



February 2018

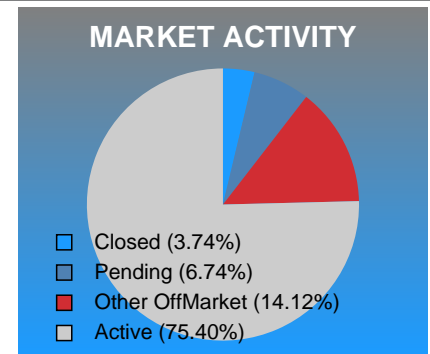
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	49	35	-28.57%
Pending Listings	45	63	40.00%
New Listings	174	183	5.17%
Average List Price	117,658	96,584	-17.91%
Average Sale Price	110,333	91,066	-17.46%
Average Percent of List Price to Selling Price	94.91%	91.12%	-3.99%
Average Days on Market to Sale	58.18	58.97	1.35%
End of Month Inventory	676	705	4.29%
Months Supply of Inventory	13.91	13.89	-0.16%



Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of February 28, 2018 = **705**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2018 rose **4.29%** to 705 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 **13.89** 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 **17.46%** in February 2018 to \$91,066 versus the previous year at \$110,333.

Average Days on Market Lengthens

The average number of **58.97** days that homes spent on the market before selling increased by 0.79 days or **1.35%** in February 2018 compared to last year's same month at **58.18** DOM.

Sales Success for February 2018 is Positive

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

There were 183 New Listings in February 2018, up **5.17%** from last year at 174. Furthermore, there were 35 Closed Listings this month versus last year at 49, a **-28.57%** decrease.

Closed versus Listed trends yielded a **19.1%** ratio, down from previous year's, February 2017, at **28.2%**, a **32.08%** downswing. 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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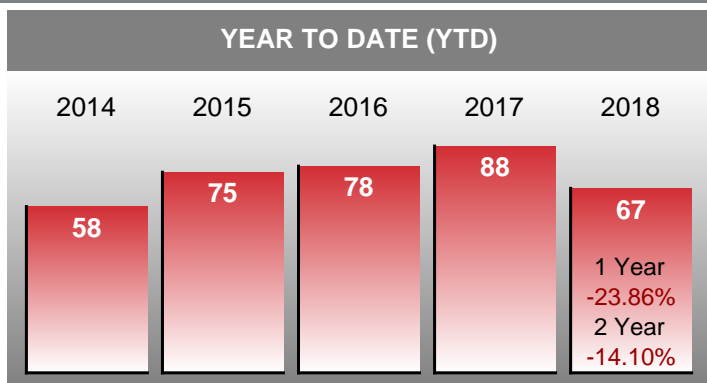
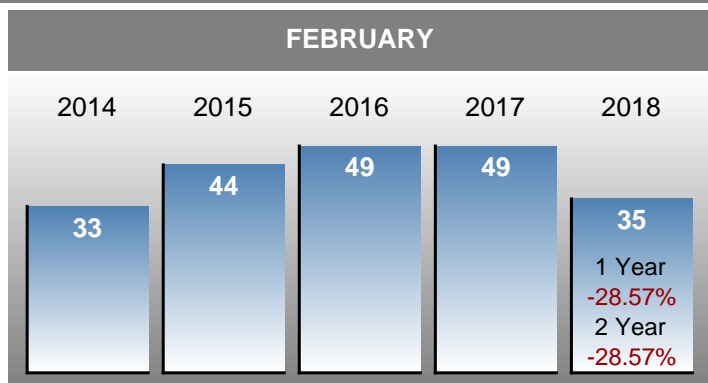
February 2018

Area Delimited by County Of Cherokee



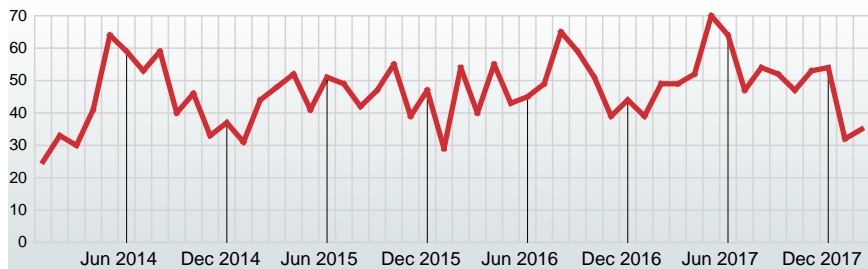
CLOSED LISTINGS

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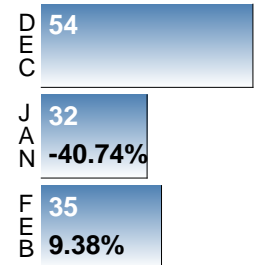


