

January 2018

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

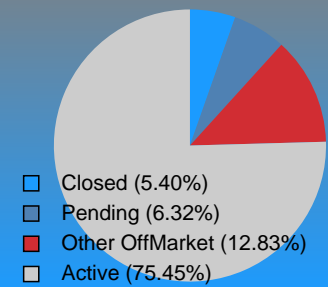


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	69,450	79,000	13.75%
Median Sale Price	61,500	77,000	25.20%
Median Percent of List Price to Selling Price	95.47%	94.63%	-0.88%
Median Days on Market to Sale	47.50	74.50	56.84%
End of Month Inventory	1,165	1,229	5.49%
Months Supply of Inventory	14.64	14.24	-2.75%

MARKET ACTIVITY



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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **25.20%** in January 2018 to \$77,000 versus the previous year at \$61,500.

Median Days on Market Lengthens

The median number of **74.50** days that homes spent on the market before selling increased by 27.00 days or **56.84%** in January 2018 compared to last year's same month at **47.50** DOM.

Sales Success for January 2018 is Positive

Overall, with Median 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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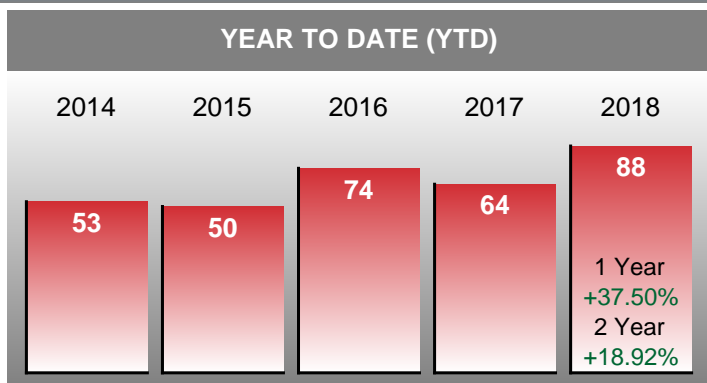
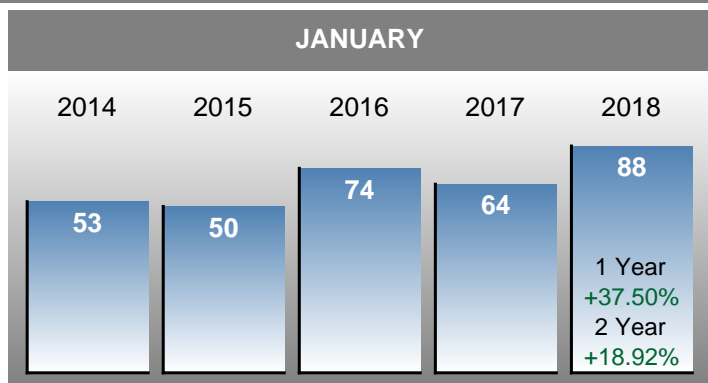
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CLOSED LISTINGS

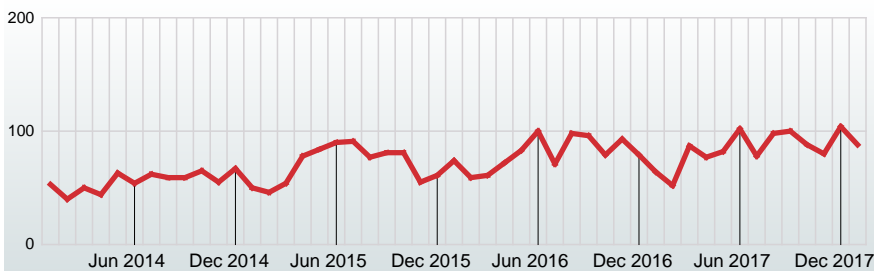
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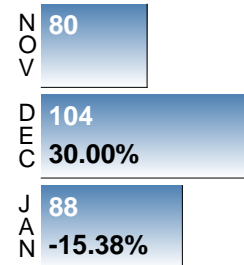
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	11.36%	64.5	5	4	1	0
\$20,001 - \$30,000	7	7.95%	79.0	4	2	1	0
\$30,001 - \$50,000	13	14.77%	98.0	6	6	1	0
\$50,001 - \$100,000	24	27.27%	59.0	10	12	2	0
\$100,001 - \$160,000	13	14.77%	53.0	0	8	4	1
\$160,001 - \$200,000	12	13.64%	82.0	1	9	2	0
\$200,001 and up	9	10.23%	88.0	0	6	3	0
Total Closed Units	88			26	47	14	1
Total Closed Volume	9,277,607	100%	74.5	1.32M	5.84M	1.99M	125.00K
Median Closed Price	\$77,000			\$42,450	\$98,750	\$114,450	\$125,000

