



February 2018

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

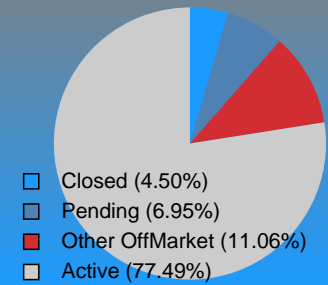


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	52	70	34.62%
Pending Listings	75	108	44.00%
New Listings	290	256	-11.72%
Average List Price	106,748	91,261	-14.51%
Average Sale Price	98,615	85,057	-13.75%
Average Percent of List Price to Selling Price	91.99%	91.19%	-0.86%
Average Days on Market to Sale	55.60	73.86	32.85%
End of Month Inventory	1,155	1,205	4.33%
Months Supply of Inventory	14.56	13.72	-5.77%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of February 28, 2018 = **1,205**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2018 rose **4.33%** to 1,205 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **13.72** 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 **13.75%** in February 2018 to \$85,057 versus the previous year at \$98,615.

Average Days on Market Lengthens

The average number of **73.86** days that homes spent on the market before selling increased by 18.26 days or **32.85%** in February 2018 compared to last year's same month at **55.60** DOM.

Sales Success for February 2018 is Positive

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

There were 256 New Listings in February 2018, down **11.72%** from last year at 290. Furthermore, there were 70 Closed Listings this month versus last year at 52, a **34.62%** increase.

Closed versus Listed trends yielded a **27.3%** ratio, up from previous year's, February 2017, at **17.9%**, a **52.49%** 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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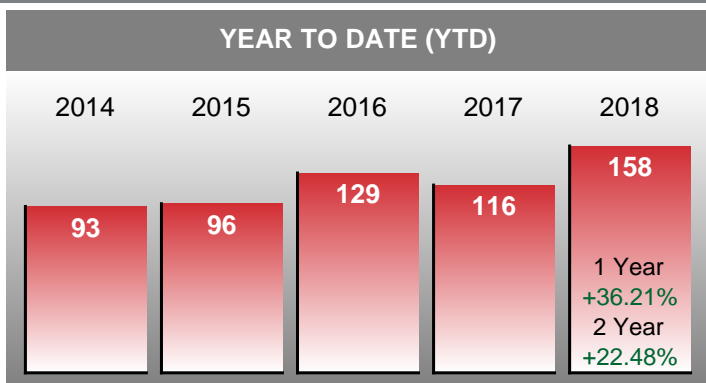
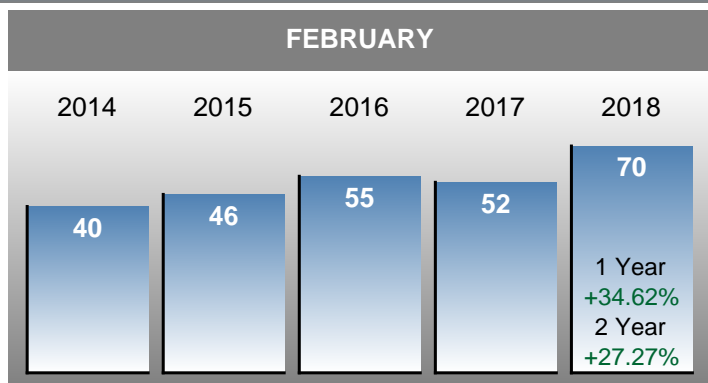
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CLOSED LISTINGS

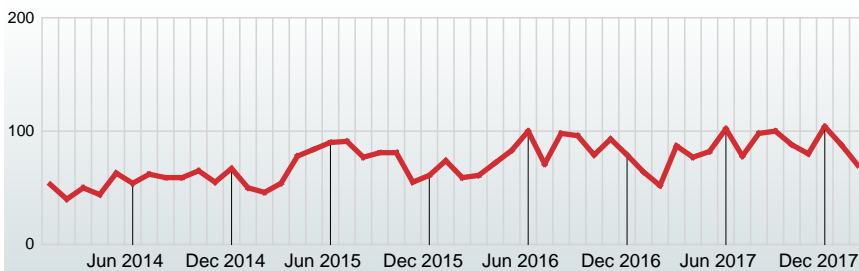
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 53

3 MONTHS



High
Dec 2017 = 104
Low
Feb 2014 = 40
Closed Listings
this month at **70**,
above the 5 yr FEB
average of **53**

DEC	104
JAN	88
-15.38%	
FEB	70
-20.45%	

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	5.71%	125.0	4	0	0	0
\$10,001 - \$20,000	6	8.57%	120.5	5	1	0	0
\$20,001 - \$40,000	16	22.86%	58.5	11	4	1	0
\$40,001 - \$90,000	16	22.86%	82.1	5	10	1	0
\$90,001 - \$130,000	12	17.14%	58.7	3	7	2	0
\$130,001 - \$180,000	9	12.86%	58.8	0	9	0	0
\$180,001 and up	7	10.00%	66.4	1	3	3	0
Total Closed Units	70			29	34	7	0
Total Closed Volume	5,953,966	100%	73.9	1.31M	3.55M	1.09M	0.00B
Average Closed Price	\$85,057			\$45,170	\$104,499	\$155,871	\$0

