

January 2018

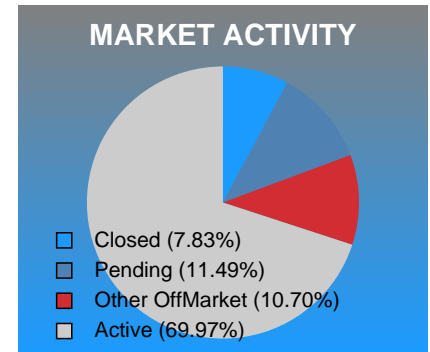
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	26	30	15.38%
Pending Listings	35	44	25.71%
New Listings	91	70	-23.08%
Average List Price	127,868	134,477	5.17%
Average Sale Price	121,844	126,477	3.80%
Average Percent of List Price to Selling Price	93.52%	96.78%	3.48%
Average Days on Market to Sale	80.31	50.87	-36.66%
End of Month Inventory	249	268	7.63%
Months Supply of Inventory	7.17	6.59	-8.03%



Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of January 31, 2018 = **268**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2018 rose **7.63%** to 268 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 **6.59** 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 **3.80%** in January 2018 to \$126,477 versus the previous year at \$121,844.

Average Days on Market Shortens

The average number of **50.87** days that homes spent on the market before selling decreased by 29.44 days or **36.66%** in January 2018 compared to last year's same month at **80.31** DOM.

Sales Success for January 2018 is Positive

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

There were 70 New Listings in January 2018, down **23.08%** from last year at 91. Furthermore, there were 30 Closed Listings this month versus last year at 26, a **15.38%** increase.

Closed versus Listed trends yielded a **42.9%** ratio, up from previous year's, January 2017, at **28.6%**, a **50.00%** 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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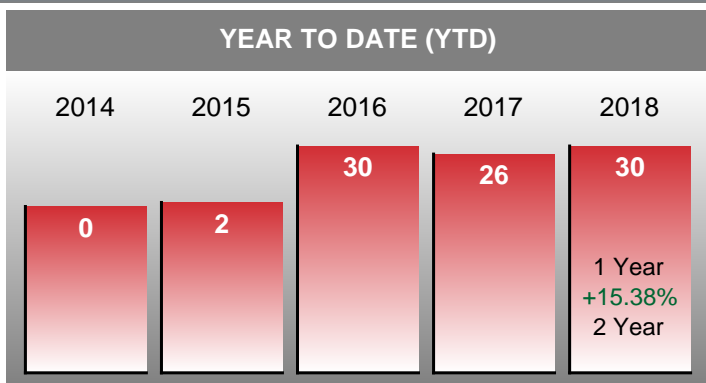
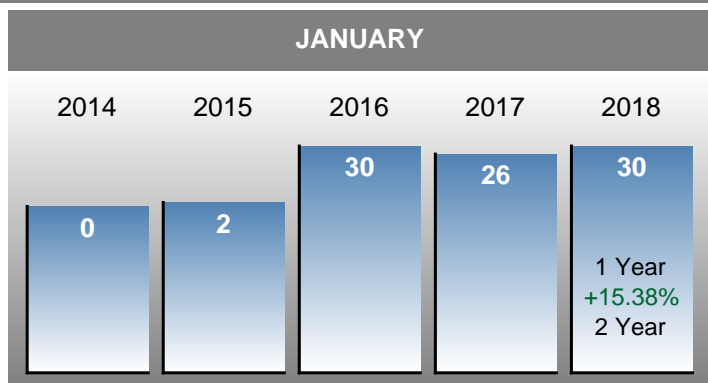
January 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 18

3 MONTHS



High
 Aug 2017 = 62
Low
 Oct 2014 = 1
 Closed Listings this month at **30**, above the 5 yr JAN average of **18**

NOV	39
DEC	39 0.00%
JAN	30 -23.08%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	10.00%	37.3	2	1	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$80,000	8	26.67%	43.8	2	5	1	0
\$80,001 - \$130,000	7	23.33%	54.6	1	5	1	0
\$130,001 - \$170,000	5	16.67%	47.4	0	5	0	0
\$170,001 - \$260,000	4	13.33%	84.3	0	2	2	0
\$260,001 and up	3	10.00%	36.0	0	1	2	0
Total Closed Units	30			5	19	6	0
Total Closed Volume	3,794,300	100%	50.9	302.00K	2.25M	1.24M	0.00B
Average Closed Price	\$126,477			\$60,400	\$118,621	\$206,417	\$0

