March 2018

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

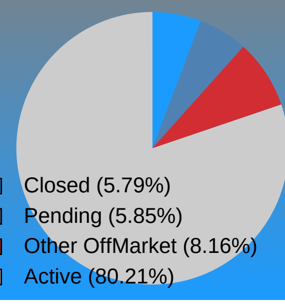
MONTHLY INVENTORY ANALYSIS

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

Compared	March		
Metrics	2017	2018	+/-%
Closed Listings	87	95	9.20%
Pending Listings	100	96	-4.00%
New Listings	323	354	9.60%
Median List Price	99,900	79,900	-20.02%
Median Sale Price	85,000	75,000	-11.76%
Median Percent of List Price to Selling Price	95.78%	94.69%	-1.14%
Median Days on Market to Sale	61.00	63.00	3.28%
End of Month Inventory	1,178	1,317	11.80%
Months Supply of Inventory	14.51	14.88	2.54%

Absorption: Last 12 months, an Average of **89** Sales/Month
Active Inventory as of March 31, 2018 = **1,317**

MARKET ACTIVITY



Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2018 rose **11.80%** to 1,317 existing homes available for sale. Over the last 12 months this area has had an average of 89 closed sales per month. This represents an unsold inventory index of **14.88** 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 **11.76%** in March 2018 to $75,000 versus the previous year at $85,000.

Median Days on Market Lengthens

The median number of **63.00** days that homes spent on the market before selling increased by 2.00 days or **3.28%** in March 2018 compared to last year's same month at **61.00** DOM.

Sales Success for March 2018 is Positive

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

There were 354 New Listings in March 2018, up **9.60%** from last year at 323. Furthermore, there were 95 Closed Listings this month versus last year at 87, a **9.20%** increase.

Closed versus Listed trends yielded a **26.8%** ratio, down from previous year's, March 2017, at **26.9%**, a **0.37%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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.

Are You Ready to Buy or Sell Real Estate?

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RE DATUM

March 2018

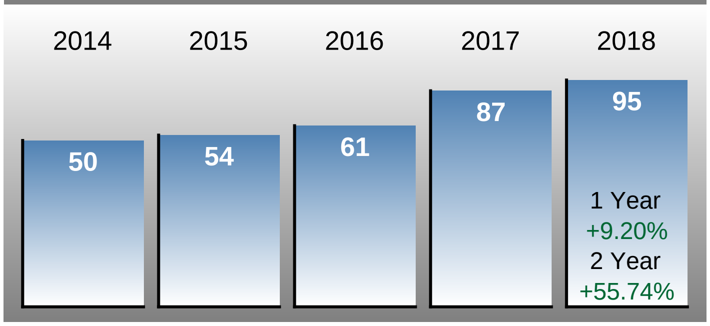
Area Delimited by Counties Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

MLS technology INC

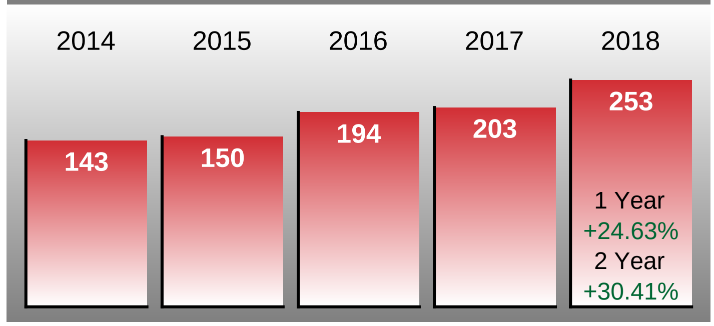
CLOSED LISTINGS

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

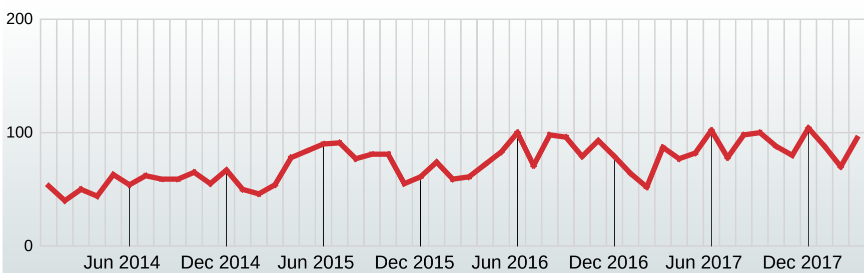
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 69