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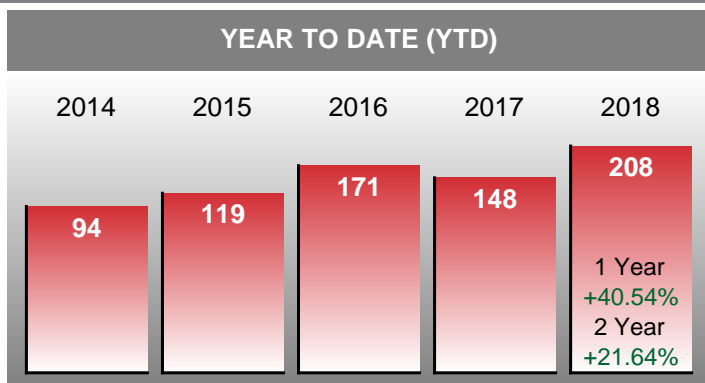
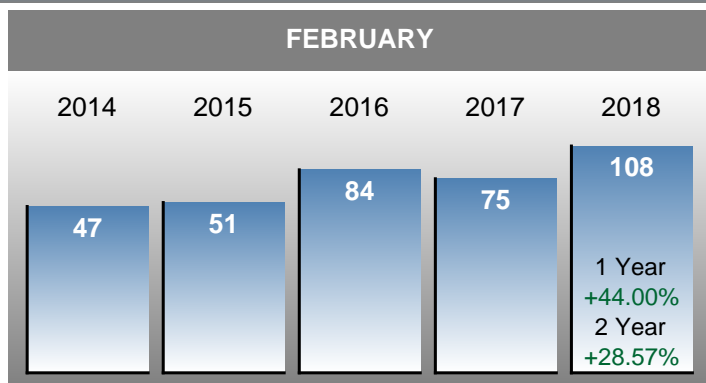
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PENDING LISTINGS

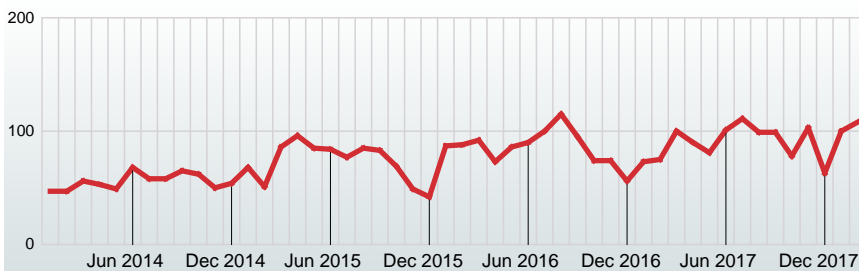
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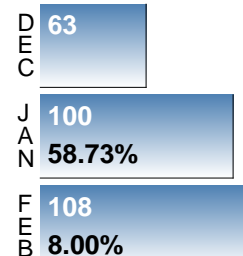
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 73

3 MONTHS



High
Aug 2016 = 115
Low
Dec 2015 = 42
Pending Listings
this month at **108**,
above the 5 yr FEB
average of **73**



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	8	7.41%	101.1	7	0	0	1
\$20,001 - \$40,000	14	12.96%	28.3	12	2	0	0
\$40,001 - \$60,000	19	17.59%	54.0	8	9	2	0
\$60,001 - \$100,000	25	23.15%	63.2	9	11	5	0
\$100,001 - \$170,000	16	14.81%	81.1	1	12	3	0
\$170,001 - \$290,000	15	13.89%	88.5	1	10	4	0
\$290,001 and up	11	10.19%	60.3	4	6	0	1
Total Pending Units	108			42	50	14	2
Total Pending Volume	18,980,334	100%	105.8	9.64M	7.34M	1.69M	311.90K
Average Listing Price	\$57,675			\$229,490	\$146,717	\$121,000	\$155,950

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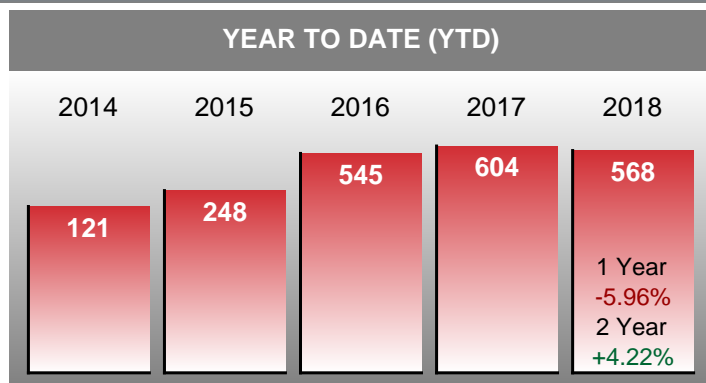
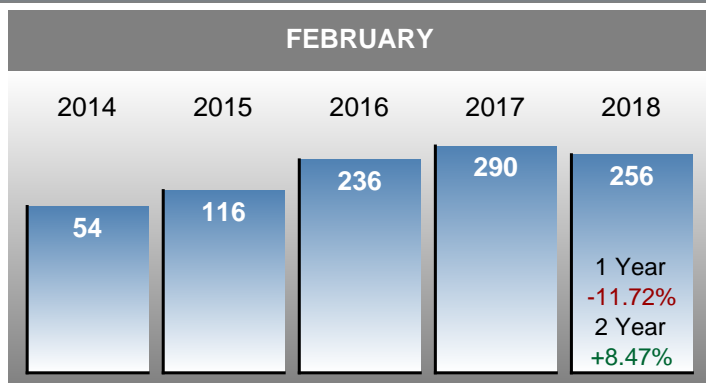
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NEW LISTINGS

