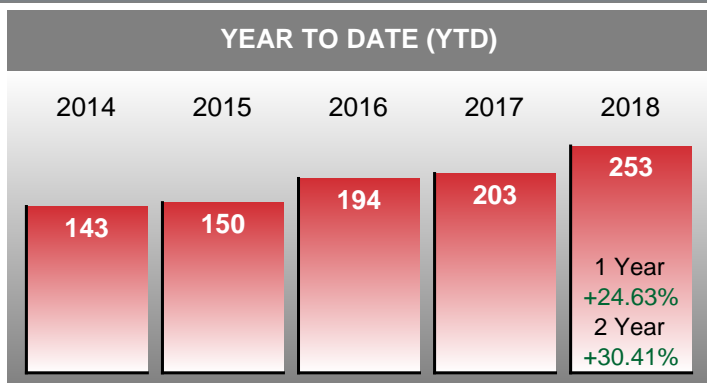
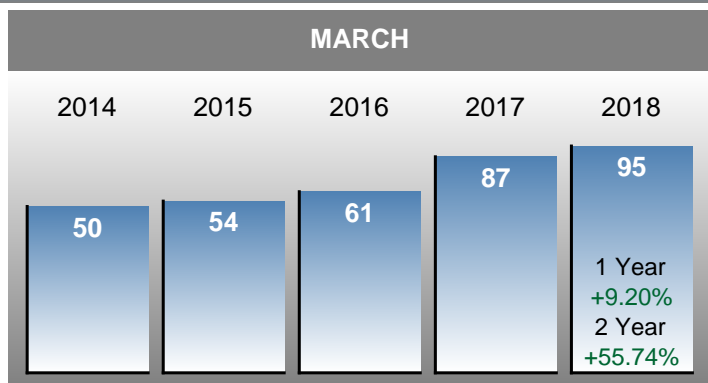
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## CLOSED LISTINGS

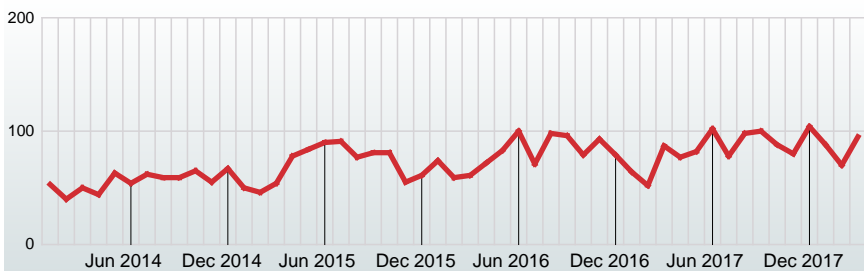
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 69

3 MONTHS



**High**  
Dec 2017 = 104  
**Low**  
Feb 2014 = 40  
*Closed Listings*  
this month at **95**,  
above the 5 yr MAR  
average of **69**

JAN	88
FEB	70 -20.45%
MAR	95 35.71%

### 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	9	9.47%	79.7	7	1	0	1
\$20,001 - \$30,000	9	9.47%	22.4	7	2	0	0
\$30,001 - \$60,000	18	18.95%	68.3	10	8	0	0
\$60,001 - \$110,000	23	24.21%	59.0	8	10	5	0
\$110,001 - \$140,000	14	14.74%	86.2	5	7	2	0
\$140,001 - \$210,000	12	12.63%	92.9	3	6	3	0
\$210,001 and up	10	10.53%	80.1	2	4	3	1
<b>Total Closed Units</b>	<b>95</b>			<b>42</b>	<b>38</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,325,838</b>	<b>100%</b>	<b>69.8</b>	<b>2.97M</b>	<b>4.21M</b>	<b>1.86M</b>	<b>287.00K</b>
<b>Average Closed Price</b>	<b>\$98,167</b>			<b>\$70,739</b>	<b>\$110,761</b>	<b>\$142,991</b>	<b>\$143,500</b>

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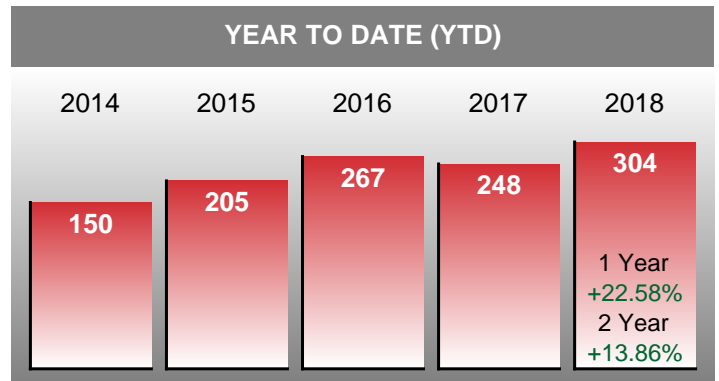
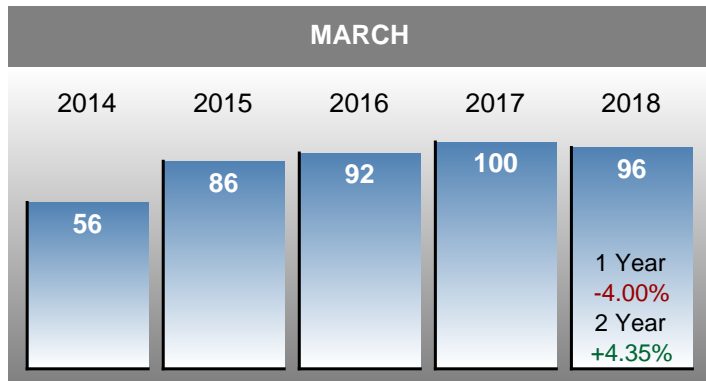
# March 2018