High
Dec 2017 = 104
Low
Feb 2014 = 40

Closed Listings this month at **95,** above the 5 yr MAR average of **69**

3 MONTHS

JAN	88	
FEB	70	-20.45%
MAR	95	35.71%

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	9	9.47%	74.0	7	1	0	1
$20,001 $30,000	9	9.47%	10.0	7	2	0	0
$30,001 $60,000	18	18.95%	74.0	10	8	0	0
$60,001 $110,000	23	24.21%	54.0	8	10	5	0
$110,001 $140,000	14	14.74%	76.5	5	7	2	0
$140,001 $210,000	12	12.63%	112.0	3	6	3	0
$210,001 and up	10	10.53%	109.0	2	4	3	1
Total Closed Units	95	100%	63.0	42	38	13	2
Total Closed Volume	9,325,838			2.97M	4.21M	1.86M	287.00K
Median Closed Price	$75,000			$53,000	$95,100	$136,501	$143,500

Ready to Buy or Sell Real Estate?

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RE DATUM

March 2018

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

MLS technology INC

PENDING LISTINGS

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

MARCH

2014	2015	2016	2017	2018
56	86	92	100	96

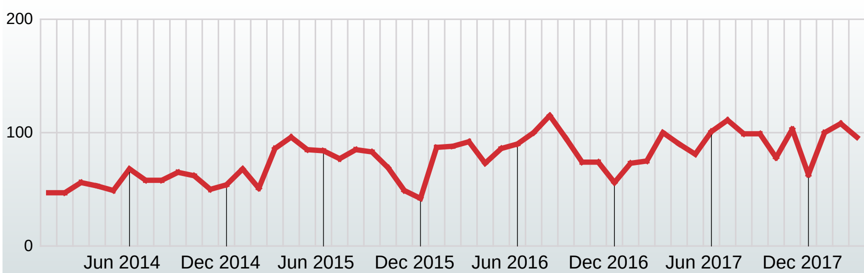
1 Year -4.00%
2 Year +4.35%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
150	205	267	248	304

1 Year +22.58%
2 Year +13.86%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 86

High
Aug 2016 = 115
Low
Dec 2015 = 42

Pending Listings this month at **96,** above the 5 yr MAR average of **86**

3 MONTHS

Month	Count	Change
JAN	100	
FEB	108	8.00%
MAR	96	-11.11%

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	7	7.29%	28.0	6	1	0	0
$20,001 $40,000	11	11.46%	57.0	10	1	0	0
$40,001 $80,000	15	15.63%	95.0	7	7	1	0
$80,001 $130,000	28	29.17%	40.5	10	15	3	0
$130,001 $170,000	14	14.58%	36.5	2	11	1	0
$170,001 $240,000	11	11.46%	37.0	3	7	1	0
$240,001 and up	10	10.42%	60.5	1	5	3	1
Total Pending Units	96	100%	54.0	39	47	9	1
Total Pending Volume	11,478,965			3.05M	6.48M	1.61M	349.90K
Median Listing Price	$98,500			$59,000	$121,900	$169,900	$349,900

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NEW LISTINGS

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

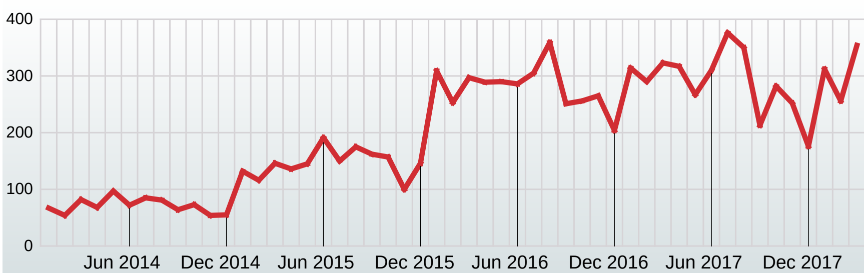
MARCH

2014	2015	2016	2017	2018
82	146	297	323	354
				1 Year +9.60% 2 Year +19.19%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
203	394	859	927	922
				1 Year -0.54% 2 Year +7.33%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 240

