



## February 2018

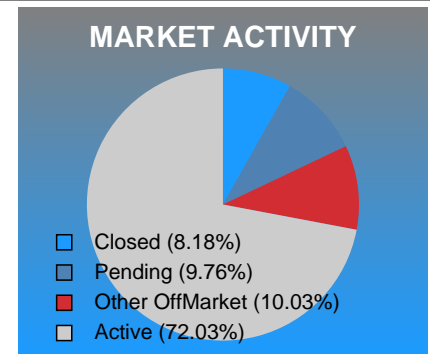
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



### 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%
Median List Price	122,000	120,000	-1.64%
Median Sale Price	115,000	112,500	-2.17%
Median Percent of List Price to Selling Price	93.91%	95.69%	1.90%
Median Days on Market to Sale	70.00	52.00	-25.71%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.17%** in February 2018 to \$112,500 versus the previous year at \$115,000.

#### Median Days on Market Shortens

The median number of **52.00** days that homes spent on the market before selling decreased by 18.00 days or **25.71%** in February 2018 compared to last year's same month at **70.00** DOM.

#### Sales Success for February 2018 is Positive

Overall, with Median 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.

#### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

#### 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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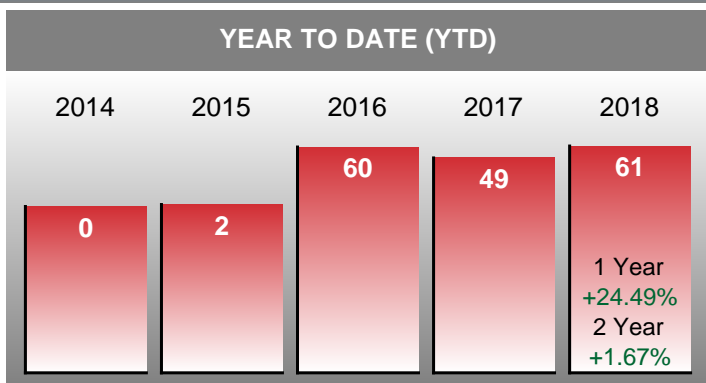
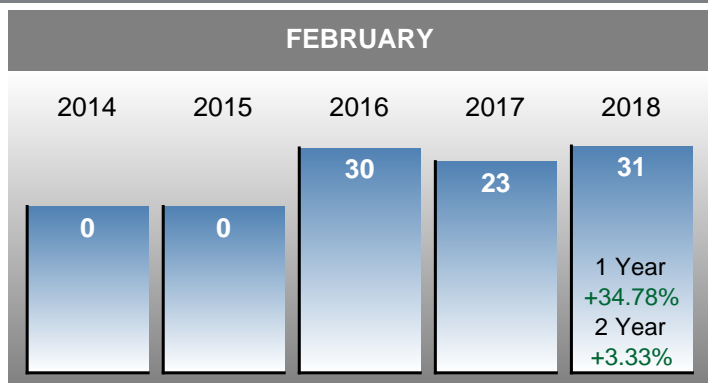
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## CLOSED LISTINGS

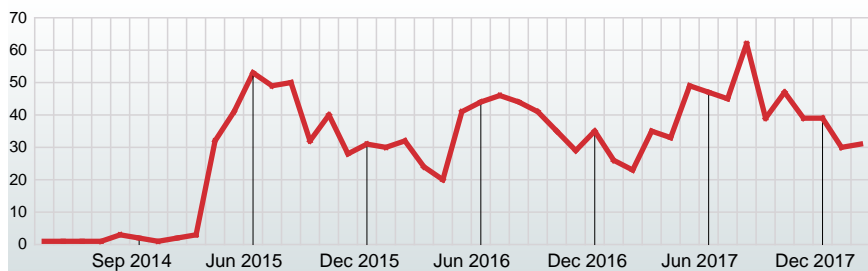
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr 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
<b>-23.08%</b>	
<b>3.33%</b>	

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	53.0	5	0	0	0
\$50,001 - \$90,000	6	19.35%	32.0	4	1	1	0
\$90,001 - \$120,000	6	19.35%	25.5	4	2	0	0
\$120,001 - \$140,000	6	19.35%	89.0	0	4	2	0
\$140,001 - \$150,000	2	6.45%	29.5	0	2	0	0
\$150,001 and up	5	16.13%	128.0	0	4	1	0
<b>Total Closed Units</b>	<b>31</b>			<b>14</b>	<b>13</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>3,277,622</b>	<b>100%</b>	<b>52.0</b>	<b>905.20K</b>	<b>1.82M</b>	<b>553.50K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$112,500</b>			<b>\$63,450</b>	<b>\$135,000</b>	<b>\$131,750</b>	<b>\$0</b>