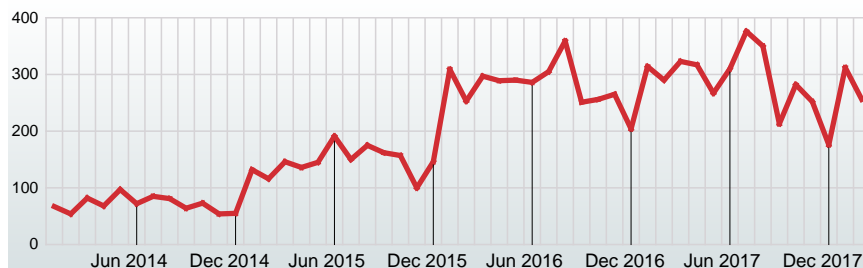
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 190

3 MONTHS



High
Jul 2017 = 376
Low
Nov 2014 = 54
New Listings
this month at **256**,
above the 5 yr FEB
average of **190**

DEC	176
JAN	312
FEB	256
77.27%	
-17.95%	

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	24	9.38%	24	0	0	0
\$10,001 - \$20,000	19	7.42%	19	0	0	0
\$20,001 - \$60,000	47	18.36%	31	15	1	0
\$60,001 - \$130,000	69	26.95%	27	35	7	0
\$130,001 - \$190,000	37	14.45%	4	26	7	0
\$190,001 - \$340,000	33	12.89%	5	18	9	1
\$340,001 and up	27	10.55%	2	14	10	1
Total New Listed Units	256		112	108	34	2
Total New Listed Volume	42,034,417	100%	9.48M	20.93M	10.16M	1.47M
Average New Listed Listing Price	\$35,500		\$84,618	\$193,810	\$298,815	\$733,000

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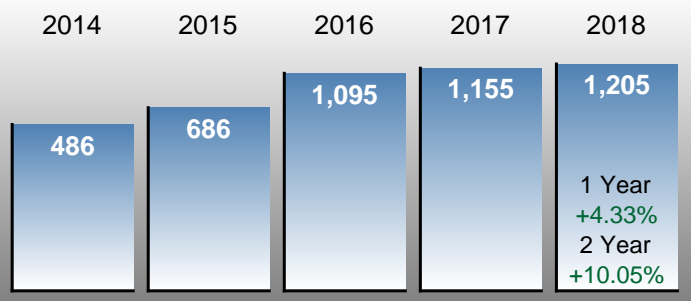
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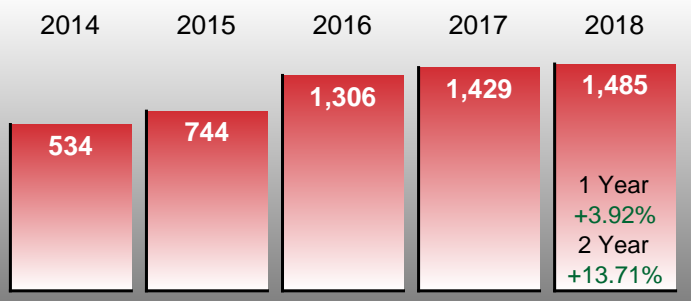
ACTIVE INVENTORY

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END OF FEBRUARY



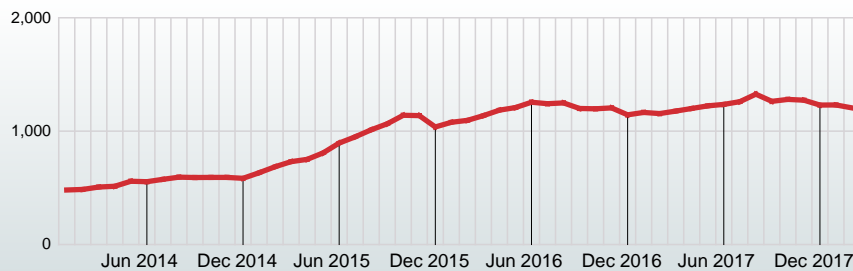
ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 925

3 MONTHS



High
Aug 2017 = 1,326
Low
Jan 2014 = 481
Inventory
this month at **1,205**,
above the 5 yr FEB
average of **925**