5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 42 **3 MONTHS**



High
May 2017 = 70
Low
Jan 2014 = 25
Closed Listings
this month at **35**,
below the 5 yr FEB
average of **42**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	11.43%	92.5	4	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$60,000	9	25.71%	51.6	7	1	1	0
\$60,001 - \$110,000	8	22.86%	43.8	6	1	1	0
\$110,001 - \$150,000	7	20.00%	47.0	1	4	2	0
\$150,001 - \$200,000	3	8.57%	45.0	2	0	1	0
\$200,001 and up	4	11.43%	104.0	1	3	0	0
Total Closed Units	35			21	9	5	0
Total Closed Volume	3,187,315	100%	59.0	1.35M	1.33M	511.70K	0.00B
Average Closed Price	\$91,066			\$64,094	\$147,739	\$102,340	\$0

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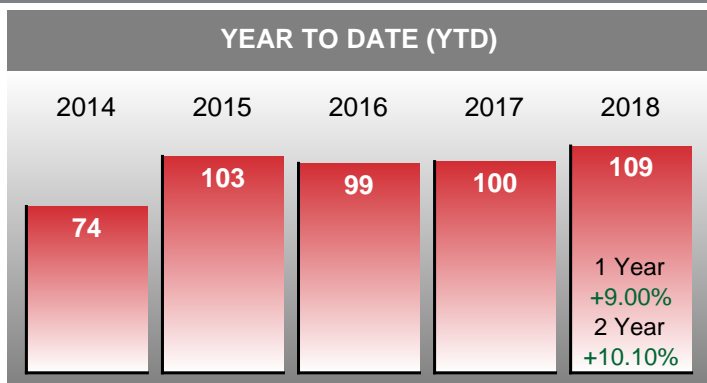
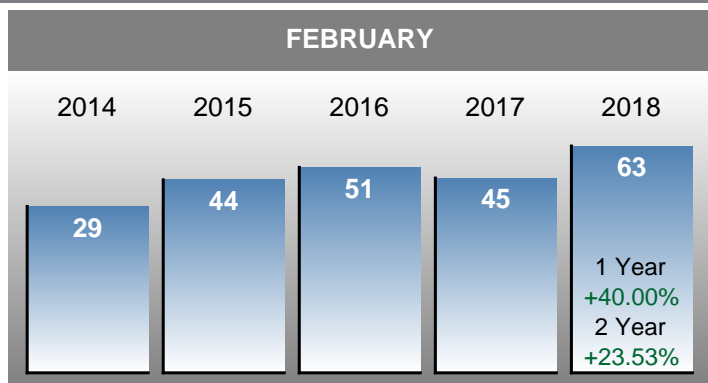
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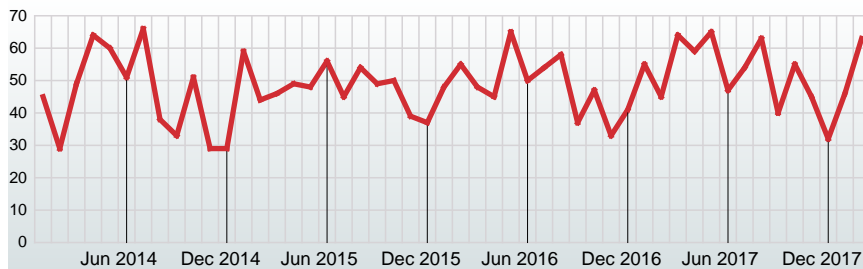
PENDING LISTINGS

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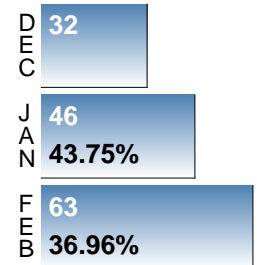


5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 46 **3 MONTHS**



High
Jul 2014 = 66
Low
Dec 2014 = 29
Pending Listings
this month at **63**,
above the 5 yr FEB
average of **46**



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	4	6.35%	48.3	4	0	0	0
\$20,001 - \$40,000	10	15.87%	68.8	10	0	0	0
\$40,001 - \$70,000	8	12.70%	27.3	4	3	1	0
\$70,001 - \$140,000	18	28.57%	41.8	5	10	3	0
\$140,001 - \$190,000	7	11.11%	52.7	1	6	0	0
\$190,001 - \$240,000	9	14.29%	39.6	2	6	1	0
\$240,001 and up	7	11.11%	71.6	1	3	3	0
Total Pending Units	63			27	28	8	0
Total Pending Volume	8,281,512	100%	54.2	1.98M	4.68M	1.62M	0.00B
Average Listing Price	\$44,900			\$73,186	\$167,303	\$202,625	\$0