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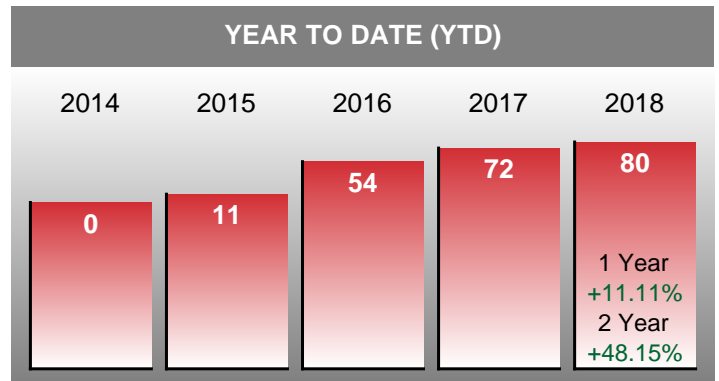
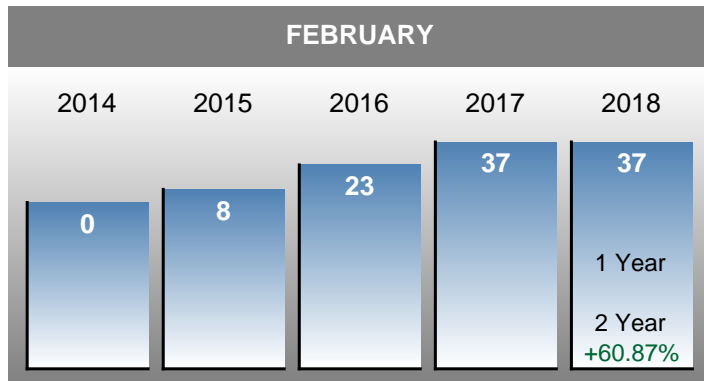
# February 2018

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## PENDING LISTINGS

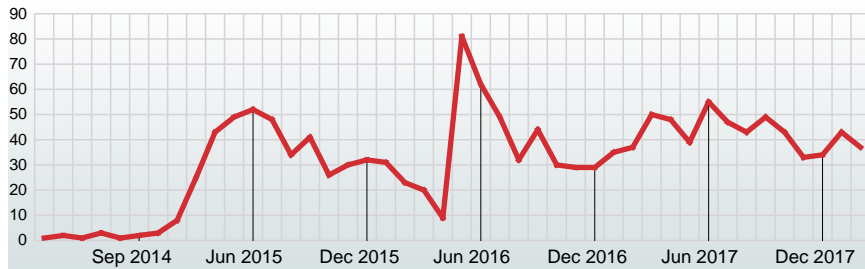
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### 5 YEAR MARKET ACTIVITY TRENDS

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**

DEC 34

JAN 43  
26.47%

FEB 37  
-13.95%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	8.11%	55.0	2	1	0	0
\$20,001 - \$30,000	3	8.11%	60.0	2	1	0	0
\$30,001 - \$70,000	7	18.92%	14.0	5	2	0	0
\$70,001 - \$120,000	10	27.03%	21.5	2	5	2	1
\$120,001 - \$130,000	3	8.11%	124.0	1	1	1	0
\$130,001 - \$200,000	7	18.92%	11.0	1	6	0	0
\$200,001 and up	4	10.81%	63.0	0	2	1	1
<b>Total Pending Units</b>	<b>37</b>			<b>13</b>	<b>18</b>	<b>4</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>3,773,900</b>	<b>100%</b>	<b>21.0</b>	<b>766.30K</b>	<b>2.07M</b>	<b>592.00K</b>	<b>348.50K</b>
<b>Median Listing Price</b>	<b>\$99,000</b>			<b>\$37,500</b>	<b>\$117,400</b>	<b>\$121,250</b>	<b>\$174,250</b>

