



January 2018

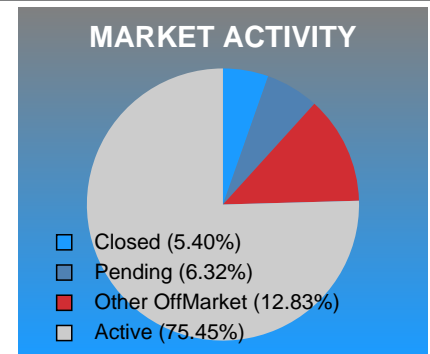
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	64	88	37.50%
Pending Listings	73	103	41.10%
New Listings	314	312	-0.64%
Average List Price	101,497	112,555	10.89%
Average Sale Price	95,114	105,427	10.84%
Average Percent of List Price to Selling Price	91.34%	91.19%	-0.17%
Average Days on Market to Sale	66.44	77.45	16.58%
End of Month Inventory	1,165	1,229	5.49%
Months Supply of Inventory	14.64	14.24	-2.75%



Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of January 31, 2018 = **1,229**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2018 rose **5.49%** to 1,229 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **14.24** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **10.84%** in January 2018 to \$105,427 versus the previous year at \$95,114.

Average Days on Market Lengthens

The average number of **77.45** days that homes spent on the market before selling increased by 11.02 days or **16.58%** in January 2018 compared to last year's same month at **66.44** DOM.

Sales Success for January 2018 is Positive

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

There were 312 New Listings in January 2018, down **0.64%** from last year at 314. Furthermore, there were 88 Closed Listings this month versus last year at 64, a **37.50%** increase.

Closed versus Listed trends yielded a **28.2%** ratio, up from previous year's, January 2017, at **20.4%**, a **38.38%** 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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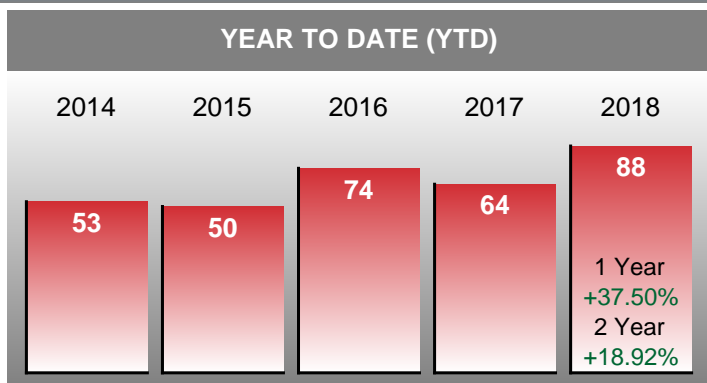
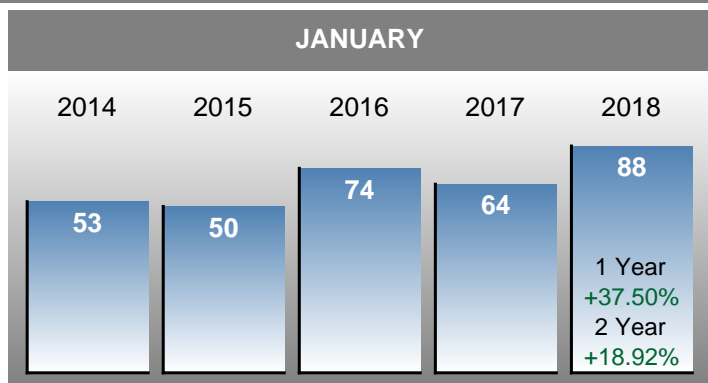
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CLOSED LISTINGS

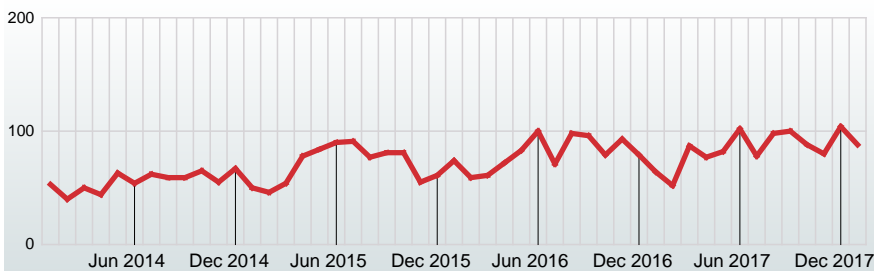
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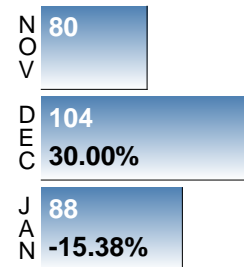
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 66

3 MONTHS



High
Dec 2017 = 104
Low
Feb 2014 = 40
Closed Listings
this month at **88**,
above the 5 yr JAN
average of **66**



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	10	11.36%	81.4	5	4	1	0
\$20,001 - \$30,000	7	7.95%	70.9	4	2	1	0
\$30,001 - \$50,000	13	14.77%	82.5	6	6	1	0
\$50,001 - \$100,000	24	27.27%	70.0	10	12	2	0
\$100,001 - \$160,000	13	14.77%	73.7	0	8	4	1
\$160,001 - \$200,000	12	13.64%	89.0	1	9	2	0
\$200,001 and up	9	10.23%	80.8	0	6	3	0
Total Closed Units	88			26	47	14	1
Total Closed Volume	9,277,607	100%	77.5	1.32M	5.84M	1.99M	125.00K
Average Closed Price	\$105,427			\$50,679	\$124,297	\$142,357	\$125,000

