



February 2018

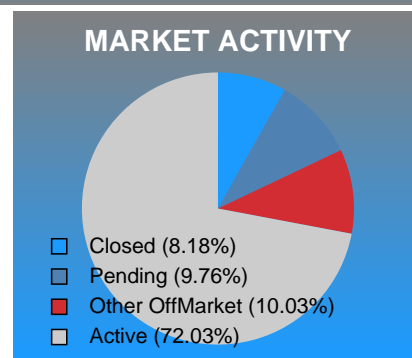
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	23	31	34.78%
Pending Listings	37	37	0.00%
New Listings	90	80	-11.11%
Average List Price	137,630	111,777	-18.78%
Average Sale Price	130,270	105,730	-18.84%
Average Percent of List Price to Selling Price	97.22%	94.31%	-2.99%
Average Days on Market to Sale	68.00	60.65	-10.82%
End of Month Inventory	260	273	5.00%
Months Supply of Inventory	7.61	6.60	-13.21%



Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of February 28, 2018 = **273**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2018 rose **5.00%** to 273 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 **6.60** 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 **18.84%** in February 2018 to \$105,730 versus the previous year at \$130,270.

Average Days on Market Shortens

The average number of **60.65** days that homes spent on the market before selling decreased by 7.35 days or **10.82%** in February 2018 compared to last year's same month at **68.00** 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 80 New Listings in February 2018, down **11.11%** from last year at 90. Furthermore, there were 31 Closed Listings this month versus last year at 23, a **34.78%** increase.

Closed versus Listed trends yielded a **38.8%** ratio, up from previous year's, February 2017, at **25.6%**, a **51.63%** 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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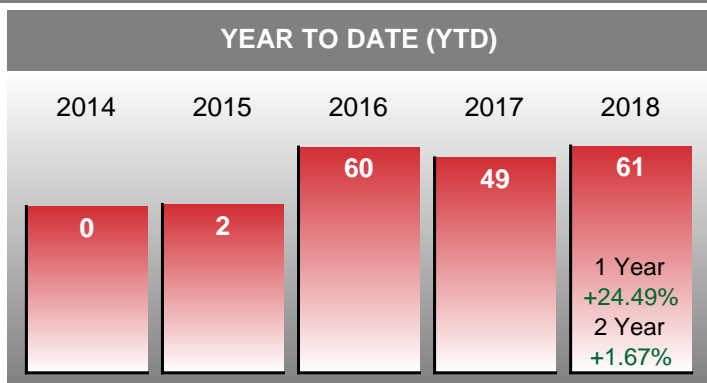
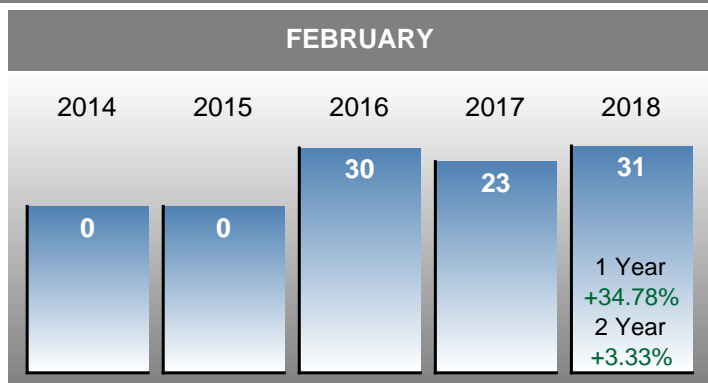
February 2018

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CLOSED LISTINGS

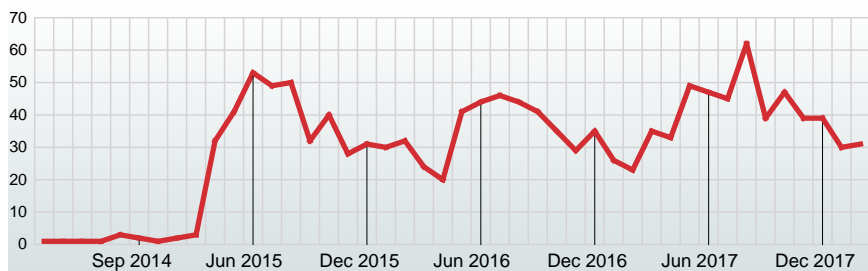
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 17

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **31**,
above the 5 yr FEB
average of 17

DEC	39
JAN	30
FEB	31
-23.08%	
3.33%	

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	1	3.23%	44.0	1	0	0	0
\$20,001 - \$50,000	5	16.13%	55.8	5	0	0	0
\$50,001 - \$90,000	6	19.35%	49.0	4	1	1	0
\$90,001 - \$120,000	6	19.35%	42.5	4	2	0	0
\$120,001 - \$140,000	6	19.35%	84.8	0	4	2	0
\$140,001 - \$150,000	2	6.45%	29.5	0	2	0	0
\$150,001 and up	5	16.13%	88.0	0	4	1	0
Total Closed Units	31			14	13	4	0
Total Closed Volume	3,277,622	100%	60.6	905.20K	1.82M	553.50K	0.00B
Average Closed Price	\$105,730			\$64,657	\$139,917	\$138,375	\$0

