



February 2018

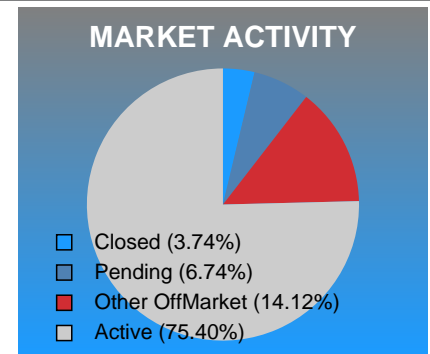
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	49	35	-28.57%
Pending Listings	45	63	40.00%
New Listings	174	183	5.17%
Median List Price	109,900	78,000	-29.03%
Median Sale Price	98,500	72,700	-26.19%
Median Percent of List Price to Selling Price	95.71%	94.34%	-1.44%
Median Days on Market to Sale	43.00	43.00	0.00%
End of Month Inventory	676	705	4.29%
Months Supply of Inventory	13.91	13.89	-0.16%



Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of February 28, 2018 = **705**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2018 rose **4.29%** to 705 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **13.89** 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 **26.19%** in February 2018 to \$72,700 versus the previous year at \$98,500.

Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in February 2018 compared to last year's same month at **43.00** DOM.

Sales Success for February 2018 is Positive

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

There were 183 New Listings in February 2018, up **5.17%** from last year at 174. Furthermore, there were 35 Closed Listings this month versus last year at 49, a **-28.57%** decrease.

Closed versus Listed trends yielded a **19.1%** ratio, down from previous year's, February 2017, at **28.2%**, a **32.08%** downswing. 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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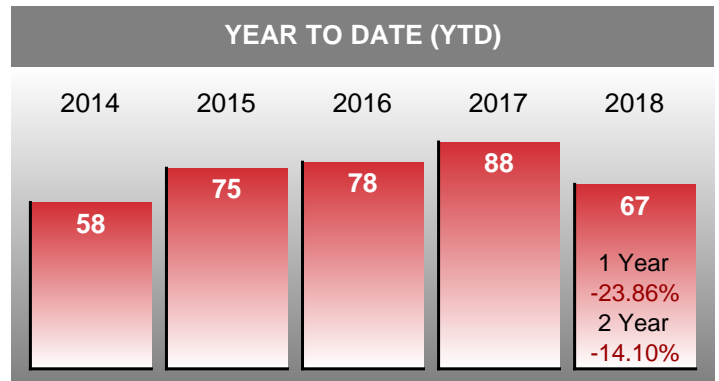
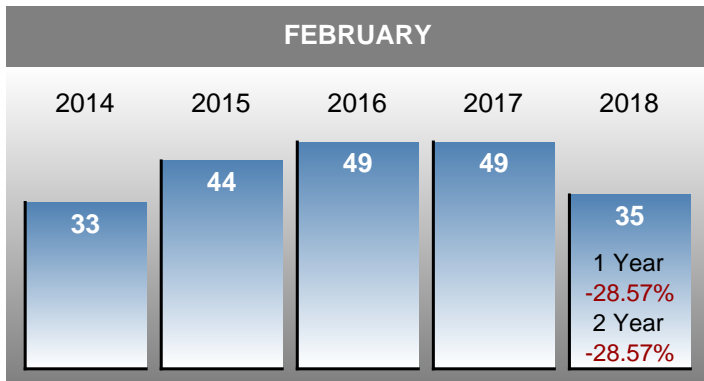
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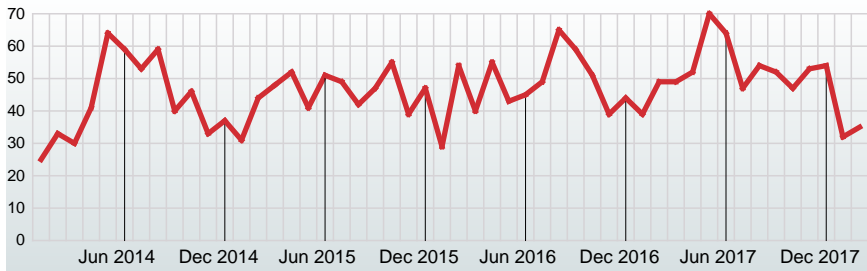
CLOSED LISTINGS

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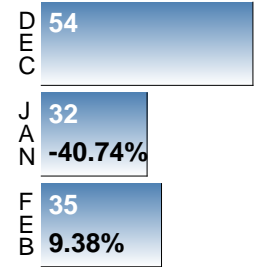