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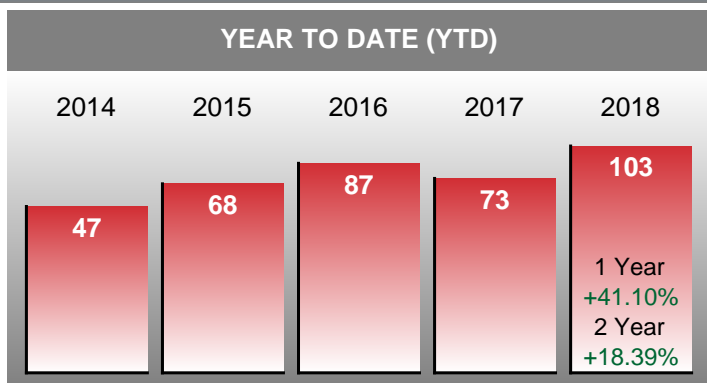
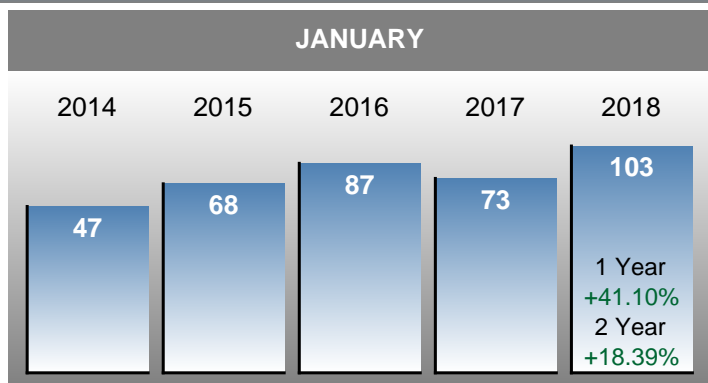
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PENDING LISTINGS

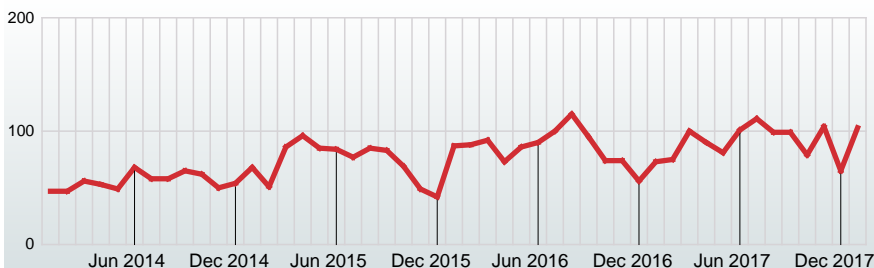
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 76

3 MONTHS



High
Aug 2016 = 115
Low
Dec 2015 = 42
Pending Listings
this month at **103**,
above the 5 yr JAN
average of **76**

NOV	104
DEC	65 -37.50%
JAN	103 58.46%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	4.85%	80.4	4	1	0	0
\$10,001 - \$30,000	16	15.53%	90.1	13	2	1	0
\$30,001 - \$40,000	13	12.62%	50.0	5	7	1	0
\$40,001 - \$90,000	25	24.27%	86.0	7	14	4	0
\$90,001 - \$130,000	19	18.45%	65.9	3	12	3	1
\$130,001 - \$160,000	13	12.62%	103.0	2	9	2	0
\$160,001 and up	12	11.65%	118.2	2	3	7	0
Total Pending Units	103			36	48	18	1
Total Pending Volume	10,323,000	100%	86.7	2.87M	4.43M	2.90M	125.00K
Average Listing Price	\$83,357			\$79,678	\$92,323	\$161,006	\$125,000

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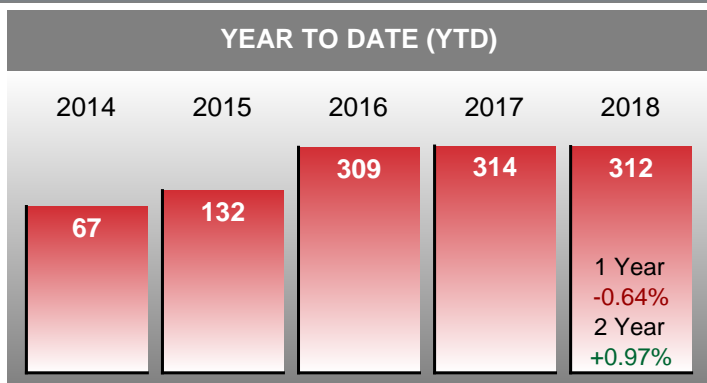
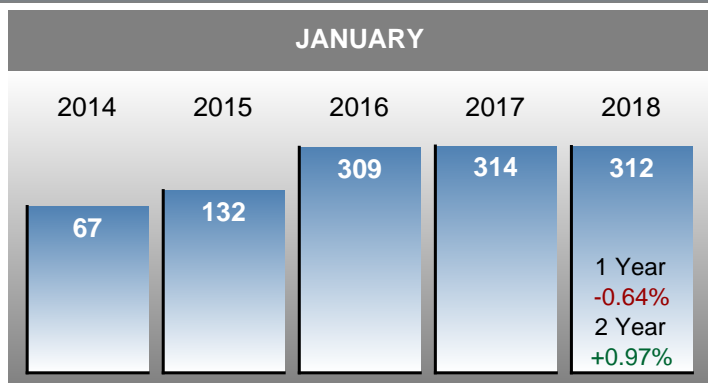
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NEW LISTINGS