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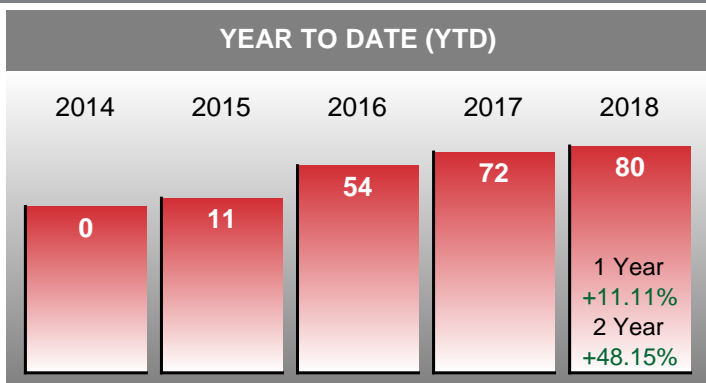
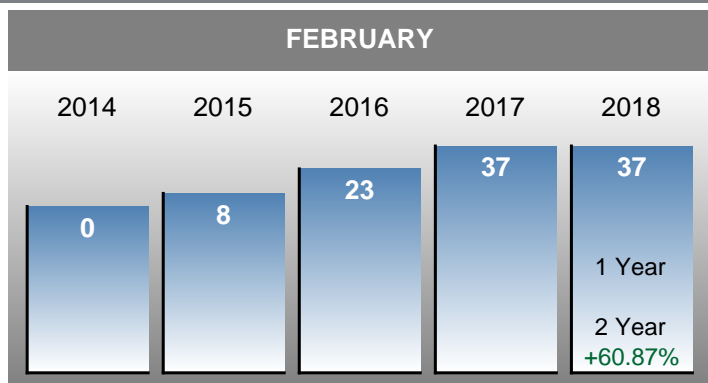
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PENDING LISTINGS

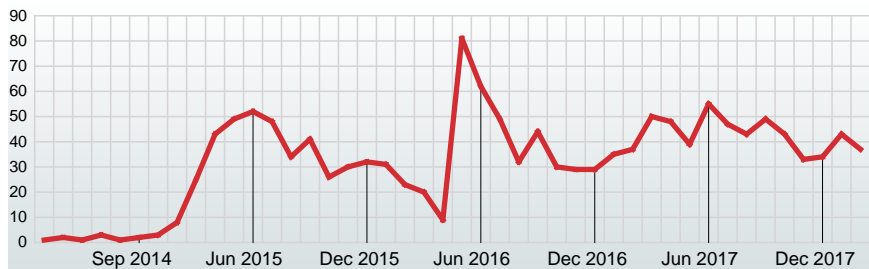
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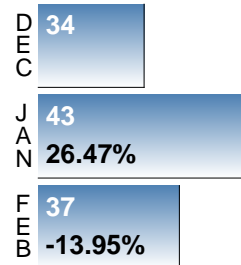
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 21

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **37**,
above the 5 yr FEB
average of **21**



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	3	8.11%	46.3	2	1	0	0
\$20,001 - \$30,000	3	8.11%	74.7	2	1	0	0
\$30,001 - \$70,000	7	18.92%	22.7	5	2	0	0
\$70,001 - \$120,000	10	27.03%	35.2	2	5	2	1
\$120,001 - \$130,000	3	8.11%	89.3	1	1	1	0
\$130,001 - \$200,000	7	18.92%	29.4	1	6	0	0
\$200,001 and up	4	10.81%	68.3	0	2	1	1
Total Pending Units	37			13	18	4	2
Total Pending Volume	3,773,900	100%	45.5	766.30K	2.07M	592.00K	348.50K
Average Listing Price	\$102,350			\$58,946	\$114,839	\$148,000	\$174,250

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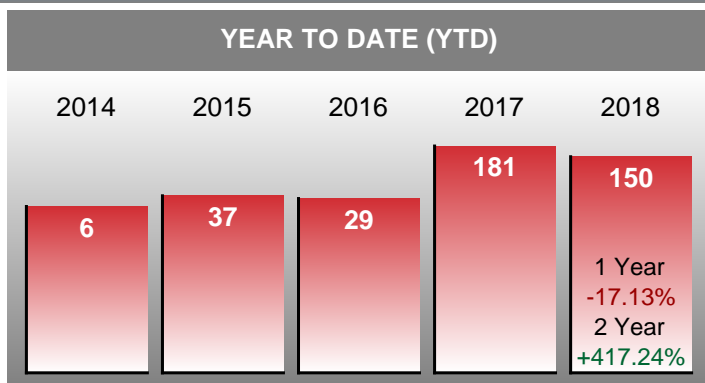
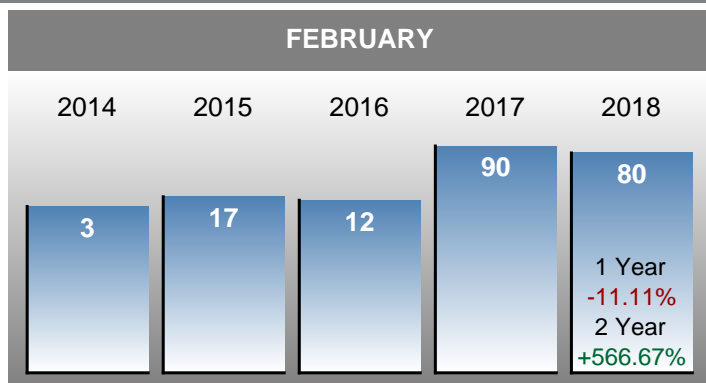
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NEW LISTINGS