5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 42 3 MONTHS



High
May 2017 = 70
Low
Jan 2014 = 25
Closed Listings
this month at **35**,
below the 5 yr FEB
average of **42**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	11.43%	88.5	4	0	0	0
\$10,001 - \$10,000	0	0.00%	88.5	0	0	0	0
\$10,001 - \$60,000	9	25.71%	61.0	7	1	1	0
\$60,001 - \$110,000	8	22.86%	25.5	6	1	1	0
\$110,001 - \$150,000	7	20.00%	14.0	1	4	2	0
\$150,001 - \$200,000	3	8.57%	24.0	2	0	1	0
\$200,001 and up	4	11.43%	113.0	1	3	0	0
Total Closed Units	35			21	9	5	0
Total Closed Volume	3,187,315	100%	43.0	1.35M	1.33M	511.70K	0.00B
Median Closed Price	\$72,700			\$47,500	\$149,650	\$119,000	\$0

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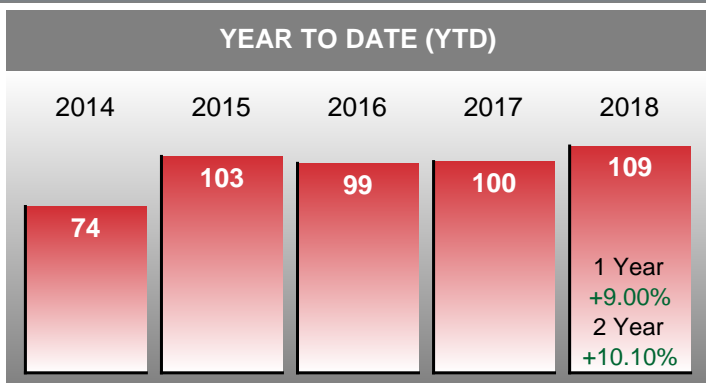
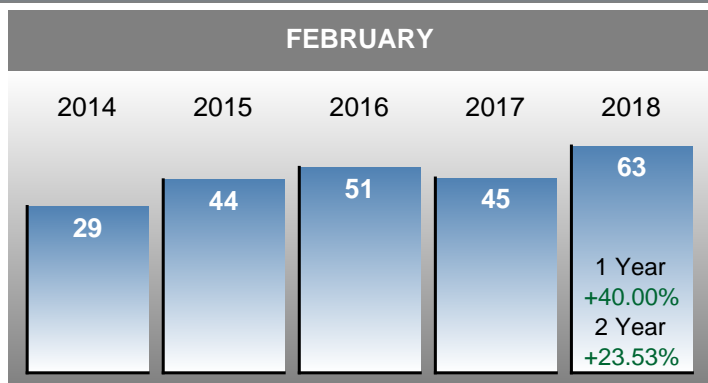
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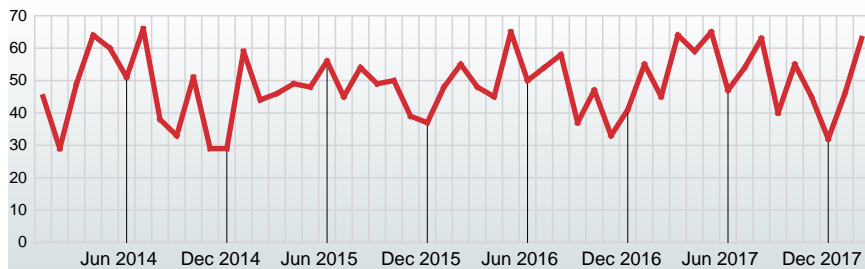
PENDING LISTINGS

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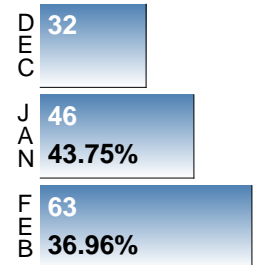


5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 46 **3 MONTHS**



High
Jul 2014 = 66
Low
Dec 2014 = 29
Pending Listings
this month at **63**,
above the 5 yr FEB
average of **46**



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	4	6.35%	49.0	4	0	0	0
\$20,001 - \$40,000	10	15.87%	69.5	10	0	0	0
\$40,001 - \$70,000	8	12.70%	24.0	4	3	1	0
\$70,001 - \$140,000	18	28.57%	24.0	5	10	3	0
\$140,001 - \$190,000	7	11.11%	26.0	1	6	0	0
\$190,001 - \$240,000	9	14.29%	15.0	2	6	1	0
\$240,001 and up	7	11.11%	67.0	1	3	3	0
Total Pending Units	63			27	28	8	0
Total Pending Volume	8,281,512	100%	28.0	1.98M	4.68M	1.62M	0.00B
Median Listing Price	\$114,900			\$39,900	\$146,400	\$169,750	\$0