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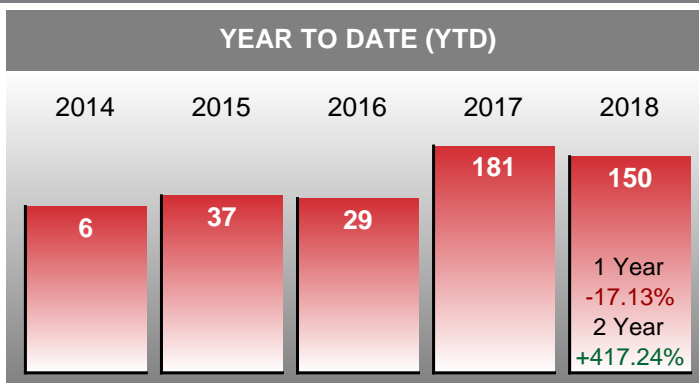
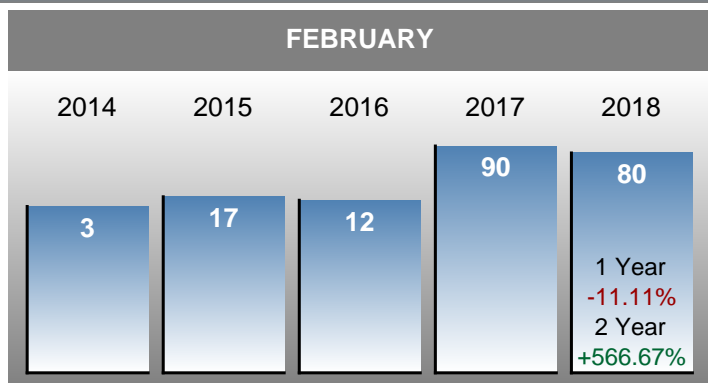
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## NEW LISTINGS

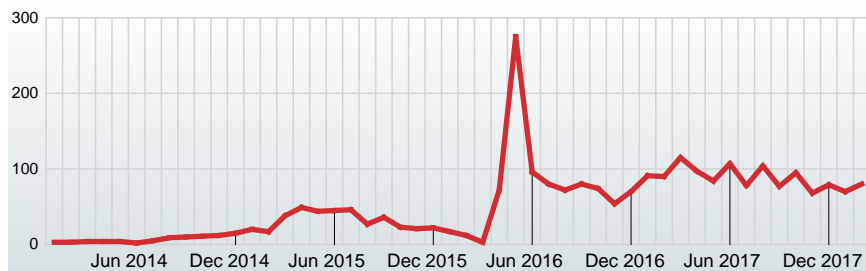
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### 5 YEAR MARKET ACTIVITY TRENDS

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
FEB	80
-11.39%	
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
<b>Total New Listed Units</b>	<b>80</b>		<b>27</b>	<b>39</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>10,485,924</b>	<b>100%</b>	<b>2.30M</b>	<b>4.64M</b>	<b>2.86M</b>	<b>684.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$113,700</b>		<b>\$79,900</b>	<b>\$119,900</b>	<b>\$232,500</b>	<b>\$342,000</b>

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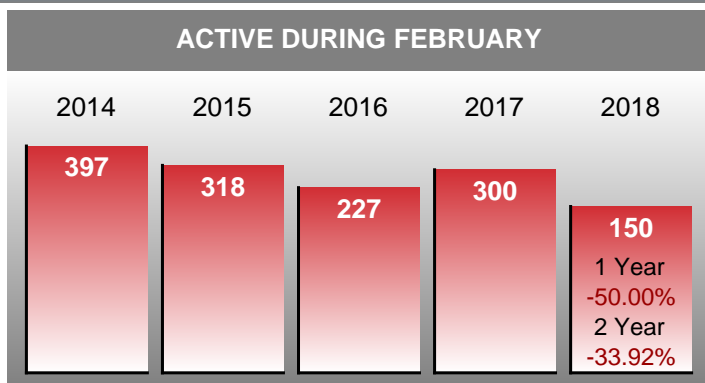
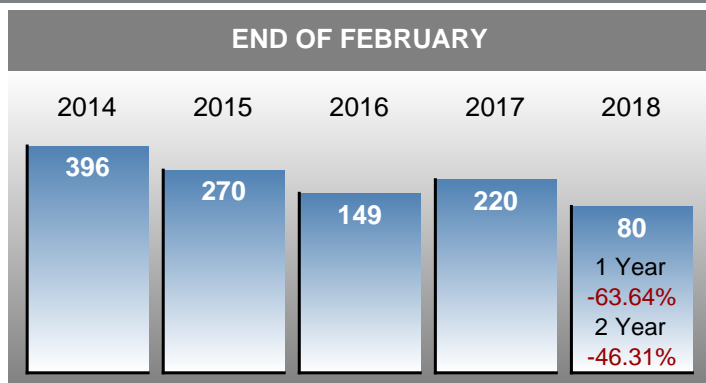
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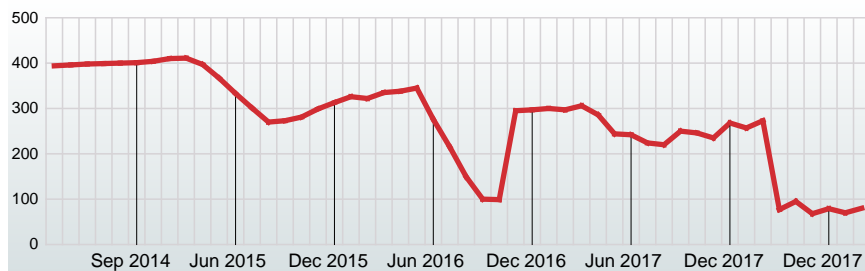
## ACTIVE INVENTORY