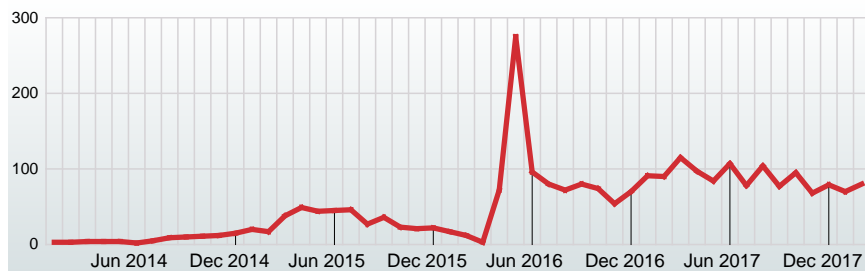
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 40

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **80**,
above the 5 yr FEB
average of **40**

DEC	79
JAN	70 -11.39%
FEB	80 14.29%

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	5	6.25%	5	0	0	0
\$30,001 - \$50,000	6	7.50%	4	2	0	0
\$50,001 - \$90,000	18	22.50%	6	11	1	0
\$90,001 - \$140,000	20	25.00%	8	10	2	0
\$140,001 - \$170,000	12	15.00%	2	10	0	0
\$170,001 - \$240,000	11	13.75%	2	5	4	0
\$240,001 and up	8	10.00%	0	1	5	2
Total New Listed Units	80		27	39	12	2
Total New Listed Volume	10,485,924	100%	2.30M	4.64M	2.86M	684.00K
Average New Listed Listing Price	\$124,750		\$85,270	\$119,047	\$238,065	\$342,000

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February 2018

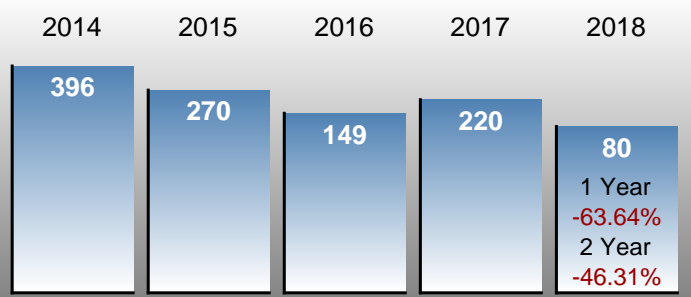
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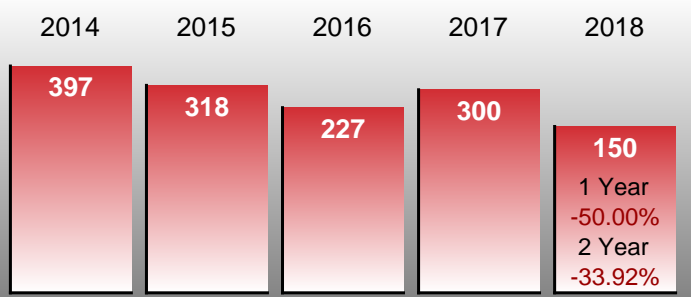
ACTIVE INVENTORY

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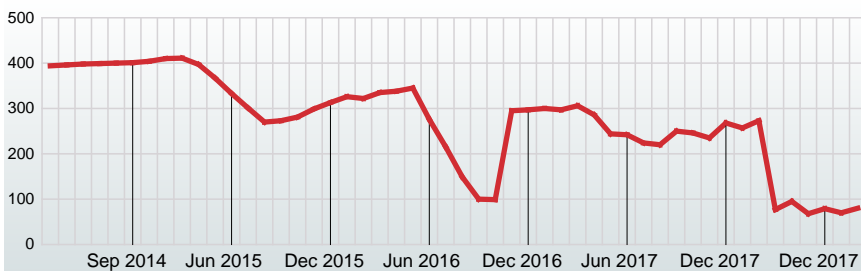
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 223

3 MONTHS

High
Mar 2015 = 411
Low
Nov 2017 = 68
Inventory
this month at **80**,
below the 5 yr FEB
average of **223**