DEC	1,230
JAN	1,231
0.08%	
FEB	1,205
-2.11%	

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	20.41%	140.3	240	6	0	0
\$25,001-\$50,000	182	15.10%	135.4	155	24	3	0
\$50,001-\$125,000	331	27.47%	140.0	158	150	22	1
\$125,001-\$175,000	138	11.45%	178.3	28	91	19	0
\$175,001-\$350,000	182	15.10%	113.5	40	86	47	9
\$350,001 and up	126	10.46%	130.3	39	48	30	9
Total Active Inventory by Units	1,205			660	405	121	19
Total Active Inventory by Volume	197,922,543	100%	138.7	75.34M	78.94M	34.97M	8.67M
Average Active Inventory Listing Price	\$164,251			\$114,151	\$194,925	\$288,978	\$456,405

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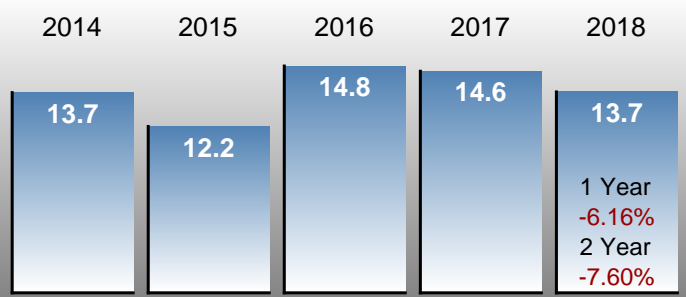
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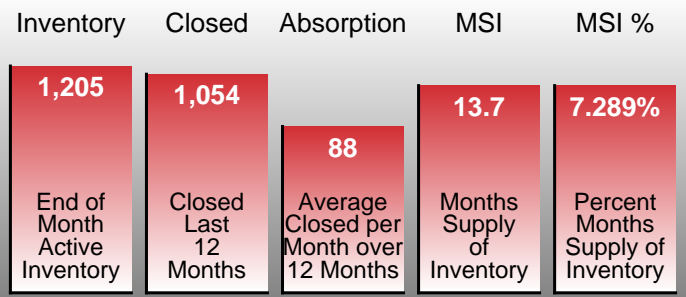
MONTHS SUPPLY of INVENTORY (MSI)

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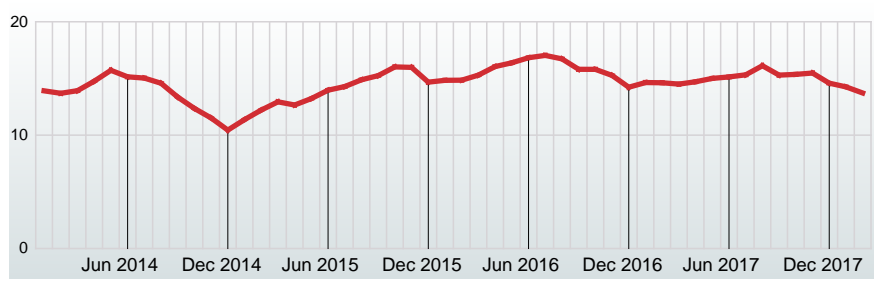
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2018



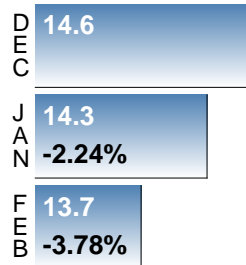
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 13.8

3 MONTHS

High
Jul 2016 = 17.0
Low
Dec 2014 = 10.4
Months Supply
this month at **13.7**,
equal to 5 yr FEB
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	53	4.40%	28.9	32.2	8.0	0.0	0.0
\$10,001 \$20,000	131	10.87%	24.2	32.9	1.5	0.0	0.0
\$20,001 \$50,000	244	20.25%	12.4	20.2	3.6	1.8	0.0
\$50,001 \$120,000	315	26.14%	10.7	16.4	8.4	5.7	0.0
\$120,001 \$190,000	184	15.27%	10.6	15.6	9.5	12.9	3.0
\$190,001 \$350,000	152	12.61%	13.2	28.5	10.6	11.7	16.0
\$350,001 and up	126	10.46%	50.4	234.0	57.6	24.0	36.0
Market Supply of Inventory (MSI)	13.7	100%	13.7	22.6	9.0	10.0	15.2
Total Active Inventory by Units	1,205			660	405	121	19