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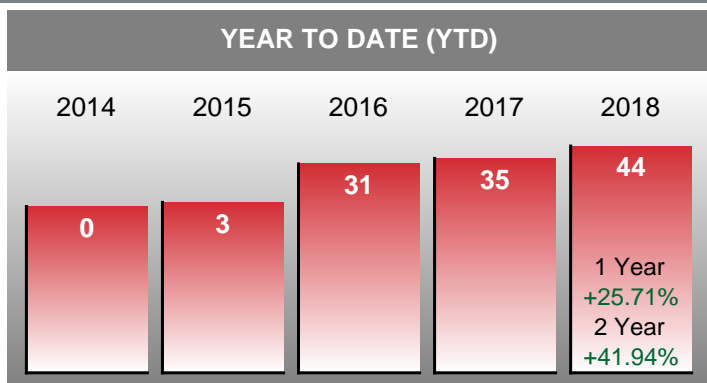
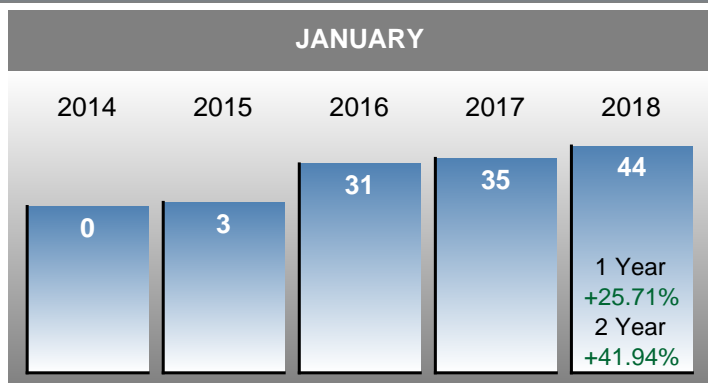
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PENDING LISTINGS

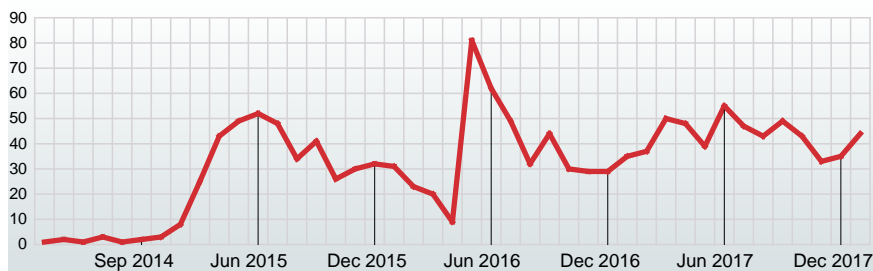
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 23

3 MONTHS



High
May 2016 = 81
Low
Aug 2014 = 1
Pending Listings
this month at **44**,
above the 5 yr JAN
average of **23**

NOV	33
DEC	35 6.06%
JAN	44 25.71%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	9.09%	12.5	4	0	0	0
\$30,001 - \$60,000	5	11.36%	56.0	3	2	0	0
\$60,001 - \$90,000	6	13.64%	80.8	3	3	0	0
\$90,001 - \$130,000	10	22.73%	51.9	4	6	0	0
\$130,001 - \$200,000	9	20.45%	68.1	0	8	1	0
\$200,001 - \$270,000	5	11.36%	90.4	0	4	1	0
\$270,001 and up	5	11.36%	130.6	1	2	2	0
Total Pending Units	44			15	25	4	0
Total Pending Volume	6,408,100	100%	50.9	1.33M	3.97M	1.10M	0.00B
Average Listing Price	\$146,525			\$88,727	\$158,952	\$275,850	\$0

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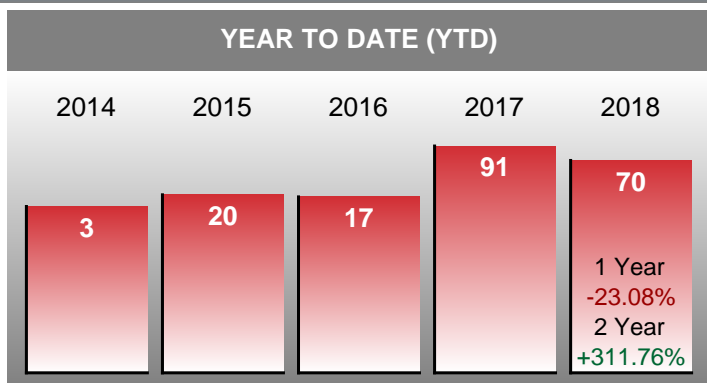
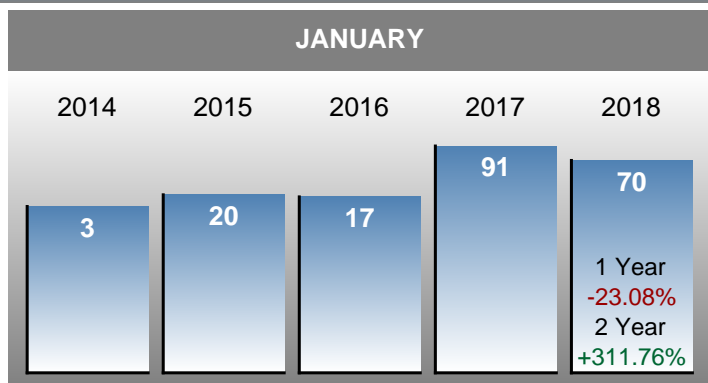
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NEW LISTINGS