High
Jul 2017 = 376
Low
Nov 2014 = 54

New Listings this month at **354,** above the 5 yr MAR average of **240**

3 MONTHS

Month	Listings	Change
JAN	312	
FEB	256	-17.95%
MAR	354	38.28%

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	25	7.06%	25	0	0	0
$20,001 $40,000	40	11.30%	34	4	1	1
$40,001 $80,000	68	19.21%	36	28	4	0
$80,001 $140,000	93	26.27%	55	30	6	2
$140,001 $190,000	46	12.99%	10	28	7	1
$190,001 $290,000	45	12.71%	5	27	12	1
$290,001 and up	37	10.45%	10	16	8	3
Total New Listed Units	354	100%	175	133	38	8
Total New Listed Volume	53,870,600		17.65M	23.99M	9.57M	2.66M
Median New Listed Listing Price	$106,000		$65,000	$150,000	$202,400	$207,000

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RE DATUM

March 2018

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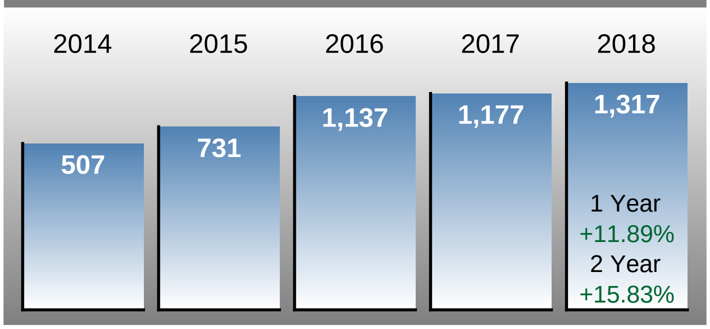
MLS technology INC

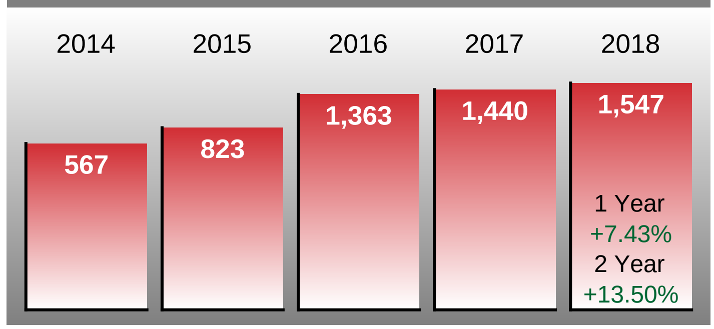
ACTIVE INVENTORY

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

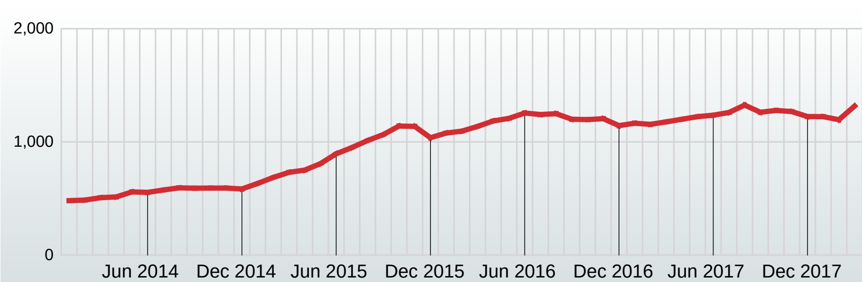
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

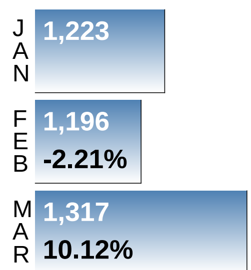


5yr MAR AVG = 974

3 MONTHS

High
Aug 2017 = 1,325
Low
Jan 2014 = 481

Inventory
this month at **1,317,** above the 5 yr MAR average of **974**



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	52	3.95%	67.0	50	2	0	0
$10,001 $30,000	254	19.29%	128.0	246	8	0	0
$30,001 $50,000	153	11.62%	81.0	127	22	3	1
$50,001 $120,000	338	25.66%	69.0	177	138	22	1
$120,001 $190,000	216	16.40%	59.5	57	124	31	4
$190,001 $340,000	165	12.53%	64.0	38	74	44	9
$340,001 and up	139	10.55%	81.0	42	54	33	10
Total Active Inventory by Units	1,317	100%	74.0	737	422	133	25
Total Active Inventory by Volume	212,879,805			82.71M	81.61M	38.50M	10.06M
Median Active Inventory Listing Price	$85,000			$40,000	$139,900	$217,000	$299,000