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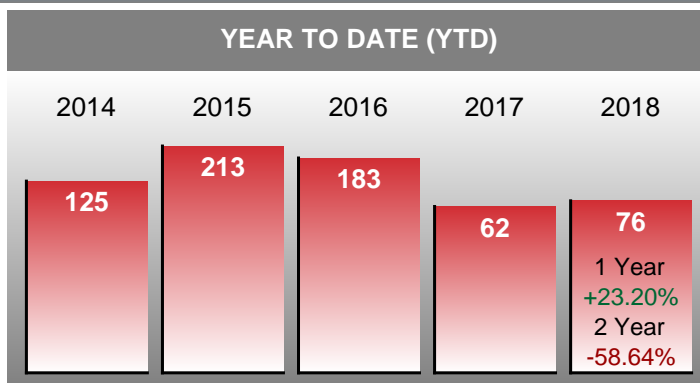
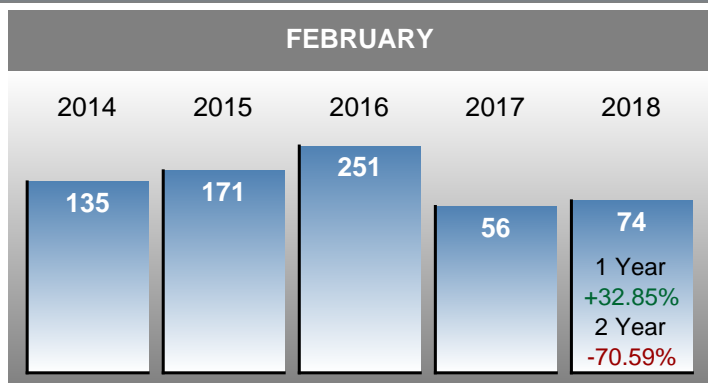
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AVERAGE DAYS ON MARKET TO SALE

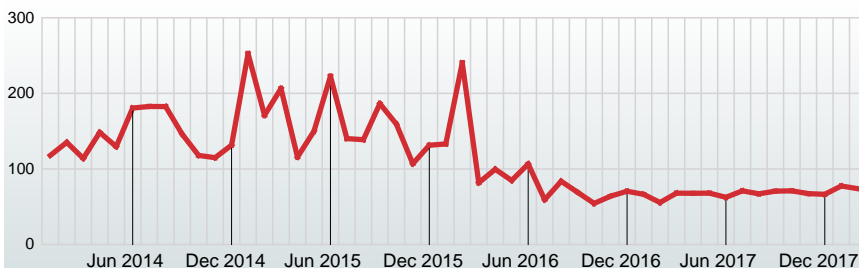
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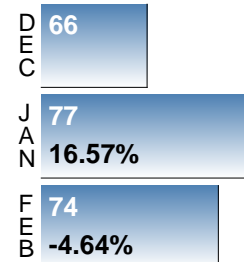
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 137

3 MONTHS



High
Jan 2015 = 253
Low
Oct 2016 = 54
Average Days on Market
this month at **74**,
below the 5 yr FEB
average of **137**



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	5.71%	125.0	125.0	0.0	0.0	0.0
\$10,001 \$20,000	6	8.57%	120.5	135.2	47.0	0.0	0.0
\$20,001 \$40,000	16	22.86%	58.5	55.5	72.0	38.0	0.0
\$40,001 \$90,000	16	22.86%	82.1	63.4	84.9	147.0	0.0
\$90,001 \$130,000	12	17.14%	58.7	46.3	74.3	22.5	0.0
\$130,001 \$180,000	9	12.86%	58.8	0.0	58.8	0.0	0.0
\$180,001 and up	7	10.00%	66.4	85.0	25.3	101.3	0.0
Average Closed DOM			73.9	80.2	67.9	76.3	0.0
Total Closed Units		100%	73.9	29	34	7	
Total Closed Volume			5,953,966	1.31M	3.55M	1.09M	0.00B

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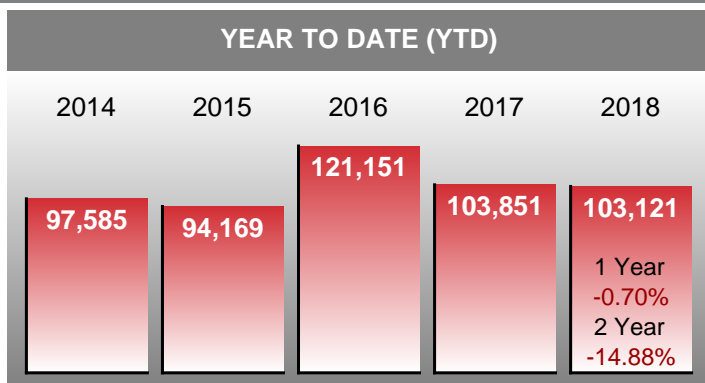
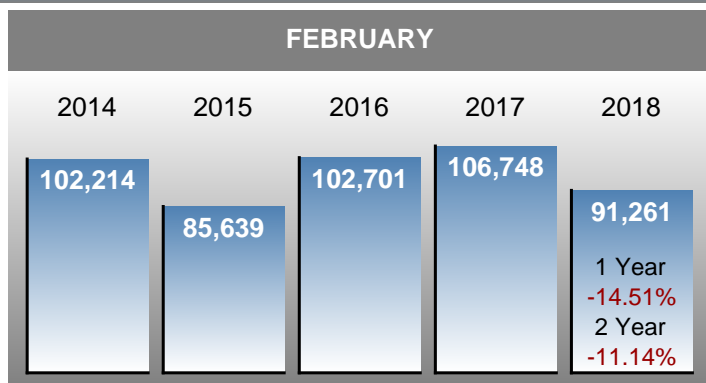
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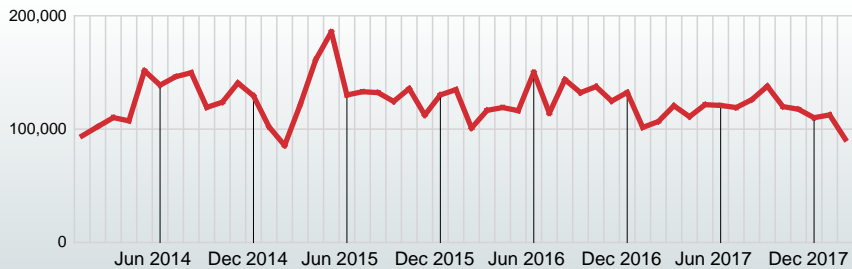
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 97,713 **3 MONTHS**