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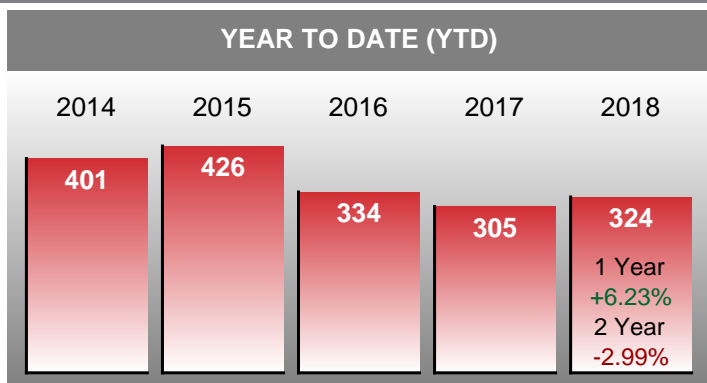
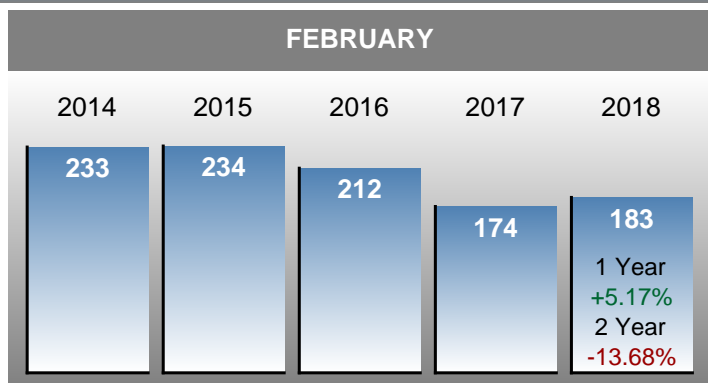
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NEW LISTINGS

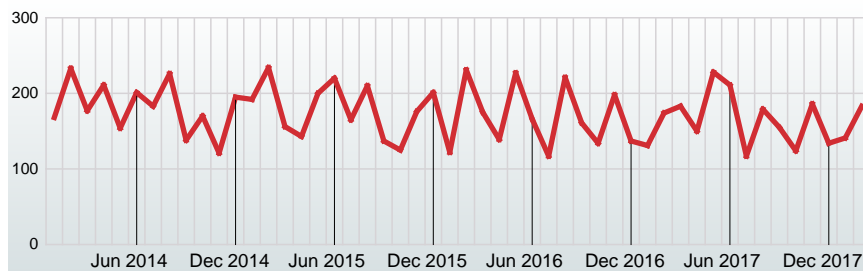
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 207

3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **183**,
below the 5 yr FEB
average of **207**

DEC	134
JAN	141
FEB	183 5.22%
FEB	29.79%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.55%	1	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	67	36.61%	67	0	0	0
\$30,001 - \$90,000	45	24.59%	39	6	0	0
\$90,001 - \$160,000	26	14.21%	7	17	2	0
\$160,001 - \$230,000	25	13.66%	5	15	5	0
\$230,001 and up	19	10.38%	4	8	6	1
Total New Listed Units	183		123	46	13	1
Total New Listed Volume	19,808,766	100%	7.76M	8.37M	3.05M	623.50K
Average New Listed Listing Price	\$47,500		\$63,100	\$181,947	\$234,954	\$623,500

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February 2018

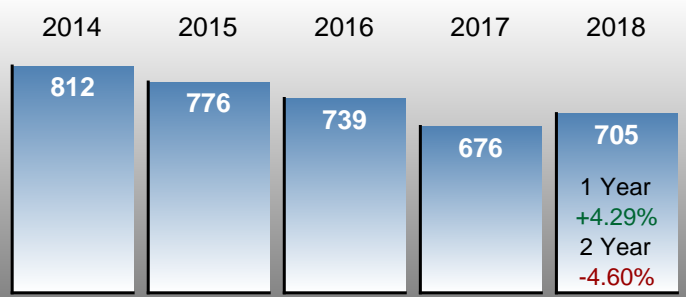
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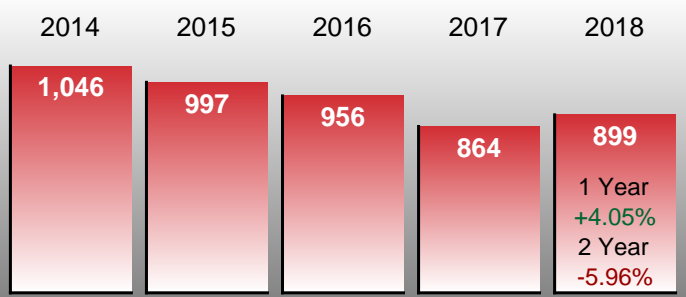
ACTIVE INVENTORY

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END OF FEBRUARY



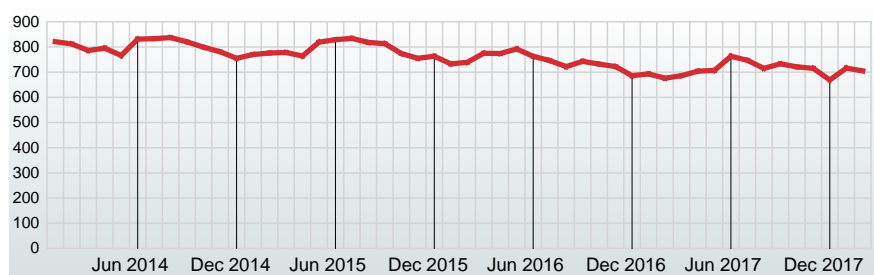
ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 742

3 MONTHS



High
Aug 2014 = 837
Low
Dec 2017 = 669
Inventory
this month at **705**,
below the 5 yr FEB
average of **742**