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RE DATUM

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MLS technology INC

MONTHS SUPPLY of INVENTORY (MSI)

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

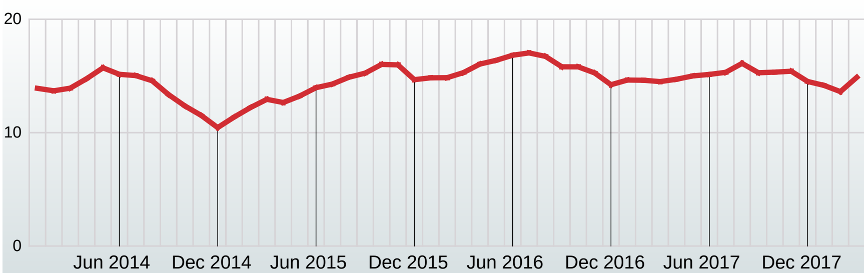
MSI FOR MARCH

2014	2015	2016	2017	2018
13.9	12.9	15.3	14.5	14.9 1 Year +2.62% 2 Year -2.71%

INDICATORS FOR MARCH 2018

Inventory	Closed	Absorption	MSI	MSI %
1,317	1,062	89	14.9	6.720%
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 = 14.3

High
Jul 2016 = 17.0
Low
Dec 2014 = 10.4

Months Supply this month at **14.9,** above the 5 yr MAR average of **14.3**

3 MONTHS

Month	MSI	Change
JAN	14.2	
FEB	13.6	-3.88%
MAR	14.9	9.29%

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	52	3.95%	29.7	31.6	12.0	0.0	0.0
$10,001 $30,000	254	19.29%	18.8	27.1	2.4	0.0	0.0
$30,001 $50,000	153	11.62%	12.4	20.3	4.3	3.6	12.0
$50,001 $120,000	338	25.66%	11.2	18.2	8.1	6.4	0.0
$120,001 $190,000	216	16.40%	13.0	25.3	10.6	13.3	12.0
$190,001 $340,000	165	12.53%	14.6	24.0	12.0	14.3	18.0
$340,001 and up	139	10.55%	49.1	252.0	49.8	26.4	30.0
Market Supply of Inventory (MSI)	14.9	100%	14.9	24.0	9.5	11.2	17.6
Total Active Inventory by Units	1,317			737	422	133	25

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MEDIAN DAYS ON MARKET TO SALE

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

MARCH

2014	2015	2016	2017	2018
97	147	43	61	63

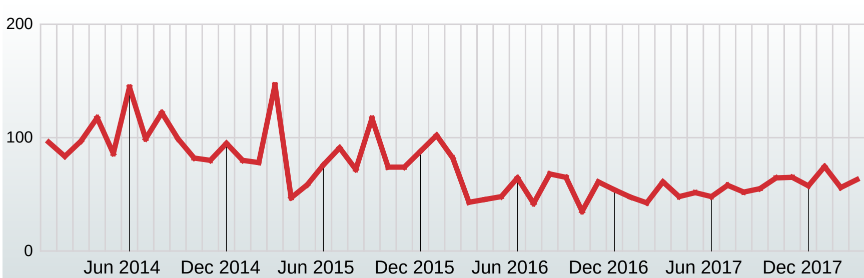
1 Year +3.28%
2 Year +46.51%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
96	97	78	54	63

1 Year +16.67%
2 Year -18.71%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 82

High
Mar 2015 = 147
Low
Oct 2016 = 35

Median Days on Market this month at **63,** below the 5 yr MAR average of **82**

3 MONTHS

JAN	75	
FEB	56	-24.83%
MAR	63	12.50%

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	9	9.47%	74.0	74.0	143.0	0.0	10.0
$20,001 $30,000	9	9.47%	10.0	9.0	32.5	0.0	0.0
$30,001 $60,000	18	18.95%	74.0	75.5	52.0	0.0	0.0
$60,001 $110,000	23	24.21%	54.0	41.0	59.0	54.0	0.0
$110,001 $140,000	14	14.74%	76.5	87.0	75.0	85.0	0.0
$140,001 $210,000	12	12.63%	112.0	106.0	96.5	118.0	0.0
$210,001 and up	10	10.53%	109.0	2.0	120.5	106.0	147.0
Median Closed DOM	63.0	100%	63.0	49.5	67.0	64.0	78.5
Total Closed Units	95			42	38	13	2
Total Closed Volume	9,325,838			2.97M	4.21M	1.86M	287.00K