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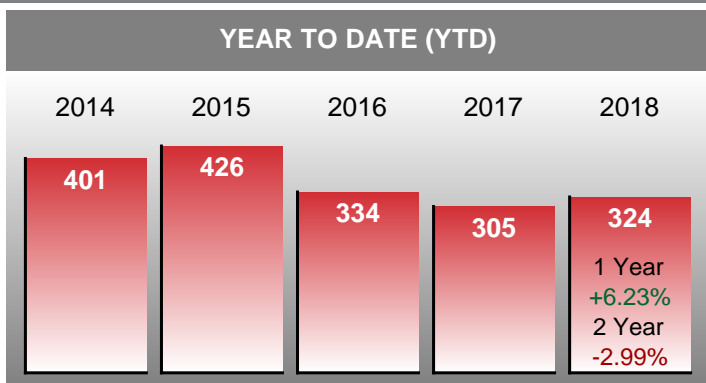
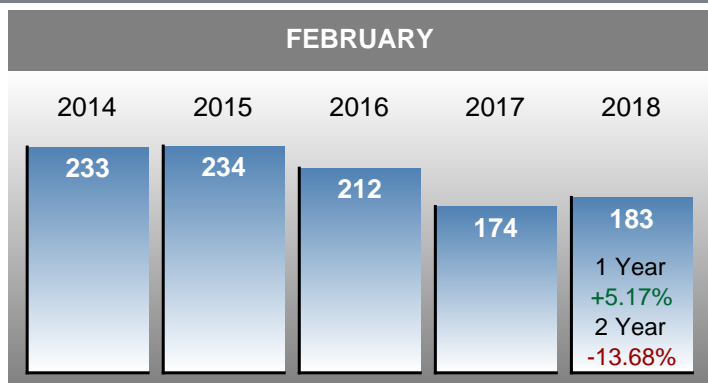
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NEW LISTINGS

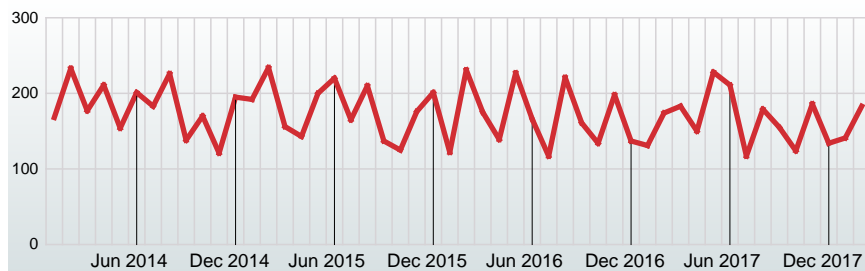
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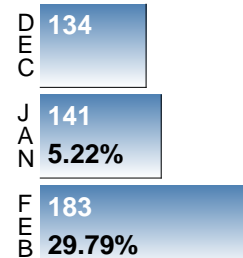
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 207

3 MONTHS



High
Feb 2015 = 234
Low
Jul 2017 = 117
New Listings
this month at **183**,
below the 5 yr FEB
average of **207**



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	1	0.55%	1	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$30,000	67	36.61%	67	0	0	0
\$30,001 - \$90,000	45	24.59%	39	6	0	0
\$90,001 - \$160,000	26	14.21%	7	17	2	0
\$160,001 - \$230,000	25	13.66%	5	15	5	0
\$230,001 and up	19	10.38%	4	8	6	1
Total New Listed Units	183		123	46	13	1
Total New Listed Volume	19,808,766	100%	7.76M	8.37M	3.05M	623.50K
Median New Listed Listing Price	\$59,900		\$24,900	\$156,815	\$225,400	\$623,500

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February 2018

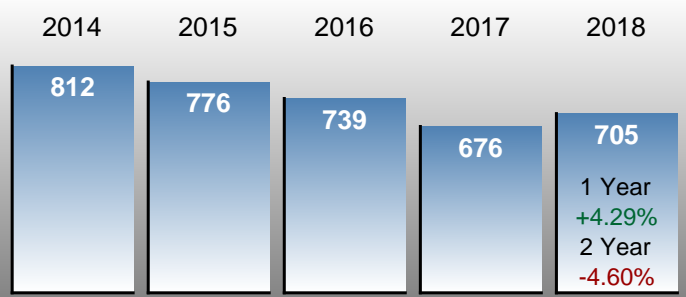
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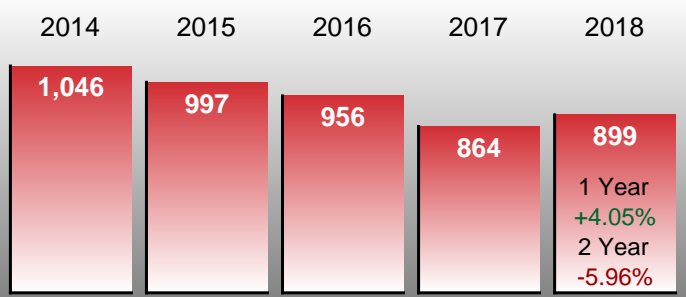
ACTIVE INVENTORY

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

END OF FEBRUARY



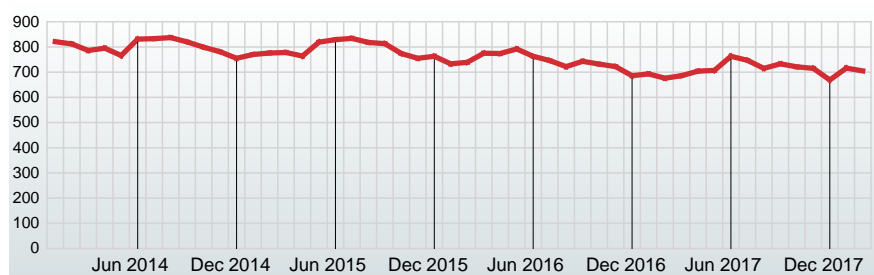
ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 742

