February 2018

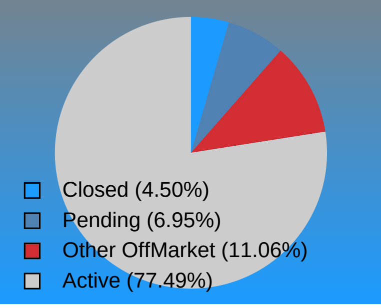
Area Delimited by Counties Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

MONTHLY INVENTORY ANALYSIS

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

Compared	February		
Metrics	2017	2018	+/-%
Closed Listings	52	70	34.62%
Pending Listings	75	108	44.00%
New Listings	290	256	-11.72%
Median List Price	87,400	72,250	-17.33%
Median Sale Price	84,400	68,500	-18.84%
Median Percent of List Price to Selling Price	92.36%	92.85%	0.53%
Median Days on Market to Sale	42.50	56.00	31.76%
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.

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 **18.84%** in February 2018 to $68,500 versus the previous year at $84,400.

Median Days on Market Lengthens

The median number of **56.00** days that homes spent on the market before selling increased by 13.50 days or **31.76%** in February 2018 compared to last year's same month at **42.50** DOM.

Sales Success for February 2018 is Positive

Overall, with Median 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.

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?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

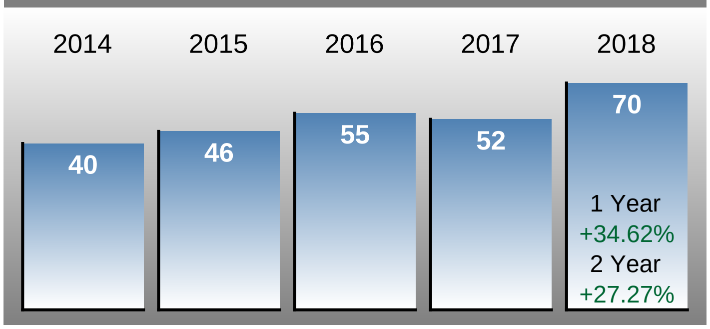
February 2018

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

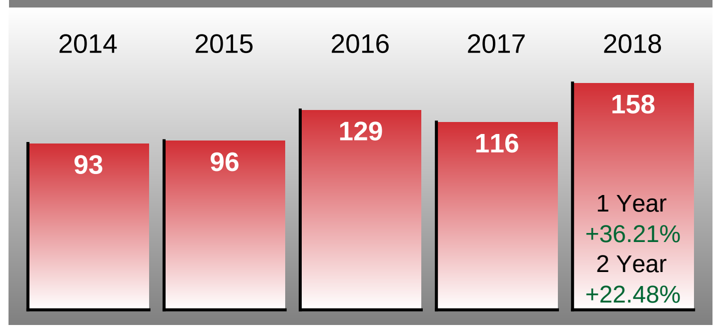
CLOSED LISTINGS

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

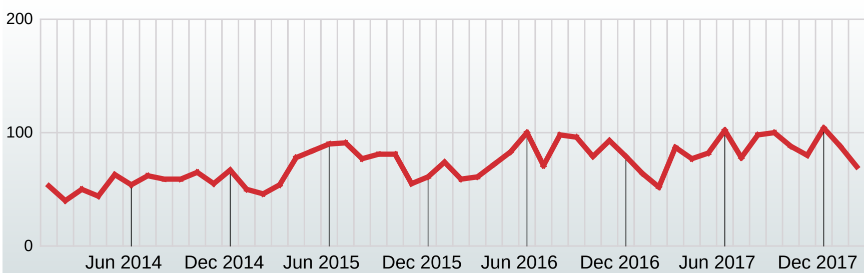
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