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## PENDING LISTINGS

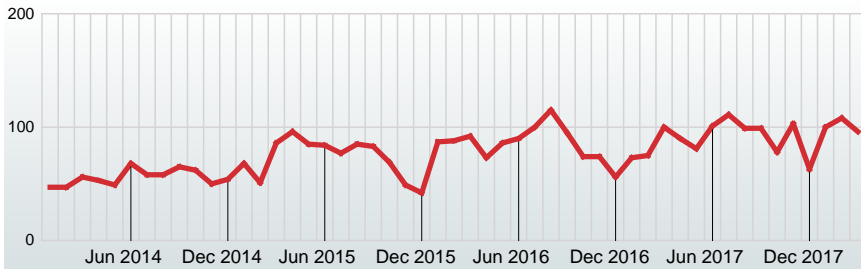
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 86

3 MONTHS



**High**  
Aug 2016 = 115  
**Low**  
Dec 2015 = 42  
*Pending Listings*  
this month at **96**,  
above the 5 yr MAR  
average of **86**

JAN	100
FEB	108 8.00%
MAR	96 -11.11%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	7.29%	39.6	6	1	0	0
\$20,001 - \$40,000	11	11.46%	61.6	10	1	0	0
\$40,001 - \$80,000	15	15.63%	85.6	7	7	1	0
\$80,001 - \$130,000	28	29.17%	69.4	10	15	3	0
\$130,001 - \$170,000	14	14.58%	48.6	2	11	1	0
\$170,001 - \$240,000	11	11.46%	48.5	3	7	1	0
\$240,001 and up	10	10.42%	66.9	1	5	3	1
<b>Total Pending Units</b>	<b>96</b>			<b>39</b>	<b>47</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,478,965</b>	<b>100%</b>	<b>37.9</b>	<b>3.05M</b>	<b>6.48M</b>	<b>1.61M</b>	<b>349.90K</b>
<b>Average Listing Price</b>	<b>\$114,486</b>			<b>\$78,125</b>	<b>\$137,770</b>	<b>\$178,556</b>	<b>\$349,900</b>

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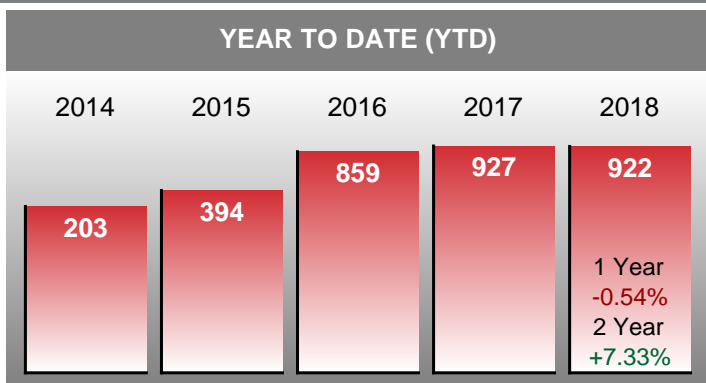
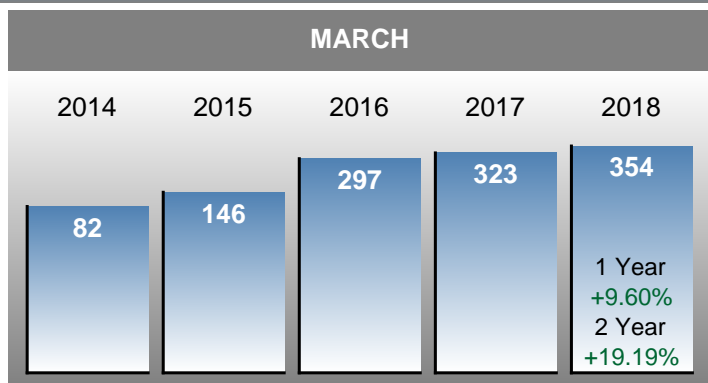
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## NEW LISTINGS

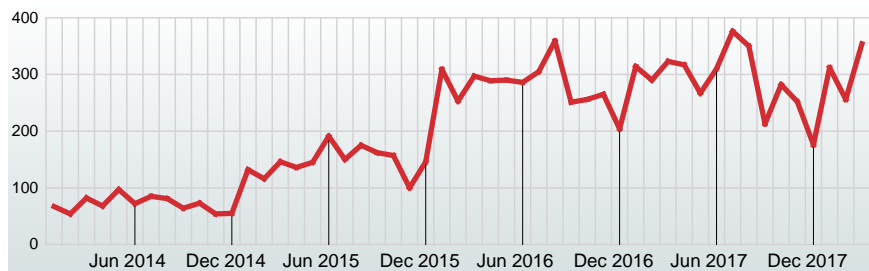
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 240