3 MONTHS



High
Aug 2014 = 837
Low
Dec 2017 = 669
Inventory
this month at **705**,
below the 5 yr FEB
average of **742**

DEC	669
JAN	716
FEB	705

7.03%
-1.54%

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	21	2.98%	152.0	21	0	0	0
\$10,001 - \$10,000	0	0.00%	152.0	0	0	0	0
\$10,001 - \$40,000	234	33.19%	78.0	227	7	0	0
\$40,001 - \$90,000	185	26.24%	105.0	157	23	4	1
\$90,001 - \$160,000	98	13.90%	94.5	40	45	10	3
\$160,001 - \$300,000	98	13.90%	70.0	22	51	23	2
\$300,001 and up	69	9.79%	84.0	32	13	16	8
Total Active Inventory by Units	705			499	139	53	14
Total Active Inventory by Volume	92,032,526	100%	84.0	48.63M	24.15M	15.11M	4.14M
Median Active Inventory Listing Price	\$65,000			\$44,500	\$152,900	\$245,000	\$321,500

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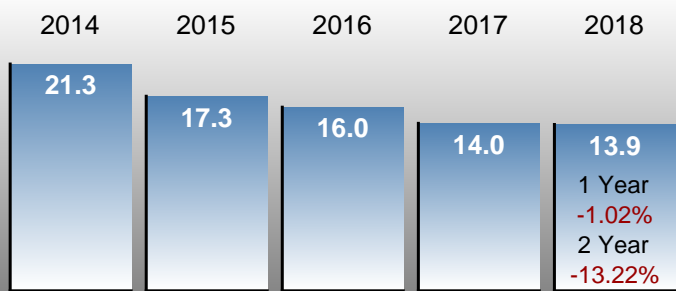
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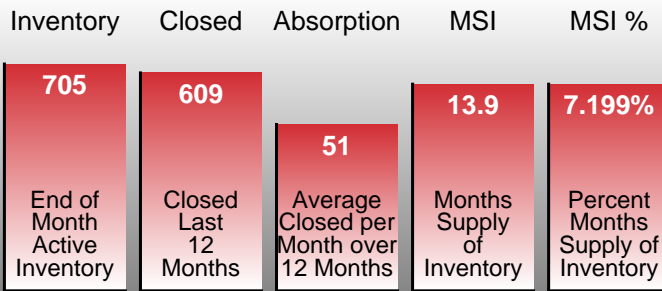
MONTHS SUPPLY of INVENTORY (MSI)

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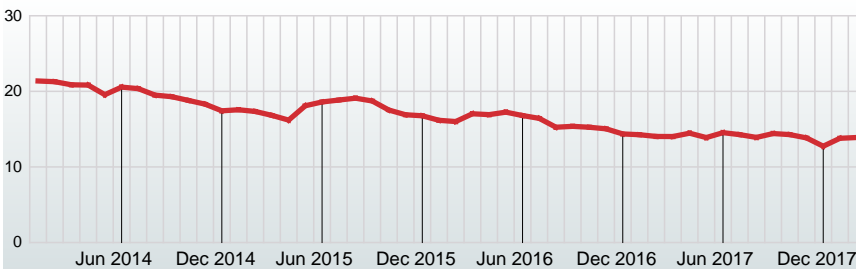
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2018



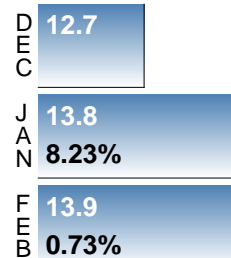
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 16.5

3 MONTHS

High
Jan 2014 = 21.4
Low
Dec 2017 = 12.7
Months Supply
this month at **13.9**,
below the 5 yr FEB
average of **16.5**



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	21	2.98%	14.8	14.8	0.0	0.0	0.0
\$10,001 - \$10,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 - \$40,000	234	33.19%	28.4	36.3	4.9	0.0	0.0
\$40,001 - \$90,000	185	26.24%	13.5	24.5	3.6	4.4	12.0
\$90,001 - \$160,000	98	13.90%	6.8	15.0	4.5	5.5	0.0
\$160,001 - \$300,000	98	13.90%	9.4	20.3	7.9	9.5	4.0
\$300,001 and up	69	9.79%	27.6	64.0	31.2	16.0	13.7
Market Supply of Inventory (MSI)	13.9	100%	13.9	27.2	5.7	7.9	12.0
Total Active Inventory by Units	705			499	139	53	14

