

March 2018

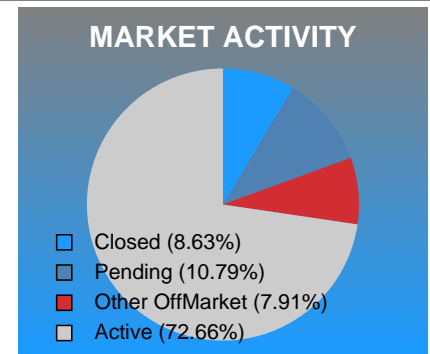
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	35	36	2.86%
Pending Listings	50	45	-10.00%
New Listings	115	107	-6.96%
Average List Price	151,383	125,194	-17.30%
Average Sale Price	140,670	119,428	-15.10%
Average Percent of List Price to Selling Price	93.33%	93.59%	0.28%
Average Days on Market to Sale	55.74	43.14	-22.61%
End of Month Inventory	278	303	8.99%
Months Supply of Inventory	7.96	7.32	-8.11%



Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of March 31, 2018 = **303**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **8.99%** to 303 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 **7.32** 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 **15.10%** in March 2018 to \$119,428 versus the previous year at \$140,670.

Average Days on Market Shortens

The average number of **43.14** days that homes spent on the market before selling decreased by 12.60 days or **22.61%** in March 2018 compared to last year's same month at **55.74** DOM.

Sales Success for March 2018 is Positive

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

There were 107 New Listings in March 2018, down **6.96%** from last year at 115. Furthermore, there were 36 Closed Listings this month versus last year at 35, a **2.86%** increase.

Closed versus Listed trends yielded a **33.6%** ratio, up from previous year's, March 2017, at **30.4%**, a **10.55%** 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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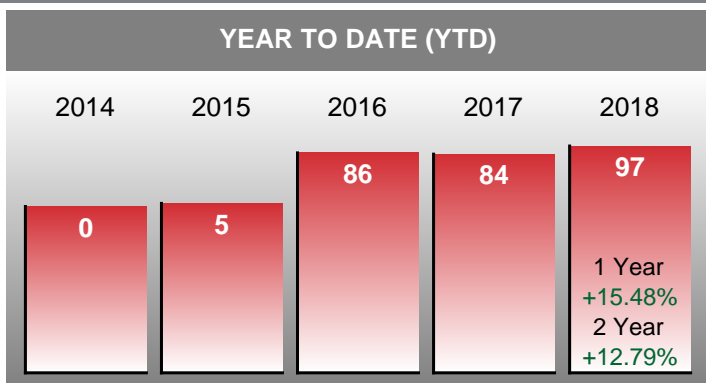
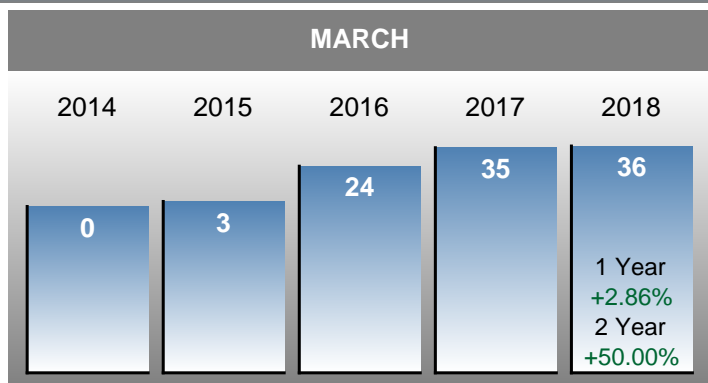
March 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



CLOSED LISTINGS

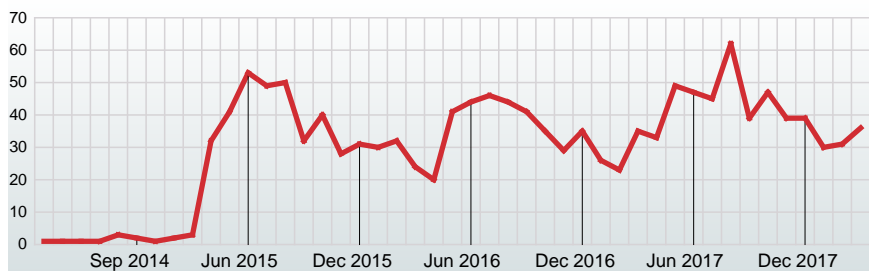
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 20

3 MONTHS



High
Aug 2017 = 62
Low
Oct 2014 = 1
Closed Listings
this month at **36**,
above the 5 yr MAR
average of **20**