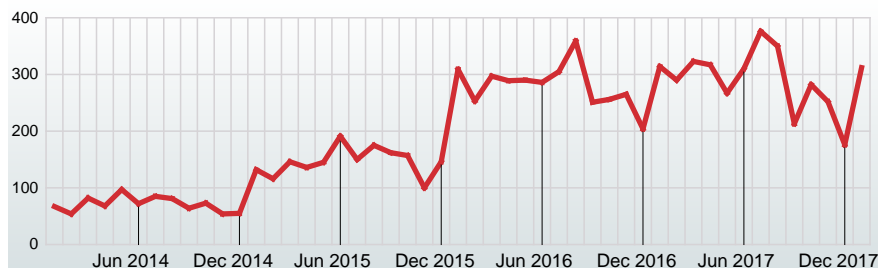
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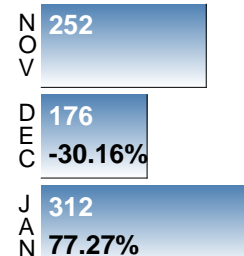
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 227

3 MONTHS



High
Jul 2017 = 376
Low
Nov 2014 = 54
New Listings
this month at **312**,
above the 5 yr JAN
average of **227**



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	12	3.85%	12	0	0	0
\$10,001 - \$20,000	32	10.26%	31	0	0	1
\$20,001 - \$50,000	72	23.08%	60	11	1	0
\$50,001 - \$120,000	77	24.68%	29	41	7	0
\$120,001 - \$190,000	46	14.74%	11	27	7	1
\$190,001 - \$340,000	41	13.14%	10	23	6	2
\$340,001 and up	32	10.26%	12	12	5	3
Total New Listed Units	312		165	114	26	7
Total New Listed Volume	49,820,709	100%	21.11M	19.88M	6.73M	2.10M
Average New Listed Listing Price	\$68,833		\$127,918	\$174,420	\$258,788	\$300,257

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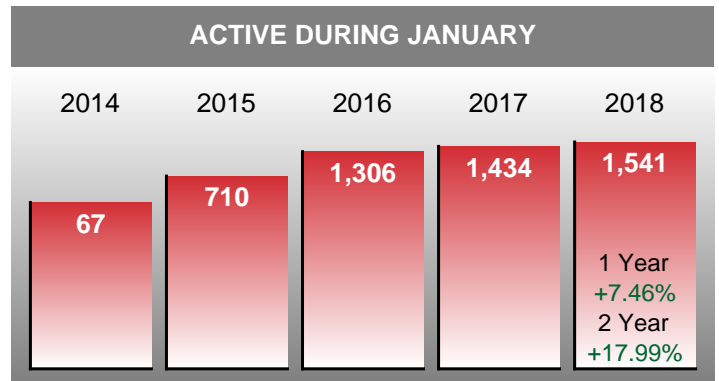
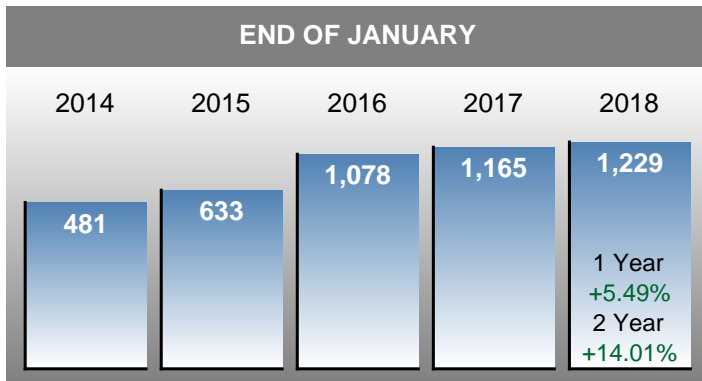
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ACTIVE INVENTORY

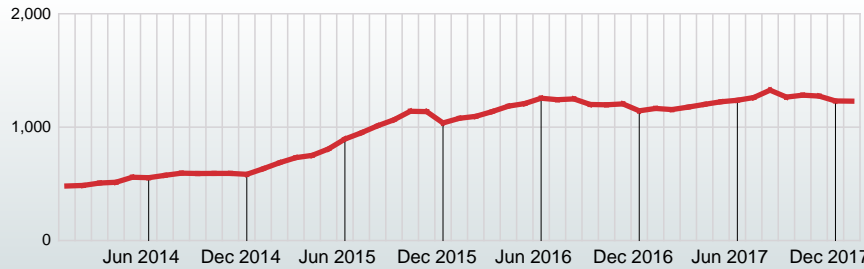
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 917