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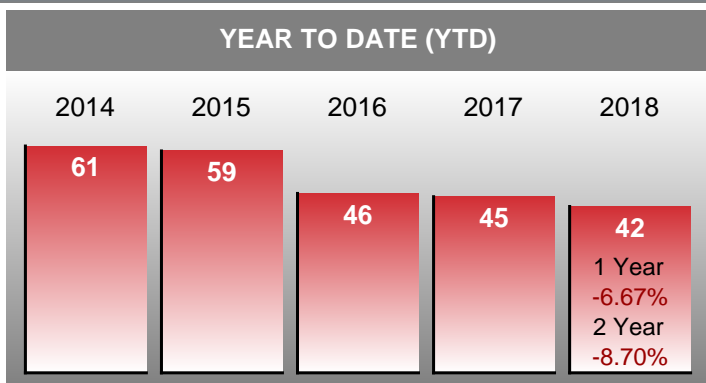
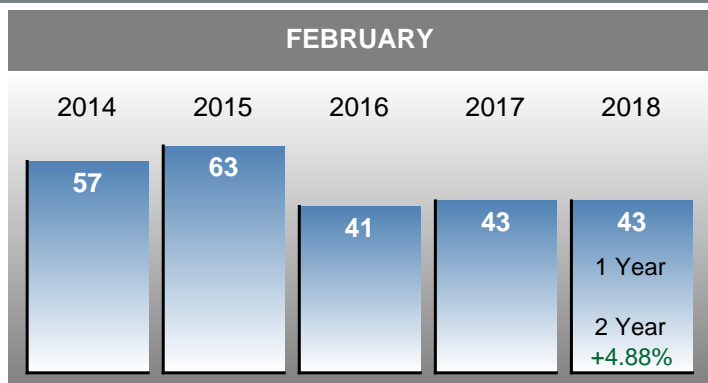
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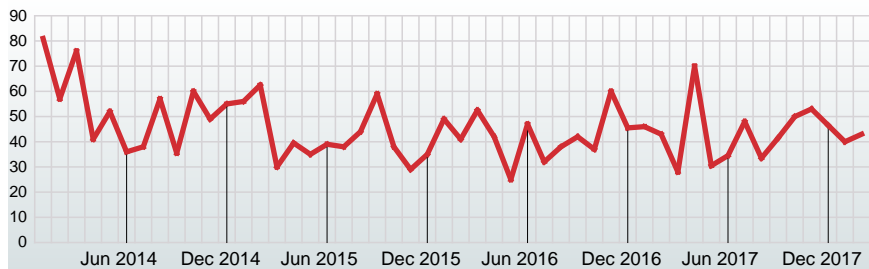
MEDIAN DAYS ON MARKET TO SALE

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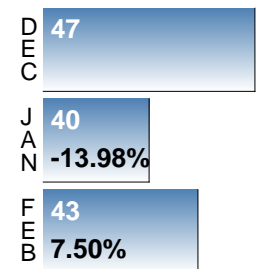


5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 49 **3 MONTHS**



High
Jan 2014 = 81
Low
May 2016 = 25
Median Days on Market
this month at **43**,
below the 5 yr FEB
average of **49**



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
\$10,000 and less	4	11.43%	88.5	88.5	0.0	0.0	0.0
\$10,001 - \$10,000	0	0.00%	88.5	0.0	0.0	0.0	0.0
\$10,001 - \$60,000	9	25.71%	61.0	65.0	13.0	43.0	0.0
\$60,001 - \$110,000	8	22.86%	25.5	21.5	42.0	58.0	0.0
\$110,001 - \$150,000	7	20.00%	14.0	70.0	45.5	2.0	0.0
\$150,001 - \$200,000	3	8.57%	24.0	55.5	0.0	24.0	0.0
\$200,001 and up	4	11.43%	113.0	101.0	125.0	0.0	0.0
Median Closed DOM	43.0			65.0	42.0	24.0	0.0
Total Closed Units	35	100%	43.0	21	9	5	
Total Closed Volume	3,187,315			1.35M	1.33M	511.70K	0.00B

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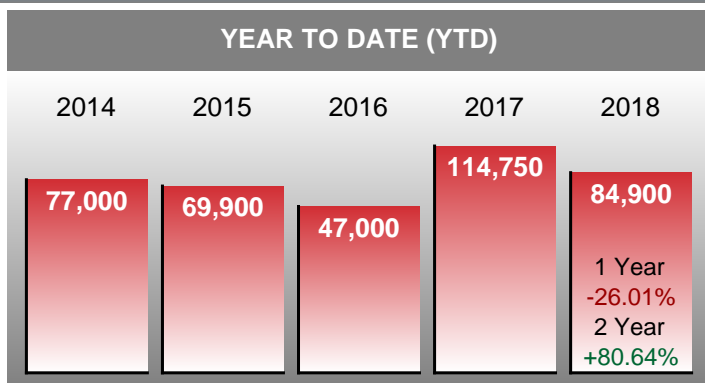
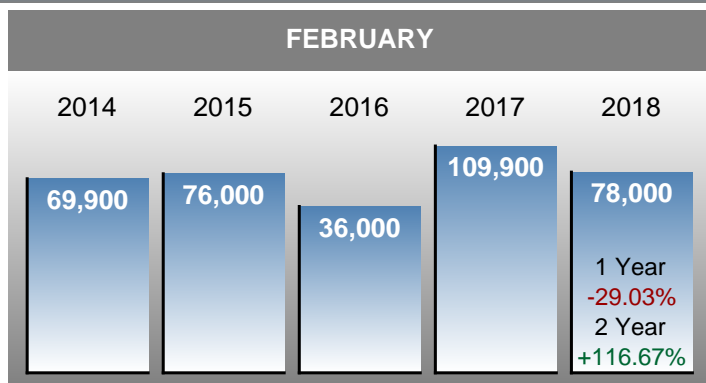
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MEDIAN LIST PRICE AT CLOSING