JAN	30
FEB	31
MAR	36
3.33%	
16.13%	

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	4	11.11%	49.0	2	2	0	0
\$20,001 \$50,000	4	11.11%	28.0	2	2	0	0
\$50,001 \$90,000	5	13.89%	41.6	2	2	1	0
\$90,001 \$130,000	11	30.56%	32.9	2	8	1	0
\$130,001 \$190,000	3	8.33%	52.3	0	3	0	0
\$190,001 \$230,000	5	13.89%	76.8	0	4	0	1
\$230,001 and up	4	11.11%	33.5	0	3	1	0
Total Closed Units	36			8	24	3	1
Total Closed Volume	4,299,400	100%	43.1	458.40K	3.17M	469.50K	200.00K
Average Closed Price	\$119,428			\$57,300	\$132,146	\$156,500	\$200,000

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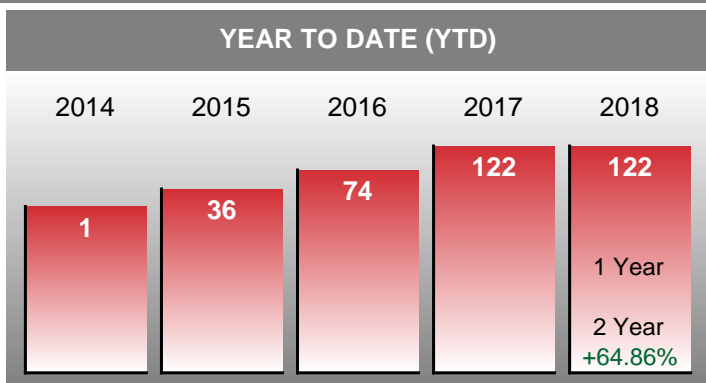
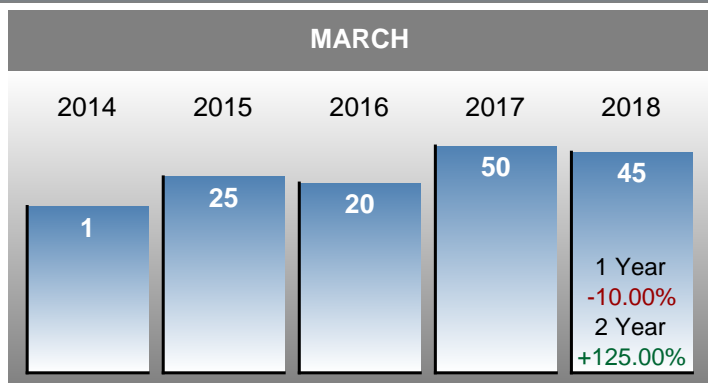
March 2018

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PENDING LISTINGS

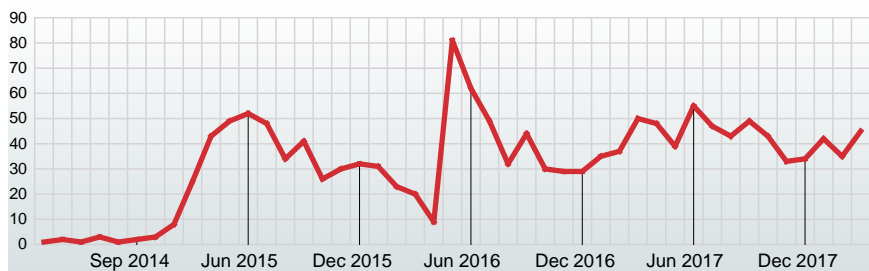
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 28

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **45**,
above the 5 yr MAR
average of **28**

JAN	42
FEB	35 -16.67%
MAR	45 28.57%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.89%	77.8	4	0	0	0
\$40,001 - \$70,000	4	8.89%	39.8	1	3	0	0
\$70,001 - \$80,000	5	11.11%	18.2	1	4	0	0
\$80,001 - \$160,000	15	33.33%	28.7	4	10	1	0
\$160,001 - \$190,000	5	11.11%	69.0	0	5	0	0
\$190,001 - \$220,000	6	13.33%	55.2	0	4	2	0
\$220,001 and up	6	13.33%	64.0	0	3	3	0
Total Pending Units	45			10	29	6	0
Total Pending Volume	6,033,400	100%	22.8	586.10K	4.23M	1.22M	0.00B
Average Listing Price	\$129,260			\$58,610	\$145,862	\$202,883	\$0