DEC	268
JAN	257
FEB	273

-4.10%
6.23%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	18	6.59%	88.8	18	0	0	0
\$25,001 - \$50,000	28	10.26%	86.5	23	5	0	0
\$50,001 - \$75,000	30	10.99%	62.3	15	13	2	0
\$75,001 - \$150,000	75	27.47%	67.5	25	41	8	1
\$150,001 - \$225,000	55	20.15%	70.6	15	33	7	0
\$225,001 - \$350,000	37	13.55%	86.7	7	16	13	1
\$350,001 and up	30	10.99%	89.8	6	10	8	6
Total Active Inventory by Units	273			109	118	38	8
Total Active Inventory by Volume	51,499,068	100%	76.0	14.65M	21.43M	10.00M	5.41M
Average Active Inventory Listing Price	\$188,641			\$134,407	\$181,640	\$263,191	\$676,738

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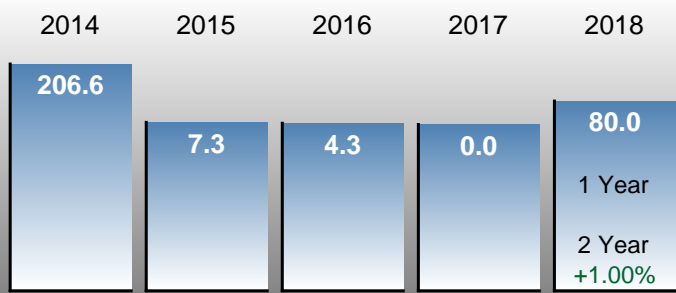
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR FEBRUARY



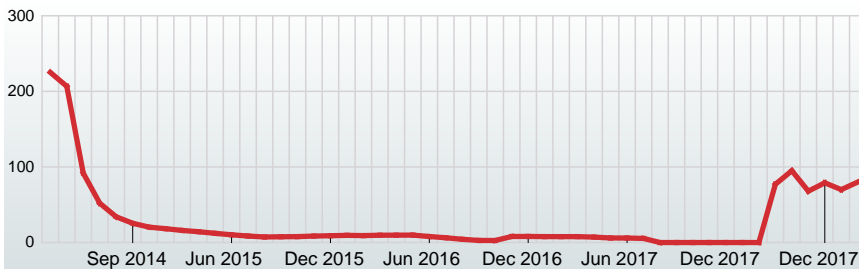
INDICATORS FOR FEBRUARY 2018

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 FEB AVG = 59.6

3 MONTHS



High
Apr 2014 = 225.1
Low
Feb 2018 = 0.0
Months Supply
this month at **80.0**,
above the 5 yr FEB
average of **59.6**

DEC	0.0
JAN	0.0
FEB	0.00%
FEB	0.0
FEB	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	28	10.26%	8.8	9.9	0.0	0.0	0.0
\$30,001 \$60,000	29	10.62%	4.2	5.1	3.9	0.0	0.0
\$60,001 \$90,000	45	16.48%	6.9	15.5	5.1	2.8	0.0
\$90,001 \$160,000	62	22.71%	4.3	10.3	3.2	4.7	0.0
\$160,001 \$230,000	45	16.48%	7.1	16.5	6.7	5.1	0.0
\$230,001 \$360,000	37	13.55%	11.1	0.0	6.2	15.6	12.0
\$360,001 and up	27	9.89%	36.0	20.0	120.0	14.4	0.0
Market Supply of Inventory (MSI)	6.6	100%	6.6	10.6	4.8	6.3	24.0
Total Active Inventory by Units	273			109	118	38	8

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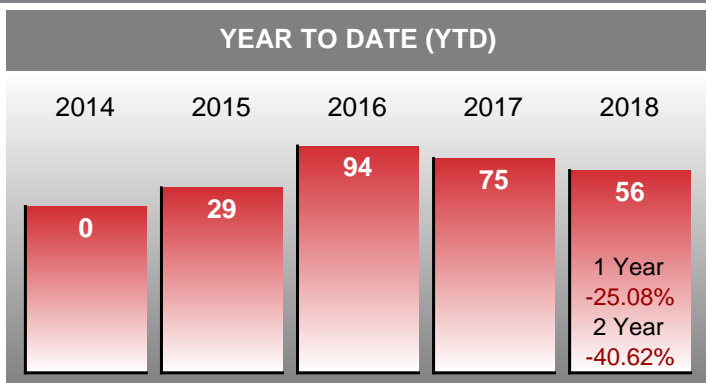
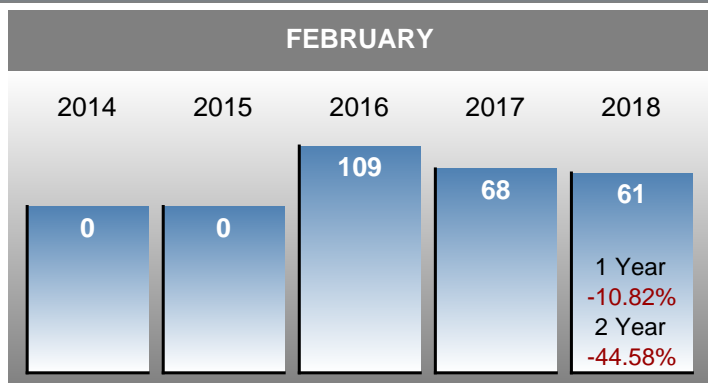
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AVERAGE DAYS ON MARKET TO SALE