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### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	28	10.26%	84.0	28	0	0	0
\$30,001 - \$60,000	29	10.62%	84.0	17	12	0	0
\$60,001 - \$90,000	45	16.48%	57.0	22	20	3	0
\$90,001 - \$160,000	62	22.71%	52.0	18	36	7	1
\$160,001 - \$230,000	45	16.48%	70.0	11	25	9	0
\$230,001 - \$360,000	37	13.55%	77.0	8	15	13	1
\$360,001 and up	27	9.89%	91.0	5	10	6	6
<b>Total Active Inventory by Units</b>	<b>273</b>			<b>109</b>	<b>118</b>	<b>38</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>51,499,068</b>	<b>100%</b>	<b>75.0</b>	<b>14.65M</b>	<b>21.43M</b>	<b>10.00M</b>	<b>5.41M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$129,000</b>			<b>\$74,900</b>	<b>\$152,000</b>	<b>\$231,500</b>	<b>\$527,450</b>

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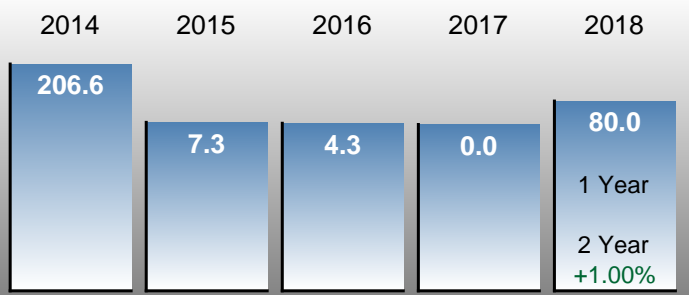
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### MONTHS SUPPLY of INVENTORY (MSI)

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#### MSI FOR FEBRUARY



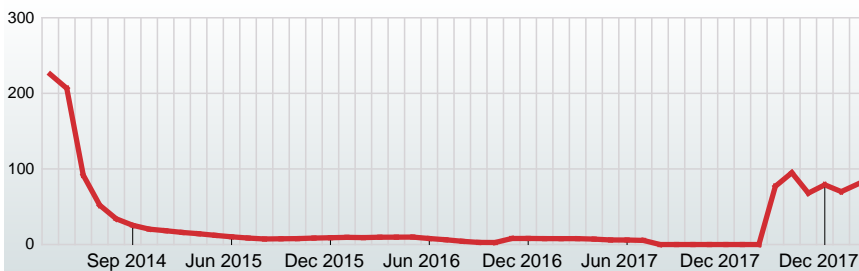
#### INDICATORS FOR FEBRUARY 2018

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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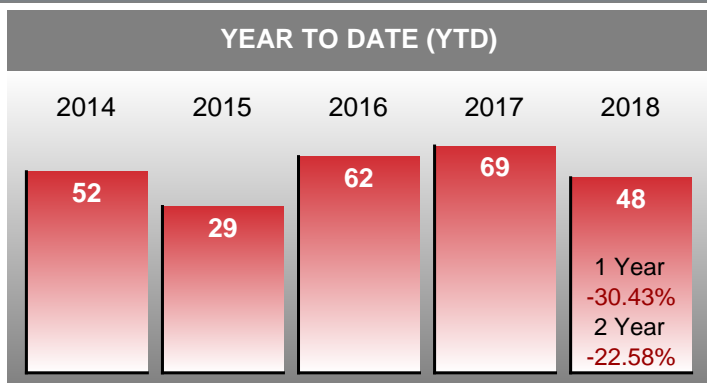
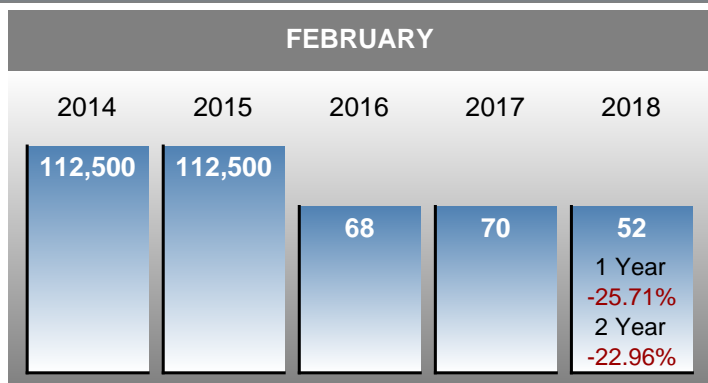
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## MEDIAN DAYS ON MARKET TO SALE