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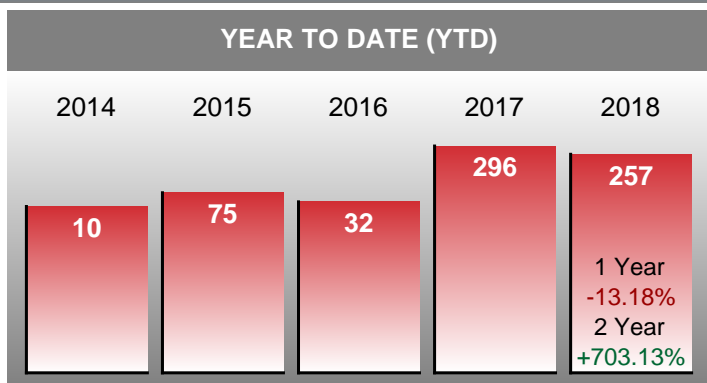
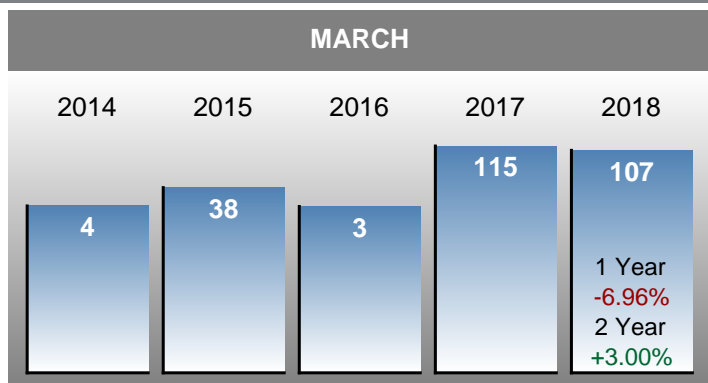
March 2018

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NEW LISTINGS

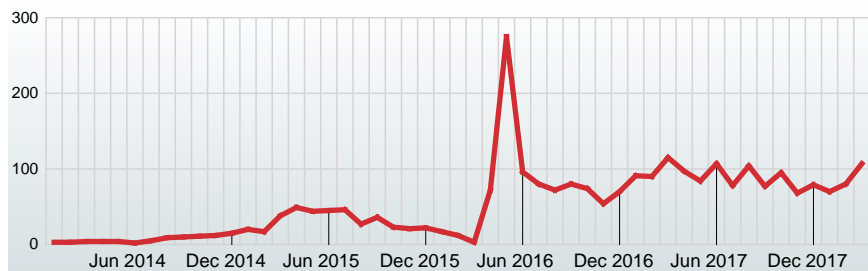
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 53

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **107**,
above the 5 yr MAR
average of **53**

JAN	70
FEB	80
MAR	107
14.29%	
33.75%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.67%	5	0	0	0
\$25,001 - \$75,000	18	16.82%	13	4	1	0
\$75,001 - \$100,000	15	14.02%	5	9	1	0
\$100,001 - \$150,000	23	21.50%	6	13	4	0
\$150,001 - \$225,000	20	18.69%	2	14	4	0
\$225,001 - \$325,000	15	14.02%	3	8	4	0
\$325,001 and up	11	10.28%	3	4	4	0
Total New Listed Units	107		37	52	18	0
Total New Listed Volume	19,789,199	100%	4.89M	10.24M	4.66M	0.00B
Average New Listed Listing Price	\$173,833		\$132,038	\$196,948	\$259,028	\$0

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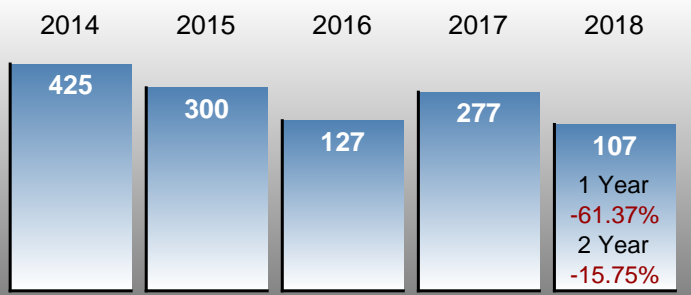
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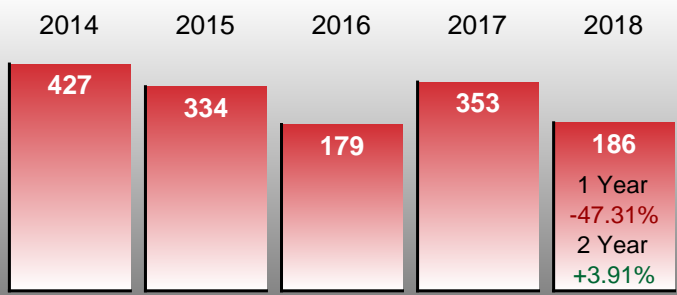
ACTIVE INVENTORY

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END OF MARCH



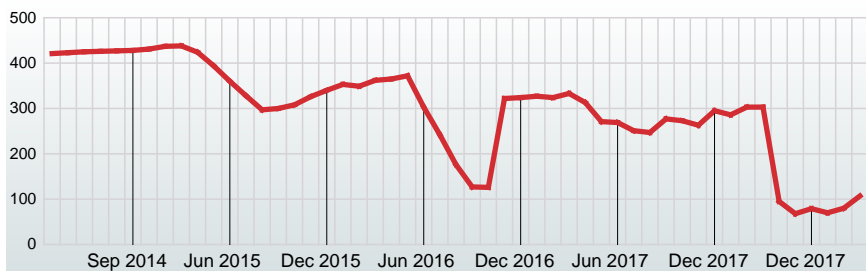
ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 247

3 MONTHS



High
Mar 2015 = 438
Low
Nov 2017 = 68
Inventory
this month at **107**,
below the 5 yr MAR
average of **247**