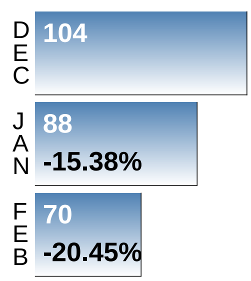


5yr FEB AVG = 53

High
Dec 2017 = 104
Low
Feb 2014 = 40

Closed Listings this month at **70,** above the 5 yr FEB average of **53**

3 MONTHS



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	5.71%	101.5	4	0	0	0
$10,001 $20,000	6	8.57%	88.5	5	1	0	0
$20,001 $40,000	16	22.86%	45.0	11	4	1	0
$40,001 $90,000	16	22.86%	63.5	5	10	1	0
$90,001 $130,000	12	17.14%	36.5	3	7	2	0
$130,001 $180,000	9	12.86%	37.0	0	9	0	0
$180,001 and up	7	10.00%	67.0	1	3	3	0
Total Closed Units	70	100%	56.0	29	34	7	0
Total Closed Volume	5,953,966			1.31M	3.55M	1.09M	0.00B
Median Closed Price	$68,500			$26,000	$108,500	$110,000	$0

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

RE DATUM

February 2018

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

MLS technology INC

PENDING LISTINGS

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

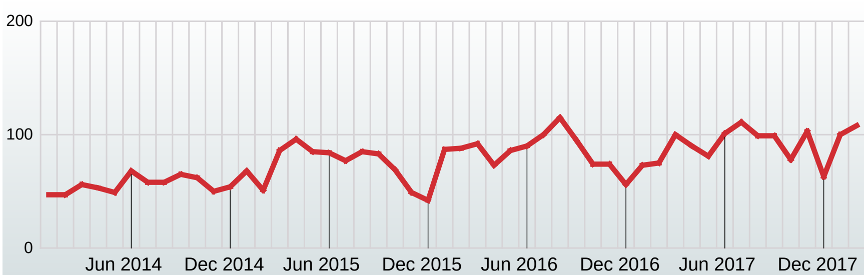
FEBRUARY

2014	2015	2016	2017	2018
47	51	84	75	108
				1 Year +44.00%
				2 Year +28.57%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
94	119	171	148	208
				1 Year +40.54%
				2 Year +21.64%

5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 73

High
Aug 2016 = 115
Low
Dec 2015 = 42

Pending Listings this month at **108,** above the 5 yr FEB average of **73**

3 MONTHS

DEC	63	
JAN	100	58.73%
FEB	108	8.00%

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	8	7.41%	55.5	7	0	0	1
$20,001 $40,000	14	12.96%	15.5	12	2	0	0
$40,001 $60,000	19	17.59%	17.0	8	9	2	0
$60,001 $100,000	25	23.15%	47.0	9	11	5	0
$100,001 $170,000	16	14.81%	76.5	1	12	3	0
$170,001 $290,000	15	13.89%	106.0	1	10	4	0
$290,001 and up	11	10.19%	41.0	4	6	0	1
Total Pending Units	108	100%	41.0	42	50	14	2
Total Pending Volume	18,980,334			9.64M	7.34M	1.69M	311.90K
Median Listing Price	$79,900			$43,500	$116,950	$99,900	$155,950