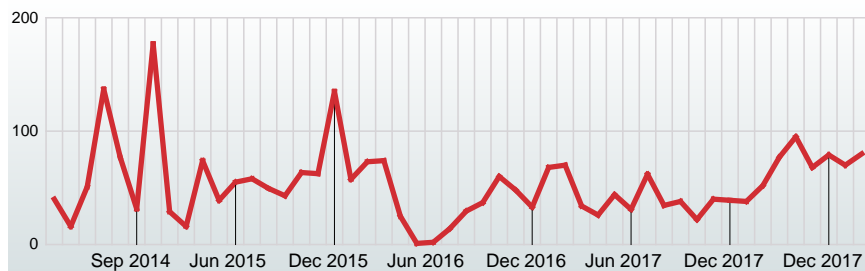
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 45,038

3 MONTHS



**High**  
Oct 2014 = 177  
**Low**  
May 2016 = 1

Median Days on Market this month at **52**, below the 5 yr FEB average of **45,038**

DEC	39
JAN	38
FEB	52
<b>36.84%</b>	

### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	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%	53.0	53.0	0.0	0.0	0.0
\$50,001 - \$90,000	6	19.35%	32.0	32.0	131.0	6.0	0.0
\$90,001 - \$120,000	6	19.35%	25.5	19.5	92.5	0.0	0.0
\$120,001 - \$140,000	6	19.35%	89.0	0.0	89.0	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%	128.0	0.0	73.5	158.0	0.0
Median Closed DOM			52.0	25.5	92.0	89.5	0.0
Total Closed Units			31	14	13	4	
Total Closed Volume			3,277,622	905.20K	1.82M	553.50K	0.00B

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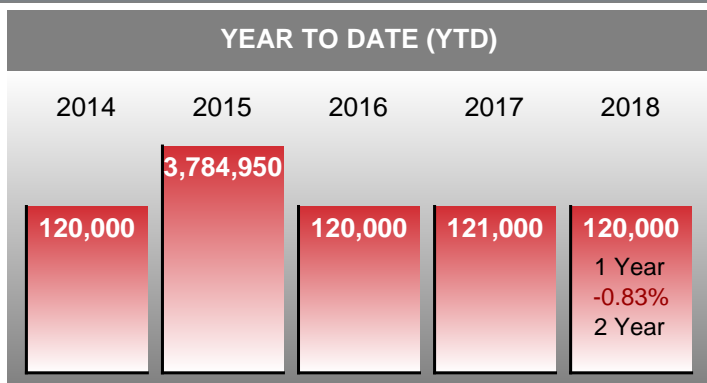
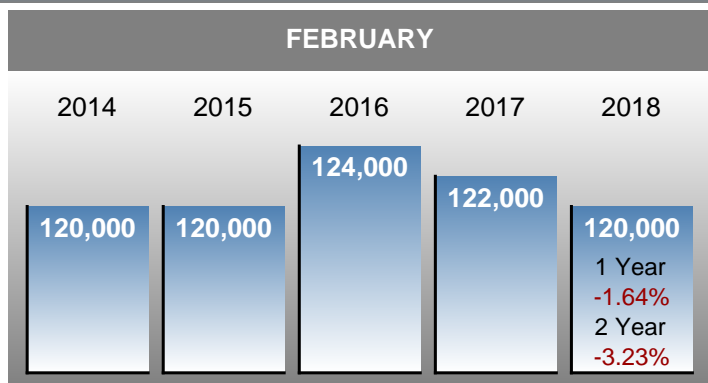
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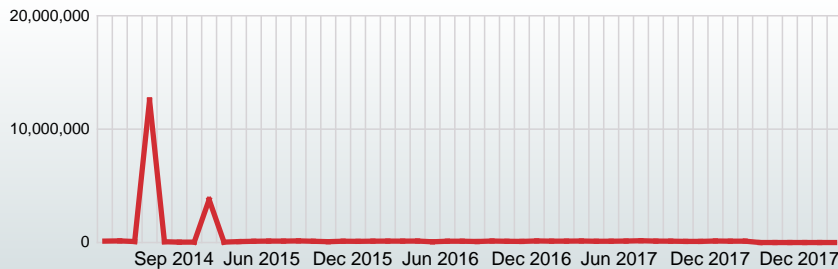
## MEDIAN LIST PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 121,200      3 MONTHS



**High**  
Jul 2014 = 12,565,000  
**Low**  
Nov 2017 = 68  
*Median List Price*  
this month at **120,000**,  
below the 5 yr FEB  
average of **121,200**