3 MONTHS



**High**  
Jul 2017 = 376  
**Low**  
Nov 2014 = 54  
*New Listings*  
this month at **354**,  
above the 5 yr MAR  
average of **240**

JAN	312
FEB	256
MAR	354
<b>-17.95%</b>	
<b>38.28%</b>	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	25	7.06%	25	0	0	0
\$20,001 - \$40,000	40	11.30%	34	4	1	1
\$40,001 - \$80,000	68	19.21%	36	28	4	0
\$80,001 - \$140,000	93	26.27%	55	30	6	2
\$140,001 - \$190,000	46	12.99%	10	28	7	1
\$190,001 - \$290,000	45	12.71%	5	27	12	1
\$290,001 and up	37	10.45%	10	16	8	3
<b>Total New Listed Units</b>	<b>354</b>		<b>175</b>	<b>133</b>	<b>38</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>53,870,600</b>	<b>100%</b>	<b>17.65M</b>	<b>23.99M</b>	<b>9.57M</b>	<b>2.66M</b>
<b>Average New Listed Listing Price</b>	<b>\$129,250</b>		<b>\$100,849</b>	<b>\$180,361</b>	<b>\$251,900</b>	<b>\$332,725</b>

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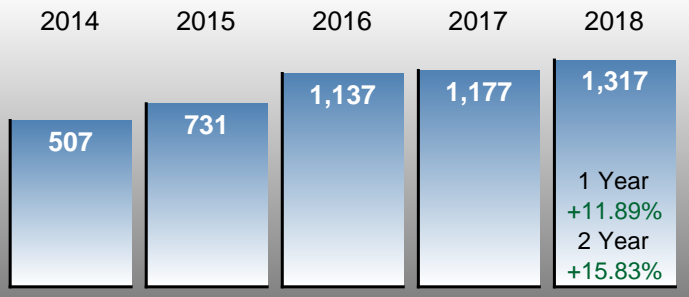
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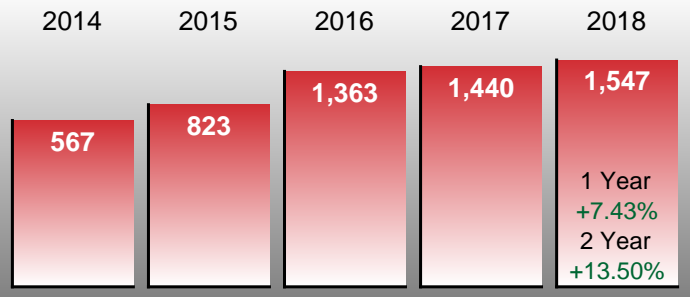
## ACTIVE INVENTORY

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### END OF MARCH



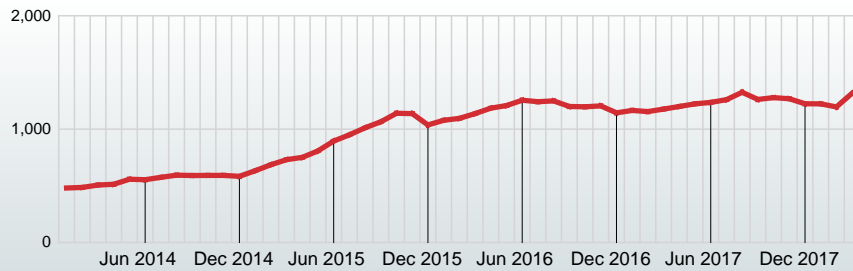
### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 974

3 MONTHS



**High**  
Aug 2017 = 1,325  
**Low**  
Jan 2014 = 481

*Inventory*  
this month at **1,317**,  
above the 5 yr MAR  
average of **974**

JAN	1,223
FEB	1,196 -2.21%
MAR	1,317 10.12%

### 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	256	19.44%	145.9	251	5	0	0
\$25,001-\$50,000	203	15.41%	132.7	172	27	3	1
\$50,001-\$125,000	365	27.71%	124.1	191	147	25	2
\$125,001-\$175,000	155	11.77%	163.2	38	95	20	2
\$175,001-\$325,000	192	14.58%	105.2	40	92	51	9
\$325,001 and up	146	11.09%	127.1	45	56	34	11
<b>Total Active Inventory by Units</b>	<b>1,317</b>			<b>737</b>	<b>422</b>	<b>133</b>	<b>25</b>
<b>Total Active Inventory by Volume</b>	<b>212,879,805</b>	<b>100%</b>	<b>131.8</b>	<b>82.71M</b>	<b>81.61M</b>	<b>38.50M</b>	<b>10.06M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$161,640</b>			<b>\$112,219</b>	<b>\$193,386</b>	<b>\$289,502</b>	<b>\$402,464</b>