High
May 2015 = 185,723
Low
Feb 2015 = 85,639
Average List Price
this month at **91,261**,
below the 5 yr FEB
average of **97,713**

DEC	110,087
JAN	112,555
FEB	91,261
2.24%	
-18.92%	

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	3	4.29%	8,133	9,850	0	0	0
\$10,001 - \$20,000	7	10.00%	18,329	20,280	20,000	0	0
\$20,001 - \$40,000	12	17.14%	29,725	35,305	35,925	20,500	0
\$40,001 - \$90,000	19	27.14%	61,903	64,780	67,220	75,000	0
\$90,001 - \$130,000	10	14.29%	109,670	133,000	118,543	101,950	0
\$130,001 - \$180,000	11	15.71%	152,082	0	159,222	0	0
\$180,001 and up	8	11.43%	241,644	268,850	216,633	273,133	0
Average List Price			91,261	52,445	110,253	159,829	0
Total Closed Units		100%	91,261	29	34	7	
Total Closed Volume			6,388,300	1.52M	3.75M	1.12M	0.00B

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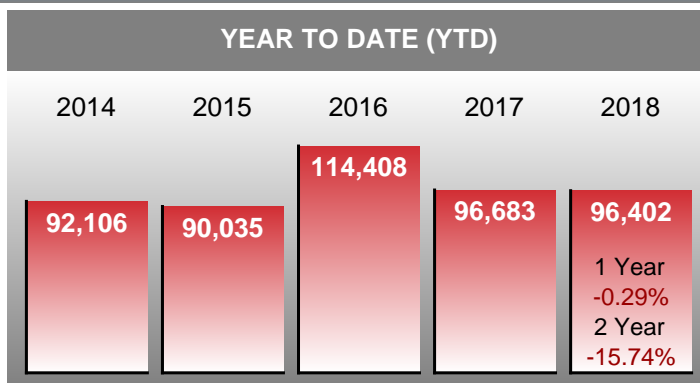
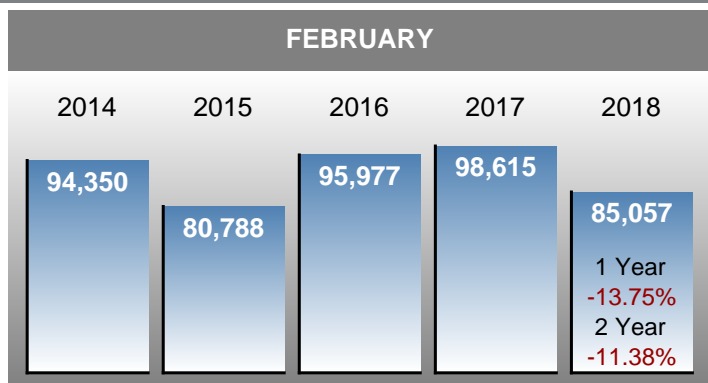
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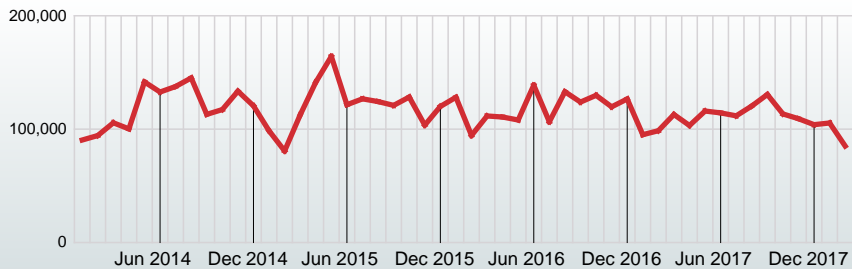
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 90,957 **3 MONTHS**



High
May 2015 = 164,135
Low
Feb 2015 = 80,788
Average Sold Price
this month at **85,057**,
below the 5 yr FEB
average of **90,957**

DEC	103,943
JAN	105,427
FEB	85,057
1.43%	
-19.32%	

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	5.71%	7,697	7,697	0	0	0
\$10,001 - \$20,000	6	8.57%	17,483	17,960	15,100	0	0
\$20,001 - \$40,000	16	22.86%	28,250	29,605	26,563	20,100	0
\$40,001 - \$90,000	16	22.86%	62,728	56,500	64,615	75,000	0
\$90,001 - \$130,000	12	17.14%	113,025	119,667	113,400	101,750	0
\$130,001 - \$180,000	9	12.86%	154,600	0	154,600	0	0
\$180,001 and up	7	10.00%	230,704	222,179	200,083	264,167	0
Average Sold Price			85,057	45,170	104,499	155,871	0
Total Closed Units		100%	85,057	29	34	7	0
Total Closed Volume			5,953,966	1.31M	3.55M	1.09M	0.00B