DEC	135,000
JAN	117,450
FEB	120,000
-13.00%	
2.17%	

### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	0	0.00%	128	0	0	0	0
\$20,001 - \$50,000	6	19.35%	30,000	30,000	0	0	0
\$50,001 - \$90,000	5	16.13%	79,500	75,700	79,500	0	0
\$90,001 - \$120,000	5	16.13%	112,500	112,500	120,000	93,000	0
\$120,001 - \$140,000	6	19.35%	132,900	129,900	135,900	134,000	0
\$140,001 - \$150,000	4	12.90%	146,000	0	146,000	0	0
\$150,001 and up	5	16.13%	179,900	0	172,400	209,000	0
<b>Median List Price</b>			120,000	64,200	145,000	134,000	0
<b>Total Closed Units</b>		100%	120,000	14	13	4	
<b>Total Closed Volume</b>			3,465,100	954.60K	1.94M	570.00K	0.00B

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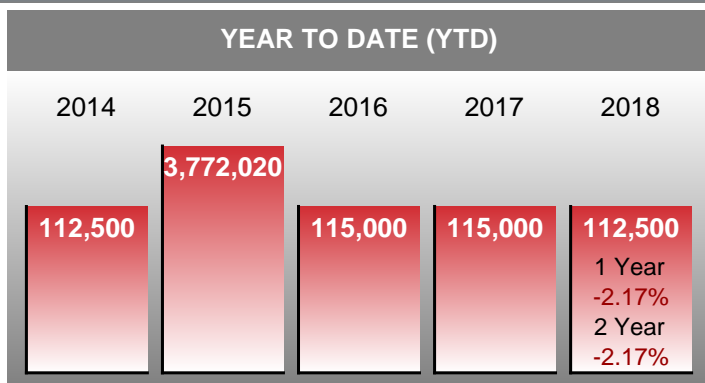
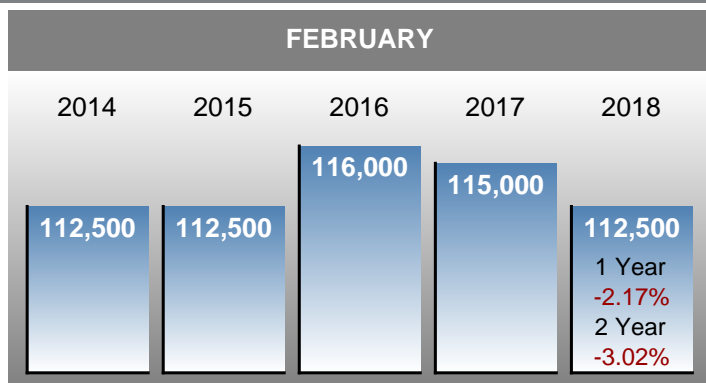
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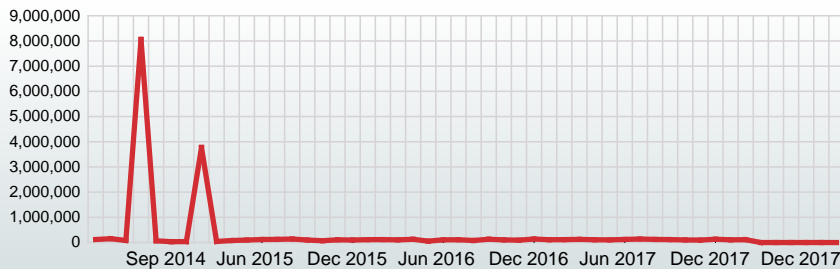


### MEDIAN SOLD PRICE AT CLOSING

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**5 YEAR MARKET ACTIVITY TRENDS**      **5yr FEB AVG = 113,700**      **3 MONTHS**



**High**  
Jul 2014 = 8,060,000  
**Low**  
Nov 2017 = 68  
*Median Sold Price*  
this month at **112,500**,  
below the 5 yr FEB  
average of **113,700**

DEC	131,500
JAN	107,450
FEB	112,500
	-18.29%
	4.70%

### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M 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%	27,500	27,500	0	0	0
\$50,001 - \$90,000	6	19.35%	76,950	72,950	75,000	90,000	0
\$90,001 - \$120,000	6	19.35%	112,500	112,500	108,750	0	0
\$120,001 - \$140,000	6	19.35%	130,261	0	130,261	131,750	0
\$140,001 - \$150,000	2	6.45%	143,250	0	143,250	0	0
\$150,001 and up	5	16.13%	175,900	0	165,950	200,000	0
<b>Median Sold Price</b>			112,500	63,450	135,000	131,750	0
<b>Total Closed Units</b>		100%	112,500	14	13	4	
<b>Total Closed Volume</b>			3,277,622	905.20K	1.82M	553.50K	0.00B