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

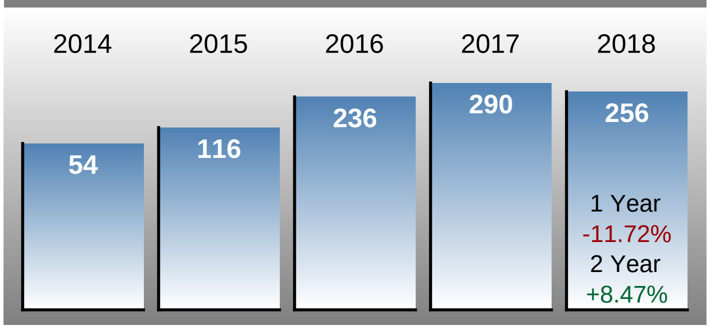
February 2018

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

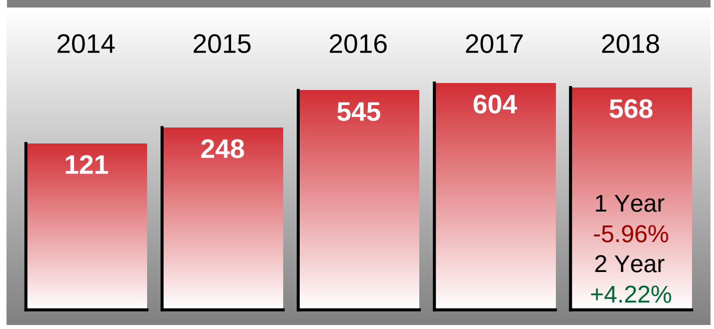
NEW LISTINGS

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

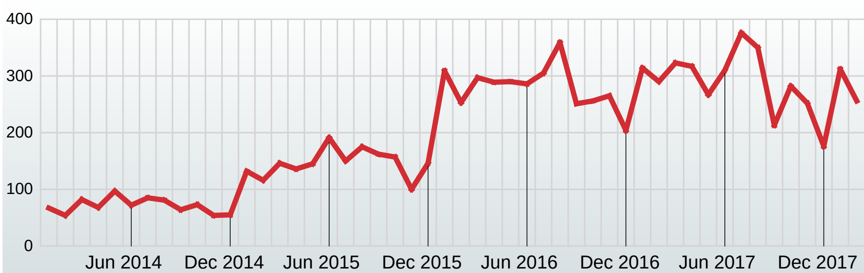
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

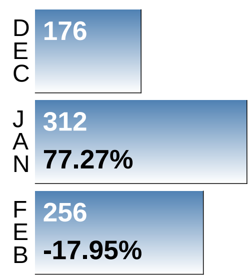


5yr FEB AVG = 190

High
Jul 2017 = 376
Low
Nov 2014 = 54

New Listings this month at **256,** above the 5 yr FEB average of **190**

3 MONTHS



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	100%	112	108	34	2
Total New Listed Volume	42,034,417		9.48M	20.93M	10.16M	1.47M
Median New Listed Listing Price	$97,000		$31,750	$136,250	$221,450	$733,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

RE DATUM

February 2018

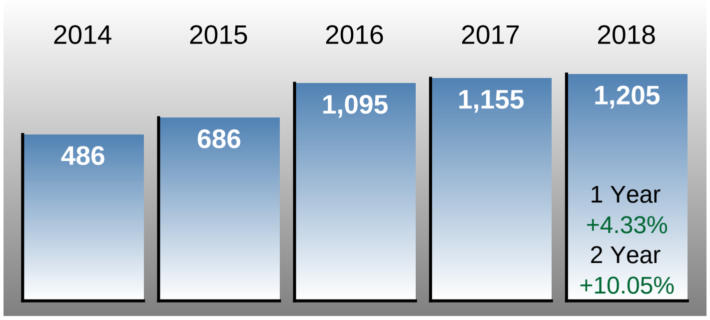
Area Delimited by Counties Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