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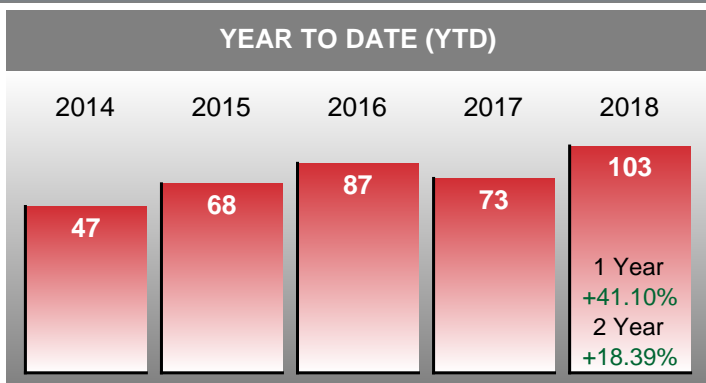
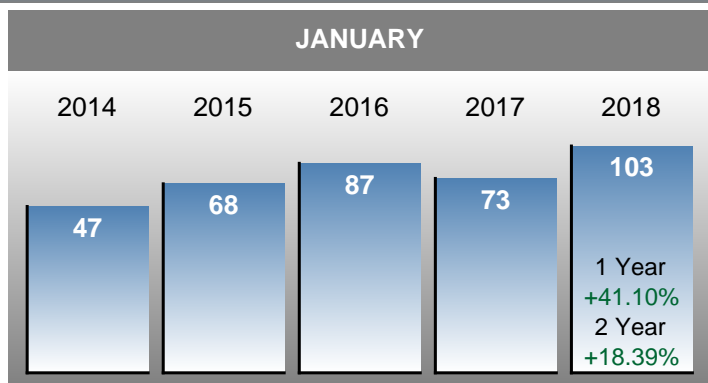
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PENDING LISTINGS

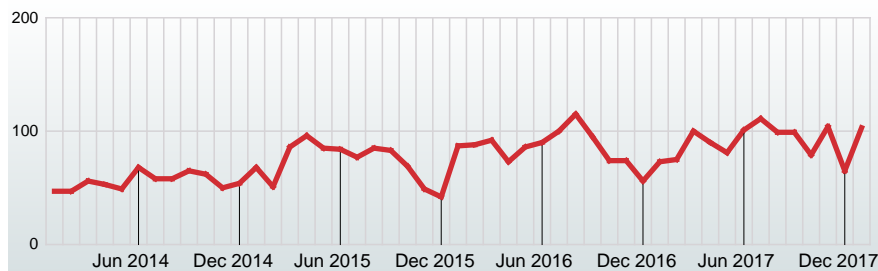
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5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	4.85%	74.0	4	1	0	0
\$10,001 - \$30,000	16	15.53%	64.5	13	2	1	0
\$30,001 - \$40,000	13	12.62%	70.0	5	7	1	0
\$40,001 - \$90,000	25	24.27%	71.0	7	14	4	0
\$90,001 - \$130,000	19	18.45%	51.0	3	12	3	1
\$130,001 - \$160,000	13	12.62%	87.0	2	9	2	0
\$160,001 and up	12	11.65%	142.5	2	3	7	0
Total Pending Units	103			36	48	18	1
Total Pending Volume	10,323,000	100%	75.0	2.87M	4.43M	2.90M	125.00K
Median Listing Price	\$72,500			\$35,700	\$90,950	\$127,750	\$125,000

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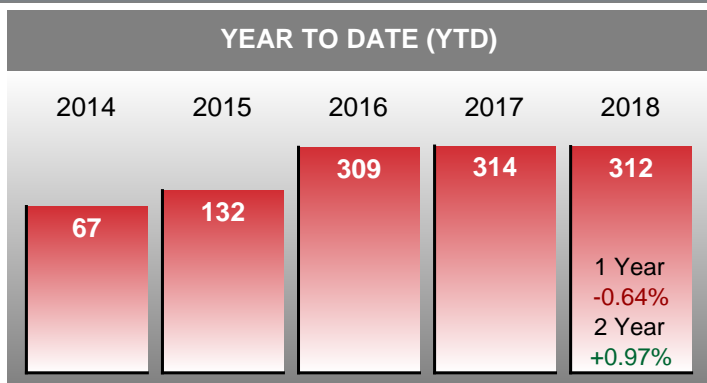
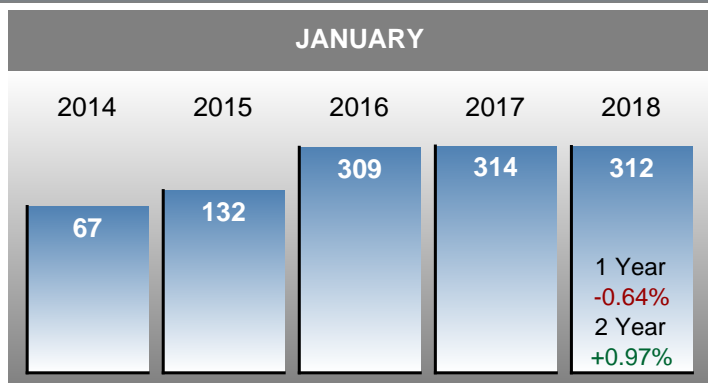
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NEW LISTINGS