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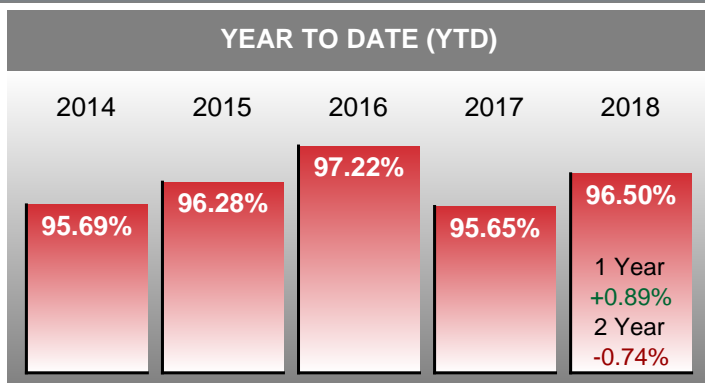
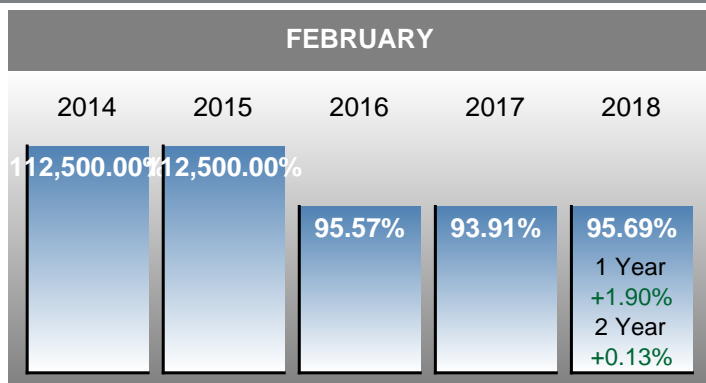
# February 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

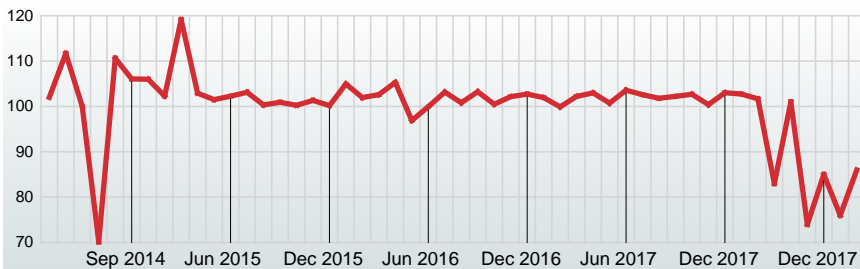
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 45,057.04%

### 3 MONTHS



**High**  
Mar 2015 = 113.16%

**Low**  
Jul 2014 = 64.15%

Median Sold/List Ratio this month at **95.69%**, below the 5 yr FEB average of **45,057.04%**

DEC	97.03%
JAN	96.74%
FEB	-0.30%
FEB	95.69%
FEB	-1.08%

## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	89.18%	89.18%	0.00%	0.00%	0.00%
\$50,001 \$90,000	6	19.35%	96.64%	97.16%	94.34%	96.77%	0.00%
\$90,001 \$120,000	6	19.35%	96.63%	97.67%	82.29%	0.00%	0.00%
\$120,001 \$140,000	6	19.35%	97.72%	0.00%	95.82%	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%	94.60%	0.00%	94.30%	95.69%	0.00%
Median Sold/List Ratio		95.69%		94.63%	94.60%	96.84%	0.00%
Total Closed Units		31	100%	95.69%	14	13	4
Total Closed Volume		3,277,622			905.20K	1.82M	553.50K
					0.00B		

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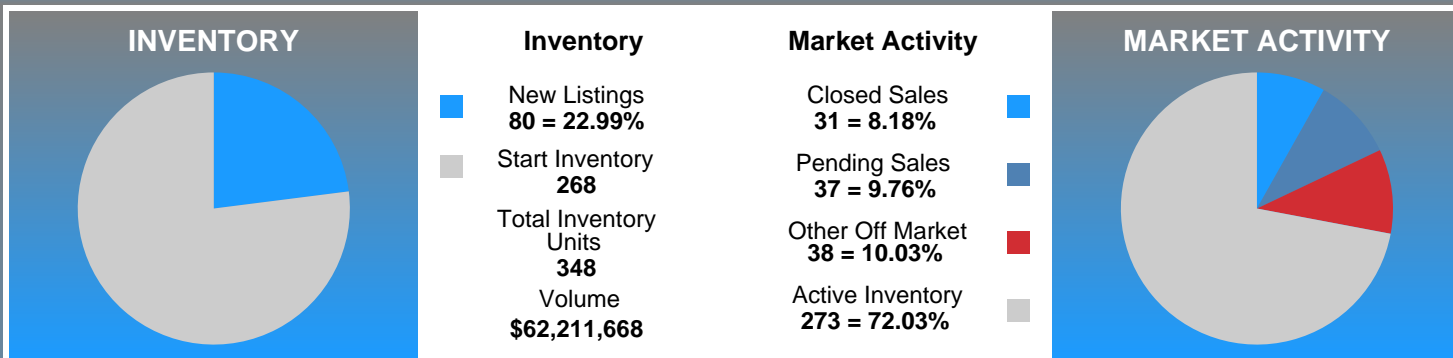
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## MARKET SUMMARY