MLS technology INC

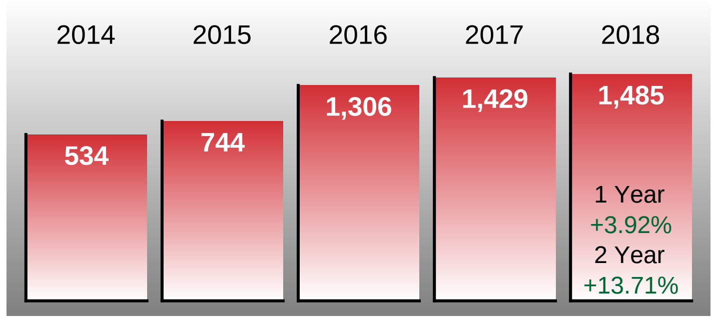
ACTIVE INVENTORY

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

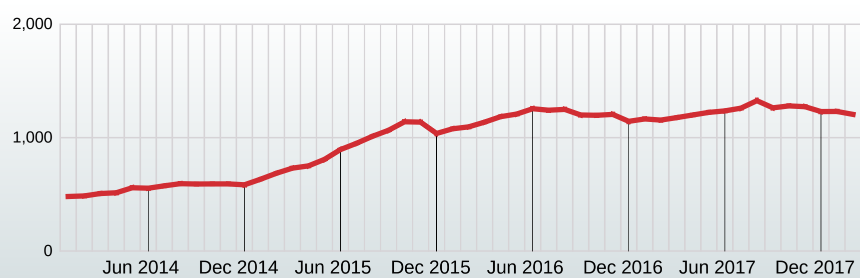
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

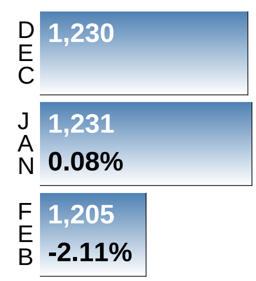


5yr FEB AVG = 925

High
Aug 2017 = 1,326
Low
Jan 2014 = 481

Inventory this month at **1,205,** above the 5 yr FEB average of **925**

3 MONTHS



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	53	4.40%	36.0	51	2	0	0
$10,001 $20,000	131	10.87%	107.0	129	2	0	0
$20,001 $50,000	244	20.25%	103.0	215	26	3	0
$50,001 $120,000	315	26.14%	90.0	153	142	19	1
$120,001 $190,000	184	15.27%	79.0	35	119	29	1
$190,001 $350,000	152	12.61%	74.5	38	66	40	8
$350,001 and up	126	10.46%	85.0	39	48	30	9
Total Active Inventory by Units	1,205	100%	87.0	660	405	121	19
Total Active Inventory by Volume	197,922,543			75.34M	78.94M	34.97M	8.67M
Median Active Inventory Listing Price	$84,500			$37,550	$135,900	$227,900	$349,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

February 2018

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

MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR FEBRUARY

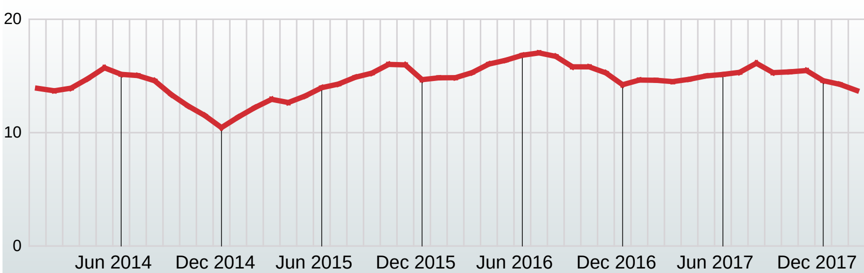
2014	2015	2016	2017	2018
13.7	12.2	14.8	14.6	13.7

1 Year -6.16%
2 Year -7.60%

INDICATORS FOR FEBRUARY 2018

Inventory	Closed	Absorption	MSI	MSI %
1,205	1,054	88	13.7	7.289%
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 FEB AVG = 13.8

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**

3 MONTHS

Month	MSI	Change
DEC	14.6	
JAN	14.3	-2.24%
FEB	13.7	-3.78%

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

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

RE DATUM

February 2018

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

MLS technology INC

MEDIAN DAYS ON MARKET TO SALE

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

FEBRUARY

2014	2015	2016	2017	2018
84	78	83	43	56

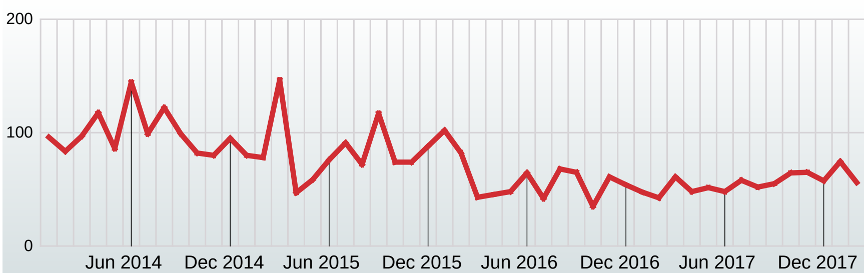
1 Year +31.76%
2 Year -32.53%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
95	80	98	46	62