DEC	669
JAN	716
FEB	705
	7.03%
	-1.54%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	21	2.98%	163.8	21	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$40,000	234	33.19%	75.1	227	7	0	0
\$40,001 - \$90,000	185	26.24%	93.4	157	23	4	1
\$90,001 - \$160,000	98	13.90%	90.9	40	45	10	3
\$160,001 - \$300,000	98	13.90%	77.6	22	51	23	2
\$300,001 and up	69	9.79%	114.7	32	13	16	8
Total Active Inventory by Units	705			499	139	53	14
Total Active Inventory by Volume	92,032,526	100%	89.0	48.63M	24.15M	15.11M	4.14M
Average Active Inventory Listing Price	\$130,543			\$97,460	\$173,769	\$285,011	\$295,750

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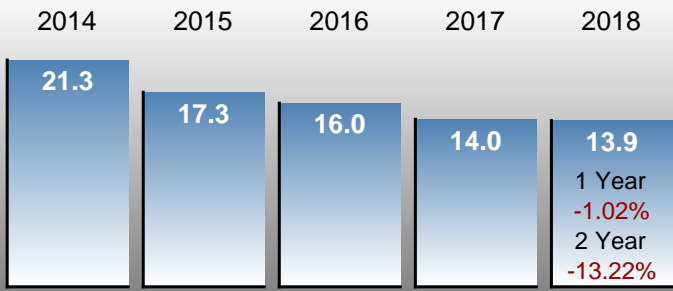
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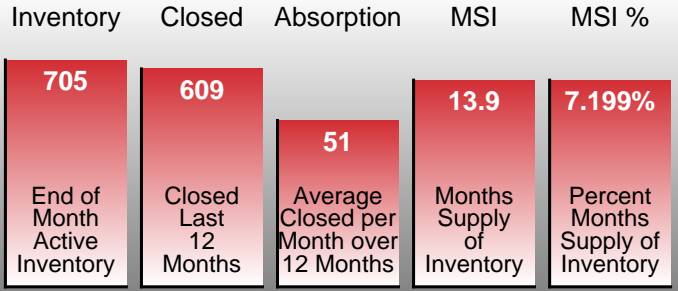
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR FEBRUARY



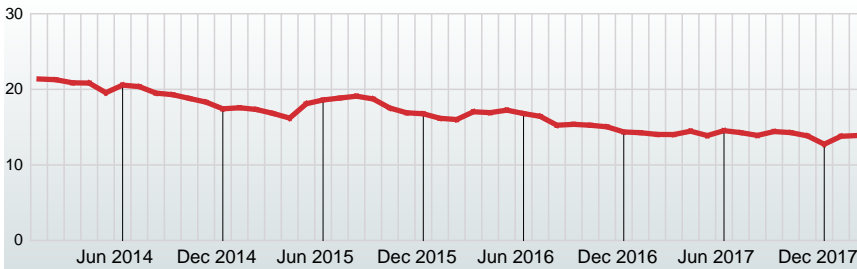
INDICATORS FOR FEBRUARY 2018



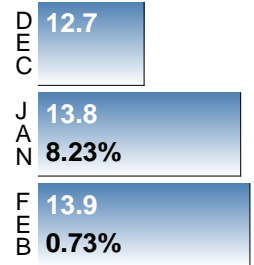
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 16.5

3 MONTHS



High
Jan 2014 = 21.4
Low
Dec 2017 = 12.7
Months Supply
this month at **13.9**,
below the 5 yr FEB
average of **16.5**



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	21	2.98%	14.8	14.8	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	234	33.19%	28.4	36.3	4.9	0.0	0.0
\$40,001 - \$90,000	185	26.24%	13.5	24.5	3.6	4.4	12.0
\$90,001 - \$160,000	98	13.90%	6.8	15.0	4.5	5.5	0.0
\$160,001 - \$300,000	98	13.90%	9.4	20.3	7.9	9.5	4.0
\$300,001 and up	69	9.79%	27.6	64.0	31.2	16.0	13.7
Market Supply of Inventory (MSI)	13.9	100%	13.9	27.2	5.7	7.9	12.0
Total Active Inventory by Units	705			499	139	53	14

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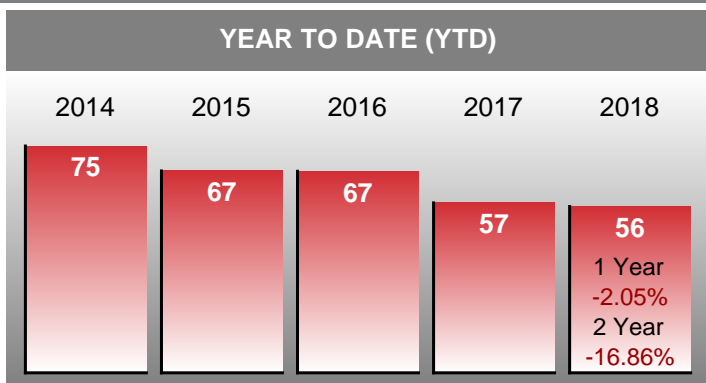
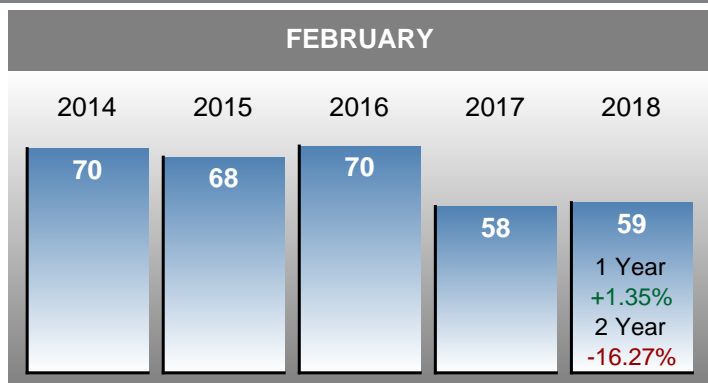
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AVERAGE DAYS ON MARKET TO SALE