JAN	286
FEB	303 5.94%
MAR	303 0.00%

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	15	4.95%	84.7	15	0	0	0
\$25,001 - \$50,000	31	10.23%	93.3	26	5	0	0
\$50,001 - \$75,000	32	10.56%	77.0	17	12	3	0
\$75,001 - \$150,000	88	29.04%	64.8	28	49	10	1
\$150,001 - \$225,000	60	19.80%	78.9	17	35	8	0
\$225,001 - \$350,000	43	14.19%	76.9	8	19	15	1
\$350,001 and up	34	11.22%	84.3	6	13	9	6
Total Active Inventory by Units	303			117	133	45	8
Total Active Inventory by Volume	58,009,133	100%	76.7	16.03M	25.12M	11.45M	5.41M
Average Active Inventory Listing Price	\$191,449			\$137,002	\$188,875	\$254,346	\$676,738

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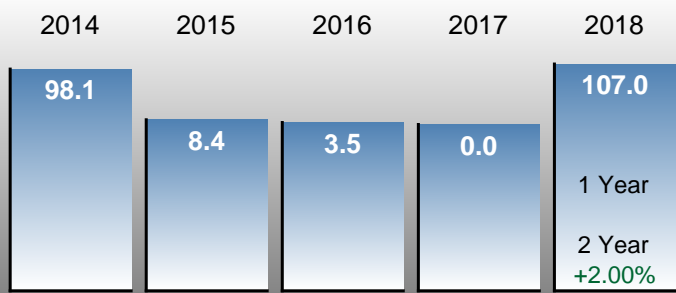
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MARCH



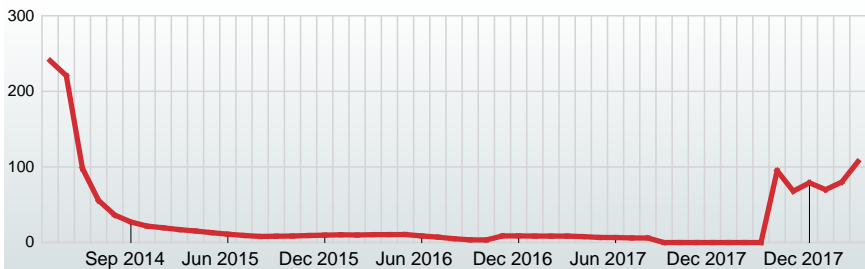
INDICATORS FOR MARCH 2018

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 MAR AVG = 43.4

3 MONTHS



High
Apr 2014 = 240.6
Low
Mar 2018 = 0.0
Months Supply
this month at **107.0**,
above the 5 yr MAR
average of **43.4**

JAN	0.0
FEB	0.0
MAR	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	26	8.58%	7.6	8.6	2.0	0.0	0.0
\$30,001 - \$70,000	43	14.19%	5.0	7.0	3.5	2.4	0.0
\$70,001 - \$90,000	31	10.23%	6.6	18.0	4.5	3.0	0.0
\$90,001 - \$170,000	89	29.37%	5.6	12.0	4.4	5.7	12.0
\$170,001 - \$230,000	43	14.19%	9.2	30.0	8.4	7.1	0.0
\$230,001 - \$360,000	41	13.53%	12.0	0.0	6.2	17.5	12.0
\$360,001 and up	30	9.90%	45.0	20.0	156.0	18.0	0.0
Market Supply of Inventory (MSI)	7.3	100%	7.3	11.2	5.4	7.8	19.2
Total Active Inventory by Units	303			117	133	45	8

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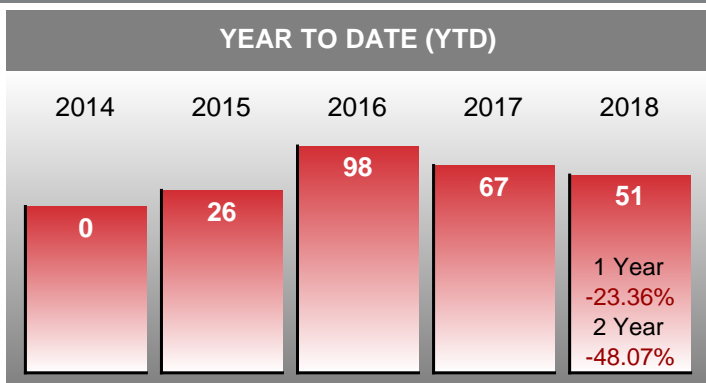
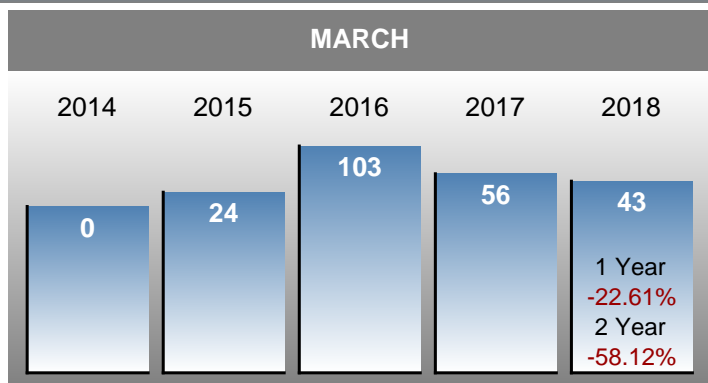
March 2018