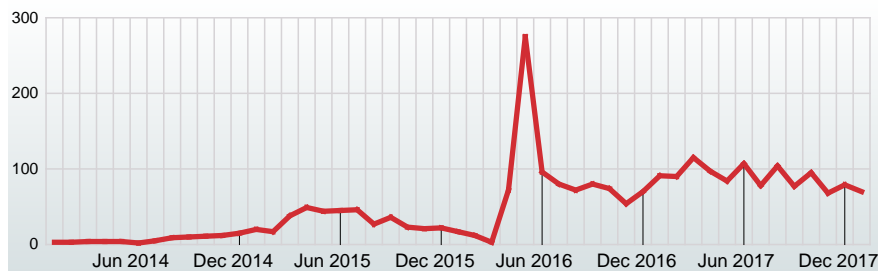
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 40

3 MONTHS



High
May 2016 = 275
Low
Jun 2014 = 2
New Listings
this month at **70**,
above the 5 yr JAN
average of **40**

N O V	68
D E C	79 16.18%
J A N	70 -11.39%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	5.71%	4	0	0	0
\$20,001 - \$60,000	11	15.71%	9	2	0	0
\$60,001 - \$80,000	10	14.29%	3	6	1	0
\$80,001 - \$150,000	19	27.14%	8	10	0	1
\$150,001 - \$190,000	10	14.29%	3	6	1	0
\$190,001 - \$250,000	10	14.29%	3	6	1	0
\$250,001 and up	6	8.57%	0	2	2	2
Total New Listed Units	70		30	32	5	3
Total New Listed Volume	10,657,295	100%	2.60M	5.00M	1.11M	1.95M
Average New Listed Listing Price	\$15,000		\$86,777	\$156,116	\$221,679	\$649,967

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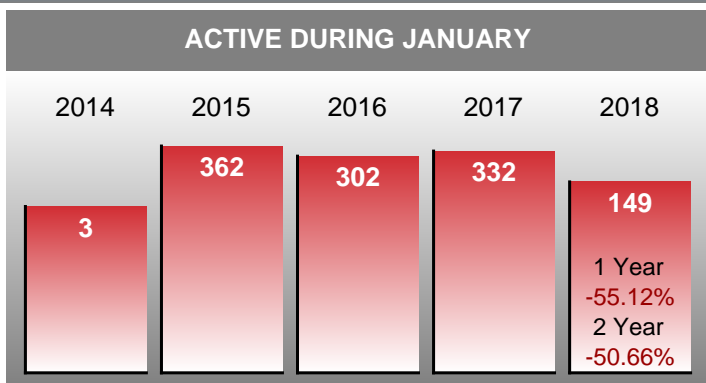
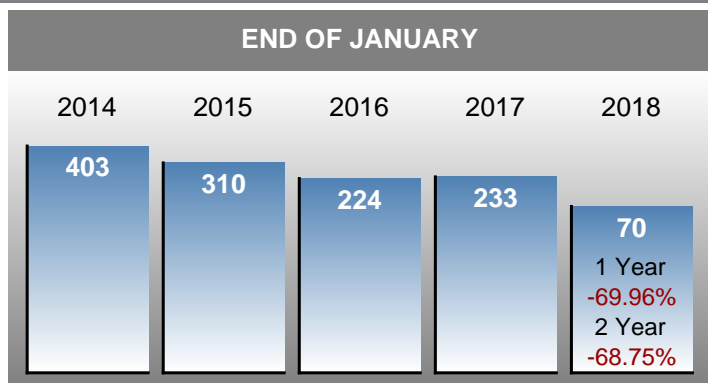
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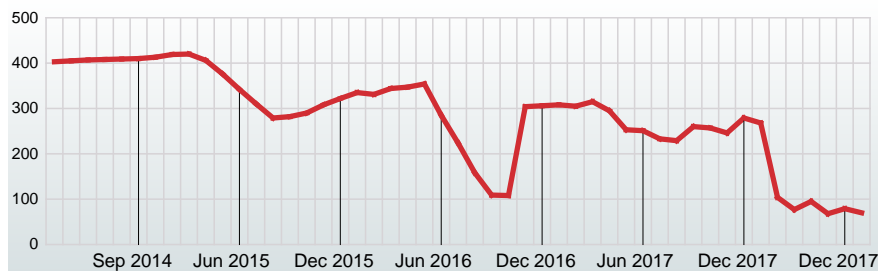
ACTIVE INVENTORY

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 248 3 MONTHS



High
Mar 2015 = 420
Low
Nov 2017 = 68
Inventory
this month at **70**,
below the 5 yr JAN
average of **248**