3 MONTHS



High
Aug 2017 = 1,326
Low
Jan 2014 = 481
Inventory
this month at **1,229**,
above the 5 yr JAN
average of **917**

NOV	1,274
DEC	1,231 -3.38%
JAN	1,229 -0.16%

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	246	20.02%	143.0	241	4	0	1
\$25,001-\$50,000	199	16.19%	124.9	168	29	2	0
\$50,001-\$100,000	276	22.46%	135.4	139	115	21	1
\$100,001-\$175,000	192	15.62%	179.2	48	116	27	1
\$175,001-\$350,000	191	15.54%	116.4	45	91	45	10
\$350,001 and up	125	10.17%	127.2	41	47	29	8
Total Active Inventory by Units	1,229			682	402	124	21
Total Active Inventory by Volume	202,256,418	100%	138.3	81.33M	76.98M	36.05M	7.91M
Average Active Inventory Listing Price	\$164,570			\$119,246	\$191,488	\$290,688	\$376,548

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January 2018

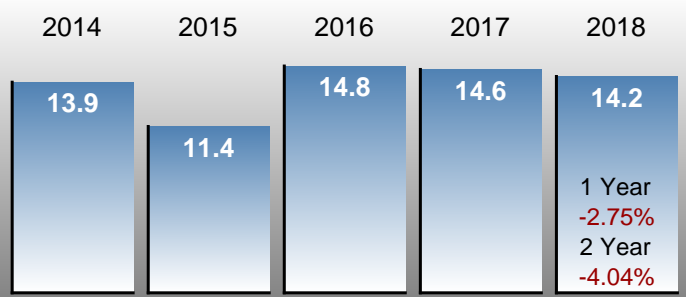
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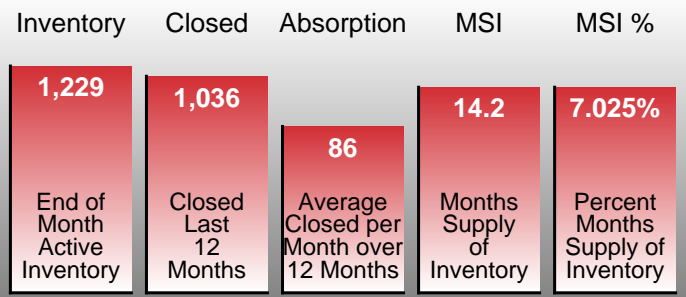
MONTHS SUPPLY of INVENTORY (MSI)

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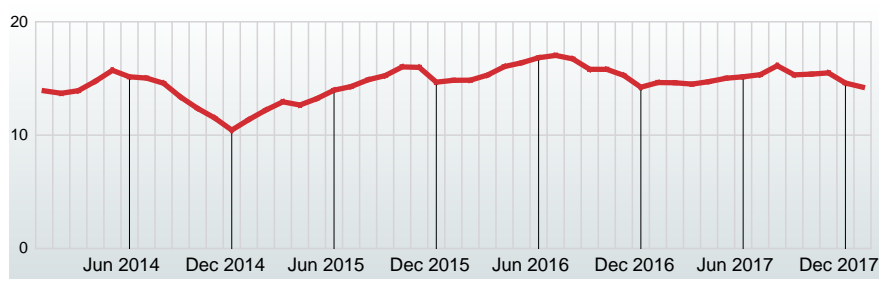
MSI FOR JANUARY



INDICATORS FOR JANUARY 2018



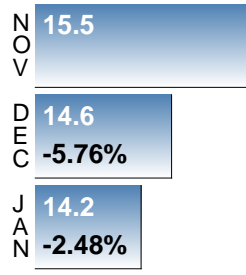
5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 13.8

3 MONTHS

High
Jul 2016 = 17.0
Low
Dec 2014 = 10.4
Months Supply
this month at **14.2**,
equal to 5 yr JAN
average of **13.8**



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	40	3.25%	24.0	29.3	3.0	0.0	0.0
\$10,001 - \$20,000	133	10.82%	26.6	36.3	1.6	0.0	0.0
\$20,001 - \$50,000	272	22.13%	14.3	24.0	4.1	1.3	0.0
\$50,001 - \$120,000	326	26.53%	11.0	15.8	8.6	7.8	0.0
\$120,001 - \$190,000	179	14.56%	10.5	14.1	9.5	12.9	6.0
\$190,001 - \$350,000	154	12.53%	13.6	30.8	10.4	12.3	15.4
\$350,001 and up	125	10.17%	48.4	246.0	56.4	21.8	32.0
Market Supply of Inventory (MSI)	14.2	100%	14.2	23.7	9.0	10.6	15.8
Total Active Inventory by Units	1,229			682	402	124	21