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AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS

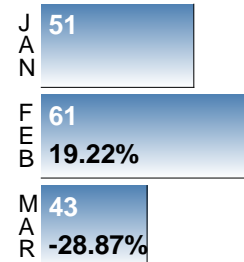
5yr MAR AVG = 45

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10

Average Days on Market this month at **43**, below the 5 yr MAR average of **45**



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	4	11.11%	49.0	44.5	53.5	0.0	0.0
\$20,001 \$50,000	4	11.11%	28.0	1.0	55.0	0.0	0.0
\$50,001 \$90,000	5	13.89%	41.6	17.5	85.0	3.0	0.0
\$90,001 \$130,000	11	30.56%	32.9	41.5	34.8	1.0	0.0
\$130,001 \$190,000	3	8.33%	52.3	0.0	52.3	0.0	0.0
\$190,001 \$230,000	5	13.89%	76.8	0.0	93.3	0.0	11.0
\$230,001 and up	4	11.11%	33.5	0.0	2.0	128.0	0.0
Average Closed DOM			43.1	26.1	50.0	44.0	11.0
Total Closed Units		100%	43.1	8	24	3	1
Total Closed Volume			4,299,400	458.40K	3.17M	469.50K	200.00K

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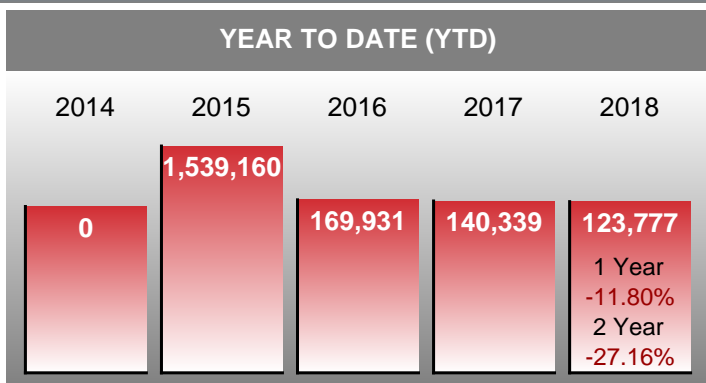
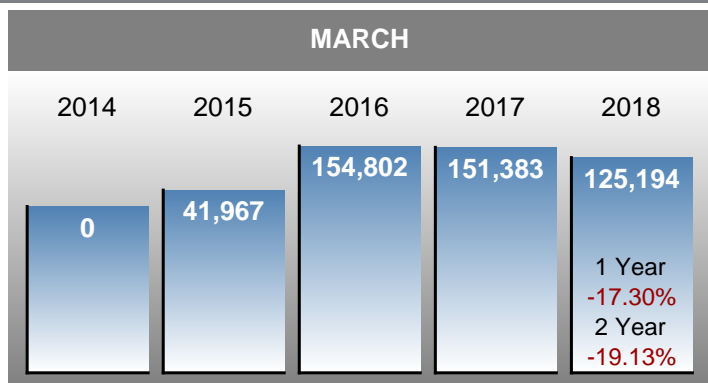
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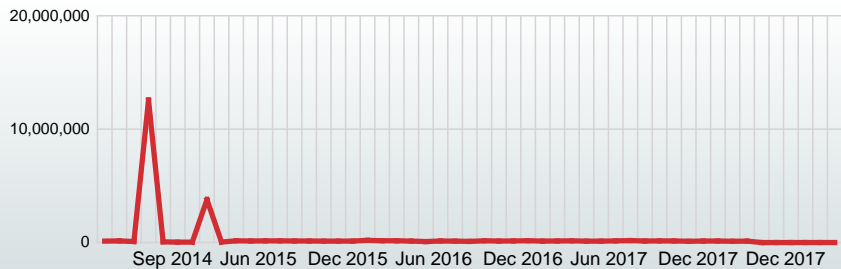
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 94,669 **3 MONTHS**



High
Jul 2014 = 12,565,000
Low
Nov 2017 = 68
Average List Price
this month at **125,194**,
above the 5 yr MAR
average of **94,669**

JAN	134,477
FEB	111,777
MAR	125,194
-16.88%	
12.00%	

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	1	2.78%	19,900	24,950	23,950	0	0
\$20,001 - \$50,000	7	19.44%	34,200	37,500	43,250	0	0
\$50,001 - \$90,000	4	11.11%	76,750	73,750	87,250	82,000	0
\$90,001 - \$130,000	9	25.00%	106,956	104,950	118,150	127,500	0
\$130,001 - \$190,000	6	16.67%	143,583	0	148,167	0	0
\$190,001 - \$230,000	4	11.11%	208,700	0	208,700	0	249,000
\$230,001 and up	5	13.89%	256,360	0	253,633	271,900	0
Average List Price			125,194	60,288	137,263	160,467	249,000
Total Closed Units		100%	125,194	8	24	3	1
Total Closed Volume			4,507,000	482.30K	3.29M	481.40K	249.00K