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RE DATUM

March 2018

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MLS technology INC

MEDIAN LIST PRICE AT CLOSING

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

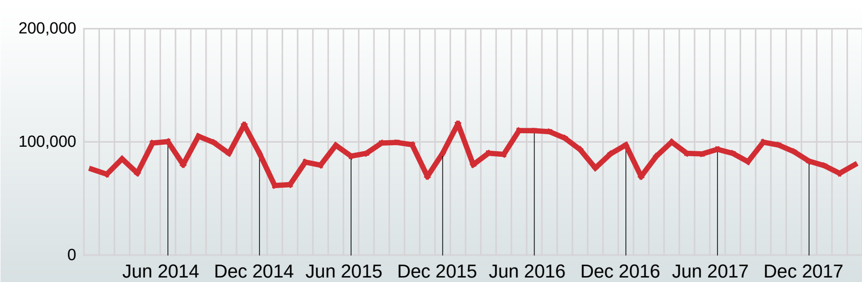
MARCH

2014	2015	2016	2017	2018
85,000	82,150	90,000	99,900	79,900 1 Year -20.02% 2 Year -11.22%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
76,000	69,700	91,750	84,900	77,500 1 Year -8.72% 2 Year -15.53%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 87,390

High
Jan 2016 = 116,000
Low
Jan 2015 = 61,450

Median List Price this month at **79,900,** below the 5 yr MAR average of **87,390**

3 MONTHS

JAN	79,000	
FEB	72,250	-8.54%
MAR	79,900	10.59%

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	9	9.47%	14,000	15,900	8,000	0	12,000
$20,001 $30,000	6	6.32%	25,000	25,000	29,000	0	0
$30,001 $60,000	20	21.05%	48,500	45,000	49,500	55,200	0
$60,001 $110,000	21	22.11%	75,000	73,500	81,900	77,450	0
$110,001 $140,000	14	14.74%	129,900	129,900	119,900	138,250	0
$140,001 $210,000	14	14.74%	167,450	183,500	162,950	170,500	0
$210,001 and up	11	11.58%	249,900	249,750	262,450	234,900	299,900
Median List Price	79,900	100%	79,900	62,450	111,000	140,000	155,950
Total Closed Units	95			42	38	13	2
Total Closed Volume	9,979,600			3.28M	4.44M	1.94M	311.90K

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RE DATUM

MLS technology INC

March 2018

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

MEDIAN SOLD PRICE AT CLOSING

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

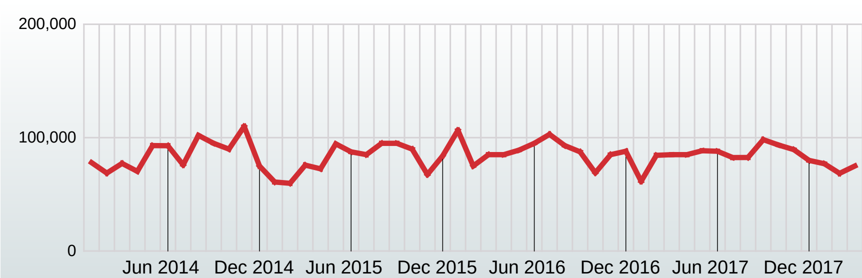
MARCH

2014	2015	2016	2017	2018
77,250	75,750	85,000	85,000	75,000 1 Year -11.76% 2 Year -11.76%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
73,500	65,000	87,970	79,000	73,000 1 Year -7.59% 2 Year -17.02%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 79,600

High
Nov 2014 = 109,900
Low
Feb 2015 = 59,750

Median Sold Price this month at **75,000,** below the 5 yr MAR average of **79,600**