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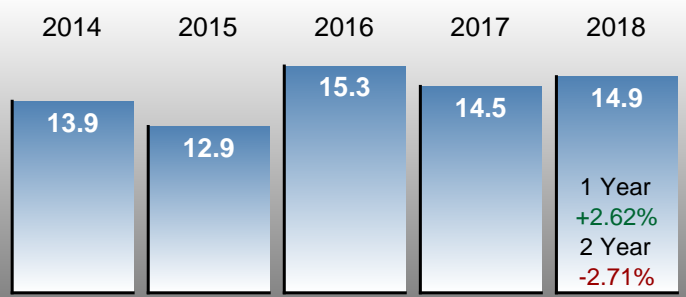
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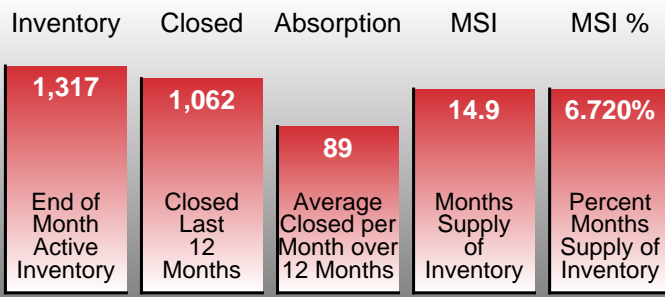
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR MARCH

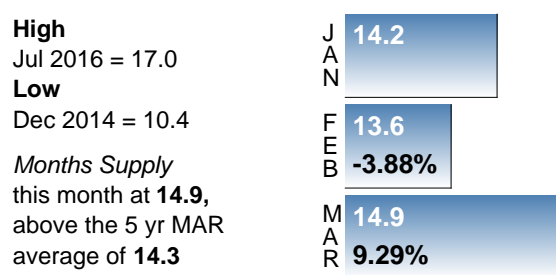
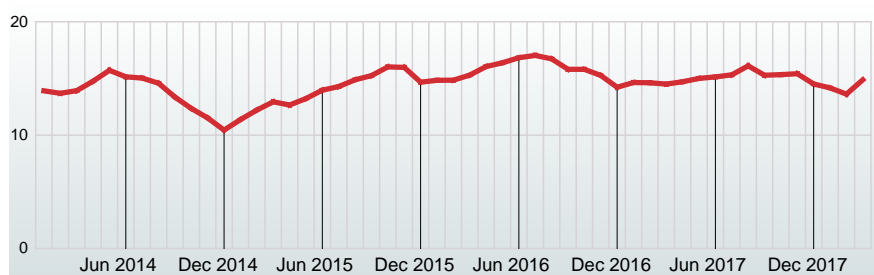


### INDICATORS FOR MARCH 2018



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 14.3      3 MONTHS



### 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	52	3.95%	29.7	31.6	12.0	0.0	0.0
\$10,001 - \$30,000	254	19.29%	18.8	27.1	2.4	0.0	0.0
\$30,001 - \$50,000	153	11.62%	12.4	20.3	4.3	3.6	12.0
\$50,001 - \$120,000	338	25.66%	11.2	18.2	8.1	6.4	0.0
\$120,001 - \$190,000	216	16.40%	13.0	25.3	10.6	13.3	12.0
\$190,001 - \$340,000	165	12.53%	14.6	24.0	12.0	14.3	18.0
\$340,001 and up	139	10.55%	49.1	252.0	49.8	26.4	30.0
Market Supply of Inventory (MSI)	14.9	100%	14.9	24.0	9.5	11.2	17.6
Total Active Inventory by Units	1,317			737	422	133	25

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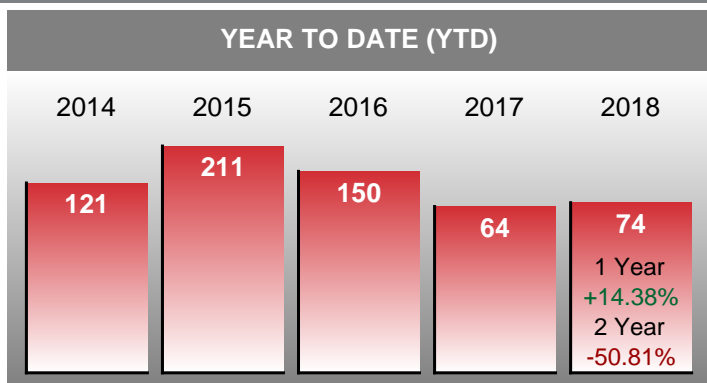
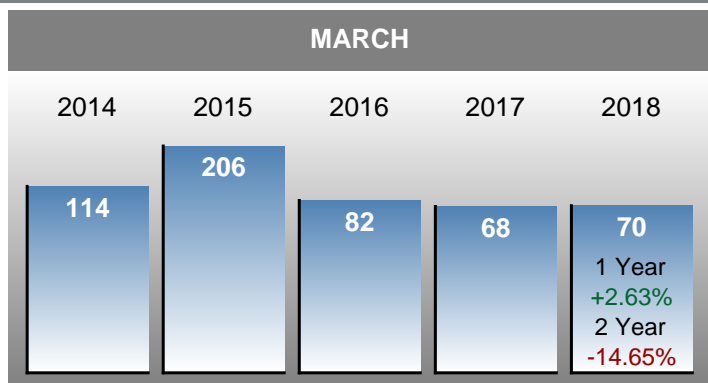
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## AVERAGE DAYS ON MARKET TO SALE