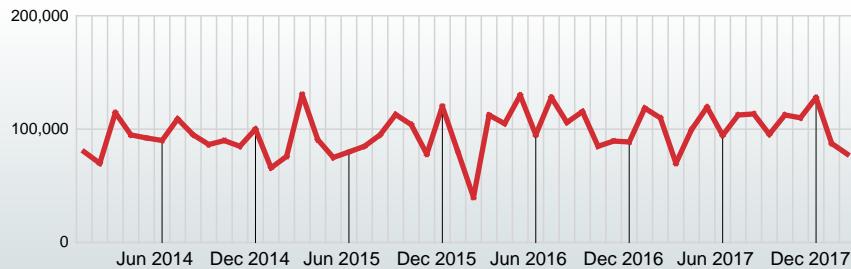
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 73,960

3 MONTHS



High
Mar 2015 = 130,450
Low
Feb 2016 = 39,900
Median List Price
this month at **78,000**,
above the 5 yr FEB
average of **73,960**

DEC 127,750
JAN 87,400
-31.59%
FEB 78,000
-10.76%

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
\$10,000 and less	1	2.86%	5,000	5,000	0	0	0
\$10,001 - \$10,000	0	0.00%	5,000	0	0	0	0
\$10,001 - \$60,000	12	34.29%	23,450	21,450	30,000	28,000	0
\$60,001 - \$110,000	8	22.86%	73,950	73,950	87,000	69,900	0
\$110,001 - \$150,000	5	14.29%	129,900	129,900	134,750	119,900	0
\$150,001 - \$200,000	5	14.29%	160,000	174,950	159,000	160,900	0
\$200,001 and up	4	11.43%	248,950	249,900	248,000	0	0
Median List Price			78,000	47,500	147,900	119,900	0
Total Closed Units		100%	78,000	21	9	5	0
Total Closed Volume			3,380,450	1.45M	1.40M	539.60K	0.00B

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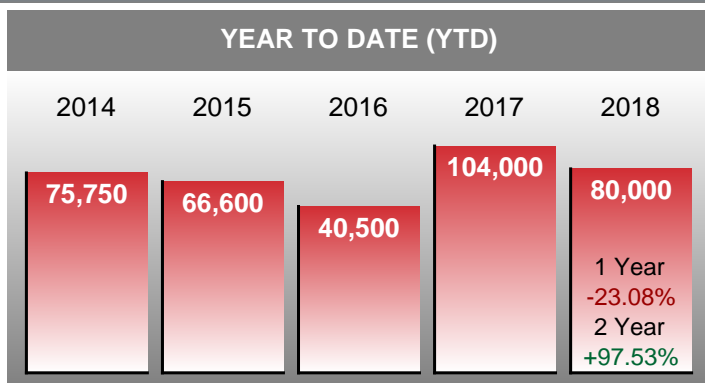
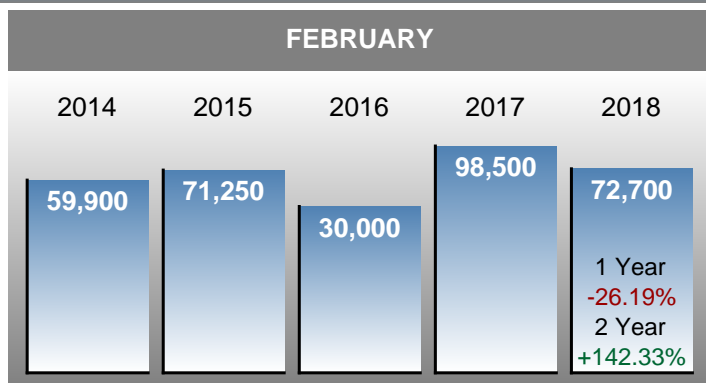
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MEDIAN SOLD PRICE AT CLOSING