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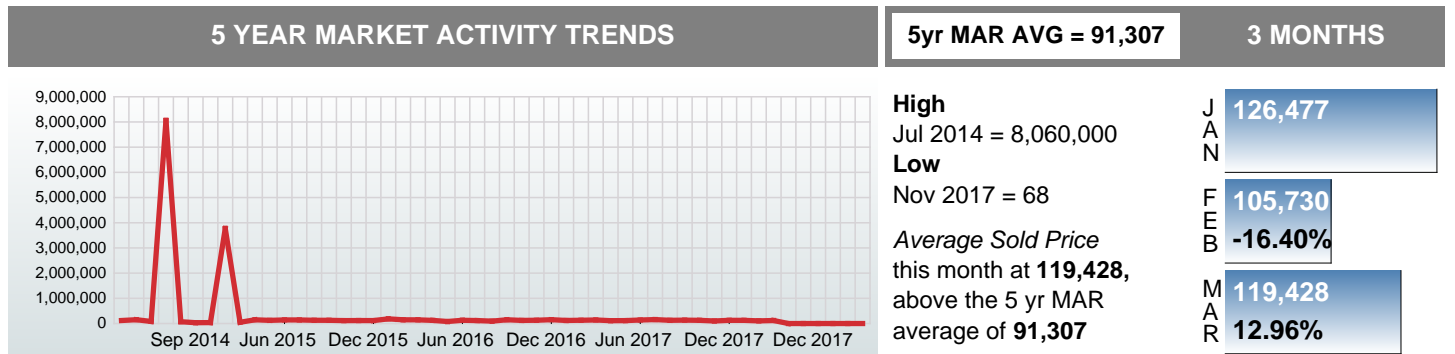
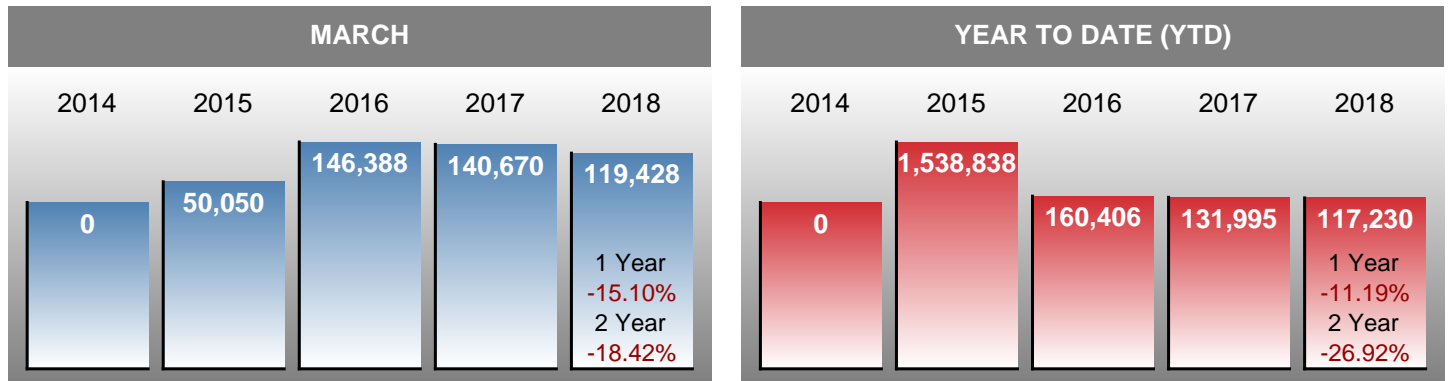
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AVERAGE SOLD PRICE AT CLOSING

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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	4	11.11%	17,875	16,500	19,250	0	0
\$20,001 - \$50,000	4	11.11%	39,000	37,500	40,500	0	0
\$50,001 - \$90,000	5	13.89%	74,600	70,250	78,750	75,000	0
\$90,001 - \$130,000	11	30.56%	112,582	104,950	112,625	127,500	0
\$130,001 - \$190,000	3	8.33%	143,500	0	143,500	0	0
\$190,001 - \$230,000	5	13.89%	204,800	0	206,000	0	200,000
\$230,001 and up	4	11.11%	251,500	0	246,333	267,000	0
Average Sold Price			119,428	57,300	132,146	156,500	200,000
Total Closed Units		100%	119,428	8	24	3	1
Total Closed Volume			4,299,400	458.40K	3.17M	469.50K	200.00K