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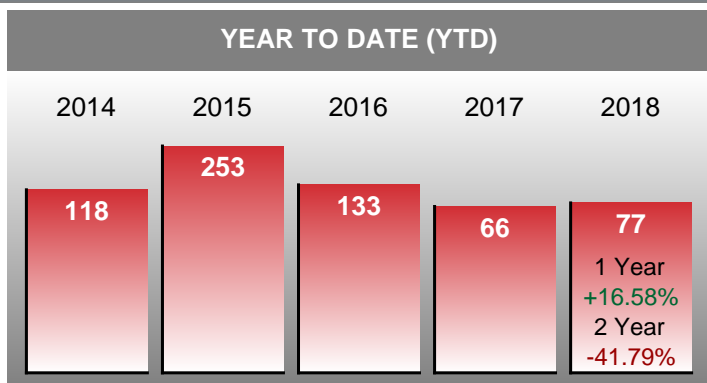
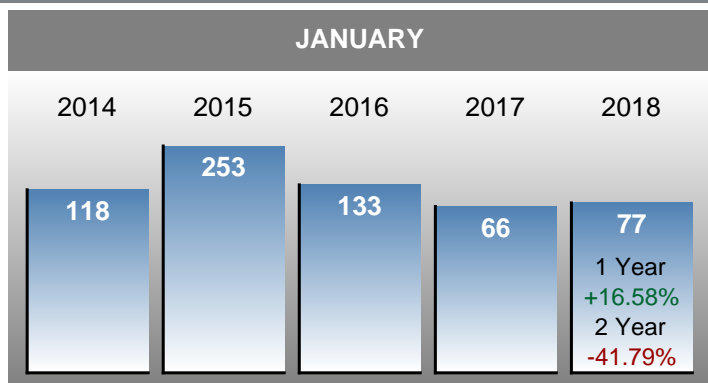
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AVERAGE DAYS ON MARKET TO SALE

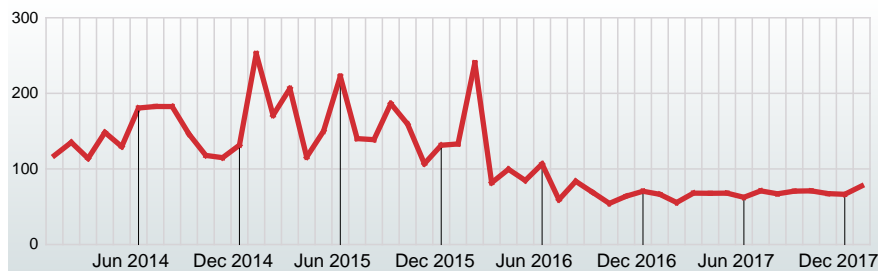
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 129

3 MONTHS



High
Jan 2015 = 253
Low
Oct 2016 = 54

Average Days on Market this month at **77**, below the 5 yr JAN average of **129**

NOV	67
DEC	66
-1.37%	
JAN	77
16.57%	

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	10	11.36%	81.4	125.4	43.5	13.0	0.0
\$20,001 \$30,000	7	7.95%	70.9	89.0	28.0	84.0	0.0
\$30,001 \$50,000	13	14.77%	82.5	100.7	70.3	47.0	0.0
\$50,001 \$100,000	24	27.27%	70.0	64.3	70.2	97.5	0.0
\$100,001 \$160,000	13	14.77%	73.7	0.0	68.5	102.3	1.0
\$160,001 \$200,000	12	13.64%	89.0	1.0	93.8	111.5	0.0
\$200,001 and up	9	10.23%	80.8	0.0	71.5	99.3	0.0
Average Closed DOM			77.5	85.8	70.5	90.6	1.0
Total Closed Units		100%	77.5	26	47	14	1
Total Closed Volume				1.32M	5.84M	1.99M	125.00K

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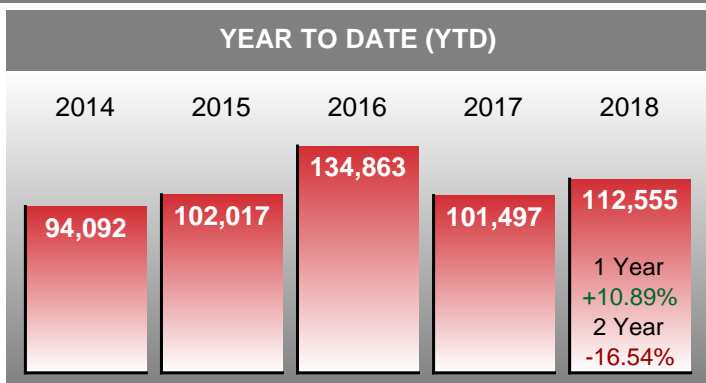
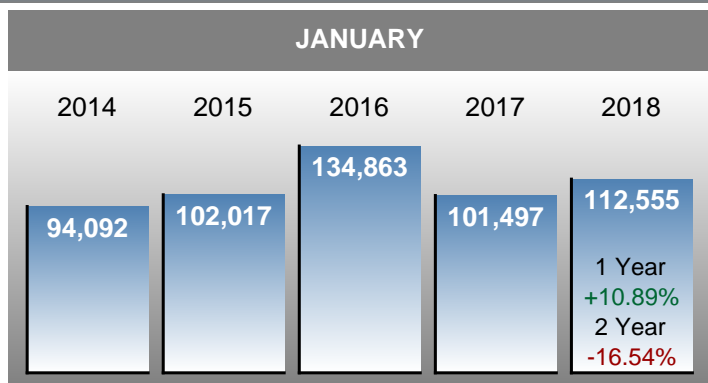
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AVERAGE LIST PRICE AT CLOSING