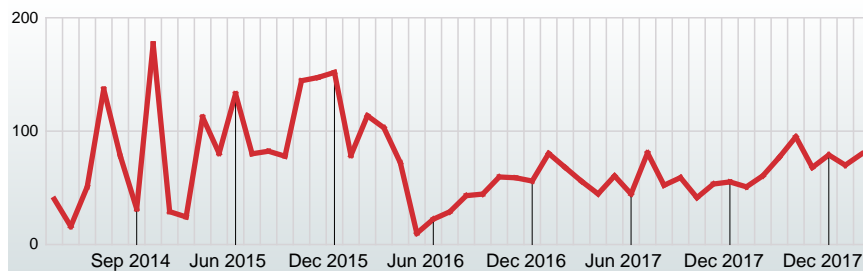
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5 YEAR MARKET ACTIVITY TRENDS

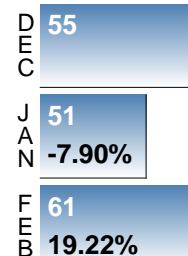
5yr FEB AVG = 48

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10

Average Days on Market this month at **61**, above the 5 yr FEB average of **48**



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	1	3.23%	44.0	44.0	0.0	0.0	0.0
\$20,001 \$50,000	5	16.13%	55.8	55.8	0.0	0.0	0.0
\$50,001 \$90,000	6	19.35%	49.0	39.3	131.0	6.0	0.0
\$90,001 \$120,000	6	19.35%	42.5	17.5	92.5	0.0	0.0
\$120,001 \$140,000	6	19.35%	84.8	0.0	82.5	89.5	0.0
\$140,001 \$150,000	2	6.45%	29.5	0.0	29.5	0.0	0.0
\$150,001 and up	5	16.13%	88.0	0.0	70.5	158.0	0.0
Average Closed DOM			60.6	39.3	75.9	85.8	0.0
Total Closed Units		100%	60.6	14	13	4	
Total Closed Volume			3,277,622	905.20K	1.82M	553.50K	0.00B

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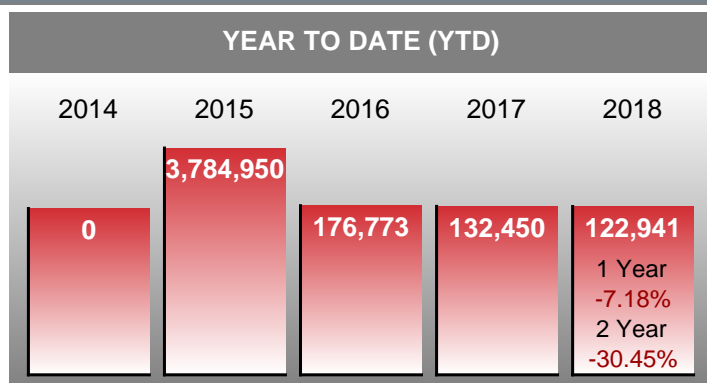
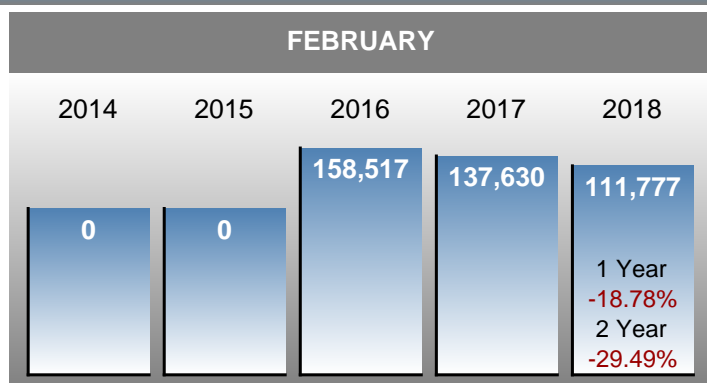
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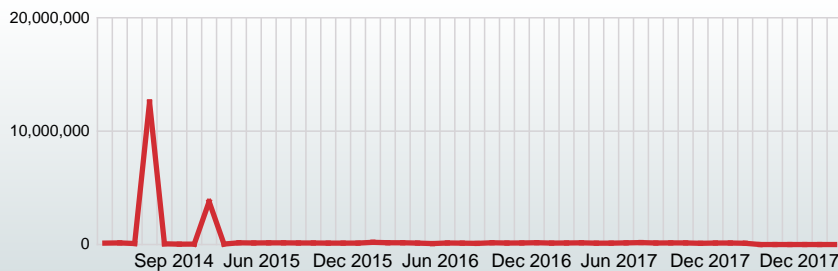
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 81,585 **3 MONTHS**