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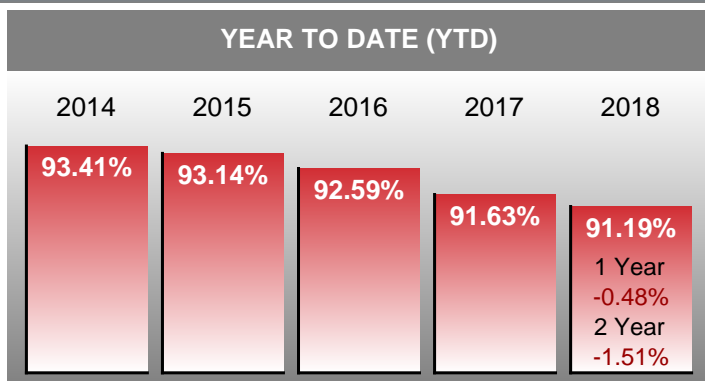
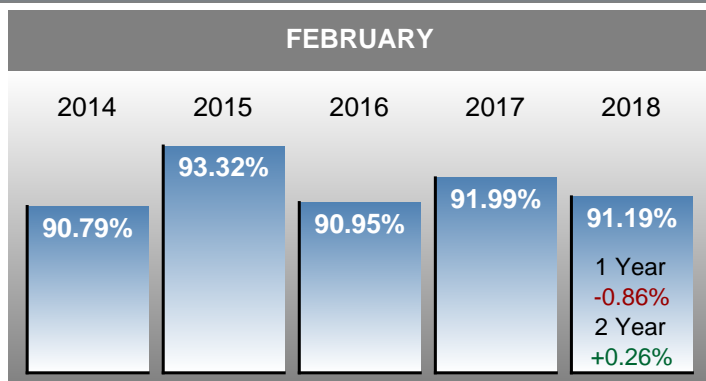
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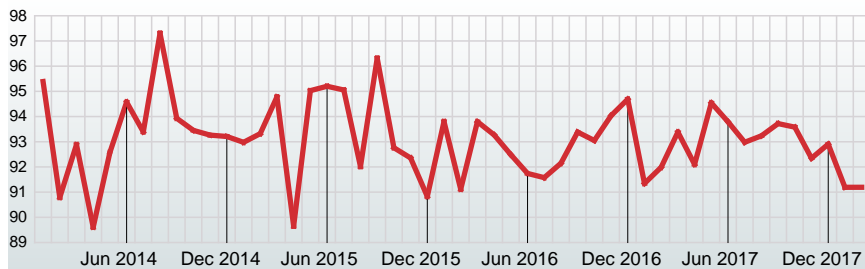
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 91.65% 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 FEB average of **91.65%**

DEC	92.90%
JAN	91.19%
FEB	-1.84%
FEB	91.19%
FEB	0.00%

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	5.71%	78.77%	78.77%	0.00%	0.00%	0.00%
\$10,001 - \$20,000	6	8.57%	87.92%	90.41%	75.50%	0.00%	0.00%
\$20,001 - \$40,000	16	22.86%	85.05%	87.78%	74.28%	98.05%	0.00%
\$40,001 - \$90,000	16	22.86%	94.53%	88.40%	97.05%	100.00%	0.00%
\$90,001 - \$130,000	12	17.14%	95.25%	90.96%	95.80%	99.79%	0.00%
\$130,001 - \$180,000	9	12.86%	97.27%	0.00%	97.27%	0.00%	0.00%
\$180,001 and up	7	10.00%	92.74%	82.64%	92.60%	96.24%	0.00%
Average Sold/List Ratio			91.20%	87.25%	93.15%	98.05%	0.00%
Total Closed Units	70	100%	91.20%	29	34	7	
Total Closed Volume	5,953,966			1.31M	3.55M	1.09M	0.00B

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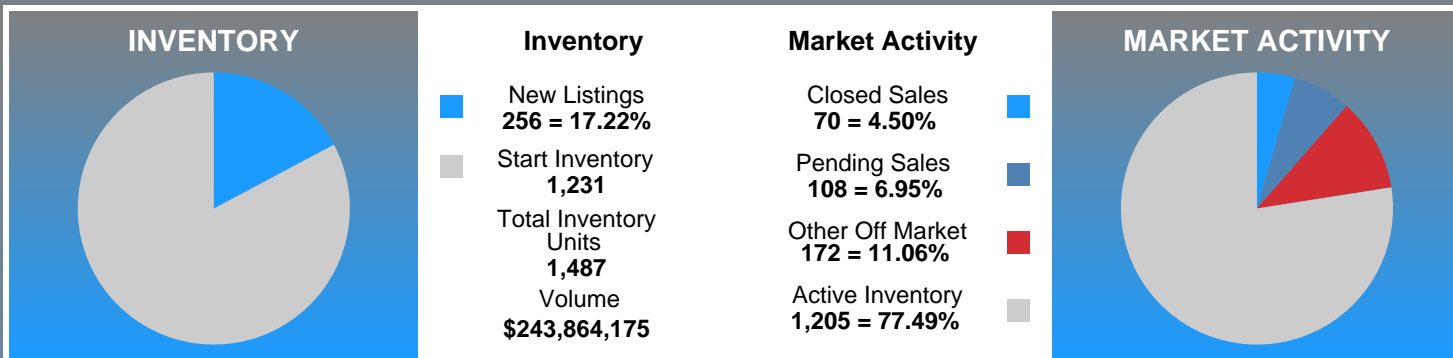
February 2018