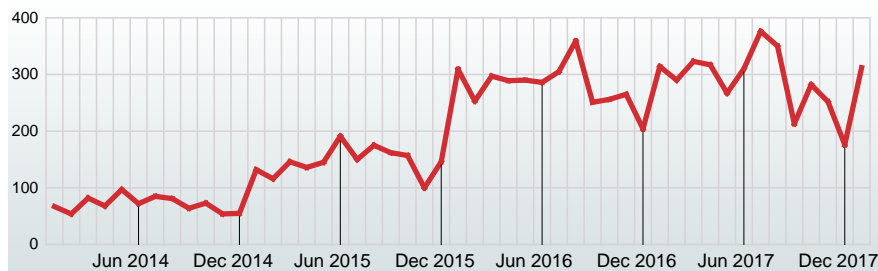
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5 YEAR MARKET ACTIVITY TRENDS

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**

N	252
O	
V	
D	176
E	-30.16%
C	
J	312
A	77.27%
N	

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
Median New Listed Listing Price	\$82,250		\$35,500	\$140,950	\$173,500	\$280,000

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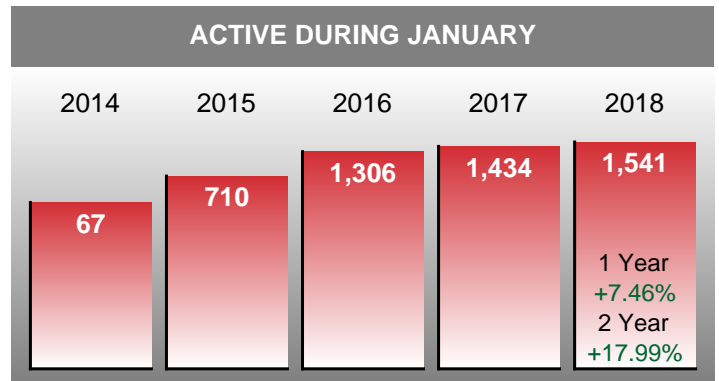
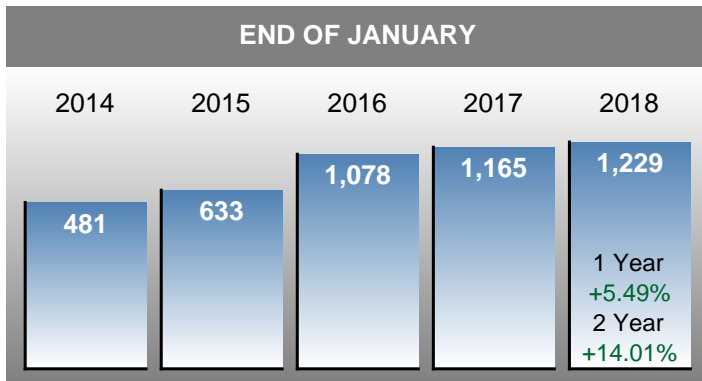
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ACTIVE INVENTORY

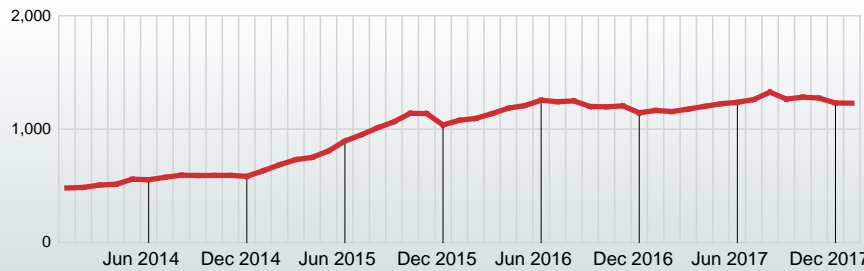
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5 YEAR MARKET ACTIVITY TRENDS

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
JAN	1,229
	-3.38%
	-0.16%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	40	3.25%	100.0	39	1	0	0
\$10,001 - \$20,000	133	10.82%	90.0	130	2	0	1
\$20,001 - \$50,000	272	22.13%	90.0	240	30	2	0
\$50,001 - \$120,000	326	26.53%	97.0	157	144	24	1
\$120,001 - \$190,000	179	14.56%	93.0	34	113	30	2
\$190,001 - \$350,000	154	12.53%	88.0	41	65	39	9
\$350,001 and up	125	10.17%	83.0	41	47	29	8
Total Active Inventory by Units	1,229			682	402	124	21
Total Active Inventory by Volume	202,256,418	100%	92.0	81.33M	76.98M	36.05M	7.91M
Median Active Inventory Listing Price	\$79,900			\$38,050	\$135,000	\$212,450	\$324,900