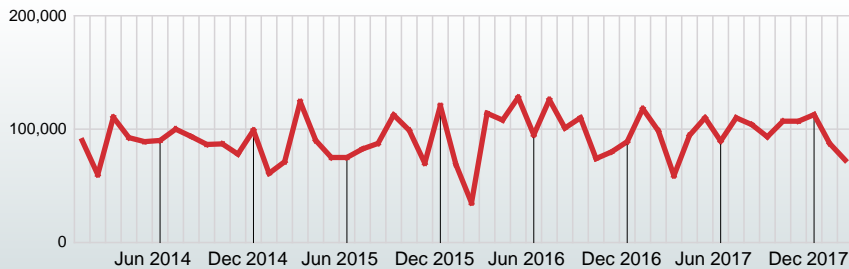
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 66,470

3 MONTHS



High
May 2016 = 128,000
Low
Feb 2016 = 35,000
Median Sold Price
this month at **72,700**,
above the 5 yr FEB
average of **66,470**

DEC 112,777
JAN 87,400
-22.50%
FEB 72,700
-16.82%

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
\$10,000 and less	4	11.43%	9,000	9,000	0	0	0
\$10,001 - \$10,000	0	0.00%	9,000	0	0	0	0
\$10,001 - \$60,000	9	25.71%	19,465	19,465	15,000	28,000	0
\$60,001 - \$110,000	8	22.86%	71,300	71,300	73,500	66,700	0
\$110,001 - \$150,000	7	20.00%	134,000	129,900	141,825	132,500	0
\$150,001 - \$200,000	3	8.57%	154,000	163,500	0	152,000	0
\$200,001 and up	4	11.43%	235,000	225,000	245,000	0	0
Median Sold Price			72,700	47,500	149,650	119,000	0
Total Closed Units		100%	72,700	21	9	5	
Total Closed Volume			3,187,315	1.35M	1.33M	511.70K	0.00B

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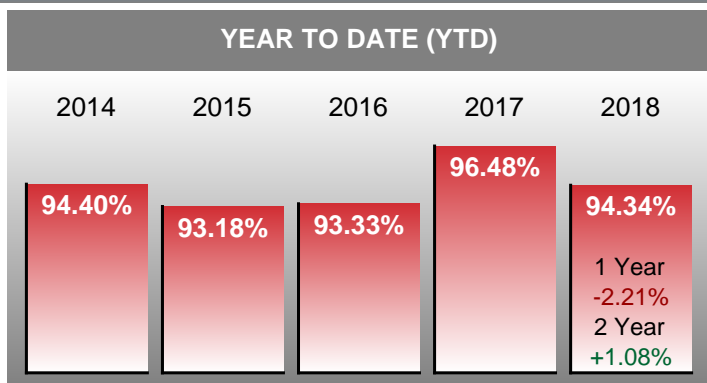
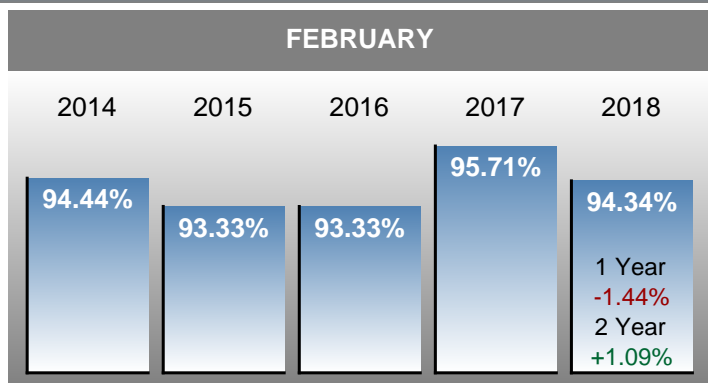
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

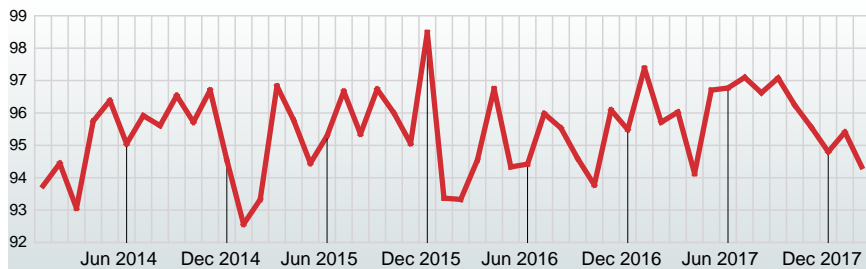
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 94.23%

3 MONTHS



High
Dec 2015 = 98.48%

Low
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **94.34%**, equal to 5 yr FEB average of **94.23%**

DEC 94.80%

JAN 95.41%

FEB 94.34%

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
\$10,000 and less	4	11.43%	75.00%	75.00%	0.00%	0.00%	0.00%
\$10,001 \$10,000	0	0.00%	75.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 \$60,000	9	25.71%	94.55%	94.55%	50.00%	100.00%	0.00%
\$60,001 \$110,000	8	22.86%	94.31%	94.90%	84.48%	95.42%	0.00%
\$110,001 \$150,000	7	20.00%	99.25%	100.00%	96.89%	95.28%	0.00%
\$150,001 \$200,000	3	8.57%	93.89%	93.68%	0.00%	93.89%	0.00%
\$200,001 and up	4	11.43%	95.65%	90.04%	98.04%	0.00%	0.00%
Median Sold/List Ratio		94.34%		93.21%	94.34%	95.42%	0.00%
Total Closed Units		35	100%	21	9	5	
Total Closed Volume		3,187,315		1.35M	1.33M	511.70K	0.00B