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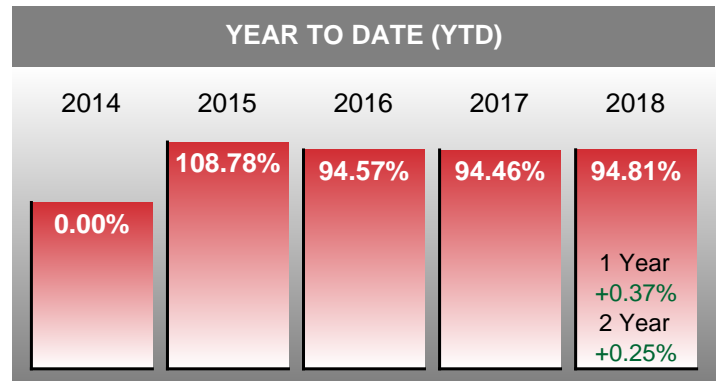
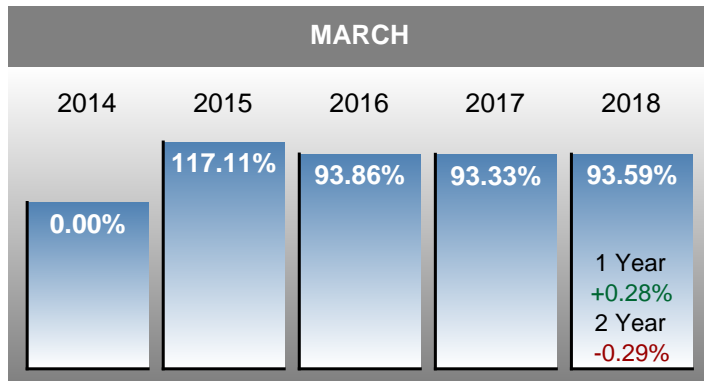
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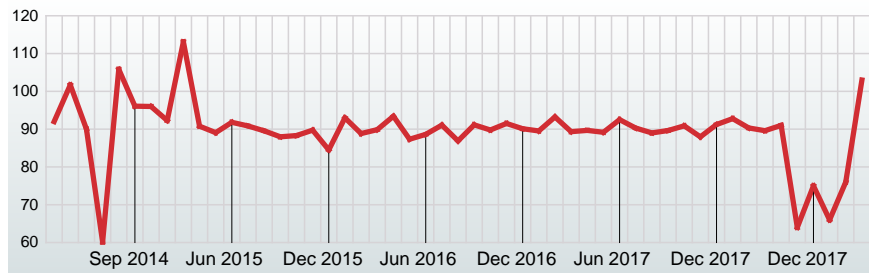
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 79.58% **3 MONTHS**



High
Mar 2015 = 117.11%
Low
Jul 2014 = 64.15%
Average Sold/List Ratio
this month at **93.59%**,
above the 5 yr MAR
average of **79.58%**

JAN	96.78%
FEB	94.31%
MAR	93.59%
APR	-0.76%

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	4	11.11%	74.17%	66.14%	82.20%	0.00%	0.00%
\$20,001 \$50,000	4	11.11%	97.19%	100.00%	94.39%	0.00%	0.00%
\$50,001 \$90,000	5	13.89%	92.66%	94.69%	91.24%	91.46%	0.00%
\$90,001 \$130,000	11	30.56%	96.80%	100.00%	95.60%	100.00%	0.00%
\$130,001 \$190,000	3	8.33%	96.96%	0.00%	96.96%	0.00%	0.00%
\$190,001 \$230,000	5	13.89%	95.01%	0.00%	98.68%	0.00%	80.32%
\$230,001 and up	4	11.11%	97.47%	0.00%	97.22%	98.20%	0.00%
Average Sold/List Ratio			93.60%	90.21%	94.90%	96.55%	80.32%
Total Closed Units		100%	93.60%	8	24	3	1
Total Closed Volume				458.40K	3.17M	469.50K	200.00K

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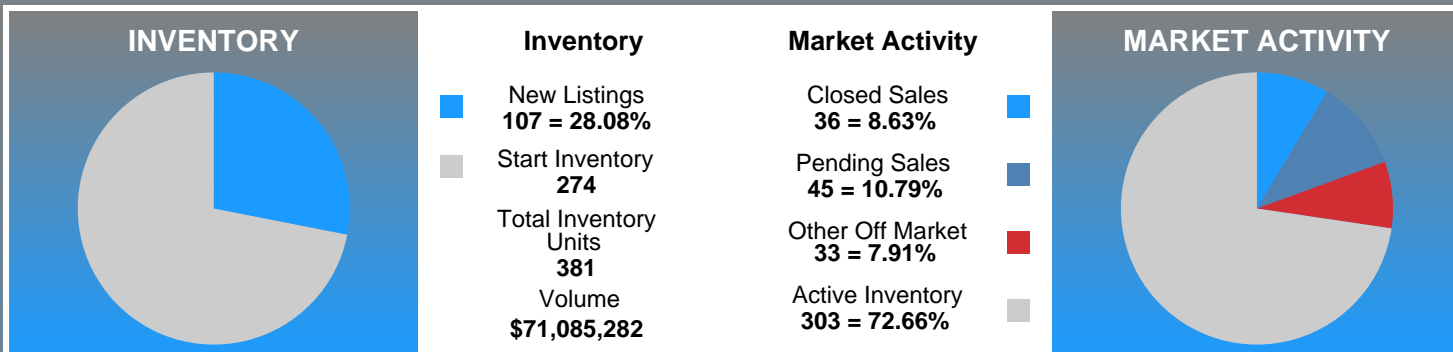
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MARKET SUMMARY