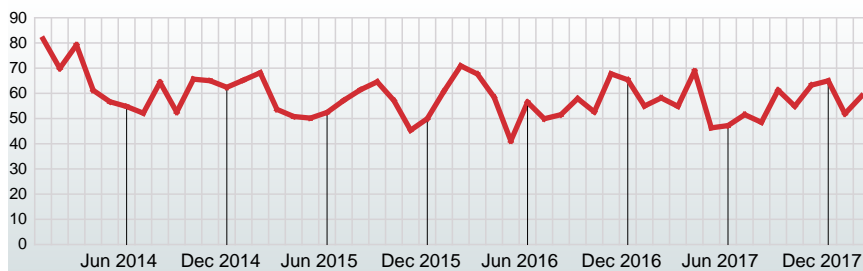
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5 YEAR MARKET ACTIVITY TRENDS

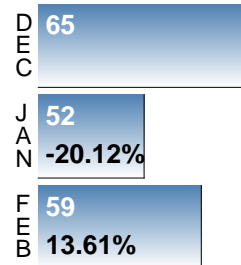
5yr FEB AVG = 65

3 MONTHS



High
Jan 2014 = 82
Low
May 2016 = 41

Average Days on Market this month at **59**, below the 5 yr FEB average of **65**



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
\$10,000 and less	4	11.43%	92.5	92.5	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 - \$60,000	9	25.71%	51.6	58.3	13.0	43.0	0.0
\$60,001 - \$110,000	8	22.86%	43.8	41.7	42.0	58.0	0.0
\$110,001 - \$150,000	7	20.00%	47.0	70.0	63.8	2.0	0.0
\$150,001 - \$200,000	3	8.57%	45.0	55.5	0.0	24.0	0.0
\$200,001 and up	4	11.43%	104.0	101.0	105.0	0.0	0.0
Average Closed DOM			59.0	62.4	69.4	25.8	0.0
Total Closed Units		100%	59.0	21	9	5	
Total Closed Volume				1.35M	1.33M	511.70K	0.00B

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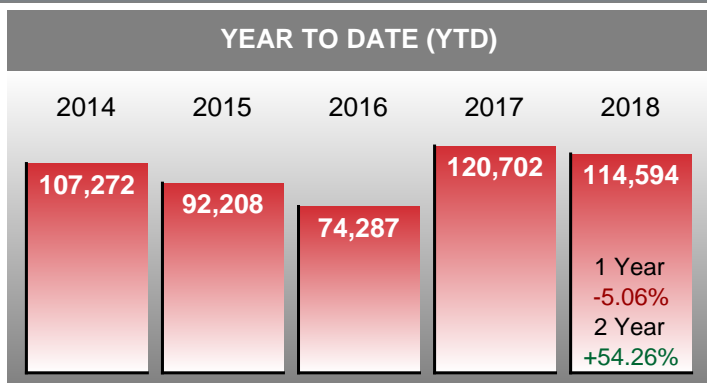
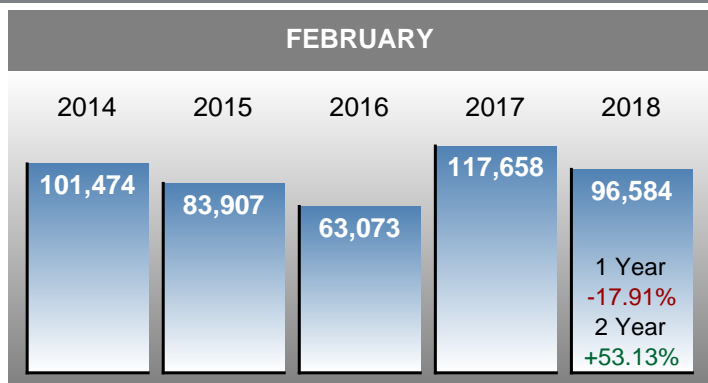
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AVERAGE LIST PRICE AT CLOSING