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February 2018

Area Delimited by County Of Cherokee



MARKET SUMMARY

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

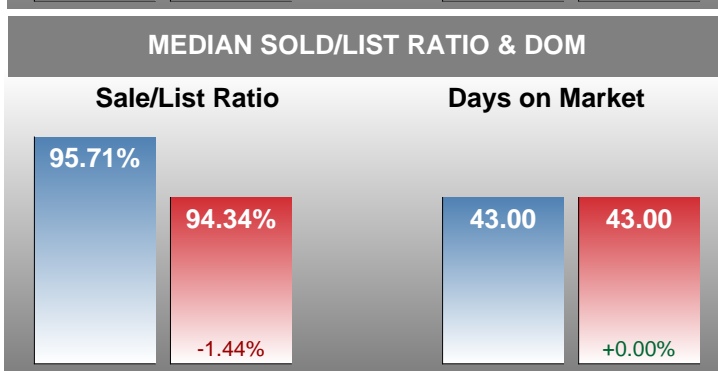
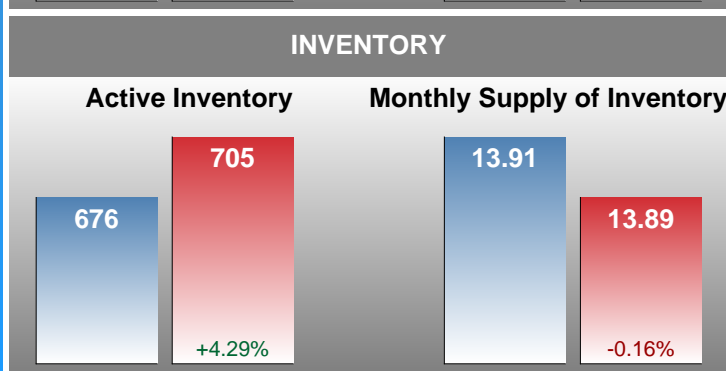
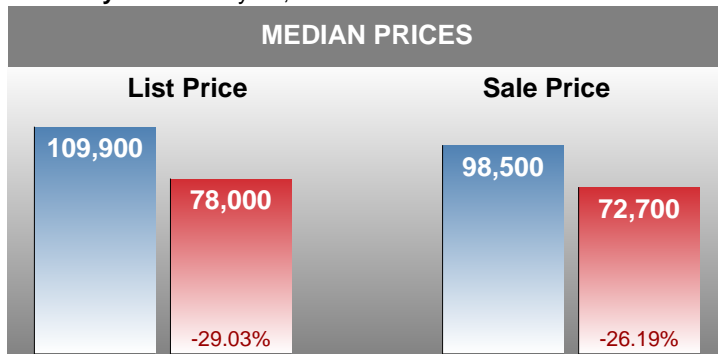
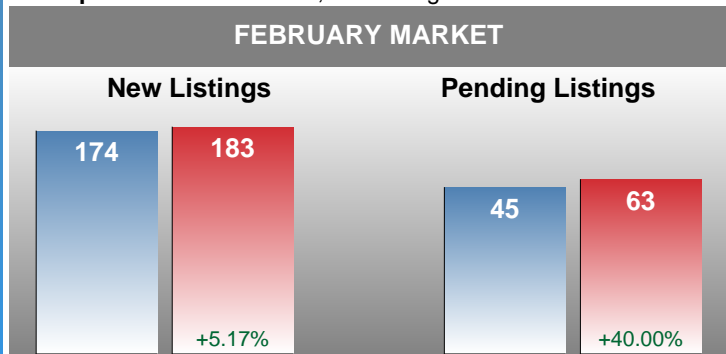


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	49	35	-28.57%	88	67	-23.86%
Pending Sales	45	63	40.00%	100	109	9.00%
New Listings	174	183	5.17%	305	324	6.23%
Median List Price	109,900	78,000	-29.03%	114,750	84,900	-26.01%
Median Sale Price	98,500	72,700	-26.19%	104,000	80,000	-23.08%
Median Percent of Selling Price to List Price	95.71%	94.34%	-1.44%	96.48%	94.34%	-2.21%
Median Days on Market to Sale	43.00	43.00	0.00%	45.00	42.00	-6.67%
Monthly Inventory	676	705	4.29%	676	705	4.29%
Months Supply of Inventory	13.91	13.89	-0.16%	13.91	13.89	-0.16%

Absorption: Last 12 months, an Average of **51** Sales/Month

Inventory on February 28, 2018 = **705**

2017 2018



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