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

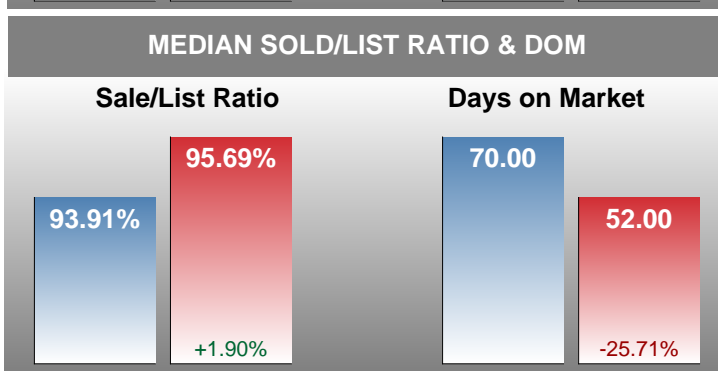
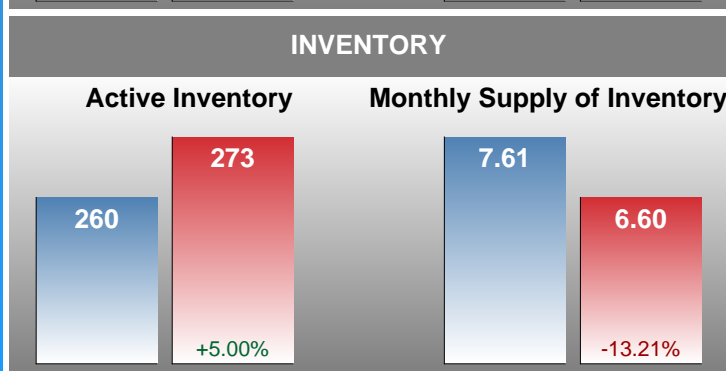
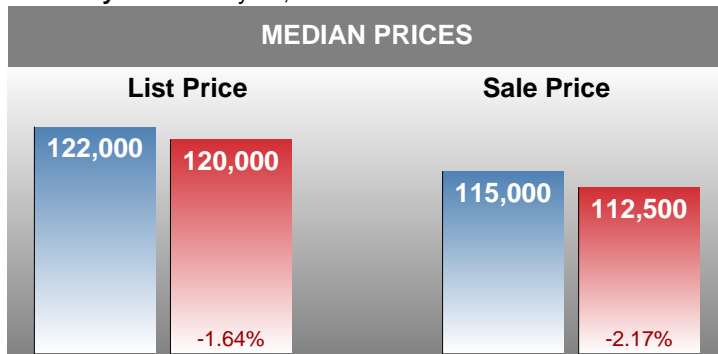
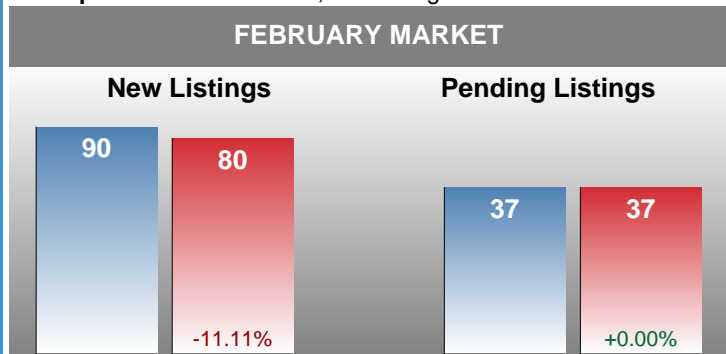


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	23	31	34.78%	49	61	24.49%
Pending Sales	37	37	0.00%	72	80	11.11%
New Listings	90	80	-11.11%	181	150	-17.13%
Median List Price	122,000	120,000	-1.64%	121,000	120,000	-0.83%
Median Sale Price	115,000	112,500	-2.17%	115,000	112,500	-2.17%
Median Percent of Selling Price to List Price	93.91%	95.69%	1.90%	95.65%	96.50%	0.89%
Median Days on Market to Sale	70.00	52.00	-25.71%	69.00	48.00	-30.43%
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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