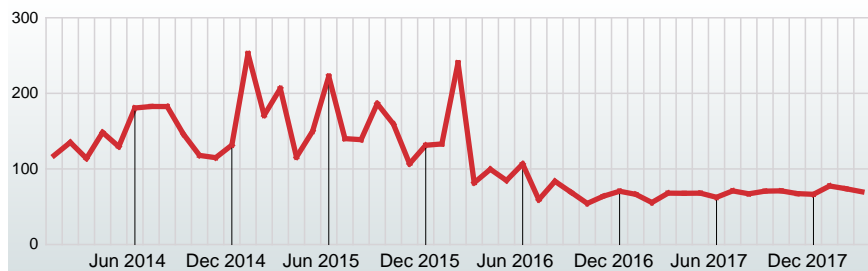
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### 5 YEAR MARKET ACTIVITY TRENDS

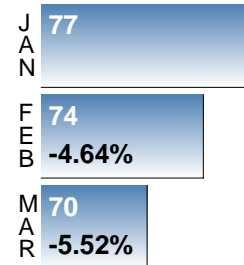
5yr MAR AVG = 108

3 MONTHS



**High**  
Jan 2015 = 253  
**Low**  
Oct 2016 = 54

Average Days on Market this month at **70**, below the 5 yr MAR average of **108**



### 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	9	9.47%	79.7	80.6	143.0	0.0	10.0
\$20,001 - \$30,000	9	9.47%	22.4	19.6	32.5	0.0	0.0
\$30,001 - \$60,000	18	18.95%	68.3	71.6	64.3	0.0	0.0
\$60,001 - \$110,000	23	24.21%	59.0	54.8	64.4	55.0	0.0
\$110,001 - \$140,000	14	14.74%	86.2	118.4	63.6	85.0	0.0
\$140,001 - \$210,000	12	12.63%	92.9	83.7	91.3	105.3	0.0
\$210,001 and up	10	10.53%	80.1	2.0	99.5	84.0	147.0
<b>Average Closed DOM</b>			69.8	64.3	72.6	77.9	78.5
<b>Total Closed Units</b>		100%	69.8	42	38	13	2
<b>Total Closed Volume</b>			9,325,838	2.97M	4.21M	1.86M	287.00K

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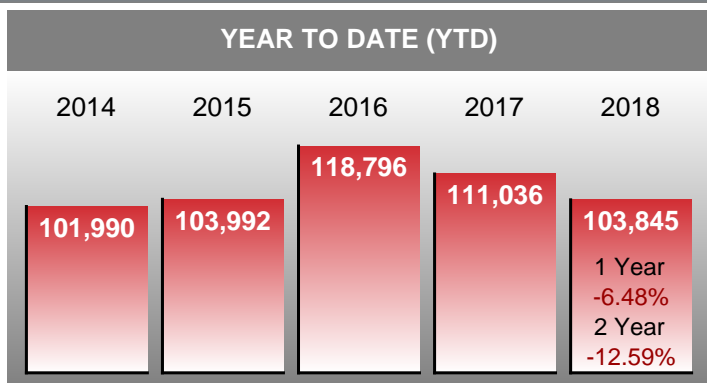
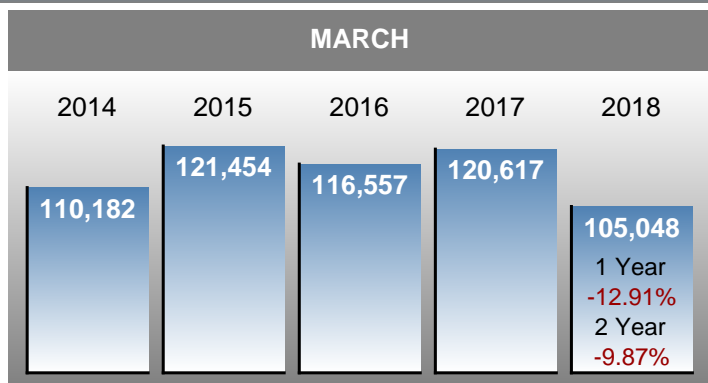
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## AVERAGE LIST PRICE AT CLOSING

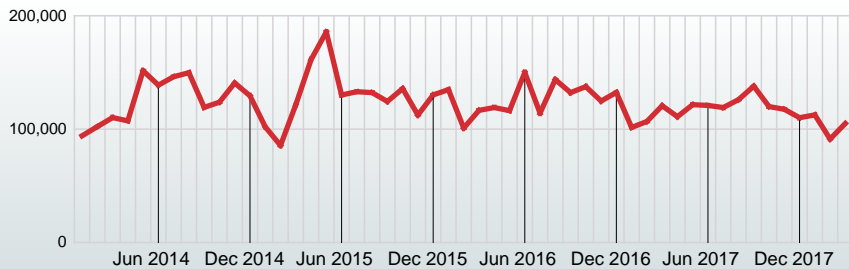
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 114,772