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

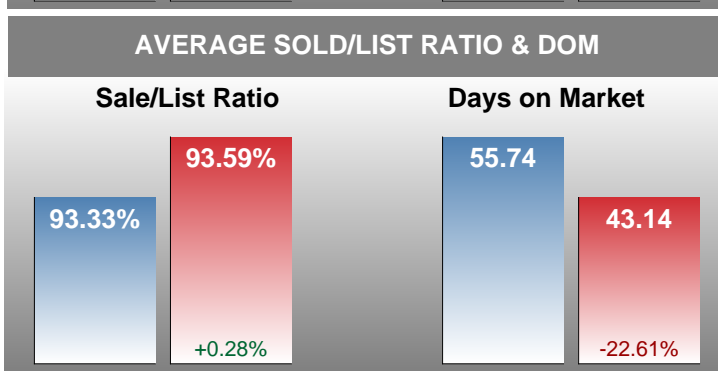
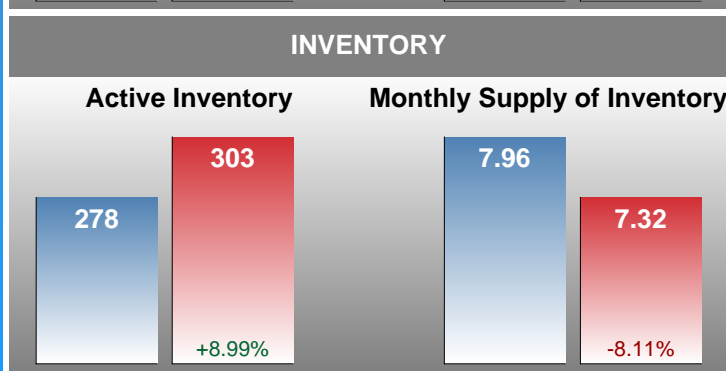
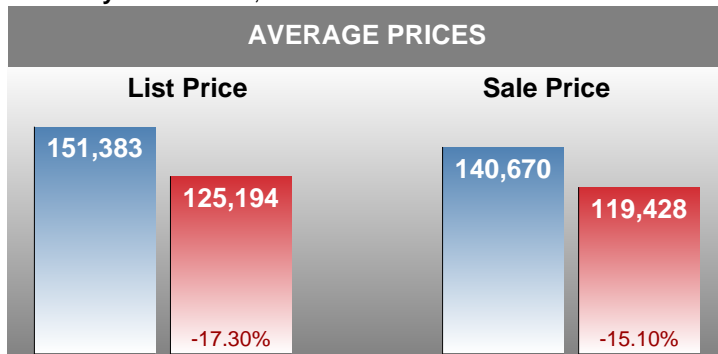
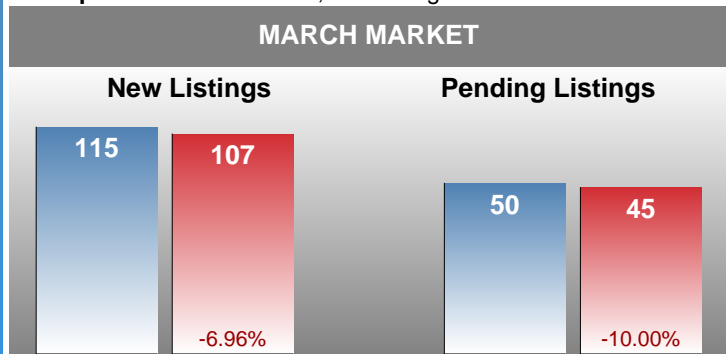


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	35	36	2.86%	84	97	15.48%
Pending Sales	50	45	-10.00%	122	122	0.00%
New Listings	115	107	-6.96%	296	257	-13.18%
Average List Price	151,383	125,194	-17.30%	140,339	123,777	-11.80%
Average Sale Price	140,670	119,428	-15.10%	131,995	117,230	-11.19%
Average Percent of Selling Price to List Price	93.33%	93.59%	0.28%	94.46%	94.81%	0.37%
Average Days on Market to Sale	55.74	43.14	-22.61%	66.70	51.12	-23.36%
Monthly Inventory	278	303	8.99%	278	303	8.99%
Months Supply of Inventory	7.96	7.32	-8.11%	7.96	7.32	-8.11%

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

Inventory on March 31, 2018 = 303

2017 2018



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