High
Jul 2014 = 12,565,000
Low
Nov 2017 = 68
Average List Price
this month at **111,777**,
above the 5 yr FEB
average of **81,585**

DEC	132,395
JAN	134,477
FEB	111,777
1.57%	
-16.88%	

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	0	0.00%	0	22,000	0	0	0
\$20,001 \$50,000	6	19.35%	33,233	35,480	0	0	0
\$50,001 \$90,000	5	16.13%	74,960	73,825	79,500	93,000	0
\$90,001 \$120,000	5	16.13%	108,600	114,975	135,000	0	0
\$120,001 \$140,000	6	19.35%	132,217	0	135,600	134,000	0
\$140,001 \$150,000	4	12.90%	146,475	0	144,450	0	0
\$150,001 and up	5	16.13%	193,740	0	189,925	209,000	0
Average List Price			111,777	68,186	149,269	142,500	0
Total Closed Units		100%	111,777	14	13	4	
Total Closed Volume			3,465,100	954.60K	1.94M	570.00K	0.00B

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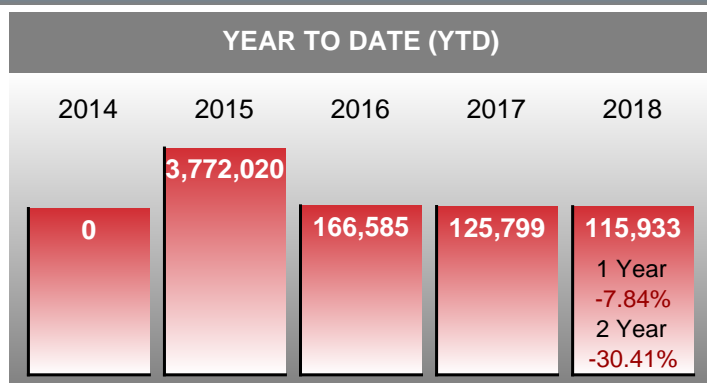
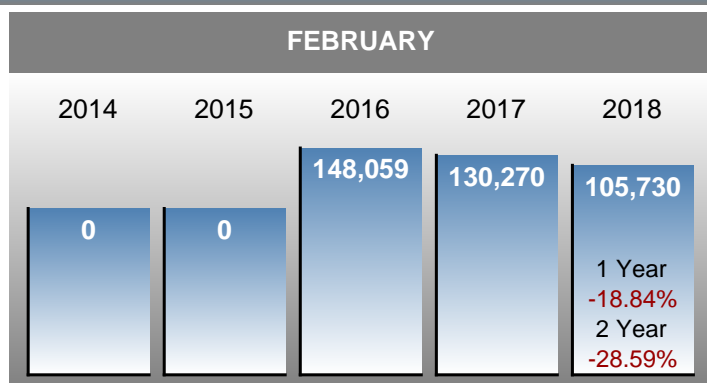
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AVERAGE SOLD PRICE AT CLOSING

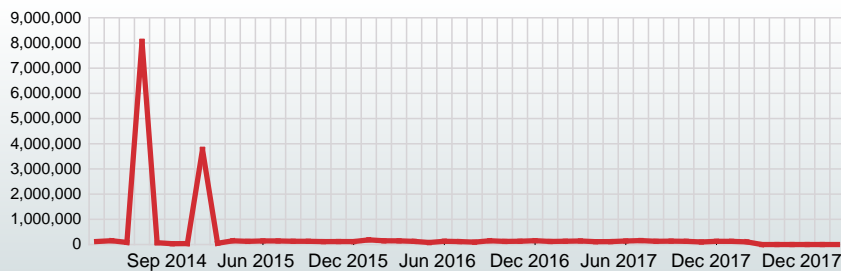
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 76,812

3 MONTHS



High
Jul 2014 = 8,060,000
Low
Nov 2017 = 68
Average Sold Price
this month at **105,730**,
above the 5 yr FEB
average of **76,812**

DEC	127,047
JAN	126,477
FEB	105,730
	-0.45%
	-16.40%

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	1	3.23%	19,000	19,000	0	0	0
\$20,001 - \$50,000	5	16.13%	31,880	31,880	0	0	0
\$50,001 - \$90,000	6	19.35%	75,133	71,450	75,000	90,000	0
\$90,001 - \$120,000	6	19.35%	109,750	110,250	108,750	0	0
\$120,001 - \$140,000	6	19.35%	130,254	0	129,506	131,750	0
\$140,001 - \$150,000	2	6.45%	143,250	0	143,250	0	0
\$150,001 and up	5	16.13%	184,380	0	180,475	200,000	0
Average Sold Price			105,730	64,657	139,917	138,375	0
Total Closed Units		100%	105,730	14	13	4	
Total Closed Volume			3,277,622	905.20K	1.82M	553.50K	0.00B