### 3 MONTHS



**High**  
May 2015 = 185,723  
**Low**  
Feb 2015 = 85,639  
*Average List Price*  
this month at **105,048**,  
below the 5 yr MAR  
average of **114,772**

JAN	112,555
FEB	91,261
<b>-18.92%</b>	
MAR	105,048
<b>15.11%</b>	

## 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	9	9.47%	14,222	16,143	8,000	0	12,000
\$20,001 - \$30,000	6	6.32%	25,067	27,200	31,700	0	0
\$30,001 - \$60,000	20	21.05%	46,225	54,280	47,700	0	0
\$60,001 - \$110,000	21	22.11%	81,724	86,500	86,570	77,940	0
\$110,001 - \$140,000	14	14.74%	126,214	135,480	135,486	138,250	0
\$140,001 - \$210,000	14	14.74%	172,543	189,000	172,133	193,633	0
\$210,001 and up	11	11.58%	261,627	249,750	286,225	231,233	299,900
<b>Average List Price</b>	<b>105,048</b>			<b>78,145</b>	<b>116,968</b>	<b>149,292</b>	<b>155,950</b>
<b>Total Closed Units</b>	<b>95</b>	<b>100%</b>	<b>105,048</b>	<b>42</b>	<b>38</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,979,600</b>			<b>3.28M</b>	<b>4.44M</b>	<b>1.94M</b>	<b>311.90K</b>

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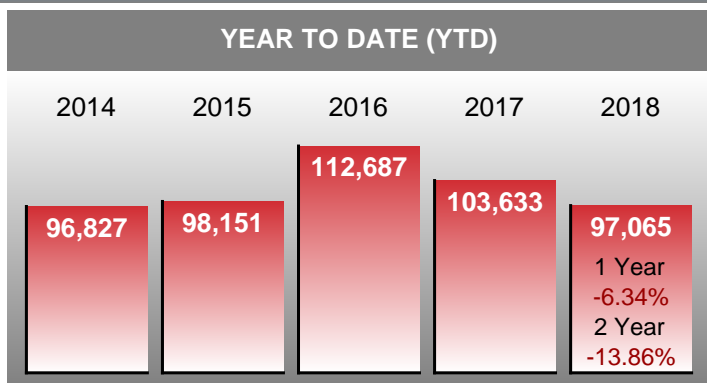
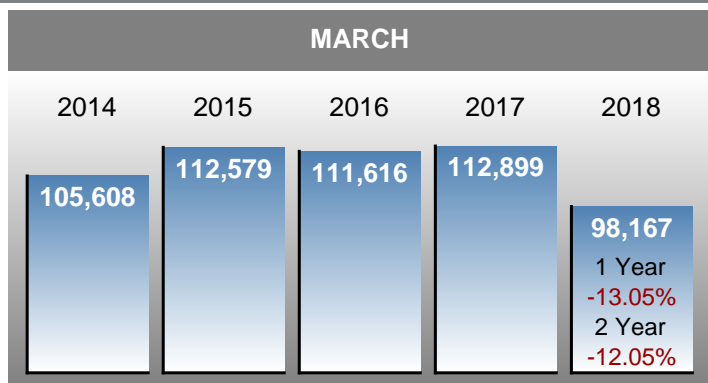
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## AVERAGE SOLD PRICE AT CLOSING

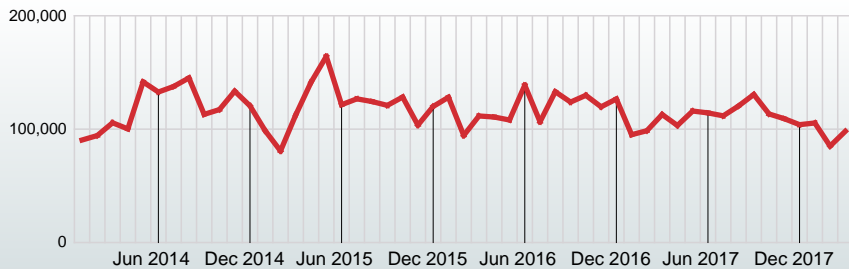
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 108,174

### 3 MONTHS



**High**  
May 2015 = 164,135  
**Low**  
Feb 2015 = 80,788  
*Average Sold Price*  
this month at **98,167**,  
below the 5 yr MAR  
average of **108,174**

JAN	105,427
FEB	85,057
MAR	98,167
<b>-19.32%</b>	
<b>15.41%</b>	

### 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	9	9.47%	13,356	13,600	8,000	0	17,000
\$20,001 - \$30,000	9	9.47%	24,922	23,771	28,950	0	0
\$30,001 - \$60,000	18	18.95%	46,310	47,978	44,225	0	0
\$60,001 - \$110,000	23	24.21%	78,282	75,288	81,720	76,197	0
\$110,001 - \$140,000	14	14.74%	123,277	119,075	123,429	133,251	0
\$140,001 - \$210,000	12	12.63%	172,500	178,333	167,167	177,333	0
\$210,001 and up	10	10.53%	255,140	248,500	276,250	226,467	270,000
<b>Average Sold Price</b>			98,167	70,739	110,761	142,991	143,500
<b>Total Closed Units</b>		100%	98,167	42	38	13	2
<b>Total Closed Volume</b>			9,325,838	2.97M	4.21M	1.86M	287.00K