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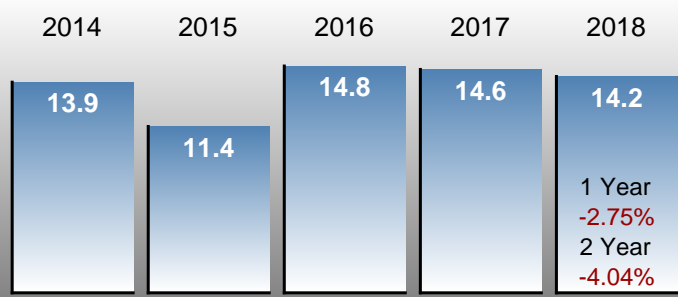
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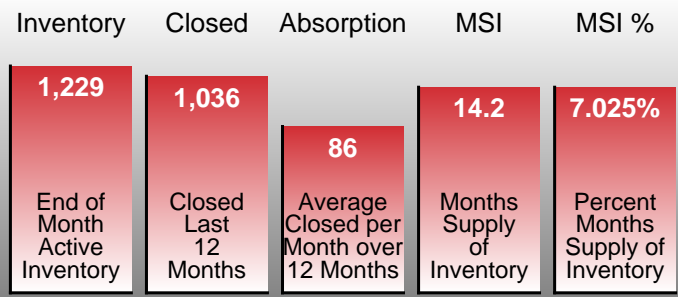
MONTHS SUPPLY of INVENTORY (MSI)

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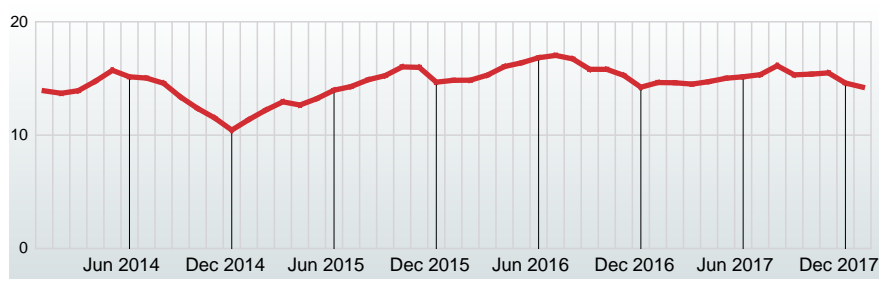
MSI FOR JANUARY



INDICATORS FOR JANUARY 2018



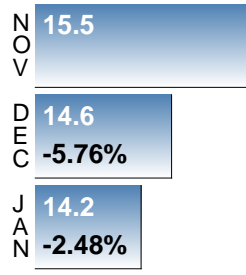
5 YEAR MARKET ACTIVITY TRENDS



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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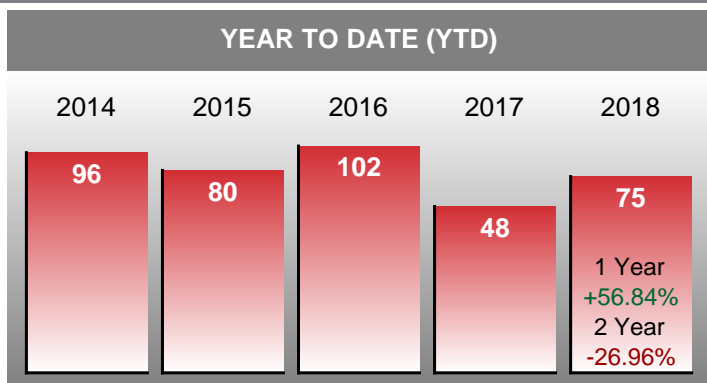
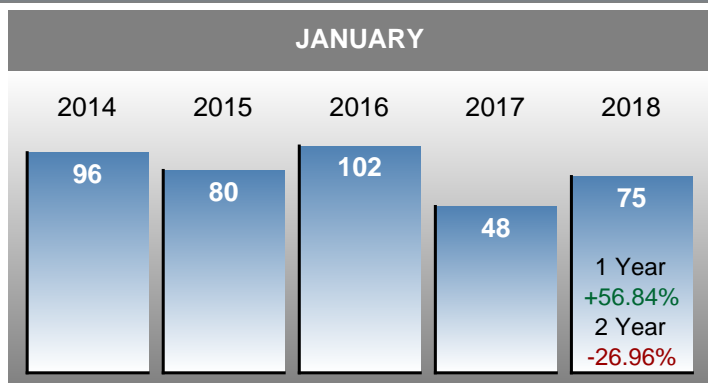
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MEDIAN DAYS ON MARKET TO SALE