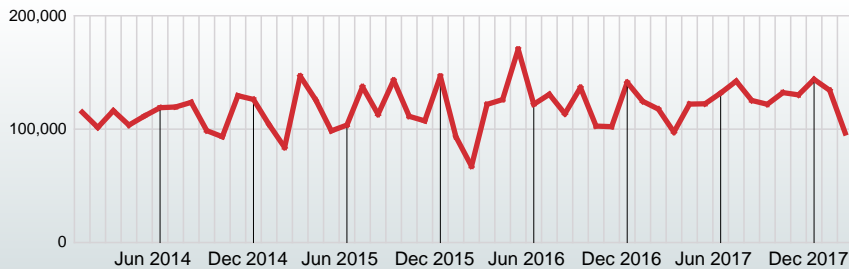
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 92,539

3 MONTHS



High
May 2016 = 170,479
Low
Feb 2016 = 67,320
Average List Price
this month at **96,584**,
above the 5 yr FEB
average of **92,539**

DEC	143,892
JAN	134,291
FEB	96,584
	-6.67%
	-28.08%

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
\$10,000 and less	1	2.86%	5,000	12,625	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0	0
\$10,001 - \$60,000	12	34.29%	23,458	25,429	30,000	28,000	0
\$60,001 - \$110,000	8	22.86%	80,488	81,167	87,000	69,900	0
\$110,001 - \$150,000	5	14.29%	130,290	129,900	140,163	139,900	0
\$150,001 - \$200,000	5	14.29%	166,140	174,950	0	161,900	0
\$200,001 and up	4	11.43%	241,975	249,900	239,333	0	0
Average List Price			96,584	68,819	155,072	107,920	0
Total Closed Units		100%	96,584	21	9	5	
Total Closed Volume			3,380,450	1.45M	1.40M	539.60K	0.00B

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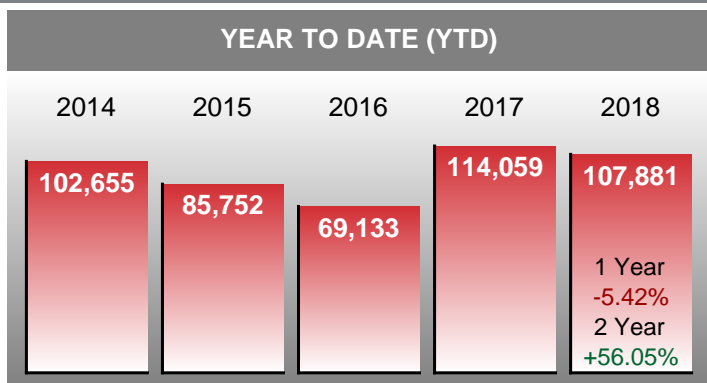
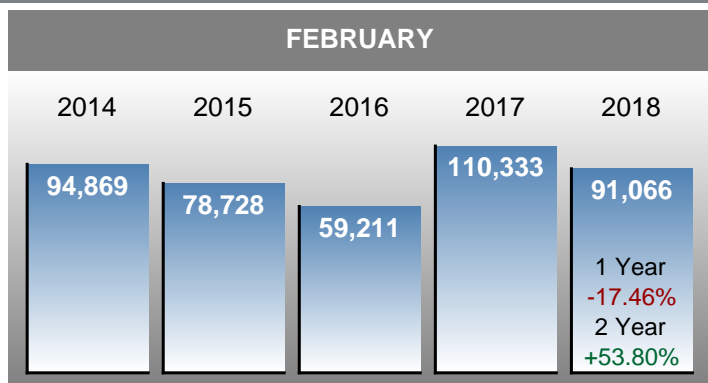
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AVERAGE SOLD PRICE AT CLOSING

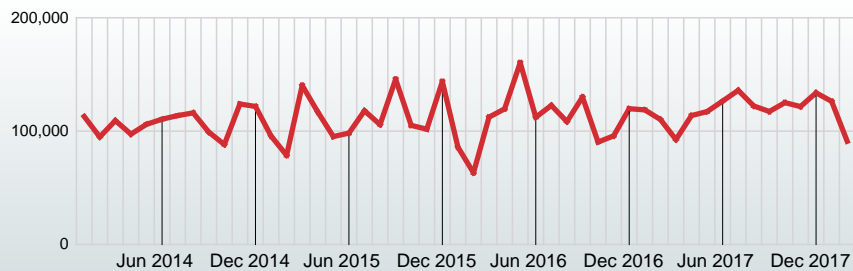
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 86,841

3 MONTHS



High
May 2016 = 160,360
Low
Feb 2016 = 63,298
Average Sold Price
this month at **91,066**,
above the 5 yr FEB
average of **86,841**

DEC	133,808
JAN	126,272
FEB	91,066
-5.63%	
-27.88%	

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
\$10,000 and less	4	11.43%	8,250	8,250	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0	0
\$10,001 - \$60,000	9	25.71%	23,329	23,852	15,000	28,000	0
\$60,001 - \$110,000	8	22.86%	75,538	77,350	73,500	66,700	0
\$110,001 - \$150,000	7	20.00%	134,364	129,900	136,413	132,500	0
\$150,001 - \$200,000	3	8.57%	159,667	163,500	0	152,000	0
\$200,001 and up	4	11.43%	230,125	225,000	231,833	0	0
Average Sold Price			91,066	64,094	147,739	102,340	0
Total Closed Units		100%	91,066	21	9	5	0
Total Closed Volume			3,187,315	1.35M	1.33M	511.70K	0.00B