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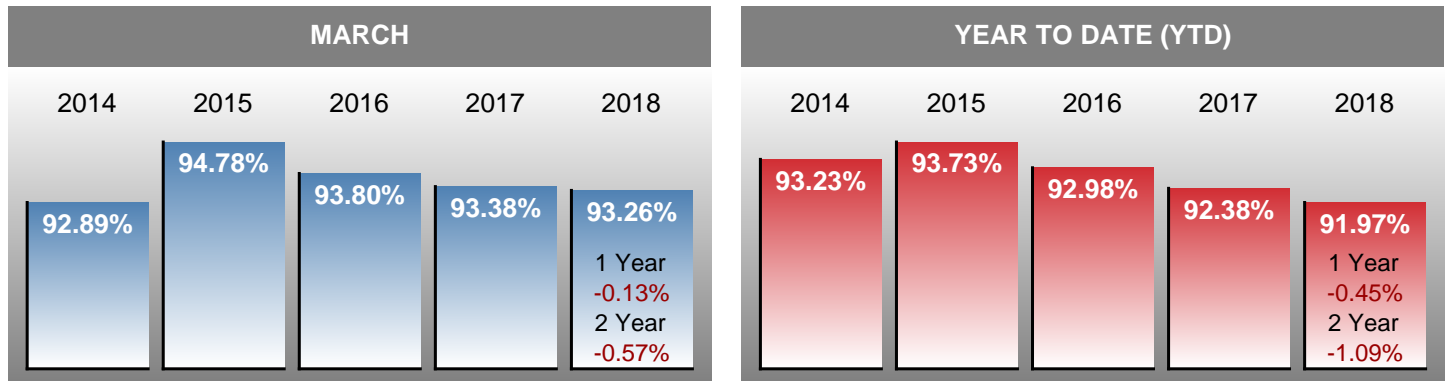
# March 2018

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

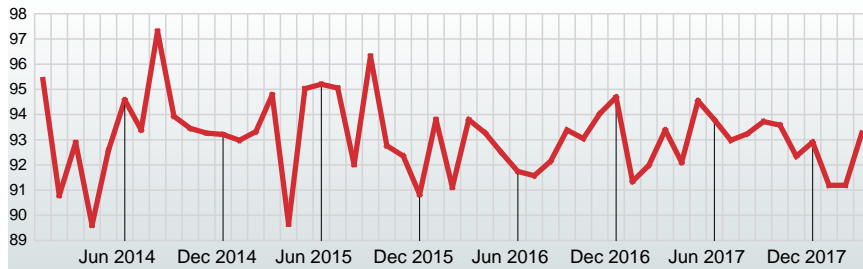
Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 93.62%

3 MONTHS



**High**  
Aug 2014 = 97.30%  
**Low**  
Apr 2014 = 89.61%

Average Sold/List Ratio this month at **93.26%**, below the 5 yr MAR average of **93.62%**

JAN	91.19%
FEB	0.00%
MAR	93.26%

### 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	9	9.47%	93.17%	85.26%	100.00%	0.00%	141.67%
\$20,001 - \$30,000	9	9.47%	90.91%	90.69%	91.71%	0.00%	0.00%
\$30,001 - \$60,000	18	18.95%	91.05%	89.99%	92.38%	0.00%	0.00%
\$60,001 - \$110,000	23	24.21%	94.44%	88.70%	96.92%	98.65%	0.00%
\$110,001 - \$140,000	14	14.74%	91.47%	89.25%	91.64%	96.43%	0.00%
\$140,001 - \$210,000	12	12.63%	95.37%	94.72%	97.32%	92.12%	0.00%
\$210,001 and up	10	10.53%	96.75%	99.52%	96.13%	97.98%	90.03%
<b>Average Sold/List Ratio</b>			<b>93.30%</b>	<b>89.78%</b>	<b>94.78%</b>	<b>96.65%</b>	<b>115.85%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>93.30%</b>	<b>42</b>	<b>38</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>				<b>2.97M</b>	<b>4.21M</b>	<b>1.86M</b>	<b>287.00K</b>

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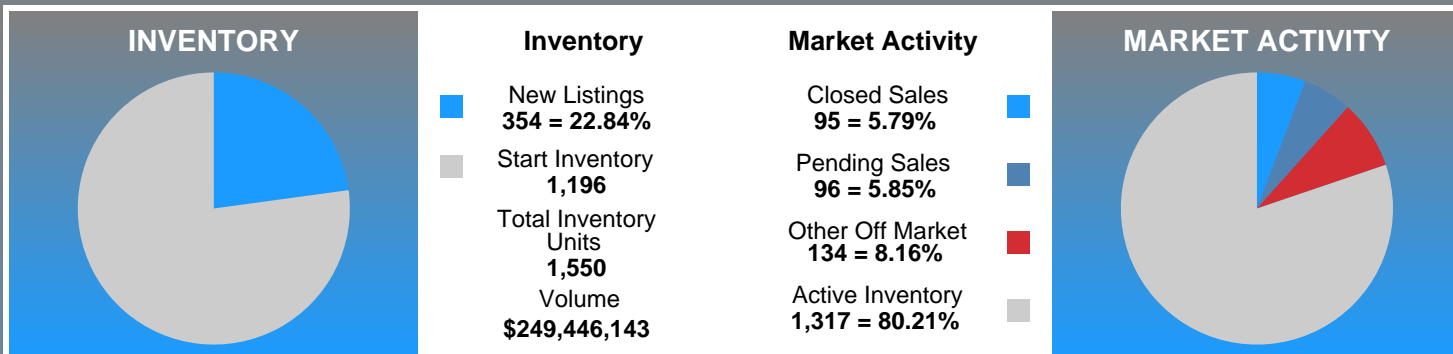
# March 2018

Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



## MARKET SUMMARY

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

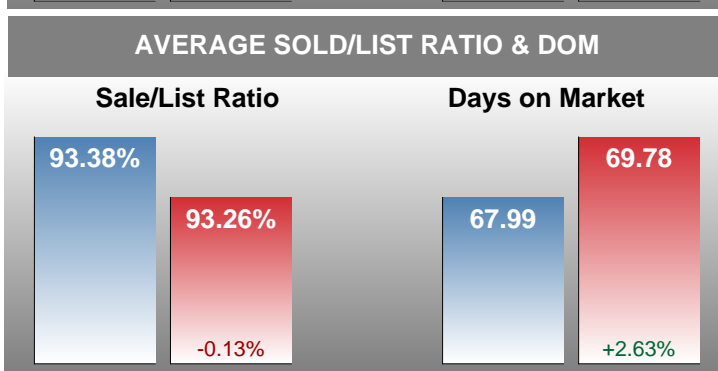
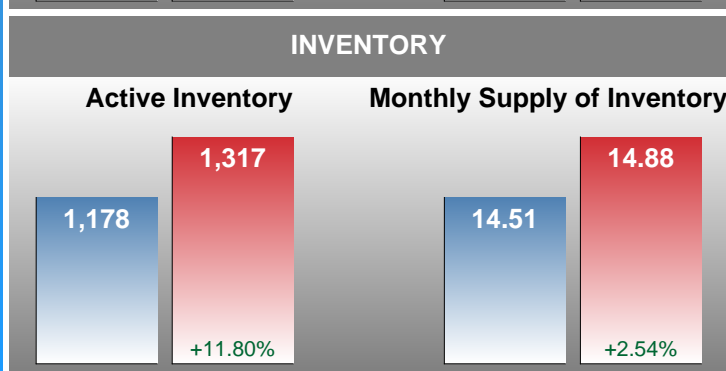
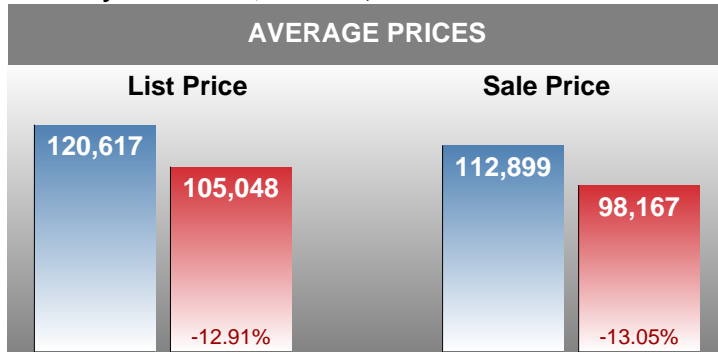
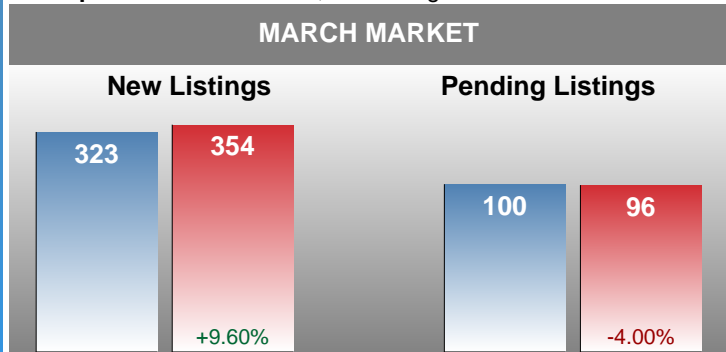


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	87	95	9.20%	203	253	24.63%
Pending Sales	100	96	-4.00%	248	304	22.58%
New Listings	323	354	9.60%	927	922	-0.54%
Average List Price	120,617	105,048	-12.91%	111,036	103,845	-6.48%
Average Sale Price	112,899	98,167	-13.05%	103,633	97,065	-6.34%
Average Percent of Selling Price to List Price	93.38%	93.26%	-0.13%	92.38%	91.97%	-0.45%
Average Days on Market to Sale	67.99	69.78	2.63%	64.33	73.58	14.38%
Monthly Inventory	1,178	1,317	11.80%	1,178	1,317	11.80%
Months Supply of Inventory	14.51	14.88	2.54%	14.51	14.88	2.54%

**Absorption:** Last 12 months, an Average of **89** Sales/Month

**Inventory on March 31, 2018 = 1,317**

2017 2018



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