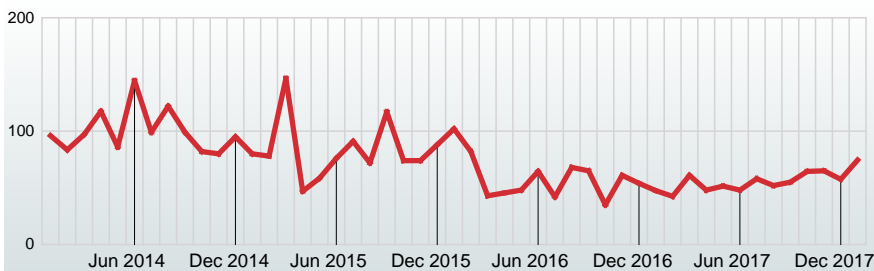
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5 YEAR MARKET ACTIVITY TRENDS

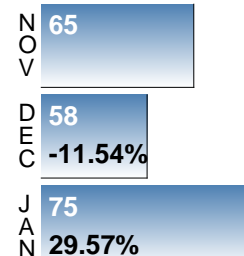
5yr JAN AVG = 80

3 MONTHS



High
Mar 2015 = 147
Low
Oct 2016 = 35

Median Days on Market this month at **75**, below the 5 yr JAN average of **80**



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	10	11.36%	64.5	141.0	38.5	13.0	0.0
\$20,001 \$30,000	7	7.95%	79.0	87.5	28.0	84.0	0.0
\$30,001 \$50,000	13	14.77%	98.0	116.5	62.0	47.0	0.0
\$50,001 \$100,000	24	27.27%	59.0	49.0	72.5	97.5	0.0
\$100,001 \$160,000	13	14.77%	53.0	0.0	51.5	118.5	1.0
\$160,001 \$200,000	12	13.64%	82.0	1.0	82.0	111.5	0.0
\$200,001 and up	9	10.23%	88.0	0.0	86.0	88.0	0.0
Median Closed DOM			74.5	87.5	64.0	86.0	1.0
Total Closed Units		100%	74.5	26	47	14	1
Total Closed Volume			9,277,607	1.32M	5.84M	1.99M	125.00K

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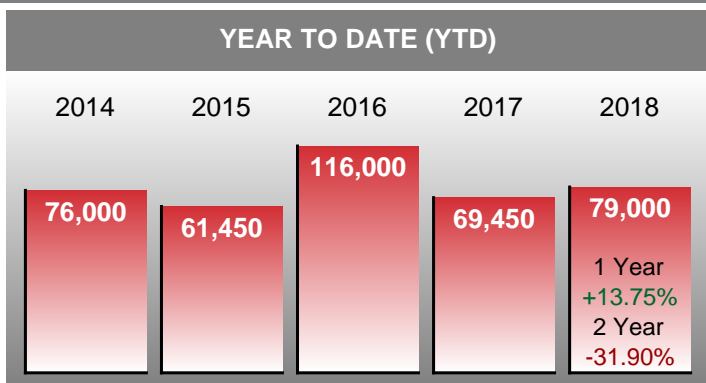
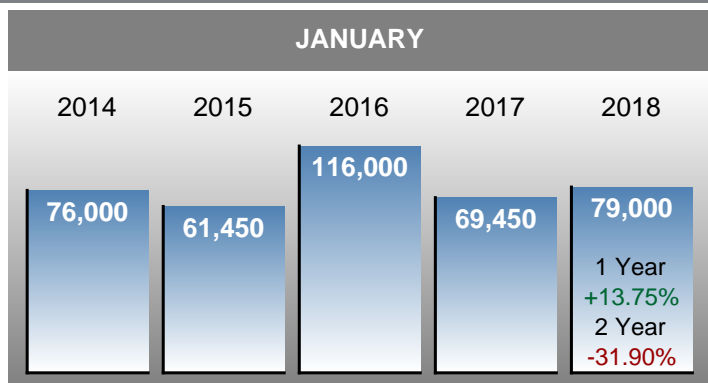
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MEDIAN LIST PRICE AT CLOSING

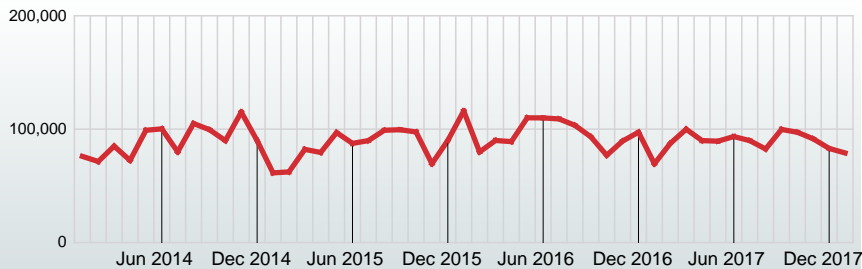
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 80,380