NOV	246
DEC	279
JAN	268
	13.41%
	-3.94%

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	22	8.21%	69.4	21	1	0	0
\$25,001 - \$50,000	30	11.19%	79.8	22	8	0	0
\$50,001 - \$75,000	25	9.33%	97.4	14	9	2	0
\$75,001 - \$175,000	92	34.33%	74.8	30	50	10	2
\$175,001 - \$250,000	41	15.30%	71.7	8	23	8	2
\$250,001 - \$350,000	28	10.45%	95.5	5	9	13	1
\$350,001 and up	30	11.19%	73.6	7	10	7	6
Total Active Inventory by Units	268			107	110	40	11
Total Active Inventory by Volume	52,166,344	100%	78.6	14.79M	20.43M	10.93M	6.02M
Average Active Inventory Listing Price	\$194,651			\$138,207	\$185,691	\$273,247	\$547,482

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January 2018

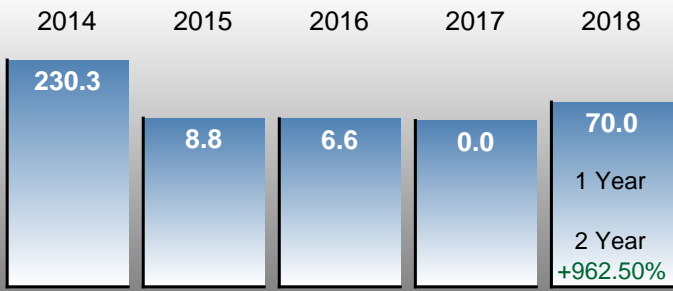
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MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JANUARY



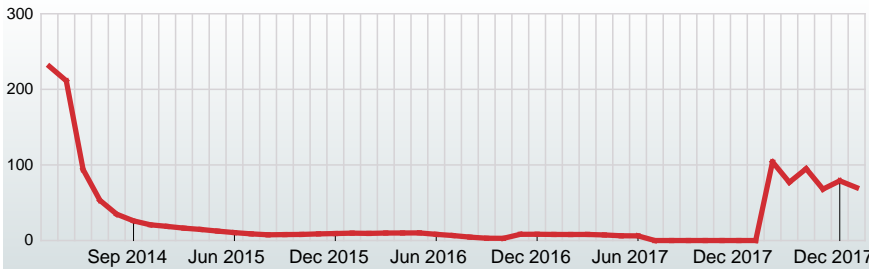
INDICATORS FOR JANUARY 2018

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 JAN AVG = 63.1

3 MONTHS



High
Apr 2014 = 230.3
Low
Jan 2018 = 0.0
Months Supply
this month at **70.0**,
above the 5 yr JAN
average of **63.1**

N	0.0
O	0.0
V	0.0
D	0.0
E	0.00%
C	0.0
J	0.0
A	0.00%
N	0.0

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
\$20,000 and less	16	5.97%	8.7	9.0	6.0	0.0	0.0
\$20,001 \$60,000	42	15.67%	5.1	7.1	3.0	0.0	0.0
\$60,001 \$90,000	42	15.67%	6.8	18.0	4.3	4.0	0.0
\$90,001 \$170,000	64	23.88%	4.0	8.7	3.1	4.6	12.0
\$170,001 \$250,000	46	17.16%	9.0	26.4	7.9	5.6	24.0
\$250,001 \$360,000	30	11.19%	11.6	0.0	5.4	16.8	12.0
\$360,001 and up	28	10.45%	30.5	24.0	60.0	12.0	0.0
Market Supply of Inventory (MSI)	6.6	100%	6.6	10.9	4.5	6.8	26.4
Total Active Inventory by Units	268			107	110	40	11

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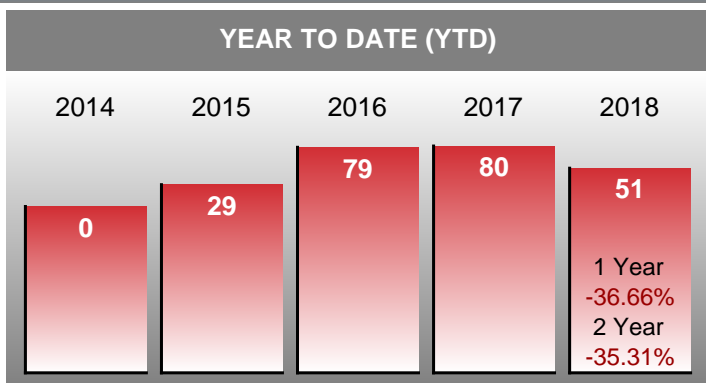
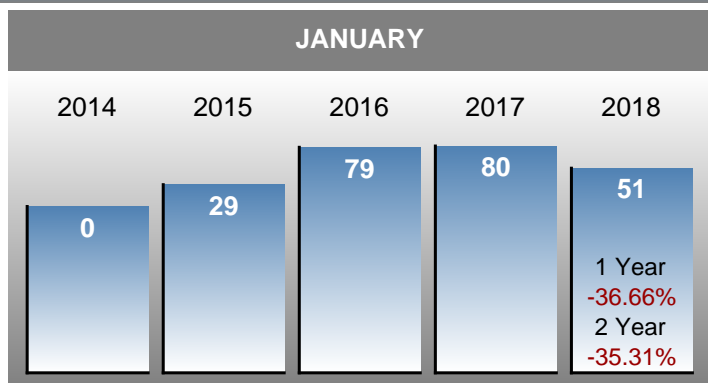
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AVERAGE DAYS ON MARKET TO SALE