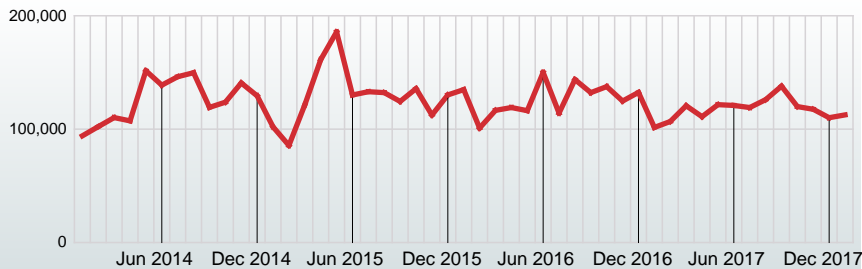
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 109,005

3 MONTHS



High
May 2015 = 185,723
Low
Feb 2015 = 85,639
Average List Price
this month at **112,555**,
above the 5 yr JAN
average of **109,005**

NOV 117,529
DEC 110,087
-6.33%
JAN 112,555
2.24%

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	6	6.82%	13,417	22,600	16,600	42,500	0
\$20,001 - \$30,000	5	5.68%	26,480	29,500	32,950	37,900	0
\$30,001 - \$50,000	15	17.05%	40,960	45,550	48,908	35,000	0
\$50,001 - \$100,000	26	29.55%	71,802	77,320	76,700	82,500	0
\$100,001 - \$160,000	14	15.91%	124,871	0	139,037	117,725	125,000
\$160,001 - \$200,000	11	12.50%	181,065	191,115	186,978	189,950	0
\$200,001 and up	11	12.50%	315,527	0	337,633	337,667	0
Average List Price			112,555	56,485	131,214	153,157	125,000
Total Closed Units		100%	112,555	26	47	14	1
Total Closed Volume			9,904,864	1.47M	6.17M	2.14M	125.00K

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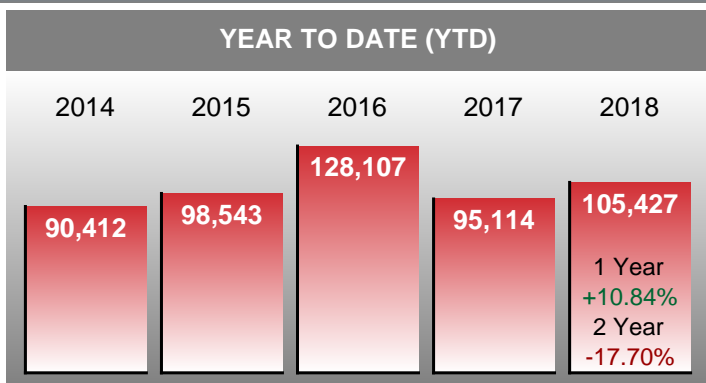
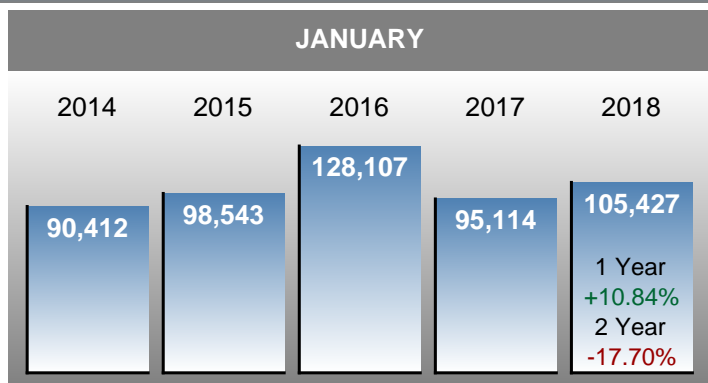
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AVERAGE SOLD PRICE AT CLOSING

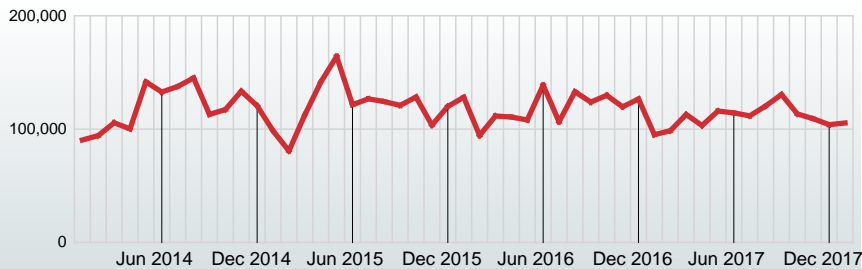
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 103,521

3 MONTHS



High
May 2015 = 164,135
Low
Feb 2015 = 80,788
Average Sold Price
this month at **105,427**,
above the 5 yr JAN
average of **103,521**

NOV 109,201
DEC 103,943
-4.82%
JAN 105,427
1.43%

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	10	11.36%	14,330	15,200	13,075	15,000	0
\$20,001 \$30,000	7	7.95%	25,332	23,831	26,000	30,000	0
\$30,001 \$50,000	13	14.77%	40,885	41,067	41,650	35,200	0
\$50,001 \$100,000	24	27.27%	73,620	72,094	73,871	79,750	0
\$100,001 \$160,000	13	14.77%	127,992	0	135,938	112,850	125,000
\$160,001 \$200,000	12	13.64%	179,683	178,997	178,478	185,450	0
\$200,001 and up	9	10.23%	315,389	0	317,917	310,333	0
Average Sold Price			105,427	50,679	124,297	142,357	125,000
Total Closed Units		100%	105,427	26	47	14	1
Total Closed Volume			9,277,607	1.32M	5.84M	1.99M	125.00K