3 MONTHS



High
Jan 2016 = 116,000
Low
Jan 2015 = 61,450
Median List Price
this month at **79,000**,
below the 5 yr JAN
average of **80,380**

NOV	91,450
DEC	83,000 -9.24%
JAN	79,000 -4.82%

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	6	6.82%	14,750	12,000	14,750	0	0
\$20,001 - \$30,000	5	5.68%	27,500	25,500	29,900	0	0
\$30,001 - \$50,000	15	17.05%	42,000	40,950	43,900	37,900	0
\$50,001 - \$100,000	26	29.55%	73,250	73,250	61,750	82,500	0
\$100,001 - \$160,000	14	15.91%	120,500	105,000	139,000	117,000	125,000
\$160,001 - \$200,000	11	12.50%	182,000	191,115	179,450	189,950	0
\$200,001 and up	11	12.50%	339,000	0	319,000	340,000	0
Median List Price			79,000	47,450	102,000	117,000	125,000
Total Closed Units	88	100%	79,000	26	47	14	1
Total Closed Volume	9,904,864			1.47M	6.17M	2.14M	125.00K

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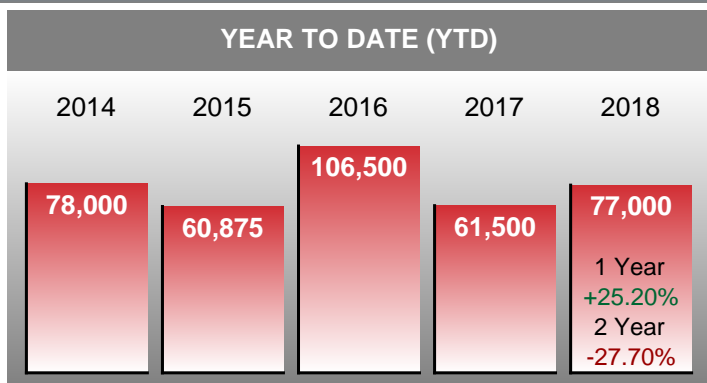
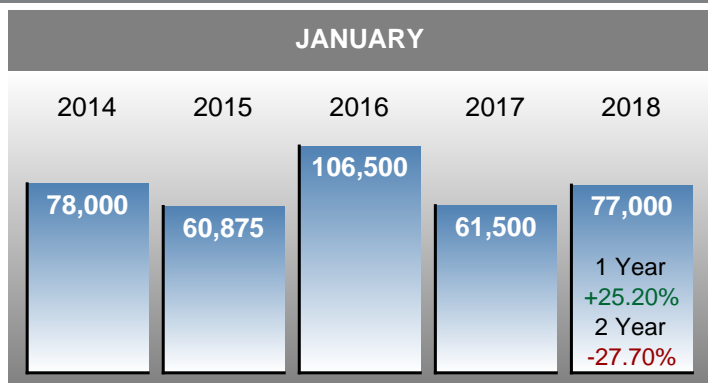
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MEDIAN SOLD PRICE AT CLOSING

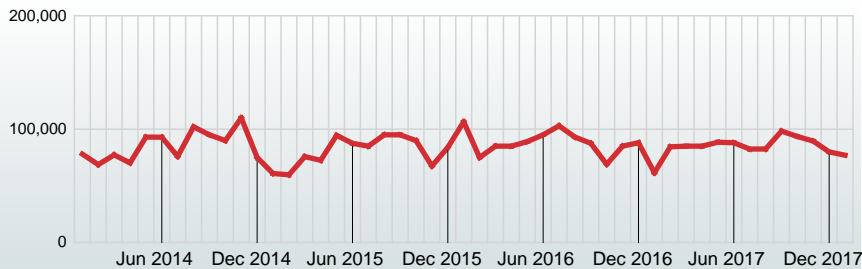
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 76,775

3 MONTHS



High
Nov 2014 = 109,900
Low
Feb 2015 = 59,750
Median Sold Price
this month at **77,000**,
above the 5 yr JAN
average of **76,775**

NOV	89,450
DEC	79,950 -10.62%
JAN	77,000 -3.69%

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	10	11.36%	13,750	18,000	12,000	15,000	0
\$20,001 \$30,000	7	7.95%	24,000	23,163	26,000	30,000	0
\$30,001 \$50,000	13	14.77%	39,400	39,700	39,200	35,200	0
\$50,001 \$100,000	24	27.27%	72,000	68,968	77,450	79,750	0
\$100,001 \$160,000	13	14.77%	125,000	0	138,250	114,450	125,000
\$160,001 \$200,000	12	13.64%	178,499	178,997	175,000	185,450	0
\$200,001 and up	9	10.23%	320,000	0	322,500	300,000	0
Median Sold Price			77,000	42,450	98,750	114,450	125,000
Total Closed Units		100%	77,000	26	47	14	1
Total Closed Volume			9,277,607	1.32M	5.84M	1.99M	125.00K