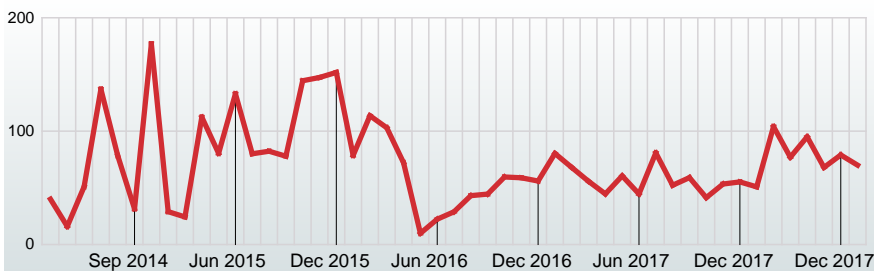
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5 YEAR MARKET ACTIVITY TRENDS

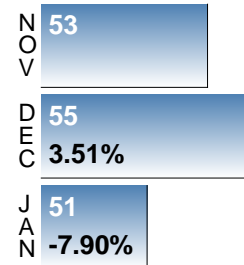
5yr JAN AVG = 48

3 MONTHS



High
Oct 2014 = 177
Low
May 2016 = 10

Average Days on Market this month at **51**, above the 5 yr JAN average of **48**



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
\$40,000 and less	3	10.00%	37.3	49.5	13.0	0.0	0.0
\$40,001 - \$40,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$40,001 - \$80,000	8	26.67%	43.8	81.5	35.2	11.0	0.0
\$80,001 - \$130,000	7	23.33%	54.6	112.0	51.0	15.0	0.0
\$130,001 - \$170,000	5	16.67%	47.4	0.0	47.4	0.0	0.0
\$170,001 - \$260,000	4	13.33%	84.3	0.0	80.0	88.5	0.0
\$260,001 and up	3	10.00%	36.0	0.0	63.0	22.5	0.0
Average Closed DOM			50.9	74.8	47.6	41.3	0.0
Total Closed Units		100%	50.9	5	19	6	
Total Closed Volume			3,794,300	302.00K	2.25M	1.24M	0.00B

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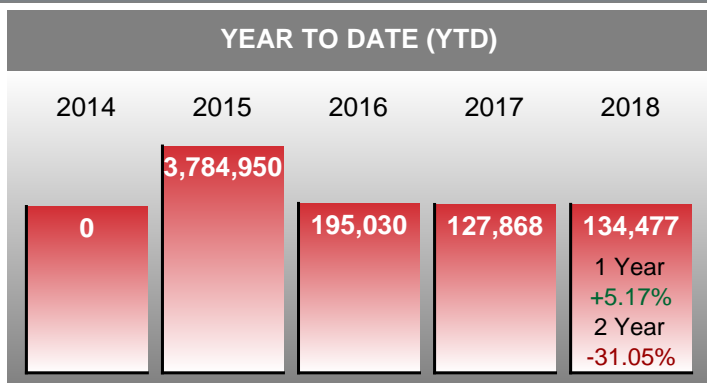
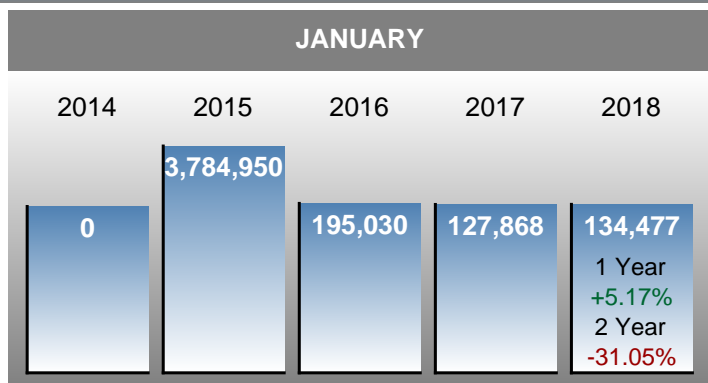
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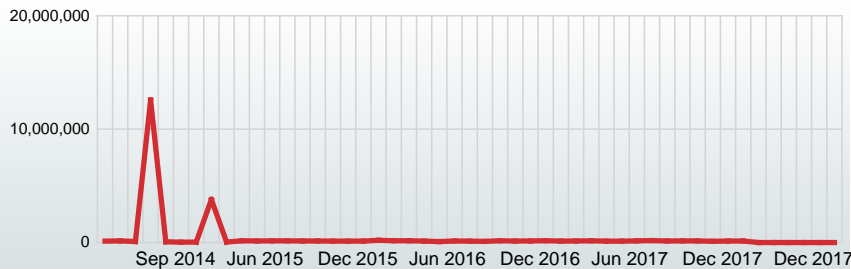
AVERAGE LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 848,465 3 MONTHS