1 Year +34.78%
2 Year -36.73%

5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 69

High
Mar 2015 = 147
Low
Oct 2016 = 35

Median Days on Market this month at **56,** below the 5 yr FEB average of **69**

3 MONTHS

DEC	58	
JAN	75	29.57%
FEB	56	-24.83%

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	5.71%	101.5	101.5	0.0	0.0	0.0
$10,001 $20,000	6	8.57%	88.5	121.0	47.0	0.0	0.0
$20,001 $40,000	16	22.86%	45.0	34.0	76.0	38.0	0.0
$40,001 $90,000	16	22.86%	63.5	56.0	78.0	147.0	0.0
$90,001 $130,000	12	17.14%	36.5	8.0	63.0	22.5	0.0
$130,001 $180,000	9	12.86%	37.0	0.0	37.0	0.0	0.0
$180,001 and up	7	10.00%	67.0	85.0	18.0	90.0	0.0
Median Closed DOM	56.0	100%	56.0	56.0	55.5	67.0	0.0
Total Closed Units	70			29	34	7	
Total Closed Volume	5,953,966			1.31M	3.55M	1.09M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

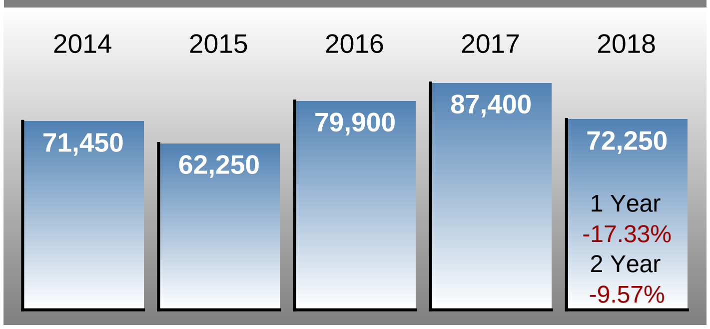
February 2018

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

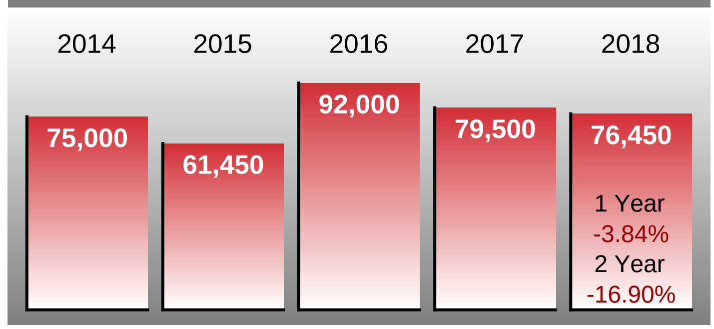
MEDIAN LIST PRICE AT CLOSING

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

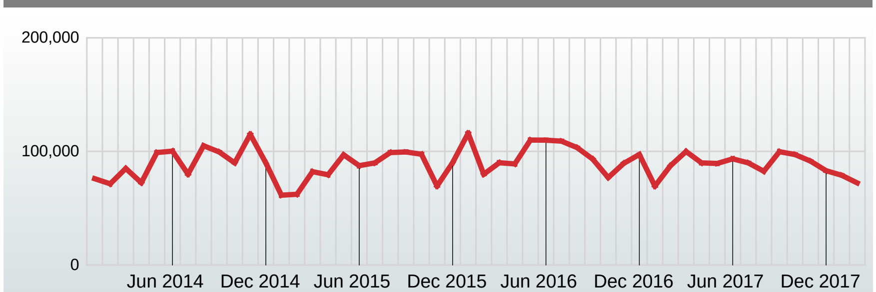
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