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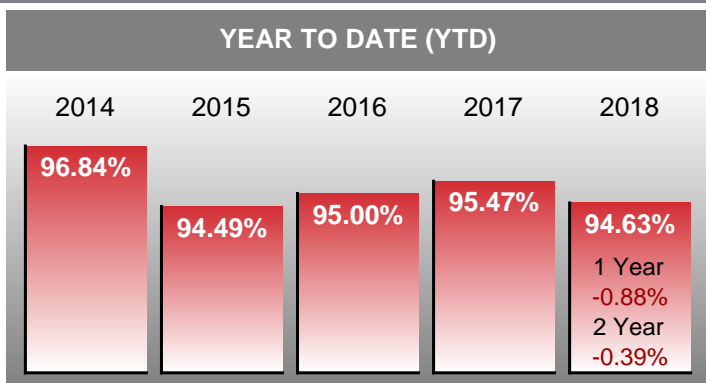
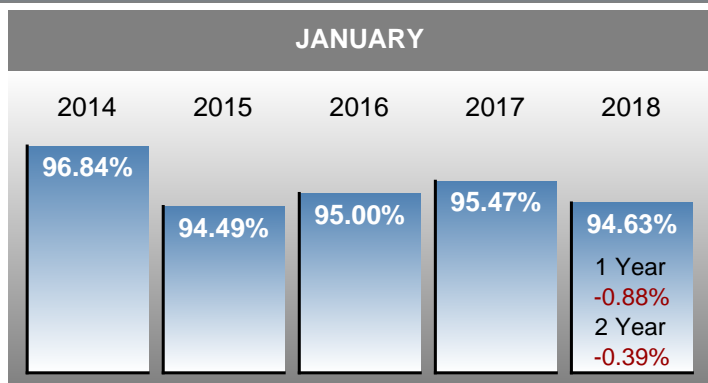
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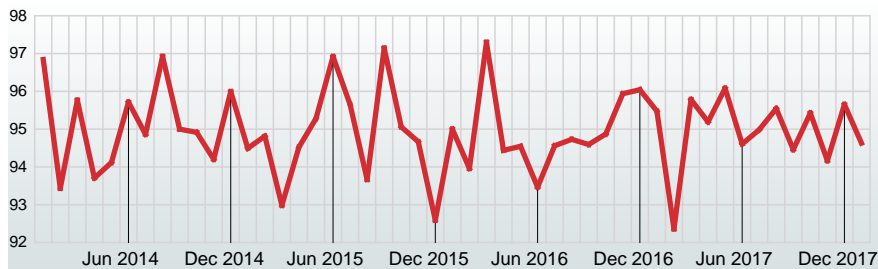
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 95.29% 3 MONTHS



High
Mar 2016 = 97.30%

Low
Feb 2017 = 92.36%

Median Sold/List Ratio
this month at **94.63%**,
equal to 5 yr JAN
average of **95.29%**

NOV	94.17%
DEC	95.65%
JAN	94.63%
FEB	-1.07%

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	10	11.36%	73.63%	70.59%	81.44%	35.29%	0.00%
\$20,001 - \$30,000	7	7.95%	79.16%	80.57%	87.68%	79.16%	0.00%
\$30,001 - \$50,000	13	14.77%	90.91%	91.32%	86.44%	100.57%	0.00%
\$50,001 - \$100,000	24	27.27%	95.99%	92.92%	97.87%	96.60%	0.00%
\$100,001 - \$160,000	13	14.77%	99.44%	0.00%	99.00%	96.72%	100.00%
\$160,001 - \$200,000	12	13.64%	96.27%	93.66%	97.28%	97.63%	0.00%
\$200,001 and up	9	10.23%	94.23%	0.00%	94.31%	91.56%	0.00%
Median Sold/List Ratio			94.63%	87.45%	96.49%	95.06%	100.00%
Total Closed Units		100%	94.63%	26	47	14	1
Total Closed Volume			9,277,607	1.32M	5.84M	1.99M	125.00K