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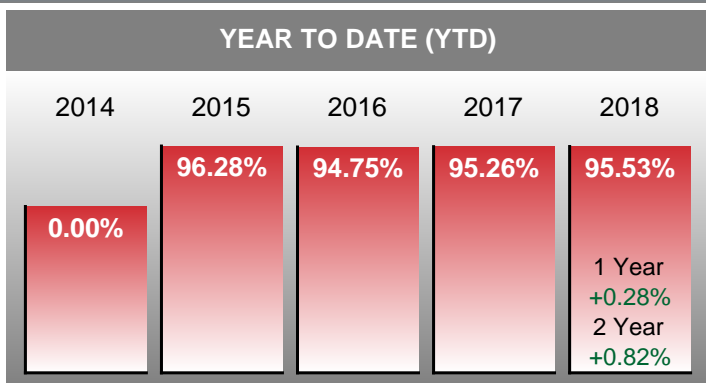
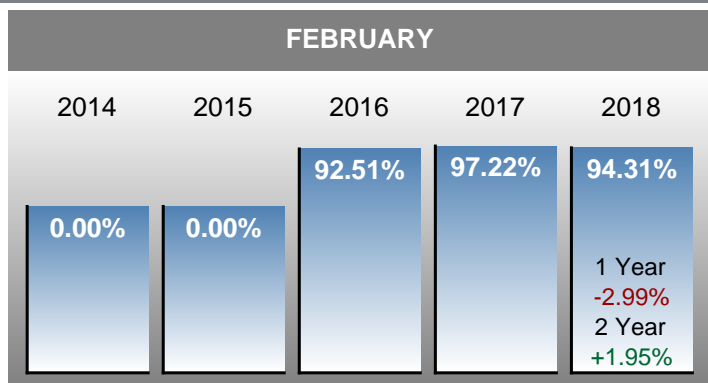
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

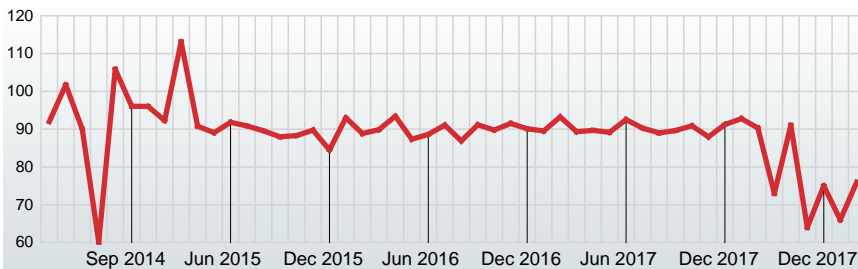
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 56.81%

3 MONTHS



High
Mar 2015 = 117.11%

Low
Jul 2014 = 64.15%

Average Sold/List Ratio this month at **94.31%**, above the 5 yr FEB average of **56.81%**

DEC	95.22%
JAN	96.78%
FEB	94.31%
FEB	-2.55%

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	1	3.23%	86.36%	86.36%	0.00%	0.00%	0.00%
\$20,001 \$50,000	5	16.13%	90.80%	90.80%	0.00%	0.00%	0.00%
\$50,001 \$90,000	6	19.35%	96.56%	97.06%	94.34%	96.77%	0.00%
\$90,001 \$120,000	6	19.35%	91.70%	96.40%	82.29%	0.00%	0.00%
\$120,001 \$140,000	6	19.35%	96.56%	0.00%	95.70%	98.27%	0.00%
\$140,001 \$150,000	2	6.45%	99.17%	0.00%	99.17%	0.00%	0.00%
\$150,001 and up	5	16.13%	95.21%	0.00%	95.09%	95.69%	0.00%
Average Sold/List Ratio			94.30%	93.87%	93.88%	97.25%	0.00%
Total Closed Units		100%	94.30%	14	13	4	
Total Closed Volume			3,277,622	905.20K	1.82M	553.50K	0.00B

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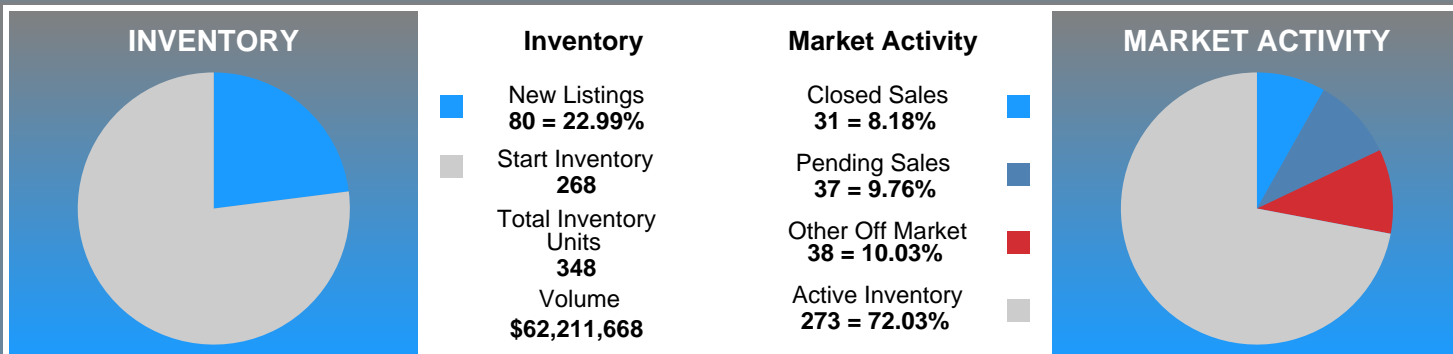
February 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