High
Jul 2014 = 12,565,000
Low
Nov 2017 = 68
Average List Price
this month at **134,477**,
below the 5 yr JAN
average of **848,465**

N O V	108,844
D E C	132,395
	21.64%
J A N	134,477
	1.57%

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
\$40,000 and less	3	10.00%	25,667	20,000	37,000	0	0
\$40,001 - \$40,000	0	0.00%	0	0	0	0	0
\$40,001 - \$80,000	8	26.67%	57,488	78,750	51,880	43,000	0
\$80,001 - \$130,000	6	20.00%	105,133	175,000	108,180	89,900	0
\$130,001 - \$170,000	5	16.67%	149,240	0	149,240	0	0
\$170,001 - \$260,000	5	16.67%	212,800	0	237,500	207,000	0
\$260,001 and up	3	10.00%	352,133	0	289,000	383,700	0
Average List Price			134,477	74,500	123,553	219,050	0
Total Closed Units		100%	134,477	5	19	6	
Total Closed Volume			4,034,300	372.50K	2.35M	1.31M	0.00B

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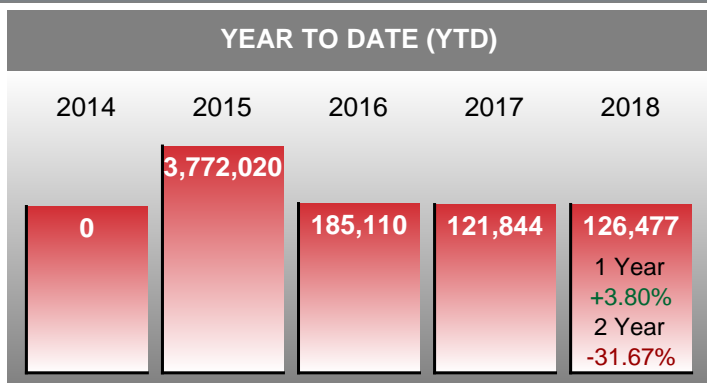
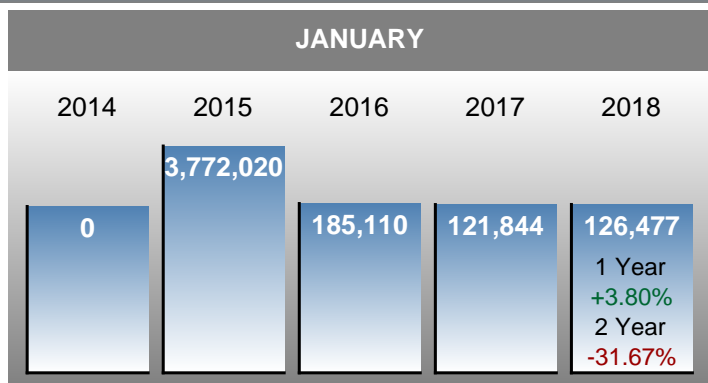
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AVERAGE SOLD PRICE AT CLOSING

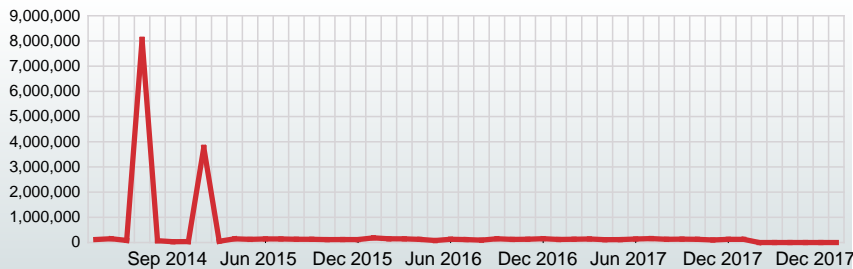
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 841,090

3 MONTHS



High
Jul 2014 = 8,060,000
Low
Nov 2017 = 68
Average Sold Price
this month at **126,477**,
below the 5 yr JAN
average of **841,090**

N	101,496
O	
V	
D	127,047
E	25.18%
C	
J	126,477
A	
N	-0.45%

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
\$40,000 and less	3	10.00%	24,000	18,000	36,000	0	0
\$40,001 \$40,000	0	0.00%	0	0	0	0	0
\$40,001 \$80,000	8	26.67%	58,375	68,000	53,200	65,000	0
\$80,001 \$130,000	7	23.33%	104,343	130,000	103,080	85,000	0
\$130,001 \$170,000	5	16.67%	144,480	0	144,480	0	0
\$170,001 \$260,000	4	13.33%	205,375	0	217,500	193,250	0
\$260,001 and up	3	10.00%	327,000	0	279,000	351,000	0
Average Sold Price			126,477	60,400	118,621	206,417	0
Total Closed Units		100%	126,477	5	19	6	
Total Closed Volume			3,794,300	302.00K	2.25M	1.24M	0.00B