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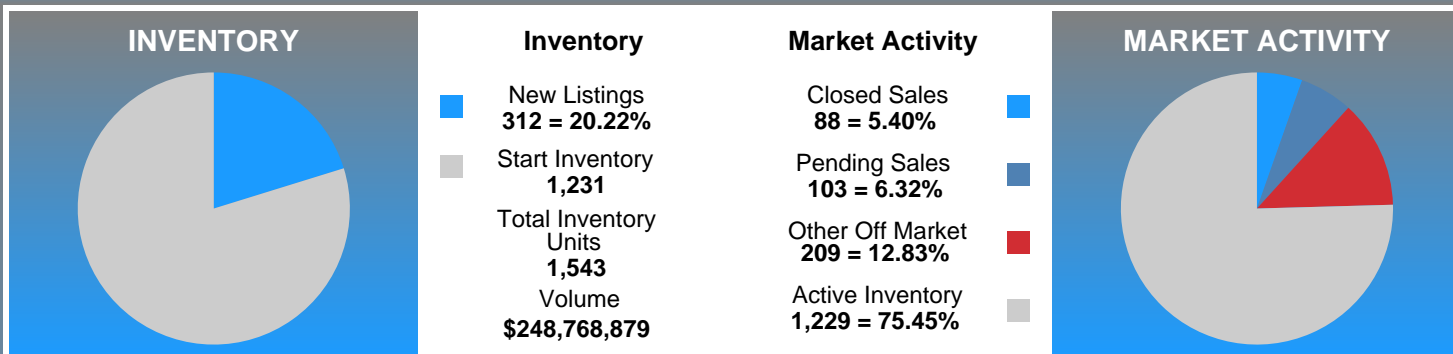
January 2018

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



MARKET SUMMARY

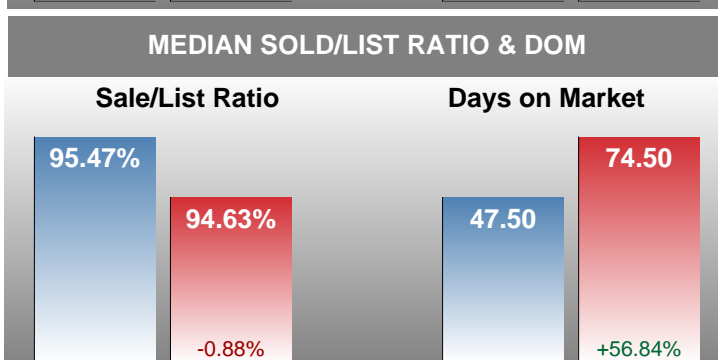
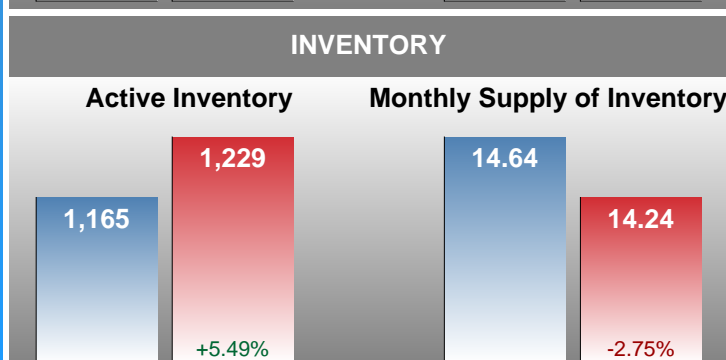
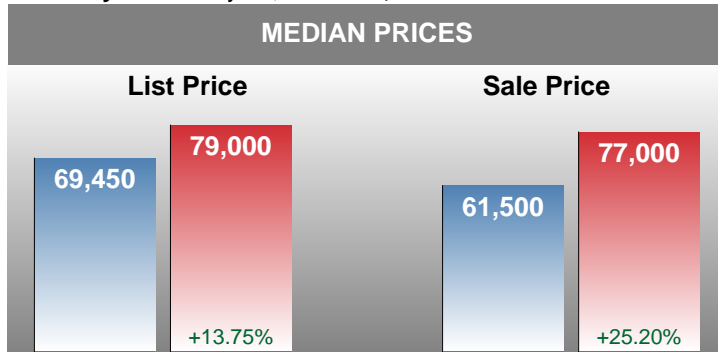
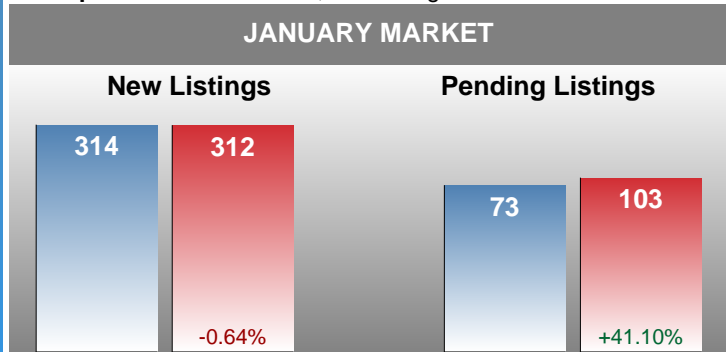
Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



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%
Median List Price	69,450	79,000	13.75%	69,450	79,000	13.75%
Median Sale Price	61,500	77,000	25.20%	61,500	77,000	25.20%
Median Percent of Selling Price to List Price	95.47%	94.63%	-0.88%	95.47%	94.63%	-0.88%
Median Days on Market to Sale	47.50	74.50	56.84%	47.50	74.50	56.84%
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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