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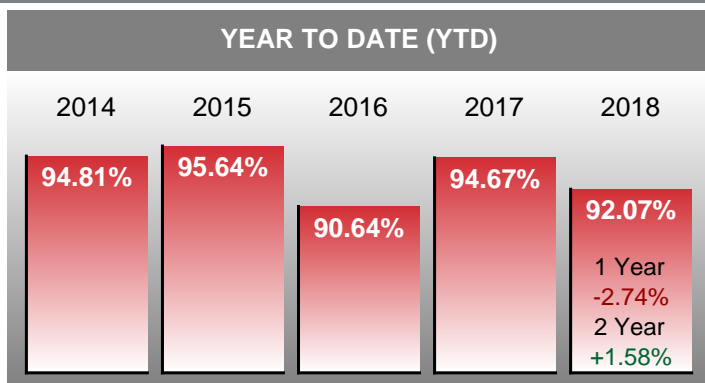
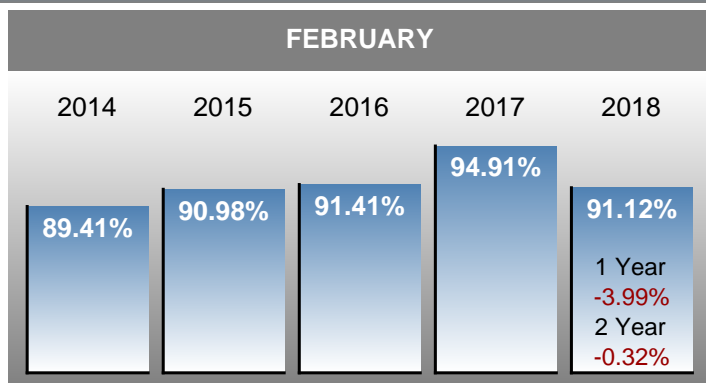
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

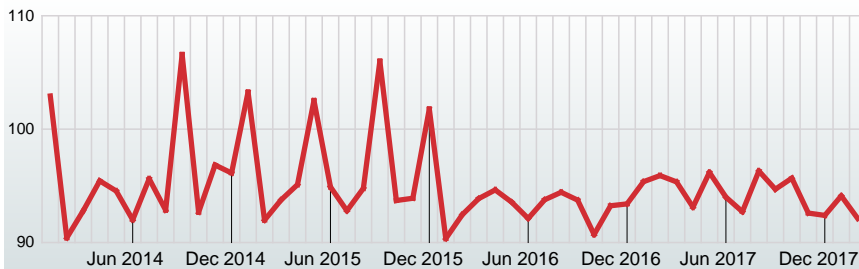
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 91.56%

3 MONTHS



High
Sep 2014 = 105.58%

Low
Jan 2016 = 89.35%

Average Sold/List Ratio this month at **91.12%**, below the 5 yr FEB average of **91.56%**

DEC	91.39%
JAN	93.11%
FEB	91.12%
FEB	-2.15%

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
\$10,000 and less	4	11.43%	73.75%	73.75%	0.00%	0.00%	0.00%
\$10,001 \$10,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 \$60,000	9	25.71%	88.71%	92.63%	50.00%	100.00%	0.00%
\$60,001 \$110,000	8	22.86%	94.33%	95.79%	84.48%	95.42%	0.00%
\$110,001 \$150,000	7	20.00%	97.09%	100.00%	97.27%	95.28%	0.00%
\$150,001 \$200,000	3	8.57%	93.75%	93.68%	0.00%	93.89%	0.00%
\$200,001 and up	4	11.43%	95.03%	90.04%	96.70%	0.00%	0.00%
Average Sold/List Ratio			91.10%	90.26%	90.41%	95.97%	0.00%
Total Closed Units		100%	91.10%	21	9	5	
Total Closed Volume				1.35M	1.33M	511.70K	0.00B

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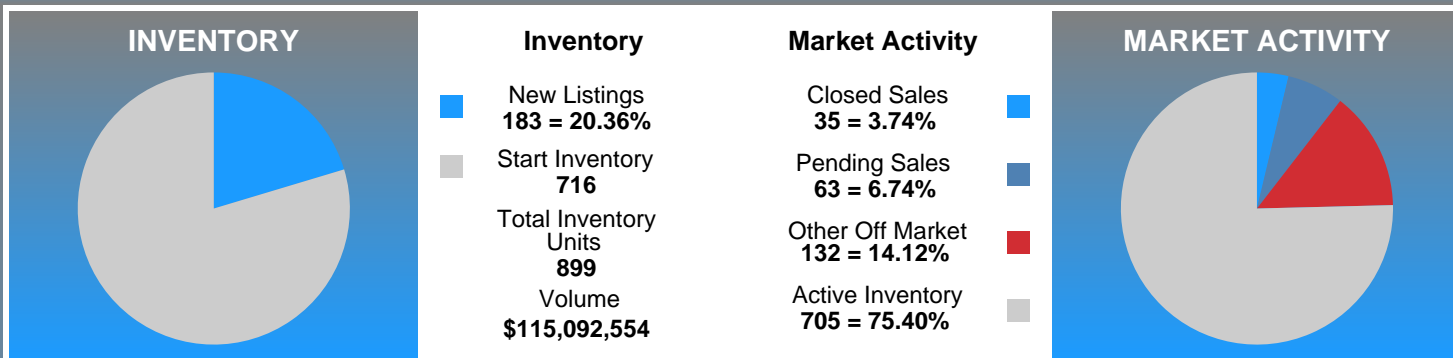
February 2018