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



MARKET SUMMARY

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

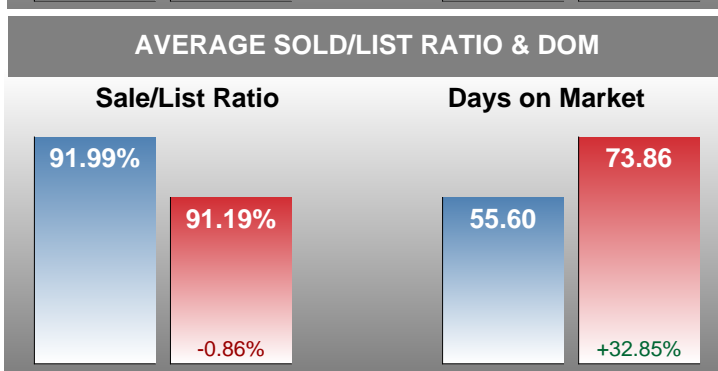
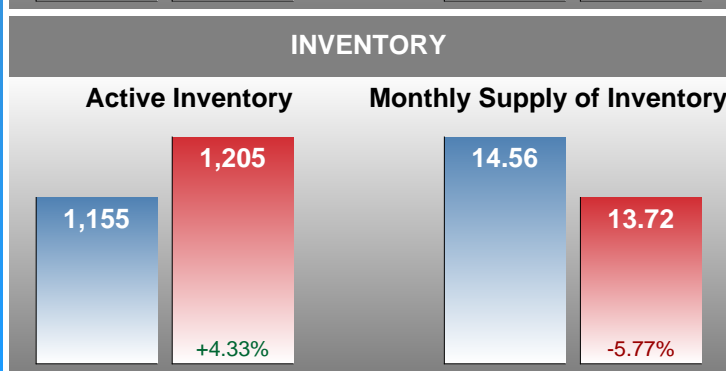
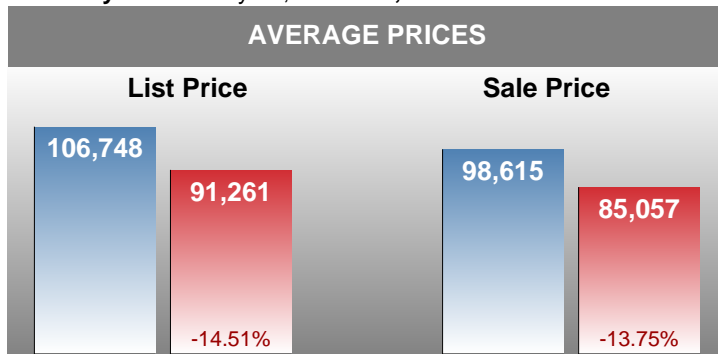
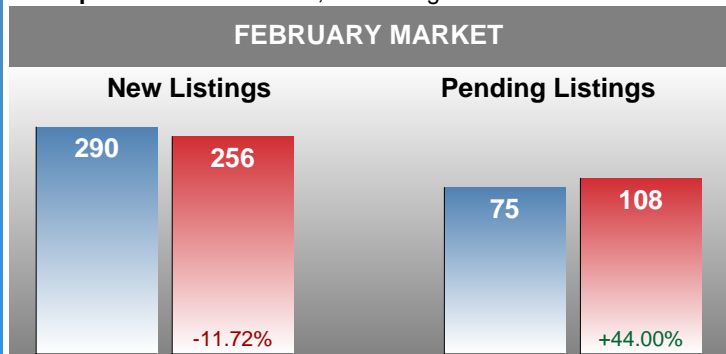


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	52	70	34.62%	116	158	36.21%
Pending Sales	75	108	44.00%	148	208	40.54%
New Listings	290	256	-11.72%	604	568	-5.96%
Average List Price	106,748	91,261	-14.51%	103,851	103,121	-0.70%
Average Sale Price	98,615	85,057	-13.75%	96,683	96,402	-0.29%
Average Percent of Selling Price to List Price	91.99%	91.19%	-0.86%	91.63%	91.19%	-0.48%
Average Days on Market to Sale	55.60	73.86	32.85%	61.58	75.86	23.20%
Monthly Inventory	1,155	1,205	4.33%	1,155	1,205	4.33%
Months Supply of Inventory	14.56	13.72	-5.77%	14.56	13.72	-5.77%

Absorption: Last 12 months, an Average of **88** Sales/Month

Inventory on February 28, 2018 = **1,205**

2017 **2018**



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