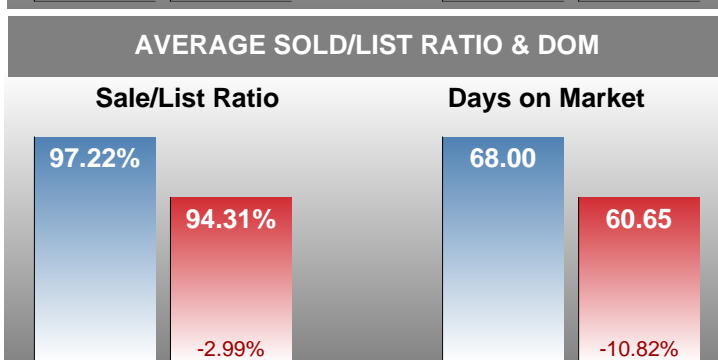
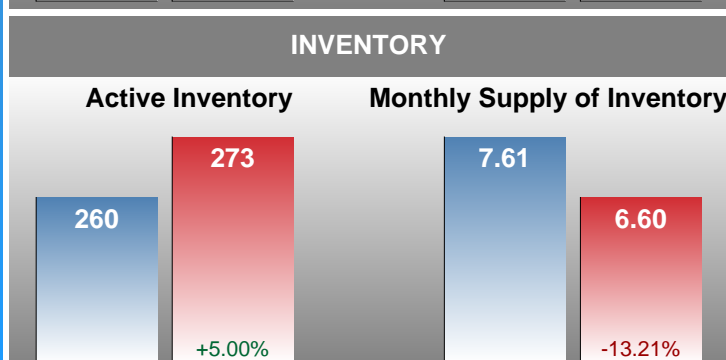
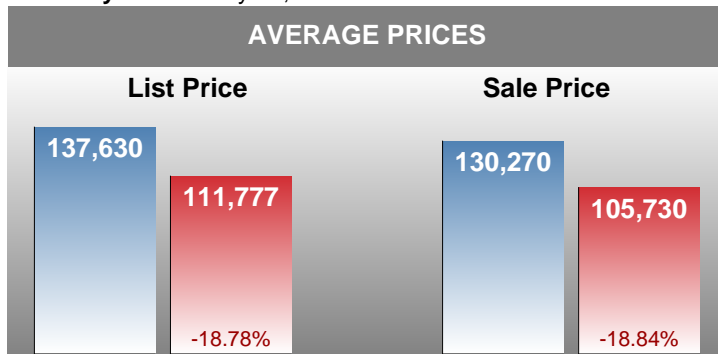
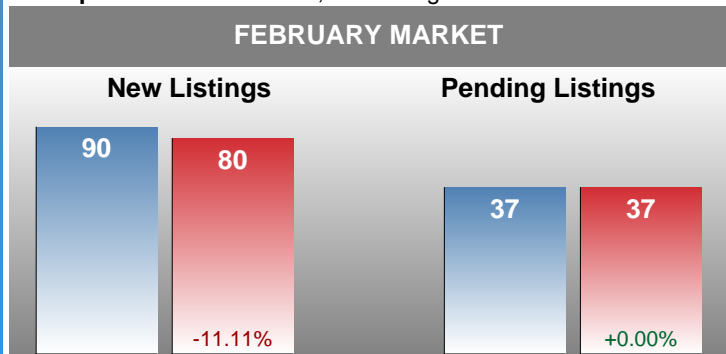


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	23	31	34.78%	49	61	24.49%
Pending Sales	37	37	0.00%	72	80	11.11%
New Listings	90	80	-11.11%	181	150	-17.13%
Average List Price	137,630	111,777	-18.78%	132,450	122,941	-7.18%
Average Sale Price	130,270	105,730	-18.84%	125,799	115,933	-7.84%
Average Percent of Selling Price to List Price	97.22%	94.31%	-2.99%	95.26%	95.53%	0.28%
Average Days on Market to Sale	68.00	60.65	-10.82%	74.53	55.84	-25.08%
Monthly Inventory	260	273	5.00%	260	273	5.00%
Months Supply of Inventory	7.61	6.60	-13.21%	7.61	6.60	-13.21%

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

Inventory on February 28, 2018 = **273**

2017	2018
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