Area Delimited by County Of Cherokee



MARKET SUMMARY

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

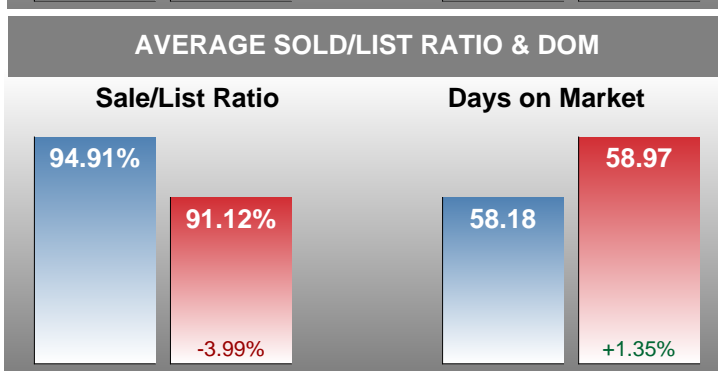
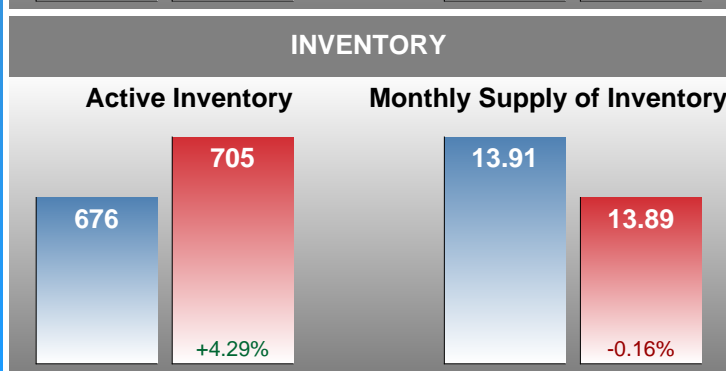
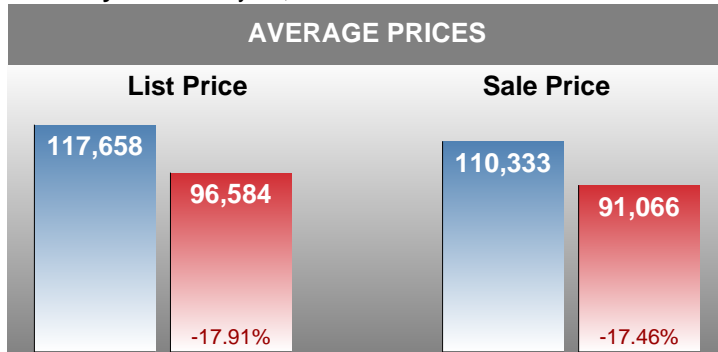
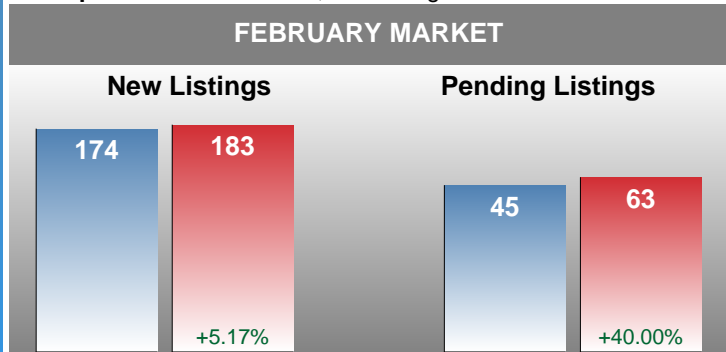


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	49	35	-28.57%	88	67	-23.86%
Pending Sales	45	63	40.00%	100	109	9.00%
New Listings	174	183	5.17%	305	324	6.23%
Average List Price	117,658	96,584	-17.91%	120,702	114,594	-5.06%
Average Sale Price	110,333	91,066	-17.46%	114,059	107,881	-5.42%
Average Percent of Selling Price to List Price	94.91%	91.12%	-3.99%	94.67%	92.07%	-2.74%
Average Days on Market to Sale	58.18	58.97	1.35%	56.76	55.60	-2.05%
Monthly Inventory	676	705	4.29%	676	705	4.29%
Months Supply of Inventory	13.91	13.89	-0.16%	13.91	13.89	-0.16%

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

Inventory on February 28, 2018 = **705**

2017 2018



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