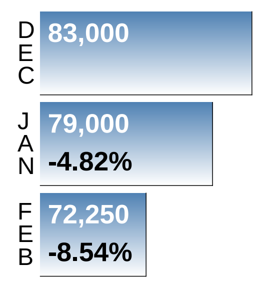


5yr FEB AVG = 74,650

3 MONTHS

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

Median List Price this month at **72,250,** below the 5 yr FEB average of **74,650**



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	3	4.29%	10,000	10,000	0	0	0
$10,001 $20,000	7	10.00%	19,900	19,150	20,000	0	0
$20,001 $40,000	12	17.14%	28,500	28,000	36,950	20,500	0
$40,001 $90,000	19	27.14%	55,000	49,975	64,750	75,000	0
$90,001 $130,000	10	14.29%	112,450	101,450	114,900	101,950	0
$130,001 $180,000	11	15.71%	149,900	147,500	149,900	0	0
$180,001 and up	8	11.43%	239,950	268,850	210,000	279,500	0
Median List Price	72,250	100%	72,250	29,000	114,900	110,000	0
Total Closed Units	70			29	34	7	
Total Closed Volume	6,388,300			1.52M	3.75M	1.12M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

RE DATUM

February 2018

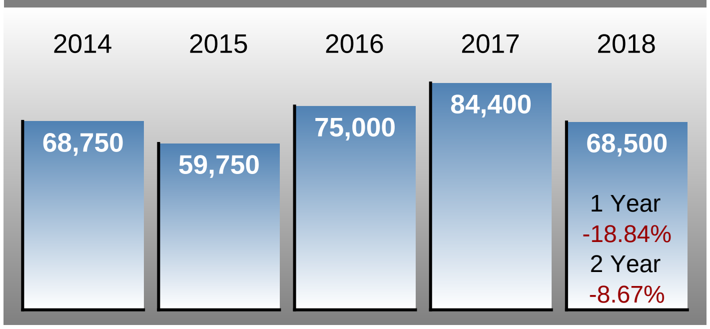
Area Delimited by Counties Haskell, Latimer, Leflore, Mcintosh, Pittsburg, Pushmataha

MLS technology INC

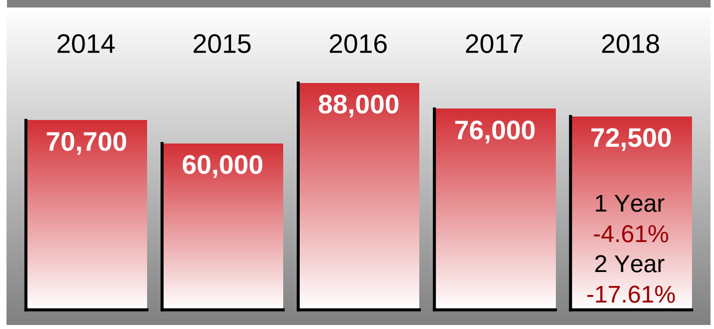
MEDIAN SOLD PRICE AT CLOSING

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

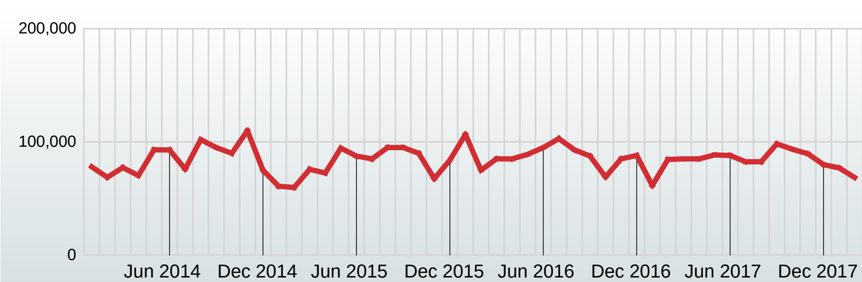
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