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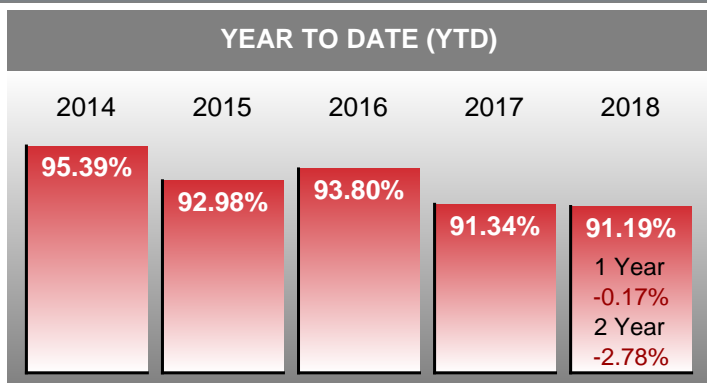
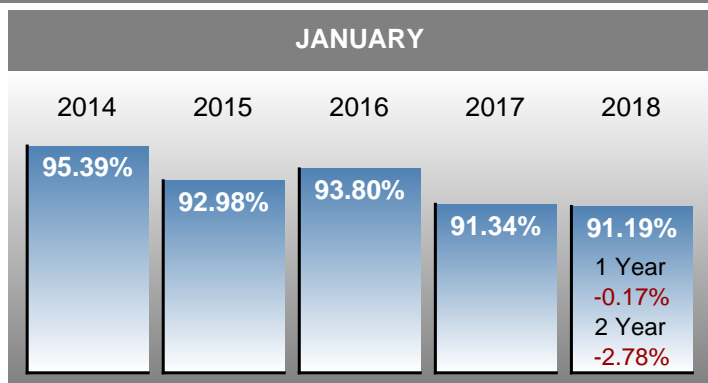
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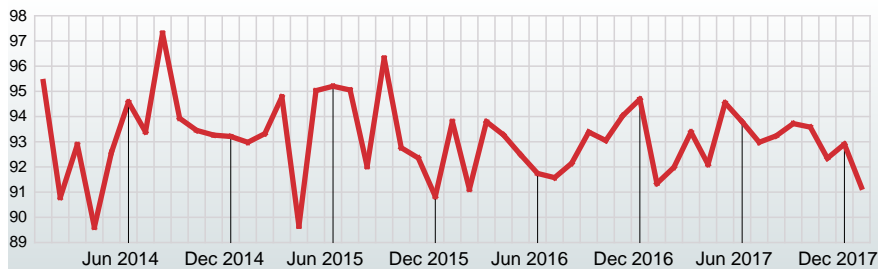
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 92.94% **3 MONTHS**



High
Aug 2014 = 97.30%

Low
Apr 2014 = 89.61%

Average Sold/List Ratio
this month at **91.19%**,
below the 5 yr JAN
average of **92.94%**

NOV	92.35%
DEC	92.90%
JAN	91.19%
	-1.84%

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	10	11.36%	73.31%	69.89%	87.08%	35.29%	0.00%
\$20,001 \$30,000	7	7.95%	83.27%	82.09%	87.68%	79.16%	0.00%
\$30,001 \$50,000	13	14.77%	89.43%	90.45%	86.56%	100.57%	0.00%
\$50,001 \$100,000	24	27.27%	95.48%	93.90%	96.62%	96.60%	0.00%
\$100,001 \$160,000	13	14.77%	97.54%	0.00%	98.03%	95.95%	100.00%
\$160,001 \$200,000	12	13.64%	95.88%	93.66%	95.73%	97.63%	0.00%
\$200,001 and up	9	10.23%	92.91%	0.00%	93.59%	91.55%	0.00%
Average Sold/List Ratio			91.20%	86.66%	93.83%	90.14%	100.00%
Total Closed Units	88	100%	91.20%	26	47	14	1
Total Closed Volume	9,277,607			1.32M	5.84M	1.99M	125.00K

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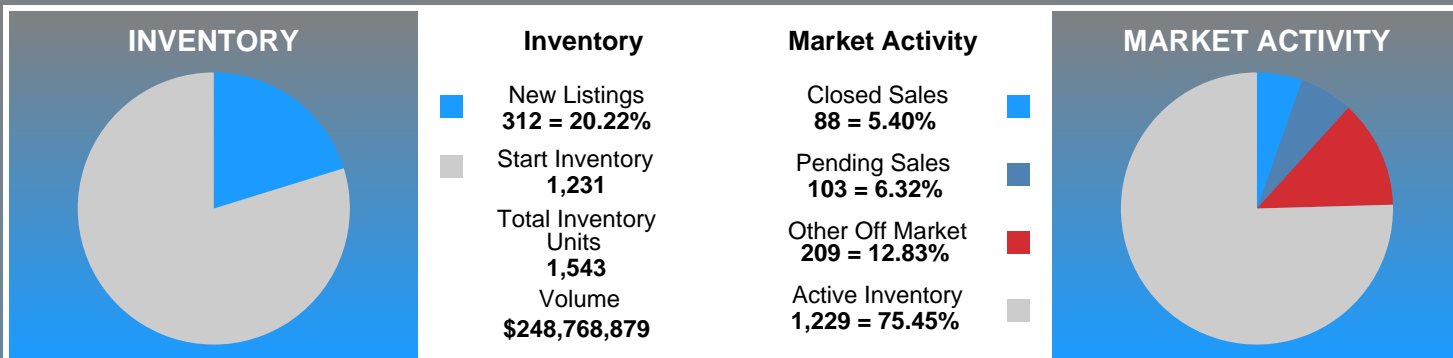
January 2018