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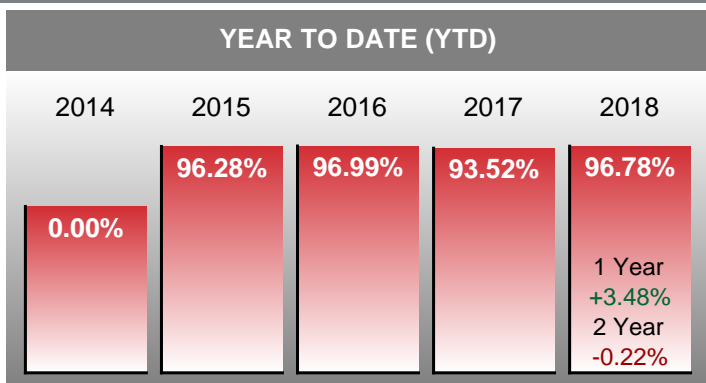
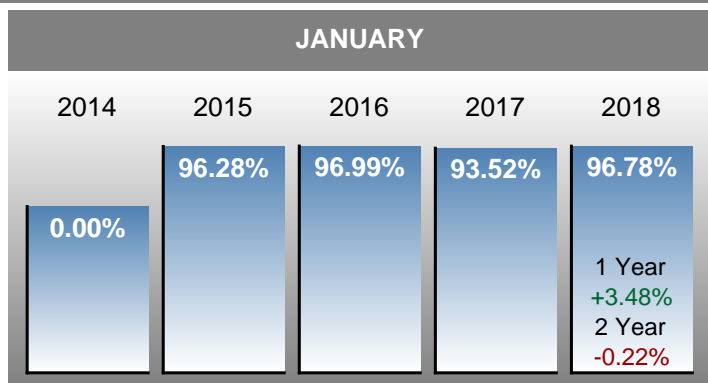
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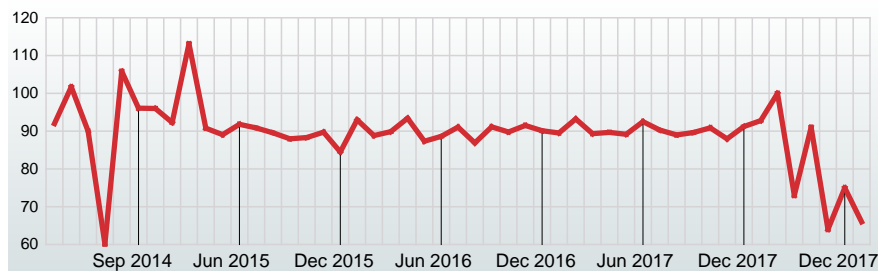
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 76.72% **3 MONTHS**



High
Mar 2015 = 117.11%
Low
Jul 2014 = 64.15%
Average Sold/List Ratio
this month at **96.78%**,
above the 5 yr JAN
average of **76.72%**

N O V	91.96%
D E C	95.22%
J A N	96.78%
	1.64%

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
\$40,000 and less	3	10.00%	93.77%	92.00%	97.30%	0.00%	0.00%
\$40,001 \$40,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$40,001 \$80,000	8	26.67%	104.88%	86.45%	102.99%	151.16%	0.00%
\$80,001 \$130,000	7	23.33%	92.47%	74.29%	95.69%	94.55%	0.00%
\$130,001 \$170,000	5	16.67%	96.96%	0.00%	96.96%	0.00%	0.00%
\$170,001 \$260,000	4	13.33%	92.47%	0.00%	91.38%	93.55%	0.00%
\$260,001 and up	3	10.00%	93.72%	0.00%	96.54%	92.31%	0.00%
Average Sold/List Ratio			96.80%	86.24%	97.62%	102.91%	0.00%
Total Closed Units		100%	96.80%	5	19	6	
Total Closed Volume				302.00K	2.25M	1.24M	0.00B

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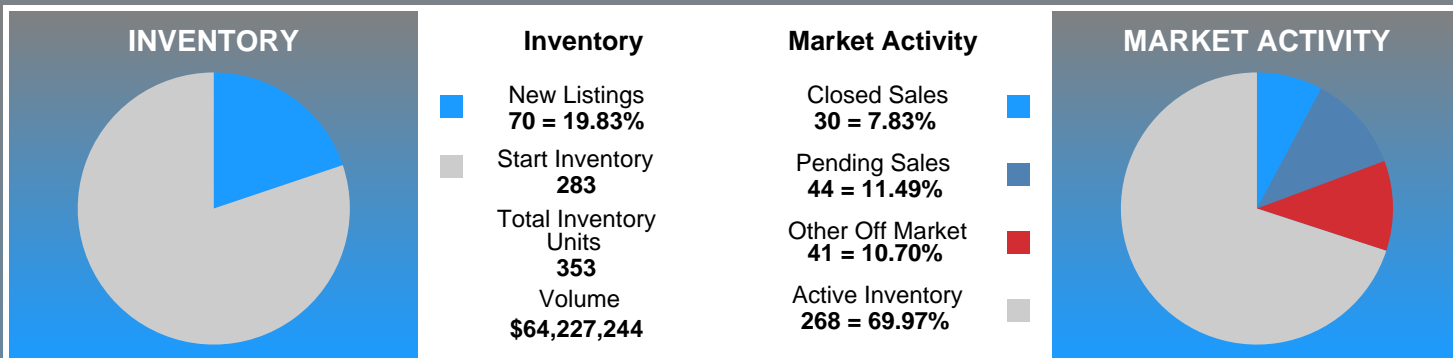
January 2018

Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

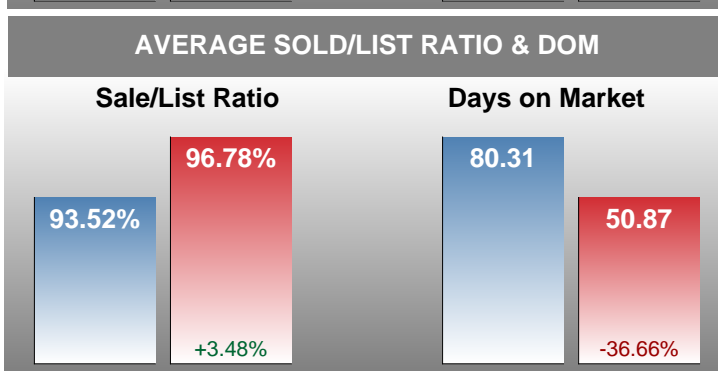
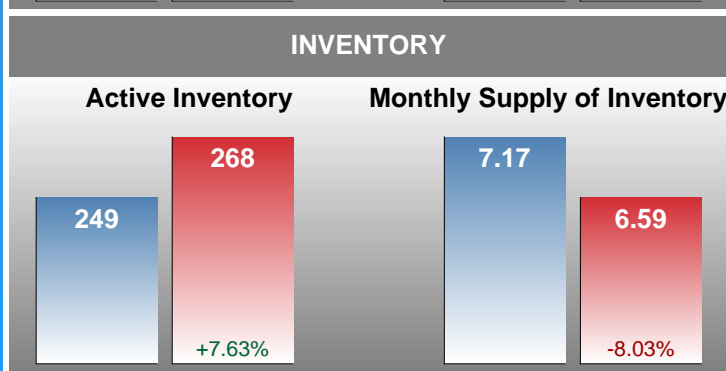
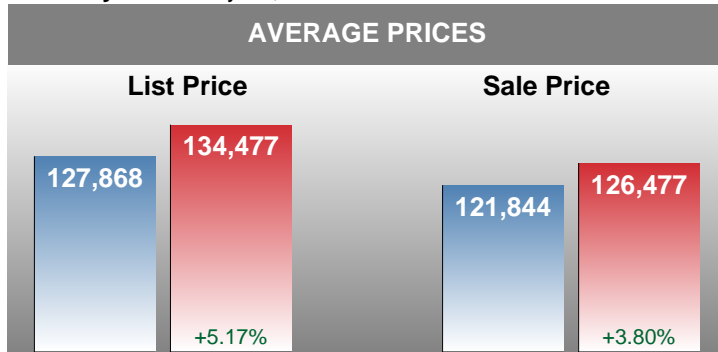
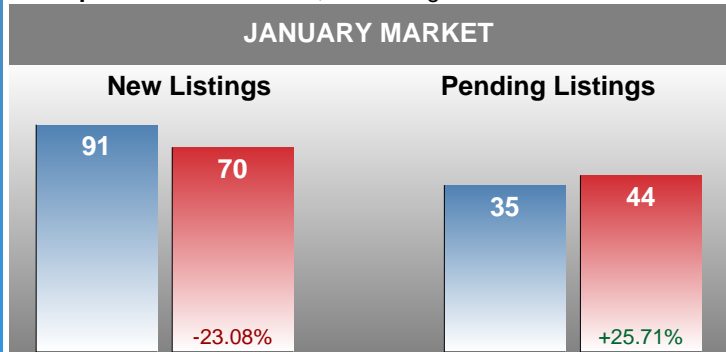


Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	26	30	15.38%	26	30	15.38%
Pending Sales	35	44	25.71%	35	44	25.71%
New Listings	91	70	-23.08%	91	70	-23.08%
Average List Price	127,868	134,477	5.17%	127,868	134,477	5.17%
Average Sale Price	121,844	126,477	3.80%	121,844	126,477	3.80%
Average Percent of Selling Price to List Price	93.52%	96.78%	3.48%	93.52%	96.78%	3.48%
Average Days on Market to Sale	80.31	50.87	-36.66%	80.31	50.87	-36.66%
Monthly Inventory	249	268	7.63%	249	268	7.63%
Months Supply of Inventory	7.17	6.59	-8.03%	7.17	6.59	-8.03%

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

Inventory on January 31, 2018 = **268**

2017 2018



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