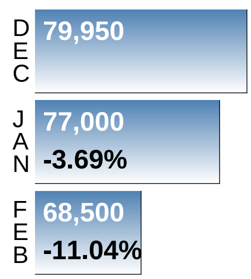


5yr FEB AVG = 71,280

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

Median Sold Price this month at **68,500,** below the 5 yr FEB average of **71,280**

3 MONTHS



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	5.71%	8,894	8,894	0	0	0
$10,001 $20,000	6	8.57%	17,750	18,000	15,100	0	0
$20,001 $40,000	16	22.86%	25,500	26,000	27,000	20,100	0
$40,001 $90,000	16	22.86%	66,000	50,000	66,000	75,000	0
$90,001 $130,000	12	17.14%	113,450	125,000	114,900	101,750	0
$130,001 $180,000	9	12.86%	155,000	0	155,000	0	0
$180,001 and up	7	10.00%	215,000	222,179	205,000	275,000	0
Median Sold Price	68,500	100%	68,500	26,000	108,500	110,000	0
Total Closed Units	70			29	34	7	
Total Closed Volume	5,953,966			1.31M	3.55M	1.09M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

RE DATUM

February 2018

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

MLS technology INC

MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

FEBRUARY

2014	2015	2016	2017	2018
93.44%	94.81%	93.87%	92.36%	92.85%

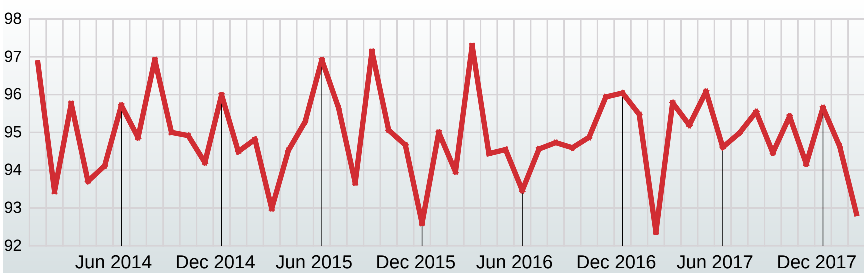
1 Year +0.53%
2 Year -1.08%

YEAR TO DATE (YTD)

2014	2015	2016	2017	2018
94.70%	94.81%	94.77%	94.66%	94.03%

1 Year -0.67%
2 Year -0.78%

5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 93.47%

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

Median Sold/List Ratio this month at **92.85%,** equal to 5 yr FEB average of **93.47%**

3 MONTHS

DEC	95.65%	
JAN	94.63%	-1.07%
FEB	92.85%	-1.88%

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	5.71%	76.59%	76.59%	0.00%	0.00%	0.00%
$10,001 $20,000	6	8.57%	93.00%	96.00%	75.50%	0.00%	0.00%
$20,001 $40,000	16	22.86%	85.84%	89.29%	74.80%	98.05%	0.00%
$40,001 $90,000	16	22.86%	92.29%	89.29%	92.29%	100.00%	0.00%
$90,001 $130,000	12	17.14%	98.53%	86.67%	97.48%	99.79%	0.00%
$130,001 $180,000	9	12.86%	97.49%	0.00%	97.49%	0.00%	0.00%
$180,001 and up	7	10.00%	95.11%	82.64%	95.11%	98.39%	0.00%
Median Sold/List Ratio	92.85%	100%	92.85%	89.29%	94.31%	99.57%	0.00%
Total Closed Units	70			29	34	7	
Total Closed Volume	5,953,966			1.31M	3.55M	1.09M	0.00B