3 MONTHS

Month	Median	Change
JAN	77,000	
FEB	68,500	-11.04%
MAR	75,000	9.49%

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	9	9.47%	14,000	14,000	8,000	0	17,000
$20,001 $30,000	9	9.47%	23,500	23,000	28,950	0	0
$30,001 $60,000	18	18.95%	48,000	48,000	46,500	0	0
$60,001 $110,000	23	24.21%	75,000	71,400	80,750	75,000	0
$110,001 $140,000	14	14.74%	120,000	120,000	120,000	133,251	0
$140,001 $210,000	12	12.63%	165,000	170,000	165,000	165,000	0
$210,001 and up	10	10.53%	241,450	248,500	247,500	225,000	270,000
Median Sold Price	75,000	100%	75,000	53,000	95,100	136,501	143,500
Total Closed Units	95			42	38	13	2
Total Closed Volume	9,325,838			2.97M	4.21M	1.86M	287.00K

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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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MARCH

2014	2015	2016	2017	2018
95.77%	92.98%	97.30%	95.78%	94.69%

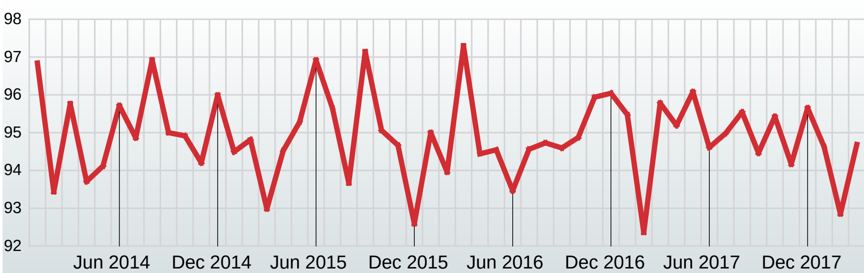
1 Year -1.14%
2 Year -2.68%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
95.00%	94.35%	95.68%	94.94%	94.55%

1 Year -0.41%
2 Year -1.18%

5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 95.30%

High
Mar 2016 = 97.30%
Low
Feb 2017 = 92.36%

Median Sold/List Ratio this month at **94.69%,** equal to 5 yr MAR average of **95.30%**

3 MONTHS

JAN	94.63%	
FEB	92.85%	-1.88%
MAR	94.69%	1.98%

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	9	9.47%	94.59%	91.67%	100.00%	0.00%	141.67%
$20,001 $30,000	9	9.47%	92.00%	92.00%	91.71%	0.00%	0.00%
$30,001 $60,000	18	18.95%	91.49%	92.31%	91.36%	0.00%	0.00%
$60,001 $110,000	23	24.21%	94.84%	95.40%	94.54%	95.54%	0.00%
$110,001 $140,000	14	14.74%	93.77%	92.38%	94.69%	96.43%	0.00%
$140,001 $210,000	12	12.63%	98.57%	100.00%	99.42%	92.90%	0.00%
$210,001 and up	10	10.53%	97.53%	99.52%	95.23%	97.87%	90.03%
Median Sold/List Ratio	94.69%			93.66%	94.62%	95.93%	115.85%
Total Closed Units	95	100%	94.69%	42	38	13	2
Total Closed Volume	9,325,838			2.97M	4.21M	1.86M	287.00K

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Contact: Greater Tulsa Association of REALTORS Phone: 918-663-7500 Email: helpdesk@tulsarealtors.com

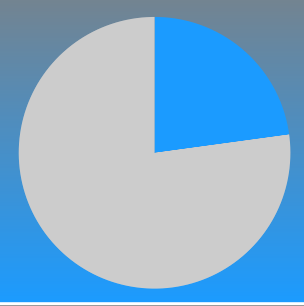
March 2018

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

MARKET SUMMARY

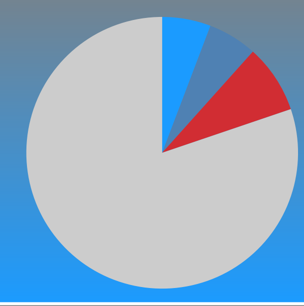
Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

INVENTORY



Inventory		Market Activity	
New Listings	354 = 22.84%	Closed Sales	95 = 5.79%
Start Inventory	1,196	Pending Sales	96 = 5.85%
Total Inventory Units	1,550	Other Off Market	134 = 8.16%
Volume	$249,446,143	Active Inventory	1,317 = 80.21%