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



MARKET SUMMARY

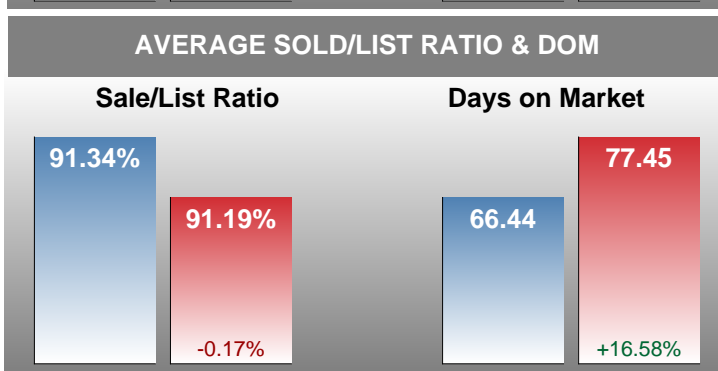
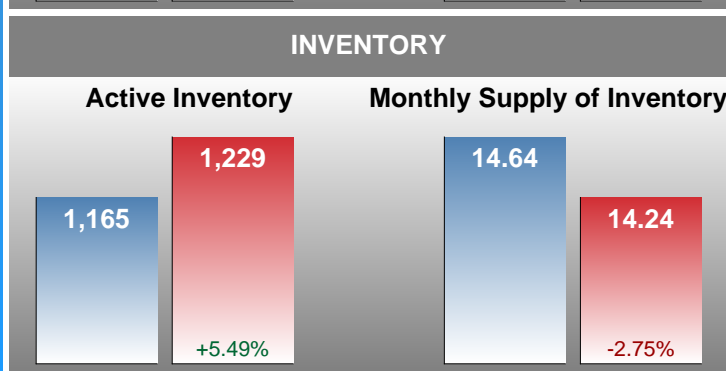
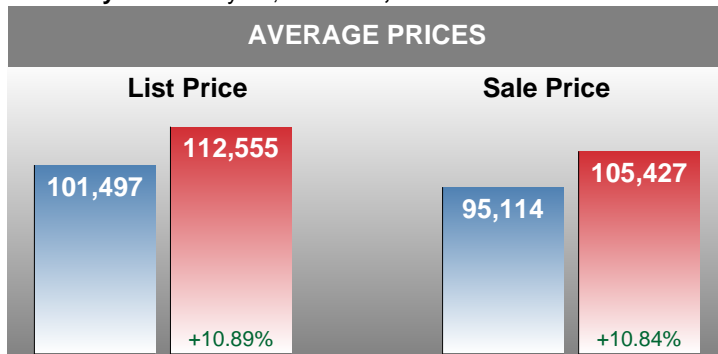
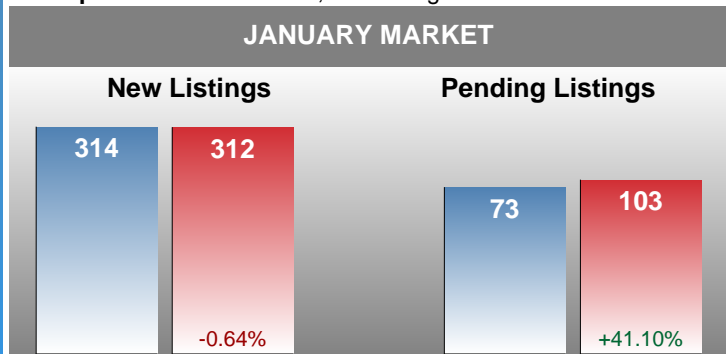
Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	64	88	37.50%	64	88	37.50%
Pending Sales	73	103	41.10%	73	103	41.10%
New Listings	314	312	-0.64%	314	312	-0.64%
Average List Price	101,497	112,555	10.89%	101,497	112,555	10.89%
Average Sale Price	95,114	105,427	10.84%	95,114	105,427	10.84%
Average Percent of Selling Price to List Price	91.34%	91.19%	-0.17%	91.34%	91.19%	-0.17%
Average Days on Market to Sale	66.44	77.45	16.58%	66.44	77.45	16.58%
Monthly Inventory	1,165	1,229	5.49%	1,165	1,229	5.49%
Months Supply of Inventory	14.64	14.24	-2.75%	14.64	14.24	-2.75%

Absorption: Last 12 months, an Average of **86** Sales/Month

Inventory on January 31, 2018 = 1,229 2017 2018



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