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

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

INVENTORY

Inventory

New Listings
256 = 17.22%

Start Inventory
1,231

Total Inventory Units
1,487

Volume
$243,864,175

Market Activity

Closed Sales
70 = 4.50%

Pending Sales
108 = 6.95%

Other Off Market
172 = 11.06%

Active Inventory
1,205 = 77.49%

MARKET ACTIVITY

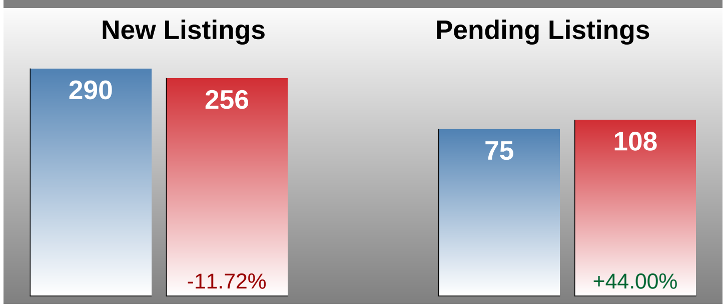
Compared	February			Year to Date		
Metrics	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	52	70	34.62%	116	158	36.21%
Pending Sales	75	108	44.00%	148	208	40.54%
New Listings	290	256	-11.72%	604	568	-5.96%
Median List Price	87,400	72,250	-17.33%	79,500	76,450	-3.84%
Median Sale Price	84,400	68,500	-18.84%	76,000	72,500	-4.61%
Median Percent of Selling Price to List Price	92.36%	92.85%	0.53%	94.66%	94.03%	-0.67%
Median Days on Market to Sale	42.50	56.00	31.76%	46.00	62.00	34.78%
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

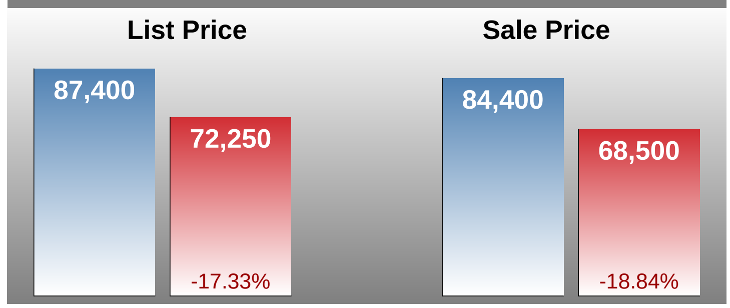
Inventory on February 28, 2018 = **1,205**

2017 2018

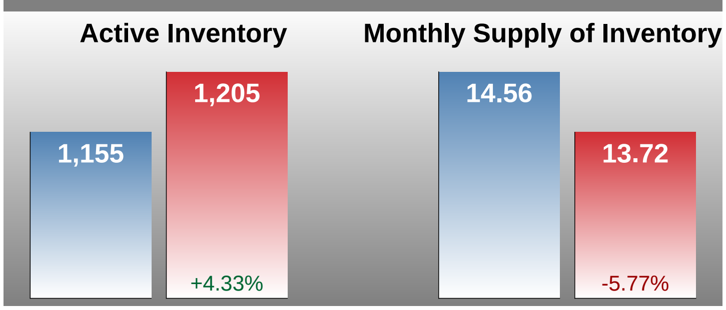
FEBRUARY MARKET



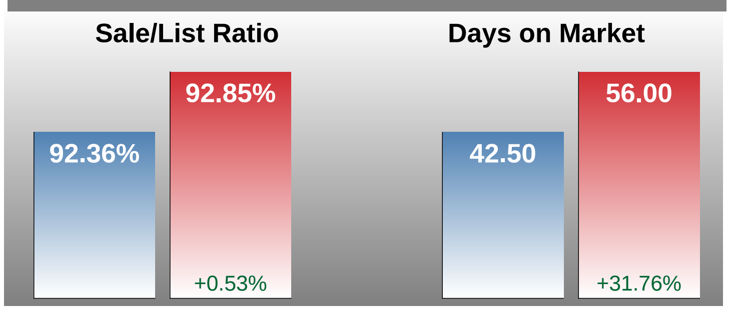
MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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