MARKET ACTIVITY



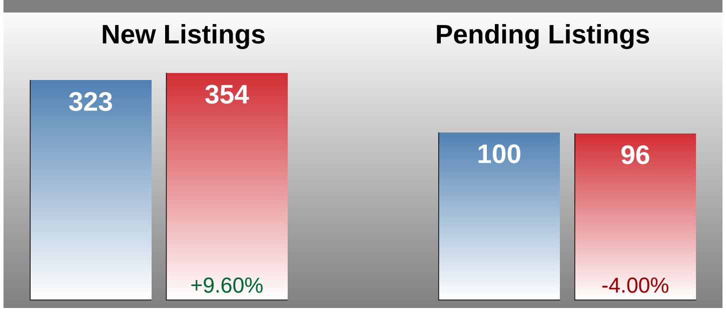
Compared	March			Year to Date		
Metrics	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	87	95	9.20%	203	253	24.63%
Pending Sales	100	96	-4.00%	248	304	22.58%
New Listings	323	354	9.60%	927	922	-0.54%
Median List Price	99,900	79,900	-20.02%	84,900	77,500	-8.72%
Median Sale Price	85,000	75,000	-11.76%	79,000	73,000	-7.59%
Median Percent of Selling Price to List Price	95.78%	94.69%	-1.14%	94.94%	94.55%	-0.41%
Median Days on Market to Sale	61.00	63.00	3.28%	54.00	63.00	16.67%
Monthly Inventory	1,178	1,317	11.80%	1,178	1,317	11.80%
Months Supply of Inventory	14.51	14.88	2.54%	14.51	14.88	2.54%

Absorption: Last 12 months, an Average of **89** Sales/Month

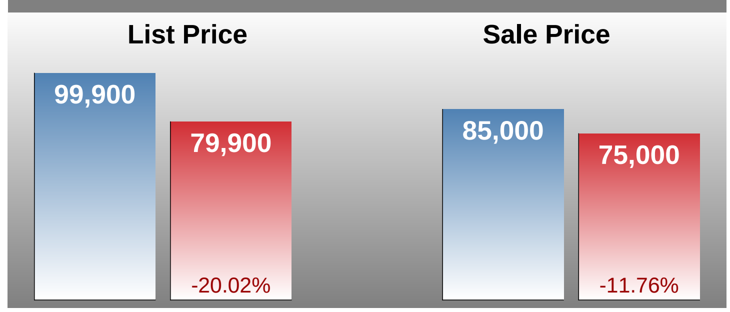
Inventory on March 31, 2018 = **1,317**

2017 2018

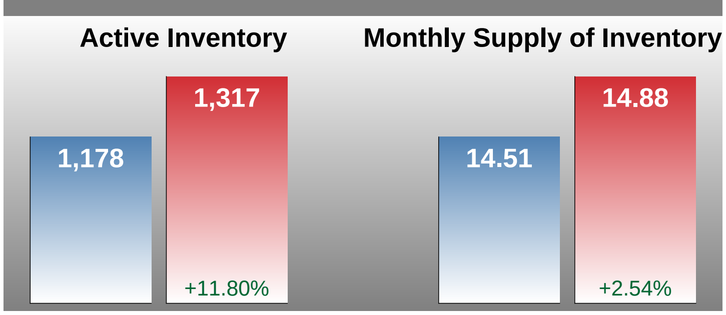
MARCH MARKET



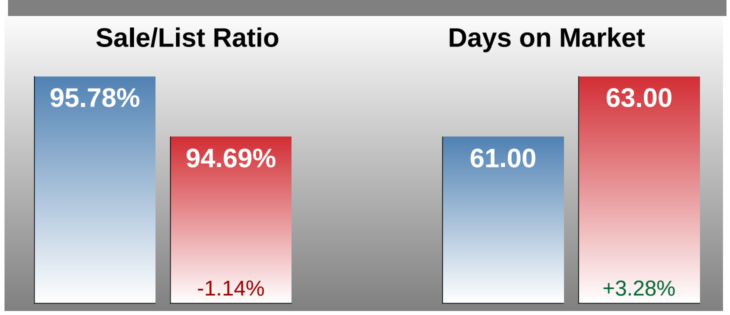
MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM



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